

TO SELL YOUR HOUSE...
you need more than a sign!

Thinking of Buying?

Put A Home Power Team Together For Guaranteed Success.

We all know that Real Estate is, most often, the largest investment one makes in a lifetime, so it makes perfect sense to approach it carefully, making informed decisions along the way. Assembling a team of professionals behind you is the best bet to ensure you have all the skills and experience that you need to reach your Real Estate goals with confidence. So, where do you find such a team? Start by asking friends and relatives for referrals, talk to professionals and trades you have done business with, and ask your Real Estate Agent who is often connected to a wide network of resources.

Once you've made the decision to look for a home, and have made a list of what features it must have, it's a good time to call a Realtor®. As a member of organized Real Estate, your Realtor® has the duty, experience and tools required to help you find a home that fits your vision. But that's not

all. Your Realtor® is committed to protecting your interests throughout the process of locating, negotiating and closing on your new home, and cooperates with other professionals on your Home Power Team to ensure the transaction is as smooth as possible.

Understanding what your budget is and getting pre-approved for a mortgage is another important step to ensure you are not disappointed when the right house is found. All too often, buyers are just pre-qualified, only to find out that they can't get the mortgage on the house they want. A professional Mortgage Broker or your bank's mortgage specialist can help you with this important step.

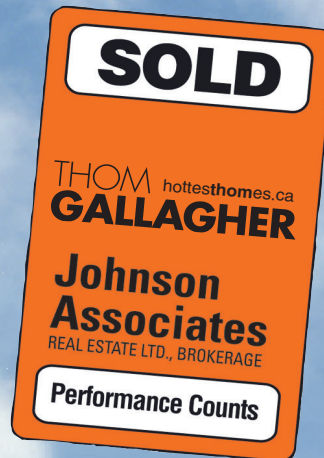
A qualified Home Inspector, ideally with construction or engineering experience, will confirm that the choice you have made is the right one and that you should not have any significant surprises once you move in. Most purchase agreements are conditional on such an inspection. An experienced Real Estate Lawyer will also protect your interests by verifying that the property is exactly as

represented by the seller, and is free of any liens or other encumbrances prior to it being transferred to you upon closing. And of course, it is important to protect your new home against loss and damage through a comprehensive insurance plan available from a qualified Insurance Broker.

Now that the deal is done and you are about to gain possession of your house, getting acquainted with those who can help with renovations, repairs and ongoing maintenance is critical. It is always a good idea to have the name of a reliable and proven electrician, plumber, and HVAC contractor as well as a painter, landscaper, and someone to help with the swimming pool or hot-tub.

Buying a new home can be a challenging, confusing and stressful experience. But getting the right people on your side early in the process will make it go smoothly and more positively, and help your dreams become a reality.

Thom Gallagher is a Sales Representative with Johnson Associates Real Estate Ltd, Brokerage. For more information on this article or homes for sale in Georgetown, call Thom at 416.524.6530 or visit www.hottesthomes.ca.



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