

FIRST-TIME HOME SELLER
CHECKLIST

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1. PRE-LISTING PREP

- [ ] REVIEW YOUR CURRENT MORTGAGE PAYOFF
- [ ] CALCULATE YOUR HOME EQUITY
- [ ] UNDERSTAND CLOSING COSTS (LEGAL, AGENT, MOVING, ETC.)
- [ ] GET PRE-APPROVED FOR YOUR NEXT HOME (IF BUYING AGAIN)

2. STRATEGIC PLANNING

- [ ] RESEARCH COQUITLAM SEASONAL TRENDS (SPRING = PEAK SELLING SEASON)
- [ ] MONITOR MARKET CONDITIONS (LOW INVENTORY = GOOD FOR SELLERS)
- [ ] CHOOSE IDEAL LISTING DATE (AVOID HOLIDAYS, LONG WEEKENDS)
- [ ] UNDERSTAND INTEREST RATE IMPACT ON BUYER ACTIVITY

EARN TRUST BEFORE BUSINESS

3. HIRE & PREPARE

- [ ] INTERVIEW AND HIRE A TRUSTED REAL ESTATE PROFESSIONAL
- [ ] CONDUCT PRE-LISTING HOME INSPECTION (OPTIONAL)
- [ ] DECLUTTER AND DEPERSONALIZE ALL SPACES
- [ ] INVEST IN MINOR REPAIRS AND TOUCH-UPS
- [ ] STAGE KEY ROOMS FOR SHOWINGS
- [ ] CAPTURE PROFESSIONAL PHOTOS AND VIDEO TOURS

4. MARKETING AND SHOWINGS

- [ ] LIST ON MLS AND TOP REAL ESTATE PLATFORMS
- [ ] CREATE SOCIAL MEDIA MARKETING CAMPAIGNS
- [ ] OFFER VIRTUAL SHOWINGS (ESPECIALLY FOR OUT-OF-TOWN BUYERS)
- [ ] BE FLEXIBLE WITH SHOWING TIMES
- [ ] COLLECT AND REVIEW FEEDBACK AFTER SHOWINGS

5. NEGOTIATION & CLOSING

- [ ] REVIEW AND COMPARE ALL OFFERS WITH YOUR AGENT
- [ ] UNDERSTAND SUBJECT CONDITIONS (FINANCING, INSPECTION, ETC.)
- [ ] NEGOTIATE WITH CONFIDENCE (PRICE, DATES, INCLUSIONS)
- [ ] SIGN THE PURCHASE CONTRACT
- [ ] HIRE A REAL ESTATE LAWYER OR NOTARY
- [ ] SCHEDULE YOUR MOVE-OUT AND HANDOVER

READY TO CHECK EVERY BOX WITH CONFIDENCE?

WHETHER YOU'RE UNSURE WHERE TO START OR NEED HELP EXECUTING EACH STEP, WE'RE HERE TO GUIDE YOU THROUGH EVERY BOX ON THIS CHECKLIST—WITH STRATEGY, CLARITY, AND CARE.