

SELLING YOUR HOME



DAVE ♦ HITCHCOCK

harbourcityliving.ca



WELCOME



Time to sell? If you're like most homeowners, you would like a few questions answered to allow you to make an informed decision.

After all, you're considering selling one of your largest assets.

You might have questions like:

- *What's my home worth?*
- *Is it a good time to sell?*
- *What can I do to make my home as attractive as possible?*
- *What does the process look like?*
- *Why should we list with you?*

This guide will give you answers to many of those questions and provide some insights into my marketing abilities which in turn will give you more confidence in my marketing program and process. When we meet I will do my best to help you feel completely comfortable about our relationship and answer all your questions.

DAVE HITCHCOCK

REALTOR®

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OUR MEETING



OUR AGENDA

1. "Kitchen Table Meeting" to get to know each other and discuss your needs.
2. A tour of your home.
3. Reconvene at the kitchen table for a more in-depth discussion about your home and plans for selling.

(Usually 45 minutes to an hour)

MEET DAVE



I am a member of Canadian Real Estate Association (CREA.) I have had my real estate license since 2011 with a previous background in industrial finance and asset based lending. I am a Director of **CRG Mortgage Investment Corporation** and full time professional REALTOR® with a proven successful track record. I also have a solid team of professions behind me to assist you in any and all things real estate related and can definitely help you with marketing and selling your home in the central Vancouver Island region.

Areas of Expertise

Residential – This is my main area of focus, I have been involved in the purchase, sale, construction and renovation of many homes from high end luxury to investment condominiums over the course of my life. I look forward to putting my experience to work for you.

Commercial – I have experience as a buyer/owner and seller of commercial properties and would be pleased to discuss acquisition or sale of these types of properties with you as well. I was involved in all phases of the design and construction of a large award winning commercial office building in Nanaimo's downtown core completed in 2001.

Career Highlights

- Voted Most Professional REALTOR® *Coast Realty Group 2014.
- Awarded the Master Sales Award Royal LePage Nanaimo Realty 2015
- Awarded the Master Sales Award Royal LePage Nanaimo Realty 2016
- Awarded the Presidents Gold Award Royal LePage Nanaimo Realty 2017, 2018, 2019 & 2020
- Awarded the Diamond Award Royal LePage Nanaimo Realty 2021
- *Coast Realty Group was purchased by Royal LePage Nanaimo Realty in July 2015
- Top 10% donor to Shelter Foundation (Haven House) 2018 to 2021

Other Interests

I like to live an active lifestyle, am married with grown daughter, son in law and granddaughter all of whom I am very proud of. I currently volunteer on the Board of Directors of Habitat for Humanity Mid Vancouver Island and have served as Chairman from 2015 to 2019. Was awarded "Volunteer of the Year" with Community Futures Central Island in 2016. I'm a longstanding member of Branch 257 Legion in Lantzville. BC.

Whether you want to sell a commercial property, custom luxury home or your first starter home or condominium;
Helping you is what I do!

MEET DAVE



PROFESSIONAL PHOTOGRAPHY

FLOOR PLANS & 3D TOURS



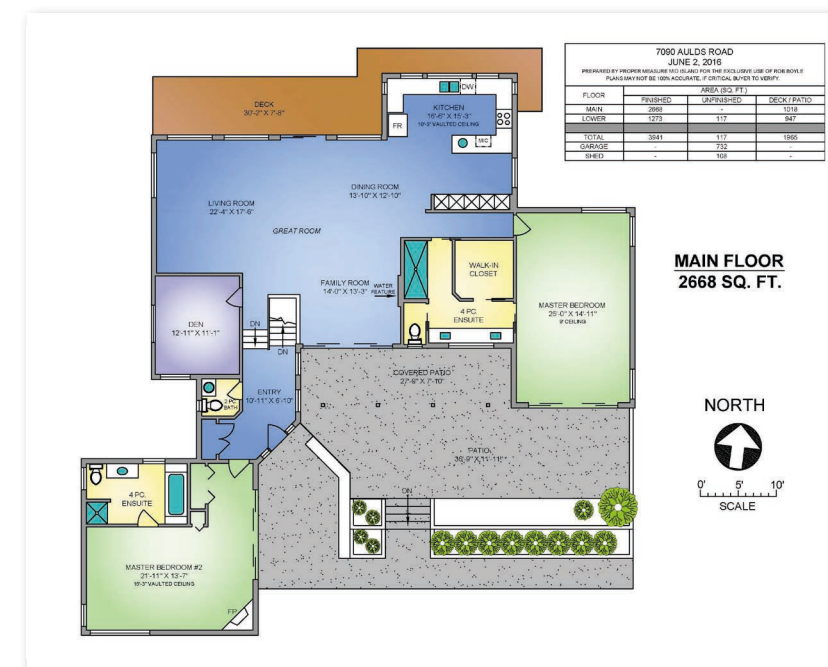
**IN REAL ESTATE
IMAGE
IS EVERYTHING!**



Floor plans are often the first piece of information buyers ask for, as they allow them to easily understand the layout of your home.

Floor plans help visualize a clear idea of the room sizes, and locations of doors and windows.

I will have high quality colour floor plans designed for marketing your home. These will be available online and will also be printed on your feature sheets and brochures so buyers will leave your home with a physical copy.



A high quality 3D tour is one of the most effective marketing tools available for residential real estate.

Having a 3D tour is like "Google Earth" for your home and allows potential buyers to virtually explore the listing 24 hours a day, from anywhere on the planet.

Having a 3D tour helps reduce the total number of showings by eliminating the buyers that would rule your home out within moments of entering it. Your time is valuable, and we don't want you to have to worry about cleaning up your house and making arrangements for your kids or pets etc., if it is not necessary.



Please visit my website, www.harbourcityliving.ca to view some of my testimonials.

References are also available upon request. Like any job interview, references need to be checked. 😊

PREPARING TO LIST YOUR HOME

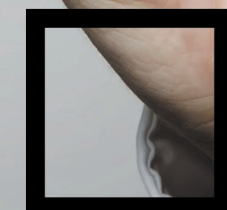
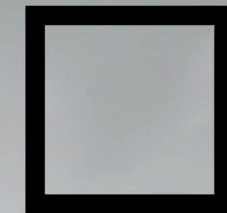
In preparation for listing your home, it would be helpful for you to gather up a few things:

- A copy of your survey
- Your most recent annual property tax assessment
- The average cost of utilities (electricity, hydro, water)
- The age of your home
- Details of recent improvements or renovations
- A list of items you would like to exclude from the sale
- Pictures of seasonal features (i.e. gardens in bloom)
- A list of any easements or right-of-ways
- Receipts and warranties for recent home improvements
- Your Top 10 Reasons for buying the home
- Other relevant information (any upgrades, copy of floor plans, builder plans and/or model name)

For Condominium Owners

- Maintenance/strata fees and a list of what they include
- Parking and locker numbers
- Pass key to the building
- Current By-laws and rules
- Property management contact information

**Note: I will be responsible for acquiring an up to date full package of all the strata documents prior to listing at no cost to you.*





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