

#243 6596 Baird Rd Buyer/Realtor Incentives

We are Kevin and Cindy Luchies and we are selling our beautiful 2014 built cottage/home at #243-6596 Baird Road, Port Renfrew, BC for \$874,900. No GST applicable.

Cindy and I had not been urgent to sell until now as we love living here; but, we have elderly parents who need us closer to Victoria and we have decided to sell as soon as possible as we believe the real estate market is going to heat up and prices are going to rise.

We believe selling quickly benefits both the buyer and us!

SO: We are offering some serious incentives for a confirmed sale (conditions lifted) by March 15. These incentives are extra to whatever the sale contract is - which will include the usual commissions. Our offer includes incentives for private referrals which lead to a sale, incentives for realtors who bring a buyer, and incentives for the buyer. The only requirement is the sale must be condition free by March 15 (the possession date does not have to be by March 15). There will be no incentive for a later than March 15 conditions-lifted sale contract as we will be in the Spring market and prices for selling and buying will rise.

Here are our incentives:

- 1) Any Realtor who brings a buyer and satisfies our March 15 condition = \$5,000 cash in addition to regular commission when the sale completes.**
- 2) Any buyer who satisfies our March 15 condition:**
 - a) We will pay your monthly Strata fee of \$574.10 for six months.**
 - b) We will gift you a two person professional grade inflatable two person kayak (used twice), air pump and portable emergency/camping/inflation battery pack (total value of \$2,000).**
 - c) We will rent back from the day of completion through to our possession of our new home at a rate of \$750/week.**

Property Features:

- *Comparable sales for the largest stand alone cottage homes in the last two years are \$875,000+GST and \$895,000+GST.
- *NO GST on our sale = it was paid when we bought in 2020. This saves 5% on the total sale (a value of over \$40,000).
- *Our home has two separate suites AND is uniquely zoned for full time living. This enables many potential combinations and allows the owner to flex between full time rentals (an acute need in Port Renfrew) with vacation rentals. An ideal scenario is having a full time renter in the lower suite who is an on-site manager/cleaner for the upper rental suite.
- *Our home has the largest upper floor in the Wild Coast Cottages 'stand alone' cliffside units (Phase 2) community with the addition of a 100 square foot entryway/mud room. This addition cost \$27,000 in 2022 and is unique in the community. It was built by the developer's former master carpenter using the same materials suppliers and code used by the developer.
- *The home is freshly painted (2021), and wired for EV charging with a plugin installed.
- *We are willing to negotiate a 'turn key' sale which includes furnishings and equipment to enable a quick transition to renting/living.
- *Our cottage/home was the show home for this phase and has one of the best lots which includes more privacy than most units, private parking, a covered deck and a covered lower patio. There are no cottages across our street and no owners/renters look down on our cottage. The views over the Inlet are fantastic!