RE/MAX Vision Realty

DRAYTON VALLEY • BRAZEAU COUNTY • SURROUNDING COMMUNITIES

Home Seller's Guide

Local knowledge. A clear plan.
Confidence for your next move.



780-542-4040

draytonvalleyhomes.com

YOUR LOCAL TEAM

At home in our community.

Selling your home is a major decision. You deserve straightforward guidance, a thoughtful strategy and people you can sit down with when it matters.

Welcome to REMAX Vision Realty

From homes in town to acreages and rural properties, every sale has its own story. We start by listening: what matters to you, where you are headed and what a successful move looks like for your family.

Local service, supported by a team

Your agent leads your sale with the support of our brokerage, administrative staff and conveyancing team. Broker and co-owner Rachelle Dempster provides non-competing broker leadership, while our office supports agents through mentorship and collaboration.

A plan built around your property

We bring local knowledge together with the reach of the REMAX network. Pricing, preparation, marketing and communication should fit your home and your goals. Your agent will explain the recommended approach and what is included.

> **Let's talk about your next move.**
>
> Visit us at 5115 50 Street, Drayton Valley, AB T7A 1R9.
> Call **780-542-4040** or visit **draytonvalleyhomes.com**.

THE PROCESS

Your sale, step by step.

Knowing what comes next makes the process easier to manage. Timelines depend on the property, the market and the agreement you reach.

01 Meet & make a plan

Discuss your goals, timing, property details and questions. Review representation, services and fees before signing.

02 Price & prepare

Review comparable properties, agree on a pricing strategy and complete the preparation that matters most.

03 Launch & show

Approve listing details, arrange agreed marketing and make the home ready for buyer visits.

04 Review & negotiate

Consider the full offer: price, deposit, dates, conditions, inclusions and any special terms.

05 Work through conditions

Track deadlines and any agreed access or documents. Confirm the status of conditions with your agent.

06 Prepare for possession

Work with your lawyer, complete your obligations and coordinate the move and key release.

CHOOSING REPRESENTATION

The right working relationship.

Your agent should explain the decisions ahead and help you understand your options. A good fit starts with an open conversation.

Questions worth asking

How well do you know this area and my type of property?
How will you recommend a price and respond to market feedback?
What marketing do you recommend, and what is included?
Who will be my main contact, and how often will we connect?
How will you guide me through offers and negotiations?
What are the fees, term and other obligations in the agreement?

Understand your agreement

Review the scope of service, listing dates, remuneration, cancellation provisions and any continuing obligations. Ask questions about anything you do not understand before you sign.

Discuss representation early

Your agent will explain who they represent and how your interests will be handled. If a buyer is also working with our brokerage, ask how representation, confidentiality and any potential conflict will be managed before proceeding.

> **Set a communication plan**
>
> Agree on your preferred contact method, update frequency and who needs to be involved in decisions. Tell your agent about travel dates or times you may be difficult to reach.

PRICING STRATEGY

Start with the market.

The right asking price connects your property with the buyers most likely to consider it. It begins with evidence and a clear understanding of the competition.

Look at the right comparisons

Your agent will review relevant recent sales, competing listings and property differences. Location, condition, size, layout, garage space, lot features and rural services can all affect how buyers compare properties.

Separate value from personal investment

Your purchase price, renovation spending and future plans matter to you. Buyers weigh the alternatives available to them today. Improvements do not always return their full cost when you sell.

Review the response

Showing activity, buyer feedback and changes in competing inventory help assess your positioning. Agree on a review date and discuss adjustments when the evidence calls for them.

Ask for a clear recommendation

What price range does the evidence support?
What competing properties will buyers compare with mine?
What response should we watch for after launch?

PREPARATION

Make the first impression count.

Focus your time and budget on presentation, maintenance and the details buyers notice. Ask your agent which improvements deserve priority.

Clear the clutter

Pack items you will not need before the move. Donate usable extras and dispose of unwanted items responsibly. Leave closets, counters and storage areas easy to see.

Clean from top to bottom

Pay attention to windows, floors, kitchens, bathrooms, baseboards and pet areas. Address the cause of odours instead of covering them with strong fragrances.

Finish the small jobs

Repair dripping taps, loose handles and damaged trim. Replace burned-out bulbs and tidy obvious wear. Keep receipts and records of completed work.

Welcome buyers outside

Tidy the entry, garage and yard. In winter, clear snow and ice from walkways and provide a safe route to outbuildings or acreage features.

> **Before you renovate**
>
> Speak with your agent before starting a major project. A clean, well-maintained home and sensible pricing may serve you better than a costly last-minute renovation.

STAGING & PHOTOGRAPHS

Help buyers picture life here.

You do not need a perfect home. You need rooms that feel inviting, functional and easy to understand.

Living spaces

Arrange furniture so buyers can move comfortably through the room. Reduce visual distractions and highlight natural light and useful features.

Kitchen & bathrooms

Clear most counter items, put away cleaning supplies and personal products, and use fresh, simple linens. Keep sinks and surfaces clean.

Bedrooms & storage

Make beds, tidy closets and show how each room can be used. Avoid filling the garage or spare bedroom with everything removed from the rest of the home.

Before the camera arrives

Put away valuables, medication, personal documents and family photographs you do not want online. Move vehicles if requested and discuss any items or areas that should not be photographed.

> **Keep the presentation honest**
>
> Describe the property accurately and discuss any planned image editing with your agent. Buyers should be able to recognize the home and its features when they visit.

MARKETING & SHOWINGS

A thoughtful launch. A ready home.

Your marketing plan should explain how the property will be presented, where it will appear and how buyer interest will be followed up.

Agree on the plan

Discuss photography, listing copy, online exposure, signage and any proposed video, Matterport tour, social promotion or open house. Confirm which services are included in your listing agreement and which are appropriate for your property.

Check the details

Review the description, property features, measurements, inclusions and exclusions with your agent. Flag errors promptly, and keep your agent informed about any changes during the listing.

Make showings work

Discuss notice requirements, access instructions, pets and your schedule before launch. When practical, leave during showings so buyers can explore and speak freely with their agent.

The quick showing reset

Open curtains and turn on lights. Tidy surfaces and make beds.
Secure valuables and confidential paperwork.
Arrange safe pet care and keep entrances clear.
Direct buyer questions and negotiations to your agent.

GET ORGANIZED

Gather the details early.

Documents and accurate information help your agent prepare the listing and identify questions that may need attention before an offer arrives.

- [ ] Ownership details and identification for each seller; tell your agent if an estate, corporation or power of attorney is involved.
- [ ] Existing Real Property Report (RPR), evidence of municipal compliance, permits and records of changes to structures or fences.
- [ ] Property tax information, utility details, renovation records and relevant warranties or manuals.
- [ ] Mortgage lender details for your lawyer, plus questions about payout penalties or discharge costs for your lender.
- [ ] A clear list of included and excluded items, including appliances, window coverings, fixtures, rented equipment and attached items.
- [ ] For a condominium: available condominium documents, fees, assessments and management contact information.

> **Raise concerns before they become delays**
>
> Tell your agent about known defects, water issues, unpermitted work, boundary concerns and notices. Ask your lawyer about title registrations or restrictions. Confirm RPR and compliance obligations under your contract; do not assume title insurance replaces them.

OFFERS & NEGOTIATION

Look beyond the price.

An offer is a package of terms. Your agent will help you compare the details and understand what each choice means for your sale.

Price, deposit & dates

Consider the purchase price alongside deposit requirements, possession timing and how well the offer fits your plans. A larger deposit does not, by itself, guarantee completion.

Conditions & obligations

Review financing, inspection or other conditions, their deadlines and who benefits from them. Understand any repairs, documents, access, holdbacks or special terms before accepting.

Inclusions & exclusions

Be specific about what stays and what goes. Clarify appliances, attached items, outbuildings and equipment rather than relying on assumptions.

Your response

You may accept, reject or counter an offer. Changes can affect whether an agreement exists. Follow your agent's guidance on signatures, acceptance deadlines and delivery.

> **If more than one offer arrives**
>
> Compare the complete terms and discuss the available approaches with your agent. Multiple offers do not guarantee an above-asking sale or a sale without conditions.

YOUR NEXT MOVE

Plan the timing and the numbers.

Buying and selling together takes coordination. Talk with your agent, lender and lawyer before committing to dates or relying on sale proceeds.

Sell first

You can establish the sale terms before committing to the next home. Plan for temporary accommodation or storage if the dates do not line up.

Coordinate both transactions

Aim to align possession dates while allowing for practical moving needs. Confirm financing and understand the risks if either transaction is delayed.

Buy first

You may have more time to choose your next property, but could need financing approval to carry both homes. Bridge financing has lender requirements and is not automatic.

Estimate your net proceeds

Sale price less mortgage payout, any lender penalties, agreed real estate fees and applicable tax, legal costs, adjustments and other sale expenses gives an estimate of what remains. Allow separately for preparation and moving costs. Ask your lawyer and lender for property-specific figures.

ACREAGES & RURAL PROPERTIES

More land. More details.

Around Drayton Valley and Brazeau County, buyers may be evaluating a home, land, services and outbuildings together. Good records help answer their questions.

Water & private sewage

Gather available well records, water tests, cistern details and septic permits or service records. Be clear about what is known and what still needs professional verification.

Access, boundaries & land use

Discuss legal and physical access, easements, rights-of-way, fences, zoning and any leases or agreements. A fence does not necessarily mark the legal boundary.

Buildings, equipment & services

Identify included outbuildings and equipment. Gather available permit information, heating and fuel details, utility information and maintenance records.

Tax & specialist advice

Agricultural use, mixed uses and other property circumstances can raise tax questions. Ask your accountant and lawyer to confirm the GST treatment and contract wording before agreeing to a price or tax terms.

> **Tell the whole property story**
>
> Share known drainage, flooding, access or service issues with your agent early. Arrange specialist advice where needed, and avoid making promises about future uses that have not been verified.

CONDITIONS TO POSSESSION

Keep the finish line in view.

An accepted offer begins the next stage. Stay in touch with your agent and lawyer, and keep a copy of your agreement and deadlines handy.

During the condition period

Provide agreed documents and access on time. Your agent will track the process with you. Do not assume a deadline passing automatically makes a sale firm; confirm the contract status.

Once the sale is firm

Choose your lawyer promptly and provide requested information. Complete agreed repairs or other obligations, keeping any required receipts and evidence.

Before you move

Maintain the property and discuss any damage or changes immediately. Confirm insurance and utility timing with the appropriate providers, and arrange your move around the contractual possession requirements.

Possession day

Remove belongings and leave the property as the contract requires. Collect keys, remotes, access codes and agreed items. Coordinate key release through your agent after the required authorization.

> **A walkthrough is a contract matter**
>
> Any buyer walkthrough, inspection, deficiency process or holdback should follow the written agreement. Raise unresolved concerns with your agent and lawyer before possession.

PLAIN-LANGUAGE GLOSSARY

Know the terms.

Ask for an explanation whenever a term is unclear. The wording of your signed agreement governs your transaction.

Asking price

The advertised price; it may differ from the agreed sale price.

Comparative market analysis (CMA)

A comparison of relevant properties used to guide a pricing recommendation.

Deposit

Money paid under the purchase contract, with handling and release governed by its terms and applicable requirements.

Condition

A contractual requirement with a specified process and deadline. Its wording determines how it can be satisfied, waived or ended.

Fixtures & chattels

Attached and movable items. Specify inclusions and exclusions clearly to avoid confusion.

Real Property Report (RPR)

A land surveyor's document showing boundaries and visible improvements. Municipal compliance is a separate consideration.

Title & registrations

The ownership record and registered interests affecting a property. Ask your lawyer what must be addressed for the sale.

Firm sale

Commonly, a sale where conditions have been dealt with. Other contractual obligations still remain.

Possession

The agreed point when the buyer is entitled to possession, subject to the contract and closing arrangements.

YOUR PLANNING PAGE

Let's make a plan.

Use this page for your first meeting and update it with your agent as the plan takes shape.

Property address

My agent / contact details

Why I am selling and what matters most

Preferred listing date / possession timing

Preparation priorities

Documents or professional advice still needed

Agreed communication plan

Before we launch

Confirm the price, listing details, inclusions and exclusions, marketing plan, showing instructions and next review date with your agent.

RE/MAX Vision Realty

Your next chapter starts with a conversation.

Local guidance for selling in Drayton Valley, Brazeau County and the surrounding communities.

REMAX VISION REALTY

780-542-4040

5115 50 Street, Drayton Valley, AB T7A 1R9

draytonvalleyhomes.com

Helpful resources

Brokerage information: draytonvalleyhomes.com
Alberta consumer guidance: reca.ca
Real Property Reports: alsa.ab.ca/Surveys-in-Alberta/Real-Property-Reports

This guide provides general information for sellers. Your signed agreements and property circumstances determine your obligations. Obtain legal, tax, lending, surveying or other professional advice where appropriate. Services and marketing are subject to your listing agreement. No sale price or timeline is guaranteed.

Each office independently owned and operated.

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