



#1 Canada's Brokerage*

BUYER PACKAGE



A detailed guide to buying a property



*For Royal LePage, based on real estate sales of independently owned & operated franchises in 2018. Consumer Choice Award Winner for #1 Brokerage in York Region

A COMBINATION OF 16 OFFICES* TO SERVE YOU BETTER!

ROYAL LEPAGE YOUR COMMUNITY REALTY

Richmond Hill
8854 Yonge Street, Richmond Hill, ON L4C 0T4
Office: 905.731.2000

Aurora
14799 Yonge Street, Aurora, ON L4G 1N1
Office: 905.727.3154

Thornhill
8000 Yonge Street, Thornhill, ON L4J 1W3
Office: 905.889.9330

Unionville
161 Main Street, Unionville, ON L3R 2G8
Office: 905.940.4180

Stouffville
6173 Main Street, Stouffville, ON L4A 4H8
Office: 905.642.6333

Sutton
165 High Street, PO Box 542, Sutton, ON L0E 1R0
Office: 905.722.3211

Toronto
187 King Street East, Toronto, ON M5A 1J5
Office: 416.637.8000

Vaughan
9411 Jane Street, Vaughan, ON L6A 4J3
Office: 905.832.6656

Woodbridge
131 Woodbridge Ave, Woodbridge, ON L4L 2S6
Office: 905.832.6656

Keswick
461 The Queensway South, Keswick, ON L4P 2C9
Office: 905.476.4337

ROYAL LEPAGE CONNECT REALTY

Pickering
950 Merrittin Road, Pickering, ON L1V 1B1
Office: 905.831.2273

Ajax
335 Bayly St. W., Ajax, ON L1S 6M2
Office: 905.427.6522

Roncesvalles
311 Roncesvalles Ave., Toronto, ON M6R 2M6
Office: 416.588.8248

Toronto
65 George Street, Toronto, Ontario, M5A 4L8
Office: 416.461.0925

Scarborough
1415 Kennedy Road, Toronto, ON M1P 2L6
Office: 416.751.6533

West Hill
4525 Kingston Rd. #2202, Toronto, ON M1E 2P1
Office: 416.284.4751

Your Community REALTY
ROYAL LEPAGE
BRANDERIDGE INDEPENDENTLY OWNED & OPERATED

ROYAL LEPAGE
Connect Realty, Brokerage
INDEPENDENTLY OWNED AND OPERATED

100 YEARS SINCE 1913



Your Community Realty
- 10 Offices -

Connect Realty
- 6 Offices -

MAKING

YOUR DREAM HOME A REALITY.

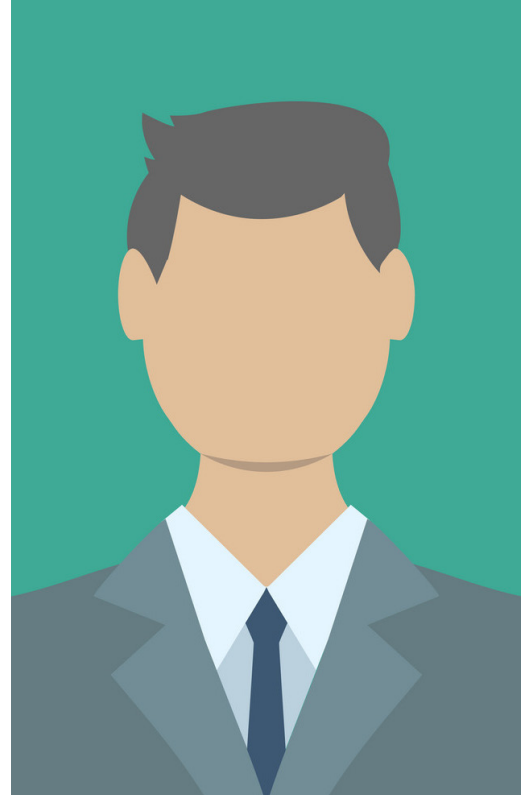
You've made the decision. You're ready to buy.

Now what?

With so much to consider and do, buying a home can be overwhelming! This is why it's important to have someone you can trust to help make the process as smooth as possible and offer expert advice.

Since 1913, Royal LePage has been helping Canadians find their dream homes and guiding them every step of the way - from determining what you can afford and showing you homes that match your wants and needs to presenting an offer and closing the sale.

It's all about helping you find the right home in the right neighbourhood at the best possible price.



Signature

Your Name

Sales Representative

Direct: 416.444.4344

Office: 905.731.2000

Email: jm@royalpage.ca

www.jmhomes.com

COSTS TO BUYING A HOME



What does it Cost to Buy a Home?

Once your contract has been accepted, there are some costs that you will have to pay between then and closing. Some of these costs must be paid before closing, others are paid at closing, and some may be financed at closing. Overall, it is recommended that you set aside approximately 1.5% of the purchase price to cover closing costs, adjustments and fees.

In addition to the actual purchase price, some of the other expenses that you will encounter are:

Mortgage Application and Appraisal Fee - This is paid at the time of application.

Property Inspection - Before you buy a property, it is wise and recommended to have it inspected by a qualified professional property inspector. The inspector will provide you with a written report. Costs are approximately \$250 - \$500 paid at Inspection.

Legal Fees - lawyers fees vary, and are payable at the time of closing.

Property Survey - although it can be provided by the seller, a new survey starts at approximately \$1000 and depends on the size and configuration of the property. These fees are paid at the time you obtain the survey.

Land Transfer Tax - This is a sales tax charged by the provincial government. The formula used to assess the tax is as follows:

- 0.55% of the first \$55,000 of the purchase price*
- 1.00% of the next \$195,000 of the purchase price*
- 1.50% of the next \$150,000 of the purchase price*
- 2.00% of the balance of the purchase price.*

In addition to the Provincial tax, there is a new Land Transfer tax for homes in the City of Toronto. First time home buyers are exempt up to \$400,000. Land Transfer taxes are paid at the time of closing.

Mortgage Financing Fees - Many mortgage companies charge appraisal and processing fees. These fees can be several hundred dollars. If you are borrowing more than 80% of the property value (high ratio financing), there will be a mortgage insurance premium added to the face amount of the mortgage. These fees are usually paid at the time of closing.

Insurance Policies - You may wish to consider a closing insurance policy (about \$40.00) and/or home warranty policy \$230.00-\$350.00. As well, you will need property insurance and occupier's liability insurance. Contact an insurer well in advance of closing in order to ascertain the costs and to have the policies in place at closing.

Adjustments - Taxes, Fuel etc. will be apportioned to the seller and buyer at the time of closing. The buyer's lawyer arranges for these adjustments with the seller's lawyer as part of the closing process.

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 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



HELPING YOU WITH YOUR HOME PURCHASE

NEEDS & WANTS

With an appreciation of what you can afford, determine what you need vs. what you want with respect to your established 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 neighbourhoods 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 which home features are 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

A close-up photograph of a person's hand holding a white pen, positioned over a document titled 'CHECKLIST'. The document has two checkboxes, both of which are marked with red checkmarks. The word 'CHECKLIST' is printed in large, bold, black capital letters. The background is a light blue gradient.

CHECKLIST



HELPING YOU WITH YOUR HOME PURCHASE

HOME SEARCH

Your home search begins once you have established your specific needs and price range. As your chosen real estate professional, I will:

- Provide access to both MLS listed properties and properties listed exclusively with Royal LePage
- Send you listings of the properties that match your specific criteria
- Ensure you receive new listings of properties that match your criteria as soon as they become available on the market
- Supply supplemental neighbourhood information such as historical property values for the area, property taxes, schools and public transportation
- Help you hone your home search criteria, as required, with an appreciation for current market conditions
- Prescreen and preview the homes that best fit your criteria



HELPING YOU WITH YOUR HOME PURCHASE

VIEWING HOMES

When viewing properties you are interested in, it is important to remain objective. I will help you to understand the value in looking beyond surface aesthetics and focusing attention on things such as:

- 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 property inspector
- Noise levels from neighbouring properties, the street, cars and public transport, and where applicable, highways, railways and airports
- The ability for you to live comfortably, according to your predetermined needs and wants, with available space for your furnishings and storage requirements



HELPING YOU WITH YOUR HOME PURCHASE

MAKING AN OFFER

There are a number of considerations to make before the offer is prepared for your next home. As your chosen real estate professional, I 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 homebuyers
- 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 on their cost of repair
- Determine any offer conditions such as a 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
- 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 what you want



HELPING YOU WITH YOUR HOME PURCHASE

CLOSING

Your home purchase becomes a reality on closing day when ownership is officially transferred to you. Prior to and on closing day, there are a number of tasks to complete with which I can assist in providing recommendations, such as:

- 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 notifications 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



REFERENCES

Throughout the home buying process, you will no doubt require the services of expert professionals in the areas of home inspections, mortgage brokers, lawyers and movers.

Please feel free to contact me for some suggestions of where to start when searching for these professionals.



Home Inspectors



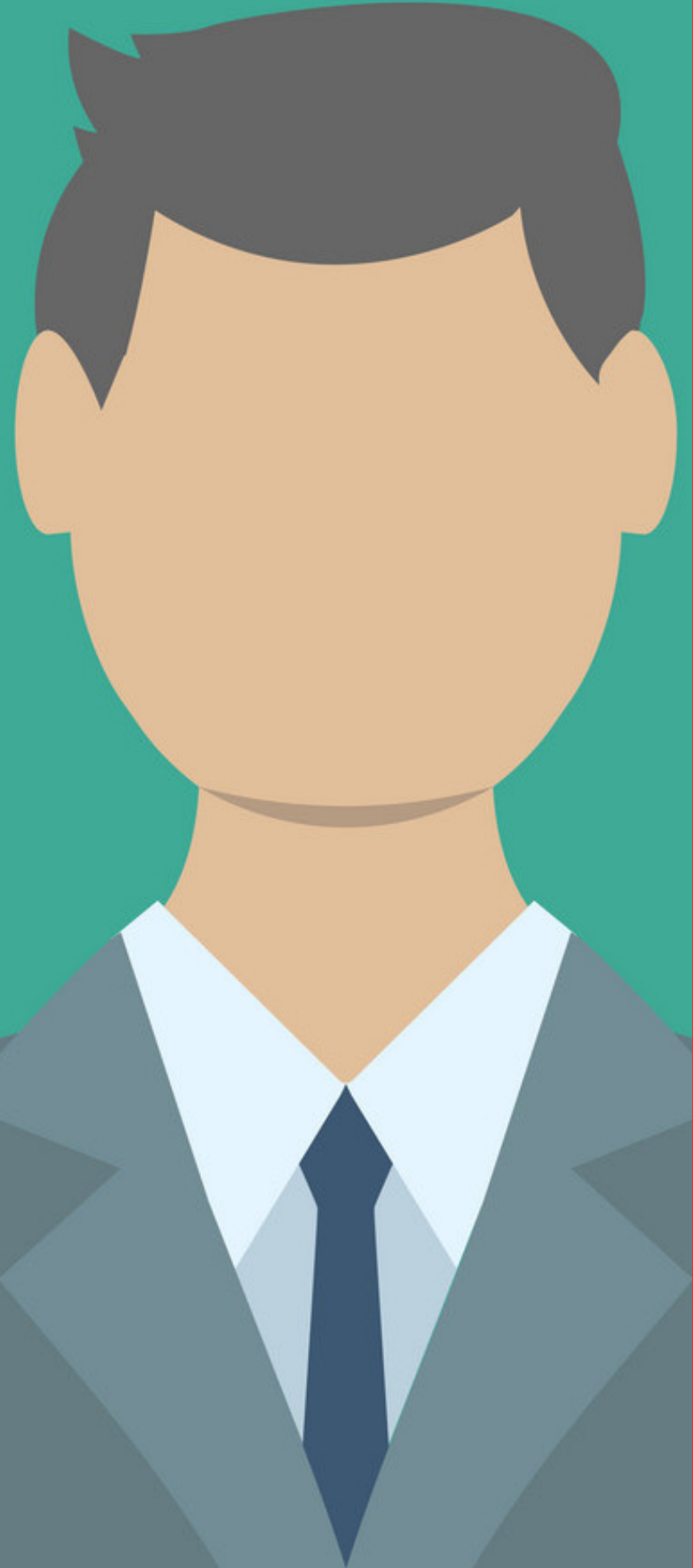
Mortgage Brokers



Lawyers



Movers



LET'S TALK

Signature

Your Name

Sales Representative

Direct: 416.444.4344

Office: 905.731.2000

Email: name@royallepage.ca

Your
Community[™]
REALTY



BROKERAGE INDEPENDENTLY OWNED & OPERATED