

---

# Selling with Laura Sikorski

Guiding you through the selling process with  
strategy, honesty, and heart—every step of the way.



real  
REAL GP

# The Journey at a Glance

Welcome

Hi It's Me!

The People Who've Got Your Back... REAL GP

Let's Break Down The Selling Process

Initial Consultation

Listing Your Home: What Happens Next?

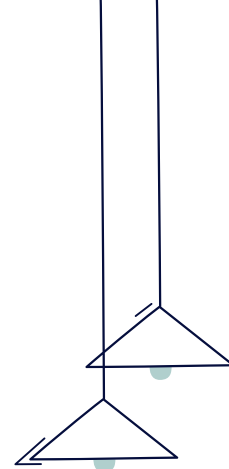
Offers & Negotiations

Accepted Offer: Conditions, What Are They?

We're Firm! What Happens Next?

Staying Connected & Referrals

So EXCITED to Work Together



# Welcome!

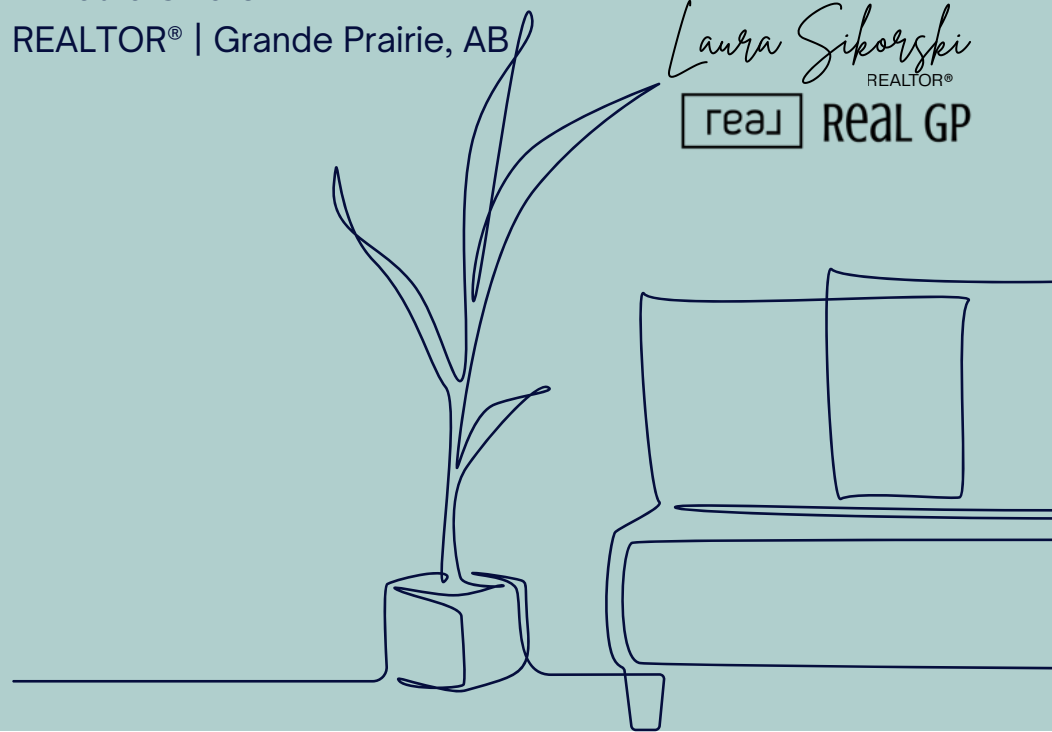
Selling your home is a big decision—whether you're moving up, downsizing, relocating, or just ready for a change. I know it can feel like a lot to navigate, and that's exactly why I created this guide: to help you feel informed, prepared, and confident at every stage.

No matter your reason for selling, this guide breaks down the process in a way that's simple and easy to follow. I want you to feel empowered with the information you need to make smart choices that align with your goals—and to move forward with peace of mind.

Selling a home isn't just about market stats and paperwork. It's about your next chapter, your timeline, and what matters most to you. I'm here to make sure you feel supported, respected, and never left guessing. Let's get you where you want to be.

— Laura Sikorski  
REALTOR® | Grande Prairie, AB

*Laura Sikorski*  
REALTOR®  
real REAL GP





# Hi, it's me!



I'm Laura , REALTOR® here in Grande Prairie, proud mom of three, and someone who genuinely loves what I do.



I've been in real estate for nearly a decade, and the magic never wears off. Every home has a story—and being trusted to help someone close one chapter and step into the next is something I'll never take for granted.

If you're here, it means you're thinking about selling. Maybe it's time for more space, less space, a new job, or a fresh start. Whatever the reason, I'm here to walk alongside you with clarity, care, and real support.

Grande Prairie is home for me—it's where I've raised my family, built a business I love, and found a community that truly looks out for one another. I understand how much heart can live inside a house, and how emotional it can be to let go. You're not just selling a property—you're making space for what's next.

I believe in honest conversations, thoughtful strategy, and showing up with my whole heart. My faith, my family, and this city shape everything I do, and I'm so thankful to do this work in a place that's full of grit and goodness.

Real estate is how I serve—and I'm here to help you move forward with confidence, clarity, and peace.

— Laura

# The People Who've Got Your Back... REAL GP



**Me.. Laura.. of course!**  
REALTOR®



**Dennis Stauffer**  
REALTOR®

With 20+ years of experience and deep roots in Grande Prairie (he's also my dad!), Dennis is known for his market knowledge, steady approach, and ability to get deals done smoothly.



**Brooke Funk**  
REALTOR®

Brooke has a sharp eye for detail and a strong understanding of what buyers are looking for. As part of the team, she's ready to bring serious buyers to your listing and help make the selling process smooth and successful.



**Lydia Jardine**  
Transaction Coordinator

Lydia is the organized backbone of our team, expertly managing all the details, paperwork, and deadlines behind the scenes. Her careful attention keeps every sale on track, so you can focus on your next chapter with confidence and peace of mind.



# About my Brokerage: REAL Broker

## **A Modern Brokerage Built for Today's Market**

Real Brokerage is a cloud based real estate brokerage operating across Canada and the United States. It was designed to support how real estate is done today, with flexibility, efficiency, and strong systems behind the scenes.

## **Focused on Clients, Not Offices**

Without physical offices, Real operates with less overhead. This allows the brokerage to prioritize technology, compliance, and agent support rather than maintaining brick and mortar locations.

## **Strong Oversight and Accountability**

Every transaction is reviewed and documented through built in compliance processes. This ensures consistency, protection, and professionalism from listing to closing.

## **Why Sellers Benefit**

A streamlined brokerage structure means efficiency, strong systems, and full regulatory oversight, without unnecessary layers. The result is a professional, secure, and modern brokerage supporting your sale from start to finish.

***“Real Brokerage has surpassed 30,000 agents — up roughly 10,000 in just the past year — highlighting the company’s rapid growth and strong demand for its tech-driven, agent-first real estate platform.”***

***HousingWire (Sep 24, 2025)***



# Let's Break Down the Selling Process

Selling your home can feel like a big puzzle—but I'm here to guide you through every step. This is the roadmap we'll follow together. We'll explore each stage in detail as we go, so you always know what's coming next and feel confident throughout the journey.

1

## Initial Consultation

We'll start by discussing your goals, timeline, and what to expect throughout the process. I'll answer any questions you have and explain how we'll work together.

2

## Home Preparation & Pricing

We'll talk about any improvements or staging ideas to help your home shine, then set a competitive listing price based on current market research. Plus, I'll provide you with a ready-to-list checklist to make sure everything is set for a successful launch.

3

## Marketing Your Home

Your property will be showcased with professional photography that highlights its best features—this is why following the ready-to-list checklist is so important. We'll also promote your home through online listings, social media and networking to attract serious buyers.

4

## Showings & Potential Open Houses

We'll schedule private showings to give interested buyers a chance to see your home up close. If it fits our strategy, we may also host open houses to attract more attention. I'll coordinate all appointments around your schedule and keep you updated with feedback after each visit.

# Let's Break Down the Selling Process

5

## Reviewing Offers

When we receive any offers, I'll be right by your side to carefully review with you. Together, we'll weigh the terms, negotiate when needed, and find the offer that best aligns with your goals and timeline. You can count on me to guide you through this important step with care and clarity.

6

## Under Contract & Conditions

Once you accept an offer, the buyer will work through conditions outlined in the contract—this often includes inspections but can also involve financing, appraisals, etc. I'll guide you through each step, explaining what to expect and helping address any questions or concerns.

7

## Closing Preparation & Closing Day

As we near closing, I'll coordinate with your lawyer and other professionals to make sure all paperwork is ready and everything is on track. Your Lawyer will make an appointment to sign the final documents. Once closed, now it's time to celebrate!!

8

## Sharing the Love

It's always my goal to make selling your home a positive, smooth experience—and I'd love to hear what stood out to you. Your feedback means a lot and helps me keep improving for future sellers. And if you ever recommend me to a friend or family member, that's truly the biggest compliment I could receive. I'm so grateful for your trust.



# Initial Consultation



This meeting is all about understanding your goals and answering your questions. You don't need to have your home fully prepared or ready to list at this stage—life can be busy and unpredictable, and that's completely normal.

We'll talk about your reasons for selling, your timeline, and how the process works. When you're ready, I'll visit your home to provide a fair market evaluation and help plan the best next steps for you.

This conversation is meant to give you clarity and confidence as you consider your options and move forward at your own pace.

## Here are some questions to consider:

1. Why are you thinking about selling? Whether it's upsizing, downsizing, relocating, or another reason, understanding your motivation helps shape the plan.
2. What's your ideal timeline? Do you have a specific date you'd like to move by, or are you flexible?
3. What concerns or questions do you have about selling? Jotting these down can help us address them together.
4. What do you love most about your home? These details can help highlight key selling points.
5. Are there any updates or repairs you've been considering? Knowing this helps with pricing and preparation.
6. Have you thought about your next steps after selling? For example, buying another home or renting temporarily.
7. What's most important to you in this process? Quick sale, highest price, minimal disruption, etc.



# Listing Your Home: What Happens Next?

## **Finalizing Your Listing Price**

Together, we'll review the market evaluation and your goals to set a competitive price that attracts buyers while maximizing your return. Pricing your home right is key to generating interest early on.

## **Preparing for Photography**

Before the professional photographer arrives, it's important to follow the Ready-to-List Checklist (see in the next pages) to ensure your home looks its absolute best.

## **Scheduling Professional Photography**

I'll arrange for a professional photographer to capture your home's best angles and features. Great photos help your listing stand out and create a strong first impression online.

## **Launching Your Listing**

Your home will be listed on the MLS and showcased across popular online platforms and social media channels to reach as many potential buyers as possible.

## **Coordinating Showings**

I'll organize showings that fit your schedule and, if part of our strategy, open houses to give buyers the chance to experience your home firsthand. After each showing, I'll provide feedback so you're always in the loop. (See my Ready for Showing Checklist)

# Deciding on a Price: Intelligent Pricing & Timing

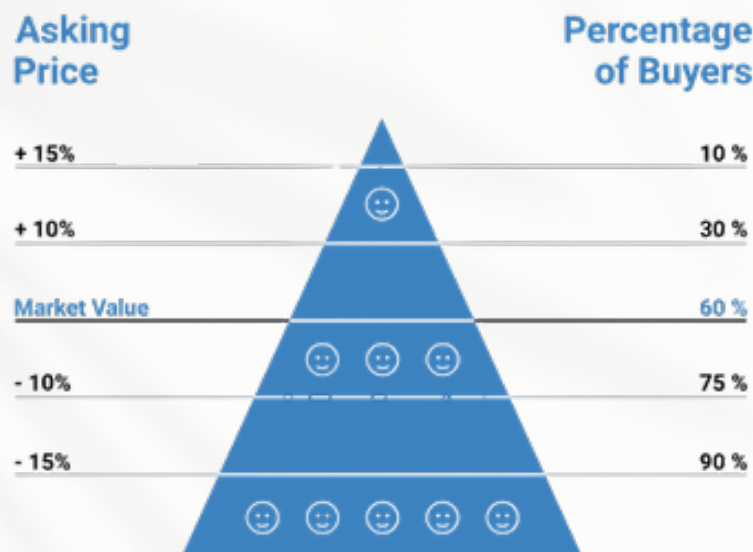
Pricing a home for sale is as much art as science, but there are a few truisms that never change.

- Fair market value attracts buyers, overpricing never does.
- The first two weeks of marketing are crucial.
- The market never lies, but it can change its mind.

Fair market value is what a willing buyer and a willing seller agree by contract is a fair price for the home. Values can be impacted by a wide range of reasons, but the two biggest are location and condition. Generally, fair market value can be estimated by considering the comparables - other similar homes that have sold or are currently for sale in the same area.

**Sellers often view their homes as special, which tempts them to put a higher price on it, believing they can always come down later, but that's a serious mistake.**

Overpricing prevents the very buyers who are eligible to buy the home from ever seeing it. Most buyers shop by price range and look for the best value in that range.

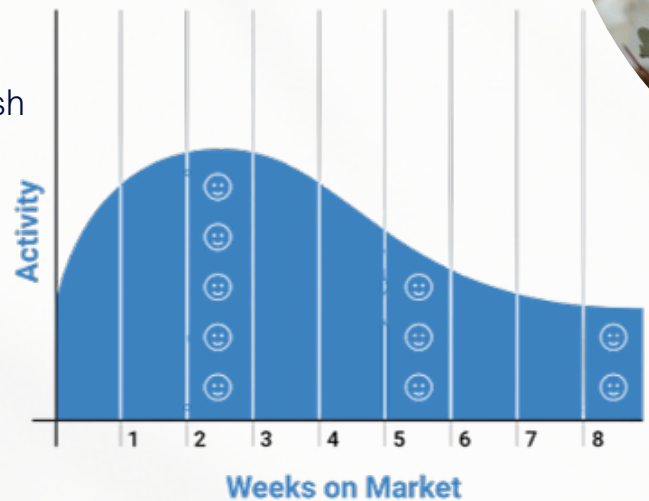




# Deciding on a Price: Intelligent Pricing & Timing

Your best chance of selling your home is in the first two weeks of marketing. Your home is fresh and exciting to buyers and to their agents.

With a sign in the yard, full description and photos in the local Multiple Listing Service, distribution across the Internet, open houses, broker's caravan, ads, and email blasts to your listing agent's buyers, your home will get the greatest flurry of attention and interest in the first two weeks.



If you don't get many showings or offers, you've probably overpriced your home, and it's not comparing well to the competition. Since you can't change the location, you'll have to either improve the home's condition or lower the price.

Consult with your agent and ask for feedback. Perhaps you can do a little more to spruce up your home's curb appeal, or perhaps stage the interior to better advantage.

The market can always change its mind and give your home another chance, but by then you've lost precious time and perhaps allowed a stigma to cloud your home's value.

Intelligent pricing isn't about getting the most for your home - it's about getting your home sold quickly at fair market value.





# CHECKLIST

## Ready to List

Before we list your home, there are some important steps to take first. Jumping straight into selling without preparation can lead to delays or missed opportunities. Getting these basics in place helps keep the process clear, simple, and focused on getting the best results for you.

Here's what to have ready before we put your home on the market:

- ☐ Take everything off the floor except furniture. This includes toys, buckets, boxes, & baskets. Everything you don't use day to day put in storage.
- ☐ Clean windows, casings and wipe down screens. In sunny houses dust shows more & also creates more dust. Put all screens back on unless in need of repair.
- ☐ Clear kitchen counter of everything except coffee maker. Or one small appliance. Remove all items from above cabinets & polish up appliances and sink.
- ☐ Polish up bathroom fixtures and mirrors. Nothing on vanity counter except soap.
- ☐ Wash walls. Magic erase scuffs. Fill holes and touch up paint if needed. Wipe down baseboards. Freshen up baseboards by painting if needed.
- ☐ Organize closets especially front closet. (Remove all jackets from hooks)
- ☐ Clean deck and make sure it's clear of snow or wiped down at all times. Remove any visible dog droppings.
- ☐ Personal items put in storage (or garage)
- ☐ Make sure driveway is empty for pictures and showings so the buyer AND the REALTOR can park beside each other.



# CHECKLIST

## Ready to List Continued

- ☐ Mop floors in furnace room. Wipe down the furnace \* hot water tank to make them look new/ replace furnace filter before property inspection\*
- ☐ Be mindful of smells. This could be a deal breaker for buyers. Plug-ins work great
- ☐ Press curtains and clean/ dust blinds
- ☐ Office- cut nic nacks in half- less is more. Half the built ins empty.
- ☐ Tip to update the kitchen- changing out the hardware/pulls on the drawers & doors to make it look more modern.
- ☐ First impressions are everything. Make sure the front entrance is clean & clutter free. Wash front door & get rid of scuffs or dirt.
- ☐ If a room is small make it look larger by taking out bulky furniture & keeping the space minimalistic.
- ☐ For a showing leave lights on & play music if you have. On cold days turn on fireplace.
- ☐ Dead Flower pots on front porch/back porch put in garage. \*\*First impressions!!
- ☐ Toilet seats down for showing
- ☐ Always remember: Less is more so when in doubt go for less. Cut in half and half again.



# CHECKLIST

## Ready for Showing

- ☐ Take everything off the floor except furniture.
- ☐ Wipe down kitchen counters/appliances and polish up the sink. No dishes on counters or sink.
- ☐ Empty master shower and tuck away everything on counters except soap
- ☐ Polish up chrome on bathroom fixtures and mirrors. Close toilet lids!
- ☐ Sweep/mop hardwood and tile. Vacuum carpet. Wipe down baseboards
- ☐ Make beds smooth covers
- ☐ Sweep front step and windex window door.
- ☐ Take dog and/or cat bowls and dog beds on way out.
- ☐ Turn on all lights and lamps in house including furnace room
- ☐ Turn on music either TV, Alexa or Google Play
- ☐ Make sure driveway is shoveled and salted.



# Offers & Negotiations

When offers come in, it's an exciting and important time. You'll have options to consider, and sometimes there's room to negotiate terms to get the best outcome. I'm here to guide you through this process with clear advice and dedicated support.

## What to Expect If Offers Come In

If you receive offers, each will outline the price, conditions, and timelines. We'll review them together carefully to determine which best fits your goals. I'll help negotiate terms if needed, always aiming to secure the best outcome for you.

## How I Support You

I'll explain every offer in clear terms, help you weigh the pros and cons, and negotiate confidently on your behalf. You'll never feel alone in this process—I'm here to guide you toward the best decision.

## What to Expect If No Offers Come In

If offers don't come in right away, it's okay—sometimes the market needs more time or a fresh approach. We'll review the listing strategy together and consider adjustments like pricing, marketing, or staging to attract buyers and get your home sold.

## How I Support You

I'll provide honest feedback and creative solutions to refresh our approach. Together, we'll explore new strategies and keep communication open so you always know the plan moving forward.





# Accepted Offer: Conditions, What Are They?

When you accept an offer, it may include “conditions” — specific steps the buyer needs to complete before the sale is final. These conditions give the buyer a chance to confirm everything is in order before fully committing, so it’s important to understand how they work and what to expect.

## Common Conditions

- **Financing:** The buyer finalizes their mortgage approval to ensure they can complete the purchase.
- **Home Inspection:** The buyer arranges an inspection to check the home’s condition and avoid any surprises.
- **Appraisal:** The property is appraised to confirm its value meets the lender’s requirements.
- **Other Conditions:** Sometimes there are additional conditions unique to the buyer’s situation.

## How I Support You

I’ll keep you informed every step of the way as buyers work through their conditions. If any issues arise during inspections, appraisals, or financing, I’ll help you understand what it means and guide you through any necessary negotiations or solutions. You can count on me to manage communication and keep the sale moving forward smoothly.

## When Conditions Are Removed?

Once all of the buyer’s conditions are satisfied, the offer becomes firm—and that’s a big moment worth celebrating! The sale is officially moving forward, and we’ll begin preparing for the final steps leading up to closing day.

**The conditional period can feel like a lot of waiting—but you’re not in it alone. I’ll keep you updated at every step so you’re never left wondering what’s going on. And behind the scenes, Lydia is staying on top of the details to make sure everything stays organized and on track as we move toward a firm sale.**

*Laura Sikorski*  
REALTOR®  
 REAL GP



# CHECKLIST

## Ready for Inspection

- ☐ Clean the furnace room wash the hot water tank, furnaces and floor. The inspector and buyer will be spending a lot of time in there. Also, change out the furnace filters if they are dirty. Dirty filter translates to dirty furnace in the buyers minds.
- ☐ The inspector will be looking under every sink in the house so make sure it's accessible to them so he doesn't have to pull out all the items under the sink in front of the buyer and then put them back.
- ☐ Replace burned out lightbulbs so inspector knows it's not a faulty light fixture if the light doesn't turn on,
- ☐ Make note of attic hatch and remove anything blocking the way for the inspector to place ladder to crawl up.
- ☐ This is when they will look in cupboards and appliances. Make sure the closets and cupboards are organized and the stove and microwave clean

See "Ready for Showing Checklist"



# We're Firm! What Happens Next?

Your sale is officially firm—congratulations! This is a huge milestone, and now we shift into the final stretch. From here, it's all about preparing for possession day. I'll continue to guide you through each step to make sure nothing gets missed and everything stays on track.

## What to Expect Between Firm and Closing

- Your lawyer will prepare all the necessary paperwork to transfer ownership. They will also schedule an appointment for you to go in and sign,
- You'll need to cancel or transfer utilities, services, and home insurance to align with your move-out date.
- We'll coordinate final details to keep everything on track for closing day.
- Stay organized using my "Important Numbers" sheet with key contacts and reminders.

## Closing Day

Before closing day, the buyer will usually do a final walk-through of the property 24 to 48 hours beforehand to ensure everything is as expected. The lawyers will work together to have everything completed and the keys will be released to the buyer! YAY!!

## How I Support You

I'll coordinate the final walkthrough with the buyer and their agent to ensure it goes smoothly. I'll also work closely with your lawyer to make sure all paperwork is ready for signing. Throughout, I'll keep you informed and available to answer any questions, helping make closing day as stress-free as possible.

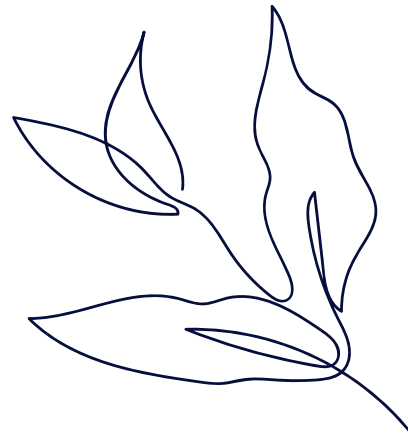
**Closing isn't the end—it's just the beginning of your new chapter. I'm here for you long after the sale, ready to help with any questions or support you need as you settle into what's next.**



# CHECKLIST

## Ready for Possession Day

- ☐ Clean the home thoroughly (or have it professionally cleaned)
- ☐ Clean in and under appliances
- ☐ Sweep/mop floors and vacuum carpets
- ☐ Sanitize bathrooms
- ☐ Close and lock all windows
- ☐ Remove all personal belongings
- ☐ Clear out fridge, freezer, and pantry
- ☐ Remove garbage from house, garage, and shed
- ☐ Leave only agreed-upon items
- ☐ Gather all house keys, mailbox keys, garage openers, and fobs
- ☐ Write down or share any door codes or alarm codes
- ☐ Reset or transfer smart home devices/logins
- ☐ Take final meter readings (and save photos for records)
- ☐ Cancel or transfer utilities as of possession date (see Important Numbers to Call)
- ☐ Cancel or transfer internet/cable (see Important Numbers to Call)
- ☐ Submit a change-of-address request (if needed)
- ☐ Optional: Leave a welcome note with garbage day info, mailbox location, etc.
- ☐ Leave appliance manuals in a drawer or binder
- ☐ Leave any spare lightbulbs, paint, or flooring in a utility area
- ☐ Do a final check of every room, closet, cabinet, and shed
- ☐ Ensure doors are locked and lights are off
- ☐ One last walk-through for peace of mind





# IMPORTANT

## Numbers to Call

### UTILITY COMPANIES

|                                  |                                    |
|----------------------------------|------------------------------------|
| Aquatera (Water hook-up)         | (780) 538-0340                     |
| City of Grande Prairie           | (780) 538-0300                     |
| Direct Energy Regulated Services | 1-888-420-3181                     |
| Enmax (Alternative for Power)    | (780) 310-2010                     |
| Telus                            | (780) 310-2255                     |
| Eastlink Cable                   | 1-888-345-1111<br>or 780) 533-3340 |

### OTHER

|                                  |                |
|----------------------------------|----------------|
| Alberta Blue Cross               | (780) 532-3505 |
| Alberta Motor Association        | (780) 532-4421 |
| Canada Post                      | (780) 831-0200 |
| Daily Herald Tribune (Newspaper) | (780) 532-1110 |
| The License Centre               | (780) 532-4033 |



# Staying Connected & Referrals

Selling your home is a big milestone, and I'm truly grateful to have been part of your journey. I'd love to stay connected and hear how you're settling into your next chapter.

Your feedback means a lot—it helps me continue to improve and serve my clients even better. If you have a moment, please consider leaving a review on Google or Facebook. Your kind words help others feel confident choosing me as their REALTOR®.

And if you ever know someone who could use a trusted REALTOR®, sharing my name is the highest compliment you can give. I'm always here to help your friends and family with the same care and dedication.

Thank you from the bottom of my heart for trusting me with such an important chapter in your life. I truly value our connection and look forward to being here for you long after the sale is complete.

— Laura Sikorski  
REALTOR® | Grande Prairie, AB



# So EXCITED To Work Together

Thanks for taking the time to explore this guide. If you have any questions, need recommendations, or want to chat about your next move, I'm here to help.

Your feedback is always appreciated, and referrals mean a lot.

Feel free to connect anytime!



(780) 296-1480



[www.laurasikorski.ca](http://www.laurasikorski.ca)



[laura@realhomesgp.ca](mailto:laura@realhomesgp.ca)



@thereallaurasikorski



9835 101 Ave #300,  
Grande Prairie, AB T8V 5V4

*Laura Sikorski*  
REALTOR®



REAL GP