RE/MAX
ROYAL (JORDAN) INC.

SELL YOUR HOUSE IN 10 STEPS

a Practical Guide

REMAX-ROYALJORDAN.COM

Common Reasons

THAT PUSH PEOPLE TO SELL THEIR HOUSE

- A growing family.
- The need to finance a project.
- The wish to prepare for retirement.
- The wish to explore the world.

WHY ARE YOU SELLING?

Sell your House

IN 10 STEPS

Selling your home comes with its share of questions and concerns. The best way to sell quickly and worry-free is to do business with a real estate broker.

HERE ARE THE 10 STEPS TO SELL YOUR HOUSE.

Step 1

PROMOTING YOUR PROPERTY

HOW?

- Make some renovations before hitting the market.
- Increase your property value and make your house look more appealing with a fresh paint job.
- Add some decorative elements.
- Hire a professional photographer who will do justice to your property. Several brokers offer this service in their offer!

WHY RENOVATE BEFORE SELLING?

- To make sure to sell quickly.
- To modernize your property if it is older.
- To attract buyers.
- To increase the worth of your property and sell for maximum value.

TIPS

Favour a fairly neutral atmosphere for your interior decor.

Ask for quotes! Compare them and be sure to get the best value for the money you spend on renovations.

Step 2

PRE-SALES INSPECTION

WHAT IS AN INSPECTION?

A necessary procedure to analyze the visible and easily accessible components of the different systems of the house (plumbing, heating, roofing, insulation) in order to detect possible problems and hidden defects.

WHY DO AN INSPECTION?

- To learn about existing problems that should be corrected quickly.
- To make sure you sell a house in good condition to your buyer.
- To avoid a lawsuit after the sale.
- To inspire confidence in your buyers whose conformity has been validated by a professional.

Step 3

HOUSE EVALUATION

WHY?

- Because your home has probably appreciated in value since the day you bought it.
- To know its real value.

THE DETAILS OF AN EVALUATION

- The evaluation will be carried out by an evaluator recognized by the Order of Approved Evaluators of Quebec (OEAQ).
- The assessor will make a first visit to examine the components.
- The appraiser will draw up a list of comparable homes that have recently been sold in proximity.
- They will also compare supply and demand in your sector.

Step 4

THE LOCATION CERTIFICATE

WHAT IS IT?

- A document that testifies to the current condition of a property in relation to property titles, cadastre, as well as laws and regulations that may affect it.
- In particular, the dimensions of the property, the swimming pool, the coating exterior, doors and windows.

GOOD TO KNOW

Once the land surveyor gives you the certificate of location, all the elements of the property must remain unchanged.

Your notary will be able to determine if your certificate of location is still valid or not.

If you plan to renovate, do your renovation work before commissioning the land surveyor.

Step 5

THE DOCUMENTS

WHAT DOCUMENTS SHOULD YOU HAVE IN YOUR POSSESSION?

- Pre-sale inspection report.
- Declaration of co-ownership in the case of a condo.
- Assessment report provided by a certified assessor.
- Statement of school and municipal taxes.
- Certificate of location provided by the land surveyor.
- Bills for electricity, gas, home insurance, etc.
- Invoices for renovation work carried out over the years.
- Purchase contract proving that you are the owner of the property.

Step 6

START UP

STATISTICS

According to the Federation of Real Estate Boards of Quebec (FCIQ), 7 transactions out of 10 are made through a real estate broker in Quebec.

THE ADVANTAGES OF A BROKER

- Time saving (marketing, response to requests for information, management and the planning of visits).
- Professional advice (especially if you receive several offers from buyers and you have to bet on the right one).
- The broker's negotiating skills.
- The visibility of your property.
- The broker knows how to target serious buyers.

Step 7

VISIT MANAGEMENT

BENEFITS

- The broker takes care of EVERYTHING.
- You can leave it to your broker to answer all the questions.

TIPS

Tidy up your home.
Make sure the litter box is clean and that there are no foul smells.
Have your animals looked after. Not everyone is comfortable with them.

Step 8

THE BUYER'S CHOICE

WHY YOU SHOULD DO BUSINESS WITH A REAL ESTATE BROKER

- The broker knows how to recognize the candidates to focus on.
- Your broker can help you make the right decision, especially if the buyer offers you less than you ask for.
- You will benefit from the advice of a professional who will recommend that you seize the opportunity, or wait for a buyer who will offer a better price.

SIGNS OF A SERIOUS BUYER

- They inquired about the neighbourhood.
- They sought to buy quickly.
- They had a mortgage preapproval.
- They asked questions during the visit.
- They visited other houses in the area.
- They got back to you within 24 to 48 hours after the visit.

Step 9

ACCEPTANCE OF THE OFFER TO PURCHASE

What the offer to purchase document includes

- The price they offer you for the purchase of the house.
- Various conditions relating to the real estate transaction.

What does the acceptance of the offer to purchase mean

- You agree to sell the house to your buyer according to the terms agreed upon.

Step 10

CONCLUDE THE TRANSACTION

WHAT IS A NOTARY FOR

- Real estate law has no secrets for notaries.
- The documents they write are authentic before the courts.
- It will prevent you from unpleasant surprises when selling your house.
- They ensure the conformity of all documents.
- They manage the sums of money entrusted to them for the sale of the property.

Predictable

EXPENSES

REAL ESTATE PHOTOGRAPHER
About $200. Many real estate brokers offer this service for free.

INTERIOR DESIGNER
From $60 to $150.

APPRAISER
The price to appraise a single family home starts at around $500.

INSPECTOR
Expect between $250 and $400 for a condo and $450 to $550 for a detached house. The prices rise to $625 for a duplex, $700 for a three-storey triplex and can reach up to $1000 for a larger property.

SURVEYOR-GEOMETER
Expect to pay about $1260

REAL ESTATE BROKER
A real estate broker's commission is based on a percentage of the price sold and is payable only if your broker sells your property.

Traps
TO AVOID

1. Make sure you choose a broker who is familiar with the industry.
2. The property appraiser and the expert responsible for providing you with a certificate of location must be part of the Order of Chartered Evaluators of Quebec (OEAQ).
3. Even if it is not governed by a professional order, your home inspector must absolutely have insurance covering errors and omissions in the inspection of buildings.
4. Rely on a realistic price when marketing so as not to scare away buyers.
5. Evaluate each offer carefully.
6. Hire a contractor with an RBQ license to be protected in the event of a dispute.
7. Go through a notary so that the real estate transaction is done in the best possible way.
8. Hire a broker for peace of mind from start to finish.

Our programs

PROTECTIONS

Tranquilli-T

Without a doubt, buying or selling a property is one of the most important events in people's lives. Your RE/MAX broker is aware of this and that is why they are working with your best interest in mind so that this great project can become a reality quickly.

The Tranquilli-T program is guaranteed peace of mind!

THE 4 COMPONENTS OF THE PROGRAM

DELAY AND WITHDRAWAL

The Tranquilli-T program protects you in case of a delay in the signature of the deed of sale or withdrawal.

DEATH

In the event of a death of the buyer and/or his/her spouse, the seller's transaction will be protected.

LEGAL ASSISTANCE

The Tranquilli-T RE/MAX program gives you access to a toll-free legal assistance service.

SMALL CLAIMS

Up to 3 hours of legal supervision for disputes under the Small Claims Division of the Court of Quebec.

* Certain conditions apply. For more information: https://www.remax-quebec.com/en/tranquilli-t/index.rmx

Our programs

PROTECTIONS

Integri-T

The Integri-T program is a guarantee offered to sellers who wish to protect themsel
against hidden defects when selling their property. This unique and exclusive guaran
RE/MAX provides you with financial protection in the event of a claim.

If hidden defects are discovered, the conciliation service manages complaints and allows
parties to avoid recourse to the courts, which will save you fees, expert fees and time.

DIFFERENTIATION
Enhancement of your property by RE/MAX brokers in order to distinguish it from the competition. A guarantee that attracts and secures potential buyers.

CONCILIATION
A fast and free conciliation service is offered to you in the event of a complaint for hidden defects.

FINANCIAL PROTECTION
A significant reduction in your financial obligations of up to $35,000 for a period of 2 years.

* Certain conditions apply. For more information: https://www.remax-quebec.com/en/integri-t/index.rmx

Our programs

FISCAL

CASH DAMMING

What if the mortgage interest on your new personal residence were deductible from your income?

Indeed, for unincorporated self-employed workers, this is now possible. Following a recent decision of the Supreme Court of Canada, combined with a new administrative position from Revenue Canada, they can now use the technique known as “Cash Damming” and thus transform the mortgage interests of their personal residence, non-deductible to deductible interest.

NUMBERS REVERSING

By referring to the table below, we note that an individual who has chosen to amortize his residential mortgage by $150,000 (at an average rate of 6%) over a period of 20 years, will be able to deduct from his income, over years, the imposing sum of $106,388.

	Amortization period			
Mortgage	10 years	15 years	20 years	25 years
100 000 $	32 781	51 179	70 925	91 942
150 000 $	49 172	76 768	106 388	137 913
200 000 $	65 562	102 358	141 850	183 884
250 000 $	81 953	127 947	177 313	229 855

By using a 45% tax rate, the taxpayer will eventually be richer by $47,875 after tax. In addition, the cost of using this strategy ranges from very low to zero! So..

* Certain conditions apply. For more information: https://www.remax-quebec.com/en/conseils/miseapartargent.rmx

40 KM PROGRAM

Tax laws, both federal and provincial, provide that when an individual changes their place of residence in Canada because they are or will be employed in a new place of work, or because they will carry on a business in a new place of work, they can deduct the eligible moving expenses including the real estate broker’s remuneration insofar as his new residence (house, rented apartment, condos, etc.) allows them to get closer to at least 40 kilometres from their new workplace (whether the job is full-time or part-time).

* Certain conditions apply. For more information: https://www.remax-quebec.com/en/conseils/programme40km.rmx

Other programs

THE RE/MAX COLLECTION

The RE/MAX Collection is a program specially created for luxury properties:

- State-of-the-art support throughout the listing and transaction
- Production of a high-end printed presentation document, personalized for the property
- Distinctive signs in the colours of the program
- Enhancement of the property and photos by a team of professionals
- International visibility thanks to the network and specially designed tools: GLOBAL.REMAX.COM

* Certain conditions apply. For more information: https://www.remax-quebec.com/en/infos/collection.rmx

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KEY PROGRAM

Have you just listed your property or signed a promise to purchase with your RE/MAX broker?

You now have the privilege of being a member of the RE/MAX KEY Program! This program will allow you to save on an impressive selection of products thanks to our carefully selected partners.

* Certain conditions apply. For more information: https://programmecleremax.com/home/?hl=en

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