

1. Reasons for selling:

- i) _____

- ii) _____

- iii) _____

2. REALTOR® Consultation

- Disclosure(s) _____
- FINTRAC _____
- Privacy Consent _____
- Comparative Market Analysis _____
- Listing Presentations _____
- Establish Price _____
- Marketing Plan _____
- Review Selling/Closing Costs _____
- Review Commission _____

3. Preparing Your Home for Sale

See Checklist 2

4. Listing Your Home for Sale

- Property Disclosure Statement _____
- Listing Agreement _____
 - Multiple _____
 - Exclusive _____
- Supporting Documentation _____
- Photography/Videography _____

5. Showings

- Booking Arrangements/Preferred Times _____
- Listing Brochure _____
- Broker Open House _____
- Public Open Houses _____
- Lighting & Presentation _____
- Post-showings Feedback _____

6. Offers/Negotiations

- Establish non-negotiable items, if any _____
- Bargaining Chips/Priorities _____
- Review of Contract of Purchase & Sale _____
 - Accept _____
 - Decline _____
 - Counter-Offer _____
- Recruitment of Lawyer/Notary _____

7. Conditional Phase

- Home Inspection _____
- Removal of Conditions _____

8. Preparing to Move

See Checklist 3

9. Closing

- Transfer of documents _____
 - (eg. Survey, home warranty, Strata)
- Keys/Remotes/Codes _____
- Disbursements & Funds Transfer _____
- Closing Costs Paid _____



Paul Demenok
REALTOR®

RE/MAX Shuswap Realty
#105-650 TransCanada Highway, NE
Salmon Arm, BC, V1E 2S6

Looking to Make a Smart Move?

Better Call Paul!



250.253.2387 *Talk or Text*

paul@pauldemenok.ca

www.pauldemenok.ca