

Help you to find
Your Home

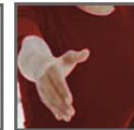
Sutton

Welcome

Thank you for allowing me to make this presentation.

For the next fifteen to twenty minutes we will discuss the purchase of your property.

Let's get started!



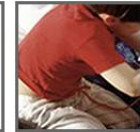
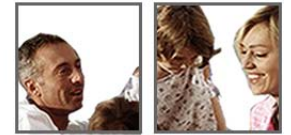
Introduction



Determine your motive for buying. housing options and weigh out possibilities

. Determine the top 5-6 specifics needs you have for your home.

- a) **Timing:**
- b) **Property**
- c) **Right Realtor:** (don't worry, I won't take it personally)
- d) **Price:** getting the best price possible



Your home



Confirmation:

I would like to confirm what we have just discussed:

1. *Your reason for buying is:*

-

2. *The most important element of the purchase to you is:*

-
-
-

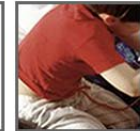
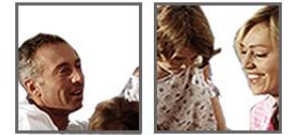
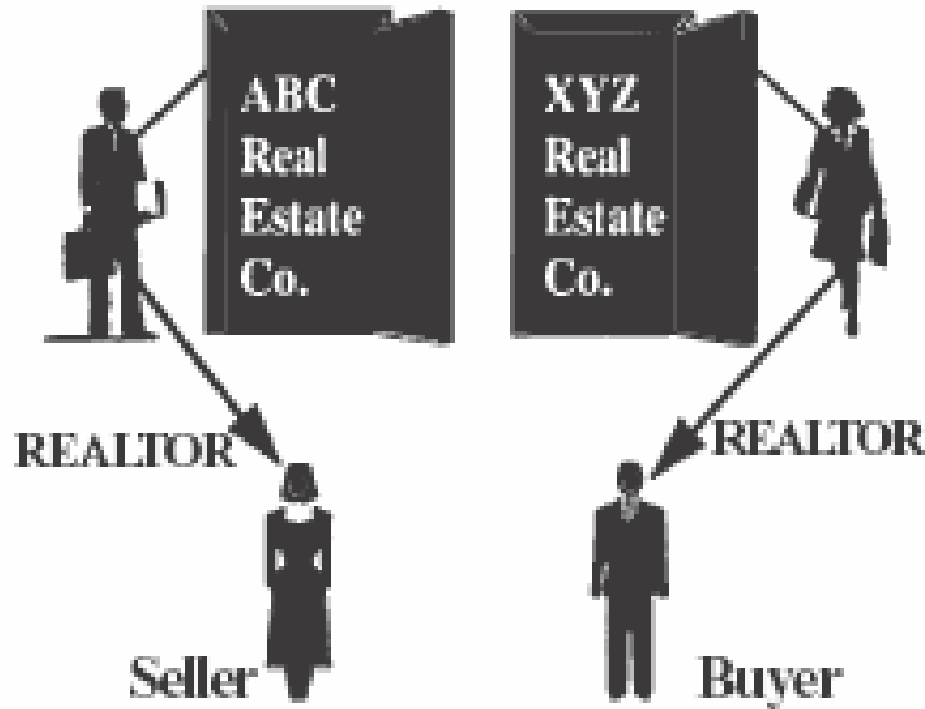


Your home



Let's talk about "Working with realtor"

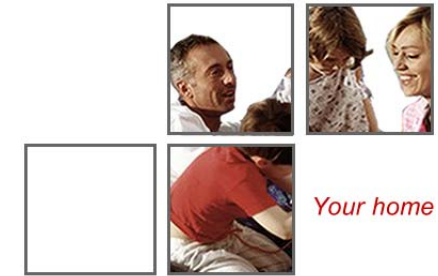
1) Normal situation



Your home



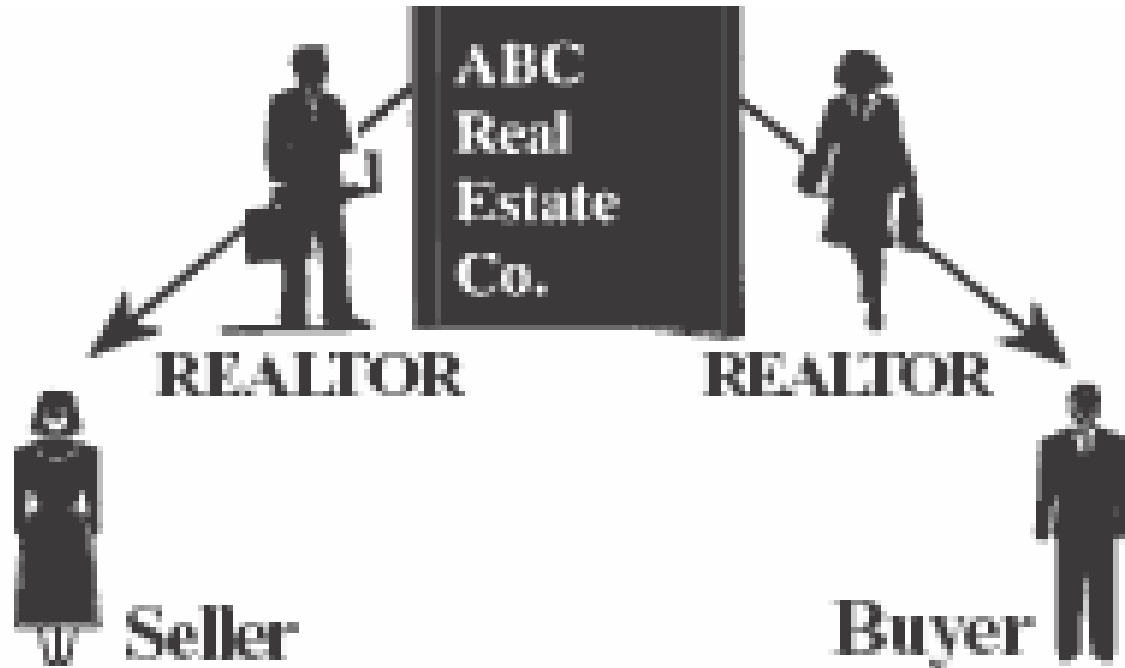
- 1) Undivided loyalty.
- 2) To obey all lawful instructions
- 3) keep the confidences of the principal.
- 4) To exercise reasonable care and skill
- 5) To account for all money and property



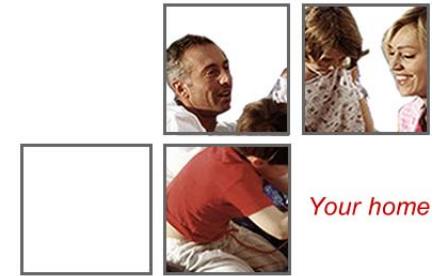
2) DUAL AGENCY



Your home



3) No agency



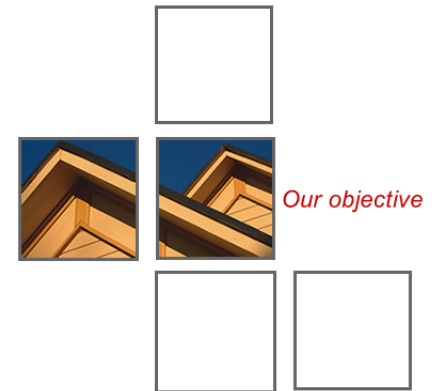
- A REALTOR who is not your agent cannot:
 - Recommend or suggest a price
 - Inform you of his/her principal's top/bottom line
 - Disclose any confidential information about his/her principal unless otherwise authorized
 - You should not provide a REALTOR who is not your agent with any information that you would not provide directly to his or her principal.



Property Search

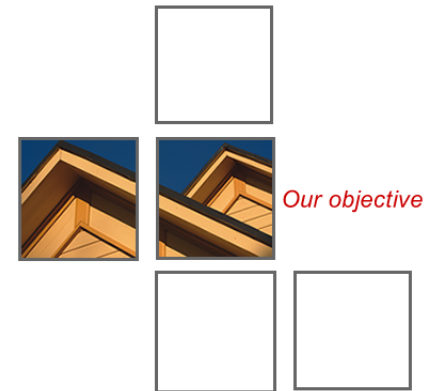
Multiple Listing Service (MLS)

Be realistic and honest about what you have seen. If there is a home that fits your needs and draws your attention let me know immediately. I will try to schedule an appointment to visit the property.

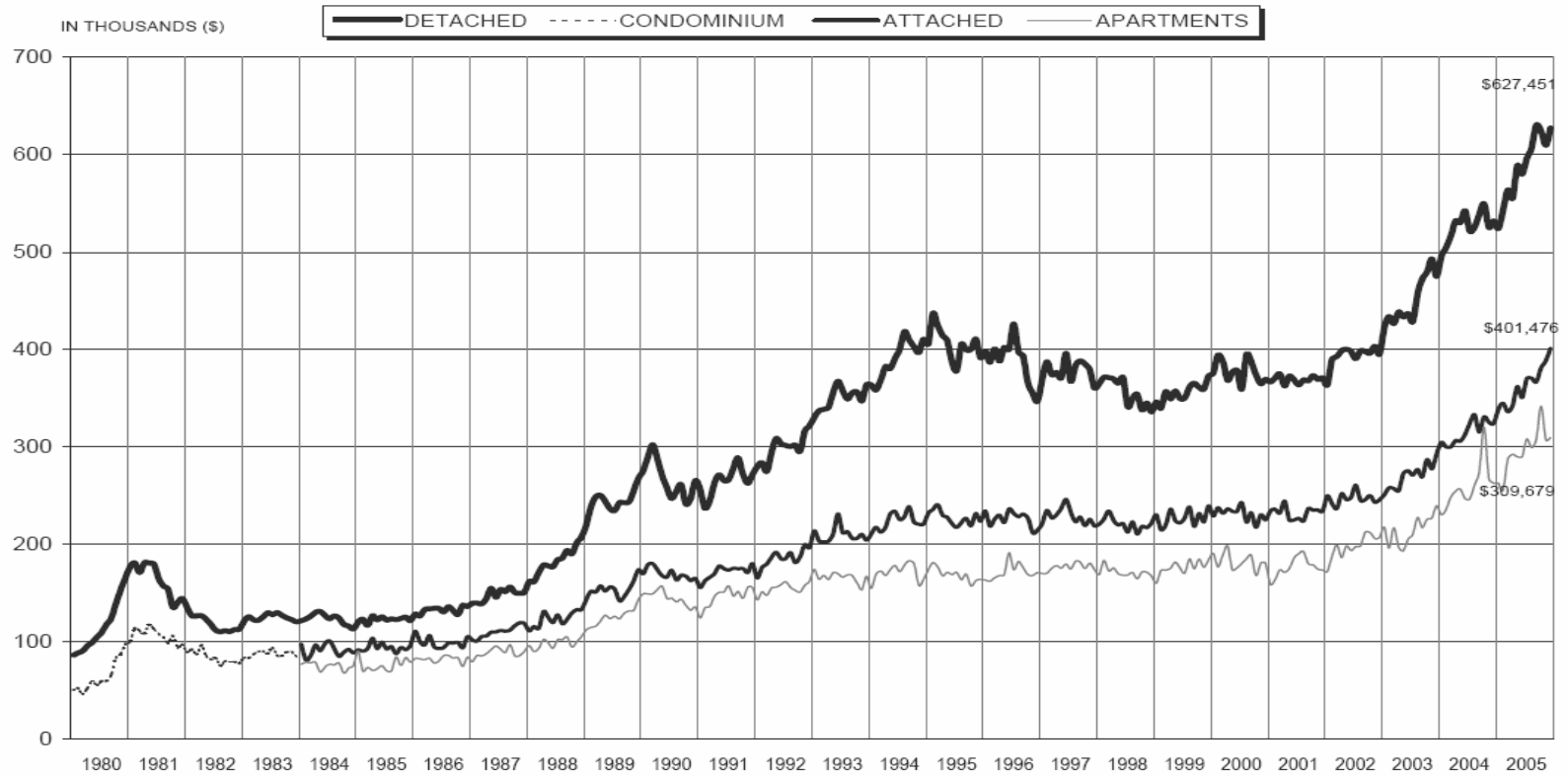


Factors :

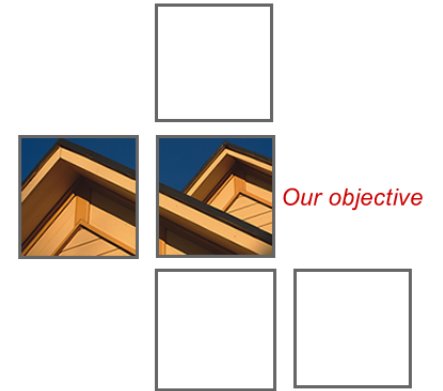
- 1. Listing price**
 - Comparative market analysis (CMA)
- 2. Condition of property**
 - Repairs
 - Clean and tidy
- 3. Flexibility and availability**
- 4. Historical Data**
- 5. Assessment value**



Real Estate Board of Greater Vancouver Average Price Graph
January 1980 to December 2005



Market



10 % to 15 %
Above Market

10 %

Market Value

60 %

The Buyer
Pool

10% Below

90 %



Website

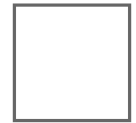
www.bbcrealtor.com

Username

password



Our objective



- **Costs to be Borne by the Buyer**
- Purchasing price
- Lawyer or Notary Fees and Expenses:
 - - searching title,
 - - investigating title,
 - - drafting documents,
 - - Land Title Registration fees.
- Survey Certificate (if required).
- Costs of Mortgage, including:
 - - mortgage company's Lawyer/Notary,
 - - appraisal (if applicable),
 - - Land Title Registration
- Fire Insurance Premium.
- Sales Tax (if applicable).
- Property Transfer Tax.
- Goods and Services Tax.



Offer

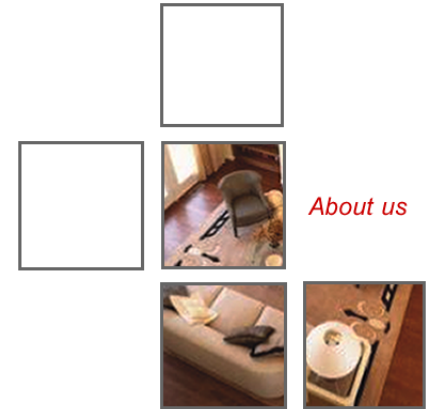
Once we have decided on a house. We should act in a timely fashion so you don't miss an opportunity.

Price

Time

Deposit

Condition (subject)



Counter offer

Subject remove

Delivers house keys. Congratulations!



My personal guarantee

- 1. As your Sutton Agent, my commitment to you guarantees my highest level of service.*
- 2. I will keep a schedule report specifically for you regarding your case on-line only for you to review and download anytime, anywhere.*
- 3. I will update you on all activities at least once a week.*
- 4. I will respond to your call within two hours, from Monday to Saturday, between 9am and 6pm.*



About us



About me:



*JIM LIN
Sutton Group – Priority Office
Sutton Director Award (2000-2005)*

Simply the best

*JIM LIN
Sutton Group – PRIORITY Office
TEL: (604) 522-3800
FAX: (403) 522-5288
EMAIL: linj@Sutton.com*



About me



Closing

