

# Real Estate Services Fit for Royalty

Pulla also sells houses  
without drawbridges and moats.

## ***Want it Sold? ... Hire Pulla***

EXAMINE THE FOLLOWING FACTS & HIRE PULLA:

	<u>Tony Pulla</u>	<u>Traditional Sales Representative's Average</u>
• Properties successfully marketed in the past 19 years (1995-2013)	2795	182
• Average transaction frequency in the past 19 years (1995-2013)	1 every 2½ days	1 every 43 days

Over the past 19 years Pulla has outperformed the traditional agent by an average ratio of 15:1.

**Past performance is no guarantee of future success, but what else can you go by?**

## ***Want Maximum Negotiating Advantage? ... Hire Pulla***

PULLA'S UNIQUE HOME BUYING METHODOLOGY INCORPORATES:

- An overview of the general financial trends and current interest rates status together with their impact on the local housing industry and property values.
- A review of the real estate trends and activity cycles in the local marketplace as per statistics compiled by the Cobourg-Port Hope District Real Estate Board/Northumberland Hills Association of Realtors®.
- A presentation of “comparable properties” including homes currently on the market and homes that have recently sold.
- A review of Pulla's Pro-Active Home Buying Plan.
- A review of “The Top 10 Crucial Questions to Ask Before Hiring a Realtor”.

**Trust your housing needs to a professionally proven real estate broker ...**

### ***Remember ...***

The real estate sales representative you want on your side is one who has a facility with modern technology; one who is fully automated, connected and able to provide you with almost instantaneous data, feed back and answers to your questions. There is nothing more frustrating than having an important question you need answered “now”, and not being able to reach your agent.

# ***Want Quality Service? ... Hire Pulla***

HIRE PULLA TO HELP YOU BUY YOUR NEXT PROPERTY AND HE WILL PROVIDE:

44 years of real estate marketing experience,  
40 years serving the real estate needs of Northumberland County property owners.

A Team of professionally trained and experienced assistants.

Access to a multitude of properties through the worldwide RE/MAX referral network.

Guidance as you view houses you've selected and help you assess their suitability, price and value.

Full MLS service. Through this exclusive searching tool, the details of a wide variety of listed properties will be made available to you and thus save you a tremendous amount of time and effort as you search for the right home.

Guidance as you review the wide array of financing choices available to home buyers.

Assistance in creating a shopping list of the features you want and need in your new house and will help you determine how much you can afford.

An insight into the buying process thus avoiding surprises and help you assess your needs and how they differentiate from your wants.

Guidance in establishing a realistic showings schedule to enable you to inspect homes of your choice on a timely basis.

Assistance in negotiating an offer, acting as a mediator to head off potential conflicts between you and the seller, and draw up a legally binding agreement of purchase and sale.

All the pertinent documents for your lawyer to review and will liaison with him/her throughout the buying process.

***For an effective pro-active home buying strategy and top-notch unparalleled quality service ... Hire Pulla.***

## ***Remember ...***

It doesn't help if your real estate sales representative sells real estate part-time or views the profession as a hobby. You want a professional real estate broker with a proven track record for creating positive results and who has been able to successfully assist many buyers with their real estate needs on a consistent basis.

# ***Sometimes success can be measured by the mail one receives***

---

“To our delight the marketing of our house was successfully completed to our fullest satisfaction ...

Tony Pulla came highly recommended and justly so. He and his assistants were totally supportive and their professionalism, knowledge and expertise made the whole process a pleasant and rewarding experience.

Thank you for making it happen!”

– Blayne & Marion Bubb

“A few weeks ago, Tony Pulla phoned us to say he had a buyer for our home and asked if we would be interested in selling it. We told him if the price and timing was right, we could be enticed to sell.

The next day they came through for a look and within a few hours Tony presented us with a great offer to purchase and we got exactly what we wanted.

We were impressed by Tony’s direct yet professional approach and his win-win attitude served us well. We’re very pleased he phoned us and we recommend him as a real estate salesman whose actions create positive results.”

– Roy & Rose Trowell

“Always give people more than they expect. This attitude enabled Tony Pulla to fast-track the whole selling process. He sold our house in 22 days and got us what we wanted.

All in all, it has been a pleasure doing business with a real estate salesman who not only has the right attitude, but also has the professional skills that make selling one’s home a pleasant experience.

If you’re thinking of selling your home hire Tony Pulla. You’ll get all you expect and then some!”

– William & Christel MacGregor

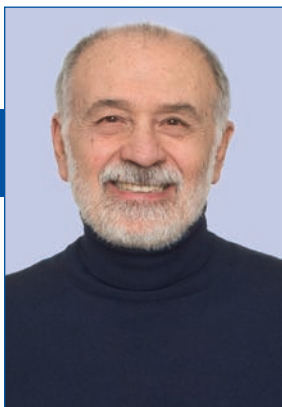
“When we bought this house from Tony Pulla, he assured us that if we ever wanted to sell it, our equity would be safe-guarded. He was right! Having decided that we wanted to live closer to our family, we looked forward to a quick move.

Tony sold our house in 7 days and we got our price.

We were very pleased with Tony and his assistants and gladly recommend them to anyone who wants top notch service!”

– Mr. & Mrs. Adams

## **For unparalleled positive results and quality service, HIRE PULLA**



**Tony Pulla, Broker** – Northumberland County’s Leading Realtor\*

*Expect Excellence ...*

**RE/MAX Lakeshore Realty Inc.**

*Brokerage – Each Office Independently Owned & Operated*

1011 Elgin Street West, Cobourg

905.373.1980 Direct Line 24 Hr. Pager • 905.373.7653 Office • [www.pulla.ca](http://www.pulla.ca) • [tony@pulla.ca](mailto:tony@pulla.ca)

If your property is currently listed with a real estate broker, please disregard this offer. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully. \*Based on MLS statistics of the Cobourg-Port Hope Real Estate Board/Northumberland Hills Association of Realtors® (1995-2013).

**NOTICE:** The comments and information contained in this brochure are for basic information purposes only. Buyers and Sellers are advised to do their due diligence. B14