Selling Your Bakersfield Home

What actually decides your number, and what does not

A straight guide to pricing, prep, costs and timing in Bakersfield and Kern County.

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Start Here

> Most sellers open with the wrong question. It is not "what do I want for it." It is "what will a buyer's lender agree it is worth, and how fast do I want this done."

Three things set your number. Comparable sales. The condition of your home. The timing of your listing. Nothing else moves it. Not what you paid. Not what you owe. Not what your neighbor is asking.

This guide walks through all of it. No pressure and no pitch. If it helps you sell without me, that is still a win.

Comparable Sales

Closed sales prove value. Asking prices do not.

Condition

What buyers see and what inspectors find shapes every offer.

Timing

When you list determines who sees it first and how urgently.

What Your Home Is Worth

Your value comes from closed sales, not active listings. An active listing is an asking price. A closed sale is proof.

A real comparison uses homes that closed in the last 90 days, within about a mile, similar in square footage, bedroom and bath count, lot size, age and condition. Then it adjusts for pool, solar, garage and upgrades.

I will not put a number on your home without pulling those comps. Anyone who quotes you a price before seeing the house is guessing.

The First Ten Days Decide the Sale

99.4%	32	30%
Of List Price	**Days on Market**	**Sold Above List**
Median sale price as a share of list price in Bakersfield, three months ending July 2026.	Median days on market for Bakersfield homes in the same period.	About 30 percent of Bakersfield homes sold above list price. Source: Redfin, July 2026.

Read that again. This market pays very close to asking, when the asking price is right.

Your listing gets its biggest burst of attention in the first ten days, when every buyer with a saved search sees it at once. Price it correctly and you compete for that attention. Price it high and you spend that attention proving you are overpriced, then cut later and sell for less than if you had started right.

⚠ A price cut is not a reset. Buyers can see the history.

What to Fix and What to Skip

Fix These

- Roof problems
- HVAC system that cannot cool
- Plumbing leaks
- Electrical panel issues
- Broken fencing
- Peeling exterior paint
- Deep clean and declutter
- Neutral paint colors throughout
- Tidy landscaping
- Every small broken thing
- Front of house curb appeal

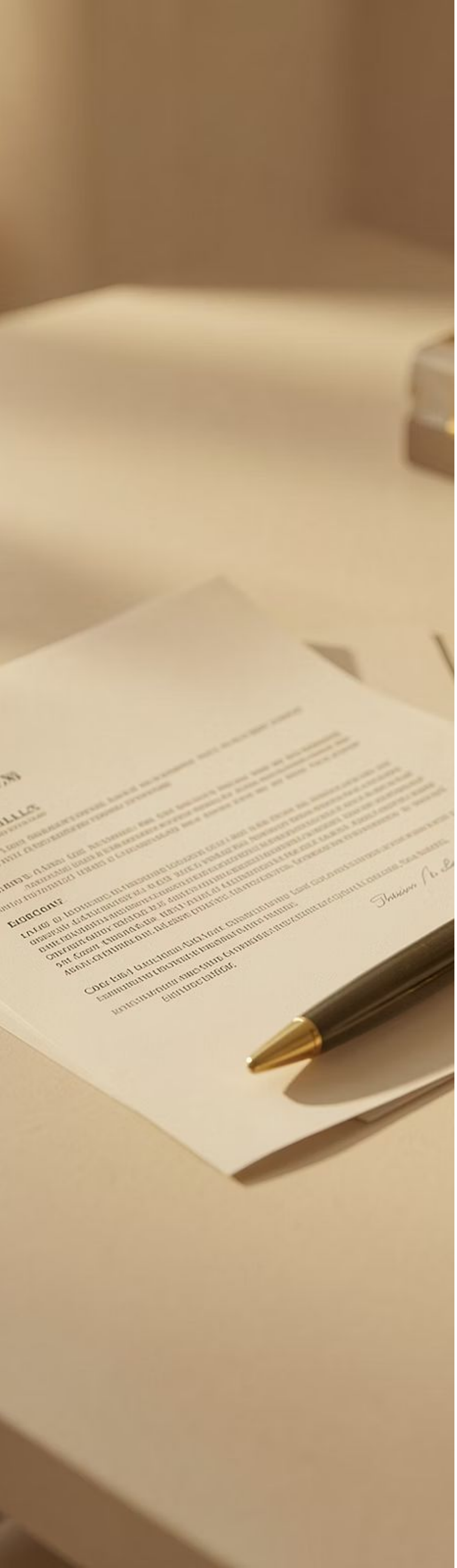
Skip These

- Full kitchen remodel before listing
- Full bathroom remodel before listing

You rarely get the money back, and your taste is not the buyer's taste.

A Bakersfield Note

In Bakersfield, HVAC matters more than almost anywhere. A buyer touring in July with a system that cannot keep up will price that into the offer or simply walk.



What It Costs to Sell

Plan for these line items. Your escrow officer gives you exact figures on a net sheet before you sign anything.

- Real estate commissions, which are negotiable
- Escrow fee, usually split
- Title insurance, owner's policy
- County documentary transfer tax, $1.10 per $1,000 of sale price in Kern County
- Natural hazard disclosure report
- Any county or city required reports and retrofits
- Repairs negotiated after inspection
- Buyer closing cost credits, if you agree to them
- Payoff of your loan and any liens
- Prorated property taxes and any HOA dues

Ask for a seller net sheet early, not at the end. Knowing your walk away number before you list changes how you negotiate.

Commissions After the 2024 Rule Change

Commissions have always been negotiable. Two things changed for sellers in August 2024.

MLS Advertising Change

Offers of compensation to a buyer's agent can no longer be advertised in the MLS.

Buyer Agreements

Buyers now sign a written agreement with their own agent before touring homes, so a buyer usually arrives already committed to how their agent gets paid.

You still control what you pay. You can offer a buyer closing cost credit, negotiate compensation separately, or offer nothing at all. Each choice changes how many buyers can afford to write an offer on your home. That is a strategy conversation, not a rule.

Commissions are not set by law and not set by any board or association.

Two Bakersfield Landmines

☀️ Solar Panels

If your system is owned and paid off, it usually helps you. If it is leased or on a power purchase agreement, the buyer has to qualify to assume it or you pay it off at closing. Find your agreement and read the transfer terms before you list. This derails more Central Valley deals than anything else on this page.

⚠️ PACE and HERO Liens

If you financed solar, windows, HVAC or a roof through a program that put the payments on your property tax bill, that is a lien on your home. Most loan types require it to be paid off or otherwise resolved at closing. Pull your tax bill and look. Do not discover this in escrow.

⚠ Both are fixable. Both are expensive surprises if nobody looks until the buyer's lender does.

How the Buyer's Loan Affects Your Sale

The appraisal has to support the price. If it comes in low you renegotiate, the buyer brings extra cash, or the deal falls apart.

FHA and VA buyers bring property condition standards with them. Peeling paint on a home built before 1978. Exposed wiring. Missing handrails. An appliance that does not work. An active roof leak. These get called out and have to be corrected before closing.

None of this is a reason to avoid those buyers. It is a reason to fix the obvious things before you list, so a condition item does not turn into a negotiation you lose.

The Timeline

Plan on roughly two to three months from the day you decide to the day you hand over the keys, assuming a normal sale.

Getting ready takes about a week of cleaning, small repairs and photos. Then your home goes active, where the Bakersfield median was 32 days on market as of July 2026. Once you accept an offer, closing usually takes another three to six weeks, and longer when the buyer is using an FHA or VA loan.

1

Get Ready

About one week of cleaning, small repairs and professional photos.

2

Active on Market

Bakersfield median was 32 days on market as of July 2026.

3

Under Contract

Three to six weeks to close. Longer with FHA or VA financing.

Cash closes fastest. Conventional is next. FHA and VA take longer. Any repair negotiation adds time on top of all of it.

Questions to Ask Any Agent Before You Sign

If an agent gets defensive about any of these, that tells you something useful.

1. How did you arrive at this price, and may I see the comps?
2. What is my estimated net at that price?
3. What specifically happens in the first ten days?
4. What do you do if we have no offers after two weeks?
5. What is your plan for photos, video and online exposure?
6. What is your commission, what does it cover, and what is negotiable?
7. How often will you update me, and how?
8. Will you be representing the buyer as well, and what would that mean for me?

When You Are Ready

I am not going to chase you. If you want a real number on your home, I will pull the comps and walk you through them, whether you list next month or next year.

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I am not a lender, an attorney or a tax advisor. Talk to a CPA about the tax consequences of your sale and to your escrow officer for exact closing figures. Market figures cited come from Redfin, Bakersfield housing market, July 2026, and they change every month. Equal Housing Opportunity.