



Experience
Real Estate Excellence



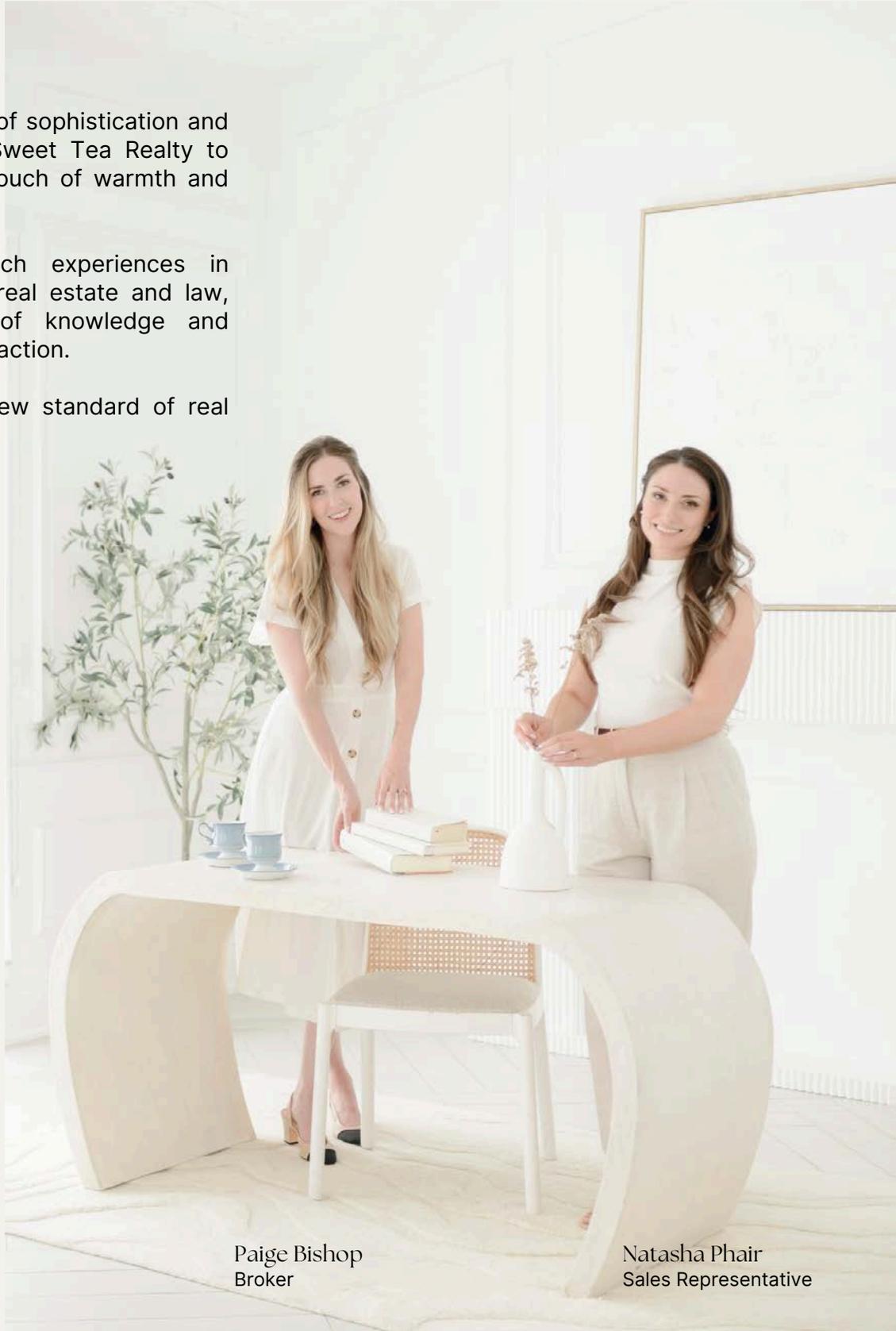
Reputation

You Can Count On

With a seamless blend of sophistication and approachability, trust Sweet Tea Realty to deliver results with a touch of warmth and professionalism.

Drawing from our rich experiences in commercial/residential real estate and law, we bring a wealth of knowledge and expertise to every transaction.

Welcome home to a new standard of real estate excellence.



Paige Bishop
Broker

Natasha Phair
Sales Representative





Client Testimonials



J. Tasso



Natasha and Paige sold both of our homes in a remarkably short period of time and found our dream country property. They truly went above and beyond, understanding our needs and tailoring their approach to ensure everything went smoothly.

We've used a number of agents in the past and none have held a candle to these remarkable women!



S. Taylor



They went above and beyond. We looked everywhere and couldn't find anything. They worked their magic. Paige and Natasha truly love their clients and the field of work they're in. Professional, on time, and very knowledgeable. Please give them a try, you will not regret it!



K. Batty



Huge thank you to Sweet Tea Realty for making our home purchase so simple! Paige was there with us every step of the way. From the countless showings to the late night offers, Paige was always able to drop everything and work around the clock to help us find our perfect home. We could not recommend them enough!



THE SWEET TEA Strategic Marketing Plan

Elevate where you live in the Buyer's eyes.

These 9 proven steps will get your home seen - and SOLD.

STEP 1

Free Home Staging

They say you never get a second chance to make a first impression. Most home buyers will decide within 90 seconds whether your home can become theirs.

Sweet Tea covers the cost of staging your home to make it look gorgeous.

STEP 2

Professional Photos + Drone Photos

Over 85% of Buyers begin their new home search online. Professional photos make your home shine and persuade viewers to book an in-person showing. In order to show your entire property, we also offer drone photography.

STEP 3

Virtual 3D Tour

The ability to explore every aspect of your home can be a game changer. A virtual 3D tour posted on MLS will highlight your home's unique attributes and leave a lasting impression.

STEP 4

Online Exposure

Once listed, your home will be promoted online on hundreds of websites including Realtor.ca, Zillow.ca, Zolo.ca, and YouTube, as well as a dedicated website.





THE SWEET TEA

Strategic Marketing Plan

STEP 5

Professional Print Marketing

'Just Listed' cards let your neighbours know your house is for sale, while custom feature sheets provide point-by-point references for potential Buyer. Professionally designed and printed, our print marketing sets your home apart.

STEP 6

Website

A custom website will be created for your property, showcasing additional photos, the 3D tour, floor plans, and property details.

STEP 7

Social Media

Once available, your listing will be promoted by a professional social media company who will create ads and to send them out to over 80,000 potential buyers. Sweet Tea Realty also personally reaches out to local agents and buyers through social media to get quality leads.

STEP 8

Public Open House

Open Houses provide the ability to convert casual viewers to future Buyers for your home. By personally bringing attendees through a tour of your property, Sweet Tea ensures all of its features are highlighted.

STEP 9

Skilled Negotiation

You can count on us to negotiate the sale on your behalf. We're highly trained in the required documentation and appropriate clauses, and will advise you of any potential red flags in a contract you may receive. Sweet Tea is trained to get you more for your house, in a professional and stress-free process.



Determining the Value + Price

What's sold in your vicinity and what hasn't, figures showing what prices Buyers are willing to pay and what Sellers are willing to accept, interest and activity around homes like yours — these all contribute to determining your home's value.

GETTING TO KNOW YOUR MARKET

We begin with a Comparative Market Analysis (CMA). It helps you set the appropriate list price for your home based on current market conditions.

- Recently sold homes represent what Buyers are prepared to pay.
- Homes currently for sale represent the price Sellers hope to get.
- Expired listings mean the home was inappropriately priced or poorly marketed.

ESTABLISHING A COMPETITIVE LIST PRICE

As a Seller, you have to ask yourself: Do I want to list my home - *or sell it*? The goal is the sell your home for as much as the market allows.

Here's what should be considered to establish a list price:

- Location & Community
- Size
- Style
- Condition
- Buyer Supply
- Financing Options

WHAT INFLUENCES PRICING?

The state of the market.

To help you set a competitive price, we will analyze figures for homes that are currently for sale, recently sold, and expired listings in our Comparative Market Analysis (CMA).

The condition of your home.

Buyers will base their negotiations off of any repairs or renovation work required. Our stager will ensure that your home is shown in the best condition possible.

The right real estate representation.

It's important that you work with a proven professional who knows the market and can get you the best price possible - not someone who promises the highest price just to get you to list with them.

Sweet Tea Realty has a proven track record of successful sales & wonderful testimonials to help you feel at ease.

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A FEW OF OUR SUCCESSFUL TRANSACTIONS



\$2,088,800 - 10 ALTA DRIVE
UXBRIDGE (WHITCHURCH-STOUFFVILLE)



21 DEXSHIRE DRIVE - LISTED AT \$3,899,000
AJAX



56 NORTH STREET - \$1,620,000
UXBRIDGE

RE/MAX ALL STARS REALTY INC. Brokerage



283 PERRIN AVENUE - \$1,200,000
NEWMARKET

Commissions + Fees

We know that the commissions and fees associated with selling property can seem daunting and confusing. Sweet Tea values transparency and we want you to know exactly what to expect.

01. Commissions

Each Seller and Buyer typically has an agent representing their interests, and each will get paid commission upon a successfully completed sale. The agents give a portion of this commission to their brokerage. The market generally offers 2.5% commission to each side, however, this number is negotiable and not set in stone.

When you are buying a property, you typically do not pay any commission.*

When you are selling a property, you typically pay both sides of the commission on the sale.*

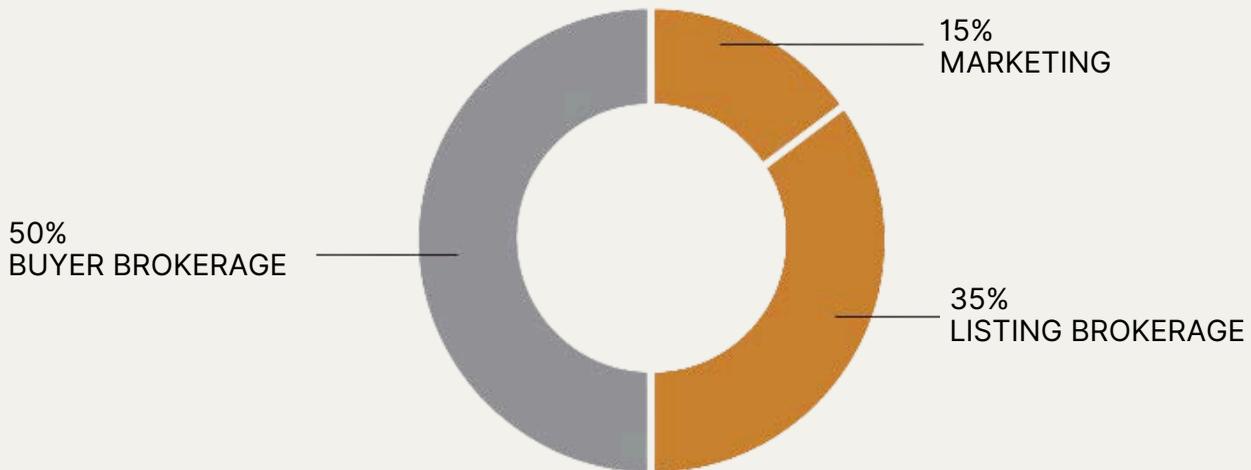
02. Listing Expenses

All marketing expenses, as well as other business expenses, come out of the listing agent commission. When working with Sweet Tea Realty, we include:

Professional Staging, Drone Photography, 3D Tours, Print Marketing... all at our expense.

04. When + How is Commission Paid

Commissions are paid upon closing from the proceeds of the sale. They are typically paid out of the deposit paid by the Buyer. We recommend that you request a deposit that covers, at minimum, the cost of the commissions.



*Dependent on each listing and buyer representation agreement.



Closing Costs

Closing costs are the expenses related to buying and selling a home. Below are some typical closing costs relating to selling and buying a property.

Closing Costs - Selling

LAWYER'S FEES - INCLUDING DISBURSEMENTS + ADJUSTMENTS (Costs Vary)	\$2,000 - 20,000
STAGING + UPDATING Staging (Usually \$1,500-5,000 - <i>paid in full by Sweet Tea</i>) Painting, Landscaping, Etc.	\$1,000+
MOVING COSTS	\$600+
REAL ESTATE FEES	Negotiated (often 2.5% each side)
UP-TO-DATE SURVEY May be requested by Buyer at Seller's Expense. Finding the original survey can save this expense.	\$2,000
CHANGE OF ADDRESS Post Office, Utility Companies, Etc.	\$40
STATUS CERTIFICATE Condominiums Only	\$150



Closing Costs - Buying

LAWYER'S FEES - INCLUDING DISBURSEMENTS + ADJUSTMENTS (Costs Vary)	~\$2,000
STATUS CERTIFICATE (CONDOMINIUM) This lengthy legal document has all of the financial information about the condominium corporation, as well as information about special assessments or any legal action.	\$150
CMHC INSURANCE 0.6% to 3.85%, depending on the ration of loan to value. This can be added to the mortgage amount and financed over the term of the mortgage. 13% HST premium amount must be paid ono closing. Your mortgage broker can walk you through the insurance amounts in more detail.	Varies
APPRAISAL FEE Many banks require an appraisal of the property. It may be covered by the bank, but if not the purchaser will have to pay the fee.	~\$350
TITLE INSURANCE Title insurance protects buyers from any errors in title that may arise during the time they own the property. Your lawyer will arrange this insurance at closing.	~\$600
PROPERTY INSURANCE Your house must be insured in order to get a mortgage	\$1,000-3,000
HOME INSPECTION A home inspection is a visual examination of the home by a qualified home inspector.	\$500+
MORTGAGE ADJUSTMENT PERIOD This is the portion of the month following closing, to the end of that month. The bank is entitled to mortgage interest on closing to that point. However, your actual mortgage payments wont start until one calendar month AFTER closing.	VARIES
LAND TRANSFER TAX There is a sliding scale for land transfer tax in Ontario. If you live in Toronto, there is an additional municipal land transfer tax. The First Time Home Buyer credit can qualify you for a rebate of up to \$4,000 for Ontario, with an additional \$4,475 in Toronto.	VARIES





We are here
for *you*

Based out of Uxbridge, we are a luxury leader in the desirable rural and urban areas of York, Durham, and the GTA. The vision of service for our clients has established us at the top of the markets we serve.

We are able to service all commercial, buying, selling, renting and investing desires with extensive market knowledge and a culture of collaboration to share insights and trends across our networks.

Couple these insights with our in-depth industry knowledge and incredible deal processing acumen, Sweet Tea Realty has access to the most incredible support behind every listing. This is why we are trusted to market and sell most exceptional properties.

Experienced • Knowledgeable • Reliable •



We Live In, Work In & Support Our Community

We are committed to the communities we live, work and raise our families in. We actively participate through volunteering our time and resources or through financial contributions to the initiatives that are most important to the families and businesses where we operate.

A HIGHLIGHT OF SOME OF THE ORGANIZATIONS WE SUPPORT:



You'll also see us actively participate in local community efforts big and small.



Main Street Realty Ltd., Brokerage
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