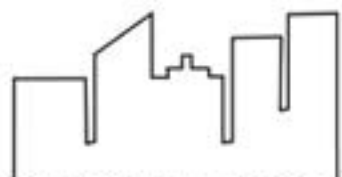




Home Sellers Program



VANCITY MARKETING

A REFRESHING DIFFERENCE WE INVITE YOU TO EXPERIENCE

HOME SELLING PROGRAM

Today's savvy internet buyers go online first when looking for their home.

Is your property there to meet them?

THE ROLAND LEWIS HOME SELLING PROGRAM

No Obligation Home Evaluation

CURRENT MARKET STATISTICS

RECENT SOLDS IN YOUR AREA

COMPARATIVE MARKET ANALYSIS

EASY EXIT STRATEGY

GUARANTEED CONTINUOUS FEEDBACK

WORLD WIDE INTERNET EXPOSURE

ENHANCED MLS LISTING

PROFESSIONAL HOME PHOTOGRAPHY

BROKER, AGENT & PUBLIC OPEN HOUSE

PRESENT AND VIEW ALL OFFERS TOGETHER

PROFFESIONAL VIDEO

CONTINUOUS & UPDATED INTERNAL MARKETING

BROKER & AGENT FEEDBACK



HOME SELLERS TIMELINE

Touching Base

The process begins with a call to Roland Lewis
604.828.8080

The Discovery Process

We review a series of questions that help us both understand your position, terms and needs.

Pre-Listing Package

This package is delivered to your door after the Discovery Process. Allowing you time to review all the material before we meet to sign the Listing Agreement.

Listing Agreement

We review the Pre-Listing Package and sign the listing agreement.

Preparation

The house is prepared for selling. (See Selling Prep List)

Grand Opening (Open House)

Broker, Realtor, & Public Open House
(where applicable & at your discretion)



HOME SELLERS TIMELINE

Accepted Offer

All parties agree on the terms of the sale, the contract is fully signed, and changes have been initialed. There are still conditions, or subjects, to the contract that the buyer or seller is under obligation to resolve before the sale becomes firm.

Inspection

Any inspections will be booked immediately after the offer is accepted.

Subject Removal

An addendum to the contract is signed stating that all conditions to the sale have been removed, and the property is considered "sold firm."

Listing Agreement

We review the Pre-Listing Package and sign the listing agreement.

Lawyer or Notary

It's a good idea to choose your lawyer or notary immediately after the deal is firm, that way our office can send the paperwork right away.



HOME SELLERS TIMELINE

Prepare to Move

Please see our Moving Checklist

Sign Documents with Lawyer or Notary

About one week before the Closing Date, your lawyer or notary will schedule a meeting with you to sign all the necessary documents.

Follow Up Call

About one week before Closing, we touch base with your lawyer or notary to make sure that everything is going smoothly and they are prepared to close your deal successfully the next week. We'll give you a call, too, so that you can rest assured.

Completion

On this day your deal "completes:" you will receive the money for your property and the title changes hands. You will receive a call from our office as soon as we get the good news from the lawyer or notary.

Transfer of Title

This clears the seller of all financial encumbrances associated with the property: any amounts owing (i.e. - strata fees in arrears) are paid for out of the selling price making it a clear title. The title now goes under the buyer's name and any new financial encumbrances (i.e. - mortgage) are applied.

Possession Date

At 12 noon of this day, possession is legally that of the buyer's. At this time they are given the keys and they can begin to move in.

HOME PREPERATION LIST

Lawns and Yard

Remove clutter and litter, cut grass, edge walks, trim hedges, weed gardens, rake leaves

Front of house

The front door is so important: paint, fix or wash it as well as railings, steps, and screens, polish hardware, create a generally tidy appearance.

Other exterior

Wash side and back doors, gutters and windows, repair fences.

Garage

Empty it out as much as possible, paint, fix or wash doors and windows.

Plumbing

Repair dripping faucets, leaky toilets.

Heating/cooling

Clean visible parts of the systems, replace furnace filter.

Halls and stairs

Remove any clutter to give wide appearance

Hardware

Oil hinges, tighten door knobs and faucets.



HOME PREPERATION LIST

General

Dust, wash, paint, fix defects, replace burnt light bulbs

Kitchen

Stove, fridge and sink should be spotless and all work areas clear.

Bathrooms

Neat, spotless and fresh. Repair and calk around tub.

Closets

Untidy and overcrowded closets suggest inadequate storage space, store any items not immediately in use - you're planning on moving anyway!

Spaciousness

Store unneeded items to "enlarge" room sizes and clear off counters and stove.





MOVING CHECKLIST

Obtain estimates from moving companies.

Give away, sell, discard any unnecessary belongings.

Advise post office and complete change of address cards to inform companies and employers of move.

Obtain school records for new school transfer.

Check and clear any outstanding taxes on your present property.

Call your insurance agent and transfer or arrange coverage for your new home.

Send out all items for cleaning or in need of repair.

Return those items that were borrowed and collect any items loaned out.

Dispose of flammable items.

Arrange for the shutting off of all utilities and the connection of utilities for your new house. Have meters read.

Try to arrange your telephone cancellation or transfer for the last possible moment on moving day. You can secure your next number far in advance of your move, and this can often simplify things later.



Clean all drapes, rugs & floors.

Defrost and clean fridge on day before the move;
clean stove.

Organize work that has to be completed at your
new home.

Obtain appraisals for any items of value in case you
need to make an insurance claim from the moving
company. Pictures are a great benefit here!

Make arrangements to discontinue cleaning services,
pool maintenance, window cleaners, snow removers,
landscapers etc.

Ensure that adequate insurance for all your household
goods is still in place while your goods are in transit or
storage.

Notify financial organizations, insurance companies,
medical practitioners, credit card companies, etc. of
your move.

Cancel newspaper subscriptions.

Change voter's records.



MOVING CHECKLIST

Use packing paper, pads for inventory, markers.

Heavy twine, masking tape, boxes, and containers for packing.

Empty gas tanks from lawn mowers, outboard motors, etc.

Remove all batteries from appliances and toys.

Mark contents of all boxes very clearly specifying which room they are to be placed in (this will save you moving them again and again...).

Set aside things you will carry in the car in a carton marked "Do Not Load".

Indicate which cartons you wish to be unloaded first and unloaded last.

Make sure you keep a telephone book with you.

Tie or tape brooms and mops together and bundle your curtain rods.

Make sure all fragile and delicate items are indicated.

Carry all jewellery, valuable papers and currency with you.

Ensure that tops are secured for all liquids in bottles.



All phonograph records should be packed upright on their edges, not flat.

Crate glass table tops, large mirrors & any valuable pictures.

Pack all books on edge in small boxes.

Limit carton weight to 60 pounds.

Tie or tape all boxes securely.

Lamp shades should be packed in boxes by themselves.

Small appliances should be packed and wrapped in the bottom of boxes.

Table lamps should also be packed.

Make sure heavy china items are placed at the bottom of the box with extra padding.

Flat pieces should be placed on edge.

Small items should be packed in a smaller box inside a larger box.

Dismantle large power tools before moving.

Remove fixtures that are fastened to the wall.

Move clothes and drapes in a wardrobe supplied by the movers.



MOVING DON'Ts

Avoid overloading drawers when packing items in dressers.

Try not to use newspapers to pack as the ink may rub off.

Do not leave shelves loose in stoves or refrigerators.

Do not pack cleaning products in the same boxes as food.

Try not to roll mattresses or rugs. Leave for the movers to put into special cartons.

Do not wrap articles of furniture or tie with ropes.



ON MOVING DAY...

If possible have friends or relatives take care of children and pets elsewhere.

Check and number all boxes.

Check each carton for loss or damage.

Prepare a list of damaged or lost articles.

Make sure movers are paid... they usually want cash or a certified cheque.

Check supply of heating fuel (if oil).

Make arrangements to have appliances hooked up.

Get meters read and utilities turned on.

Set up bedrooms and kitchens first.

Tool kit should be handy



LOCAL & LONG DISTANCE MOVING

As a general rule, although each moving company may vary to a certain extent, a local move is considered to be a move within an 80 kilometre (50 mile) radius of the moving company's premises. Therefore long distance would be considered a move outside an 80 kilometre (50 mile) radius of the moving company's premises. The mover must hold appropriate licences for local and long distance moving. Check with local and provincial authorities if you have any questions!!

HOW THE COSTS OF YOUR MOVE ARE TYPICALLY CALCULATED

LOCAL MOVING

Costs are calculated on the number of hours the truck is tied up on your move multiplied by the hourly for-hire rate. Generally, the hours are based from the time the truck leaves the moving company's premises until the time it returns.

LONG DISTANCE

Costs are calculated on the weight and distance of your shipment (shipment will be weighed at a government inspection weigh station).



LOCAL & LONG DISTANCE MOVING

STORAGE

If your goods are to be placed into storage, make sure the costs of storage are explained to you including loading and unloading fees plus monthly storage rates.

NOW RELAX...

The company you finally hire is in business to provide you with the best possible service it can. After you have carefully chosen your mover, you can be sure that your belongings will be handled as efficiently and safely as possible. Professional movers pride themselves in the service they provide to thousands of Canadians each year.

ARRANGE FOR YOUR MOVE

Obtain two or three estimates for your move and compare the services offered.

Have the contents of your residence/office viewed by a qualified estimator and a written estimate prepared.

Book your move as far in advance as possible, even if, in the case of a new home/office, your closing date is not firm. Most movers can be flexible with proper notice.

Avoid scheduling your move for the end of the month as this is a busy period for movers. Some movers may offer lower rates at other times of the month.



ARRANGE FOR YOUR MOVE

Try to ensure that at least three staff members are assigned to your move - two to load and unload your goods and one to remain with the truck to avoid possible theft.

Prior to entering into a contract with a mover, make sure you determine what liability the mover will assume in the event of loss or damage. You may find it necessary to make special insurance arrangements.

It is advisable to have your goods packed by movers. They are professionals and know how to properly ship and handle your belongings. Ask the mover for the cost of their packing service.

Confirm your arrangements with the mover a day or two prior to the move to avoid any last minute difficulties. Make sure the mover has specific directions to pick your goods up and for locating your new premises, particularly in the case of a newly constructed home/office where the street names and numbers are not easily visible.

TAKE CAUTION...

A mover whose estimated cost for your move is far below that of your other estimates may spell trouble.

Damage to goods packed by you is your responsibility and not the mover's unless the mover has been negligent in the care of the boxes packed.



6 biggest mistakes home sellers commonly make?

1. Overpricing or under-pricing

By setting the price too high, you turn away the best prospects for your home. By asking too little, you'll probably sell faster but net less from the sale. We can do a comparative market analysis and help you set the best price for your home.

2. Selling "as is."

In the competitive home sale marketplace, you need to show your house at its best. Your home should be in "move-in" condition from the first day it's listed. We can point out your home's chief assets and suggest how to highlight them, as well as help you identify which items need improving.

3. Over-Improving.

While clearing out clutter, cleaning and repairs are important ways to get your home ready for sale, undertaking a major project could cost more money than you would recover from the sale. However, some major repairs, like replacing a roof, should be done if they are needed.

4. Selling it yourself.

Although doing your own marketing looks tempting as a way to save money, surveys show self-sellers often net less from the sale than sellers who use a real estate agent. And self-sellers find that agents do a lot more than most people think - from bringing qualified buyers to keeping things on track to settlement.

5. Failing to offer financial incentives.

Special options can attract buyers without costing a lot. Often, incentives like a home warranty or paying points or some closing costs can be figured in when setting the price of the home.

6. Ignoring your agent's advice.

As experienced professionals, we know what works and what doesn't. Let's discuss any advice you are uncomfortable with or disagree with, and together find the best way to sell your home.