

TRUST.
PASSION.
KNOWLEDGE.



Quinn Pache
Real Estate Team





MEET QUINN PACHE

~ KAMLOOPS SPECIALIST ~



“The mission of our team is to provide you with the best experience possible from start to finish. We strive to stay involved in all stages and communicate the progress of the transaction at all times with all involved. My team is passionate about real estate and we will strive to reach the highest success for you. The fact that we highly regard integrity and customer satisfaction will ensure that you are pleased with your choice of Realtor.”

– Quinn Pache

Born and raised in Kamloops, BC, Quinn grew up in a family of custom home builders and was immersed within the housing industry from an early age; from first swinging a hammer to becoming a project manager. Now as a Realtor, Quinn’s acquired skills in construction allow him to see properties with a competitive edge and have a greater understanding of what is behind the surface. His passion for Kamloops shines through with every transaction. Quinn has set multiple records in neighborhoods throughout Kamloops and is already a top producing Realtor. He specializes in new development and has sold millions worth of real estate that have garnered him multiple sales awards. Quinn is eager to serve you — let’s find your dream home!

QUINN | PACHE
— REALTOR® —

ROYAL LEPAGE
KAMLOOPS REALTY

Quinn Pache Real Estate Team | Royal LePage Kamloops Realty
322 Seymour Street, Kamloops, BC V2C 2G2 | 250-299-1267 | 250-374-3032

quinnpacherealestate.ca



Royal LePage agents find you the perfect home, in the perfect neighborhood, on the perfect street. We won't settle until we've negotiated the best price for your home, whether you're buying or selling. We use innovative technology, designed for you, and we help neighbors, like you, in the communities where we live and work.



Helping you is what we do.™

Buying a new home is one of life's most important decisions, and often, it can also be the most complex. At Royal LePage, our REALTORS® are here to help and guide you through the buying and selling process. As trustworthy and experienced real estate agents, they will educate you about the current market conditions, discuss and analyze your wants and needs against your budget and guide you to homes that fit your criteria.

If you are looking to sell your home or are in need of some answers, Quinn Pache of Royal LePage Kamloops will help you conduct a property profile of your home or complete a comparative market analysis that will show you what houses in your area have sold for in recent months, and help you set a price to achieve the goal of selling fast while maximizing your profit.

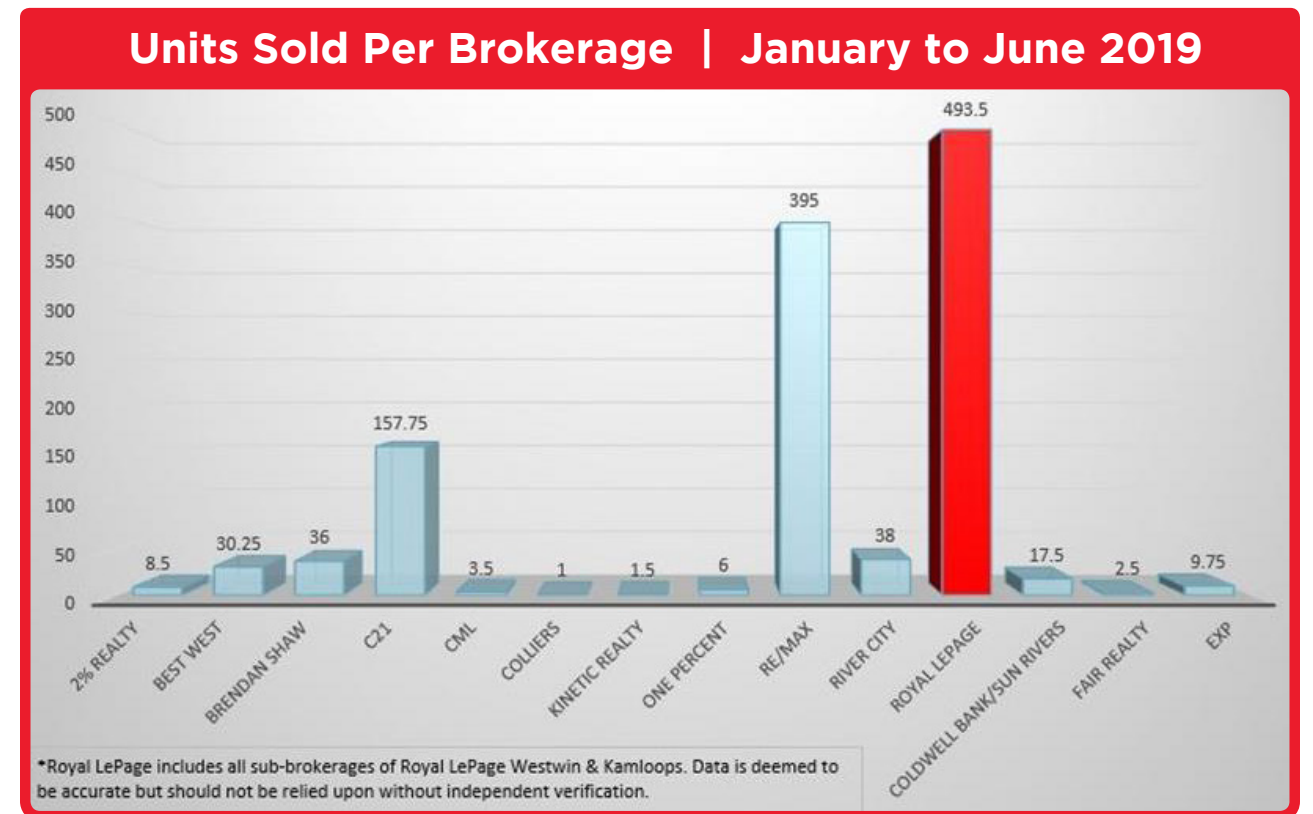


100 full time realtors: experienced, successful and award winners

7 full time support staff members who operate in a fully networked and computerized office environment

Sales centre in Aberdeen and Sahali mall that markets to hundreds of thousands of individuals

Downtown location



Because we are committed to strengthening the communities where we live and work, Royal LePage is the only Canadian real estate company with its own charitable foundation. The Royal LePage Shelter Foundation is Canada's largest public foundation dedicated exclusively to funding women's shelters and violence prevention programs.

Every dollar raised goes directly to helping the more than 50,000 women and children who are served each year by the shelters and support programs we fund. Since 1998, the Shelter Foundation has raised \$30 million and currently supports 200 local women's shelters and national partners.

THE QUINN PACHE ADVANTAGE

OPTIMIZE ONLINE MARKETING STRATEGIES

- » Do more than put a sign in your yard
- » Utilize the latest online marketing tools
- » Feature properties on all social media platforms
- » Entice buyers to learn more

TARGETING THE RIGHT BUYERS

- » The first few weeks on the market are vital
- » Sharing your property with my network of professionals ensures your property is reaching the right buyers
- » Reaching out to those whose criteria matches your property

NEGOTIATE IN YOUR BEST INTEREST

- » Buyers are looking for a deal on a home; they'll hire an experienced agent to negotiate the best price for them
- » I will even the playing field
- » I will help you negotiate the terms of the sale with your best interest in mind

PRICE YOUR HOME COMPETITIVELY

- » You want it to sell quickly and for top dollar, I will help you do both
- » It is important to take an informed approach to pricing your home
- » The value of your home is based on a current analysis of the market and in depth research on the location

UNDERSTANDING THE LOCAL MARKET

- » The Internet gives you access to more information now than ever before
- » Help you understand this information in the context of the local market
- » Interpret what it means to your home sale

TAP INTO A NETWORK OF AGENTS

- » I work alongside other local real estate professionals who may have clients looking for a home just like yours
- » Marketing to other agents is another way to help us find a qualified buyer

SPOT POTENTIAL CHALLENGES

- » Every real estate transaction is different
- » We hope the transaction goes smoothly, but setbacks and other hiccups often occur (at the most inconvenient time)
- » Using my education and experiences, I can handle potential problems and mitigate their impact

HANDLING VOLUMES OF PAPERWORK

- » The team will take care of all the paperwork
- » There are dozens of different forms to complete
- » Computers and the Internet have digitalized real estate transactions but that hasn't eliminated the volume of paperwork involved

TIPS TO IMPROVE YOUR HOME'S VALUE

- » Sellers typically update their homes before they list
- » Some simply paint each room a neutral colour and do a thorough cleaning
- » Others may do a remodel to boost their home's value
- » What should you do to boost your home's value and give it the competitive edge in our market? Ask me!

FORMING BINDING CONTRACTS

- » Contracts are a crucial part of your real estate transaction
- » Done poorly, deals fall apart and home owners are unprotected
- » I understand how to put together an enforceable and binding contract
- » I have received a high level of training in this area, along with a familiarity of the right clauses to ensure you are protected

FIND YOUR FUTURE HOME WHILE SELLING

- » Help sell your current home but in the meantime, find you the perfect future home
- » Added bonus of working with the same representative for both transactions
- » Constant communication, advice and excellent service will be carried all the way from selling to moving into your new home and after
- » No wait time between selling and buying

ANSWER QUESTIONS AFTER CLOSING

- » Many questions can pop up that were overlooked in the excitement of closing
- » After the transaction is complete, I am available to help assist
- » Just a phone call away for any questions, concerns or issues that arise while settling into a new home

TAP INTO A RICH NETWORK OF SERVICE PROFESSIONALS

- » I work with a variety of service and tradespeople, including contractors, landscapers, movers and more
- » An average of 26 services are involved in a real estate transaction
- » You may need to tap into these services long after the ink has dried. I can gladly refer you!

AGENTS ARE BUFFERS

- » Act as a buffer for clients
- » Trained to defuse situations that could terminate the transaction while still holding a firm line for my clients
- » Aim to keep all clients involved in the transaction happy

SAVE YOU TIME

- » Liaison for all details of your property
- » Hosting open houses, booking and following up with all Realtors and client showings, inspections etc.
- » I have the time and expertise to handle it all!



“As an agent who’s an expert in Kamloops, I bring a wealth of knowledge and expertise about buying and selling real estate here. It’s not the same everywhere, so you need someone you can trust.”

– Quinn Pache

“I work hard to connect the right people with the right properties. My expansive network enables me to open doors for my clients throughout the transaction.”

– Quinn Pache

Each listing receives the following to ensure the maximum exposure is reached for your property



Custom colour property info sheet created per listing

Photographs taken by local photographer

Email updates sent to all individuals whose criteria matches your properties listing

Listing uploaded to Kamloops & District MLS system

Open houses will be held (with the owner's permission)

Property will be presented during weekly realtor meetings to 50+ agents with active buyers

Appropriate signage will be provided

An ad for the property will be featured on the front page of Kamloops This Week Real Estate Section.

The property will be featured on the following:

quinnpacherealestate.ca

realtor.ca

royallepage.ca

kijiji.ca

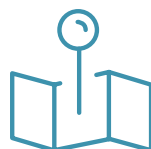
kadrea.com

The property will also be featured on Quinn's social media platforms: Instagram & Facebook

Properties over 1 acre will have an aerial drone video taken of the property by a professional photographer

Luxury properties will have a custom video make to promote them on the Kamloops & District MLS system

Video tour will be made for each property, regardless of lot/house square footage



LOCAL



PRINT



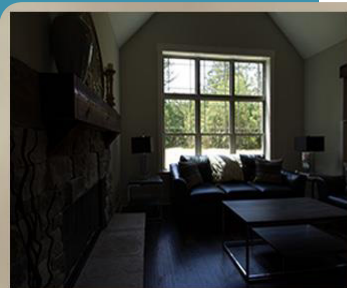
24-HOUR
INTERNET
EXPOSURE



VIDEO

MARKETING STRATEGY

CREATIVITY DESIGN DIVIDING INNOVATION
BRAND AWARENESS COMMUNICATION TECHNOLOGY DIGITAL BRAND
TARGET AUDIENCE SOCIAL MEDIA DATA
ADVERTISING DEMOGRAPHICS ANALYTICS
STRATEGY INNOVATION
RESEARCH BRAND AWARENESS
IMPACT TECHNOLOGY



Typical MLS shot



Professional image.



THE QUINN | PACHE REAL ESTATE TEAM
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TRUST. PASSION. KNOWLEDGE.
Contact me today for a free home market evaluation!
quinnpache@royallepage.ca

Specializing in Residential & Commercial Real Estate

ROYAL LEPAGE Kamloops Realty 250-374-3122
Kayleigh Bonthoux, Professional Unlicensed Asst.

2040 GALORE CRES • \$929,900 INCLUDES GST!
OPEN HOUSE SUNDAY 2 - 4 PM
NEW PRICE
• Brand new executive home
• 5 bed + 4 bath
• Panoramic city, river & mt views
• Custom Excel kitchen
• IG 13 zoning allows option of legal suite
• Landscaping complete with underground irrigation systems

10-3100 KICKING HORSE DR • \$749,900
EXECUTIVE HOME IN STONE RIDGE ESTATES
• Built by the reputable Pacheco Builders Ltd.
• 3 level split
• Over 2200 finished sq ft
• New focus, spacious Excel kitchen, luxury master suite, vaulted ceilings
• Option to purchase just the lot is also available

7080 WATSON DR E • \$345,000
SAVANA
• 1/4 of an acre
• Landscaped front yard
• Open design concept, quality craftsmanship & SS appliances
• 3 bed, 4 pc bath
• Laminate floors
• Close to amenities

1353 MYRA PLACE • \$799,900
JUNIPER WEST
• Executive home built by Pacheco Builders Ltd.
• Two story w/ custom built over 2600 finished sq ft
• New focus, spacious Excel kitchen, luxury master suite
• Call today for more info, tour plans & meeting with contractor

2053 HIGH SCHYLEA DR • \$749,900
ROSE HILL
• Panoramic views
• Custom built rancher
• Plenty of finished sq ft
• 4 bedrooms
• Engineered hardwood floors, large view windows and quartz countertops

103-1428 LORNE STREET E
COMMERCIAL
LEASE
• The perfect space for your growing business
• Approx. 1100 sq ft of shop space in brand new commercial warehouse development
• C-zoning
• 2 parking spots
• 48' tall x 30' wide overhead door
• 200 amp service option
• Built to suit

WE HAVE BUYERS LOOKING FOR:

- Modular in Brock Estates
- Unit in the Mosaic or Dorchester Buildings
- House with pool and Shop



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Q|P

HOME ABOUT FEATURED LISTINGS SOLD PROPERTIES HOME SEARCH MARKETING PLAN CONTACT LOGIN

Featured Properties

2040 Galore Cres
2040 GALORE CRES, KAMLOOPS, BC V2Z2A7
RP 21144 • 1900 S.F. • \$929,900

10-3100 Kicking Horse Drive
10-3100 KICKING HORSE DRIVE, KAMLOOPS, BC V2Z 0S9
RP 21144 • 1900 S.F. • \$749,900



UNDERSTANDING
REAL
ESTATE
VOCABULARY

Leasehold Title

An interest in land that gives the holder the right to use and occupy the land and building for a defined period.

Freehold Title

An interest in land that gives the holder full and exclusive indefinite ownership of the land and buildings.

Deposit

An amount of monies received showing the buyer’s good faith in a transaction. Typically held in a trust account.

Mortgage Broker

Their job is to find you a lender with the terms and rates that will best suit you.

Adjustable Mortgage Interest Rate

Type of mortgage with an adjustable rate, both the interest and the mortgage payment vary, based on the market.

Commission

An amount of money, typically set by %, paid to an agent in a transaction.

Closing Costs

Additional costs to the purchase price of the home. (E.G. Legal, transfer fees)

Appraisal

Process for estimating the market value of the property.

Mortgage

A legal agreement by which a bank or other creditor lends money, at interest, in exchange for taking title of the debtor’s property, with the condition that the conveyance of title becomes void upon payment of debt.

Possession Date

The day the buyer is entitled to the legal possession of the property you have purchased. (You get the keys!)

Home Inspection

Examination of the property’s condition. Usually performed by a qualified home inspector of your choice.

Building Information Report (BIR)

Offers information regarding issued permits on file, status of inspections and any outstanding orders relating to zoning bylaws and building codes.

Homeowners Insurance

Covers the losses and damages to an individual’s house and to assets in the home. Liability coverage is also included.

Subject Removal

A period in which all subject clauses must be satisfied in order for the contract to become firm.

Offer to Purchase

A written contract setting out the terms and conditions under which the buyer agrees to buy the home. Once accepted, it forms a legally binding contract for all parties involved.

Fundamental Term of the Contract

It is asserted that the performance of the term could not be avoided by an exemption clause.

Conditional Offer

An offer to purchase that is subject to specified conditions (E.G. inspection, mortgage.) Usually a time limit is set for each condition that must be met.

Property Disclosure Statement (PDS)

Form completed outlining all relevant information concerning the property. Sellers must disclose all known information to any potential buyer.

CMHC

Canada Mortgage and Housing Corporation. Crown corporation that administers the National Housing Act for federal government. Improves the housing and living conditions for all Canadians.

Amortization

Length of time over which the debt will be repaid to zero, given regular payments.

Easement

An interest in land owned by another person that benefits that person who has the easement, for a specific limited purpose. (E.G. Permitting passage over strip of land.)

Down Payment

The portion of the home price that is not financed by the mortgage loan. Buyer must pay from his/her own funds.

Completion/Closing Day

Day in which monies are transferred from the buyer to the seller. Date the sale becomes final and the title is transferred to new owner.

AN OVERVIEW OF TODAY’S
BUYERS & SELLERS



42% OF BUYERS LOOKED ONLINE FOR PROPERTIES AS THEIR FIRST STEP IN THE HOME BUYING PROCESS

THE TYPICAL BUYER SEARCHED FOR 10 WEEKS AND VIEWED 10 HOMES

MORE THAN HALF OF BUYERS SAID THAT FINDING THE RIGHT HOME WAS THE MOST DIFFICULT STEP IN THE HOME BUYING PROCESS

SELLERS SOLD THEIR HOMES FOR AN AVERAGE OF 99% OF THE LISTING PRICE

SELLERS REPORTED THAT THEIR HOMES WERE ON THE MARKET A MEDIAN OF 3 WEEKS BEFORE THEY SOLD

“You are amazing Quinn! I want to take this opportunity to thank you again for bearing with us throughout the house search and the purchase. Your level of service was exceptional. We may not have been your easiest clients but we are certainly among your most appreciative!”

– Joe R.

“Thank you so much for all of your work to get this done! It’s been a long few months, but I feel like a huge weight has been lifted. I’ll definitely tell all my Kamloops people to call you, you are the best and you’ve been great.!”

– Shelly S.



TESTIMONIALS



PACK A SPECIAL BAG

Fill it with a few treasured items they can carry with them throughout the move. Snacks and a bottle of water. Spare change of clothes will always be handy.

PREPARE THEM AHEAD OF TIME

Talk about it. Give them as much information about the move as soon as possible. Answer questions completely and truthfully. Note positive and negative reactions. Even if the move means an important change for the family, kids don't always understand that and may focus on the frightening aspects of the change.

INVOLVE THEM

Let them help pack, help with a garage sale or choose a paint colour for their new room. Involving children in the planning makes them feel like participants in the moving process or new school search. This can make the change feel less like it is being forced on them.

TIPS

VISIT & EXPLORE YOUR NEW NEIGHBORHOOD

Get to know the parks, schools and restaurants nearby. Familiarizing yourselves with the area will help children feel comfortable in their new surroundings from day one. If unable to visit (moving long distance,) provide as much info on the area as possible. Learn about activities etc. nearby. Most agents would be happy to take photos or even a video tour of the home and neighborhood to help further.

SET UP YOUR CHILD'S ROOM FIRST

Give them a space that's their own right away. Hold off on getting rid of child's old furniture. It may provide a sense of comfort in the new house. Might help to arrange furniture similar to the old bedroom.

FOR MOVING WITH CHILDREN

ASK FOR HELP

Enlist grandparents or friends to babysit for a portion of the move. This will ease the children into the new home and avoid them being in the way for large items being brought in.

MAINTAIN ROUTINES

Try not to deviate from sleep schedules and meal times. Avoid big changes like starting to toilet train once you move into the new house or advancing a toddler from a crib to a bed. Wait a little bit before introducing these changes.



TOP TIPS FOR STAGING A HOME

Buyer's first impressions are EVERYTHING!
You have to grab them on the first showing.

General

- » Most carpets need cleaning
- » Check light fixtures; all bulbs working and bright
- » Move furniture to make clear walkways
- » Remove unnecessary furniture to open up the room
- » Clean windows
- » Repair any broken items
- » Repaint any rooms that have scuff marks
- » Clean baseboards and fans

Kitchen

- » Counter tops should be clear of clutter & clean
- » Clean grout lines on tile
- » Clear magnets and clutter off refridgerator
- » Stoves and ovens should be clean

Family Room & Bedrooms

- » Remove any unnecessary items (books, magazines, nick-nacks) from end tables, coffee tables & dressers
- » Minimize the number of family photos
- » Keep closet doors closed
- » Beds should be made
- » Curtains and blinds open — let in the light
- » In bedrooms — try to not have personal items visible

Bathrooms

- » Clear off countertops
- » Have a clean shower curtain put up
- » Clean bathroom
- » Put up you "show/guest" towels

Closets

- » Make sure someone can open the closets without something falling out
- » Should be neat and items not appearing to have been stuffed in

Roofs

- » Remove debris
- » Ensure gutters are clear
- » Replace rotten or missing shingles

Landscaping

- » Keep yard mowed, bushes trimmed
 - » Remove any dead trees or bushes
 - » Plant attractive flowers near the door to make an inviting entrance
- Landscaping is a buyer's first impression of the maintenance of your house - an unkempt yard may make them think that the house has not been well maintained***

Exterior

- » Paint exterior, including trim and front door if the paint is faded or peeling
 - » Re-stain or paint decks as needed
 - » Pressure wash drive way and sidewalks
 - » Make garage door look good
- Walk to the edge of your home and take in the full first picture that buyers will see — note where your eyes go, the buyer's eyes will go there too.***



THE SHOW-READY HOME CHECKLIST

YOU HAVE 10 MINUTES

- ☐ Panic! Okay — Now check that off the list. You’re already making progress!
- ☐ Make the beds
- ☐ Grab a laundry basket — throw all the clutter into it and put the basket into the car (you’ll sort it when you get back)
- ☐ Empty all garbages into a garbage bag and take out (or with you)
- ☐ Put up your “show/guest” towels
- ☐ Close all toilet seats
- ☐ Wipe down all countertops and sinks with a damp cloth
- ☐ Turn on all lights in the house
- ☐ Open blinds/curtains — let in the light

YOU HAVE 1 HOUR

- ☐ Do everything on the 10 minute list
- ☐ Vacuum all carpeted areas
- ☐ Sweep all hard-surfaced floors. Spot mop sticky spots
- ☐ Use cleaner/vinegar and water to clean all glass and mirrored surfaces
- ☐ Give the toilets a scrub and wipe down tubs
- ☐ Clear kitchen countertops as much as possible; all dishes in dishwasher, soaps and scrubbies under the sink
- ☐ Give kitchen cupboards a quick wipe down
- ☐ Laundry should be folded and put away (or chucked into a laundry basket and put into your car — deal with it later if you don’t have time)
- ☐ Sweep the front walk & shake out doormat



NOW IT'S TIME TO WORK ON SUCCESSFULLY SELLING YOUR HOME!

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