NANAIMO SELLER WORKSHEET

Private Sale vs. Agent-Assisted Sale Worksheet

Compare the work, cost and support for each way of selling your Nanaimo home.

Start with the same home, target date and estimated sale price.

In a private sale, you organize the work you do not hire out. With an agent, confirm the work your brokerage will handle in writing. You still make the sale decisions.

PROPERTY OR NOTES	TARGET SALE DATE OR TIMELINE

01 Who will do the work?

For both routes, name who will do each task and what support they have agreed to provide. Examples: me, another owner, listing agent, photographer, lawyer or B.C. notary.

WHAT TO COMPARE	PRIVATE SALE	AGENT-ASSISTED SALE
Pricing and local sales Find recent Nanaimo comparables and decide when to revisit price.		
Marketing and exposure Arrange photos, floor plan, listing channels, ads and budget.		
Showings and follow-up Schedule visits, manage access and gather feedback.		
Offers and negotiation Track offers and deadlines, assess conditions and handle counters.		
Agency and support Confirm who represents you. Do not assume the buyer's agent does.		
Disclosure and records Identify property facts to disclose, record offers and track changes.		
Contract and closing Confirm who reviews contract terms before signing and who handles closing.		

If the buyer has an agent and you are unrepresented, that agent acts for the buyer. Read any BCFSA disclosure and arrange your own advice before negotiating or signing.

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Compare written costs, time and help before choosing a route.

02 What could each route cost?

Use one estimated sale price for both columns. Request written quotes including applicable tax. Include a cost in both routes if it applies. Do not count an included item again.

WHAT TO COMPARE	PRIVATE SALE	AGENT-ASSISTED SALE
Assumed sale price Use the same price in both columns.		
Marketing and admin Media, advertising, listing fees or other outlays.		
Brokerage fees, if any Confirm fees payable under any written agreement.		
Legal / conveyancing Quote scope, fees, tax and disbursements.		
Estimated total costs Include taxes; note any unknowns.		
Your time and backup plan Time per week; what if you are busy or away?		

A lower estimated cost does not guarantee higher net proceeds. Timing and the actual sale price can differ. This worksheet does not calculate totals.

03 Choose an option and set a review date

Before choosing: can you explain the price, manage showings, assess and negotiate an offer, and protect the deadlines? On either route, contact a B.C. real estate lawyer or notary early for conveyancing. Ask exactly what they handle. Seek a lawyer’s advice on complex terms or disputes.

PREFERRED ROUTE OR WHAT IS STILL MISSING

NEXT ACTION AND WHO OWNS IT

REVIEW DATE

References **BCFSA representation** **BCFSA completing a sale** **B.C. Notary services**

Planning tool only. Not legal or tax advice.

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