

Buyer Agency - More Information

Last week we touched on some of the principal services and duties your sales associate (usually referred to as "agent") can provide. This week we will expand on some of those services and try to show you how this translates into savings of time and money for you.

An experienced agent who is familiar with the area you want can help you find your dream home in a number of ways.

- Searching the broker database (Toronto Real Estate Board). That is standard.
- Knowledge of homes coming on the market but not yet listed on multiple listing service
- Knowledge of homes being sold by the owner and not listed (FSBO)
- Canvas specific neighbourhoods for homes not listed that meet your criteria.
- Canvas other agents
- Knowledge of new homes available.

Obviously, the agent can spend considerable time and effort to find you a home using all of these methods. You can motivate an agent to do this by negotiating an appropriate and exclusive buyer agency agreement.

An exclusive buyer agency agreement has obvious benefits for you but it also carries responsibilities. The agreement must specify the type of property and the location and it must be in force for a definite period of time. This means that your agent will prepare and negotiate any offers you wish to make for properties that fit the description in the agreement. You cannot engage one agent to search for and show you houses and then have another agent do the deal and collect the commission.

Last week we mentioned the fiduciary duties owed to you by your agent. They are:

- Full and Complete Accounting
- Confidentiality
- Competence
- Good Faith/Full Disclosure
- Loyalty
- Obedience

Let's focus on Confidentiality. This is

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Lynn and John Drewry

extremely important. As you grow more comfortable with your agent you will provide very sensitive information about you and your family and in particular about your finances, what you can afford, what you are willing to pay and more. Having this knowledge helps your agent to serve you better but he must be very careful not to divulge private information to other parties.

Confidentiality becomes even more important when you are putting an offer on a house for which the agent's brokerage company has the listing. Then you are in dual agency where the agent might be acting for the seller as well as you, the buyer. He owes both parties equal confidentiality and must be extremely aware and diligent to safeguard private information. An experienced agent will have been in this situation many times and be confident in protecting both parties.

Next week: For Sale by Owners (FSBO)

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

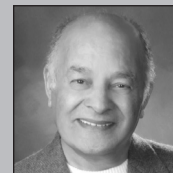
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OPEN CONCEPT BUNGALOW CLOSE TO TERRA COTTA COUNTRY \$339,000

Spacious bungalow on 1/3 of an acre, private treed lot, 1-1/2 car garage, vinyl clad windows,

updated kitchen cabinets, new 3 tiered deck, finished lower level with large rec room with woodstove. All the work has been done. Just move in and enjoy the country. Handy for commuting. Call Mary* or Tony* for viewing.



STUNNING 1420 SQ. FT. SEMI

This 3 bedroom, 4 washroom home has it all, just move in and enjoy. The kitchen boasts solid maple cupboards, marble backsplash and pot lighting. LR has hardwood floors, corner fireplace and walkout to deck and landscaped garden. Don't forget the finished rec room complete with bar. \$282,000



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Directions & Photos

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Maureen Plucinsky B.Sc.

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. 1/2 pool. 2 car garage Lot: 132ft x 132ft !!

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



I/g POOL
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 ac 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

M2



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 SOLD



~ 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