Ace
Real Estate
& Insurance Services





SELLER'S GUIDE

TO SELLING PROPERTY

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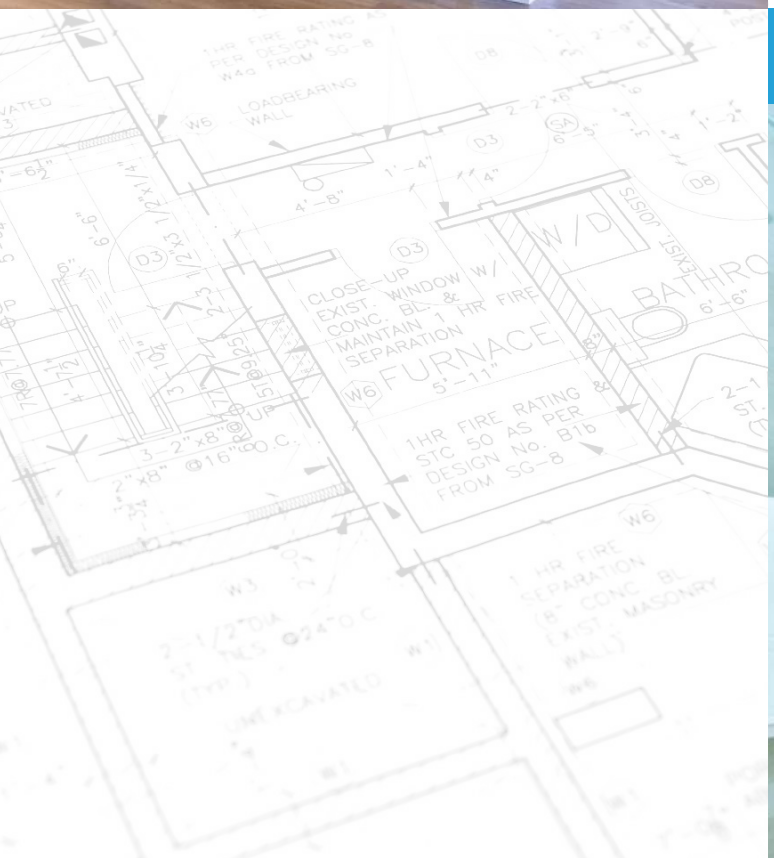
1 ARE YOU READY TO SELL?

Thinking it is time for a change? Whether you have outgrown your home, are looking to downsize, are moving away or have other reasons, you can feel confident that all conversations regarding the potential listing of your property will remain confidential until you decide to market your property. ACE will not ever disclose a seller's motivations (even if we represent the potential buyer). Our goal is to assist you in selling your property as efficiently as possible for the best price.



"Thank you again for everything you did to help us sell our house; it was a pleasure to work with you. I recommend you wholeheartedly and with no reservations. You are a true gem!"

M.M.



2 | LET'S GET IT ON THE MARKET!

If you're serious about selling, it is time to have a discussion about current market conditions, expected time lines for sale and to create a marketing plan for your property.

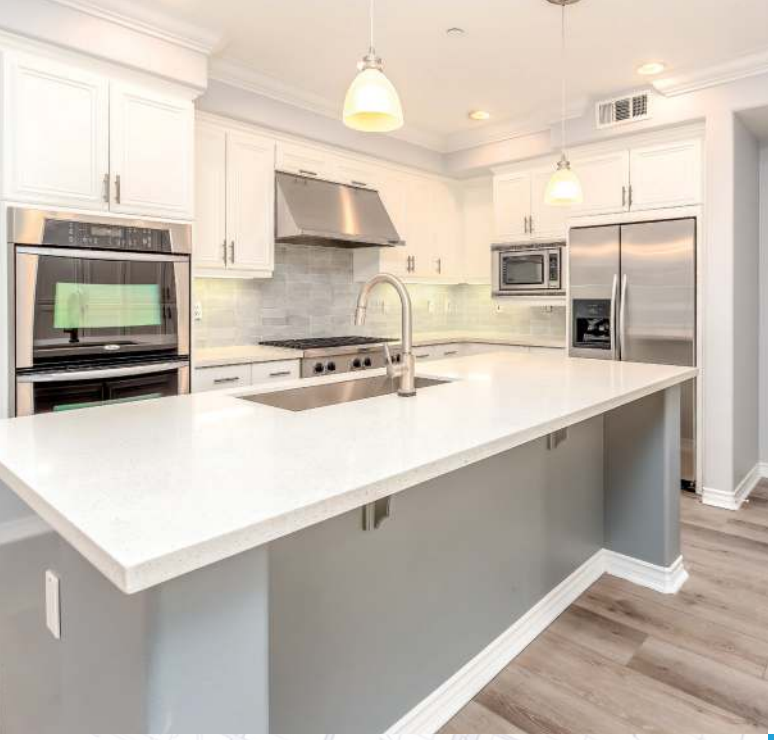
Remember that anything attached to your home forms part of the building and cannot be removed at time of sale (central vacuum and attachments, hot water tank, and garage door opener and remote). If you have items you want to take with you, they will need to be identified in advance.





ACE Real Estate goes beyond most real estate companies and utilizes as many tools as possible including drones (for aerial photos), a side by side UTV (for conducting farm showings), a hand held video gimbal to record property footage and will conduct virtual showings on line in an effort to put your property in front of as many prospective buyers as possible!

We utilize our own customized high traffic website www.ace.realestate, Multiple Listing Services (MLS), multiple social media platforms (Facebook, Youtube, Kijiji and Instagram), conventional print ads, and other tools to maximize our results like no other Real Estate company!



3 | WE'VE GOT AN OFFER!

Time to review the details. It is time to consider how long the property has been on the market, re-evaluate the current conditions and how many offers we have had on the property thus far, and determine how to proceed. ACE can advise you on the benefits and risks associated with responding with a counteroffer.



"Ryan's perseverance is second to none. He will go out of his way to ensure a job gets done. He will stop by after hours or give me a call if he has a question. In the recent sale of our home, he continued thinking about us and put in the extra effort to get a job done. It doesn't go unnoticed and is appreciated"

C.P.

4 | LET'S DO THIS!

All details of the offer will be explained in detail to you to protect your interests for a smooth transition. After final negotiations are completed and once the offer is accepted.....it's now time to contact your lawyer and start packing!

On possession date a final hydro/water reading will be completed on your behalf to end your billing cycle for these utilities. Keep your property insurance in force until you receive confirmation from your lawyer that it is safe to cancel.





Remember you will have some closing costs such as legal fees/remaining property taxes and you will not receive funds from the sale for at least 10 business days after possession date (when the actual title is transferred and registered to the new owners).

The proceeds are safe, so not to worry about the funds, but do not expect it sooner to avoid disappointment. Do not allow the new owner to move in before the possession date as there are too many risks associated with this.....a few more days will be worth the wait for everyone involved!

Congratulations on the sale of your property!