BASILE.

REALESTATE

YOUR NEXT MOVE LIBRARY / A THOUGHTFUL SALE

Selling With a Plan

Prepare your home and your next move together.

A good sale plan connects the property, the market and what happens after closing. Start with clear decisions, useful information and realistic expectations.



Francesco Basile

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RE/MAX Hallmark Realty Limited, Brokerage

A practical guide. A more confident conversation.

Before your home goes to market

Agree on the goal

Write down the timing you prefer, what needs to happen next and what could change the plan. If you are also buying, discuss both transactions before committing.

Understand the evidence

Ask for relevant comparable sales and competing listings. Discuss the differences in condition, location and timing. An asking price or estimate is not a guarantee of the final sale price.

Choose preparation carefully

Walk through the home and prioritize presentation, maintenance and practical repairs. Ask for costs before approving work. Renovations do not guarantee a return.

Put the service plan in writing

Clarify marketing, photography, showing arrangements, communication, fees and any extra costs. Brokerage fees are negotiable; review the agreement’s term, cancellation and holdover provisions. [1]

Your next move. My mission.

Keep the decision and closing organized

Gather the documents

Ask your lawyer and representative which records are needed. Depending on the property, this may include surveys, permits, warranties, utility details and condominium documents.

Discuss disclosures early

Tell your representative and lawyer about issues that may affect the property or sale. Ask what must be disclosed and how to document it; do not guess.

Evaluate the complete offer

Compare price, deposit, conditions, closing date, inclusions and other terms. Ask about uncertainty and obligations before accepting, rejecting or changing an offer.

Check the costs of leaving

Request your lender’s mortgage payout and discharge information. Ask your lawyer for estimated closing costs and adjustments. Allow for moving, storage or temporary housing if needed.

Plan the handover

Track condition deadlines and closing tasks with your advisers. Confirm keys, utilities, insurance, access and the agreed property condition. Keep essential documents available on moving day.

Your next move. My mission.

My sale preparation checklist

- [ ] Record my timing priorities and next-home plan.
- [ ] Review the market evidence and pricing approach.
- [ ] Approve a preparation budget and scope.
- [ ] Understand the listing agreement before signing.
- [ ] Confirm the closing responsibilities and costs.

My top priority for this sale:

One task I will finish before our next conversation:

Bring your questions to Francesco.

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Start a conversation at francescobasile.ca

OFFICIAL READING / CHECKED 16 OCTOBER 2026

1. RECO - Brokerage agreements
2. RECO - Information Guide

General planning information, not legal, tax or financial advice. Property-specific disclosure, contract and closing questions should be reviewed with qualified professionals. Content prepared with AI assistance; no independent professional review claimed. Each RE/MAX office is independently owned and operated. Not intended to solicit clients under contract with another brokerage.