

Informed Buyer's Guide

REALTOR® / OWNER

John Mattiello

RE/MAX ELITE



John Mattiello

REALTOR® / OWNER

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I was born in Edmonton and raised on the south side. I know the city and care about the people and communities that make this city great. My dedication and integrity have earned me the respect and admiration of my clients and colleagues alike. I am a proud member of the RE/MAX Hall of Fame, and my legacy in real estate has been built upon my understanding of each client's specific wants and needs.

Experience

I began my journey in real estate when I decided it was time to initiate a new career path that would provide me with the opportunity to make a real difference in people's lives. I have spent the last 25 years learning everything there is to know about the real estate industry from cooperative market analysis to negotiations.

I apply this knowledge in my role as a REALTOR® for RE/MAX Elite where I love to help people fulfill their real estate dreams. Forming relationships and creating bonds with people have always been my passion, and nothing is more fulfilling than being able to help a family achieve the lifestyle they desire.

Accomplishments

I have been exceptionally blessed in my career choice and the opportunity to work with excellent mentors. I continue to participate in learning opportunities and as a result I have received numerous awards for sales achievements. I am also recognized for my leadership skills and dedication to the industry. I am a proud supporter of countless community initiatives, and in my role as an owner of RE/MAX Elite, I have helped more than 200 agents achieve success in the real estate industry.

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Olga Chemerys

CLIENT CARE MANAGER

I'm Olga, the dedicated Client Care Manager for John Mattiello, bringing over 12 years of invaluable experience supporting senior-level executives. With a focus on administrative excellence and efficient time management, I ensure stress-free operations in our dynamic real estate environment.

I'm thrilled to be a part of the RE/MAX Elite team, immersing myself in the world of real estate. Beyond conventional administrative tasks, my passion lies in actively engaging with clients, fostering seamless communication, and building lasting relationships.

Community connection is essential to me, and I'm eager to contribute my skills to make your experience with John Mattiello truly top-notch. I look forward to bringing a blend of experience and dedication to our collaboration.

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1. Buying Consultation (Are You Ready to Purchase a Home?)
2. How Much You Can Afford?
3. Finding the Right Realtor
4. Helping You Find Your New Home
5. Creating a Team for You
6. Writing An Offer
7. Offer Accepted
8. Home Inspection
9. Preparing for Possession Day
10. Possession Day

The 10 Steps Of Owning a Home



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Process For Buyers

Congratulations on taking the first step towards buying a home! There are a few things to do before you start looking at homes.

These ten steps will give you valuable information about the process and will help you make educated decisions along the way. John's expertise is finding a home within your price range that fulfills your needs and wants. Together, we will go through all the possibilities and options to find your perfect home.

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STEP 1

Buying Consultation

Congratulations! You are on Step 1 of the buying process. First, you must be ready to take on the responsibility of owning a home. Ideally, you should have some money saved up for a down payment and have an idea on your price range. The first step is deciding where you would like to live and what style of home works for you, along with figuring out other specific needs or wants you'd like.

Buy or sell your current home first?

Often, people are able to perfectly time their sale and purchase so they happen on the same closing date, although this isn't always the case. If you are selling, you can try to extend the closing period to give yourself more time to find your new home. We can help negotiate timing requirements and develop a solution to resolve issues.

Should you wait for the market to improve?

If you are selling and buying, you don't have to worry about playing with the market. If you sell your home at a lower price, chances are you will be buying at a lower price as well. If you are upgrading to a larger home, this works out to your benefit.

Above Market Value: Price above market value, and you will only sell your competition

Below Market Value: Price too low below market value, and you may start a bidding war

Buyers' and Sellers' Explanation on the Market

At times, there is a "Sellers' Market", which implies there are many buyers looking, but there are fewer homes on the market. Other times there is a "Buyers' Market", which implies there are many homes on the market, giving buyers more variety to choose from.

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STEP 2

How Much You Can Afford?

Knowing your budget is a very important part of the process, as buying your home will probably be the most important purchase you make in your life. The cost of buying a home includes down payment, inspection fees (if chosen), taxes, and legal fees. The monthly cost of buying a home includes a mortgage, maintenance bills, insurance, property taxes, utilities costs, and community or condo fees.

How much should you put into a down payment?

It is most beneficial to have a small mortgage, meaning you should make as big a down payment as possible. Keep in mind, some money may need to be put aside for renovations, moving, repairs, or possibly, new furniture.

Who can help you get a mortgage?

There are many options of banks and other lenders who would love your business. Talk to your banker, mortgage broker, and John Mattiello for mortgage advice. One option is a traditional bank; this would work well, especially if you already have a good relationship at your bank. A second option is a mortgage broker, a person who specializes in working with many banks to provide you with the best options and rate. A third option is refinancing, making your options endless; this could be a preferred alternative if the seller is locked into a lower interest rate than you can get right now.

Why get pre-approved?

Getting pre-approved is beneficial for reducing the amount of stress you may have because you don't know what you are able to afford. It also saves time by reducing the number of properties you consider, knowing you aren't able to go beyond your limit.

The steps to getting your pre-approval

- Talk to your current mortgage broker or financial institution
- Complete, then submit your application
- Gather necessary documents
- Verify all your details
- Obtain a copy of your mortgage approval certificate

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What you need to provide to your lender:

- Personal data
- Employer details/salary verification
- Banking info
- Current/past debts
- Verification of down payment
- Credit investigation check
- List of all assets



Financing Options

The Canada Mortgage and Housing Corporation (CMHC) provides mortgage loan insurance to help lenders offer mortgages at the lowest possible rates, allowing borrowers to obtain home ownership with as little as 5% down or home owners renovate or refinance a property.

- CMHC ensures you receive a steady supply of low-cost funds for residential mortgages by guaranteeing timely payment on a range of mortgage-based securities.

- CMHC is Canada's leading mortgage loan insurance provider and is an affordable financing route, aiding Canadians all over the country.

Mortgage Checklist

- Letter of employment confirmation
- List of assets
- List of liabilities
- Social Insurance Number
- Chequing account number
- Your lawyer's contact information
- Information about the house you want to buy

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Mortgage Loan Approval

A mortgage approval should only take a few days, but it's probably best to allow up to two weeks. During this process, the lender will do a credit check and will spot check other information you have provided. In addition, an appraisal of the value of your home may be obtained. Whether the lender approves your loan application will be determined by an evaluation of the following:

Capacity: Do you have enough income to repay the debt?

Credit history: Do you pay your bills on time and do you live within your means?

Capital: What are your current assets?

Collateral: What assets can you pledge as security against the mortgage? If required, a request for mortgage loan insurance is submitted to CMHC, Genworth (GE), or a private insurer. The lender then approves or rejects your mortgage loan.

Two Helpful Lending Tips:

Gross Debt Service - housing costs should not exceed 32% of your gross income

Total Debt Service Ratio - This is a summary of all your debts. Your monthly housing costs and payments on all of your other debt (loans, credit cards, leases, etc.) should not exceed 40% of your gross family income. This equation will be different for everyone.



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STEP 3

Finding A Realtor Who Is Right for You

When choosing a Realtor, your candidate should have knowledge and experience and be successful in their real estate practice. There are over 4,500 Realtors in Edmonton, which makes it challenging to choose the one who will best represent you and enable you to reach your real estate goals. You can either have your own personal Realtor or go with the listing agent of the property. To help you consider the advantage of either choice, consider the following:

Working with a Listing Agent

A Listing Agent can:

- Arrange property showings
- Assist with obtaining financing
- Explain forms and agreements thoroughly
- Provide details on the property for consideration

Having your own Personal Realtor

A personal Realtor can:

- Arrange property showings
- Assist with obtaining financing
- Explain forms and agreements thoroughly
- Provide details on the property for consideration
- Provide confidential assistance
- Give advice on protecting your investment
- Investigate potential issues regarding the property
- Negotiate an offer in your best interest
- Create a Buyer's Contract in the email

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STEP 4

Helping You Find Your New Home

John Mattiello wants to exceed your expectations by getting you the best home for the best price with the terms and conditions that work for you. The Buyer's Home Profile is based on a series of questions John Mattiello will go over with you to make sure we have the most important information to work together to find you your new home.

Your Exclusive Calibration Search

By using the information gained through the Buyer's Home Profile, and by discussing your wants, needs and budget, we will search for appropriate properties using specific criteria. Creating this precise and unique search will eliminate irrelevant searches and save both time and energy. Your unique search can send notifications with new listings or price changes, and all the listings generated will be e-mailed to you for consideration before choosing which properties to visit. We will do our very best to find the perfect home you've been dreaming of.

Be an Educated Home Buyer

Helping you understand the process of buying a home is important. We will provide information and answer questions. We will view homes and ask the listing agent/seller for additional details. We will help you:

- Avoid overpaying for a property
- Make the best decision for you
- Know when a property is good value
- Take advantage of the current market strengths and opportunities

Exclusive Market Data

We'll also provide you with current market information on properties in the locations and price ranges you are searching, and referenced by other details such as home style and added features you have identified. This information will help you make the best choice.

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Creating A Team For You

You will work with many professionals through the process of buying a home. **John Mattiello** has established solid working relationships with other professionals to help sell your home.

Mortgage brokers, lawyers, property inspectors, interior designers, photographers/virtual recorders, website designers, administrate assistants, and graphic designers are all a part of the extended John Mattiello team.

John Mattiello understands that one person can't do everything: his strong partnerships and associations with other knowledgeable, committed professionals ensures that all your home buying needs are seamlessly taken care of.

John Mattiello partners include:

Mortgage Specialist/Broker

You can work with your bank to obtain your mortgage, or with a mortgage broker. Independent mortgage brokers are licensed mortgage specialists who have access to multiple lenders and mortgage rates. They negotiate the lowest rate for you, and because they acquire high quantities of mortgage products, mortgage brokers can pass volume discounts on to you.

Home Inspector

Professional home inspectors inspect the home before purchase to ensure you are aware of all potential problems. They will identify areas in the home that may need replacement, require repairs or structural/other issues.

Home inspections typically take about three hours to complete. When completed, you will receive a written report that has reviewed all the home's systems. This report is intended to provide you with the tools you need to make an informed decision about purchasing the property.

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Lawyer

Here are some reasons why lawyers are essential to the process. They:

- Ensure you are provided with all the information you require for the purchase of a home.
- Ensure there are no issues with the title.
- Ensure all the original owner's property taxes, utilities, and/ or condo fees have been paid off.
- Ensure you receive everything you paid for as outlined in the purchase contract.
- Ensure the seller gets paid the correct purchase price.
- Are capable of making binding promises to each other-to benefit you.

If you don't already have a lawyer, talk to your friends and co-workers. We can also refer experienced real estate lawyers. Make sure you are acquainted with how the lawyer charges for fees and get an estimate of the other legal costs you can expect.

Interior Designer

Interior designers make interior spaces functional, safe, and beautiful by determining space requirements and selecting decorative items, such as colors, lighting, and materials. They read blueprints and are aware of building codes and inspection regulations, as well as universal accessibility standards.

Mover

A mover can manage the fine details during your move. We believe that the last thing you need on your mind during your move is worrying about managing the quality of your mover.

Trades People

When it comes to home-related services, I have a network of trusted tradespeople ready to assist you. From skilled contractors to reliable plumbers and electricians, I can recommend professionals who have a proven track record of delivering quality services.

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STEP 6

Writing An Offer

Documentation

Once you have found a home you'd like to call your own, we will review what needs to happen before the Residential Purchase Contract is prepared.

- Exclusive Buyer Representation Agreement – an agreement to exclusively represent a Buyer
- Consumer Relationships Guide – identifies that the realtor is your representative for this transaction
- FINTRAC – a federal government requirement, an individual identification record

Buyer's Contract

We will create a Residential Purchase Contract, which is a legal document requiring careful preparation. During this process, we will do a full background search of the property to make sure we have all the relevant information to prepare the best offer.

This Residential Purchase Contract includes all the details of the sale, including terms and conditions you wish to impose on the seller. John Mattiello will present and negotiate your offer with either the seller or the seller's agent. There are multiple outcomes to be aware of after an offer has been presented: the seller can accept the offer, reject the offer, or provide a counter offer. For the sale to be final, the terms and conditions must be met by both parties.

We will make sure you are well informed and understand all the forms you are signing.

Key Terms

Property Research – This is where we investigate the selling history of the home and the price relative to the market. To do this, an assessment of the current homes on the market and properties that have recently sold will be done. This is where our negotiating power is determined.

Terms – In addition to the standard terms that will be reviewed with you when preparing the offer, you can add in other Clauses (terms) as part of your offer. If they are agreed to, these become binding and need to be upheld.

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Conditions - Conditions can be added by the buyer or the seller: these are Clauses in the contract that must be fulfilled in order for the transaction to proceed. Common conditions may include a home inspection or approval of financing. The buyer or seller is given a limited time frame to fulfill the Conditions (typically 7-10 days). If the Conditions are not satisfactorily met, both parties may walk away from the contract without penalty and with no further obligation (the buyer's deposit cheque is returned).

Deposits - When writing an offer, it is required to have a deposit in the form of a cheque. This demonstrates willingness to provide a faithful transaction and is fully refundable if Conditions on the purchase contract are not satisfied.

Price -The offer price is determined by the many variables that apply in the specific case of the property being purchased. Sometimes, there is a unique way to meet the seller's needs and still achieve your goals; this is where the services of an experienced Realtor can really help.



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STEP 7

Offer Accepted

Once the offer is accepted it is still pending, until the Conditions are met.

This process requires gathering all your personal and property information for your mortgage broker or bank. After the financing is approved, normally, a home inspection is conducted.

Our job is to make sure this process is completed smoothly before the deadline (Condition Removal Date).



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STEP 8

Home Inspection

A professional home inspection will help to protect your interest. I can provide you with a selection of home inspectors that I recommend.

A home inspector will assess the structural and mechanical areas of the home and provide a detailed report of their findings. The inspection takes about 3 hours and usually costs between $450-$600.

Condominiums

When purchasing a condo, one of your conditions will be the review and approval of the condo documents provided by the seller. The documents will include minutes from the condo board meetings, amount of money in the reserve fund, management agreements, and bylaws of the corporation.

Once satisfied with all conditions, you must remove the conditions. Upon removal, you may need to provide an additional deposit.

It is your obligation to satisfy and remove all conditions before the deadline. I will help guide you to a satisfactory outcome.



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STEP 9

Preparing For Possession Day

Typical possession dates are 30-90 days; however, they may be shorter or longer depending on the finalized agreement between Buyer and Seller. Attention to the following details will alleviate a lot of stress.

Lawyers - By this point, you should have chosen your lawyer. He or she requires all paperwork before the possession date, but you should meet with your lawyer at least one week prior to possession with your home insurance in place. They will also require your down payment, payment of fees, payment of any adjustments or taxes, and signed documents. You will also receive help to finalize anything else that is required before you own your new home.

Down Payment - If your down payment is not ready, make the arrangements to obtain it. It may be necessary to transfer money, which may take up to 30 days, so consult your bank or mortgage broker.

Movers -If you choose to use professionals, make sure to book early. Depending upon the items you need to move, you may need to contact specialists (for example, piano movers).

Insurance -You will require a copy of your approved home insurance when you meet your lawyer. You will also need a copy of the home specifications to provide information regarding the home (for example, the age of the house, furnace, etc.).

Mailing Address -You will want to start gathering all bills, taxes, and statements to send a change of address notice to the relevant people and businesses. You can arrange to have your mail forwarded to your new home through the post office.

Utilities - You will need to set up the date of when to cancel the utilities in your current home and make a change to the new address in advance. Utilities are considered to be your phone, cable, Internet, power, water and gas services.

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STEP 10

Possession Day

At last…the day you have been waiting for! After the funds have been transferred, arrangements will be made for John Mattiello to pick up the keys and meet you at your new home.



We will walk through the property with you to ensure everything outlined in the contract has been fulfilled - for example, all chattels stated in the contract are where they should be, and that there is no damage from the seller's move, etc. If there are any outstanding issues or problems on Possession date, the seller will be responsible for taking reasonable action to resolve them, or the buyer can pursue legal action.

John Mattiello has a great deal of experience in helping buyers objectively look over their new property to make sure nothing is missed.

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Common Questions For First-Time Buyers

Q-Why buy instead of renting?

A-If you are renting, you are not building any equity; you are paying someone else's mortgage. If you buy a home, you are building a legal right to possess a significant asset.

Q-How much money do I need before I can purchase a home?

A-There are many factors that affect this question depending on what type of mortgage you use. Creating a team for yourself utilizing an experienced Realtor, mortgage broker/banker, and lawyer will help you determine the costs you can afford.

Q-How much should I offer on a home?

A-You should ensure the asking price is in line with other homes that have recently sold in the neighborhood. John Mattiello can pull "comparables" that have sold recently in the same area as the current home you are interested in. Do you feel the home is in good condition or does it need a lot of upgrades? How many days has it been on the market? And, how badly do you want this home?



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Q-How do I know if I can get a mortgage?

A-There are tools to assist you at John Mattiello. You'll need to get a mortgage broker or financial lender to determine if you qualify and for how much.

Q-Is a newer home a better purchase than an older home?

A-Older homes may be in more established areas, but they may also require some repairs and updating. Newer homes are usually easier to maintain and more energy efficient, but they may not have all the amenities you are looking for close by. Take the time to look at the individual characteristics of each home.

Q-What does a mortgage usually cover?

A- A mortgage usually consists of 3 parts:

- Principle- the amount you borrow
- Interest- the fee paid to the lender for the ability to borrow
- Property taxes-an annual tax assessed on your property divided by the number of mortgage payments you make in a year

Q-What other issues should I consider before buying a home?

A-Always check to see if the house is in a low-lying area or in a high-risk area for natural disasters. Be sure the house meets building codes. Also, consider local zoning laws which could affect future remodeling or the ability to make an addition.



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Extra Costs

Application fee - Mortgage lenders may sometimes charge an application fee to process your request.

Appraisal fee - Mortgage lenders may have your home appraised by a professional, whose bill they then hand over to you.

Mortgage brokers fee - Because mortgage brokers do not work for a bank, they may charge a fee that is payable on your closing date, usually 1-2% of the value of the home.

Land Title Registration Levy - A flat fee of $5.00 per $5,000 of property value.

Home inspection fee - It is beneficial to have a home inspector look at your home before possession to protect yourself from potential problems.

Home insurance - A policy that combines various personal insurance protections, which can include losses occurring to one's home, its contents, loss of use, or loss of other personal possessions of the homeowner, as well as liability insurance for accidents that may happen at the home or at the hands of the homeowner within the policy territory.

Title insurance - It is not mandatory but having title insurance protects you from fraud and errors that could occur on the title. Your lawyer can provide a copy of this.

Legal fees -These account for the preparation and recording of official documents.

Adjustments -The previous owner may have paid property tax or utilities in advance and they might want the credit for their payments. Your lawyer or realtor can provide more information on this.

Maintenance/utilities -The costs may be incurred as a result of moving your utilities to a new location, as well as any minor adjustments you would like done to your property before the move (such as cleaning the furnace, carpeting cleaning, etc.)

GST of new homes - This only applies to newer homes, and is a rebate intended to allow the builder to recover a portion of the GST spent in building the home. Homes costing $350,000 or less get a 36% rate. Homes over $450,000 do not qualify for this rebate.

Realtor commission fee - John Mattiello will be happy to discuss this with you.

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Mortgage Terms To Be Familiar With

Amortization -The number of years it takes to repay the entire amount of the mortgage.

Appraisal value - An estimate of a property's market value by a professional appraiser; used by lenders in determining the amount of a mortgage.

Assumable mortgage - A mortgage held on a property by the seller that can be taken over by the buyer who then accepts responsibility for making the mortgage payments.

Conventional mortgage - A mortgage loan that is 80% or less of the loan-to-value ratio and does not require insurance by the CMHC or another private insurer.

Equity - The difference between the price for which a property can be sold and the mortgage(s) on the property. Equity is the owner's stake in the property.

First mortgage - The first security registered on a property. Additional mortgages secured against the property are "secondary" to the first mortgage.

High-ratio mortgage - A mortgage that exceeds 80% of the loan-to- value ratio; must be insured by either the CMHC or a private insurer to protect the lender against default by the borrower who has less equity invested in the property.

Open mortgage - A mortgage that can be prepaid or renegotiated at any time and in any amount without penalty.



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Preapproved mortgage - To be tentatively approved by a financial institution for a specific amount, interest rate, and monthly payment.

Refinancing - Obtaining a new mortgage, usually at a lower interest rate, to replace the existing mortgage.

Second mortgage - A second financing arrangement, in addition to the first mortgage, also secured by the property. Second mortgages are usually issued at a higher interest rate for a shorter term than the first mortgage.

Term - The life of a mortgage contract, from six months to ten years, at the end of which the mortgage becomes due and payable unless the lender renews the mortgage for another term. The mortgage may be renewed with renegotiated clauses or interest rates.

Term mortgage - A non-amortizing mortgage, under which the principle is paid in its entirety upon the maturity date. Sometimes called a straight loan.

Variable / rate mortgage -A mortgage for which payments are fixed but whose interest rate changes in relationship to fluctuating market interest rates. If the rate goes down, and larger portion of the payment is applied to the principle.

Vendor take-back mortgage - When sellers use their equity in a property to provide some or all of the mortgage financing in order to sell the property.



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RE/MAX Associates are mindful of the impact they make locally, not just in real estate but also as caring citizens. We are proud supporters of:

Boyle Street Community Services

Boyle Street Community Services has been working in the inner city of Edmonton since 1971 to serve, support, and empower people to take control of their lives and escape the cycle of poverty and homelessness. Boyle Street Community Services provides 39 programs and services to over 9000 individuals every year. The mission of Boyle Street Community Services is to build and provide community support for people with multiple barriers to inclusion. Our vision is to see that all people grow healthier through involvement in strong, accepting and respectful communities.

www.boylestreet.org

Children's Miracle Network

The Children's Miracle Network has two simple goals:

Help as many children as possible by raising funds for children's hospitals; and keep funds in the community in which they were raised to help local children.

www.childrensmiraclenetwork.ca.

The Stollery Children's Hospital Foundation

The Stollery Children's Hospital Foundation is dedicated to enhancing health services for children by raising money to support programs that promote health, prevent disease, and treat illness. Funding provided by the Foundation supports health services for children through education, research, special services and acquisition of equipment.

www. stollerykids.com

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- **RE/MAX** is a world leader in residential Real Estate with over 140,000 agents in 110 countries. There are over 25,000 RE/MAX agents in over 700 offices across Canada.
- **RE/MAX** has a 32%+ market share in the Greater Edmonton Area.
- The average **RE/MAX** Agent outsells the competition by an incredible 3 to 1. More sales = more experience.
- **RE/MAX** spends more money on advertising than our six largest competitors combined. This includes TV, radio, outdoor, magazine, and newspaper advertising.
- Over 70% of a **RE/MAX** Agent's business comes from repeat business and referrals from past customers and friends more than twice the industry average.
- **RE/MAX** Agents control the marketing programs for their listings John Mattiello uses many different marketing strategies.

A Name You Can Trust – RE/MAX



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Testimonials

"I highly recommend John Mattiello as a real estate agent. He did a great job marketing the house we sold and got us a good price in a reasonable time. He was also patient and thorough when showing us new properties to purchase. He listened to our needs and preferences and showed us many options until we found one that worked. He was professional, friendly and responsive throughout the whole process. He went out of his way to help arrange many of the related activities like inspections and movers. Thank you, John, for making our move easy and stress-free!"

-- Rich

"When buying, John understood what we wanted most in our home and made sure to help us get the best house for our budget. He made sure we looked at every possible option before making a decision. John was extremely helpful, knowledgeable and responsive as our agent. In the end, we bought the perfect house for what we wanted.

His professionalism, experience and expertise and excellent interpersonal skills combined to make him a wonderful representative for anyone wanting to purchase a home.

Furthermore, and most importantly, John provided personalized care and attention despite his busy schedule. He was always in good communication and followed up promptly on commitments made to us. We highly recommend John when purchasing a home!"

-- Teresa and Alan

"Thank you, John, for your help with our sale! Your professional experience and wisdom made the difference between a successful sale and a time/energy wasting experience. I appreciated your patience and skills. Still savouring the feeling of peace and freedom!! Thank you for your professional support".

-- Jan

"I highly recommend John Mattiello as your realtor. He is a true professional whose service and effort went above and beyond with selling our condo. He made the process stress free and delivered on all services promised. His expertise, knowledge and experience were instrumental in helping close our sale in a timely manner."

-- Tony

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