



# SELLER'S PACKAGE

**T.J. | ALMODOVAR**  
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## T.J.'S PERSPECTIVE

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Real estate transactions are one of our lifetime's biggest decisions. T.J. Almodovar understands this. He appreciates the impact of a real estate transaction on a family's life. This is why he is passionate about understanding his clients and their needs in order to achieve the best possible outcome in every unique situation.





## MEET WITH T.J.

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Meeting with T.J. is the first step in order to align your goals and expectations and to prepare yourselves for the process. A real estate transaction has many moving parts to it, and T.J. will provide you with the security that you need to move forward confidently. Communication is a cornerstone of T.J.'s approach to every transaction, and among other things, this begins with guiding you through the forms that you'll be coming across, what they mean, and how they impact you. This transparency and commitment to you holds true throughout the entire process and allows for a worry-free experience.



## What are you thinking about?

The home selling process is unique to each client. Therefore, your first discussion with T.J. will be the perfect time to set your expectations and find answers to all of your questions.

# CURRENT MARKET ANALYSIS

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Conducting a thorough and current market analysis is vital in order to reach a well-supported valuation of your home. The market analysis provided by T.J. is holistic. Considered in the home valuation process will be factors such as current market statistics, recent sales, and active listings. In addition to that research, T.J. also prioritizes finding the intangible value in each home by considering the minute details that make each home unique.

This market analysis will guide the pricing strategy discussion. It is T.J.'s priority to collaborate with you in correctly pricing your property so that you feel confident in it. In being diligent during this research and analysis phase, the rest of the process will follow seamlessly.



# MARKETING PLAN

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Each property possesses unique strengths and weaknesses, and the goal of the marketing plan is to highlight the value in each property. The comprehensive marketing plan will utilize a synergy of traditional and online marketing resources to gain the maximum exposure for your property.

## **Attracting the public**

- For Sale Signs
- Professional Marketing Materials
- Public Open Houses

## **Print Advertising**

- Prime exposure in the Vancouver Sun's popular Saturday West Coast Homes section reaches potential buyers that are not active online.
- 486,000 readers
- Exclusive to Macdonald Realty

## **Online Marketing**

- 90% of buyers start their search online. How your home presents online and where it is showcased are both critical to attracting potential buyers.
- Your listing will be featured on a wide range of websites to ensure maximum exposure.

## **Photography, Virtual Tour, and Measurement**

- Beautiful photographs that are professionally shot are a must for every property.
- If necessary, your home will also be viewable in an interactive virtual tour format that allows prospective buyers to "walk themselves through" your home. This is done so by a professional using a Matterport 3D Camera.
- Each property will also be professionally measured to ensure every inch of your home is accounted for.

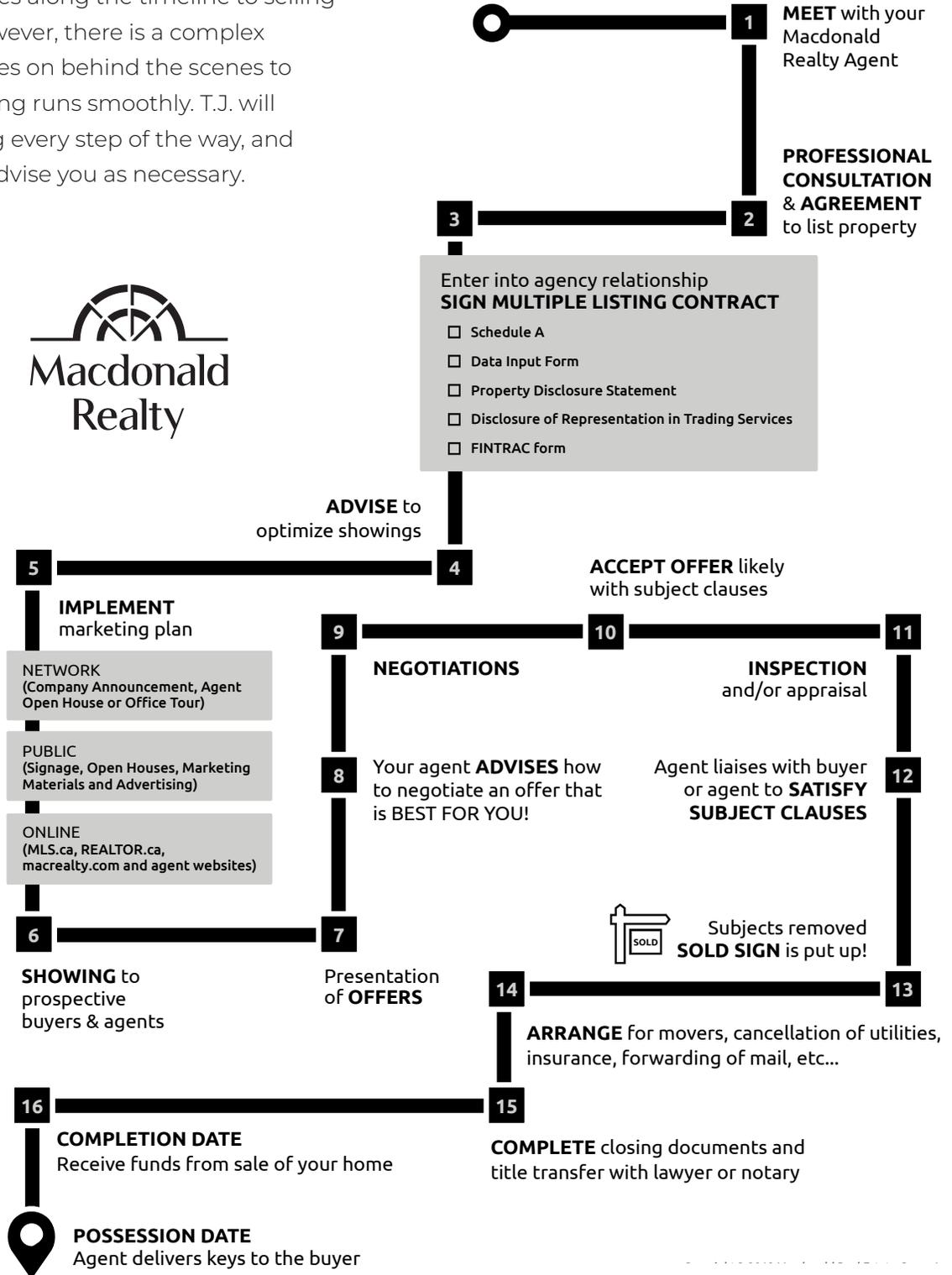


# TIMELINE

The marketing plan, current market analysis, and first meeting with T.J. are a few of the notable instances along the timeline to selling your home. However, there is a complex process that goes on behind the scenes to ensure everything runs smoothly. T.J. will guide you along every step of the way, and professionally advise you as necessary.



## HOME SELLING PROCESS



# TESTIMONIALS

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## 5 Star Review



### **Whitney C.**

Our family's first home purchase was a stressful experience as we had been looking for the right home for years. When we switched to T.J., he took an initiative in finding a short list of homes that met our requirements so we didn't need to sort through hundreds of computer programmed MLS® listings each day. The very first house we viewed with him, we made an offer and secured the home. The experience was seamless - T.J. advised us in the correct price to offer, diligently did his research on the background of the home, was fast and efficient with the paperwork, and responded to our countless questions with a smile. In addition, he has an abundance of contacts that helped with inspections, improvements, and administration - he's pretty much a one stop shop. I would recommend T.J. to anyone who is looking for someone to trust with one of the biggest transactions you'll ever make. He understood our goals and took every step necessary to go above and beyond what we were asking for. Thank you T.J. for getting us into our first home, and for your guidance throughout this great experience!



### **Leslie H.**

It was a great pleasure working with T.J. He is the type of real estate agent you can depend and trust on. He is a true professional with excellent knowledge about the real estate market, organized and responds to your requests instantly. I definitely recommend him to our friends and family.



### **Carolina S.**

My partner and I started our home hunting journey with T.J. in the Spring of 2017. We had a few boxes on our checklist we wanted to tick off, but knew that it would be tough as a young family. From the start T.J. was great at listening to our wants and needs and showing us homes based on those things. He also helped us manage expectations without ruining the search experience. After about 9 months of looking, we finally found a home we loved, but with the new lending rules changing that new year, we were worried we might miss out. T.J. worked tirelessly for us, even while on vacation, and was able to close the deal on our new home at 11:50 PM on new year's eve! Our family moved into our first home in February 2018 and have never been happier! We have a home we love waking up in and have created so many amazing memories in it so far. We are so grateful and appreciative of T.J. He went above and beyond and made what would've been a very stressful and draining experience, one that we'll never forget.



### **Sour S.**

Amazing person! Was able to find me a new home within 2 weeks!. Was always there for any questions I needed answered at anytime. Made the process very smooth!



### **Mario S.**

T.J. was great to work with. He wanted to make sure we got the right home for what we needed, nothing was ever rushed - especially with this Vancouver market. At every visit, he took lead to examine the places in and out, old or new, giving advice thoroughly. It was a our first home purchase and we couldn't be anymore happy. Been in constant communication every step of the way.



### **Tanya O. & Neal B.**

We 100% recommend T.J. as a REALTOR®. He is professional, thorough, and very efficient. He answered all of our questions, and as a first time home buyer, we had a lot. We appreciated his honesty, diligence, and advice throughout the process. We truly felt that he always had our best interests in mind. When we finally found our perfect home, he made it so easy for us! It was an absolute pleasure dealing with T.J. We will be recommending him to all of our friends and family! 10/10! Thank you, T.J.!



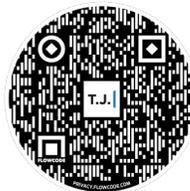
## CONTACT

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