



## Selling Checklist

Whether you're moving to accommodate your growing family or looking for a smaller space to be your empty nest, selling your home is a big decision. To help you make smart decisions, it's important to think with your head and not your heart. The Real Estate Council of Ontario (RECO) shares their tips for being home smart when you're looking to make the sale.

### Shop around

Don't be tempted to hire the first real estate representative you meet. Make sure the fit is right, check their references and visit the RECO website to confirm their registration.

### Understand what you're signing

Before you sign a listing agreement with the brokerage, ensure you know what it means, how long it will be in effect and what the different clauses mean. Ask questions and seek independent legal advice if you'd like a second opinion.

### Show the facts

Include all your home's details in the listing, from the square footage to recent renovations to items that are and aren't included (water heater, appliances, drapery, etc).

### Plan your open house wisely:

- **Be proactive** and speak with your real estate representative before the open house to set ground rules and identify ways to protect yourself and your property.
- **Minimize risk** by removing all valuables and securely store anything with your personal information, like credit card statements and receipts.

### Know your options

When reviewing offers on your home, the details of the offers will remain confidential between you and your real estate representative. You may get multiple offers, and your real estate representative is there to help you make the best choice.



Real Estate Council of Ontario

### **Budget accordingly**

Remember that there are closing costs associated with selling a home: real estate commissions, legal fees, moving expenses, and more.

### **Expect the unexpected**

Does your closing date on the sale align with when you'll be moving into your new home? Have a contingency plan in place in case the dates don't match up.

Above all, working with a registered real estate representative will help you navigate the many steps and decisions involved in the home buying process.

### **LOOKING FOR MORE INFORMATION?**

For more information on how RECO protects the public's interest, please visit [www.reco.on.ca](http://www.reco.on.ca) or call 1-800-245-6910.