

❖ **General Process of selling your place**

- ✓ Select a suitable realtor, if you wish to work with a Realtor
- ✓ Sign a Listing Representation Agreement
- ✓ Listing Your Home and Conducting Showings
- ✓ Pricing Your Home, Setting an Offer Format and Reviewing Offers
- ✓ Offer Negotiation, Countering and Acceptance
- ✓ Sale Closing

❖ **Selling Your Home Before Your Mortgage Term Ends**

You might choose to sell your home before the mortgage term ends for several reasons and break your mortgage contract. If you are considering selling your house early, make sure that you understand the costs that are associated with breaking the mortgage contract.

The cost of selling your home before the mortgage term ends and breaking the mortgage contract will depend on your mortgage type. If you have an open mortgage, you can sell your home without paying penalties for breaking the mortgage contract. However, if you have a closed mortgage, there will be penalties for selling your home before the term is up. [Learn more about Prepayment penalties](#). There will also be administrative fees, appraisal fees, reinvestment fees and a mortgage discharge fee, which removes the charge on your current mortgage and registers a new one.

Proceeds from Sale of your property will be appropriated to the CRA and secured creditors (Mortgagee/bank) as per the powers. Also, the reduction in equity or increase in liability will be borne by the homeowner/borrower.

❖ **Things to consider when selling your home**

- Understand if it's appropriate for you to stay or sell
- Know all the costs and your affordability
- Choose the right time to sell (Time of year, Current competition & Market situation)
- Make sure your home is ready for a sale
- Selecting a Suitable Realtor
- If possible, sell your current home before you buy another one
- Try to coordinate closing dates
- Look at ways to use the equity in your current home



❖ **Tax considerations**

For understanding the tax implications of principal residence sale , you may refer to [Income Tax Folio S1-F3-C2, Principal Residence](#) and [Line 12700 - Taxable capital gains Principal residence](#) for reflecting the gains or loss.

[Learn more about selling your home.](#)

