



# BUYER WELCOME GUIDE

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Everything you need to know  
about buying a home with us.

MAISON REAL ESTATE CO.

# Let's Work Together!

**BUYING A HOME SHOULD BE THE MOST EXCITING  
TIME OF YOUR LIFE!**

As Realtors, regulated professionals, our sole responsibility is making sure clients are protected and get the best value for their home. So, you can enjoy the home buying process worry-free.

First and foremost, the Maison Real Estate Co. team will get to know you, your needs, and wants. We take this insight and source properties that fit all of your criteria then personally take you on private showings. When you find "the one" we will use our knowledge and industry experience to negotiate the best price and terms for you.

But the experience doesn't stop there. At Maison we pride ourselves on offering a customized full-service experience to all of our clients. From the beginning of the process until you move in - we are always just a phone call away.

There are over 50,000 agents working in the GTA - with so many options we understand it can be a tough decision... but we aim to make that choice easy by working hard to raise our standards and stand out from the crowd.

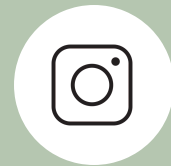




# Let's Connect



FACEBOOK



INSTAGRAM



PINTEREST



EMAIL



WEBSITE

## Our Mission

PEACE OF MIND WITH MAISON

A house is not only the biggest purchase you'll make in your life... it is the most important one too. When done right, that house becomes your family's home filled with love and memories. The pressure to make the "right" decision can be overwhelming.

So, our mission is to help families feel confident in their house hunting journey by offering our experience and expertise. With respect to your budget and unique needs we won't settle until you can finally say you have finally found your "home sweet home".

MAISONREALESTATE.CO

# Why Work With Maison

## 5 REASONS WHY YOU SHOULD WORK WITH US!

ONE

### Its Free

All of our services are free for buyers.  
The seller pays a commission – which includes a percentage for their agent and a percentage for us!

TWO

### We Have The Tools

Maison believes in using the most up-to-date technology. That means you'll see more listings faster and never be delayed waiting to sign paperwork.

THREE

### We Know The Market

As licensed Realtors we spend our days keeping up with the market and developing pricing strategies so you can be confident you will get your home for a great price.

FOUR

### Peace of Mind

We'll ensure everything is taken care of from start to finish – even after you've moved in! No unexpected surprises, costs, or disappointments.

FIVE

### We're Personable

We don't use a "one-size-fits-all" approach to house hunting. We get to know you and your needs, so you find the perfect home.

# Buying With Maison

## Includes...

- An agent who represents **you**.
- Access to the most listings.
- Private showings
- Access to our team of trusted mortgage brokers and lawyers.
- Our concierge service to make your move as smooth as possible.

AND SO MUCH MORE

COMMISSION YOU PAY:

# FREE

## LUXURY FULL SERVICE EXPERIENCE

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### This Is For You If...

You are looking for your dream home and want an agent that will go above and beyond your expectations. Maison Real Estate Co. prides itself on being a luxury full-service team - meaning our services don't stop once you've moved in. If you need us, we'll be there.

Whether you are a first-time buyer, upsizing, or looking for an investment property - our services are available to clients at every stage in homeownership.

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*The Team helped put me at ease when buying a condo seemed like a daunting task. Not only is the Maison Team smart but they genuinely care about their clients and put them first. Overall, they were a wealth of knowledge and phenomenal Realtors.*

- CHRISTI M.



# The Buying Process

WHAT YOU CAN EXPECT WHEN BUYING A HOME



## Mortgage Pre-Approval

Getting a mortgage pre-approval takes the guess work out of what you can afford and allows you to make strong offers.



## What It Will Cost

There is more than just the cost of your home – we will walk you through everything you have to pay for before you start your search!



## Your Checklist

We'll go over your list of wants and needs so that we can find you the perfect home



## Searching For Homes

We use a tool called 'Collab' to share listings with our clients – you'll see more listings and get updates on new listings real-time.



## Showings

We will take you on private showings through all of the homes you are interested in.



## Making An Offer

We'll negotiate to get the best price and terms for you.



## Closing Process

We will guide you through the closing process and connect you with the right professionals to get the job done.



## Congrats!

You are now a home owner



## Home Sweet Home

# Moving Expenses

To avoid any surprises when purchasing your home it is important to know all of the possible costs you may be responsible for.

## Home Inspection

Before making an offer on a home or before firming up your offer it is important to have the home inspected by a professional to ensure there are no issues that are not easily visible and that the structures and systems in the home are in good condition. The cost of a home inspection varies based on the size, location and age of the home. Home Inspections typically \$300 - \$600 +

## Land Transfer Tax

The government collects tax on the purchase of every home. This is a significant amount that is due at closing so it is important to consider this amount when creating your budget. When purchasing in the city of Toronto you also pay an additional Municipal Land Transfer Tax. The government does offer a **rebate to First Time Home Buyers** to help ease the burden of all of the costs. [Click here for more info on the rebate.](#)

### Calculating Land Transfer Tax

Ontario	
Purchase Price	Rate
First \$55,000	0.5%
\$55,000.01 to \$250,000	1%
\$250,000.01 to \$400,000	1.5%
\$400,000.01 to \$2,000,000	2%
Over \$2,000,000	2.5%

Toronto	
Purchase Price	Rate
First \$55,000	0.5%
\$55,000.01 to \$250,000	1%
\$250,000.01 to \$400,000	1.5%
\$400,000.01 to \$2,000,000	2%
Over \$2,000,000	2.5%

## Appraisal

In order to verify the market value of the home you are buying your lender may request an appraisal. If they do, you will need to hire an appraiser. The cost will vary based on where you live but is typically \$150-\$500

## Mortgage Insurance

If you are purchasing your new home with less than 20% down payment you will be charged a Mortgage Default Insurance premium that is added to your monthly mortgage payments. The HST on the premium is due at closing and will not be included in your monthly payments.

## Lawyer Fees

You will require a real estate lawyer to process your purchase. They will advise you on the terms in your agreement, conduct a title search, register your new home to your name, create the final statement of adjustments and process the financial transaction on closing. The cost will depend on what needs to be done to close your purchase. Typically you pay a flat fee based on the type of home and additional charges for any extras they have to carry out. Typically the cost is \$1500-\$2500.

## Adjustments

Your lawyer will prepare a final statement that outlines all of the money that was dealt with during your transaction. There may be some costs included for items relating to the transfer of the home into your name. This can vary widely but can include things such as pre-paid property tax, pre-paid maintenance fees etc.

# Example Cost Break Down

A real-world example of what it would cost to purchase a **\$550,000 Condo** in Toronto or the GTA as a **first time home buyer**

## GTA

### Home Purchase

Purchase Price: \$550,000  
 Maintenance Fee: \$560  
 Property Tax: \$2,548  
 Deposit Amount: 10%  
 Mortgage Insurance Premium: \$15,345  
 Deposit With Offer: \$27,500

### Monthly Payments:

Mortgage: \$2,548  
 Maintenance Fee: \$560  
 Property Tax: \$210

**Total: \$3,318**

*(includes insurance, 3.5% fixed rate interest & amortized over 25 years)*

### Closing Costs:

Home Inspection: \$400  
 Appraisal: \$150  
 Remaining 5% of deposit: \$27,500  
 Land Transfer Tax After \$4,000 First Time  
 Buyer Rebate: \$3,475  
 HST on mortgage insurance: \$1,995  
 Lawyer Fee: \$1,500  
 Adjustments: \$800

**Total Cash Required On Closing: \$35,820**

**Total Cash Required: \$63,320**

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THIS INFO IS BASED ON](#)

## TORONTO

### Home Purchase

Purchase Price: \$550,000  
 Maintenance Fee: \$373  
 Property Tax: \$2,160  
 Deposit Amount: 10%  
 Mortgage Insurance Premium: \$15,345  
 Deposit With Offer: \$27,500

### Monthly Payments:

Mortgage: \$2,548  
 Maintenance Fee: \$376  
 Property Tax: \$180

**Total: \$3,104**

*(includes insurance, 3.5% fixed rate interest & amortized over 25 years)*

### Closing Costs:

Home Inspection: \$400  
 Appraisal: \$150  
 Remaining 5% of deposit: \$27,500  
 Land Transfer Tax After \$8,475 First Time  
 Buyer Rebate: \$6,475  
 HST on mortgage insurance: \$1,995  
 Lawyer Fee: \$1,500  
 Adjustments: \$800

**Total Cash Required On Closing: \$38,820**

**Total Cash Required: \$66,320**

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THIS INFO IS BASED ON](#)



# Why Sign a BRA?

## BUYER REPRESENTATION AGREEMENT

This form establishes a client & agent relationship and outlines a certain level of service owed to you as a buyer client.

Signing a document before you have started working with someone can be overwhelming.. but

**Would you complete work for someone without agreeing how you'd be paid before you begin?**

Your agent is paid solely on commission – not hourly – without a BRA there is no agreement on compensation which allows buyers to “shop around” leaving an agent who put in hard work without pay.

Just like any other profession where contracts are commonplace this document sets out mutual expectations.



### SIGNED BRA

Agent represents your interests in a transaction.

Your agent is required to provide advice and answer any questions which are not already public knowledge.

Your agent is fairly compensated for the work they do for you.

Not satisfied with your agent? The BRA can be terminated at any time.

Feel that you have not been fairly represented? You have options to take action against that agent because they committed to provide a certain level of service.

Sign the BRA before you start your house hunt so that you have clear expectations of what work is being preformed.



### NO BRA

Agent does not represent your interests in a transaction.

Your agent is not required to provide advice or answer any questions which are not already public knowledge.

Your agent risks not being fairly compensated.

You have no representation – an agent cannot facilitate a transaction without a signed BRA.

With no formal agreement of representation, it may be harder to claim you were not represented fairly should something go wrong.

If not signed before starting your house hunt, a BRA is often slipped in with offer paperwork and not explained. It will be back dated – so it is like you signed it from the start anyways.

# Get Started

Ready to start searching for your perfect home?

Click bellow to e-mail us or book your 15-min consultation.

[INQUIRE NOW](#)

