

JEFF REALTOR®
WEAVER

SELLERS GUIDE



EXPERIENCE YOU CAN MEASURE.



FIRST LICENSED IN 2011, JEFF WEAVER HAS COMPLETED OVER 300 SUCCESSFUL TRANSACTIONS AND HAS BEEN ROOTED IN MAPLE RIDGE & PITT MEADOWS FOR OVER

30 YEARS. HE HAS BEEN WITH RE/MAX LIFESTYLES REALTY FROM THE START OF HIS CAREER AND PROVIDES CONSISTENCY, DISCIPLINED STRATEGY, MARKET KNOWLEDGE, AND STRONG NEGOTIATION FOR EVERY CLIENT.

HIS APPROACH IS SIMPLE: ALWAYS ASK — WHO IS MY CLIENT?

THIS CLIENT-FIRST PHILOSOPHY ENSURES EVERY DECISION AND NEGOTIATION IS ALIGNED WITH YOUR BEST INTERESTS.

PROFESSIONAL HIGHLIGHTS:

- MLS® EMERALD MASTER MEDALLION CLUB 10+ YEARS (TOP 10% OF REALTORS®)
- RE/MAX HALL OF FAME (2018)
- RE/MAX PLATINUM CLUB (2023, 2021, 2017)
- RE/MAX 100% CLUB (2024, 2022, 2020, 2019, 2018, 2016, 2015, 2014)
- RE/MAX Executive Club (2012, 2013)
- CHAIR, RE/MAX GENERAL ADVERTISING COMMITTEE (2024–2026)
- 300+ SUCCESSFUL TRANSACTIONS
- PAST REBGV AREA DIRECTOR

INTEGRITY, COMMUNICATION, AND CONSISTENT EXECUTION HAVE HELPED ESTABLISH JEFF AS A TRUSTED RESOURCE FOR CLIENTS MAKING ONE OF THE MOST IMPORTANT FINANCIAL DECISIONS OF THEIR LIVES.

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HAVING APPROPRIATE EXPECTATIONS BETWEEN US

As we work together in partnership with one another, I want to explain everything that is expected of me as your agent and what you should expect when working with me. If you choose to be represented by myself, the foundation of our relationship will be based on fiduciary duties which I will owe to you; Fiduciary meaning not only am I legally required to provide these services to you but I am highly trained to provide them. These duties will remain ongoing even after our working relationship.

I will have undivided loyalty to you in the pursuit of a home as well as a duty of confidentiality. This means I will not reveal any sensitive/relevant information that affects your strategy or motivation. I will give you my honest and candid advice about each property. I will review all terms and conditions in your offer with you as well as any changes or counter offers will be communicated to you promptly.

My expectations from you as my client to ensure we do not miss any opportunities to secure your dream house will include three things: Open communication, Honesty, and Loyalty. I operate with high standards of these three values as I want to ensure my clients are in the best position when purchasing a home This will also allow us to work most efficiently together in partnership with one another.

"Buying and selling is stressful at the best of times and I was beyond nervous of listing, finding and buying our perfect home all at the same time! Jeff took the time to walk Us through step by step - what to expect each step of the way! His patience and understanding of all my questions were met with his open & honest communication style and tireless energy in finding Our perfect home! We cannot thank Jeff enough for making us feel like We were his only clients! And I'm sure his favourite clients to date!"

– Bob & Tamara, Pitt Meadows

THE SELLER'S PROCESS



REAL ESTATE TERMS TO KNOW

**Contract of Purchase
and Sale (CPS)**

This is a legally binding contract with terms and conditions prepared by a buyer's agent. These terms and conditions are reviewed and vetted by us when received. All offers are legally required to be presented without delay, it is always your decision what is an acceptable offer my job is to present all offers.

**Conditions Precedent:
Subjects**

Conditions precedent are often referred to as subjects. Subjects are conditions of sale and will often have dates attached to them for a Buyer or Seller to remove. A deal is not firm until all subjects are removed and a deposit is in trust with the Buyers Real Estate Brokerage.

Counter Offer

A counter offer is a response to an initial offer. This means the initial offer was changed with different terms and conditions. There are three options with offers: accept it, reject it, or make a counter offer. A counter offer becomes legally enforceable once all changes are signed by both buyer and seller.

**Accepted Offer: Firm
or subject to**

An Accepted offer occurs when an offer or counter offer is accepted by both buyer and seller it is a legally binding contract at that time and can have subjects. If an offer has subjects it is not firm until all subjects are removed so we must continue to market the property until the accepted offer is 'firm'.

Back Up Offer

When a prospective buyer is interested in purchasing a property that already has an accepted offer from another party, the prospective buyer can submit a 'backup offer' in case the first offer falls apart.

**Completion, Possession
& Adjustment Date**

These are the dates the Buyer and Seller agree the Property changes hands. A completion date is the date the seller is no longer legally responsible for the property and the title is registered in the buyers name. Possession date is the date they keys are handed over to the Buyer.

"Jeff made hunting for my condo an absolute pleasure. He worked tirelessly in his search until he found the right home for me. His patience and friendly personality made the journey so much easier! He is honest and his integrity is truly bar none in today's work world. I would highly recommend Jeff to anyone who needs a realtor!!"

– Cath Dungate

REAL ESTATE TERMS TO KNOW CONTINUED

Included items: Fixtures & Chattels	A fixture is anything that is physically attached to the property. Fixtures are automatically included in a sale, unless specifically mentioned in the contract to be removed. Chattels are any possession of the seller that are resting by their own free weight, these include pictures & mirrors shelves, hot tubs, decorations, etc
Deposit	When all subjects are removed a buyer must leave a deposit with their Real Estate Brokerage. A deposit forms part of the purchase price and is good faith money typically held in trust until completion to bind the buyer to contract. Deposits are commonly 5% of the purchase price or greater.
Closing Costs	All the charges that are attached to the closing ceremony. These one-time fees include charges for title search and insurance, Real estate commissions, attorney's fee, lender and/or broker fee(s). Once these fees are covered, the buyer is provided access to the property and is deemed the new homeowner.
Conveyance	Transfer of ownership of a real estate property from one individual or company to another.
Equity	The amount of investment a homeowner has in their home. To determine the amount of equity' take the market value of the house and subtract any outstanding mortgages and any outstanding financial encumbrances against the property; The amount remaining is the equity in the home.
Title Search	A title search searches for any encumbrances or liens that are recorded against the property. Some examples include covenants, right of ways, outstanding mortgages and builders liens.

FREQUENTLY ASKED QUESTIONS

What costs is there to be aware of?

Although each transaction on a property is unique, some common costs include legal and real estate fees (meaning lawyer/notary fees). Other fees to be covered can include if there is any outstanding charges against the property, or Capital Gains Tax if it is an investment property. However, again closing costs are unique to each transaction and I will advise you on any costs during our consultation and throughout the process.

How long will it take to sell our home?

The selling timeline is completely dependent on how the market is performing. Are you selling your house in a buyer's market (high inventory) or a seller's market (low inventory)? The timeline is also dependent on your motivation to sell and our chosen strategy.

How do showings work?

During our consultation we will discuss a plan to show your home to ensure we are showing at the best possible time for you and potential buyers. Showings typically can occur from 9am to 9pm. I recommend being as accommodating as possible to all Buyers and their Realtors. Missing a showing can cost you thousands if the Buyer ultimately decides on a different property and they don't view your home because of a scheduling conflict.

As for who shows the home, potential buyers are accompanied by their real estate agent who will have access through a secure and tracked lockbox system. If an individual is not represented we will coordinate an agent to attend. All showing appointments are booked through me. No walk in appointments will be accommodated. Security of your home and possessions is also an important consideration. Before listing your home I highly recommend you securely store all items of value, monetary and sentimental.

Do I sell or buy first?

Making the decision to buy or sell first is dependent on a few factors. What is the market doing as well as your financial situation; Are you financially capable of holding two properties with ease? Personally, I usually recommend selling first because then you do not have to worry about selling in a certain amount of days; This allows us to not only hold out for a higher purchase price but also provide us cash to write on the next home in order to negotiate the best deal. However, there are solutions to every situation that I am always happy to discuss with clients. Everyone's situations is unique and I will go over the pros and cons of every scenario in detail.

SELLER'S CHECKLIST

Please provide me with the following after the Listing Agreement is signed:

- Copies of the house keys and instructions for the alarm or garage opener etc.
- The work numbers of all parties involved or on title.
- Compile a preferred showing schedule if required.
- The average cost of utility bills (electric, gas, water).
- A list of upgraded fixtures; appliances, drapes, lighting fixtures, etc that are or are not included in the sale.
- A copy of the Property Survey and Floor Plans if available.
- Your most recent property tax bill.
- Mortgage premiums that will need to be paid if you sell your home and retire your mortgage.
- Please provide your lawyer or notary's name, address and contact information.
- Supply copies of any easements or right-of-ways on your property.
- All receipts and warranties on all recent home improvements (roof, furnace, appliances, etc)

For Strata Titled Properties (condo/townhouse):

- Authorization for me to order all strata documents
- Your parking stall and locker numbers and how they are associated
- A copy of any Special Levies or Assessments and your monthly maintenance fees.
- Any building amenities or special features that would appeal to a buyer.
- The name(s), address and contact information of Strata Council President & Strata Management Company, as well as the building manager.
- Please inform me of any restrictions regarding signage, open houses, etc.

If you are selling a property that is tenanted, the following will be required:

Communicate with the tenant early and often about the process and set expectations. Full names & telephone #'s of existing tenants, date of the last rental increase and the amount of damage deposit.

Please detail when the rental period began and provide a copy of rental contract if applicable What the current rent is, when it is due and what does it include (i.e. utilities, cable, etc.) Authorization to take and post photos and floor plans for use on the MLS®.

MOVING DAY CHECKLIST

2 Months Before Moving Day:

- No sense moving what you don't want to keep. Go through your home and determine what you want to keep and what you want to throw out or donate.
- Make a list of items in your home that need extra attention while moving or special packing instructions (i.e. computers, televisions, fine china, etc.)
- If you have children and you are moving to a new school district, start arranging the transfer process.
- Order boxes and moving supplies (packing tape, bubble wrap, tissue paper, stock up on newspaper, etc.) required for your move.

1 Month Before Moving Day:

- Time to start packing! To make it easier, begin with the items in your home you do not use regularly
- As you pack, make note of items of significant value (i.e. stereo systems, flat screen televisions)
- At your local postal office, fill out a change of address form with your new address.
- Inform the following companies and institutions about your new address:
- Banks, Cable and phone providers, Insurance companies, Hydro and utility companies, Credit card companies, Doctor and dentist offices, any subscriptions you may have

2 Weeks Before Moving Day:

- Confirm your reservations with your movers or truck rental company.
- If required, cancel or transfer your newspaper delivery service.
- If moving into a strata property, please notify the management company of the moving day and make arrangements for loading, security and elevator arrangements.

Moving Day:

- Make a note of all utility metre readings (new and old home).
- It's important to be present when the truck is being loaded and unloaded just in case your movers have questions.
- Before the movers leave, check your belongings and note on the inventory paperwork any damaged items.
- Moving into a new home is an exciting time but it can also be stressful. Don't despair. Whether you're doing it yourself, asking friends for a little help or hiring professionals, here is your moving guide to help get you through it.

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