

Buyer Agency - What a Great Advantage for Buyers

The salesperson's services are provided at no charge to the buyer because, normally, the seller pays the commission. Wow! Free service is hard to beat and that is the first great advantage.

What is Buyer Agency? This means that you, as the buyer, are a client of the real estate brokerage represented by the salesperson (usually referred to as "agent"). This is a legal relationship and it obligates the agent to provide you with the following fiduciary services: Full and Complete Accounting, Confidentiality, Competence, Good Faith/Full Disclosure, Loyalty and Obedience. This relationship also obligates you to the real estate brokerage according to the terms of your agreement. So it is mutually beneficial.

These are very serious matters - and they should be. You are contemplating a major investment. For many people, this is the largest investment of their lives. You deserve full service and of the highest quality.

There is not enough space in this column to describe all the services you can obtain so we will touch on some of greatest importance.

Finding a home - your agent has direct access to the database of all listings on the Toronto Real Estate Board. This database is not available to you. You must wait for the listing to appear on www.mls.ca which normally takes two to four days after the listing is posted. Often the best deals are sold or in process by the time they can be seen on www.mls.ca. The same goes for newspaper and other media advertising which are often seen too late.

Valuing a home - your agent has access to the history of sold listings which are usually the best indication of value in a particular location. Also, your agent's experience will help you establish the value and future

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Lynn and John Drewry

saleability of the home you choose. (Your agent can also value your home).

Financing - your agent can help you determine the price range suitable to you and also refer you to a reliable mortgage broker or banker to arrange pre-approval.

Offer to purchase - your agent will guide you in constructing an offer and then presenting and negotiating it on your behalf. This is where the skill and experience of the agent can really pay off by getting the best deal for you.

Helping to firm up the deal - most agreements for purchase and sale involve conditions such as financing, home inspection and insurance, to benefit you, the buyer. Your agent will assist in resolving these conditions to your benefit until the deal is firm.

Next week: More information on Buyer Agency.

We encourage you to send us your questions and ideas for future articles at john@lynnandjohn.ca or 905 873-0440.

Lynn and John are with Re/Max Realty Specialists Inc., Brokerage, one of the largest Re/Max franchises in Canada with 5 offices and over 450 sales representatives. Lynn and John work and live in Georgetown and have enjoyed a successful business in real estate during the last 12 years. John is a Broker and Chartered Accountant (FCA).

Johnson Associates

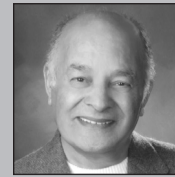
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*If this Spring you are thinking to sell,
Here are some tips that will serve you quite well.
Get rid of the clutter, dust, polish and shine,
You need to get busy, there isn't much time.
The most important fact that you should be told,
Call the **MAAN TEAM** and consider it **SOLD!***



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Maureen Plucinsky B.Sc.

Directions & Photos
<http://maureen.ca>

NEW PRICE



Live in unique work of Art
Acton: 98 Church St., Halton Hills

"Moorecroft". 1896!! Impressive central hall. LR with hrdwd fl, curved wall & FP. Library with pocket doors, hrdwd fl, b/in bookcase & stained glass! 4+ bdrms. 3 WRs. Bsmt with rec rm, 3pc & wine cellar. 1/g pool. 2 car garage Lot: 132ft x 132'ft !!

NEW



3.22 Ac walk out LL
Halton Hills: 10 Deer Run Crescent
Exquisite 4 bdrm, 5WR, 3 car garage. ~ 10 min to

401 at Hwy 25. Highly upgraded: kit with 2 Jenn-air stoves, b/i microwave, centre island, granite counter tops, extra cabinets; Fam rm with FP; fin lower level w games rm, exercise rm; powder rm, play rm & media rm. Prof decoratd. Satellite&hi-speed internet! Cogeco!

Banquet Hall/DR/Coffee Shop



1 Ac Extra Land for Expansion Frontage on 2 roads

Meaford: 365 Sykes Street (Hwy 26)

Fine dining 35 km West of Collingwood. Walk to Georgian Bay. Prominent location on Hwy 26. Turn key operation. Banquet Hall seats 100; DR seats 120; Coffee Shop seats 33. ~5000 sq ft on 1 ac of prime commercial land. Excellent condition. Well designed kitchen & work area. Municipal water, natural gas & sewers! Large paved pkg lot.\$775K

\$429,900



Worth a Drive to Acton

Halton Hills: 13425 Fourth Line

0.5ac: Unique octagonal design. 3+1 bedrooms, 3+washrms, 2 kitchens. LR with FP. Huge rec rm. Fam rm with wood stove. Recent windows, CAC & metal roof. In ground, heated, cement pool (20' x 40'), fenced & landscaped. Parking for 9 vehicles. In-law potential. NE corner 7.

NEW



4 Ac walk out LL
Halton Hills: 6629 17 Side Rd, H.H.

Lovely 3+1 bdrm, 3 WR, 2 kit on rare, private, treed, low maintenance 4 acre lot on quiet rd, min

to 401. Seasonal pond. Prof decorated & renovated. Open concept kitchen, DR & LR. DR with w/o to deck. MBR w garden door w/o to balcony. Recreation rm with woodstove. Dining area with w/o to patio & hot tub. Kit, bdrm, craft/laundry room, furnace rm & storage rm.

Industrial/Res M1



SHOP! PARK YOUR TRUCK @ HOME!

Rockwood: on Hwy 7: Home + Shop

Zoned Rural Industrial Large, 5+1 bdrm, 3 wash-room home on ~1 acre, W of Acton. New windows, doors, eaves/soffits, deck, attic insulation, natural gas furnace, 200 amp, CVAC & survey. LR with wood burning FP. Large kitchen. Fam rm with w/o to deck, door to laundry room/3 pc & gar. Shop (~35' x 17'). Ground prepared for new 4000 sq ft shop. \$499,000

~ 10 min to Georgetown & GO



~22 Ac

Halton Hills: 13669 27th Side Road

Awesome log home + separate 3 car coach house on ~ 22 acres (2 deeds) in mature forest in NEC backing onto Scotsdale. Built with wood, stone & granite. Great craftsmanship. 2 independent geo-thermal furnaces. Private! Fenced in-ground pool. Beautifully landscaped.

Outside Storage



1.77Ac

Brampton: 2400 North Park Drive

Explosion proof on corner lot, 213ft x 283ft. Zoned M2. 1.77ac, with fenced outside storage. Approx 8000 sqft: 6000sq ft office & 2000sq ft industrial. Large lunch rm. Near Airport Rd & 407. Across the road from Chrysler.

NEW



~ 50 Ac

East Garafraxa: 72046 Tenth Line

Fabulous Owen Sound ledge rock/brick home o/l hills to West. Large foyer. Huge fam room with FP & walk out to deck. Cosy LR w FP. Formal DR. 5 bdrms (2 w ensuite)! 5 WRs (2 w whirl tubs)! Library. Heated flrs. Part ICF. 2 fin rec rms! 3 car gar. Minutes to Orangeville.

75' x 160'



Wheelchair accessible

Acton: 288 McDonald Blvd. Superb custom built, 11 year old, 3 bdrm, 3 washrm on huge mature

lot, 75ft x 160ft. 8+5 finished rms. ~ 1800 sq ft on main level. Great rm with hardwood floor & gas FP. 3/4" oak hardwood floors in MBR, hallways & sun room. Sun room & solarium! MF laundry. Finished bsmt with library, den, play rm, WR, computer nook & media rm. CAC, CVAC & security. Lot line is 57ft beyond rear fence. Landscaped. Park many. Rare find.

1.4 Ac Zoned Automotive



Industrial M1

Erin: 2 Hi-Teck industrial facilities, (130' x 80' & 40' x 80'), a total of 14,400 sq ft (~800 sq ft office), zoned M1 with outside storage.

Crane rails for 3 ton cranes. Heated with infrared natural gas radiant heat. Reinforced concrete floors. R20 in walls, R30 in roof. Fans. Mercury vapor lights. 16+ ft clear. 7 drive-in doors, 1 pick-up door, 6 man doors. 3 WRs. Lunch rm. 600 volts, 200 amperes, 3 phase. Drilled well. Septic, 2002. Paved driveway & pkg lot. Fenced. 2 gates. Security. 401, Trafalgar Rd N, East on