
your complete guide to
SELLING YOUR HOME



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LOVE YOUR HOME



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YOU'RE ABOUT TO EMBARK...

on the journey of
SELLING YOUR HOME

dear reader,

Thank you so much for reading what is the product of hundreds of phone calls, emails, and transactions. As a Real Estate Agent, I've made it my goal to become a master of the home-selling process. Although there is always much more to be learned, I've put my best foot forward in making this experience as enjoyable and exciting for you as possible, with the least amount of hassle.

I've thought of every question I've ever received from sellers, and answered them all in the rest of this document. There is so much love and effort put into every single page, and I hope it brings you confidence so that you can move forward on what may very well be the biggest life decision you've ever made (no pressure).

I always appreciate feedback, comments, and further questions. This is literally what I'm passionate about, so please don't hesitate to reach out. I welcome you on this fun, crazy stressful yet so incredibly rewarding journey and can't wait to see you go from overwhelmed to empowered.

Finding. Buying. Making. The Home You Love.

LOVE YOUR HOME,

Amanda Hinkes

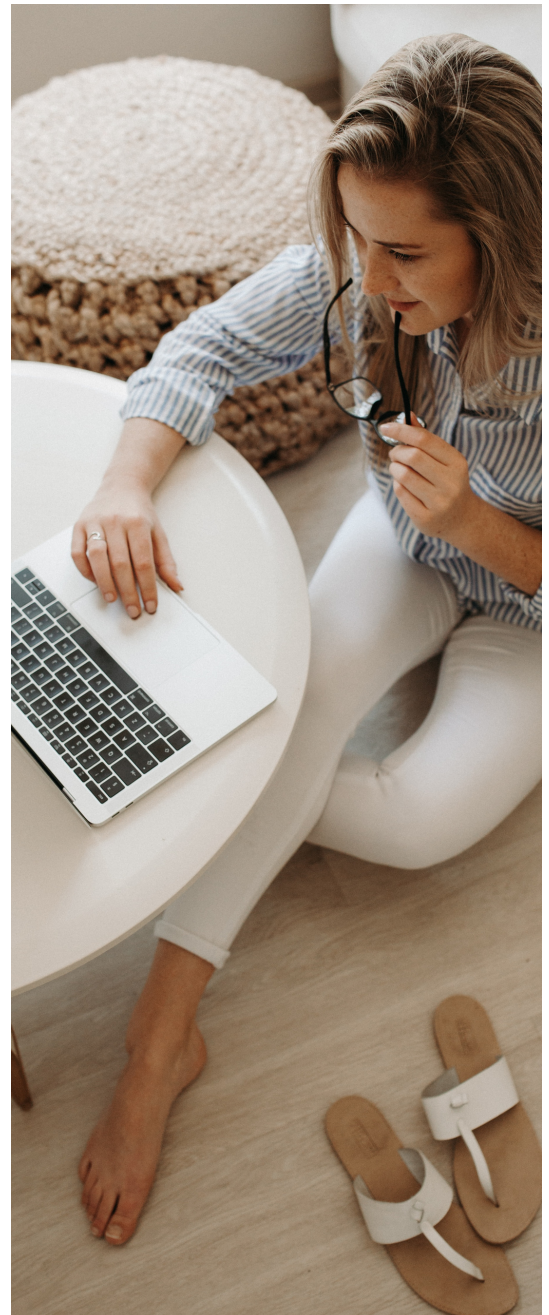
SO YOU DECIDED

it's time to sell your home

Usually when people decide to sell, it's because there are BIG things in store. Maybe you're ready to move into a bigger home because of a growing family, a new job awaits you in a shiny new city, or maybe your children have left the coop. Regardless, this is a big step - and not one that should be taken lightly. In order for you to get the most amount of money for the least amount of hassle, I've compiled this guide to... well, *guide* you. Step-by-step so that you can go from overwhelmed to empowered on your home selling process. Deep breath. You've totally got this!

IT'S TIME TO GET *transparent*

I want to be as transparent as possible. You do not need a real estate agent to sell your home. There are people who decide to go without, often referred to as for sale by owners. As much information as there is online about selling your home, there's also a lot the blogs don't tell you. That most for sale by owners lack the exposure of the multiple listing service, struggle to get full list price, be there for every showings, avoiding possible scams (unfortunately they exist), and to top it off, being completely overwhelmed with calls from unqualified buyers. Most agents are able to get their owners at least 6% more than if they were to sell themselves, therefore paying their own commission.

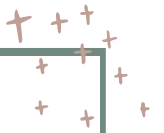


when in doubt

WRITE IT OUT

I've personally found it easiest to reflect on my 'WHY' when I use statements like the ones below. Take some time, put on a brain food playlist on Spotify and ask yourself these questions so that you can get crystal clear on what your overall outcome will be in this radical journey of homeownership.

we are deciding to sell our home because...

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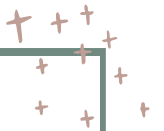
selling our home would allow us to...

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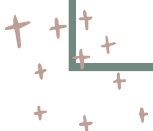
NOW, FOR THE FUN PART

You fell in love with this home for a reason. Help me understand that. Reminisce on your journey through the home for the first time, paint a picture of every detail you fell in love with. That is what will help it sell. Of course people are looking for a certain amount of beds, baths, etc but *it's the small details that turn like into love into have-to-have.*

the features of the home we originally fell in love with are...

A large, empty rectangular box with a thin, dark green border, intended for drawing or writing the features of the home.

some upgrades we made are...

A large, empty rectangular box with a thin, dark green border, intended for drawing or writing the upgrades made to the home.

THE TIMELINE

what you should expect & when

- 1** *initial consultation*
Discuss your goals and how I can help you achieve them.
- 2** *getting prepared*
The money is in the preparation. I review how to show your home off the best way possible.
- 3** *professional photography*
Once the home is prepared, I bring in a professional photographer to ensure that the photos do the home justice.
- 4** *go live on the market*
After photos, I typically list the home on the market within a week.
- 5** *showings*
Interested parties will ask to see the home with their realtors. It's best to accomodate showings whenever possible.
- 6** *offer time*
Interested parties will submit offers, you can choose to accept, counter, or reject. You are in complete control.
- 7** *the negotiations*
I will work for every penny as though it was my own money.
- 8** *managing the details*
I manage all the details necessary to get you to close.
- 9** *closing*
You will get paid and I hand the keys over to the new buyer, yay!
- 10** *after closing*
I pride myself on maintaining life-long relationships with my clients and continuing to add value.

STAGING TIPS

first impressions are crucial

1

living room

- Remove unnecessary furniture
- Pull furniture away from the wall
- Replace dark curtains with lighter colors
- Remove or tuck away wires and cords. Pack away family pictures

2

dining room

- Properly set dining table.
- Hang light colored, floor to ceiling curtains.
- Open blinds to add in natural light.
- Use 100W light bulbs to add in more light.
- Add plants to add more light and color.

3

kitchen

- Remove most items off the counters.
- Add a bowl of fruit to add color.
- Clean your cabinets.
- Replace old knobs and hardware.
- Add a new backsplash to add personality.

4

bedrooms

- Remove TV & other entertainment items.
- Use fresh white textured linens on bed.
- Add fun pillows and throw pillows.
- Bed should not be pushed in a corner.
- Pack away 50% of things in closet.

5

bathrooms

- Put away toothbrush and toiletry items.
- Hang new white towels (in thirds).
- Put away waste basket.
- Hang a new shower curtain.
- Use neutral colors.

ALL ABOUT CONDITIONS

Conditional time is a time for ensuring that the property you have selected is the right one for you. That looks a lot like title searches, inspections & financing. Please keep in mind that rural properties have extra conditions, therefore giving them a different timeline. The conditional process is flexible, and depends on the terms negotiated by your real estate agent, your conditions may differ from these.

01

offer acceptance

Pop some champagne! You got an offer and accepted it!

02

subject to financing ends

The buyer's mortgage broker has typically up to 14 banking days to collect documentation and to get full loan approval. If they fail to get approved, they can still back out as long as it's within the subject removal timeline.

03

physical inspection period ends

The buyer has up to 14 days (your agent negotiates the best terms possible for your situation) to conduct inspections and decide if you negotiate repairs and move forward or not. .

04

deposit due

The buyer's deposit is due (typically) within 24 hours of Subject Removal. This deposit is held by the Buyers brokerage in trust, it will be released to you at closing through your lawyer/notary.

05

closing

You will get paid and the buyer will get the keys to their new home.

what are

CLOSING COSTS?

Closing costs are the third-party fees paid at the close of a real estate transaction **due at closing** (hint the name). The buyer closing costs usually total 2% - 5% of the final sale price which may include but not limited to:

lawyer fees

paid to the lawyer for their services.

municipal/province tax

may vary by location, and in some areas may not even be applicable

agent commissions

comissions to both listing and selling side for their work on transaction

mortgage balance payoff

the cost of repaying your home loan may include fee from the lender

title search fees

an amount title charges to provide a document stating you are the owner of record (typically paid for by your realtor)

property taxes

included in lawyer fee adjustments. They are prorated and adjusted by the lawyer or notary.

condominium/strata dues

if your home has a Strata association, the amount owing/or credited will be calculated at the notary or lawyer.

**please note that closing costs will vary by province, etc. this is just to give you a general idea but does not cover all possible costs.*

PRIOR TO CLOSING

checklist

So you sold your home and are moving on to your next adventure... Congratulations! Time to move allll the boxes, and start the next epic chapter of your life. You've got a lot on your plate, so I want to highlight some important tasks that are necessary for a smooth, comfortable transition.

☐ *change over utilities*

I recommend that you switch over utilities either **day of/day before** at your new residence. Keep in mind internet often takes over a week to get scheduled/on the books.

- ☐ GAS OR HEAT
- ☐ HYDRO
- ☐ INTERNET
- ☐ GARBAGE
- ☐ WATER

☐ *update change of address at post office*

This can either be done at the local post office, or by visiting online. Please note there may be a processing fee.

☐ *update change of address on driver's license & health card*

This needs to be done in person, with proof of address change within 5 days.

☐ *update change of address with Canada Revenue Agency*

This can be done online, recommended as soon as possible.

☐ *update change of address on your subscriptions*

Make sure your Amazon Prime, Costco, etc is up-to-date.