

SOLD

The Best  *Team*



LISTING GUIDE

BOB BEST |
Sales Representative, SRES

RHONDA BEST
Broker, SRES, CLHMS

When thinking about real estate always ThinkBest.ca

Bob and Rhonda are devoted to their
family and community

*“We believe in having a business
worth owning, a career worth
having and a life worth living.”*



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Sales Representative, SRES Broker, SRES, CLHMS

When thinking about real estate always ThinkBest.ca

Sell Your Home With



The Best Team epitomizes integrity, energy, and a positive attitude to give you a pleasant experience throughout the course of your real estate transaction.

Bob and Rhonda have over 40+ years combined real estate experience in the Durham Region and the Greater Toronto Area and have worked diligently in providing their clients with an exceptional service that has caused their business to flourish by word of mouth referrals and repeat business. They have worked in every aspect of the industry making them one of the most knowledgeable teams in the area. Whether its Luxury Homes, Commercial, Residential or Land Development and Severance this team is knowledgeable and have industry partners to ensure you get the "Best" results!

Bob and Rhonda are devoted to their family and their community and their motto is to have A Business Worth Owning, a Career Worth Having and a Life Worth Living. They have served on many community boards and have supported many community sports teams. They not only live in "Our Neighbourhood", but they also serve "Our Neighbourhood". Their attitude is to always come from abundance and gratitude. Whether it is through the service they provide to their clients or the coaching and training they give to their fellow Realtors, those who have been in business with The Best Team can attest to their high minded actions!

It's no surprise then that The Best Team is in the Top 1% of the Toronto Real Estate Board as well as the #1 team at Our Neighbourhood Realty!

To ensure efficient, complete service to you, The Best Team has been carefully selected and trained to form a close-knit "family" offering seamless assistance to you for every aspect of your home purchase or sale! The Best Team believes that the market is ever changing and have taken a learning based attitude. Their top priorities to their client is to provide up to date technology and support. While the world keeps moving, The Best Team's attitude is to combine the old with the new. That is why you will also see the team door knocking or on the phones looking for buyers and sharing the news of their latest listing. When thinking real estate, there's only one team to think... and that's **thinkbest.ca**.

We look forward to providing you with exceptional service and making you one of our raving fans!



The Best Strategies to selling your home



We take the “wondering” out and provide you with clear and accurate daily communication.

In-Home Evaluation

Pricing your home can be tricky in this ever changing market. The Best Team strategy in this market can equate to tens of thousands of dollars in your pocket! To assist you in determining the right strategy and selling price, we will provide you with a detailed customized market analysis (CMA) of homes currently listed and sold in your neighbourhood.

Underpricing to procure multiple offers or overpricing with the intention of negotiating may not always work. Understanding current market trends is key and hiring a full-time team that has experience of being in the TOP 1% will provide you with the assurance that you’ve hired a team that knows the market!

Pre-List Advice & Communication

During our initial in home evaluation, we will advise of any necessary repairs/updates and how to best prepare your home for showings. Many of these services are included in our commission, so it’s a stress free easy process for our clients! From painting, to minor repairs to staging and a pre-list clean, The Best Team will have your home market ready in no time!

PLUS, We know that the biggest complaint from clients is that they don’t hear from their Realtor after they have signed the listing.

To better serve our clients, we have cutting edge software that will send you daily emails on everything we are doing, including feedback provided by Realtors who have shown your home!

Immediate Exposure

Your home will be listed on MLS (Multiple Listing Services) and Hundreds of other Sites! The Best Team takes marketing your home seriously and you will get added exposure when listing with The Best Team.

While listing your home takes 24-48 hours to show up on realtor.ca, when you list with The Best Team, it shows up immediately on our thinkbest.ca.

We have cutting edge technology and Lead Matching software that matches your home up with our registered buyers! Not only is your home exposed immediately to over 46,000 members of the Toronto Real Estate Board but also to thousands of clients who are currently on our database.

Prospecting & Marketing

The Best Team takes a NEW approach in promoting your home by creating a personal website of your home, using additional paid software that promotes your home to all the major search engines and using a lead matching program that connects buyers to your home! MLS is standard for any Realtor, hiring a team that can financially afford to market your home will create more exposure to you and therefore put more money in your pocket!

The Best Team uses every morning to market your home "old school" style! You'll see our team out door knocking your area and cold calling the area to further find buyers who may not otherwise be on the internet in time to see your home!

Combining the two marketing strategies has propelled The Best Team to be in the 1%.



The Best Team Strategies

to selling your home

Negotiating

When it comes to Negotiating TOP Dollar for your home you don't want to trust it to an amateur. Deals are made and/or lost during a relatively short period of time. That's why when dealing with The Best Team you are benefiting from over 30 years combined experience and thousands of homes under our belt in negotiations!

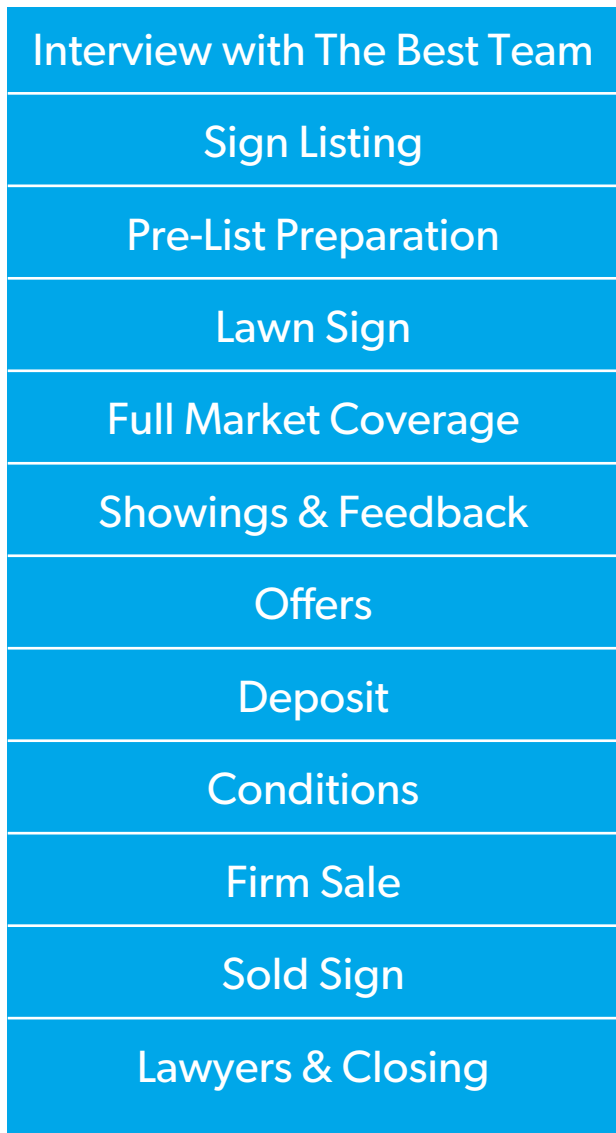
Hiring a Proven Top Negotiator will be key when it comes to the offer table. While most deals are fairly straightforward, you will want to know you have hired a good negotiator should problems arise through the process!

Preferred Vendors

Whether it's a lawyer, mortgage specialist, or insurance company you need, The Best Team, has several service industry partners that we can recommend. Our Client Base Software also makes it easy for you to access your documents anytime anywhere.

The Best Team is present every step of the way and because of our relationships in the Industry you will find it to be a very smooth process! And so it should be!

Process



Pre-list Preparation

Our clients enjoy the ease of readying their homes
when working with The Best Team

We will schedule and communicate with you the chain of events and depending on your needs and the strategy you choose, some, if not all of the following could be included in your commission.

Here are just a few things

The Best *Team* provides:

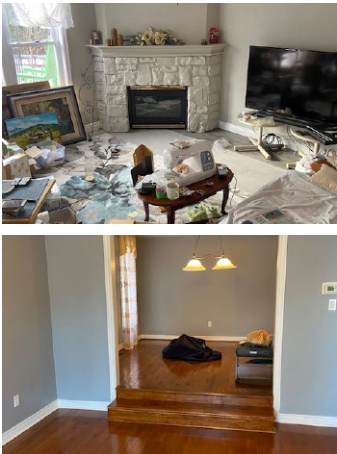
- ▶ Colour & Staging Consultation
- ▶ Painting
- ▶ Minor Repairs
- ▶ Deluxe Staging
- ▶ Carpet Cleaning
- ▶ Professional Pre-List Clean
- ▶ Professional Photography & Virtual Tour
- ▶ Personal Website of YOUR Home
- ▶ Professional Feature Sheets
- ▶ Cutting Edge Marketing & Exposure
- ▶ Lead Matching Software
- ▶ And much, much more!

Staging is the Key

Staging gets your home noticed
and SOLD for top dollar

Delaney Drive, Ajax

Before



Staged and Photographed to Sell

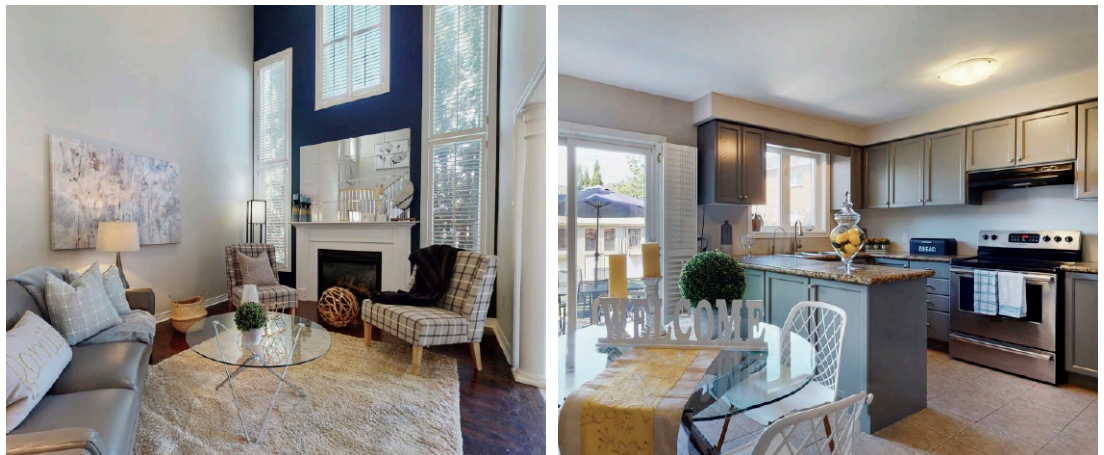


Bugelli Drive, Whitby

Before



Staged and Photographed to Sell



Katrina, Bob, Rhonda and their team were amazing to work with. We came into the process of preparing to sell our house confused, nervous, and completely overwhelmed. From the first meeting, through to the sale of our house, this team made us feel taken care of, and confident. We are so very happy with the transformation of our home, and the ease with which The Best Team guided us through each step, keeping us appraised and informed. They delivered results beyond our wildest dreams, and we are so very thankful and excited to recommend them to everyone we meet!! The Best Team is, simply put, the best team to work with!

- Meredith & Dean

Staging is the Key

Staging gets your home noticed
and SOLD for top dollar

Birkdale Court, Oshawa

Before



Staged and Photographed to Sell



Bowles Drive, Ajax

Before



Staged and Photographed to Sell



Thank you for all the effort that The Best Team, in particular, Bob & Rhonda Best and Marc Laniel, put into the sale of our current Oshawa home, as well as helping us find a new house in Trenton. From the staging recommendations, to the photography and website design, and your professionalism in negotiating the contract, all of which contributed to getting top dollar for the sale of our existing house. You have never disappointed us during our previous two house changes, surpassing our expectations each time. We are excitedly looking forward to our move to Trenton and enjoying our new house there.

- Barb & Stew

Preferred Vendors

We work with the best in the business

Mortgage Specialists



Brad Drumm
Mobile Mortgage Specialist
905-431-7837
brad.drumm@td.com



Andrew Brown
RBC Mortgage Specialist
905-706-8226
andrew.r.brown@rbc.com
callandrew.com



Adam Sonley
Home Financial Advisor
905-995-2868
adam.sonley@scotiabank.com
hfa.scotiabank.com/asonley

Real Estate Law



WOITZIK POLSINELLI
BARRISTERS AND SOLICITORS
MP Law Professional Corporation

Woitzik Polsinelli
Barristers and Solicitors
619 Brock St. S., Whitby
905-668-4486

THE LAW OFFICES OF DAVID B. THOMAS & LEON EFRAIM
THOMAS & EFRAIM LLP

David B Thomas
& Leon Efraim LLP
28-B Albert Street, Oshawa
905-576-5666



M C M U R T E R
& ASSOCIATES

McMurter & Associates
114 Green Street, Whitby
289-278-0934

Movers



Rockbrune Movers
Barrie & Area: 1-800-561-4156
Durham Region: 1-800-561-4139
York Region: 1-866-591-5049



AMJ Campbell Movers
1-888-AMJ-MOVE (265-6683)



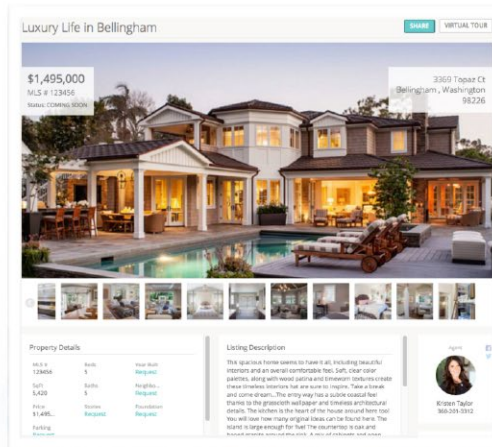
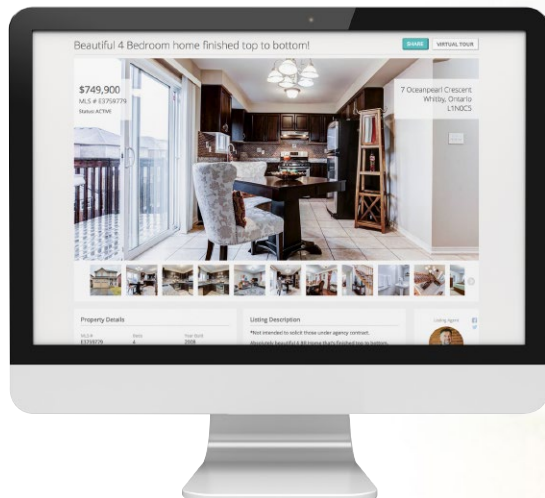
Door 2 Door Movers
Durham Region: 905-721-2828
Toll-Free: 1-877-497-2828

We Build a Website Just for Your Listing

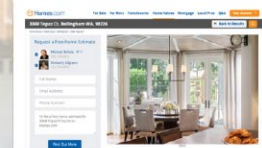
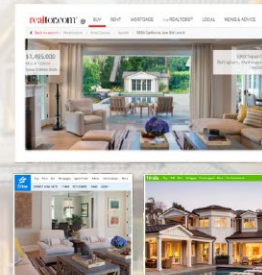
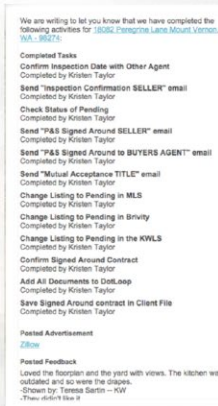
Better listings with more photos attract more visitors.

Studies show that better listings also keep buyers looking at your home longer, and they generate more quality buyer leads.

- ▶ We build a personal website just for your listing
- ▶ We post to social media, advertise nationally and send daily email updates
- ▶ We include more listing information
- ▶ We include more photos, shot professionally
- ▶ We include floor plans
- ▶ We offer more online exposure



- Clients really enjoyed the layout of the home
- ✔ Your listing was posted on Craigslist
 - ✔ Your listing was posted on Facebook
 - ✔ Double Check MLS
 - ✔ Get Copy of Home Key
 - ✔ Create In-home Flyer
 - ✔ Add Advertising Plan to Property
 - ✔ Write Property Description
 - ✔ Your listing was posted on Pinterest
 - ✔ Your listing was posted on Twitter
 - ✔ Your listing was posted on Redfin.com
 - ✔ Your listing was posted on Yahoo.com
 - ✔ Your listing was posted on yahoo.com
 - ✔ Your listing was posted on Trulia.com
 - ✔ Your listing was posted on Homes.com
 - ✔ Your listing was posted on Realtor.com



Your Listing Everywhere...

Including your own personal website



The web is now by far the most important advertising medium for real estate.

Over 90% of buyers now begin their search online. While listing your home takes 24-48 hours to show up on realtor.ca, **when you list with The Best Team**, it shows up immediately on our thinkbest.ca.

We have cutting edge technology and Lead Matching software that matches your home up with our registered buyers! Not only is your home exposed immediately to over 50,000+ members of the Toronto Real Estate Board but also to thousands of clients who are currently on our database.

“ I was extremely satisfied with the service and expertise for the recent sale of my house. Everything was made clear and great advice was given. The Best Team were amazingly efficient and proactive in helping things run smoothly which made thing much easier for my family. They helped with painting, cleaning, and repairs all around our house, as well as attracting many suitors for our home. Through our experience I would highly recommend The Best Team without any hesitation. ”

- Raj Prasad

Robb Report
MAGAZINE FOR THE LUXURY LIFESTYLE™

LandWatch



Google

facebook

craigslist

MANSION GLOBAL

You Tube

mitula

Point2
Homes



kijiji

International New York Times

HomeFinder.ca
Find a place to call home

THE WALL STREET JOURNAL.

ebay

UNIQUE
HOMES



REALTOR.ca

The
Best Team

+ YOUR OWN
PERSONAL
WEBSITE



Buying | Selling | Improving | Connecting
HOMES&LAND

The Washington Post⁽¹⁾

duPont REGISTRY

ypnexthome.ca

Ovlix

Real Estate
CHANNEL

HomeHippo

BUYSELLTRADE.ca

ProXio

THE HOUSING BLOCK

rentcompass

REAL-Buzz
Global Real Estate Network
powered by immobel

condo.com

backpage

trovit



OttawaRealEstate.ca

The New York Times

+ MORE

“ Having just concluded the sale of my parents home, I would like to thank the people who make up what is truly The Best Team! Your team looked after every single part of this transaction quickly and efficiently, right down to the last detail. Thank you for making this so easy. ”

- Kevin Paddick

Setting the Right Price

A well-priced listing is the most important factor in marketing the property to receive the best price in a reasonable period.

“A huge thank you to The Best Team, and Bob and Rhonda in particular, for their prep work and sale of my home. The team went far above and beyond to help me and then sold in about 48 hours! I was extremely lucky to have you as my agent and I am truly grateful. Thank you so very much!”

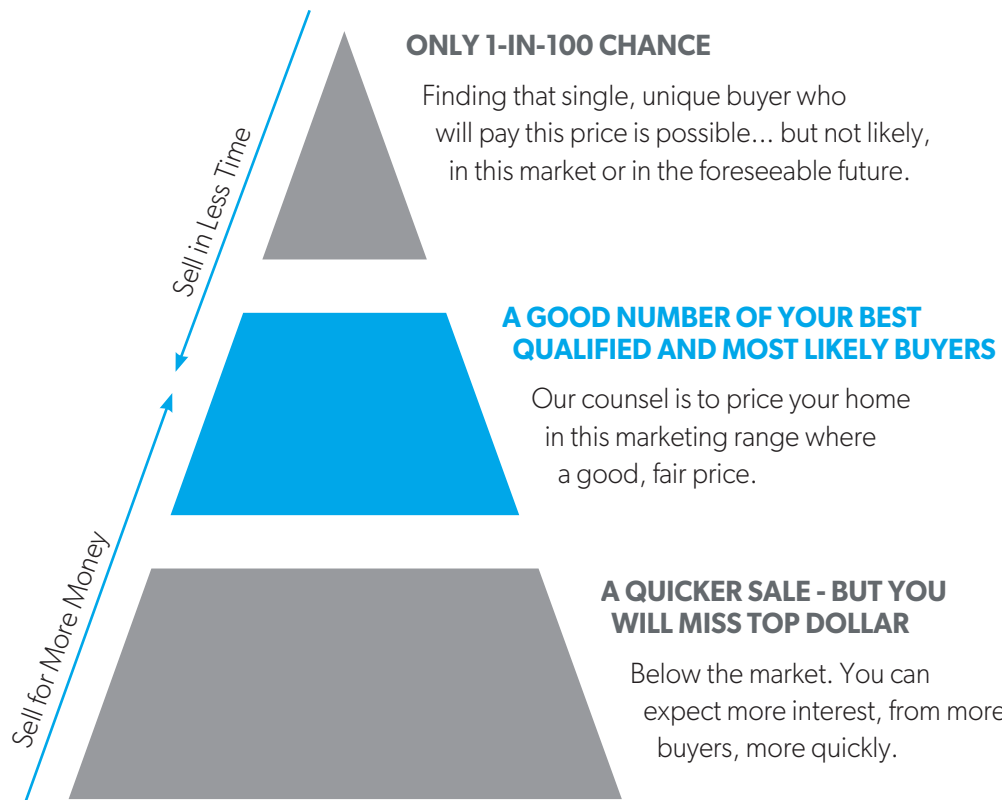
- Sandy Connors

TOO LOW

Naturally, listing a property too low will preclude the opportunity for getting top dollar.

TOO HIGH

Setting the price too high discourages showings and tends to eliminate the most likely buyers from viewing the property.



YOUR HOME WILL HAVE THE MOST ACTIVITY WITHIN THE FIRST 14 DAYS ON THE MARKET.

“In all my years of buying and selling homes, I have never worked with a more professional team than The Best Team. Your level of service would drive anyone to listing with you. For a paltry 0.5% extra on commission, the house was painted in its entirety, staged, and dumpsters provided for excess disposal. Last but not least, your marketing skills led to a sale \$135000 over asking.”

- Jean Marchand

First Impressions Count

A small investment in time and money will give your home an edge over other listings

GENERAL EXTERIOR

- ☐ Remove clutter
- ☐ Repair or seal driveway
- ☐ Rake any leaves and mow lawn regularly
- ☐ Weed and mulch flower beds
- ☐ Clean up walk way or porch
- ☐ Clear eaves and down spouts
- ☐ Check general condition of shingles
- ☐ Replace old caulking

GENERAL INTERIOR

- ☐ All doors and knobs are in good working order
- ☐ Replace light bulbs
- ☐ Clean off light switches
- ☐ Declutter and depersonalize

KITCHEN AND BATHS

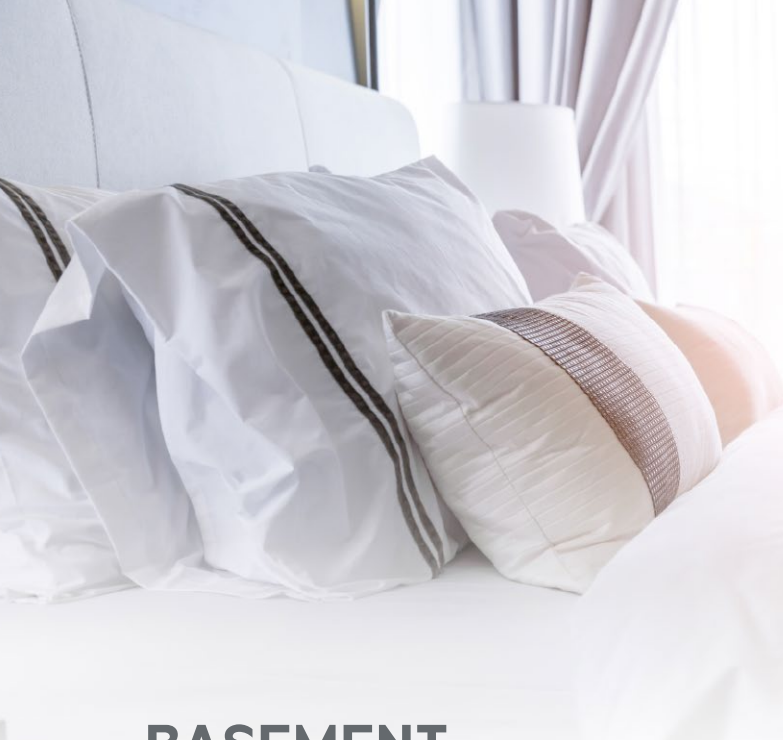
- ☐ Fix dripping faucets or trickling toilets
- ☐ Clear off counter tops
- ☐ Put away any personal items
- ☐ Clear fridge of magnets and pictures
- ☐ Remove any mats

PRINCIPLE ROOMS

- ☐ Keep furniture to a minimum
- ☐ Ensure traffic can flow in or through rooms unimpeded
- ☐ Remove books, magazines and knick-knacks
- ☐ Tidy Closets
- ☐ Remove or Lock away any valuables
- ☐ Declutter

“ I would like to take this opportunity to thank Bob and Rhonda Best as well as their entire, Best Team, on the recent sale of my home in Bowmanville. From the initial meeting, everything was made clear and great advice given in relation to pricing, renovations, staging and more. I have had the experience of selling homes in the past and have to admit, your expertise surpassed them all. Bob and Rhonda Best and their entire team is a sound decision and you will not regret! ”

- Steve Allen



BASEMENT

- ☐ The condition of the foundation and main structure in the basement are critical to the fitness of any house. Be sure to inspect for any dampness, mould, cracks, crumbling mortar or concrete and rotting wood. If any of these problems are present, do further research to find the causes and the remedies.
- ☐ If your basement is damp or musty, install a dehumidifier
- ☐ Like all other areas of your home, your basement should be organized and clutter free
- ☐ Change the filters in the furnace and have it cleaned
- ☐ Ensure pet litter boxes are clean

IT'S SHOWTIME

Together with The Best Team we have prepared your home for the open market and were ready for showings!

Here is a quick checklist to do before leaving the home:

- ☐ Open all drapes and turn on all lights, lamps, undermount lights to make the house bright
- ☐ Air out the house to rid of cooking and pet odours, etc.
- ☐ Use a complementary fragrance (not overpowering)
- ☐ Have fresh flowers in view
- ☐ Pick up clutter and empty garbage
- ☐ Put dirty dishes in dishwasher
- ☐ Make Beds and pick up any laundry
- ☐ Flush Toilets and put lids down
- ☐ Remove pets
- ☐ Set the thermostat to a comfortable temperature 69-71
- ☐ Display outdoor photos of the home if it's not in season
- ☐ Leave heating and hydro bills out on the kitchen counter
- ☐ For those one septic or well leave out the inspection and maintenance information
- ☐ Turn on soft music

“ This is our second listing working with, The Best Team. We met with and interviewed 3 potential realtors, on both listings. The Best Team WILL NOT leave money on the table and will go the extra mile to stage, paint, tidy the landscape, send in cleaners, and use the industry's best photographer to show a home to its maximum potential. Other realtors will leave money on the table and neglect to maximize what you could potentially get. ”

- Brenda & Garth

Seller's Checklist

Please provide me the following items
as soon as possible!

DOCUMENTS

- ☐ Photo Identification
- ☐ Evidence of Title (Deed of Land/Title)
- ☐ Existing Survey (usually found with Deed)
- ☐ Most Recent Property Tax Bill
- ☐ Mortgage Holder(s)
- ☐ Lender's name and contact info
- ☐ If there are other loans/mortgages against the property, supply same information
- ☐ If the property is held in trust, provide name of trustee, trust account number and contact information
- ☐ Power of Attorney Documents (if applicable)
- ☐ Lawyer's Name, Address and Phone Number
- ☐ Utility Bills (Hydro, Gas, Water)
- ☐ Rental Items: Hot Water Tank, Furnace, A/C, Alarm Systems, Other
- ☐ House Keys
- ☐ Alarm Codes

CONTACT INFO

- ☐ Best Numbers to reach you
- ☐ Back up number to call if unable to reach
- ☐ Email address

LISTING INFO

- ☐ Any brochures/information about your property
- ☐ Attractive, exterior photos of your home in other seasons
- ☐ Special features of your home or community
- ☐ Local Public and Catholic Schools
- ☐ Personal property that will sell with the house ie: Appliances, Light Fixtures, Window Coverings

CONDOMINIUMS

- ☐ Condo Corporation Information and Contact
- ☐ Condo Corporation By-Laws
- ☐ Pet Restrictions
- ☐ Condo Corporation Certificate of Insurance
- ☐ Condo Corporation Status Certificate (not valid over 30 days)
- ☐ Any Special Assessments

“I enlisted The Best Team to sell my home and find me another. They were very supportive and explained what to expect, especially in these COVID-19 times. They came in and assisted me with my organizing and packing and even making my home look the most appealing. The Best Team were there to keep me calm and level headed and offered me advice to help me find that perfect home. They are a great and very personable team and I have been very fortunate to find them.”

- Jennifer G.

Ask Your Mortgage Broker

Before selling your home, ask your Mortgage Broker the following questions

MORTGAGE

What is the interest rate on my present mortgage? _____

What is the remaining balance? _____

Is my mortgage portable? _____

PENALTY

What is the penalty? _____

Can the purchaser assume my mortgage? _____

What is the penalty for cancelling my mortgage? _____

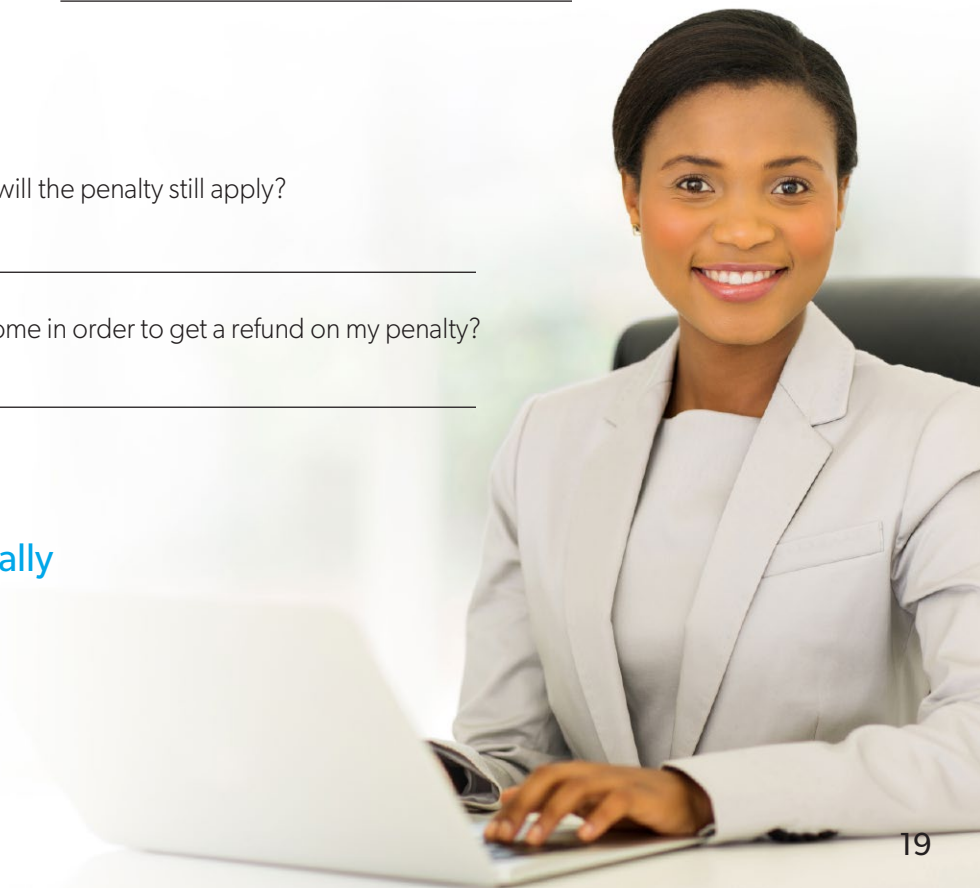
What is the interest differential for balance of term? _____

NEXT HOME

If I take another mortgage for my new home, will the penalty still apply?

How long do I have before buying another home in order to get a refund on my penalty?

Please speak to me for a list of
Mortgage Brokers that I personally
recommend.



Mover's Checklist

NOTIFY OF CHANGE OF ADDRESS

- | | | |
|--|---|--|
| <input type="checkbox"/> Post Office | <input type="checkbox"/> Electric Company | <input type="checkbox"/> Book Clubs |
| <input type="checkbox"/> Revenue Canada | <input type="checkbox"/> Gas Company | <input type="checkbox"/> Banks |
| <input type="checkbox"/> Canada Pension Plan | <input type="checkbox"/> Water Company | <input type="checkbox"/> Finance Companies |
| <input type="checkbox"/> Old Age Security | <input type="checkbox"/> Telephone Company | <input type="checkbox"/> Credit Cards |
| <input type="checkbox"/> Veterans Affairs | <input type="checkbox"/> Cable Television Company | <input type="checkbox"/> Charge Accounts |
| <input type="checkbox"/> Unemployment Insurance | <input type="checkbox"/> Water Treatment Company | <input type="checkbox"/> Department Stores |
| <input type="checkbox"/> Maternity Benefits | <input type="checkbox"/> Fuel Supplier | <input type="checkbox"/> Diaper Service |
| <input type="checkbox"/> Driver's & Vehicle Registration | <input type="checkbox"/> Financial Advisor | <input type="checkbox"/> Dry Cleaner |
| <input type="checkbox"/> Health and Hospital Insurance | <input type="checkbox"/> Chiropractor | <input type="checkbox"/> Pharmacists |
| <input type="checkbox"/> Schools | <input type="checkbox"/> Doctor | <input type="checkbox"/> Housecleaning Service |
| <input type="checkbox"/> Newspapers | <input type="checkbox"/> Lawyer | <input type="checkbox"/> Insurance Agencies |
| <input type="checkbox"/> Magazines | <input type="checkbox"/> Dentist | <input type="checkbox"/> Real Estate Agency |
| <input type="checkbox"/> Mail Order Houses | <input type="checkbox"/> Libraries | |

ON OR JUST BEFORE CLOSING DAY

- ☐ Have utility companies do all final meter readings
- ☐ If the home will be vacant before the new home owners take possession, turn the temperature down slightly to save heating costs
- ☐ Ensure windows and doors are locked
- ☐ Disconnect telephone
- ☐ Leave all keys for new occupants



Frequently Called Numbers

DURHAM REGION SERVICES

Enbridge Gas	866-763-5427
Bell Canada	866-310-2355
Rogers Cable	855-381-7834
Region of Durham Water	905-666-6211
Region of Durham Health	905-668-7711
Region of Durham Water Testing	905-686-0041
GO Transit	888-438-6646
Durham Regional Police	888-579-1520
Land Registry	905-665-4007
Ontario New Home Warranty	877-982-7466
Durham District Catholic Board	905-576-6150
Durham District Public Board	905-666-5500
Hydro One	888-664-9376

OSHAWA COMMUNITY SERVICES

Oshawa Public Utilities	905-723-4623
Oshawa Animal Services	905-436-3311
Municipal Airport	905-576-8146
Recreation Services	905-436-3311
Refuse	905-436-3311
Oshawa Transit	905-579-2471
Driver & Vehicle Licence Office	905-436-7463
Oshawa Fire Administration	905-433-1238
Inspectors & Permits (ie. building)	905-436-3311
Oshawa Civic Auditorium	905-436-5454

CLARINGTON COMMUNITY SERVICES

Veridian	905-427-9870
Hydro One	888-664-9376
Courtice Community Centre	905-404-1525
Newcastle & District Rec. Complex	905-987-5667
Clarington Animal Services	905-623-7651
Waste and Recycling	800-667-5671
Clarington Fire Chief	905-623-5126
Driver & Vehicle Licence Office	905-623-7331
Catholic Northumberland Board	705-748-4861
Kawartha Pineridge School Board	877-741-4577

WHITBY COMMUNITY SERVICES

Whitby Hydro	905-668-5878
Whitby Animal Services	905-655-0283
Waste & Recycling	905-668-3437
Parks & Recreation	905-430-4310
Whitby Transit	866-247-0055
Driver & Vehicle Licence	905-665-4007
Whitby Fire Administration	905-668-3312
Inspectors (ie: building)	905-430-4305
Iroquois Park Recreation Complex	905-668-7765
Whitby Abilities Centre	905-665-8500

Seller's Net Sheet

PROJECTED GROSS EQUITY

Sale Price of Home (approximate)	\$	_____
Less Mortgage Balance	- \$	_____
Less 2nd/3rd Mortgages or Liens, etc	- \$	_____
Total Estimated Equity	\$	_____

ESTIMATED CLOSING COSTS

Lawyer's Fee	\$	_____
Title Insurance	\$	_____
Unpaid Property Taxes	\$	_____
Mortgage Prepayment Penalty	\$	_____
Real Estate Commissions	\$	_____
Other	\$	_____
Total Estimated Deductions	\$	_____

NET PROCEEDS

Total Estimated Equity	\$	_____
Less Total Estimated Closing Costs	- \$	_____
Seller's Estimated Net Proceeds	\$	_____

Notes

[illegible]



Thank you for allowing us the opportunity to introduce ourselves.



The Best Team | Our Neighbourhood Realty Inc Brokerage
286 King Street West, Suite 101, Oshawa, ON L1J 2J9
905-723-5353 | ThinkBest.ca