



Buyers



THE ULTIMATE ROADMAP TO BUYING A HOME

DarbyHiles.ca/buy





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.....→ 10 Questions to Ask Before Hiring a Realtor

1. What makes you different?

Why should I work with you?

What unique marketing plans and programs does this agent have in place to make sure that you get the home you want at the price you need? What does this agent offer you that others don't in order to help you get a great deal in the least amount of time? Does the agent only know how to use the MLS and attend showings or do they actually understand and prioritize creating off-market deals for you where you won't have to compete against other offers?

2. What is your company's track record and reputation in the marketplace?

It may seem like everywhere you look, real estate agents are boasting about being #1 for this or that, or quoting you the number of homes they've sold. If you're like many buyers, you've probably become immune to much of this information. After all, the only thing you likely care about is finding the perfect home at the right price and you want to have an enjoyable experience while doing so. Ask for testimonials and for the stories of buyers who worked with the agent before and got exactly what they wanted. Is it clear that they understand the area that you are interested in?

3. What are your marketing plans to find my next home?

How much money does this agent spend in advertising to attract sellers versus the other agents you are interviewing? In what media does this agent advertise? What does s/he know about the effectiveness of one medium over the other? What do they know about the importance of messaging, timing, and follow-up? How does their marketing help you or is it only for their benefit?

4. What has your company sold in the area?

Agents should bring you a complete list of both their own and other comparable sales in the area you are interested in.

5. Does your Broker control your advertising or do you?

If your agent is not in control of their own advertising then you will not find a unique opportunity. The brokerage cares about growing their business, they do not work directly with you and are not going to spend their budget on every buyer's unique needs.

6. On average, how close is the purchase price to the asking price? How often do you win in a multiple offer situation?

Their performance on this measurement will help you gauge how effective they are at negotiating in both a buyer and a seller's market.

7. On average, how long does it take to find a home?

Their performance on this measurement will help you predict how long they will take to find a home that is suitable for you.

8. How many Buyers and Sellers are you currently working with?

Ask them to describe the system they have for attracting motivated sellers. Obviously, the more sellers they attract, the better your chances are of finding a suitable home. How many other buyers is the agent working with? Will they have their attention on you and your needs or are they too busy and will likely depend on the MLS to find homes?

9. Do you have a reference list of clients I could contact?

Ask for the list and contact a couple of them

10. Can I cancel my contract if I'm not happy? Do you have any satisfaction/loyalty/insurance programs?

Is there any compensation for my time?



1. You can and should get preapproved before looking for a home

Preapproval is easy, and can give you complete peace-of mind when shopping for your home. One of our mortgage brokers can provide you with written preapproval for you at no cost and no obligation, and it can all be done quite easily over the phone and through email. More than just a verbal approval from your lending institution, a written preapproval is as good as money in the bank. It entails a completed credit application and a certificate that guarantees you a mortgage to the specified level waiting there for you when you find the home you're looking for.

2. Know what monthly cost you feel comfortable committing to

When you discuss mortgage preapproval with our mortgage broker, find out what level you qualify for, but also pre-assess for yourself what monthly dollar amount you feel comfortable committing to. Your situation may give you a pre-approval amount that is higher (or lower) than the amount of money you would want to pay out each month. By working back and forth with our broker to determine what this monthly amount is, and what value of home this translates into at today's rates, you won't waste time looking at homes that are not in your price range.

3. Think about your long term goals and your expected situation in 1, 5, 10, 20 years

There are a number of questions you should be asking yourself before you commit to a certain type of mortgage. How long do you think you will own this home? What direction are interest rates going in, and how quickly? Is your income expected to change (up or down) in the near term, impacting how much money you can afford to pay to your mortgage? The answers to these and other questions will help you determine the most appropriate mortgage you should be seeking.

4. Prepayment privileges and payment frequency options

More frequent payments (for example weekly or bi-weekly) can literally shave years off your mortgage. Simply by structuring your payments so that they come out more frequently, will significantly lessen the amount of interest that you will be charged over the term. For the same reason, authorized prepayment of a certain percentage of your mortgage, or an increase in the amount you pay monthly, will have a major impact on the number of years you will have to pay and could shorten your payment term considerably. These two payment options can cut years off your mortgage, and save you thousands of dollars in interest. However, not every mortgage has these prepayment privileges built-in, so make sure you ask the proper questions.

5. Portable and/or Assumable

A portable mortgage, where available, is one that you can carry with you when you buy your next home and avoid paying any discharge penalties. This means that you will not have to go through the entire mortgage process again unless you are making a move up to a much more expensive home. An assumable mortgage is one that the buyer for your home can take over when you move to your next home. This can be a very powerful tool at the negotiating table making it much easier and more desirable for a buyer to buy your home and again saves you any discharge penalties.

6. Seriously consider working with a mortgage expert

Consider dealing with a professional who specializes in mortgages. Enlisting their services can make a significant difference in the cost and effectiveness of the mortgage you obtain. For example, they can make the process faster thereby avoiding costly delays. Typically there is no cost or obligation if you want their help. They'll help you find and select the best mortgage for your needs and situation and the lender will pay them for you.



13 Extra Costs When Buying a Home

1. Appraisal and Inspection Fees

Your lender may request an appraisal of the property which would be your responsibility to pay for. Appraisals can vary in price from approximately \$175 – \$300. When you're interested in a home you'll likely want to have a home inspection done prior to buying it. You'll have to pay for this even if you don't end up buying the home and the cost ranges from \$250-\$1000 depending on the size and location of the home.

2. Property Taxes

Depending on your downpayment, your lending institution may decide to include your property taxes in your monthly mortgage payments. If your property taxes are not added to your monthly payments, your lending institution may require annual proof that your taxes have been paid.

3. Survey Fee

When the home you purchase is a resale (vs a new home), your lending institution may ask for an updated property survey. The cost for this survey can vary between \$1000-\$3,000.

4. Property Insurance

Home insurance covers the replacement value of your home (structure and contents). Your lending institution will request proof that you are insured as it protects their investment of the loan.

5. Service Charges

Any new utility that services your hook up, such as telephone or cable, may require an installation fee.

6. Legal Fees

Even the simplest of home purchases should have a lawyer involved to review all paperwork and title. Shop around, as rates vary greatly depending on the complexity of the issues and the experience of the lawyer.

7. Mortgage Insurance Fee

Depending upon the equity in your home, some mortgages require mortgage loan insurance. This type of insurance will usually cost you between 0.5% – 2.5% of the total amount of the mortgage. Usually, payments are made monthly in addition to your mortgage and tax payment.

8. Mortgage Broker Fee

It pays to shop around because many mortgage brokers will provide their services free to you by having the lending institution absorb the cost.

9. Moving Costs

Cost varies depending on the size of the home and the distance, but expect \$1500-3500 to be safe.

10. Maintenance Fees

Condos charge monthly fees that vary depending on the building.

11. Water Quality and Quantity Certification

If the home you purchased is serviced by a well, you should consider having your water checked by your local experts. May or may not have a cost depending on who does it and where it is.

12. Local Improvements

If the town you live in has made local improvements (such as the addition of sewers or sidewalks), this could impact a property's taxes by thousands of dollars.

13. Land Transfer Tax

There is a Land Transfer Tax Rebate for first-time homebuyers, if not:

- 0.5% on amounts up to and including \$55,000
- 1.0% on amounts exceeding \$55,000, up to and including \$250,000
- 1.5% on amounts exceeding \$250,000, up to and including \$400,000
- 2.0% on amounts exceeding \$400,000
- 2.5% on amounts exceeding \$2 million, where the land contains one or two single-family residences

1. Bidding Blind

What price should you offer when you bid on a home? Is the seller's asking price too high, or does it represent a great deal? If you fail to research the market in order to understand what comparable homes are selling for, making an offer would be like bidding blind. Without this knowledge of market value, you could easily bid too much, or fail to make a competitive offer at all on an excellent deal.

2. Buying the Wrong Home

What are you looking for in a home? A simple enough question, but the answer can be quite complex. More than one buyer has been swept up in the emotion and excitement of the buying process only to find themselves the owner of a home that is either too big or too small. Maybe they're stuck with a longer than desired commute to work, or a dozen more fix-ups than they really want to deal with now that the excitement has died down. Take the time upfront to clearly define your wants and needs. Put it in writing and then use it as a yardstick with which to measure every home you look at.

3. Unclear Title

Make sure very early on in the negotiation that you will own your new home free and clear by having a title search completed. The last thing you want to discover when you're in the backstretch of a transaction is that there are encumbrances on the property such as tax liens, undisclosed owners, easements, leases, or the like.

4. Inaccurate Survey

As part of your offer to purchase, make sure you request an updated property survey which clearly marks your boundaries.

5. Undisclosed Fix-ups

Don't expect every seller to own up to every physical detail that will need to be attended to. Both you and the seller are out to maximize your investment. Ensure that you conduct a thorough inspection of the home early in the process.

6. Not getting Mortgage Preapproval

Preapproval is fast, easy, and free. When you have a preapproved mortgage, you can shop for your home with a greater sense of freedom and security, knowing that the money will be there when you find the home of your dreams.

7. Contract Misses

If a seller fails to comply with the letter of the contract by neglecting to attend to some repair issues or changing the spirit of the agreement in some way, this could delay the final closing and settlement. Prepare a list of agreed issues and include them in the contract, walk through them, and check them off one by one.

8. Hidden Costs

Make sure you identify and uncover all costs - large and small - far enough ahead of time. When a transaction closes, you will sometimes find fees for this or that sneaking through after the "sub"-total - fees such as loan disbursement charges, underwriting fees, etc. Understand these in advance by having your lender project total charges for you in writing.

9. Rushing the Closing

Take your time during this critical part of the process, and insist on seeing all paperwork the day before you sign. Make sure this documentation perfectly reflects your understanding of the transaction, and that nothing has been added or subtracted. Is the interest rate right? Is everything covered? If you rush this process on the day of closing, you may run into a last-minute snag that you can't fix without compromising the terms of the deal, the financing, or even the sale itself.

Buy or Sell First?

Here are some questions you should ask yourself when you're trying to decide should I buy or sell first:

1. Can you afford to carry two mortgages for a period? If you can't sell your home before you close on your new property, you may end up having to carry two mortgages for a while. For many people, this is simply not an option. Take a good look at your financial situation and determine if this is a risk you can take.
2. How difficult will it be to find your dream home? If you're looking for a unique property that rarely comes on the market, you may have to buy it when it becomes available or run the risk that you won't see another one for a long time. If there's tons of inventory of the type of home you are looking to purchase, you may lean towards selling first.
3. How fast do you think your property will sell? If you're sitting on a 'hot property' that's likely to sell within a few days, then you might feel comfortable buying first. If you have a house that might not sell quickly, then you are probably safer to sell first. You can get a good idea of how long it will take by looking at recently sold homes in your neighborhood and the price range.

Buy First

- You get to lock down your dream home and you know exactly where you're going to move once you sell.
- You'll know your closing date for your new property so you can coordinate the closing date for your existing property to coincide.
- While you're house-hunting, you don't have the pressure of a looming closing date. You don't have to settle and you can take the time to find the perfect property.
- If you're in a 'hot sellers market,' you have the luxury of taking your time as it will be easy to sell your house once the time comes.

Sell First

- You know exactly how much you have to spend on your new property.
- You're not going to be caught carrying mortgages on two properties. Although, you may have to find temporary living accommodation if you sell first and haven't yet found your dream home.
- This option generally offers far more peace of mind. This is what makes it a common choice in a more balanced market.



Buy or Sell First?

The Problem

We've all heard the old saying about being caught between a rock and a hard place. Well, unfortunately, that's where most homeowners find themselves when they decide to move from one home to another. You see, if you buy before selling, you could run the risk of owning two homes. Or, just as bad, if you sell first, you could end up homeless. That's what is known as the Real Estate Catch 22, and for thousands of homeowners, it's an extremely stressful position they find themselves in.

The Dilemma

The biggest dilemma when considering moving is deciding whether to buy first or sell first. Either way is risky because you could end up owning two homes or no home at all. Let's face it, the real estate market has become a tough environment for buyers and sellers alike. The fact is that it's more difficult to buy a home today due to the competition and rising prices. Therefore it's essential that real estate agents look for new and innovative ways to meet the demands of the market.

The Solution

A new and innovative program that Selecta Service offers actually guarantees the sale of your home and takes away all of the worry and stress associated with selling and buying another home.

How it Works

1. Our agent will prepare a market analysis of all comparable home sales and listings in your area.
2. With this information, you and our agent will determine a market value for your home.
3. This establishes your guaranteed price and list price which you will receive upfront (and in writing) before your home is marketed and presented for sale.
4. It is better than risk-free, you know that your home will sell for at least the guaranteed price (our offer) and if you receive a higher offer from an outside buyer, you get the higher offer.
5. You can confidently look for your next home and immediately place a firm offer when you find the right one because you know when and how much your home will sell for.
6. This service eliminates the usual stress and worry (the emotional roller coaster ride) of whether to buy first or sell first so you can avoid the risk of getting stuck with two homes or no home at all.

Remember, not all agents are alike, you should only consider those that can offer you the most innovative marketing plan and ensure that your experience is better than risk free (you win no matter what).



Exclusive Solution

5 Steps to Getting a Great Deal



1. Find out how much you can afford

No matter what your situation is, Preapproval is easy and can give you complete peace of mind when shopping for your home. One of our mortgage brokers can provide you with written preapproval for you at no cost and no obligation, and it can all be done quite easily over the phone and through email. This guarantees you a mortgage to the specified level waiting there for you when you find the home you're looking for.

2. Know what you WANT and NEED

As simple as this sounds, many homebuyers don't have a firm idea in their heads before they go out searching for a home. In fact, when you go shopping for a place to live, there are actually two homes competing for your attention: the one that meets your needs, and the one that fulfills your desires. Obviously, your goal is to find one home that does both. But in the real world, this situation doesn't always occur. What's more important: a big backyard, or proximity to your child's school? Far too often people buy a home for the wrong reasons, and then regret their decision when the home doesn't meet their needs. Use the worksheet below to clearly differentiate between the two and use this as a measuring stick when looking at homes, meet your needs first and then look at what you want.

3. Learn how to write offers and attract motivated sellers

The fact is that you are not going to get a great deal without first understanding the market and secondly understanding how to write offers that favor you. Lastly, if you think you're going to just look on Realtor.ca and get a great deal on the perfect home, think again. What do you think the other buyers are doing? Go to DarbyHiles.ca/buy and we will teach and help you find, and make offers on homes that no one else is competing to buy. This is the real secret to getting a great deal and the truth is that most agents are too lazy to do this for you.

4. Start shopping and making offers

If you speak with any experienced real estate investor, they will second the statement that the number of offers made is a key indicator of how good of a deal you are going to get. Start shopping and making offers on homes that meet your criteria, even if they are not for sale. You see, not every seller has the urgency to sell so you will need to make enough offers to find the one who will accept your bargain. Furthermore, many homeowners want to sell quickly but don't want to hire a realtor. These are the perfect candidates for you, it will appear that it was meant to be when a buyer (yourself) shows up with an offer for them to consider.

5. Do your due diligence and negotiate a favorable agreement

If you're working with us or you've learned how to write offers, you will know what clauses to include in your offers to protect yourself and get a great deal. Never buy a home without having it inspected, a home may seem like a great deal until you realize that the roof needs repaired, the foundation is cracked or there is mold in the walls. Understanding the Seller is crucial to creating a win-win situation where you have the leverage to get everything you need out of the deal while having the seller's support to do so. You're solving the seller's problem in some way, learn what that is, and then use that understanding to save yourself thousands off of the purchase price. You can work with us for free and we will not only teach you this entire system but we will go through it with you. We will be there to protect you, help you at each step, and help you avoid making costly mistakes.

Visit DarbyHiles.ca/buy to get started for free

What do I absolutely NEED in my next home:

1. _____
2. _____
3. _____
4. _____
5. _____

What would I LOVE in my next home:

1. _____
2. _____
3. _____
4. _____
5. _____





Choosing a Neighbourhood

1



What kind of home do you want?

Are you interested in a detached single-family home, a townhome, condo, duplex, farm etc.

2

Consider your commute

Do you want to drive to work? Will you be taking transit? Consider doing a test run of a day in your life before committing to an area.



3

Old or new houses?

Older neighborhoods are great and are known for their character and charm but often require more repairs. New homes have modern updates and need less repairs.



4

Community

What would you like to see in your new neighborhood? Coffee shops, events, close to the water, kids running around, walking trails etc. Write it down and look in areas that have this.



5

Walkscore

How important is it for you to be within walking distance of schools, grocery stores, restaurants, shopping, gyms, recreation facilities, your work etc. Think of what you want and need to be close to.



6

Must not have

Everyone has wants but have you considered what you don't want? For example, if you hate noise and want to sit outside in peace, consider avoiding areas near schools and highways etc.



The Team



"It's better than risk free to buy a home with Selecta Service"



**Knowledgeable, Dependable,
Neighbourhood Expertise & Insights.**

Welcome to RE/MAX Orillia realty (1996) Ltd. Brokerage! We proudly serve Orillia, Oro-Medonte, Severn & Ramara. RE/MAX® is the most widely recognized real estate brands in the world. RE/MAX® has been the leading real estate organization in Canada.

RE/MAX Orillia has been family run since 1983. We are the largest real estate office in Orillia with over 45 agents who specialize in all different areas of real estate. Working with one of our agents will be the best decision for one of your biggest decisions.



Darby Hiles
Broker



It's Better Than Risk Free

You take on zero risk when you buy with Selecta Service thanks to our better-than-risk-free guarantee. When you choose to work with us, you get peace of mind knowing that the result you are after is guaranteed. You will find the perfect home and at a price acceptable to you, it is that simple.

We are able to guarantee results because we only work with 5 clients at a time. Unlike most realtors who are busy serving everyone else, we give you the time, services, and focus required to find you unique opportunities that can save you thousands

If you choose to work with us you will also receive a 24-month satisfaction guarantee that can save you over \$25,000 in commission*

You don't pay a cent, yet we can save you thousands off of your purchase. We also have the professional understanding to make sure that no matter what, you come out as the winner.





The Service



Pre-approval

Our mortgage brokers will find you the perfect mortgage and will provide you with a preapproval so that you can shop with confidence.

Consultation

We will help you establish your criteria and will outline what neighborhoods fit your criteria and budget.



Buyer Profile

Once we understand your criteria and ideal neighborhood, we have systems & technology in place to ensure that you don't miss the perfect home. We will also actively create deals that have no competing offers.



The Deal

We understand the market and will recognize deals when we see them and can create our own just for you. We will draft legal documents and negotiate the deal to ensure that you come out with the result you're after



24 Month Purchase Satisfaction Guarantee!* (\$25,000+ in Savings)
DarbyHiles.ca/buy



The Approach

The Meeting

The first time you meet with us, we just want to get to know you. We will have a conversation about your goals, your current situation and together we will start to create a picture of where you are currently, where you want to be/what you want, we will go through our services, and together we will decide whether or not we believe that we can get you the results that you're after.

The Agreement

It is free to work with us as we negotiate our commission with the seller and their agent if they have one. We agree to be your fiduciary advisor and to provide the services that were mentioned previously to the best of our ability. If you decide to work with us and you're not satisfied with our service, you can cancel our agreement. If you buy a home with us and are not satisfied/want to move within 24 months, at any time, we will sell your home and give you 83% of our commission.

The Result of Working with Selecta Service

You find your dream home, it didn't take long, and you got it for the price that you wanted or perhaps even less. While working with us, you had the comfort of knowing that no matter what, you were going to come out as the winner. We took all the risk so that you didn't have to, we spent our time and money to create a unique opportunity for you and you're now happily moved into your new home and are sharing our information with everyone that you know.

The Ultimate Goal

Our ultimate goal is to create clients and friends for life, we want you to be so happy with our services that you enthusiastically refer everyone you know and you will never use a different company. We want to help everyone that we serve build wealth through real estate, accomplish their goals, and live the life that they deserve.

Remember, not all agents are alike, you should only consider those that can offer you the most innovative marketing plan and ensure that your experience is better than risk free (you win no matter what).



"Darby is amazing in not only selling my home but finding me my new dream home. He puts everything into perspective and really helps you find the home that you will love. He is sincere about his professionalism as well as finding something you would love. Would definitely use him again!" **Gab Quinn**

"Darby was a fantastic realtor. He was very professional and went above and beyond for my family. He is great at his job and gets to know his clients on a more personal level. He truly loves his career and it shows. Thank you for everything Darby." **Katrina Cormack**

"Darby was very helpful in our search for a new home in the area. Good attention to detail and very attentive to our needs. Found us a home that fit our needs perfectly in a very difficult market." **Chris Chapman**

"Darby helped my family and I find the perfect home in a great community. We're very happy with the service he provided and our new home. He even helped us clean up the lawn and flower beds." **Dan Rea**

"it wouldn't have happened without the hard work of my realtor Darby Hiles. It was so refreshing to work with a young person that actually cares about his job! He is very professional but is not afraid to get his hands dirty. Darby came to my house numerous times to help the kids and I. He is caring, intelligent, and a diligent worker. Thank you Darby! I couldn't have done this without you, you're my angel in disguise! If anyone is selling or buying in Simcoe County or the GTA I would highly recommend Darby Hiles and Selecta Service." **Tracey Pletz**

"Darby is knowledgeable and will not pressure or coax you, he wants you to be absolutely certain. If I ever sell or buy another house I would not hesitate to go with Darby again. " **Rachel Brocklebank**

We love our community and are so happy that our clients are more than satisfied with our work.





How Long Does the Buying Process Take from Beginning to End

From the moment you reach out to us, you will be placed on the fast track if that is what you wish. The initial meeting can be the same day and we can have your profile set up in as little as 2 hours. We often find suitable homes in the two weeks and the fastest closing date is usually 30 days. Therefore, you could be moved into your new home in as little as 30 days if that is what you want. We work with your timeline and will negotiate to get you what you want.

Is it a Buyer or a Seller's Market and why is that important?

A seller's market occurs when there are more buyers than there are houses for sale. This is usually determined by months of inventory being less than 3 months. A buyer's market is when there are more homes for sale than buyers. This is one of the most important metrics to understand as it affects who has the leverage, how much homes sell for, as well as how fast homes sell.





Ready to Get Started?



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DarbyHiles.ca/buy

