

Home Seller GUIDE



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Royal LePage Brant Realty





Your Trusted Realtor SYLVIA ECKERT

hello

With a decade of experience in the dynamic real estate market, I, Sylvia Eckert, am committed to guiding clients through the complexities of buying and selling homes. My approach goes beyond transactions — it's about fostering lasting relationships and supporting people as they turn their dreams into reality.





Sylvia Eckert

Welcome Message

Welcome to the exciting journey of selling your property!

I understand that deciding to sell your property can stir up a whirlwind of emotions: the anticipation of moving on to a new phase in your life, the excitement of showcasing your property to potential buyers, the hope of finding the perfect match, and perhaps a touch of apprehension about the intricacies of the selling process.

That's precisely why I have crafted this comprehensive Home Seller's Guide just for you!

My mission is to guide you through every step of this intricate process with clarity and ease. My goal is not only to ensure a successful sale but also to make the experience enjoyable and stress-free for you. This journey is more than just a transaction; it's about helping you achieve your selling objectives and transition smoothly to your next adventure.

Sylvia Eckert

Mission

My mission is to empower and guide individuals and families in their real estate endeavors with unmatched professionalism and care.

The Goals

I am dedicated to providing personalized, knowledgeable guidance throughout each client's real estate journey, ensuring their satisfaction every step of the way. Honest, professional, and reliable.

About Sylvia

I am a full-time realtor with extensive experience in residential, condos, commercial sales and leases, first-time homebuyers, luxury homes, century homes, land, Land Leases, estate sale, and new construction. My personal experience with rental properties, flips, and owning multiple properties adds a practical edge to my expertise. With 30 years in social services and as an active fitness instructor, I bring empathy, dedication, and discipline to every client relationship. Recognized as a Top 10 agent on Rate My Agent since 2018 and featured in Top Agent Magazine, I'm committed to delivering exceptional service at every stage of the real estate journey.

Lets Sell YOUR HOME



Meet my Team

Selling a home can be daunting, but not with our expert team. We're here to provide a smooth, stress-free experience, backed by our deep knowledge and dedication. Let's introduce you to our remarkable team!

Sylvia Eckert



REALTOR®

I uphold a very strong work ethic. I have been a full-time realtor for 10 years and I put myself in your shoes. This means putting you in a home that you can feel proud of for years to come. I offer top-quality customer service, cutting-edge marketing, experience, exceptional contract negotiation skills, honesty, and a sense of style to all my clients. I will be every step of the way, and you will see my service goes beyond your expectations.



Mariah Eckert
ADMINISTRATIVE STAFF



Camila Liano

SOCIAL MEDIA CONTENT STAFF HEAD OF CONTENT CREATION - PARTNER AT MASAI MARKETING

- o Videos.
- o Exclusive, Just Listed, Just Sold Just Purchased
- o Walk Through Tours
- o Education and Events
- o Contests and giveaways
- o User-generated content
- o Influencer quotes
- o Statistics and data visualization.
- o Ephemeral content (a.k.a. stories)
- o Polls and questions.

I have more than five years of experience as a content strategist. My background involves social media content strategy, photo and video editions, and copywriting.

I am passionate about Marketing/Social Media because it is a practical tool for connecting people, and I enjoy communicating and developing positive relationships.

Creativity is essential in developing graphic pieces and impactful social media copywriting.



Christopher Kourounis

MARKETING MANAGER STAFF OWNER & HEAD OF MARKETING - LUMOS DIGITAL

- o Marketing real estate listings
- o Real estate web design
- o Print design
- o Google targeted buyer and seller ads
- o Facebook & Instagram ads

Lumos Digital explores revolutionary digital marketing approaches that elevate your brand. We specialize in web design, brand identity and digital strategy.

Home Seller's

Road Map



PREPARE YOUR HOME FOR SHOWING

Make beds, put all dishes away
Do laundry, sweep floors/vacuum carpets
Wipe down all countertops & sinks
Depersonalize your home



REVIEW AND NEGOTIATE OFFERS

Review all offers
Accept it or make a counter-offer or reject the offer
Look closely type or payment, deposit amount



PURCHASE AND SALE AGREEMENT

Sure about conditions that must be met for the sale to go through
Closing costs and who is responsible for paying
Conditions under which the contract can be terminated



APPRAISER AND INSPECTION

Before these parts, ask your agent or lawyer about your rights
Make sure you do everything in the sales agreement
After inspection report be prepared to negotiate price



SIGN AND CLOSE THE SALE

Buyer's final walkthrough
Signing final documents
Prep for closing
Make the sale official

Real Estate terms

Appraisal

An evaluation of a property's value conducted by a licensed appraiser is typically for the benefit of the lender.

Broker

A person who has pursued education beyond the agent level, as required by real estate laws, and has passed a broker's license exam

Buyer's Agent

The real estate agent representing the buyer.

Closing

The final step in executing a real estate transaction. The closing date is set during the negotiation phase, and is usually several weeks after the offer is formally accepted

Closing Costs

These are fees paid at the closing of a real estate transaction. This point in time called the closing is when the title to the property is conveyed (transferred) to the buyer.

Commission

The compensation given to real estate professionals for their services. It's usually a percentage of the property's selling price

Comparative Market Analysis

A report that includes sales of homes in the area similar to yours. It is used to help determine a reasonable asking price

Condition

A condition that must be met in order for a real estate contract to become binding

Counteroffer

An offer made in response to a previous offer, in which the terms of the original offer are changed

Deed

A legal document that grants the bearer a right or privilege, providing proof of ownership of real estate property



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Real Estate

terms

Disclosure

A statement by a seller or broker about a property's known defects.

Deposit

A deposit made by a buyer towards the down payment in evidence of good faith when the purchase agreement is signed. Deposits are held in trust with the listing brokerage till the property closes

Equity

The amount of the home actually "owned". It's the current market value of a home minus the outstanding mortgage balance

Fair Market Value

The price that a buyer would probably pay and a seller would accept, both being willing parties.

For Sale By Owner (FSBO)

A property that's being sold without a real estate agent. The owner handles all aspects of the sale

Home Inspection

An examination of a real estate property's condition, usually performed by a professional home inspector.

Home Warranty:

A policy that covers the cost of maintaining household systems or appliances

Listing

A property listed for sale. The term "listing" also refers to the contract between the home seller and the real estate agent who will market the home.

Listing Agent

The real estate agent representing the seller

Mortgage

A loan to finance the purchase of a home, where the property serves as the lender's security for the loan



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Real Estate

terms

Multiple Listing Service

MLS A tool that real estate brokers use to establish contractual offers of compensation and compile property data to share with other brokers

Offer

The price that a buyer suggests they are willing to pay for a property

Open House

An event during which potential buyers can tour a house that's for sale

Pre-approval letter

A letter from a lender indicating that a buyer qualifies for a mortgage of a specific amount

Real Estate Agent or Realtor

Has a Professional licensed to negotiate and conduct real estate transaction. Abides by a code of ethics.

Staging

The act of preparing and showcasing residential or commercial property for sale

Title Insurance

An insurance policy that protects the holder from financial loss sustained from defects in a title

Under Contract

A term used to describe a home that has an accepted offer but the sale has not yet been completed



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let's turn your
dreams

Into Reality!



Deciding to *sell*

The decision to sell your home is a significant one, and it often involves more than just a financial transaction. It could mean saying goodbye to a place filled with memories or taking the next big step in your life's journey.

Timing

Timing plays a vital role in the real estate market. While homes can be sold at any time, certain seasons may prove more favorable. For instance, the spring season often sees increased activity as buyers look to move before the start of the new school year. Furthermore, understanding broader market conditions and economic trends can help you time your sale effectively.

Financial Implications

Before deciding to sell, take a comprehensive look at your financial situation. This includes understanding your equity in the home, potential selling costs, and your options for your next home. You'll need to consider agent commissions, home repairs, staging costs, and closing costs in your financial planning.

Future Plans

Are you planning to buy a new home after selling? Do you need to relocate for a job? Your future plans will significantly influence your decision to sell and your timing.

Market Conditions

I'll provide an in-depth analysis of the current real estate market conditions. This will include looking at comparable home sales (comps), recent sale prices, and the average length of time homes stay on the market. We will also consider broader economic factors such as interest rates, employment rates, and economic forecasts that could influence buyer behavior.



How to find a right *Agent?*

Determine Your Needs

Before you start searching for a real estate agent, take the time to understand what you're looking for in a home or what you want out of selling your current home. Are you looking for a quick sale, or do you have a specific location in mind for your next home? Understanding your goals will help you articulate your needs to a potential agent.

Ask for Recommendations

Start by asking friends, family, and colleagues for agent recommendations. People you trust may have used an agent they loved. Be sure to ask why they liked their agent.

Do Your Research

Use online resources to research real estate agents. Read reviews, and check out their professional profiles and websites. Look for agents who are active in your target neighborhood and price range.

Interview Potential Agents/Realtors

Once you've found several potential agents, arrange a face-to-face meeting with each. During these interviews, assess their knowledge, experience, demeanor, and understanding of your needs. A good agent will be happy to answer your questions and will ask about your preferences and goals.

Review their Track Record

You want an agent who has a proven track record of success. They should be able to provide details about recent sales, including how long their listings tend to stay on the market and how close the sale price was to the listing price.

Ask your Realtor.....

How long have you been working in real estate?

What's your average number of clients at a time?

Are you familiar with the area where I want to sell?

How often will we communicate, and what method?

Can you provide references from past clients?

How do you handle multiple offers?

What separates you from other real estate agents?

What is your marketing strategy for my home?

How do you price a home?

What's your strategy to get me the best price?

Preparing Your Home *for Sale*

First Impression

First impressions are everything when selling your home. A well-presented property can be the difference between a quick sale at a good price, and your home sitting on the market for weeks or even months. Here's how you can prepare your home to attract potential buyers:

Deep Cleaning: A clean home is an inviting one. A deep clean not only enhances the appearance but also signals to buyers that the property has been well-maintained.

Decluttering: Clutter-free spaces make rooms appear larger and more appealing. Consider temporarily storing excess belongings off-site.

Staging: Staging involves arranging furniture and decor to showcase your home's best features. While professional staging can be worth the investment, even minor adjustments can make a significant impact.

Neutralizing: Consider depersonalizing your home to help potential buyers envision themselves living there. This might mean painting over brightly colored walls or removing family photos.



Repairs and Improvements:

Address any necessary repairs to avoid potential buyers being deterred. Certain improvements, such as applying a fresh coat of paint, can also significantly enhance your home's appeal.

Curb Appeal:

Don't underestimate the importance of the exterior. Landscaping, a fresh coat of paint, and clean gutters can all contribute to a positive first impression.

Pricing Strategy



Setting the right *Price*

One of the most critical aspects of selling your home is determining the right asking price. Pricing your home correctly from the start can make the difference between a swift, lucrative sale and a drawn-out process with multiple price reductions.



Understanding the Market

The real estate market is driven by supply and demand, which varies by location, season, and economic climate. As your agent, I will help you understand the current market conditions and how they should influence your pricing strategy.

Comparative Market Analysis (CMA)

A Comparative Market Analysis (CMA) examines the prices at which similar properties in the same area have recently sold. The CMA is the best indicator of what buyers are willing to pay for a home like yours.

Home's Unique Features

While the CMA provides a base, we'll also consider the unique aspects of your home. Upgrades, additional features like a pool or a large garden, and the overall condition can add value.

Market Trends

Broader market trends can impact your home's price. For instance, low mortgage rates can lead to increased buying power, potentially allowing for a higher asking price.

Remember, setting the right price is both an art and a science. It's about understanding the data behind recent sales while also factoring in the unique qualities of your home. As your real estate agent, my role is to guide you in setting a price that meets your objectives, backed by a deep understanding of the market.



Understanding Seller

When selling your home, it's crucial to fully understand the financial implications involved. Your net proceeds from the sale will be the selling price minus any outstanding mortgage balance, closing costs, and other expenses.

Agent Commissions: Real estate agent commissions are typically the largest selling cost. Commission range is 4-6% of the sale price, which is split between the buyer's and seller's agents.

Home Repairs or Improvements: You might choose to invest in certain repairs or improvements to increase your home's appeal. These costs should be factored into your budget.



Finances



Staging Costs: If you decide to professionally stage your home, this will be an additional cost to consider. Staging can often help a home sell faster and for more money, but it's essential to weigh the potential return on investment.

Capital Gains Tax: If your home has significantly appreciated in value, you might have to pay capital gains tax on the profit from the sale. However, there are exclusions and tax breaks available for selling primary residences, so it's advisable to consult with a tax professional.

Legal fees Range 2500 plus

Listing your *home*

Listing your home effectively is a critical step in attracting the right buyers and getting the best price. Here are the key components of a successful listing:



High-quality photos and a virtual tour can make your home stand out online, where most buyers start their search. They showcase your home's best features and give potential buyers a sense of what it's like to live there.

The listing description should highlight the unique features and selling points of your home. It's not just about listing facts; it's about telling a story that makes potential buyers want to see your home in person.



The listing price should be competitive, based on the comparative market analysis (CMA), your home's unique features, and current market conditions.

Accurately list important details such as square footage, the number of bedrooms and bathrooms, lot size, location, upgrades, and unique features.

Once the listing is live, it's time to attract buyers. This might involve advertising on real estate websites, social media platforms, direct mail campaigns, open houses, or private showings.

Be prepared for inquiries and showings. Timely responses and flexibility in scheduling visits can make the difference in securing the right buyer.

Listing your *home*



MLS Listing

Getting your home listed on the MLS is essential. This platform is used by real estate agents to find homes that match their buyers' criteria and also syndicates to numerous online real estate sites.

Market Timing

The timing of your listing can significantly impact your sale. Certain times of the year, or even specific days of the week, can generate more buyer interest. As your agent, I can provide advice on the best timing based on local market trends. A useful tactic is Pre-marketing in real estate, It involves generating interest and exposure for a property before it officially hits the market to attract potential buyers early and create demand.

Home Inspection

Having a pre-listing home inspection can uncover any issues that might impede a sale. It offers the chance to address necessary repairs beforehand, allowing you to present potential buyers with a home in excellent condition.

Cleaning Decluttering Staging

These steps are essential for showcasing your home's strengths, creating a sense of spaciousness, and enabling potential buyers to envision themselves living in the space. They are crucial in distinguishing your home from the competition, potentially leading to faster sales and more competitive offers.



Let's Clean

Your Home

Cleaning: An immaculate home speaks volumes about its upkeep. Begin with a thorough deep clean, paying extra attention to high-traffic areas such as the kitchen and bathrooms, as well as often overlooked spots like baseboards and light fixtures. For a truly pristine environment, consider hiring professional cleaners. This step helps ensure that potential buyers encounter a spotless, fresh-smelling home upon their visit.



Decluttering your Home

A cluttered space can detract from your home's features and make rooms appear smaller. Start by removing excess items from countertops, closets, and rooms. Less is more—the aim is to create an open, inviting space where potential buyers can envision their own belongings. Consider renting a storage unit for larger items that you're not ready to part with but that don't serve a purpose during showings.



Staging



Staging: Staging is the art of arranging furniture and decor to highlight your home's best features and potential. Professional stagers understand buyer psychology and market trends, making them invaluable assets. If professional staging isn't feasible, there are still plenty of ways to maximize your home's appeal:

- Arrange furniture to create a sense of space and flow in each room.*
- Use lighting to create a warm, welcoming atmosphere.*
- Add some neutral decor to make your home feel inviting without being overly personal.*

Each of these steps plays a crucial role in presenting your home in the best possible light. A clean, clutter-free, and strategically staged home can dramatically enhance its appeal to potential buyers, leading to faster sales and better offers.

ASK ME ABOUT MY STAGING PACKAGES!

Property *Marketing*

Successfully selling your home involves a strategic approach to promotion, reaching potential buyers across a variety of mediums. Here's how we'll market your property:

Online Advertising:

We'll list your property on popular real estate websites and use targeted social media campaigns to capture the attention of potential buyers.

Postcards and Flyers

We'll design and distribute attractive postcards and flyers that highlight the unique features of your home. These can be mailed directly to potential buyers or distributed at strategic locations.



Open Houses and Private Showings

Allowing potential buyers to experience your home firsthand is a powerful selling tool. We'll coordinate showings to fit your schedule, ensuring a seamless process. Let me introduce you to our Showing App for added convenience and control.

Professional Signs

A professionally designed "For Sale" sign is a powerful tool to attract attention and interest. Additionally, strategically placed directional signs generate buzz and guide potential buyers to your property. I am committed to providing eye-catching, professional signage to showcase your home effectively.

Social Media Promotion

We'll create engaging posts and eye-catching graphics to capture the attention of potential buyers. Instagram, Facebook and Royal LePage are visually driven platforms that create the perfect space to showcase your home's unique aesthetics and style.

Property

Marketing



WEBSITES

- Multiple Listing Services (MLS)® **TREB Listing**
- *Realtor.ca*
- *Homeswithsylvia.ca*
- *Royalalpage.ca*
- *Brantandbrantfordhomes.com*
- *Email: agentsylvial@gmail.com*
- *Royalalpagebrantrealty.com*
- *Facebook: [Facebook.com/HomesWithSylvia](https://www.facebook.com/HomesWithSylvia)*
- *Facebook: [Facebook.com/royalalpagebrantrealty.ca](https://www.facebook.com/royalalpagebrantrealty.ca)*
- *Instagram: [Instagram.com/sylviaeckert](https://www.instagram.com/sylviaeckert)*
- *21 Surrounding Boards and the Toronto Board*
- *Rate My Agent: [Rate My Agent - Sylvia Eckert](https://www.ratemyagent.com/agent/sylvia-eckert)*
- *Facebook and Instagram Geography and Psycho-Targeting*
- *Marketing Collateral from Royal LePage Marketing Department*
- *AgentPonto.com*
- *Houseful.com*
- *Point2Homes: www.point2homes.com*
- *Kijiji: www.kijiji.ca*
- *Rentals.ca: Rentals.ca*
- *Real Estate Wire (REW): REW.ca*
- *Real Estate Guide: Real Estate Guide*
- *Broker Bay: BrokerBay*
- *Communities <https://app.communities.ca/try-for-free/DdFoOM>*
- *Business for sale.com*
- *<https://findoffmarket.ca/sell-your-house.php>*
- *Facebook and Instagram Geography and Psycho-Targeting*
- *Marketing Collateral from Royal LePage Marketing*
- *Facebook Realtor Groups*

Showing your *Property*

Showing your home to potential buyers is a crucial part of the selling process. This is when buyers get to see and feel what it would be like to live in your home. Here's how we can make the most of this opportunity:

***Scheduling Showings:** We'll work together to schedule showings at times that are convenient for you, while also being considerate of when potential buyers are most likely to be available. This often includes evenings and weekends.*



OPEN HOUSES

Open Houses: Open houses can be an effective way to get a large number of potential buyers through your door. We'll plan these strategically to generate maximum interest.

PREPARING FOR SHOWINGS

Prior to each showing, we'll ensure your home is clean, tidy, and well-lit. It's often a good idea to vacate the property during showings, allowing potential buyers to comfortably explore and envision themselves living in the space.

PROVIDING PROPERTY DETAILS

During showings and open houses, we'll provide potential buyers with a fact sheet that details your home's key features, upgrades, and selling points.



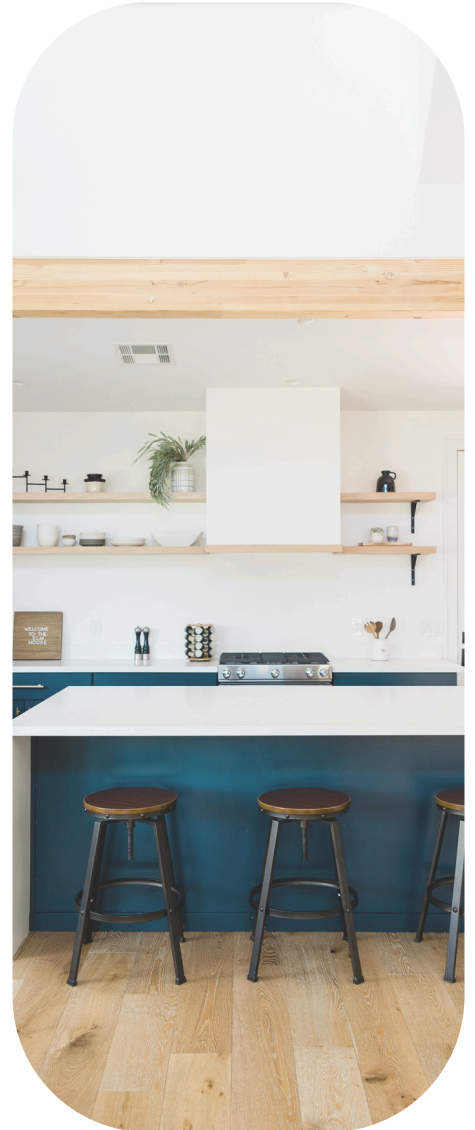
Receive and Review

offers

Once we begin receiving offers on your property, it's important to carefully review each one to understand its merits and potential drawbacks. Here's what this process entails:

Understanding the Offer: Each offer will include the **proposed purchase price, financing details, closing date, irrevocable, conditions, possible schedules, disclosures, and any additional requests or conditions.** It's crucial to understand all these elements before deciding how to respond.

Evaluating the Offer: Not all offers are created equal. A higher purchase price might be attractive, but the offer could also include contingencies or financing that is less secure. On the other hand, a slightly lower offer with fewer contingencies or a quicker closing date might be more appealing, depending on your circumstances.



Receive and Review

offers

Once we begin receiving offers on your property, it's important to carefully review each one to understand its merits and potential drawbacks. Here's what this process entails:

Buyer Pre-qualification: *Consider the buyer's pre-qualification status. Buyers who have been prequalified or pre-approved for a mortgage may be more likely to secure financing quickly and close the deal.*

Reviewing Multiple Offers: *If you receive multiple offers, we'll review each one carefully. Sometimes, it can be advantageous to counteroffer multiple potential buyers to create a bidding war.*

Making Decisions: *After reviewing each offer and considering all aspects, you'll need to decide whether to accept an offer, make a counteroffer, or reject the offer outright.*

Negotiations: *If you decide to counteroffer, we'll enter into negotiations with the buyer. This is a normal part of the process where both parties work to reach agreeable terms.*

Each offer represents a potential sale, so it's crucial to review them carefully. As your real estate agent, I will guide you through this process, helping you understand the nuances of each offer and advising on the best course of action to reach your selling goals.





Art of Negotiations

Mastering *the Negotiations*

Negotiating the sale of your home may feel like a high-stakes poker game, but there's no need for concern. With the right strategy and maintained composure, you can navigate this stage proficiently.

Understand the Dance

Negotiation is a two-way street. When you respond to an offer with a counteroffer, the potential buyer can accept it, counter it, or walk away. The back-and-forth can continue until you either land on agreeable terms or decide to part ways. Remember, it's a process!

Know Your Non-Negotiables

Before negotiations begin, identify what matters most to you in the deal. Is it the sale price? A firm closing date? The removal of certain contingencies? Defining your priorities upfront will give you a roadmap to follow during negotiations.

Keep Calm and Carry On

Selling your home can tug at your heartstrings. It's only natural - you've made memories here! But when it comes to negotiation, try to keep emotions in check and approach the process as you would any business transaction.



Mastering *the Negotiations*

Negotiating the sale of your home may feel like a high-stakes poker game, but there's no need for concern. With the right strategy and maintained composure, you can navigate this stage proficiently.



Patience is a Virtue

Just as Rome wasn't built in a day, your negotiation likely won't conclude swiftly. Patience can be your greatest asset during this time. It helps prevent hasty decisions and enables you to wait for the best possible deal.

Use Your Secret Weapon

Having a seasoned agent during negotiations can prove invaluable. As an experienced market insider, your agent will champion your interests and provide counsel based on extensive industry expertise.

Play Nice

While it may seem obvious, it's crucial to maintain professionalism and respect toward potential buyers. Even if the process encounters setbacks, it's important to remember that everyone is aiming for the same outcome: a successful home sale.

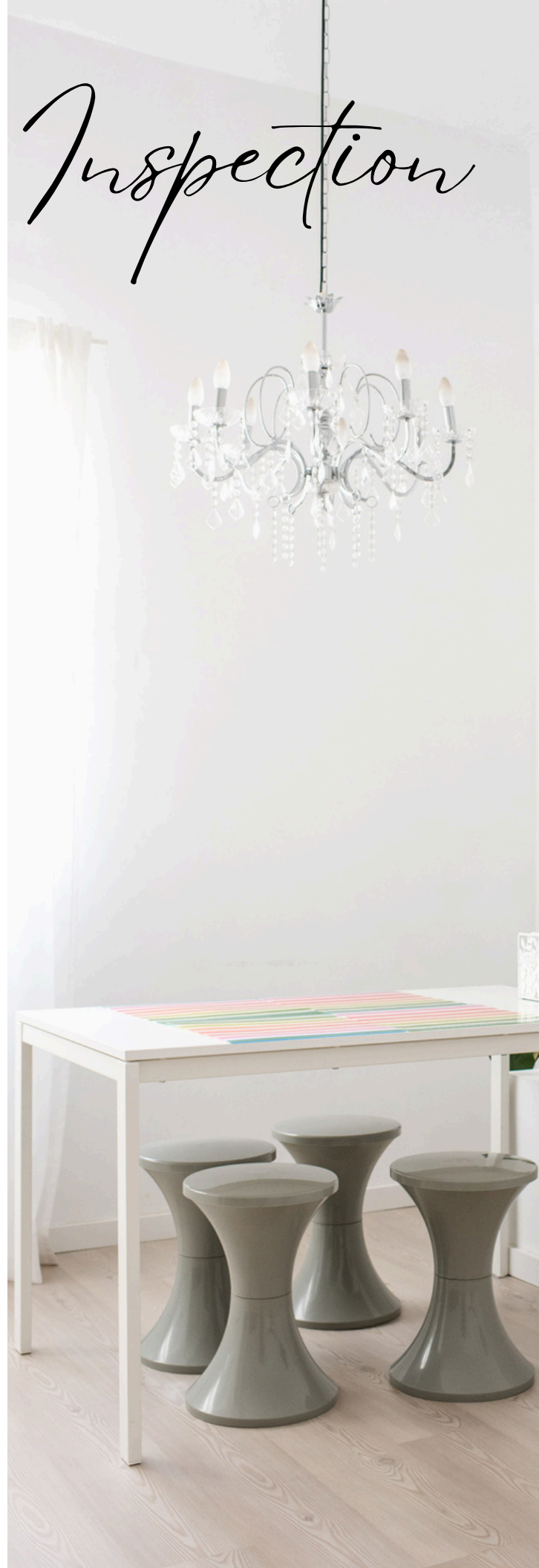
Undergoing *the* Inspection

After an offer on your home is accepted, it's time for one of the most critical stages in the home selling process—the home inspection. Don't worry; we've got you covered on what to expect.

Understand the Purpose: *Home inspections are designed to protect the buyer from any unforeseen issues with the property. The inspector will conduct a thorough examination of your home, looking for anything from structural problems to minor maintenance issues.*

Be Prepared: *Ensure your home is clean and accessible for the inspection. Clear away any clutter that might hinder the inspector's access to areas like the basement, attic, and electrical panels.*

Expect Some Findings: *No home is perfect, and inspectors are trained to find issues. It is entirely normal if the report comes back with a few (or several) items.*



Preparing *for Closing*

Final Countdown!

You've made it! The journey of selling your home is nearing its end, and closing day is almost here. But before that day arrives, there are a few crucial steps to prepare for. Here's what you need to know:



Funds for Closing: *If you owe any funds at closing the lawyer will review the payout with you.*

Gather Necessary Documents: *The Lawyer will request necessary paperwork to the closing, such as identification, copies of pertinent contract documents, and keys to the property. Your Realtor will send offer documents.*

Appraisal

An appraiser, hired by the buyer's lender, will evaluate your home based on a variety of factors, including size, condition, and recent comparable sales, to determine your home's current market value. Lets discuss possible outcomes.



closing DOCUMENTS

The necessary documents for closing on a home may vary depending on your specific situation and location, but here's a general list of documents you can expect during the closing process.

PROPERTY DEED

A legal document that proves ownership of the property. Make sure you have the original or a certified copy

PROPERTY SURVEY

A document showing the legal boundaries of the property, including any improvements or encroachments

TITLE INSURANCE POLICY

This document protects the buyer and lender against any claims or disputes over the property's title

MORTGAGE PAYOFF STATEMENT

A document from your mortgage lender that shows the outstanding balance of your mortgage and any fees associated with paying it off

TAX IMPLICATIONS

Documents required for CRA on investment properties.

STATUS CERTIFICATE DOCUMENTS

If applicable, provide the buyer with copies of Status certificate from Condo Board bylaws, rules, financial statements, and any other relevant documents

PROPERTY TAX STATEMENT

A document showing the current property taxes and any unpaid amounts or liens



closing DOCUMENTS

The necessary documents for closing on a home may vary depending on your specific situation and location, but here's a general list of documents you can expect during the closing process.

UTILITY BILLS

Provide copies of recent utility bills to help the buyer understand the costs associated with maintaining the property

SELLER'S DISCLOSURE STATEMENT

A legally required document in which you disclose any known issues or defects with the property

RECEIPTS FOR REPAIRS OR IMPROVEMENTS

Provide the buyer with receipts for any repairs or improvements made to the property, especially those requested during the inspection process

FINAL WALKTHROUGH

A list of items the buyer should review during the final walkthrough to ensure the property's condition has not changed since the initial inspection

CLOSING STATEMENT FROM THE LAWYER

A detailed accounting of all the financial transactions between the buyer, seller, and lender, including credits, debits, and the final amount due at closing

KEYS, GARAGE DOOR OPENERS, AND SECURITY CODES

Ensure you have all keys, garage door openers, and security codes ready to hand over to the buyer at closing. Left at a lock box on the property

Testimonials



Testimonials



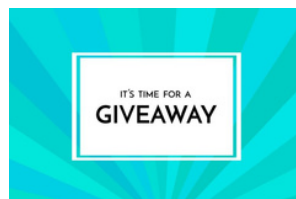
Dear potential home buyer/seller, it is with great pleasure and gratification that I share with you my family's experiences with our realtor, Sylvia Eckert. We entrusted Sylvia in both the sale of our previous home and with the purchase of our new home. Firstly, I would like to give Sylvia extra attention and recognition by thanking her for her professionalism and expertise. Sylvia was able to confidently and tactfully make this potentially stressful experience positive and enjoyable for my family. Sylvia wholeheartedly devoted her time and energy to my family, making herself exceptionally accessible to us at all times. I truly value Sylvia's work ethic and proficiency but most of all, I value her heart. This woman is a trustworthy and integral person who mindfully takes pride in her work. She does not push, pressure nor pry. Sylvia is not only kind, patient, and understanding but lives life with utmost morality. I genuinely have come to respect and appreciate Sylvia as a driven and good-natured person. I wish the likes of Sylvia Eckert on every stressed home buyer/seller. May she alleviate your stresses as she has mine.

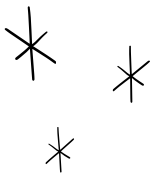
So, it is without a single reservation that I highly recommend her to you.

Tanja Kvocka, Hamilton Ontario

When I went to sell, after living 28 years in my home, I decided to sell privately to avoid stress and headaches. I wanted to press the easy button! I thought I had reached an unconditional agreement, however, when the deal went to paper there were complications and misunderstandings. The result was uninvited stress and no deal. Sylvia coached me on staging my home and two weeks later, I had an unconditional offer in my hands. My home sold for over 37% more than I had agreed to sell privately. Sylvia's marketing approach was strong. She answered my queries promptly, was honest and worked hard to secure the best deal possible for me. Sylvia is a competent real estate agent and provided a stress-free, no headache experience for me. Thank you, Sylvia!

Rosemary, Kitchener Ontario





NOTES

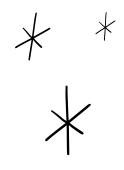
HONEST. PROFESSIONAL. RELIABLE
I WOULD BE HONOURED TO WORK WITH YOU

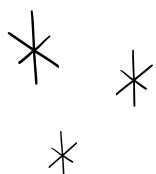


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