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NEXT CHAPTER SENIORS SOLUTION

The Home Selling Checklist

A clear, step-by-step path to selling your home with confidence.

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BEFORE YOU BEGIN

Ready to sell your home?

Deciding whether or not to sell your home is one of the biggest decisions you'll ever make. While it seems like a complicated process, it doesn't have to be.

In fact, the key to a smooth home sale is in Step 1: finding an agent who understands your needs and wants and has a system to make sure the process is catered to you.

This checklist is designed to help you navigate the selling process without any trouble.

Here are the key pillars

01 Getting Started

02 Researching the Market

03 Preparing for a Sale

04 Negotiating Offers

05 Closing an Offer

06 The Final Stages

Tick each box as you go. Malcolm will walk through every step with you.



PILLAR 1

Getting Started

1 Find a real estate agent

- [ ] Interview a few agents and see if their personality matches your needs and wants. You want to “click”!
- [ ] Qualifications your agent should have:
  - Ask about their process (or system) for selling your home
  - Local market knowledge
  - Good reviews or testimonials
  - Financial knowledge: they can walk you through the numbers!
  - Works full time in the industry
  - Great time management and communication skills (did they show up on time and prepared? Do they communicate in a way you understand?)
  - Network connections (do they work with other agents regularly?)
  - They should ask about your housing goals and future vision
  - Ask about their marketing strategies (preparing your home, photography, advertising, pricing)
- [ ] Create a list of 10 things you love about your home to share with your agent



PILLAR 2

Researching the Market

Did you know? The listing price of your home is based on many factors, including lot size, square footage, location, condition, the year it was built and the current market.

3 Walkthrough

- [ ] Walk through your home with your agent
- [ ] Show them the 10 things you love about your home
- [ ] Point out any repairs or renovations you've done
- [ ] Ask your agent for advice on repairs, upgrades and staging
- [ ] If you are unsure, ask your agent if a pre-listing inspection should be scheduled

4 Determine the listing price and marketing plan

- [ ] Work with your agent to determine the best listing price. Every home is different! Overpricing can hurt your chances of getting top dollar
- [ ] Review a comparative market analysis with your agent, which sets a price point based on sale prices of similar homes in your neighbourhood
- [ ] Determine if any renovations could increase the value of your home

PILLAR 3

Preparing for a Sale

5 Prepare your house for viewing

- [ ] Declutter
  - While we love the memories your home represents, we suggest putting away anything that might be considered clutter
- [ ] Clean
  - Deep clean forgotten places (baseboards, light switches, etc.) or hire a cleaning crew. A few hundred dollars on cleaners can help get you thousands in the sale!
- [ ] Neutral, properly sized decor and furnishings
  - We want potential buyers to imagine themselves in the space
- [ ] Improve curb appeal
  - Maintain landscaping
  - Keep walkways clear of snow and debris
  - Hide eyesores like garbage bins or compost bins
  - Tidy the front entrance (consider a pop of colour on the front door)
- [ ] Hire a professional stager or ask your agent for suggestions

6 Market your home

- [ ] Discuss your agent's marketing plan to create the best strategy for your unique home
- [ ] Have your agent schedule high-quality photography and/or video. Buyers look online first, so first impressions are often digital
- [ ] Schedule time with your agent for pre-listing marketing: video walkthroughs, social media, etc.

7 Showing your home

- [ ] Decide whether you want a lock box or scheduled appointments
- [ ] Have a plan to tidy, clean and leave the house for showings
- [ ] Store important financial documents and valuables in a safe place away from the public eye



PILLAR 4

Negotiating Offers

8 Negotiate purchase offers

- [ ] Discuss the offers with your agent
- [ ] Prepare a strategy for multiple offers

Pro tip: Don't get hung up on only the offer price! There are many terms within an offer to consider.

9 Sign the Agreement of Purchase and Sale

- [ ] After selecting the strongest offer, sign the Agreement of Purchase and Sale and any additional paperwork
- [ ] The buyer will submit the deposit as described in the offer

10 Connect with your lawyer

- [ ] Discuss the timeline of the transaction with your agent based on the accepted offer
- [ ] Connect with your real estate lawyer and book an appointment to review and sign the closing documents
- [ ] Need a recommendation? We have a list of preferred professionals we can share



PILLAR 5

Closing an Offer

11 Buyer's due diligence period

- [ ] Be prepared to allow the buyer reasonable access to your home and property for inspections
- [ ] After the home inspection, don't be alarmed if the buyer schedules specialists like electricians or plumbers
- [ ] If the buyer requests repairs, work with your agent to negotiate a solution for both parties
- [ ] If any reports were required in the accepted offer, provide them to the buyer

12 Bank-ordered appraisal

- [ ] The buyer's lender may order an appraisal to verify that the market value supports the contract price

13 The home stretch

- [ ] Once the buyer has waived conditions and the deal is firm, complete any agreed requests before closing
- [ ] Expect the buyer to schedule a final visit to verify the property is in the same condition as when they made the offer and that any agreed repairs are done



14 Closing the deal

- [ ] Both lawyers handle any final adjustments and register the documents
- [ ] Title is officially transferred to the new owners

15 Celebrate!

- [ ] Congratulations! You sold your home!

ANY QUESTIONS?

Let's chat.

Using our Next Chapter Seniors Solution, we strive to make the process as seamless as possible as we guide you from start to finish. Let us know how we can help you with your home sale.

Contact Malcolm

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