



SELLING YOUR HOME WITH CONNIE BUNA

**YOUR GUIDE TO
SELLING IN GREATER
VANCOUVER**

CONNIEBUNA.COM





MAKING YOUR HOME SALE A SUCCESS!

Selling your home is a significant decision, and it deserves experienced guidance you can trust. With more than 20 years of real estate experience and hundreds of successful contract negotiations, Connie Buna Real Estate Group brings a steady, proven approach to every sale. Our team pairs thoughtful preparation with strategic marketing and skilled negotiation to protect your interests and position your home strongly in any market. From our first conversation through closing and beyond, we take care of the details, advocate clearly on your behalf, and ensure the process feels supported, well-paced, and aligned with what matters most to you.

FOR WHAT IT'S WORTH

Our approach begins with a clear and honest evaluation of your home, grounded in experience rather than optimism or pressure. We stay closely attuned to market conditions, tracking shifts as they happen so we can adjust strategy thoughtfully and in real time. By combining straight talk, careful timing, and proactive communication, we work to remove unnecessary stress and create a process that feels calm, organized, and well supported from start to finish.

Connie's commitment to ensuring a positive experience for clients is what places her in the top 1%* of Realtors in both Greater Vancouver and across Canada. Bringing expertise and integrity to our clients, our team of Realtors is ready to guide you through the selling process every step of the way.

*based on units of production and gross commissions earning among all members of the Canadian Real Estate Association.

ABOUT THIS GUIDE

We designed this guide to help our clients prepare to sell their home and ensure exceptional communication and service throughout the process, from start to finish.

USE THIS SELLER'S GUIDE AS YOUR GO- TO RESOURCE FOR YOUR HOME-SELLING QUESTIONS.

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WHAT WE DO FOR YOU

WE'RE ABOUT MORE THAN JUST A SIGN OUT FRONT.

We're committed to **exceeding expectations**. You deserve more than a phone call here and there and an occasional viewing. Our outstanding team will be at your side from beginning to end, ensuring that every step goes smoothly and your property sells for the best price the market can offer.

The real estate landscape is constantly changing, so we focus on marketing methods that work. From pricing and promotions to open houses and offers, we pride ourselves on providing our clients with trusted, timely guidance throughout the process.

PRICING

We price your home strategically to stay competitive with current market trends

STAGING

Our service package includes a staging consultation to enhance the presentation of your home.

COLLABORATION

Our incredible team of real estate professionals includes an expansive network of financial experts, home service providers, creative specialists, and contractors.

SEO

To optimize your property listing, we post keyword-tagged professional photographs, floor plans, and descriptions, and use the global MLS system and local real estate websites to ensure your home listing reaches both local and out-of-town buyers.

MARKETING

We actively market your property through digital marketing, direct mail-outs, knocking on doors, and phone calls, as well as hosting private and public showings. To promote your sale, we create a marketing plan that will ensure buyers see your home, the home is available to view and we have all of the right information to allow for a buyer to make the right decision about an offer

We provide you with frequent updates throughout the process and regular summaries of our marketing efforts and progress.

NEGOTIATIONS

We sit down with you to review all offers and go through the pros and cons of each. We negotiate and make counter-offers with your interests and priorities in mind. Our focus is to maximize your position. We prepare, coordinate, and finalize the closing details with you and your lawyer/notary to ensure a smooth sale.

CLIENT STORIES

LOUISE

Working with Connie and her team was such a positive experience from start to finish. Selling a home can be incredibly stressful, especially when it's one you've loved and lived in for so many years. But Connie approached every step with such care, attention to detail, and genuine understanding. Connie clearly understood how emotional this process was for me, and she handled everything with kindness, patience, and professionalism. Every question was answered, every need anticipated, every small detail looked after, and I always felt fully supported.

It's rare to find a Realtor who combines deep market expertise with such empathy, heart, and care for the community, but that's exactly what she and her team deliver. I'm so grateful for their guidance through such a big transition, and would recommend them to anyone looking for not just great results (and they were GREAT results), but a truly caring experience.

BARBARA

Buying, selling and moving house was a new experience for me so I relied on Connie and her experienced team to walk me through each step. I was not disappointed - every step was explained, every email responded to promptly, and the results are very satisfying. My home was marketed with skill and sold very quickly well over asking price.

My downsized condo is everything I wanted and asked for. I would highly recommend Connie, Marce and the team; they really know how to deliver results. Happy new senior homeowner!

SANDI

I was completely lost at the idea of selling my condo, but I was incredibly fortunate to have Connie recommended to me. She has been practical, informative and contacted me throughout this process. Her advice led to good decision making and my condo sold in 7 days. I would not hesitate to recommend her for sales or purchase.

CORILEE

I couldn't be more pleased with the service that I experienced listing my home for sale with Connie Buna. Upon meeting her, I was immediately taken with Connie's professional expertise, knowledge and clarity in communication.

I was happy to take advantage of an included service of meeting with a staging consultant which helped immensely in getting my home ready for sale. A custom made For Sale sign and creative and professional marketing materials added to making my home stand out. Quickly responsive to any of my questions, Connie and her team members kept me up to date at all times during the process. Letting me know what was to be expected and filling me in about the next stages were really helpful. I'm grateful that I was able to move through the process of selling my home easily and I can credit Connie and the team for making it so.

HOW WE SUPPORT YOU WHEN YOU SELL

This process is not about selling fast at any cost. It is about selling well, with clarity, care, and respect for what this home has held.

1. Clear Pricing, Rooted in Reality

Understanding where your home fits and why

We begin with a detailed market analysis that looks at active, sold, and expired listings, alongside what is unfolding right now in your neighbourhood.

We know what we're doing. This is not about chasing numbers. It is about naming what is true, so you can make decisions that feel well considered and well timed.

What this gives you is a clear understanding of value, meaningful context, and a pricing strategy you can stand behind.

2. Preparing Your Home with Care

Making thoughtful choices that help buyers feel at home

We offer a complimentary staging consultation to help your home show at its very best. Sometimes that means small shifts. Sometimes it means knowing what not to change. The goal is never perfection. It is presence.

What this gives you is a focused plan for preparation without unnecessary overwhelm.

A THOUGHTFUL, STEADY APPROACH FROM FIRST CONVERSATION TO CLOSING DAY.

Selling a home is not just a transaction. It is a transition. Our role is to guide the process with care, clarity, and intention so you can move forward feeling informed, supported, and confident.

3. Photography That Feels Honest and Inviting

Capturing light, flow, and feeling

Professional photography helps buyers connect before they ever walk through the door. We work with trusted photographers who know how to capture your home's warmth, scale, and potential with care and integrity.

What this gives you is a strong first impression that feels welcoming and true to the space.

4. Floor Plans That Help People Imagine Living There

Clear, accurate, and easy to understand

We provide professionally measured floor plans with precise dimensions, directional exposure, and interactive views. These details help buyers orient themselves and picture how the home might hold their lives.

What this gives you is transparency and confidence for serious buyers.

5. Thoughtful Listing Placement

Making sure the right people see your home

Your listing is carefully prepared and optimized for MLS and other key platforms. We pay close attention to language, flow, and timing because how a home is introduced matters just as much as where it's found.

What this gives you is wide reaching visibility without noise or hype.

6. Listing Centric Signage

Local, clear, and intentional

Each listing receives custom signage designed to feel professional, calm, and welcoming. It is not just a marker. It is a signal to the neighbourhood that something meaningful is happening here.

What this gives you is visibility that respects the community your home belongs to.

7. Beautiful, Useful Print Materials

For people who still love something they can hold

We create professionally designed listing sheets that include photos, floor plans, and key details for open houses, private showings, and thoughtful follow up.

What this gives you is tangible information that feels considered, not disposable.

8. Creative Touchpoints That Feel Human

Small details that make people linger

From open house details to one of a kind promotional pieces, we bring warmth and creativity to how your home is shared. Nothing gimmicky. Just thoughtful touches that reflect care.

What this gives you is memorability rooted in sincerity.

9. Open Houses Hosted with Intention

Welcoming people in and giving them space

Open houses are hosted with presence and professionalism. We invite buyers, agents, and curious neighbours alike, creating room for genuine connection and meaningful feedback.

Neighbour Preview Open House

We can also host a special open house just for neighbours. Often, the best buyer is already one degree away.

What this gives you is broader reach and organic word of mouth.

10. Proactive Outreach, Thoughtfully Done

Consistent advocacy behind the scenes

We actively share your listing with trusted agents, follow up on interest, connect with neighbours, and gather thoughtful feedback, all while keeping the tone respectful and measured.

What this gives you is steady momentum without pressure.

11. Communication You Can Rely On

You will always know where things stand

We are always here for you. You are welcome to reach out anytime. Along the way, you will receive regular updates, market context, and clear summaries so you always know what is happening and what comes next.

What this gives you is peace of mind through clarity and consistency.

ADVERTISING AND MARKETING — WHERE YOUR HOME IS SEEN

A WIDE REACHING, WELL PLACED APPROACH TO ADVERTISING.

When your home comes to market, where it appears matters just as much as how it is presented. Our approach to advertising is built around visibility, accuracy, and trust, making sure serious buyers and the agents who represent them can find your property easily and often.



BOARD RECIPROCITY

Extending reach across the entire agent network

Through board reciprocity, your MLS listing is automatically shared across every agent website that advertises MLS listings. This means your home appears not only on major consumer platforms, but also directly within the systems and websites agents use every day.

What this gives you is extended reach across the full professional real estate network, without duplication or extra effort.

SOCIAL MEDIA ADVERTISING

Meeting buyers where they already are

Your listing is shared across social media platforms where buyers spend time discovering, saving, and sharing homes. This includes organic posting as well as paid promotion to ensure your property reaches beyond our immediate audience.

What this gives you is increased awareness and engagement from buyers who may not yet be actively searching on listing sites.

REALTOR.CA

A trusted national search platform

Your listing is advertised on REALTOR.ca, one of the most widely used real estate search platforms in Canada. Many buyers begin their search here because of its reliability, accuracy, and connection to MLS data.

What this gives you is national visibility backed by trust and credibility.

GOOGLE ADVERTISING AND AD PLACEMENT

Reaching buyers through targeted search

We also invest in Google advertising and ad placement to help your listing appear when buyers are actively searching online. This ensures your home is visible not only on real estate platforms, but also across the broader web.

What this gives you is added reach during key moments of buyer intent.

REW

Premium placement on a leading BC search platform

We hold a premium agent subscription with REW, a powerful and well known real estate search engine in British Columbia. This allows your listing to receive enhanced visibility and placement within a platform many local buyers actively use.

What this gives you is stronger exposure to buyers who are specifically searching within BC markets.

THE BIG PICTURE

Every property benefits from layered exposure. No single platform does all the work on its own. By combining the strength of MLS, trusted public search sites, professional networks, and targeted digital advertising, we create a well rounded presence that keeps your home visible throughout the market cycle.

What this gives you is confidence that your home is being seen by the right people, in the right places, at the right time.

LISTING MANAGEMENT SUPPORT

WHAT YOU CAN EXPECT ONCE YOUR HOME IS ON THE MARKET.

Marketing a home and ensuring it gets SOLD requires hundreds of decisions and conversations.. Ongoing care, attention, and communication are what keep the process moving smoothly. Our team's role is to manage the details, track activity, and keep you clearly informed at every stage.

1. Clear, Consistent Communication

So nothing gets missed and nothing feels confusing

Our team keeps you up to date every step of the way. You can expect regular check ins that include current market conditions, listing activity, and buyer feedback as it comes in.

We provide clear summaries of important conversations, decisions, and next steps so you always have a record to return to. This ensures details are not lost and information is easy to find when you need it.

What this gives you is clarity, continuity, and confidence that everything is being tracked and handled with care.

2. Documentation Sourcing and Review

Making sure every important detail is clear, complete, and accessible

When you hire our team, you are trusting us to manage the details that matter most. We take responsibility for sourcing, reviewing, and organizing all relevant documentation related to your home or strata.

This includes gathering key records, reviewing them for accuracy and completeness, and presenting the information in a clear and cohesive way for prospective buyers and their agents. Our goal is to ensure that nothing is overlooked and that questions can be answered easily and confidently.

By having all documentation available and well organized from the start, we help create a smoother due diligence process for buyers and a stronger, more compelling listing for you.

What this gives you is confidence that your home is represented clearly, professionally, and with care, reducing friction and supporting a successful sale.



3. Experienced Contract Review and Negotiation

Clear advice and strong advocacy

Connie and her team have sold hundreds of properties, bringing deep experience to contract review, terms, and negotiations. We help you understand what matters most in each offer and how different conditions may impact your outcome.

Our strong listing price to selling price ratio reflects careful pricing and confident negotiation. We advocate firmly on your behalf to secure the best possible price and terms available.

What this gives you is experienced guidance and skilled representation when it matters most.

4. A relationship that continues beyond the sale

Support that doesn't end at closing

Connie and her team have sold hundreds of properties, bringing deep experience to contract review, terms, and negotiations. We help you understand what matters most in each offer and how different conditions may impact your outcome.

Our strong listing price to selling price ratio reflects careful pricing and confident negotiation. We advocate firmly on your behalf to secure the best possible price and terms available.

What this gives you is experienced guidance and skilled representation when it matters most.

WHAT COSTS CAN YOU EXPECT?

TYPICAL COSTS WHEN SELLING A HOME IN GREATER VANCOUVER

When planning a sale, it is helpful to understand the costs that commonly come up along the way. Some are expected, others depend on your specific property, timeline, or mortgage terms. We review these early so there are no surprises.

Real Estate Commission

This is paid to your real estate brokerage for marketing, negotiation, and representation. Commission is typically calculated as a percentage of the final sale price and is paid from the sale proceeds on completion. There are no standards with respect to commission and it can vary widely. Our fee is 7% on the first \$100,000.00 and 3% on the remaining balance of the final sale price.

This cost is discussed and confirmed in advance so expectations are clear.

Legal Fees and Disbursements

A real estate lawyer or notary is required to complete the sale.

Fees generally cover

- preparing and reviewing documents
- handling the transfer of funds
- paying out existing charges on title

Legal costs vary, but are usually a few thousand dollars depending on complexity.

Mortgage Discharge or Prepayment Penalties

If you have an existing mortgage, your lender may charge:

- a mortgage discharge fee
- a prepayment penalty if the mortgage is broken early

The amount depends on your lender, interest rate, and mortgage terms. We recommend checking this early so it can be planned for.

Property Preparation Costs

Some sellers choose to invest in preparing their home for the market. These costs vary widely and may include:

- minor repairs or touch ups
- cleaning or junk removal
- staging or staging rentals
- landscaping or yard work

These are optional and strategic, and we help you decide where spending makes sense and where it does not.

Moving Costs

Once your home sells, moving expenses may include:

- professional movers
- packing supplies
- storage if timelines do not align

These costs depend on distance, timing, and volume.

Strata Related Costs

For strata properties, sellers may incur costs for:

- Form B Information Certificate
- strata document fees (this will most often be covered by our team in the listing agreement)
- move out fees required by the strata corporation

These fees are set by the strata and vary by building.

Capital Gains Tax

If the property is not your principal residence, capital gains tax may apply. This is not paid at completion but may be payable when you file your income taxes.

We always recommend speaking with an accountant to understand your specific situation.

Below is a helpful tool to assist you with understanding your NET sale proceeds as a home seller. This is often called a “Seller Net Sheet”

ESTIMATED SALE PRICE	\$
REAL ESTATE COMMISSION (INCL GST)	\$
LEGAL FEES	\$
PRORATED PROPERTY TAXES	\$
MORTGAGE BALANCE	\$
OTHER COSTS OR CREDITS	\$
ESTIMATED NET PROCEEDS	\$

MOVING TOWARD CLOSING (COMPLETION)

DOCUMENTS A SELLER REVIEWS AT COMPLETION

As completion approaches, your lawyer or notary will review a set of documents with you to finalize the sale. These documents confirm the financial details, transfer ownership, and ensure everything is completed correctly.

Not every sale is identical, but most sellers will see the following:

STATEMENT OF ADJUSTMENTS

This document outlines the final financial breakdown of the sale. It shows:

- the purchase price
- credits and debits between buyer and seller
- adjustments for property taxes, strata fees, rent, or utilities
- the final amount you will receive from the sale

This is one of the most important documents to review, as it determines your net proceeds.

COMPLETION STATEMENT OR SELLER'S STATEMENT OF FUNDS

This confirms how the sale proceeds are distributed including:

- real estate commission
- legal fees and disbursements
- mortgage payout amounts
- any other charges paid from the sale

It provides a clear picture of where the money is going upon completion.

TRANSFER DOCUMENTS

These documents legally transfer ownership of the property to the buyer. As the seller, you are confirming that:

- you have the authority to sell
- the information on title is correct
- ownership will pass to the buyer on completion

Your lawyer or notary handles the registration.

MORTGAGE DISCHARGE DOCUMENTS

If you have an existing mortgage, you will review documents authorizing your lawyer or notary to:

- pay out the mortgage
- discharge it from title

This ensures the buyer receives clear title, which is a fundamental requirement of the Contract of Purchase and Sale.

PROPERTY TAX OR UTILITY DECLARATIONS

You may be asked to confirm the status of:

- property tax payments
- utility accounts
- local improvement charges

This helps ensure all adjustments are handled accurately.

STRATA RELATED CONFIRMATIONS

For strata properties, you may review or confirm:

- strata fee adjustments
- Form B related information
- move out or strata charge confirmations

These ensure the strata account is properly settled as of completion.

IDENTIFICATION AND SIGNING AUTHORIZATIONS

You will also be required to provide identification and sign authorizations so your lawyer or notary can complete the transaction on your behalf.

TEN QUESTIONS TO ASK YOURSELF BEFORE SELLING YOUR HOME

Selling a home works best when you are clear on your goals, timing, and the support you want along the way.

<p>1</p>	<p>Why am I selling right now?</p> <p>Is this a move driven by opportunity, necessity, timing, or transition, and what does that mean for how you want the process handled?</p>
<p>2</p>	<p>What matters most to me in the outcome?</p> <p>Is it price, timing, certainty, flexibility, privacy, or a combination, and which of these am I willing to trade off if needed?</p>
<p>3</p>	<p>How much uncertainty am I comfortable with?</p> <p>Markets shift. Offers vary. Understanding your tolerance for risk and change helps guide pricing and negotiation strategy.</p>
<p>4</p>	<p>How involved do I want to be once my home is listed?</p> <p>Do you want regular updates and detailed explanations or a team that manages things quietly with clear summaries and key decision points?</p>
<p>5</p>	<p>How important is it that my home is represented accurately and thoughtfully?</p> <p>Does it matter to you that marketing reflects the home honestly rather than overselling or creating pressure that does not align with the property?</p>

<p>6</p>	<p>What would help me feel confident when offers arrive</p> <p>Clear comparisons, financial clarity, time to think, or strong guidance through terms and conditions.</p>
<p>7</p>	<p>Do I understand the full financial picture of selling</p> <p>Including commissions, legal costs, mortgage payoffs, taxes, and estimated net proceeds, and if not, do I want help understanding that early?</p>
<p>8</p>	<p>How do I want communication to feel throughout the process</p> <p>Frequent and proactive, structured and summarized, or responsive as needed and what has worked best for me in the past.</p>
<p>9</p>	<p>What kind of experience do I want to have looking back</p> <p>Calm and well supported, efficient and decisive, or deeply guided through each step.</p>
<p>10</p>	<p>Who do I trust to advocate for my interests when decisions matter most</p> <p>Especially when negotiations, timelines, or unexpected issues arise.</p> <p>Choosing the right team to sell your home starts with understanding your own needs. The clearer you are about what matters most to you, the easier it is to find a team that can truly support you.</p>

MEET THE TEAM

CONNIE BUNA, ASSOCIATE BROKER (SHE/THEY) PERSONAL REAL ESTATE CORPORATION

TOP 1% REALTOR® ACROSS CANADA

From first-time buyers looking for a family home to expanding investment portfolios, Connie provides accurate and insightful information about Greater Vancouver real estate, using strategic, creative approaches to attract the right buyer and to find the right property for each client. They specialize in the most desirable neighbourhoods in Vancouver, New Westminister, Burnaby, Tri-Cities, and the North Shore. Connie lives in East Vancouver with their wife, Taryn, and their two children, and has a passion for housing stability, LGBTQ2S+ rights, and social justice.

Contact Connie Today
Tel: (778) 689 7653
Email: connie@conniebuna.com



ALISON GORMAN (SHE/THEY) PERSONAL REAL ESTATE CORPORATION

Alison Gorman's signature enthusiasm and passion infuse everything she does—from buying and selling real estate to lighting up the stage as a celebrated local musician.

As a Realtor specializing in the Vancouver market, Alison brings extensive experience in client service to the team, taking pride in providing excellent (and rapid) communication and detailed support for her clients. Alison lives in Vancouver with her wife, Soo, and their dog, Hugo.

Contact Alison Today
Tel: (778) 230-6104
Email: alison@conniebuna.com



MARCE MILLER (SHE/HER)
PERSONAL REAL ESTATE CORPORATION

Marce Miller combines her Real Estate and environmental expertise to communicate all aspects of a property transaction and build trust in the working relationship. She genuinely cares and always has her client's best interests at the forefront of any negotiations, and works hard to make the experience as stress-free as possible. Marce spends her free time mentoring high school students with Pathways to Education and volunteering with the Black Business Association of BC.

Contact Marce Today
Tel: (778) 987 2380
Email: marce@conniebuna.com



RICHARD YU (HE/HIM)
LICENSED ASSISTANT AND CLIENT CARE COORDINATOR

Bringing dedication and expertise to the team, Richard Yu is a licensed executive assistant and client coordinator with over a decade of experience in administrative, sales, and management roles.

Born and raised in Metro Vancouver, Richard knows the Lower Mainland like the back of his hand and has developed a strong skill set encompassing attention to detail, creativity, problem-solving, and interpersonal skills while studying Kinesiology and Social and Behavioral Sciences at the University of British Columbia. When he's not at work, Richard's passions are travel and sports, and he enjoys travelling back to Taipei to visit family.

Contact Richard Today
Email: richard@conniebuna.com



TAMARA OMAN (SHE/HER)
OPERATIONS MANAGER

Tamara has been Connie's right-hand for over eight years, helping build one of Vancouver's most trusted and forward-thinking real estate teams. An out-of-the-box thinker who thrives on creative problem-solving, she holds a Bachelor of Business in Real Estate and is known for her "let's make it happen" attitude. She blends efficiency with heart by focusing on people, purpose, and smarter ways to do business. Tamara is the operational heartbeat behind it all, bringing structure, strategy, and a spark of innovation to everything she does.

Contact Tamara Today
Email: hello@conniebuna.com

TEN STEPS TO SELLING YOUR HOME

So you've made the decision to sell. Now what?
Think of this as a handy step-by-step Seller's Plan of Action!

1	You are thinking about selling your home	<p>You may start by asking friends or family for a recommendation, or by reading reviews and learning about different teams online. At some point, you find yourself sitting down with Connie and the team, having an open conversation about your home, your timing, and what has led you here. This first meeting is about listening, asking thoughtful questions, and getting a clear sense of what matters most to you. There is no pressure and no rush, just space to understand your goals and begin exploring whether working together feels like the right fit.</p>
2	We review and complete the listing documents together	<p>If you are comfortable with the recommended plan of action, we move forward by reviewing and completing the listing documents together. This includes seller disclosures, the agreement to list your home on the MLS, and a thorough conversation about the condition of your home. We take time to walk through updates completed over the years, any known considerations, and your ideal timing for this move. Our goal is to ensure everything is clearly understood, thoughtfully documented, and aligned before we proceed.</p>
3	We meet with our professional home stager	<p>As part of our full suite of boutique and bespoke support, we arrange a personal introduction and a one hour consultation with our professional home stager. During this meeting, they provide clear, granular guidance on how to prepare your home for its strongest possible presentation. This includes thoughtful recommendations around layout, lighting, editing, and finishing touches that help buyers see the home at its best. Our role is to coordinate and support this process so preparation feels manageable, intentional, and well paced.</p>

<p>4</p>	<p>Clean, organize, and declutter</p>	<p>With staging guidance in place, we support you in preparing your home so it feels clean, open, and easy to move through. We can provide trusted recommendations for professional cleaners, junk removal, decluttering support, and external storage solutions as needed. Our goal is to make this step feel manageable and well supported, helping your home present at its best without adding unnecessary stress to your day to day life.</p>
<p>5</p>	<p>We meet with our marketing production team</p>	<p>Once you give us the green light that your home is ready for capture, our marketing production team comes to your property to gather everything needed for a strong and cohesive launch. This includes professional still photography, aerial or drone footage where appropriate, a Matterport tour, custom floor plans and measurements, and social media walk through videos and highlights. We manage the timing, coordination, and quality control so this stage feels smooth and well organized, allowing your home to be presented with clarity, consistency, and care across every platform.</p>
<p>6</p>	<p>We list your home on MLS and launch the advertising campaign</p>	<p>Your home is officially listed on the MLS, which acts as a powerful central hub that shares your listing with more than 15,000 local Realtors across Greater Vancouver, along with thousands of active and prospective buyers. At the same time, we launch a broad advertising campaign designed to maximize visibility and reach. Your listing is promoted across all major platforms and trusted third party sites such as Realtor.ca and REW, ensuring your home is seen by the widest possible audience. Throughout this stage, we monitor engagement closely and remain ready to adjust strategy as needed.</p>
<p>7</p>	<p>Showings and open houses</p>	<p>Showings and open houses are a foundational part of our service, and your home is always represented by a professional Realtor who knows the property inside and out. Our team personally coordinates and attends all showings and open houses, ensuring buyers receive clear, accurate insight into the features and details of your home. After each showing, we gather and share meaningful buyer feedback so you stay informed and supported, with a clear understanding of how your home is being received in the market.</p>



8

We receive and review offers

Depending on market conditions, we may arrive at this step more than once before securing the right buyer with the right offer for your home. Each time an offer is received, we review it together in detail, going through every line so you have a clear and complete understanding of the terms, conditions, and timelines. Our role is to help you assess each offer thoughtfully and confidently, ensuring you feel informed, supported, and well positioned before making any decisions.

9

Negotiation of key terms and due diligence

Receiving an offer is only the beginning. Depending on market conditions, negotiations may unfold over several days or, in some cases, weeks as terms are refined and decisions are carefully considered. Connie and the team review every detail of each offer to ensure it truly serves your needs. This includes thoughtful negotiation around price, subject conditions, and timelines for due diligence and closing. Throughout this stage, we remain actively engaged, communicating clearly, responding strategically, and advocating on your behalf so the final agreement feels solid, well structured, and aligned with your goals.

10

From accepted offer to firm sale

Once an offer is accepted, our role shifts into active oversight of the due diligence period. Quarterbacking this stage is what we are best known for. We keep our hands firmly on the wheel, ensuring the buyer and their agent have accurate information, clear timelines, and prompt responses so the process moves forward smoothly toward subject removal. When all subjects are removed and the deposit is received, you have a firm contract to sell your home. At this point, the path forward is clear, secure, and well managed through to completion.



“WE HAD A GREAT EXPERIENCE WORKING WITH CONNIE TO SELL OUR HOME. FROM START TO FINISH, EVERYTHING WAS HANDLED WITH CARE AND PROFESSIONALISM. COMMUNICATION WAS ALWAYS CLEAR AND ON TIME, WHICH MADE THE WHOLE PROCESS SMOOTH AND STRESS-FREE.”

WHAT OUR CLIENTS ARE SAYING...

The most rewarding part of being a Realtor is knowing that you helped someone get the best result possible. Check out what our clients have to say!



This was the second time I hired Connie to sell a property, and I cannot speak highly enough of her & her team. She helped us find our DREAM HOME in North Vancouver, navigate a tricky situation with selling our home to a friend & helped us with all of the moving parts.

Connie was always available, ready to update/clarify when needed and was a solid cheerleader. I have referred Connie to many people and will continue to do so because her, Alison, and her team ROCKS. If you are in the market, please consider using Connie Buna!

—Ashley



So grateful to have worked with Connie again, on the sale of our condo. Connie was present, realistic and informed and made this big, stressful life event fun and personable. I have every confidence in this team and highly recommend them for your buying and selling needs.

—Hannah



Connie Buna helped us seamlessly sell our home and move into our forever home. This marks our third real estate transaction with Connie and in all of them we felt confident and supported. Cannot recommend Connie enough!!

—Rowan



Connie and her colleague Marce are highly knowledgeable, professional, very approachable and easy to work with. They helped us sell our apartment recently and we will be working with them again for buying our new place. Thank you both of you, we truly appreciate the hard work and your efforts in helping us sell our place.

—Ami



As first time sellers we were trepidatious about the process, but our fears were alleviated by the grace and the acuity of Connie and Marce. It was a great experience being guided through the selling from start to finish.

—RR



Thank you so much to Connie Buna! She went above and beyond to ensure we sold our home above asking and within our tight deadline to sell. Connie was so professional and available for us at each step to make this process less stressful. We really appreciate all Connie and her team did to make this sale, and our new home purchase go through without a hitch. I would highly recommend Connie Buna and to anyone looking to buy or sell. Five stars all the way!

—Patricia



Connie and Al were an absolute DREAM TEAM to work with. Not only were they extremely knowledgeable, detailed and prepared, they were also the people I most looked forward to seeing every week while touring open houses and private viewings. My partner and I are first time home buyers, so it was important to us that who we chose was able to meet us where we are at, shared our core values and could provide us the insight we needed to buy our first home. They are calm, confident, and true professionals in their field. Tens across the board darling!!!

—Oli



Connie and Al are exceptional realtors. They helped us through both selling our old home and buying a new one in a tricky market, and made the entire process smooth and stress-free. Their experience, professionalism, and ability to negotiate were invaluable. Highly recommend working with Connie, Al, and their team!

—Matt



Connie and Marce have been a pleasure to work with through the stages of our home purchase including the offer and subjects removal. They go above and beyond, making themselves available for our many questions and issues that arise. They are competent, diligent, resourceful, and exude a warm positive demeanour. Highly recommend.

—Catherine



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