YOUR REALTY GROUP

BUYER'S GUIDE

Let's Talk Real Estate

Real Estate is Our Passion

We take great pride in understanding our client's goals and exceeding their expectations at every turn. We'll guide you through every step of the real estate process with integrity, professionalism, and a client-centric approach.

By familiarizing yourself with these home-buying basics, you'll be better equipped to make informed decisions and a wise investment.

RE/MAX RISE Executives, Brokerage

YOUR REALTY GROUP

LET'S TALK REAL ESTATE

Your Realty Group (YRG) operates under the world's most recognized real estate brand: RE/MAX. YRG is a full-service real estate team, covering every avenue of real estate, including residential resale, new homes and condos, commercial, land development, and investment properties. The team's brands include CommercialSource.ca, Just.Condos, and YourRealtyGroup.ca.

Our Mission is to utilize our knowledge and strength as a team to provide our clients with an exceptional real estate experience.

BUYER REP

Buyer representation as outlined in The Trust in Real Estate Services Act, 2002 (TRESA) exists to ensure that buyers are fairly represented in a transaction and has many distinct benefits. The brokerage and all its agents represent you and must promote and protect your best interests, but one of the brokerage's real estate agents may be your primary contact as a designate. A Buyer agent must work in a professional and ethical manner and ensure that you are treated with care, full disclosure, and confidentiality. Additionally, they must have your best interests in mind and will strive to ensure that you get the best care outlined with the scope of services to be provided in the Buyers Representation Agreement. Your YRG Agent will ensure all forms of representation are explained to you so that you can make an informed choice.

A BUYER REPRESENTATION AGREEMENT (BRA) IS A WRITTEN CONTRACT BETWEEN YOU AND YOUR REAL ESTATE BROKERAGE THAT OFFICIALLY OUTLINES YOUR SERVICE RELATIONSHIP WITH BOTH BROKERAGE AND AGENT

PREPARING TO BUY

GET PRE-QUALIFIED

This will help guide your house-hunting journey. Working with a mortgage specialist will allow you to obtain a clear idea of your financial outlook, pre-approved mortgage amount, purchase price, downpayment and additional costs associated with purchasing a home. We align with lenders to work with you, we'd be happy to direct you to th right people.

Anticipating the financial commitment of purchasing and owning a house is a crucial step. Creating a budget may be a useful strategy to visualize your current finances and real estate associated fees. To name a few: Monthly Expenses, Land Transfer Fees, Legal Fees, Deposit and Downpayment

ANTICIPATE

PERSONALIZED

PROPERTY SEARCH

NEW LISTING UPDATES

Let us put our new listing update system to work for you. Each time a new listing that matches your search criteria enters the market, you will receive an update. While we occasionally sleep, our new update system never rests and keeps you informed on new properties that might just be right for you.

PROCESS

Needs & Wants
Identify what is important to you regarding home amenities and features. For example, would you prefer to live rurally or in town? Identifying and assessing your needs and wants to help with buying strategies and planning.

Evaluate Neighborhoods
Consider the location of the home - is it nearby to locations that are important to such as work or the gym? Additionally, you may want to consider proximity to schools, shopping, parks and transit services.

BUYING A HOUSE IS AN EXCITING VENTURE. WE ARE HERE EVERY STEP OF THE WAY AND WANT TO MAKE THE PROCESS ENJOYABLE AND INFORMATIVE.

PROCESS

Imagine the House Empty
This is how it will be delivered to you, so take a moment and picture everything out of the house and envision how your furnishings and decor will fit into the property.

Analyze Comparable Sales
Before making an offer, we will analyze comparable sales in order to assist you in making an informed choice about the offer price. Home sellers do this and so should home buyers. We got you covered!

AT YRG, OUR MISSION IS CRYSTAL CLEAR:

to leverage our collective knowledge, experience, and unwavering dedication to deliver an unparalleled real estate experience.

PROCESS

Make an Offer
We will draft a conditional offer that incorporates key conditions to protect you such as home inspection, insurance and suitable financing. Always do a home inspection - it is a great way to get to know your property before you make the final purchase commitment.

Set the Closing Date
If you are renting, do not set your closing date for the day you have to move. Set this a few days before so you can move in at your leisure. Also, keep in mind that closing day requires transfer of funds prior to title - this does not occur at an exact time of day, so delivering of keys and access for can only follow after official closing.

GLOSSARY

HOME-BUYING BASICS

1 Amortization

The length of time allotted to paying off a loan. Amortization is typically 25 years but max allowable in some circumstances is 30 years.

2 Buyer's Market

More homes on the market than there are buyers, giving buyers more choice & greater negotiating power. Homes may stay on the market longer, and prices can be stable or dropping.

3 Closing

This is the last step of the real estate transaction, once all the offer conditions outlined in the Agreement of Purchase and Sale have been met and ownership of the property is transferred to buyer. Once the closing period has been completed, the keys are exchanged on the closing date as outlined in the offer.

4 Closing Costs

The costs associated with "closing" the purchase deal. These costs can include legal and administrative fees related to home purchase. Closing costs are additional to the purchase price of the home. A general understanding is 2% - 2.5% of total purchase price.

5 Title Search

An investigation into the history of ownership of a property to check for liens, unpaid claims, restrictions or problems, to prove that the seller can transfer its ownership to the Buyer.

GLOSSARY

HOME-BUYING BASICS

6 Home Inspection

This term refers to conditions that have to be met in order for the purchase of a home to be finalized. For example, there may be contingencies that the mortgage loan must be approved or the appraised value must be near the final sale price.

7 Deposit

An up-front in good faith payment made by the buyer to the seller at the time the offer is accepted. The deposit shows the seller that the buyer is serious about the purchase. This amount will be held in trust by the agent or lawyer until the deal closes, at which point it is applied to the purchase price.

8 Bridge Financing

A short-term loan designed to "bridge" the gap for homebuyers who have purchased their new home before selling their existing home. This type of financing is common in a seller's market, allowing homebuyers to purchase without having to sell first.

9 Clauses & Conditions

This refers to conditions and or clauses that have to be met in order for the purchase of a home to be finalized. For example, there may be conditions or clauses that the mortgage company require to be met prior to final approval in order to finalize the purchase from conditional stage to firm and formally approved based on all conditions and clauses.

10 Comparative Market Analysis

Comparative Market Analysis (CMA) is a report on comparable homes in the area that is used to derive an opinion of value for the home in question.

MEET THE TEAM

TIFFANY LANGILLE

Over 20 years of real estate experience. Keen eye for staging and decorating. Military Relocation Authorized to ease transitions.

REALTOR®

LISA MOCHAN

Kingston resident for 20+ years, property management background. Dedicated to making real estate stress-free and rewarding for families.

REALTOR®

SAMUEL MYERS

Delivers data-driiven strategies to help investors, buyers, and sellers maximize value. Brings a results focused approach to transactions.

REALTOR®

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MEET THE TEAM

BILLY PEACH

Kingston-raised, CFL champion, esteemed real estate Broker. Well-connected with lifelong residency, dedicated to clients.

Broker

PATRICK HULLEY

Specializing in Commercial Real Estate, Land Development, and Project Marketing. 1000+ residential units experience..

President & Broker of Record

MAKAYLA HATCHER

Assistant with a passion for productivity and creativity. Thrives in fast-paced, autonomous environments.

Executive Assistant

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