

Average doesn't work here.

The Professionals

BUYING GUIDE

WHY WORK WITH
A REALTOR®

Have no regrets.

BE BETTER
PREPARED

Buying or selling a house is one of the
Largest financial (and emotional)
Investments you may ever make.



THE PROS

OUR PROMISE

When you hire us, you are getting a team of professionals who are blatantly honest, sometimes make uncommon requests and who help with the heavy lifting – all so that we can help you get the absolute best deal.

Selling or buying a home is the end result of a transaction, but when you work with us, your experience will be shaped by the quality of our communication, presentation, problem solving and service.

What we deliver reflects our values – the standards that drive our team, which we absolutely refuse to compromise.

Anyone can make appointments and show houses, anyone can put up a For Sale sign, or list a home – it's how we go above and beyond that sets us apart:

- Knowing good value
- Recognizing and solving problems
- Really listening to you
- Understanding your constraints and priorities
- Knowing when other professionals are needed for specific tasks

Bottom line, we believe that **AVERAGE** is just an excuse.



WHY WORK WITH THE PROFESSIONALS?

➤ **We know your home is your most valuable**



You are trusting us with helping you find your most valuable possession – your home. THE PROFESSIONALS take this responsibility very seriously.

We have access to our local board's MLS® system. It is Canada's most popular Internet search tool for residential real estate, and a big reason why over 85% of Canadians who search for a home start their search on the Internet.

We can provide you with exclusive features of the board's MLS® system, such as immediate notification when new properties are listed, and the market history of the home you are considering purchasing.

➤ **We are bound by the Code of Ethics**



The Canadian Real Estate Association's (CREA) REALTOR® Code has been the measure of professionalism in organized real estate for over 40 years.

The regulatory role in our province is fulfilled by the New Brunswick Real Estate Association (NBREA) Office of the Registrar in conjunction with the Financial and Consumer Services Commission (FCSC).

➤ **We remove the stress of buying.**



Home buying can be a daunting and complex process. Remember, a REALTOR® works for you and is there to look after your best interests.

THE PROFESSIONALS will help you succeed with the biggest purchase of your life. With our vast experience, we know how to make this as stress-free as possible for you.

FINANCING

Once you have decided to purchase a home, your first step (even before you start looking at homes) is to set up a one-on-one meeting with your banker, trust company or mortgage broker to determine what price of home you qualify to buy.

Mortgage rules, regulations and your ability to qualify change on a regular basis. There are many well-qualified specialists in our marketplace who are able to assist you.

We can recommend a professional to help if needed.

Once that vital step is completed, we will guide you step-by-step through the entire buying process.



HOUSE BUYING DOCUMENTS

Understanding each document required throughout the process.



Whether signing in person or electronically, it's important to understand the documents that are required as part of your purchase.

The process of buying or selling a house is not a daily occurrence.

There are a lot of complex elements in the process. For example, there will be legal forms that you are required to sign. All of the documents are necessary to ensure that all parties to the transaction are legally obligated and protected with the terms and conditions.

Here are some of the more common documents we will complete and sign together.

FINTRAC

This form is a mandatory federally, legislated document that must be completed when buying. Your REALTOR® will require a government issued photo ID, such as passport or driver's license to complete the FINTRAC form. As well, if your deposit is sent through an e-transfer, your REALTOR® will require your banking information.

Working with a REALTOR®

This form outlines the service provided by the REALTOR® to the Buyer and includes information on different scenarios commonly encountered with respect to the agency relationship.

Agreement of Purchase and Sale

This is a comprehensive document describing the particulars of the real estate transaction. It stipulates the parties involved and outlines the terms and conditions of the sale.

These are standard forms that are designed by the New Brunswick Real Estate Association (NBREA) (<http://nbrea.ca/>) and other governing bodies. These forms can change from time to time based on compliance with new and updated legislation.

If you have questions, ask **THE PROFESSIONALS.**

MAKING THE OFFER

Now that we've found the home you've been looking for, it's time to make the offer.

The first thing to determine is the right price to offer. If your offer is too low, there's a chance you may alienate the Seller and potentially lose the house. However, you still want to pay the lowest, fairest price possible.

Together we can determine the market value of any home. We do this by judging the home's condition and comparing it to similar homes that have sold in the area. We can then give you a range of what to offer, providing you with your best options for negotiating the best possible price.

Once the Seller has considered your offer, they have three choices:

THEY CAN ACCEPT THE OFFER. THEY CAN REJECT THE OFFER. OR THEY CAN MAKE A COUNTER OFFER.

If the Seller chooses to make a counter offer, they can also counter any terms and conditions.

All offers have an expiry date, which gives all parties a deadline by which to respond. Offers can be either firm or conditional.

Most offers have some types of conditions – the most common of these being financing and inspection.

An offer has five elements:

1. Price – The amount you are willing to offer.
2. Deposit – This money is held in trust and is applied towards the down payment.
3. Conditions – Typical conditions can include financing, home inspection and/or the sale of your current home. These are meant to protect both the Buyer and Seller during the process. We will explain these in great detail and leave no questions unanswered.
4. Inclusions/Exclusions – You can ask for certain items to remain, such as appliances or certain fixtures.
5. Closing date – This is the day that funds are transferred and you take legal ownership of your new house.



THE CLOSING

THE PROFESSIONALS can do the following:

- ❑ Arrange any visits to your new home for purposes such as measuring for appliances and window coverings, or even just to show the house to family members.
- ❑ Organize and attend appointments for repair people or contractors.
- ❑ Advise you of any inspections that may be required.
- ❑ Provide you with the name of trusted professionals, such as lawyers, movers, etc.
- ❑ Recommend third-party service providers, such as contractors, repair people, chimney sweeps, landscapers, etc.
- ❑ Provide your insurance carrier with information on your new home.
- ❑ Check in with you on a regular basis to ensure everything is proceeding according to plan.

THE COSTS

Typical costs, fees and disbursements:

- ❑ Legal fees and disbursements-approximately 2% of the sale price. This includes things like title insurance, land registry search, title registration, postage, couriers, long distance calls.
- ❑ Land transfer tax-1% of the house value
- ❑ Survey-if a survey is not available, a new one will usually cost \$600-\$800.
- ❑ Other adjustments-reimbursements of pro-rated and pre-paid property taxes, hydro, gas, propane, fuel oil, etc.
- ❑ Home inspection-this will usually cost \$400-\$500.
- ❑ Mortgage-if an appraisal is required, this costs approximately \$300-\$400.



MOVING CHECKLIST

FOR YOU

- Provide your lawyer with all of your new contact information and any extra keys.
- Ensure all closing cost funds are available for your lawyer by closing day.
- Schedule a moving company.
- If necessary, schedule time off work for the move.
- Once all of your items have been removed from your house, arrange for a final house cleaning.
- Transfer utilities (power, phone, cable, Internet, etc.) to your new address.
- Arrange for any school, medical, dental and vet records to be transferred.
- Advise banks, credit card companies, insurance companies and stores of your new address.
- Notify newspapers, magazines and any other subscriptions of your change of address.
- Notify employers and childcare providers of your change of address.
- Redirect your mail.
- Provide family and friends with your new contact information.

BUYING WITH THE PROFESSIONALS



REAL ESTATE AIR

When you sell your home with **THE PROFESSIONALS**, you get a unique opportunity to take advantage of something we were the first to market.

REAL ESTATE AIR takes aerial videos and close-up shots of your home and property ensuring Buyers get to see all of your home's value and features.

REAL ESTATE AIR is perfect for waterfront properties and private yards and provides a rare bird's eye view.

Check us out on YouTube, Facebook, Google+ and Instagram.



**“WORKING WITH
THE PROFESSIONALS
WAS LIKE WORKING
WITH A BUNCH OF
SUPER HEROES.”**

**Michelle & Doug
New Maryland, NB**

GIVING BACK...



At **THE PROFESSIONALS**, we believe that being a successful real estate team encompasses many different aspects that go beyond the buying and selling of properties.

We believe in strong community spirit and we are always seeking opportunities to give back to the community.

One of the best examples is the annual **Walk A Mile In Her Shoes™** event. Along with our Royal LePage Gardiner Realty colleagues, we raise funds for the **Royal LePage Shelter Foundation**, which supports the Fredericton Women in Transition House, as well as other women's shelters across the country.

To show that we are focused on always giving back, we will ensure that every home bought or sold with us will **"have a heart"**. For every successful purchase and sale, **THE PROS** will make a donation to a charity.

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WORKWITHPROFESSIONALS.COM

