

Open and Honest Teamwork Dedicated To Help You

Our team is dedicated to the sale of your home. We can guarantee that we will work openly with you on all aspects of the transaction. We are here to work with you and offer any advice or honest opinion we can in order to help. Working with our team opens your listing to new marketing strategies and helps to push your listing out from the clutter and forward to where it will stand out from others. We bring our combined experience together in order to provide each listing with the capability to attract the attention it deserves.

Our concept works because we are a team. We work together as one with the common goal of providing the best possible service for you. We work with professionals who can provide helpful input and also with you. We bring these elements together in order to finish each sale with ease and with new relationships. We succeed because we form strong bonds with those we work with.

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North Bay Home Sales Team

Century21 Blue Sky Region



Trevor Thomas  
Jean Jamieson  
David Sway

“The Strength of Teamwork”

**Our Mission Statement**

“We Strive To Make The Sale Of Your Home And All The Associated Activities Free Of Stress, Easy To Understand And At Times, Even Fun. Our Goal Is To Exceed Your Expectations And Provide You With Exceptional Service Throughout Our Relationship.”

“We Are Not Looking For A Quick Sale, We Are Looking For Relationships.  
Our Clients Become Our Friends.”  
-Trevor Thomas



**What Can You Do?**

When meeting with us about your home it is helpful to have a few things from you, the seller, in order to give interested buyers key information.

It would be helpful if you could bring:

- A Copy of Your Home’s Key.
- A Copy of Your Land Surveys
- A Copy of Your Property Tax Bills
- A Copy of Your Utility Bills

These Documents will help when buyers are looking into costs.

We would like to know what you think; What do you feel are the best qualities of your home?

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_
- 6. \_\_\_\_\_
- 7. \_\_\_\_\_
- 8. \_\_\_\_\_
- 9. \_\_\_\_\_
- 10. \_\_\_\_\_

## Just Ask Our Clients

I have had the extreme pleasure of dealing with Jean and Trevor in regards to purchase and sale of 3 homes in North Bay, the most recent dealing being last month. To state that we were satisfied would be an understatement. Jean and Trevor have, and continue to offer sound advice, are professionals, make themselves available for any questions/needs you might have, really care about their clients and in my opinion, are the best real estate team North Bay has to offer. There is no question as to who I will be contacting for any future real estate needs I may have. Many thanks again Jean and Trev, you guys are the best!"

-Derek Burgess

We were extremely pleased with the sale of our home when we listed with Jean and Trevor. We had previously tried to sell privately for 2 years. After listing our home we sold within 2 weeks. Buying was just as easy. We got to check out the house and it was just what we needed. It was painless and quick. Working with this team was a great investment. They knew just what to look for with us.

- Anne- Marie Bourke

The most pleasant real estate experience I have had selling, buying, selling, buying and selling again... Buying in the near future hopefully for the 4th time and wouldn't call or trust anyone else! You guys are truly awesome and made each experience easy and enjoyable. Thanks

- Cheryl Brotherston

They were very nice to deal with and extremely helpful throughout the whole process.

-Bill Moring

## Jean Jamieson, Broker



Jean, an accredited Broker, began her real estate career in 1989 after 22 successful years in the financing industry. A member of the Century21 Centurion Honour Society, Jean has found the time to be an active part of the community including Director and Committee Chair for the North Bay Real Estate Board, Chamber of Commerce Director and helping many local charities like, St. Andrew's Church, The Salvation Army, The Gathering Place and North Bay Food Bank, Rotary Kids Telethon, The North Bay Choral Society, The Gateway Theatre Guild and The North Bay Symphony. Jean is currently very active as a member of the North Bay and District MRI fundraising committee.

## Trevor Thomas, Sales Representative

Trevor offers 18 years of selling experience. Trevor shows dedication in his work, apparent in his ability to be a 'Top Producer' consistently with Century21 in North Bay. Also an active community member Trevor has held President and Director Positions with the North Bay Real Estate Board. Trevor has also participated and contributed to many community organizations including the West Ferris Minor Hockey Association, Laurentian Ski Club, Nipissing Kiwanis Club and the North Bay Girls Hockey Association and a member of the Rotary Club.



## David Sway, Sales Representative



Starting in Real Estate nearly four years ago, David began this new career with an already rich background in self employed customer service and brings this experience into each and every client interaction. A new addition to this team he shows his enthusiasm in every task he takes upon himself and comes to clients with an unparalleled motivation to fulfill expectations. David's ability to go above and beyond what clients anticipate makes David invaluable when working with you.

## Realtors Do A Lot more Than Meets The Eye

Realtors are hired to help in the sale of your home and handle the behind the scenes work to make the process as smooth as possible. A realtor's goal is to sell your home; however, **34% of homes on the market last year expired** before selling. This results in wasted time and efforts for everyone.

## Our Team Goes One Step Further

We are involved in every step of the process. We keep things moving on your behalf in order to sell your home.

Our effort and effective marketing strategies is evident in the knowledge that we **successfully sell 92%** of all our properties we list.

Our team holds strong relationships with professionals involved in the process of selling your home. Not only are we available for your sale, we have a working network of professionals with us so we can help with any area of the sale. From lawyers to bankers, home inspectors to decorators and handymen, we know who to talk to in order to sell your home.

We stay hands on throughout the sale from start to finish in order ensure no small detail goes un-noticed. We are available to answer questions about every aspect of your sale to make your closing as stress-free and simple as possible.

## Join The Team That Does More

Our numbers stack up against the competition, and we do more for you to earn it. Our team works harder in order to sell your home as effectively as possible. That little extra effort helps your home to bring in the buyers you want.

Our team offers pre home inspections completed before the house is shown. We take out the guess work when showing your home and create a confident buyer.

Our team has developed strong working relationships with working professionals in all aspects of your home's sale. We keep an open dialogue going throughout all the avenues related to your sale. You can be sure in each member of our team to stay involved to insure a smooth process.

Our team utilizes many different marketing avenues to insure as many potential buyers see your listing as possible. Our team will create a custom video tour of your home to be posted on our teams YouTube channel. With matching QR codes attached to the listings pages the YouTube videos are available to those with smart phone capabilities.

Lastly, a portion of each and every transaction is donated to One Kids Place; a child treatment center focusing on support to families of children in need of the services.

We believe in strong community involvement from making donations to participation in various charities and not-for-profit groups.



## Successful Selling

In order to sell your home quickly we need to bring in buyers that are, not only qualified to buy, but will also show interest in your property.

We do this through the strong relationships we hold with past clients and new buyers in order to know what they are looking for and what will be of interest.

We share new listings with realtors within our own office and also through MLS where realtors from all over Canada can have access to your listing.

Open houses allow us to find buyers that are suited for your home. We also meet potential buyers through open houses in similar neighborhoods or with similar features.

We use Social Media and various online marketing tactics in order to reach more of the buyers.

With 82% of buyers currently rising the internet as the first method of inquiry we make many avenues available for buyers to find listings.

Each house gets its own Domain and as an added bonus our team gives each listing a YouTube video of a tour of your home, this is then advertised through Facebook and Twitter as well as a QR code on listings in order to promote it further.



## Proper Marketing Sells Homes; Our Team Understands How To Use These Strategies To Sell More Effectively.

With the right marketing knowledge, selling your home can be done more effectively. Understanding of what we are selling, where we are selling, and pricing strategy, we can promote your property in an effective promotional strategy.

### Product

By understanding your home, and what draws interest, what features will bring in buyers we can bring interest to your home to sell.

### Pricing

Completing a comprehensive market analysis of your home allows us to understand buying trend in your area and what specific features are worth to buyers. Having experience to help us strategically price your home in order to stimulate buyer interest and sell your home effectively for the most amount of money in the shortest period of time

### Place

We have an understanding of the rules of real estate “location, location, location” which benefits your property when strategically placed advertising come into play.

### Promotion

We promote the sale of your home using many proven tactics in traditional and non-traditional media. We bring together many forms of advertising opportunities including all Social Media like YouTube and Facebook and LinkedIn promotion, generating QR Codes to direct Buyers on listings and more bring in a community of interested buyers. In addition we give your property its own domain.



## What Do You Expect From Your Realtor?

When you list your home, there are certain expectations that you will hold your realtor to. If you expect your home to be sold quickly, if you expect to sell your home for the best price it can possibly get in the current market, if you expect to have questions that need answers, if you expect that your realtor will do their best to successfully sell, if you expect that qualified buyers will be made aware of your listing, then you expect a standard of care and attention that is delivered in each and every transaction we deal with.

We understand the market, understand what specific features are worth and analyze data from past transactions so you can list your home for the best price to generate buyer interest and receive the best price for your property.

We work hard as a team and work with each other in that sense in order to give each listing the attention it deserves and needs in order to sell which results in a faster sale and less time on the market.

We keep involved with the transaction each step of the way and keep our knowledge current which means that we can answer any question you have, or find an answer quickly from industry experts we work closely with.

We put your listing on MLS where it is made available to realtors from all over Canada, your home is given its own domain in order to attract the 87% of buyers who search online for homes first. Your listing is given a YouTube video tour in order to help buyers to find properties they are interested in seeing further. Your listing is also promoted through Facebook and Twitter feeds with links to your online listing as well as QR codes to generate even more traffic to online listings.

We take care to sell your home, we work together in order to be sure your listing never gets shoved to the bottom of a pile. You have trusted us with your home's sale and we work hard to maintain that trust and build relationships with each client.

## Our Team Has The Numbers To Stand Up Against The Competition



In a comparison report of 2010 sales records, it was found that the average listing price for a home in North Bay area was at **\$202,242**.

Our team report from 2010 shows our listing price at **\$226,051**.

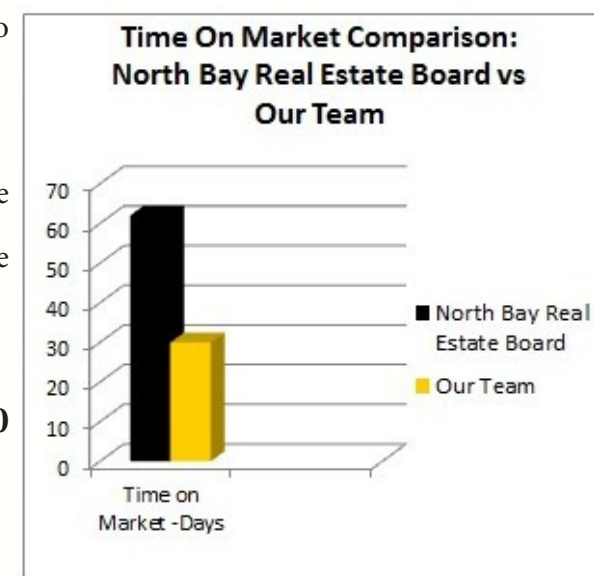
The average sale price for a home in North Bay was **\$195,119**.

Our team came in higher again with an average sale price of **\$220,494**.

Our team is fast and we have the numbers to back it up.

In a look at the average number of days a house stood on the market in 2010, the average in the North Bay area was **62 days before sale**.

Our team had an outstanding average of **only 30 days on the market**.



We see that on average, our team is not only listing homes at a higher price, but also selling at a higher price and in a shorter time.