



USING A REALTOR® TO BUY A HOME

BUYING A HOME CAN SEEM OVERWHELMING.

A real estate purchase involves so much more than finding the right property. It takes knowledge about the various types of real estate products and their features, the local market and the characteristics of various neighbourhoods. It takes an understanding of the laws and regulations that govern real estate transactions, a practiced set of negotiating skills and expertise in working with contracts.

Engaging a REALTOR® to act as your buyer's agent can ensure the right knowledge and the necessary skills are there for you throughout the entire process.

Beyond the right knowledge and the necessary skill, REALTORS® are bound by a strict Code of Ethics and Standards of Business Practices through membership in the Canadian Real Estate Association, the Alberta Real Estate Association, and their local real estate board, which enforces the Code and Standards.

WHAT YOU SHOULD EXPECT FROM YOUR REALTOR®.

A REALTOR® will save you time, money and sleepless nights by guiding you through every stage of the buying process from finding a home that suits your needs, to closing the deal with the appropriate conditions and best price.

Your REALTOR® will fully explain what to expect at every step so that you are not faced with surprises along the way. You can also expect guidance and information at each stage, so that you can make decisions based on good advice and sound information.

GETTING THE INSIDE SCOOP.

You can check out REALTOR.ca, a nation-wide public website or other avenues to find properties for sale. REALTORS®, however, have a far more powerful tool to use on your behalf: access to their local board's MLS® System, which not only provides them with property listings, but offers detailed information on the property, its history, and a host of other property-specific, community and sales-related data.

YOUR REALTOR® KNOWS ABOUT MORE THAN JUST THE HOUSE YOU ARE LOOKING AT.

Finding a home means much more than just finding a house. A REALTOR® is trained in gathering and analyzing market data, and can provide guidance and information about a whole host of factors that may influence your decision to buy...things like community demographics, nearby schools and other amenities, future development planned for the area, average property taxes, and more. The community is just as important as the home, and your REALTOR® can help ensure a good fit for you and your family.

WHEN IT COMES DOWN TO THE NUMBERS...

Your REALTOR® has extensive training and skills to help you negotiate the right price, terms and conditions. You can be sure that you will fully understand how the process works, what is included in the price, and will be counseled on anything extra you should be looking or asking for.

A REALTOR® WILL HELP YOU DISCOVER IMPORTANT FACTS ABOUT A PROPERTY THAT MIGHT AFFECT YOUR DECISION TO MAKE AN OFFER OR WHAT PRICE TO OFFER.

Not only is your REALTOR® obligated to share with you all information that is uncovered about a property that might influence your decision or affect the value of the property, your REALTOR® has the means to conduct a thorough investigation into a property so that you have all the information you need to make sound decisions. If you have questions or concerns that your REALTOR® can't answer, you'll be advised to ask for advice from the appropriate professional(s).

USING A REALTOR® PROTECTS YOU.

A real estate purchase is not a simple thing. It is likely the biggest purchase you will ever make in your life, and you want to be sure it is done correctly, ethically and legally. Using a REALTOR® helps to protect you from accidental errors not only with training and knowledge, but with Errors and Omissions Insurance.

IT'S ALWAYS GOOD TO HAVE SOMEONE IN YOUR CORNER.

You can know that your REALTOR® has your best interests in mind, and will always work to get you what you want and need. Whether it's negotiating a fair price, deciding on conditions, or discovering an area of town that you didn't even know about, you can be sure that using a REALTOR® to buy a home will not only save you time and money, but will ensure you make the best decision so can start building your new home.