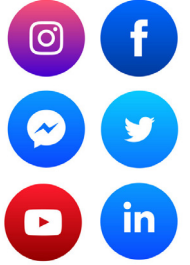


**RE/MAX  
ANDREW  
HASMAN**

**SELLERS  
PRE-LISTING  
PACKAGE**



*The experience is everything*

**Andrew & Jill Hasman**  
604.657.7936  
andrewhasman.com

*Andrew Hasman*  
**AND ASSOCIATES**

Each office independently owned and operated  
110 - 3540 West 41st Ave., Vancouver, BC V6N 3E6 • Office Phone: 604.263.2823  
This communication is not intended to cause or induce a breach of contract



# the experience is everything

Jill & Andrew Hasman



BUYING SELLING INVESTING

We are full time Residential Real Estate Agents who work in the Vancouver area. We have resided in the Vancouver since 1990. Andrew's background was in retail and accounting and Jill worked in the Interior Design Industry before going into the Real Estate Industry as both Investors and REALTORS®.

We are proud to say that during those three decades selling real estate we have made so many wonderful friends from the clients we have helped over those years. Cultivating relationships is what we are all about. When you work with us we aim high to create an ongoing relationship that provides you with a truly valuable outcome at each and every home or investment purchase or sale.

Our philosophy has always been to provide you with the highest standard of service. The expertise that we bring to the table has been developed over years and years of working in the same market. If you are looking to buy and sell in Vancouver we are your specialists.



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We are **PROUD** that most of our clients are repeat clients and most of our leads come from those client **REFERRALS**. We are **THRILLED** when we receive referrals. It's always a huge **COMPLIMENT**. We are especially thrilled when we get to help **MULTI-GENERATIONS** in families. The **EXPERIENCE** from nearly three decades in the industry helps our clients whether they be **BUYERS, SELLERS, or INVESTORS**. Let us put our **EXPERTISE** to work for **YOU**.



## Trust In Experienced Professionals

As Remax Real Estate Agents, we are committed to helping you get your property sold on your terms and in your time frame. Our experience offers a sophisticated approach with the latest marketing techniques from analyzing your home's market value to ensuring that your home shows the best it can show. After years of training and interaction in the real estate industry, we will help you through every detail of the preparation and transaction. We put together a comprehensive package prior to your home coming live to the market.

## Analysis of the Current Market

As your selling agents, we will do a comparative research before suggesting a potential listing price. We will perform a competitive market analysis based on the homes that have recently sold in your area and homes that are currently on the market. This tells you what the market is saying about sold pricing and shows you where your competition is in relation to what has been sold. It also gives a good indication of where your home should be priced at relative to what's on the market and compared to what your home has to offer.

## Property Condition

The condition of your property will influence the selling price and the time frame of your property being sold. If there are minor repairs that you could easily perform or perhaps some cosmetic upgrades that will make your home more appealing. We will guide you through the entire process. Little things go a long way and help maximize your selling price.



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# Choosing the right agent

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## Questions to ask when interviewing Realtors

- The Internet is the way of the future, what Internet Marketing and Networking do you do?
- Will you personally answer all the calls & internet inquiries?
- How often will you provide feedback on the status of my home?
- Once I hire you, do I talk directly with you, or am I put forward to your assistant?
- Technology is changing all of the time. What is your commitment to new technology?
- What type of Feature Sheet do you hand out to Buyers?
- Is your personal contact information on all of your marketing materials so buyers have 24/7 access to my listing information?
- Will you follow up with the agents who show my home to their buyers?
- Will I have access to all of the paperwork I sign?
- Is your marketing national, international, and global?
- Will you invest your own money and put a marketing plan in place for my listing?

## Reasons for working with Jill & Andrew Hasman

- Internet marketing is the way of the future. This is where 96% of home buyers start their search. If you list with me, your listing will be featured on MLS.ca, MLS Premium, realtor.ca, realtylink.org, remax.net, craigslist, kijiji.com, my Facebook Business page, LinkedIn, twitter, househunting.ca, etc.
- We personally answer all buyers calls and internet inquiries.
- You will always speak with me when you have questions. You can call my cell or e-mail us directly.
- Our design team will create a professional feature sheet with high quality pictures.
- RE/MAX sells the most homes nation wide
- We will organize an Open House for realtors whose buyers are interested in your property.
- A VIP Open House will be organized only for neighbors.
- We will conduct a comparative market analysis to establish a fair market value of your home.
- The listing agreement will be prepared and completed by us.
- We will recommend improvements that will maximize the value of your home.



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# Gaurantee

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- Buying and Selling Real Estate can be a great source of stress. We do everything that we can to make the process as easy and as pleasant as possible.
- Communication throughout lessens frustration. We are always readily accessible and keep in touch throughout the home selling/buying experience.
- As Real Estate Professionals we strive to display honesty and integrity in all our dealings with you. We follow the Code of Ethics and Professional Standards set out by the Real Estate Board.
- Our goal is to help you achieve your desired results.
- If at any time during the listing period of your home you are unsatisfied with Jill and Andrew Hasman as your agents, at your option you may be unconditionally released from the listing agreement.



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# Frequently Asked Questions

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- **Are there things we should do to our home to help ensure the maximum price?**

Yes. There is a benefit to making sure your home looks its best prior to offering it for sale. There are also small remodeling jobs that will pay off at resale. I can advise you about specific improvements that will increase your home's market-ability and value.

- **How often will you advertise our property?**

I don't just list homes; I market them. I will make sure your home is marketed to potential buyers around the clock, 24 hours a day, 7 days a week. I will customize a marketing plan to reach the types of buyers most likely to purchase your home. I know how to maximize the power of the Internet for my clients, while also using traditional methods including newspaper ads, brochures, yard signs and direct mail.

- **Will you be present at all showings?**

Yes, either one of us or both of us are present at all showings.

- **What if another agent tells us they can get us more for the house?**

Some agents will quote a higher listing price just to get your business, but an overpriced house will not sell. If you choose to work with me, I will conduct a comparative market analysis prior to recommending an asking price for your home. I will explain how I arrived at the price, but ultimately the decision is up to you. I will offer my professional opinion on how the market will value your home.

- **Do we have any responsibilities during the marketing of our home?**

Your primary job during the sale of your home is to keep it neat and clean for showings and open houses. A large part of a home's appeal involves staging, which is everything from furniture placement to home fragrance. I will advise you on how to stage your home well, giving you easy tips and quick fixes to maximize your home's appeal.

- **What happens once we get an offer?**

I will help you consider each offer and negotiate the best deal for you. Once you've accepted an offer, I will guide you through the entire closing process and ensure everything proceeds smoothly.



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# Our Action Plan

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Our plan is designed to achieve for you the maximum price for your home in today's market.

Each step involves proven techniques that leverage the opportunities to showcase your home to key people: potential home buyers, local real estate agents and investors. The objective is threefold: We want to get as many buyers as possible into your home until your home is sold. We want to get the most money for you from the sale of your home. We want to do this with the least inconvenience to you.

## The Process

- Tour your home & make recommendations
- Where necessary have you bring in the trades to maximize your home's potential at showings.
- Photograph interior and exterior, measurements & plans
- Price your home strategically to be competitive with the current market and current price trends just prior to going live on the market.
- We will deliver copies of all paperwork for your approval.
- Stage your home to showcase your rooms to their fullest.
- Place our Professional For Sale signage.
- Submit the listing to the Multiple Listing Service, Realtylink, Mls.ca, Remax.ca and Realtylink.org.
- Book agents Open House and Public Open House when appropriate.
- We will provide a list of features and benefits to other agents.
- Distribute Just Listed marketing to neighbours, encouraging them to tell their family and friends about your home.
- You will be part of our MLS Plus Program. Your home's Internet presence will be posted locally and globally visible on multiple platforms and social media sites.
- Your home will be advertised via e-flyers, neighbourhood newsletters and direct mail campaigns
- You will be provided with weekly updates on the process of the sale.
- We will keep you updated to changing market conditions.
- We will advise you of any change to enhance marketability.
- We will follow up with everyone who sees your home.
- We will represent you during the presentation of all offers.
- We will handle all the follow up until the sale is closed.
- We will deliver keys to buyers/cooperating agents.



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# Get the Best Experience

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## Great Service Doesn't Just Happen

- Signage Expenses
- Fees for listing your property
- Website fees and Internet presence
- Photographs
- Floor Plans
- Design fees & Printing costs for our Marketing Materials: various feature sheets and fact sheets for Buyers.
- Ordering Strata Documents for Condos
- Getting information from City Hall either in person or over the phone
- RE/MAX fees
- Cell phone & other electronic equipment fees
- Board & RE/MAX Education Fees
- Advertising Costs
- Professional Fees for Consultants
- Business insurance, Errors & Omissions Insurance, & Health Insurance

When we work for you, we invest up-front our time and our money into marketing and selling your property. As Realtors, we are not paid a salary and only get paid when your transaction is closed and the title on your home is transferred. When a brokerage fee is earned, it is shared between the Real Estate Companies involved in the transaction.



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# Sellers Checklist

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In order to make the process run as smoothly as possible, please provide me with the following items as soon as possible after the Listing Agreement is signed:

- Copies of the house keys and instructions for the alarm or garage opener etc.
- The work numbers of all parties involved on property title.
- Compile a preferred showing schedule.
- The average cost of utility bills (electric, gas, water) .
- Any attractive exterior photos of your home such as the view or garden in full bloom etc.
- A list of fixtures such as appliances, drapes, lighting, etc. that are NOT included in the sale.
- A copy of the Property Survey and floor plans if available.
- Mortgage info - up to date information on your current mortgage.
- Please provide your lawyer or notary's name, address and contact information (if you do not have one, I would be happy to recommend several for you to contact).
- Supply copies of any easements or right-of-ways on your property.
- All receipts and warranties on all recent home improvements (roof, furnace, hot water tank, appliances, permits, etc.).

## **For Strata Titled Properties (condo/townhouse):**

- Your parking stall and locker numbers and how they are associated.
- A letter from your Property Management company or Strata Council President indicating which parking stall and storage locker (if applicable) will be allocated to the Buyer on closing (it is not always the same number and this letter will provide the Buyer with the information they will be asking for in an offer).
- A copy of a form B - any Special Levies or Assessments.
- The name(s), address and contact information of Strata Council President & Strata Management Company, as well as the building manager.
- Please inform me of any restrictions regarding signage, open houses, etc.

## **For Rented Properties**

- Full names & telephone numbers of existing tenants, date of the last rental increase and the amount of damage deposit.
- Please detail when the rental period began and provide a copy of rental contract if applicable.
- What the current rent is, when it is due and what does it include (i.e. utilities, cable, etc.)



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# RE/MAX Sells More

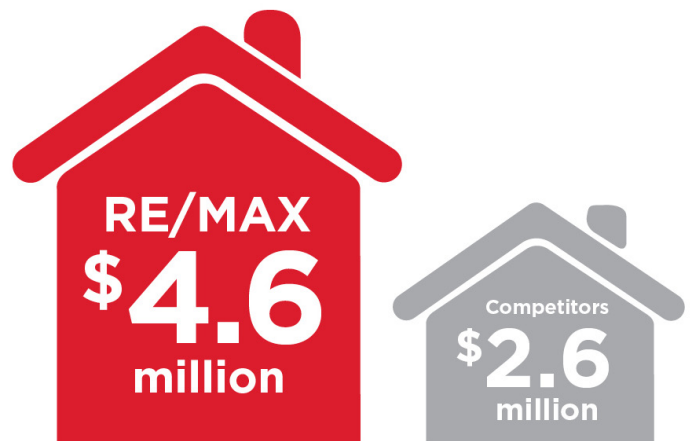
- On average, re/Max outsells the competition 3-1 across Canada.
- Since 1987, Re/Max has been the #1 Real Estate organization in Canada for sales transactions.
- For the past 15 years, Re/Max has SOLD more dollar volume and number of properties than any other real estate organization in Canada.
- Re/Max has SOLD more dollar volume and number of properties than any other real estate organization in the Real Estate Board of Greater Vancouver.



## HIGHER VOLUME BY FAR

RE/MAX agents averaged **78%** more sales volume than the average for competitors.

\*From the REAL Trends 500 survey of large brokerages.



Based on 2018 REAL Trends 500 data, citing 2017 transaction sides and sales volume for the 1,752 largest participating U.S. brokerages (ranked by transaction sides). Averages calculated using brokerages that reported agent counts. © 2019 RE/MAX, LLC. Each Office Independently Owned and Operated.



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# It's All About You

Our real estate business has been built around one guiding principle: It's all about you.

- **Your needs**
- **Your dreams**
- **Your concerns**
- **Your questions**
- **Your finances**
- **Your time**
- **Your life**

Our entire focus is on your complete satisfaction. In fact, we deliver such a high quality of work to get the job done so well, you will want to tell your friends and associates about it. Maybe that's why most of our business comes from satisfied customers and referrals.

**Good service speaks for itself... Now...**



...Let's sell  
your home  
together!



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# Testimonials

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## G Hamill



It had been a few decades since we looked for a new home & the Hasman team were recommended by friends. Hasman Realty exceeded our expectations from the first meeting, providing a substantial Buyer's Guide binder for us that brought us up to speed quickly. Especially useful is the Resources section with everything from legal & insurance to trades recommendations. The Hasmans responded promptly to our questions & requests & ensured the Seller's agent provided information only the Seller had access to. My wife & I highly recommend Andrew & Jill Hasman!

## Peter Matsubara



We were referred to Andrew by family friends and he was fantastic to work with. Being owners out of province, there were many challenges in selling our place in Vancouver, but he stepped up to the plate with ease. Andrew is a great listener, very connected in Vancouver's real estate market, and went above and beyond on numerous occasions to make the sale for us. I would not hesitate to recommend Andrew to anyone looking for a dedicated and experienced realtor.

## Charles Hung



Both Andrew and Jill are very dynamic and energetic agents with great insight and advice on the Vancouver market. They always follow the instruction of their client, but at the same time cautions his clients against making the same mistake of his previous clients. They got a property sold so fast once it was staged that the people who staged the property could not believe how quickly it got sold. I tell you that I am impressed how quickly the offers come in and that is saying something. They do great work if the client takes their advice, but one should ask him to shop around for more staging quotes before agreeing to stage the property. He knows some pretty expensive staging company.



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# Testimonials

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## **Ron Fieldhouse**



For many years Laura and I have used the services of Andrew and Jill, and in doing so have found them to be a valuable resource for our real estate needs, they offer a complete service with a genuine concern for their clients whether you are buying or selling through them, we have done both on many occasions and recommend them highly, if you are looking for fantastic realtors in the Vancouver areas look no further these two will assist you whatever your needs!

## **Judy Remick**



We were very pleased with the service provided by Andrew Hasman. He was honest, professional, and realistic about selling our home in a changing market. He gave us very good advice about when and at what price to list our home. As well, he understood our needs and was able to guide us to the purchase of our new home. He was very quick to respond to our questions or concerns, and we were always able to reach him via email, text or phone. Andrew was very easy to work with and we would highly recommend him to anyone looking to buy or sell a home in Vancouver.

## **Alex Cua**



I have nothing but amazing things to say about my experience with Andrew. As a first time home buyer, I was overwhelmed with my house hunt but Andrew was nothing but kind, patient, understanding and above all, extremely knowledgeable and professional in all respects. I had no doubts that he always had my best interests at heart and was always available to answer each and every question I had promptly and efficiently without hesitation. He ensured my needs were met up until I made my final decision about which place to purchase, which lasted a few months. I couldn't be happier with Andrew and would not hesitate to recommend him to anybody that is looking to purchase a new home!



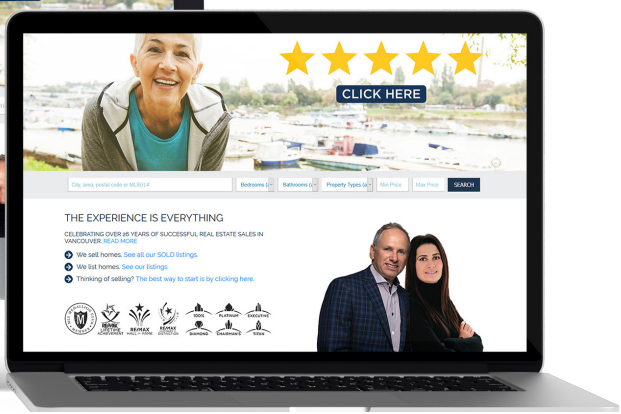
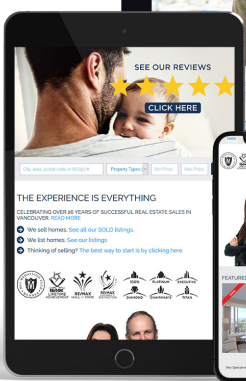
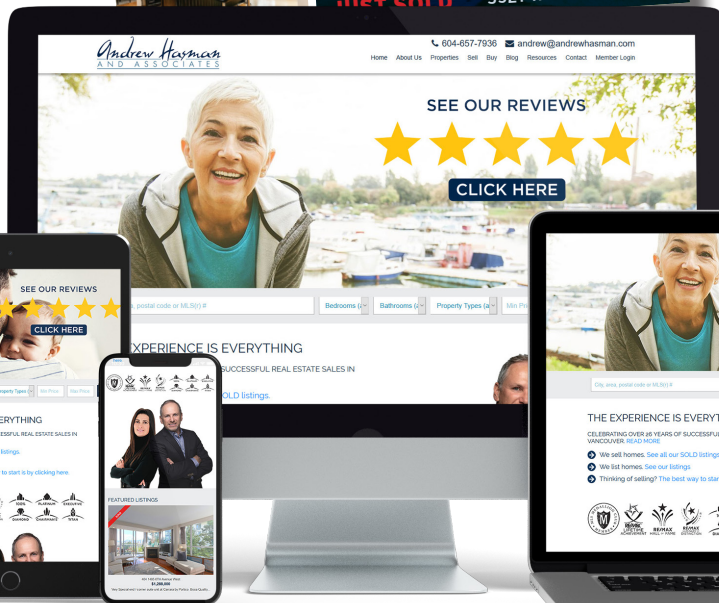
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# Marketing Examples



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# Quality

- Licensed Realtor since 1993 in Vancouver
- Full-time top producing agent with RE/MAX Real Estate Services.
- Member of the prestigious RE/MAX Chairman's Club, Platinum Club and 100% Club.
- Member of the RE/MAX Hall of Fame
- Recipient of the RE/MAX Lifetime Achievement Award
- Gold Master Member of the Real Estate Board MLS Medallion Club (Top 10% of all REALTORS®)
- add the following icons: real estate board of greater vancouver, sauder school of business, mls medallion, remax hall of fame, remax lifetime etc..... all those little icons we use.



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# NOTES

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# Andrew Hasman AND ASSOCIATES



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