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MEET MELISSA

I grew up in Newmarket and spent most of my 22 years living, working, and enjoying life in Newmarket, Aurora, and King City. My passion for horses instilled in me the values of hard work, dedication, and responsibility from a young age. After earning a Bachelor of Arts Degree from the University of Guelph and experiencing life in Toronto as well, I met my husband and we decided to move north.

Real Estate had been an interest of mine for years, and I was thrilled when I purchased my first home in 2013 in the picturesque town of Wasaga Beach. Living near the water and close to ski slopes has proven to be one of my best decisions. Currently, I reside in Wasaga Beach with my husband, two children, and our beloved fur children.

I have personally invested in and managed properties in the Southern Georgian Bay area, and now I'm exploring the world of vacation rentals on Six Mile Channel. I find great joy in helping people navigate the highs and lows of buying and selling homes, understanding well the excitement, stress, and emotional aspects involved.

Whether you're looking to buy, sell, or simply have questions about the market, I would be delighted to connect with you.




YOUR MARKETING PLAN

Complimentary Photography

100% of Buyers are shopping online. Professional photography is incredibly important for the first impression. Floor plans are also included.

Target Marketing

Listing on local real estate board, Toronto Real Estate Board, word of mouth, Social Media Marketing on largest platforms and advertising at Keller Williams Realty Centres and through Keller Williams International platforms.



WHAT IS FAIR MARKET RENT FOR YOUR PROPERTY?

Determining the right rent for your property is key to attracting quality tenants while maximizing your return. Fair market rent (FMR) is the rental price that is consistent with the value of similar properties in the local area. Here's how we help you figure it out:

Comparing Local Listings: We research similar properties in your neighbourhood to see what other landlords are charging for similar units. This gives us a benchmark for what the market will bare.

Property Features & Condition: The size, location, and condition of your property play a big role in determining its value. We take all of these factors into account when setting a fair and competitive rent price.

Rental Trends: We look at local rental trends, including the demand for rental properties and any shifts in the area's rental prices. This helps ensure the price is in line with current market conditions.

Additional Factors: Things like amenities (parking, appliances, outdoor space) and the overall appeal of your property can affect its rental value. We help you weigh these factors to find the best price.

Setting the Right Price: Our goal is to help you find the right balance—ensuring you set a competitive rent that attracts good tenants while maximizing your return. We'll guide you through the process so you feel confident in your decision.



HOW WE CHOOSE THE RIGHT TENANT

I understand how important it is to find a great tenant for your rental property. Our goal is to make the process smooth and stress-free, ensuring your investment is in good hands. Here's how we help:

Effective Marketing: We create eye-catching listings to get your property in front of the right people. With professional photos and a strong online presence, we attract quality tenants who will appreciate your space.

Careful Tenant Screening: We take the time to screen each applicant carefully. This includes checking their credit, verifying their income, and speaking with past landlords to make sure they're a good fit for your property.


In-Person Interviews: We meet with prospective tenants to make sure they feel comfortable with the property and that they meet your expectations. This helps us find tenants who will treat your property with care.

Reference Checks: We contact previous landlords and personal references to confirm the applicant's reliability and character.

Clear Lease Agreements: Once we've found the right tenant, we walk through the lease agreement together to make sure everything is clear and fair for both sides.

Ongoing Support: Even after the lease is signed, We're always here if any questions or concerns come up.

Fee for Service: 1 Month's Rent Plus HST. ($\frac{1}{2}$ Month's rent to the cooperating brokerage and $\frac{1}{2}$ months rent to the listing brokerage.)



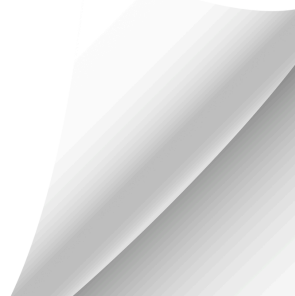
CLIENT TESTIMONIALS

“My brother and I had very limited knowledge of leasing an investment property in Wasaga Beach. We were not familiar with the area. We met Melissa Bachmann in August 2023. With her experience and expertise, she was very patient, knowledgeable, and professional. A number of people were interested in our property. She kept us posted every step of the way. She responded to our questions promptly and worked diligently to ensure we got the best tenants possible. She went above and beyond to look after the property when it was being advertised for leasing. For example, taking the garbage bins out, ensuring that the patio door was securely locked, making sure that the property was professionally clean before the new tenants moved in. We could not have asked a better agent. We would highly recommend Melissa Bachmann to anyone who is looking for a great real estate agent.”

"Melissa helped my partner and I purchase our first home earlier this year. Our search for a first home took quite awhile as we navigated multiple interest rate hikes and a hot real estate market. I can't thank Melissa enough for her help, patience and understanding as we went through the process. She was always available to answer any questions and shared our excitement when we found the right home. I'm looking forward to working with her on future home sales and purchases. I highly recommend Melissa if you are looking for a real estate agent!"


“I was very happy having Melissa help me with my recent home purchase. Melissa was always approachable and available. She gave us room to make our own decisions, but offered good advice when we asked for it. She led us to a trustworthy building inspector, and helped me navigate some online processes! Melissa was excellent, 5 stars!”

“Melissa has been an invaluable asset across various aspects of our real estate endeavours. From property acquisitions to securing suitable tenants for our rental units, her unwavering professionalism and exceptional customer service consistently exceed our expectations. Doing business with her is not only a pleasure but also an assurance of quality. Furthermore, Melissa's network extends beyond her own expertise. She has connected us with a diverse portfolio of skilled professionals, including a recommended lawyer who exemplifies the same level of dedication. This comprehensive support network enhances our confidence in navigating the complexities of real estate transactions. We truly value our partnership with Melissa and eagerly anticipate continuing our successful collaboration.”



OUR NEXT STEPS

The next steps that are starting to come together for the property listing at this point are as follows:

- Photography is booked for the property
 - Lockbox installed - please have key ready
 - Coming soon social posts are posted on all social media platforms within 3 days prior to going live to generate buzz
 - Live day - Listing is loaded onto the real estate boards, showing instructions are set up
 - Please have the home clean and ready for viewings
- 

WHAT TO EXPECT

- Showings, showing system, length, who is booking, etc.
- Applicant Offers - Types of offers, conditions, timeframes we might see
- Move in Day - Possession of keys

THANK YOU

Thank you for the opportunity to work with you on your rental property.

