



Movin' on Up

Discover how to navigate the complexities of selling your old home and securing your dream home in today's evolving real estate market.



SECTION 1

Seller's Essentials

When preparing to sell your home, it's crucial to take steps that not only enhance its appeal but also **streamline the entire sales process.**

This checklist is designed to help you **organize your efforts** and ensure that every critical aspect of your home is ready for the market.

From initial preparations to final details before listing, **follow this guide to position your home as a desirable property for potential buyers.**





Seller's Checklist

- ☐ **Declutter and Depersonalize**
Remove personal items and excess clutter to create a neutral, inviting space.
- ☐ **Deep Clean Everything**
Ensure the entire house, including carpets and windows, is spotlessly clean.
- ☐ **Address Maintenance Issues**
Fix all minor repairs like leaky faucets and squeaky doors, and update any outdated fixtures.
- ☐ **Repaint with Neutral Colors**
Give the walls a fresh coat of neutral paint to appeal to more potential buyers.
- ☐ **Enhance Curb Appeal**
Mow the lawn, prune the bushes, and add fresh flowers to improve first impressions.
- ☐ **Stage Your Home**
Arrange furniture to maximize space and highlight the features of each room.
- ☐ **Prepare Important Documents**
Organize documents like property deeds, recent tax bills, and renovation receipts.
- ☐ **Plan for Showings**
Keep your home show-ready and flexible for visits at various times.



Determining Your Selling Price

Determining the right selling price for your home is **crucial for attracting serious buyers and securing a sale efficiently.**

Here are three essential market analysis tips to help you set a competitive price:

1. Analyze Comparable Listings and Sales

Review recent sales of similar homes in your neighborhood, known as comparables or "comps." Focus on homes with similar features, sizes, and conditions that have sold within the last three to six months in your area. Adjust your price based on how your home compares in terms of upgrades, condition, and location.

2. Understand Current Market Conditions

Identify whether the market is a buyer's or a seller's market. In a seller's market, where demand exceeds supply, you might price your home slightly higher. Conversely, in a buyer's market, you might need to set a more competitive price to attract more interest.

3. Consider Seasonal Trends

Real estate markets can be seasonal in many areas. Typically, the market heats up in spring and summer, making it a good time to sell at a higher price. Understand the patterns in your local market and plan your listing for the optimum time of year to maximize your selling price.

Consideration of home improvements

Your home repairs and updates are important!

Below, list what updates you've made to the home and how much each itemized update cost you.



Important Documents for Your Home Buyer

- ☐ Property Deed
- ☐ Recent Tax Bills
- ☐ Location Certificate/Plot Plan/Survey (if available)
- ☐ Home Inspection Reports
- ☐ Warranties
- ☐ Rental Agreements
- ☐ Mortgage Information
- ☐ Utility Bills
- ☐ Warranties: Roof, Siding, Furnace Repairs etc. (if applicable)
- ☐ Renovation Permits
- ☐ Age of Furnace
- ☐ Age of Roof

NOTES



5 Ways to Sell Your Home Fast

1.Price It Right

Set a competitive price based on a thorough market analysis to attract serious buyers from the start.

2.Enhance Curb Appeal

Make a strong first impression by tidying up the landscaping, painting the front door, and ensuring the exterior is neat and inviting.

3.Stage the Home

Decorate and arrange your home to showcase its best features. This might involve depersonalizing the space and optimizing the layout to make rooms appear larger and more welcoming.

4.Market Aggressively

Use high-quality photos and create compelling listing descriptions. Utilize online platforms, social media, and traditional marketing methods to reach a wide audience.

5.Be Flexible with Showings

Accommodate as many viewing requests as possible. The more people that tour the home, the higher the chance of receiving offers quickly.



Staging Checklist

- ☐ Declutter each room
- ☐ Depersonalize spaces
- ☐ Enhance lighting
- ☐ Rearrange furniture for flow
- ☐ Paint walls neutral colors
- ☐ Fix minor repairs
- ☐ Update old fixtures
- ☐ Clean thoroughly
- ☐ Add fresh flowers or plants
- ☐ Set the dining table tastefully

Questions for your Agent:

SECTION 2

Buyer's Journey





Things to Consider When Buying a Home

1.Location and Neighborhood

The location is crucial as it impacts your daily life and property value. Consider the safety, schools, nearby amenities, and overall environment of the neighborhood.

2.Condition of the Property

Assessing the condition of the home is essential. Look for any necessary repairs or renovations that may need to be addressed, which could affect your budget and long-term satisfaction.

3.Local Market Trends

Understanding the local real estate market trends can help you determine the right time to buy and ensure you're making a sound investment. It helps to know whether it's a buyer's or seller's market and how property values have been changing.

4.Future Growth Potential

Consider the future potential of the area. Areas with planned infrastructure upgrades, new schools, or new business developments can enhance property value over time.

5.Proximity to Essential Services

Check the proximity to essential services such as healthcare facilities, grocery stores, public transportation, and other daily needs. This convenience significantly affects your quality of life and the property's appeal to future buyers.



The Home Buying Process Checklist

- | | |
|--|---|
| <input type="checkbox"/> Get Pre-approved for a Mortgage | <input type="checkbox"/> Negotiate Terms |
| <input type="checkbox"/> Hire a Real Estate Agent | <input type="checkbox"/> Schedule a Home Inspection |
| <input type="checkbox"/> Research Neighborhoods | <input type="checkbox"/> Apply for a Mortgage |
| _____ | <input type="checkbox"/> Review and Secure Title |
| _____ | <input type="checkbox"/> Insurance |
| _____ | <input type="checkbox"/> Close on the Property |
| <input type="checkbox"/> Tour Homes | <input type="checkbox"/> Make an Offer |

NOTES



Dream Home Must-Haves

- ☐ Modern, updated kitchen
- ☐ Spacious master bedroom with en-suite bathroom
- ☐ Adequate natural lighting throughout the home
- ☐ Energy-efficient systems (HVAC, appliances, windows)
- ☐ Ample storage space including large closets and a
- ☐ Basement or Attic
- ☐ Open floor plan for kitchen and living area
- ☐ Home office or flexible space for work/study
- ☐ Good connectivity and modern tech infrastructure
- ☐ Safe and secure neighborhood
- ☐ Accessibility features or the potential to add them



Dream Negotiables

- ☐ Swimming pool
- ☐ Large backyard or garden
- ☐ Extra amenities like a hot tub or sauna
- ☐ High-end finishes such as granite countertops or hardwood
- ☐ floors
- ☐ Finished basement
- ☐ Fireplace
- ☐ Home theater or entertainment room
- ☐ Proximity to specific schools or business districts
- ☐ Views (waterfront, cityscape, etc.)
- ☐ Guest house or in-law suite



Buyer's Cost Checklist

<input type="checkbox"/>	Application/Appraisal Fee	\$
<input type="checkbox"/>	Property Tax Holdback	\$
<input type="checkbox"/>	Credit Report Fee	\$
<input type="checkbox"/>	Solicitors Fees	\$
<input type="checkbox"/>	Home Inspection Fee	\$
<input type="checkbox"/>	Lawyer's Certificate of Title or	\$
<input type="checkbox"/>	Title Insurance Fee	\$
<input type="checkbox"/>	Deed Transfer Tax	\$
<input type="checkbox"/>	Land Survey	\$
<input type="checkbox"/>	Closing Adjustments	\$
<input type="checkbox"/>	Tax Adjustments	\$
<input type="checkbox"/>	Accrued Mortgage Interest	\$
<input type="checkbox"/>	Property Insurance	\$
<input type="checkbox"/>	Utility Connections	\$
<input type="checkbox"/>	Properties on Well/Septic	\$
<input type="checkbox"/>	New Construction Properties	\$



Finance Tips for Homebuyers

1. Save for a Substantial Down Payment

Aim to save at least 20% of the home's price for a down payment to reduce your mortgage balance, avoid private mortgage insurance (PMI), and secure lower monthly payments.

2. Get Pre-approved for a Mortgage

Before you start house hunting, secure a mortgage pre-approval. This shows sellers that you are serious about buying and gives you a clear idea of what you can afford, helping to streamline your search.

3. Maintain a Budget Cushion

Ensure you have extra funds set aside not just for the down payment and closing costs, but also for unforeseen expenses after moving in, such as repairs, upgrades, or furniture. This helps avoid financial stress after the purchase.

You've Found Your Home Now What?



Make an Offer

Work with your real estate agent to draft a competitive offer based on comparable sales and market conditions.

Negotiate

Be prepared for some back-and-forth negotiation. Your agent will help you navigate this process to reach an agreement that works for both you and the seller.

Secure Financing

If you haven't already obtained pre-approval, now is the time to finalize your mortgage application and get approval for the specific property.

Order a Home Inspection

Have a professional inspector examine the property for any issues that might need addressing before you finalize the purchase.

Review the Contract

Carefully read through the purchase agreement and ensure all the details are correct and you understand all the terms.

Close the Sale

Attend the closing meeting to sign all necessary paperwork, complete the payment, and officially transfer the ownership.

Move In

Once everything is finalized and you have the keys in hand, you're ready to move into your new home. Congratulations!



Home Inspection Checklist

- ☐ Foundation and basement
- ☐ Roof and attic
- ☐ Plumbing systems
- ☐ Electrical systems
- ☐ Heating and cooling systems
- ☐ Walls, ceilings, and floors
- ☐ Windows and doors
- ☐ Insulation and ventilation
- ☐ Exterior siding or paint
- ☐ Gutters and drainage

Home Inspection Tips

1. **Hire a professional** with a good reputation and proper certifications to ensure a thorough inspection.
2. **Be present during the inspection** to see firsthand any issues the inspector finds and ask questions about the home's condition.
3. **Read the inspection report** thoroughly to understand all noted issues and potential future problems.
4. **Address significant problems** found during the inspection by negotiating repairs with the seller or adjusting the offer accordingly.



Closing Process Checklist

- ☐ Finalize Mortgage Approval
- ☐ Review Closing Disclosure
- ☐ Conduct Final Walk-through
- ☐ Prepare Necessary Documents
- ☐ Arrange Payment of Funds
- ☐ Sign All Required Paperwork
- ☐ Record the Deed
- ☐ Receive the Keys

About The Team



Check out What our Clients are Saying...

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Get in Touch

Want to Sell Your Home
on our FLAT FEE
PROGRAM and SAVE
THOUSANDS IN
Commissions? This
means more money in
your pocket to purchase
your next home!

<https://www.homeworksrealty.ca/connect>



“Full Service  Savings!”

Assist 2 Sell, HomeWorks Realty is owned and operated by Michael and Lisa Doyle FRI CRES ABR of Dartmouth, Nova Scotia. Michael has been a licensed REALTOR® since 1985 and Lisa licensed as a REALTOR® since 1993 and as a Broker since 2000.

Together they opened Assist 2 Sell, HomeWorks Realty Ltd. in 2001 with the hope that consumers would have the opportunity to selling their home with the professional services of an experienced real estate team for a reasonable understandable fee.

They felt that the Assist 2 Sell program would empower homeowners with choices. The Company has been extremely successful and has currently saved metro home-sellers well over 23 Million dollars in commission savings since opening.

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