



remaxrougeriver.com

THE BUYING Guide

WHY CHOOSE RE/MAX Rouge?

We Get It

Buying or selling a home is likely the largest and most important transaction you'll ever make. That's why so many trust RE/MAX: the most widely recognized real estate brand in the world.

For more than 30 years, RE/MAX Rouge River Realty Ltd has been a leading real estate organization in the eastern GTA with 7 offices, serving Toronto, Durham Region, Northumberland County, Peterborough and the Kawarthas.

OFFICE Locations

- **Toronto**
6758 Kingston Road
416-286-3993
- **Oshawa**
1383 Wilson Road North
905-240-9202
- **Cobourg**
66 King Street East
905-372-2552
- **Ajax**
65 Kingston Road East
905-619-2100
- **Bowmanville**
2377 Highway 2
905-623-6000
- **Peterborough**
1135 Lansdowne Street West
705-304-9696
- **Whitby**
372 Taunton Road East
905-668-1800



WHY RE/MAX Rouge?

Being locally owned and operated, RE/MAX Rouge River Realty Ltd. is staffed with professionals who live in the area they work in. Thus, committed to their local community, they have a deep personal interest in the customers they serve.

NETWORK size

The revolutionary RE/MAX concept of enabling real estate professionals to maximize their business potential has evolved into an organization of more than 98,000 sales associates in 95 countries. RE/MAX Rouge 175+ sales team. With offices in 95 countries worldwide, RE/MAX is one of the fastest-growing real estate franchise networks on the planet.

RE/MAX AGENTS outperform competitors 2:1 for 16th consecutive year

According to the 2024 RealTrends verified rankings of large brokerages, RE/MAX Agents averaged twice as many transaction sides as competing agents in 2023.

RE/MAX ROUGE advertising

Extensive advertising by individual RE/MAX agents, combined with national television advertising, broad Internet exposure, and local billboard campaigns inspires buyers and sellers to reach out to RE/MAX agents. When you list your home with a RE/MAX Rouge agent, it will receive unparalleled exposure.



WHAT ARE closing costs?

Once your home purchase is finalized, there will be some additional costs you should be prepared for called closing costs.

Typically, costs are the legal and administrative fees you are required to pay at the time of closing. See below for a few of the costs you should be prepared to pay, but if you would like a list of exactly what you can expect, your RE/MAX Rouge agent will be able to help!

Home Inspection Fee

Although it will cost you in the beginning, it can save you a lot of money should there be any serious problems with the home.

Mortgage Default Insurance

If you put less than 20% down on your new home, you will be required to buy mortgage default insurance to protect the lender.

Land Transfer Tax

Land Transfer Tax is the tax you pay when you buy land or interest Canada. This includes any buildings, buildings to be constructed, and fixtures and is calculated as a percentage of the purchase price of your home.

Legal Fees

When determining what your closing costs are, it is important to keep in mind the legal fees you will be required to pay.

Appraisal Fees

This cost covers the estimate on the value of your home and certifies the lender of the resale value.

Property Taxes

If the previous owner of the home has already paid the property taxes for the year, you may be required to reimburse them for the amount that has been paid.

CHOOSE A mortgage broker

Buying a home is the largest purchase most people make during their lifetime. And now, more than ever, financial institutions are regularly launching new products and programs, making it easier to get into that new home. Yet it can take longer than it should to get to this milestone when you're unsure about your options. At RE/MAX Rouge, we want to make each and every purchaser is aware of the many mortgage solutions available to them, in a timely and transparent way. We do this by referring you to our in-house mortgage broker.

DOCUMENTS required

Employment and Income Verification

Current employment and amount of income such as:

- A copy of recent pay slips
- Evidence of recent pay deposited electronically
- T1 General
- Previous employment, if required
- Additional income sources, if any

Confirmation of your Downpayment

- Savings or investments statement from within the last 90 days
- Sale of an existing property — a copy of the sale agreement
- Withdrawal from RRSP through the Home Buyer's Plan, if applicable
- Gift Letter

Property Details

- A copy of the real estate listing
- A copy of the accepted purchase and sale agreement
- The property's full address, including legal description and postal code
- Property tax estimates, condo fees and heating costs — usually available on the real estate listing
- For rural properties, well and septic certificates
- Lawyer's name, address, postal code, telephone and fax number

Basic Financials

- A list of current assets and liabilities
- Bank account and transit number for payments



HOME INSPECTIONS and choosing a home inspector

When purchasing a home, it is typically recommended to arrange for a professional home inspection.

In fact, a typical Agreement to Purchase form will include a standard preprinted clause with respect to home inspections. This is one of the most common conditions in an offer to purchase a property. When real estate markets are extremely active and you really want a particular home, skipping the home inspection and not placing this kind of condition in an offer can be tempting. Before you make the decision, consider the benefits of a home inspection.

If there is a Seller Property Information Statement (SPIS), you may receive a copy and have a general sense of comfort about the history of the property.

However, you should keep in mind that the person selling the home may not be aware of property defects and that the information provided in the SPIS is based only on their personal knowledge.

Similarly, the broker or sales person representing you in the transaction may have the experience to identify visually obvious defects, but underlying problems can exist. A qualified and experienced home inspector will examine the major systems in the home such as:

- Electrical
- Heating/Air Conditioning
- Plumbing
- Roofing
- Foundation
- Septic Systems

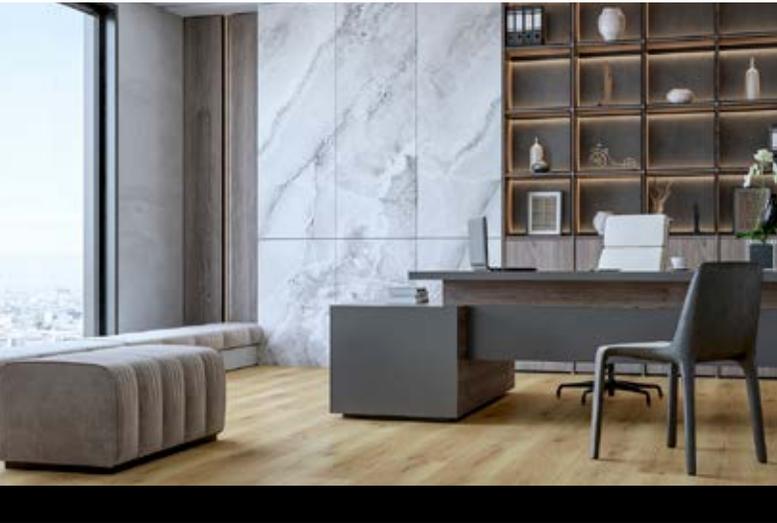
Many home inspection companies encourage you to attend the inspection and ask the inspector questions during the process and about the results of the inspection. The decision is yours to make, but you will be better informed and able to assess whether or not you want to invest in any upgrades or repairs that might be needed. RECO does not regulate home inspectors. For information about home inspectors and home inspection services you can speak to your real estate broker or sales person or refer to the Ontario government website.



CHOOSE A real estate lawyer

A real estate closing is often a nerve-wracking experience for both the buyer and seller.

Typically, a large amount of money changes hands during closing and both parties to the transaction have done a lot of work leading up to the closing date.



Plus, real estate contracts tend to be full of legal jargon that can be difficult for the average person to understand.

However, if you have selected the right attorney to assist you with the real estate transaction, they can help relieve the stress of the closing by ensuring that all of your documents are prepared correctly and ready to sign, the deed has been drafted, and all the necessary paper work is in order.

Selecting the right real estate attorney will go a long way to ensuring that your home buying or selling process is a smooth one. At RE/MAX Rouge, we want to make sure your real estate lawyer is knowledgeable and experienced in case something unexpected comes up. Once your transaction is complete, we will forward your documents to the law office to prepare for closing.

“*The office staff are so friendly and pleasant to work with, and the office space is welcoming and professional. There is always a realtor on duty – whether physically present or on call who is available to service the public.*”
- AC

2024 RE/MAX[®] vs. the industry



Choose the brand with outstanding agents, leading brand awareness and an unmatched global presence.

NATIONAL, FULL-SERVICE BROKERAGE BRANDS

	Canadian Total Transaction Sales ¹	Total Brand Awareness ²	Countries & Territories ³	Offices in Canada ³	Offices Worldwide ³	Agents in Canada ³	Agents Worldwide ³
	280,766	95.3%	110+	956	9,022	25,168	144,835
	148,297	85.3%	1	650+	650+	20,000+	20,000+
	63,143	86.3%	84	400±	12,000	10,600±	135,000
	40,134	9.1%	24	N/A	N/A	6,795±	90,000
	34,387	58.6%	1	200	200	6000	6000
	28,661	21.3%	59	125±	1,100±	4,600+	189,000+
	19,435	50.6%	40	176	2,900	2,805±	101,000
	18,524	26.0%	9	143	N/A	12,250±	N/A
	11,091	12.7%	2	N/A	N/A	1,660±	16,000+
	10,133	16.7%	2	45±	N/A	970±	24,000±
	7,809	16.0%	35+	55±	1,000+	920±	16,000+

N/A = Data not publicly available.

¹Canadian Total Transaction Sales for 2023 obtained from third party data and is +/- 1% in major markets. Includes residential transactions only, and does not include commercial, new homes, private, selective, pocket, condos, farms, vacant land, and co-listings. Does not include Yellow and Macdonald also to be reported transactions. ²RE/MAX Strategy Group study of total awareness of real estate brands among buyers, sellers, and those planning to buy or sell. ³Offices, agent, and countries and territories data collected March 2024, based on latest available statistics from various sources. Coldwell Banker and Century 21 data is either as reported by Anywhere Real Estate Corporation in SEC 10-K, Annual Report for 2023 or from company websites, the Canadian Real Estate Association (CREA) or other industry sources; data for all other competitors is from company websites, CREA, and other industry sources. Actual transaction sales, office count, and agent count may differ. RE/MAX affilia, agent, and countries and territories is internal data as of 12/31/2023. ⁴Data not publicly available. ©2024 RE/MAX, LLC. Each Office Independently Owned and Operated. 24_285



**Unstoppable
Starts Here**

