

OAKWYN REALTY



JON SAMUEL

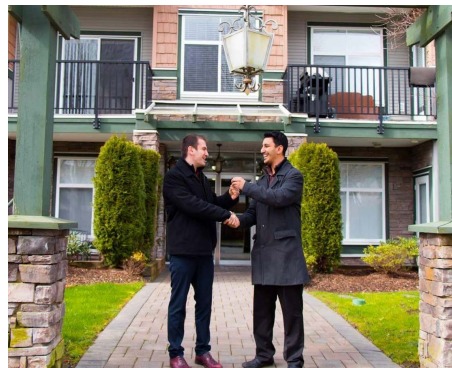
PROFESSIONAL REAL ESTATE SERVICES

604 725 2260

e: info@jonsamuel.com
www.NewVancouverHomes.com

THE ULTIMATE SELLER'S GUIDE

GUIDE TO THE SUCCESSFUL, STRESS-FREE SALE
OF YOUR HOME FOR TOP DOLLAR, IN ANY MARKET



www.NewVancouverHomes.com
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Meet Jon Samuel...

Jon Samuel is quickly becoming one of the most trusted names when it comes to delivering reliable real estate advice in Vancouver. His mission is to provide each client with an *extraordinary level of professional service* in the buying and selling of real estate and to always act with an unwavering commitment to honour and integrity. All clients can be ensured to experience discreet and conscientious attention as they search for the perfect home or are considering selling a property.

Jon Samuel ensures his clients' needs *always* come first and they are educated throughout the home selling process. All his clients are provided with all the relevant information and available options to make the best decisions for themselves and their families.

With more than 22 years of experience working and living in the beautiful Vancouver metropolis, educational background in business / marketing, and vast network of contacts, Jon Samuel has the skills vital to ensure the successful sale of your home. Jon has unrivaled familiarity with the current market conditions, recent inventories of available properties, area trends and valuation prices. This key information is crucial for both buyers and sellers alike.

He ensures that community and philanthropy is a big part of his business by donating 10% of his profits to local organizations in Vancouver and another 10% to WATER IMPACT that helps ensure clean water is accessible by some of the most needy around the world.

Jon Samuel can be dependably reached anytime via phone or text at (604) 725 2260.



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Meet The Superstars Working For You...



Jon Samuel
(604) 725 2260

- Professional Licensed REALTOR®
- Founder, NewVancouverHomes.com



Lucy Adirim
(604) 787 3135

- Professional Licensed REALTOR®
- Client Care & Marketing Manager



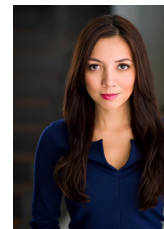
Arlene Chiang
(604) 897 0458

- Managing Broker
- Property Management



Michael Uy
(604) 780 6468

- Professional Licensed REALTOR®
- Oakwyn Partner, Mentor



Morgan Browne
(604) 992 8612

- Professional Licensed REALTOR®
- Oakwyn Partner, Mentor



Amanda Lehman
(604) 620 6788

- Conveyance
- Oakwyn Office Manager



Len Atwood
(604) 569 2779
len.atwood@gmail.com

- Notary Public
- Leonard Atwood Notary Public



Harry Jhinku
(604) 723 3915
jhinku@mtgarc.ca

- Licensed Mortgage Broker
- Mortgage Architects

Our team will also provide you with the contacts to our trusted professional industry partners such as Notary/Lawyers, Home Inspectors, Builders, Contractors, Stagers, Interior Designers, Renovation Specialists, Movers & more to ensure all clients a full service, stress-free experience.



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Who We Are & What We Do...

OUR MISSION | PURPOSE | HOW WE DO THINGS DIFFERENTLY

Provide a positively memorable experience for the families we serve by achieving the highest possible sale price of their home in the timeframe they are comfortable with, built on a foundation of unwavering trust, an unbeatable work ethic, positive attitude and impeccable client service.

WE ARE:

- Honest & direct
- Humble & grateful
- Easy to do business with
- Experienced, knowledgeable experts
- Extremely professional
- Committed to a long lasting relationship
- Passionate about helping the people we serve



WHAT WE DO

- Actively listen to our clients' needs and put our clients first.
- Work together with top industry professionals.
- Continuously develop our skills and learn about market trends, changes and stats.
- Build lifetime relationships with everyone involved.
- We have a passion for excellence and an extraordinary attention for detail.
- We make it easy by creating an inspiring, stress free experience.

WHAT WE KNOW

- Communication is key. We strive for excellence here.
- Honesty, integrity and knowledge go a long way.
- When we really work hard for our clients, you will gladly tell people about us.
- The work we do and our actions in life are a reflection of who we are.
- Never to take anything for granted.



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Proven Results...

AVERAGE OF LISTINGS TAKEN THAT SELL*

JS PROFESSIONAL REAL ESTATE SERVICES
Vancouver Average

98%
57%



What does this mean: If nothing more, you have nearly a 40% better chance of selling with us vs. other agents. Why roll the dice with your largest asset? We have a proven track record.

AVERAGE DAYS ON MARKET BEFORE SELLING*

JS PROFESSIONAL REAL ESTATE SERVICES
Vancouver Average

25 days
58 days

What does this mean: Our listings are selling faster which translates into less stress for you (we understand how much effort goes into keeping your home show ready). Also the longer a listing takes to sell, will typically lead to a lower sale price.

AVERAGE SALE PRICE TO LISTING PRICE*

JS PROFESSIONAL REAL ESTATE SERVICES
Vancouver Average

98.5% of list price
94% of list price

What does this mean: Simply put, we net you more money! We negotiate higher sales prices vs. the board average. We are happy to do the math with you - it adds up!

HOMES SOLD YEARLY

JS PROFESSIONAL REAL ESTATE SERVICES
Vancouver Average

23 Properties (2018)
Less than 5 homes per year.

What does this mean: This means that the average realtor is starving and is likely putting themselves and the commission before you. We don't say this to impress you, but rather to impress upon you that we ALWAYS put our clients' best interests first.



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My Action Plan

A little bit about how I work and the roles that my clients come to appreciate over the course of the selling & moving process.

My Role:

1. Consult

2. Negotiate

3. Oversee Transactional Details

Over 8 years of experience has taught me that every client's needs are different. However, every client gets treated with the same, incredible level of professional "white-glove" service that they have come to appreciate and tell their friends and family about.

After finding out what is most important to you I will provide you with all your options, and educate you in regards to the pros and cons for each so that you have all the information to make the best choices, along with my professional and experienced guidance throughout the process.

My "SUCCESS" Marketing Plan

S– Seek to Understand

U– Utilize Local Knowledge

C– Contract and Negotiate

C– Coordinate the Transactional Details

E– Establish a Celebration Date

S– Set up a Moving Date

S– Stay in touch for Life

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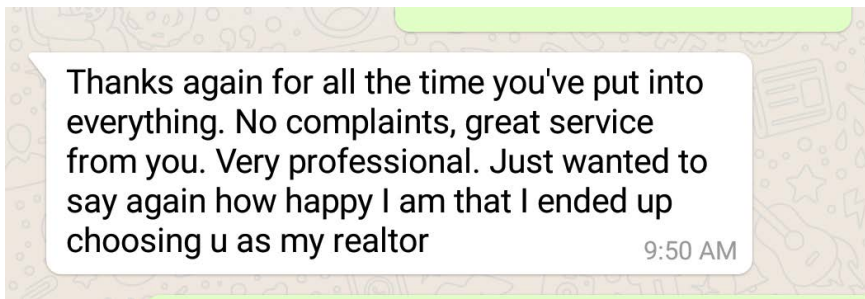
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Some Testimonials...

"I had an amazing experience with Jon Samuel as my realtor. He took the time out of his busy schedule to hold open houses almost every weekend, he was always on call and always willing and would go out of his way to attend to my needs. If you are looking for a professional who is dedicated to results then I recommend Jon Samuel."

Serge Vasilyev - 7431 Blundell Road & 888 Pacific St.
604 719 1055



Client Message Screenshot

"Jon helped us get top price for our house at the peak of the market and helped us find a new home in an impossible market. A market where each open house had several offers and buyers were overbidding over \$150,000. He always made himself available. Jon is very professional, enthusiastic and kind hearted. Because of our success with Jon we asked him to sell our parents condo. We will gladly recommend Jon to all our friends."

Greg & Jarka Winter - 3571 Bowen Drive & 19105 69 Ave.
778 998 4475



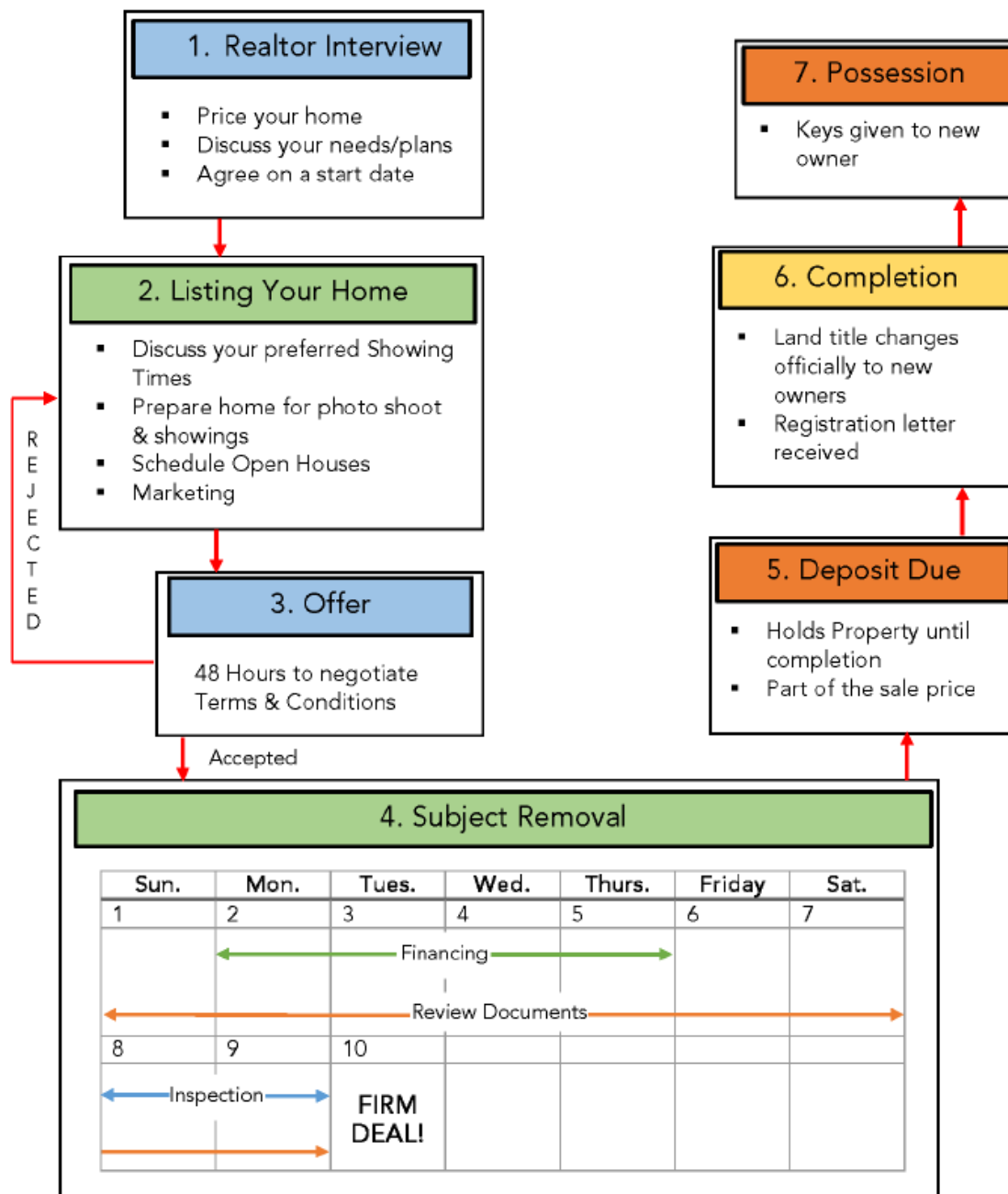
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Timeline for the Sale of your Home...



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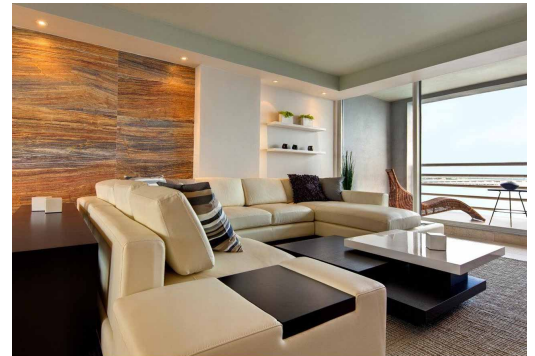
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DIY Tips for a Successful Sale...

These may seem obvious but following these simple tips can be the extra edge your home needs to sell quicker and for more money!

- First and foremost, clean. It sounds simple, but a clean house always sells better. Keep lawns, and hedges neatly trimmed, weed flower beds and maximize your curb appeal.
- Clean out your garage or car port to show its full size.
- Next, remove the clutter. You might like that 'lived in' feel, but the more potential buyers focus on your collection of Van Halen memorabilia, the less they notice the property. So put your stuff away or consider a storage unit.
- Make minor repairs. Replace cracked tiles, touch up places that need painting, re-caulk bathrooms, fix doorknobs, squeaky doors and cupboards and leaky faucets.
- Consider a professional home stager. If your place is empty, or lacks a bit in the decorating department, homestagers can make your place look like a spread House & Home in no time. Statistics tell us that the homes that show the best sell faster and for more money.
- Prepare for photographs. Good pictures get people interested and professional photos are the way to ensure your place looks it's best. It's also important to have accurate measurements and floor plans because for most buyers it's never too early to start thinking about which way the couch is going to face. We will take care of all of this, don't worry. We will however need your help to make sure your home is showroom ready.
- Clean again. Really. Keep doing it. It's that important.



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The Pre-Showing Checklist...

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ALL OVER THE HOUSE:

- Empty the garbage in each room, spray air freshener
- Clean up all noticeable clutter. Dust and Vacuum
- Open blinds to make rooms brighter
- Turn on the lights, even during the day

BEDROOMS:

- Beds are nicely made
- Dirty clothes in closed hamper
- Toys picked up and put away in children's rooms
- Straighten up closets

BATHROOMS:

- Put away everything that isn't essential such as hand soap, towels, etc.
- Drawers and cabinets are cleaned and uncluttered
- Clean the shower and tub
- Fold towels neatly
- Put the toilet lid down

KITCHEN:

- Dishes should be in dishwasher or put away, don't leave anything in the sink
- De-clutter the countertops... put away toaster, coffee maker, blender, etc.
- Clean and organize the refrigerator
- Cabinets and pantry are tidy
- Stove, stovetop and microwave clean of food stains
- Take out garbage and recycle, spray air freshener

LIVING ROOM:

- Straighten pillows and cushions on the couch and chairs
- Vacuum and dust, don't forget the television screen
- Clear up any and all clutter.

OFFICE:

- Tidy up & Remove Clutter from desk and around the room.
- Dust computer monitor

CLOSETS:

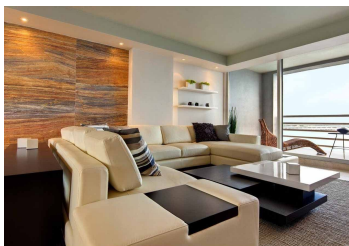
- Double check that they are neat and orderly (towels nicely folded, etc.)

PETS:

- Pick up Toys
- Clean kitty litter - ensure air freshener is sprayed in room with litter box
- Fresh food & water in bowls, or put away for the showing/open house.
- Clean the fish tank if needed
- Clean cages for birds, hamsters, etc.

YARD:

- Mow lawn, pull weeds, and rake leaves
- Sweep walkway and doorstep
- Turn on outside lights if showings are in the evening time
- Pick up after pets and put away outdoor toys and tools



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BEST REAL ESTATE AGENCY

The 10 best features about your home...

We want potential buyers to know what makes your home unique and no one knows your home better than you. Please share with us what do you LOVE most about your home and your neighborhood

#	Description of What You LOVE Most About Your Home or Neighborhood
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	

CLOSING COST WORKSHEET

Although your lawyer will provide you with a detailed outline of expenses incurred at the time of closing, it's best to understand what expenses you may incur when your home closes. We work with you to create an estimate of what costs will be associated with selling your home to avoid any surprises. Some of these costs may include, but are not limited to, the following:

Estimated Selling Price: \$ _____

LESS:

Mortgage Balance: \$ _____

Mortgage Penalty (if applicable): \$ _____

Interest Per Diem (if applicable) \$ _____

Legal Fees/Disbursements: \$ _____

Property Tax Adjustment: \$ _____

Utilities Adjustment \$ _____

Real Estate Commission \$ _____

7% on the first \$100,000 & 3.5% on the balance of the sale price
(This is split between the listing agent, the buyer's agent and their brokerages)

GST on Commission: 5 % \$ _____

Moving Costs \$ _____

Other: \$ _____

Approximate Net Proceeds of Sale: \$ _____



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WHAT I NEED FROM YOU

Please prepare these documents in advance of our meeting.

GENERAL

- A copy of your survey (if you have one)
- The average costs of your utilities (electricity, water, hydro)
- Receipts, permits and/or warranties for any recent home improvements (roof, windows, furnace, kitchen appliances, etc.)
- A completed "10 best features of your home" sheet
- Any other relevant information (copy of floor plans, builder info)
- 2 copies of your front door key
- Any alarm codes

FOR CONDOMINIUM OWNERS

- Maintenance fees and a list of maintenance fee inclusions (gas, hot water, etc.)
- Parking and locker numbers
- Fob key to the building and any common areas and unit buzzer number
- Strata plan
- A list of bylaws and restrictions
- Strata minutes from the last 2 years
- Details of any building updates (roof, balconies, boiler etc)
- Details of any pending building improvements and/or pending levies (voted on or proposed)
- What is approximate value of the contingency reserve fund?



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Pack & Move Like a Pro...

- 1) Develop a master “to do” list so you won’t forget something critical.
- 2) Purge! Get rid of things you no longer want or need. Have a garage sale, donate to a charity, or recycle.
- 3) Before throwing something out remember to ask yourself how frequently you use an item and how you would feel if you no longer had it.
- 4) Pack like items together. Put toys with toys, kitchen utensils with kitchen utensils.
- 5) Decide what, if anything, you plan to move yourself. Precious items, such as family photos, valuable breakables, or must-haves during the move, should probably stay with you.
- 6) Use the right box for the item. Loose items encourage breakage.
- 7) Put heavy items in small boxes so they are easier to lift. Keep weight under 50 lbs. if possible.
- 8) Do not over-pack boxes and increase the chances they will break.
- 9) Wrap every fragile item separately and pad the bottom and sides of boxes.
- 10) Label every box on all sides. You never know how they will be stacked and you do not want to have to move other boxes aside to find out what is there.
- 11) Use color-coded labels to indicate which room each item should go in. Color-code a floor plan for your new house to help movers.
- 12) Keep your moving documents together, including phone numbers, driver’s name and van number. Also keep your address book handy.
- 13) Back up your computer files before moving your computer.
- 14) Inspect each box and all furniture for damage as soon as it arrives. Remember, most movers won’t take plants.



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Letter of Recommendation...

As an experienced real estate investor, I was impressed with Jon Samuel's knowledge of real estate and the market. He offers an abundance of insight in regard to various areas, communities, current market trends, and buying & selling factors.

What I was most pleased and impressed with, is Jon's obvious passion for real estate, his positive energy and enthusiasm make working with Jon a pleasure. He loves what he does and it shows with his dedication and focus to find you your new dream home or sell your existing property.

He has done both for me last year and actually sold one of my properties within a week, he is that good! It is always a great experience working with Jon, I will definitely continue to partner with Mr. Samuel as my realtor and of course, would recommend his services for any real estate investor, first-time buyer, new Canadian resident or any growing family.

Jon Samuel is the best realtor and his results always do the talking, thank you for everything Jon.

All the best,

Daniel Joseph



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