



YEGAGENTS
Greg Rosychuk

real
Real Broker

Your Home Sellers Guide

Expert Advice and Tips for Selling Property In Edmonton and Area



The logo for YEG (Yegon Agents) is located in the top right corner. It features the letters 'YEG' in a white, stylized font inside a dark blue circle. Below the circle, the name 'Greg Rosychuk' is written in white. The background of the slide has light blue circular patterns.

YEG

Greg Rosychuk

Thank You for Downloading!

If you're thinking of selling your home in 2024 this guide has insightful and useful information to help you get your home sold.

- ✓ Tips Make Your Property Stand Out
- ✓ Typical Seller Closing Costs
- ✓ Real Estate Brokerage Fees Explained
- ✓ Moving Checklist
- ✓ Utility Contact List
- ✓ Closing Day Information
- ✓ Who is Greg Rosychuk and the YEGAgents?
 - Areas that Greg and the YEGAgents serve
 - Services we offer home sellers
 - Testimonials for the YEGAgents

Realtors Association of Edmonton 2024 Forecast – Total Residential

↑
1.2 %

Average Price

↑
2.8%

Sales

↑
4.6%

New Listings

Top Tips to Make The Property Shine

The better the photos look, the faster your home will sell!

✓ Depersonalize Your Home

Remove or Replace family photos that could distract a buyer when viewing your home. You have many memories in your home but when a buyer tours your home, if they can't picture themselves living there, they may not make you an offer. Put another way, if your home is too personalized a buyer may feel like they are invading another persons' personal space. It's also a great way to begin the moving out process by hiding your valuable collections from being on display; kick start moving out by taking your time to pack your treasures away and replace with generic home staging décor.

✓ Declutter Your Home

Organize closets, begin by packing items you haven't used in over a year. Especially Pantry spaces, so your home appears to have plentiful storage. Typically closets and pantries are not photographed for advertising but that is generally one thing buyers will study when touring your home. Remove items from countertops to appear to be more spacious. Essential items can be tucked away in small boxes for photos and showings and easily returned once the showing has wrapped up. If you have many large items waiting to be moved, consider renting a short-term storage locker for the duration of your listing. For example, in the summer, rent a storage space to keep your snow shovels, snow-blower, toboggans, and similar seasonal-use items. If you're listing in the winter, the reverse applies; rent a storage unit for your summer patio umbrella and patio furniture, lawnmower and landscaping/gardening items.

✓ Make Minor Repairs and Paint Touch-Ups

Scuffs and wall abrasions from years of living in a home is very normal; but when a buyer sees drywall damage, they tend to over-estimate the time and cost of painting. By making the home "turn-key" a buyer is more likely to bid higher and quibble over minor items. Check interior doors for squeaky hinges, loose hardware and smooth operation. Check bathrooms for leaky faucets and functioning drain-stoppers, as well as loose toilet bolts. Replace burnt out light bulbs.

✓ Curb Appeal Gets Buyers Inside

Many buyers will do a drive-by of your home prior to viewing inside. Cleaning gutters, topping up foundation grading, trimming trees and bushes from rubbing the house; will all go a long way to conquering a home inspectors list of deficiencies and post-inspection stress.

Typical Seller Closing Costs

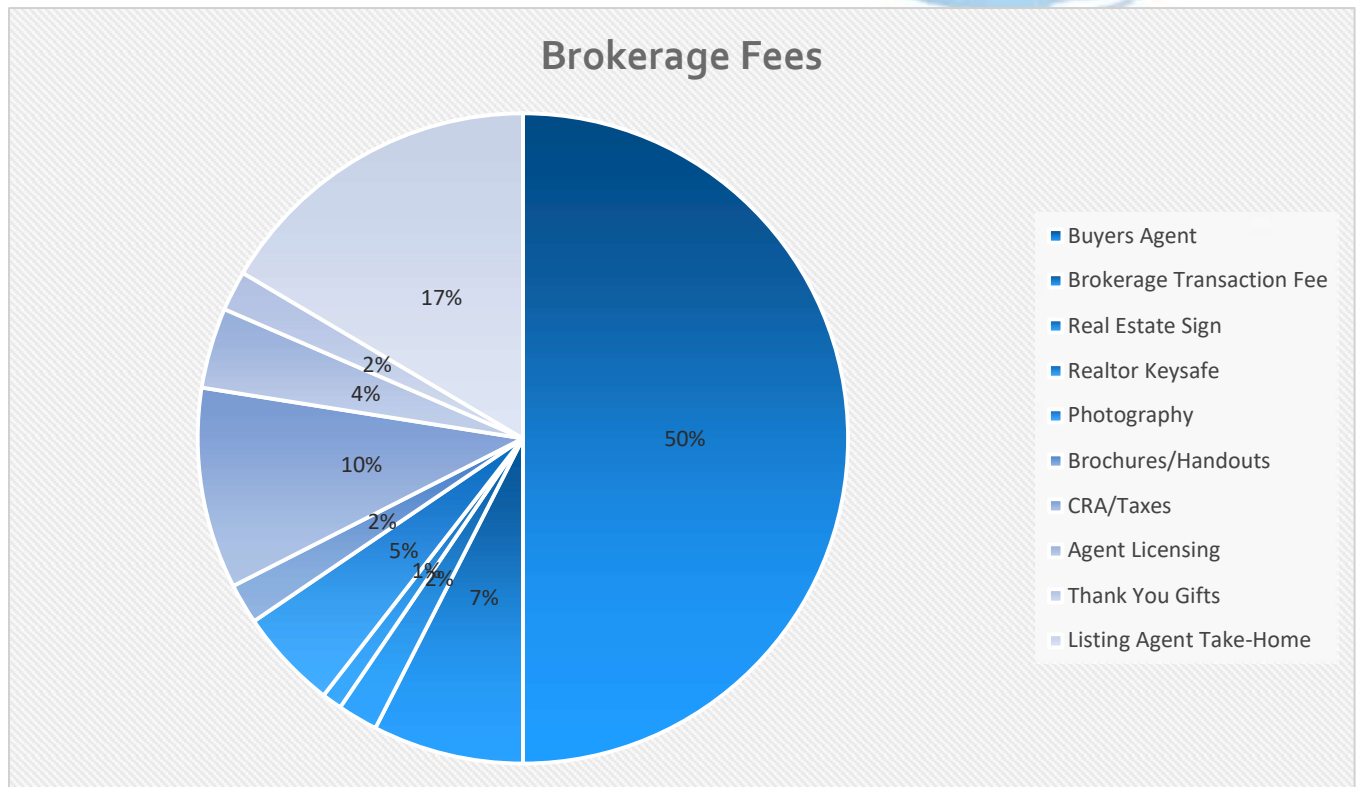
Your professional real estate agent will need to work with you to determine your “Net” and insure you have enough equity to cover these expenses when finalized by your closing law firm. Your first step is to reach your mortgage lender (if applicable) and get an estimate of mortgage closing costs.

- Lawyer (usually deducted from equity and includes land-transfer cost) \$1,500 - \$2,500
- Brokerage Fees..... Negotiable with your Real Estate Professional
- Real Property Report (out of pocket) \$750-\$1000
- Municipal Compliance (out of pocket) \$250-\$500
- Rental Van (out of pocket) \$100 / day
- Moving Company (out of pocket) \$150 / hour
- Property Tax Adjustments (deducted from equity) Varies
- Title Insurance (in lieu of an RPR, if agreed too in an offer) \$300+/-
- Mail Forwarding (out of pocket) \$30
- Inspection Nuisance repairs (out of pocket) Varies
- Professional Move Out Cleaning (out of pocket) \$100/hour
- Mortgage Payout Costs (deducted from equity)
 - Early Payout Penalty Varies
 - Administration Fee Varies

With so many variable costs, work with your real estate agent to determine your “bottom-line”

Where Do The Fees Go?

Real Estate Brokerage Fees Broken Down



Real Estate fees with your listing agent seem high but the reality is that half are offered to a buyer's real estate agent. From the remainder your listing agent has to cover a variety of expenses up front, before your home sells. Generally, the real estate brokerages involved take a large percentage of the overall fee on a successful closing. Should your home not sell, the listing agent is on the hook for these upfront costs. This is why pricing your home accurately is key to a successful sale; a mispriced home often does not find a buyer. Our philosophy is to have a pricing strategy to adjust for seasonal factors and market timing which often produces more buyer interest than a static listing price amount.

When choosing a listing agent to sell your home be sure to discuss the brokerage fees and what services are being included for the fees.

The YEGAgents.ca Real Estate Team offers negotiable and competitive brokerage rates to help you maximize the net from your property sale

Moving Checklist

Provided by Ron Henderson of
Executive Home Inspection
www.exehomeinspection.com

780-651-3608

Have the following information handy

- ✓ Your move in date
- ✓ Your new homes full address (including postal code)
- ✓ Account numbers for utilities and address changes. Some places can do this by phone number. They will more than likely want to verify your identity.
- ✓ A credit card to book services like movers & cleaners

60 days prior to moving

- ✓ Get quotes from 3 Moving Company's or quotes on truck rentals (DIY)
- ✓ Find out what they won't move (food, flammable liquids, propane tanks etc.)
- ✓ Do they take apart/assemble beds, etc.
- ✓ Book the Moving company or rental truck
- ✓ Get an independent appraisal for Movers Insurance
- ✓ Purchase mover's insurance
- ✓ Buy packing supplies (boxes, tape, wrapping material, felt marker etc.)
- ✓ Frog box is a great alternative to cardboard boxes www.frogbox.com
- ✓ Skinny down: Use, Sell or Dispose of items you don't want to move
- ✓ Make a list of items to leave behind (extra paint, extra flooring, window coverings etc.)
- ✓ Take inventory of what you are moving (use your phone camera to document)
- ✓ Plan time off from work (include travel days if you are making a long-distance move)
- ✓ Take a few days off after moving to unpack
- ✓ Schedule days off with boss/HR
- ✓ Plan travel itinerary to new home for family & pets
- ✓ Work Transfer? Know the Process (contact your company's rep for information)
- ✓ Research new schools & daycare

60 days prior to moving continued

- ✓ Register with school/daycare
- ✓ Get quotes for house cleaning services
- ✓ Book cleaning service
- ✓ Get quotes for carpet cleaning
- ✓ Book carpet cleaner
- ✓ Get quotes for Furnace & Duct cleaning
- ✓ Book furnace cleaner
- ✓ Do you need to reserve the elevator for moving? If so, contact the property management company for moving procedures and scheduling.
- ✓ Get quotes for House Insurance for new home and purchase insurance
- ✓ Have insurance start the day you take possession
- ✓ Cancel your existing house insurance the day after you move
- ✓ Save your receipts from your move; your accountant might find tax deductions
- ✓ Book utility disconnects for your old place (water, power, gas, cable-internet)
- ✓ Book utility hook ups for your new place (water, power, gas, cable-internet)
- ✓ If you plan to do any painting or renovations before moving in now is the time to co-ordinate this with trades people.

**ALWAYS RE-KEY THE LOCKS
TO YOUR NEW HOME!
YOU DON'T KNOW
WHO ELSE HAS KEYS.**

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30 days before you move

- ✓ Start packing things you don't need to use until after the move, label boxes by room and by priority
- ✓ Don't forget to check the attic, shed and under the stairs
- ✓ Return any borrowed items
- ✓ Retrieve items lent out
- ✓ Refill prescriptions
- ✓ Continue using up frozen food & extra food

14 days before you move

- ✓ Continue packing, label boxes by room and by priority
- ✓ Pick up dry cleaning
- ✓ Get contents of safety deposit box (if you are moving banks or long distance)

1-2 Days before you move

- ✓ Assemble a moving essential bag & put in aside or in your car (so movers don't misplace it)
- ✓ Pack everything else, label boxes by room and by priority

Moving Day at Your Old Home

- ✓ Supervise Movers loading
- ✓ Sign Bill of lading & confirm time they will be at new house (co-ordinate any scheduled times like elevator or loading zones)
- ✓ Clean house as per sales/rental agreement
- ✓ Final walk thru, check each room, cabinets, & closets
- ✓ Turn off water
- ✓ Lock house (doors, windows & garage)
- ✓ Leave keys as per Realtor instructions (or rental agreement)

Moving Day in Your New Home

- ✓ Get keys, make sure you have all the keys (house, garage, shed etc.)
- ✓ Do a walk thru House, Garage, Yard, Etc.
- ✓ Record any damages, missed cleaning or garbage left behind with your phone camera
- ✓ Verify agreed to repairs have been done (from purchase agreement)
- ✓ Do any planned painting or renovations before moving in (if possible)

Moving Day in Your New Home continued

- ✓ Have any cleaning services in before movers (house, carpet or furnace)
- ✓ Supervise Movers unloading
- ✓ Record any damages from movers (phone camera)
- ✓ Reprogram any keyless entry locks
- ✓ Locate garage door opener remotes & test
- ✓ Reprogram garage remotes and garage keypad
- ✓ Reprogram any WiFi friendly devices (thermostat, door locks, garage door etc.)
- ✓ Confirm utilities are on Power, Water, Gas, cable/internet
- ✓ Confirm location of Water Shut off, Electrical panel, Gas meter
- ✓ Take meter reading of Water, Power, Gas with your phone camera
- ✓ Unpack
- ✓ Sell, give away or recycle packing materials

Don't forget to change your address

- ✓ Insurance: Home, Auto & Life
- ✓ Doctor
- ✓ Dentist
- ✓ Memberships
- ✓ Subscriptions and associations
- ✓ Bank accounts & Credit cards
- ✓ Driver's license & Vehicle registration
- ✓ Health care
- ✓ Mail delivery forwarding
- ✓ Passport
- ✓ Lawyer and Will Holder

The logo for 'Real' is displayed in a white, stylized font within a dark blue circular graphic. The letters are bold and modern, with the 'R' and 'L' having a unique, slightly irregular shape. The background of the logo is a dark blue circle with a white outline, set against a larger, lighter blue circular background with a white outline. The overall design is clean and professional.

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Utility Contacts

Provided by Ron Henderson of
Executive Home Inspection
www.exechomeinspection.com
780-651-3608

- **TELUS (Cell, Internet, TV & home phone)**
www.telus.com
1-888-811-2323
780-310-2255
- **Shaw (Internet, TV and Home Phone)**
www.shaw.ca
1-888-472-2222
780-490-3555
- **Direct Energy (Electricity & Natural gas)**
www.directenergy.ca
1-866-374-6299
- **Epcor (Electricity & Natural Gas)**
www.epcor.com
780-310-4300
1-800-667-2345
Water service to Edmonton
- **Enmax (Electricity & Natural Gas)**
www.enmax.com
780-310-2010
1-877-571-7111
- **Fortis**
fortisalberta.com
780-310-9473
1-866-717-3113
- **Get Energy (Electricity & Natural gas)**
getenergy.ca
Online Chat
780-665-4771
- **Alta Gas**
www.altagasutilities.com
1-866-222-2067
- **Atco Gas**
www.atcogas.com
780-310-5678
1-888-511-7550
- **City of Edmonton**
www.edmonton.ca
311
780-442-5311
- **City of Fort Saskatchewan**
www.fortsask.ca
780-992-6200
- **City of Leduc**
www.leduc.ca
780-980-7177
- **City of Spruce Grove**
www.sprucegrove.org
780-962-2611
- **City of St Albert**
stalbert.ca
780-459-1500
- **Beaumont (town)**
www.beaumont.ab.ca
780-929-8782
- **Devon (town)**
www.devon.ca
780-987-8300
- **Morinville (town)**
www.morinville.ca
780-939-4361
- **Sherwood Park (hamlet) - Strathcona County**
www.strathcona.ca
780-464-8111
- **Stony Plain (town)**
www.stonyplain.com
780-963-2151
- **Leduc County**
www.leduc-county.com
780-955-3555
- **Parkland County**
www.parklandcounty.com
780-968-8888
1-888-880-0858
- **Sturgeon County**
www.sturgeoncounty.ca
780-939-9303

Welcome To Your New Home!

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*We would like to provide you with the following information
and items to make your transition as seamless as possible.*

- Extra Keys
- Mailbox Keys
- Garage Door Openers
- Appliance Manuals
- Other items/chattels in contract
- Mailbox Number: _____
- Mailbox Location: _____
- Garage Code if Applicable: _____
- Alarm Code if Applicable: _____
- Paint Codes: _____
(or even better – leave old paint cans behind, as well as extra flooring pieces)
- Friendliest Neighbour's Names, Numbers and Addresses:

- Next Garbage Day/Recycling/Organics Pickup: _____
- Seller's forwarding address:

- Misc Info:

Who is Greg?

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Greg Rosychuk



He's been practicing Real Estate since the fall of 2011 and has been in professional customer service since an early age. Greg graduated with a Diploma of Audio-Visual Communications at Grant MacEwan and went on to participate in the dot-com boom developing real estate websites, e-book publishing, and retail start-ups. From there he spent a decade in automotive sales, perfecting his client service skills.

Building off the success, the Real Estate industry was a natural next step. In his second year of offering exceptional real estate services, Greg was the fifth most productive agent in his market. In 2013 he relocated his family to Edmonton and moved his business to the "Big City". Let him show you the "Tip of the Iceberg" Home Search and when you find the right place, he'll "put it under the microscope" to ensure you're making informed purchasing decisions for your next home.

Accolades:

- Over \$68,000,000 in gross real estate sales since August 2011
- ARC Realty #2 Top Producer 2022, 2023
- YEGPro Realty #5 Top Producer 2019
- RE/MAX Elite #15 Top Producer 2015
- Top 25% of Edmonton Real Estate Agents 2015 – 2019, 2021
- Rosychuk's Residential Rescue Home Investments and Renovations (2234569 AB Ltd)
- And Former Assistant Deputy Registrar, Government of Alberta Land Titles Office

Residential Real Estate Expert:

Single Family Detached Homes // Attached-style Homes

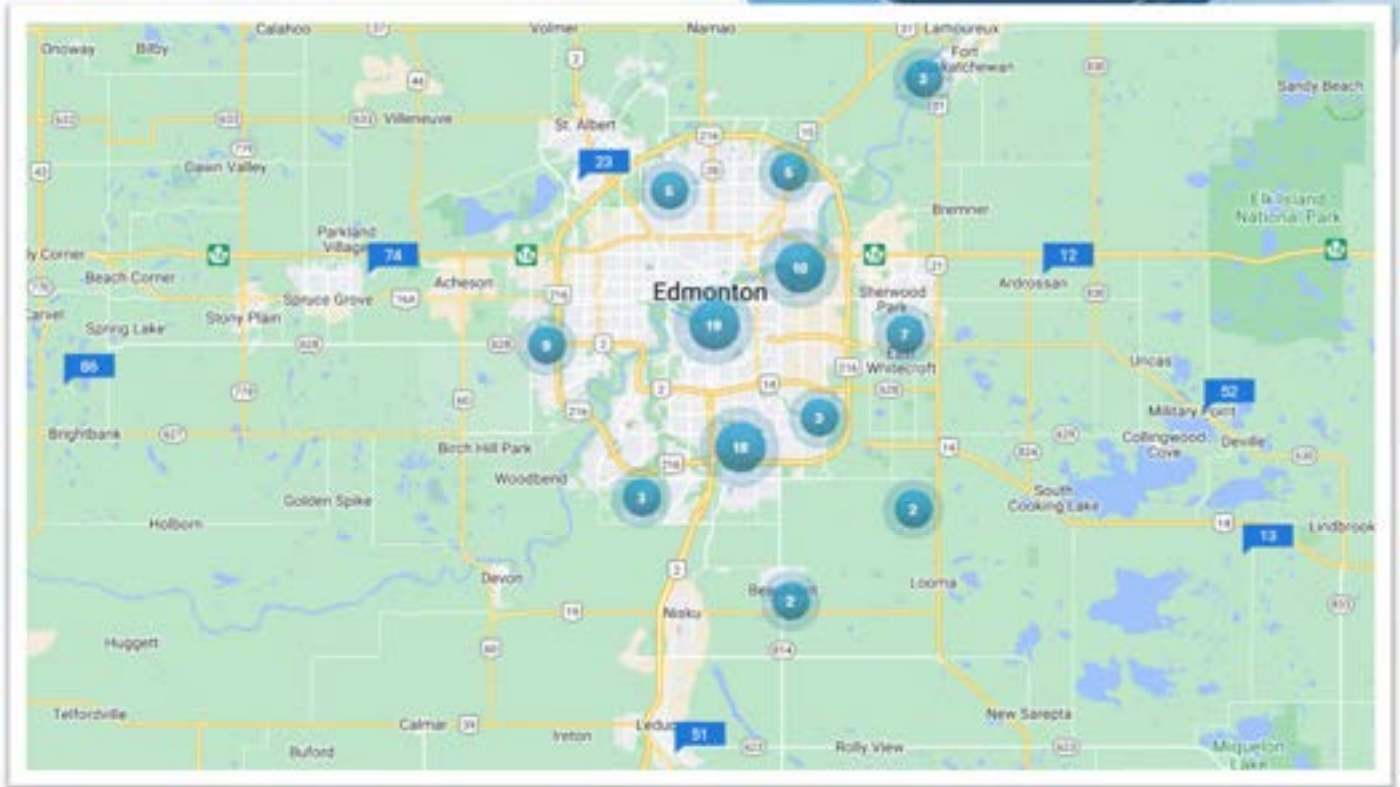
Condos and Bare-Land Condos

Acreages // Bare-Land/Lots

Service Areas

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The YEGAgents can help you buy in:

- Edmonton
- Sherwood Park
- St. Albert
- Spruce Gove
- Stony Plain
- Leduc
- Beaumont
- Fort Saskatchewan
- Devon
- Rural Property in Strathcona County, Parkland County, Beaver County and Sturgeon County

The YEGAgents can help with these transactions:

- First Time Buyers
- Relocation
- Downsizing/Upsizing
- Investment Property
- Foreclosure/Judicial Sales
- Divorce/Separation Situations
- Estate Sales
- Secondary Property
- Recreation Property
- Luxury Property

What We Offer Sellers

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- Free, no-obligation home evaluation and marketing plan
- Listing Photography / 3D Scanning / Measurement / Drone Photography
- HD Video Production
- 24/7 Online Marketing Realtor.ca, YEGPro Realty Website, YEGAgents.ca
- Social Media integration via Facebook, Instagram, YouTube
- Virtual Staging
- High-quality feature sheets and brochures in your home
- Open House 1st weekend on market
- Weekly marketing statistics reporting
- Online showing booking system via text
- New Listing Signage and Professional-grade For Sale sign
- Supra e-key iBox for REALTORS to access your home
- Soliciting buyer showing feedback
- Huge database of 3rd party service providers/trades for any home selling repairs
- Team of Realtors working for you; Broker Graham Hein and Trevor Downey of YEGPro Realty
- Buyer Qualification and verification of their ability to buy prior to them viewing your property
- 24/7 Offer Negotiation availability, expert experience with getting you the best price possible
- Online Signatures via DocuSign, Document Retention for 7 years
- Transmission of Offer Paperwork to your law firm (known as Conveyancing)
- Key Holding services, your home is secure or I rekey your home with a locksmith out of pocket

Top Producing Realtors experience working for you every step of the way;

Greg 12 years' experience, Top 25% of Realtors working in the Edmonton-region; \$68,000,000+ in sales to date

Consistent improvement of my practice via CREA, AREA, RECA, ERA, REAL Broker

Dozens of 5-star online reviews on Google Maps

The latest technology to market your home to the most buyers.

My services are free if your home does not find a buyer, you only pay on successful sale.

If the listing is pre-maturely cancelled before the 120-day period, a fee of \$2500 + GST is due for the upfront expenses invested into the sale of your home.

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Greg Rosychuk

What Clients Are Saying



Nick Schile
5 reviews



★★★★★ 2 months ago

Greg made our first home buying experience so enjoyable. He went above and beyond to make sure that all our questions were answered. If you are looking for a realtor who will absolutely have your back, Greg is your guy!



Michael Hodgins
16 reviews



★★★★★ a year ago

Bottom line: Greg is a genuine professional that goes above and beyond. He is friendly, reasonable, thoughtful and highly experienced in real estate. He helped my mom sell and purchase several years ago and treated her so well, she still talks about him. Now he has helped me purchase my first home and I couldn't be more satisfied with his service. He spent a lot of time teaching us how to do things like change locks and set up utilities which he didn't need to do. I could go on about everything he has done for us but I think you get the point! You won't regret hiring Greg, I can guarantee that.



Michael Swanson
Local Guide · 51 reviews · 47 photos



★★★★★ a year ago

Greg helped me sell an investment property of mine. He recommended a few updates that would make it more modern and desirable. With Greg's knowledge and experience, I was able to sell quickly at a price that I was very happy. I have been using Greg as a realtor for years and I would gladly use him again.



Liam Colton
Local Guide · 10 reviews · 35 photos



★★★★★ 2 years ago

Positive: Professionalism, Responsiveness

As a first time home buyer in this fast pace market I needed a knowledgeable realtor who was on the ball. Greg offered that and so much more. His experience with home renovations gave me the ability to see beneath the paint and drywall, he pointed out potentially expensive future problems inside and out. Greg's upbeat charm really showed his diligent passion for real estate and appreciation for his client's satisfaction. From start to closing Greg worked with me around my schedule, adhered to my timeline, kept me informed of new listings and efficiently scheduled multiple house viewings in one day! Thank you for making my first time a breeze ☺