

FREE GUIDE · GREATER SUDBURY

The Sudbury Seller's Guide

How to price, prepare and sell your Greater Sudbury home for top dollar, step by step.

From Jason King and Team KING · Call or text (705) 988-1022

4.9 ★

33 Google reviews

Readers' Choice

Best Real Estate Team
in Sudbury 2024, 2025
& 2026

Since 2015

Hundreds of homes
sold

Prep covered

Cleaning, painting &
staging

Selling your home well comes down to three things: **the right price, the right presentation and the right exposure**. Here's how the process works in Greater Sudbury, and how Team KING handles each step.

Step 1: Get an accurate price

Price is the most important decision you'll make. Priced right, a home draws the most buyers in its first weeks on the market, which is when interest is highest. Priced too high, it can sit and end up selling for less.

We base our pricing on recent sold homes near you, current competition and market conditions, not guesswork. An online estimate can't see your new roof, your finished basement or the work you've put into the yard. A local evaluation can.

Free, no-obligation home evaluation. Request yours at teamking.ca/sudbury-home-value or call (705) 988-1022. Need it in writing for an estate or your lawyer? Ask for a free Opinion of Value letter.

Step 2: Prepare your home

- **Declutter and depersonalize** so buyers can picture themselves living there.
- **Take care of small repairs** such as dripping taps, sticky doors and burnt-out bulbs.
- **Deep clean, freshen up paint** where needed, and tidy the yard and entrance.
- **Gather your documents** (see the checklist on the next page).

Team KING covers your prep costs. When you list with us, we get your home cleaned, painted and staged so it shows at its best, and we pay for it. You're not out of pocket getting the house ready. Our network can also help with renovations and landscaping.

Thinking about a pre-listing inspection? It can head off surprises before a buyer's inspector finds them.

Prep checklist, room by room

Outside and entrance

- ☐ Tidy the yard, walkway and entrance
- ☐ Clear the driveway and garage of clutter
- ☐ Replace burnt-out exterior bulbs

Kitchen and bathrooms

- ☐ Clear the counters
- ☐ Fix dripping taps
- ☐ Deep clean, including grout and appliances

Living areas and bedrooms

- ☐ Declutter and remove personal photos
- ☐ Fix sticky doors and burnt-out bulbs
- ☐ Touch up or freshen paint where needed

Documents to gather now

- ☐ Utility costs (hydro, heat, water)
- ☐ Your property tax bill
- ☐ Receipts for upgrades: roof, furnace, windows
- ☐ Permits for any work you've done
- ☐ Rural homes: well and septic records, such as water tests and pumping receipts

Step 3: Market it properly

Every Team KING listing gets:

- Professional photos and top-of-the-line video of your property
- Drone footage that shows off your home, lot and neighbourhood
- Exposure on MLS®, our website and our social channels, including our YouTube channel
- Targeted marketing to reach the right buyers
- Open houses, when they suit your home and your schedule

Step 4: Showings

Keep the home show-ready, make it easy to book, and step out during showings so buyers can relax and look around. We gather feedback after showings and share it with you so we can adjust if needed.

Step 5: Review offers and negotiate

An offer is more than a price. We'll go through the deposit, the conditions (such as financing and inspection), the closing date and what's included, and help you compare multiple offers side by side. Then we negotiate for the best price and terms.

Step 6: Conditions, firm deal and closing

Once the buyer's conditions are met, the sale is firm. Your lawyer handles the transfer, pays out your mortgage and sends you your proceeds on closing day.

- **Plan for:** your lawyer's fees, any mortgage discharge or prepayment penalty, and the real estate commission.
- **On closing day:** leave the home clean, with keys, garage remotes and manuals ready for the new owners.

Selling in a special situation?

- **Estates and probate:** we handle the organizing, clean-out, cleaning, painting and sale for executors and families, and keep out-of-town family updated. (General information only, not legal or tax advice. Speak with an estate lawyer about your situation.)
- **Homes with acreage** and rural properties on well and septic.
- **Downsizing** from the family home to something smaller.
- **Cottages, camps and waterfront**, including island and boat-access properties. We cover the entire Sudbury Real Estate Board area.

Why Team KING

- Sudbury.com Readers' Choice Best Real Estate Team in Sudbury: 2024, 2025 and 2026
- Jason King: REALTOR® since January 1, 2015; RE/MAX Titan Club (2025), Hall of Fame Award and Canada Lifetime Achievement Award
- 4.9 stars from 33 Google reviews
- Bilingual service: Shawn Boucher and Aleks McTaggart offer full service in French.
Service complet en français.
- Every sale gives back: \$50 to the Sudbury YMCA and \$10 to Children's Miracle Network

What's your home worth?

Free, no-obligation evaluation. Call or text Jason King at [\(705\) 988-1022](tel:7059881022)
or visit teamking.ca/sudbury-home-value

Because you deserve a castle.

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