



## STEPPER CUSTOM HOMES GUARANTEED SALE PROGRAM

### 1. Why would I need a guarantee?

Guarantees are beneficial when you can't get mortgage approval on the purchase without having your existing property sold or you just want reassurance that you have a deal no matter what happens in the real estate market.

### 2. Can I sell for more than the guarantee?

Yes, this is what happens in most cases.

### 3. How do you come up with the price?

We use similar sales of properties in your area to determine the overall price of your home and then 7 to 10% will be taken off the approximate net you would receive on a deal in the existing market conditions.

Example: if your property was worth \$350,000 on the open market, we first remove the real estate commissions and then the 7 to 10% comes off that figure giving you a net guarantee. In this scenario the guarantee would be \$301,027.50 when based on 10%. The percentage that is removed is based on market conditions and where the property is located.

### 4. Do you offer guarantees outside Calgary?

We have offered this service outside the city, but it will depend again on how far out and on the current market conditions.

### 5. Will you guarantee any price?

Although we would like to accommodate everyone, the guarantee program that we offer is conditional at times on higher end homes due to what current market conditions are. However we assess each request on an individual basis and would be more than happy to come out and give you a current evaluation on your property.

### 6. So if I sell for higher than the guarantee what happens?

You keep the higher sale price less commissions and the guarantee becomes void.



7. How long do I have to sell my home, and can I list at any time?

In most cases we list your home 3-3 1/2 months before your approximate new home possession date. If you list too far ahead, it is difficult to get the buyer to take a longer possession.

8. Do other agents/buyers know I have a guarantee?

No.

9. Can I cancel the guarantee after I have signed it?

Yes, but you will have to pay half of the agreed upon commissions as a penalty for breaking the contract. As well, your banker may not allow this being as they may have used the guarantee to approve your mortgage.

10. Who do I list my home with?

Your property would be well taken care of by Richard Fleming with Re/Max Mountainview. Richard has over 23 years experience selling residential homes and condominiums.

In most cases the home owner does not want to see their home sell at the guarantee value, but the main thing to remember is this is not a reflection of what your home is worth. The guarantee price is slightly lower than market value but provides home owners with the assurance of knowing their home will indeed be sold. Many home owners choose to take the guarantee because they feel comfortable that they will sell for a higher dollar and will be able to keep the higher amount when the property does sell. Best of all, it gives home owners peace of mind. In the vast amount of years, Stepper has offered guaranteed sales, they have only had to purchase 3 out of the hundreds of homes on this program. We have found on numerous occasions that the home owner benefits by not having to move 2 times. It is very rare that the guarantee ever has to be used by the owner as the home typically sells within the period for a higher amount than the guarantee.

Although there may be some restrictions, the best way to figure out if a guaranteed sale will work for you is by having Richard Fleming come out and give you a no cost or obligation market evaluation and let you know what the guarantee price would be.

For further questions about the guarantee or if you would like an evaluation to determine the guarantee, please call,

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