



DENNIS MUNRO

REAL ESTATE



THE ULTIMATE

SELLER GUIDE

Your Complete Guide to Selling
your Home with Confidence.

TRUSTED EVERY STEP



WELCOME

Thank you for considering me to help you sell your home.

I understand that selling your home is a big decision - financially and emotionally. My goal is simple: to make the process as smooth, profitable, and stress free as possible while getting you the best possible results.

With a proven marketing strategy, expert negotiation skills and unwavering commitment to communication, I'll guide you through every step of the journey. You'll always know what's happening, what to expect, and what comes next.

This guide is created to answer the most common questions sellers have and to give you a clear overview of how I market homes and deliver exceptional service.

It would be an honour to earn your trust and help you move forward with confidence.

Let's get your home sold.

Dennis Munro



My promise is to provide honest advice, strategic marketing, and exceptional service from our first conversation to closing day and beyond.



YOU CAN COUNT ON ME



CLEAR COMMUNICATION

You'll always know what's happening.



STRATEGIC MARKETING

Custom marketing designed for maximum exposure.



SKILLED NEGOTIATION

Focused on achieving the best possible outcome for you.



TRUST & INTEGRITY

Honest advice and guidance you can rely on.



LOCAL EXPERTISE PROVEN RESULTS

In-depth market knowledge backed by a track record you can trust.

Meet

DENNIS MUNRO

LOCAL EXPERT. CLIENT FOCUSED. RESULTS DRIVEN.

Real estate is more than a career for me - it's about helping people make life-changing decisions with confidence. I understand that your home is one of your most valuable assets, and I'm here to ensure you have the information, strategy, and support you need to achieve the best possible outcome.

With deep roots in Burlington and the surrounding communities, I combine local knowledge with a modern marketing approach to deliver exceptional results.



LOCAL KNOWLEDGE

Proudly serving Burlington and The surrounding areas. I know our neighbourhoods, schools, and the market inside and out.

CLEAR COMMUNICATION

You'll always know what's happening. I believe in honest, timely communication at every step of the process.

CLIENT FIRST APPROACH

Your goals are my priority. I provide personalized service and treat your home as if it were my own.

SKILLED NEGOTIATION

I advocate for you and work tirelessly to negotiate the best terms and price for your home.

MODERN MARKETING

From professional photography to targeted digital campaigns, I use every tool to maximize exposure and attract more buyers.

PASSION FOR HELPING

I take pride in guiding clients with care, integrity, and a genuine desire to help.

A LITTLE ABOUT ME



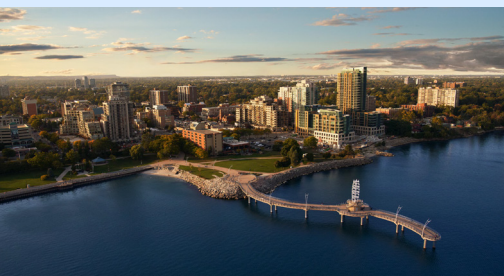
Family is everything to me. I live in Burlington with my wife and our children.



I love our city and the lifestyle it offers - parks, the waterfront, great schools, and strong community spirit.



Outside of real estate, you'll find me staying active, traveling, and supporting local businesses.



A PROUD PART OF OUR COMMUNITY



BURLINGTON & SURROUNDING AREAS

My neighborhood.
My expertise.



OVER \$10 MILLION IN SALES

Built through trusted relationships,
referrals, and repeat clients.



100% COMMITMENT

Dedicated to delivering
exceptional results.

RESULTS YOU CAN TRUST

20+ 5-STAR GOOGLE REVIEWS



“ Dennis worked tirelessly to sell our house and find us a new home. He was detail oriented, flexible in his strategies and available wherever we needed him. He made the whole process completely pain-free and got us well over asking. This is the guy you want in your corner if you're looking to buy or sell!



Adrianne Pike

My business is built on trust, integrity, and delivering exceptional results for every client. I'm proud of the relationships I've built and the results we've achieved together.

Verified Google reviews from real clients.



“ Overall, exceptional experience! I would give 10 stars out of 5, if I could! Dennis was kind, patient, knowledgeable, and always available!



Colin Dykes



“ Dennis was amazing to work with. Very informative and always available to us. I wish I could sell another house just to work with him again! Great work Dennis



Kevin Fox



“ I can truly and honestly say that I have NEVER come across someone that, first and foremost, balances CARE and PROFESSIONALISM so artistically and meticulously!



Peter Money



“ We recently began looking at houses to buy with Dennis. He is dependable, professional and knowledgeable. He comes to each meeting well prepared and informative.



Patricia Baranowski



“ Dennis is the best! He's patient, thorough, and goes above and beyond to provide you with the best service. No matter the time Dennis was always a call or text away. Would I recommend Dennis to anyone looking to sell or buy a home? Absolutely!



Jacob Vitorino



“ It was an absolute pleasure to have Dennis represent us! From the moment we began working together we knew that we were in excellent hands. Through his tireless efforts, sound advice and expertise, we realized how lucky we were to have him in our corner!



Ellie Barogh

DEDICATED TO DELIVERING EXCEPTIONAL RESULTS

PREPARE WITH PURPOSE SELL WITH CONFIDENCE

The right preparation helps your home stand out, attract more buyers, and achieve the best possible price.

Here are the key areas we focus on before your home goes to market.



1

DECLUTTER & DEPERSONALIZE

Remove excess items and personal touches to create clean, open spaces that help buyers picture themselves living in your home.



2

REPAIRS & TOUCH-UPS

We'll identify small repairs and updates that make a big impact - fixing what matters most before buyers ever see your home.



3

CURB APPEAL

First impressions start outside. We'll enhance your home's exterior to make it inviting, well-maintained, and memorable.



4

CLEAN & STAGE

A clean, well-staged home shows better and sells faster. We'll highlight your home's best features, maximize light, and create an emotional connection.



5

FINAL WALK THROUGH

Before photography and launch, we'll walk through every detail together to make sure your home is showcase-ready.

YOU DON'T HAVE TO FIGURE IT OUT ALONE

I'll walk through your home with you, help identify what's worth doing, what isn't, and where to focus your time and money before we go to market.

PRICED TO POSITION

POSITIONED TO SELL

The right price isn't a guess. It's a strategy built around your home, your competition, and today's market.

THE DENNIS MUNRO TWO-STEP EVALUATION

STEP 1

I EXPERIENCE YOUR HOME

I start by personally walking through your property with you. I look at the condition, layout, finishes, upgrades, lot, location and the details that make your home different.



STEP 2

I DO THE HOMEWORK

After I've seen your home firsthand, I go back and complete a detailed market analysis. I study recent comparable sales, current competition, market conditions, buyer activity and other factors that can influence value.



Then I come back to you with my recommended price range, listing strategy and the reasoning behind it.

THE FOUR KEY FACTORS WE ANALYZE

1 RECENT SALES

We analyze comparable homes that have actually sold to understand what buyers are currently willing to pay

2 CURRENT COMPETITION

We look at the homes you're competing against right now, including price, condition features and time on the market

3 MARKET CONDITIONS

Inventory, recent sales, days on market, buyer demand and months of supply help us understand whether the market is favoring buyers or sellers.

4 CLOSING DAY

No two properties are identical. We consider your home's location, condition, upgrades, lot, layout and unique features.

THE IMPACT OF A PRICING STRATEGY

PRICED TOO HIGH



Fewer showings
↓
Longer time on market
↓
Possible price reductions



PRICED RIGHT

More attention
↓
Stronger activity
↓
Better opportunity



PRICED TOO LOW

Potentially leaves value on the table.

I'll show you the numbers, explain what they're telling us, and give you my recommendation. The final decision is always yours.

YOUR HOME PRESENTED AT IT'S BEST

buyers often experience your home online before they ever walk through the front door.

That's why presentation matters.



1 PROFESSIONAL PHOTOGRAPHY

High-quality professional photography designed to showcase the space, light, features and character of your home.



2 DRONE PHOTOGRAPHY

When appropriate, aerial photography helps showcase the property, lot, surrounding area and features that can't be appreciated from ground level.



3 FLOOR PLANS

Clear floor plans help buyers understand the layout, room relationships and how the home could work for them before they even book a showing.



4 3D VIRTUAL TOUR

Immersive 3D experience allows buyers to virtually walk through your home, explore each room, understand the layout and experience the property from anywhere.



5 DEDICATED PROPERTY WEBSITE

Your home receives it's own professionally presented website, giving buyers one place to explore the photography, property details, floor plans, 3D tour and key features.



6 PROFESSIONAL FEATURE SHEETS

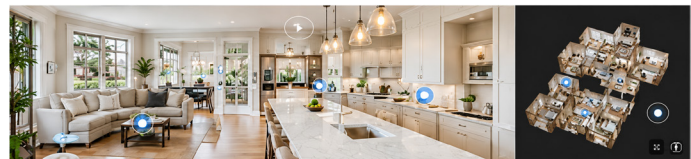
Beautifully designed property materials that highlight the home's important features, upgrades and details.



MAIN FLOOR



UPPER FLOOR



A COMPLETE DIGITAL PRESENTATION

Photography, aerial imagery, floor plans, 3D tours and a dedicated property website work together to showcase your home wherever buyers are searching.

MAXIMUM EXPOSURE

WHERE BUYERS ARE LOOKING

Great marketing isn't about putting your home in one place. It's about creating multiple opportunities for the right buyer to discover it.

1

MLS® & REALTOR.CA

Your property is professionally launched to the entire real estate market where serious buyers begin their search.



2

SOCIAL MEDIA MARKETING

Professionally designed content is shared on social media to reach more buyers and extend your home's exposure.



3

DEDICATED WEBSITE

Your home has it's own website with photos, details, floor plans and more. A central place we direct buyers to learn more.



4

AGENT & BUYER NETWORK

Your listing is shared with my network of agents, buyers and professionals who may already be looking for a home like yours.



5

OPEN HOUSE MARKETING

Open houses are promoted online, on social media and with local exposure to attract more qualified buyers.



6

PROFESSIONAL PRINT & SIGNAGE

High quality signage and print materials reinforce your home's presence online and in the neighborhood.



MARKETING YOU CAN ACTUALLY SEE.

Once your home is on the market, I keep you informed with regular updates showing how your listing is performing.

You should never have to wonder how your listing is performing. I'll keep you informed, explain what the activity is telling us, and discuss whether our strategy needs to change.

Seller Marketing Report



1,248
LISTING VIEWS

Total views of your listing across all platforms.



842
PHOTO VIEWS

Buyers viewed your listing photos 842 times.



326
WEBSITE VISITS

Buyers visited your property website.



15
INQUIRIES

Buyers reached out for more information about your home.



8
SHOWINGS

Showings booked with qualified buyers.

RECENT SHOWING FEEDBACK HIGHLIGHTS

"Love the backyard oasis and natural light"
"Great layout, size works well for our family"
"Considering a few other homes in the area"

WHAT THIS MEANS

Strong online activity and consistent showings indicate your home is getting great exposure. We will continue monitoring the market and activity to ensure we position your home for the best possible result.

RESPOND TO IT. ADJUST IF NEEDED.

We launch a powerful marketing plan to attract buyers.



We track activity, buyer behaviour and market feedback.



We review the results and adjust strategy if needed to achieve the best outcome.



The market changes.
Buyer behaviour changes.
Our strategy is to stay flexible.
My job is to respond so we stay ahead.

EVERY SHOWING EVERY OPEN HOUSE EVERY OPPORTUNITY

Getting buyers through the door is only part of the job. What happens before, during and after each showing matters.

Feedback is information, not just an opinion.

One comment may not mean much, but when we begin hearing the same feedback repeatedly, it can tell us something important about price, presentation or how buyers are responding to the home.



1 SHOWING MANAGEMENT

I coordinate showing requests and help make the process as convenient as possible while ensuring buyers and their agents have the information they need.

2 PROFESSIONAL OPEN HOUSES

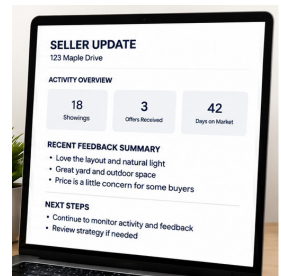
Strategically promoted open houses with professional signage, property materials and a welcoming presentation designed to showcase your home.

3 BUYER & AGENT FEEDBACK

After showings and open houses, I actively gather feedback to understand what buyers liked, what concerns they had and how your home is being perceived.

4 KEEPING YOU INFORMED

You won't be left wondering what's happening. I'll communicate activity, feedback and important developments so we can make informed decisions together.



MY PROCESS FOR EVERY SHOWING & OPEN HOUSE



PROMOTE

Your home is promoted online, in the community and through my network to drive maximum exposure



SHOW

Buyers tour your home. I help ensure every showing has the best possible experience and information.



LISTEN

I gather feedback from buyers and their agents to learn what they loved and what concerns they may have.



REPORT

You receive regular updates with showing activity, feedback highlights and key market insights.



ADJUST

If the market gives us new information, we adjust our strategy together to achieve the best results.

GETTING BUYERS THROUGH THE DOOR IS STEP ONE. UNDERSTANDING WHAT THEY'RE TELLING US IS STEP TWO.



AN OFFER IS MORE THAN A PRICE

The highest number on the page isn't always the strongest offer.

My job is to help you understand the entire offer, negotiate from a position of strength, and protect your interests.



PRICE

What is the buyer offering, and how does it compare with our expectations and current market value



DEPOSIT

The size and terms of the deposit can tell us something about the strength of the offer.



CONDITIONS

Financing, inspection, sale-of-property and other conditions can significantly affect the strength and certainty of an offer.



CLOSING DATE

We consider whether the proposed closing date works for your plans and whether adjusting it could strengthen the deal.



TERMS & CLAUSES

I carefully review the details, inclusions, exclusions and clauses so you understand exactly what you're agreeing to.



THE BUYERS POSITION

When possible, we look beyond the number to understand the buyer's situation and determine where we may have negotiating leverage.

MY JOB IS TO PROTECT THE DEAL, NOT JUST MAKE THE DEAL.

I advocate for you throughout the negotiation, explain your options clearly, and work to achieve the strongest combination of price, terms and certainty.

OFFER RECEIVED

An offer is submitted by a buyer.

REVIEW

I review every detail and evaluate the offer thoroughly.

ADVISE

I explain your options and provide my professional recommendation.

NEGOTIATE

I negotiate on your behalf to improve the terms and strength of the offer

ACCEPT/COUNTER

We accept the right offer or counter with stronger terms.

SOLD

We reach an agreement and move forward with confidence.

YOU MAKE THE DECISION. I MAKE SURE IT'S AN INFORMED ONE.

FROM LISTED TO SOLD

YOUR ROAD MAP TO CLOSING DAY

Selling your home involves a lot of moving pieces. I manage the process, keep you informed, and guide you through each step.

1 PREPARE

We prepare your home, discuss your goals, complete a market analysis and finalize our strategy. This includes advice on presentation, repairs (if needed) and getting everything ready for market.



2 LAUNCH

Professional photography, marketing materials, property website and listing go live. Your home is exposed to the right buyers through a strategic, multi-channel marketing plan.



3 SHOW

Showings and open houses begin. I coordinate all appointments, provide feedback, and keep you informed every step of the way.



4 REVIEW

We regularly review buyer activity, showing feedback, market conditions and competition. I'll keep you updated and adjust our strategy if needed to ensure the best results.



5 NEGOTIATE

When offers arrive, I review the details with you, explain your options clearly, and negotiate on your behalf to achieve the strongest combination of price, terms and certainty.



6 SOLD

Once we have an accepted agreement and any conditions are satisfied, your home is officially sold. I'll keep you informed and make sure all the details are on track.



7 CLOSING

I stay involved through the closing process, working with the buyer's agent, lawyers and all parties to help ensure a smooth and successful closing day.



I'M STILL HERE AFTER THE SOLD SIGN.

An accepted offer isn't the end of my job. I'll help keep everything organized, communicate important dates and next steps, and remain available as we work toward a successful closing.

**FROM OUR FIRST CONVERSATION TO CLOSING DAY,
YOU'LL NEVER HAVE TO WONDER WHAT COMES NEXT.**



SELLER QUESTIONS ANSWERED

Here are answers to some of the most common questions I'm asked by sellers. If you have a question that's not listed here, I'm always happy to chat.



? HOW LONG WILL IT TAKE TO SELL MY HOME?

Every property and market is different. We'll look at current conditions and set realistic expectations together.



? HOW DO WE DECIDE ON THE LISTING PRICE?

I prepare a detailed market analysis that looks at recent sales, current market conditions and the unique features of your home. Together, we'll set a price that attracts buyers and maximizes your results.



? DO I HAVE TO ACCEPT AN OFFER?

No, the decision is always yours. My job is to explain your options and give you my professional recommendation.



? SHOULD I RENOVATE BEFORE SELLING?

In most cases, major renovations aren't necessary. I'll advise you on which updates (if any) will give you the best return and help your home show it's best without overspending.

THERE ARE NO BAD QUESTIONS

Selling a home can feel complicated. My job is to explain the process clearly, answer your questions honestly, and make sure you're comfortable with every decision along the way.



? WHAT IF AN OFFER HAS CONDITIONS?

I'll explain each condition, the timelines involved and what needs to happen before the sale becomes firm.



? WHAT DO I NEED TO DO BEFORE A SHOWING?

I'll provide a simple checklist to help your home look its best. This usually includes things like tidying up, removing personal items and making sure the space is clean and inviting.



? WHAT HAPPENS AFTER MY HOME SELLS?

We'll review the important dates and next steps, and I'll continue helping you through the process towards closing.



? WHAT HAPPENS IF MY HOME ISN'T SELLING?

If we're not seeing the activity we expected, we'll review feedback, market conditions and make adjustments to our strategy. My goal is always to keep momentum and find the right buyer.

YOUR TRUST IS THE REASON I DO WHAT I DO

It's an honor to help you with one of the most important decisions you'll ever make. I'm grateful for the opportunity to earn your trust and deliver exceptional results.



WHY WORK WITH ME?



STRATEGIC MARKETING

Proven marketing strategies that attract more buyers and stronger offers.



SKILLED NEGOTIATION

I negotiate with experience, care and a focus on your best outcome.



LOCAL MARKET KNOWLEDGE

Deep knowledge of Burlington, Hamilton and surrounding areas.



CLEAR COMMUNICATION

You'll always know what's happening and what comes next.



PERSONAL SERVICE

You're never just another listing. I'm here for you every step.

GET IN TOUCH



289.259.3853



soldbydennismunro@gmail.com



dennismunro.ca



dennismunrorealtor



dennismunro

**BUYING, SELLING
OR JUST LOOKING?
EVERYTHING
STARTS HERE.**



No obligations. Just honest advice.

IT'S MORE THAN A TRANSACTION. IT'S YOUR NEXT CHAPTER.

TRUSTED EVERY STEP



DENNIS MUNRO

— REAL ESTATE —

TRUSTED EVERY STEP

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SoldByDennisMunro@gmail.com

www.DennisMunro.ca

