

# Seller's Road Map & Listing Guide



Real Estate.  
Simplified.

Scott Miller  
250 509 0281  
Real Estate Consultant  
[www.ScottMillerRealty.ca](http://www.ScottMillerRealty.ca)





# Who am I?



## I am your vision facilitator

I am an active listener, note-taker, and keen observer. I am very clear about my role. I work with you through my detailed process to acquire a comprehensive vision of your goal, preferences, and outcome. Within this collaboration, I facilitate your vision. You call the shots - I execute. Together, we cross the finish line to begin your new chapter of life.

## Why work with me?

I am kind, patient, and results-driven.

I've often heard, "Scott is not your typical real estate agent." My clients' successes have been attributed to my rapid execution, work ethic, and extensive network.

## What sets me apart?

- **Proactive Preparation:** Many agents list properties and wait. I front-load the process, asking dozens of detailed questions to minimize delays when buyers inquire. Every listing comes with a comprehensive digital information package, ensuring all the critical details are readily available.
- **Specialization in Remote Transactions:** Whether you're buying or selling remotely, I utilize 3D virtual tours, detailed floor plans, and video walkthroughs to ensure all parties are fully informed. While many agents overlook these tools, they're a standard part of my process.
- **Extensive Track Record**





# Client Testimonials



**SCOTT MILLER**  
REAL ESTATE

"After our complicated deal fell through trying to sell it privately, Scott was able to market our property beautifully, secure 21 viewings in the first weekend it hit the market, and got us 6 offers by Monday (Many of them over asking price). I'd highly recommend anyone looking to buy or sell in the Kootenays to use Scott Miller."

**David Stegman**



"Working with Scott when we sold our house was a pleasure. He's a fantastic communicator, smart, honest and hard working - all the qualities I want when I'm working with a realtor. I'd highly recommend Scott!"

"I have never felt so safe, respected and cared about in a real estate transaction before. He was fantastic with communication, handling my tenants with respect, intelligence and care. All of the bells and whistles like the 3D scan and walk through were awesome. Scott nails it on literally all aspects of the real estate business. Thanks Scott, it was a pleasure and an honour to work with you!"

**Alexander Lamm**



**Jim Barnum**



"Scott is the most amazing realtor you'll ever find! It's not often you find a realtor that genuinely cares about you as a human and is completely transparent, informative, and authentic."

**Javia Selina**







# Recent Transactions



1515 Cedar St

60 Days on Market

Sold for 94% of  
Asking Price

**\$1,400,000**



3210 Pass Creek  
Road

28 Days on Market

Sold for 105% of  
Asking Price

**\$659,000**



4588 Falls Creek  
Road

7 Days on Market

Sold for 100% of  
Asking Price

**\$888,000**



8788 Highway 6

20 Days on  
Market

Sold for 99% of  
Asking Price

**\$629,000**



5769 Highway 95

84 Days on  
Market

Sold for 92% of  
Asking Price

**\$1,190,000**



2612 Robison Road

31 Days on Market

Sold for 103% of  
Asking Price

**\$879,000**



# Seller's Roadmap

## 1 Let's Meet

Share with me your vision. Together we outline a step by step guide to achieve your goals.

## 2 The Listing Agreement

You can cancel at anytime with no financial penalty. Payment is only due upon successful sale.

### List Price

Together we review the market and listing strategy.

## 3 Staging, Prep, & Data collection

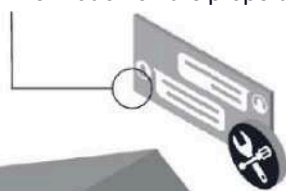
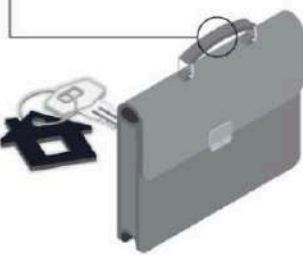
Together we prepare the property to capture content. We gather all relevant information on the property.

## 4 Shoot Day

My team captures high calibre photography, drone shots, videography, and 3D Scan.

### List for Sale

I provide you the Draft Listing for your review. Upon your approval, the listing goes Live in the MLS!



## 5 Offers and Negotiations

Offers start coming in! We work with buyers to receive their opportunities presented.

### Choose an Offer

We provide you with a comprehensive analysis of the offers presented. You decide which offer to work with.

## 6 Subject Removal Period

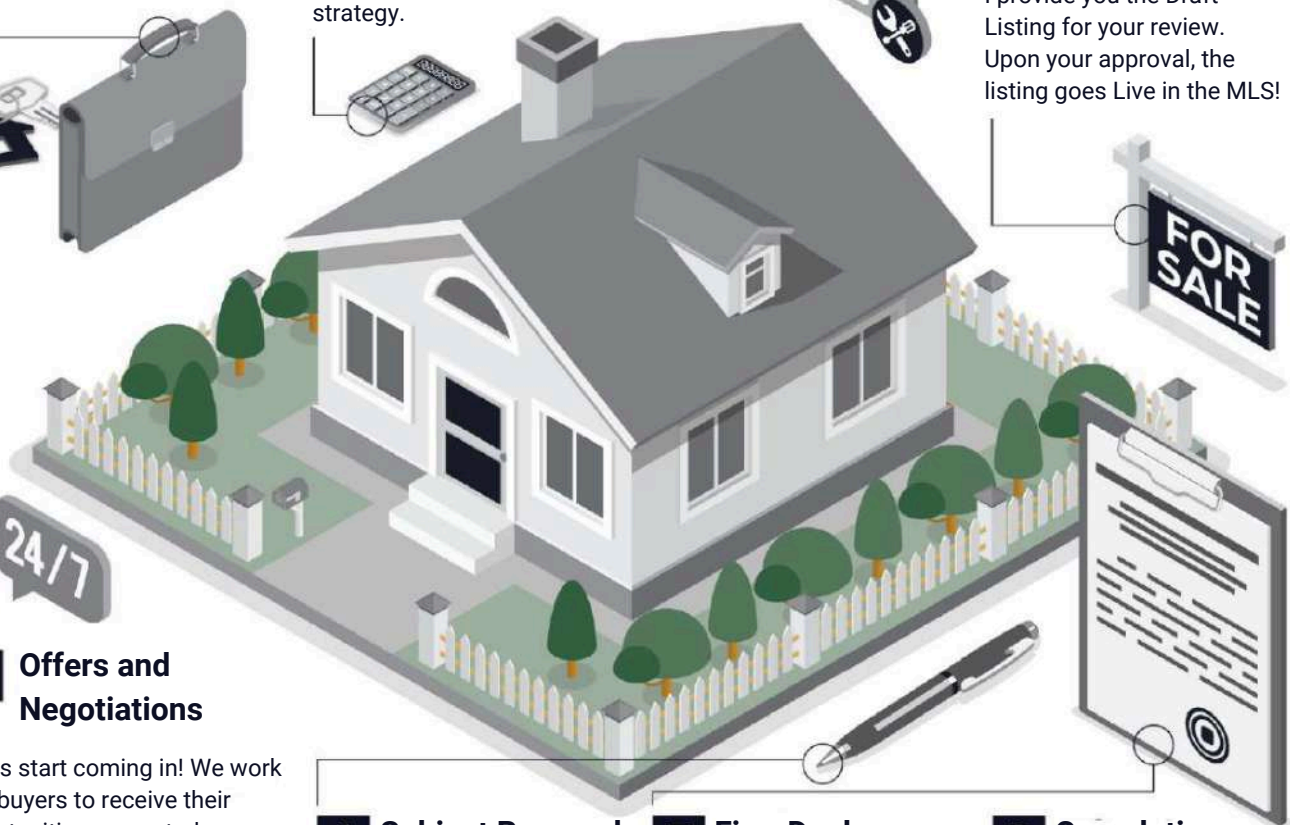
Once an offer is accepted, we enter the subject removal period. This is typically a 2 to 3 week period in which the buyer conducts due diligence. This commonly includes an inspection and appraisal.

## 7 Firm Deal

Once the buyer removes subjects, the property is officially Sold! The Deposit is typically due upon Subject Removal.

## 8 Completion

You receive the proceeds of sale upon completion. The keys are presented to the buyer on Possession Day.



SCOTT MILLER  
REAL ESTATE



# Marketing Your Property

I utilize a Comparable Market Analysis for pricing strategy. This information will be a market-backed price range recommendation for your listing.

Upon confirming the list price, we proceed with acquiring the listing content!

## The Plan

- Professional Photography & Drone
- High-Calibre listing video
- 3D Virtual Tour for remote buyers
- Floor Plans
- Create a comprehensive Digital Information Package
- Create a showing schedule
- Expose your listing to my associates and network of real estate agents
- Social media campaign
- Call in offers!





# Home Staging Checklist



**SCOTT MILLER**  
REAL ESTATE

## Less is More

Removing as many items off tables, counters, and furniture as possible is important.

Just when you think you have cleaned the counter-tops enough, simplify further!

It is important to personalize the space. This will allow buyers to see themselves in the home!

## Setting the Scene

- ☐ It is highly recommended to have a home professionally cleaned prior to shoot day. This exemplifies the standard of care in the home.
- ☐ Clean the windows, inside and out. This goes a long way - buyers notice.
- ☐ Remove bins, daily items, and unsightly objects.
- ☐ Organize anything that will be visible to the photographer or buyer.
- ☐ Open all blinds to let in as much natural light as possible.
- ☐ Make all the beds.
- ☐ Remove all towels and place all toilet lids down.
- ☐ Remove all pet-associated items.
- ☐ Ensure the front of the fridge is clean and tidy.
- ☐ Turn on all the lights and replace any burnout bulbs.
- ☐ Try to avoid strong scents and cleaners.
- ☐ Remove all vehicles from the property for shoot day.
- ☐ A fresh coat of paint can go a long way.
- ☐ If you have a fireplace, it would be great to have a fire lit for shoot day. If your fireplace has glass, ensure it is clean.

## The Money Shot

The 'money shot' is the main listing photo—the one that grabs attention and draws potential buyers in. Let's make it unforgettable! Any extra effort to make the front of the home stand out and truly pop will be invaluable in creating a lasting first impression.



# Home Prep Checklist



**SCOTT MILLER**  
REAL ESTATE

## Taxes

If applicable, is the home considered a primary residence? If not, the sale of this property may be subject to Capital Gains Tax. It is recommended to speak to an accountant or tax professional.

Has this home been purchased in the past 2 years? Anti-Flipping Tax may be applicable.

## Fireplace Insurance

Do you have a fireplace? If so, it is favourable to have a WETT inspector inspect it. If your fireplace has not been WETT Inspected in the past 5 to 10 years, it will have to be inspected in order for prospective buyer to acquire home insurance. A WETT Inspection Report is approx \$300.

## Septic Inspection

Do you have a septic system? It is advantageous to have the septic system pumped and inspected. A tank needs to be pumped in order to be inspected. A septic pump and inspection is approx \$750. I recommend requesting digital photos of the tank from the contractor.

## Utility Bills

If applicable, it is helpful to have the average monthly electrical and gas bill amounts. This way we can provide this information with the listing and/or inform a prospective buyer upon request.

To acquire the average monthly utility amounts, simply email:

Nelson Hydro - [HCLerk2@nelson.ca](mailto:HCLerk2@nelson.ca)

Fortis Electrical - [electricity.customerservice@fortisbc.com](mailto:electricity.customerservice@fortisbc.com)

Fortis Gas - [gas.customerservice@fortisbc.com](mailto:gas.customerservice@fortisbc.com)





# Contractor Contacts



**SCOTT MILLER**  
REAL ESTATE

## Cleaners

Zen Cleaning 236 972 9767 [www.zencleaningkootenays.com](http://www.zencleaningkootenays.com)

Nelson Cleaning 250 509 0862 [www.nelsoncleaning.ca](http://www.nelsoncleaning.ca)

Refresh Cleaning [www.efreshcleaning.ca](http://www.efreshcleaning.ca)

## WETT Inspectors

Red Point Chimney 250 354 3489 [redpointchimney.com](http://redpointchimney.com)

Kootenay Woodstoves 250 352 2001 [Info@kootenaywoodstoves.com](mailto:Info@kootenaywoodstoves.com)

Chimney Cricket 250 354 3112 [thechimneycricket@gmail.com](mailto:thechimneycricket@gmail.com)

## Septic Inspectors

Valhalla Septic Services 778 454 2221 [valhallaseptic@gmail.com](mailto:valhallaseptic@gmail.com)

All-Around Septic Services 250 354 3644 [www.allaroundsepticervices.com](http://www.allaroundsepticervices.com)

Beaver Septic 250 354 3508

## Pre-listing Inspectors

Nathan Wheaton 250 505 3899 [www.timberlineinspections.ca](http://www.timberlineinspections.ca)

Jered Devries 250 777 2421 [www.housetohomeinspection.ca](http://www.housetohomeinspection.ca)

Jacques Laplante 250 551 1284 [www.hivehomeinspections.ca](http://www.hivehomeinspections.ca)

