LATitude
REALTY

Harry Garcha prec*| Harp Garcha

REAL ESTATE

GUIDE TO SELLING AND BUYING REAL ESTATE



NOBODY IN THE WORLD

SELLS MORE REAL ESTATE THAN RE/MAX.

Harry Garcha and **Harp Garcha** are trusted real estate experts specializing in Greater Vancouver . Together, they bring over 17+ years of experience, a deep understanding of the market, and a client-focused approach to every transaction. Harp's attention to detail, dedication, and vast network ensures seamless experiences for buyers and sellers alike, while Harry's proven track record, tireless work ethic,and marketing expertise deliver outstanding results. From first-time buyers to seasoned investors, their clients benefit from tailored services, professional marketing packages, and expert negotiation skills. Contact Harp today to achieve your real estate goals with confidence and success.

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HARRY - 604.618.9605 | HARP 778.986.2425



PRICING STRATEGY

THE 3 MARKET CONDITIONS

SELLER'S MARKET

Inventoryislow. Properlypriced homes generally sell **within the first month of listing**. If you have not received an offer within this time period, it is priced too high.

NORMAL MARKET

Inventory is meeting demand. There is no perceived advantage to either buyers or the sellers. Properly priced homes should sell **within 1-2 months**.

BUYER'S MARKET

There areplentyof homesfor sale in every price range and area. Homes priced just below other, similar homes will usually sell **within 2-3 months**.

Usually, in a Buyer's Market, home values are declining in this type of market so the sooner you sell, the better it is for you.

THERE ARE ALSO THREE MAJOR FACTORS TO SELLING A PROPERTY:

1.the listing price
2.the level of motivation of both the seller and the buyers
3.the marketing plan of the Realtor®

The things you can control are the initial listing price and your own personal motivation for selling the property. The Realtor® is responsible for implementing an effective marketing plan.

Take the time to honestly answer the following questions:

1.Are the benefits of moving important enough to you to price your property at market value?
2.Is your understanding of the current market value of your home based on statistical data?
3.Does it make sense for you to stay in the property any longer than you have to?
4.Are you willing to consider pricing your home just below similar homes currently for sale?
5.How long are you willing to wait for a sale?

THE SELLING PROCESS

The selling process canbeabumpy road to travel. I will be invaluable source of knowledge, contacts and advice, help you get the best results from listing to sale.



STEP 1

CONSULTATION

Help me to thoroughly understand your needs, then enter into an agency relationship:

- Disclosure of Representation in Trading Services
- Fintrac Form
- Buyers Exclusive Agency Agreement

STEP 2

LIST AND MARKET YOUR PROPERTY

I will provide professional advice to market your property to its full potential, and optimize showings.

See my professional marketing plan, within this guide.

STEP 3

SHOWINGS

I will coordinate showings with prospective Realtors® and their buyers. I will provide detailed feedback from showings and help you respond to those insights if it's deemed necessary.

STEP 4

PRESENTATION OF OFFERS

I will advise how to negotiate an offer that is in your best interest!

STEP 5



OFFER ACCEPTED

Once an offeris accepted it will likely come with Conditions /Subject Clauses

I will communicate with the Buyer's Realtor® to help ensure that Conditions/ Subject Clauses are satisfied.

STEP 6



REMOVE SUBJECTS

Your property is SOLD! Now it's time to arrange for movers, transfer utilities, insurance, forward mail, etc.

You will need to visit your Lawyer or Notary to sign closing documents.

STEP 7



COMPLETION

This is the official date that you receive the funds from the sale of your home.

STEP 8



POSSESSION

I will deliver your keys to the Buyer Realtor®

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REAL ESTATE

MY PROFESSIONAL

MARKETING



Signage



Home Staging



Professional Photography



Virtual Tour / Video



New to Market Mail-out



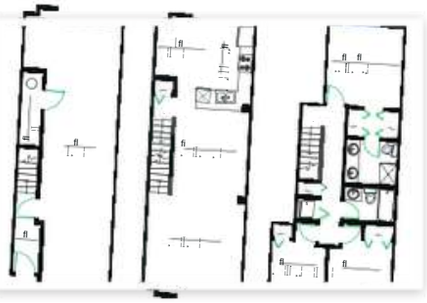
Property Brochures



Aerial Photos / Video



Realtor® and Personal Network



Floorplans



Internet Saturation



Market Expertise



Negotiation Expertise

Not all properties will require the use of every marketing tool available to achieve the top sale price. I will position your property using a combination of tools that are customized to your unique needs.



TIPS for Best Showings

Buyers are excited to see your home. They have high hopes that this will be THE ONE! Everything you do to help bring that vision to a reality will benefit you in the long run.

1. Ensure easy access - provide a key
2. Remove parked cars from the driveway
3. Prune overgrown trees that impede line of sight from the street
4. Ensure walkways and entrance are clear and swept
5. Keep your lawn mowed and edged
6. Remove debris from landscaping
7. Keep your home clean - people will notice and remembe
8. Keep all lights on and replace bulbs that need replacin
9. Keep all drapes and shutters open
10. Keep all doors unlocked
11. Leave soft music playing
12. Leave the premises - take a short walk with children / pets
13. Let the buyer be at ease and let the agents do their job

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NOTES AND QUESTIONS

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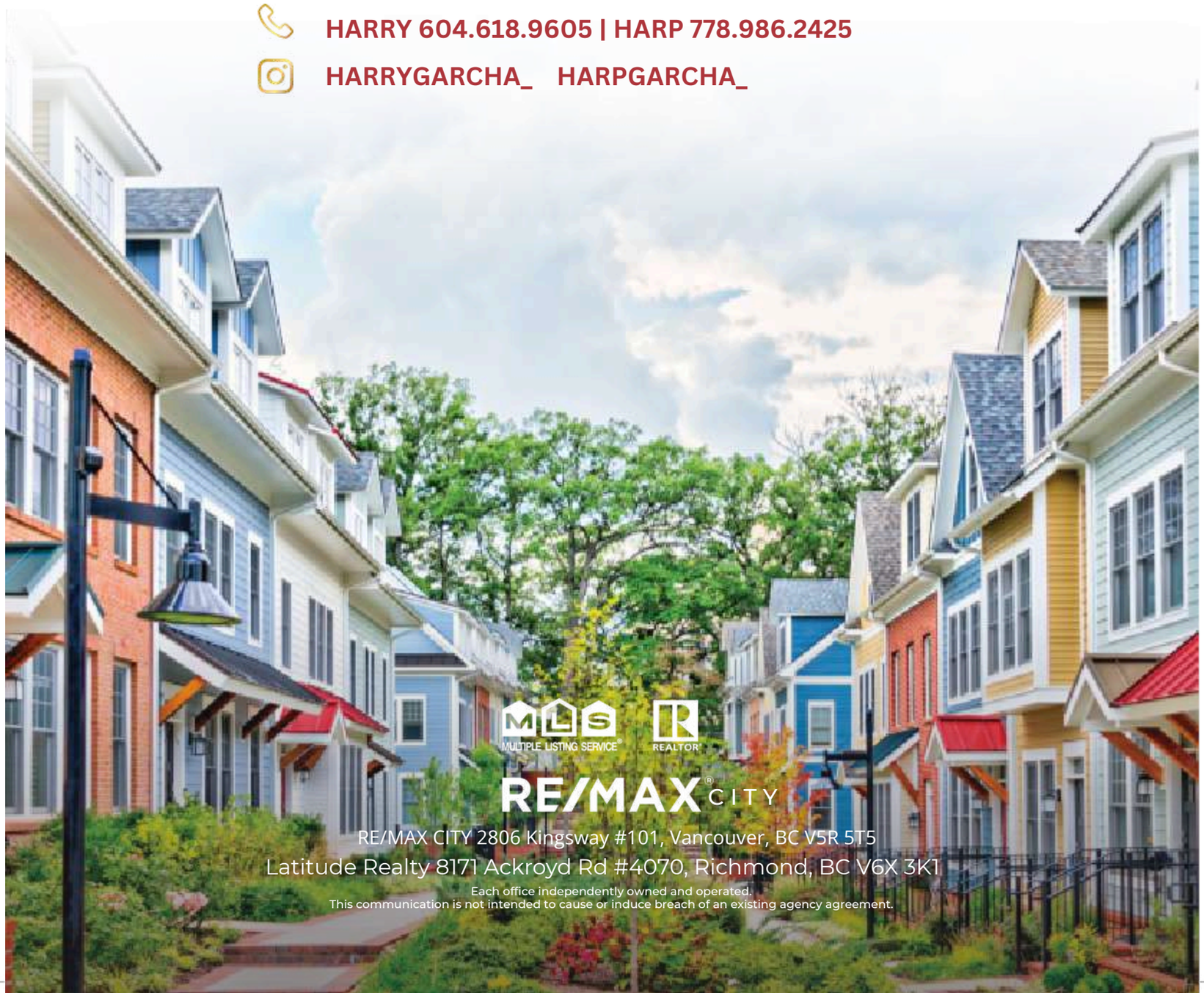
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