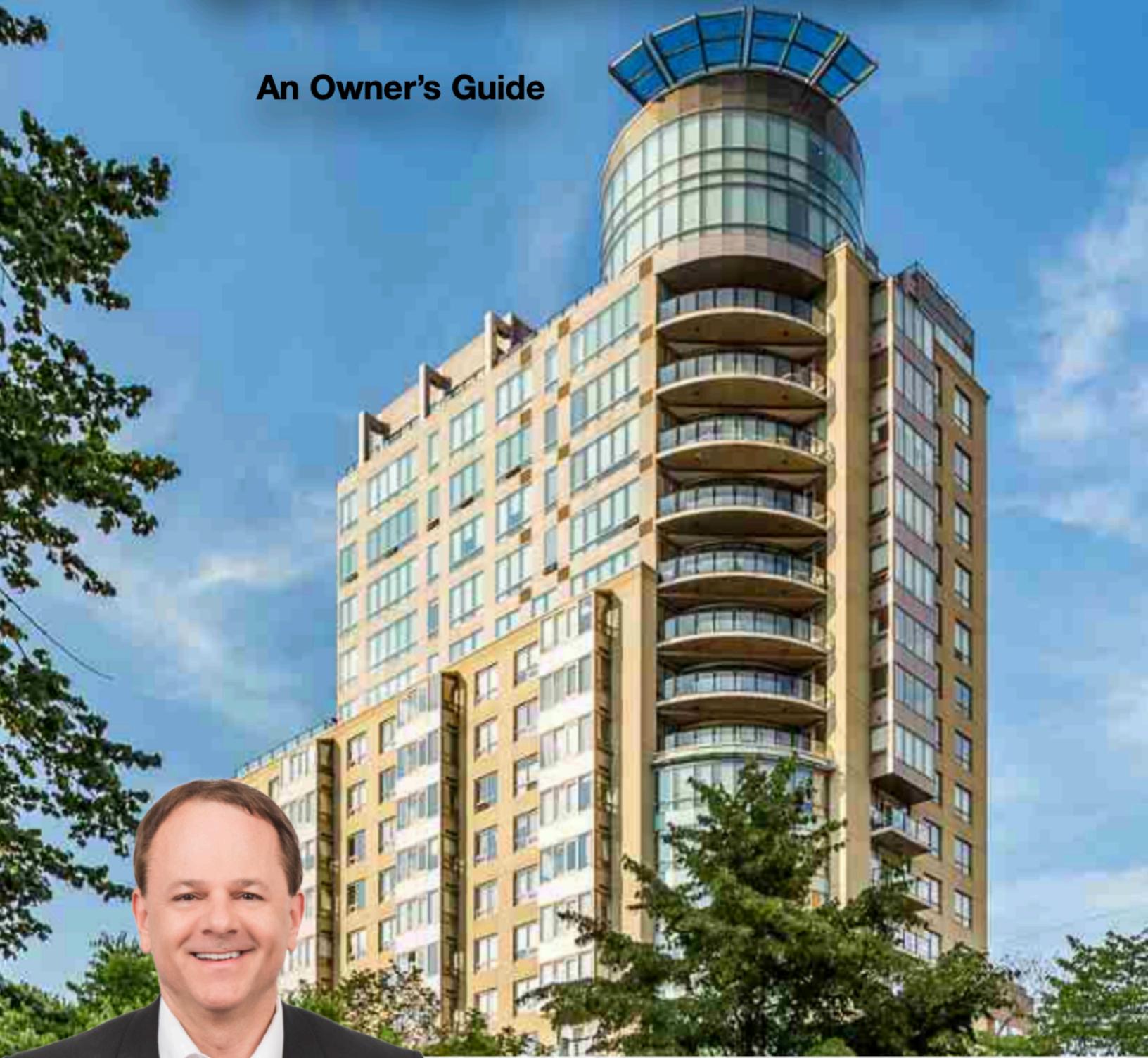


Selling My Condominium

An Owner's Guide



Chris Musial
REALTOR®



RE/MAX
NOVA

Selling your condominium?

You probably have questions like

- *How much is it worth?*
- *How long will it take to sell?*
- *How do I maximize my sale price?*

Let's answer these questions in this
step-by-step approach to

Selling My Condominium.



What does a “Seller’s Market” mean for the sale of my condo?

The Halifax real estate market has experienced historically high appreciation over the past two years. During this so called “Seller’s Market” many single-family detached-homes have sold in a matter of days for more than their asking price. While the value of your property has likely increased during this period, condominiums have not experienced the same demand or appreciation as single-family homes. ***This makes your sales strategy all the more important to maximize your sale price.***



www.ChrisMusial.realtor

Don't leave the sale of your condominium to chance.

How do I maximize my sale price?

Pre-listing preparation determines the success of the sale of your condominium. During the pre-listing phase, I will advise you how to

- Gather documentation
- Reduce buyer objections
- Create the best first impression on buyers

What documentation do I need?

The sale of your home will require a combination of documents unique to its characteristics such as

- Working with the Real Estate Industry
- Seller Designated Brokerage Agreement
- Residential Input Form
- Resale Condominium Schedule
- Equipment Schedule
- Property Disclosure Statement
- Condominium Corporation Documents
- Utility Statements
- Property Tax Statements

I look forward to explaining which documents your listing requires and the purpose each one plays in the successful sale of your condominium.

What is a buyer's objection?

A buyer's objection is the statement of a personal preference or the identification of a material defect to justify withholding or terminating an offer.

An objection can be as simple as a preference for a paint colour or as serious as the financial weakness of a condominium corporation. Objections due to clutter, necessary repairs, cleanliness, and pets are all preventable.

How do I create a best first impression on buyers?

I will suggest strategies for your property to make the best impression on prospective buyers. To maximize your condo's appeal, I will advise you to

- Declutter
- Repair known deficiencies
- Make cosmetic upgrades
- Clean
- Reduce the presence of pets
- Professionally stage

How much is my condominium worth?

To determine your condominium's listing price, I perform a Comparative Market Analysis (CMA). My study includes city-wide real estate market statistics, sales statistics for your neighbourhood, and the sales data for recently sold comparable condos. When I present my report, I will provide you with a range for your condo's asking price based on the statistical data.

How long will it take to sell my condominium?

As part of your CMA, I will provide you with data showing how long comparable condos were on the market before they sold. This data will give you an estimate of how long it will take to sell your condo.

Sell your condominium professionally.

My role as your REALTOR® is to make sure that you are well-prepared so that you achieve the best outcome from the sale of your condominium.

Sell your condominium professionally.

Chris, what will you do to sell my condominium professionally?

I will meet with you to map out a strategic plan. Here are the services I will provide to professionally list your condominium for sale

1. Present an up-to-date analysis of the Halifax real estate market
2. Present a statistically-based Comparative Market Analysis (CMA)
3. Explain listing documents
4. Assemble required supporting documentation
5. Recommend sub-contractors if repairs are required
6. Recommend lawyers for closing
7. Take professional real estate photography
8. Create a 3D virtual tour
9. Produce and promote a listing video
10. Create PDF and printed listing brochures
11. Provide a secure lockbox to facilitate showings
12. Register a full Multiple Listing Service (MLS) listing
13. Provide social media promotion
14. Process sales inquiries
15. Show your condominium to qualified buyers
16. Present offers to you
17. Provide advice for negotiating
18. Recommend moving companies if needed
19. File required documentation
20. Confirm buyer's deposit has been paid
21. Hold buyer to account during the conditions phase of the offer
22. Work with your lawyer towards a smooth closing

As your REALTOR®, I will help you manage the ups, the downs, and the stress of selling your condominium. I will take you through the entire process step-by-step and advise you regarding documentation, decluttering, repairing, cleaning, staging, photography, showings, time-sensitive offers, negotiating, inspections, counter offers, lawyers, and closings.

Don't leave the sale of your valuable asset to chance.
Sell your home professionally with a licensed expert.
Contact me to get started Selling Your Condominium!



How can I get started?
Call, text, or email me.

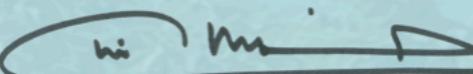


Chris Musial
B.A., CELTA, REALTOR®

RE/MAX
NOVA

RE/MAX NOVA
397 Bedford Highway
Halifax, Nova Scotia B3M 2L3

(902) 876-8000
Musial.Chris@gmail.com
www.ChrisMusial.realtor



© 2025, Chris Musial. All rights reserved.

© 2025, Chris Musial. All rights reserved.
This communication is NOT intended to solicit clients currently under contract.