THE SELLER'S ROADMAP

Selling A Home In Alberta, Step By Step

What actually happens from the day you decide to sell until you hand over the keys and the money lands.

STEP 1 · BEFORE LISTING

Price It Right

• Good pricing comes from real nearby sales in your neighbourhood, not online guesses.
• Check how long homes are taking to sell in your town. Days on market differ a lot across Central Alberta.

STEP 2 · 2–4 WEEKS OUT

Get Your Paperwork Ready

• You'll need an up-to-date RPR with a municipal Certificate of Compliance. Buyers expect it, and it can take weeks to get.
• Know your mortgage payout and any liens on title.
• Focus on easy, high-return fixes like paint, lighting and curb appeal.

Good To Know: Order the RPR early. Fences or decks built since the last survey can hold up compliance.

STEP 3 · LAUNCH WEEK

Go To Market

• Good photos, a floor plan and a virtual tour make a big difference online.
• Your listing goes out on MLS® and gets shared across sites like this one.

STEP 4 · WEEKS 1–4

Showings & Feedback

• Showings use a lockbox and notice periods. Have a plan for pets and kids.
• Read the feedback every week and adjust quickly if buyers keep saying the same thing.

STEP 5 · WHEN OFFERS COME IN

Weigh The Offers

• Look at more than price. Conditions, deposit size and dates all matter.
• You can counter, accept with conditions, or work through multiple offers.

STEP 6 · POSSESSION DAY

Closing & Handover

• Your lawyer pays off your mortgage and adjusts property taxes and utilities.
• Leave keys, garage remotes and appliance manuals behind.
• Your money arrives once the deal closes, usually right around the noon key handover.

General information only, not legal, tax or financial advice. Corridor Real Estate connects you with local licensed agents.

Your Checklist

- ☐ Get a valuation
- ☐ Order an updated RPR & compliance
- ☐ Request your mortgage payout
- ☐ Prep and declutter
- ☐ Book photos
- ☐ Plan for showings
- ☐ Review offers & conditions
- ☐ Meet your lawyer
- ☐ Leave keys & manuals

Alberta Jargon Buster

RPR & Compliance
A survey of your lot plus a stamp from the town confirming everything meets bylaws.

Dower Consent
If your spouse isn't on title but lives in the home, they may need to sign off on the sale under Alberta's Dower Act.

Conditions
The things the buyer needs to check, like financing or an inspection, before the deal goes firm.

Adjustments
Small credits between you and the buyer for prepaid taxes or utilities.

Holdback
Money held back at closing until a small item is fixed, like a missing compliance stamp.

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