

SELLER EXPERIENCE

Adam Popien Real Estate



MY BACKGROUND & EXPERIENCE

- ◆ JOURNEYMAN WELDER PRIOR TO REAL ESTATE (2007 - 2015)
- ◆ LICENSED REALTOR SINCE 2015
- ◆ REAL ESTATE IS MY FULL TIME BUSINESS
- ◆ TOP 25 KAMLOOPS REALTORS LIST IN 2023
- ◆ 80+ GOOGLE REVIEWS AND A 5 STAR RATING
- ◆ PARTIAL PROCEEDS FROM EVERY SALE GO TO BC CHILDREN'S HOSPITAL



WE'RE ALL ABOUT FAMILY

As a second generation RE/MAX Realtor, following in my father's footsteps, it's been a privilege to help clients, friends and family buy and sell Real Estate in Kamloops since 2015. Born and raised in Salmon Arm, I first moved to Kamloops to begin my welding apprenticeship at Thompson Rivers University and settled here permanently

with my wife Renée in 2014. Over the past years, I have loved being an active member of the community through my dedication to Rotary, social & sport organizations and other volunteer efforts. In 2022, we expanded to a family business, with Renée (unlicensed) joining on and taking the lead with Client Experience, Design & Marketing.

MY TWO CORE COMMITMENTS

Communication

When dealing with such important transactions as home purchases & sales, I believe in keeping my clients as informed as possible throughout the process. Great communication - listening to your needs & relaying timely information - is part of the excellent care you deserve.

Client Experience

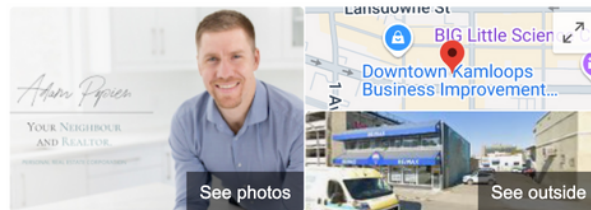
I believe in community and building lasting relationships with my clients. I value being a good neighbour first, entrepreneur second, and always aim to care for my clients as though they were moving in next door. It motivates me to provide the highest standard of service possible and to look after my clients long after a transaction.

WE'LL CREATE AN EXPERIENCE **WORTH TALKING ABOUT**

We are very proud that our business is based primarily on repeat clients and their referrals to friends and family as a result of the high standard of care and service we provide. We aim to look after our clients as though they were our own neighbours - getting to know your needs and genuinely being invested in your real estate goals.



CLIENT TESTIMONIALS AND GOOGLE REVIEWS



Adam Popien RE/MAX Real Estate Kamloops

5.0 ★★★★★ 81 Google reviews
Real estate agency in Kamloops, British Columbia

I prefer to let my client reviews do the talking for me. I've worked very hard to gather as much feedback as possible from past clients to continuously improve our client experience. If you haven't already, please use the two QR codes below to view client Google reviews and our website.



GOOGLE REVIEWS



WEBSITE

SUCCESSFUL STRATEGIES, TAILORED TO YOU

How We Sell Your Home

Whether selling your first house, long time home or investment property, we know that it's a big step! It's important to partner with an agent who will create a marketing plan that is uniquely tailored for your home to ensure it sells for the best price, in the least amount of time. We know how important this investment is to you, and we are committed to providing expert advice on the Kamloops Real Estate market, simplifying & guiding you through the selling process and helping you negotiate a sale when an offer comes in.

OUR APPROACH FOCUSES ON THE THREE FACTORS THAT SELL A HOME

HOW IT'S PRICED. HOW IT'S MARKETING. HOW IT SHOWS.

VISIBILITY IS KEY

Our listings have customized property marketing to target where buyers are looking, both online and in person. The highest quality visuals and widespread reach are key to showcasing your property's best features and attracting prospective buyers.

PROFESSIONAL PHOTOGRAPHY & VIDEOGRAPHY

From professional high-definition photos to full length & social media optimized listing videos, we'll make sure your home shines to its fullest potential. When appropriate, we also utilize drone photo/video and twilight photography to creatively present a property from all angles.

NOTE: We balance showcasing the great features of your home, without over embellishment or by hiding any negatives, in order to display a realistic representation to buyers.



VIRTUAL STAGING THAT INSPIRES

For some homes, virtual staging can be a powerful tool to motivate and inspire prospective buyers. At new constructions or vacant homes for example, filling spaces with welcoming furniture & accents can help buyers to visualize themselves in the house and how best to utilize the space.



BEFORE

AFTER



IMPACTFUL DIGITAL MARKETING

All of our listings are uploaded to the Kamloops & District MLS and Realtor.ca, as well as featured on our website and social media platforms to maximize the timely exposure of your home to the largest possible audience.

An email update is also sent to all buyers and realtors looking for properties that match your property's criteria.

TOURS THAT MAKE AN IMPRESSION

Based on your selling goals, we can host strategic Open Houses and Kamloops Realtor Tours to preview your home and gain helpful pricing & showing condition insight. This valuable feedback can be used as a tool to better position your home in the current market.



A SELLING EXPERIENCE THAT EXCEEDS EXPECTATIONS

Your home merits more than a sign in the ground. You deserve a realtor that will care for the sale of your property with an individualized success plan and take timely action based on your personal needs and goals.



Our selling experience begins with the foundation of clear & open communication. When dealing with such important transactions, we believe in keeping our clients as informed as possible throughout the process and always being available for a call or sit-down.



Each property we list undergoes a thorough Comparative Market Analysis (CMA) with detailed comparables to ensure that your home is strategically priced and meets your needs, goals and timeline.



Once weekly, listing clients receive a comprehensive property update with their listing performance, market statistics and recommended action items to improve their selling ability.



Every 21 days, we provide our clients with a new Market Analysis to ensure their property is relevant in the current market and to help reassess pricing strategy if required.



Our team is always exploring new & creative opportunities to market your home and showcase it to its fullest potential, with no additional cost to you.



Keeping your needs in mind, we'll help guide you through offer negotiations and help you to maximize your profit. Once an offer is accepted on your home, we'll guide you through subject removal and take care of the closing services, so that you can prepare for your move!

STEPS OF HOME SELLING

01

CONSULT WITH A REALTOR

During our first call or meeting at the property, we'll get to know each other and discuss your goals, your ideal price range, your sale timeline and current market conditions. Together we'll review all the details of your property and compile information for a market analysis.

02

REVIEW DETAILED CMA

Each property we list undergoes a thorough Comparative Market Analysis (CMA) with detailed comparables to ensure that your home is strategically priced and meets your needs, goals and timeline. Once you've reviewed your CMA, we'll determine a list price together and sign the MLS Contract & supporting documents.

03

LIST YOUR PROPERTY FOR SALE

Let's get your home ready to hit the market! We'll schedule professional photos & video, arrange for the installation of a sale sign, upload your property to the Kamloops & District MLS and Realtor.ca, as well as feature it on our website and social media platforms to maximize the timely exposure of your home to the largest possible audience.

04

BUYER SHOWINGS

Through its time on the market, Buyers and their agents will require access to your property for showings. These viewings are booked by the Buyer's agent and will be approved according to your schedule & needs. It is always best practice to keep your schedule as flexible as possible and to clean/de-clutter the property before showings to maximize first impressions.

05

RECEIVE AN OFFER & NEGOTIATE

When you receive an offer (offers), we'll provide our professional opinion on the value and conditions in the offer(s) and negotiate with the Buyers on your behalf to ensure that you sell your property at the best possible price and terms.

06

ACCEPTED OFFER & SUBJECT REMOVAL

Once an offer is accepted, the Buyers may require access to the property to complete inspections, appraisals or to satisfy the conditions in the offer. In Kamloops, subject removal period is typically 10-14 days. If any deficiencies are found during their inquiries, we'll be there to provide advice and handle any further negotiations required.

07

PREPARE TO MOVE

As you approach the closing date & prepare to move, we can recommend movers or other trusted industry professionals if needed. You'll also meet with your preferred lawyer or notary in person to sign all the legal documents. This is also a good time to transfer utilities and arrange for mail to be forwarded to your new address.

08

FINAL CLEAN AND CELEBRATION!

It is generally expected that the property for sale will be left in good condition and in a clean state. We highly encourage you to give your Buyers a great move-in experience and hire a cleaning service or set aside time for a full house cleaning.

Congratulations, you've officially sold your property!

TIPS FOR HOME SELLING

Investing some time and effort up front to prepare your property for sale will generally increase the likelihood of attracting Buyers and receiving offers soon after you list your home. We've assembled this list of the top preparation tips to help your property make a great impression.

DE-CLUTTER & ORGANIZE

You want house-hunters to imagine your property as their own, so removing excess items can go a long way to enticing them. Pack up or donate unused items, tidy kids & pet toys and remove bulky furniture. De-cluttering countertops and surfaces will make the rooms appear larger and more usable.

CLEAN THE PROPERTY

A clean home will always appeal more to prospective Buyers. Move through each room in the property and clean thoroughly from baseboards to ceiling, paying special attention to bathrooms and kitchen. To the best of your abilities, remove pet hair from flooring and fabric surfaces and wash & open the windows to allow fresh air.

CONSIDER SMALL UPGRADES

To showcase your property even further, consider simple and budget-friendly updates that can make your home more visually appealing. Inside updates might include swapping out old light fixtures or keeping lightbulbs consistent throughout, painting darker walls to a lighter colour, fix minor flaws or imperfections and cleaning carpets in heavy traffic areas. Outside, keep your yard tidy: cutting the grass, shovel or sweep the driveway and plant or add flower baskets to create a great first impression.

PREPARE FOR SHOWINGS

Small touches can increase the appeal of your property during a showing. Pull back the curtains and turn on lights in dim rooms to brighten areas and make rooms appear larger. Before you leave, give each room a general tidy. It's also recommended to leave the house at a comfortable room temperature during showings.



GLOSSARY

BC ASSESSMENT

The estimated value of the property by BC Assessment, which is used by municipalities to calculate property tax. This assessment is not often representative of the property's true market value.

BRIDGE FINANCING

A short-term loan designed to “bridge” the gap for homebuyers who have purchased their new home before selling their current home. This type of financing is common in a seller's market, allowing homebuyers to purchase without having to sell first.

CHATELS / FIXTURES

Chattels are unattached items in the home that can be removed without doing any damage, such as window coverings. They are usually not included with the home purchase, unless specified in the Agreement of Purchase and Sale. Fixtures are items that are physically attached to the home and require tools to remove. They are included as part of the purchase and can include for example: ceiling lights, cabinet hardware and appliances.

CLOSING DATE

This is the final step in the home selling process. Once all offer conditions outlined in the Agreement of Purchase and Sale have been met at the end of the closing period, ownership of the property is transferred to the Buyer and the keys are exchanged on the closing date outlined in the offer.

COUNTEROFFER

When the original offer to purchase a home is rejected by the seller, the seller can counteroffer with adjustments, usually to the price or terms of the purchase.

COMPARATIVE MARKET ANALYSIS (CMA)

A CMA is provided by your real estate agent during the listing process and is complimentary. This report assists with determining the asking price of the home, using current housing market information such as supply and demand, home information like location, age, square footage and more.

DORTS

The Disclosure of Representation in Trading Services (DORTS) is a mandatory form in BC that informs a Client of a Realtor - both sellers and buyers - what their rights are in the relationship, and the duties and responsibilities that the Realtor owes to their client.

FINTRAC FORM

FINTRAC stands for the Financial Transactions and Reports Analysis Centre of Canada and exists as Canada's federal financial intelligence unit. Realtors are required to identify all individuals who transact in real estate. This identification requires a Photo Identification document that is kept on file at the brokerage for 5 years. In addition, the Realtor must ask questions about a client's occupation, or other details about their situation to assess risk levels.

GLOSSARY

HOME BUYERS RESCISSION PERIOD (HBRP)

New BC legislation (as of January 1, 2023) that provides Buyers with three business days to rescind their contract to purchase a residential property. If a Buyer rescinds within that time period, for reasons outside of offer conditions, they must pay a rescission fee of 0.25% of the purchase price to the Sellers (\$250 for every \$100,000).

HOME INSPECTION

A home inspection is a limited, non-invasive examination of the condition of a home. Home inspections are usually conducted by a home inspector who has the training and certifications to perform such inspections. Most commonly, Sellers will leave the property for 3 hours during the inspection, but they are not legally required to vacate the home. Buyers may be present with their home inspector for a portion or all of the inspection. The home inspection report is only made available to the Buyers.

LIEN

Any legal claim against a property, filed to ensure payment of a debt.

OFFER

An offer is a legal agreement to purchase a home. An offer can be conditional on a number of factors, commonly conditional on financing and a home inspection. If the conditions are not met, the Buyer can cancel their offer.

OFFER CONDITIONS (OR SUBJECTS)

A condition (or subject) is the term used for conditions the Buyer wishes to fulfill before confirming their purchase of your property. They are used to protect the Buyer and must be fulfilled by an agreed upon date stated in the offer. Common conditions include: securing financing, securing home insurance, home inspection, review of property documents, etc. If the conditions are not by the deadline, the agreement collapses and the property goes back on the open market.

*An unconditional offer is one that does not contain any conditions. There are no additional checks to be made ahead of the purchase. Once the contract is signed off by both parties, the purchase is firm.

PORTING A MORTGAGE

Transferring your mortgage (and the existing interest rate and terms) from one property to another.

WHY WORK WITH US

01

WE KNOW THE LOCAL **REAL ESTATE MARKET**

Born and raised in the Shuswap to living and working in Kamloops, we are very familiar with the real estate market, neighbourhoods and communities nearby. We are committed to informing you of current market conditions & trends and keeping you updated on the value of your property.

With access to detailed past sales history, extensive knowledge of Kamloops & surrounding areas and professional negotiating skills, we'll guide you through the home selling process and help you to get the best price in the least amount of time.



WE OPERATE FROM OUR CORE VALUES

02

Communication, integrity and community are at the centre of what matters most to us. When working on such important investments, we consider open, timely and informative communication to be a key factor to providing the quality care you deserve. As proud Kamloopsians, we believe in community and building lasting relationships, which is why partial proceeds from each of our home sales is donated to the Children's Miracle Network. Coming from a small community where everyone knows you by name, we also take pride in always providing an honest opinion and fulfilling our commitments.



03

YOU'LL ALWAYS KNOW WHAT HAPPENS NEXT

We've come to realize that one of the most important things we can do to assist our clients throughout the home selling process is to ensure that you are updated, informed and always one step ahead. We'll make every effort to keep you updated on market conditions or changes, keep you informed with updated CMAs and communicate what to expect through each step. Our goal is to simplify the process and equip you to successfully sell your property.

