



**GRASSROOTS**

REALTY GROUP

# BUYING GUIDE

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GEOFF HILHORST,  
REALTOR



## GEOFF HILHORST

Meet Geoff Hilhorst, a community-focused Realtor making waves in the stunning Bow Valley of Alberta as a valued member of Grassroots Realty Group. With a heart for both people and property, Geoff Hilhorst has seamlessly blended a passion for real estate with a genuine commitment to the well-being of the local community.

Specializing in the Bow Valley market, Geoff offers clients not only a wealth of industry knowledge but also a personalized and empathetic approach that goes beyond the transactional, ensuring that each real estate journey is a positive and fulfilling experience.

Geoff is dedicated to upholding the highest standards of integrity and professionalism. With a keen understanding of the unique dynamics shaping the Bow Valley real estate landscape, Geoff stands out as a trusted ally, helping clients navigate the intricacies of buying or selling their homes. Whether it's finding that perfect mountain retreat or contributing to the growth and vitality of the community.

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# ABOUT GRASSROOTS REALTY GROUP

GRASSROOTS REALTY GROUP IS A BOUTIQUE  
REAL ESTATE BROKERAGE, FOUNDED IN ALBERTA,  
BY ALBERTANS, FOR ALBERTANS

Grassroots Realty Group is a boutique real estate marketing firm that is dissecting every pre-conceived notion of what makes a real estate brokerage; we're taking a grassroots approach and rebuilding it from the bottom up. Real estate marketing has been tired, bored and stagnant for years, and we are here to change the game. We are constantly asking ourselves the question, what isn't working? How can we do it better? If we get to the core of real estate, it all comes down to marketing. Real estate is our passion, and changing the marketing game is our mission!



## LEADING MARKETING

Out of the box and industry leading marketing that will result in quicker sales, higher sale prices, and a more stress free environment.

## STATE OF THE ART TECH

An agent who is enabled with state-of-the-art technology to make smart and informed business decisions in the demanding fast paced real estate market.

**"GRASSROOTS AGENTS ARE HONEST, HARD-WORKING, GRITTY AND FUN LOVING, JUST LIKE ALBERTANS"**



## LOCAL ROOTS

Working with an agent with local roots who is fiercely connected to the business, social, and educational communities.

# THE BUYING PROCESS

PART 1

## RESEARCH

We work hard to research on your behalf, we love to roll our sleeves up and get to work finding your the perfect home!

## PRE-APPROVAL

Work with your favourite lender - Broker or Bank to establish budget, terms and rate. Ask lots of questions!

## HIRE GRASSROOTS

We work with you through an exclusive buyer representation agreement

## SIGN UP + LAUNCH

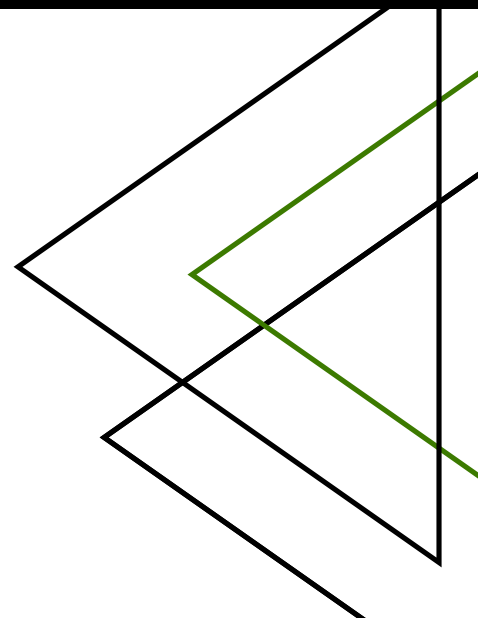
We will book all viewings from your selected listings and personally show them to you and your family.

## FIND THE PERFECT HOME OR INVESTMENT OPPORTUNITY

It may take a few tours to find your perfect home, but it's out there, and we will find it!

## MAKE AN OFFER

We present the offer to the seller's realtor with all the required documentation needed to submit an offer. As a team, we will discuss our negotiation strategy to ensure you get the best price!



# THE BUYING PROCESS

PART 2

## SECURE FINANCING

Usually 2-3 weeks, we send everything to your lender on your behalf! Don't be worried if the lender asks for an appraisal! This is usually good news as its the last missing piece.

## COMPLETE INSPECTIONS

The inspection requirements are different depending on the type of purchase, but we are happy to refer you to our industry experts to get the job done.

## SOLD!

With military like precision, we've achieved our objective. It doesn't end there though! This is where we send the deal to the lawyers.

## LEGAL

Now that we have a done deal, we need the lawyers to make it official. Bank documents and title transfers are all done at this time.

## KEY RELEASE

We will be there to do final walk through and collect all the keys from them. We will facilitate a key hand off to you and make sure everyone is happy.

## POP BOTTLES AND ENJOY

We did it!!! This was a full team effort and with every successful seller, there is always a reason to celebrate. This is another area we excel in

# CRITERIA

(BUYER CONSULTATION)

## YOUR DETAILED PROFILE:

PRICE RANGE: .....

SQFT: .....

LOCATION: .....

STYLE OF HOUSE: .....

BEDROOMS: .....

BATHROOMS: .....

TYPE OF GARAGE: .....

ACREAGE: .....

OTHER: .....

With your criteria we are able to conduct multiple listing searches within MLS hour by hour! You will be emailed matched listings within 4 hours of being posted. Pick the ones you would like to view and we will arrange the showings. The name of the game is FUN and SIMPLE for you!



# MOVING CHECKLIST



## CHANGE MAILING ADDRESS

Bank, phone, CRA, subscriptions, municipal. Set up mail forwarding



## SET UP NEW / CANCEL OLD UTILITIES

Water, gas, electrical, internet, phone, cable., alarm. Set up Installs.



## GET INSURANCE ON NEW HOME

Get multiple quotes, bundle with auto to save. Lawyers will need this!



## MAKE MOVING ARRANGMENTS

Schedule a pre-possession walk through, ensure condo is move in ready



## TALK TO YOUR LENDER

Talk to your bank or broker, will be needed min. 2-3 days before closing.



## ORDER PIZZA

Trust us, you will be busy! We are here to help, and we also love pizza.





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**THANKS FOR BUYING WITH ONE OF  
CANADA'S FASTEST GROWING  
NEW COMPANIES**

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