MARKO & MIKE
Realty

Sellers

Steps to Success!



GRASSROOTS
REALTY GROUP



about Us

Thank you for the opportunity to "earn" your trust! We say "earn" because earning people's trust as they make one of the biggest financial decisions in their life, is so very important as opposed to just expecting it. Sometimes it's magic right at the start. Sometimes it takes time to get a good feel if we'd be a great fit. For us it's about putting in the effort, building a relationship you can count on and taking all the time it needs! Tailoring every relationship appropriately. It's about connecting great homes with even greater people!

Together we build each other's trust while navigating your real estate path & decisions until we successfully cross the finish line together. Our commitment goes well beyond that too! We are devoted spouses, mother & fathers, therefore we can fully appreciate the growing needs a family will have. First home purchase? Perfect! We really enjoy and have the appropriate patience necessary to answer all your questions, and guide you towards one of life's biggest milestones... home ownership.

Grassroots Realty Group embodies a culture focused on community and helping those in need. This speaks volumes to how we conduct ourselves and business each and every day. We are active in our community, helping those wherever and whenever we can. A very important value we are incredibly proud of.

Whether you are seasoned in the world of real estate, or just starting. Choosing to work with us, we are confident you won't be disappointed. Residential, Acreages, Waterfront, or Vacant Land .... we've got you covered! Serving Edmonton and a two hour radius, there is no where we won't go for you!

Thank you kindly for the opportunity to help!

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Marko, Mike & Jenn

Costs to be aware of





01 Realtor Fee's (Seller always pays)

- 7% on first $100,000, 3% on remaining balance.
- Split btw Buying & Selling Realtor
- Always negotiable!!

02 Legal Fees

- $1200 - $2000

03 Pre Home Inspection /Condo docs

- $600 - $1200
- $400 - $600

04 Real Property Report or Title Insurance

- RPR - $1,200 -$2,000
- Title Insurance - $300 -$500

05 Home Repairs/Preparedness

- There may be some preparing to do before getting your home listed. I can help advise!

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Steps

To Sell your Home with Success



1. **Decision to move/sell - Seller Consultation**
   a. Discuss Pricing Strategy, what is the home worth in todays market?
   b. Ensure you have an RPR or Condo Documents prepared. Or Title Insurance.
   c. Interview realtors.

2. **Choose a Realtor that fits!**
   a. Choose me! Review Sellers Agreement and understand our responsibilities to one another.
   b. Always work with a realtor that shows they understand your needs.
   c. Understand all the costs of selling!

3. **Prepare your Home!**
   a. Picture Day is the first "goal" milestone.
   b. Discuss any home improvements, de-clutter, deep clean.
   c. Review marketing strategy and what "showing your home" involves. What is it going to take?

4. **Your home is on the market!**
   a. Keep the home as "show ready" as physically possible. This is your moment to shine. Your moment to sell and maximize your results!
   b. I will keep you informed with feedback from the showings and market activity, statistics!
   c. Keep an open mind I might have to change strategies or pivot. Markets change, and we always need to adapt!
   d. You don't want to sit on the market long and proud. Hurts your bottom line.

5. You received an Offer!!

a. Review with your realtor. Ask questions. Discuss scenarios.
b. Negotiations - Accept. Reject. Counter!
c. Workthrough Conditions. Common are: Finance. Inspection. Condo Document Review.
d. Home Inspection - Readiness for a thorough reveiw of your home!
e. Removing Conditions - your home is Sold!
f. Possessiond Day. Lawyers & Moving.

6. SOLD! Celebrate!!!

a. It takes a team to sell a home and a lot of work, patience and & positivity from the seller. Exhale, smile, & take a moment to celebrate.

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want some more tips?

Getting Your Home Ready

- **CLEAN! CLEAN! CLEAN!** Consider engaging a cleaning service. Clean homes sell!
- **DE-CLUTTER!** Don't make potential buyers have to see through clutter or mess to view your beautiful home
- **REPAIRS!** When buyers see areas of disrepair they begin to wonder whether there may be other unseen problems.
- **MINIMALIZE & BRIGHT!** As a rule, do everything to lighten the appearance of your home. A fresh coat of neutral paint is always a great investment. Don't forget to clean those windows! The less furniture, the larger a room appears to be.
- **DONT FORGET OUTSIDE!** Potential buyers start their tour from the outside. What are they seeing? You don't want them turning away before even entering your home. help you!

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