

CHOOSE YOUR PAINT COLOR

MY FAVORITE *Whites*

SOFT WHITES



Chantilly Lace
Sherwin-Williams



Decorator's White
Benjamin Moore



Pure White
Sherwin-Williams



Snowbound
Sherwin-Williams

WARM WHITES



White Dove
Benjamin Moore



Soft Chamois
Benjamin Moore



Simply White
Benjamin Moore



Greek Villa
Sherwin-Williams



China White
Benjamin Moore



Swiss Coffee
Benjamin Moore



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10 THINGS YOU SHOULD SHARE *with your agent*

1. What is the name of your Home Owner's Association (HOA) if you have one?

How much are the dues? \$

How often are they recurring?

Any special assessments and/or lawsuits you are aware of? Y ☐ N ☐

2. Company name and average utility costs for:

Gas Co.
\$

Water Co.
\$

Electric Co.
\$

Trash Co.
\$

Additional
\$

3. Who is your current Insurance Company (if you have one)?

Any Insurance Claims on the property? Y ☐ N ☐

4. Have you had any leaks or pinhole leaks on the property? Y ☐ N ☐

Has the property been re-piped? Y ☐ N ☐ Any other plumbing issues? Y ☐ N ☐

5. If you have a pool, how deep is it?

6. Any inclusion and/or exclusions on the property?

Washer ☐ Dryer ☐ Refrigerator ☐ Drapes ☐ Curtains ☐ other:

7. Are there any leased items on the property? Y ☐ N ☐

8. Any deaths on the property in the last 5 years? Y ☐ N ☐

9. What are the distinguishing features of your home?

10. What do you like about the property?

Helpful Tips Before Your House Is On The Market

- Ask your agent to send you the seller disclosures early so you can take your time filling out.
- Video the property before you go live in MLS.



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PAINT SHEENS

FLAT

Perfect for ceilings since hides imperfections. Good for low traffic rooms like adult bedrooms & dining rooms

MATTE

Similar sheen to flat but more scrubbable

EGGSHELL

Most commonly used sheen for wall paint since it's low sheen & fairly durable

SATIN

Great wall paint for heavily used spaces like hallways & kids bedrooms

SEMI-GLOSS

Semi-gloss & gloss are commonly used for baseboards & other trim, doors, & cabinets

GLOSS


BETTER AT HIDING
IMPERFECTIONS
EASIER TO TOUCH UP




SHINIER EASIER TO
CLEAN MORE
DURABLE



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13 QUESTIONS TO ASK

The Agents You Interview

1. How many years have you been a full-time agent?
2. What is the total number of homes you have closed?
3. What are a few areas of specialty that you have?
4. What % of your business is sellers versus buyers?
5. Do you have written references you can provide me with?
6. What are your five best methods of finding buyers for my home?
7. What is the game/marketing plan you have for getting my home sold?
8. What internet platforms will you use to expose my home?
9. What is the absorption rate of homes right now in our local market?
10. What is your list price to sales price ratio?
11. What is your percentage of homes sold versus expired?
12. What metrics did you use other than comparables from the MLS to determine the pricing of my home?
13. What is your strategy if the market doesn't respond to my home within two to three weeks?

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Interview Questions You Should ASK

Your Buyer's Agent

EXPERIENCE AND CREDENTIALS:

1. How long have you been a real estate agent?
2. Are you a full-time or part-time agent?

MARKET KNOWLEDGE:

1. How familiar are you with the local housing market?
2. Can you provide recent examples of properties you've sold in the area?
3. What trends are currently affecting the local real estate market?

COMMUNICATION:

1. What is your preferred method of communication, and how often should I expect updates?
2. Can I reach you outside of regular business hours in case of an emergency?

FINANCING AND COSTS:

1. Can you recommend trusted mortgage lenders or financial institutions?
2. What costs should I be aware of beyond the purchase price (e.g., closing costs, property taxes)?

PROPERTY SPECIFICS:

1. What types of properties do you specialize in (e.g., single-family homes, condos)?
2. Can you help me identify potential issues or red flags with a property?

LOCAL AMENITIES AND SERVICES:

1. Can you provide information about schools, parks, public transit, and other amenities in the area?
2. What is the primary area where you do most of your real estate business?

OFFER AND CONTRACT PROCESS:

1. Can you explain the process of making an offer and what conditions are typically included?
2. What assistance can you provide in understanding the terms and conditions of the contract?

REPRESENTATION AND DUAL AGENCY:

1. Will I be working with you directly or a team? What does working with you look like?
2. How many clients are you currently working with?
3. Will you be representing only me in this transaction, or do you also represent the seller?
4. What are the implications of dual agency, and how will my interests be protected?
5. What is your coverage plan if you are not available due to sickness or other unforeseen emergencies?

COMMISSION:

1. What is the fee structure? Do I pay for your buyer's commission? If so, what do you charge for your services?
2. What if the seller is not offering a commission to the buyer's agent?
3. Can I use more than one buyer's agent to search for properties for me?
4. Do you require a Buyer/Broker Agreement? If so, does it have to be exclusive or will you entertain non-exclusive?
5. What is the minimum term you would consider in a buyer/broker agreement?

FINAL QUESTIONS:

1. What is the best way to find what I am looking for?
2. Can you provide references for me to contact?
3. Do you have any questions for me?



Questions To Ask When Reviewing Your Contract

Purchase Price: _____

Terms of contract: _____

Initial deposit amount: _____

Loan Amount: _____

Proof of funds to cover initial deposit amount and down payment (pre-approval from a mortgage broker or lender: ☐ Delivered

CONDITIONS: You should know how many days after a fully executed contract the following conditions are due and the actual date they are due. Mark it on your calendar!

Financing Date: _____

Home Inspection Date: _____

Sale Of Another Property Date: _____

Condo Documents Review Date: _____

Once all of these conditions are complete, the buyer is required to give you all CONDITION WAIVERS. This is a formal waiver a buyer will sign. Make sure you receive a copy of this condition removal.

Possession Date: _____

% Downpayment towards loan: _____

If the buyer misses any condition dates discuss with your REALTOR®.

If the buyer fails to pay a deposit by the agreed date, the seller may void this contract at the seller's option by giving the buyer written notice. The seller's option expires when the seller accepts a deposit, even if late.

If the closing is delayed, discuss with your REALTOR® what the next steps are.



Home Staging CHECKLIST

1. Depersonalize your home: remove family photos and awards, religious and college items, and any books that might offend someone.
2. Declutter: remove 30% of your items, including items on surfaces like kitchen counters and nightstands.
3. Use WHITE towels.
4. Use neutral-colored bed linens, duvets, and coverlets.
5. Use neutral throw pillows with varying textures.
6. Ensure pictures and artwork are not hung too high — center them at 60 inches from the ground.
7. Add plants (even artificial ones) — try to have a plant in almost every room.
8. Follow the Rule of Three: use only three items in any décor grouping.
9. Follow the 60-30-10 Rule for colors:
10. 60% primary color
11. 30% secondary color
12. 10% accent color
13. Use large décor items rather than small ones.
14. Deep clean the property.
15. Wash windows.
16. Tidy up the yard — remove dead plants, replace with thriving plants, and add mulch.
17. Repaint or touch up paint (white is recommended).
18. Ensure all lightbulbs are functioning.



19. Remove family names or children's names displayed on walls. Privacy is important.
20. Remove bathroom, laundry and kitchen mats. Bathroom scales, too.
21. Add mirrors.
22. Add a pleasant odor (vanilla is a neutral odor most accept).
23. Every room should have enough space to move through it easily.
24. When in doubt, take it out.
25. Remove signs of pets and kids.
26. Every room should have a specific function.
27. Remove all dingy window treatments or ones that are not functioning.
28. Add larger area rugs where all the furniture fits on the rug or at least each piece of furniture touches the rug. Small area rugs are not recommended.



Things That *Do* Come Up On A Home Inspection

- Smoke and CO detectors are not installed or placed in the correct areas.
- Water heater needs to be strapped properly, and a sediment trap needs to be installed properly. Having a pan under the water heater is encouraged. If you have a tankless water heater, the inspector will recommend descaling.
- Broken or compromised windows.
- Lights are inoperable and cover plates are missing or broken.
- GFI outlets are not installed near water sources.
- HVAC systems are not functioning properly (low Freon levels, poor temperature readings, end of life).
- Filters throughout house are dirty and need replacement.
- Doors are not opening or closing properly.
- Stair railings are loose or too low.
- Fireplace damper clip is not present.
- Fireplace gas not functioning properly.
- Cracked grout in bathrooms, kitchen, and flooring.
- Refrigerator coil has not been cleaned out.
- Faucets are loose, and the hot and cold water lines are swapped.
- Kitchen cooktop burners are not operational, and knobs are missing.
- Garbage disposal is not operational and/or not working properly.
- Air gap is missing at kitchen counter (needed for dishwasher drainage).
- Cabinets and drawers aren't opening and/or closing properly.
- Oven is dirty and buttons/knobs aren't legible.
- Water dispenser in refrigerator is not operational.
- Ice maker in refrigerator is not operational.
- Beverage refrigerators are not operational.
- Mold and mildew present (under sinks, washer/dryer, dishwashers, refrigerators, etc.).
- Water pressure is either too high or too low (water pressure regulator needs adjusting or replacement).
- Shower diverter not operating properly.
- Shower head not operating properly (mineral deposits present).
- Cracked grout at shower and bathroom countertops.
- Toilets are loose and need to be secured properly.
- Cracked roof tiles and/or stains in attic or ceiling.
- Testing popcorn ceiling for asbestos will be recommended.
- Fire sprinkler caps are missing.
- Imperfections in ceilings will be noted (may require further investigation).
- Proper safety sensors at garage door are inoperable and/or not present.
- No fire-rated door from house to garage (doggie doors compromise the rating). Fire-rated garage door does not automatically close.
- Broken or cracked truss in attic and insufficient ventilation in attic.
- Insulation is ripped or torn.
- Radon gas present in area.
- Roof gutters are full of debris.
- Evidence of pests in attic and/or eaves or other areas of the property.
- Fences are not stable, are leaning, or need replacement. Garden gates don't latch or align properly.
- Trees are overgrown and need trimming.
- Soil on the exterior of the home is too high up on the weep screed.
- Pool equipment not functioning properly (pump, cartridges, motor, fountain feature), and pool structure issues (water leaks, coping, not level, etc.).



Things That ***Don't*** Come Up On A Home Inspection



1. Cosmetic defects
2. Imperfections in paint and flooring
3. Landscape drainage
4. Local school ratings
5. Fountain functionality
6. Diseased plants and trees
7. BBQ ignitor and functionality
8. Garden sprinklers and lighting
9. Functionality of window treatments
10. Exterior patio heaters, fire pits, and fireplaces
11. Areas under carpets and rugs
12. Homeowners Association (HOA) facilities and details
13. Traffic noise and other neighbourhood nuisances
14. Dirty grout, knobs, door handles, garage door button,
15. and lighting cover plates
16. Local codes and permits (inspectors do not verify these)



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