# Edmonton Seller Guide

Plan the sale and the move together

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## Start with the outcome

Before choosing a list price, clarify why you are selling, your preferred possession date, and what happens next. If you are also buying, coordinate the sale, financing, cash requirements, and accommodation plan before making commitments.

## Estimate what you keep

Work through several potential sale prices. Subtract mortgage payout, agreed brokerage compensation and applicable tax, legal costs, lender charges, other secured debt, and relevant adjustments. Keep preparation and moving costs visible. Sale price is not the amount available for your next down payment.

## Get the lender figures

Ask your lender for a payout estimate for the intended date, including any prepayment charge, discharge costs, and other fees. Check whether portability or other options apply. Do not assume the balance displayed online is your final payout.

## Coordinate buying and selling

Selling first provides more clarity on proceeds but may create a temporary-housing need. Buying first may create overlapping costs and financing risk. Work through both scenarios with your agent and lender before selecting a sequence.

# Prepare and price the property

Spend with a clear purpose

## Gather the records

Collect available property information: upgrades, permits, warranties, surveys or other relevant title-related documents, utility details, and condominium or tenancy information if applicable. Ask what is needed for your particular property. Tell your agent about known issues early so the appropriate disclosure and legal questions can be addressed.

## Prioritize preparation

Start with cleaning, clutter, access, lighting, and obvious unfinished work. Obtain advice before committing to expensive renovations for resale. Separate work required for condition or safety from optional presentation improvements. No renovation return is guaranteed.

## Review the pricing evidence

Ask how recent comparable transactions, competing listings, condition, layout, location, and property-specific limitations affect the recommended range. Your spending on improvements does not by itself establish market value. Agree on how new evidence and buyer response will be reviewed.

## Understand the listing agreement

Review services, marketing commitments, compensation and applicable tax, agreement length, responsibilities, exclusions, and termination provisions. Compensation is agreed in your contract; do not assume a universal commission rate.

# Launch and respond to buyers

Make the process manageable

## Prepare for photography

Finish visible preparation before the photo appointment. Clear counters, open usable spaces, arrange lighting, secure valuables, and make a plan for pets. Tell your agent about areas or features needing special attention. Approve factual marketing details.

## Plan showing access

Discuss notice, availability, pets, work schedules, and access instructions. Easy access can help buyers view the property, but the plan must work for your household. Use a short reset checklist so repeated preparation remains manageable.

## Interpret feedback carefully

One comment is an opinion. Repeated concerns may deserve investigation. Review showing activity, buyer objections, competing options, and offers with your agent. Low activity does not automatically identify a single cause.

## Compare complete offers

Review price alongside financing and other conditions, deposit, dates, inclusions, obligations, and estimated proceeds. A higher offer is not automatically the most suitable. Your agent can explain commercial tradeoffs; your lawyer can advise on legal questions.

# From accepted offer to moving day

Keep the details moving

## During the conditional period

Track the actual contract deadlines and agreed access for investigations. Keep the property and services as required. Do not assume an accepted conditional offer is a completed sale. Ask how notices and any changes must be documented.

## Prepare for closing

Follow your lawyer instructions on documents, payout, adjustments, and funds. Coordinate insurance, utilities, moving, cleaning, included items, and key release. Confirm required timing before cancelling services or coverage. Leave the property in the condition required by the contract.

## Your selling worksheet

Target move date: _____
Estimated mortgage payout and source date: _____
Preparation budget: _____
Likely next accommodation: _____
Must-resolve property questions: _____
Minimum cash reserve after moving: _____

## Plan your next step

Call or text Corey Sylvester at 780-221-3088 for a property-specific preparation, pricing, and move-planning conversation. Sylvester Realty Group | REAL Broker.

## About this guide

General educational information, not legal, lending, or tax advice. Final proceeds and obligations depend on your contract and professional statements. Source references and review notes appear in the accompanying editable source file.