



HOME SELLER'S GUIDE

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"Never count on making a good sale. Have the purchase price be so attractive that even a mediocre sale gives good results."

- WARREN BUFFET

GETTING STARTED

Selling your property is a big step, and the list of things to do is long. But there's no need to panic. These days, you have more resources than ever to help you meet the challenge, and this comprehensive online sellers guide is one of them! We'll help you go to market with confidence, knowing the costs involved, how to make the most of your property, how to team up with a great agent, how to maximize your sale price, and even what legal . It's all here to help you sell better, smarter, and faster.





WHAT ARE THE COSTS ASSOCIATED WITH THE SALE OF A HOME?

Before you get out the “For Sale” sign, it’s smart to get out the calculator first, and figure out what type of costs you’ll need to budget for. Of course, these fees can vary widely depending on your agent, lender, legal advisor and home makeover needs.

The Seller's real estate lawyer ensures that any bills that could be considered liens against the house are paid upon closing, which includes:

- Any outstanding **property taxes** that are due on the home up to the date of closing have to be paid.
- Payout of any **existing mortgages/loans** on the home before the new owner takes over the home.
- **Real estate fees.** In Ontario, the fees vary from 4 - 6% for both sides of transactions, the level of service does differ based on Agent Specific Marketing Plans.
- **Lawyer fees** and they will vary depending on how complex the sale is and how much work the lawyer has to do.

Hidden Costs When Selling your Home

They don't come to top of mind easily but they often appear in the lawyer's office, they include:

- **Title Search** of the property. When the seller’s lawyer does a title search of the property to check for liens against it. Sometimes, you will find hidden charges that you weren't aware of.
- When discharging the mortgage, there can be extra fees attached to this such as the **penalties for discharging the mortgage** before the mortgage contract is up.
- **Utility bill** readings as of date closing
- The home seller is expected to **top up the fuel** for the home and later on square up when making adjustments at the lawyer's office.

Who pays Closing Costs on a Home Sale?

Both the buyer and the seller will have some closing costs that they are responsible for. As a seller, your real estate lawyer will ensure that you transfer a lien-free home on completion date. The buyer's lawyer will be responsible for what the buyer is obligated to pay for.

Indirect Costs of Selling a Home

Getting the home ready for sale can require some expenditures on items that enhance the appearance, functionality and use of the home. Some examples are;

- Minor repair/fix up costs such as painting and patch up work.
- Staging the home and decorating it for the sale.
- Garden and maintenance costs.
- Cleaning services to remove junk.
- Storage for extra furniture and belongings.





PRICING YOUR PROPERTY TO SELL

How to Price Your Home to
Attract the Highest Offers

How to Position Your Pricing to Attract the Highest Offers for Your Home?

Price your home competitively.

Pricing your home correctly at the start has direct correlation with how much you net in your pocket at the end when you sell. Go too high, and you risk scarring away every buyer out there, go too low, and you leave money on the table. One simple but powerful technique for pricing your home is to study the comparable homes to yours. By doing so, you will be seeing the world through a buyers' eyes and gain a better understanding of what a reasonable listing price looks like.

Take Advantage of strategic price points.

In most instances home buyers receive their pre approval from the lender for price ranges that are separated by twenty-five to fifty thousand dollar increments, so buyers look for that, consider rounding down closer to the mid point. For example, a price

\$849,900 would probably net you exactly the same number of buyer inquiries as a price of \$839,900, but moving your home down to \$824,900 (the next price category down) would result in widening your potential buyer pool.

Hire an experienced listing agent.

When deciding on the right listing agent can be a frustrating experience at start because you don't know what to look for or what to compare to. Interview minimum of 3 agents in your area, ask the right questions & check past clients reviews. Not all listing agents are created equal. Knowledge of market conditions, your local area and the marketing involved in the sale of a properties are must have attributes of the right listing agent for your home.

Encourage feedback.

Successful Listing Agents/Sellers seek feedback from every potential buyer, the good and the ugly. It's important to know how the public perceives your property, to help you secure the highest possible price for your home. Sometimes the smallest repair changes the fate of your home from "For Sale" to "Sold". You won't know unless you ask for blunt feedback.

Offer incentives & Warranties

Once the buyer narrow their search down to two or three top homes, they might need a slight reason to choose one home over another. To give buyers that little push, many sellers offer incentives like paying for closing costs, inspections, or repairs, or providing warranties. Our Warranty from Certified Pre-Owned Home Program has helped many sellers secure the sale because Buyers received peace of mind knowing that their appliances, plumbing, electrical & HVAC are covered for one full year and that has been their little push.

Use a pre-appraisal and pre-inspection

As a buyer, wouldn't you like to receive an appraisal of a home before putting an offer on it (Pre-Appraisal), and as a seller, by acquiring this before you list you will have an unbiased voice that backs up the list price of the property independent of your own opinion and could be a great tool in negotiating with buyers. In addition, pre-inspections of the home provides buyers, peace of mind buying your property over the Competition. Our Certified Pre-Owned Home Program offers full Pre-Inspection & Pre-Appraisal to our sellers and has made a difference.

Learn to fail fast

Successful listing agents and sellers understand the value of the Golden Period which is the first couple of weeks that the property comes on the market, they watch for all listing performance cues; For example; Lack of showings, that's an exposure/marketing issue or pricing issue. If the marketing isn't lacking then there is only one solution: lower your price. On the other hand, if the property is getting steady stream of showings but no offers, it means the marketing is working, it's bringing the buyers to the home, but these buyers aren't rejecting your price, they are rejecting your home, there is an issue that needs to be dealt with. Something about the home is turning them off. Savvy sellers attempt to identify the problem and take proactive action to correct it.



BUYING WHILE SELLING

Sell First or Buy First

Buying while Selling

Out with the old, in with the new. But which comes first? It's never an easy call. Here's what to weigh up when deciding if you put up the sign, or put up your hand to sign that offer first.

Sell First

- You won't have the pressure to accept a sale price for your home that you're not fully satisfied with.
- Once your home is sold you'll know exactly how much you've got to spend on your new home.
- You've got time to shop around and possibly negotiate better deals.
- You can avoid the hassle and expense of bridging finance – which you'll need if you end up owning two properties at the same time.

BUT if your old home sells faster than you anticipated, you could find yourself in a situation of having no place to live while you shop for a new home.

Buy First

- You will have plenty of time shopping around for your ideal next home, instead of settling down for buying anything just so you'll have somewhere to live.
- You don't know exactly how much your old home will sell for, so you can't lock in a budget for your new place.
- If your existing home doesn't sell fast enough, you may have to get bridging finance to fund both properties while you're changing over.
- You may feel pressured to take a lower offer for your home as your new home possession date approaches closer.
- You may not get as much as you hoped for your existing property, and have to make up the difference with your savings or a larger loan.



CHOOSING THE BEST AGENT

Hire the right Listing
Agent to Sell your Home

Choosing The Best Agent

One of the biggest financial decisions of your life are buying or selling a home. That's why choosing the right real estate agent to guide you through the process is key. With over 50,000 licenced agents in Ontario, this can be an overwhelming & tough decision, but knowing that 20% of these agents do 80% of the transaction can give a clue to who you should hire. Follow these tips to make sure you hire the perfect pro:

1. Interview at least three real estate agents

This is your opportunity to get a sense of the real estate agent's style as well as their experience. Interviewing at least three agents will open up your options and know what to look for and what's standard in your area.

Ultimately, you're looking for a Realtor who is familiar with a particular area and understands your budget needs.

"See how polished and professional their proposal is," says Katherine Hutt, a spokesperson with the Better

Business Bureau. "The more effort they put into a presentation for you, the more effort they'll put into presentations when they're working for you. You want someone who is really savvy."

2. Check their Reviews and Testimonials

Reviews can be good and bad. So take ALL reviews with a grain of salt. Usually one or two negative reviews are understandable, not every client is going to be a fan, but anything more than that is a red flag. Check with your local's real estate regulator to find out whether an agent you're considering is licensed or has any disciplinary actions. Vet candidates you're interviewing on your local Better Business Bureau's website to see if they've received any complaints.

3. Make sure the agent you hire is a member of NAR®.

Look for a real estate agent who is a Realtor® with a capital R. That means they're a member of the National Association of Realtors (NAR®) and have formally agreed to abide by the group's code of ethics. Some Realtors also have certifications to show that they've completed training in a certain area of real estate.

4. Make sure you're hiring a Full Time Realtor®

Since Ontario allows agents to be part-time, you'd be surprised how many agents have full time jobs while practicing real estate part-time or as a hobby. In order to receive the proper service for your biggest investment, it's wise to make sure the agent you're hiring is a full-time Real Estate Agent. You get the commitment, flexibility with time and experience that otherwise you won't get with someone who isn't as committed.

5. Communication is important

Research (according to the National Association of Realtors®, NAR®) has shown that the number one complaint clients have is the lack of communication from the Agent. Ask the question straight up; What type of process you have for communicating with your clients? If they don't provide a clear precise plan, chances are you'll run into communication issues once contract is signed. We considered communication important for our clients and developed a *Communication Guarantee Pledge* where we agree to communicate to our clients according to their style and time preference.

6. Take a close look at your contract

The things you need pay close attention to is the time frame the contract is signed up for, discuss the options what happens if the agent isn't doing his part. Something like *Easy Exist Listing Guarantee* gives many of our sellers the assurance that they need and the confidence, the agent you're hiring should be able to give you some sort of plan. The terms of the contract and the commission split is another important components to pay attention to.

7. Go with your gut

Just as important as the knowledge and experience an agent brings is their ability to guide you smoothly through the process. Above all, go with an agent you're comfortable with and can trust if the road to closing gets a little bumpy. "It's just like dating — sometimes it just comes down to chemistry, "If everything checks out, but you just don't vibe with that person, don't go with them. There are plenty of other great real estate agents out there that would love to earn your business and might be a better personality fit."



PREPARING YOUR PROPERTY

Getting your ready
for sale

Preparing your Property

You only get one chance to make a first impression, and that is no more evident than when selling a home. Buyers will actually make an opinion of your home within the first 15 seconds so it is crucial to create a positive "curb appeal."

Curb Appeal

- A freshly painted or stained exterior is a sure way to give your home a newer and well cared for first impression. Sometimes even painting the front or just retouching the trim can make a world of difference.
- Keep the lawn freshly cut and repair any brown or dead patches of grass.
- Thoroughly clean all windows. Be sure all windows open easily and replace any damaged screens.
- Any damage to the roof should be repaired, even missing shingles.
- Your driveway should be swept clean and any oil stains should be removed if possible.

Entrance & Interior

- The front entrance and doorway is still within part of the first impression so be sure this area is well-prepared.
- Paint or stain the doors, and possibly repair the door hardware if broken. The door should unlock smoothly.
- Be sure the foyer is spotless and free from clutter.
- Bright light in a Home creates a sensation of a larger and more positive space, so be sure to have all windows open and lights on.
- Mirrors can be useful to magnify the available light and create a larger sense of space.
- If you plan to repaint your interior before selling, use neutral colors and stay away from strong shades or highly patterned wallpaper.
- Sound can have an effect on potential buyers so avoid running dishwashers or laundry machines.
- Light classical music can help to create a positive experience.
- Buyers feel more comfortable viewing the home while it's vacant, so try to make arrangements ahead of time for you and your pets to be somewhere else when buyers come by.

- Carpets or hardwoods should be cleaned, as well as baseboards.
- Clean all furnitures and remove any extra clutter.
- A few well placed plants and flowers can give a fresh look; be sure any plants are healthy and well cared for.
- Thoroughly clean the fireplace and turn on for showings if the weather is cold.
- Open any widows to provide natural lighting.
- Vacuum drapes and dust blinds.
- The use of mirrors can enhance the perception of a room's size and provide more natural light.
- Remove personal family pictures and any items of strong personal statements of religion or politics to avoid distracting the buyers.

Bedrooms & Closets

Your bedrooms are areas that can typically have many personal items that may need to be on away or possibly locked up. Also for children's rooms pay special attention daily to keeping them as neat and clean as possible for times of short notice of visiting buyers.

Children's rooms can get out of control very quickly and can then be embarrassing to show as well as give the impression of the rooms not being well cared for;

- Clean rugs and carpets.
- Open windows or turn on lighting to have the room well lit.
- Beds should be made.
- Clothing or additional clutter should be put away.
- Remove and lock up any personal items, such as jewelry.
- Organize closets and remove any extra items. Closet organizers are a good investment that show well.
- Mirrors and mirrored closet doors can add extra light and a larger sense of space.

Bathrooms

- Place a vase of fresh flowers on the vanity.
- The old toilet seat need to be replaced with a new one.
- Place all personal care Items out of sight.
- Add color and richness with new towels and shower curtain.
- Empty waste baskets.
- Repair or replace dripping facets and shower heads.
- Spray a light fragrance to give them a pleasant odor.
- Repair any sacked caulking around the shower and sink.

Garage/Basement/Attic:Storage

Even all of your storage areas such as the garage, basement and attic can say a lot about how well you have cared for your home. If everything is clean and well-organized it gives the appearance that you have always kept things up well. If messy and disorganized, the buyer may lose confidence in the history of upkeep of your home.

- Painting these areas can have a positive impact.
- Replace or install adequate lighting. Clean out furnace and replace filter.
- Be sure there are no signs of pest infestation.
- Eliminate dampness in basement with a dehumidifier.
- Clean oil stains on garage floor.
- Install a garage door opener.

Hold a yard sale or garage sale to get rid of extra unwanted items.

Backyard

Your home's backyard and deck or patio area should be a relaxing outdoor environment. This is where buyers would like

to imagine themselves spending a nice summer evening or having friends and family over for a weekend BBQ. Here are some tips:

- Be sure lawn is freshly cut and all grass looks green.
- Trim shrubs and trees
- Rake up fallen leaves or other debris.
- Sweep off deck or porch.
- Remove any extra clutter such as garden tools or toys.
- Properly roll and hang all hoses.
- Pools should be sparkling clean.
- Filter and heating equipment should be cleaned.
- Repair cracked cement.
- Wash off patio furniture.



WHAT TO EXPECT DURING SHOWINGS

How to prepare for
showings

How to prepare for showings

Now you're ready to open the door to prospective buyers coming through your Home! Yes, showings are annoying (cleaning every Saturday morning!) but essential, because let's face it, no prospective buyer is going to offer you hundreds of thousands of dollars for your home without giving it a thorough glance over first.

Here are the key things you can do to make your showings and open house run smoothly:

Make a clean sweep

Before showing start, make sure you've done everything you possibly can in the "Preparing your property" section previously. Then clean your place one last time and organize, removing everyday mess like shoes in the hall, the daily mail pile, and pet bowls, etc. Don't forget to clean inside the oven and tidy the cupboards and closets too, because buyers love to have a sticky beak. It's also a good idea to put away any small valuables or trinkets, not only to de-personalize the space, but

also to avoid tempting light-fingered guests.

Do a walk through

It's always a good idea to put on the buyer hat on and walk-through the home, seeing the buyer's eyes and what they would notice. Remove anything that makes it look cluttered, but also take care not to make it look empty and unwelcoming. Do you think your buyers will be impressed by what they see? Are you showing off your home's best features? If you find it hard to be objective, get a trusted friend with taste to walk through with you and help you make any last minute improvements.

Take your Temperature

Experience shows buyers are turned off by properties that are too hot or too cool. So it's important to air out your house, then get your temperature right, depending on the season and time of day, etc. Buyers should walk in and feel fresh and cool (not cold) if it's hot outside, or warm and toasty – not sweaty – if it's cooler. So set the thermostat right, or place fans or heaters discreetly where they'll work their magic effortlessly.

Get out of the house

As tempted as you are to hang around and see how the showings and open house goes, it's best to get out and leave prospective buyers to it. That way, they can tour your place at their leisure, and talk honestly to their partners and to the agent about what they really think. Don't forget to take your pets with you too, in case any prospective buyers are allergic.

Be flexible with showing times

People have busy lives, kids to pick up, meetings that run late, and other properties to view, so it's important to be flexible with showing times so prospective buyers get to see your home too. While your agent will usually schedule a weekend and a weeknight viewing, unexpected showings can pop up, so make sure you keep the place tidy and be ready to check out for an hour sometimes at short notice.

Welcome the feedback

After the inspection, you'll no doubt be very keen to hear what your agent and the prospective buyers have to say about your property. Whether it's face to face, a phone call or a detailed email

and report, it's important to get your agent's feedback and really listen to what they have to say – even if it's not always glowing. If you do get some negative responses, try not to get upset or defensive.

Instead, talk through it together with your agent and plan how you can address any issues, whether it's adjusting your price range, changing your marketing tactics, or maybe making a few simple cosmetic adjustments to improve your property's chance of selling for a desired price.



WHAT TO EXPECT AND WHEN

What is the process

What to expect & When

Home Selling Consultation

In the home selling consultation we will cover many of the procedures, marketing plan and review the comparative market analysis to help you to determine the best price for your home that is prepared based on multiple platform & through research. Our strong marketing plan starts immediately and continues throughout the entire listing period.

Topics Covered In The Consultation Include:

- Understanding your home's market value
- Determine the best price for your home
- Consequences of pricing too high
- Comparative Market Analysis
- Recommendations for Renovation and Changes based on similar Homes in the area that would make your Home more appealing.
- Getting your home ready for showings.
- Scheduling Marketing, Cleaning and Staging appointment.
- Understanding of Certified Pre-Owned Home Program.

Marketing Stage One

- Professional photography, video, professional measurements, floor plan and 3D Doll Home/Virtual Home Tour arranged by the agent.
- Scheduling of Inspection and Appraisal for the home.
- For Sale sign ordered and installed.
- Listing posted online.
- Promote the new listing to the public and local agents through websites, social media, email, paid Google ads and print ads.

Marketing Stage Two

- Custom brochures and booklet prints.
- Home Promotional Booklet Prepared for the property.
- Just Listed postcards Prepared and distributed.
- Open House Invite Prepared and distributed.
- Private showings
- Agent Open House and Public Open House held.
- Follow up from showings report made available to client.

Continued Marketing until SOLD

- Weekly Market update regarding similar properties sales and new listings.
- Follow up with agents and buyers for feedback.
- Feedback report for all the showings.
- Review market activity & conditions.
- Discuss your price based on the recent activities.
- Pre-Approval review for any potential buyer.

From Offer to Close

- Negotiate terms of contract in your best interest.
- Deliver full copy of contract Submit paperwork to company
- Confirm paperwork with lenders
- Deliver seller property disclosures to buyer's agent.
- Schedule Inspection if needed.
- Order home warranty.
- Confirm appraisal with lender.
- Coordinate with lawyer.
- Collect deposit cheque.
- Deliver key to selling agent.
- Arrange Concierge service for Seller & Buyer.





NEGOTIATING

Winning the negotiation
when selling your home

Winning the negotiation when selling your home

By now chances are you've done your research and picked the top expert agent of your area, so you'll be going into the negotiation phase of selling your home with a negotiation master. Your agent will use his or her excellent negotiating skills and detailed knowledge of the current market conditions, the area and particular features of your home to drive up your sale price and get you the best result.

Given you may have never sold a property before, or only ever do this once every 10 years, it's great to have that negotiating expert in your corner.

Here are 5 top negotiating tips and strategies to help you sift through the offers, and get to the price you really want!

- **Get it in writing.** Buyers may give your agent a verbal offer, but as they say, it's not worth the paper it's written on. So if a buyer is serious, get them to put pen to paper,

and sign the offer with a deposit. That way you can differentiate the talk from the walk.

- **First in, best considered.** It may be tempting to dismiss the first offer you get out of hand, because it's not exactly the price you're looking for. But this could be the most interested buyer in your home, as they've acted the fastest and may feel like your home is the one they've been waiting for. Good offers usually do come early when your home is freshly listed on the market, so be sure to consider these first offers carefully with your agent and negotiate with the intention of making it work, because you may not get that type of price again.
- **Everything's negotiable.** It's not just about the sale price either. You may be able to get closer to the price you want by being flexible on other terms. Does the buyer desperately need a longer possession date, prefer a 5% deposit, or want your fabulous outdoor furniture thrown in as part of the sale? A little bit of give and take from you may get you the price you want, with suitable terms for both parties.

- **Meet in the middle.** The simplest negotiating strategy of all, but often it works. Prepare to compromise on the price and/or terms if need to be and meet somewhere in between to get a win-win ending for both you and the buyer. It's easy to get caught up in the emotion of it and refuse to budge, but by giving a little on your side, you could encourage the buyer to come closer to your desired price, instead of walking away from the deal.
- **Know when to move on.** For one reason or another, if a sale does fall through and a buyer walks away, it can be hard to let go of that offered price as a seller. Perhaps they couldn't get a mortgage, sell their own home, or they fell in love with another home? Whatever the reason, it was not meant to be, revisit your strategies with your agent, move on and re-focus on the sale that will complete successfully this time.





UNDERSTANDING THE LEGAL PROCESS

Offer to Sale & Purchase

Understanding the Legal Process*

An Agreement of Purchase and Sale is a written contract between a seller and a buyer for the purchase and sale of a particular property. In the Agreement, the buyer agrees to purchase the property for a certain price, provided that a number of terms and conditions are satisfied. The process begins when the purchaser makes an offer, which is irrevocable for a certain time-period. If there are no counter-offers, the Agreement becomes a legally binding agreement if the offer is accepted by the seller, within the time-period set by the buyer. At this point, the Agreement cannot be cancelled unless both the buyer and the seller agree.

All agreements for the purchase and sale of land must be in writing to be legally enforceable. Most local real estate boards and the Ontario Real Estate Association have established standard form Agreements of Purchase and Sale. Although these forms contain standard terms and conditions, the Agreement can be changed if both the buyer and the seller agree and initial any additions or deletions.

Overview of the terms contained in the agreement

Most standard form Agreements begin with some basic information about the buyer, the seller, and the property in question. There will also be an area to record the purchase price being offered by the buyer, and the deposit being paid by the buyer to the seller's real estate agent in trust for the seller. The exact date and time that the offer is open (and irrevocable) is also specified. It is usually a few hours or days. If the offer to buy the property is not accepted by the seller before that date, it will become void.

Fixtures and chattels

The Agreement also deals with fixtures and chattels. Fixtures are generally improvements that have been made to a property that are attached or cannot easily be removed without causing damage to the property. Hot water heaters, built in cabinets and light fixtures are a few examples of fixtures. Fixtures are assumed to be included in the sale of the home, unless they are specifically excluded in the Agreement. Chattels, however, are moveable items of personal property contained on the property, and must

specifically be listed in the Agreement if they are to be part of the sale of the home. For example, if the seller agrees to include a refrigerator and stove or gardening equipment in the sale, these items must be specifically identified in the Agreement. If there is any doubt as to whether an item is included or excluded, it should be clearly specified in the Agreement.

Title and Other Searches, Closing Arrangements, and Completion Date

Included in the Agreement are clauses dealing with:

The requisition date, which is the time within which the purchaser has to examine the title, and complete all other searches. It is generally set for 15 days to one month before the closing date of the transaction. Before this date, it is the purchaser's responsibility to do a number of searches to ensure that there are no problems with the property. These are usually handled by the purchaser's lawyer, and include things such as searching the registered ownership of the property with the land registry, checking that the property complies with zoning regulations, and searching for any

outstanding municipal work orders. The closing arrangements and completion date is when all relevant documents are exchanged by the parties' lawyers and the sale is finalized.

This is the date that the seller must give vacant possession of the property to the purchaser.

Conditions

Most Agreements also establish a number of conditions and any special arrangements they are agreeing to.

Common conditions include:

- That the buyer's entire offer to purchase the home is conditional on the seller being the legal and registered owner of the property,
- The buyer may agree to assume the seller's existing mortgage, rather than arranging separate financing through a bank,
- That the agreement is conditional on the sale of the purchaser's current home, or on the purchaser arranging financing,

- If the buyer's lawyer discovers any problems while doing the various document searches, the buyer must send a letter to the seller's lawyer before the requisition deadline explaining the problem. If the seller is unable to fix the problem, then the entire agreement may come to an end unless the buyer chooses to take the property with the particular defect,
- That unless the buyer makes an objection in writing before the requisition date, the buyer cannot later complain about any defects in the seller's ownership of the property. For this reason, it is very important for the buyer's lawyer to perform all the necessary searches to ensure that there are no hidden problems that may arise at a later date,
- That the agreement is conditional on the sale of the purchaser's current home, or on the purchaser arranging financing,
- That the seller provide a survey of the property, In the case of a condominium purchase, that a Status Certificate be provided, and
- That the offer can be voided by the purchaser if problems are discovered during a home inspection.

Standard clauses

The remaining clauses in the Agreement deal with a number of technical issues in relation to the future use of the property, the production of documents, insurance, the Planning Act, tax arrangements, adjustments, spousal consent, and other standard clauses. Your lawyer or real estate agent can provide a more detailed explanation of these terms.

Completing an Agreement of Purchase and Sale can be complicated and technical. Before the Agreement becomes final, it may get modified as the result of negotiations between the buyer and the seller, and counter-offers presented to the buyer by the seller.

To be certain that you understand all the terms of the Agreement, it is best to have your Agreement reviewed by a lawyer before your purchase or sale of land is finalized. For more information on Agreements of Purchase and Sale, contact the Ontario Real Estate Association, or visit the Canadian Real Estate Association website at crea.ca.



MOVING DAY CHECKLIST

What Do We Do Now?

Moving Day Checklist

As we all know, moving day can be quite a headache if not well planned ahead of time. Here is a helpful guide to make planning and organizing for the big move much easier. Follow this easy-to-use guide and hopefully your moving day will be a success!

Moving Day Minus Six Weeks

- At the post office, change the address to new address (effective on moving day). Keep a list of needed address changes. check off as you notify. (If your agent offers Concierge Service, they will have tools to help you).
- Update your address for newspaper and magazine subscriptions.
- Create a file for all moving related items such as receipts and bills. You'll want to keep a list of moving-related expenses to claim as a deduction at tax time.
- Get estimates from moving companies or truck rentals if you move yourself. Plan ahead if moving in peak season of June-September. (If your agent offers Concierge Service, they will be able to help you pick a licenced and reliable Moving Company).

- Request time-off from work for the moving day/days.
- Pick up boxes at local hardware store or Collect free boxes from restaurants liquor, grocery, bookstores and office supply stores.

Moving Day Minus Five Weeks

- Select moving company for the moving date and figure out who will pack you, yourself or professionals. Paid packers typically come the day before moving day. (If your agent offers Concierge Service, they will be able to help you pick a reliable Packing Company).
- Start sorting. Decide what to move, what to sell, give away, or discard. Trim down as much as possible before take off.
- Sketch floor plan of new home, decide furniture placement.
- Establish staging area for packed cartons in extra room or garage.

Moving Day Minus Four Weeks

- Update your driver's license.
- Change your address for your auto insurance and car registration.

- Take care of legal contracts (on your own or with the help of a lawyer, insurance agent, and/or accountant). Include:
 - Credit cards bank accounts,
 - Utilities and telephone services
 - Insurance: home, auto, medical, life & disability
 - Employment agreements
 - Wills, trusts, and other legal matters, Safety Deposit Box
 - Leased products and services
 - Talk with veterinarian about moving Pets. get records.
- Either cancel or transfer your membership at local facilities such as; gym, Cross-fit facility, yoga studio, etc.
- Update your address with Amazon and any monthly subscriptions boxes you receive.

Moving Day Minus Three Weeks

- Buyers usually request further appointments to come by and Measure, try to be flexible in the scheduling of showings if you've already agreed upon.
- Cancel your current service for trash removal and recycling and set it up for your new home.
- Fill prescriptions and get copy from doctor for new pharmacist or optometrist.

- Compile medical, dental, and optical records for everyone in your home and children's birth certificates and school transcripts. Ask doctor/dentists to recommend colleague in the new location.

Moving Day Minus Two Weeks

- Check your address change list. Everyone notified?
- Have major appliances serviced for move, if needed. Check owner's manuals.
- Start packing the not often-used belongings.
- For the safety of the little ones during a move, arrange for a play date or babysitting.
- Arrange a place for your furry babies too, you can find a pet sitter or ask a friend or family, who wouldn't love to dog sit Fido, Fluffy or Muffin?
- Last but not least for this section, pack a little every day. You don't want to find yourself packing all of your belongings the night before.

Moving Day Minus One Week

- Plan meals and snacks, to minimize shopping and use up on hand food. Prepare quick to grab finger foods ready for moving day, or you can also eat out/order in.
- Make sure your pets have ID tags for their collars, in case they get lost. Take photos of all electronics before unplugging them. This will help jog your memory when you're reconnecting things such as your TV and stereo.
- Label all moving boxes with different color labels for each room. This will make your life much easier when you're all moved in and ready to start unpacking.
- Compare doorways, stairways, and elevators measurements with all of your furniture's measurements to make sure they will fit. Measure twice – move once!
- Empty oil and gas from grills, heaters, lawn mowers, and snow blowers.
- In the first 24 hrs in your new home, you will need an essentials box, brainstorm what items should go in and pack it.
- Clean your current home for the next resident.
- Return your library books.

Moving Day Minus One Day

- Finish packing yourself or by professionals
- Gather all the extra keys and leave them for the new owners.
- Unplug your fridge and freezer to defrost the night before. Make sure you lay a cloth in front of it so it doesn't leak all over the floors.
- A note or small gift would be a sweet gesture for the new residents.
- Watch the weather channel and prepare for rain or snow.

Two weeks, post move checklist

Finally, you've made it to the last three checkpoints on this long moving checklist! Make sure you've completely settled in. Now that you're comfortable, take a night off and relax!

- Try to unpack all your stuff within the first two weeks in the home.
- Last, but not least, ensure you have enough copies of your new keys for the babysitter, nanny, and dog walker.
- Don't forget the House Warming Party!

Phew! We're out of breath. But congrats, you survived!



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