



The Road to Selling Your Home

1

MEET with your real estate agent

- Disclosure of representation in trading services
- How can we help you with your goals?
- Listen to your wants and needs



2

ESTABLISH an asking price

- Review current market prices and trends in your area
- Walk the property and highlight any and all updates
- When ready, complete Multiple Listing Contract, Title review and Property Disclosure Statement



3

PREPARE your home for the market

- Cleaning: Let prospective buyers see the house in its best state
- Staging: With extension experience, our staging team will showcase your house for today's buyers
- Photos and Floor plans: Allows buyers to love your home before seeing it



4

LISTING YOUR HOME for sale on the open market

- Review the listing on the Victoria Real Estate Board as a draft prior to going live
- Create, monitor, and respond to posts on all available platforms best suited for your home
- Create a local market update for homes in your area to stay current on trends



5

SHOWINGS. Prepare your home for showings

- Realtor tours: We will schedule tours with you based on the established showing schedules
- You live in the house, we get it. When there are booked viewings, please do a once over on the house prior to prospective buyers viewing the home



6

NEGOTIATIONS. Receive offers and initiate negotiations

- Any and all offers we will need to review with you
- Go through any and all inclusions, exclusion, subject and conditions
- If the offer matches your goals, very exciting! If not we will negotiate for you





7

ACCEPTED OFFER! Congratulations

- Congratulations we have an accepted offer on your home
- Enjoy the day, we will reconnect tomorrow, today just enjoy the feeling



8

TERMS & CONDITIONS of the Contract

- Review the contract terms to plan for buyers due diligence (Home inspection as an example)
- Review the Completion/Adjustment and Possession dates
- Once a buyer is satisfied with the conditions, the subjects are removed and the deposit will follow
- Once the subjects are removed and the deposit is received, your home is "Pending"



9

CLOSING THE DEAL Funds and Ownership

- Plan your move (book movers, moving truck, mail forwarding, etc)
- Contact your lawyer to set up your meeting
- Completion date: The lawyers will contact their clients to say when the deal is complete



10

MOVE OUT DATE Goodbye Home

- Completion date: is usually when you move out
- Clean your home- A new buyer is walking into the home, this is also an exciting day for them
- Please make sure nothing is left in the home, lock up and provide the keys to your realtor
- Thank you for your trust in us.