



# Buyer's Guide to Purchasing Property

How to minimize the real estate rollercoaster





# Simcoe Hills Real Estate Inc., Brokerage

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**Serving Simcoe County with exceptional one-on-one real estate services catered to the unique needs of buyers while protecting your best interests, minimizing challenges and nurturing a positive experience.**

Simcoe Hills Real Estate Inc., Brokerage services residential, multi-family, rural & waterfront property sales in Orillia, Severn, Ramara, Oro-Medonte and surrounding areas.

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**We are the name friends recommend!**

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# Buyer FYI

**Most searches begin online. In fact over 90% of buyers start their home buying process on the internet.**

The most comprehensive website for property searches is Realtor.ca, a Canada-wide database of all active properties for sale, also referred to as the MLS® or Multiple Listing Service. This website allows you to narrow your search to a specific area, price range, key features and even displays the properties on a map. The internet can be very helpful for you to get a sense of what's available but keep in mind, it's not a complete picture of the market or all potential properties available. A great agent, working on your behalf, will do an in-depth needs analysis to find all the properties suitable for you, set up a time to view the homes and guide you through the selection process.

## Here's what you can't see online

### Homes that haven't made it online yet.

These are desirable homes in great areas, at great prices that often get sold before a property listing is viewable online. The only way to know about these hidden gems is through an experienced real estate professional who consistently monitors the market.

### Exclusive or private sales not found on MLS®.

A savvy real estate professional is on the pulse of all potential homes for sale, listed and unlisted.

### Insight and an insider's edge.

A real estate professional not only has access to more data than what is available online, but he/she brings expertise and a wealth of knowledge so you can be confident in knowing you have a complete picture of each property you are considering.

# First Steps

## To Optimize your Service Experience



### Consultation

Start the conversation with a professional REALTOR. They are the GM of the transaction and have the experience and resources to design and navigate to your unique situation



### Purchasing Power

Discovering your purchasing power is #1. Your REALTOR can provide recommendations and insider tips on different lenders in your area and different types of financing to suit your situation.



### Protecting Your Interest

Enjoy the exciting search and your REALTOR will look into the property specs beyond the floor plan and aesthetics. It is recommended to use LOCAL professionals to make sure you're being well protected. This includes inspectors, tradespeople, lawyers and mortgage agents.

**Our success is due to positive referrals. Extensive experience and market knowledge helps, but it is our devotion to our clients that keeps them coming back.**



# How We Help

**By hiring your own agent in pursuit of a property means your REALTOR is fully committed and obligated to serve and protect your best interest. These are services you can expect when working with Simcoe Hills Real Estate Inc., Brokerage. There is NO substitution for hiring your own representative.**



<ul style="list-style-type: none"> <li>Actively search using all their resources to find the <b>RIGHT</b> home for you.</li> </ul>	<ul style="list-style-type: none"> <li>Buyer interview &amp; checklist.</li> </ul>	<ul style="list-style-type: none"> <li>Find you the <b>RIGHT</b> home for the <b>RIGHT</b> price.</li> </ul>
<ul style="list-style-type: none"> <li>Auto-emails of newly listed properties matching your desired criteria.</li> </ul>	<ul style="list-style-type: none"> <li>Share Buyer Guide.</li> </ul>	<ul style="list-style-type: none"> <li>Professional negotiation for best value.</li> </ul>
<ul style="list-style-type: none"> <li>Direct calls for "10/10" newly listed properties matching your desired criteria.</li> </ul>	<ul style="list-style-type: none"> <li>Diligently screen properties before private viewings.</li> </ul>	<ul style="list-style-type: none"> <li>Carefully draft &amp; review contracts and advise you accordingly.</li> </ul>
<ul style="list-style-type: none"> <li>Solicit unlisted properties matching your desired criteria.</li> </ul>	<ul style="list-style-type: none"> <li>Schedule private or virtual showings at your convenience.</li> </ul>	<ul style="list-style-type: none"> <li>Coordinate <b>ALL</b> steps of the process with other parties to meet deadlines.</li> </ul>
	<ul style="list-style-type: none"> <li>Research &amp; share <b>ALL</b> defects with buyers.</li> </ul>	<ul style="list-style-type: none"> <li>Counsel &amp; follow up.</li> </ul>
	<ul style="list-style-type: none"> <li>Proactively seek solutions to <b>ANY</b> defects.</li> </ul>	<ul style="list-style-type: none"> <li>Ensure transaction closes.</li> </ul>
		<ul style="list-style-type: none"> <li>Advice after closing.</li> </ul>



## Our guarantee to you, the buyer:

In the event you're not completely satisfied with our service and we are unable to make it right, you can exit the contract hassle free.

# How You Benefit

Services	Benefits
<ul style="list-style-type: none"> <li>● Provide accurate information</li> </ul>	<ul style="list-style-type: none"> <li>● You can make an informed decision</li> </ul>
<ul style="list-style-type: none"> <li>● Explain forms and agreements</li> </ul>	<ul style="list-style-type: none"> <li>● Less frustration and confusion</li> </ul>
<ul style="list-style-type: none"> <li>● Give advice and counsel</li> </ul>	<ul style="list-style-type: none"> <li>● Saves you money ~ protects you from making costly mistakes</li> </ul>
<ul style="list-style-type: none"> <li>● Keep bargaining while keeping financial position confidential</li> </ul>	<ul style="list-style-type: none"> <li>● Saves money ~ better position to bargain</li> </ul>
<ul style="list-style-type: none"> <li>● Negotiate best price and terms</li> </ul>	<ul style="list-style-type: none"> <li>● Saves you money ~ protects your interest</li> </ul>
<ul style="list-style-type: none"> <li>● Assess your wants and needs ~ give you information on all appropriate properties</li> </ul>	<ul style="list-style-type: none"> <li>● Saves you from wasting your valuable time looking at properties that don't meet your criteria</li> </ul>
<ul style="list-style-type: none"> <li>● Ensure you are aware of all appropriate properties available (all companies listings ~ and even solicit unlisted properties if required)</li> </ul>	<ul style="list-style-type: none"> <li>● Saves you money ~ better odds of finding exactly what you want</li> </ul>
<ul style="list-style-type: none"> <li>● Point out reasons not to buy</li> </ul>	<ul style="list-style-type: none"> <li>● Saves you money ~ or possible trouble down the road</li> </ul>
<ul style="list-style-type: none"> <li>● Give advice ~ financing/mortgages</li> </ul>	<ul style="list-style-type: none"> <li>● Saves you money</li> </ul>
<ul style="list-style-type: none"> <li>● Prepare Offer favourable to Buyer</li> </ul>	<ul style="list-style-type: none"> <li>● Meets your needs and protects your interest ~ not the sellers ~ i.e. closing times/price/warranties/etc.</li> </ul>



## Free real estate advice for the rest of your life!

You will receive all of our expertise and compassion from start to finish! So never hesitate to reach out with any comments or concerns. **You have a REALTOR for life!**



# Thank You

For the opportunity to earn your business and demonstrate everything you deserve in a real estate venture!

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