

# 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 the 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 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

REAL ESTATE CORNER



Lynn and John Drewry

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.

**REMEMBER AN AGENT CAN SHOW YOU ANY LISTINGS FROM ANY AGENT OR BROKER.** Some Buyers assume the agent can only show their own listings only.

Next week: More information on Buyer Agency.

We encourage you to send us your questions and ideas for future articles at john@lynnand-john.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 480 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).



Jennie Stanhope

\*Sales Representative

RE/MAX Real Estate Centre Inc., Brokerage

Office: 1-866-616-0210

Local: (519) 856-0135

www.jenniestanhope.com



Property overlooks stunning ravine.

**FABULOUS BUILDING LOT \$299,900**

Beautiful 9 acres on highway east of Rockwood. Choice of open farmland or treed area to build your dream home.



Century + home on large private lot. Living room, dining room combo with walk out to large deck. Country style kitchen, cozy front porch and main floor laundry. 3 bedrooms and 1 1/2 baths. Updated windows, roof, hydro and furnace. \$269,900.

**RELAX ON BACK DECK OVERLOOKING RAVINE**

**OPEN HOUSE - SUNDAY, 2-4 P.M. 184 MacLENNAN, ROCKWOOD**

**YOUR DREAM HOME**

Are you looking for... Granite? Hardwood? Ceramics? Main floor master bedroom with ensuite, walk-in closet? Main level office? Dramatic great room with fireplace? 4 bedrooms? Great neighbourhood? If so, call Jennie\* to view or for more information. \$450,000.



the river, plus small barn and paddock, shed, pool and deck. All in quaint Hamlet setting only 45 mins. from Pearson. Updated historic home with family room, woodstove, huge country kitchen and 3 bedrooms. Only \$329,900.

**ALMOST ONE ACRE BACKING ONTO RIVER**

Beautifully landscaped .85 acre lot with sweeping lawns & private steps to



family room, kitchen and dinette overlooking fenced yard. 3 large bedrooms plus open office area. Only \$424,900.

**FAMILY HOME BACKING ONTO PARK IN PINE RIDGE**

Gleaming hardwood, sparkling ceramics and cathedral ceilings. Open family



Maureen Plucinsky B.Sc.

HALL OF FAME



Real Estate Centre Inc.

Town & Country Sales Representative

(905) 877-5211

1-800-834-5516

Directions & Photos

<http://maureen.ca>

**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 industrial & 2000sq ft office. Large lunch rm. Near Airport Rd & 407. Across the road from Chrysler.

**Estate Subdivision**

**> 12 Ac**



**In-ground Pool**

**NEW**

Character! Custom 3+1 bdrm home w separate gar/shop; shed; i/g pool on 12+ private, landscaped acres <15 min to 401. Hi-speed internet! Winding, lit & paved drwy. Trails through woods. Bridge over creek! Kit with granite counter tops, breakfast bar, anitque cabinets, Hearthland fridge, stove, double ovens & broiler. MBR w cath ceiling, sitting area, 2 cedar lined w/i closets, FP & 5 pc. Rare, private, exquisite property.

Halton Hills: 16 Deer Run Crescent

**~ 12 min to GO**



**~1.6Ac**

**NEW**

Superb curb appeal! Gracious ~ 2800 sq ft, 4 bedroom, 3 washrm home built by Homes of Distinction in 99. Lot includes treed area to West. Kitchen, with walk-out to deck, overlooks Family rm with gas FP. Hardwood floors. 9' ceilings. 2 of 3 garages are now insulated, heated workshop. MBR with whirltub & separate shower. Gazebo on cedar deck. Pool (16' x 32'). Garden shed. Beautifully landscaped.

Halton Hills: 25 Southwinds Drive



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



**75' x 160'**

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.



**NEW .48 Ac**

Attractive, well maintained bungalow on ~ 1/2 ac with stunning landscaping, garage/shop, 2 driveways & lots of parking. Oak hardwood floors in LR, DR, kitchen, washroom & MBR. Propane FP in DR. 3 bdrms converted to 2. Access from the home into the garage/shop. Large shed in fully fenced yard. Large patio with gazebo. Large dog run on side of this home. Views of Niagara Escarpment. Cogeco. High speed internet!!!

Milton: 5675 - 5 Side Rd

\$389,000

**~ 8 min to Georgetown & GO**



**~10 Ac**

Awesome Northern White Pine log home and a separate 3 car coach house on ~10 acres in mature forest in NEC. Built with wood, stone, granite & bronze. Atrium with a wall of glass & fireplace. 3 fireplaces made from local stone. Marley roof. Two independent geo-thermal furnaces. Bronze garden gate. Great craftsmanship. Private! Fenced in-ground pool. Beautifully landscaped. Unique!!!

Halton Hills: 13669 27th Side Road, HH