

# A step-by-step guide to help your sell your home

Are you thinking of selling your home soon? The winter and early spring months are popular times of the year to sell, so if you're pondering this route, be sure to plan your sale thoroughly so you won't be faced with any unpleasant surprises down the road.

Selling your home is a major event that requires an organized, step-by-step approach allowing you to anticipate all possible circumstances — particularly if you plan to purchase another home and make your purchase conditional on the sale of your present home.

One of the first things your realtor will ask when listing your home is "why are you selling?" So it's a good idea to identify your reasons for selling ahead of time and prioritize your needs accordingly. If you have to relocate, for instance, you should realize that you probably won't be able to take your time with the sale. In fact, you may even have to adjust your price somewhat.

## Improvements

If you haven't made many improvements or changes over the years don't attempt to take on any major projects just to sell. This can be a costly, lengthy procedure and there are no guarantees you'll be able to recover all of your costs.

Instead, see what types of minor cosmetic improvements can be made, such as painting, floor refinishing and so on. These projects don't require a great deal of capital and improve your home's visual appeal. Your realtor can suggest what improvements make sense.

You should also make a list of all your home maintenance and operating costs, so you can give your realtor all the pertinent information he or she needs to list your home. It's also a good idea to gather your mortgage documents, tax bills, and property survey together and keep all of this information together in a file for quick reference.

## Choosing a Realtor

When choosing a realtor, try to pick someone who specializes in your local area, if at all possible. Ask your neighbours and friends to recommend someone. Try to interview two or three realtors and ask for credentials and a portfolio containing proof of trading, along with the names of former clients.

During these interviews, you'll ask realtors to give you a market evaluation of your property; this will give you an indication of the price range your home should be in.

One of your realtor's prime tasks is arriving at a true estimate of your home's value. It involves analysing your home and comparing it to other, similar houses for sale or those that have recently sold. This process may also include a broader market survey, using sales statistics available only to realtors.

## Don't Be Swayed Solely By Price

When making your decision on hiring a realtor, don't be swayed solely by his or her suggested price range for your home. Make sure you choose someone you trust to do a good job selling your home, and remember to be realistic in your expectations. If your home is overpriced, it will take much longer to sell.

Once you have decided on a realtor, he or she will draw up a listing agreement.

The listing agreement spells out exactly what your realtor will do on your behalf and should specify the amount of professional fees (normally a percentage of the selling price) to be paid to him or her from the sale of your home. When you sign the listing agreement, you give your realtor the right to act as your agent in the sale of your house for a specified period of time — often three to six months.

Depending on your circumstances, your realtor may recommend an exclusive listing, giving his or her brokerage sole authority to offer your property for sale within a specified time frame.

However, multiple listings via the Multiple Listing Service (MLS) are more common, because they provide access to a much broader base of potential buyers.

Through MLS, the details of your property are made available to an entire network of local real estate professionals who will seek to match your property with a potential buyer.

MLS can be a valuable sales tool when you are anxious to sell your house quickly, because your property gets greater exposure.

*This article is provided by local realtors and the Ontario Real Estate Association (OREA) for the benefit of consumers in the real estate market.*



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### ANNOUNCEMENT

SYLVIA BURSEY, President of COUNTRYWIDE CAMPBELLVILLE REALTY INC. is proud to welcome **BILL MARSHALL** to her sales team. Bill has been an active member of the COUNTRYWIDE network for the past 5 years. He has dealt with all facets of real estate sales, but considers rural properties his specialty. Bill invites friends, associates and acquaintances to contact him at 854-2294.



BILL MARSHALL



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**HORSEMAN'S HAVEN**  
42 acres backing onto Brookville Estates, 40' x 104' 9" Stall barn, interlocking floors, drains, septic, well, finished office, tack room, 3 pc. washroom, laundry hook up. Dirt exercise track, 1 room cottage. Just up the road from back entrance of Mohawk. Asking \$310,000. Call Sylvia or Florence.

**BUILDING LOT WITH BONUS**  
Beautiful 1-1/2 acre lot with 4,000 sq. ft. hobby shop & storage building. Lots of potential. Located approx. seven minutes from 401 & Hwy. 25. Priced to sell at \$139,900. Call Sylvia or Florence for details.

**SPACIOUS 4 BEDROOM CONDO/APT.**  
Situating near Trafalgar/QEW interchange in OAKVILLE. 2 storey end-unit offered at \$110,000. Private terrace on upper level offers view of Toronto skyline & Lake Ontario. Call Florence or Sylvia for details.



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Broker/Owner  
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Isabell Hoskins  
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Florence Walter  
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