

Getting To Know ...



Linda Brumbill
Realtor

Getting to know Linda Brumbill...

Tremendously proficient with country, rural and waterfront properties, Linda is an advocate for her clients, believing strongly in the power of an educated consumer and inspiring confidence and trust through her remarkable experience and expansive knowledge of the north-east market.

Consistently professional and always reliable, Linda goes the extra mile in serving her clients, and as a result, enjoys the word of mouth, personal recommendation that is so highly regarded in any sales environment.

A lifetime spent in the eastern regions of Durham, Northumberland, Hastings and North Kawartha means that Linda is keenly aware of the uniqueness of each area, the nuances of each community, and the demographics of each singular market. Utilizing her abundant knowledge, Linda strives to find that perfect fit for her clients. Treating each client to her highly expert insight has been the cornerstone of Linda's thriving business. Quick to allay fears and empower her clients, Linda's friendly and down to earth demeanor ensures that the transaction is a comfortable and fun process for all parties. As all her clients soon learn, Linda speaks fluent real estate!

Returning to her hometown of Oshawa, Linda seeks to serve both urban and suburban buyers and sellers as they seek out the right lifestyle community for themselves, while positioning her cottage country clients for even more visibility and action as a result of aligning herself with the #1 brokerage in the Durham market.

MEETING YOUR NEEDS

Here are the top 3 questions we need to address:

1. Why are you selling?
2. When would you like to be in your new home?
3. What are your biggest concerns with the sales process?

- ☐ Inconvenience?
- ☐ Staying informed?
- ☐ Open houses?
- ☐ Security?
- ☐ Negotiating strategy?
- ☐ Home enhancement?
- ☐ Marketing and advertising?
- ☐ Net proceeds?
- ☐ Time to sell?

MLS MARKETING

1. Create an engaging description of your property.
2. Accurately report all details of your property.
3. Broker load information to MLS.
4. Introduce your property at RE/MAX office meeting.
5. RE/MAX tour.
6. Agent open house reception.
7. Schedule all ad placements.
8. Monitor market activity.
9. Follow-up with buyers agents for all showings.
10. Open house reception for the public- if requested.

MARKETING REVIEWS

REPRESENTATION

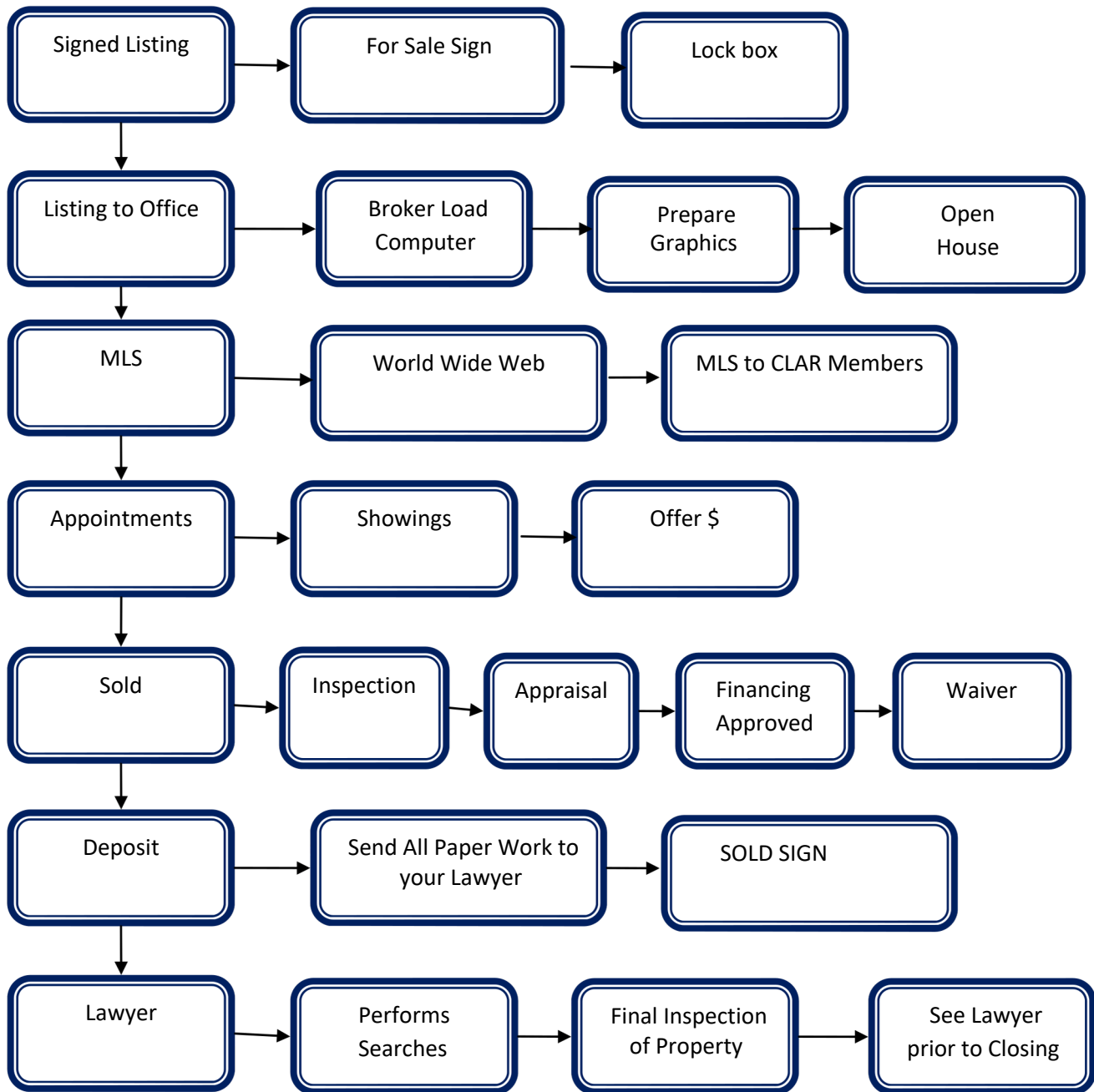
As your agent I represent YOU and owe you
Fiduciary Duty, in essence, my undivided loyalty.

Act as YOUR advocate and trusted advisor.

Information is strictly confidential.

Expect me to review my negotiating strategy for the
following:

- ☐ My role in counter offers
- ☐ Buyer approvals
- ☐ Dealing with conditions
- ☐ Deposit



MOVING DAY!

POST OFFER ACCEPTANCE

Forward all documents to lawyers and financial institutions.

Continued marketing during conditional periods.

Work with home inspectors to fulfill mandated inspection.

Work with appraisers and lenders to support purchase price.

Deal with conditional clause removals. Work with lawyers to manage details.

Provide a comprehensive list for transfer of utilities.

Help with arrangements for any future buyer visits.
Closing day support.

SELLER'S CHECKLIST

In order to make the process run as smoothly as possible, please provide us with the following:

- ☐ Copies of the house keys and instructions for the alarm or garage door opener.
- ☐ The work numbers and email addresses of all parties involved or on the title.
- ☐ The average cost of utility bills (electric, gas, water).
- ☐ Any attractive exterior photos of your home such as the view or garden in full bloom.
- ☐ A list of fixtures such as appliances, drapes, lighting fixtures, etc. that are NOT included in the sale.
- ☐ A copy of the Property Survey and Floor Plans if available.
- ☐ Your most recent property tax bill.
- ☐ Mortgage Info- any premium that will need to be paid if you sell your home or retire your mortgage.
- ☐ Your Lawyers name, address and contact information.
- ☐ Supply documents of any easements or right-of-ways on your property.
- ☐ All receipts and warranties on all recent home renovations (roof, furnace, appliances, etc.).
- ☐ Copy of recent water test results (if applicable).
- ☐ Copy of location of well and septic bed (if applicable).
- ☐ Date of last septic pump-out receipt (if applicable).

For Condo Properties:

- ☐ Current Bylaws & Financial Statements (Status Certificate) & Copy of any Special Levies or Assessments.
- ☐ Your parking stall and Locker number.
- ☐ The last two Annual General Meeting Minutes and any extraordinary or special meeting minutes.
- ☐ The name, address and contact information of the Property Management Company.

If you are selling a property that is rented in whole or in part, the following will be required:

- ☐ Full names and numbers of existing tenants, date of the last rental increase and the amount of damage deposit.
- ☐ Please detail when the rental period began and copy of rental contract, what the current rent is, when it is due and what does it include (ie: utilities, etc.).

Circle the number that represents how you feel about that category

Least Important =0, Most Important = 5

Buyer's Qualifications	0	1	2	3	4	5
Showing Schedule	0	1	2	3	4	5
Broker's Commission	0	1	2	3	4	5
Advertising	0	1	2	3	4	5
Open Houses	0	1	2	3	4	5
Personal Inconvenience	0	1	2	3	4	5
Tips on Home Staging For Selling	0	1	2	3	4	5
Closing/Possession/Relocation Date	0	1	2	3	4	5
Marketing	0	1	2	3	4	5
Pricing your Home	0	1	2	3	4	5
Closing Costs	0	1	2	3	4	5
Lock Box and Security	0	1	2	3	4	5
Viability in Today's Market	0	1	2	3	4	5
Financing	0	1	2	3	4	5
Concerned About Finding Next Home	0	1	2	3	4	5
Client/Agent Communication	0	1	2	3	4	5
Feature Sheets	0	1	2	3	4	5
Buyer & Agent Showing Feedback	0	1	2	3	4	5