

YOUR ESSENTIAL **HOME SELLER'S** GUIDE



SERVING **ALL GTA** AND BEYOND!

WELCOME

to your home selling journey...

Selling your home can feel overwhelming, but this guide is designed to **simplify the process**.

Whether it's your first time or you're an experienced seller, we're here to provide you with practical tips and expert guidance to ensure a smooth and successful sale.

Let's walk you through the **essential steps** to make your home-selling journey as stress-free as possible.



HOME SELLING PROCESS AT A GLANCE



UNDERSTANDING KEY PAPERWORK



Key Documents

- **Listing Agreement:** Outlines terms of listing your home, including pricing, commission, and marketing strategies.
- **Seller's Direction Form:** Details showing directions, offer reviewing process, and more
- **Agreement of Purchase and Sale (APS):** The formal offer submitted by the buyer's realtor- contains names, dates, monetary, considerations, clauses, terms, and more.
- **Confirmation of Co-operation & Representation:** Outlines which party is represented by each brokerage, and who is paying each brokerage.
- **Seller's Disclosure:** Disclose any known issues with the property to prevent legal issues.
- **Offer to Purchase:** Includes the price, conditions, and closing date when a buyer makes an offer.
- **Counteroffer/Negotiation Documents:** Used to negotiate all terms, as needed.
- **Fulfilment, Waiver, and Amendment:** These forms are used for conditional clauses or to make changes to APS
- **Closing Documents:** Both solicitors will prepare deeds, transfers and charges, and statement of adjustments etc. to finalize the sale. Your solicitor will provide you the funds from sale



Tips

- **Read Carefully:** Always read through each document before signing.
- **Ask Questions:** Don't hesitate to ask your Realtor for clarification.
- **Keep Copies:** Ensure you keep copies of all documents.

HOME SELLERS

RIGHTS AND RESPONSABILITIES



RIGHTS

- **Right to Representation:** Work with a licensed Realtor who acts in your best interest.
- **Right to Disclosure:** Full disclosure of any relevant information from your Realtor.
- **Right to Accept or Reject Offers:** Accept, reject, or counter any offers on your property.



RESPONSABILITIES

- **Responding to Offers:** Promptly review and respond to offers.
- **Maintaining Property Condition:** Keep the property in the agreed condition until closing.
- **Closing Obligations:** Sign closing documents and transfer ownership.

THE EXPERTS GUIDING YOUR HOME SALE JOURNEY



HELLO, MY NAME IS

Listing Realtor

Guides you through listing, marketing, negotiating, and closing the sale effectively.

HELLO, MY NAME IS

Co-op Realtor

Represents the buyer's interests during the transaction process.

HELLO, MY NAME IS

Home Inspector

Examines the property for potential issues, including HVAC, plumbing, electrical, and structural systems.

HELLO, MY NAME IS

Appraiser

Provides an unbiased valuation of your property for the buyer's mortgage approval.

HELLO, MY NAME IS

Solicitor

Reviews sale documents, verifies title details, and prepares necessary paperwork for closing.

DO'S AND DON'TS FOR A SUCCESSFUL HOME SALE



Following these tips will help you avoid common pitfalls:

DO'S

- ✓ Price your home correctly with the market in mind.
- ✓ Keep your home in show-ready condition at all times.
- ✓ Work closely with your realtor to navigate offers and negotiations.

DONT'S

- ✗ Don't overprice your home, as it may discourage buyers.
- ✗ Don't neglect necessary repairs or staging.
- ✗ Don't rush into accepting an offer without considering all the terms



SELLING YOUR HOME IS A BIG STEP



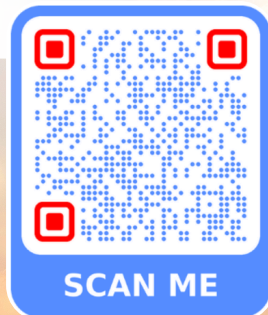
With the right support,
you can achieve a successful sale.

Let's make your home-selling journey
positive and rewarding!

LET'S START WITH:

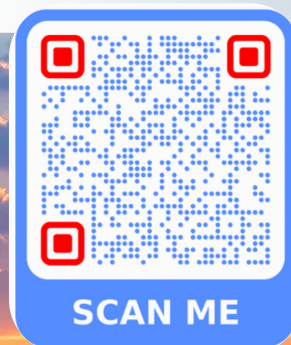
FREE HOME EVALUATION

Get a detailed home value
report based on recent
local market activity and
trends



HOME SALE CONSULTATION

Private and confidential
meeting to discuss your
home selling goals,
timelines, and realty
services



LEARN MORE



[www.livinginvaughan**ontario**.com](http://www.livinginvaughanontario.com)



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