

# Seller *Guide*



**TEAM PRATA**  
**REAL ESTATE®**



DELIVERING EXCEPTIONAL MARKETING EXPOSURE  
FOR SELLERS AND EXCLUSIVE GUIDANCE AND  
OPPORTUNITIES FOR BUYERS.



# WELCOME

*Hi, we are Team Prata and we believe in home.*

Home is more than just a physical space. It's where you've created countless memories, shared moments with loved ones, and where you feel most comfortable.

When it comes time to sell your home and begin a new chapter, the process can oftentimes feel overwhelming. Selling a home can be an emotional journey, and it's understandable to feel apprehensive.

Rest assured that together, we can help you navigate the process with ease. We'll outline the process and create a plan together, so you don't have to do any of the heavy lifting.

From staging your home, to finding the right buyers, negotiating the best terms for you & creating a smooth close, this booklet will be your guide.

*Lorraine Prata*  
*Mark Prata*

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# MEET THE TEAM



## LORRAINE PRATA

REALTOR®, TEAM LEAD & PARTNER

With 20 years of experience in sales and over 500 million dollars in Real Estate SOLD, Lorraine is the driving force behind Team Prata Real Estate and ranks among the top 1% producers in Canada. Known for her personalized service, exceptional communication skills, and infectious enthusiasm, she excels at helping clients transition seamlessly between city and country living. Specializing in suburban homes in the GTA and Durham Region, cottages and rural properties in Northumberland County

Lorraine brings unmatched expertise and a client-first approach. Her focus on educating and empowering clients ensures they make informed, confident decisions while enjoying a stress-free process. Passionate about sharing the best of both country life in Northumberland and suburban living in GTA and Durham, Lorraine values building lasting relationships and exceeding expectations.

**647.831.1770**



## MARK PRATA

REALTOR® & PARTNER

Certified from Harvard Business School in Master Negotiations, Mark brings over 20 years of expertise in real estate resale, development, construction, and investment across residential and commercial sectors. Specializing in suburban homes, luxury real estate and Investment properties.

As a Realtor and Director of Operations, Mark drives growth and innovation, ensuring the team delivers exceptional results. With a keen focus on strategic development, marketing, and leveraging cutting-edge AI technology, Mark blends traditional real estate values with modern, tech-driven approaches. His leadership and deep market understanding position Team Prata Real Estate as industry leaders, committed to excellence and client success.

**647.527.0757**



## DOUGLAS HOTTE

REALTOR®

Douglas has made service excellence his passion. When it comes to his clients, he is committed, dedicated and hardworking. With over 40 years of experience in sales and marketing, including 15 years as an award-winning industry leader in real estate sales in Northumberland County, Douglas knows what it takes to exceed clients' goals and expectations. He focuses on treating each home sale or purchase individually as if it were his own. Douglas consistently demonstrates a drive to maintain a strong work ethic and moral compass. Always striving for growth, he founded an incredible team that mirrors his life's passion for service excellence and building long-lasting relationships with clients even after the transactions are closed. Douglas looks forward to meeting future clients with excitement.



## KATHRYN DOCHERTY

SALES REPRESENTATIVE

With over 20 years of sales experience, Kathryn Docherty is an invaluable member of Team Prata Real Estate, bringing a wealth of knowledge, professionalism, and dedication to her clients. Specializing in residential resale, Kathryn focuses on both suburban homes and luxury properties, helping her clients find their perfect fit in vibrant neighborhoods across the Durham Region and beyond.

Renowned for her exceptional attention to detail and personalized approach, Kathryn takes the time to understand her clients' needs, ensuring every step of the buying or selling process is smooth, stress-free, and rewarding. Her deep market knowledge, combined with her commitment to excellence, allows her to deliver results that consistently exceed expectations.

Kathryn's passion for real estate is matched only by her dedication to building lasting relationships. She thrives on helping families and individuals make confident, informed decisions while creating new beginnings in homes they love. Her warmth, professionalism, and proven expertise make her an integral part of the success of Team Prata, adding immense value to the team and to her clients.

Whether you're searching for a cozy suburban home or a high-end luxury property, Kathryn Docherty is committed to providing an exceptional real estate experience with integrity, care, and a touch of her signature enthusiasm.







## TARA SMITH

### MARKETING MANAGER

Tara is the driving force behind Team Prata's in-house marketing, ensuring every property gets the maximum exposure it deserves. With a degree in Marketing and years of experience in real estate branding, she expertly crafts targeted campaigns that captivate buyers and generate results.

She oversees all advertising and marketing strategies for every listing, leveraging data-driven insights to create engaging content that stands out. From custom property webpages to high-impact marketing materials, Tara ensures each home is positioned for success across digital and traditional platforms.

With a keen eye for branding and a deep understanding of buyer behavior, she optimizes social media engagement, online visibility, and strategic ad placements, ensuring Team Prata's listings consistently outperform the competition. Whether it's stunning photography, compelling storytelling, or innovative marketing techniques, Tara's expertise gives every property a competitive edge.

At Team Prata, we don't just list homes—we market them to sell, and Tara is at the heart of that mission.



## MOHAMED NOUR

### VIDEO EDITOR

Muhammed is Team Prata's full-time video editor, crafting high-quality property videos and marketing content to maximize exposure and engagement.



## JOHN REID

### VIDEOGRAPHER | PHOTOGRAPHER

John and his Team are our full-time videographer and photographers, transforming every listing into a visual story that captivates buyers. Through expert photography and cinematic videography, they showcase each home's unique character, creating compelling content that drives engagement and maximizes exposure.

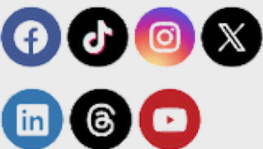


# TEAM ACCOMPLISHMENTS AND SOCIALS

- OVER FIVE HUNDRED MILLION OF REAL ESTATE **SOLD**
- **TOP 1%** OF REALTORS IN THE NATION
- **CUSTOMER SERVICE EXCELLENCE** ACHIEVEMENT AWARD
- COMBINED EXPERIENCE OF **30+ YEARS**
- SELLING AND BUYING IN **DURHAM REGION AND TRENT HILLS**
- ROYAL LEPAGE TERREQUITY **TOP LISTING UNIT PRODUCER**
- WITH **OVER 100,000 LIKES** AND **OVER 30,000 FOLLOWERS**
- **100,000+ VIEWS** ACROSS ALL SOCIAL PLATFORMS
- WE MAINTAIN A MONTHLY REACH OF **500,000+ IMPRESSIONS**



Connecting With YOU!  
**SOCIAL MEDIA CHANNELS**



THE LARGEST REAL ESTATE BOARD IN NORTH AMERICA

## RESULTS

OVER 2 MILLION VIEWS/  
IMPRESSIONS



- OVER 10,000 TRANSACTIONS
- WE SELL 6.8% HIGHER THAN AVERAGE REALTOR

OVER

**HALF A BILLION  
IN SALE**  
IN SALES

COMBINED  
EXPERIENCE OF

**30+  
YEARS**



**TOP  
ON TRREB  
PRODUCERS**

**TOP  
1%  
IN CANADA**

BUYER DATABASE OF  
OVER

**45,000**

OUR PROVEN  
**RESULTS**

**OVER  
1 MILLION  
SM ES**

**ROYAL LEPAGE**  
Terrequity Realty



REAL ESTATE MARKET  
BRAND  
**#1**  
in **180** markets  
nationwide

THE Voice of  
Canadian Real Estate  
**#1**  
**5.8 BILLION**  
media impressions

ROYALLEPAGE.CA  
**CANADA'S #1**  
REAL ESTATE COMPANY WEBSITE  
**~100 MILLION**  
VISITORS/YEAR

RAISED THROUGH THE  
ROYAL LE PAGE  
SHELTER FOUNDATION

Powerful Leads &  
Referrals Channels  
**~370,000** LEADS  
With **top U.S.** and international  
real estate companies

AMAZING BRAND  
AWARENESS  
**9/10**  
**CANADIANS**  
ARE FAMILIAR WITH  
ROYAL LE PAGE

A **72 000**  
agent  
GLOBAL  
REFERRAL  
NETWORK

THE NATIONS LARGEST REAL  
ESTATE COMPANY  
**OVER**  
**19 000**

PARTICIPATED IN  
**\$146 BILLION**  
of home sales and  
**~1/3**  
of ALL Transactional Dollar  
Volume Nationally

**1** MOST  
LIKED  
FACEBOOK PAGE IN  
CANADIAN REAL ESTATE  
REACHING OVER  
**10 MILLION**  
PEOPLE ON FACEBOOK ANNUALLY

**POWERFUL' LEAD  
GENERATION**  
**~420 000**  
LEADS/YEAR

**4.6%** NATIONAL  
ONLINE  
LEAD CLOSURE  
RATE  
MORE THAN  
**6X**  
INDUSTRY AVERAGE



# SUCCESSFUL SELLING PROCESS



We know that selling your home can feel overwhelming

It doesn't have to be. With the right guide, it can be an exciting opportunity to turn the page and begin your next chapter. Your home is filled with memories, and now, it's time for a new family to make their own.

At Team Prata with Prata Hotte & Associates, we use a modern marketing approach and a specialized streamlined process to make selling simple and stress-free. You'll have confidence every step of the way, knowing that we're here to handle the details.

Let's face it—moving to a new home is exciting, and we're here to make sure you can focus on the joy of what's ahead, while we take care of the rest.

LISTING  
CONSULTATION |  
SET PRICE

PROFESSIONAL  
PHOTOS AND  
VIDEO

OPEN HOUSE |  
OFFER  
PRESENTATION

CLOSE ON THE  
HOUSE (AND  
CELEBRATE)

GET THE HOME  
READY FOR THE  
MARKET

ONLINE DEBUT  
| LISTED FOR  
SALE

CONDITION  
REMOVAL  
PERIOD



PRATA | HOTTE  
— ASSOCIATES —  
REAL ESTATE

# YOUR DEDICATED EXTENDED TEAM

Our diverse and highly accomplished network offers immediate access to a wide range of valuable contacts, providing an array of useful services before, during, and after your sale. You can even have your complimentary personal concierge arrange and manage these services for you. Welcome to the start of a stress-free sales experience.

**VIP Concierge Assigned to you!**  
**8 Office Locations Throughout GTA**  
**Full Time Admin Staff**  
**Front Desk Receptionists**  
**24/7 Office Telephone**  
**In - House Marketing Specialists**  
**Photography & Videography**  
**Stagers**  
**Mortgage Brokers**  
**Lawyers**  
**Home Inspectors**  
**Painters**  
**Cleaners**  
**Movers**  
**Tradespeople**  
**Contractors**  
**Electricians**  
**Landscapers**

*& more*



# What We Do

To Achieve Our Record  
Setting Results!



PRATA | HOTTE  
— ASSOCIATES —  
REAL ESTATE



# INTERNAL BUYER DATABASE

We maintain a constantly updated database of **25,000** qualified buyers, and on day one, they'll be notified that your home is for sale, complete with all the details and high-quality assets. While not every buyer may be searching for your specific home, all it takes is one to be the perfect match!

## REALTOR NETWORK

Our extensive Realtor network goes beyond geographic boundaries and broker affiliations, offering a trusted and well-regarded Realty Group that agents are proud to be a part of. With a strong foundation of trust and collaboration, we have built a network of **over 30,000 licensed Realtors**, each with their own database of active buyers. We ensure that your listing and its key features are shared with this vast network, maximizing exposure and attracting the right buyers for your property.





## BEST IN CLASS PROFESSIONAL PHOTOS & WALK THROUGH VIDEO

Ever heard the saying, "You never get a second chance to make a first impression"? It's especially true in real estate. That first impression can make the difference between selling your home quickly or having it sit on the market. Most home searches start online, and you have just 7 seconds to capture a viewer's attention, which means your listing needs to stand out from the start.

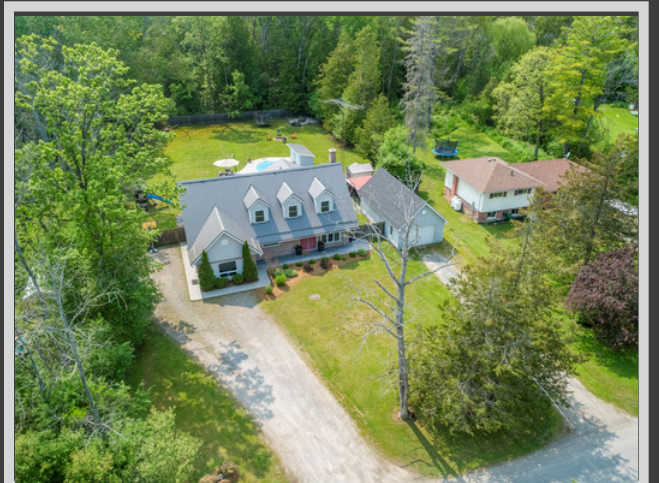
Exquisite photos are the cornerstone of your home's marketing plan, attracting informed buyers who are serious about their search. High-resolution images, including twilight and drone shots, along with dynamic, professionally edited videos in multiple formats, create a powerful collection that showcases your property. These visuals help out-of-town, inter-provincial, or remote buyers understand the layout and finishes without ever stepping inside.

In real estate, great photography and video do more than show a home—they shape how potential buyers imagine living in it.



# PROFESSIONAL DRONE PHOTOS

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# High-quality print marketing is essential for showcasing your home's true value.

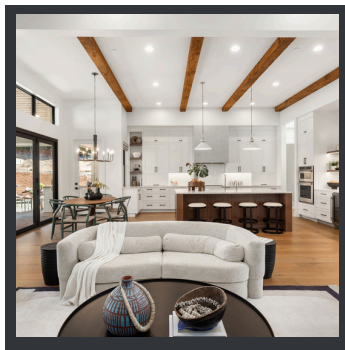
Think of iconic luxury brands like Four Seasons, Porsche, and Chanel—they never compromise on their image. You'll never see a discount flyer from them because every detail of their presentation is carefully crafted to reflect refinement and exclusivity.

The same principle applies to your home's marketing. From beautifully designed brochures to premium, sophisticated materials, every piece is thoughtfully created to showcase the luxury of your property. This meticulous attention to detail ensures your home stands out to the right buyers and conveys the quality it deserves.

## THIS HELPS TO SELL THE VALUE OF THEIR PRODUCT

We take a purposeful and strategic approach to marketing, ensuring that every aspect reflects quality and professionalism. By focusing on excellence from start to finish, we elevate the perceived value of your home, making it stand out in the market. This attention to detail doesn't just enhance your listing—it drives exceptional results, helping you achieve the best possible outcome.

# PROFESSIONAL HOME STAGING



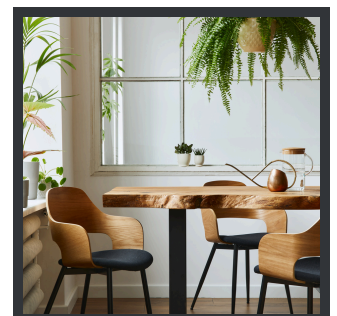
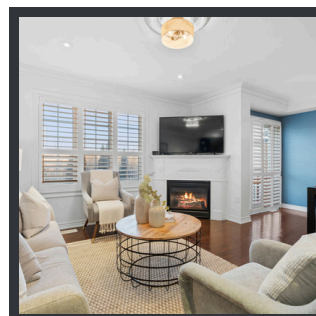
## VIRTUAL STAGING

In some cases, virtual staging is the perfect solution—whether you're facing tight deadlines or prefer to avoid the hassle of moving large furniture. Our expert virtual staging partners can seamlessly remove existing furnishings, add stylish decor, and highlight your property's true potential.

This approach is especially popular for leased spaces, condos in the occupancy phase, or vacant properties, though it offers versatile applications. Our team is committed to showcasing your property in the best light, enhancing its virtual appeal to capture the attention of potential buyers.

## PROFESSIONAL STAGING

Our in-house staging experts offer comprehensive virtual consultations and tailored reports, providing strategic recommendations to highlight your home's best features and attract higher offers. While staging may not always be required, when it is, our professional, fully insured team manages the entire process from start to finish, keeping you updated at every stage. Our approach is thoughtful and refined—focused on enhancing light, space, and layout without overpowering the home with flashy decor. The goal is to help buyers envision themselves living in the space, ensuring your home remains the true star.





# SETTING THE RIGHT PRICE

You know what happens when you overprice your house? Nothing. Nothing happens. No showings get scheduled, no offers come in.

Pricing is a science and the single most important strategy you'll employ when going to market. During your listing consultation we'll make sure your goals align with market conditions and make a plan together.

## NOTES

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# FEATURED ON **TOP** SEARCH ENGINES FOR MAXIMUM EXPOSURE

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**& MANY MORE!**

# CONSISTENT FEEDBACK



Our team will provide **consistent and ongoing feedback** from start to finish and always keep you updated on any and all action we get on your listing.

**We'll keep you updated on:**

- ✓ REALTOR.CA CLICKS
- ✓ VIRTUAL TOUR CLICKS
- ✓ NOTES & SHOWING FEEDBACK
- ✓ SOCIAL MEDIA CLICKS
- ✓ WEBSITE CLICKS
- ✓ MEANINGFUL CONVERSATIONS
- ✓ SPHERE OF INFLUENCE
- ✓ ORGANIC CALLS/ EMAILS
- ✓ GOOGLE CLICKS



GOING TO MARKET

# Three Step Marketing Process

When bringing a home to market, it's essential to implement an immersive marketing strategy. This ensures your ideal buyer sees your home multiple times across various platforms. Our 3-step approach reaches buyers from all generations, providing comprehensive exposure and highlighting the unique details of your home.



THE DETAILS...

01

MAILERS: I know, most agents will tell you these are a waste of time and money, but my data tells me otherwise. This is where we let all the neighbors know about your home.

02

SOCIAL: They see a postcard in the mail and then a reel pops up talking about the same house. Then a Instagram, Facebook, youtube short. tik tok and google ad...finally, buyers are clicking on the link to your personal website, where they can take a full digital tour.

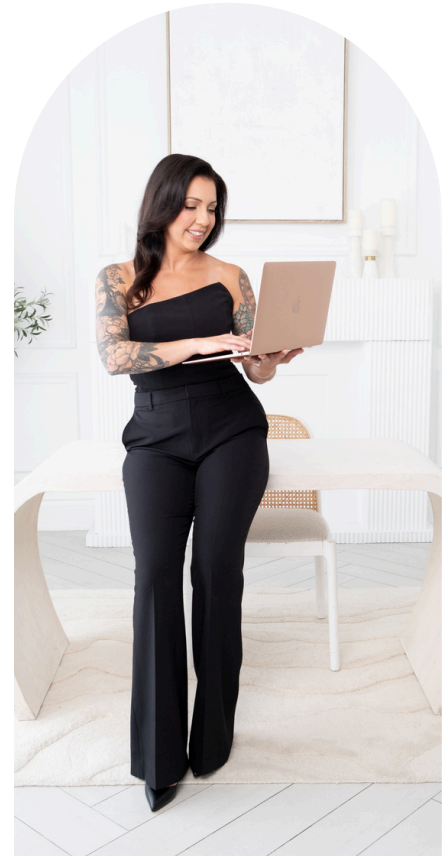
03

OPEN HOUSE: Which invites them to the Open House so they can see what you have to offer in real life. Since they've already seen the photos and videos, this buyer is highly invested in your home.



# AGENT COMPENSATION

In most real estate transactions, two agents are involved—one for the seller and one for the buyer—both working to secure the best outcome for their clients. Hiring a full-service agent means entrusting a professional to manage every detail, from marketing to negotiations. Typically, the seller offers 2.5% of the purchase price to both the listing and buyer's agents, ensuring fair compensation for their services.



## Commission Breakdown

Here is a breakdown of how the commission is divided amongst involved parties:

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**50%** CO-OPERATING BROKERAGE SIDE  
Buyer's Representative

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**50%** LISTING BROKERAGE SIDE  
Seller's Representative

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**ROYAL LEPAGE**  
Terrequity Realty

**10% PRE- LISTING & HOME SET-UP**

- Staging consultation
- All hands on deck coordination

**10% ADMINISTRATIVE COSTS**

- Support staff salary
- Warehouse storage for staging inventory
- Real estate fees

**20% MARKETING**

- Photography & 3D Matterport virtual tour
- For Sale Sign
- Marketing Ads
- Website
- Feature Sheets/ Postcards

**20% BROKERAGE SPLIT**

**13% TAXES**

**25% NET COMMISSION**

**2% ROYAL LEPAGE WOMENS SHELTER FOUNDATION**

# PREPPING THE HOME

Cleaning & prepping your home to sell  
can increase its value by 3%-5%

## *Kitchen*

- Clear off all counters, everything from plants, paper towels and toasters
- Remove all personal accessories
- Tidy pantry

## *Family Room*

- Remove all personal accessories
- Declutter, including furniture if needed
- Remove all pillows

## *Bedrooms*

- Remove 30% of items in closets
- Remove all personal accessories
- Replace bright bedding with neutral tones if applicable

## *Bathrooms*

- Clear all counters of products
- Remove all personal accessories
- Replace bright towels & rugs with white ones

## *Backyard*

- Tidy all toys, pack away as many as you can
- Trim all bushes & mow any lawns
- Rake any gravel

## *Front Entry*

- Sweep front porch + add welcome mat
- Plant potted flowers
- Trim and mow regularly

## *Throughout*

- Wipe down all blinds
- Touch up any drywall or paint

## *Final Clean*

Prior to photos and videos we'll have a professional cleaning crew come in to give the home a good deep clean. A deep clean communicates that the home has been well cared for and increases the home's value to buyers.



## *Shocking Truths...*



Listings with high-quality, professionally shot images can sell up to 32% **FASTER** and at higher prices



The average **ROI** on professional real estate photography is **513%**



87% of consumers say that **GREAT PHOTOS** made them want to visit the home.



# OUR SELLING TIMELINE

Our team will prepare as much as possible before your listing goes live to prepare for the launch , create a **stress free process for you**, and ensure the listing compels the **HIGHEST NUMBER OF BUYERS** and attraction **from day ONE!**

*Here is what our timeline looks like:*

1.EXPECTATIONS MEETING

2. STAGING CONSULTATION

3. SIGN INSTALLATION

4. PREPARING YOUR HOME  
FOR SALE (TOUCH UPS)

5. PRE-LISTING HOME  
INSPECTION (IF APPLICABLE)

6. PROFESSIONAL CLEANING

7. HOME STAGING

8. PHOTOGRAPHY AND  
VIDEOGRAPHY

9. MARKETING MATERIAL  
PREPARATION

10. LISTING LIVE ON MLS

Showings

11. OPEN HOUSE

Showings

12. ACCEPTED OFFER



# GO TO MARKET TIMELINE

We know that timing and preparation are key to a successful home sale. Homes perform best when they hit the market at the beginning of the week, maximizing exposure and buyer interest as we approach the weekend. That's why we ensure your home is fully prepared, with cleaning and photography completed one week in advance.

On photo day, we'll take care of everything—from final cleaning to staging—so your home is presented at its best. This process typically takes a full day, so we recommend planning to be away during the photoshoot and video tour.

Once the professional photos and videos are ready, we use them to create impactful marketing materials, including:

- A custom website for your home
- Direct mail pieces targeting your neighborhood
- Social media posts and ads
- Open house promotional materials

With our **proven process**, your home will receive the visibility and attention it deserves, setting you up for a smooth and successful sale.



# ONLINE DEBUT LISTED TO SELL

The housing industry has transformed, and Team Prata is at the forefront of this evolution. Gone are the days of relying solely on newspaper ads and word-of-mouth. Today, 95% of homebuyers start their journey online, with 54% making their first move by browsing online listings.

We understand that buyers spend weeks searching and previewing multiple properties before making a decision. That's why a strong online presence is essential in marketing your home effectively. Our team uses proven digital marketing strategies to ensure your property stands out from the competition, reaching the right buyers at the right time and maximizing your chances for a successful sale.



*We maximize your home's visibility by leveraging a wide range of tools, ensuring it reaches thousands of potential buyers. Our goal is to give your property the broadest exposure possible to attract the right audience.*

Of course, we don't forget the basics: we publish your listing on the MLS (multiple listing service), syndicate with major real estate platforms like Zillow, Trulia, and Realtor.com, and claim those listings to follow statistics.



# OPEN HOUSE



We believe open houses are a powerful tool for selling your property.

Our professional approach ensures that each open house maximizes your home's exposure, both online and in person. By hosting regular open houses, we consistently refresh your listing's visibility, attracting a steady stream of potential buyers.

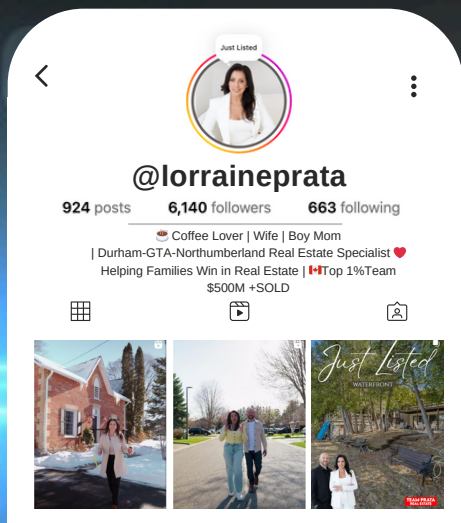
What sets open houses apart is the opportunity for buyers to physically experience the home. This connection goes beyond what online photos can offer, creating a deeper emotional response. Even casual visitors—those not actively searching—can be inspired to make an offer. With our proven strategy, every open house is designed to create more exposure, giving you more opportunities for a successful sale.

# OFFER PRESENTATION

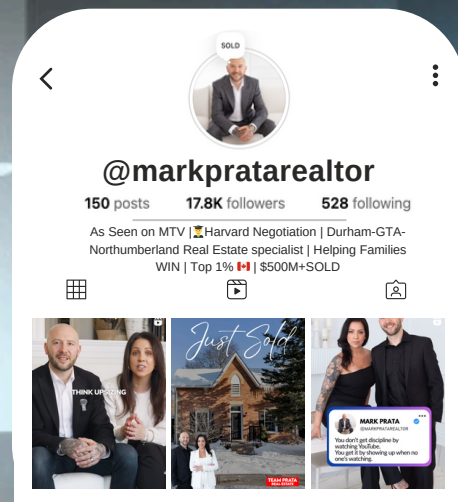
Offer presentations are handled with the utmost professionalism. Whenever we receive one or more offers on your property, we'll sit down together to review and compare them side by side. Our proven system ensures you clearly see the strengths of each offer, helping you decide whether to accept or make a counteroffer.

In the case of multiple offers, we evaluate them all at once, giving you a direct comparison that allows for informed, confident decisions. Our approach ensures you have a full understanding of your best options, setting you up for the most successful outcome.





# SOCIAL MEDIA & ONLINE AD MARKETING



## TARGETED EXPOSURE & IMPRESSIONS

We don't just list homes, **we launch them.**

At Team Prata, we're **social media powerhouses.** With massive reach, high engagement, and a trusted network across Durham Region, Northumberland County, and the GTA,

we know how to put your home in front of the right people fast.

Using AI-driven insights and strategic buyer profiling, we identify exactly who **your ideal buyer** is, then craft **powerful campaigns** to attract that buyer. Our content across Instagram, Facebook, and YouTube doesn't just get views, it sparks action.

We've built a loyal audience that trusts our listings. When we market a home, it gets seen, shared, and sold.

This is next-level exposure. This is new age results-driven real estate.





# CLOSING DAY

**Congratulations, today's the big day!** You've made it to the final step in your journey, and we're here to guide you through it with ease. Closing day can feel overwhelming, but don't worry—we've got you covered. Together, we've already reviewed all the important documents, so today's just about putting everything into motion.

Here's what happens next to officially close your deal in Ontario:

- **Registering the Deed:** After all the signatures are complete, your lawyer will register the deed with the Land Registry Office. This process may take a few hours, but it's a key step in making your ownership official.
- **Transferring Funds:** Once the deed is registered, the funds will be transferred. If there's a mortgage involved, your lender will send the money to your lawyer, who will distribute it as needed. This could happen the same day or within 24-48 hours. Don't worry—your lawyer and lender are working closely to finalize everything.

Once the deed is registered and funds are transferred, the keys are released, and just like that—you're officially a homeowner!





# TEAM PRATA REAL ESTATE®

# VIP CLUB

## Welcome to Team Prata – Your Homeownership Advantage for Life!

At Team Prata, we do more than just buy and sell homes—we provide Home Support for Life through our exclusive **VIP Club**. Simply buy or sell with us once, and you'll gain instant access to a lifetime of unmatched value and convenience as a homeowner.

As a **VIP Club member**, you'll enjoy free lifetime access to our moving trailer, and tool shed, plus an ever-growing collection of party supplies, specialty tools, and moving essentials to make homeownership easier. We've also built a trusted network of local professionals—from contractors to cleaners—so you always have reliable experts at your fingertips. Need help with address changes and utilities? Our Moving Concierge takes care of it for you.

Plus, unlock exclusive savings through our VIP Discount Center, offering deals with local businesses to help you save even more. We're constantly adding new benefits to enhance your experience. Need something specific? Just ask—we're here to help!



## VIP CLUB BENEFITS - FREE PARTY & EVENT RENTALS

As a VIP Club member, you get access to an exclusive collection of party and event essentials, including:

- Banquet tables & chairs for events
- Cotton candy machine
- 10x10 canopy for outdoor gatherings
- Popcorn cart
- Volleyball game
- Bounce house for endless fun
- Snow-cone cart
- Beverage cart
- And more!

Hosting an event? Team Prata has you covered! 🎉

*Proud Sponsor* OF

WHITBY WILDCATS HOCKEY ASSOCIATION  
THE BROOKLIN LADIES VOLLEYBALL LEAGUE



X



PRATA | HOTTE  
— ASSOCIATES —  
REAL ESTATE

X



HELPING CHILDREN WITH NUTRITION AND  
ACCESS TO ADVANCED TRAINING  
OFFERING KIDS OPPORTUNITIES TO GROW



# *what others* **ARE SAYING**



## HELENA ROSSBOROUGH

The Prata's are true professionals, but what sets them apart is their love for the community and the people they connect with. They sponsored our sons hockey team and always go above and beyond to show their support for the kids and our community. These are the people to trust when it comes to selling your home or looking to purchase one.



## TASHA ASLANFARD

Lorraine is without a doubt the best agent to work with. She was so kind and patient throughout the whole process. She listened to what we wanted, knew exactly what to do to get us there, and we couldn't be happier with the results. Her level of professionalism is second to none. She is part of the family now and she will definitely be our agent of choice in the future.



## JOSEPH PARKER

Lorraine is absolutely amazing, she showed my wife and I homes from Hastings ON. to Trenton ON. She has so much patience, Lorraine was always looking out for our best interest. I highly recommend Lorraine. 10 out of 10 stars.



## WENDY FEENEY

Wow I can't say enough about Mark and Lorraine Prata and how they handled the sale of my father's home. This had been our family home for 60 years so we really didn't know much about real estate transactions. Mark and Lorraine explained everything, guided us along the way, and were successful in selling this home in 2 days, above asking. I would recommend them for any of your real estate needs. Thanks again Mark and Lorraine



## DEREK R.

For first time home buyers, we strongly recommend speaking to Team Prata Real Estate. I dealt with Mark, his dedication to our satisfaction was evident in how he went out of his way to provide insight of the market value in the area, helping us understand the best time to buy, accommodating dates for showings and knowledgeable with the area and surrounding communities which really stood out versus other companies we spoke to. Thank you Mark for all your help!



## RYAN HAYDAR

I can't recommend Mark and Lorraine of Prata Real Estate Team enough! They are incredibly hardworking and always have their clients' best interests at heart. Their commitment to staying updated with the latest education and marketing strategies truly sets them apart in the industry. If you're looking for dedicated real estate professionals, look no further!





READY TO LIST?



CONTACT US!

LORRAINE PRATA  
REALTOR® & TEAM LEAD

🌐 647.831.1770  
@ @lorraineprata  
✉ www.pratahotte.com

MARK PRATA  
REALTOR®

🌐 647.527.0757  
@ @markprata  
✉ www.pratahotte.com

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# Thank you

FOR CONSIDERING

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We sincerely appreciate your time and  
kind consideration

*Core values:*

**VALUE:** To maximize your sale price by leveraging expert knowledge, years of experience, and strategic marketing and promotion.

**EXPERIENCE:** To simplify and streamline your process - start to finish, and beyond. Solutions before you even have to ask.



*Your confidence and support means the world to us!*

*Welcome Home*

**TEAM PRATA**  
**REAL ESTATE®**

