

Buying Guide

Navigating the Property Purchase Process

Prepared by **TRILLIUM**WEST Real Estate Brokerage Ltd.

The logo consists of a white semi-circle on a black background, with the letters 'TW' in white inside the semi-circle.

TW

Why Use A TrilliumWest Agent?



In 2013, Realtors® listed
2,813
properties inside
the Guelph & District
MLS® System

Source: Guelph and District Association of Realtors

Realtors® are trained professionals in the real estate field (with continuing educational requirements) who are passionate about guiding you through the intricacies of the largest single purchase you will likely make in your lifetime – your home.

TrilliumWest agents pride themselves in keeping up to date. We study market trends, know applicable contract law, and have an in-depth knowledge of our community. Perhaps the most overlooked difference is our ability to know not only what is on the MLS® system, but what properties are not. The inside scoop can be the difference between finding the perfect home and missing out.

Our connected agents have extensive backgrounds in investment properties, new construction projects, luxury homes and everything in between. We know our product and our market and will help you buy with knowledge and confidence.

A TrilliumWest agent has the expertise to move you seamlessly through the purchase process. We help to align you with the best possible specialists like lawyers, finance professionals, contractors and inspectors. We help to avoid costly mistakes.

Whether purchasing a resale or a newly constructed home, this advice is available to you at no cost.

A TrilliumWest agent knows the city and the market, and is held to a high standard of professionalism by our Brokerage. As your agent, it is our responsibility to educate and protect you, the buyer, and ensure that the purchasing process is a successful and rewarding experience.

Why purchase a home any other way?

The Home Purchasing Process

“

An offer isn't just about obtaining the best possible price. It's about terms, dates and being properly protected”

TrilliumWest Agent

Property Search

- **Establish** your qualified price range
- **Thoroughly** research potential properties in your range, both on and off MLS®
- **Schedule** viewings of selected properties
- **Carefully** compare the advantages and disadvantages of each potential property
- **Analyze** offered pricing within the current market
- **Repeat** this process as long as necessary, building your confidence in any decision until we find the perfect fit

Offers & Contracts

- **Explain** and establish the formal buyer-agency agreement. Your TrilliumWest Realtor® represents you, the buyer, at no cost
- **Explain** the agreement of purchase and sale and the general process that will be followed
- **Offers** and counter-offers are part of a two-way negotiation process
- **Discuss** with you the various conditions that may apply to your offer. Common conditions include obtaining financing approval, conducting a home inspection, or selling your current home
- **Present** and negotiate your offer in an effort to obtain the best possible price and terms
- **Follow up** on conditions and time frames
- **Investigate** any issues arising and supply additional information requested by the seller
- **Amend** the agreement with waivers, notices of fulfilment of conditions, and other amendments as they arise
- **Secure** and forward all documentation to lawyers or financial institutions
- **Schedule** and attend any showings prior to closing

Property Closing & After Care

“

“Invest in property properly. This is the guiding principle we follow in assisting each and every one of our purchasers.”

TrilliumWest Agent

Closing & Costs

- Just prior to closing you will visit with your lawyer to sign final documents relating to the purchase of the home, including financing and insurance documents
- Your lawyer will go over statement of adjustments explaining any costs or credits
- Closing costs will vary depending on purchase price of home, but will likely include;
 - lawyers fees and disbursements
 - land transfer tax (rebates may be available)
 - mortgage fees (if applicable)
 - new development charges (if applicable)
 - new development enrollment fees (if applicable)
 - title insurance
- On the day of closing, title is conveyed and keys are supplied to the buyer
- Now you and your TrilliumWest agent can celebrate!

Once the Property is Closed

- TrilliumWest maintains digital records and copies of all documentation, which is accessible to all parties
- At your option, your TrilliumWest agent will be pleased to provide continuing updates on market conditions

We Love Feedback



facebook.com/trilliumwest