



BUYING PRESENTATION



Prepared for:

VIP Client

Prepared by:

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ABOUT PAUL CHAN

To Client,

Thank you for giving us the opportunity to assist you in finding your home! With over 7 years' of professional experience at Deloitte and KPMG plus 8 years' in Business Development and Real Estate you have a trusted experienced real estate salesperson by your side. Ewan French our Sales and Marketing Manager adds another 10+ years' of marketing experience. We treat you like "Your Family." Our team is dedicated to give you excellent service from initial consult to moving day. We go above and beyond in all the services that we will provide to you. This includes a financial consult, MLS prospect searching, home showings, CMA's, offer presentation, multiple offer negotiation and much more.

Please read the below to make sure that you believe we are the right fit to buy your home.

Sincerely,

Paul Chan,

Right At Home Realty Inc., Brokerage

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ABOUT RIGHT AT HOME REALTY INC.

Right at Home Realty is a Canadian-owned company with roots going back to 2004.

We have approximately 3,000 sales representatives and brokers. We have six strategically placed branch offices throughout the GTA including Toronto, Burlington, Mississauga, Richmond Hill, Vaughan and Durham.

Right At Home Realty has and continues to be the Number 1 brokerage in TREB based on the number of listed and sold homes both in 2013 and 2014 and in both Toronto and Mississauga.* We are a member of five different real estate boards in the GTA including TREB (Toronto Board), OMDREB (Oakville Board), RAHB (Hamilton/Burlington Board), DRAR (Durham Board) and BREB (Brampton Board).

Our mandate is simple; we give our Realtors® solid support, professional training and development, and they in turn, deliver excellent service to their clients.

**Toronto Real Estate Board Data (January 1 to December 31, 2014). Combined Units Sold. Residential transactions for area delimited by entire Toronto MLS.*



WHY CHOOSE RAH?

- Right At Home Realty Inc. is the #1 Brokerage in the GTA two years in a row.*
- We have 6 state-of-art corporate offices in the GTA.
- We are the largest independent brokerage in Canada.
- We have approximately 3,000 sales representatives & brokers.
- We have an unparalleled mandate in advanced real estate educational support and training further qualifying our sales representatives and brokers.
- We have in-house 24/7 legal support for our Realtors.
- We have in-house mortgage services for our clients through Royal Bank.
- We have extensive value-added support services offered by our corporate affiliates offering great incentives such The Brick wholesale pricing, Professional Virtual Tours, IDX and DDF technologies.



AS YOUR REPRESENTATIVE

In Representing Your Interests, I Will...

1. Provide you with professional service 7 days a week;
2. Review homes on Toronto MLS that fit your needs;
3. Create a wish list and MLS prospect to send you new listings every day;
4. Have a review of the financial side to the purchase (Financial counseling, GDS/TDS, your personal budget and cash flow);
5. Advise on how to get a full mortgage pre-approval before going to see homes;
6. Educate you about how the home buying process comes together;
7. Take you to showings and open houses across Toronto and the GTA;
8. Create a Comparative Market Analysis (CMA) on any property you are interested in presenting an offer for;
9. Advise you on all offers, counter offers and multiple offers;
10. Understand how much and when a deposit is required with your offer;
11. Review all the closing costs included with the purchase of your home;
12. Represent you during the offer negotiation and help you to realize the best possible price and terms on your property;
13. Help you understand what conditions to include in your offer (i.e. home inspection, financing, status certificate etc..)
14. Recommend a lawyer and their importance in this process;
15. Write up all forms required in the buying process and forward to your lawyer when completed;
16. Assist with moving day and getting your keys!;
17. Be available to you throughout the buying process and help you resolve any problems which arise before or after closing.



BUYING PROCESS

Wish List

- What would be your ideal price range?
- Where would you like to purchase your home? (Can provide multiple neighbourhoods)
- What type of home are you looking for (Detached, semi-detached, townhouse, loft, condo etc...)
- How new do you want your property? Any specific amenities you are looking for?
- Maximum commuting time to work? Near transit?
- When would you like to be moved in to your new home?
- Where are you living now? Any lease or mortgage?
- Job stability? Any job changes on the horizon?
- When should we start seriously looking for your new home?
- Where do you have to compromise?
- Anything else I should know about your wish list to find your dream home???



Review your Financial Picture

- Mortgage pre-approval process (GDS/TDS calculations)
- How much down payment do you have available?
- How much money do you have set aside for closing costs?
- Accessible cash for a deposit with the offer?
- Your budget and cash flow statement...Monthly income vs expenses?
- Does your budget match up with your wish list? Do you want to increase or decrease the price range based on these results?
- If you need one we can refer you to a mortgage advisor. You will need to provide them with your income sources, debt, notice of assessments, proof of down payment and credit check.
- Lender will provide you with an unconditional mortgage pre-approval letter in writing indicating how much you're qualified for and how long the bank will guarantee the rate for.
- It is important to get the mortgage pre-approval letter before we go look at properties.



Property Selection and Showing Process

- Send you listings via email. (Preferred Buyer Program)
- We can drive by homes in those neighbourhoods and select your top 3 – 5 potential home choices.
- We can setup private showing times and typically meet at the property.
- You can take notes and pictures/videos about each property we see.
- I will point out any visible defects during our showing.
- I don't care which one you buy, when you buy or how much you spend. The most important thing is that you love and can afford that home.
- Be prepared. You may only see 4 or 5 houses and find the home of your dreams.
- Viewing open houses is fine with or without me. Please do not call the listing agent and go see the property directly. Also, do not visit or register for new builds without me.
- I will create a CMA (Comparative Market Analysis) for any property to determine the fair market value.
- Based on our CMA and detailed discussions we will determine an initial offering price.
- Will draft the offer with standard clauses and conditions.
- Finally, we will determine what our negotiating points are before going in to present offer on your behalf.



THE OFFER PRESENTATION & NEGOTIATION

Process to Present Offer and Negotiate

1. A time will be set to present the offer via email/fax or in person. Where should you be located?
2. You need to sign, initial and date all the forms required in the offer.
3. You may need a certified cheque for the deposit with the offer or within 24 hours of acceptance of offer.
4. This a big decision so all parties involved need to be available during this process.
5. What happens if there are multiple or counter offers? How is our negotiating strategy changed?
6. Once conditions have been satisfied, waivers are signed to make the offer firm and binding.



CLOSING COSTS

1. Legal Fees

- a. Typically \$1,000 - \$1,500 depends on price and complexity of home.

2. Real Estate Commission

- a. Normally the seller will pay all the commission fees. \$0.

3. Land Transfer Tax

- a. The most expensive part of your closing costs. Varies depending on price of property and location.
- b. Provincial land transfer tax (Ex. \$700,000 purchase price = \$10,475)
- c. Toronto land transfer tax (Ex. \$700,000 purchase price = \$9,725)

4. Home Inspection Cost

- a. Varies by provider and age of property (\$300 - \$800 if required).

5. Title Insurance

- a. Lawyer will provide more details. Majority of buyers are now getting title insurance. (\$300 - \$1,000 depends on type and value of home)

6. Mortgage Application/Appraisal Fee

- a. Varies by lender. \$0 - \$300

7. Statement of Adjustments

- a. Lawyer adjustments made on closing. (\$0 - \$1,000)

8. Budget approximately 2-3% (outside Toronto) and 4-5% (in Toronto) on your total Purchase Price



WE KEEP IN TOUCH UNTIL YOU GET YOUR KEYS AND BEYOND

1. Regular contact by your preferred method. (email, call, text, mail or social media)
2. Frequency of updates depends on you. (daily, weekly, monthly)
3. Daily or weekly MLS listings sent directly to your personal email.
4. Monthly newsletter to keep you posted on real estate topics, client incentives, socials, market updates and more preferred client news.
5. Meetings at your home, Right at Home office, coffee shop or our home.
6. Ask questions 24/7 and I will respond within 12 hours or normally right away!
7. My goal is to have you become a "Client for Life" and if you're happy with my service, you'll refer your family and friends.



CURRENT TORONTO MARKET CONDITIONS

1. Seller's market since 1997.
2. The good properties sell quickly at fair market value or higher.
3. Multiple offers are occurring between 15% - 20% of the time depending on location, time of year and type of property.
4. Average annual appreciation has been 5% - 10% annually depending upon the location.
5. Interest rates are at an all time low which has fuelled the housing market and allowed buyers to borrow more money cheap.
6. Toronto and the GTA have experienced high immigration rates and foreign investment which have increased the value of homes in recent years.
7. Buyers on the side lines waiting for a housing crash have seen prices rise significantly over the past 5 years.
8. Due to supply and demand for the City of Toronto prices should become more steady and is forecasted by CMHC for only moderate growth over 2016 and 2017.



THE BUYER CONTRACT

1. Working with a Realtor.
2. FINTRAC.
3. Buyer Representation Agreement
 - a. Average length of time for the contract.
 - b. Your geographic boundaries.
 - c. The commission rate is "2.5% or greater as offered on the MLS listing."
 - d. The seller pays this commission through the listing broker on closing.
 - e. What if the listing agent is offering less than 2.5%? What are your choices?
 - f. Buyer can elect not to view those homes or the buyer agrees to pay the difference out of their own pocket if we are not able to negotiate the commission up to 2.5%.
4. Buyer Rights
 - a. I am being authorized to represent you and look out for your best interests throughout the home buying process.
 - b. If I can negotiate a better price for you, why does that not make a significant monetary difference to me?
 - c. Please ask questions about all the contracts and clauses as some get complicated.
5. Sign Contracts
 - a. Are you comfortable to sign the buyer contracts today or before we go out next to look at homes?



WHERE DO WE GO FROM HERE?

1. You review all the listings you receive from me.
2. Get your full mortgage pre-approval in writing and send me a copy.
 - a. To avoid you perhaps being disappointed, there's no point in going to view properties until you have this in writing.
3. Call or email me with a list of those homes you'd like to see personally.
4. We set an appointment to go and inspect those homes during your availability.
5. If you see one you like, we put an offer in. If you don't we do it all over again. No pressure.
6. Remember to arrange to have enough money for your deposit with the offer readily available in your chequing account.
7. Any last questions?