



# Above Realty

## Home Seller's Guide

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### Welcome to a Smarter Sale

Selling your home is a big step — but it doesn't have to be overwhelming. With expert marketing, legal guidance, and local insight, Above Realty is here to make it seamless.

Below are the common things every seller needs to know about selling their property.

### Step-by-Step Home Selling Process

#### 1. Initial Consultation & Market Evaluation

- We'll assess your home and provide a Comparative Market Analysis (CMA)
- Discuss your goals, timeline, and pricing strategy

#### 2. Prepare Your Home for Sale

- Minor repairs, decluttering, and staging
- Professional photography and marketing materials

#### 3. List the Property

- Your home goes live on MLS and across multiple online platforms
- Open houses and private showings begin

#### 4. Receive & Negotiate Offers

- We review offers with you and negotiate favourable terms
- Accept a conditional or firm offer

#### 5. Lawyer Involvement & Closing

- We coordinate with our support lawyer at Capulli Law LLP at no additional charge
- Review agreement of purchase and sale, handle disbursements, and finalize the transfer

## Costs of Selling

- Real estate commission
- Legal fees (included for Above Realty clients)
- Mortgage discharge penalties (if applicable)
- Staging or repair costs (optional)
- Adjustments on closing (utilities, taxes, etc.)

## Tips for Maximizing Sale Price

- First impressions matter: curb appeal counts
- Price strategically based on real-time market data
- Make minor upgrades with high ROI (lighting, paint, hardware)

## Why Sell With Above Realty

- ✓ Professional marketing materials
- ✓ Full legal support via Capulli Law LLP
- ✓ Experienced negotiators
- ✓ Local expertise and concierge-level service

## Ready to Get Started?

Visit [aboverealty.ca](http://aboverealty.ca)

Call: 416-318-4115

Email: [laura@aboverealty.ca](mailto:laura@aboverealty.ca)

Download our Home Prep Checklist [optional]