

# 10 STEPS TO SELLING YOUR HOME

Many helpful tips can be found on the MLS.ca website. What is MLS.ca? MLS.ca is an advertising vehicle provided by REALTORS® across Canada to help market properties.

It also has advice on Selling and Buying your home. The following are the first steps in Selling Your Home.

## 1. Decide When To Sell

Is it a buyer's or a seller's market?  
How quickly do you need to sell your home?  
Are you also buying a home - Sell first or Buy first?

## 2. Find a Realtor Who is Right For You

Your REALTOR® who helped you buy your current home  
Think locally  
Interviewing REALTOR®  
Should you choose the REALTOR® who suggests the highest price?

## 3. Sign a Listing Agreement

Authorizes your REALTOR® and their brokerage to market and sell your home.  
Relationship between you and the real estate brokerage.

Price, commission, description, legal info, dates, etc.

## 4. Determine Your Home's Asking Price

Setting the price too low means you could miss out on thousands of dollars.  
Setting the price too high can scare away willing buyers, leaving your home on the market too long or maybe not selling at all.  
Your goal is fair Market Value - The maximum amount a buyer is willing to pay.  
Established by your REALTOR® doing a CMA, Comparative Market Analysis

## 5. Add a Lawyer to your Team

Similar to when you bought your home, it's essential to have a lawyer handle all the various legal documents that change hands.

## 6. Prepare your Home For Sale

Time to see your home through the buyer's eyes  
Get rid of clutter, clean everything, repair everything, paint, landscape  
Weigh the cost of improvement vs the potential return

## 7. Let Your REALTOR® Market Your Home

For sale signs, advertising, power of the Internet and REALTOR® Websites, agent open house, private buyer Showings of your home

## 8. Prepare Your Finances

Discharging your mortgage or is it portable, assuming your mortgage, bridge financing, tax implications, capital gains tax, land transfer tax when buying your next home, GST

## 9. Receive An Offer

Your REALTOR® will walk through the process, especially Price and Conditions  
Buyer's REALTOR® will probably be present  
Your REALTOR® will work hard to negotiate the best deal for you. There are 3 responses: Your can accept. Your can reject. You can 'sign back' or 'counter' offer.

## 10. Close the Deal

Your negotiations were successful and you have a legally binding agreement. It is time for the vital final steps know as 'closing'.  
Contact lawyer, lending institution, utilities, insurance, moving company, post office.

REAL  
ESTATE  
CORNER

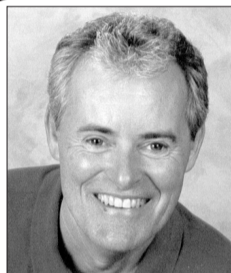


Lynn and John Drewry

### Congratulations!

We encourage you to send us your questions and ideas for future articles at john@lynnandjohn.ca or 905 873-0440.

Lynn and John are with Re/Max Realty Specialists Inc., Brokerage, one of the largest Re/Max franchises in Canada with 5 offices and over 480 sales representatives. Lynn and John work and live in Georgetown and have enjoyed a successful business in real estate during the last 12 years. John is a Broker and Chartered Accountant (FCA).



President - Ext. 2



BRUCE ELMSLIE  
Broker of Record\*\*\*

# Wildwood Realty Inc.

BROKERAGE

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Serving Halton Hills Area Since 1970

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35 ACRES BETWEEN  
GEORGETOWN AND MILTON



### LOTS OF GOOD SURPRISES!

This charming bungalow has 3 big bedrooms and a long, bright living room, all with 6" random length hardwood flrs. Terrific century feel carries into eat-in kitchen with "Terra Cotta" style tiles and W/O to private fenced yard. Delight your kids and dog! Downstairs, newly renovated rec room, 4th bedroom and 2 pc bath. Pot lights & Berber carpeting. W/O from here to driveway, garage and workshop. Central air/vac. Call Bruce\*\*\* or Linda\*.

WW-1050



### CALEDON COUNTRY

One acre, 4 bedrooms, 4 bathrooms, open concept living area - custom kitchen has granite counter tops and top of the line cabinets, gleaming hardwood, Florida room. Stunning lower level completely finished. Natural gas heating. Heated garage. Wonderful setting - Caledon Golf Club location. Call now to see - ask for Bruce\*\*\*. \$679,000.

WW-1037



### NO SPEEDING IN BALLINAFAD!!

We have the recipe for relaxation you've been waiting for! Custom brick home with curb appeal set on lush green acre amongst stately trees. Quality front door entry opens to generous foyer. Long bright living/dining room combo, kitchen and adjoining family room enjoy tranquil views of mature landscaping; a haven for feathered friends. Large master bedroom with adjoining nursery or office, walk-in closet and ensuite bath. Main floor laundry, updated powder room, and of course central air conditioning. Flexible closing available. Asking \$509,900. Call Bruce\*\*\* or Linda\* to view.

WW-1008



### DOWNTOWN GEORGETOWN ... STORE PLUS APARTMENT ... HUGE REAR YARD!!

One owner free standing concrete block building, built in 1957 and occupied by the owner until recently. Owner operated a T.V. sales and repair store and lived upstairs in the 2 bedroom apartment. 1130 square feet on store level, plus full high and dry basement below. Huge rear yard 132' deep. Excellent opportunity to have your business and residence at the same location. Lots of customer parking. Zone C-2 Commercial. Immediate possession available. Call Bruce Elmslie\*\*\*, Broker/Owner of Wildwood Realty Inc. for a personal tour Full asking price \$399,900..

WW-1043



COUNTRY LIVING  
1 ACRE - BACKS ONTO HORSE FARM!



LINDA ELMSLIE  
Sales Representative\*  
Ext. #3



MARGARET OSTRANDER-FLEET  
Sales Representative\*  
Ext. #7



TONY FITZSIMONS JENNIFER ELMSLIE  
Sales Representative\* Broker\*\*  
Ext. #5 Ext. #4



DIANE (Fobert) WALSH  
Sales Representative\*  
Ext. #6



### FABULOUS END UNIT TOWNHOUSE!!

Stunning decor, central air, central vac, easy clean vinyl windows, open concept kitchen/family rooms, dark stained hardwood flooring. Fully equipped kitchen with built-in appliances. Second floor laundry. Master bedroom has beautiful 4 pc ensuite bath and walk-in closet. Finished basement with sliding door W/O to huge sundeck and private yard. Flexible closing - Be Quick!! Make it yours!! Ask for Bruce\*\*\*

WW-1051



### PHOTOGENIC!!

Any way you look at it, this pretty brick 2 storey home is a contest winner! Step inside, large entrance foyer, ceramic floors through to huge eat-in kitchen. Modified main floor family room with custom built-in entertainment centre. Master bedroom has full ensuite bath & walkin closet. Fully finished basement has family room and fireplace, games room and 5th bedroom, plus 3 pc bathroom. 50' x 112' lot. Preferred address in Georgetown South. See today. Ask for Linda\* or Bruce\*\*\*!

WW-1048



STUNNING HOME ON  
10 ACRES!!



ONE FOR THE MONEY!

## Bruce Elmslie is Committed to satisfaction :

When You Purchase Your Home Through Me And You're Not Completely 100% Satisfied For Any Reason ... I'll Sell It For FREE ... It's Just That Simple!!

**"QUALITY SERVICE FROM SIGN UP TO SIGN DOWN!!"**