

A FREE GUIDE FROM ANTONIO RUBIO · TU CASA

The Quick Guide to Selling Your Home

The five-minute version. Price, prepare, present — and what it actually costs.



ANTONIO RUBIO

Bilingual Yuba-Sutter Real Estate Agent · Better Homes Realty

CalDRE #01472558 · Licensed since 2005

(530) 870-1063 · antoniorubiotucasa.com

Se habla español.

THE SHORT VERSION

Selling Your Home

Everything that matters most, on one page. If a line here raises a question, the full guide answers it.

- **It comes down to price and marketing** — Everything else serves those two. Get either wrong and effort elsewhere won't rescue it.
- **Price with evidence, not sentiment** — Real comparable sales, adjusted for condition, size and lot, weighed against current inventory. Overpricing is the single most expensive mistake sellers make.
- **Fix only what affects price or the appraisal** — A failing roof or an active leak, yes. A full remodel of a dated but functional bathroom, rarely.
- **Photos are the first showing** — Most buyers meet your home on a screen. Declutter hard and deep clean — they cost nothing but time and change the photographs most.
- **Judge the whole offer** — Financing type, contingencies, timeline and credits can matter more than the headline number.
- **Get a written net-proceeds estimate before listing** — Sale price is not what you walk away with. Ask for it at three prices so you know your floor before offers arrive.

California, specifically

- California asks more of sellers than most states: a Transfer Disclosure Statement, a Natural Hazard Disclosure report, a Seller Property Questionnaire and more. Disclosure is a legal obligation, not a judgment call.
- Any death on the property within the last three years must be disclosed.
- Documentary transfer tax is commonly \$1.10 per \$1,000 of value at the county level, and who customarily pays it varies and is negotiable.
- The Franchise Tax Board generally withholds 3 1/3% of the sale price at closing unless you qualify for an exemption — file the form rather than discovering it on your settlement statement.

Your Home Selling Roadmap

1	Price With Evidence A CMA from real comparable sales, adjusted for condition, size and lot, weighed against inventory.
2	Prepare What Matters Fix only what affects price or the appraisal — not everything a contractor would happily sell you.
3	Present It Properly Quality photography, an accurate listing, and full MLS syndication to every major portal.
4	Reach the Widest Buyer Pool Bilingual marketing captures qualified buyers most listings in this region never reach.
5	Negotiate the Whole Offer Financing, contingencies, timeline and credits decide which offer is genuinely strongest.
6	Manage to Closing Appraisal, financing, escrow and title tracked to their deadlines so nothing stalls quietly.

WANT THE WHOLE THING?

The Full Guide Is Free Too

This is the summary. The full guide goes properly into every point above — the numbers worked out, the mistakes that cost the most, and the California rules in detail. It is free, there is no sign-up, and it is written in English and Spanish.

Download the full guide antoniorubiotucasa.com/.../03-selling-your-home-EN.pdf

All five guides, both languages antoniorubiotucasa.com/library

ABOUT YOUR GUIDE

Antonio & Ana Rubio

Since 2005 I've helped families across Yuba City, Marysville, and the greater Yuba-Sutter region buy and sell real estate, in both English and Spanish. I work alongside my daughter Ana, a licensed agent since 2016, as a father-daughter team. Our promise is simple: we treat your move with the same care we'd want for our own family.

Find Antonio — Everywhere He Works

Antonio Rubio · Better Homes Realty · CalDRE #01472558

1615 Colusa Hwy #200, Yuba City, CA 95993

Phone: [\(530\) 870-1063](tel:5308701063)

Website antoniorubiotucasa.com

In Spanish antoniorubiotucasa.com/es

All free guides antoniorubiotucasa.com/guides

Google Business Profile share.google/boQNcJkWgvECW5equ

Leave a Google review g.page/r/CaGVcUMDcjyBECE/review

Zillow www.zillow.com/profile/Antonio%20Rubio

Homes.com www.homes.com/real-estate-agents/antonio-rubio/n48qdzm/

Realtor.com www.realtor.com/realestateagents/56ccff8d0fa417010077818d

Educational summary only. Programs, rules, rates and California law change over time and vary by property and by person. Nothing here is a commitment to lend, a guarantee of qualification, or legal, tax or financial advice. Verified September 2026 — confirm current details with a licensed lender, a CPA and your own advisors before acting. © 2026 Antonio Rubio · CalDRE #01472558 · Better Homes Realty. Equal Housing Opportunity.