

Start

You decide to sell your property! Contact a Ryco Realtor

- Ryco Realtor tours your property and furnishes data on sales of comparable homes in your neighborhood.
- Based on above information, Ryco Realtor suggests a listing price range.
- The final decision on listing price is always yours. Once set, Ryco Realtor will complete a Listing Agreement that you will sign.
- Measurements and pictures are taken of your property.

THE RYCO REALTY
CLIENT ADVANTAGE
NETWORK

the life of a deal

For a Home Seller

Your property is listed

- Property information and pictures are uploaded to www.mls.ca and www.rycorealty.com.
- In most cases, a "For Sale" sign is installed on your front lawn and a lock box is placed on your front door. This lock box allows fellow Realtors access into your home for scheduled showings.

Some of the ways your Ryco Realtor can market your property to other agents and the public:

- www.mls.ca
- www.rycorealty.com
- Newspaper advertising
- TV advertising
- Flyers/brochures
- Open Houses

Showings

As interest grows for your property, Realtors will schedule showings for prospective buyers through your Ryco Realtor.

A buyer makes an offer by submitting an Agreement of Purchase and Sale

What your choices are when receiving an offer

1. You accept the offer

- A time period is set in which the conditions (i.e., the buyer's due diligence) must be met. For example, on condition of a home inspection, approval of financing, confirmation of insurance, etc.
- At the end of the time period:
 - If the conditions are met, the offer becomes firm and is now legally binding. The next step is closing.
 - If the conditions are not met (for example, something unexpected is found in the home inspection), the offer may be renegotiated or may be revoked with full deposit being returned to the purchaser in most cases.

What to do when the sale is firm

- Review and finalize all details with your lawyer
- Prepare for closing

3. You reject the offer

2. You counter the offer

- Ryco Realtor creates and presents your Counter Offer showcasing a different purchase price, closing date or condition alteration to the buyer's Realtor.
- There will be a time limit associated with the Counter Offer.
- The buyer may accept or reject your Counter Offer:
 - If they accept your Counter Offer, the property is considered conditionally sold and follows the same process as #1.

Closing activities

- Call the local utilities to cancel services (power, telephone, water, etc.).
- Call any leaseholders of equipment that is included in the real estate transaction such as a water heater, furnace, water softener etc.
- Contact Canada Post with change of address notification.
- It is your responsibility to insure the home from the date of closing.

On closing

- Your lawyer will complete the transaction including relevant disbursements for home heating oil, property taxes, collection of keys etc.
- The "For Sale" sign and lock box are removed from your property.
- Your Client Advantage Network Card will be issued. Renovate. Remodel. Recoup. Reap the Advantage!

Finish