

# Nick Fundytus

# 2023 SELLER'S CHECKLIST



## REALTOR RELATIONS

- Look for someone with **local expertise** and a strong **track record**.
- **Interview** as many Realtors as you like.
- Partner with your favourite to **navigate** the real estate market.

## PRICING PRECISION

- Work with your Realtor to understand your home's **market value**.
- Factor in **recent sale prices** of similar homes in your neighbourhood.



## HOME HEALTH

- Address any necessary **repairs** or **maintenance**.
- Your Realtor can identify fixes with **major ROI**.
- Consider a **pre-sale home inspection** to preempt buyer concerns.

## STAGING

- Give your home a competitive edge with **professional staging**.
- Highlight key features and create an **inviting environment**.

## MARKETING

- Work with a Realtor that has **professional marketing power**, like videographers, photographers, and ad specialists.
- Promote your home on **multiple platforms**.

## SHOWINGS

- **Be flexible** with home showings to accommodate potential buyers.
- Keep your home **clean** and **decluttered**.
- Your home should be **depersonalized** and **warm**.

## CLOSING

- **Review** all offers with your Realtor.
- Be prepared to **negotiate** on price and terms.
- Understand the **closing process** and associated costs.
- Ensure all **documentation** is correctly prepared.
- Plan your move well in advance, to coincide with the buyers' move-in date.

**MORE QUESTIONS? REACH OUT.**

**Nick**  
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REALTOR®

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