

Selling Timeline: What to Expect & When

A Month-by-Month Preparation Guide

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2–3 Months Before Listing	Meet with your REALTOR®, discuss pricing, complete repairs, declutter, organize paperwork, and begin planning your move.
1 Month Before Listing	Deep clean, stage your home, enhance curb appeal, schedule professional photos, and finalize your marketing strategy.
Listing Week	Go live on the MLS, launch marketing, host showings/open houses, and keep your home show-ready.
Under Contract	Review inspections, negotiate repairs if needed, complete the appraisal, and work through escrow.
Closing Week	Pack remaining belongings, transfer utilities, sign closing documents, complete the final walkthrough, and prepare to hand over the keys.
Moving Day	Celebrate your successful sale, move into your next home, and update your mailing address and accounts.

Quick Tips: Stay flexible with showing schedules, respond promptly to document requests, avoid major financial changes during escrow, and keep communication open with your REALTOR®.

Every home sale is unique, but with thoughtful preparation and the right guidance, the process can be smooth and successful.