

## SELLING A HOME?

*Have you ever wondered why one house or condo sells faster than another, even though they may be very similar?*

The secret is an aggressive marketing campaign aimed at pre-qualified buyers.

The first week that your home is on the market is crucial. This "Critical Launch" period is key to selling your home for top price and with minimal inconvenience to you.

*To effectively sell your home you need a solid marketing plan.* I will provide a detailed plan best designed to suit your home, in your neighborhood. For example, I provide a professional floor plan which sets your home apart from others and allows prospective buyers to envision themselves and their belongings in your home.

*With more than 18 years of sales experience I have the negotiation skills, marketing expertise and proven systems in place to get the results you are looking for.*



## BUYING A HOME?

*One of my strengths is helping you find a home that is just right for you.* In our initial meeting I take the time to discover your exact home requirements. Whether you are a first time buyer, an astute investor or someone who is trading up into your dream home, I can help.

*I will detail all purchase costs associated with your new move to ensure that there are no surprises.* As a result of my active profile in the industry, I often learn of new properties for sale before they are listed, giving you a market advantage.

*I can help save you thousands of dollars in the financing of your home* through my network of mortgage brokers who will assist you in getting the best rate and terms for your mortgage.

*I offer support, service and advice through the entire home search and purchase process* including negotiations, contract preparation, attending to subject removal and closing procedures. I can refer you to qualified and respected mortgage brokers, lawyers, home inspectors, staging companies, and other trusted professionals who will provide you with reliable service.

*As your real estate professional you can feel comfortable contacting me at any time to answer questions you may have. I am here to assist YOU!*

## CHARACTER HOME SPECIALIST

My love of character homes is evident in my family's recent purchase, of a 1912 fully restored Edwardian style Heritage family home. Our house is listed as Heritage "B" on the Vancouver Heritage Registry and was the lead home on the 2005 Vancouver Heritage Foundation Home tour.

My passion for character homes stems from the quality workmanship evident in these fine old structures. When I think of "Character" I think of bold architecture and attention to detail that harken back to the day when builders took special pride in their work.

I have a keen eye for recognizing the value that plate rails, picture rails, oak baseboards, wainscoting, coffered ceilings, stained glass, fir floors, pocket doors and beveled glass add when buying or selling a property.

My love of Character Homes cannot help but spill over into my work and I would take great pleasure in assisting you in the selling or buying of your own Character home.

*For more information on character homes for sale in the Vancouver area visit [www.patrickmelanson.com](http://www.patrickmelanson.com)*

