

<sup>®</sup>  
**RE/MAX**

*Your Personal  
Buyer's  
Package*



*Prepared by:*

*Andrew Muraco*

Sales Representative

**RE/MAX** Niagara Realty Ltd.

Real Estate Brokerage

5627 Main Street

Niagara Falls, Ontario L2G 5Z3

**Phone: 905-356-9600 Fax: 905-374-0241**

**Email: [amuraco@remax-niagara-on.com](mailto:amuraco@remax-niagara-on.com) Website: [www.remax-niagara-on.com](http://www.remax-niagara-on.com)**

*Each Office Independently Owned and Operated*



# WHY YOU NEED US – YOUR REALTORS AT RE/MAX

---

1. **QUALITY** – We are full-time top producing associates, who believe in giving 100%.
2. **SERVICE** – When you are Buying or Selling a home. We give you the attentive service of a knowledgeable, dedicated realtor. We will provide you with an ongoing search of available housing, by phone, fax or email.
3. **FLEXIBILITY** – We will schedule all appointments and accompany you to all property showings, when it is most accommodating to you.
4. **DIVERSITY** – We handle transactions involving residential and commercial properties, new home developments, town-homes, condos and land sales. We can also assist in referring a financial institute to get you pre-approved, and a lawyer, and a qualified home inspector.
5. **STRENGTH** – We will provide you with a Comparative Market Analysis on a home you have selected for possible purchase, prepare the Agreement of Purchase and Sale, and assist you in the negotiation process.

*Meet Us – your Realtors at RE/MAX and you'll know you've met the Real Professionals.*

# BUYER AGENCY

---

There are 2 types of services that can be offered to you by a Real Estate agent when purchasing a home. One is *Customer Service*, and the other is *Client Service*.

A *Customer* is offered:

- Fairness
- Honesty
- Disclosure of property condition
- Good service

A *Client* is represented by the agent and is offered:

- Loyalty
- Confidentiality
- Full Disclosure
- Obedience
- Accountability
- Good Service

A real estate company acting as a ***Buyer Agent*** must do what is best for the buyer. A written contract called a ***Buyer Agency Agreement*** establishes buyer agency. It also explains the services the company provides, establishes a fee arrangement for the realtor's services and specifies what obligations a buyer may have. Confidential information that the buyer shares with the agent must remain confidential.

Commission in a MLS® transaction is paid for by the Seller the vast majority of time. This makes using a ***Buyer Agent***, essentially, a free service.

# MORTGAGE

---

Most home buyers today need a mortgage. It is best not to leave arranging a mortgage to the very end.

Today's lenders pre-approve buyers for a mortgage. It is a no-obligation, no-cost process done before you start your house hunting, that lets you know how much you can afford to pay for your home based on your financial situation.

## **5 REASONS TO BE PRE-QUALIFIED**

1. You won't waste your time considering homes you can't afford.
2. You will know in advance what your payments will be.
3. You can select the best loan package without being under pressure. There are many options in today's market.
4. Being pre-qualified will make your offer more competitive, and sellers will view it more seriously.
5. Peace of mind.

# WHY GET A HOME INSPECTION?

---

Buying a home is one of the most significant decisions – and one of the biggest investments – you will ever make.

A professional home inspection will enable you to learn a great deal about the ins and outs of a particular home, answer some very important questions you may have, and allow you to buy with confidence.

It will also provide you with the information you will need for any repairs or maintenance your new home may require right away or in the future.

# **ADDING A LAWYER TO YOUR TEAM**

---

There is a lot of paperwork when buying a home. The most important of them all, are the Agreement of Purchase and Sale and the Mortgage financing documents. These contain a lot of legal language that may be difficult to understand. Therefore, it is very important to have someone working for you who can help you understand it all.

## **HOW YOUR LAWYER WILL HELP**

Once the Agreement of Purchase and Sale has been accepted, your lawyer will offer you a number of services.

1. He/She will check TITLE (proof of ownership) to the property
2. He/She will check if there are any Liens against the property and ensure that they are cleared before you take possession.
3. He/She will check to see if there are taxes owed on the property.
4. Calculate the Land Transfer Tax you will be required to pay.
5. Calculate any adjustments that need to be paid back to the seller for prepaid taxes and utility bills.

# CLOSING COSTS

---

Closing costs can surprise many people because they are additional costs over and above the purchase price of the home. CMHC and GE Capital say you should have at least 1.5% of the purchase price for closing costs (We say 2%, just to be on the safe side).

Here are some of the closing costs you may encounter, but please remember not all of them may apply to your specific situation, or there may be more that apply in your circumstance. This is a guideline. Talk to your lawyer, who can provide you with a better estimate, based on your specific situation.

## **DEPOSIT:**

When your offer is accepted, a deposit is due to show good faith. It can range anywhere from \$500-20,000, depending of the purchase price.

## **APPRAISAL FEE:**

The appraisal provides the lender with a professional opinion of market value of the property. This is normally the responsibility of the buyer. It can range anywhere from \$100-\$300 approx., plus GST.

## **CMHC and PST:**

If your mortgage is insured by CMHC or GE Capital ( less than 25% down), the insurance premium will be added to the mortgage so it is not a cash requirement on closing, but the P.S.T of 8% on the CMHC fee or GE Capital fee must be paid at closing.

## **GST AND THE RESALE HOME:**

The purchase of a used residential property ( a property that has been occupied as a residence before you bought it) is “exempt” from GST.

**HOME INSPECTION:**

A professional home inspection, top to bottom, is for the benefit of the buyer, therefore that who absorbs the cost. A typical home inspection can cost between \$300-\$500, but in most situations, is definitely worth the investment.

**LAND SURVEY FEE:**

A recent survey of the property is sometimes required of the lender, and if one is not available, it normally costs anywhere from \$600-\$900, for a new one. In lieu of the Survey, most lenders today will accept Title Insurance at a much lower price, approx. \$225.

**LAND TRANSFER TAX:**

This Tax is payable to anyone who purchases property in Ontario. It is calculated on the property's purchase price and varies from ½ to 2 percent. (See Land Transfer Chart at end of package)

**LEGAL COSTS AND DISBURSEMENTS:**

A lawyer will charge a fee for their professional services involved in drafting the title deed, preparing the mortgage, and conducting all the various searches. The disbursements, on the other hand, are out-of-pocket expenses incurred, such as registrations, searches, supplies, ect., plus G.S.T.

**OTHER COSTS:**

(An "adjustment" takes place when the seller has already paid for something in advance and wants to be credited for the unused portion on the date the home becomes yours.)

Adjustments usually include property taxes, utilities, or interest adjustments.

# 10 DEADLY MISTAKES BUYERS MAKE

---

## **1. Making an offer on a home without being pre-qualified.**

Being pre-qualified will make your life easier. You will know exactly how much you can afford, and therefore what houses to view.

## **2. Not having a Home Inspection.**

A qualified home inspector will detect issues that you may have overlooked. Don't try to save money now that can cost you much more in the future.

## **3. Limiting your search to open houses, ads, or internet.**

Limiting your search allows you to view only a small percentage of the homes that are for sale. A Realtor has up-to-date information that is unavailable to the public and are the best resource to help you find the home you want.

## **4. Choosing a Real Estate agent who is not full time and committed to forming a strong business relationship with you.**

Choosing the right Realtor is crucial. You need someone who is dedicated to serving your needs- before, during and after the sale.

## **5. Thinking there is only one perfect house out there.**

Buying a home is a process of elimination. New properties come on the market everyday, so be open to all possibilities.

## **6. Not considering long term needs**

It is important to think ahead. How long are you planning to stay in this home? Will this home suit you in 3-5 years?

**7. Not examining insurance issues.**

Purchase adequate insurance. Seek advise from an insurance agent.

**8. Not buying a home protection plan.**

It usually covers basic repairs you may encounter.

**9. Not knowing the total costs involved.**

Early in the buying process ask you Realtor for estimated closing costs.

**10. Not following through on due diligence.**

Buyers should consider concerns they have relating to issues such as; schools, power lines, neighbors, environmental conditions, ect. Ask the important questions before you make an offer on a home. Be diligent so that you have confidence in your purchase.

## **CONTACT NUMBERS YOU MAY NEED WHEN MOVING .....**

---

There are many things that you will need to get done before you move into your new home. These are some of the people, or places that you will need to contact to let them know that you are moving and provide them with a change of address. We usually recommend that you call to make arrangements at least 30 days prior to your moving date.

**POST OFFICE:** (905) 374-6667  
[www.canadapost.ca](http://www.canadapost.ca)

**CITY OF NIAGARA FALLS:** (905) 356-7521  
[www.niagarafalls.ca](http://www.niagarafalls.ca)

**WASTE MANAGEMENT:** (905) 356-4141  
[www.regional.niagara.on.ca](http://www.regional.niagara.on.ca)

**DISTRICT SCHOOL BOARD OF NIAGARA:** (905) 641-1550  
[www.dsbni.on.ca](http://www.dsbni.on.ca)

**JUNK REMOVAL:** (905) 310- HAUL (4285)  
(905) 646-5865

**BELL CANADA:** (905) 310- BELL (2355)  
[www.bell.ca](http://www.bell.ca)

**COGECO:** (905) 1-800- 267-9000  
www.cogeco.com

**ENBRIDGE:** 1-800-668-4732  
www.enbridge.com

**HYDRO:** (905) 356-2681  
www.niagarafallshydro.on.ca

### **MOVING COMPANY'S**

Two Small Men with Big Hearts Moving: (905) 641-4485

Niagara Moving and Storage: (905) 354-3183

Atlas Van Lines: (905) 356-1666

# ***OH, BY THE WAY.....***

---

If any of your friends or family members are thinking of buying or selling a home, please call me with their name and address, or have them call me and I would be happy to provide them with the same level of service that I provide you.

*Andrew Muraco*  
Sales Representative