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# THE GREATER PROPERTY GROUP'S BUYER'S GUIDE

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GREATER PROPERTY GROUP

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**Your Home Sold GUARANTEED!**

EVERY BUYER GETS A HOME WARRANTY









# MISSION STATEMENT

It is the mission of the Greater Property Group to provide the highest quality innovative, and exceptional real estate services available in your market.

Our client's needs come first. We strive to always provide value far in excess of our client's expectations. Our goal is mutual respect and long-term relationships that are beneficial to all parties.

Our company is a great place to work and do business. We are positive, helpful, and enthusiastic at all times - always focusing on solutions, not challenges. We take care of business first and foremost, but have fun and enjoy ourselves in the process.

We run a clean, organized, and efficient operation. We always adhere to the highest standards of integrity and ethical business practices.

We constantly strive to create, develop, and implement new ideas and strategies that will benefit our clients. We seek continuing education in all aspects of our business to increase the level of service we offer our clients.

## CORE VALUES

- Industry Innovation and disruption, leaving the status quo behind.
- Honesty & Integrity at all times and in all situations.
- Continually improving our services to exceed our client's expectations.
- Create and nurture a fun, exciting, creative, and productive work environment.
- Tirelessly pursue personal and team growth while reaching well-formulated goals.

## THANK YOU

Thank you for contacting the Greater Property Group regarding your property purchase. We have created this booklet for you to provide you with a step-by-step guide educating you on what is required and what to expect when you purchase a property, or your new home.

We strive to provide the ultimate real estate experience to our clients. As you will see, we offer Guaranteed Real Estate Services that shows our commitment to our clients. We work diligently to ensure that you are treated the way you want and should be treated throughout the process.



# WHAT MAKES THE GPG DIFFERENT

The Greater Property Group is a boutique real estate firm comprised of premier real estate professionals working together to serve 'the city and surrounding area's wide array of real estate needs. We offer the best of both worlds - the power of an international brand and the personalized service of a boutique office. Our goal is to provide our local and international clients with exceptional, personalized service, while remaining flexible and innovative so we can thrive in any economic cycle. Our firm provides the tools needed to achieve prominence in the marketplace through education, technology, and training.

Here are a few ways you benefit by working with us:

## HONESTY

We refuse to tell you what you want to hear just to get your business. We will tell you the absolute TRUTH EVERY TIME. Some agents are either afraid of losing your business or don't have the capabilities to broach a touchy personal situation or topic. Here at the Greater Property Group, we are not afraid and use the tactful yet firm approach to these issues. Rest assured, you will always be completely and accurately informed on what's happening through the process, NO MATTER WHAT!

## LEADING EDGE TECHNOLOGY

We do not just stop at traditional home buying methods; we take it to a whole new and different level. Our search includes properties that are not available on the MLS or internet, including our database of 'Sellers In Waiting' and 'Off Market Properties' that ensure you'll find the perfect home or property you're searching for. Others may claim this result, but we actually achieve it and have our satisfied clients and statistics to prove it!

## SPECIALIZED MARKET KNOWLEDGE

We are engaged 24/7 and we know the market. We work and study the market trends daily to keep up on what is happening now and in the future. Our team is certified with 10 different designations and over 2,500 hours of training and seminars. We have the knowledge to help keep you informed on the market and make sure you make the right choice when buying your new home.

## UNIQUE TEAM SYSTEM

With over 12 various aspects of helping buyers and sellers, we make sure no task is forgotten and NOTHING is left undone. From sales, administration, marketing, service repair, telemarketing, and technology, we cover all of our bases to ensure nothing falls through the cracks. We have perfected a unique system that allows us to maintain a top level of client communication and performance that is unmatched by any other REALTORS®.

# YOUR **GPG** BUYER AGENT WILL HELP YOU...

1

Find the best home for  
YOUR needs

2

Secure the best financing at  
the **LOWEST** rates and best  
terms for YOU

3

Meet YOUR home buying  
needs with the **LEAST**  
amount of hassle

4

Negotiate the lowest price  
and best terms for YOU

## OUR **EXCLUSIVE VIP HOME BUYING SYSTEM** FOCUSES ON YOUR NEEDS!

1. Special Financing and Exclusive Options for clients of the Greater Property Group through Strategic Mortgage Partners
2. We email you all properties that match your exact home buying criteria with our exclusive **HOME HUNTER SERVICE**
3. We help you get the home you want using our **SPECIALIZED MARKET KNOWLEDGE & LEADING EDGE TECHNOLOGY**
4. We close your transaction quickly and with the least cost and hassle as a result of our unique **GROUP SALES APPROACH**

# EACH STEP OF THE WAY, **YOU** **WILL BENEFIT** FROM OUR...

- ✓ *Innovative Home Buying Programs*
- ✓ *Valuable Consumer Benefits*
- ✓ *Unique Group Sales System*
- ✓ *Leading Edge Technology*
- ✓ *Specialized Market Knowledge*

## GPG'S **VIP** HOME HUNTER SERVICE

### How it works:

1. Our VIP Home Hunter Service gives you priority access to all the hot new listings that match your home buying criteria.
2. We enter your criteria into our powerful proprietary search program.
3. Our computerized searches find every property that meets your criteria so you get immediate access to all the listings, including Builder Homes, Distress Sales, For-Sale-By-Owner, Foreclosures and more.
4. You tell us what you are interested in and we look at and investigate the properties that you choose.

IT'S OUR JOB TO LOOK AFTER  
**YOUR** BEST INTERESTS





# SPECIALIZED MARKET KNOWLEDGE

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- ✓ Our Sales Agents are full-time pros, completely familiar with the intricacies of our local market, its practices and inventory
- ✓ We know foreclosures, construction, zoning, land use, real estate development, investment and a broad range of other real estate related matters!
- ✓ We regularly attend outside and in-house training and continuing education seminars by experts in the field so that you have the benefits of the latest and most up-to-date real estate trends
- ✓ We use industry leading technology and innovative consumer programs, giving you the competitive advantage over other buyers

## WITH OUR SPECIALIZED KNOWLEDGE, OUR GROUP WILL...

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- ✓ Do the best job of finding that one "perfect property" for you
- ✓ Do the best job of preparing an offer that meets your needs at the lowest price and best terms
- ✓ Do the best job of presenting and negotiating your offer so that the deal is in your favor and your interests come first (not the sellers)
- ✓ Do the best job of closing the transaction with the least cost and hassle to you.



# 5 MILLION

## REASONS TO WORK WITH THE GPG

BUYERS REPRESENTED BY A GREATER PROPERTY GROUP  
ASSOCIATE WERE ABLE TO FIND THEIR DREAM HOME AND  
SAVE MILLIONS AT THE SAME TIME.

**\$5,025,851.64**

GPG CLIENTS HAVE SAVED  
\$5,025,851.64 ON THEIR REAL ESTATE  
PURCHASES SINCE 2015\*

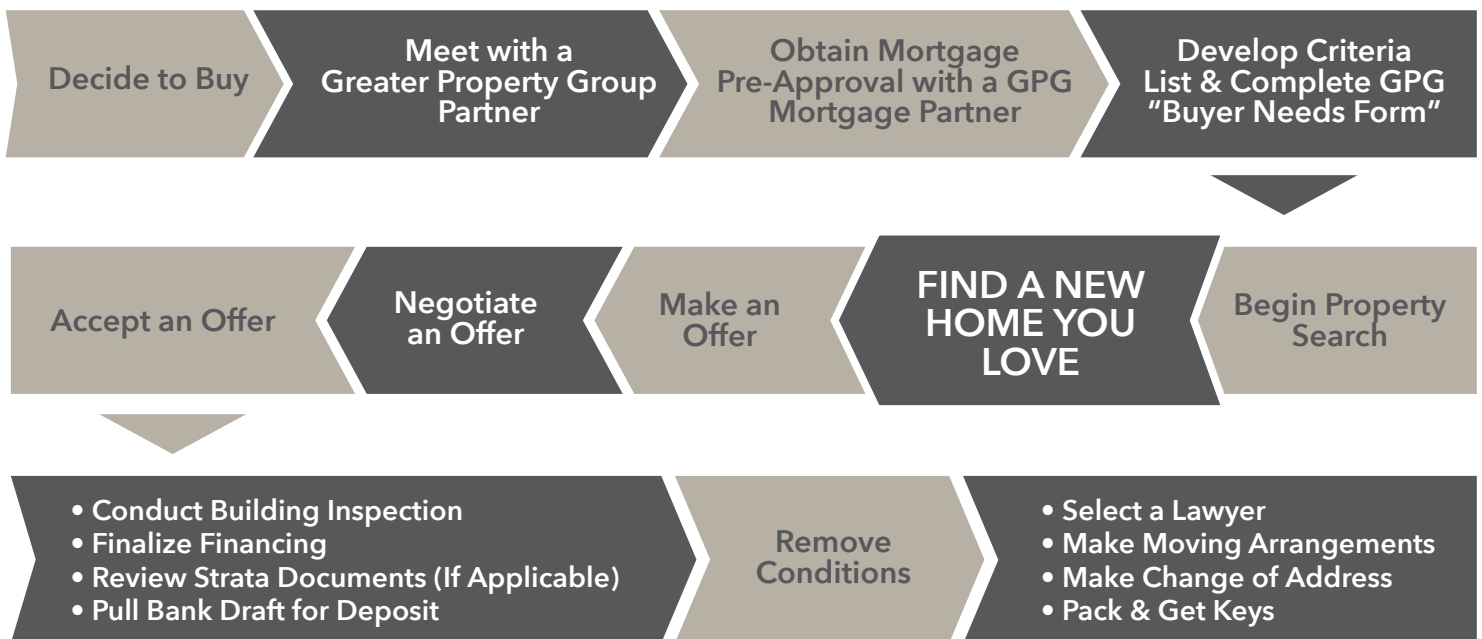
\*NUMBER BASED ON AMOUNT NEGOTIATED OFF LIST PRICE THROUGH  
PURCHASE TRANSACTIONS SINCE 2015.





# THE HOME BUYING PROCESS

The 'Home Buying Process' doesn't have to be a complicated one when working with a Greater Property Group Associate.



# TIME TO MOVE!



## ★ FREE BLANKET HOME WARRANTY PROGRAM ★

We love to work with loyal GPG clients, and to prove it, we offer a 'FREE Blanket Home Warranty' to our clients and customers. A home warranty is a renewable service contract that covers the repair or replacement of many of the most frequently occurring breakdowns of home system components and appliances. Wouldn't it be nice having the peace of mind knowing that your new home is protected by a warranty that provides coverage to repair or replace covered components and appliances? Ask your GPG Associate how to get your hands on a 'FREE Blanket Home Warranty' certificate!

## OFF MARKET PROPERTIES & SELLERS IN WAITING\*

In addition to currently listed inventory that matches your search, you will receive the best new listings that match your criteria BEFORE the average buyer knows about them. You can beat other buyers to all the HOT NEW LISTINGS!

This list would include foreclosures, bank owned properties, distress sales, for sale by owners, and our database of 'Sellers In Waiting.'

*>>> You can beat other buyers to all the HOT NEW LISTINGS!*

## VIP BUYER CANCELLATION GUARANTEE\*

We are so confident that our real estate system will work for you, that we guarantee you the right to cancel our buyer's agreement any time prior to submitting an offer to purchase a property, with no penalties or obligation.

*>>> REMEMBER, YOU ARE NEVER UNDER ANY OBLIGATION TO PURCHASE ANY PROPERTY.*

### ***We Take All The Risk So YOU Don't Have To!\****

Our pledge is to provide you with the highest level of service in the real estate industry, and our commitment to this pledge is 100%. Your right is to evaluate whether we live up to this standard, and to cancel your agreement with us at any point prior to submitting an offer to purchase. There will be no penalties or obligations if we fail to deliver the service we promised.



## 'SELL IT FOR FREE' GUARANTEE\*

*If you are not happy with the home you purchase within 12 months of the date you close,  
we will sell it for FREE!\**

The Greater Property Group offers this unique 'Buyer Satisfaction Guarantee' so you are in control of the relationship and home buying process. We want you to know that we have a vested interest in helping you get the best possible home - one that you will enjoy for years to come. We put this guarantee in writing to help you understand how committed we truly are to our clients.

## 1-2-FREE PROGRAM

That means that your new appliance package or home improvement project could be 1-2-FREE!

We are on a mission to grow the GPG family of clients so we can give our award winning service to as many people as we possibly can... and referrals are the lifeblood of our mission.

To thank you for your referrals we will re-imburse the GPG side of the commissions on your purchase back to you in the amount of \$1,000 for the first new client you send us that does a transaction with the GPG. We will increase that reimbursement to \$2,000 for the second client you send us that does a transaction with the GPG. When you send us a third, separate client that does a transaction with our team, we will reimburse \$5,000 of the GPG side of the commissions back to you!

## LIVE MORTGAGE AUCTION\*

In today's incredibly complex mortgage market, the government interventions have made products very diverse. How will I know if the products/rates I see online will even apply to me? How do I effectively shop to ensure what my offers will be?

Once our mortgage partners get your complete application they start a live auction in the marketplace. Their software allows them to get bids from all lenders in the marketplace...instantly. They carefully review the offers and select the 5 best for you.

## LENDER COMPARISON REPORT\*

Our Mortgage partners are able to create an informative report containing detailed information on the 5 best offers from the market. They share that report with you and sit down and explain the report, lender by lender, line by line, so you understand clearly why one lender, or one product is better than the other. This process and your resulting report is the best, easiest and quickest way to shop the entire mortgage market, every lender in the market is available. When banks compete, you win.

## MORTGAGE APPROVAL ASSURANCE PLAN (MAAP)\*

We want to ensure you are shopping the market from the absolute strongest negotiating position possible. Today's sellers are uneasy about accepting offers from unqualified buyers. Sellers who are fortunate enough to actually get multiple offers are uncertain about which offer has a qualified buyer on the other end. Our mortgage partners can issue you a guaranteed approval contract to go along with your offer so any seller we negotiate with will be taking you seriously as they certify to the sellers that you are guaranteed approved! This is backed with a \$5,000 payment to the seller if you are not approved. This puts your offer ahead of the pack.

\*Terms & Conditions apply. Ask your GPG associate or partner for further information or details. Mortgage programs and offers are made by mortgage company partners not the Greater Property Group.



# BITCOIN PAYMENTS

*Start Saying 'Yes' to taking CryptoCurrency for Real Estate purchases today!*

## BITCOIN

Bitcoin is becoming a popular form of payment: this can be used for big or small purchases. As a buyer, you might want to use Bitcoin or another form of Digital Currency for your deposit or purchase.



## BITCOIN

The buyer can purchase their dream home if the seller agrees to this form of payment. Both parties must be compliant, as Bitcoin transactions are not reversible.

## SUCCESS

Our Digital Currency Brokerage partner will provide the Canadian funds back to the seller, in result you can complete the transaction with Bitcoin as a form of payment.



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*Happy Customer &  
Sales Completed*



# BUYER REVIEWS

## ***If you get a chance to use them, DO IT!***

*"The Greater Property Group!!! If you can get a chance to use them DO IT!!!! They are by far the nicest, most helpful, very knowledgeable and considerate real estate team I have ever used. I have been through many useless, pushy, lazy agents in the past and I have to say I hated the whole experience."*

**- W. Ginn**

## ***I had a really great experience using this team!***

*"I had a really great experience using this team of professionals. The Greater Property Group made purchasing my first condo a great experience. They went over and above to make sure the transactions ran smoothly and on time. I would definitely use them again for any future real estate transactions and recommend them to all my friends and family."*

**- Toujana J.**

## ***I would highly recommend The Greater Property Group!***

*"They were so wonderful in assisting me in find the perfect home for my family and that we found a house in the first visit. They helped me list the pros and cons of each house, making sure that I made the right choice. As well they are extremely knowledgeable and professional."*

**- DeeDee S.**

## ***Saved \$19,900 on the purchase price!***

*"We got set up with The Greater Property Group last year and knew right away that we'd find our dream home when we met them. They are extremely professional, knowledgeable and patient. They made our first home purchase experience stress-free and will definitely recommend them to friends and family. Thank you again, we LOVE our home!"*

**- Chalitta C.**

**Saved \$49,900 on the purchase price!**

*"The Greater Property Group was so much fun to work with! They did an amazing job and found us a home we love!"*

**- L. McConnell**

**Saved \$10,000 on the purchase price!**

*"We had the opportunity to be represented by The Greater Property Group as we purchased a home in Airdrie. The Greater Property Group was honest, very patient, and ensured the process was almost pain free! They made us feel very comfortable and we trusted them. I would highly recommend The Greater Property Group to any of my family or friends for real estate needs."*

**- K. Lenko**

**The Greater Property Group is the best team we have ever worked with!**

*"Right from the beginning they had the perfect level of professionalism combined with an authenticity to find us exactly what we were looking for. With our agent it was like dealing with a long term friend who was patient, considerate and genuine. Plus they have a lot of experience and got us exactly what we were looking for at an incredible price!!!"*

*We have recommended other friends & family members to them and will continue to do so in the future."*

**- N. Breckenridge**

**Saved \$24,900 on the purchase price!**

*"The Greater Property Group did a great job helping us find our home. We had a very specific picture in mind of what we wanted, and our agent stuck with it and us, and thus found the home we wanted, in the area we wanted, at the price we wanted. Great service and not in the least bit pushy. I'd recommend using this team to anyone else without hesitation!"*

**- L. Martin**

**Saved \$10,900 on the purchase price!**

*"Purchased my first home with the help of The Greater Property Group. They made the experience simple and easy to understand for someone with no previous knowledge! Great service overall and would recommend them to anyone!"*

**- M. Wellman**



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**Saved \$47,500 on the purchase price!**

*“We worked with The Greater Property Group to purchase our cabin and had great service and the deal went very well. Great team and hard workers!”*

**- T. Brown**

”

**Saved \$10,400 on the purchase price!**

*“The Greater Property Group were very professional, they took the time to help us day and night through all of our questions which was very appreciated as this was our first home purchase.”*

**- D. Villeneuve**

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**The Greater Property Group was always available!**

*“My husband and I recently purchased a house and The Greater Property Group was our representative. From the moment we started house hunting The Greater Property Group was always available and had a ton of information about houses and areas that fit our requirements. Within a week we had found our dream home and we put in an offer. They are always available to reach by phone and answered all of the questions we had (and as first time home buyers we had A LOT of questions!) The whole purchasing process was easy and I recommend The Greater Property Group to everyone looking for a dedicated and knowledgeable team.”*

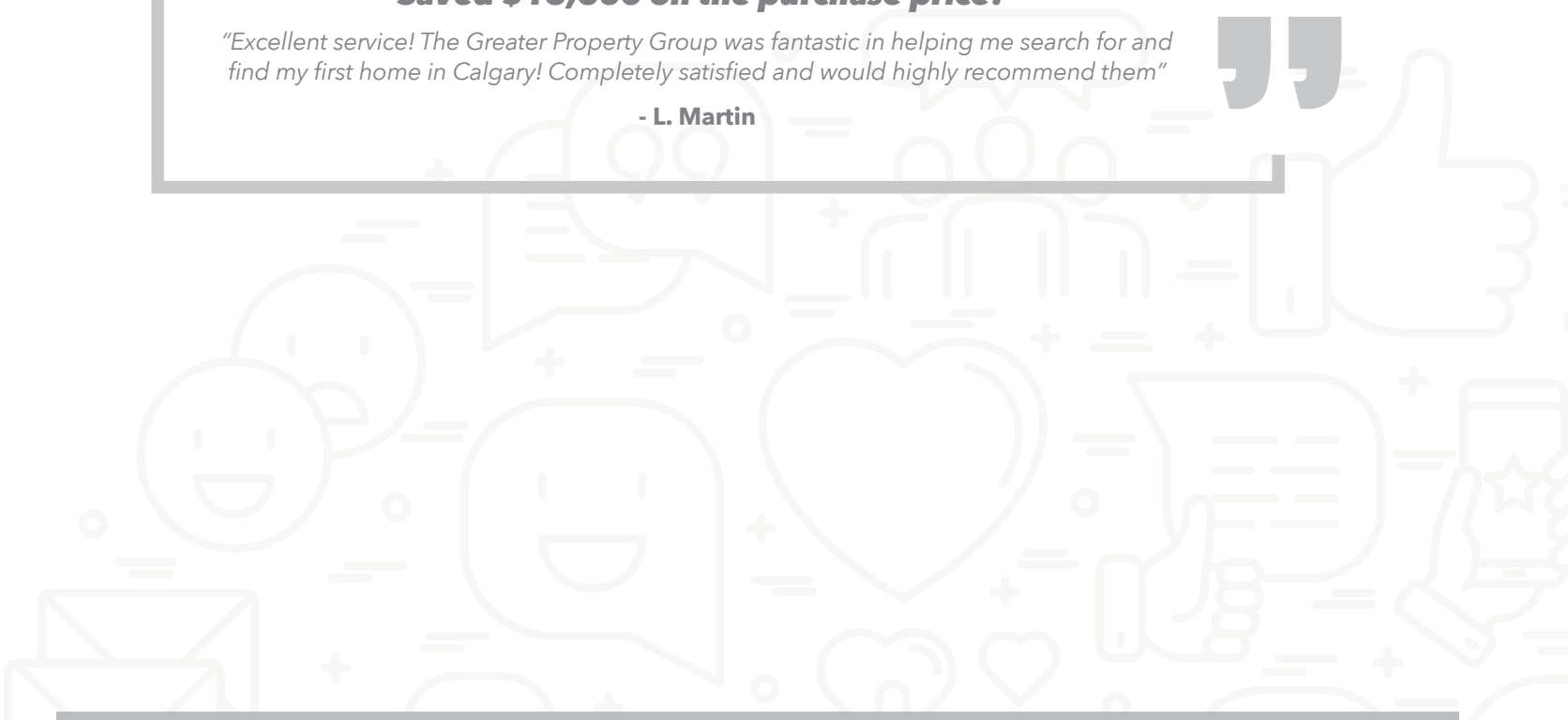
**- Amanda V.**

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**Saved \$13,500 on the purchase price!**

*“Excellent service! The Greater Property Group was fantastic in helping me search for and find my first home in Calgary! Completely satisfied and would highly recommend them”*

**- L. Martin**



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