



CENTURY 21 HOME BUYING GUIDE

CENTURY 21.
Canada

The C21 team and your sales representative are committed to helping you acquire the property that's right for you. We offer the best service in the industry - you can expect extensive market knowledge, proven real estate marketing savvy and strong negotiation skills from your real estate professional. We offer a full-service program that may include some of the marketing services listed below to develop a customized program that reflects your personal needs.

- ❑ **Buyer Information Session.** At this meeting, we will perform a detailed "needs assessment" to learn what is important to you throughout the home buying process.
- ❑ **Buyer Agency Alternatives.** We will discuss the alternatives for agency representation that are available to you.
- ❑ **Buyer Representation Agreement.** We will present and explain to you the buyer representation agreement and the special services and benefits it offers.
- ❑ **Home Buying Process.** We will explain the entire home buying process to you in advance and guide you through every step along the way. This step ensures all your questions are answered so that when you find the 'right' home you are prepared to make an informed decision.
- ❑ **Financial Pre-approval.** We will offer to arrange a pre-qualification or pre-approval appointment with a reputable lender/broker to identify your range of affordability (comfortability), discuss what mortgage products are available to you and to increase your negotiating strength.
- ❑ **C21 Sales Force.** As one of the largest real estate organizations, represented in over 80 countries worldwide, we can connect you. We will use our network of contacts to help find your property. Our goal is to show you properties, when possible as they debut or before they hit the market.



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- ❑ **Property Showing.** We will show you properties that meet the search criteria (and with your permission we will show you some options you may not have thought about) and offer an unbiased view of each property.
- ❑ **Property Evaluation.** We will discuss the features of each property that may affect its value and future resale.
- ❑ **Property Inspections.** We will recommend that you obtain a professional property inspection to identify any construction issues of the home, including electrical, insulation and heating.



- ❑ **Property Disclosure.** We will review with you all inspection reports and other documents pertaining to the condition of the property and answer all questions regarding physical defects of the property which are known to us.
- ❑ **Review of Written Seller's Disclosure.** We will thoroughly review with you any seller's written disclosure statements to enable you to accept or specify the remedy for each fault disclosed. Remedies for any disclosed faults should/could be addressed in the offer to purchase if you have the opportunity to review the disclosure in advance of writing an offer.
- ❑ **Appraisal Contingency/Conditions.** We will explain to you the options of adding an appraisal condition to your offer to purchase.

- Home Warranty.** We will explain to you the option of a home warranty plan (if available) to reduce your risk of incurring repair costs after purchasing a property.
- Estimate of Funds Required.** We will provide you with a preliminary estimate of closing costs and down payment requirements anticipated in the transaction.
- Offer Preparation.** We will prepare a written offer on the property you choose to purchase, with terms and conditions approved by you.
- Offer Presentations.** We will endeavour to present your purchase offer directly to the seller, where appropriate, in the presence of the listing representative.
- Walk Through.** We will accompany you on the thorough walk-through of the property (if one is provided for in the sales contract or is customary in your jurisdiction) before closing and we will assist you in dealing with any problems discovered during the walk-through.
- Closing the Sale.** We will monitor and inform you of the progress of the purchase agreement, including the satisfaction of all contingencies and condition during the entire transaction.
- After Sale Service.** We will contact you after the closing to follow up on remaining details or service needs.
- Service Satisfaction Survey.** We will provide you with a confidential opportunity to give an evaluation of our services.
- Follow up service.** From time to time we may contact you with information pertinent to your purchase or the real estate market in general. Please feel free to contact your sales representative should you have any questions regarding your property or those in your neighbourhood.

