

**RE/MAX**<sup>®</sup> URBAN TORONTO

# Preferred Buyer Program



# Why **RE/MAX**<sup>®</sup> URBAN TORONTO

RE/MAX consistently has the **highest brand recognition** in the world compared to any other real estate organization. We draw more Buyers and Sellers which results in **RE/MAX selling more real estate** than the competition annually!

RE/MAX has the largest agent-to-agent referral network in the world that ensures the **most knowledgeable professionals** working for you.

We have the **highest market share**, not only in Canada, but also on a global level.



# WHY **RE/MAX** URBAN TORONTO

**89%** 89% Of our Sales are Condos!  
Clients know they are dealing with seasoned industry experts and not a company that sells condos as a sideline .

24% Of our Sales are Exclusive!  
Our Clients get access to more than just the MLS service when they choose us. **24%**

**33%** 33% Of Our Listings are Sold In-House!  
Most brokerages do not achieve 10%. Our Sellers know we work harder to sell our own listings and our Buyers get access to exclusive product.





# WHY

# RE/MAX<sup>®</sup> URBAN TORONTO

## #1

### For Residential Leases!

We proudly produce the largest number of residential leases on the Toronto Real Estate Board's MLS service.

## 24

Our Brokerage achieves the number one position in sales volume of listings and sales combined for Downtown Toronto. The most impressive part is that we did so with a much smaller number of Realtors than most, if not all of our competitors!





### True Professional

I will give you 100% of my attention, I am always available to you for all your Real Estate questions. My loyal clients business and referrals have placed me in the top 1% of Realtors on TREB for sales in Downtown Toronto.

### Years of Experience

I've been working in the Real Estate Industry for over \_\_\_\_\_ years and in the Toronto Market for \_\_\_\_\_. I am happy to put my experience to work for you.

### Custom Strategy For Every Listing

I will design a custom strategy for your listing to achieve the greatest number of showings and the shortest amount of time to achieve the maximum results for you!



# Preferred Buyer Program

## What We Do For You

- I will conduct an in-Depth Needs Analysis
- An in-depth market search will be performed for you to ensure your expectations are met
- As my client you will receive new listings within an hour of appearing on MLS
- We will coordinate and show you all properties that you have selected
- I will compile a CMA (Comparative Market Analysis) to support your offer price.
- I will review the offer format and appropriate clauses in advance so you are comfortable
- I will negotiate the best possible pricing and terms for You!
- I will provide you with a choice of service providers needed
- for your purchase



# Lets Get Started!

## Investment Or Future Home?

Are you looking for an investment property to rent out or are you looking for your new home to live in?

## Pre-Construction Or Resale?

Are you looking to buy in a new development or existing condo building?



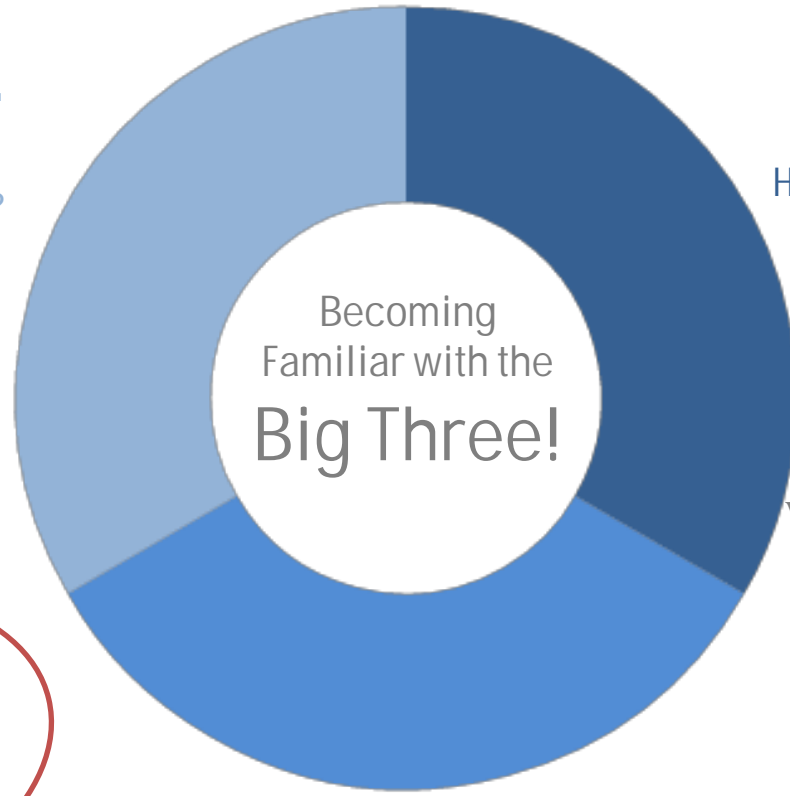
# Product

How Much Space Do you Need?

Do you require a certain amount of square footage?

How many bedrooms are you looking for?

Stay informed!  
You should know as much as an agent knows before you make your offer!



# Price

How Much Do You Want to Invest?

How much will a lender give you?

Together you can decide the value based on the **3 Prices**:

What is it worth in today's market?

What is the asking price?

What is it worth **to you**?

# Location

Where Do You Want to Be?

Which neighbourhood or building are you looking at?

What is the 'sales' health of the building?

I will keep you informed as my client on the inside scoop and reputation of the area and building.





# Pre-Construction Questions to Consider:

That I will get the answers to!

- Can your agreement be **sold as an assignment**\* prior to closing?
- Can it be **listed as an assignment** on MLS?
- Are the **fees and levies** capped?
- Do you understand the **tax implications** of selling your preconstruction unit as an assignment?

\*An Assignment means that you are buying a 'right' to own a condo that is not in the Land Registry System. Usually the condo has not been built or it is not ready for occupancy and the building has not been registered.

# Parts To Financing



# 2

## A Property

### 1 Strength of Your Personal Covenant.

Your Job-What you do, how long you've done it and how well they pay you!

Your Existing Assets- this includes cash, cars and property

Your Liabilities – this includes your current debt

### 2 Strength of Security

If the property doesn't appraise at or above the purchase price, you may not qualify for the mortgage you need.

I will give guidance on property values so you don't over spend by mistake.

**Being Pre-Approved is Critical!**

**If you are not pre-approved, we will provide you with an in-house Mortgage Broker who will not only shop for the best rate but make sure your mortgage terms fit your five year plan!**



A smiling woman with dark hair, wearing a white blazer, is the central focus of the image. She is looking directly at the camera with a bright smile. In the background, several other people are visible but blurred, suggesting a professional or social gathering. The overall tone is positive and professional.

Who is in My

# Circle of Support

- Mortgage Broker
- Lawyer
- Moving Company
- Preferred Renovation Companies

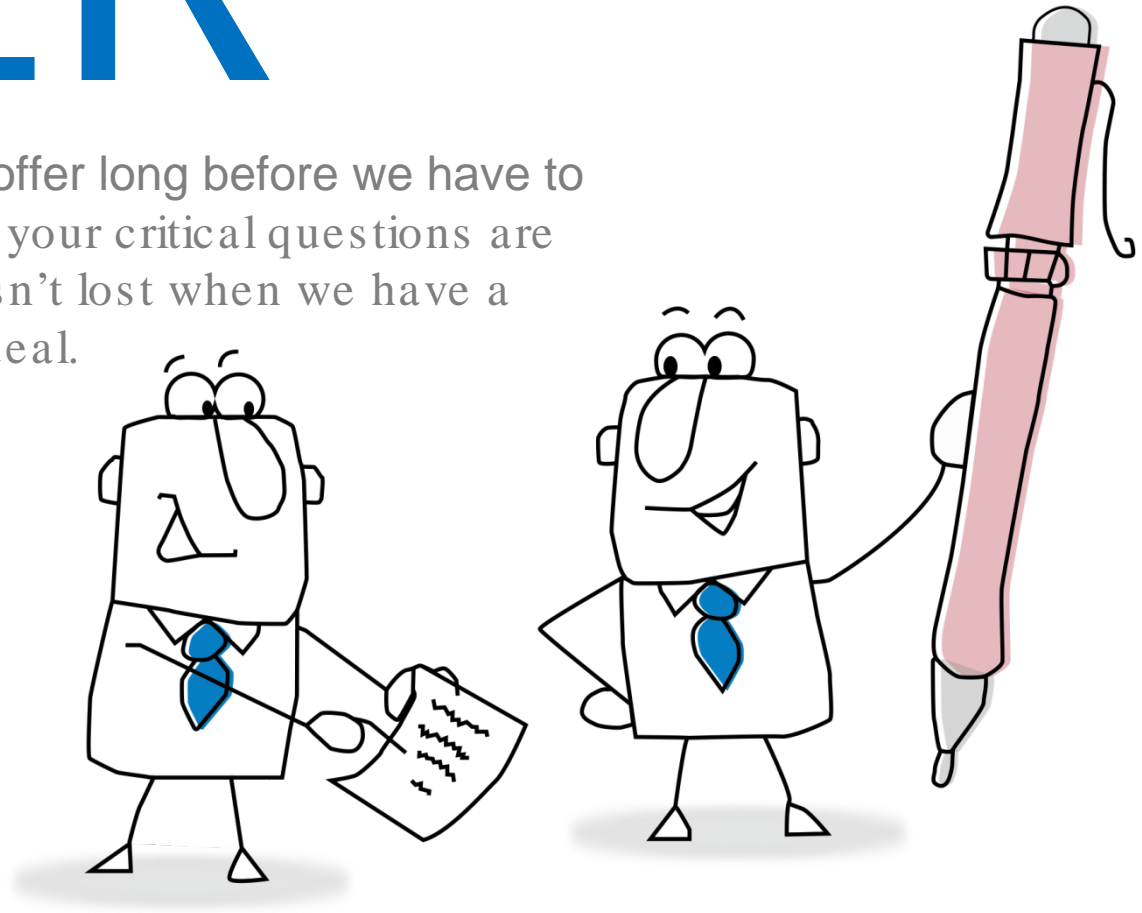
We can recommend our preferred vendors so you know that you are getting a reliable team!

# THE OFFER

I will take you through a draft offer long before we have to put one together. This way all your critical questions are answered and valuable time isn't lost when we have a deadline to meet for the real deal.

## Negotiation

We will carefully construct an offer that is in your best interest and still satisfies the needs of the seller



The Agreement of Purchase and Sale is the document that is used to state the Buyer's desire to purchase the property, and to negotiate the terms of the sale. It is commonly referred to as an "Offer".



## Agreement of Purchase and Sale Condominium Resale

Toronto  
Real Estate  
Board

Form 101 for use in the Province of Ontario

This Agreement of Purchase and Sale dated this \_\_\_\_\_ day of \_\_\_\_\_,

**BUYER,** Buyers name (Full legal names of all Buyers), agrees to purchase from

**SELLER,** Sellers Name (Full legal names of all Sellers) wing

### PROPERTY:

A unit in the condominium property known as suite No. Suite #  
(Apartment/Townhouse/Suite/Unit)

located at Property Address

in the Property City

being (Legal Name of Condominium Corporation) Condominium Plan No. \_\_\_\_\_

Unit Number No. Building No. \_\_\_\_\_ together with ownership  
or exclusive use of Parking Space(s) Parking # (Number(s), level(s))

Locker(s) Locker # (Number(s), level(s)) together with Seller's proportionate undivided tenancy-in-common interest

in the common elements appurtenant to the Unit as described in the Declaration and Description including the exclusive right to use such other parts of the common elements appurtenant to the Unit as may be specified in the Declaration and Description; the Unit, the proportionate interest in the common elements appurtenant thereto, and the exclusive use portions of the common elements, being herein called the "Property".

**PURCHASE PRICE:** Price

\_\_\_\_\_ Dollars (CDN\$) \$000

**DEPOSIT:** Buyer submits Deposit Amount \_\_\_\_\_ Dollars (CDN\$) \$000

\_\_\_\_\_ Dollars (CDN\$) \$000

by negotiable cheque payable to \_\_\_\_\_ "Deposit Holder"  
to be held in trust pending completion or other termination of this Agreement and to be credited toward the Purchase Price on completion. For the purposes of this Agreement, "Upon Acceptance" shall mean that the Buyer is required to deliver the deposit to the Deposit Holder within 24 hours of the acceptance of this Agreement. The parties to this Agreement hereby acknowledge that, unless otherwise provided for in this Agreement, the Deposit Holder shall place the deposit in trust in the Deposit Holder's non-interest bearing Real Estate Trust Account and no interest shall be earned, received or paid on the deposit.

**Buyer agrees to pay the balance as more particularly set out in Schedule A attached.**

**SCHEDULE(S)** attached hereto form(s) part of this Agreement.

1. **IRREVOCABILITY:** This Offer shall be irrevocable by \_\_\_\_\_ until \_\_\_\_\_ on  
the \_\_\_\_\_ day of \_\_\_\_\_, after which time, if not accepted, this  
offer shall be null and void and the deposit shall be returned to the Buyer in full without interest.

2. **COMPLETION DATE:** This Agreement shall be completed by no later than 6:00 p.m. on the \_\_\_\_\_ day  
of \_\_\_\_\_. Upon completion, vacant possession of the Property shall be given to the  
Buyer unless otherwise provided for in this Agreement.

INITIALS OF BUYER(S): \_\_\_\_\_

INITIALS OF SELLER(S): \_\_\_\_\_

# THE OFFER

## DEPOSIT:

The Buyer includes a deposit in the Offer to give it authenticity and to show their sincerity to the Seller. The deposit is considered part of the purchase price and is ultimately adjusted as a credit to the Buyer on closing.

## IRREVOCABILITY:

The following section states the deadline that a person making an Offer gives the other party to accept their Offer. If the Offer is not accepted by the stated time, then the Offer is over and no longer binding on any of the parties involved in the transaction.

## COMPLETION DATE:

This is the date that the transaction is scheduled to be completed and unless stated otherwise, somewhere else in the Agreement, the property is to be vacant. This date is not to be on the weekend or a statutory holiday.