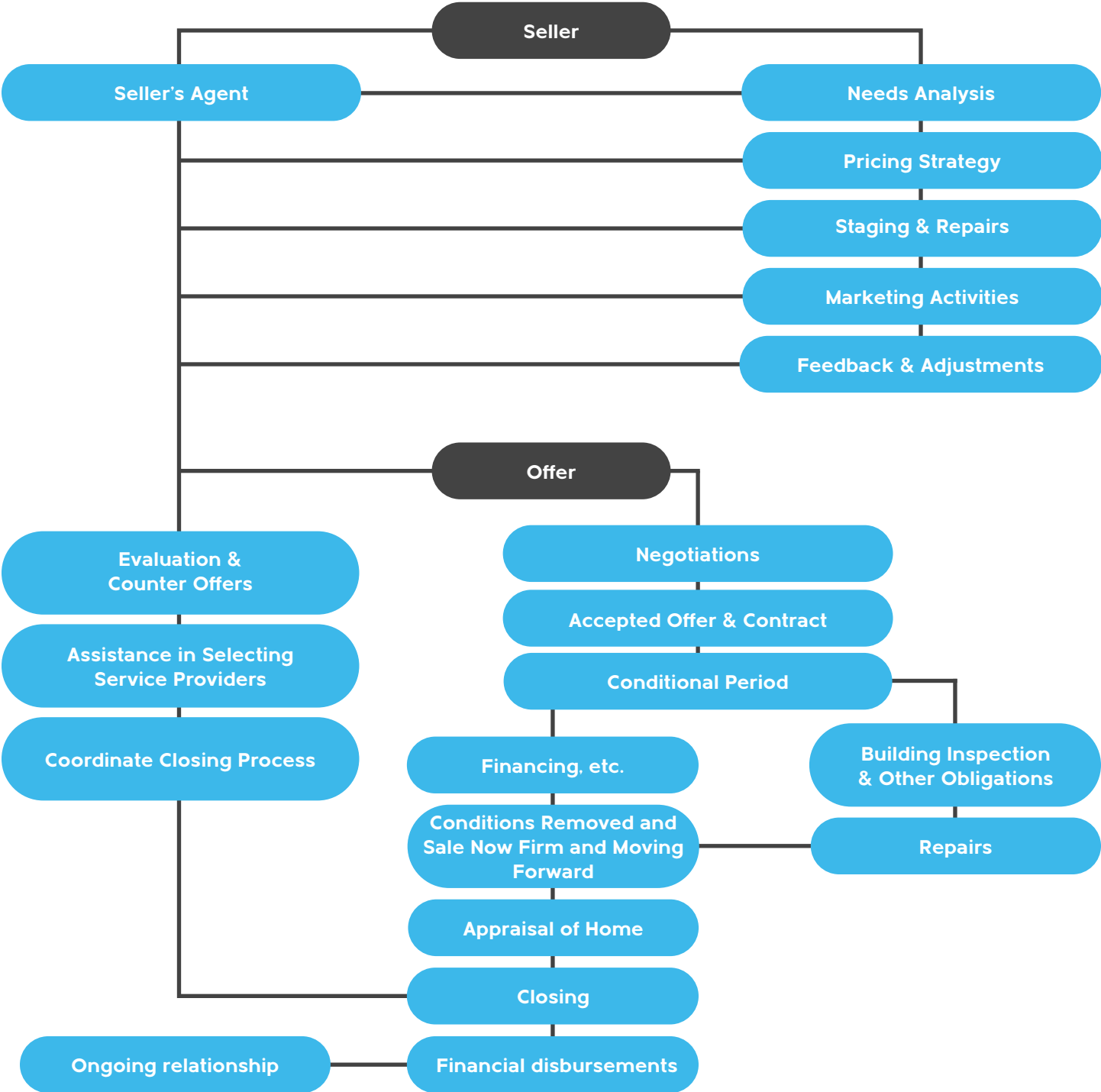




VISION

REAL ESTATE

Selling Process



Should I buy or sell first?

The question asked by nearly every home seller.

The answer depends on your risk tolerance level and personal circumstances. Let's review the following scenarios to decide what might be right for you.

Scenario 1: You are in a seller's market.

Typically, you want to start with the transaction that will take the most amount of time. This means, if you are in a seller's market you would want to buy first since finding the right home to purchase will likely take more time than it will to sell.

Answer: Buy first

Scenario 2: You are in a buyer's market.

On the flip side, if you are in a buyer's market you will usually sell first and then buy.

Answer: Sell first

Scenario 3: You are able to write a subject-to-sale offer.

A subject-to-sale offer is the best of both worlds, it allows you to purchase a home on the condition that you are able to sell your own. Not all sellers will accept a subject-to-sale offer, but in a buyer's market they are more likely to do so.

Answer: Buy and sell at the same time

Scenario 4: You can afford to own two properties

If you can afford to pay the mortgage on two properties temporarily, you eliminate some of the risk involved in purchasing before you sell.

Answer: Buy and sell at the same time

Scenario 5: You have some place you could live in the interim.

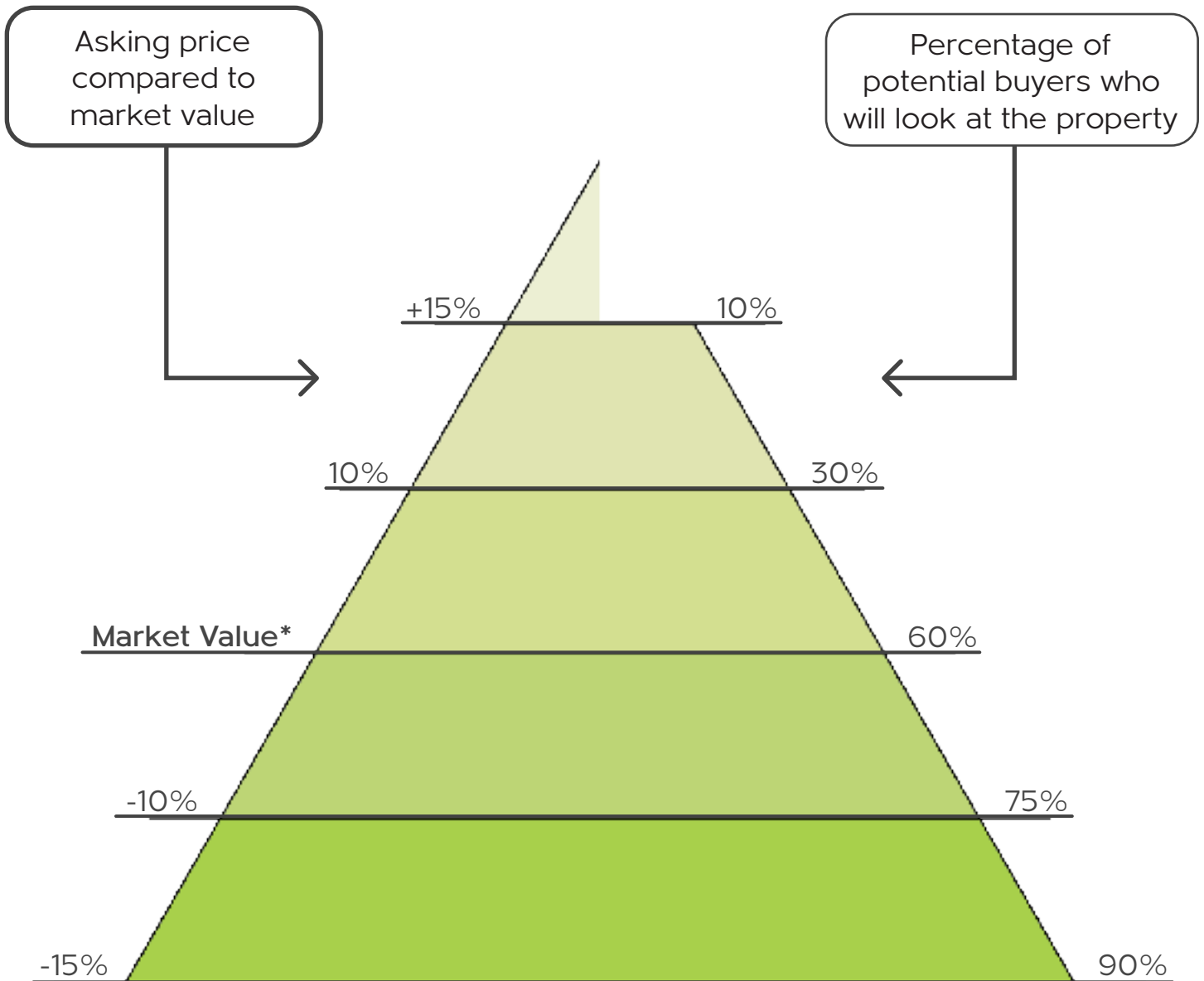
Whether you sell or buy first there is a small risk that the possession dates on both properties may not line up. Have a backup plan for a place you can stay while waiting to move into your new home.

Answer: Sell first

CONTACT US TODAY TO DISCUSS YOUR GOALS AND PLANS



Pricing Pyramid



***Definition of market value**

When you pay provincial land transfer tax on your home purchase, as a first-time home buyer in Ontario you will be eligible to receive a rebate on a portion of the amount up to \$4,000. You cannot have owned property anywhere in the world previously to qualify.



First impressions are lasting impressions

The checklist for **showing your home** to potential buyers.

You will want to make sure that buyers looking at your home are left with the best possible impression, and we can help you achieve that goal.

Exterior

- Chipped plaster and paint touched-up and repaired.
- Door and cupboards properly closed.
- Leaky taps and toilets repaired.
- Burned-out light bulbs replaced.
- Squeaky doors oiled.
- Mirror, fixtures, and taps cleaned and polished.
- Seals around tubs and basins in good repair.
- Floors cleaned, garbage containers emptied.
- Inside of closets and cupboards neat and tidy.
- Appliances cleaned.
- Countertops neat and polished.
- All lights turned on.
- Air conditioner turned on in warm weather.
- Fresh air in the house.
- Fireplace lit in cooler weather.
- Drapes opened during daylight.
- Carpets freshly vacuumed.
- Fresh flowers in various rooms.
- Jewelry and valuables locked safely away or taken with you.

Interior

- House exterior in good repair.
- House number easy to read.
- Eavestroughs, downspouts & soffits in good repair.
- Garage/car port clean and tidy.
- Litter picked up.
- Cracked or broken window panes replaced.
- Lawns and hedges cut and trimmed, garden weeded
- Walkways shoveled and salted.
- Boot tray inside front door.
- Doorbell and door hardware in good repair.
- Porch and foyer clean and tidy.

CONTACT US TODAY TO DISCUSS YOUR GOALS AND PLANS





Envision good marketing.

Room Measurements
Neighbourhood
Amenities
Feature Sheet
Creator
Domain Name
Embedded Coding
Database Marketing

Floor Plan
High Resolution
Photography
High Dynamic Range
Photography
Slideshow
Analytics
Youtube Optimization

Online Gallery
Walk-Through Video
Drone Photography
& Cinematography
Twilight Photography
Customized Services
Social Media
Marketing



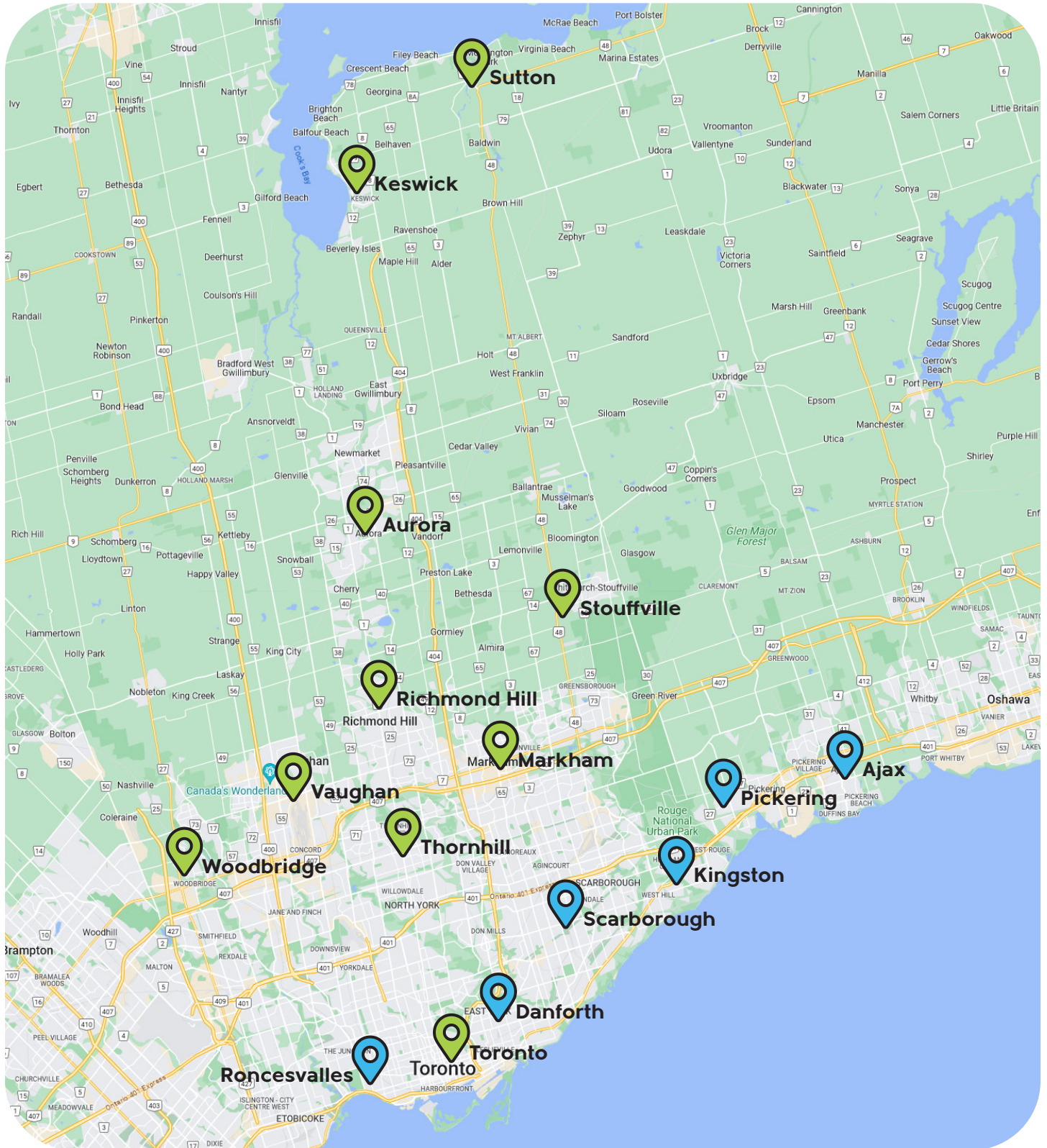
Reaching international buyers with Juwai.com

The Chinese market is the fastest growing segment of global property purchasers.

Websites not hosted in China basically do not work - whether they are blocked or take over two minutes to load.

That's why we partner with Juwai.com. They are hosted in China and provide access to an exclusive audience of buyers.

Royal LePage Locations





ROYAL LEPAGE YOUR COMMUNITY REALTY

Richmond Hill

8854 Yonge Street, Richmond Hill, ON L4C 0T4
Office: (905) 731-2000

Aurora

14799 Yonge Street, Aurora, ON L4G 1N1
Office: (905) 727-3154

Thornhill

8000 Yonge Street, Thornhill, ON L4J 1W3
Office: (905) 889-9330

Unionville

161 Main Street, Unionville, ON L3R 2G8
Office: (905) 940-4180

Stouffville

6173 Main Street, Stouffville, ON L4A 4H8
Office: (905) 642-6333

Sutton

165 High Street, PO Box 542, Sutton, ON LOE 1R0
Office: (905) 722-3211

Toronto

187 King Street East, Toronto, ON M5A 1J5
Office: (416) 637-8000

Vaughan

9411 Jane Street, Vaughan, ON L6A 4J3
Office: (905) 832-6656

Woodbridge

131 Woodbridge Ave, Woodbridge, ON L4L 2S6
Office: (905) 832-6656

Keswick

461 The Queensway South, Keswick, ON L4P 2C9
Office: (905) 476-4337



ROYAL LEPAGE CONNECT REALTY

Pickering

950 Merritton Road, Pickering, ON LIV 1B1
Office: (905) 831-2273

Ajax

335 Bayly St. W., Ajax, ON LIS 6M2
Office: (905) 427-6522

Roncesvalles

311 Roncesvalles Ave., Toronto, ON MGR 2M6
Office: (416) 588-8248

Danforth

836 Danforth Ave., Toronto, ON M4J 1I6
Office: (416) 461-0925

Scarborough

1415 Kennedy Road, Toronto, ON M1P 2L6
Office: (416) 751-6533

Kingston

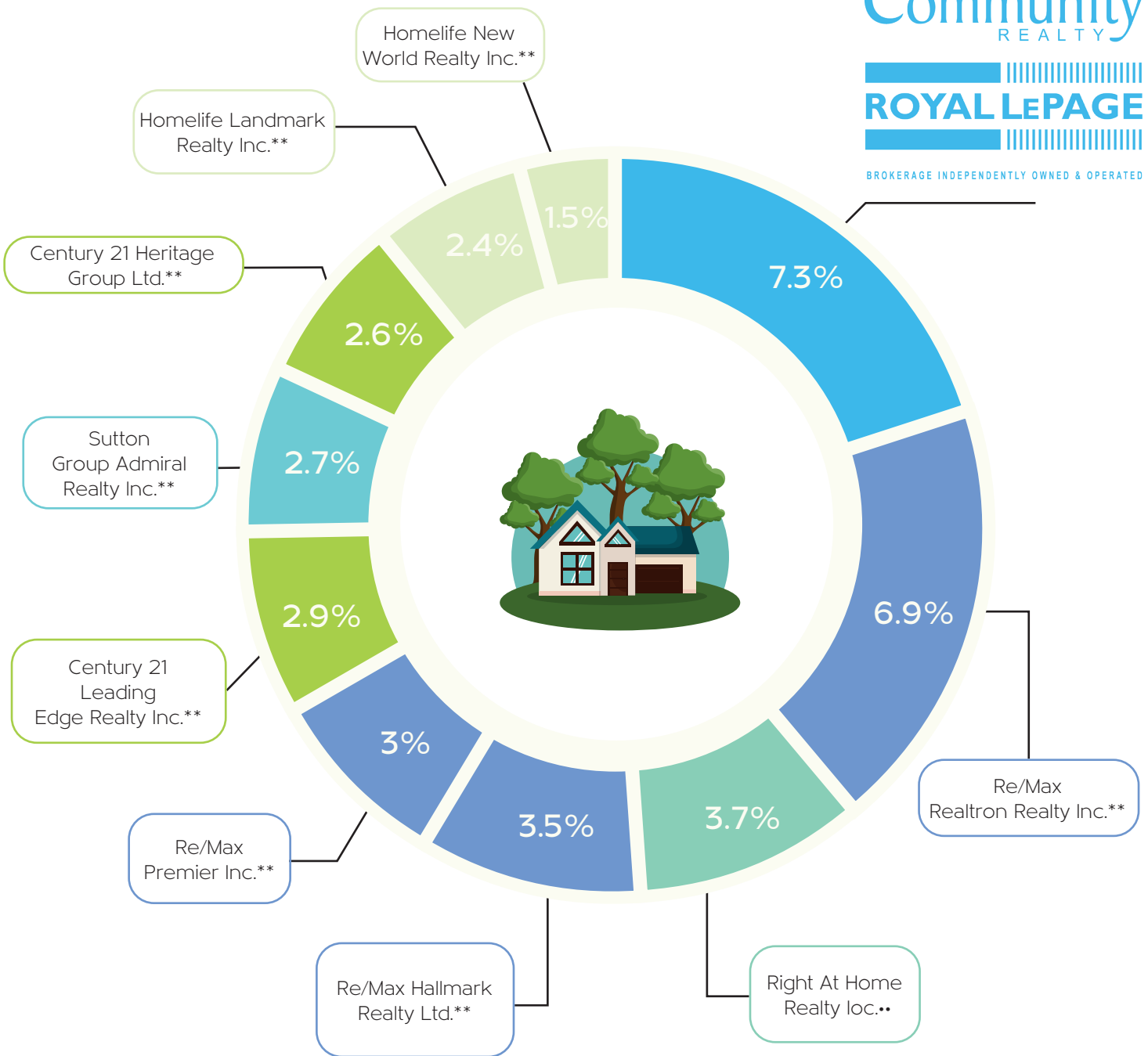
4525 Kingston Rd. #2202, Toronto, ON M1E 2P1
Office: (416) 284-4751

York Region Market Share Report

YOUR
Community[™]
REALTY

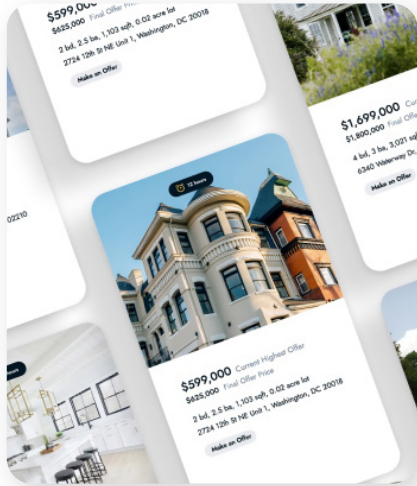
ROYAL LEPAGE

BROKERAGE INDEPENDENTLY OWNED & OPERATED



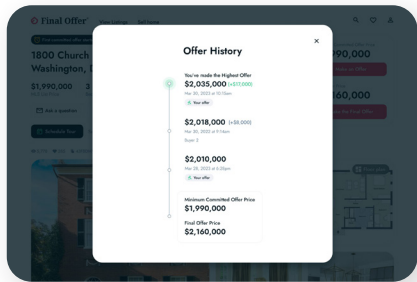


Vision x Final Offer



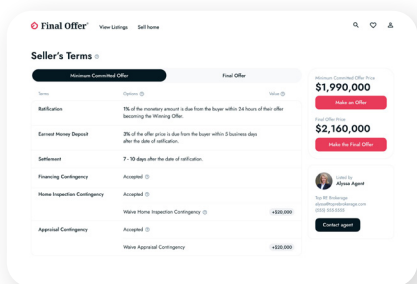
Final Offer The modern way to sell your home

Selling your home is one of the largest financial transactions you'll make in your lifetime. It can be stressful not being in control, and the days of adding a list price and buyers racing to make offers over list price are over. Final Offer gives you and your agent more control so that you can sell on your price, terms and timeline.



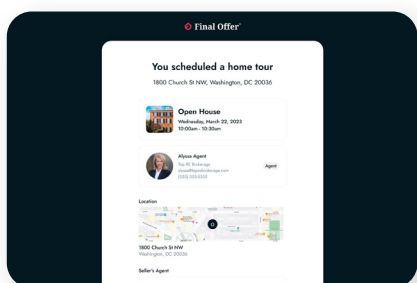
Transparency wins

Achieve true market value by providing a transparent, competitive platform that creates a sense of urgency that brings more buyers back to the table.



Tell the market what you're looking for

Tell buyers what's really important so that buyers can strengthen their offer and make the winning offer fast.



Stay in the know

Gauge interest on your home with real-time pricing, home tour scheduling and offer updates.



Millions Mapped

home search app



A two-way search continuously refined between you and your Vision agent



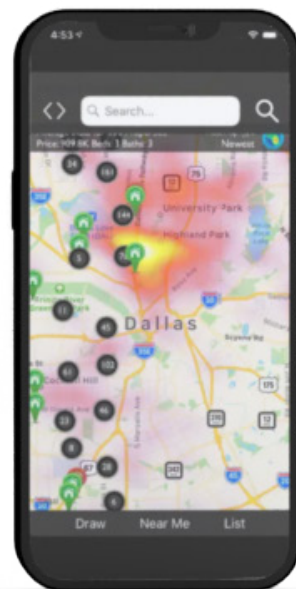
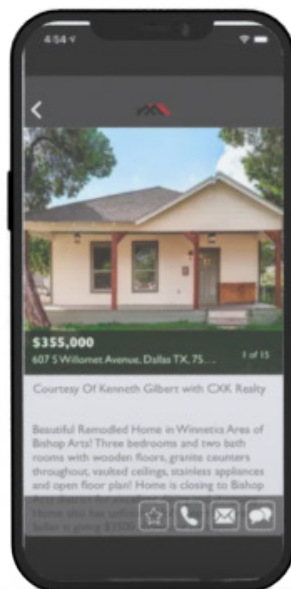
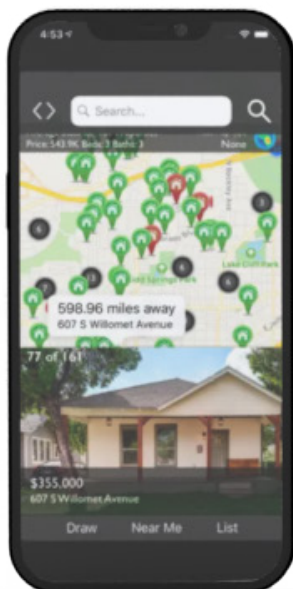
Request an appointment with us via Millions Mapped in realtime



Get immediate notifications when new homes hit the market



Easily share properties with anyone





There 📍

There 📍

There 📍

There 📍

There 📍

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See hidden listings with VISION.

There 📍



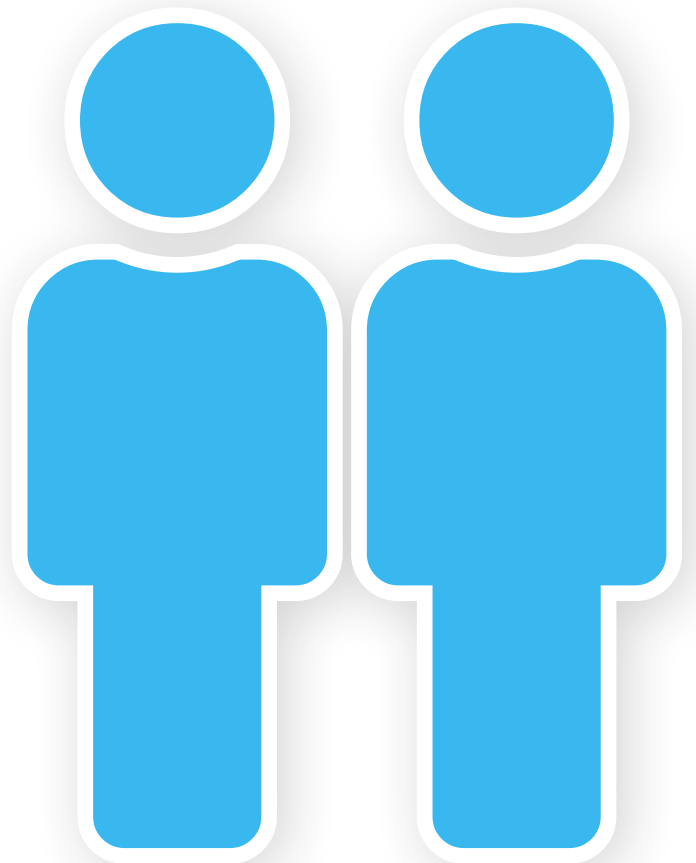


Teaming up with **showing specialists.**

Area specialists provide services tailored to your personal needs.

Including scheduling and attending private on-site property showings, visits and inspections with you.

Your showing specialist also gathers and answers your questions while collaborating with your Vision agent the whole way through.





Three things to know

when selling your home

Whether you're moving up to a larger home, downsizing or relocating, selling your home can be both stressful and rewarding. A real estate professional is there to guide you, educate you and protect your interests in what is likely one of your largest personal assets.

Here are three must-know things sellers need to keep in mind before selling.

1

Your local and hyper-local market conditions

Housing markets differ dramatically from city to town to neighbourhood. Sellers today need to understand at a granular level, the state of their local market (city/area code), their hyper-local market (street/neighbourhood) and statistics like average days on market, comparable listing and sales data, and buyer demographics in your area, to mention just a few.

2

The pitfalls of overpricing your home

Setting a list price for your home is an art and skill that takes a great real estate professional years to hone. The initial list price is key. If you price too high (to see what happens), you risk losing out on a multitude of pent-up buyers who won't even consider your property.

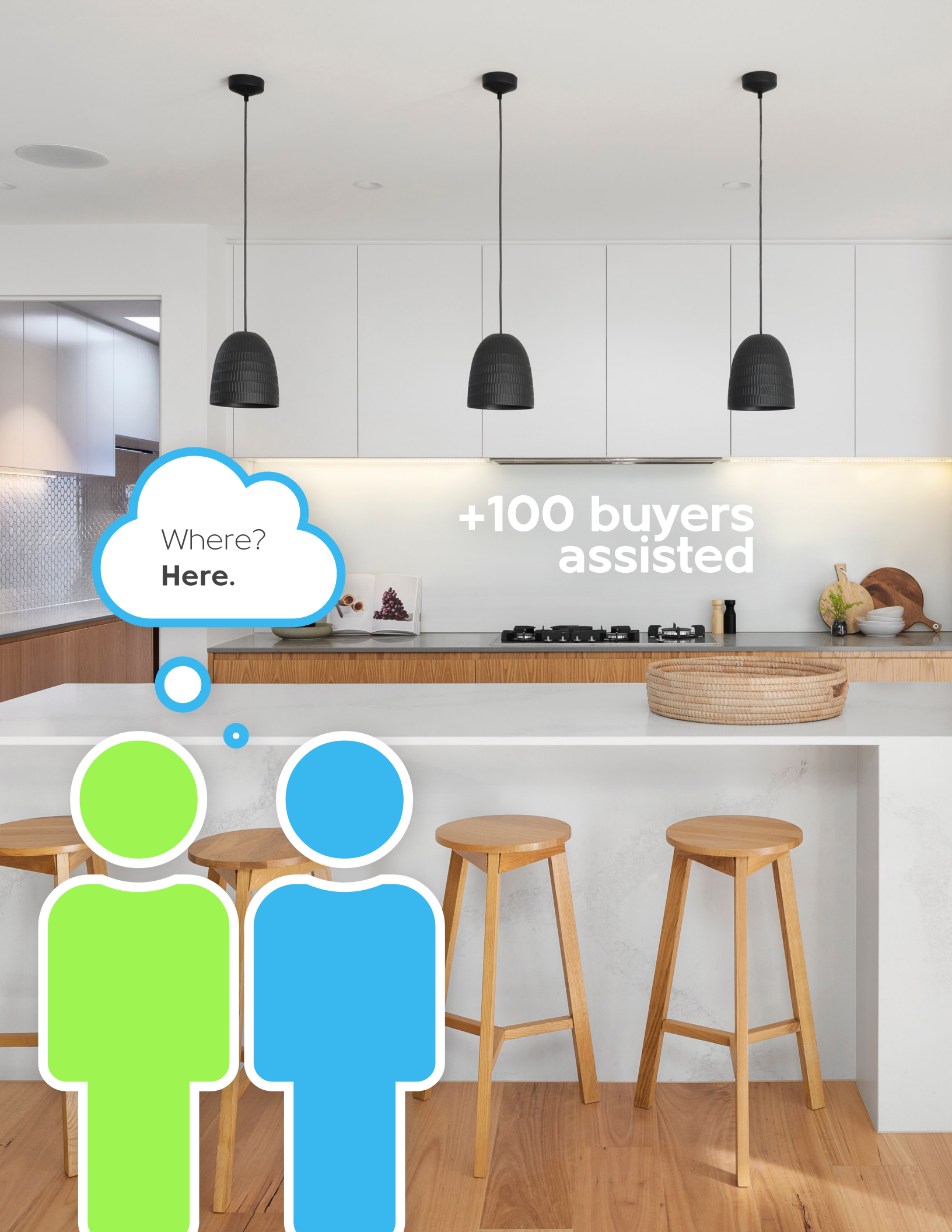
3

Staging counts and impacts your bottom line

According to the National Association of REALTORS®, for every \$100 invested in staging your home, the potential return is \$400. That's a 400% return for doing a few simple things to improve a buyer's first impression.

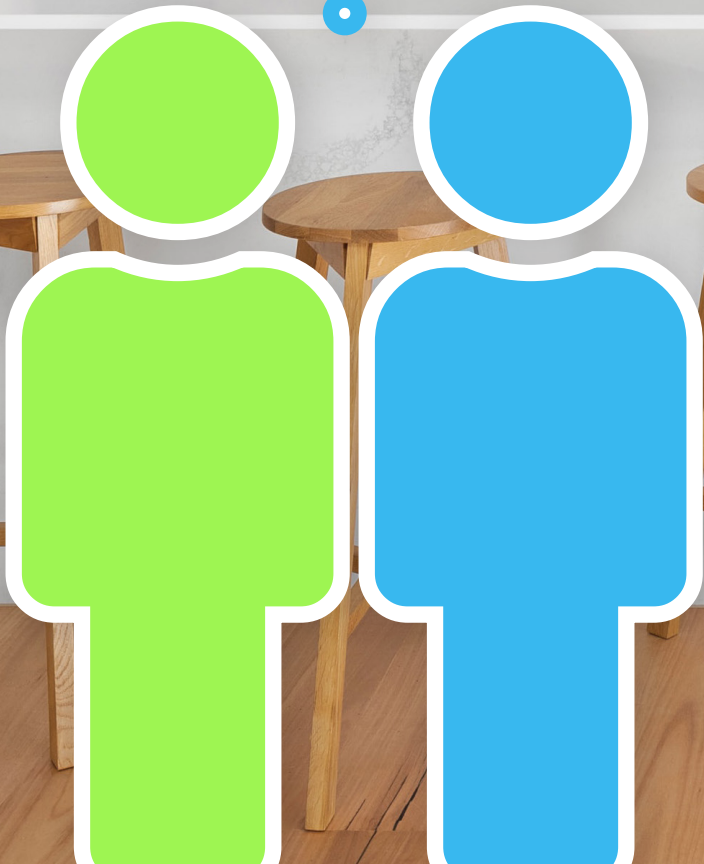
CONTACT US TODAY TO DISCUSS YOUR GOALS AND PLANS





Where?
Here.

**+100 buyers
assisted**





You're
moving there.

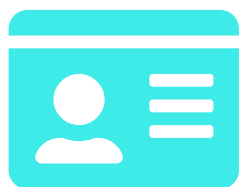


Now what?

A little foresight goes a long way.
We'll help you:



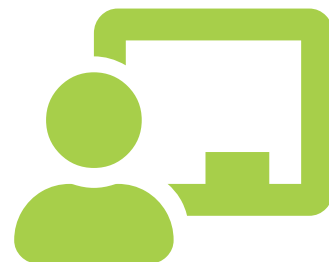
Address
Change



Update
IDs



Register
Utilities



Professional
Advice



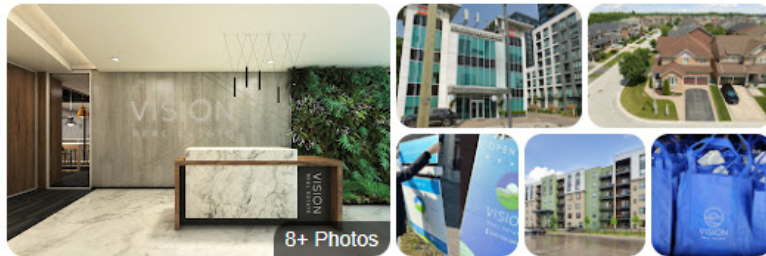


The Vision Experience

Vision Real Estate - Richmond Hill, ON

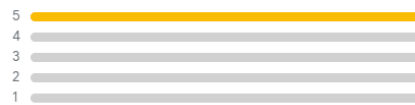


5.0 ★★★★★ (14) · Real estate agent in Richmond Hill, Canada



- Website
- Directions
- Save
- Call

Google review summary ⓘ



5.0



14 reviews

Samantha Moses
5 reviews · 1 photo

★★★★★ a month ago

Incredible. The vision team approaches real estate in a calm and friendly manner. The whole experience end to end was a dream. As a first time buyer, buying our first home was scary but Adam and the team made it a breeze. Thank you for everything!!



Vision Real Estate - Richmond Hill, ON (owner)
a month ago

Thanks so much for the kind words Sam - you and Dan are the best! We are honoured to serve you and help your family get settled into your beautiful home :)



Aidelle Cecile
Local Guide · 32 reviews · 48 photos

★★★★★ a month ago

The best real estate agents there are. They understand the numbers and the psychology of this business well enough to get us the best deal for our first condo, and all as stress free as possible. We felt their warmth, patience and expertise ...

[More](#)



Vision Real Estate - Richmond Hill, ON (owner)
a month ago

Thank you so much for the kind words Aidelle! It was an absolute honour and pleasure to serve you and Javish, We can't wait to meet your little bundle of joy that will soon be part of your family, if there is anything you need at all please don't hesitate to reach out! :)



VISION
REAL ESTATE



Adam Nadler
President | Salesperson



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