

SELLING YOUR HOME



MARILYN BALL
REAL ESTATE



GLOBAL
LUXURY®

WELCOME



Time to sell? If you're like most home owners, you're struggling with a few questions. After all, you're considering selling the biggest asset you've ever owned.

You might have questions like:

- *What's my home worth?*
- *Is it a good time to sell?*
- *What can I do to make my home as attractive as possible?*

The best way to start answering those questions is to be informed. This guide will give you answers to many of those questions and make you feel a lot more confident about my marketing program to sell your home.

My job when we meet is to help make you completely comfortable about our relationship and answer any questions you may have.

MARILYN BALL

REALTOR® ADVISOR

MCNE. CIPS. ILHM. SRES.

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OUR MEETING



When we meet, there are some things we will cover to ensure everyone knows what we will be discussing and our mutual expectations.

This first meeting will take approximately 1 to 2 hours.

OUR AGENDA

1. "Kitchen Table Meeting" to get to know each other and discuss your needs.
2. A tour of your home.
3. Reconvene at the kitchen table for a more in-depth discussion about your home and plans for selling.
4. My unique marketing plan and valuing your home.
5. Opening a relationship.

MEET MARILYN



Choosing the right REALTOR® can be a challenge. We understand. When you work with Marilyn Ball, we are confident you will come away with a positive experience. For Marilyn, excellence really does matter. Professionalism and integrity mean something. As an industry leader, her expertise and knowledge means you can enjoy Top Dollar for your sale, or save thousands on the home that you purchase! The services she provides to her clients go far above and beyond generic sales; and you won't pay a premium either. Whether Buying or Selling, she provides a thorough market appraisal, reflective of current market conditions and neighbourhood values. You will see full page custom listings on her web site at www.marilynball.ca

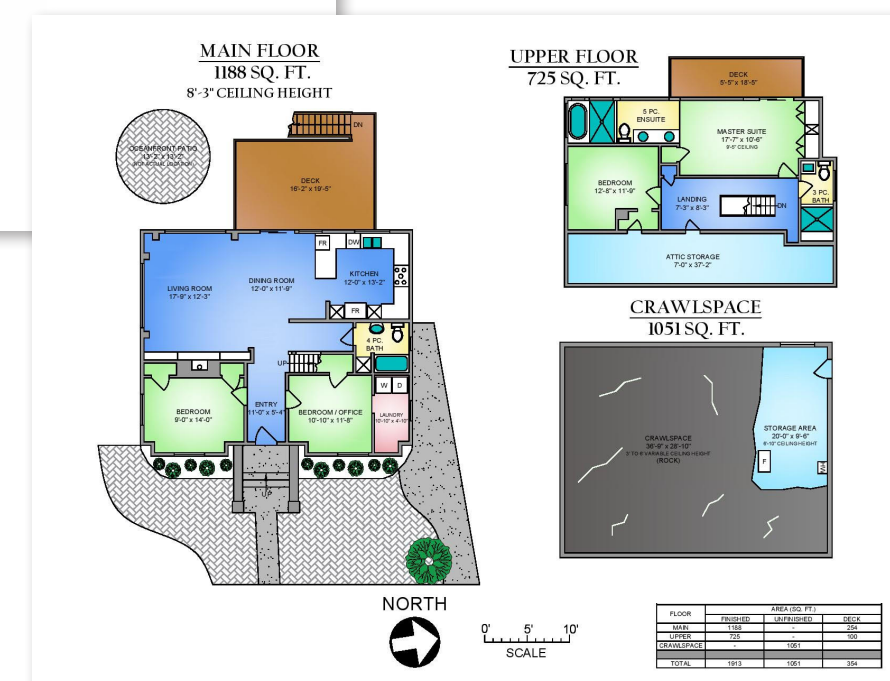
Marilyn's website provides far more detailed information than MLS, allowing potential buyers to see a property in its very best light. Securing the highest Real Estate value for you is our first priority. Most importantly, you will be working with a master in the 'art of the deal'. Marilyn's negotiating abilities, business instincts, and exemplary people skills are where she really stands out. We welcome the opportunity to provide a no-obligation assessment of your present home, or the home you dream of buying! Call Marilyn today.



PROFESSIONAL FLOOR PLANS



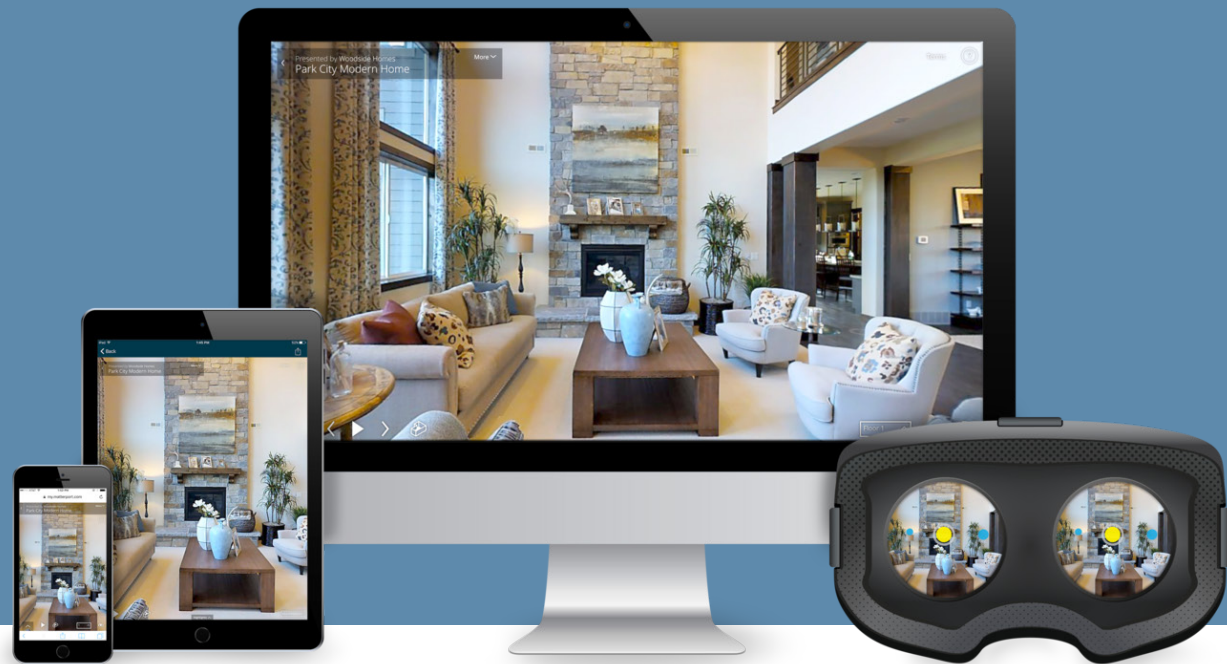
IN REAL ESTATE
IMAGE
IS ***EVERYTHING!***



I will have high quality colour floor plans designed for marketing your home. These will be available online and will also be printed on your feature sheets and brochures so buyers will leave your home with a physical copy.

3D VIRTUAL TOURS

DIGITAL MARKETING



CONNECT WITH MARILYN

 MarilynBallRealEstateVictoria

 mballvictoriablifestyle

 MarilynBallRealtorVictoria

 VicBCRealtyMB



A high quality 3D tour is one of the most effective marketing tools available for residential real estate.

Having a 3D tour is like “Google Earth” for your home and allows potential buyers to virtually explore the listing 24 hours a day, from anywhere on the planet.

Having a 3D tour helps reduce the total number of showings by eliminating the buyers that would rule your home out within moments of entering it. Your time is valuable, and we don't want you to have to worry about cleaning up your house and making arrangements for your kids or pets etc., if it is not necessary.



TESTIMONIALS

I want to thank Marilyn Ball for going Beyond my expectations of a REALTOR®. It wasn't the easiest property to sell with being a strata lot ,with a shared Well. She was always there for me anytime I needed a question answered or any concerns I had. She was able to put my mind at ease. Marilyn put a hundred and ten percent into selling my house. I really appreciate all the hard work you did for me, thank you for giving me peace of mind and selling my home.

- Leah P.

Marilyn Ball has been our realtor since 2006. She has helped us buy and sell three homes. Marilyn has a lovely personality. She is tenacious in her search. Finding the perfect home, or buyer that fit our needs. She is delightful to work with, generous with her time and abilities. We highly recommend Marilyn. She is literally the best REALTOR® available.

- Janat F.

We highly recommend Marilyn Ball's real estate services. Marilyn organized experts to stage the property, map the buildings, create a 3-D presentation of the whole property, and to write a description that captured the ambiance of our home. Within five days of listing on MLS we had multiple solid offers resulting in a hassle free sale. Thank-you Marilyn for your guidance, attention to detail and calm and professional demeanor.

- Frieda S.

Marilyn helped us purchase our dream home. She is an outstanding real estate agent. She went above and beyond to provide excellent service to us at every stage—from purchase through to closing and beyond. We have recommended her to friends, and would highly recommend her to anyone as an extremely knowledgeable, hard working, responsive and personable real estate professional.

- Anna M

CHECKLIST

PREPARING TO LIST YOUR HOME

In preparation for listing your home, you will need to gather up a few things:

- ☐ A copy of your survey
- ☐ Your most recent annual property tax assessment
- ☐ The average cost of utilities (electricity, hydro, water)
- ☐ The age of your home
- ☐ Details of recent improvements or renovations
- ☐ A list of items you would like to exclude from the sale
- ☐ Pictures of seasonal features (i.e. gardens in bloom)
- ☐ A list of any easements or right-of-ways
- ☐ Receipts and warranties for recent home improvements
- ☐ "About You" Worksheet
- ☐ "Your Top 10 List" Worksheet
- ☐ Other relevant information (any upgrades, copy of floor plans, builder plans and/or model name)

For Condominium Owners

- ☐ Maintenance/strata fees and a list of what they include
- ☐ Parking and locker numbers
- ☐ Pass key to the building
- ☐ Current By-laws and rules
- ☐ Property management contact information





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