



— TEAM —
GRANDE

ALBERT IAVARONE

Sales Representative

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HOME BUYERS GUIDE



RE/MAX **ESCARPMENT**
REALTY INC., BROKERAGE

INDEPENDENTLY OWNED & OPERATED



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I was born and raised in Hamilton, Ontario. This is the city I live in and love! I have an MBA from the Ivey School of Business at the University of Western Ontario and spent many years in the tech industry. I am a real estate investment specialist and have been investing in the southern ontario real estate market for over 20 years. People ask me why I decided to get into real estate. The answer is simple: I love working with people to find their dream home, break into the market or find a great investment. I am competitive and take pride in getting them the very best price for their home. I do this through an intimate knowledge of the area, attention to detail and an understanding that the purchase of a home is an emotional experience above all else. Most of all I love making my clients happy! I am happy to be at your service.



www.teamgrande.com

"Our realtor Albert made our selling journey fantastic. He professionally answered all of our questions, gently guided us through our anxious moments and was literally available at any hour. We will never forget his kind words and support for the next chapter in our lives. I would highly recommend Albert and the entire team."

- Eric & Laurie

"Albert is an extremely professional & skilled realtor. Before we contacted him we were really struggling in the market. Albert took the time to listen to our needs/preferences and found the perfect home in record time. I would highly recommend him as an agent for anyone looking for a home in the Hamilton/Oakville area!"

- William Heakes

In such a difficult market, Albert @ Team Grande was 100% the reason we were able to be successful with both the buying and selling of our house. We got a record breaking selling price and we even were lucky enough to secure an exclusive property before hitting the market. The knowledge, expertise & support he provided really made this a truly enjoyable experience. I have and will continue to recommend his services. These are the people you want to be helping you.

- Gusy & Andres

Why Choose Team Grande



**Based on closed transactions January - Oct 2022, large team, residential. Source: RE/MAX LLC.

Meet the Team



Matthew Adeh
Broker

Tino Goritsas
Broker

David Capretta
Sales Representative

Joseph Capostagno
Sales Representative

Daniel Younan
Broker

Alex Hill
Sales Representative

Amanda Billeci
Sales Representative



Kayne Neville
Sales Representative

Zaya Oshana
Sales Representative

Albert Iavarone
Sales Representative

Mike Gligoric
Sales Representative

Nic DiMatteo
Sales Representative

Amber Wood
Sales Representative

Rob Collier
Sales Representative

Kelly Paventi
Team Coordinator



Albert Iavarone, 905-518-7538

Closing & Upfront Costs

How much can you expect to spend ahead of closing?

Make sure you plan ahead to cover the costs of buying a home.

Deposit

The deposit cheque must be submitted within 24 hours of an accepted offer. This means the funds should be in your bank account readily available for withdrawal. Keep in mind investments accounts, RRSP etc take upwards of a week to withdrawal from. The deposit will become part of your downpayment at closing time.

Down Payment

With mortgage loan insurance from CMHC (Canada Mortgage and Housing Corporation) you can own your home with as little as 5% down payment.

Home Inspection Fee

We always recommend that you make a home inspection a condition of your offer to purchase. A home inspection is a report on the condition of your home and generally costs \$400-\$600 depending on the complexities of the inspection.

Prepaid Property Taxes and/or Utility Bills

To reimburse the vendor for prepaid costs such as property taxes.

Land Transfer Tax

This is a one time fee that is a percentage of the property's purchase price. The government will now refund up to \$4000 for first time home buyers.

Property Insurance

The mortgage lender requires this because the home is security for the mortgage - it covers the cost of replacing your home and it's contents. Property insurance must be in place on closing day.

Legal Fees and Disbursements

Must be paid upon closing and at a cost determined by your lawyer. Your lawyer will also bill you direct costs to check on the legal status of your property.

Title Insurance

Your lender or lawyer may suggest title insurance to cover loss caused by defects of title to the property. Your lawyer may also suggest title insurance when there is no up-to-date survey for the property.

*if you feel you cannot cover all the upfront costs, you can ask your lender for a loan. Remember that the payment for this loan will be put into the calculation of your total debt.

Land Transfer Tax

This is a one time fee that is a percentage of the property's purchase price. The government will now refund up to \$4000 for first time home buyers.

Calculation for Residential Transaction in Ontario - Examples (Price - Tax)



\$55,000 - \$275	\$170,000 - \$1,425	\$290,000 - \$2,825	\$700,000 - \$10,475
\$65,000 - \$375	\$180,000 - \$1,525	\$300,000 - \$2,975	\$725,000 - \$10,975
\$75,000 - \$475	\$190,000 - \$1,625	\$325,000 - \$3,350	\$750,000 - \$11,475
\$85,000 - \$575	\$200,000 - \$1,725	\$350,000 - \$3,725	\$800,000 - \$12,475
\$95,000 - \$675	\$210,000 - \$1,825	\$400,000 - \$4,475	\$825,000 - \$12,975
\$100,000 - \$725	\$220,000 - \$1,925	\$425,000 - \$4,975	\$850,000 - \$13,475
\$110,000 - \$825	\$230,000 - \$2,025	\$450,000 - \$5,475	\$900,000 - \$14,475
\$120,000 - \$925	\$240,000 - \$2,125	\$500,000 - \$6,475	\$925,000 - \$14,975
\$130,000 - \$1,025	\$250,000 - \$2,225	\$525,000 - \$6,975	\$950,000 - \$15,475
\$140,000 - \$1,125	\$260,000 - \$2,375	\$550,000 - \$7,475	\$975,000 - \$15,975
\$150,000 - \$1,225	\$270,000 - \$2,525	\$600,000 - \$8,475	\$1,000,000 - \$16,475
\$160,000 - \$1,325	\$280,000 - \$2,675	\$650,000 - \$9,475	

The Buyer Experience



**Property
Search &
Mortgage
Preapproval**

**View
Properties**

Offer

**Financing
/Inspection
/Status
Certificate
Review**

Deposit

Legal

**House
Insurance &
Utilities**

**Close and
Celebrate!**

We meet to discuss your needs, wants and dreams. We serve you properties most relevant to you. We strongly encourage clients to obtain financing pre-approval before looking at properties.

We coordinate all showings & follow all covid protocols.



Offers are generally binding for a fixed period of time. We will work together to strategize an offer that meets your budget, your goals and is positioned to win in an competitive market.

Offers often have inspection and/or financing conditions that are valid for ~4 days after acceptance. During this period the status certificate for condominiums is reviewed.

Deposits are due 24 hours after offer acceptance. They are generally \$10,000-\$50,000. They are applied to the mortgage down payment on closing. You should have the deposit on standby when offering (in easily accessible form).

Your lawyer will do a title search and confirm that the property is legally as described before closing. They will also handle the financial transaction and paperwork.

Before closing you will coordinate your home insurance and utilities (hydro, gas, water, internet/cable) so that they are in place on closing.

On closing day the financial transaction will be completed and your lawyer will give you instructions on how to get the keys to your new home!



TEAM

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www.albertrealestateguy.com

We are here to guide you through the entire process



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Albert Iavarone, 905-518-7538

Offer Process

STEP 1

Decide on:

- Price
- Closing Day (day you get the keys)
- Deposit
- What's Included (chattels)

STEP 2

Decide on:

- Conditions
- Typical conditions
- Finance, Home inspection, Sale of Property, Status Certificate (for condos)
- Septic/Sewer inspection (for rural), Lawyer approval

STEP 3

To Do:

- Bring deposit
- Send paperwork to mortgage broker (we can do that for you)
- Arrange Home Insp. (we can help)

STEP 4

Time to:

- Fulfill conditions
- Renegotiate
- Walk away with your full deposit returned

Making an Offer to Purchase - Offer Process

STEP 1

OREA Ontario Real Estate Association
Form 100
for use in the Province of Ontario

Agreement of Purchase and Sale

This Agreement of Purchase and Sale dated this 23 day of February, 2018.

BUYER: Mr. & Mrs. Grande
(Full legal names of all Buyers)

SELLER: Mr. & Mrs. Home Seller
(Full legal names of all Sellers)

REAL PROPERTY:
Address: 123 Grande Boulevard
fronting on the East side of Grande
in the City of Hamilton
and having a frontage of 45 ft. more or less by a depth of 91 ft. more or less
and legally described as PCL 24-1 SEC M253 LT 24 PL M253 S/T L175548
(Legal description of land including easements not described elsewhere)

PURCHASE PRICE: Four Hundred Forty-Five Thousand Dollars (CAD\$) 445,000.00

DEPOSIT: Buyer submits Upon acceptance Dollars (CAD\$) 10,000.00

by negotiable cheque payable to, RE/MAX Escarpment Realty Inc., Brokerage.

Buyer agrees to pay the balance as more particularly set out in Schedule A attached.

SCHEDULE(S) A: attached hereto form(s) part of this Agreement.

1. **IRREVOCABILITY:** This offer shall be irrevocable by Buyer until 11:59 p.m. on the 23 day of February, 2018, after which time, if not accepted, this offer shall be null and void and the deposit shall be returned to the Buyer in full without interest.

2. **COMPLETION DATE:** This Agreement shall be completed by no later than 6:00 p.m. on the 1 day of April, 2018. Upon completion, vacant possession of the property shall be given to the Buyer unless otherwise provided for in this Agreement.

INITIALS OF BUYER(S): _____ INITIALS OF SELLER(S): _____

Fern 100 Revised 2017 Page 1 of 6
WREB/FORM 100 Dec 2017

STEP 2

OREA Ontario Real Estate Association
Form 105
for use in the Province of Ontario

Schedule A
Agreement of Purchase and Sale

This Schedule is attached to and forms part of the Agreement of Purchase and Sale between:

BUYER: _____ and
SELLER: _____

for the property known as _____

dated the _____ day of _____, 2018.

Insert Clauses Add Blank Page Remove Last Page Insert Original Clauses

This Offer is conditional upon the Buyer arranging, at his own expense, a new Mortgage. Unless the Purchaser gives notice in writing to the Vendor that this condition is fulfilled on or before _____ p.m. on the _____ day of _____, 2018, this offer shall be null and void and the Purchaser's deposit returned to him in full without deduction. This condition is included for the benefit of the Purchaser and may be waived at his option by notice in writing to the Vendor within the time period stated herein.

This Offer is conditional upon the inspection of the property by a home inspector at the Buyer's own expense and the obtaining of a report satisfactory to the Buyer in the Buyer's sole and absolute discretion. Unless the Buyer gives notice in writing delivered to the Seller personally or in accordance with any other provisions for the delivery of notice in this Agreement of Purchase and Sale or any Schedule thereto not later than _____ p.m. on the _____ day of _____, 2018, that this condition is fulfilled, this Offer shall be null and void and the deposit shall be returned to the Buyer in full without deduction. This condition is included for the benefit of the Buyer and may be waived at the Buyer's sole option by notice in writing to the Seller as aforesaid within the time period stated herein.

This Offer is conditional upon the sale of the Buyer's property known as _____. Unless the Buyer gives notice in writing delivered to the Seller personally or in accordance with any other provisions for the delivery of notice in this Agreement of Purchase and Sale or any Schedule thereto not later than _____ p.m. on the _____ day of _____, 2018, that this condition is fulfilled, this Offer shall be null and void and the deposit shall be returned to the Buyer in full without deduction. This condition is included for the benefit of the Buyer and may be waived at the Buyer's sole option by notice in writing to the Seller as aforesaid within the time period stated herein.

Provided further that the Seller may continue to offer the property for sale and, in the event the Seller receives another Offer satisfactory to the Seller, the Seller may so notify the Buyer in writing by delivery to the Buyer personally or in accordance with any other provisions for the delivery of notice in this Agreement of Purchase and Sale or any Schedule thereto. The Buyer shall have _____ hours from the giving of such notice to waive this condition by notice in writing delivered to the Seller personally or in accordance with any other provisions for the delivery of notice in this Agreement of Purchase and Sale or any Schedule thereto, failing which this Offer shall be null and void, and the Buyer's deposit shall be returned in full without deduction.

This Offer is conditional upon the Buyer's Lawyer reviewing the Status Certificate and Attachments and finding the Status Certificate and Attachments satisfactory in the Buyer's Lawyer's sole and absolute discretion. The Buyer agrees to request at the Buyer's expense, the Status Certificate and Attachments, within Two (2) Days after acceptance of this Offer. Unless the Buyer gives notice in writing to the Seller not later than 11:59 p.m. on _____, that this

This form must be initialed by all parties to the Agreement of Purchase and Sale.

INITIALS OF BUYER(S): _____ INITIALS OF SELLER(S): _____

Fern 105 Revised 2018 Page 1 of 2
WREB/FORM 105 Dec 2017

STEP 3

RE/MAX ESCARPMENT
REALTY INC., BROKERAGE

RECEIPT

THIS DOCUMENT IS PRINTED ON WATERMARKED PAPER. SEE BACK FOR INSTRUCTIONS.

The Toronto-Dominion Bank 83543649

DATE: 2018-02-06

Transit Serial No. 93-83543649

Pay to the Order of **RE/MAX Escarpment Realty Inc.** \$ *****20,000.00

*****THOUSAND *****/100 Canadian Dollars

The Toronto-Dominion Bank
Toronto, Ontario
Canada M5K 1A2

Authorized Officer: _____

DATE: Tuesday, February 6th 2018 TIME: 7pm

☐ CASH ☒ CHEQUE ☐ DEPOSIT FOR PURCHASE ☐ RENT ☐ BANK DRAFT ☐ OTHER

AMOUNT: Twenty Eight Thousand Dollars (\$28,000.00)

BUYER'S NAME(S): Mr. & Mrs. Grande

SELLING AGENT & BROKERAGE: John Chavira / Theresa Wilson / Kelly

RE: PROPERTY: 4 Whitworth Terrace, Stoney Creek

LISTING AGENT & BROKERAGE: Joseph Capistrano / Kelly Parenti

RECEIVED BY: John Chavira

PER: RE/MAX ESCARPMENT REALTY INC., Brokerage

☐ Ancaster ☐ Burlington N. ☐ Burlington S. ☐ Burlington Downtown ☐ Dundas ☐ Upper James ☐ Queenston ☐ Wainwright

In the event the conditions of the Agreement of Purchase and Sale or Agreement to Lease are not met and a request for a return of the deposit by way of a mutual release received, and the deposit was an unencashed cheque, such funds shall not be returned until a full 21 day clearing period has passed. All terms as stated herein may not be amended.

☐ Ancaster ☐ Burlington North ☐ Burlington South ☐ Burlington Downtown ☐ Hamilton West ☐ Hamilton East ☐ Stoney Creek ☐ Stoney Creek Mountain

☐ 108 Parke Drive, Ancaster, ON L9G 0G9 ☐ 905-324-3320 ☐ 905-324-3320

☐ 2800 Sheppard Ave. East, Unit 4A, Burlington, ON L7M 5A5 ☐ 905-639-7070 ☐ 905-639-7070

☐ 4120 Fawcett Street, Burlington, ON L7L 2A4 ☐ 905-632-7199 ☐ 905-632-6888

☐ 500 Beaver Street, Burlington, ON L7M 2G4 ☐ 905-632-8178 ☐ 905-632-8178

☐ 80 Dundas St. W., Unit 10, Hamilton, ON L8P 4W3 ☐ 905-425-2720 ☐ 905-425-2720

☐ 1000 Upper James Street, Hamilton, ON L8S 0V7 ☐ 905-575-5478 ☐ 905-575-5478

☐ 800 Queenston Road, Stoney Creek, ON L3K 4A2 ☐ 905-443-0888 ☐ 905-443-2300

☐ 323 Wainwright Drive, Suite 10, Hamilton, ON L8L 0B6 ☐ 905-573-188 ☐ 905-573-088

STEP 4

OREA Ontario Real Estate Association
Form 124
for use in the Province of Ontario

Notice of Fulfillment of Condition(s)
Agreement of Purchase and Sale

BUYER: _____
SELLER: _____
REAL PROPERTY: _____

In accordance with the terms and conditions of the Agreement of Purchase and Sale dated the _____ day of _____, 2018, regarding the above property, I/We hereby confirm that I/We have fulfilled the condition(s) which read(s) as follows:

Insert Clauses Add Blank Page Remove Last Page Insert Original Clauses

This Offer is conditional upon the Buyer arranging, at his own expense, a new Mortgage. Unless the Purchaser gives notice in writing to the Vendor that this condition is fulfilled on or before _____ p.m. on the _____ day of _____, 2018, this offer shall be null and void and the Purchaser's deposit returned to him in full without deduction. This condition is included for the benefit of the Purchaser and may be waived at his option by notice in writing to the Vendor within the time period stated herein.

This Offer is conditional upon the inspection of the property by a home inspector at the Buyer's own expense and the obtaining of a report satisfactory to the Buyer in the Buyer's sole and absolute discretion. Unless the Buyer gives notice in writing delivered to the Seller personally or in accordance with any other provisions for the delivery of notice in this Agreement of Purchase and Sale or any Schedule thereto not later than _____ p.m. on the _____ day of _____, 2018, that this condition is fulfilled, this Offer shall be null and void and the deposit shall be returned to the Buyer in full without deduction. This condition is included for the benefit of the Buyer and may be waived at the Buyer's sole option by notice in writing to the Seller as aforesaid within the time period stated herein.

All other terms and conditions in the aforementioned Agreement of Purchase and Sale to remain unchanged.

For the purposes of this Notice of Fulfillment of Condition, "Buyer" includes purchaser and "Seller" includes vendor.

DATED at _____, Ontario, at _____ a.m./p.m. this _____ day of _____, 2018.

SIGNED, SEALED AND DELIVERED in the presence of: IN WITNESS whereof I have hereunto set my hand and seal:

(Witness) _____ Buyer/Seller _____ DATE: _____

(Witness) _____ Buyer/Seller _____ DATE: _____

Receipt acknowledged at _____ a.m./p.m. this _____ day of _____, 2018 by _____

Print Name: _____ Signature: _____

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Fern 124 Revised 2018 Page 1 of 1
WREB/FORM 124 Dec 2017

Questions to Ask When Home Searching

Understanding the cost of repairs and upgrades will help you choose the right home to fit your needs!



Roof

- How old is it?
- Is there a warranty?
- What type of insulation is in the attic?



Windows & Doors

- How old are they?
- Should any of them be replaced?



Kitchen & Bath

- Will they need updating?
- Is there a gas or electric stove?



Furnace & AC Unit

- How old are they?
- Are they owned or rented?



Home Decor

- Does the house need more than fresh paint?
- Is there hardwood flooring under the carpet?



Wiring & Plumbing

- What type of wiring is it? (knob & tube, copper)
- Is the panel fuses or breakers?
- Has any plumbing been updated?

5 Tips for Buyers in a Highly Competitive Market

Depending on where you're looking, you may be shopping for a home or property in an area where the market is highly competitive. The good news is, there is plenty you can do to increase your chances of getting the home you love - and can afford.

1. Know what you want.

Get crystal clear on the type of home you're looking for including size, location, old, new, # of bedrooms, garage, parking, etc. This will help narrow your focus on listings that are a good fit.

2. Get your financing pre-approved.

In a competitive market, getting your financing pre-approved will give you an advantage at offer time. Don't leave this to the last minute! Do this now.

3. Be prepared to act fast.

When the market is busy, good listings don't last long. You don't want to miss out! When you see a listing you like, review everything available online first, then schedule a viewing right away if you feel it could be the one.

4. Know your "no-regrets" price.

Great homes in a seller's market will often get multiple offers and sell over asking price. Ask yourself this, - "what is the highest amount you are willing to pay for this property with no regrets?" Losing out on a home for an amount you would have been comfortable with is disappointing. Be sure to run any numbers by your bank/lender.

5. Consider writing a letter or doing a video telling the sellers how much you love their house.

Homeowners are emotionally attached to their homes. They take great pride in every room, every upgrade and feature and want their home to go to someone who will love it just as much as they do.