



PAPIS PREMIER HOMES

Elevating Real Estate to New Heights

HOME
SWEET
HOME

PAPIS PREMIER HOMES

Get your **SOLD**
home for the highest
price

NO EXCEPTIONS.
NO EXCUSES.

MICHAEL PAPIS
Sales Representative

SARENA PAPIS
Sales Representative

SERVICES OFFERED TO CLIENTS



- Coming Soon Sign
- For Sale Sign
- Directional Signs throughout
- Neighbourhood Lockbox Installation
- Pre-inspection Report (If Applicable)



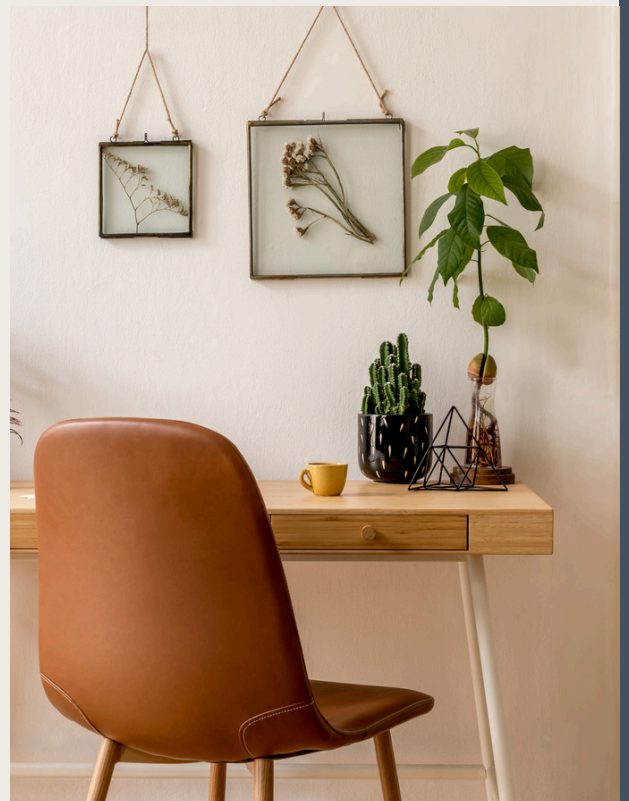
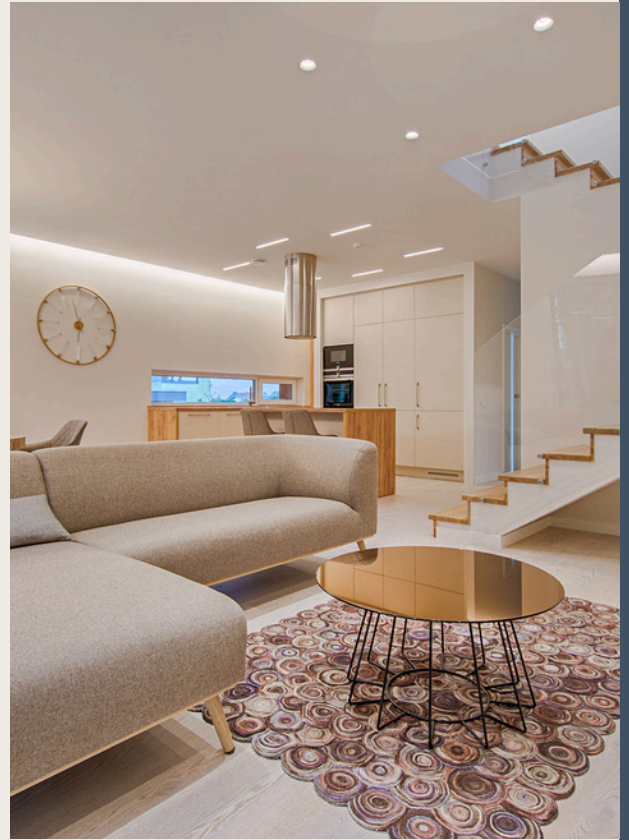
- Staging and Consultation
- House Cleaning
- Professional Photos & Videos
- Drone Videos (Where Available)
- Virtual Tours
- Personal website for your home
- Uploaded to MLS
- Mass Exposure via Royal Lepage



- Agent Open House
- Public Open House
- Social Media Advertise
- Neighbourhood
- Canvassing



- Weekly Feedback
- Direct Communication with MICHAEL PAPIS



ADDITIONAL SERVICES



- De-Cluttering Service
- Renovation Services (painting, minor repairs, landscaping, etc.)
- Estate Sale/ Garage Sale
- Content & Antique Buyers
- Cleaning Services
- Snow Removal
- Moving Services

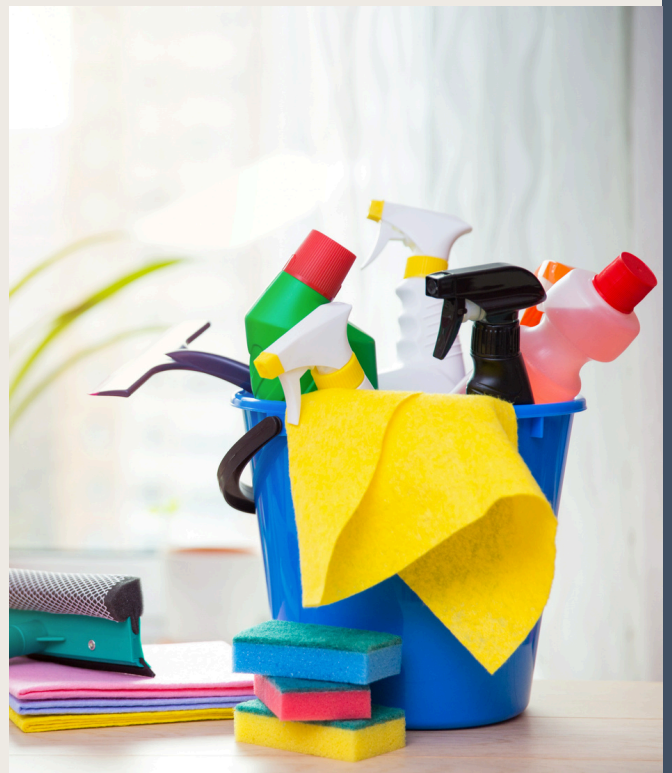


- Wine and Cheese Cocktail Party for Open House
- Farewell Party



CONSULTATION FOR SENIORS

- Rental Options
- Condo Options
- Options for Retirement Home
- Options for Nursing Home



MOVING DAY CHECKLIST

MOVING DAY - 6 WEEKS BEFORE

- ☐ Address changes
 - Subscriptions
 - Saved addresses on computers
 - Post office
- ☐ Contact Michael Papis regarding moving services and it'll be all arranged

MOVING DAY - 4 WEEKS BEFORE

- ☐ Start sorting
 - What will you be taking to your new home?
 - What will you be selling donating?
 - What will you be throwing out?
- ☐ Pack valuable possessions and label accordingly
- ☐ Start packing the following:
 - Dishes, glassware, books, off-season clothes, garage tools and equipment

MOVING DAY - 3-2 WEEKS BEFORE

- ☐ Take care of legal contracts
- ☐ Credit cards, bank accounts
- ☐ Utilities and telephone services
- ☐ Insurance - homeowners, automobile, medical, life, disability
- ☐ Employment agreements
- ☐ Legal financial matters (wills, trusts, safety deposit box)
- ☐ Make arrangements *if applicable*
 - Memberships
 - Medical services
 - Leased products/services
 - Veterinary services



MARKETING APPROACH

BEFORE WE LIST

- Price decision
- Listing & agency documents signed
- Coming soon sign installation
- Marketing strategy
- Survey/Legal documents copied
- Inclusions & exclusions decided
- Spare key provided
- Room-by-room analysis
- Staging consultation
- Prepare schedule

FIRST 24 – 72

- Lock box installation
- Coming soon campaign started
- Pre-home inspection complete
- Staging completed (if necessary)
- Professional cleaning service
- Professional Floor Plan
- Completed Professional Photos
- Professional Videos and Virtual Tour filmed
- Feature sheets & neighbourhood flyers preparation
- Prepare home for showings (cleaned & clutter-free)
- Interior Signage installed
- Showing schedule prepared



SHOWINGS COMMENCE!



LISTING DAY

- For Sale sign installed on property
- All marketing material delivered to your home
- Property listed on MLS
- Property info Distributed to all media outlets (Instagram, Facebook, Royal LePage)
- Videos and Virtual tour posted on Media Platforms, (Instagram, Tik Tok & Facebook)
- Flyers dropped off to Canada Post
- Neighbourhood canvassing
- Email campaign started
- E-mail broadcast to brokerage agents + over 70,000 real estate professionals

1ST WEEKEND

- If Applicable:
- Open House
- Open House results follow up with home owner

WEEKLY

- Showing follow-up
- Contact all agents for feedback
- Update homeowners

AGENT RESPONSIBILITIES

Expert Guidance

- Research the comps in your area & complete a competitive market analysis to determine the best list price for the sale of your property.
- Make recommendations on potential repairs and cleaning of your property, in order to make your home more attractive to buyers.
- Suggest quality professionals, including attorneys, handymen and inspectors.
- Guide you in making informed decisions leading to a satisfactory sale.
- Present and respond to all offers in a timely manner.
- Negotiate the best price & terms available, always keeping your specific needs in mind.

Responsiveness

- Act in good faith at all times
- Adhere to your instructions & concerns
- Return calls & emails promptly
- Closely track dates & deadlines

Accounting

- Track receipt all earnest money deposits
- Receive and deliver all documents in a timely manner
- Review final settlement statements

Loyalty

- You are my priority!
- Place your interest above all others
- Keep your personal information strictly confidential
- Ensure you are fully informed



SELLING IN 10 EASY STEPS

1

DISCOVERY & RESEARCH

I will tour your home and give my insights on what will help your sale. We discuss the process and develop initial marketing strategies.

2

LISTING APPOINTMENT

We discuss the value of your home, review the calendar of expectations, sign documents and enter into contract. You're ready to list!

3

PRE-LAUNCH

All of our marketing materials are collected. From photography to lock boxes on your home, I make sure everything is prepared for launch day.

4

LAUNCH DAY

It's time!
Your home's profile is posted online. A yard sign is placed on your property. Any and all marketing materials we've agreed upon will be rolled out.

5

BUYER PROSPECTING

Consistent exposure of your home is spread across the marketing platforms. All scheduled events are completed via until we reach a sales agreement.

6

SALES AGREEMENT

Once an offer has been made, we will review all terms and conditions and respond as needed.

7

INSPECTIONS

Your buyer will probably hire an inspector to review your home. The inspector is likely to recommend repairs or upgrades and we will negotiate on your behalf.

8

LOAN COMMITMENT

The buyer's loan is underwritten and appraisal is performed. All buyer's documentation is verified and we wait for approval.

9

CLOSING PREPARATION

The lender's requirements have been met and the documents have been ordered. Closing has been scheduled. I will review the figures and the buyer has a final walk through of your home usually 24-28 hours prior to closing.

10

CLOSING

The last step! Documents are signed, keys are exchanged and proceeds received. You may cancel your utilities and insurance, and your yard sign is removed from your property. I am there to help after the sale of your home whenever you need me!



SHOW HOME READY IN ONE HOUR

1. Make the beds
2. Grab a basket and put personal items of clutter in your car
3. Make sure the bathroom towels are clean, straightened and match
4. Wipe down toilets and put the lids down
5. Wipe down all counter tops and sinks
6. Open all blinds & Turn on all the lights in the house
7. Make sure the house temperature is comfortable
8. Make sure the house smells good, but don't over do the air freshener
9. Vacuum all carpeted areas, sweep all surfaces
10. Clean all mirrors
11. Sweep the front doorway and wipe off the mat



4 FACTORS THAT AFFECT THE SALABILITY OF YOUR HOME

Price Point

Pricing your home for the current market is important for maximum exposure and ultimately, a satisfactory sale.

- Factors that determine a property's value: location, design, amenities, competing properties, economic conditions
- Factors that have little or no influence: price the seller originally paid, amount spent on improvements

Market Conditions

The real estate market is always fluctuating, and as your agent I will be able to discuss the pros and cons of listing during varied market conditions.

Property Condition

The condition of your property will have a lot to do with the selling price and how quickly it will sell. If there are repairs needed, or if professional staging is required, I will be there to assist and offer my guidance and network.

Market Exposure

I will focus will be on what we're able to control - market exposure and negotiating offers. I want to get the most qualified buyers into your home, in the least amount of time, and with minimal inconvenience. With a comprehensive marketing plan, your home will get noticed in any market.



PREPARING INFORMATION

Once your home is on the market, it's very important to have information ready to go in case the buyer or lender requests it.

Below is a list of items that buyers, lenders and title companies might request during this phase of selling your home.

- Manuals for appliances
- Receipts of work done to the home - including all major & minor renovations
- All keys and garage door openers
- Surveys previously done
- A list of utility providers & average costs per month
- Alarm instructions

Condo Board

Check in with the Condo Board to see if there are any restrictions or policies when listing your condo/townhome

Make sure to request a copy of the Status Certificate to see whether there are any assessments.

NEGOTIATING THE DEAL SUCCESSFULLY

- Disclose everything. Be proactive to disclose all known defects to buyers - avoid legal problems later.
- Remember your priorities, but also respect the buyer, as this will be their next home & they are nervous about the unknowns.
- Ask all of your questions. Offers may include complicated terminology, which can be clarified for you.
- Respond quickly. The mood for the buyer to buy is exactly when the offer is made.
 - don't delay.
- Meet halfway if there are disagreements about small expenses.
 - split the difference and move on.
- Stay calm, even if the situation is tense.

**HAVE YOU FOUND
THE RIGHT
BUYER?**

Make the deal
happen.

UNDER CONTRACT PROCESS



OFFER ACCEPTED

Now that you've decided on an offer, it's time to start the under contract process.

There are a few dates and deadlines to be aware of - title deadline, due diligence, inspection, appraisal, and loan conditions. The under contract process can normally take anywhere from 30-60 days.

INSPECTION

One of the most crucial steps in buying a home is performing an inspection. The buyers elect to do this if they choose. The buyer's agent will set up a day and time that works for you to have the inspector perform a full inspection on your home. You will be asked to leave during this time. It should take anywhere from 1-4 hours depending on the size of your home. After inspection, the buyer's agent will send an inspection objection requesting specific repairs or replacements, if needed. At this time you can decide which items you agree to fix, repair or replace, if any. Remember, inspection items that affect health and safety are pertinent.

APPRAISAL

An appraisal will be required by the lender if the buyer is obtaining a loan. The appraisal could come in low, high, or at value. I will guide you through the process on the right moves to make if the appraisal comes in low. After the appraisal, we wait for the loan conditions deadline for the buyer and are that much closer to the closing table.

CLOSING 101

THE CLOSING PROCESS FINALIZES THE SALE OF YOUR HOME AND MAKES EVERYTHING OFFICIAL, ALSO KNOWN AS SETTLEMENT,

THE CLOSING IS WHEN YOU GET PAID AND THE BUYER RECEIVES THE DEED TO YOUR HOME.

A FEW THINGS TO BRING TO CLOSING

- A valid government issued picture ID
- House keys
- Garage door opener(s)
- Mailbox and any other spare keys

WHAT TO EXPECT

The loan officer will look over the purchase contract and identify what payments are owed and by whom/ prepare documents for the closing; conduct the closing/ make sure taxes, title searches, real estate commissions and other closing costs are paid; ensure that the buyer's title is recorded; and ensure that you receive any money due to you.

YOUR COST

Sellers commonly pay the following at closing:

- Mortgage balance and prepayment penalties, if applicable
- Other claims against your property, such as current or past
- due unpaid property taxes
- Unpaid special assessments on your property
- Real estate commission
- Title insurance policy
- Home warranty, if applicable
- Survey, if applicable

AFTER CLOSING, MAKE SURE YOU KEEP THE FOLLOWING FOR TAX PURPOSES

- Copies of all closing documents
- All home improvement receipts on the home you sold



— BUYING OR SELLING A HOME? —

LET'S WORK TOGETHER!

Buying or selling a home can be a stressful process if you don't have the right real estate agent. With years of experience, you can rely on us to get you the best possible result.

CONTACT US FOR A

**FREE HOME
EVALUATION**

WHY?

- **1. Maximize Your Home's Value:** A professional home evaluation helps you understand your property's true worth, ensuring you get the best possible price when selling.
- **2. Stay Informed:** Regular home evaluations keep you updated on market trends and changes in your neighborhood, helping you make informed decisions about your real estate investments.
- **3. Plan for the Future:** Knowing your home's current value can help with future financial planning, whether you're considering refinancing, home improvements, or selling.

ABOUT YOUR REALTORS



Michael Papis is a sales specialist at Royal LePage RCR Realty, a prominent real estate franchise in Canada.

With a strong emphasis on maintaining a healthy lifestyle, he prioritizes fitness and wellbeing, which translates into his professional approach. Michael approaches his work with a positive and determined attitude, valuing the needs of his clients above all else.

Displaying professionalism and care, he ensures that each interaction is handled with the utmost dedication. Outside of his real estate endeavors, Michael finds enjoyment in traveling and cherishing quality time with his family.



Sarena Papis, a fun-loving and dedicated realtor at Royal LePage RCR Realty. Her genuine care and personalized approach make her a trusted guide, transforming dreams into reality.

Constantly staying up-to-date with market trends, Sarena delivers tailored solutions and goes above and beyond to ensure a seamless experience for her clients.

Sarena's upbeat personality shines through as she combines her passion for real estate with an unwavering commitment to bring joy and fulfillment to those in search of their dream homes.



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PapisPremierHomes.ca



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