

SELLERS PACKAGE

A COMPREHENSIVE GUIDE TO SELLING REAL ESTATE

**Are you ready to
realize your
Real Estate
dreams?**

Lydia Cleary PREC*

Realtor

info@lydiacleary.com

604-828-0234

Visit:

www.LydiaCleary.com



OAKWYNREALTY



Top 10% - 2022-2025

THINGS I NEED FROM YOU

☐

Copy of Spare Key

☐

Phone Numbers, Email Addresses & Copy of Government Issued ID of everyone currently on title

☐

Contact Information Mortgage Broker

☐

Occupation of all Sellers

Things to Keep in Mind:

- **Pricing is Everything. The price is what determines the number of serious Buyers**
- **Cleanliness & Visual Appeal will always attract the largest audience**
- **The more communication the better. Everything is confidential & I work for you.**

THE PROCESS

Selling Timeline

#1 - Realtor Tour

- Show attributes of the home to help determine market value

#2 - Determine Listing Price

- Review sales within the area, as well as terminated & cancelled listings
- Review Real Estate Board sales statistics
- Agree on market value based on comparables & market forces

#3 - Determine Best Marketing Strategy

- Agree on potential demographic
- Agree on direction for attracting the greatest number of potential Buyers

#4 - Prepare the Home for Sale

- Thoroughly clean the home, declutter and stage for maximum appeal
- Arrange for high quality, professional photos
- Arrange for floor plan measurements
- Create 'Selling Feature Sheet' which highlights the home's strongest features

#5 - Present the Home for Sale

- Post the listing Live on the MLS with all proper documentation required
- Use Social Media to share the Listing & promote Open Houses
- Host Open Houses and/or Private Viewings

#6 - Prepare for Offers and Negotiations

#7 - Complete Due Diligence

- Receive one or more offers
- Negotiate favourable terms & conditions for you
- Obtain an Accepted Offer
- Make arrangements for Buyers Home Inspection
- Make arrangements for Buyers Financing Appraisal
- Obtain Final Accepted Offer

#8 - Closing the Sale

- Legal Ownership & Keys transfer to new owner



DUE DILIGENCE

Before Listing the Property, these are important first steps:

#1 - Notify your Mortgage Lender you intend to Sell

- ☐ Determine if there are any penalties to Selling / breaking the Mortgage
- ☐ If porting the Mortgage, determine specifics early

#2 - Sign for the release of Documentation so all paperwork is in order before listing

#3 - Determine best Closing Dates

- ☐ When would you like the property sold & when would you like your money
- ☐ If porting your Mortgage, what is the date deadline

#4 - Determine best Showing Dates

- ☐ Determine the best days and times to show your home for maximum exposure and minimize the interference to your personal life

ACCEPTED OFFER DUE DILIGENCE

Once an offer has been accepted, these are the next steps:

#1 - Prepare the Home for the Inspection

- ☐ The Inspector will run all of the appliances, please remove any items from the machines you don't want running through the cycle
- ☐ Is the water shut off valve easily accessible
- ☐ Is the fuse box easily accessible

#2 - Provide all Documentation & answer follow up questions for the Buyer

- ☐ Some extra insight and information may be requested from the Buyers to supplement the documentation or to provide more clarity where an observation has been made but no documentation exists.
- ☐ In all cases, always disclose everything you know to be true about the property

#3 - Anticipate hiring a professional cleaner for the Buyers possession

ANTICIPATED CLOSING COSTS

Lawyer / Notary Fees

- budget about \$2000

Mortgage Penalty

- if any

GST

- 5% GST applies on brand new construction at the time of completion and can apply again at the time of resale, if the property has never been lived in

Realtor Commissions & Fees

- amount is to be divided between myself and the Buyers Agent

Professional Cleaner

- budget about \$500-\$600

Potential Closing Repairs & Modifications

- to be determined before subject removal, if any

Moving Company

- including boxes, bubble wrap, packing tape, beer & pizza

F . A . Q

When is the best time to sell?

There are pros and cons to every market, but the best time to sell is when it makes the most sense to you. Selling and Buying in the same market is the safest choice and offers the path of least resistance.

Should I price high to leave room for negotiations?

Even in perfect selling conditions, pricing too high may eliminate capable, appropriate and interested buyers — and could add unnecessary time on market.

It's always best to price at market value for the best results (or slightly below, but only in certain circumstances).

Careful research on pricing is always done on your behalf, so you know exactly where you stand on the bell curve

What do I do if the home isn't selling?

With proper marketing and positioning, if the home isn't selling, the price isn't compelling.

There could be factors which influence buyers decisions, and the properties price may need to reflect those concerns.

What repairs or renovations should I make before listing the home?

Before undertaking substantial repairs or renovations, it's a good idea to look at comparable properties that recently sold and judge the amount of repairs / renovations done to determine the return on investment and if the work is worth the effort.

Should I stay home while the property is being shown?

Potential Buyers want to roam the home and envision themselves living in the space and where they would put their furniture and pictures and accessories, but if the home owner is present, the Buyer feels more like a guest and has a hard time envisioning a future for themselves. It is always best to take a stand off approach while the home is being shown.

PARTNERS

Mortgage Brokers

Christopher Trotzuk
City Wide Mortgages
778-867-3941

Zaheed Valli-Hasham
City Wide Mortgages
604-671-5593

Adam Sale
Dominion Lending
778-215-4121

Notary & Legal Council

Tony Spagnuolo
Spagnuolo Lawyers
604-777-7406

Arielle C.W. Wong
Notary Corporation
778-819-8733

Nick Go
Go Law Corporation
604-877-2689

Financing

Jason Nirpat - TD
jason.nirpat@td.com
604-908-7478

Accounting

Jimmy Le-Tang, CPA
jimmy@jltpa.ca
604-721-5596

PARTNERS

Inspection

Jeremy Laflamme
precisebuildinginspections19@gmail.com
604-354-6073

Michael Zegarra
info@zegarra.ca
778-898-6831

Jeff LeMay
info@theinspectors.org
778-788-5301

Interior Design

Fizzah Nadeem Designs
contact@fizzaharrisdesigns.com
236-987-1811

General Contractor

Shayne Finskars
shayne@citycountry.ca
(604) 729-1402

Appraiser

Westech Appraisals
mail@westechappraisal.com
604-986-2722

Floor Plan Measurement

BC Floor Plans
bcfloorplans.com
604-788-7783