
Seller's Guide



778.869.7201 | KoryPrince.ca

This is my Infinite Team

Listing Coordinator: **Connie Harringa**

Connie is responsible for over-seeing the administration of listing a property including: updating listing posts, building web presence, organizing and attending appointments for photographer, videographer, floor plan measuring specialists as needed, and other service providers.

Showing Specialists: **Bridget Ross, Cindy Tian, Parm Pooni and Jennifer Chung**

With 25+ years of combined real estate experience, this team understands the importance of "Show and Sell" when walking buyers through your home. Showing a home is an art, one that the team appreciates. They understand the energy it takes to get your home "show ready" and the Property Specialists make the most of each opportunity. They are highly skilled at the nuances of reading buyers and their agents as they tour your home and are always there to help discuss any concerns in real time, and overcome objections as they are first considered by a buyer, and often even before then. Expect them to be organized, knowledgeable in your home and its neighbourhood, and thorough in each showing. Services are available in English, Mandarin, Cantonese, and Punjabi and in other languages as required.

Client Care: **Maegan, Clarisse, Cindy, Melanie**

Client Care will receive your calls and help ensure you are connected as quickly as possible to your Infinite agent.

Marketing: **Harfield & Associates**

Marketing and production for Infinite Real Estate Services is managed by in-house marketing partner, Harfield & Associates. The marketing department helps to ensure your home is seen by relevant buyers, by providing Infinite with a wide breadth of marketing services in traditional, online and leading edge media.

About Kory

Kory Prince is a residential REALTOR® with 14+ years of top performing, industry leading sales experience.

He is very passionate about real estate and helping people achieve their real estate goals. Outside of his professional life, a few of his interests are working out, spending time with wife, friends, and playing with his dog "Hank". To his delight, professionally, much of his time is spent meeting new people and using his experience, vast connections, and his innovative nature to help them achieve their goals. Kory understands that innovation is lacking in modern real estate models and has responded with:

- 1. An easy way to access sold prices of properties online**
- 2. An easy way to find out how many days a home has been on the market**
- 3. An easy way to view new listings the minute they hit the market**

Many people don't know this but the only way to access the above three pieces of information is by contacting a REALTOR® directly. Kory has vastly simplified this process by creating a proven step-by-step system that enable his clients to get this information and other relevant info they need to make informed decisions in real time. Ultimately, Kory understands that his success is directly related to his ability to bring success to his clients each and every time.

I've got  you covered
Guaranteed!

Visit KoryPrince.ca for more details

Marketing

In addition to a truly customized marketing plan developed specially for your property, some of the proven strategies I use are:

Professional **High Definition Photography** **Professionally copywritten** MLS® listing

Professional **High Definition Video Tour** of your property Launch an **Email blast** to my client database of over 5000 buyers

Professional **laser measured floor plan** Provide a **Free Staging Consultation** to ensure potential buyers fall in love with your home and that it shows at its absolute best

Professional **3D Floor Plan** so that buyers can start to place their furniture in the home

Virtual Staging Yes we can digitally stage your vacant property. Our graphics team will add 3D renderings of furniture, book cases, plants, throw rugs and wall hangings to show your property at its absolute best

Mandarin and Cantonese speaking team members so no opportunities are lost

My **website is translated** into simplified and traditional Chinese

Partner with many international and domestic industry leaders in online and traditional media so we can **maximize your exposure**

Exercise **Extensive social media reach** with your property being featured on Facebook, Twitter, LinkedIn, YouTube, and Google+



BEFORE: poor staging, lighting, camera angle that was obviously done by an amateur. This property was on and off the market for 4+ years without a sale!



AFTER: beautiful staging, lighting, and professionally orchestrated photo. **I SOLD this property for a RECORD SALE PRICE!**

3D Floor Plans allow prospective buyers to start to place their furniture in the property which begins the emotional attachment with the property. The next step is making it their home by submitting a great offer.



I've got  you covered

PERFORMANCE PROMISE

★ ★ ★ *Guaranteed!* ★ ★ ★

To help you determine your goals

I will help you define your goals and provide a step-by-step process on how to achieve them.

To establish your buying potential

I will guide you through the financing process and provide you access to exclusive mortgage rates and terms.

To skillfully market and sell your home

I utilize cutting edge internet technologies to maximize your home's exposure to potential buyers via my cooperation with 1100+ Local Real Estate Websites – then I use my team's many years of negotiation experience to sell it at top dollar.

To never miss an opportunity

I enlist the services of Infinite's specially trained Property Showing Specialists to ensure that your home can always be shown when a buyer wants to view it.

To maintain absolute focus on your goals

I will continuously evaluate our progress and suggest ways to keep your listing fresh in the market to help you achieve your goals.

To find you a new dream home

I will provide you with REALTOR® level access to MLS® in addition to me actively searching for your home for you.

To keep you in the loop at all times

I will communicate regularly and keep you up to date throughout the entire process.

To work tirelessly & do whatever it takes

I will stop at nothing to help you achieve your goals.

To allow you to contact my previous clients to check if they are satisfied

I will provide you with the contact information of my previous clients, who are happy to talk to you about their experiences with me.

Sellers Guarantee

Performance Guarantees exclusively for clients of Kory Prince

No Risk Easy Exit Listing Guarantee. I am so confident that my Real Estate system will work for you, that I guarantee you the right to cancel your listing agreement at any time, prior to receiving an offer to purchase your home, with no penalties and no obligations, if you feel the quality of service doesn't live up to my promise.*

Communication Guarantee. I've got you covered - If there's ever an instance of you calling, emailing, or texting me, that requires a reply, where you don't hear back from me within 24 hours, I'll give you \$100 in cash at closing. And, I'll give you \$100 for each time it happens!

Thank you Bonus Guarantee. I've got you covered - I will give you \$1,000 CASH when you purchase a new home and sell your current home through me.**

*I only ask you to allow me the opportunity to correct any difficulties within a 48-hour period. If you are still unhappy, you have the power to exit the listing agreement with no hassles. It's that easy.

**Based on minimum Buyer's service fee of 3.255% on 1st \$100,000 and 1.1625% on the balance of the sale price. Each transaction must occur within the first six months of each other.

The process of Selling a Home

Even if you have sold a home before, the process can still be confusing. This chart will help you better understand the steps involved in your transaction.



My job is to tie the steps in this process together as **smoothly** as possible for you, and to **keep you informed every step of the way.**

Common Closing Costs

When Selling a Home

Legal Fees and Disbursements

Your legal professional will ensure that you are protected. They will review your contract and ensure that all parties have met their legal obligations in order for the deal to close. Legal fees vary, and the total cost depends on the extent of services provided. You will also be responsible for disbursements (costs related to handling your file, such as long distance calls and travel).

REALTOR® Service Fee

This is the fee paid by you to the Real Estate Agency that was responsible for the marketing and sale of your home. In British Columbia, it is customary that the Listing Agent pays a cooperating brokerage a portion of the fee paid to them. Fees for service vary depending on which Agency you choose, and will correspond with the level of service and marketing that you receive. Ask your REALTOR® to clarify their service fees.

Moving Expenses

Many people keep these costs down by asking friends and family to help with their move. Hiring a professional moving company can be relatively affordable as well.

Utility and Property Tax Adjustments

Your lawyer will prepare a "statement of adjustments", which will adjust for things like taxes and utilities. As an example, a statement of adjustments is required if you have already paid your taxes through to the end of the year. On the statement of adjustments you will be credited for the period from possession date through to the end of the year on your side of the adjustment statement, and the buyer will be debited. If you didn't pay this expense in advance, it will be you paying the buyer for the amount accrued prior to the possession date. The exact amount will be calculated by your lawyer.

Mortgage Prepayment or Discharge Fees

If you pay off your mortgage with the proceeds of your sale, you may be charged a fee from your bank. It is prudent to check on any prepayment penalties or discharge fees early on as part of initial steps in preparing to sell your home. This will ensure that that you are completely apprised of what the final costs of closing out the sale of your home will be.

Taxes on Services

In British Columbia, GST is applicable to legal and REALTOR® services.

Preferred Service Providers

Home Inspectors

Wayne DeJong

Pillar to Post
604-250-9253
vancouver@pillartopost.com
www.pillartopost.com

Douville and Company

604-626-4887
contact@douvilleco.com
www.douvilleco.com

Rick Richardson

Arbutus Home Inspections
604-220-0222
Inspections@arbutushomeinspections.com
www.arbutushomeinspections.com

Mortgage Brokers

Dan Penner

Verico Pipeline Mortgage Ltd
604-308-3087 or 604-941-3086
danpenner@shaw.ca or
dan@pipelinemortgage.ca
www.danpenner.ca

Ash Liu

The Mortgage Group Canada
604-725-9658
ash.liu@mortgagegroup.com

Lorraine Gingras

RBC Mortgage Specialist
604-315-6216
lorraine.gingras@rbc.com

Lawyers

Khushhal Bains

Bell Alliance Lawyers & Notaries Public
604-873-8723
kbains@bellalliance.ca

Richard Bell

Bell Alliance Lawyers & Notaries Public
604-873-8723
rbell@bellalliance.ca

Mark Braeder

Stewart, Aulinger & Company
604-879-0291
mbraeder@stewart-aulinger.ca

Notaries

Carolynne Maguire

Maguire & Company
604-266-8970
maguire@bcnotary.com

Patricia Wright

Patricia Wright and Associates
604-682-8988
info@vancouvernotary.com

Testimonials

"It was our pleasure to have Kory as our REALTOR®. **It only took 2 viewings, 2 homes, 2 weeks and Kory Prince to land us our dream home.** Kory's hard work and dedication saved us \$200,000 off the purchase price, enabling us to obtain a home for our family that otherwise we could have only dreamed of. We wouldn't hesitate to work with Kory again or recommend him to family and friends.

-Casey and Erika Sugden

"Kory was very nice to work with. He found us many buyers who gave us **full price offers on our property**, and was very easy to work with given our hectic schedules and moving plans. He is very knowledgeable about the market and was very detail oriented with all aspects of the contracts. **He is an excellent negotiator and represents his clients well.**"

-Jin Kuang and Michael Filimowicz

"**Kory was a fantastic REALTOR®.** With the biggest investment of my life, I needed to find someone who truly understood what my goals were, and who could get me the best deal possible. Kory provided me with **top notch service**, and was always there to thoughtfully and thoroughly answer the questions I had about selling my condo. Kory always kept my goals in mind, and made the process easy. My overall experience with Kory was great, from start to finish. Next time I need a REALTOR® in Vancouver, I know exactly who I'm going to call. Thanks Kory!"

-Jay Jambor

"As first time buyers **we struck gold in finding Kory.** His easy-going personable nature made the entire process a pleasure. Highly informed about the Vancouver market, he was extremely easy to work with, responded clearly and thoroughly to all of our questions, and found us an ideal property with lightning speed.

A shrewd and savvy negotiator, he was a strong and able advocate for our best interests and his friendly relationship with his professional network facilitated a smooth and rapid completion of the deal. We were in our new home within 8 days of putting in an offer. We would highly recommend Kory for his warm professionalism, his valuable experience, his strong customer service ethos, his "no pressure" informative style, and his efficient and effective negotiating skills. **A rock-solid stand-up guy!"**

-Jen Bodmer & David Dines

"I dealt with Kory Prince this past year with the sale of my apartment. **I was very pleased with Kory's service** he always answered my emails or phone calls very promptly and was always very pleasant. Kory has a great attitude towards his job and is very upbeat on everything. He sold our place very quickly and did his homework on where our place should be priced at in the market.

I would use Kory again in a second and would highly recommend him to anyone looking for a young, aggressive REALTOR®."

-Sheryl Witthoeft



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