

SELLING A HOME 101

A Stress-Free Guide to Selling
Your Home

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Your Home

YOUR HOME'S CONDITION AND DETAILS

Home Address: _____

Bedroom Count: _____

Bathroom Count: _____

Sqft: _____

Purchase Price: _____

List Price: _____

Property Condition: _____

Extra Home Features:

Selling Your Home? Let's Make it a Breeze!

You've probably heard the saying, "home is where the heart is." Well, it's time to say goodbye to your heart's home and hello to your next adventure. But before you pack up and move on, let's make the process of selling your home as smooth and stress-free as possible.



Step 1: Find the Right Real Estate Agent

Finding the right real estate agent can make all the difference in selling your home. Look for someone with a good track record, positive reviews, and who understands your needs and goals.

Step 2: Get Your House in Order

Before putting your house on the market, it's important to give it a good cleaning and decluttering. You want potential buyers to walk in and say "wow, I could see myself living here!" So, roll up your sleeves, grab a cleaning cloth, and get to work.



Step 3: Price it Right

One of the most important steps in selling your home is setting the right price. You want to attract potential buyers, but you also don't want to undervalue your home. A good real estate agent will help you determine the best price based on market trends and comparable sales in your area.



Step 4: Show it Off

Once your home is ready, it's time to show it off! Your real estate agent will handle open houses and showings, but you can also help by making sure the house is clean and tidy before each viewing.

Step 5: Negotiate and Close the Deal

When you receive an offer on your home, it's time to negotiate. Your real estate agent will help you navigate the negotiations and ensure that the deal is fair and in your best interest.

Summary Of The Steps To Sell

Selling a home can be daunting, but it doesn't have to be. Here's a summary of what typically happens

- **Step 1:** Find the perfect real estate agent and let them know you're ready to sell your home.
- **Step 2:** They'll provide a market analysis of your property to give you a better understanding of its value.
- **Step 3:** You'll go over, in detail, any steps your agent recommends to get your home in the best selling condition.
- **Step 4:** She/He will then schedule professional photos and videos and will begin the extensive marketing of your home.
- **Step 5:** Once you've received an offer, your agent will review with you the terms and conditions of that offer.
- **Step 6:** If the property is being purchased with a mortgage, after an offer is accepted and the negotiations are done, you'll go into a 30-45 day contract period, while the buyer's lender works to secure the full loan.
- **Step 7:** During this transaction period, home inspections and appraisals are conducted.
- **Step 8:** Your agent can then work with you to negotiate any repair requests the buyers might make.
- **Step 9:** If all conditions have been met for your mortgage approval and all parties have agreed to negotiations, then you get to make your way to the closing table.
- **Step 10:** Funds will be transferred into your account or you will be given a cheque.

Prep To Sell

Be sure your home is prepared before it hits the market. You want to ensure it's portrayed in the best light to get the best offers.

- Improve your landscaping and curb appeal, since that is the first thing buyers see.
- Make as many repairs as you can afford to. Unless you are pricing it below market value to sell as-is, taking the time to make repairs can get you a better offer.
- If you can, repaint your home. Adding a fresh coat of paint to a lived-in property can help it look like new.
- Remove clutter and store away as much as you can.
- Depersonalize the home by removing family photos, so you give buyers the opportunity to envision their own lives in the house instead of feeling like they are intruding into someone else's.
- Organize your closets. People will look in there, so showcase them!
- Clean, clean, clean. We recommend having a professional cleaner come in right before your home is listed. Be sure to keep it clean for every showing.
- Eliminate bad odors. You may have gotten used to smells in your home, but home buyers will be able to quickly pick up on pet and smoke odors.
- Keep your decor and furniture simple and light. You want to showcase the size of the home without it being overwhelmed by too much stuff. If you can afford to, we recommend having it professionally staged.



And that's it! Selling your home doesn't have to be a nightmare. With a little preparation, the right real estate agent, and a positive attitude, you'll be on your way to your next adventure in no time.

So, let's get started and make selling your home a breeze!



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