

KARAKTER Realty

Divorce Home Sale Guide

CALGARY'S PREMIER REAL ESTATE RESOURCE

By Ryan Van Spengen, REALTOR®
Specializing in Life Transitions & Estate Sales

Navigating Divorce Home Sales

Selling a home during divorce requires a different kind of REALTOR®. One who brings complete discretion, neutral representation, and expertise in handling sensitive family situations with care and professionalism.

This guide covers everything you need to know about selling your home during separation or divorce in Calgary, from court-ordered sales to amicable settlements.

KEY CONSIDERATIONS

- ✓ Neutral representation for both parties
- ✓ Complete confidentiality assured
- ✓ Legal and financial coordination
- ✓ Compassionate, structured process

The Process

Selling a home during divorce follows the same legal process as any other sale, but with two decision-makers who must both agree to listing price, offer acceptance, and closing terms.

Ryan acts as a neutral agent for both parties: all decisions are made with documented agreement from both sides, communication is transparent and equal, and the goal is a fair outcome that keeps the process moving.

1

INITIAL CONSULTATION

Meet with both parties separately to understand concerns, goals, and timeline. Establish neutral representation terms.

2

MARKET ANALYSIS

Present Comparative Market Analysis to both parties simultaneously with the same data and pricing recommendations.

3

LISTING AGREEMENT

Both parties must agree to listing terms, pricing, and marketing strategy before proceeding.

4

MARKETING & SHOWINGS

Professional marketing campaign with coordinated showing schedules that work for both parties.

5

OFFER MANAGEMENT

All offers presented to both parties simultaneously. Decisions require mutual agreement.

6

CLOSING COORDINATION

Coordinate with lawyers, financial institutions, and both parties to ensure smooth closing.

Common Situations

Every divorce home sale is unique, but certain scenarios occur frequently. Here's how Ryan handles the most common situations:

AMICABLE DIVORCE ✓ Both parties agree to sell and work together ✓ Focus on fair market value and timeline ✓ Streamlined communication and decision-making
CONTESTED DIVORCE ✓ One or both parties resistant to selling ✓ Court-ordered sales with legal deadlines ✓ Structured process protects both parties
HIGH-CONFLICT SITUATIONS ✓ Minimal direct communication between parties ✓ Ryan acts as neutral intermediary ✓ All decisions documented and agreed upon

Pricing Strategy

Pricing disagreements are extremely common in divorce sales. One party usually wants to price high for emotional reasons, while the other wants to sell quickly.

Ryan resolves this with a formal Comparative Market Analysis presented to both parties simultaneously. Decisions are made based on market data, not emotions.

PRICING GUIDELINES ✓ Data-driven pricing recommendations ✓ Both parties see the same market analysis ✓ Clear explanation of overpricing costs ✓ Focus on net proceeds and timeline
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Legal Considerations

While Ryan handles the real estate transaction, both parties should have their own legal representation. Here's what you need to know:

LEGAL REQUIREMENTS ✓ Both parties should have independent legal counsel ✓ Court approval may be required for pricing/terms ✓ Property division affects final proceeds ✓ Tax implications should be considered

Why Choose KARAKTER

Ryan has guided dozens of couples through divorce home sales with complete discretion and professionalism. His structured approach ensures fair outcomes for both parties.

KARAKTER ADVANTAGES

- ✓ Proven experience with divorce sales
- ✓ Neutral, professional representation
- ✓ Complete confidentiality
- ✓ Structured process prevents conflicts
- ✓ Market expertise for maximum value

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Real estate with character.