



 **REMAX Elite**



MIKE MARSH
REAL ESTATE LTD.

Real Estate Made Easy.



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Welcome to The Seller's Guide



VISION

To be the REALTOR® that people trust for sound advice, dedicated service, and a lasting commitment to the communities we call home.

VALUES

Work hard. Be prepared, follow through, and give every client my full attention.

Let the data inform the advice. Study the market, explain what the numbers mean, and pair the evidence with local experience.

Tell the truth. Give clear, candid guidance, even when it means having a difficult conversation.

Put people first. Listen closely and measure success by what matters to the client.
Invest in community.

Support local people and businesses. Contribute to the places where we live and work.

MISSION

To help people buy and sell real estate with hard work, honest advice, and careful market analysis. I'll show up, do the research, and guide every client through each decision with clarity and care.



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Be aware of the Costs



REALTOR® Fees

Typical commission is:
7% on first \$100,000 and 3% on
remaining balance.



Legal Fees

\$1200 - \$2000 depending on
your lawyer.



Pre-Home Inspection & Condo Docs

Inspection: \$600-\$1200
Condo Docs: \$400-\$600



Real Property Report or Title Insurance

RPR: \$1200-\$2000
Title Insurance: \$400-\$600



Home Repairs

There may be some expenses
involved in getting your home
ready.



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Selling Process

Selling your home is a big decision, but it doesn't have to feel overwhelming. With the right guidance and a clear plan, the process can be broken down into a series of simple, manageable steps.

I am here to help you understand what's happening at every stage and help you make informed decisions along the way.

01

Home Preparations

02

Pricing Strategy

03

**Market your
Home**

04

**Showings &
Open Houses**

05

**Offers &
Negotiations**

06

**Conditions to
SOLD**



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More Seller Tips

1. **Pack like you're already moving** - If you haven't used it in the last 6-12 months, consider packing it now. Less stuff makes rooms feel larger and gives buyers the impression that the home is spacious and well cared for.
2. **Clear the "drop zones"** - Kitchen counters, bathroom vanities, entry tables, mudrooms and the infamous kitchen island tend to collect everything. Clear these areas completely or leave only a few intentional items. Buyers need to see the space, not your stuff.
3. **Open every blind and curtain** - Natural light sells. Open everything before showings and make sure windows are clean. A bright home generally feels more welcoming and spacious.
4. **Make the front door memorable** - Your front entrance is the first impression. Clean the door, wash the front steps, replace tired house numbers, add a fresh mat and keep the entrance uncluttered. You don't need a full landscaping makeover to improve curb appeal.
5. **Do the "smell test"** - Walk outside for 10 minutes and come back in. What do you smell? Pets, garbage, cooking, dampness or strong cleaning products can be much more noticeable to someone walking in for the first time. Aim for clean and neutral scents.
6. **Fix the little problems** - That dripping faucet, loose doorknob, burnt-out lightbulb or squeaky door may seem insignificant, but a collection of little deficiencies can make buyers wonder what else has been neglected.



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