

Home Seller's Guide

Team Nasir

Your Trusted Real Estate Experts



NASIR RIZVI REALTOR®
(416) 996-5725



NASIR RIZVI

REALTOR®

(416) 996-5725

Our commitment:

**To Achieve The Highest Possible Price, In the Shortest Possible Time,
With The Most Favorable Terms, And Make Sure The Deal Get Closed**

This guide has been created to assist you in achieving this goal.

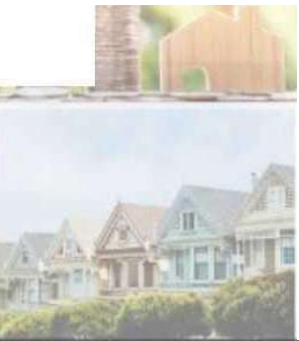
Selling in an ever-changing market takes skill, knowledge, and extensive market expertise. When it's time to make one of life's biggest decisions, you'll need the Right partner to guide you. This guide will clearly indicate that the partner, for you, should be us.

If you have any questions about this guideline, please do not hesitate to contact us at your convenience.

Nasir Rizvi
REALTOR®
Direct: 416-996-5725

www.realestatebynasir.com

*CHOOSING THE BEST
REAL ESTATE AGENT FOR THE JOB*



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Reasons You Should Choose Us To Represent You

- ✓ **Honest, Reliable & Organized**
- ✓ **Experts built on training**
- ✓ **Knowing the market**
- ✓ **Pricing your home correctly**
- ✓ **Staging your home, inside and out, for maximum impact**
- ✓ **Marketing to attract buyers**
- ✓ **Negotiating the offer to deliver the best price and terms**
- ✓ **Navigating inspections, conditions and the details**
- ✓ **Successfully closing the deal**
- ✓ **Working With a Whole Team of Professionals**
 - **Home Stagers**
 - **Photographers**
 - **Real Estate Lawyers**
 - **Home Inspectors**
 - **Mortgage Specialists**
 - **Marketing Experts**
 - **Administrative Staff**



Our Services are to Manage Your Transaction from Opening to Close.

- ✓ **Preparing the home** for sale
- ✓ Preparing all the necessary **documentation**
- ✓ Managing purchase **deposits**
- ✓ Liaison with **other professionals**
i.e. lawyers, other agents, appraisers, home inspectors, utilities, etc.
- ✓ Specify **terms of agreement** for the buyer
- ✓ Ensuring that all transactions will comply with **regulations and legal requirements**

OUR LISTINGS SELL FOR MORE MONEY!

Our 29 Points Marketing Plan

1. Order Professional Home-Stager
2. Schedule A Professional Photographer And Virtual Tour
3. Inform Over 6000 Realtors In Right at Home
4. Publish Your Property On Global Website
5. Massive Internet Exposure On The Most Popular Websites
6. In-house Marketing Dept.
7. Start Calling Campaign Using Our Dialer System
8. Publish Your Property On MLS.ca
9. Prospect/Door-Knock Your Neighborhood For Potential Buyers
10. Order Professional Cleaner
11. Install A Large “For Sale Sign”
12. Install A Lock Box
13. Start The “Coming Soon” Campaign
14. Prepare And Promote Special Mailing To Top Producing Agents
15. Book Appointments (24 hr. Services)
16. Do “Just Listed” Promotions
17. Order Printing Feature Sheets
18. Order Printing “Just Listed “ Postcard
19. Order Printing “Open House Invitation”
20. Invite At Least 250 Neighbors To The Open House
21. Install Directional Signs At Major Intersections
22. Facebook AD Campaign
23. Google AD Marketing
24. Hold Property Open Houses
25. Social Media Promotions
26. Mass Text Messages
27. Follow Up With Potential Buyers And Agents
28. Evaluate All Feedback And Take Action
29. Weekly Market Reviews, Showing Reports/Updates

Maximum Exposure

Professional Staging

Virtual Tours

Property Visuals

Property Prospecting

Mobile & Social Media





Our Expert

We've Developed Real Estate Negotiation Skill Through Training And Experience

As trained and experienced realtors, we will help you get the best price for your home, by doing the following:

- ✓ **Pre-qualifying buyers**
- ✓ **Identifying motivating factors of the prospective buyer**
- ✓ **Working with other agents**
- ✓ **Setting viable contract terms and conditions**
- ✓ **Managing counter offers**
- ✓ **Optimizing multiple offer situations**
- ✓ **Negotiating a favorable closing**

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Our Role

For the majority of Canadians their home is their largest investment, so minimizing one's risk is not only prudent - it is essential.

As experienced agents we will:

- ✓ **Identify charges on titles and caveats on the home which may disrupt a sale**
- ✓ **Identify unnoticed features of the home**
- ✓ **Manage a lock box to protect the contents of your home**
- ✓ **Protect your privacy to mitigate identity theft**
- ✓ **Act as a buffer between you and other third parties**

Our Plan

December S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	January						February S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	
27	28	29	30	31	1	2	
3	4	5	6 Sign paperwork	7 Install coming soon sign on property	8 Home sellers checklist	9 Photos taken	
10	11 Upload listing to MLS	12 Promote listing on Social Media	13 Send out Just Listed postcards	14 Agent open house	15 Exclusive open house for neighbours	16 Public open house	
17 Public open house	18	19	20 Promote listing on Social Media	21	22	23 Public open house	
24 Public open house	25 Share feedback	26	27	28	29	30 Public open house	
31 Public open house	1 Share feedback	2	3	4	5	6	

We will complete a calendar similar to this in order to determine which tasks need to be done and in which order .

Our Client Testimonials

By: Phil and Amanda, Whitby [Seller]

Selling our condo with Team Nasir! We found Team Nasir through a family member and decided right away to call them. We were very impressed with what they had to offer, including competitive pricing and added perks. They helped us sell our condo in Whitby, during a peak seller's market, and we couldn't be more thrilled with the effort and real estate expertise that was put forward; like high-end pamphlets, mailouts, amazing photography services, and the genuine confidence in selling our property with maximum exposure. We sold in five days, and set a record for our complex, with 120% over asking price! Nasir was fantastic with communication throughout the process, and Sarah was great working like crazy behind the scenes! We have already passed along their information to our neighbours and friends! Thank you Team Nasir!!

By : Kathleen I, Whitby [Seller]

"I would like to take this opportunity to say how incredibly thankful I am to Team Nasir with respect to the sale of my house. Nasir from the very beginning were, organized, informative and had my best interests from day one! The amazing preparation (brochure, video, photos, etc.) were top notch. I was truly overwhelmed at the services and quality. Needless to say, my house sold in under a week and above asking.

I am not easy to give praise or testimonials, but Nasir are truly amazing.

I would highly recommend them to everyone and anyone who is buying or selling. You are their top priority.

By : Mike & Eleanor R., Whitby [Seller]

"We were very pleased with the service that Nasir provided in selling our home and purchasing another. Their professionalism and local knowledge was outstanding.

It is very clear that they have had a lot of experience in the Real Estate profession.

Their attention to detail was very evident. Thank you both for all that you did for us."

Our Client Testimonials

By: Errol, Whitby [Seller]

Hi Sarah and Nasir... Hope all is well. Just dropping this short memo to thank you in the sale of our home. We found you both very honest and up front also very professional and knowledgeable with what had to be done on both our part as well as yours. I would highly recommend you to any of our friends that are looking to sell their home. Thanks again.

By: Mike & Eleanor, Whitby [Seller]

We were very pleased with the service that Nasir and Sarah provided in selling our home and purchasing another. Their professionalism and local knowledge was outstanding. It is very clear that they have had a lot of experience in the Real Estate profession. Their attention to detail was very evident. Thank you both for all that you did for us

By : Shailesh Sharma, Toronto [Buyer]

We have lived in a condo in Toronto for past many years and wanted to scale up into a house/townhouse. Working with few realtors over sometime made me realize that buying a property in Toronto was well beyond our means and decided to look for one in the GTA preferable in Whitby. Looking for a house in Whitby got us connected to Team Nasir & Sarah. We found Nasir's approach to business was truly professional and the interest of the client is paramount to him. Over the discussion, Nasir was quick to develop objective clarity of our search criteria and got the process moving

Less than a week into the search process, we had got the property in Whitby that best fitted into our search boundaries... Thanks to Nasir & Sarah for piling together the available inventories quickly, organizing the viewings, and finally advising us on an optimal price that won us the bidding process. Team Nasir's was an impeccable service given their prompt responses any time of the day and their thorough insight into the pricing mechanism.

In Team Nasir & Sarah, we have found a caring and professional realtor and will not blink to retain their services for our future requirements if any.



GTA's
#1
BROKERAGE
10 YEARS
IN A ROW



TRREB data January 1, 2013 to December 31, 2022. Combined units sold.

Choosing The Right Brokerage

Choosing the right Real Estate Sales Professional is important and goes hand in hand in choosing the right brokerage. Right at Home Realty is the NUMBER 1 Brokerage in the GTA and Canada* and provides a number of benefits

- 100% Canadian Owned and Operated
- Affiliation with Showing Time Appointment Centre
- Centralized Deal Processing Centre
- Ongoing professional development: We hold our Sales Professionals to the highest standards and provide them with the most comprehensive training in the industry
- Our Sales Team is committed to providing YOU with exceptional Customer Service and have extensive Management Support.
- Highly experienced managers who provide mentorship, comprehensive training and development programs through the Right at Home Realty Academy, help them navigate an ever changing market- and ultimately sell your home quickly, for the highest return.

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About Us

Right at Home Realty, founded in 2004, is currently the largest independent brokerage in Canada with over 6000+ Sales Professionals and 10 offices across Ontario. We have state of the art technology that meets the requirements of today's Real Estate Sales Professional Corporately owned and operated with a Board of Directors inclusive of successful entrepreneurs from various industries including, asset management, architecture, corporate development and real estate. The scope of the Board's experience is one of the building blocks of Right at Home Realty's success.

The #1 Real Estate Brokerage in the GTA for 10 Consecutive Years

Top firms (for total units closed, listing and selling combined) January 1st to December 31st 2022.

Area delimited by entire Toronto MLS.

#1 Right At Home Realty



JoinRightAtHome.com



Toronto Regional Real Estate Board Data (January 1st 2013 to December 31st 2022). Combined Units Sold. Data gathered by independent research for residential properties on the Toronto Regional Real Estate Board. Transactions do not include non-MLS sales such as exclusive listings or new builder development sales. Information is deemed but not guaranteed accurate; data may vary by 2.5%.



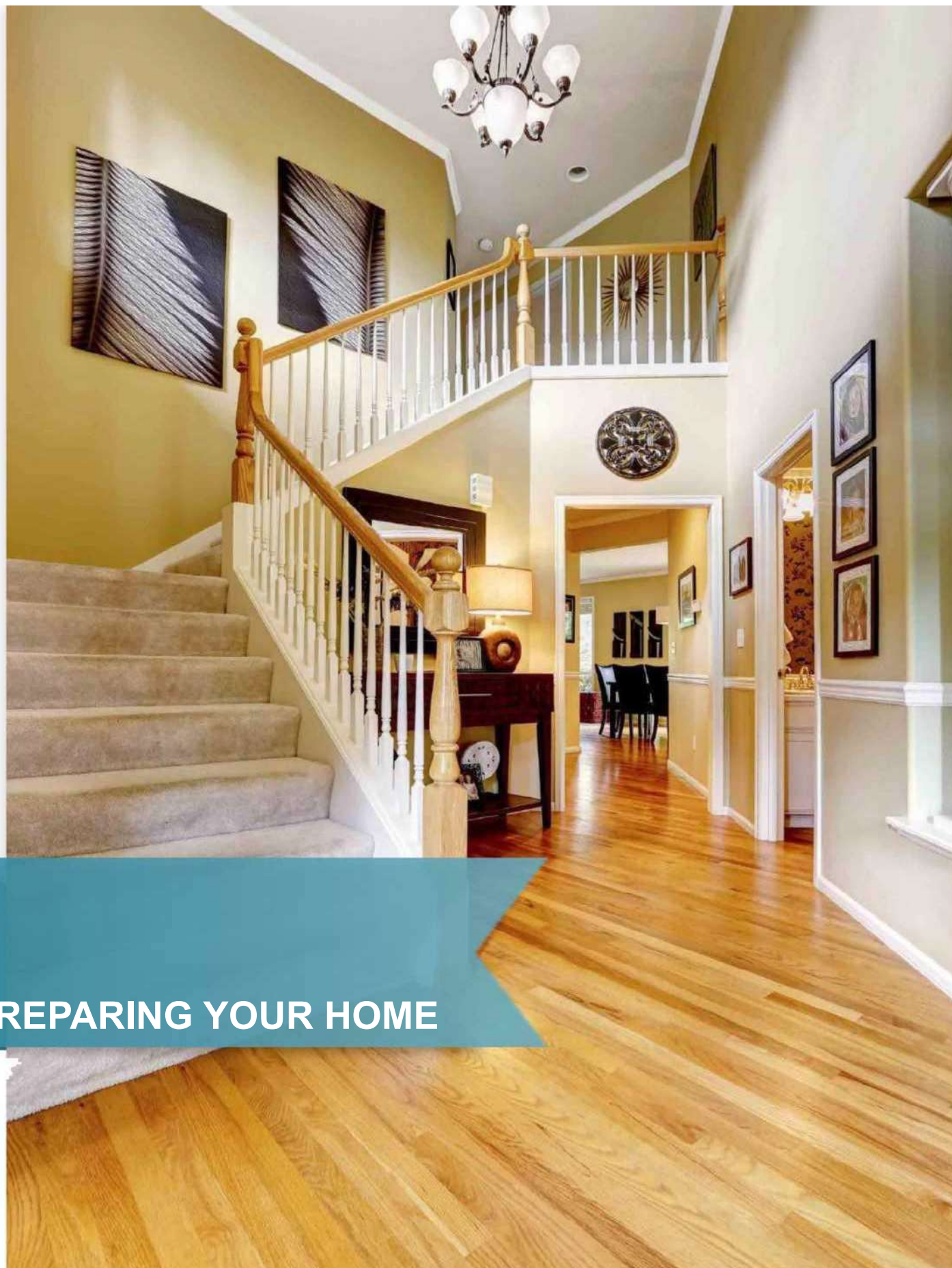
#1 Brokerage in the GTA for 9 Consecutive Years* Top Firms - 2021 Sales Statistics

2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021



Top Firms (For Total Units Closed, Listing and Selling Combined)
January 1st 2013 to December 31st 2021. Area Delimited By Entire Toronto MLS

Toronto Regional Real Estate Board (January 1st 2021). Combined Units Sold. Data gathered by independent research for residential properties on the Toronto Regional Real Estate Board. Transactions do not include non-MLS sales such as exclusive listings or new builder development sales. Information is deemed but not guaranteed accurate; data may vary by 2.5%.



PREPARING YOUR HOME

Preparing Your Home For Sale

You can help get the results you want by staging your home. Staging is not about redecorating your entire home. It is about rearranging what you do have and making a few improvements to appeal to more buyers.

If you don't want to do this yourself, ask your **TEAM NASIR** to recommend a professional stager. It can pay for itself by helping sell your home quickly and for a better price.

Create Great Curb Appeal

Make the first impression count. Clean up, paint front windows and doors, keep the lawn mowed and the bushes trimmed, plant or pot colourful flowers, clear the sidewalks.

Make The House Shine

A home in immaculate condition sells faster and for more money. Wash windows inside and out, make sure kitchen and bath features gleam, shampoo or replace carpeting, clean and dust throughout, take care of any pet odors.

De-Personalize

You want buyers to imagine themselves living in your home. Pack up those family heirlooms and personal photographs.

De-Clutter

Less is more in creating home appeal. Keep counters free of personal items, pare furnishings down to the bare essentials, pack up those cute knickknacks.

Make Minor Repairs

Don't let maintenance shortcomings affect the sale. Patch any holes in the walls. Consider painting them in a neutral color. Replace cracked floor or countertops, fix leaky faucets and doors that don't close properly, replace burned-out light bulbs.

Remove Favourite Items

If buyers don't see something, they won't want it to be part of the deal. Remove fixtures or window coverings now if you're going to take them with you.

Rearrange Closets And Cabinets

Tidy, organized closets make a positive statement about your home. Keep medicines and other personal items out of sight, pack away much of your clothing, neatly arrange clothing, neatly arrange shoes and shelf items.

Show Your Home In The Best Light

Your home needs to be at its friendliest when buyers go through it. Open the drapes and let the sunshine in, have fresh flowers on display, set a comfortable temperature.

Keep A Low Profile

Nobody knows your home as well as you do, but **TEAM NASIR** know buyers what they need and what they want. Your **TEAM NASIR** will have an easier time articulating the virtues of your home if you stay in the background.



Lighten Up At Night

Turn on the excitement by turning on all your lights, both inside and outside, when showing your home in the evening. Lights add colour, warmth, and make prospects feel welcome.

Be Absent During Showings

Try to leave your home during showings to give potential buyers comfort when they are viewing your home.

Don't Apologize

No matter how humble your abode, never apologize for its shortcomings. If a prospect volunteers a derogatory comment about your home's appearance, let your TEAM NASIR handle the situation.

Watch Your Pets

Dogs and cats are great companions, but when you're showing your home, pets have a talent for getting underfoot. So do everyone a favour, keep Kitty and Spot outside, or at least out of the way.

Think Safety

Homeowners learn to live with all kinds of self-set booby traps: roller skates on the stairs, extension cords, slippery throw rugs and low hanging overhead lights. Make your residence as non perilous as possible for uninitiated visitors.

Think Volume

Rock'n'Roll will never die. But it might kill a real estate transaction. When it's time to show your home, it's time to turn down the stereo or TV.

Defer To Experience

When prospects want to talk price, terms or other real estate matters, let them speak to an expert.

Be Prepared

You never know when your agent may need to show your home on a moment's notice. So make your beds and tidy up each morning, just in case.

Don't Turn Your Home Into A Second-Hand Store

When prospective buyers come to view your home, don't distract them with offers to sell furnishings you no longer need. You may lose the biggest sale of all.

Avoid Crowded Scenes

Potential buyers often feel like intruders when they enter a home filled with people. Rather than giving your house the attention it deserves, they're likely to hurry through. Keep the company present to a minimum.

Help Your REALTOR®

Your TEAM NASIR will have an easier time selling your home if showings are scheduled through their office. You'll appreciate the results!



To List Your Home

Required Documents

In preparation for listing your home, you will need to gather the following items and info:

- ✓ A copy of your front door key
- ✓ Your most recent annual property tax assessment and tax bill.
- ✓ The average cost of utilities'(gas, hydro, water, etc.)
- ✓ The age of your home
- ✓ Receipts of recent improvements and renovation costs
- ✓ A list of items you would like to exclude from the sale
- ✓ Pictures of seasonal features (i.e. gardens in bloom)
- ✓ A copy of your survey
- ✓ A list of any easements or rights-of-way
- ✓ Receipts and Warranties for recent home improvements
- ✓ A list of upgrades, copy of floor plans, builder plans and/or model name, etc.

For Condominium Owners:

- ✓ Maintenance Fees and a list of maintenance/ fee inclusions
- ✓ Parking and Locker Numbers
- ✓ Pass Key to the Building
- ✓ Status Certificate (if available)
- ✓ A list of Bylaws and restrictions

Please ask us if you have any questions or need clarification.



Tips When Showing Your Home

As interest in your home rises, so will interest in seeing the real thing, as opposed to seeing it online. It is time to show off your masterpiece to potential buyers.

As your agent, we will take care of almost all the details but here are a few tips to maximize the showing experience:

- ✓ Make sure that your home is clean and tidy -make sure it is inviting
- ✓ Turn on all lights and open blinds where appropriate
- ✓ Have quiet music playing
- ✓ Leave inside doors open or slightly ajar
- ✓ If appropriate, light your gas fireplace
- ✓ Remove pets from the home during showings
- ✓ Secure jewelry, cash, prescription medications and other valuables
- ✓ Provide access to the garage
- ✓ Try to avoid cooking foods that might linger during a showing
- ✓ Please save business cards of all Agents who show your property
- ✓ It is usually best if you can leave while your house is being shown
- ✓ For security reasons, do not let strangers into your home who are not accompanied by an agent, please refer them to us; we will pre-screen them
- ✓ Most important - be as flexible as you can—try to accommodate the buyer's schedule.





PRICING

Determining Market Value

Before you put your home up for sale, you must set the price. Before you can do that, you must know what the house is worth. That doesn't mean what you paid for it, or how you upgraded it. Determining worth is simply finding out what someone would pay for it.

The real estate market is in constant motion, not only as a whole, but in particular areas as well. Knowing what is going on in the overall and local real estate markets will help you understand how these conditions can affect the sale of your home.

Major Factors Affecting Market Value

- ✓ Price
- ✓ Supply and demand
- ✓ Seasonal markets
- ✓ Mortgage rates
- ✓ Condition of property
- ✓ Location, location, location

Understand Market Conditions

Buyer's Market: The supply of homes on the market exceeds demand. Prices are stable or perhaps dropping.

Seller's Market: The number of potential buyers exceeds the supply of homes on the market. Homes sell quickly, prices usually increase.

Balanced Market: The number of homes on the market is roughly equal to the demand.

Asking Price

Once you and your TEAM NASIR have determined your home's worth, you will determine the asking price. Our goal is a price that will attract a willing and able buyer, in a reasonable time, at the best price.

The price should not exceed market value by more than 5%.

If the price is set too high, it may deter prospective buyers. If the price is set too low, buyers may be skeptical and may offer less than asking price.

Competitive Market Analysis

You receive a written estimate of value based on the analysis of:

Similar Homes For Sale Now – this shows what homes we are competing against. Buyers compare your home to these homes.

Similar Homes Recently Sold – these tell what buyers are willing to pay for this kind of home, in this area, at this time.

Expired Listings And Similar Homes Unsold For 90 Days Or More – illustrates problems of overpricing.



Benefits To Proper Pricing

1. Faster Sale

When your home sells faster, you save carrying costs, mortgage payments, other ownership costs and is less stressful on your family.

2. Less Inconvenience

If you have moved before, you know the energy it takes to prepare for showing: keep the home clean, make child care arrangements and alter your lifestyle. Proper pricing reduces this.

3. Exposure To More Buyers

At market value, you open your home up to more people who can afford the price.

4. Increased REALTOR® Response

When REALTORS® are excited about a home and its price, they make special efforts to contact all their potential buyers.

5. Better Response From Advertising And Sign Calls

Ad calls and sign calls to REALTORS® turn into showings and sales when price is not a deterrent.

6. Attracts Higher Offers

When a home is priced right, buyers are less likely to come in with a low offer.

7. Means More Money To Sellers

If a home is priced right, the excitement of the market produces higher sale prices. You benefit more, both in terms of actual sale price and in less carrying costs.



Offer Presentation

Your **TEAM NASIR** provides the following services:

- ♦ Review of documents
- ♦ Assist in qualifying purchasers
- ♦ Help you make the appropriate response
- ♦ Assist in drafting counter-offers when necessary
- ♦ Negotiate top dollar for your home
- ♦ Handle all negotiations so you don't have to

Financing

In today's ever changing financial market, we know the best sources for real estate financing. A **TEAM NASIR** experience helps ensure financing is obtained.

Conditions

Most offers will have conditions attached to them. For example: Conditional Upon Financing, Conditional Upon Home Inspection, etc. We will discuss these further when they arise.

Extras

The buyers may request additional items be included in the sale of the home such as fixtures furnishings and appliances. You may be willing to negotiate these items depending on the price offered to you.

Home Inspection

The majority of agents stress to their Buyers that a home inspection is critical. Don't be too concerned because no home is perfect. Small maintenance items found by the home inspector should NOT be part of any renegotiations by the Buyer. Larger issues will be discussed if and when they arise.

Disclosures

You will have completed a Seller Property Information Statement prior to the offer presentation. This form will outline any material defects that may be present at your home. These material defects MUST be disclosed if known to you.

Deposit Money

If all of the above goes well, the buyers will be putting up some money to show you they are sincere about purchasing your home. Your **TEAM NASIR** will give you guidelines for how much this should be.

Closing

The transaction is not complete until you receive full payment, the deed is delivered and the Buyer takes possession of the property.

- ♦ Expect thorough follow-up
- ♦ Depend on continuing communication
- ♦ Anticipate a satisfactory conclusion for all parties



From Now Until Closing

Top Five Priorities

- ◇ Moving Truck – Book it early
- ◇ Lawyer – Do they have all the documents they need?
- ◇ Bank/Mortgage Broker – Do they have all the documents they need?
- ◇ Home Insurance Company – Obtain home insurance
- ◇ Schools – Set up or change registration for children

To Setup Or Disconnect

- ◇ Gas and/or oil
- ◇ Hydro
- ◇ Landline phone and/or cellular
- ◇ Internet
- ◇ Cable or satellite
- ◇ Alarm system
- ◇ Lawn care providers

Notify Of Address Change

- ◇ Canada Post
- ◇ Car insurance
- ◇ Credit cards
- ◇ Magazine and newspaper subscriptions
- ◇ Child Tax and/or Tax Credit Program
- ◇ Banks
- ◇ Revenue Canada
- ◇ Vehicle registration
- ◇ Doctor and dentist
- ◇ Health card
- ◇ Family and friends
- ◇ Pharmacy





Let's Get The Process Started

As soon as you hire us we

- ✓ Start Our 29 Point Marketing Plan
- ✓ Respond To All Co-Operating Agent And Buyer Leads
- ✓ Pre Qualify Buyers & Co-Operating Agents
- ✓ Assess All Offers And Present Them
- ✓ Optimize Multiple Offer Situations
- ✓ Negotiate Favorable Terms And Conditions
- ✓ Manage Counter Offers
- ✓ Provide Electronic Signatures
- ✓ Schedule Appraisal For Buyer's Lender If Applicable
- ✓ Complete The Documents For Accepted Offers
- ✓ Send The Finalized Documents To Both Parties And Their Respective Lawyers
- ✓ Look After Closing Preparations And Duties
- ✓ Close The Deal

Forms We Will Use to List Your Property

FORMS: There are numerous forms used during a real estate transaction. review all of these forms when listing your property and when offers are received so you clearly understand all aspects of the transaction.

- Common Forms for Listing Your Home
- RECO information guide
- FINTRAC: Identification of individuals pertinent to the transaction (Federal Government Form)
- Listing Agreement _ Seller Representation _ Authority to Offer For Sale
- Freehold _ Sale _ MLS Data Information Form
- Residential Information Checklist Form

Offers on Your Property

Our experience, knowledge and commitment to you will truly shine once we receive an offer on your home. There are many important strategic factors to consider besides the price. This is where we really make a difference as we assist you in evaluating every important term of the contract to be sure we are looking out for your best interests.

Samples of the various forms are included for your reference.



Closing Services



McGibbon, Bastedo,
Armstrong & Armstrong
BARRISTERS & SOLICITORS

Alex Henderson (905) 728-7335
mbaa@mbaalaw.com
<http://www.mbaalaw.com/>

**GRIFFITHS
LAW**

Jonathan Griffith (905) 430-1580
info@ggriffithslaw.com
<https://www.griffithslaw.com/>



Mortgages

Varan Karunanantham (905) 999-7193
info@iconnectmortgages.ca
<https://varankarunanantham.ca/>

**REVC
FINANCIAL**

David Imler 1(844) 438-7386
david@revofinancial.ca
<https://revofinancial.ca>



TWO MEN AND A TRUCK
"Movers Who Care."

Two Men & A Truck 730 Wilson Rd S, Oshawa
(289) 275-2055
<https://www.twomenandatruck.ca/>



Brian Sheehey (905) 441-7288
Brian.Sheehey@pillartopost.com
<https://briansheehey.pillartopost.com>



Calculating Your Net Proceeds

As part of the selling process, it is important to determine how much you get to keep. There are a number of closing costs to consider.

Legal Fees. Lawyer's fees vary, but they often have structured fees for the purchase and sale of homes posted on their websites. Sellers pay in the area of \$1400.00 for a lawyer to look after the legal details necessary to close their deal. Please make sure to ask your lawyer about disbursements as they will be in addition to their legal fee.

Disbursements. These fees cover additional legal expenses such as travel, photocopies, couriers, registration fees and preparing document transfers. Disbursements can range upwards of \$500, but can sometimes be built into your legal fees.

Closing Adjustments. Your lawyer will ensure that any overpayments or deficiencies on rents, mortgage interest, property tax and utility charges will be corrected, and the buyer and seller will be credited or charged accordingly. The lawyer wants to make sure that you get full credit for everything that you have paid for up to the day of closing.

Mortgage Fees. Check with your mortgage lender to determine if any costs will occur when transferring or releasing your mortgage. There is sometimes what is referred to as a discharge fee to remove the mortgage from title, that can range from \$100 to \$250.

Moving Costs. Moving costs vary based on location and the amount of possessions being moved. If you're moving yourself, you should factor gas, rental vehicles and moving supplies into the cost.

Land Transfer Tax is a cost imposed by the Government to transfer properties. This cost is paid by the buyer.



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We hope you have found this Home Seller's Guide helpful and informative. As you can see, selling your home is no simple task.

If, after reading this Guide, you have any questions, please feel free to contact us. We will also provide you with a complimentary market evaluation of your home, and answer any other questions you have about our services.

We find that informed Home Sellers are our best clients. Our goal is to make any transaction as trouble and worry-free as possible.

We look forward to helping you with your move forward!

Sincerely,

Nasir Rizvi

REALTOR®

416.996.5725

nasirrizvi.ca@gmail.com