

Essential Guide for Selling Your Property

SELLER GUIDE



MEET OUR TEAM



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WHO IS TEAM WARKENTIN?

Our team, consisting of three local agents, is dedicated to guiding you through every step of your real estate journey with integrity, trustworthiness, and unmatched expertise. We pride ourselves on our deep understanding of the market, personalized attention to clients' needs, and skillful negotiation, ensuring that whether you're buying, selling, or investing, you achieve the best possible results.

With a firm commitment to upholding the highest ethical standards and a passion for exceeding expectations, Team Warkentin Real Estate is your go-to partner for all your real estate needs.



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8 STEPS TO SELL YOUR HOME

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FIND A REAL ESTATE AGENT

In order for your home to get top dollar, it's imperative to work with an agent that does more than stick a sign in your yard. It is more than just a business transaction. This is about your life & goals. And it's important to us. That's why we work so hard to not only sell your home, but also handle every last detail of the process.

OUR EXPERTISE

Our team possesses industry knowledge that goes beyond what's available to the general public. This specialized knowledge can help you determine the ideal selling price and timing for your property, based on market trends and other factors.

NEGOTIATING SKILLS

With our team's collective experience and expertise, we can help you negotiate the best possible price for your home. Our agents know how to navigate complex negotiations to ensure that you get the best value for your investment.

PROFESSIONAL STANDARDS

Our team is held to the highest standards of professionalism. We undergo regular training and compliance checks to stay up-to-date on changes in legal and administrative procedures. This ensures that you receive reliable and accurate guidance throughout the sales process.

CUSTOMER SERVICE

We believe that customer service is key. Our team is committed to providing exceptional service and answering any questions or concerns you may have. We treat our clients with the same level of respect and care that we would want for ourselves.

SET A PRICE

PRICING

Pricing your home correctly is a critical component of the home selling process. If you list your property too high, you risk deterring potential buyers and prolonging the selling process. Conversely, pricing too low could result in leaving money on the table and not maximizing your return on investment.

HOW WE HELP YOU SET THE RIGHT LISTING PRICE

Team Warkentin utilizes our expertise in the local real estate market to help you set a reasonable and competitive listing price.

Your agent will conduct a comprehensive analysis of your property, taking into account factors such as location, condition, and market trends, to ensure that your home is priced appropriately.

With our guidance, you can feel confident that you are setting the optimal price to attract potential buyers and secure the best possible outcome for your sale.



GET YOUR HOME READY

Getting your home ready means making a property look its best, emphasizing its best features, creating warmth and comfort, and making it look inviting and spacious.

DECLUTTER AND DEPERSONALIZE

Clear out any unnecessary items or personal belongings to make the space look larger and more appealing to potential buyers.

CLEAN AND REPAIR

Clean your home thoroughly and fix any visible damages, such as chipped paint or broken fixtures, to make the space appear well-maintained.

ENHANCE CURB APPEAL

First impressions are everything, so make sure the exterior of your home is tidy and inviting. Consider adding some potted plants, a fresh coat of paint, or new front door hardware.

REARRANGE FURNITURE

Create a functional flow by rearranging furniture and removing any oversized pieces that make rooms look cluttered.

USE NEUTRAL COLORS

Neutral colors create a blank canvas that allows buyers to envision themselves in the space. Consider painting walls or swapping out bold accessories for more muted tones.

LET IN NATURAL LIGHT

Open curtains and blinds to let in as much natural light as possible. This will make rooms feel brighter and more spacious.

STAGE EACH ROOM

Each room should have a clear purpose and be staged accordingly. For example, a spare bedroom can be staged as a home office or workout space.

ADD FINISHING TOUCHES

Small details can make a big impact. Consider adding fresh flowers, a decorative throw pillow, or a scented candle to create a warm and welcoming atmosphere.

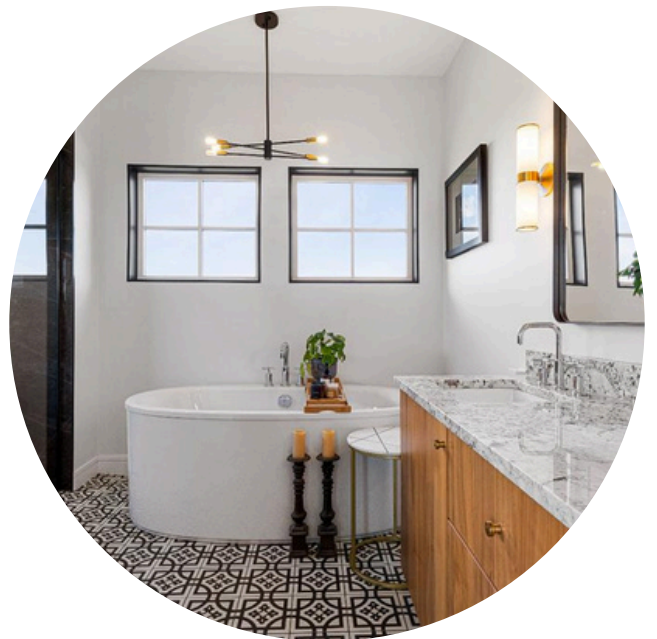
MARKET YOUR HOME



Marketing your home is about highlighting its best features and making it stand out to potential buyers. By taking the time to create a compelling listing and using social media and all our other marketing tools, we increase the chances of selling your home quickly and at a good price.

HOW WE MARKET:

- Professional photos
- Drone footage
- Videos
- Informative write ups
- Online marketing presence
- Advertising on social media platforms
- Open houses
- In-office promotion



LIST YOUR HOME

CONGRATULATIONS ON LISTING YOUR HOME FOR SALE!

Using intensive marketing, we use the latest promotional tools, tactics & technologies to get the property maximum exposure. Our team will also utilize their sphere of influence to increase visibility and reach the appropriate audience.



WHAT'S NEXT?

After listing your home for sale, you will prepare for showings, offers, negotiations, inspections, and closing. A clean and tidy home is crucial for showings.

SCHEDULE SHOWINGS

Potential buyers will want to see your home, so it's important to prepare for showings. Creating a positive and welcoming atmosphere is key to a successful home showing.

By taking the time to prepare your home and make it look its best, you can increase your chances of making a good first impression and finding the right buyer for your home.

You should also be prepared to be flexible with your schedule to accommodate showings with short notice.



FIRST IMPRESSIONS

The first impression is crucial. Make sure the exterior of your home looks inviting and well-maintained. This includes trimming the lawn, shovelling the driveway, removing any clutter, and making sure the front door looks clean and welcoming.

CLEANLINESS

A clean home is essential. Make sure your home is spotless, from the floors to the bathrooms. Clean up any clutter or personal items to make your home look more spacious.

PETS

To ensure that potential buyers feel at ease during showings, it's a good idea to have your pets stay with a friend or family member, or take them for a walk during the showing. This will help create a welcoming environment and make it easier for buyers to focus on the features of your home.

PREPARING YOUR HOME FOR SHOWINGS

CHECKLIST

- Clean and declutter all rooms
- Vacuum carpets and mop hard floors
- Dust furniture and surfaces
- Make beds and fluff pillows
- Clean bathrooms and replace towels
- Make sure all light fixtures are working and replace any burnt-out bulbs
- Open curtains and blinds to let in natural light
- Set the thermostat to a comfortable temperature
- Remove any valuables or personal items
- Hide pet items and make arrangements for pets
- Put away any excess furniture or decor to create a more spacious feel
- Make sure the exterior of the house is clean and well-maintained



OFFERS

OFFERS

Once potential buyers start showing interest in your home, you may receive an offer. It's important to carefully review the offer and consider factors such as the buyer's financing, terms, and proposed closing date.

NEGOTIATIONS

It's common for buyers to negotiate on price or other terms of the sale. Our team can help you navigate these negotiations and ensure that you're getting a favourable deal.

CONDITIONS/TERMS

Once you are under contract the buyer will complete any conditions the offer is subject to, such as inspections and securing financing. You're responsible for maintaining the property to the condition it was during the time of the showing. Once all conditions are met, you move to the closing phase.

CLOSE THE SALE

CLOSING - THE FINAL STEP

- Team Warkentin will help to arrange and or remind you of any outstanding terms before closing.
- This may include completing repairs or cleanings that were agreed upon during negotiations.
- Once everything is in order, you'll meet with the lawyer to sign paperwork and transfer title to the new owner on possession day.



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