



HEATHER FRITZ

TEAM REAL ESTATE

Home Seller's Guide



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Nice to meet you



As experienced, top-selling REALTORS® we will provide you with up-to-date information on what's happening in the marketplace, as well as details regarding price, financing, and terms and conditions of competing properties in and around Saskatoon and Saskatchewan. From researching the market, we know the importance of timing and will list your home at the right time and at the right price – resulting in a quick and profitable sale.

We are not shy and rarely shy away from a challenge! We enjoy taking on difficult situations and expanding our knowledge. If you have a unique situation, we have the solution!

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What to expect when selling your home

Selling your home can be a complex process that requires the expertise of a qualified REALTOR®. Our team will help guide you through all of the steps of the process and aspects that you will need to consider while selling your home.

Here is a general overview of what the process of selling your home looks like, so you know what to expect and can be well prepared.

1

Preparing Your Finances

Preparing your finances and knowing all of your options in advance will be necessary before you can proceed further. Whether you're still paying off your current mortgage, or have already paid it off, you'll need to consult with a lender to discuss your options depending on the type of mortgage you have.

2

Meet With Us

When you're ready to start the process of preparing your home to sell, we will meet with you to discuss any recommended repairs as well as decide on an appropriate listing price for your property.

3

Listing Your Home

When listing your home, your Real Estate Agent should have the most up-to-date knowledge of the market in your area regarding competitive pricing, current market statistics, and the estimated value of your home. With this knowledge, they will be able to suggest a fair price that will give your home the most exposure possible and attract potential buyers. Ensure you are on the same page as your Real Estate Agent on pricing, as pricing too high or too low can be detrimental to the selling process.

4

Preparing & Promoting Your Home

Before your home is listed, we will have professional photography done to prepare your home for listing. Once you've agreed on a listing price for your home, you will need to sign a Listing Agreement. The Listing Agreement will allow us to post your property on MLS (Multiple Listing Service), which will allow your home to be viewed by other REALTORS® who have clients looking to buy a home! It will also allow your listing to be shared and marketed toward prospective buyers on a variety of digital, social, and traditional marketing platforms.

5

Closing

Once your home is listed and we begin promoting and marketing it, you'll hopefully receive a few offers from prospective buyers. We will guide you through the entire negotiation process and make sure you end up with a deal that you are happy with and works for your family. Once you've accepted an offer, the buyer will conduct a home inspection and may potentially want to negotiate the cost or completion of any repairs or otherwise. After this is complete, our team and your lawyer will guide you through the legal paperwork that you need to complete the sale and close.

Congratulations! Your property is now sold and you can begin the process of searching for your next home.



REAL ESTATE AGENT

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