

# Sellers Checklist

## 1. Gauge your need to sell

- Weigh the pros and cons of selling your house.
- Figure out if you can afford to sell, move and buy a new home.
- Calculate your home equity

## 2. Calculate your selling expenses

- List the repairs and projects you'll have to do to get your home in selling condition and estimate the costs of hiring supplies and contractors.
- See what projects you can afford and adjust how much you expect to get for selling your home.
- To get top dollar, consider remodeling projects and "green" upgrades that increase your home value.
- Professional home inspection
- Mortgage payoff penalties
- Staging expenses if applicable
- Moving expenses
- Cost of living in new city or neighborhood
- Costs related to getting a mortgage for new home

## 3. Plan your selling strategy

- Determine how fast you need to sell your house and how much money you want to get from the sale.
- Determine your home's strengths and unique features and promote them in the sale
- Browse listings for homes for sale in your area to get a sense of what is on the market and current home prices.
- Ask your agent to prepare a Comparative Market Analysis (CMA) report.
- Evaluate market trends, including whether it's a buyer's or seller's market.

## 4. Advertise and market the home.

- MLS listings
- "For Sale" signs seller's market.
- Email notices or flyers about your home to real estate agents, friends, family, coworkers, everyone.
- Use photos to showcase your home.



**THE EVOLUTION OF REALTY**  
100% REALTOR® Services | 100% MLS® Exposure | 2% Commission  
**JAYSHREE PATEL**  
REALTOR®

**25 years Full time  
Calgary Realtor®**



**WWW.JAYSHREEPATEL.CA  
403 618 2017**

## 5. Prepare and stage the home.

- Make sure you have an up to date Real Property Report and/or the most current set of Condo Documents
  - Have a yard sale. Sell, donate or trash everything you don't need.
  - Make necessary repairs.
  - Make improvements to increase your curb appeal, i.e. the home's external attractiveness when viewed from the street.
  - Hire a professional home stager if applicable
  - Declutter, depersonalize and decorate every room and outdoor areas so buyers can imagine themselves living in the home.
  - Paint interior rooms neutral colors.
  - Replace outdated lighting fixtures and window treatments.
6. Review purchase offers.
- Keep emotions in check if you receive lowball offers. Approach each offer as an opportunity to negotiate.
  - Have a process in place if you expect to get multiple offers.
  - Double check closing/possession date to make sure it fits with your timeline

### Disclaimer:

*This Sellers Checklist is provided for general informational purposes only and does not constitute legal, financial, permitting, or professional building advice. Sellers should verify all material facts and representations (including permits, compliance, suite status, upgrades, and property condition) through appropriate records and qualified professionals, and consult their REALTOR® and lawyer regarding disclosure obligations. No responsibility is accepted for reliance on this checklist.*