

Okanagan's Home Team



Greg Kalyniuk

Tips on Selling Your Home Privately

250-503-3758

www.okhometeam.ca



SELLING A HOME YOURSELF - INTRODUCTION

As a "By Owner" seller without the personal attention from a REALTOR, you may find you will have to work a bit harder to make sure everything is complete and on track for a smooth sale and closing. The checklists below might be a great place to start your home selling experience.

Prepare

- Determine the best price at which to list your property by having it appraised by a market analysis or by a real estate agent.
- Go through your home and make it shine! Remember to think like a buyer!
- Complete a Disclosure Form for your property.
- Hire a home inspector to examine your property now so the sale won't be delayed later.

Market

- Prepare a one page brochure describing features of the home and your price.
- Make sure the "For Sale" sign is posted on your property in high visibility of passers-by.
- Consider paying a commission to buyer agents and post "Buyer Agents Welcome" on the sign.
- Plan to hold an open house every week or two for people to see the house.
- Advertise your home and open house dates and times in your local newspaper and on free internet sites like Craig's List and Castanet.

Sell

- Review offers and negotiate a final Purchase Agreement with the buyer.
- Make your home available for the buyer's inspection(s) of the property. Give the sellers a copy of a previous inspection if you have one.
- Negotiate with the buyer corrections to any major problems found in the inspection.
- Obtain a notary public or lawyer to handle the closing documents for you.
- Prepare for closing. Gather all documents and information ahead of time so you will be prepared.
- Close on home with your lawyer or notary!
- Cancel your insurance and request a refund!
- Plan move, send out change of address cards, and notify utility companies of move date.

These tips are provided to you at no cost or obligation. In return, all I ask is that if you decide to list your home with a REALTOR, you give me an opportunity to meet with you to explain how I go about selling homes.



Greg Kalyniuk 250-503-3758

greg@okhometeam.ca