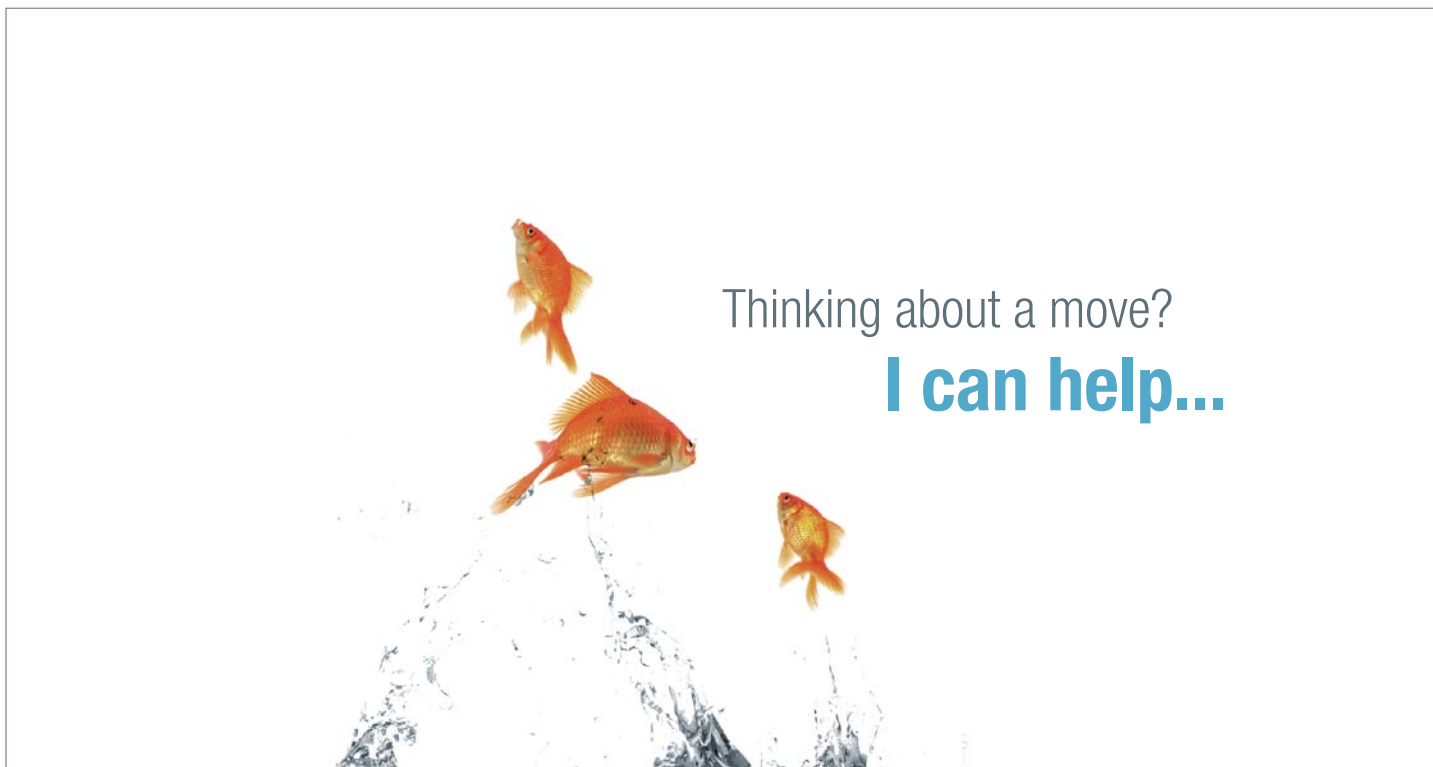


**JAMES NEIL**  
sales representative

**RE/MAX**<sup>®</sup>  
Aboutowne Realty Corp., Brokerage



Thinking about a move?

**I can help...**

**Home Buying Guide**

## **Mission Statement**

I will guide you through the home buying process at your pace, providing the information you need to make decisions that are right for you.

I will take a proactive approach to finding your home using the latest tools and technologies to ensure you have every available edge during your search.

## **A Step By Step Approach To Finding Your Home**

Here are the steps we will go through during the home buying process...

- Meet with your lender or mortgage broker
- Determine what you will look for in a home
- Search for the right home
- Prepare for an offer
- Negotiate an offer that works for you
- Follow up



## Meet With Your Lender Or Mortgage Broker

Determine how much you are comfortable investing and protect your rate...

- Arrange pre-approval and lock in interest rate to protect you if rates increase
- Review the different mortgage options (prepayment terms, fixed vs variable rates)
- Determine how much you need to set aside for your down payment
- Ensure you are comfortable with the carrying costs of the mortgage amount

A good mortgage broker works with a number of lenders and can generally provide more options and better rates. This service should be at no cost to you.



## Determine What You Will Look For In A Home

Think about the features and criteria that will be important to you...

- Consider things that are important and can't easily be changed (size, location number of bedrooms or bathrooms, open concept floor plan)
- List features that would be preferred but you could live with out or address later if everything else was a fit (hardwood, granite, finished basement)
- Decide what would be a deal-breaker (busy street, corner lot, ground floor condo)

This will give us some direction as we start your search. Your list may change and evolve as your search moves along, and that is a good thing!



## Search For The Right Home

A proactive approach to finding your home...

- Automatically receive new listings by email
- Member of all area real estate boards which gives you access to more listings
- Uncover homes not yet on the market by networking with other realtors
- Monitor for sale by owner listings
- Leads through my websites from people thinking of selling
- When possible, I will preview new listings that might be a fit to save you time and help find the best options

You will see as many homes as you need to see and we will do it at your pace. I will not rush you or pressure you to make a decision you are not comfortable with - when you find the right home, you will know it!



## Prepare For An Offer

When you find a home that feels right, we need to do our research...

- Review recent sales information for comparable properties
- Gather as much information as possible about the sellers and their motivation
- Collect detailed information about the property (inclusions, exclusions, upgrades, rental equipment, property taxes, verify age and size)
- Provide you with the approximate land transfer tax amount
- Use pre-offer checklist so nothing gets overlooked



## Negotiate An Offer That Works For You

Working together to negotiate the right terms and conditions...

- Explain the offer process and the scenarios that may come up such as multiple offers
- Review all terms and conditions of the offer and ensure it is clearly written and includes clauses that protect you
- Provide the seller with information supporting your position
- Discuss your options during each step so you can make informed decisions as to how the offer is handled
- Patiently work to get the terms you want
- Treat all parties fairly and with respect

You will never be pressured by me to accept any terms you are not comfortable with.





## Follow Up

Two simple words that can make or break your purchase...

- Follow up to ensure all conditions outlined in the purchase agreement are fulfilled on time and properly documented
- Forward copies of all paperwork to all parties and lawyers
- Closely monitor your purchase right through to closing
- Work with you to resolve any issues that may come up

I am organized and have developed systems to ensure each step of the process goes smoothly.



## Costs Of Buying A Property

Nobody likes surprises. Well, at least not the ones that cost you money...

**Deposit:** Due upon acceptance of an offer (within 24 hours). Will be applied towards your down-payment amount. Generally about 3-5% of purchase price (negotiable).

**Home Inspection:** Due at time of inspection (if applicable). Inspection of property helps identify concerns with the structure and properties mechanical systems. Ranges from \$250 - \$550.

**Insurance:** Due prior to completion. Cost will vary depending on home value, location, expected use. \$200-\$500 annually (can often elect to pay monthly).

**Downpayment:** Due on completion (closing). This is the amount of money you have decided to put towards the purchase of your home.

**Adjustments:** Due on completion (closing). Your lawyer will provide a statement outlining the balance due or owed and the details of any adjustments (made for expenses either prepaid or owed by the seller such as property taxes or condo fees).

**Lawyer Fees and Disbursements:** Due on completion (closing). Your lawyer's fees for ensuring the property is free from liens and encumbrances, setting up mortgage and registering the property in your name. \$1,300-\$2,000 and up.

**Land Transfer Tax:** Due on completion. Usually paid through your lawyer, this tax is based on the purchase price. I will confirm the amount with you before we put in an offer, but some sample tax amounts are - \$200,000 (\$1,725); \$300,000 (\$2,975); \$400,000 (\$4,475); \$500,000 (\$6,475)

\* - First time buyers can now qualify for a \$2,000 rebate

**High Ratio Insurance:** Due on completion - often added to mortgage. Applies when your downpayment is less than 20% of the value of the property. Based on a percentage of the amount borrowed. 0.5 - 4.0%

## A Little Bit About James Neil

A different approach to real estate...

- Full-time, award winning Realtor since 2004
- Helped with 51 moves in 2011 (average Realtor does less than 6)
- Tech savvy (web design and marketing background)
- A bit of a perfectionist (with a touch of OCD)
- Consistent and professional
- Care about the people I work with, but won't get too mushy
- Work hard and a lot of hours, but love what I do and have fun doing it
- Believe in real estate as an investment and own several properties
- Will work with you at your pace, doesn't matter how long it takes
- Promise not to send you calendars every year for life



### **Service Guarantee**

If at any time you do not feel you are getting the service you deserve, you are free to end our working relationship... no questions asked and no whining!

I do not believe in requiring buyers I work with to sign a Buyer Representation Agreement that locks them into working with me.

There will never be any cost to you for my help - even if we end up putting in an offer on a home not listed or listed privately. I will either negotiate my compensation directly through the seller or will help you for free.



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