

## My vs typical real estate service – Buyers

Our goal is to change the way resale properties are bought and sold in Vancouver. Towards this goal, we're focused on 3 avenues:

1. Excelling in helping clients buy/sell Vancouver condos.
2. Helping clients enjoy their condos and their condo lifestyle.
3. Helping clients enjoy Vancouver and better understand its architecture and the people that shape our city.

How this looks in practice for our Buyers is outlined below.

	Our service	Typical service
Passion for Vancouver condos and client service	✓	?
Personalized Boutique service. You're not handed off to assistants.	✓	?
Clients for Life – open advice regardless of its impact on our business; including finding you the right home, not just selling you a condo	✓	?
Unique system completely tailored to your goals, including whether you want to be hands-on or hands-off	✓	✗
Formal Client Experience Program to make it relaxed and fun	✓	?
Team members are leaders in their fields (mortgage brokers, lawyers)	✓	?
Authored a 109-page Vancouver Condo Buyer's Guide	✓	✗
Schedule and accompany you on condo tours and prescreen condos to save you time	✓	?
Exceptional building reviews and information on downtown Vancouver	✓	✗
Accurate property valuation and market data	✓	?
Walk with you through the offer and due diligence process	✓	✓
50+ Point Written Review of strata documents	✓	✗
Attend your inspection	✓	?
Assistance for as long as you own your home	✓	?
Client events that showcase Vancouver's architecture and lifestyle	✓	✗
Generic gift basket	✗	✓



## My vs typical real estate service – Sellers

Our goal is to change the way resale properties are bought and sold in Vancouver. Towards this goal, we're focused on 3 avenues:

1. Excelling in helping clients buy/sell Vancouver condos.
2. Helping clients enjoy their condos and their condo lifestyle.
3. Helping clients enjoy Vancouver and better understand its architecture and the people that shape our city.

How this looks in practice for our Sellers is outlined below.

	Our service	Typical service
Passion for Vancouver condos and client service	✓	?
Personalized Boutique service. You're not handed off to assistants.	✓	?
Clients for Life – open advice regardless of its impact on our business; including finding you the right home, not just selling you a condo	✓	?
Unique system completely tailored to your goals, including whether you want to be hands-on or hands-off	✓	✗
Formal Client Experience Program to make it productive and fun	✓	?
Team members are leaders in their fields (e.g. marketers, lawyers)	✓	?
Accurate property valuation and market data	✓	?
Manage condo maintenance and repairs to improve sale price	✓	?
Partially or fully stage the property	✓	?
Review strata documents ahead of listing	✓	✗
Professional photos, floorplan, video, and brochure	✓	✓
Complete and accurate listing on MLS	✓	?
Featured listing on the realtor's next generation website	✓	✗
Featured building page online with the help of Trevor Boddy	✓	✗
Jason will host showings and open houses, not assistants	✓	?
Negotiate on your behalf and walk with you through the offer process	✓	✓
Attend the Buyer's inspection and assist with their due diligence	✓	?
Assist on your move day	✓	✗
Client events that showcase Vancouver's architecture and lifestyle	✓	✗
Generic gift basket	✗	✓

