

THE LOVE TEAM

Carsten, Gary & Derek Love

A dedicated family of Realtors® since 1971

SELLER'S GUIDE

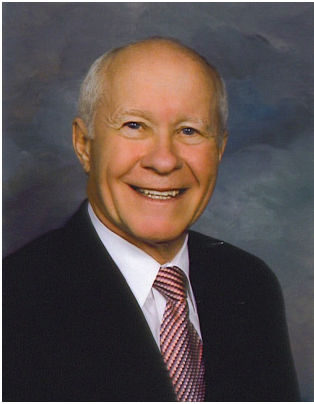


Tel: 604.437.1123

Web: www.loverealty.net

Email: info@loverealty.net

MEET THE TEAM



Gary Love - Licensed Realtor® 604.437.1123 ♦ gary@loverealty.net

Gary's career in real estate started in 1971 with Block Bros, a prominent Real Estate company in North Burnaby. Within a few years, he was established as a Top Realtor® in the Lower Mainland and Western Canada. Year after year, he achieved being in the top 10% of Realtors®. After 25 consecutive years of top sales, Gary earned the Lifetime Medallion Club Award Designation from the Real Estate Board of Greater Vancouver. Today he is proud to work with his two sons, Derek and Carsten, who have joined him in this challenging yet rewarding career in helping people buy and sell Real Estate. His solid reputation and success is built on serving his clients as best he can, with integrity, personal service and a friendly, outgoing attitude! His life has been dedicated to Real Estate, helping people buy and sell homes.



Derek Love - Licensed Realtor® 604.728.3575 ♦ derek@loverealty.net

Derek has been selling Real Estate since the age of 19 in all areas of the Lower Mainland since 1992. He is in the Top 5% of Real Estate industry in sales and a Medallion Club Member. In 2007, he was elected for a 2 year term from the Burnaby/Tri-Cities/New Westminster Realtors® as Director - Vice President of the Division at the Real Estate Board of Greater Vancouver organizing many charities, golf tournaments, industry seminars and talks, and activities for Realtors®. His life is dedicated to the profession of Real Estate and the integrity of the business. His business is not just real estate but focusing on building life-long relationships with his clients. He is 100% committed to providing them with the honesty, integrity and personal service they deserve in a Real Estate transaction.



Carsten Love - Licensed Realtor® 604.728.1470 ♦ carsten@loverealty.net

Carsten's advantage of growing-up in a family of Realtors® and being taught from a young age to be outgoing and hard working, his inevitable career was destined for Real Estate. His most recent job was as a Sales Consultant at Southside Nissan where he spent 5 incredible years with them and ended up as one of the top 15 Sales Consultant in Western Canada! He began his exciting career in Real Estate in 2003 and is a Medallion Club Member. His passions include outdoor activities, travelling and building a strong future in Real Estate by keeping current with on going education and a "can do" attitude. His absolute fundamental aim is to satisfy his clients and build life long relationships.



May-Ling Lockwood - Licensed Assistant 604.437.1123 ♦ info@loverealty.net

May-Ling started her career in Real Estate as a licensed assistant in 2004 and became The Love Team's newest member in 2008 as our Licensed Coordinator. She brings to the team experience as a licensed realtor and an extensive background in sales, marketing, computers and administration. Prior to Real Estate, she graduated from BCIT - Tourism Marketing Management Diploma Program, which lead her to obtain a diverse background working in the hospitality, sales and marketing industry. Throughout her experience, she has also kept up with the latest technology and computer systems. Her strengths are providing quality client care and detailed professional service while maintaining strong client relationships. She also believes in going the extra mile with a positive attitude exceeding all expectations.

MARKETING ACTION PLAN

“Our mission is to empower our clients to make sound Real Estate decisions which protect their interests and add value to their investment.”

The Love Team is committed to helping you sell your property. You can expect extensive market knowledge, proven real estate marketing results, and strong negotiation skills with us. We offer a full service program to create maximum exposure of your home that include some of the Marketing Services listed below:

- ◆ Submit listing to MLS with professional and multiple pictures and virtual/video tours to showcase your home
- ◆ Mail out Just Listed flyers out to the surrounding neighborhoods
- ◆ Place a For Sale sign on the property
- ◆ Provide an Open house at your request
- ◆ Web presence include the following:

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| ⇒ bcres.paragonrels.com | ⇒ www.loverealty.net |
| ⇒ plus.google.com | ⇒ www.realtylink.org |
| ⇒ www.coldwellbanker.ca | ⇒ www.realtor.ca |
| ⇒ www.craigslist.ca | ⇒ www.rew.ca |
| ⇒ www.facebook.com | ⇒ www.westburn.com |
| ⇒ www.twitter.com | ⇒ www.youtube.com |
| ⇒ www.kijiji.ca | ⇒ www.zolo.ca |



- ◆ Provide a professionally designed and printed brochure of the property
- ◆ Attend showings making sure buyers know everything important to know about your property
- ◆ Provide friendly, knowledgeable service from a team of **FOUR** Realtors® for the same fee as **ONE**.
- ◆ Provide personal and one on one service. We are never too busy to answer your calls.
- ◆ Have over 95 years of combined experience with thousands of successful sales and happy clients
- ◆ Have top negotiating skills and experience to get you top dollar for your home.

Satisfaction Guarantee

Achieving 100% Customer Satisfaction Is Our Primary Goal!

10 TIPS TO PREPARE FOR A HOME INSPECTION

If you are selling your home and a potential buyer has requested a Home Inspection, there are some things that the seller should do to ensure that the Home Inspection goes well and doesn't hinder the chance of a sale.

1. Clean Up The House

It may seem like a given but you'd be surprised how many home owners tend to forget this vital part of the inspection. A dirty and unkempt home may give the Home Inspectors ideas of how well a home has been maintained. Replace burned out bulbs so that the lights won't be reported as "Light is inoperable" that may suggest an electrical problem. As well, test smoke and carbon monoxide detectors, and replace dead batteries.

2. Watch The Clock

More often than not home inspectors are early. You should be prepared for the home inspector to arrive 15 – 30 minutes before the prearranged inspection time. Many inspectors will begin their inspections on the exterior of the home while waiting for the client so it's important that you be ready when they arrive. If possible, leave the home 30 minutes prior to the arranged time.

3. Don't Turn Off The Utilities

Many components of the home, including the the stove, the dishwasher, the furnace and air conditioning are part of the inspection and the Home Inspector will need to test each one. If the services aren't on and the components are not tested, it may be detrimental to the closing of the home.

4. Keep the Furnace and Water Heaters Clear

The Home Inspector will need access to these areas. If the Inspector cannot access them easily they cannot inspect them effectively, if at all.

5. Keep Pilot Lights Lit

If pilot lights are out, the Home Inspector will not reignite them because of the liability involved and it's not within the scope of their inspection. Unlit pilot lights will affect the inspection and may ultimately affect the sale of the home if these vital components are not inspected.

6. Provide Access to Attic and Garage

Standards of Practice requires that the Inspector evaluate the attic and garage. The Home Inspector will not move furniture, boxes or any other obstructions to access these areas.

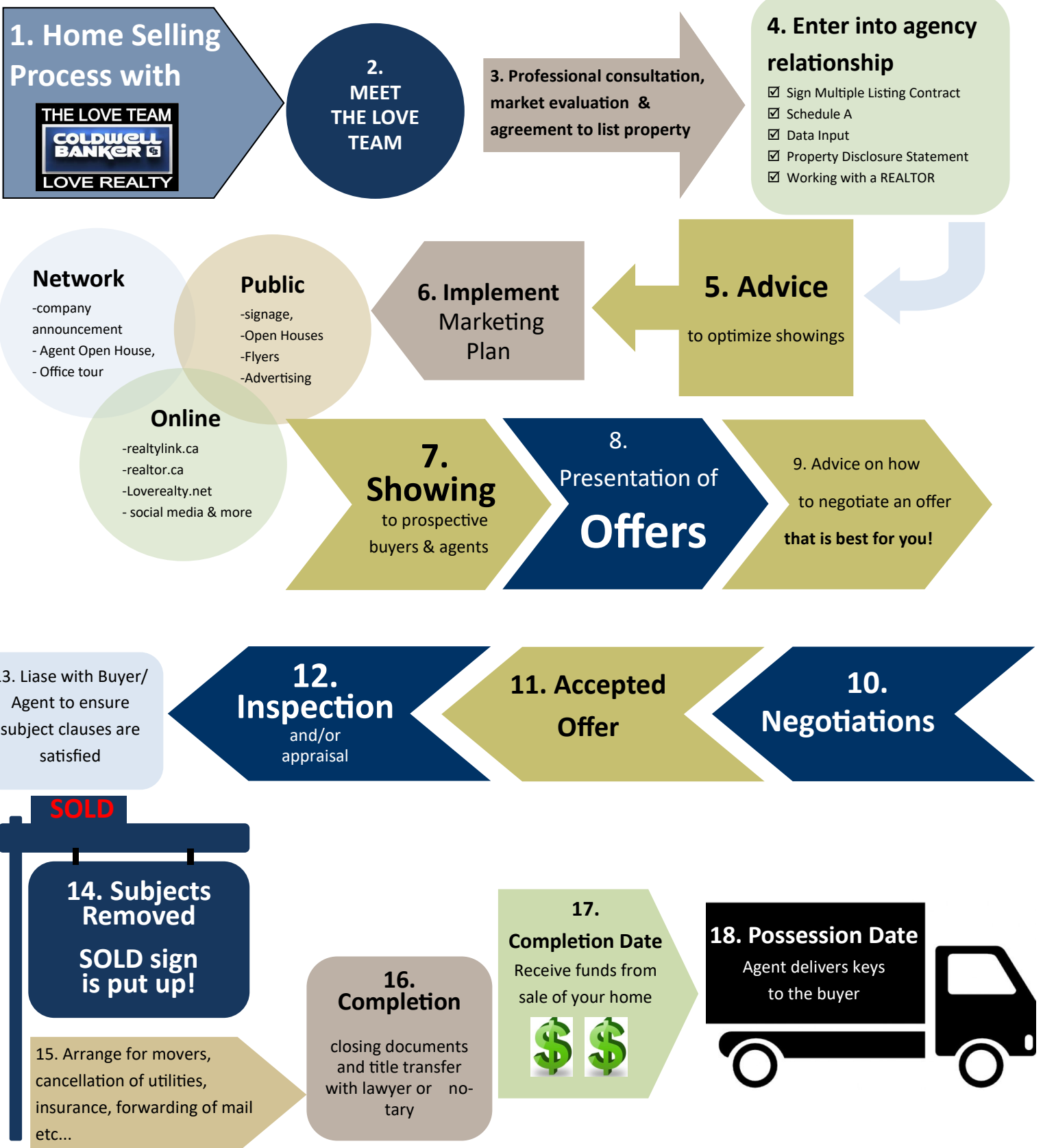
7. Leave Remotes and Keys

Standards of Practice require the Home Inspector to inspect the garage which includes the operation of the garage door and any automated systems attached. It's important to either ensure the garage is unlocked and the remotes left available or to leave the keys and remotes available for access.

8. Exterior Vegetation

Ofentimes homes have vegetative growth around the perimeter of the home. Wherever possible, remove the vegetation, or create access so that the Home Inspector is able to inspect the foundation and window wells.

THE SELLING PROCESS



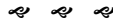
TESTIMONIALS

Andrea and I THANK YOU from the bottom of our hearts for helping us out and leading us through, what is for most people, stressful and demanding life event - buying and selling of our home.

Without your guidance, help and professionalism we could have been overwhelmed and lost in the sea of possibilities, prices, locations, and strata-papers. From the day one you have approached us, not only as an agent but also as a friend. We are both very grateful for your personal touch and friendly advice that made a huge difference in this whole process by making it easier and much more bearable. Thank you, and thank your family for all the nights and weekends that they've endured without you while you were searching with us for our new, perfect place under the sun. We were extremely happy with your service and we want the Real estate World to know about that!

Sincerely Grateful

BP & AP



Thank you so much for your help in our search for our first home! Your patience in answering all of our questions, your knowledge and insight on the New Westminster area, and your expertise in guiding us through the realty process have been a tremendous help. We very much appreciate all that you've done for us!

K & E



I want to thank you for your professionalism, patience and advise over the past couple of years.

The focus of what I was looking at changed over time but you were always willing to help me sort through what was important and ultimately found the right home for me.

We are all impressed at your dedication to your work and for genuinely caring about finding the right place for your clients. You never pushed a sell and have always been very honest.

I truly appreciate all your hard work and have and will continue to refer you to all I know.

Thanks again.

IO

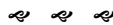


The Love Team helped me sell my house in just over a month during the slow market. During the entire process I had very good experience with The Love Team. Right from the beginning, they appeared to be most knowledgeable about the local market among the few realtors we interviewed. They literally knew every corner in the neighborhood by heart. They are professional yet very polite. They suggested a good listing price range from their accurate CMA. They attended the showings, was always on time and well prepared. They are excellent communicators and negotiators, who approached potential buyers' agents proactively. He kept me informed throughout the process. The Love Team does have a good team work. I got local market analysis report regularly from their office. Carsten asked for his father's opinion, and his brother Derek Love helped through the home inspection. Overall, I feel that The Love Team provided first class service. They are highly recommended.

MW

Carsten Love provided an exceptional level of service throughout the process of selling my property. I was living out of the country when I decided to sell my condo. Carsten managed all of the details of the sale for a worry free experience. I was impressed with his experience, hard work, and dedication to finding the right buyer for my property. I would seek to use Carsten Love's services again for any future real estate transactions.

ST



View more testimonials on our website!

The Love Team
Coldwell Banker Love Realty
5489 Kingsway
Burnaby, BC V5H 2G1
Tel: 604.437.1123 Fax: 604.437.9077
info@loveralty.net
www.loveralty.net