



Paperless Preparation Meeting with a Seller

A guide to paperless Real Estate by ViMO

Prepare for your meeting by gathering relevant information on the client's property.



Research their property using land registry data (such as **GeoWarehouse!**).



2

Find out when the owner purchased the property and what they paid.



1

Confirm that your client is the owner on title of the property.

In **GeoWarehouse** you can:

3

Determine the potential equity the client has in their home.

4

Research comparable sales in the area to help approximate the value of the home.



Use your iPad to prepare the information you have found to present to the client.

Create a profile for your client with all known information (**ViMO** allows you to import your contacts & create client profiles).



ViMO allows you to load an in-depth report on any property at the tap of a button



During the initial walk-through of a client's home, take pictures to document its features.



In **ViMO**, you can upload a photo of the property in its profile.

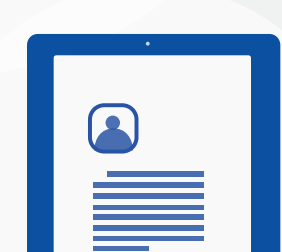


These photos are not for marketing the home, but help you to consider how best to stage the home.

Record any details that cannot be documented by photography on your iPad (such as dimensions, foundation issues, etc).

Load a detailed report on the property to present to the client after viewing their home.

The **ViMO** client profile provides space to make notes about your client's property.



ViMO allows you to generate in-depth reports on properties even if they are not yet on the market.

During the pricing conversation, give the client an overview of how homes are selling in the neighbourhood.



3

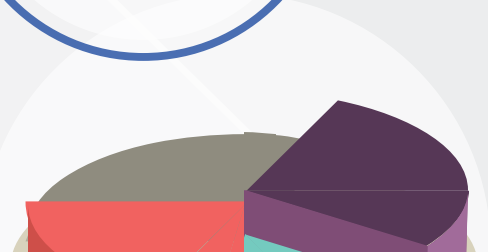
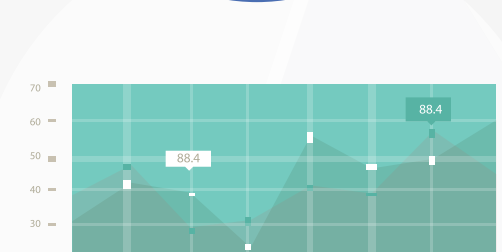
Growth Rate

2

Average Home Price

1

Market Turnover



ViMO displays interactive maps displaying growth rate, average price, and market turnover of any area.

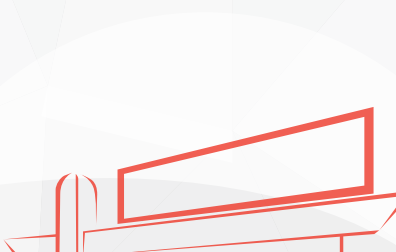
Describe the possible types of buyers that may be interested in the home.

Identifying which demographic may be interested in the property helps justify a price to your client.



ViMO property reports review the demographic of the neighbourhood in which the property is located (average age, income, family structure, etc).

Present a property report on the nearest comparable recent sale in the area.



Using e-signature software, have your client sign a listing agreement.

ViMO forms auto-populate with yours and your client's information, and are integrated with Digital Signing software!



At the end of the meeting, wow your client by generating a property report on their home in **ViMO!**

You can email the report to your client with the tap of a button!



ViMO is an app for iPad that will change the way you do real estate. With ViMO you have the ability to generate presentation and properties reports on-the-go, obtain relevant information at the tap of a button, and go paperless! Technology moves fast, why not evolve your business with it?

VIP EXPERIENCE GONE MOBILE!

To learn more, visit www.myvimo.ca