



Grande Prairie Real Estate.com



"My business relationships are based on trust. There can be no surprises. This is what sets me apart."

--D'Arcy Donald

For more information on these topics email
D'Arcy Donald at darcy@darcydonaldrealty.com

Visit GrandePrairierealestate.com for helpful information:

- **56 Types Of Turbulence** - *common issues encountered when selling a home.*
- **A Realtor Is A Professional** - *ongoing education, standard forms, code of ethics.*
- **Adding Value To Your Home** - *landscaping, maintenance, renovations, painting, clutter.*
- **Creating Curb Appeal** - *clean yard, repair, eliminate clutter, coordinate exterior, painting tips.*
- **GST And Real Estate** - *GST on new homes, resale homes, renovated homes, land, rent.*
- **Moving Checklist** - *utilities, bills, change of address, bank accounts, medical records.*
- **Preparing For An Open House** - *floor coverings, walls, ceilings, baseboards, doors, lighting.*
- **Preparing Your Home** - *creating a buying mood, cleanliness, lots of space, well maintained.*
- **Real Estate Terminology** - *amortization, broker, brokerage, easement, qualifying, realtor.*
- **Seller Checklist** - *things to do when trying to sell a home.*
- **Sellers Quiz** - *determine your knowledge of the home selling process.*
- **What Is A Home Inspection** - *what is covered, why get an inspection, where to get one.*
- **What Is Property Disclosure** - *who benefits, how is it used, what types.*
- **Why Use A Realtor** - *separates lookers from buyers, marketing plan, negotiate sale price.*

PRIVACY POLICY

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HOME SELLERS QUIZ

Take this simple quiz to determine your knowledge of the home selling process.

Test Your Ability to Price the Property and Gather Important Information

- ' I know the true “market” value of my home.
- ' I will obtain the legal description and property tax information on my property.
- ' I am capable of gathering property facts and amenities and compiling a property information sheet for buyers.
- ' I know what a “property disclosure” form is and how providing one to a buyer may affect me.
- ' I will gather information regarding homeowner’s insurance, zoning regulations, restrictive covenants and conditions and present them to prospective buyers.

Test Your Ability to Market Your Property

- ' I know how to use the internet and will place my property information on the web to attract buyers.
- ' I am capable of writing advertising that will “sell” my home and know the best way to advertise my property.
- ' I know the type of buyer that is likely to purchase my home and will write my ads to reflect that.
- ' I know what type of a market we are in, buyers or sellers, and what techniques to use in order to attract buyers in either market type.

Test Your Ability to Screen and Pre-Approve the Buyer

- ' I know the pre-screening questions I will ask of all buyers before allowing them to see my house.
- ' I understand the difference between a buyer being pre-qualified and pre-approved for financing.
- ' I know how to assist a buyer in finding mortgage financing if required.
- ' I know the proper closing questions to ask buyers as they tour my home.
- ' I will follow-up within twenty-four hours with each prospective buyer that looks at my home to determine what they liked and disliked about the house.
- ' I have an established family safety plan in place to be followed when showing my home.

Test Your Ability To Draft the Offer To Purchase and Negotiate with the Buyer

- ' I understand the property purchase agreement and am able to complete it to protect my interests in any offer or counter offer I receive.
- ' I understand what a deposit is, how large it should be and who should hold it.
- ' I am familiar with negotiating strategies and consider myself to be a strong yet fair negotiator when it comes to financial matters.
- ' I am able to determine my costs of sale including closing costs, prior to accepting any offer from the buyer.
- ' I understand the procedures and legal ramifications of offer and counter-offers in real estate negotiating.
- ' I understand the various contingency clauses in purchase and sale agreements, including the ramifications they have on my bargaining position as a seller.
- ' I know what an "escape" clause is and how its use affects me.
- ' I know when an offer is legally "accepted".
- ' I know what a "sellers" condition is and how to use them to protect myself..
- ' I know the standard time lines a buyer will need in order to satisfy his or her conditions.

Test Your Ability to Trouble Shoot and Close the Sale

- ' I will follow-up with the buyer and know how to properly confirm the sale.
- ' I understand and can describe the steps involved in closing a real estate transaction and can effectively navigate each one on my own.
- ' I will commit the time and effort it takes to monitor the buyers mortgage, inspection and insurance processes and keep current on the progress of closing with service providers.
- ' I know the approach to take and what to look for when the buyer requests a walk-through inspection prior to closing.
- ' I am familiar with the term "hold back" and how a hold back would impact me.
- ' I am capable of re-negotiating any or all terms of the sale agreement with the buyer prior to closing.

Please feel free to contact D'Arcy if you have any questions. DArcy@DArcyDonaldRealty.Com



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