

# To My Clients

## Current and Future

Our homes are lifetime investments coupled with strong personal ties. Selling a home ranks among our clients most important experiences and we approach our task with sensitivity, concern and professional competence.

Over and over, we at RE/MAX find that our policy of conducting a diligently prepared market analysis of the property and reviewing it in detail with the owner reduces the time spent on trial and error and leads to a faster sale, at a better price and with less inconvenience to our seller.

Thank you for this opportunity. Our presentation is a measure of the quality of service which you can expect from us until your home is sold. It is another reason why RE/MAX stands "Above the Crowd"!

With 12 years of Real Estate experience and hundreds of homes sold. Put me to work on the sale of yours!

**Over 100 Properties **SOLD** in 2006!**

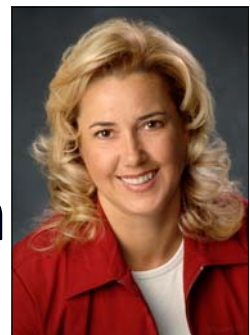


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*view all details at*

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# Things You Should Know About RE/MAX and Its Agents

- ★ RE/MAX is a world leader in residential real estate with over 6,300, full-service offices in 63 countries including Canada, United States, Caribbean, Mexico, South Africa, Spain, Israel, Italy, Germany, Asia, Australia, and Europe.
- ★ Today, RE/MAX associates proudly number over 120,000 full-time, professional agents worldwide.
- ★ The typical RE/MAX agent is among the most experienced in the industry, averaging over 12 years of service.
- ★ This agent is also distinguished by earning, on the average, more real estate educational designations than its industry competitors – a commitment to professional improvement.
- ★ Because of these industry high educational and experience achievements, the average RE/MAX agent outsells the competition by an incredible 3 to 1.
- ★ Over 70% of RE/MAX agents' business comes from repeat business or referrals from past customers and friends – more than twice the industry average.
- ★ RE/MAX agents make a personal financial investment in every listing.
- ★ RE/MAX agents competently control the marketing programs for each of their listings.



# When You Become A RE/MAX® Client!

1. **LISTING SHEET** – I will prepare the pertinent information about your home (room sizes, price, personal property, special features, taxes, mortgage information, lot, etc.) for marketing purposes.
2. **SIGN** – A RE/MAX sign with my name on it will be promptly placed on your property. I shall be marketing your home in a number of ways but the strong RE/MAX sign is a proven winner in attracting prospective buyers. My name appears to ensure that interested callers will be directed straight to the agent who knows more about your home than anyone.
3. **MULTIPLE LISTING SERVICE** – In addition to notifying all of the RE/MAX agents in the area, I will quickly advise the MLS of the availability of your home and encourage our cooperating brokers to show your home.
4. **PHOTOGRAPHS** – Exterior and interior photographs will be taken of your home within a few days. These will be used with the listing sheet and display advertising. For the best pictures, try to keep the house tidy, garage door closed, the yard neat and cars out of the driveway.
5. **TOUR DAY** – An inspection tour by local Multiple Listing Service salespersons will be scheduled on \_\_\_\_\_ from \_\_\_\_\_ to \_\_\_\_\_ o'clock. This is an outstanding opportunity to provide your home early, excellent exposure to salespeople who are working with today's buyers.
6. **SHOWINGS** – Salespersons from my company as well as our cooperating brokers will want to show your home. An appointment will always be made in advance. You will have the name of the agent and an approximate arrival time.
7. **FOLLOW-UP SHOWINGS** – You may call my office at any time if you have any information which you believe will be helpful. I will follow-up on showings to establish interest and to elicit any meaningful feedback from the showing agent. It may take some time to contact the other agent since we may both be in and out of our offices, but I will follow-up and call you when the feedback is pertinent.
8. **PROMOTING YOUR HOME** – RE/MAX clients enjoy a wide spectrum of full media classified and display advertising opportunities in which homes in your price range are continually advertised. In addition, I have my own marketing and advertising programs in which your home will participate. In all, your home will enjoy the full impact of our broad, professional coverage including:
  - Display Advertising
  - Institutional Advertising (TV, radio, billboards, etc.)
  - Classified Advertising
  - International Relocation Transferee
  - Neighbour Card Mailings
  - Open Houses
  - Lawn Signs
  - Multiple Listing Services

*I'll be there...*

*We will be partners till the day you settle. You can be confident that when you need help or advice, or need to discuss your home, I'll be there.*

# Could You Sell Your Own Home?

## Of Course You Could

Whether you should or whether you'd want to will depend largely on your answers to the following questions.

1. Are you familiar enough with the ever changing real estate market to evaluate your home property and market it at a price that will be attractive to both yourself and prospective buyers?
2. Do you have sufficient knowledge of the many laws and regulations that affect property ownership?
3. Do you have the skills to advertise and market your property effectively? Do you know how much advertising costs and where to place it for the best exposure?
4. Are you a good negotiator? Will you be unnerved – or offended – by aggressive buyers looking for bargains?
5. Do you know that all British Columbia real property purchasers must pay a government Property Purchase Tax? Do you know how much?
6. Do you have the time to show your home to all prospects at any time of day, evening or weekend? If you take a day or evening off, will you miss the one big chance you have for a sale?
7. When the door bell rings with a “prospect”, can you determine if he is serious or is merely making frivolous inquiries? Further, would you be able to determine – and protect yourself if the “prospect” is really a thief or con artist?
8. Can you qualify the buyer's financial capability, and do you have the necessary contacts to help a prospect arrange needed mortgages?
9. After you've totalled your “time expenses”, the cost of your advertising, loss of privacy and possible frustration, will you really have “saved” money by selling your home yourself?



**WE CAN ANSWER “YES” TO THE FIRST  
EIGHT QUESTIONS  
ONLY YOU CAN ANSWER QUESTION 9.**



# Getting Your Home Ready

## INSIDE

**Clean! Clean!** Have the carpet shampooed; wax the floors, wash the walls, window, blinds, drapes and lighting fixtures. Consider engaging a cleaning service, recognizing that it is a justified moving expense.

**Kitchen & Bathrooms** – Clear off counter tops. Leave your canisters and little else. Maximize the available counter space. These rooms should be gleaming. If unsightly, have the tub recaulked and remove mineral deposits and grime from the shower walls. Clean the stove, microwave and refrigerator.

**Primary Storage Area** – Like the garage, its time has come to be liberated. Remember, you can do it now and benefit with a more attractive home on the market, or you can do it several months from now, in the process of moving when there is no advantage. Do it now.

**Repairs** – Identify and repair dripping faucets, sticking or creaking doors, etc. When people see areas of disrepair they begin to wonder whether there may be other unseen problems.

**Closets** – Remove out of season clothing. Organize your clothing and the shoes on the floor. Remove all clutter from cabinets and closets.

**Furniture** – The less furniture, the larger a room appears.

**A Light Appearance** – As a rule, do everything to lighten the appearance of the home. Raise the blinds, open the drapes and use light colours. Repaint any room beginning to look shabby.

## OUTSIDE

*Walk the property with a pad and pencil. List anything that you think is less than satisfactory without regard to cost or time. You can review the list afterwards to determine what you can and can't repair.*

**The House** – Take a close look as you walk the property. Clean anything that looks unkempt or dirty; repair or replace anything that looks loose, dingy, rusted or broken. Make sure the door bell works. Replace a tired-looking mail box; clean the exterior light fixtures and wash the windows. Try to spot hanging or rusty gutters, crooked antenna, loose shingles or shutters.

**The Yard** – Turn and weed the beds; trim the trees and shrubs. Lay in ground cover. Mend the fence, fix the gate latch. Pick up litter. Consider a landscaping/lawn service.

**Outdoor Furniture** – Examine and spot paint your out door furniture. If it's rusty or unrepairable, consider disposing of the pieces.

**Front Entry** – It's the first thing your buyers see as they stand and wait for the door to open. It's worth the extra effort to spruce it up.

**The Garage** – The time has come. Discard virtually everything in the garage that hasn't been used for a year. Wash it down.

Think in terms of a home that is  
sparkling clean,  
uncluttered  
& spacious.



# Preparing For A Showing

Homes tend to sell more quickly and for higher prices when they show their best!

*It's very important that your home shows well. I'm also aware that it can't always be perfect. After all, you and your family must live there, too. Develop a routine that will allow you to pick up and be prepared to show in a reasonable period without duress...a 45 minute count-down, for example. This means that certain things must be done in advance. For example, beds should be made up first thing in the morning and dirty dishes placed in the dishwasher after use so that you needn't rush around tending to this matter the last moment. This way you can prepare for each showing in an organized, un-hassled routine.*

## **BEFORE EACH SHOWING....**

**Pick Up Every Room** – Check counters, floors, halls and stairs. Straighten up or remove newspapers, magazines, mail, toys, clothing, recreation gear, snack glasses and dishes.

**Turn On All Lights** – Even those in closets and storage rooms. Electric lights have an amazing capability for creating an illusion of lightness, airiness and largeness.

**Open all Drapes, Shades & Blinds** – Do all that you can to create a bright and light ambiance. THE BEDROOMS...make up beds, neatly and attractively, early in the morning. This is a job you don't want to have to do when you learn that the buyers will be there within the hour.

**The Kitchen** – Be sure all countertops are clear and “squeaky clean”. Wipe down appliances. Be sure all dishes are in the dishwasher or cleaned and put away. The sink should be clear and clean.

**Clean Air** – Keep air fresheners in closets, bathrooms and kitchen. Be especially careful to keep kitchen odors fresh: coffee brewing or cinnamon coffee cake baking in the oven have a lasting, inviting effect.

**Music, Music, Music** – Perhaps you can't have something baking in the oven every time, but soft, pleasant background music may be very effective.

**Fireplace** – A warm, cozy fire may be just the extra touch that turns the trick.

**Air Conditioning** – If the weather is warm and sultry, have it operating.

**The Bathrooms** – Keep a set of fresh, attractive towels in each room that you can change instantly.

**The Entryway** – It's the first and last impression that your buyers will have of your home – make it a good one! Check it regularly for sharpness.

**Prepare well for your showings! Set the stage to make the best impression on each prospective buyer.**

# When an Offer is Made

1. **PRESENTING THE OFFER** – Presuming that the offer to purchase your home is generated by an agent other than myself, I will contact you immediately to arrange a meeting. The timing may be inopportune but it's usually best to meet as soon as possible to consider the contract. Please note that when I call you to arrange for the presentation, I will not be aware of the terms of the offer. However, I will present the offer to you and we will review all of the terms and conditions at that time.
  2. **THREE OPTIONS TO CONSIDER**
    - a) Accept the offer exactly as presented... and your home is SOLD!
    - b) Make a counter proposal – Propose changes to the offer, i.e. price, personal property, closing or possession dates, etc., so that it is acceptable to you.
    - c) Reject the offer.
  3. **DELIVERY OF THE CONTRACT** – A copy of the finalized contract will be delivered to both buyer and seller by their respective real estate agents. All pertinent legal documents can be delivered to your attorney, if you desire.
  4. **FINALIZING ALL CONDITIONS**
    - a) If the contract states that financing will be provided by a lender, it is the buyer's responsibility to make an application for the mortgage loan as soon as possible. The buyer will have a set number of days to procure the loan, as stated in the contract. The lending institution will verify the buyer's credit, work records, and determine his ability to meet the monthly obligations. Since your buyer's mortgage loan is to be secured by the house itself, the lending institution will assign an appraiser to visit your home to determine that its value is enough to secure the loan that they are making to your buyer.
  5. **MY RESPONSIBILITIES** – My responsibilities are not fulfilled until the transaction is completed.
    - a) I will follow the progress of all steps mentioned so I may keep you abreast of developments.
    - b) I will do everything in my power to work with your mortgagee, accountant, lawyer, etc. to ensure a timely and highly satisfactory settlement for you.
- When all the information is received, the mortgage loan underwriter will either approve or disapprove the loan.
- b) After the loan is approved, more legal work is necessary, though you will have very little involvement. The land title will be searched, title insurance will be ordered and an updated survey of the property may need to be ordered. If the property is a condominium, your Association may have to be contacted.
  - c) When the paperwork is in order, the time and place of settlement will be agreed to by all parties involved. We will assist your attorney to insure a smooth and timely closing.
  - d) Prior to the time of closing, the buyer may request a physical inspection of the home. An appointment will be arranged through my office. The buyers may or may not be accompanied by a property inspector whom they have engaged at their expense.
  - e) Keys will be delivered to the buyer at the closing, or whenever possession of the property has been agreed upon.
  - f) At closing, all documents finalizing the sale will be signed by all parties and all funds will be disbursed.



# Chilliwack & District REAL ESTATE BOARD

Volume From  
January 1 - December 31, 2006

	<u>YTD Volume</u>	<u>YTD Listings</u>
RE/MAX	312,969,490	1488
Homelife	174,581,147	1059
Royal le Page	100,032,611	435
Sutton Group	63,578,131	388
Other Companies	<u>165,787,361</u>	<u>563</u>
	<b>\$ 816,948,740</b>	<b>3933</b>

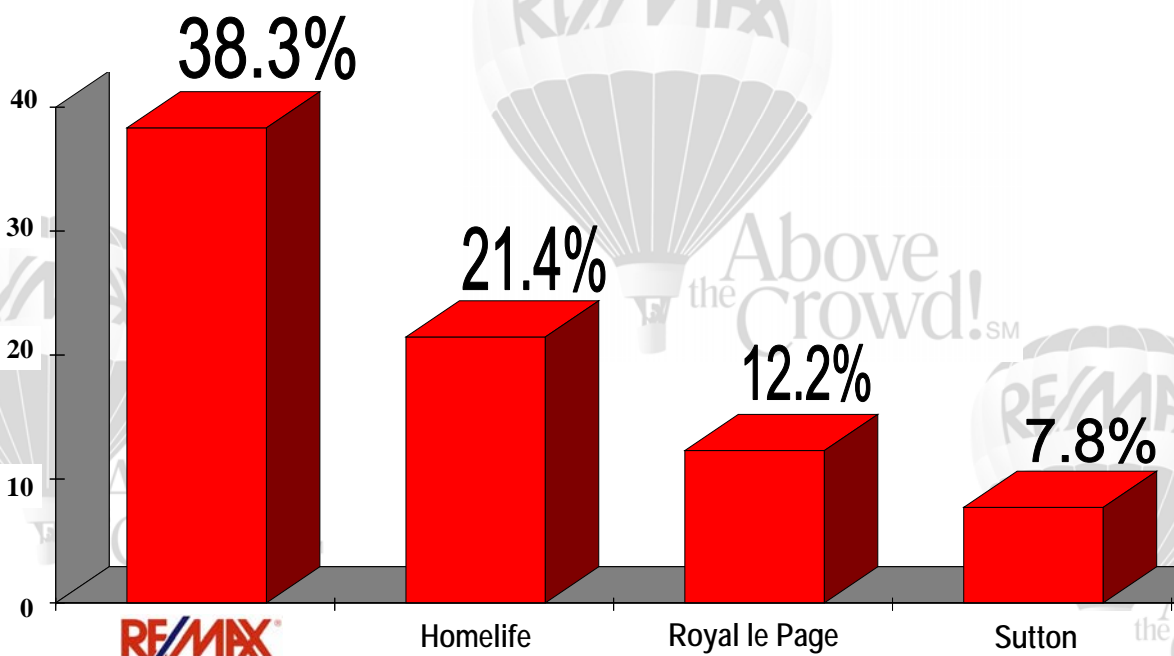
*\* Based on Chilliwack & District Real Estate Board Statistics \**

# RE/MAX®

# Market Share

## Chilliwack & District Year End 2006

(M.L.S. Sales by Dollar Volume)



All Others....20.3%

## Get one of our professionals working for you today!

**RE/MAX Nyda Realty**

287 Wallace St.  
Hope, BC  
Ph: 604-869-2945

#2-1824 No. 9 Hwy  
Agassiz, BC  
Ph: 604-796-3000

**THREE MODERN  
OFFICES AND 60  
PROFESSIONALS TO  
SERVE YOU!**

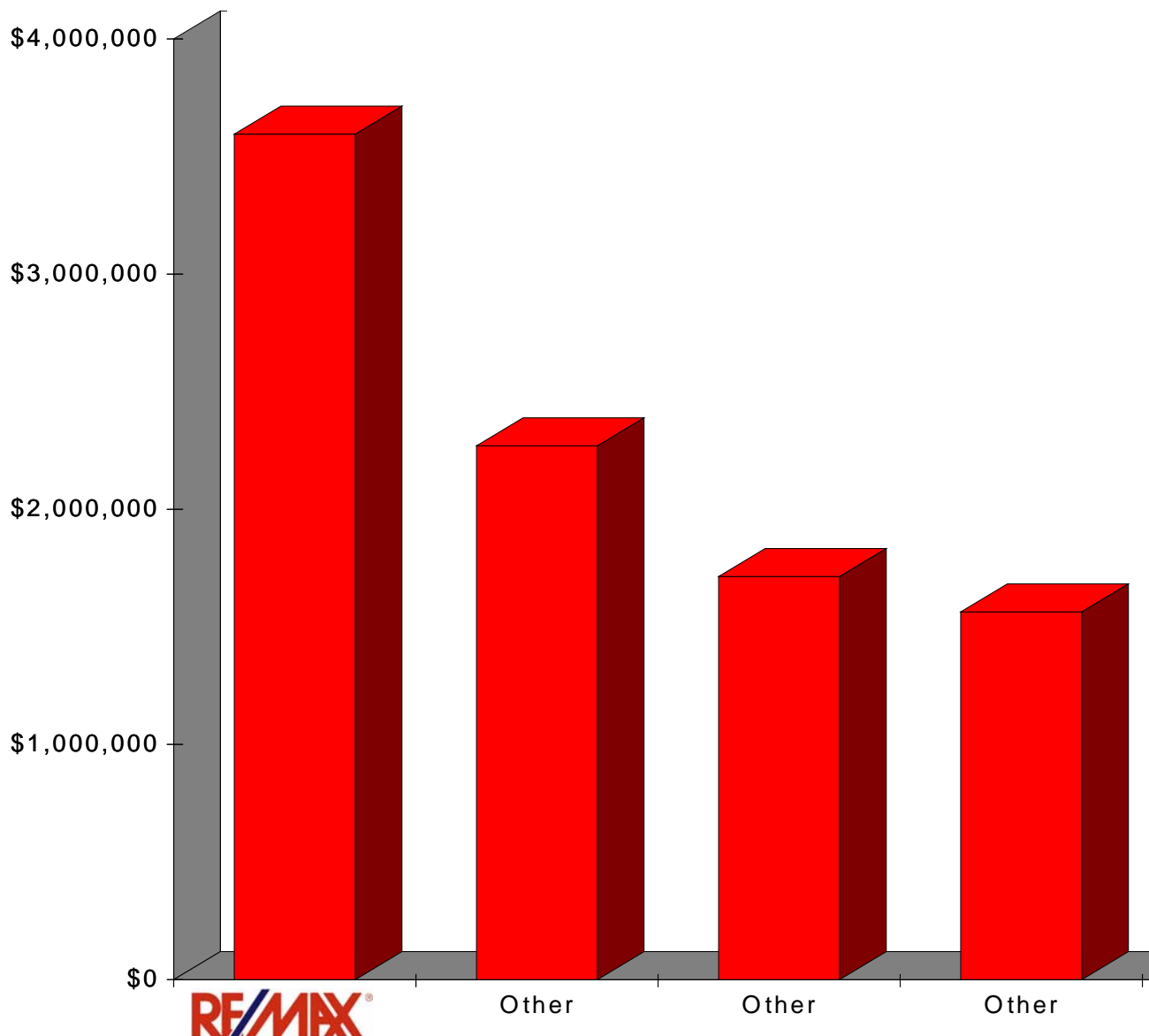
**RE/MAX Nyda Realty**

#1-7300 Vedder Rd.  
Chilliwack, BC  
Ph: 604-858-7179  
Fax: 604-858-7197



# Comparative Sales Associate Volume

## DECEMBER YTD *Average Realtor Sales Volume*



**Company to Company Comparison  
(based on CADREB stats)**



# Seller's Net Sheet

**SALE PRICE** \$ \_\_\_\_\_

**LESS:**

**Outstanding Mortgage (s)** \$ \_\_\_\_\_  
(as advised by client)

**Gross Commission Payable** \$ \_\_\_\_\_

**G.S.T. on Commission** \$ \_\_\_\_\_

**BALANCE TO SELLER** \$ \_\_\_\_\_

**\*\*** Please note that these figures are estimates only based on the anticipated sale price of your property. The balance does not include adjustments for taxes, sewer charges, water charges or the cost of legal fees, etc.



# Seller's Questionnaire



Have you supplied us with:  a key  survey certificate (if applic.)

Here are the things we think are great about our neighbourhood: \_\_\_\_\_

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Information about our neighbourhood: *(ie. ages & number of children in area)* \_\_\_\_\_

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Here are the things about our home we think a purchaser would like to know about:

EXTERIOR: \_\_\_\_\_

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INTERIOR: Living Room \_\_\_\_\_

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Dining Room \_\_\_\_\_

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Kitchen \_\_\_\_\_

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# Seller's Questionnaire

cont'd

Family Room \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Laundry Room \_\_\_\_\_

\_\_\_\_\_

Bathroom(s) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Master Bedroom \_\_\_\_\_

\_\_\_\_\_

Additional Bedroom(s) \_\_\_\_\_

\_\_\_\_\_

Basement \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Additional Rooms & Information \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Our Average Utility Bills Are: *(a range is OK)*

HYDRO: \_\_\_\_\_

WATER & SEWER: \_\_\_\_\_

STRATA FEES: \_\_\_\_\_  
(if applicable)

MISC. FEES: \_\_\_\_\_  
(ie. parking, etc.)



# Moving Checklist



What to do before you move...

- Make Arrangements with Moving Co.**
- Send Change of Address Cards to:**
  - Post Office
  - Charge Accounts
  - Subscriptions-Magazines, Books, Records
  - Friends
  - Relatives
- Disconnect Utilities, Get Refund for any Deposits Made, and Advise Where Final Bills are to be sent:**
  - Water
  - Electric
  - Gas
  - Telephone
  - Cable TV
  - Water Heater Rental
  - Water Softener Rental
  - Other
- Cancel Deliveries**
  - Milk
  - Newspapers
  - Other
- Have Bank Recommend Affiliate in New City & Transfer Bank Accounts**
  - Chequing
  - Savings
  - Safety Deposit Box
  - Other
- Notify Appropriate Government Office**
  - FEDERAL
    - Veterans Affairs
    - Income Tax/Revenue Canada
    - Child Tax Credit
    - Old Age Security
    - Canada Pension
    - Employment Insurance
  - PROVINCIAL
    - Health & Hospital Insurance
    - Vehicle Registration
    - Driver's License
- Obtain Legal Records**
- Transfer Memberships**
  - Church
  - Clubs
  - Civic Organizations
- See if Your Will Must be Re-written When Moving Across Provinces**
- Obtain Medical Records**
  - General Practitioner
  - Dentist
  - Optometrist
  - Other Doctors
- Have Drug Prescriptions Refilled**
- Have Car Tuned Up for Trip**
- Leave Keys & Any Necessary Legal Papers With Your Realtor**
- Notify Insurance Companies**
  - Health
  - Life
  - Auto
  - Home Owners
- Check With Insurance Agent on Coverage of Life, Car and Household Goods en Route to New Home**
- Obtain School Records for Children, Birth/Baptismal Records for Family**



view all details at

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Shannon,  
Office Assistant

RE/MAX  
Nyda  
Realty

## OPEN HOUSES

LOT 2 - UNITY VILLAGE AT FORD CREEK

\$329,900



**OPEN HOUSE**  
SAT, NOV. 4, 1-3 PM

**11 PLANS AVAILABLE**  
Great new 4-bdrm plus den. Open plan, great room kitchen area, maple cabinets, rock fireplace, large ensuite with soaker tub. Call Scott or Carla.

46143 DOWNES

\$359,900



**OPEN HOUSE**  
SAT, NOV. 4, 2-4 PM

**GREAT SARDIS RANCHER**

Great Sardis rancher plan on almost 1/4 acre backing onto farm fields, covered private patio, 3 bdrms, master bedroom with large ensuite soaker tub & shower. Come take a look. Call Scott or Carla.

47705 HOPE RIVER ROAD

\$399,000



Location, location, 1/2 acre lot backing onto farm fields. Home is a 3-bdrm, 1600 sq. ft. rancher plan with double garage, 2 gas fireplaces, original finished hardwood floors, huge fenced private front yard with views straight to mountain range. Come take a look.

Call Scott or Carla.

ALMOST 1/3 ACRE - OFF BERNARD

\$344,900



Custom-built one-owner home on almost 1/3 acre, 3-level split design with 2 f/p's. Newer roof, parklike backyard, some recent upgrades with flooring and paint. Shows immaculate.

Call Scott or Carla.

45170 MOODY AVE.

\$279,900



Immaculate home on large lot, newer vinyl windows, roof, flooring. Knotty pine in entry and main bath. Ready to move into. RV parking and detached workshop/shed.

Call Scott or Carla.

CULTUS LAKE - 516 PARK DR.

\$429,900



Great listing with views of Cultus Lake, perfect for the weekend retreat or add on for your permanent home, just steps from the water. This rancher with basement, on large corner lot, has 3 bdrms, hardwood floors, & cozy f/p.

Call Scott or Carla.

#1-46330 VALLEYVIEW

\$269,900



Great end unit in Brookside only 14 units total in complex. This 2 storey plus basement is completely finished laminate floor, 3 bdrms up and 1 down, maple open kitchen. Awesome private back yard and large side yard. Easy to show.

Call Scott or Carla.