

# OUR COMMITMENT TO YOU

Buying or selling a home is one of life's most significant transactions, and there is a lot at stake both financially and emotionally. There has never been a greater need for a professional Sales Representative offering you experience, negotiating skills, knowledge of current trends and market activity and a motivated support team to ensure a smooth, stress-free closing.

Real estate is a relationship business and our Clients become our friends. We treat them with the utmost, integrity and the loyalty they deserve. We are a self-starting entrepreneur who knows that, in order to earn your repeat business and referrals, we must produce the results our Clients expect.

Your priorities become our priorities, and your goals become our goals. We take our Client representation very seriously

and we are committed to producing the greatest value for every Client. We enjoy the challenge of finding the perfect property for our buyers and negotiating the most advantageous deals. We help our Clients evaluate their properties accurately, bring them qualified buyers, and market their properties to sell quickly at top dollar. It is a privilege to serve our clients, and we strive to make their transactions smooth, stress-free and rewarding.

We are passionate advocates of homeownership as it provides added security, pride of ownership, and an excellent base for building financial security. In fact, it is the primary wealth accumulation for most Canadians.

In recent years, real estate transactions have become much more complex with legal, financial, and disclosure requirements that must be free of errors or omissions.

It is imperative that Buyers and Sellers give the selection of their Real Estate Representative a lot of thought, in other words, choose your Real Estate professional as carefully as you choose your next home. If you value your home and you will also value the difference in working with us. We look forward to working in partnership with your family. Our goal is to impress you with our full service, expertise and guidance throughout the entire transaction so that we may have the privilege of being your Realtor for life.

THANK YOU FOR CHOOSING THE BUSCHTEAM TO DISCUSS YOUR REAL ESTATE NEEDS...

Remember to get the best, you should expect EXTRAORDINARY





## PURCHASING SERVICES

- ✓ Why should we use Royal LePage?
- ✓ Why use our team?
- ✓ What is happening in the market right now?
- ✓ What do we do that separates us from the competition?
- ✓ How much is our commission?
- ✓ How are we going to find the home that's right?

## MISSION STATEMENT

A dedicated, caring, and committed team of real estate professionals serving all of our clients GTA Real Estate needs. We exceed expectations by methodically campaigning every property as its own business venture to ensure that homeowners get maximum results on one of life's largest investments. We help homeowners get the ROI and guarantee that everyone is treated as a VIP client.

## VISION

To be recognized as the Premier Real Estate Team providing the highest level of excellence in service, and in turn building lifelong relationships with those we serve.

## VALUES

We are a team of energetic, passionate, caring and motivated professionals that believe in making a positive and supportive impact on our community.



- 1 DECIDE WHERE AND WHAT TO BUY
- 2 GETTING PRE-APPROVED FOR A MORTGAGE
- 3 CHOOSING THE RIGHT REALTOR®
- 4 BECOMING AN EDUCATED BUYER
- 5 MAKING AN EDUCATED OFFER
- 6 CONDITIONS, HOME INSPECTIONS, AND WAIVERS
- 7 PREPARING TO MOVE
- 8 MOVE IN - ENJOY!

## 8 STEPS

# TO FINDING THE RIGHT HOME

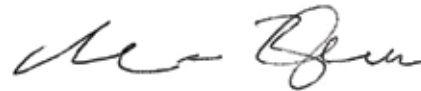
You might have questions like, how much home can I afford? Should I use an agent or go it alone? How can we be the winning offer?

And of course, the big one: How do make sure I am not overpaying for my home?

The best way to start answering those questions is to be informed. If we have done our job right, then this guide should a) give you answers to many of those questions and b) make you feel a lot more confident about the whole process.

And if you still need more information? Our job is to make things easier--just ask. That's what we're here for. You can learn more about us and our services at the end of the guide.

Welcome aboard,



Matt Busch  
Sales Representative - Team Lead  
Royal LePage Realty Services Plus



## STEP 1

# DECIDING WHERE AND WHAT TO BUY

Congratulations on taking this first step toward buying a home.

**Pride of home ownership is indeed one of life's greatest joys and biggest accomplishments. It is an exciting time and my hope is that this guide will bring clarity and peace of mind during your home buying journey.**

Let's get started! The first step is deciding where you want to live, what type of home you are looking for and what features are 'musts' or 'wants' in a home.

Invariably, there will be tradeoffs, but rest assured we are here to help sort through the options to find you the best house, at the best price and with as many of your wants and needs as possible.





## NEEDS AND WANTS

With an appreciation of what you can afford, determine your need and wants within your home purchase price range:

- ✓ Consider your current lifestyle as well as any lifestyle changes you foresee longer term
- ✓ Select an urban, suburban or rural location that best serves the needs of your evolving lifestyle
- ✓ Choose neighborhoods in close proximity to the amenities that are most important to you like schools, shopping, entertainment, recreation and transportation
- ✓ Consider your commute times to work, school, friends, and family
- ✓ Determine the size of home you require, such as the minimum number of bedrooms, as well as any other space requirements, like room for a home office
- ✓ Understand the home features most important to you, such as additional bathrooms or a large yard
- ✓ Decide on a property type that suits your lifestyle, needs, and finances whether condo, townhouse, single, or multi-family dwelling

## STEP 2

# GETTING PRE-APPROVED

The mortgage industry is a highly competitive field and it is important to understand that interest rates can change at any time. Partnering with a mortgage broker or financial institution to help you find the right mortgage product at the best rate is key to your home buying process.

### Here Are 5 Easy Steps to Get You Pre-Approved For a Mortgage:

**1. Talk with a mortgage specialist.** There are hundreds of options to choose from when it comes to lenders. Independent mortgage brokers tend to offer the most options because they do not just work with one bank. However, if you have a good relationship with your bank or financial institution, contact them as your first step towards finding the right mortgage for you. **Be sure to compare rates.**

**2. Complete and submit your application with the mortgage broker.** They will collect your financial and personal information in order to find out how much mortgage you can carry.

**3. Gather all the necessary documents.** The mortgage broker will give you a list of documents that the banks/lenders need to finalize the mortgage.

**4. Verification of your details.** They will do their checks and balances to make sure that you are not getting in over your head.

**5. Obtain a copy of your pre-approval.** This is a powerful negotiating tool. The seller of your dream home will feel more confident.

Ask your Sales Representative for details regarding our preferred lenders who offer the most competitive rates.



### Benefits of having that Pre-Approval Documentation

1. ✓ Save you time.
2. ✓ Save you money.
3. ✓ Less stress throughout the process.
4. ✓ Get a better deal on the home that you want. Sellers like to know that buyers already have financing in place

## ORGANIZING YOUR FINANCES / HELPING YOU WITH YOUR HOME PURCHASE FINANCING

Organizing your finances is the critical first step in your home purchase:

- ✓ Consider the one-time costs associated with a home purchase, including a down payment, legal fees, inspection fees, taxes and moving expenses.
- ✓ Understand ongoing monthly costs, including mortgage payments, insurance, utilities, property taxes, maintenance and, if applicable, condo fees.
- ✓ Take into account the equity you may have in your current home and the applicable mortgage options available for your next move.
- ✓ Pre-qualifying for a mortgage gives you the comfort of knowing how much you can afford and what your monthly payments will be.
- ✓ A pre-approval from a mortgage lender protects you against interest rate increases for a given period during your home search.





## NOT ONLY ARE WE GREAT MARKETERS,

we have the answers to important FINANCING questions, like:

- ✓ Should I refinance?
- ✓ How much will my fixed rate mortgage payment be?
- ✓ How much will my adjustable rate mortgage payments be?
- ✓ How much will my payments be for a balloon mortgage?
- ✓ Should I rent or buy?
- ✓ Which mortgage is better for me?
- ✓ How much will I save by increasing my mortgage payment?
- ✓ How much mortgage might I qualify for?
- ✓ How much home can I afford?
- ✓ Should I consolidate my loans?





## STEP 3

# CHOOSE THE RIGHT REALTOR!

When you engage the services of your own personal agent—someone who is under contract to work solely in your best interest—you get all of the same services listed above plus your personal Realtor® provides:

- ✓ Confidential assistance that addresses your needs first.
- ✓ Honest, loyal and diligent care, free from any conflicts of interest.
- ✓ Access to all listings including MLS, bank-owned properties, distress and estate sales, even homes that were previously on the market where the seller might still be interested in selling.
- ✓ Expert advice on useful clauses such as home inspections and financing to protect you fully.
- ✓ Expert negotiation of the offer to purchase, to achieve the best possible price and terms.
- ✓ Expert advice on market value, inclusions, location, as well as help you decide when you should walk away.
- ✓ Discovery and disclosure of all information about the property including liens, warranties, disclosures, seller's purchase price, and market and planning activity in the area.

**A full service guarantee!**

As your Personal Realtor<sup>®</sup>, our job is to ensure you are an educated buyer in all aspects of your home buying process.

### **Our buyers know...**

- ✓ The current fair market value of the home that they want to purchase so they do not overpay.
- ✓ Everything available on the market now within their criteria, as well as what is potentially coming to market soon, so they can compare.
- ✓ They receive the most relevant and up-to-date market information available.
- ✓ When they have found a great home at a great price.
- ✓ They get the best financing options: rates and terms.
- ✓ How comforting it feels to know we have their interests protected.
- ✓ They are in a strong negotiating position with us in their corner.
- ✓ How wonderful it feels to have a stress-free and enjoyable home buying experience!

When you Choose Buschteam.ca at Royal LePage as your Personal Realtor<sup>®</sup>, you are choosing:

- ✓ A trusted professional Realtor<sup>®</sup> dedicated to serving your personal real estate needs first and foremost.
- ✓ An agent with over 80% of its business coming from happy homeowners who can't wait to tell their friends about their extraordinary home buying experience.
- ✓ Highly-skilled negotiators working on your behalf.
- ✓ A representative whose primary goal is to help you find the right home, at the right price, with little to no stress or inconvenience to you.



## STEP 4

# BECOME AN EDUCATED BUYER

### The Busch Team Home Buyer Service Program

Our exclusive Home Buyer Service Program will empower you with key market information and every possible advantage to ensure you become an educated buyer. Educated buyers are able to make informed decisions creating a stress free and enjoyable home buying process.

Here's what you can expect from the team when you enroll in our program:

- ✓ **Absolutely no fees or costs to you as our buyer.**
- ✓ Access to property listings from a variety of advanced property search programs.
- ✓ Access to a database of expired listings that may reconsider selling.
- ✓ Proactive prospecting within your desired area to locate potential sellers with homes that match your criteria, that are not actively for sale on the market now but may be considering selling.
- ✓ Access to For Sale By Owner homes that match your criteria.
- ✓ Up-to-the-minute access to the best deals on the market, including brand new MLS listings, newly price reduced properties, current bank power of sales, new home options, private sales and deals under contract that have fallen through.
- ✓ The most current real estate market information that may impact your buying decision, including mortgage changes, statistical sales data on median house prices, sales and months on inventory, local area market changes, trends and much more.

# YOUR QUESTIONS

## TEN QUESTIONS TO ASK YOUR REALTOR WHEN YOU FIND THE RIGHT HOME

1. Why is the owner selling?
2. What is the market like?
3. What is the property worth?
4. How much are the property taxes?
5. Is the seller flexible on price?
6. How long has the home been on the market?
7. Are there any seller's disclosures?
8. Where is the paperwork on the mechanical systems?
9. How often has the property been sold?
10. When do the sellers have to move?





# THE EDUCATION PROCESS

The Busch Team Home Buyer Process keeps you informed every step of the way.

1. After our initial fact gathering meeting, our team enters a detailed summary of your wants and needs for a home into our database and a variety of property search programs. This information is instantly shared with our entire team at Royal LePage, other agents and potential sellers to begin the property match process.
2. Our Team won't bombard your email with information that is not relevant to you. We will provide daily update emails on all the homes that are new to the market or have had a recent price change and that match a broadened scope of what you are looking for.
3. As market area specialists with a pulse on local and national real estate market trends and changes, we also ensure you are kept informed of all relevant industry changes that may impact your buying decision, including price trends and mortgage rates.
4. Our Team personally inspects all the potential properties in the area and takes in several listings ourselves. This hot new listing information is passed on to our clients first.
5. You get all the information about every property – the same information only our team, as Realtors®, have access to.
6. When you find a home that peaks your interest, simply contact our team and we will arrange a convenient time to view.

## **Remember, when selecting what homes to view...**

- ✓ Choose different styles and types of home that meet your needs
- ✓ Drive by the home and area for your first impression
- ✓ Select a maximum of 5 homes to visit in one day (3 to 4 is best)
- ✓ Schedule time after the showings to sit down and discuss the homes' merits

**Remember to ask us for a Buyer tour!**

# GOVERNMENT INCENTIVES/PROGRAMS

1. RRSP contribution/ withdrawals for first time Canadian home purchasers - Withdraw up to \$25,000 from your RRSP without penalty.

2. NEW housing rebate

<http://www.cra-arc.gc.ca/hbp/>

3. Land Transfer tax rebate

<http://www.cra-arc.gc.ca/E/pub/gp/rc4028/README.html>

\*\*\*\* for quick reference I usually use this link for calculating

<http://www.fin.gov.on.ca/en/refund/newhome/>

4. First time home buyers tax credit- \$5000 non refundable tax credit.

<http://www.landtransfertax.com/>

Please see the link below for relevant articles and forms for first time home buyers

<http://actionplan.gc.ca/en/initiative/first-time-home-buyers-tax-credit>

[http://www.torontorealestateboard.com/buying/gov\\_programs/index.htm](http://www.torontorealestateboard.com/buying/gov_programs/index.htm)

**Typing these out could take some time.  
Call us, we can send the information to you!**





## VIEWING HOMES

### Helping You with your Home Purchase

When viewing properties you are interested in, it is important to remain objective. We will help you understand the importance of looking beyond surface aesthetics at:

- ✓ A home's exterior features from the foundation to the walls, the roof, the eaves and downspouts, drainage, windows, doors, fencing and landscaping
- ✓ A home's interior fittings such as walls, floors, outlets and switches, lighting, kitchen and bathroom fixtures, and appliances
- ✓ A home's heating, cooling, plumbing and electrical systems
- ✓ Visible signs of problems such as water or pest damage
- ✓ The benefits of having all of the above investigated thoroughly by a qualified home inspector
- ✓ Noise levels from neighboring properties, the street, cars and public transport, and where applicable, highways, railways and airports
- ✓ The ability for you to live comfortably, according to your pre-determined needs and wants, with available space for your furnishings and storage requirements.

## MAKING AN OFFER

There are a number of considerations to make before the offer is written for your next home. As your chosen real estate professional, we will guide you through the offer process to help you:

- ✓ Appreciate what comparable houses are selling for, how current market conditions can impact your offer, and where applicable, whether there is any competition from other interested home buyers
- ✓ Understand the benefits of investing in a qualified home inspector who can expose any property deficiencies and who may also provide you with an estimate of their cost of repair
- ✓ Determine any offer conditions such as satisfactory home inspection or arranging financing, and the potential impact of such conditions on the acceptance of your offer
- ✓ Sort through the key elements of your offer including price, deposit, financial terms, inclusions and exclusions, and your closing or possession date
- ✓ Personally present your offer to the seller or the seller's representative on your behalf
- ✓ Manage all offers and any counter-offers, negotiating to get you the best possible deal







## STEP 5

# MAKING AN EDUCATED OFFER

You've found the one. Fantastic! Here's what happens next:

1. Our Team will conduct a detailed CMA (Comprehensive Market Analysis) complete with comparable active and expired listings, recent solds and historical data relevant to determining the market value of the home. This will empower you to make an informed decision.
2. Our Team will prepare an offer that protects you, follows your instructions and matches your schedule and needs.
3. Our Team will explain the details of the offer, the terms and suggest options for specialty clauses ensuring you know exactly what you are agreeing to.
4. Our Team will present and negotiate the offer on your behalf to get you the home that you want at the price and terms you want.

### What happens after this:

- ✓ The seller may accept your offer – congratulations!
- ✓ The seller may reject your offer – not common, but it can happen and we would endeavor to find out why.
- ✓ The seller may counter sign, changing the terms of the offer and present the offer to back to you.
- ✓ Our negotiations continue until we reach agreeable terms between the seller and yourself, or until we know an agreement cannot be reached and it is time to walk away.



# AVM RESIDENTIAL COMPARABLE REPORT

Understanding the market value of your home.



## Subject Property

**Property Address:** 38 WESTERN BATTERY RD SUITE 603  
**Municipality:** CITY OF TORONTO  
**Roll Number:** 190404125003316  
**Postal Code:** M6K 3N9  
**Province:** ON

**Real Time Market Value (AVM):** \$568,000      **Confidence Rating:** ★★★★★☆  
**AVM Valuation Date (dd/mm/yyyy):** 01-10-2014      **AVM Range:** \$524,000 - \$619,000

### Comparable Information



Roll Number	190404125003316	190404125003313	190404125003332	190404125003080
Sale Price	Not Applicable	\$566,000	\$527,000	\$525,000
Sale Date	Not Applicable	01-11-2013	01-06-2014	01-07-2014
Address	38 WESTERN BATTERY RD SUITE 603	46 EAST LIBERTY ST SUITE 525	38 WESTERN BATTERY RD SUITE 630	21 PIRANDELLO ST SUITE 1244
Municipality	CITY OF TORONTO	CITY OF TORONTO	CITY OF TORONTO	CITY OF TORONTO
Province	ON	ON	ON	ON
Postal Code	M6K 3N9	M6K 3P2	M6K 3N9	M6K 3P4
Property Style				
Year Built	2005	2005	2005	2005
Bedrooms	2	2	2	2
Full Bathrooms	2	2	2	2
Half Bathrooms	0	0	0	1
Frontage	-	-	-	-
Depth	-	-	-	-
Site Area	-	-	-	-
Total Floor Area	1,180.00 sq ft	1,190.00 sq ft	1,100.00 sq ft	1,170.00 sq ft
Basement	-	-	-	-
Finished Area				

# WHAT A GOOD OFFER LOOKS LIKE

In the competitive GTA marketplace we are seeing some trends when it comes to marketing a home for sale. We're noticing that listing agents are setting the listing up below market value in order to attract as much attention as possible. With the right coaching, we've been able to help our clients understand a few things about multiple offers.

**1. Less conditions the better.** Typically for a purchase of a home you would likely have a home inspection, and a finance condition. The purpose of a condition is to allow you as the buyer some time to lock up the home and give you time (typically 5 days) to arrange these items.

**Removing conditions** - Typically, built into schedule A you will have conditions, these are an integral part of the deal. They are the items (mortgage, home inspection, etc.) that must be fulfilled in order to have a firm deal. In order to remove these conditions you will need to sign a waiver to remove them from the deal, in order to "firm up" the deal. Firm up is synonymous with officializing the deal.

The conditions are left in your hands as a buyer, and gives you the right to "firm up" the deal, or not. Once the seller accepts a deal that is conditional, the purchase is left in the buyer's hands. We strategically make offers with you the buyer in mind and protect your deposit, so that it may be refunded if you should choose not to "firm up"

**2. The odd number always wins** - If the home is listed at \$500,000 and you are thinking of placing your offer at \$520,000. Go with the odd number something like \$522,700.00. The reason being, someone else has probably evaluated the home very similarly to you, and this will give your offer the edge it needs.

**3. Know the exact, most perfect date for the seller.** You want to try your best to accommodate their needs, when it comes to this.

**4. Make sure you are protected** by wording/ clauses of a Realtor who really understands how to get the deal done, while protecting you.

These are the essential parts of any offer, these are the items both parties need to agree on

- ✓ Price
- ✓ Deposit
- ✓ Terms
- ✓ Conditions

## Inclusions and Exclusions

These might include appliances and certain fixtures or decorative items, such as window coverings or mirrors. These items would remain in the house.

## Closing or Possession Date

Generally, the day the title of the property is legally transferred and the transaction of funds finalized.

# HOW OUR TEAM WORKS FOR YOU



1. Prequalify you for a purchase in your price range
2. Thoroughly understand your needs for your new home
3. Do an initial search of existing homes for sale that meet your needs
4. Create a “Computerized Automatic Buyer Search Program” customized specificall for your needs. Emails are sent immediately
5. Research all For Sale by Owners and cancelled listings for additional potential matches
6. Prospect two hours every day looking for new listings that are not yet on the market
7. Contact the Top 25 Listing Agents locally to discuss potential “pocket listings”
8. Broadcast your needs and wants to our office meetings to identify any new inventory first.  
We have a total of \_\_\_\_\_ Salespeople.
9. Preview properties regularly to help you save time
10. Calling for sale by owners  
**...and the list goes on.**



## CLOSING COSTS

Ask our team about our buyer's worksheet which details all of these costs for you.

Funds to cover your down payment and closing costs will most likely have to be in the form of a bank draft, certified cheque, or wire transfer to your lawyer's trust account. Your lawyer will detail the exact amounts required for:

- ✓ Balance of down payment after initial deposit with offer.
- ✓ Mortgage Loan Administration and/or Appraisal Fees, if applicable.
- ✓ Points, or loan discount fees, you pay to receive a lower interest rate, if applicable.
- ✓ Credit report fees.
- ✓ Mortgage insurance premiums if applicable (CMHC).
- ✓ Land Transfer Tax and Title Registration Fees.
- ✓ Title insurance policy premiums.
- ✓ Survey expense if applicable.
- ✓ Legal fees and associate disbursements (couriers, copies etc.).
- ✓ Pro-rated amounts for your share of any prepaid costs, such as utility bills and property taxes.





## STEP 6

# CONDITIONS, HOME INSPECTIONS, AND WAIVERS

The offer has been accepted. Now we need to satisfy the conditions.

This usually involves performing a home inspection, getting the rest of your personal information and the property information to your mortgage broker or bank, and arranging for the other information that might be necessary, like surveys, water tests and condominium documents. Our team will help you make the necessary arrangements to ensure that the entire process runs smoothly before the deadline.

Next, you will need to add some people to your team.

### Finding a Home Inspector

Home inspections allow you to scrutinize the details of the home and save you from some unpleasant surprises. Our team would be happy to recommend a reputable home inspector, however, when making your decision...

- ✓ Ensure that the home inspector is a qualified professional. Being a member of an Association can reassure you are getting an experienced, knowledgeable professional.
- ✓ Ensure the home inspector checks for visible issues with plumbing, electrical systems, the roof, insulation, walls, ceilings, floors and windows, and the condition of the foundation. They can also check that included chattels, like furnaces and air conditioners, are in working order.
- ✓ Ensure your home inspector gives you an up close and personal look at your new home. It takes about 3 hours to go through all the systems, and if there are any problems, you will see them with your own eyes. They will also give you maintenance tips and easy fix-ups, if necessary.
- ✓ Ensure that in the end, you receive a detailed report that summarizes the condition of your home.







## STEP 7

# PREPARING TO MOVE

Typically you will have anywhere from 30 to 90 days to get everything ready for your home. It could be shorter or longer, depending on what you need and have agreed upon with the seller.

### THE CLOSING DATE IS USUALLY THE SAME AS YOUR MOVE-IN DATE.

It is a good idea to get things organized well in advance of the closing date to reduce the stress of the move.

- ✓ **Lawyers:** Our Team will send your lawyer the information about your purchase. You will need to provide the lawyer with some additional information: insurance, down payment information, fee payments, adjustment payments and possibly other signed documents that they ask you for. You will meet with the lawyer about a week before the closing to finalize everything. Ask us about our preferred lawyers.
- ✓ **Down Payment and Closing Costs:** Make the necessary arrangements to have the funds available when the lawyer asks for it. Liquidating some assets can require some additional time.
- ✓ **Movers:** Whether you are using professional movers, renting a truck or getting a bunch of friends together, plan and organize it early.
- ✓ **Insurance:** The lawyers will need a copy of your home insurance before closing so that the financial institution will release the money to them. Call your insurance broker with the listing information. They might also want to know the age of the house, the condition of the roof, furnace, electrical system, as well as other general information.
- ✓ **Change of Address:** It's time to start giving out your new address to everyone. Use our checklist to make sure you have everyone covered.
- ✓ **Utilities:** It is important that you call the local utilities to get their services changed into your name. These include phone, internet, television, gas, electricity, water, and any rental agreements. Remember, too, to cancel the services at your old address.

# CLOSING

Your home purchase becomes a reality on closing day when ownership is officially transferred to you. Before and on closing day, there are number of tasks to complete:

- ✓ If you are renting, give notice to your landlord and arrange for the return of your deposit
- ✓ Confirm your home purchase with your mortgage lender and finalize your mortgage details
- ✓ Hire a legal professional to represent your interests and manage closing documentation
- ✓ Obtain home insurance and notify your lawyer and mortgage lender of the selected insurer.
- ✓ Arrange for your self-move requirements or obtain estimates from reputable moving companies and book as far in advance as possible.
- ✓ Coordinate cancellations, transfers and change-of-address notification for medical, financial and contracted services, utilities, licenses, subscriptions, memberships, and personal mail
- ✓ Organize the connection of services and utilities at your new home.
- ✓ Meet with your lawyer on closing day to sign required mortgage and property closing documentation, pay associated balances and fees, and collect the keys to your new home.
- ✓ 3 Registered Team Members helps ensure you can see properties ASAP so that you don't miss out



# SIGNING A BUYERS REPRESENTATION AGREEMENT

## Benefits

1. Confidentiality
2. Competence + Care
3. Full Disclosure
4. Obedience
5. Full Accounting
6. Loyalty

## **“No other agency has asked me to do this?”**

- ✓ Our Team is process driven, our systematic approach to finding you a home requires us to take this step in creating a client relationship
- ✓ Our Teams approach saves people time and money
- ✓ If you haven't been asked to sign this, the other agents aren't doing their job properly
- ✓ Would it be better if we dealt with the listing agent? You will be getting yourself into a case of multiple representation, we would have to question the loyalty and interest for disclosure. The goal of an agent listing a property is to sell it for THE MOST AMOUNT OF MONEY

## **“I can find a house on my own.”**

- ✓ It takes 48 hours after a property is listed to hit the public site realtor.ca
- ✓ Our Teams education in real estate ensures you get the best value and do not overpay, that you are protected lawfully, and that we can do everything in the timely manner Real Estate requires.

## **What makes The BUSCH Team different?**

- ✓ A true commitment
- ✓ Relevant resources and information
- ✓ Multiple board memberships
- ✓ Personally attending offer presentations goes a long way
- ✓ Tactful negotiators

# WHICH IS BEST FOR YOU

## When You Sign A Buyer Agency Contract

- ✓ Your Realtor is obligated to pay full attention to all of your real estate needs and concerns.
- ✓ It is the responsibility of your Realtor to ensure you have access to all properties on the market that fit your criteria.
- ✓ Your Realtor is obligated to present all sales statistics in order for you to make the most informed decision of what to offer, irrespective of the Seller's asking price.
- ✓ Your Realtor must share all known details of previous unsuccessful offers, or any other information that may strengthen your negotiation position.
- ✓ Your Realtor is obligated to provide counseling on protective clauses. I.e. financing, inspection, solicitor review and approval.
- ✓ Your Realtor must not divulge any personal or financial information he may have about you to the Seller.
- ✓ Your Realtor is obligated to assist you in finding the most suitable, or best financing available.



Once you have analyzed the pros and cons of Buyer Agency you will be able to make an informed decision. In order to have exclusive representation from your Realtor, you must sign a Buyer Agency Agreement for a specific period of time

## When You Don't Sign A Buyer Agency Contract

- ✗ The Realtor is not obligated to satisfy any particular needs of the Buyer, (other than to deal fairly and honestly with them).
- ✗ The Realtor is actually acting for the Seller and has no obligations to the Buyer. At the Offer presentation the Realtor must do what is best for the Seller.
- ✗ The Realtor is obligated to negotiate the best possible selling price on the Seller's behalf.
- ✗ The Realtor is under no obligation to disclose any details of previous unsuccessful offers.
- ✗ The Realtor is obligated to disclose to the Seller any information he/she may have about you that will strengthen the Seller's position.





## WHETHER YOU FIND A HOME BY...

- seeing an ad in the paper
  - visiting an open house
  - finding a home on the Internet
  - through anew home/condo builder
- Our team can assist with your purchase.**



# THE BEST KEPT SECRET: BEING MORTGAGE FREE FASTER

The best kept secret for building WEALTH

A mortgage is a big commitment. Most mortgages are paid over 25 years, but we have some tips to help you pay your mortgage off faster. Reducing the number of years you make mortgage payments can add up to big savings.

There are several ways to “pay down” your mortgage and get out of debt faster.

**1.** You can increase your payment amount when you arrange your mortgage, or at any time during the term. This allows you to pay down your principal faster.

For example, if you increased your mortgage payment amount by \$170 from \$830 to \$1,000 you could save almost \$48,000 in interest over the entire amortization period of your mortgage. You could also own your home about 8 years earlier.

**2.** You can make payments more frequently, which saves you money in interest charges over the long run as it allows you to pay down your principal faster.

For example, if you made accelerated bi-weekly payments of \$415 instead of monthly payments of \$830, you could save almost \$27,000 in interest over the entire amortization period of your

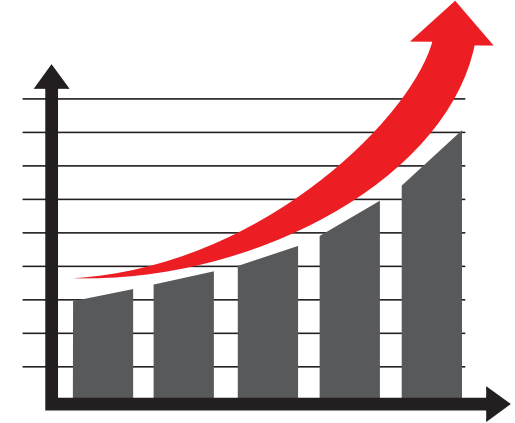
mortgage. This would allow you to own your home about 4.5 years sooner.

**3.** You can use your pre-payment privilege to make a lump-sum payment. A lump-sum payment is applied directly to your outstanding principal if there is no outstanding interest owing. This saves you money over the course of your mortgage.

For example, if you made a \$1,000 lump-sum payment, you could save almost \$28,350 in interest over the entire amortization period of your mortgage. This would allow you to own your home about 4 years sooner.

**4.** You can pay as much as possible at renewal. All CIBC Mortgages become open at renewal. This means you can pay as much as you want on your mortgage before you renew.

For example, if you chose 5-year, fixed-rate terms, and made a \$10,000 lump-sum payment every time your mortgage came up for renewal, you would save about \$37,481 in interest over the entire amortization period of your mortgage, allowing you to own your home about 6 years sooner





## CHECKLISTS

### House hunting checklist:

What type of home are you looking for?

- What about the age of the home? \_\_\_\_\_
- How many bedrooms and bathrooms do you need? \_\_\_\_\_
- What are you looking for in a kitchen, family room? Do you want a separate dining room? \_\_\_\_\_
- What are your high priority features? Appliances, ensuite, fireplace? \_\_\_\_\_  
\_\_\_\_\_
- What other types of rooms do you need? Main floor laundry room, home office?
- What about storage space? Basements, lockers?
- Do you need a garage or extra parking spaces?
- Is energy efficiency important? Newer windows or a high-efficiency furnace?
- How is your daily commute? How easy is it to get to the places you need to go?
- How close do you need to be to transit, shopping, schools, hospitals?
- Are there any important location factors? Backing on to parks, road traffic?
- What size of yard are you looking for? Is the backyard important? Or is a side yard okay?
- What about the front yard?
- What other landscaping features are important? A fenced yard, play areas, pool, gardens?
- Is it important what direction the house faces?
- Who are you sharing this home with and what are their needs? For example, pets might need a fenced yard or extended family wants a separate entrance.
- How much do you want to invest beyond the purchase price of the home in terms of financial or sweat equity, if you can't find all the features that you want?
- How long do you plan to live here? That can impact the type of home, the location and how much you will spend?



# MORTGAGE CHECKLIST

Applying for a mortgage isn't always easy. If this is your first time you might be overwhelmed by the experience. Don't get frustrated, Buschteam.ca is here to help! To make things easier, we've provided this handy checklist.

Feel free to print it out and check off all the documents that apply to you. Provide this information about the home you're purchasing to your mortgage lender

## PROPERTY INFO

- The accepted agreement of purchase or sale
- Updated MLS listing with sold status and price
- The estimated expenses like heating costs, property tax and condo fee
- If you're buying a rural or country home, well and septic certificates may also be needed

## IDENTITY INFO

- Full address (with postal code) of the property
- Name, address and telephone number of your solicitor/notary/lawyer
- Driver's license, passport or other government-issued photo ID, SIN # (copy needed)
- Provide proof or confirmation of your down payment:

- Savings/investments statement from within the last 90 days
- Gift letter will be required if you are receiving compensation from a friend or relative for your down payment
- Copy of any other asset (liquid or other) such as stocks, bonds, or mutual funds
- If you have recently sold another home remember to bring the sale agreement
- Confirm your current income and employment:
- Two or more of your most recent pay slips or pay stubs from your employer
- Formal letter of employment from your employer (may be required)
- Proof of any other income from all other sources (inheritance, freelance income)

This all seems like a lot but you will be guided through this process from start to finish.

- Copy of your T4 Tax form or T1 General
- Copy of your Notice of Assessment (NOA) from the last 2 years.
- The accepted Agreement of Purchase or Sale
- Copy of your recent mortgage statement and recent property tax bill/statement
- Current homeowner insurance policy
- A description of the property from the Purchase Agreement or Property Tax Statement
- You will require from your financial institution
- A void cheque or your financial institution to print out your bank account/transit number
- Tip: Bank or financial statements must always show your name, account number, and dates to be acceptable



# HOME INSPECTION CHECKLIST

Getting a home inspection can save you a lot of money in the long run. To make things easier, we've provided this handy checklist.

## BEFORE YOU CONSIDER AN INSPECTION

- Visit the home with your Realtor for a second showing. Make a needs/wants checklist to make absolutely sure the house is what you want/need
- Make a list of any potential concerns, such as visible cracks or stains from water damage, so you can ask the inspector about them specifically
- Ask your Realtor about their opinion on what questions to ask the inspector.
- In some cases, a home inspector will not check HVAC, fireplaces, pools, etc. Have specialized service technicians provide a better inspection

## YOUR REALTOR SHOULD

- Obtain and review a copy of any prior home inspection, if available
- Ask the seller's Realtor what major repairs and/or renovations have been made to the home and when they were completed
- Inform the seller's Realtor that you plan to get an inspection and book at least 3-4 hours at the house for the inspection to take place

- Recommend a trusted, experienced, knowledgeable home inspector
- Tip: BUSCHTEAM.CA Agents are experienced and connected in the industry

## QUESTIONS TO ASK YOUR POTENTIAL HOME INSPECTOR

- Are you a member of the Canadian Association of Home and Property Inspectors (CAHPI)? Currently, British Columbia and Alberta are the only provinces where home inspectors are required to be licensed. All other provinces have no "official" qualifications for a person to call themselves a homeinspector, so consider their experience and always ask for references
- Do you identify solutions as well as problems? Some inspectors go beyond pointing out problems and actually explain how serious the issues are, providing approximate costs for remediation
- Are you well equipped? Electrical testers, a carbon monoxide detector, moisture meter, ladder, inspection mirror, flashlight, level, binoculars (for roof

This all seems like a lot but you will be guided through this process from start to finish.

inspection) and other home inspection tools are standard

- What exactly do you inspect? The home inspector should evaluate:
  - The framing and foundations
  - Plumbing and pipes
  - Heating
  - Air-Conditioning
  - Electrical and mechanical systems
  - Roof surfaces
  - Exterior facades
  - Doors and windows
  - Land grading around the house
  - Condition of decks, patios, porches, driveways and sidewalks
  - Basement & attic

