



from listing
to sold

a comprehensive guide to selling your home



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You only get *one chance*
to make a great first
impression—

your realtor
makes it count.



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Selling a home isn't
just a transaction,
it's a transition—and
a trusted realtor is
your guide every
step of the way.

Residential Real Estate & Agricultural Real Estate

For over eight years, Dona has thrived in the real estate realm. With a robust history of owning and nurturing businesses for more than 10 years, she brings a wealth of expertise in social media marketing, networking, and negotiation to the table.

She diligently serves clients not only from Leduc and the Greater Edmonton area but also extends her support to cross-border clients from Ontario, Saskatchewan, and British Columbia.



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Residential Real Estate & Condo Specialist

Named after the Shenandoah Mountains (yes—hippie parents), Shenandoah was born in Vancouver during a blizzard on Easter Sunday and has called Edmonton home since 1994.

With nearly 30 years in real estate & property management, she's done it all—from receptionist to bookkeeper to negotiator. Licensed in Residential Real Estate, Property Management, Condo Management & Condo Brokerage, she specializes in condos, sellers, estates, and complex transactions.

Known for being honest, direct, and incredibly thorough, Shenandoah brings deep industry knowledge, strong negotiation skills, and a calm confidence to every transaction.

From a musical family and always up for a conversation, she makes clients feel instantly at ease.



MILDRED
OKOLIE

Residential Real Estate

With over 20 years of experience in the social services field, Mildred has dedicated her career to helping individuals and families navigate important life decisions and reach their goals. She now brings that same compassion, care, and dedication into real estate.

Mildred is known for her warm personality, ethical approach, and genuine commitment to supporting her clients every step of the way. Whether buying or selling a home, clients can expect professional service, honest guidance, and someone who truly cares.

Our Services



Yard Sign

Yard signs are incredible marketing tools! They are designed to catch buyers eyes.



Professional Photography

Making your property stand out is essential and our photographers that we partner with know exactly how to do that!



Drone Footage & Videography*

Drone and videography footage highlights your property and gives you an edge in the market.

*Subject to weather & timeline.



Keybox Access

We ONLY allow those who have made an appointment at your property. Our Keybox Access give us documented records of who and when they accessed your home.



Virtual Tour

Virtual tours have become an incredible tool to expand the advertising market. Many of our clients have purchased homes based solely on virtual tours, photography and videography



Expert Marketing

The market has changed. More and more people are moving from other parts of the country and we are ready for the shift!



Your home deserves a
spotlight, not just a sign
in the yard.

A realtor knows how to
market *your story*, not
just your space.

01 Listing Presentation

YOU ARE HERE!

Welcome to the listing presentation, where we visit to discuss all the details. We'll spot minor fixes and decluttering needs while reviewing numbers to ensure your wallet gets the applause it deserves. Then, we'll present our exclusive seller agreement to get your property on the market!

02 Photo Day

Once we figure out how much time you'll need to tackle those minor fixes and decluttering, we'll go ahead and schedule a day for photos and videos. We've teamed up with some fantastic local photographers who really know their stuff.

These pros will not only capture breathtaking shots of your property but also take measurements and create a virtual tour of your home.

Plus, if the weather plays nice and the sun is shining, we can offer drone and video services to give your property that extra wow factor.

03 Your Property is Live!

This is the day we've been waiting for! The day where your property goes live on the market. Prior to this, we will also market your property to realtors and buyers that we know, in case they're interested as well in your property.

04 Showings

Showings are stressful, so we want to make it as easy as possible for you. You will receive text messages when a showing is booked. You'll have the ability to confirm or deny that showing then and there. We do highly recommend that when a showing does book, to accommodate them as much as possible. The more people through your home, the better the chances that we will get an offer.



05 Offer

When we receive an offer, we will present the offer to you as soon as possible. We then read through the offer, discuss what we can negotiate and go back and forth with the buyers until we come to a mutual agreement.

06 Conditions

Once you have accepted an offer, you are **PENDING**. Pending means that your property is no longer available to other buyers offers until this one either falls through or goes sold. Buyers typically have 2 weeks to have conditions waived. In these 2 weeks, they have the ability to do a property inspection and get their finances 100%. You can continue to show your property if you'd like during this period.

07 SOLD!

SOLD means the buyers have waived all conditions on their offer. Meaning, that they have had their property inspection done and were satisfied and that their financing is 100% good to go. At this point, you are officially off the market.

08 Key Release

Key Release Day / Possession Day / Closing Date means that this is the day the buyers take keys of the home. Once the buyers lawyers have sent funds and your sellers lawyer has received the funds - keys are then released to the buyers. The home **MUST** be in the same condition, or better as when the home was viewed. The process is officially finished.



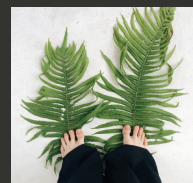
CONGRATULATIONS!
You have officially **SOLD** your home.

Why We Are Different

We care.

We truly care about the people we serve—and what matters most to you.

Whether you're finding a multigenerational home, starting a new chapter, or helping your parents transition to the right care, your goals matter to us. We're here to understand your needs and guide you every step of the way.



We do everything with excellence.

We don't do anything half hearted. We pour our hearts and effort into our work because we believe that our work reflects who we are.

We make it stress free.

We are not here for drama. The reasons for selling a home are stressful enough. We want to ease that stress and make the experience the best as possible. We aren't guaranteeing bumpy stretches along the way, but we will get you from a to b with as little turbulence as possible.

We are with you EVERY step of the way.

When we mean EVERY step, we mean EVERY step. Took a look at the numbers and figured that now is not the best time to sell for you? No problem. We will ensure you know what's happening in the market so you know when the best time is! Need an electrician after moving into your new home? We have the contacts for you. Taking a look at your budget and needing help with working out the numbers? We have the best partners in the biz. Whatever it is you need in regards to your real estate journey, we are here for you.

We offer exceptional services.

As you can tell from above, we pour everything into our business. That's why you won't see us taking property photos with our phones, or seeing 2 sentence blurbs about your property on realtor.ca. You deserve the best and so does your property.

Sellers Responsibilities

We believe that we are partners when we become your real estate professional. We value open communication and unbiased recommendations to make sure that you know the whole scope of the market, and the realities of selling your home.

We know you love your home and we are professionals in making sure that when buyers walk in, they fall in love too.



Open Your Mind - We know pricing your home can feel frustrating. You have a number in mind because your home matters to you.

But staying open to the current market helps get the best result. We'll give you the right tools and guidance to price your home well and attract the most buyers.

Show Ready! - Clean, declutter, paint, and fix any issues—big or small. Buyers usually see your home only once, so it needs to be show-ready. They're comparing your home to others, so make sure yours stands out—in a good way. Avoid strong smells, as they can turn buyers off just as much as clutter.

Negotiate - In real estate, everything is negotiable—price, possession date, and conditions.

Offers can come in lower, sometimes even \$25K under asking in a slower market. Don't take it personally—it's just part of the process.

Be Available - When buyers book a showing, they're usually seeing 4–5 homes at the same time. Changing their time can be difficult.

As much as possible, make your home available for showings.

The Numbers

This is where we'll see if the numbers make sense for you to sell your home. We believe in open communication and ensuring that you know all of the details in regards to one of the biggest transactions of your life!

Mortgage Owing

Property Taxes Owing

Bank / Lender Penalty

Pre-Inspection Fees

Condo Documents (If Applicable)

Real Property Report or Title Insurance

Lawyers

Moving Company Fees

Realtors Commission =
(7% of the First \$100 000 + 3% of the Balance)



Your Property

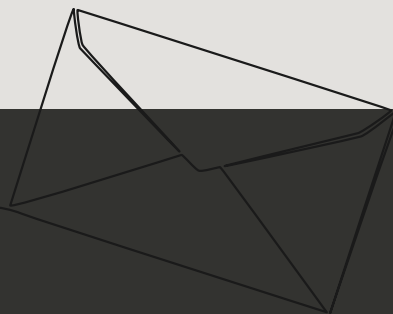
*Tell us a little bit about your space.
What makes your property stand out?
What do you love about your home?*

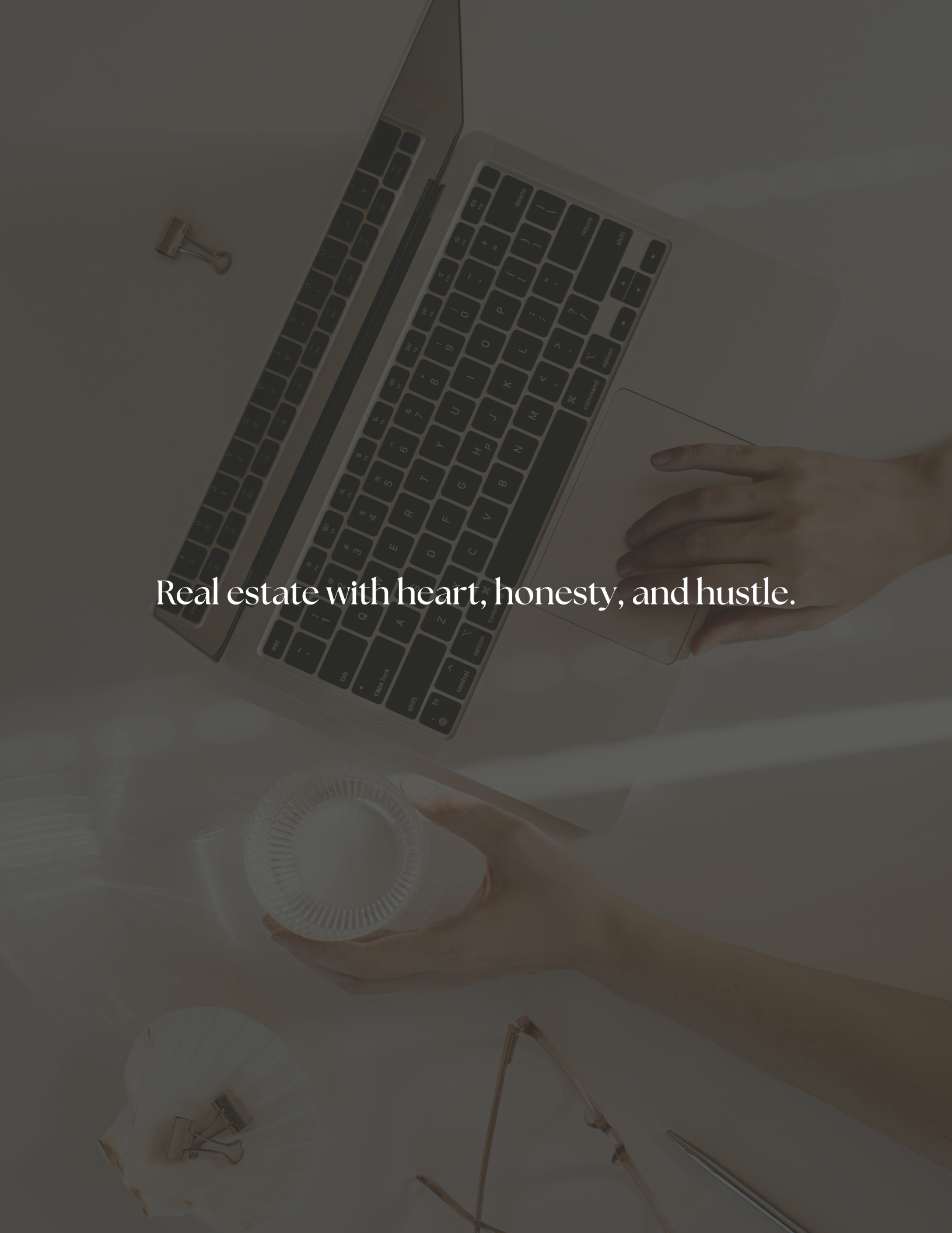
Address: _____

What do you love about your home?

When would you like move?

*Do you have another property lined up?
If not, do you want us to help you with your next home?*



A top-down view of a person's hands working on a silver laptop. The left hand is on the trackpad, and the right hand is holding a white, ribbed, circular object, possibly a coffee filter or a small cup. The desk is white and cluttered with various items: a pair of glasses, a pen, a paper cup, and several paper clips. The text "Real estate with heart, honesty, and hustle." is overlaid in the center of the image.

Real estate with heart, honesty, and hustle.

thank you.

At V Real Estate Team, our mission is simple:

to deliver an exceptional home-selling experience through teamwork, expert market knowledge, and unwavering dedication to our clients.

We work collaboratively to ensure every detail is handled with care, professionalism, and purpose—maximizing value, minimizing stress, and achieving results that move our clients forward with confidence. Together, we are committed to setting a higher standard in real estate, one successful sale at a time.

Contact Us:

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shenandoahdramer@remax.net | 825-333-9019

word on the street



"Dona and her team worked so hard to help us find our dream home! I would definitely recommend them for all your real estate needs! "

- Jen

"The time and effort put in was nothing short of excellent. We found ourselves in a little bind near the end with finding our next home as ours sold so quick, and Dona did everything and more to help us transition as easily as possible! Don't think twice about contacting them for your next home, or home to be sold!"

- Maja

"I have sold two houses and bought one with Dona. One house she found for me before it even hit the market in the midst of a housing boom. They always go above and beyond to make sure they help you every step of the way. I have been confident in their efforts to work in my best interest and would recommend them to anyone."

- Dustin