

**Buying a home can be a confusing and time-consuming experience, but not if you enlist the services of a REALTOR®.**

**A real estate professional understands the market, knows exactly what is available and can match your needs and budget to your new home efficiently and effectively.**

## **Honesty and Integrity**

Most real estate professionals in our province are members of the Ontario Real Estate Association (OREA) and only members of OREA can call themselves REALTORS®.

When you work with a REALTOR®, you can expect strict adherence to provincial laws, which include a Code of Ethics. That code assures you will receive the highest level of service, honesty and integrity.

## **Highest Professional Standards**

Before receiving a real estate registration, candidates must successfully complete an extensive course of study developed by OREA on behalf of the Real Estate Council of Ontario. That is only the beginning: in the first two years of practice, registrants are required to successfully complete an additional course as part of their articling with an experienced broker. In addition, all registrants must continue to attend courses throughout their careers in order to maintain their registration.

## **Want More Information?**

Check out the website [wedothehomework.ca](http://wedothehomework.ca). OREA has a 136-page book called How to Buy Your Home available free by calling 1-800-563-HOME.

Other pamphlets available:

- Selling a Home
- Home Ownership Incentives
- Working with a REALTOR®



**Ontario Real Estate Association**

*Promoting Professionalism*

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# **Buying a Home**

## **What to Expect From a REALTOR®**



**OREA** Ontario Real Estate Association

**A home is one of the biggest purchases that you will make in your lifetime. It can also be a confusing process.**

**That's why it's important to enlist the services of someone who can help guide you through your purchase – a REALTOR®.**

**REALTORS® have the education and expertise to help turn your dreams into reality. Once you have selected a REALTOR®, here's what to expect...**

## **An Explanation of the Process**

A REALTOR® will not take it for granted that you know all the ins and outs of the buying/selling process. Instead, he or she will provide you with a full explanation of what to expect – and that's important so you're not faced with any surprises along the way.

When you enter into a representation agreement with a real estate brokerage, you can expect your REALTOR® to look out for your best interests, and you can expect confidentiality, competence, loyalty and full disclosure from them.

## **An Assessment of Your Needs**

One of the first questions a REALTOR® will ask is, "Why are you moving?" A REALTOR® will also explore any time constraints you might have (perhaps imposed by the need to relocate for employment), your financial situation and any future plans.

## **A Plan to Find Your Dream Home**

A REALTOR® will help you identify what you want in your new residence. A pool? A garage? An extra room? A particular building design? What about the neighbourhood? Proximity to schools or work?

A REALTOR® will compare your needs, wants and budget with what is available on the market – and make recommendations to save you time and effort.

He or she will also accompany you as you view houses and help you assess their suitability and price. A REALTOR® can provide facts on the neighbourhoods, verify information, recommend the use of other professionals to assist in the process, and so on.

In other words, he or she will work with you to achieve your "dream."

## **Access to Properties for Sale**

Multiple Listing Service® or MLS® is an exclusive service accessible only through a REALTOR® and it can be a valuable tool. Through MLS®, the details of a wide variety of listed properties are made available to the REALTOR® you work with. That can save you a tremendous amount of time and effort in your hunt for the right home.

If you are interested in learning about what is available on the market, MLS® offers a public portal called REALTOR.ca that enables you to preview properties for sale.

## **Knowledge of Financing Options**

REALTORS® have extensive knowledge of the financing choices available to homebuyers – and there are many of them. At your request, a REALTOR® will assist in evaluating mortgage options and obtaining financing at the most attractive prevailing rates and terms.

## **A Skilled Negotiator**

REALTORS® are experienced in arranging fair deals. A REALTOR® will assist in negotiating an offer, acting as a mediator to head off potential conflicts between you and the seller, and draw up a legally binding agreement.

