5 Things to Know Before Selling Your Home

Selling your home is one of the biggest financial decisions you'll make. Whether you're considering a cash offer, listing with an agent, or exploring other options — here are five things every San Diego and Riverside County homeowner should know before making a move.

1 You Don't Have to Fix Everything First

Many homeowners delay selling because they think they need to invest \$20,000–\$50,000 in repairs and updates before listing. **That's not always true.** Cash buyers purchase homes as-is — no repairs, no cleaning, no staging. Even with a traditional listing, some repairs have a negative ROI (you spend more than you get back).

> **MYCHS Tip:** Our Concierge Listing Service handles all repairs for you at no cost. You get full market value without spending a dime upfront.

2 The "List Price" Is Not What You'll Take Home

A home listed at \$550,000 doesn't mean you'll net \$550,000. After agent commissions (5–6%), closing costs (2%), repairs, staging, and carrying costs while you wait 3–6 months — **you could lose \$60,000–\$80,000 or more.** Always calculate your NET proceeds, not just the sale price.

> **MYCHS Tip:** Download our free Net Proceeds Comparison Guide to see exactly what you'd keep with each selling option — side by side.

3 You Have More Options Than You Think

Most homeowners think they have two choices: list with an agent or sell to a cash buyer. In reality, there are at least **three distinct paths** — each with different trade-offs in speed, effort, and net proceeds:

Cash Offer: Close in 7–14 days, sell as-is, lowest net but fastest and most certain.
Traditional Listing: Highest potential price, but 3–6 months, high effort, and uncertain outcome.
Concierge Listing: Full market value, $0 cost to you, guaranteed price, 30–90 days.

> **MYCHS Tip:** We offer all three options. After reviewing your property, we'll recommend the one that puts the most money in your pocket based on YOUR situation.

4 Timing Matters — But Not the Way You Think

Yes, spring is traditionally the "best" time to sell. But in San Diego and Riverside County, **demand stays strong year-round** due to limited inventory and population growth. What matters more than the season is YOUR timeline: Are you facing foreclosure? Relocating for work? Dealing with an inherited property? The best time to sell is when it's right for your situation — not when a calendar says so.

> **MYCHS Tip:** If you're in a time-sensitive situation (foreclosure, divorce, job relocation), a cash offer with a 7–14 day close may save you thousands in carrying costs and stress.

5 Get Multiple Offers Before Deciding

Never accept the first offer without understanding your alternatives. A legitimate buyer will never pressure you into a same-day decision. **Get at least 2–3 offers** from different sources (cash buyers, agents, concierge programs) and compare the NET proceeds — not just the headline number. Factor in timeline, certainty, and how much work YOU have to do.

> **MYCHS Tip:** We provide all three options in one conversation. No pressure, no obligation. You compare and choose what works best for you.

Ready to Explore Your Options?

Call us for a free, no-obligation consultation. We'll review your property and present all three options — so you can make the best decision for your family.

(760) 477-4552

www.mycahomesolution.com