

SELLING

WITH THE REGINA REAL ESTATE GROUP



Refer a friend or family member and receive a \$150 gift card upon possession.

Your trust & recommendation mean the world to us and our family. Your support never goes unnoticed!



REMAX CROWN REAL ESTATE

Since REMAX and CMN first partnered in 1992, Canadian REMAX agents have donated nearly \$95 million to their local children's hospital foundations through the Miracle Home or Miracle Commercial Property program. CMN raises funds and awareness for 13 Children's Hospitals in Canada, and donations stay local to fund critical treatments and healthcare services, pediatric equipment, and research.

With each home we sell we donate a portion of our commissions to the Jim Pattison Children's Hospital Foundation.



OUR STORY

We are Kelsey Smith & Kyle Mader, creators of the **Regina Real Estate Group**. Partners in life and in work, we decided to join our business' together when our daughter was born in 2021. Kelsey has been a full time Realtor since 2016 and Kyle has been a Journeyman Plumber & licensed Gasfitter since 2010. Kyle got his real estate license in 2022. The combination of our expertise and knowledge allows us to provide our clients with unparalleled service. Helping home buyers and sellers is our full time gig, meaning our clients are our top priority. Our goal is to ensure that the home selling experience is nothing short of exceptional, and we are determined to over deliver in every way possible.



REMAX AWARDS



FIND US ONLINE



Kelsey Smith

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REAL ESTATE AGENT

&

Kyle Mader

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REAL ESTATE AGENT



MEET THE TEAM



Kelsey Smith

REALTOR® | LISTING SPECIALIST

Kelsey is a determined entrepreneur at heart who gravitates towards self-reliant roles. She delved into real estate in her early twenties, cultivating skills through unwavering perseverance. As the youngest top producer at Regina's largest brokerage she looks forward to a long career in real estate.



Kyle Mader

REALTOR® | BUYER SPECIALIST

Kyle is a team player who knows how to collaborate with others. With 12 years as a skilled Journeyman Plumber and Licensed Gasfitter, he transitioned seamlessly into real estate, making his expertise and attention to detail an asset to his clients.



Joanie McBride

CLIENT CARE MANAGER

Passionate about providing exceptional client care, Joanie thrives in managing inquiries and providing administrative support. With a strong background in customer service and real-estate, Joanie excels at independent work while consistently bringing creative skills to the table.



Hunter Mahin

PHOTOGRAPHER

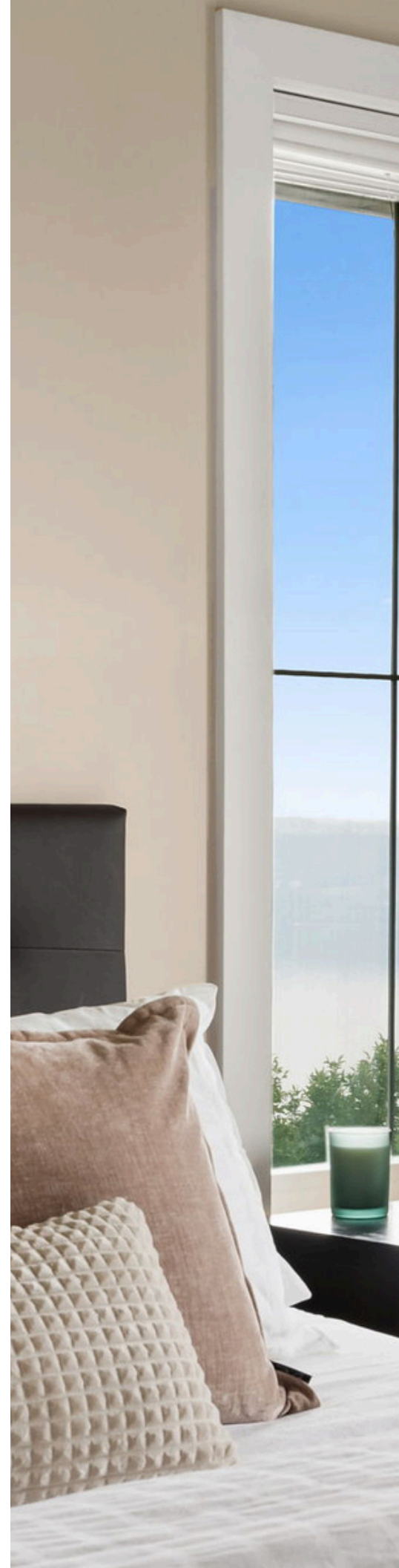
Hunter is a talented and creative individual who excels in the world of videography and photography. Beyond her remarkable skills behind a lens, she also holds the reins of the social media presence for RE/MAX Regina. She is a big part of our creative team and captures quality images for our sellers.



Scan for our downloadable PDF of our most valued business partners

THE PATH TO SOLD

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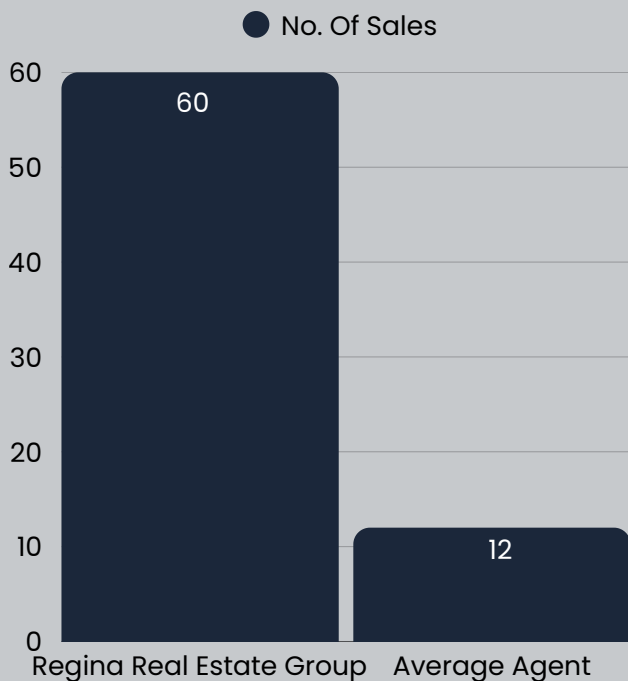
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WHY WORK WITH US

- We are full-time & full service realtors.
- Our REMAX office sells 1 in every 4 homes sold in Regina.
- Smart, strategic market analysis that makes sense.
- We are in good standing with SREC.
- We communicate with our clients on a daily, if not weekly basis.
- Expert negotiators.
- Meticulous attention to detail.
- Office top producers.

AVERAGE AGENT SALES VS OURS

We sell on average **60 homes** in a year where average realtor sells 12.



FULL SERVICE

We are with you from start to finish and help with everything in between. If there is something you need help with, guaranteed we have a resource.

SMALL TEAM DYNAMIC

A team of two agents plus our assistant means that when you hire us, you get us.

20+ POINTS MARKETING PLAN

We don't just list your house and call you for a price reduction. We have a proven system for getting your home the exposure it needs and we provide updates along the way.

150+ 5 STAR GOOGLE REVIEWS

We are proud to have so many clients that are willing to vouch for us. Our goal is to ensure a happy client at the end of the day.

FEEDBACK

We provide feedback to our sellers after a buyer viewing so that we can make any necessary adjustments to get to a sale.

OUR FIDUCIARY DUTIES

Obey all lawful instruction

Discover & disclose any relevant information that may alter your decision to sell the property

Safeguard & protect all financial and personal information

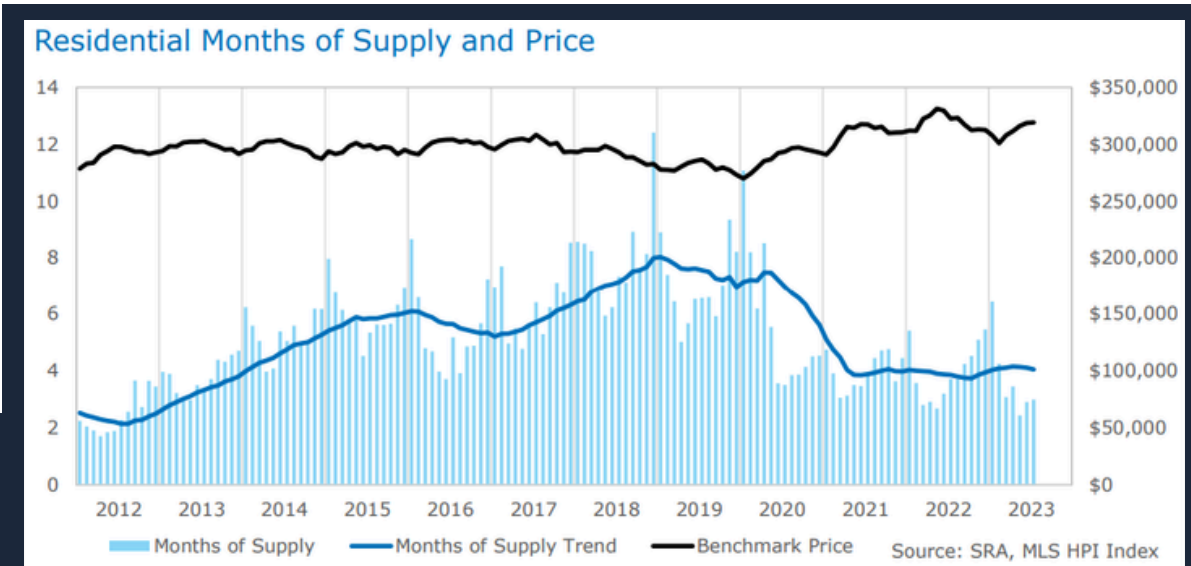
Always work in your best interest

Maintain confidentiality even after the agency relationship ends

Exercise reasonable care and diligence

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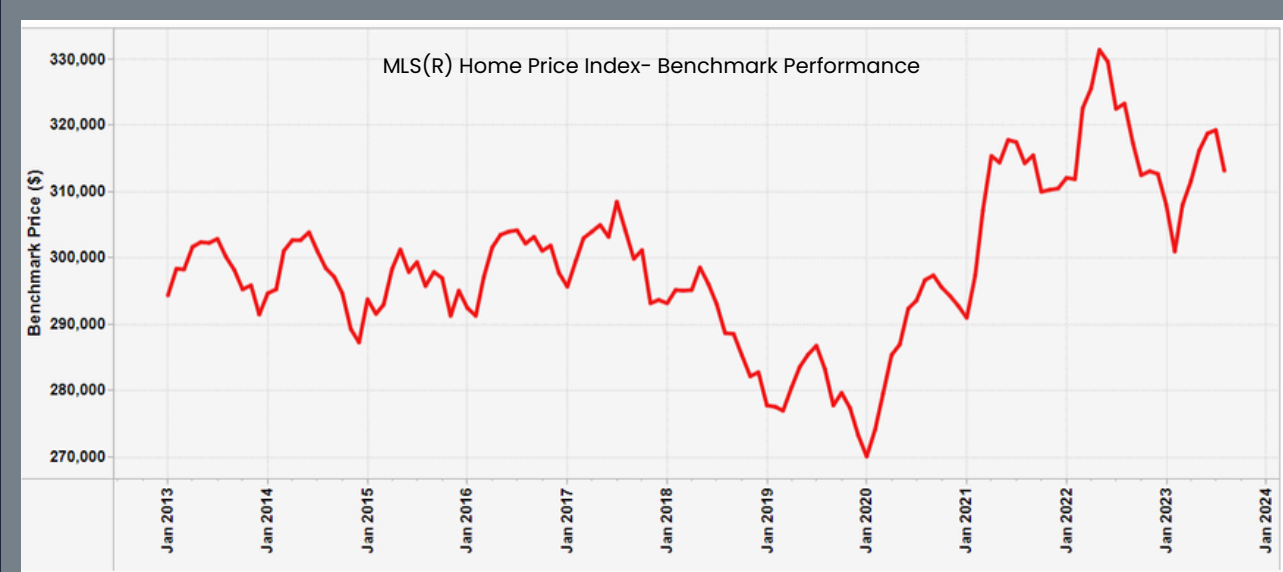
THE REAL ESTATE MARKET



SELLERS MARKET
1-3 MONTHS OF INVENTORY

BALANCED MARKET
4-6 MONTHS OF INVENTORY

BUYERS MARKET:
7-12+ MONTHS OF INVENTORY



Regina City - Composite

Note: Areas with insufficient sales are not included in the HPI.

Source: Saskatchewan REALTORS® Association

Benchmark Descriptions

Help Guide

WHAT IS HAPPENING IN YOUR AREA?

PRICING IS EVERYTHING

As the pyramidal graph illustrates, more buyers purchase their properties at market value rather than above market value.



PRICE VS. TIMING



Timing is extremely important in the real estate market. The following graph illustrates the importance of placing your property on the market at a realistic price and terms from the very beginning.

TERMS & DEFINITIONS

PRICE

The monetary value at which a property is offered for sale.

CONDITIONAL (PENDING)

Refers to a property that has an accepted offer and is in the process of finalizing the sale, but the transaction is not yet complete.

ACTIVE LISTINGS

Properties currently available on today's market that are not conditional.

SOLD/FIRM/CLOSED

Properties that have sold, meaning the buyers have removed conditions and the property is no longer available to purchase or view.

MONTHS OF INVENTORY

Months of Inventory (MOI) is the estimated time it would take to sell all currently listed properties based on the current sales pace, indicating market supply and demand balance.

LIST PRICE VS. SALE PRICE

List price is the initial asking price set by the seller, while sale price is the actual amount the property sells for after negotiations.

DAYS ON MARKET (DOM)

The number of days a property has been listed for sale until it goes under contract or is sold.

MARKET TREND

Perceived tendency of the real estate market to move in a particular direction over a certain period of time.

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OUR MARKETING STRATEGY

Custom website content on www.kelseysmith.ca

Professional photography & video (drone, reel, walk & talk, highlight video etc)

'What You Need To Know' binder (features sheets, PCDS, tax information, list of upgrades etc.)

Customized virtual staging to meet the needs of your property

Professional property measurement and floor plans

Neighborhood mail campaign

'Coming Soon' campaign

Automatic listings on UsedRegina & Kijiji

Syndicated with RE/MAX, Realtor.ca and thousands of other real estate websites

Targeted Facebook Boosts and Ad campaigns (demographic targeted ad campaigns)

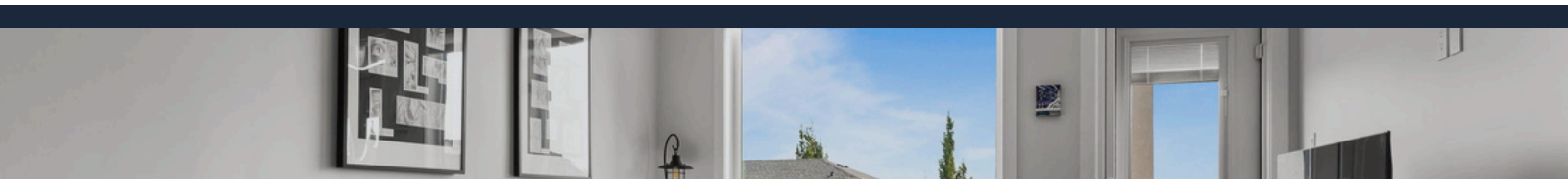
Facebook, Instagram, Google, Facebook Market place social posts

Use of province wide Facebook groups

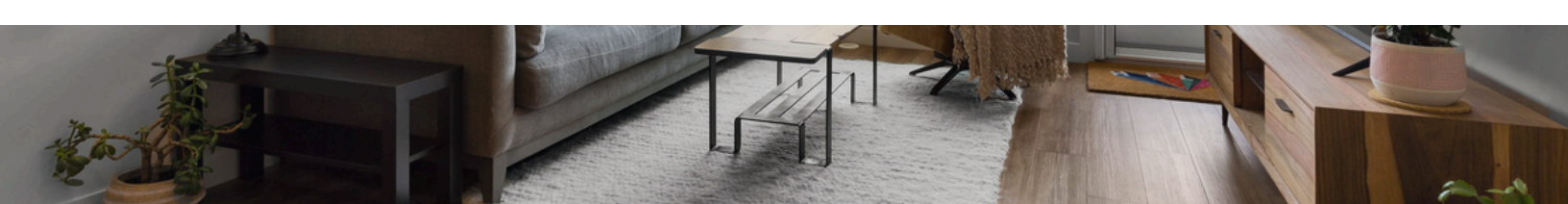
Email marketing to local Realtors

Use of public and Realtor open houses

Professional staging consultation & support



OUR GOAL IS TO BEST EXPOSE THE IMPORTANT & BEAUTIFUL FEATURES OF YOUR HOME SO THAT BUYERS INSTANTLY SEE THE VALUE.



MONTHLY MARKET UPDATES

An update for you on Regina's overall market performance. This update will include a list of new listings, conditional sales and sold properties that are comparable to your home. The purpose is to provide a snapshot of the market in comparison to your property to see what is happening around you that might be hindering your selling success.

September 2023

REGINA REAL ESTATE MARKET UPDATE

- Total Sales: 305
- New Listings: 442
- Days on Market: 51
- Total Inventory: 979
- Benchmark Price of Homes: \$308,700

WEEKLY LISTING UPDATES

Weekly listing updates will provide an exclusive and in-depth look into how your property performed this past week.

YOUR WEEKLY LISTING REPORT

4 SAVANNA CRESCENT # 701
OCTOBER 13, 2023

4 Days on Market

0 Showings (within last 15 days)

419 Video Views

REALTOR.CA STATS

REALTOR.ca Websites & Apps (Last 90 Days: 887 Views on 4 Sites)

Views by Websites & Apps (Last 90 Days)

Views Compared Over Time (Last 90 Days)

Destination	Views	Email REALTOR®	Email Office	Email Friend	Shares	Favorited	Directions	View Photos	Access Member Website	Access Office Website	Open House Added to Calendar	Phoned REALTOR®
REALTOR.ca	696	0	0	0	0	0	2	319	0	0	0	1
iPhone REALTOR.ca	154	0	0	0	4	0	0	37	0	0	0	0
Android REALTOR.ca	30	0	0	0	0	1	0	12	0	0	0	0
iPad REALTOR.ca	5	0	0	0	0	0	0	4	0	0	0	0

MARTIX STATS

Client Views	4	Agent Views	107
Client Favourites	0	Auto Emails (Sent to date)	17
Client Possibilities	0		

SOCIAL MEDIA ADVERTISING

- INSTAGRAM
- REMAX FACEBOOK
- REMAX
- GOOGLE
- KELSEY SMITH.CA
- KYLE MADER FB & IG
- FACEBOOK

NEW LISTING ✨ Welcome to The Savanna Estates complex, located in the quiet town of Pilot Butt...
October 10 at 2:36 PM · 🌐

Some insights are only available when the total is at least 100.

Post Impressions ¹

475

Post reach ¹

456

Engagement ¹

42

Interactions ¹

4

0

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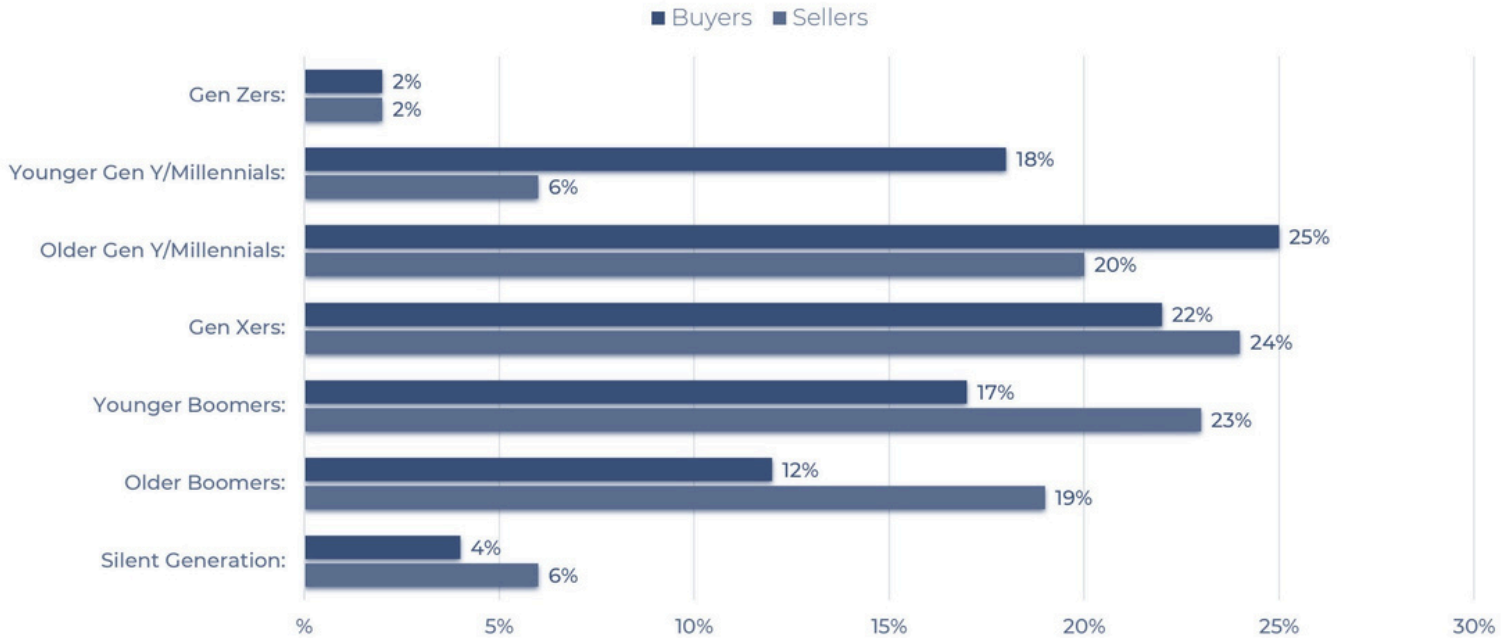
FEEDBACK / ADDITIONAL COMMENTS

1. No Feedback

4

WHO ARE THE HOME BUYERS?

SHARE OF BUYERS AND SELLERS BY GENERATION



2022 NAR Home Buyers and Sellers Generational Trends



FIRST STEP TAKEN DURING THE HOME BUYING PROCESS

Exhibit 3-1 (Percentage Distribution)

AGE OF HOME BUYER

	All Buyers	23 to 31	32 to 41	42 to 56	57 to 66	67 to 75	76 to 96
Looked online for properties for sale	41%	34%	39%	45%	47%	44%	38%
Contacted a real estate agent	19	17	18	19	21	24	21
Looked online for information about the home buying process	10	16	12	8	5	6	5
Contacted a bank or mortgage lender	9	11	11	11	8	4	3
Talked with a friend or relative about home buying process	7	14	8	5	3	4	7
Drove-by homes/neighborhoods	5	2	3	5	6	6	10
Visited open houses	2	1	2	2	3	3	3
Contacted builder/visited builder models	2	1	1	1	3	3	4
Contacted a home seller directly	1	1	1	1	1	2	3
Looked up information about different neighborhoods or areas (schools, local lifestyle/nightlife, parks, public transportation)	1	1	2	1	1	1	1
Attended a home buying seminar	1	2	1	1	*	*	*
Looked in newspapers, magazines, or home buying guides	*	*	*	*	*	*	*
Read books or guides about the home buying process	*	1	*	*	*	*	*
Other	1	1	1	1	1	1	3

*Less than 1 percent

2022 NAR Home Buyers and Sellers Generational Trends



AFFORDABILITY FOR HOME BUYERS

Home buyers have to qualify at a mortgage rate higher than the actual rate they will finance at, this is referred to as the 'Stress Test.'

CREDIT

Most institutions prefer a credit score of 620 or higher.

DEBT

The debt to income ratio cannot be higher than 42%.

DOWN PAYMENT

Must be able to prove where the down payment came from.

PERMANANT EMPLOYMENT

Must be in permanent employment status, not in a probation period.

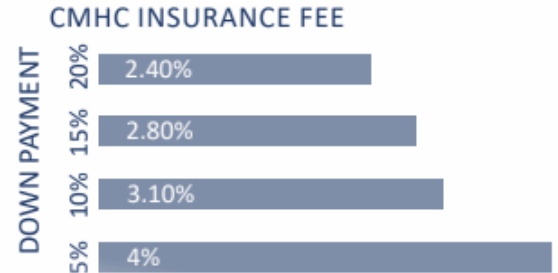
RECENT BANKRUPTCY

Cannot have recent bankruptcies or consumer debt proposals.

SEPARATION AGREEMENT

Must have a formal separation agreement if still legally married.

CMHC charges their own insurance premium on the balance of the mortgage to insure the mortgage loan in the case of default.



MORTGAGE PAYMENT

SALE PRICE: \$200,000

Purchase Price	\$200,000
- 5% Down Payment	\$ 10,000
Balance	\$ 190,000
+ CMHC Insurance	\$ 7,600
<hr/>	
Mortgage Payment	\$ 1,260.76

SALE PRICE: \$400,000

Purchase Price	\$400,000
- 5% Down Payment	\$ 20,000
Balance	\$ 380,000
+ CMHC Insurance	\$ 15,200
<hr/>	
Mortgage Payment	\$ 2,528.52

SALE PRICE: \$600,000

Purchase Price	\$600,000
- 5.9% Down Payment	\$ 35,400
Balance	\$ 564,600
+ CMHC Insurance	\$ 22,584
<hr/>	
Mortgage Payment	\$ 3,759.51

*Calculated at an interest rate of 6% with 5% down payment on a monthly mortgage payment schedule.



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YOUR HOME VALUE

PRICING STRATEGY

Determining the best price for your home can be a difficult task if your real estate professional is not well versed and experienced in the market. We look at neighborhood data, overall condition of market and other economic influences. We will present our findings to you and determine a best price, together.



THE MARKET ANALYSIS

When doing a market analysis we compare the data of your property to the data of the most recent comparable sales in your neighborhood using the Direct Comparison method.

- Style of home.
- Square footage of the home.
- Square footage of the lot.
- # bedrooms.
- # bathrooms.
- Finished basement vs unfinished basement
- Garage vs no garage
- Age of windows, roof, furnace, flooring, kitchen etc.
- Overall condition of the home
- Location

AFTER YOU RECEIVE AN OFFER

YOUR OPTIONS AS A SELLER ARE TO:

- ACCEPT THE OFFER
- DECLINE THE OFFER

If there are no components of the offer that need to change after we have discussed all of the points, you can accept the offer as is. If you decline the offer, you are neither signing the received offer or sending a counter offer.

• COUNTER-OFFER

If we chose to send a counter offer, we are proposing something different to the buyers than what they originally offered. Ie price, possession, terms etc.

The buyers can:

- ACCEPT the seller's counter-offer
- DECLINE the seller's counter-offer
- WRITE A NEW OFFER

We will negotiate back and forth with the buyers until we come to a complete agreement. The agreed to price, terms, conditions, possession dates etc will be written into the offer and all parties will sign in agreement.

OFFER IS ACCEPTED – CONGRATS

Once you have an accepted offer your property is considered 'conditionally sold.' The buyers will start working on their financing and schedule their inspections.

COMMISSION & CLOSING COSTS

SALE PROCEEDS & COMMISSION STRUCTURE

SELLERS INCOME	94.5%
SELLERS BROKERAGE	2.5%
BUYERS BROKERAGE	2.5%
CLOSING COSTS	.5%



We provide bi-weekly market updates.
We work to find qualified buyers for your home.
We offer pre list & staging consultations.
We offer seasonal photography.

- *Sellers are responsible for their own legal fees.
- *Condo sellers are responsible for the cost of Estoppel Packages.
- *Sellers are responsible for any mortgage penalties. (If applicable)

WE ARE HIGH QUALITY - FULL SERVICE REALTORS



Step One

Once conditions are removed you will have some quick next steps.

- Contact your insurance company to discontinue home insurance for the day of possession. This is when you would forward or set up for a new property.
- Transfer or forward utilities no earlier than possession.
- Cancel cable/internet services.
- Schedule a meeting with your lawyers.

Step Two

- Forward mail
- Hire movers
- Hire cleaners
- Source packing materials
- Start packing!

Step Three

- Make any required repairs
- Review the "Move Out Checklist."
- Contact your realtor when you are ready to do a pre possession walk through

Possession Day

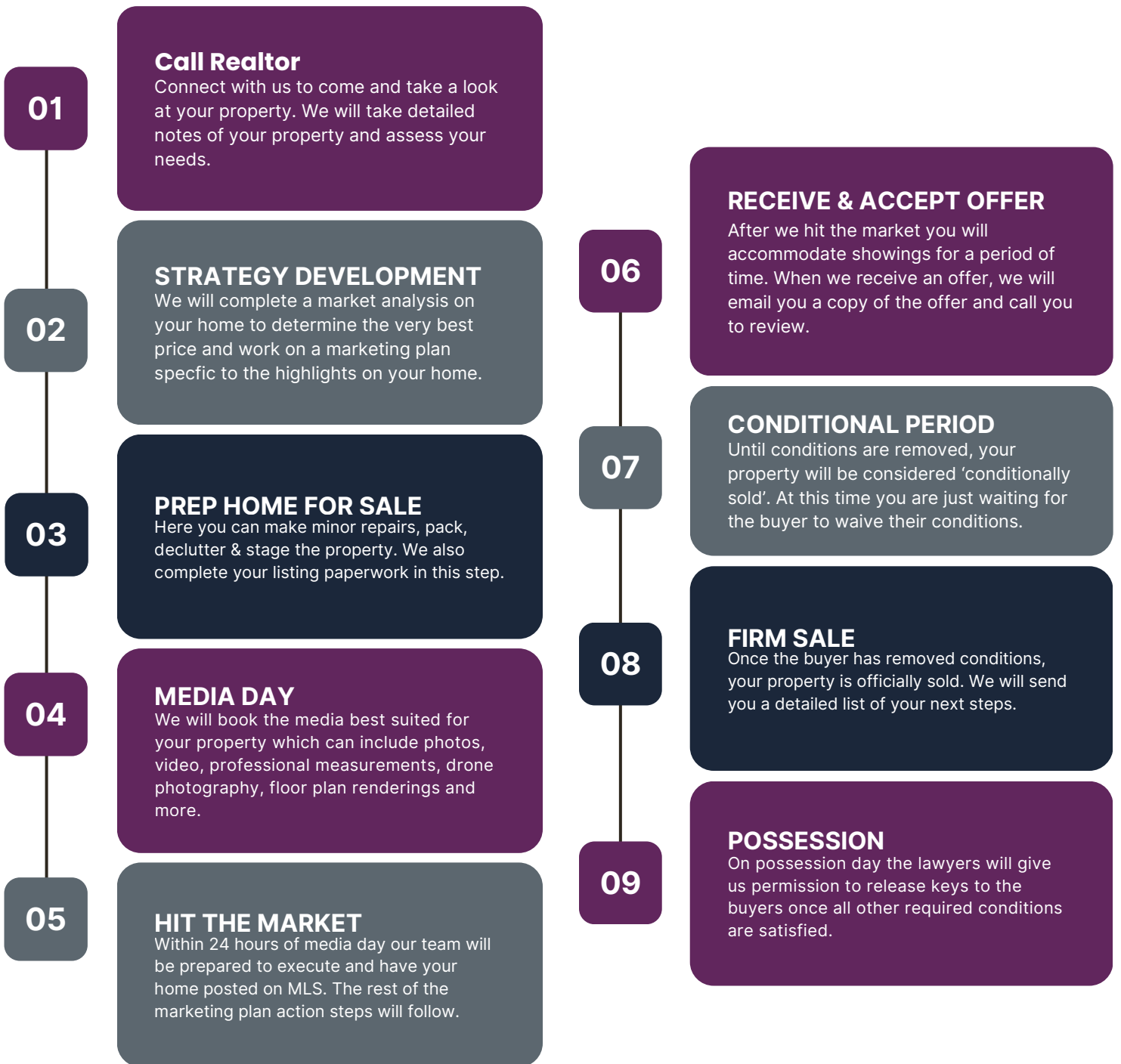
On the day of possession, your real estate lawyer will wait for a "Letter of Guarantee" from the buyers lawyer. Once this letter is received, we will be given permission to release keys to the buyers agent. They will come and pick up the keys that were in the lockbox and then they will go to the house to do their possession day walk through.



The home must be clean for possession. Do not leave old pieces of furniture, excess paint cans, scrap wood or metal.

If the property is not in adequate condition on possession day, they could request their lawyer to withhold money from you until the issue is rectified.

STEP BY STEP PROCESS



IS THERE A CHANCE SOMETHING COULD GO WRONG BETWEEN CONDITIONS REMOVAL AND POSSESSION DAY?

Yes, there is a chance the buyer could not complete the purchase and not take possession of the home on possession day. This can happen for all kinds of reasons, sometimes not directly at the fault of the buyer. The lender may order a last minute appraisal, the buyer could get fired from their job. Whatever the case, if the buyer cannot take possession of the home on possession day you must consult with your legal team. You will be entitled to the deposit.

WHAT HAPPENS IF MY HOME IS NOT SELLING?

If you put your home on the market and it's not selling as quickly as you would like, there are a number of things you can do. Consider if your asking price was the recommended price and then consider a few other factors. Are you allowing all showings? Is the property presentable?

WHAT IF WE RECEIVE AN OFFER THAT IS WAY LESS THAN I'M WILLING TO SELL THE HOUSE FOR?

It's not uncommon to receive a low offer in any market. Some buyer's have no regard for market conditions or market value and are simply looking for good deals. Don't take it personally. Respond to the offer with a counter offer or a rejection and move on.

WHAT IF SOMEONE WRITES AN OFFER ON MY HOME CONDITIONAL TO THE SALE OF THEIR OWN?

Second time buyers normally have a home to sell. Sometimes they find the home that they would like to buy before their own home sells, so they will write an offer on the new home conditional to the sale of theirs. These types of offers can be conditional anywhere from 2 weeks to 4 months. Discuss the pro's and con's with the real estate agent and determine whether or not this is the right kind of offer for you to accept.

DO I NEED TO DO EVERYTHING ON THE SELLERS PRE-LIST CHECK LIST?

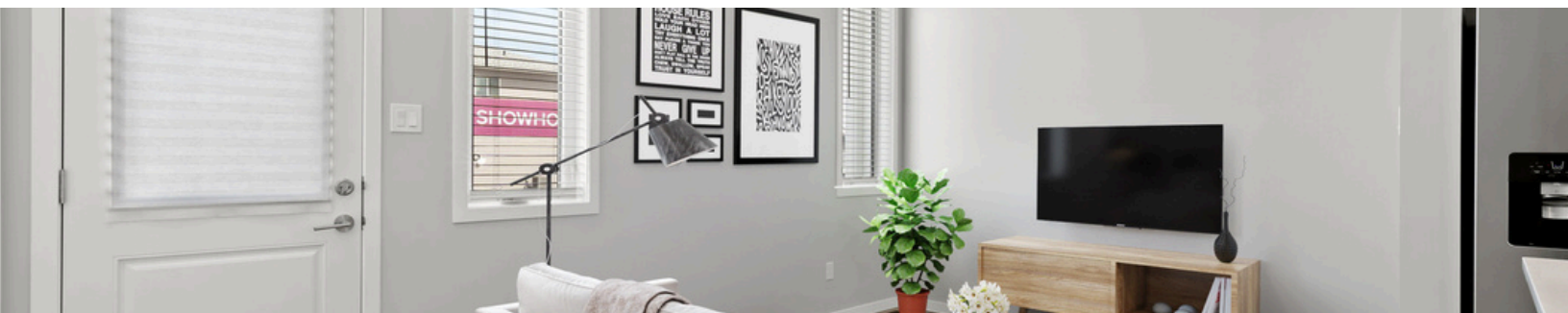
No. It's beneficial because using this check list covers every angle a buyer will notice or a home inspector will see. It's understandable that depending on your circumstances, you may not be able to do everything on the list. My advice is to read through it and tackle anything you are capable of.

HOW LONG CAN I EXPECT MY HOME TO BE ON THE MARKET?

Pricing is an important factor but you can refer to the average days on market in your city and neighborhood for a general idea.

WILL THE COMMISSION BE REDUCED IF YOU BRING THE BUYER?

No. It's actually twice as much work to represent both sides of a sale so we do not reduce the commission to do this. We will consider a commission reduction if you connect us with the buyer who ends up buying your home.



WHAT YOU NEED TO KNOW

INITIAL APPOINTMENT

We will meet at the property so that we can have a look around, make notes, assess your timeline & needs. We will prepare a marketing plan & pricing strategy that we will discuss with you within 3 business days of our initial appointment.

PRE - MARKET MEETING

At our pre market meeting, together, we will review & sign all of the listing paperwork. We will then complete a staging walk-through of your property. Following this, we will book your photography appointment and request a set of keys for the property. We will place a lockbox on the home, that will only be accessible by the showing agents.

MEDIA DAY

We will meet the photographers at the property to let them in. They will be about 1.5 hours. Seller's and all pets are expected to leave the house while the photos/video are being done.

ON THE MARKET

You will receive an email with a link to your property, once it has hit the market, and is live on MLS. You can expect showings to be requested shortly thereafter.

SHOWING TIME APPOINTMENT CENTER

We use a professional showing service. The service will call, email or text you with a requested showing time. Kindly respond with either a confirmation or decline of the showing and the service will confirm with the agent, who has requested the showing. An email confirmation will follow, with a reminder about the scheduled showing. Our team is notified of all viewings when they are confirmed. The number you can call for appointment questions is 800-SHOWING (800-746-9464). Alternatively, you can call us and we will answer your questions.

SHOWINGS

The average showing takes about 30 minutes from start to finish. We recommend leaving about 10 minutes before the scheduled showing time and then waiting until it is obvious the buyers are done before you return home. Cats can stay, however, please remove dogs for all showings.

LISTING UPDATES

We provide full market updates every two weeks to our clients. These updates include information on your homes performance on the open market, the amount of showings we've had, feedback, pricing recommendations and information on new listings or sales in your area.

OFFER RECEIVED

We will email you a copy of the offer and we will call you to review and discuss.

OFFER ACCEPTED

Once your offer is accepted, we are considered "Conditionally Sold," where we are waiting for the buyers to schedule their home inspection and complete the rest of their conditions.

HOME INSPECTION

Once we have an accepted offer, we will notify you when the home inspection has been booked. You are required to leave the home for the entire duration of the home inspection. The inspector will arrive first and the buyers and their agent, maybe a parent or two will meet at the house later to go through the entire report. Most inspections start to finish take about 5 hours.

WHEN IS THE HOUSE 'SOLD?'

The house is not sold until we receive a complete 'Notice to Remove Conditions' form signed by the buyers. We will let you know and celebrate with you when we get this!

SOME THINGS WE NEED FROM YOU:

- Keys to the house or door codes (including garage & sheds).
- Information on any rented items in the house (alarm system, water heater, water softener, furnace).
- Copy of surveyors certificate.
- Copy of drivers license, job title & name of employer.

REVIEWS



Kelsey has been so wonderful to work with! Selling a house from afar has its own challenges, and we're so happy to have hired Kelsey. She helped us get the house ready for sale, provided us with helpful market info to make the best decisions, and advised us along the way. All while we were out of province! Highly recommend her services! - A.T

I reached out to Kyle on behalf of my grandmother that was transitioning into a condo having had no luck with the market for 6 months with a different agent. Kelsey met my grandma the next day and they had the house back up with a fresh listing, the house sold in 4 days. What a difference show casing a house can do! Right from the get go she was impressed with their willingness to go above and beyond her expectations and she felt comfort knowing they made sure she had all the information, communication is key. - N.K.

Kelsey was amazing! A truly knowledgeable, friendly real estate agent. We are first time home buyers who were very well taken care of. Kelsey helped us understand the market, the steps and helped us make the best decision for our house. We love our home and would definitely work with Kelsey in the future and recommend others to go with her! Thank you again Kelsey for all of your hard work, insight and skill. C.M.

Kelsey helped to make our selling experience as seamless and stress free as possible! She is knowledgeable, friendly, and great at communicating all throughout the process. Her expertise in staging for showing and marketing strategy ahead of the listing made a huge impact on our sale. Kelsey is an excellent realtor who I would love to work with again! - E.B.

Kyle was helpful and supportive throughout the whole process of looking for and buying our home. He was patient when we were unsure of some of our needs and then some of the bumps in the road with arranging our financing. He was able to guide us to other options so the sale was able to be completed. Buying a home was stressful but Kyle was always able to help make it an easier process and was knowledgeable with all of our questions and concerns. I will be recommending him to family and friends! - J.M.

Kyle is committed to helping people reach their real estate goals. He will listen to understand your goals and will take steps to help you get there with an understanding of the marketplace, leaning on his plumbing, heating and construction knowledge when assisting in the sale or purchase of your home! J.M.

Sellers Pre-List Checklist

You Are Ready!

THINK SPARSE

- Pack away out of season clothing and shoes from the front and back doors
- Pack away kitchen appliances you only use once in a while
- Pack away out of season blankets
- Pack away unruly stacks of books or hobby material not being used
- Pack away anything currently out of season (Christmas lights, wreaths, Halloween decorations)
- Store away extra children's toys
- Remove everything from the front, sides and top of fridge
- Put away personalized photos of yourself and family

THINK CLEAN

- Give all the trim and baseboards one good wash
- Wipe down (and declutter) counter tops
- Sweep/wash floors
- Wash walls (remove finger prints)
- Put neutral comforters and pillows on the beds
- Clean up any animal left overs in the back yard
- Deodorize pet smells, clean up pet hair
- Clean inside the stove and microwave
- Shampoo carpets
- Clean windows and window sills (inside & out)

THINK APPEALING

- Fix any faucet/plumbing leaks
- Scrub grout clean or buy grout stain for tile flooring/bathrooms
- Replace old dirty shower curtains
- Ensure bathtub doors/mirrors are spotless
- Repair any dings and scratches in the drywall
- Repair or replace broken light fixtures and light switch panels
- Replace burnt-out light bulbs
- Repaint dark feature walls
- Swap yellow light bulbs for white if possible

OUTSIDE

- Remove snow from driveway and sidewalks
- Keep grass cut
- Rake leaves
- Trim unruly bushes
- Ensure no garbage on the lawn or around property line
- Clean window screens
- Nicely arrange outdoor furniture or put away if out of season

GARAGE

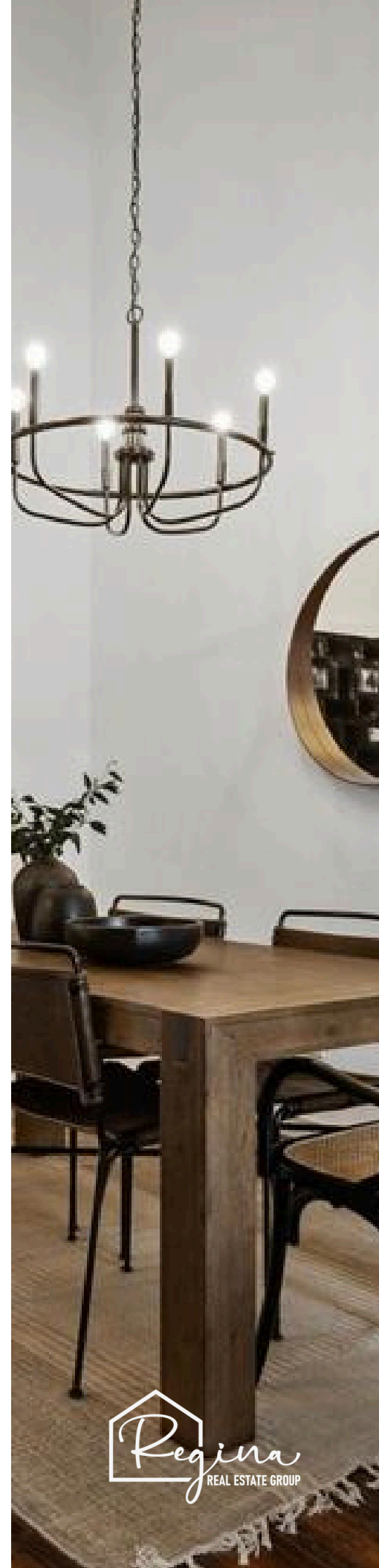
- Make sure openers/controls are working
- Declutter shelving units
- Remove any potent smells if possible
- Organize storage



Pre-Showing Checklist

Be Prepared!

- Secure valuables (watches, jewelry, bills, cheques, cash)
- Clean off all kitchen and bathroom counters
- Empty all garbage bins
- Wipe down appliances inside and out
- Discard any old food from fridge/freezers
- Avoid cooking with strong smells
- Tidy living areas (fold blankets, put away toys)
- Make all beds in the morning
- Tidy toys or clothes
- Sweep/vacuum floors
- Empty sink of any dishes
- Put down all toilet seats
- Replace burnt light bulbs
- Clean litter boxes
- Pick up dog poo from backyard
- Open blinds or curtains
- Clean door mats of dirt
- Shovel the driveway
- Salt sidewalks
- Rake leaves if necessary
- Remove any garbage from the yard



Moving Checklist

You Are Moving!

CLEAN

- Clean under and inside all appliances
- Wipe out all cupboards and drawers (kitchen & bathrooms)
- Clean toilets, showers, and bathtubs
- Sweep/vacuum and wash all floors
- Wipe baseboards and shelves
- Wash cabinets and vanities
- Remove any visible marks from walls and doors
- Pick up any dog poo from yard
- Patch any large holes left behind (mud and paint)
- Removal all belongings from garages and storage sheds

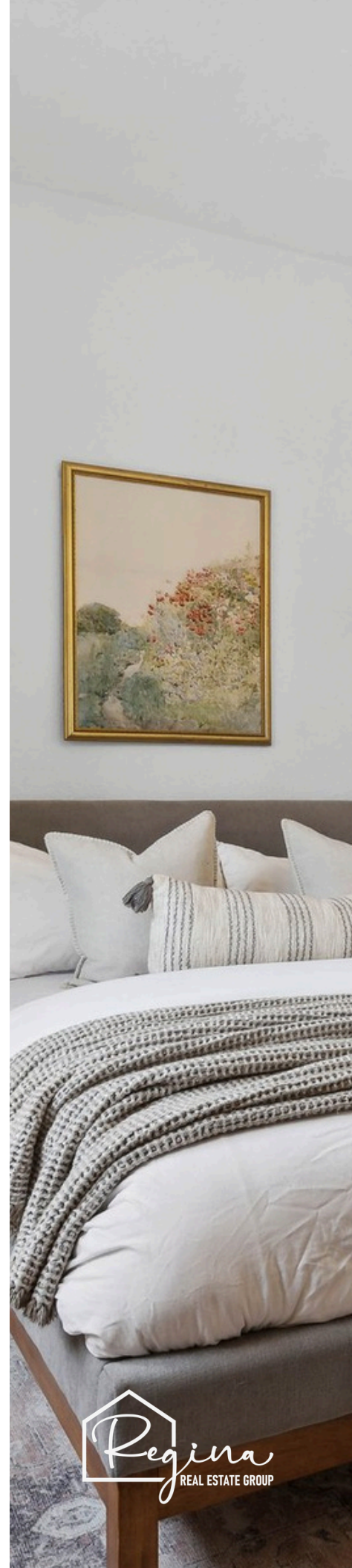
*Do not leave the home in a condition you would not be happy to move into

DISCONNECT

- Disconnect or transfer all utilities for possession day
- You can forward mail to your new address through Canada Post
- Return internet and cable boxes
- If you have a rented alarm system, disconnect and return hardware
- DO NOT cancel your home insurance policy prior to the possession day

FINAL

- Check the cabinets, drawers, closets, shelves, storage areas, and bathrooms one more time
- Shut off all lights and close all blinds
- Unplug anything that is plugged in
- Leave behind all door keys, appliance manuals, mail keys, and garage remote controls
- Write down garage door and other codes for buyers
- Leave behind any building designs or warranty information
- Lock all doors and windows



THANK YOU!

Let's stay connected

