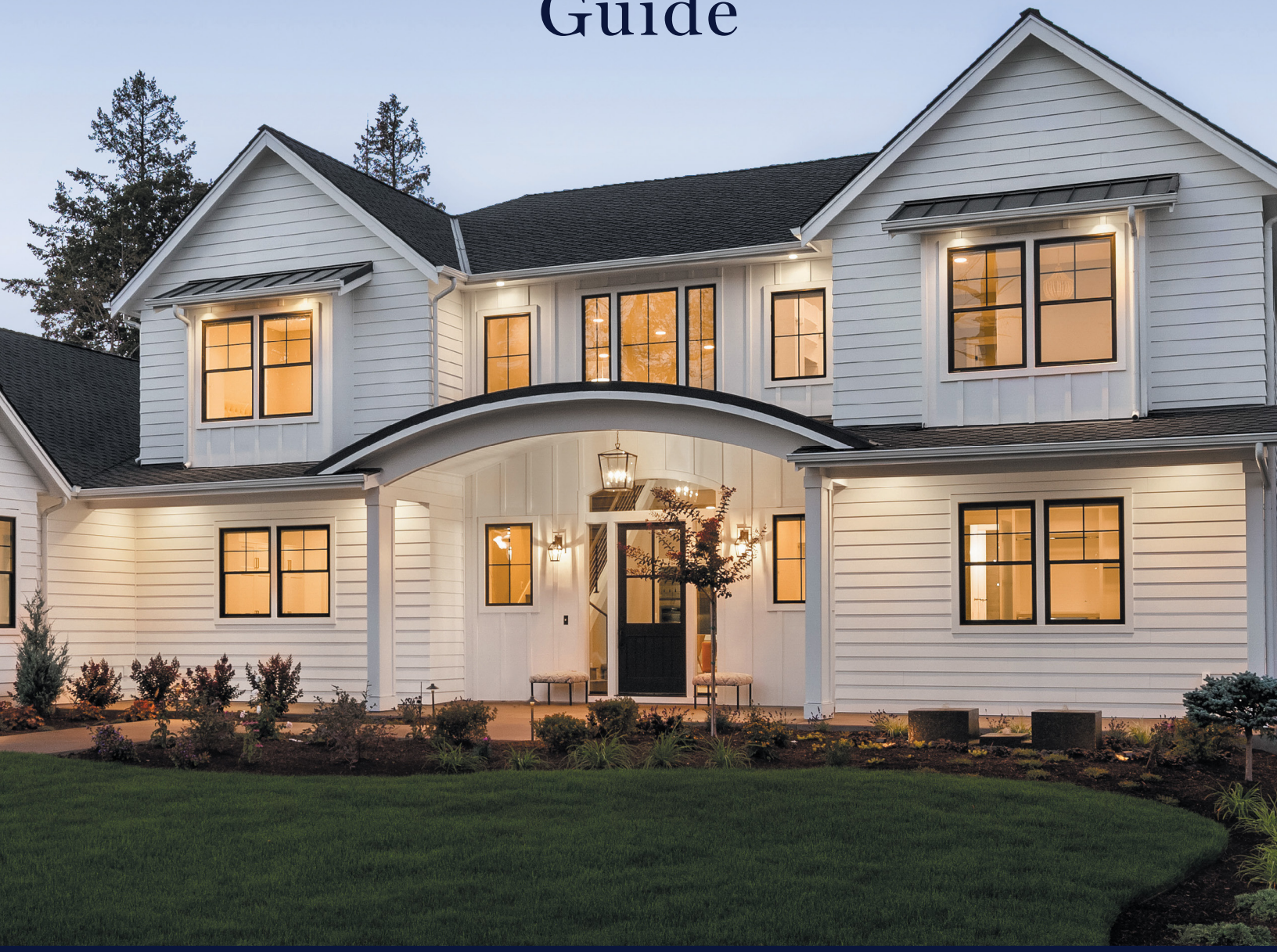
Homebuyer's Guide



A resource to help guide you through the luxury homebuying experience from start to finish.

THE RE/MAX COLLECTION®



Bringing Luxury Home

Sophistication. Elegance. Unparalleled Service.

The REMAX Collection® offers all this and much more to affluent homebuyers and sellers around the globe.

REMAX® agents worldwide sell more real estate than any other brand.[1] The right agent can help your vision become a reality.

[1]As measured by residential transaction sides.

Your Next Steps

Outgrown your home? Dreaming of a new lifestyle? Ready for a vacation home? Rightsizing to fit your needs better? The REMAX Collection luxury agents are with you through the real estate process and beyond. Whether it's a new purchase, moving out of state or acquiring an investment property, your luxury agent helps review all the options before you embark on your next steps.

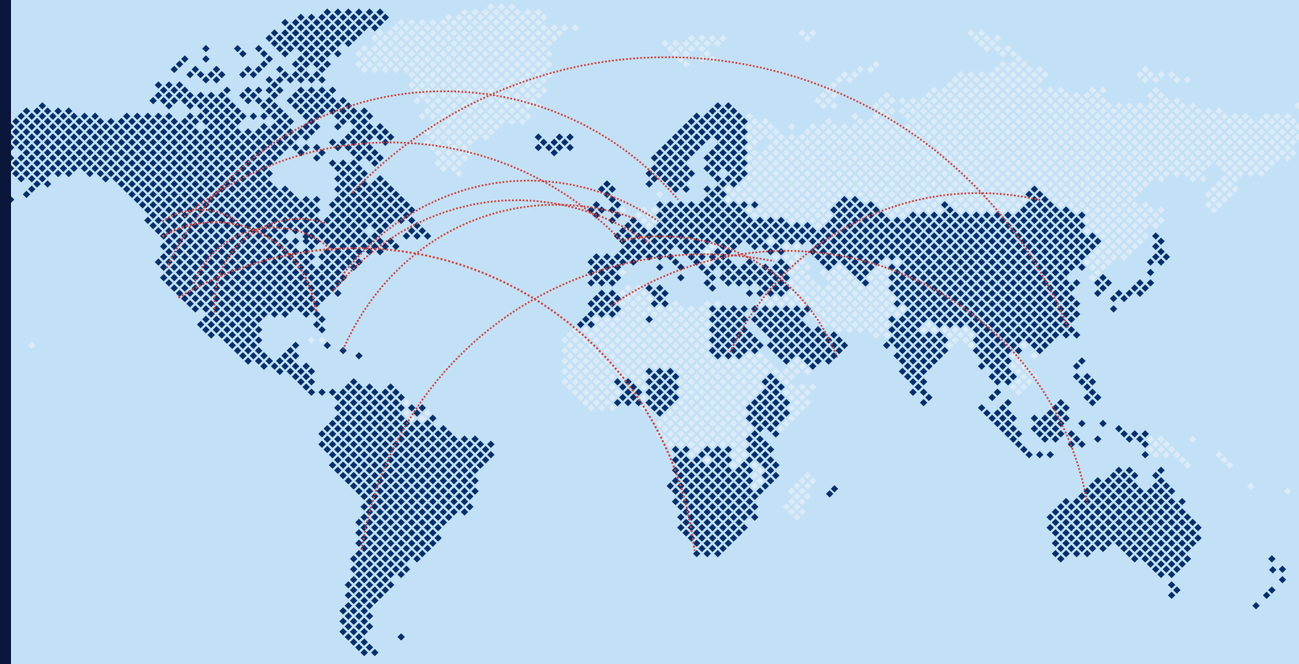
This Homebuyer's Guide is an exclusive resource designed to familiarize you with the homebuying process and help prepare you for a real estate transaction.



Commitment

When you work with The REMAX Collection, you can trust your luxury agent has access to the right tools and resources to help you meet your real estate goals and beyond.

Since 1973, REMAX agents have held long-established reputations for delivering results backed by a massive network, well-versed in local market knowledge.



Connected

With a presence in over **120 countries and territories**, the REMAX network's global footprint is unmatched by any other real estate brand. REMAX has the right connections to market and sell luxury homes around the world.

Diverse

The REMAX Collection luxury agents are deeply committed to providing a personalized service that meets the expectations of a diverse and global community.

To find the right luxury agent for you, ask your top candidates these questions:

1. How much experience do you have, and can you provide references?
2. What services and resources do you offer to advocate for homebuyers?
3. Will you be our point of contact throughout the entire process?
4. How often will you communicate with me?
5. What types of homes or markets are your specialty, and are you familiar with the neighbourhoods that interest me?
6. How many homebuyer clients have you helped in the last year?
7. What is your experience in multiple offer situations?

Financial Review

Determine your budget and down payment. Do you need to sell before you buy? Are you interested in investment properties? Are you a cash buyer?

Getting pre-approved for a home loan by a reputable mortgage lender before you start touring houses may help streamline the process. Some sellers may require proof of funds before a showing is scheduled. Mortgage lenders offer a variety of programs, including jumbo loans, cross-collateral loans or borrowing against the securities you already hold in your brokerage account. Connect with a mortgage professional to compare different financing options.

Luxury Agent Expectations

1. Treat all parties fairly and honestly.
2. Respect your time, needs and finances.
3. Be on time for meetings.
4. Communicate openly and frequently.
5. Represent your best interest in all negotiations.
6. Consult you throughout the buying process to reach an informed, intelligent decision based on your needs.
7. Schedule all home showings.
8. Assist you with the scheduling of inspections, closing and document review.
9. Respond to and resolve all issues quickly and timely.
10. Provide you with post-closing information and consulting services, and assist you with all future real estate needs.

Homebuyer Expectations

1. Be on time for meetings.
2. Keep all appointments or call to cancel in a timely manner.
3. Provide timely, honest feedback about your property likes and dislikes.
4. Meet with a mortgage professional to identify the best financial route to purchase a property.
5. Do not make large purchases or incur debt without first consulting with a mortgage professional.
6. Respond to calls from mortgage, title, inspection and other ancillary companies involved in the process to help ensure a smooth closing process.
7. Make an informed, intelligent offer immediately after finding the right home.
8. Loyalty.
9. Notify your agent if you plan to leave the area for longer than one week.
10. Have fun and enjoy the process.



The right luxury agent will actively listen to you and fine-tune features and amenities to help uncover the perfect home. To begin your home search, identify wants, needs and undesirables:

Wants

A “want” is nice to have but is not a necessity.

Needs

A “need” is a mandatory item and is also considered non-negotiable.

Undesirables

An “undesirable” is an item that a buyer doesn’t want at all.

Checklist

Bedrooms: ☐ 2+ ☐ 3+ ☐ 4+
Bathrooms: ☐ 1+ ☐ 2+ ☐ 3+ ☐ 4+
Dedicated Office Space: ☐ Yes ☐ No
Central Air Conditioning: ☐ Yes ☐ No
☐ .....
☐ .....

Garage: ☐ 1-car ☐ 2-car ☐ 3+ car
☐ Attached ☐ Detached ☐ None
☐ .....
☐ .....

Kitchen Features:
☐ Gas Stove/Cooktop ☐ Gas Oven
☐ Microwave ☐ Dishwasher
☐ Walk-In Pantry ☐ Eat-In Kitchen
☐ Updated Countertops
☐ Fully Renovated
☐ .....
☐ .....

Bedroom Features:
☐ Walk-in Closet ☐ Primary Bathroom
☐ .....
☐ .....

Bathroom Features:
☐ Double Vanity and Sinks
☐ Bathtub ☐ Double Shower
☐ .....
☐ .....

Additional Indoor Features:
☐ Gas Fireplace ☐ Wood Fireplace
☐ Mudroom ☐ Main Level Laundry
☐ Alarm System ☐ Smart-Home Tech
☐ Mounted TV or Sound System Wiring
☐ Dedicated Dining Room
☐ Basement
☐ .....
☐ .....

Outdoor Features:
☐ Yard Space ☐ Wooded Lot ☐ Balcony
☐ Pool ☐ Fence ☐ Shed
☐ Balcony or Deck
☐ Outdoor Entertaining Area
☐ .....
☐ .....

Community Features:
☐ Gated ☐ Guard Gated
☐ Security Patrol ☐ Community Pool
☐ Community Clubhouse
☐ Community Sport Court(s)

Markets

Market conditions often impact how you approach potential homes that are on the market. Knowing current market conditions can help homebuyers have realistic expectations of the pace to submit offers and the type of offer needed to compete.

Buyer's Market: occurs when the number of homes on the market exceeds a 4 or 5 months' supply of inventory.

Balanced Market: occurs when the number of homes on the market equals a 3 to 4 months' supply of inventory.

Seller's Market: occurs when the number of homes on the market equals less than a 3 months' supply of inventory.

The Process



Reliable Resources

Your REMAX luxury agent is an important resource. Ask for a referral if you're looking for a:

- Mortgage Lender.
- Inspector/Appraiser.
- Moving Company.
- Insurance Provider.
- Contractor.
- Landscaper.

A few things to consider:

1. **Purchase insurance.** You are required to purchase homeowner's insurance if you have a mortgage. Make sure you are buying enough to cover your home and your belongings entirely in case of a total loss.
2. **Home inspections.** Inspections will bring to light any significant issues or concerns with the home. The purchase agreement can be contingent on the inspection outcome, so if you don't like what you find, you can withdraw the deal and keep looking. Additional inspections, such as a geo report, foundation inspection, septic tank inspection or mold inspection, may be advised.
3. **Determine the status of utilities.** In a traditional home sale, with sellers as occupants, you'll want to check on the status of the utilities required by the home. Outstanding invoices for items such as water, gas and electricity should be paid in full by the owners before closing. You will also want the services transferred to your name for billing. In a foreclosure or vacant home sale, in which the water has been turned off, contact the city to turn the water back on and check for broken or damaged pipes.
4. **Negotiations.** You may be able to negotiate personal items like furniture to purchase outside of escrow so as not to impact the real estate sales price.
5. **Confidentiality.** A Real Estate Nondisclosure Agreement (NDA) or confidentiality agreement may be presented to protect a buyer, seller or both parties.

Reviewing Properties

Often, a first showing occurs online, followed by an in-person viewing. Before stepping inside a home, familiarize yourself with the area and community. Audit nearby attractions, points of interest, access to transportation (freeways, airports), schools, shopping centers, etc.

Submitting an Offer

When you're ready to make an offer, your luxury agent will prepare the required paperwork and negotiate the purchase price and terms on your behalf.

Under Contract

When you're "under contract" it means the seller has accepted your offer, and the contingency timeline has begun.

Pending

A "pending sale" means you're further along in the escrow process when contingencies have been met. You're likely to close assuming no issues arise such as financing, appraisals or home inspections.

Closing

This is the final step of your homebuying journey. Possession day is negotiated in your offer or addendum. Once all conditions outlined in the Agreement of Purchase and Sale have been met then ownership of the property is transferred to you, the homebuyer.

Attention to Detail

The REMAX Collection luxury agents are truly committed to your success and will guide you through a thoughtful process which may include:

- Explaining agency relationships and the homebuying timeline.
- Showing local market data and how it impacts a homebuyer.
- Checking applicable zoning and building restrictions.
- Preparing a Comparative Market Analysis (CMA) to help you determine an optimal offer price for a property.
- Ensuring you receive and understand all state and federally required disclosure forms.
- Reviewing your offer responses in a timely manner and discussing negotiations with you.
- Monitoring the steps necessary for a successful closing such as scheduling inspections and appraisals.
- Providing peace of mind throughout the buying journey.

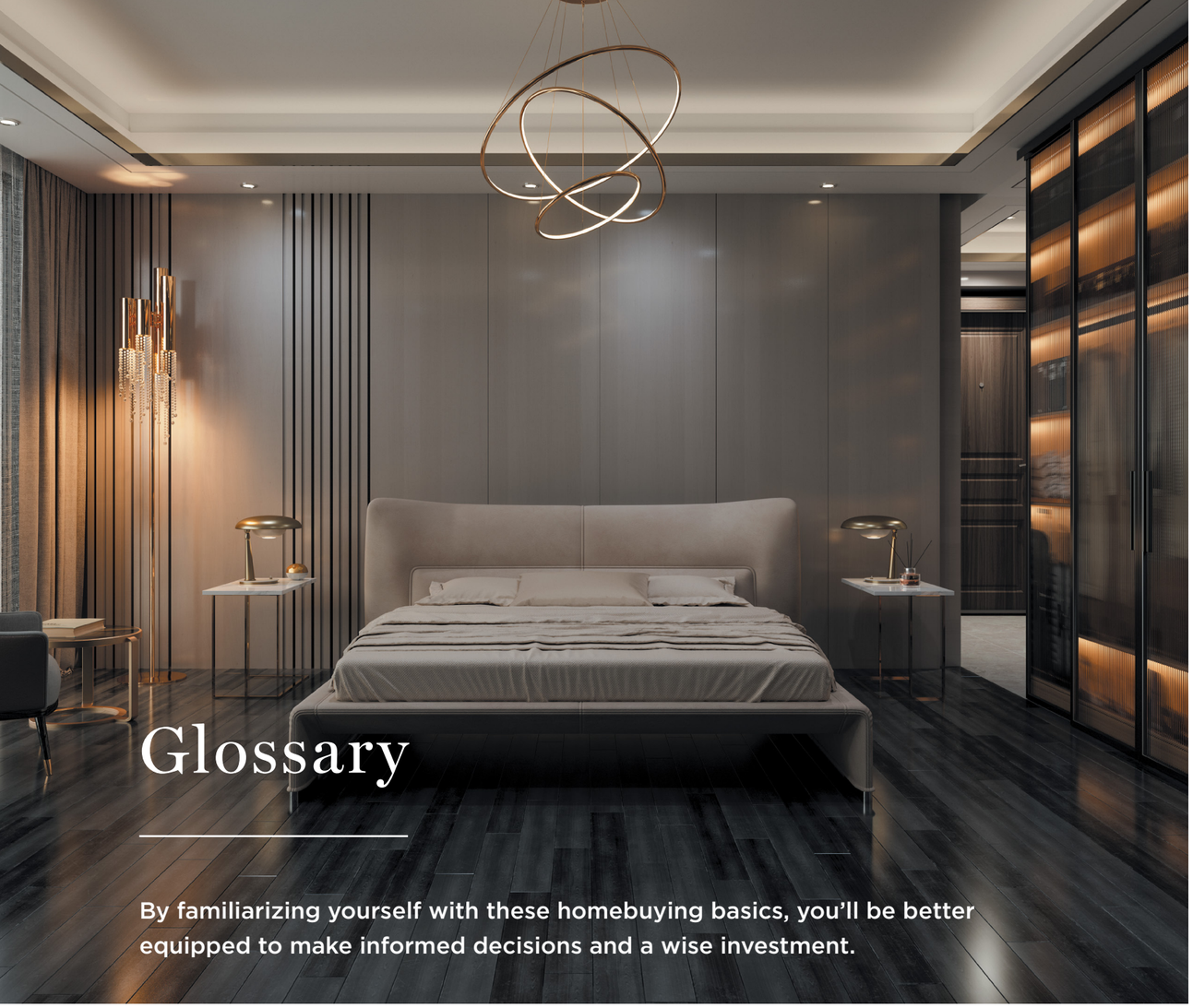
The right luxury agent can lead the way.
Find yours at remax.ca/luxury.

More Buyers and Sellers Think of REMAX Than Any Other Real Estate Brand[1]



In 2025, REMAX agents closed over 1.6 million total transaction sides.[2]

[1]MMR Strategy Group study of unaided awareness among buyers, sellers and those planning to buy or sell asked, when they think of real estate brands, which ones come to mind? (first mention recorded). [2]Combined residential and commercial transaction sides for full-year 2025.



Glossary

By familiarizing yourself with these homebuying basics, you'll be better equipped to make informed decisions and a wise investment.

1. **Amortization.** The length of time allotted to paying off a loan — in homebuying terms, the mortgage. Most maximum amortization periods in the U.S. are 30 years, but options vary. Consult your mortgage lender to determine what is right for you.
2. **Assessment.** A local tax levied against a property for a specific community purpose, such as a sewer or streetlights.
3. **Balanced market.** In a balanced market, there is an equal balance of buyers and sellers in the market, which means reasonable offers are often accepted by sellers, and homes sell within a reasonable amount of time and prices remain stable.
4. **Bridge financing.** A short-term loan designed to "bridge" the gap for homebuyers who have purchased their new home before selling their existing home. This type of financing is common in a seller's market or when life events happen and affect timing, allowing homebuyers to purchase without having to sell first.
5. **Buyer's market.** In a buyer's market, there are more homes on the market than there are buyers, giving the limited number of buyers more choice and greater negotiating power. Homes may stay on the market longer, and prices can be stable or dropping.
6. **Closing.** This is the last step of the real estate transaction, once all the offer conditions outlined in the Agreement of Purchase and Sale have been met and ownership of the property is transferred to the buyer. Once the closing period has passed, the keys are exchanged on the closing date outlined in the offer.
7. **Closing costs**. The costs associated with closing the purchase deal. These costs can include legal and administrative fees related to the home purchase. Closing costs are additional to the purchase price of the home.
8. **Comparative Market Analysis.** A Comparative Market Analysis (CMA) is a report on comparable homes in the area that is used to derive an accurate value for the home in question.
9. **Condominium ownership.** A form of ownership whereby you own your unit and have an interest in common elements such as the lobby, elevators, halls, parking garage and building exterior. The condominium association is responsible for maintenance of building and common elements, and collects a monthly condo fee from each owner based on their proportionate share of the building.
10. **Contingencies.** This term refers to conditions that have to be met in order for the purchase of a home to be finalized. For example, there may be contingencies that the mortgage loan must be approved or the appraised value must be near the final sale price.
11. **Deposit.** An up-front payment made by the buyer to the seller at the time the offer is accepted. The deposit shows the seller that the buyer is serious about the purchase. This amount will be held in trust by the agent or lawyer until the deal closes, at which point it is applied to the purchase price.
12. **Down payment.** The down payment is the money paid upfront for a home to secure a mortgage. In the US, down payments typically range from 3.5% to 20% of the home's total purchase price. Down payments of less than 20% of a home's purchase price may require mortgage loan insurance. The selling price, minus the deposit and down payment, is the mortgage loan amount.
13. **Equity.** The difference between a home's market value and the amount owed on the mortgage. This is the portion of the home that has been paid for and is officially "owned."
14. **Escrow.** A legal arrangement between a buyer and seller to have a neutral third party protect the integrity of the transaction and hold the funds temporarily until specific conditions have been met.
15. **First-time homebuyer assistance.** Various programs exist across the US to help first-time homebuyers. Consult your mortgage lender for options you might want to consider or options for which you might qualify.
16. **Fixed-rate mortgage.** A fixed-rate mortgage guarantees your interest rate for a predetermined amount of time.
17. **HOA.** A Homeowner Association (HOA) is an organization comprised of and run by residents within a certain living community or neighborhood that make and enforce rules for the properties and residents.
18. **Home appraisal.** A qualified professional provides a market value assessment of a home based on several factors such as property size, location, age of the home, etc. This is used to satisfy mortgage requirements, giving mortgage financing companies confirmation of the mortgaged property's value.
19. **Home inspection.** The home inspection is performed to identify any existing or potential underlying problems in a home. This not only protects the buyer from risk, but also gives the buyer leverage when negotiating a purchase price.
20. **Land survey.** A land survey will identify property lines. Simply put, it helps define what is yours and what isn't. It is not required to purchase a house, but it is recommended and may be required by the mortgage lender. A land survey is important if issues arise between neighbors or the municipality, should the owner wish to make changes in the future involving property lines.



Glossary (Cont'd)

21. **Mortgage loan insurance.** If your down payment is less than 20% of the purchase price of the home, mortgage loan insurance may be required. It protects the lender in case of payment default. Contact your mortgage lender if you have questions.

22. **Mortgage pre-approval.** A mortgage pre-approval helps buyers understand how much they can borrow before going through the mortgage application process. Allows you to make an immediate offer when you find a home, since you know how much you'll be approved for this lender, and locks in the current interest rate for a period of time, insulating you against near-term rate increases.

23. **Offer.** An offer is a legal agreement to purchase a home. An offer can be conditional on a number of factors, like financing or the home inspection. If the conditions are not met, the buyer can cancel their offer.

24. **Seller's market.** In a seller's market, there are more buyers than there are homes for sale. With fewer homes on the market and more buyers, homes sell quickly in a seller's market. Prices of homes are likely to increase, and there are more likely to be multiple offers on a home. Multiple offers give the seller negotiating power, and conditional offers may be rejected.

25. **Title insurance.** Title insurance is a policy designed to protect both yourself and your mortgage lender from financial loss or damages caused by potential title defects such as code violations or legal complications. Requirement of title insurance varies, so check with your to luxury agent for more information regarding your specific situation.

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