



SELLER'S *Guide*

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The image is a composite of two photographs. The top photograph shows a minimalist interior with white walls and a dark blue horizontal band across the middle. The bottom photograph shows a dining area with a wooden table and chairs, a pink exercise ball, and a white cabinet in the background.

ABOUT ME



Hello! I'm Margaret Burt.

I specialize in real estate sales across Saskatoon, Martensville, Warman, and neighboring areas, drawing from my deep roots in Saskatoon and experiences in Warman and rural living. Currently residing in Saskatoon's vibrant Varsity View neighborhood, I enjoy its proximity to downtown and Broadway.

With a Bachelor's Degree in Agriculture from the University of Saskatchewan and a 20-year dedication to real estate, I bring a wealth of skills and a passion for sales to every transaction. Whether you're a first-time buyer, investor, or selling your family home, I'm committed to ensuring your satisfaction and peace of mind throughout.

As a CENTURY 21® Real Estate professional, I deliver top-notch service, leveraging my local market knowledge and the reputable CENTURY 21® brand to exceed your expectations. Let's work together to turn your real estate aspirations into reality!

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Home Seller's ROADMAP

Follow this road map to help you sell your home!





HOME...
IS WHERE
YOUR STORY
BEGINS

Margaret Burt



Ten steps to SELLING A HOME

- 01 FIND A GREAT AGENT
- 02 ESTABLISH A PRICE
- 03 PREPARE YOUR HOME
- 04 MARKETING
- 05 LISTING
- 06 SHOWINGS
- 07 OFFERS & NEGOTIATIONS
- 08 UNDER CONTRACT
- 09 FINAL DETAILS
- 10 CLOSING

Preparing to Sell



FINDING

a Great agent

01

Finding a real estate agent that you trust and feel comfortable with is as hard as finding the right house to call a home. A purchase of this magnitude is a huge life decision and you want to make sure that your real estate agent is as invested in this sale as you are.

I have over two decades of experience.



INDUSTRY KNOWLEDGE

I have access to a wide variety of resources that is not readily available to the public. I can help you determine the best price and time to sell.

SMART NEGOTIATING

With my experience and expertise, I can help you negotiate the best price for your home.

PROFESSIONAL EXPERIENCE

I undergo annual training and compliance to ensure that I am up to date on any changes in legal paperwork and industry updates.

CUSTOMER SERVICE

I am dedicated to helping you answer any questions that arise from this process. I treat you, how I would like you to treat me!

ESTABLISH

a Price

02

LISTING PRICE

Setting a reasonable listing price is one of the most important aspects in the entire home selling process. If you list too high, you might not get any offers and it can take you a while to sell your home. Alternatively, if you price too low, you might be missing out on a greater return on your investment.



WHAT DETERMINES THE PRICE?

You have two options in order to price your home for sale:

1. You can engage with a third party home appraiser, who will perform an analysis on your home and the neighbourhood.
2. You can get your real estate agent to perform an analysis on other comparable homes that have sold in the area.



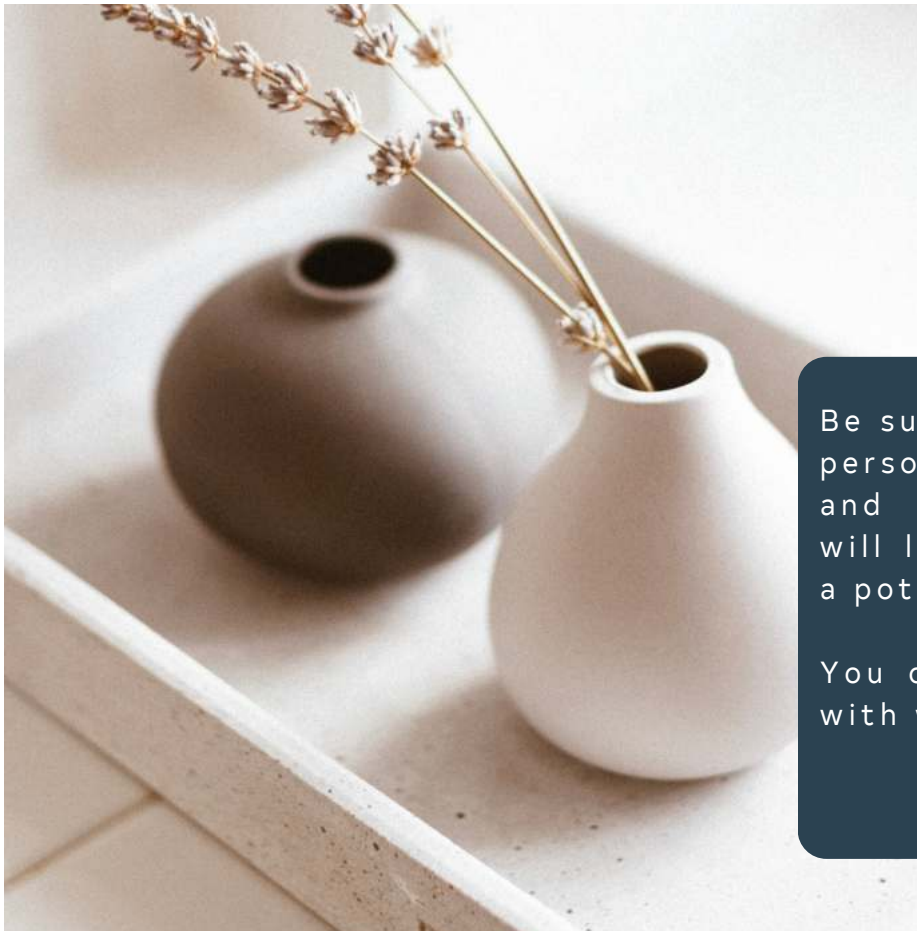
PREPARE

your Home

03

HOME STAGING TIPS

- The way you style your home can be a make it or break it point for a potential buyer. They have to be able to picture themselves living in your space, so be mindful of what you leave visible to viewers.
- You can hire or rent professional props and decorators to help stage your home.
- Consider getting professional photos taken as these determine the first impression the potential buyer will have of your house.



Be sure to put away any personal photographs, and memorabilia as it will look like clutter to a potential buyer.

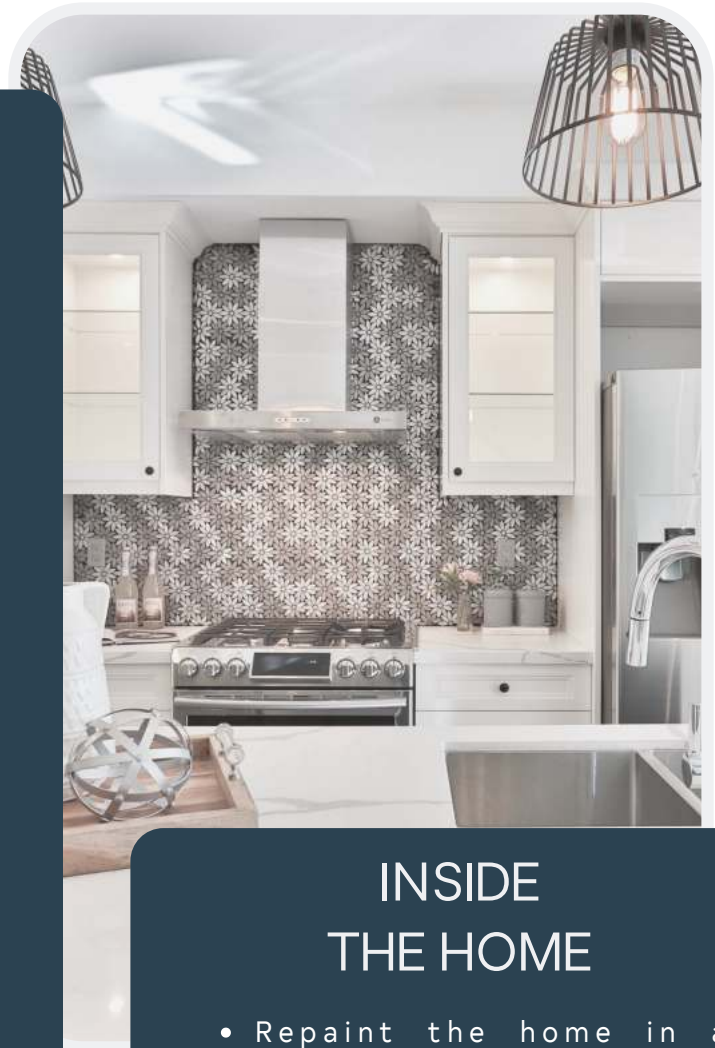
You can replace photos with wall art.

PREPARING

Checklist

OUTSIDE THE HOME

- Take care of the landscaping (i.e.: cut the grass, water the flowers, trim the trees and bushes)
- Remove weeds
- Repaint or re-stain any porches, entryways, and doorways
- Fill in any cracks in the driveway, sidewalks and foundation
- Clean out the gutters of any leaves or twigs
- Test all lighting fixtures and motion sensors



INSIDE THE HOME

- Repaint the home in a neutral colour (preferably white)
- Remove and replace any personal artifacts
- Find arrangements for pets and children, and remove toys and clutter from main spaces
- Make sure that walkways are clear

Finding a Buyer



Make sure that the photos you use to market your home are bright, clear, and capture all angles.

Buyers will feel more comfortable with a variety of photos.



MARKETING TIPS

- Do not list on one site only, be sure to list your house on several different platforms
- Be detailed in your description
- Keep your calendar as flexible as possible! You don't want to miss out on any opportunities!

Listing

05



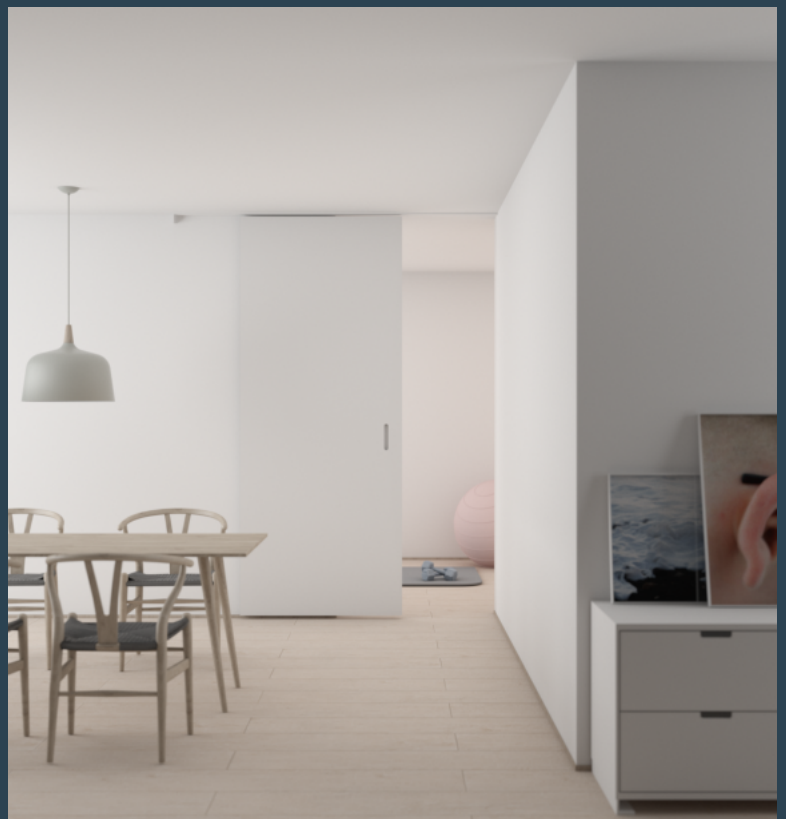
Congratulations! You have officially listed your home for sale.

I will use my network to ensure that your listing is as visible as possible, and reaches the appropriate audience.

I will supply a sign for your front yard to let passerby's know of your intentions to sell.

Make sure your photos and descriptions are clear, attractive, and relevant.

These are the first impressions of your home to a potential buyer.



Showings

For the first few weeks/ weekends, make sure that your calendar is flexible for showings. This will help provide potential buyers a greater number of viewing options.

Private viewings as well as open house viewings will be set up during the first few weeks of listing your home.

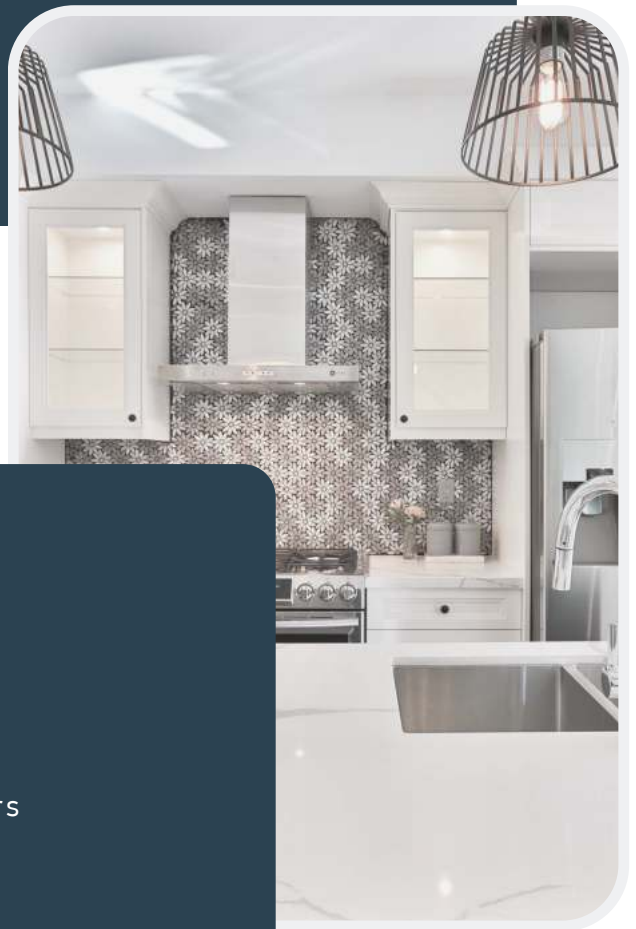
You should make arrangements for pets and children during viewing times, to help make the viewing experience as pleasant and distraction free as possible.



SHOWING *Checklist*

IF YOU ONLY HAVE FIFTEEN MINUTES

- Make the beds and fluff pillows
- Throw away any garbage
- Empty out garbage cans and take out the trash
- Clean the countertops and put away dishes
- Declutter the home, remove any toys
- Turn on all indoor and outdoor lights



IF YOU HAVE MORE THAN AN HOUR

- Complete the above list (15 minute list)
- Vacuum, sweep and mop the floors
- Wipe all major appliances, glass, and mirrors
- Fold or hang up visible clothing nicely
- Dust any visible or reachable areas

FINAL

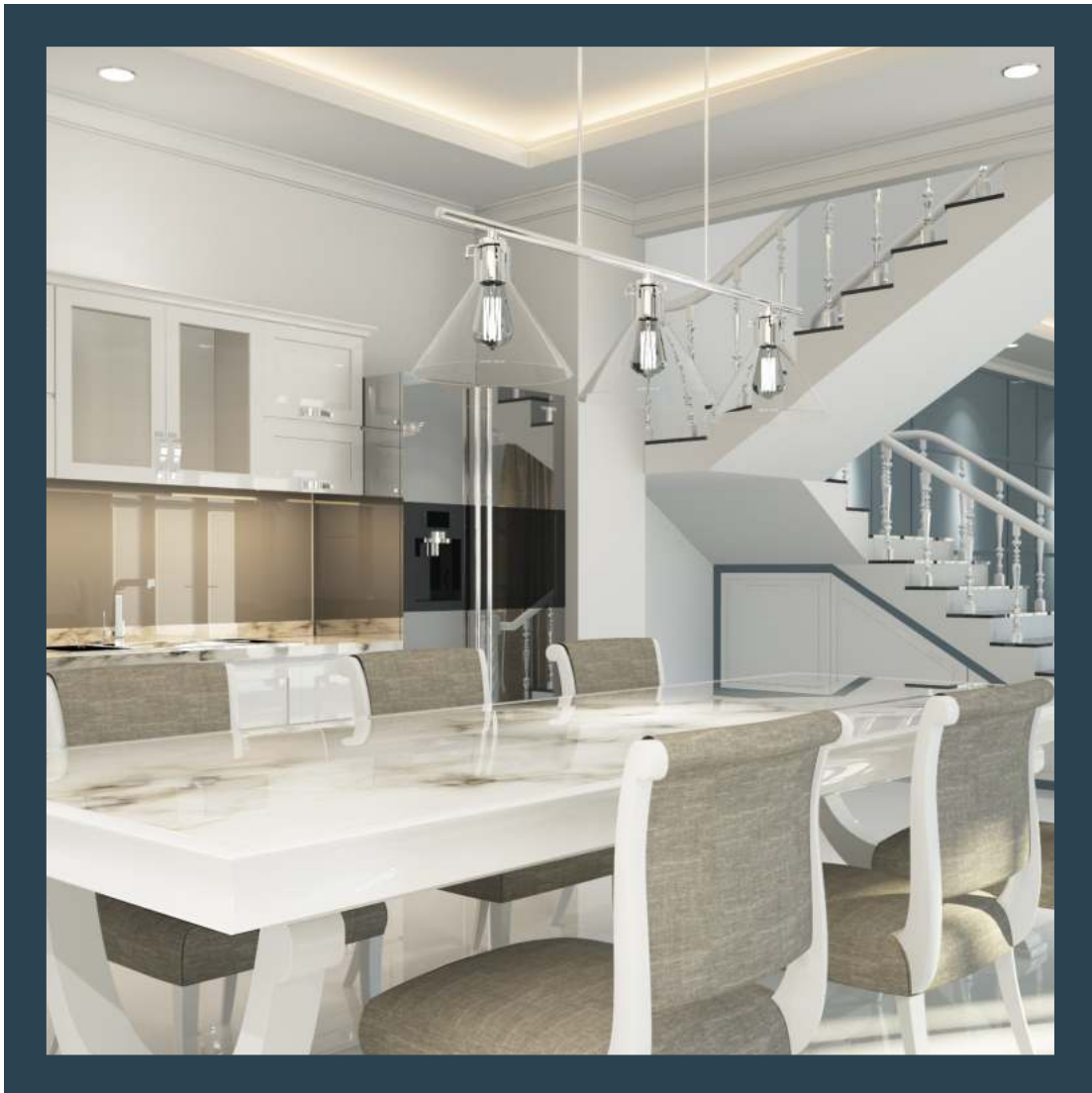
Steps



OFFERS *and Negotiations* 07

At this time, you will be able to accept the offer, negotiate and make a counter-offer, or reject the offer. If you receive multiple offers, I will help you negotiate with the buyers to find a price that you are happy with.

I will ensure that you understand the contract including all the terms and clauses added by the buyer.



Conditionally Sold



The offer will officially become binding once the buyer and the seller both agree to the terms in the contract (which includes the price).

Some things that may need to occur before the closing process can commence:

- Home inspection and any other conditions the buyer will need to finalize prior to the sale becoming firm.
- Final walkthrough of the property

FINAL *Details*

09

Be prepared for obstacles and hiccups! They happen during this phase, but that doesn't mean the sale is over. That's why hiring a true professional is of the utmost importance.

At this time you can start packing and moving into your new place!



Closing

Closing is the final step in your home selling process.

During the closing phase of the sale, you can expect the following:

1. Any other documents including financing, insurance, and legal documents are signed with your legal representation.
2. The negotiated purchase price is paid and any other fees (i.e. commissions) are paid out by the lawyer.
3. The title to the house will be transferred to the purchaser.
4. The ownership is transferred to the purchaser.

Congratulations! You've sold your home!

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CUSTOMER *Testimonials*



Margaret was very thorough and responsive. She is very well resourced and connected us with quality professionals during our home buying journey. She was attentive to our needs when the previous owners did not follow through on their promises, and personally rectified the problems to ensure we were satisfied. Thank you, Margaret!

Riley & Chad

Margaret was very helpful in our search for a house. She knew what we were looking for and delivered. She really understood what we wanted and we were able to buy quickly.

Earl & Roxanne



Margaret is very professional, responsive and accommodating. She made the sale of our home a pleasant experience. I would recommend Margaret if you are looking for an agent to help sell your home.

Kirby



Resources

LANDSCAPING & OUTDOOR

Nathan (Landscape) 306-717-5748
College Pro Window Cleaning ... 306-403-5672
Accent Trees & Landscaping 306-242-2065
Ozmun Exteriors..... 306-862-8477

ELECTRICAL & PLUMBING

James Neufeld (Electrician) 306-717-7262
Leah The Plumber 306-668-0307
Chris-GreyStone Plumbing 306-651-7777
Mark-Ignite Plumbing & Heating . 306-371-5847

RENOVATIONS

SLD Developments 306-220-2979
Meraki Contracting 306-514-2977
Mike Putko 306-229-1374
Evan-CertaPro Painters . 306-462-3782

PROFESSIONAL MOVERS

Ray's Moving 306-933-1122
Nimble Movers 306-292-4112
Britebox Storage 306-668-3300



Notes

A large white rectangular area with rounded corners, containing 20 horizontal lines for writing notes.

Margaret Burt

REAL ESTATE AGENT

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