

Get your dream home - 5 steps

**Getting you prepped - no gimmicks.
So you won't miss out
because you forgot something.
Grants, pre-approval, best mortgage terms
and rates, offers, negotiations, inspectors,
trades people, appraisals, lawyers?
Did you know how we get paid is built into
the listing.**

1. Introduction meeting confirmation
2. Answer any pre-meeting questions
3. Prepare any specific materials required
4. Listen and learn about your real estate buying goals and needs
 - Is this your first purchase
 - Is this an investment
 - Do you have a property to sell? Should you sell first or buy first?
5. Provide an overview of current market conditions and projections
6. Explain and review
 - What the Multiple Listing Service (MLS) is?
 - How to read an MLS listing
 - Various disclosures
 - The Seller Property Information Statement
 - The Agreement of Purchase and Sale
7. Explain the Realtor's role
 - How we get paid and our availability
 - The work we do behind the scenes
 - Helping you get financially pre-qualified
 - Researching property
 - Contacting sellers and their representatives
 - How showing appointments are made
 - Viewing suitable property
 - The offer presentation process
 - The possibility of multiple offers
 - The conditions in your offer (i.e. financing, home inspection, insurance, property specific conditions)
 - The conditional time periods in your offer

33 point home buyer's care plan

And yes while at a franchise brokerage we were #23 in Canada & #97 Internationally!

- After the offer to your closing and possession
8. Review the paperwork
 - Working With a Realtor
 - Buyer Agency Agreement
9. Review any industry insider's special reports required
10. Review all pertinent information to ensure that it's complete
11. Setup our next meeting and action plan in meeting your real estate goals
12. Help you obtain financing pre-qualification
 - Direct you to appropriate financial officers and brokers
 - Discuss results and review property listing prices to help focus your search on

Finding and viewing your potential dream homes.

**Don't miss that dream home in the perfect location and perfect price.
We know the neighborhoods and houses and how to get to them fast.**

13. Research the widest possible range of properties for sale
 - On various Realtor MLS associations
 - On realtor.ca – the listing marketing ads
 - If required, canvass areas, builders and by owners
14. Review and discuss results with you
15. Allow you to do pre-viewing property drive-bys to determine
 - Suitability of the lot location and neighborhood
 - Quickly eliminate un-suitable property
 - View online map systems
16. Help you summarize a short list of suitable property to view
17. Pre-qualify with you property prior to viewings for suitable
 - Lot and location, property features and condition

- Closing dates and other special terms or seller conditions
- Other competing buyer interest
18. View property in a timely fashion
 - We setup all viewings for you
 - Co-ordinate viewings with the owner and tenants
 - Return all calls, emails
19. After viewing property
 - Follow-up feedback with the seller's representative
 - Provide counsel on current value, re-salability, positive and negative property influences
 - Get answers to viewing questions
 - Provide any seller motivations known which may impact offer terms
20. Repeat the research, research review, property viewing and viewing follow-up process until your perfect property is located

**Not so scary offers on your dream home
We make it easy!**

Your offer has the wrong conditions, closing date, price, chattels, inclusions. Or made it too late.

**As a result the seller hates it... oops.
Just lost your dream home!
We are negotiation experts!**

21. Counsel you on your offer contents
 - Review other comparable similar sales (property location, features and visible condition) to help you on the amount to offer
 - Help you set other terms i.e. closing date, conditions, chattels included, fixtures excluded, seller property disclosure statements requested and surveys
 - Discuss deposit amount and obtain your deposit cheque to accompany the offer
22. Present your offer in a timely fashion to the seller and their representative
 - To minimize other buyer competition

- To maximize results from seller negotiations
- Prepare and convey all counter offers, acceptance and/or amendments to seller's representative

**Now your offer's conditional.
Meeting your obligations on time.
Don't let your conditions be the hiccup
to loose your dream home:
financing issues, appraisal low,
home inspection issues
mould, termite, WETT inspection, municipal
codes, condo rules and regulations...**

**"First class" after-the-sale follow-up.
We monitor and handle closing progress,
mortgage tracking, home inspections,
finance and appraisals
You get your "top dollar" cheque at closing.**

23. Contact and deliver all documents on your behalf to your various representatives
24. Co-ordinate your professional (registered) home inspection
 - Attend your home inspection
 - Review the home inspection report with you
 - If hidden deficiencies are noted and remedies required
 - Negotiate with the seller for a satisfactory remedy (price adjustment or repair or get you out of the deal in this conditional period, if you wish)
 - Assist in obtaining trustworthy contractor estimates for repairs
25. Co-ordinate your mortgage financing approval process
 - Supply all necessary documents
 - Monitor progress with your lender officer or broker
 - Assist in solving any issues
 - Obtain approval letter and review any financing conditions
26. Arrange other inspections as required by financial institution and/or insurance company i.e. appraisal, water, sewage, mould, termite, WETT inspection, municipal codes, condo rules and regulations

27. Prepare waiver or condition removal documents and obtain your signature and deliver to the seller's representative

**Our "first class" after-the-purchase follow-up
makes your dream home a reality.
Paperwork, paperwork.**

28. When Offer to Purchase is settled and finalized deliver all documents to:
 - The seller's representative
 - You
 - Your lawyer
29. Help you deliver deposit cheque to the seller's representative as soon as practicable
30. Provide a copy of the executed agreement to the office for filing in the deal file
31. Arrange for any further property inspections
32. Work with seller's representative to arrange any final viewings prior to closing as agreed in the Agreement of Purchase and Sale
33. Be available for any concerns and questions

33 point home buyer's care plan

Homes By WATSON
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**KNOWLEDGE + EXPERIENCE + TEAMWORK
= RESULTS!**



We focus on YOUR real estate dreams...

The Right Realtor DOES Make a Difference!

**The strength of teamwork!
The reputation for results!**

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Client acknowledgment:

Date: