

GUIDE TO BUYING + SELLING



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www.SweetTeaRealty.ca

CHOOSING THE RIGHT AGENTS FOR YOU

www.SweetTeaRealty.ca

Get to know Sweet Tea Realty



NATASHA + PAIGE

Natasha + Paige are local moms and licensed real estate professionals that love to be involved in our community and help others find their dream home.

Sweet Tea Realty was founded on the principle that real estate is not only a financial decision, but an emotional one too. The Sweet Tea team is here for you every step of the way.

We are dedicated to providing our clients the best education and advice on the real estate market and offer a no-pressure sales environment.

Natasha + Paige have over 15 years of collective experience in buying, selling, and leasing real estate across North America. Our strong negotiation skills combined with sweet dispositions allow you to get the deal you need, with the service you want.

When you choose Sweet Tea Realty, you not only get Natasha + Paige, but our team of real estate assistants who ensure that your needs are met to the highest standard every step of the way.

Sweet Tea Realty offers a fresh approach to hometown real estate.

From our families to yours, we sell *Northern real estate* with *Southern hospitality*.

We service York Region, Durham Region & the GTA.

Our Offering

Knowledge: Don't let our sweetness fool you - we *know* real estate. Having both worked in real estate law, we thoroughly understand the semantics of contracts. Our additional education in negotiation and mediation will fetch you the best deal possible. We put our 15 years of collective experience to work for you.

Contacts: Sweet Tea has a vast contact network across the GTA, increasing the reach of your listing. Locally, we are happy to connect you with reputable service providers whom we have experience working with. From lawyers to mortgage brokers, we can connect you with the best.

Marketing: Our team, alongside our real estate assistants, has expertise in digital, social media, and print marketing. We will give your listing the largest possible reach, while specifically targeting those who are the perfect fit for your home.

Location: We live, work, and shop locally. Sweet Tea knows our community inside out, and we are passionate about sharing that knowledge with anyone looking to buy or sell.

Complementary Services

The following services are included in our listing packages:

- **Home Staging**
- **Professional Photography**
- **Professional Videography**
- **Aerial Photography + Videography***
- **Floor Plans or 3D Tour***
- **Premium Print + Digital Marketing Materials**
- **Dedicated Listing Website***
- **Open House(s)**
- **Paid Social Media Marketing**
- **Sneak Peek Marketing to Generate Buzz**
- **Listing on all major digital platforms, including: MLS, Realtor, Zolo, House Sigma++**

**excluded in some listings under \$1M*



DON'T FORGET TO BUDGET FOR:

- MORTGAGE PAYMENTS
- UTILITIES
- PROPERTY TAX
- INSURANCE
- CLOSTING COSTS
- LIFE INSURANCE
- FURNISHINGS
- PHONE
- CABLE/INTERNET
- HOME MAINTENANCE

ADDITIONAL COSTS TO CONSIDER FOR COUNTRY PROPERTIES:

- SEPTIC PUMPING
- WELL + SEPTIC INSPECTION
- WATER TESTING
- WATER FILTRATION SYSTEM
- WATER SOFTENER
- HEATING SYSTEM INSPECTION (OIL, PROPANE, WOOD)

get ready to **BUY**

It can be tempting to go look at homes prior to talking to a mortgage advisor, however, it is best to get preapproved first to set your budget and your expectations. The steps below will prepare you to put on offer in when we find your dream home:

01

Review your finances.

Take an in-depth look at your financial situation. What is your monthly income? What are your current monthly expenses?

02

Get pre-approved.

Speak to a mortgage advisor, whether through your bank or through an independent brokerage, and get preapproved for your maximum purchase price.

03

Research your financing options & programs.

Are you a first-time home buyer? Are you buying a new-build? Do you have retirement savings? Take a look at government programs that allow you to get creative in your home financing & offer tax rebates once you own.

04

Set aside closing costs.

It is generally recommended to set aside 2-3% of the sale price of your home for closing costs. These include legal fees, sales tax, land transfer tax (reduced for first-time buyers), and adjustments (utilities, property taxes until the day of closing).

ready, set, let's **BUY**

Now that you're all set with your financing, we will go through the following process to get you the home of your dreams:

Find a home.

Sweet Tea will help you narrow down your search criteria based on your needs and wants. We set up custom searches on programs that will update you automatically with new listings that fit your criteria.

Make an offer.

Whether you are the only offer or one of multiple, we will guide you on pricing, deposits, conditions, and added schedules that best protect your interests. We stay updated market stats to get you the best price.

Satisfy conditions.

If your offer was accepted with conditions, Sweet Tea will manage and provide updates on all sides of the deal to ensure all conditions are met and waived in a timely manner.

Close.

We represent your interests right until closing on your new home. You can count on us to make sure everything is handled in a smooth and professional manner.

CLOSING CHECKLIST

Before Closing Day

- Get home insurance
- Finalize mortgage
- Ensure conditions are met
- Do a final walk through
- Transfer all utilities
- Arrange internet & phone
- Book movers
- Change your address
- Pay closing costs
- Meet with lawyer at least two days prior to closing

On Closing Day

- Get your keys!
- Take a deep breath.



the path to #SOLD



“ Sweet Tea truly went above and beyond when getting our home ready to sell. They were there every step of the way and made us confident in the process.

-Elizabeth M.

This is Sweet Tea Realty's path to sold:

01.

MEETING

In a no-obligation meeting with Natasha + Paige, we will go over recent comparables to your property, as well as your needs and desires.

02.

PRICING

Once you have decided to list with us, we will establish a pricing strategy based on current market factors.

03.

STAGING + PHOTOS

Sweet Tea Realty will cover the cost of staging your home, using our acclaimed local staging team. We will also coordinate and cover state-of-the-art photography and videography.

04.

MLS + MARKETING

Our in-house marketing team will develop beautiful print and digital marketing campaigns. Your property can be marketed on MLS, social media, local publications, and in the Globe and Mail.

05.

OFFER REVIEW

Together we will decide on an offer date or an open offer situation. When an offer is received, Sweet Tea Realty will review it with you in person, at your convenience.

06.

CLOSING

Our team is with you right up until the closing date. We are here for any questions you may have and to apprise you of the entire process.

**Do you have some hesitations about selling?
Talk to us about our *Exclusive Listing* program that markets
your home to our exclusive set of pre-vetted buyers.**

SELLING WITH THE SWEET TEA REALTY TEAM

WWW.SWEETTEAREALTY.CA

Don't forget, when you list with Sweet Tea Realty, the following services are included:

- **Home Staging**
- **Professional Photography**
- **Videography**
- **Aerial Photography + Videography***
- **Floor Plans* or 3D Tour**
- **Premium Print + Digital Marketing Materials**
- **Dedicated Listing Website***
- **Open House(s)**
- **Paid Social Media Marketing**
- **Listing on all major digital platforms, including MLS, Realtor, Zolo, House Sigma, and more**

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CLOSING CHECKLIST

- Ensure conditions are met
- Lawyer has paperwork
- Confirm mortgage details
- Disconnect all utilities
- Book movers
- Leave keys with lawyer
- Disable alarm codes
- Pay taxes/utilities until close
- Final walk through
- Change address

Sweet Tea's listing package is all-inclusive. We hold our listings to the highest standards to ensure you get the top sale price for your home. For you, there are no hidden costs and no additional contacts to deal with. Sweet Tea Realty is your one-stop shop for trusted real estate services.

MEET THE TEAM



Paige Bishop *Broker*

While I raise my family in Uxbridge, I look forward to helping others in our community and beyond find their perfect homes. As a licensed Broker, I have over 7 years of experience and am passionate about providing our services with honesty and integrity. I bring fresh marketing perspectives and an affinity for interior design, which ensure that your property will be showcased in its best possible light. I do what is right for you.



Natasha Phair *Sales Representative*

I have worked in real estate across the GTA for the last 7+ years. My family and I found our forever home in Uxbridge and we are passionate about growing our roots alongside the community here. I take great pride in providing the utmost care in research and professional advice. Whether it is buying, selling or investing, I am here to help from start to close.

Sam Mersereau *Administration*

Our amazing administrative team has years of experience in real estate. Sam and her team offer support with marketing and documentation, and are the powerhouse behind our team. Get to know more about them at www.Assist-Her.com



GIVING BACK TO THE COMMUNITY

We are passionate about giving back to the communities that have given so much to us. With each sale, we give a donation to local charities that support our neighbours and help our community grow.





**Northern real estate,
Southern hospitality.**

**The Sweet Tea Realty
team is here to take
care of you and your
investments.**

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SWEET TEA
REALTY *team*



**CONTACT
SWEET TEA**

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