



## WHEN BUYING WITH FRANCINE YOU GET

- Maximum Purchasing Power
- Intense Property Searches
- Objective Information
- Deep Market Knowledge
- Professional Negotiator
- Contract Expertise
- Efficient Closings

### Maximum Purchasing Power

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I can help you buy the best possible property for your budget through:

**Best Price** - Tracking and advising you of the most recent and best-priced listings on the market, so that you don't miss out on your 'perfect' opportunity to buy a new home or investment property.

**Lowest Mortgage Cost** - Introducing you to lenders offering the latest financing options and programs meeting your needs.

I will also help you understand the full costs associated with your planned purchase, so that there are no nasty surprises.

### Intense Property Searches

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As a REALTOR®, I have the resources, including proprietary access to our **Multiple Listing System** ("MLS"), to ensure that I know about properties suited to your needs as soon as they come onto the market. In fact, it is not unusual that the perfect property for you is for sale but not actively advertised in local newspapers.

It is my only business to know what is going on in local markets and, through **my network, resources, and personal knowledge**, to find you the best property for your specific needs

### Objective Information

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**Right Community?** - I will provide you with valuable community information on utilities, zoning, schools, etc. meeting your specific needs.

**Right Property?** - I will help you determine whether a property will provide the right environment you want as a home or investment and can advise you on its probable resale value in future. I understand the history of the property and the neighbourhood, and can give you an



honest assessment of what's going on in the market and how it will affect your property as an investment.

**Inspections?** - Depending on the area and property I will advise you on recommended inspections for pests, mould, structural deficiencies, roof conditions, septic or oil tanks, and well tests. I can assist you in finding qualified, insured professionals to do any necessary inspections and to provide you with written reports.

**Legal Title?** - I will also assist you in researching the "legal title" to the property, including the present legal owner(s) of the property, any financial liens or other legal issues, and the details of any rights of way or easements. Such research is necessary to resolve any title issues during negotiations, so that they do not cause you serious legal and financial problems later.

**Right Deal?** - You can trust in my market knowledge and negotiating expertise to ensure the deal negotiated will be the best possible price and terms meeting your specific needs. And that we will get there quickly, confidently, and with minimum hassles.

## Deep Market Knowledge

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You can rely on me for relevant, accurate, and up-to-date **information on market activity, pricing, financing, terms and conditions, and closings for actual, recent transactions.** Such knowledge ensures that you will be properly represented and will complete the purchasing and closing process at the best possible price and terms, quickly, confidently, and with minimum hassles.

## Professional Negotiator

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**Completing successful contract negotiations is an art**, especially if there are competing buyers. **The nuances of the terms specific to your deal need to be negotiated properly and diligently.** I will objectively evaluate every Offer without compromising your position and, where appropriate, I will advise on Counter-offers to best achieve your objectives. **My specific, personal negotiating skills and experience ensure you the best possible price and terms, saving you significant money.**

An "accepted" Offer is only the beginning of an involved process of appraisals, inspections, financing, payment, and title transfer, all having many of possible pitfalls. I will help you negotiate a legally binding, win-win agreement – one most likely to make it all the way through the process. You can count on me to **properly represent your interests** and to **protect you.**



## Contract Expertise

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As you move through the purchasing and closing process, it is crucial that you fully understand all of the **contractual legalities** of the Offers, Counter-offers, and finally the Contract of Purchase and Sale that you will enter into. You can count on me to:

**Explain** all of the details of the oftentimes complicated legalities and contractual wording.

**Manage** the involved process of deadlines, deposits, and paperwork.

**Protect** your needs, both now and in the future.

You can count on me to act as your **personal guide** throughout the entire process. I will ensure that everything completes quickly, efficiently, and with minimum hassles, and that you get what you are paying for.

## Efficient Closings

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Most buyers find the **necessary legal processes and paperwork are quite overwhelming**. Closing efficiently requires coordinating the myriad matters of inspections, financing, payment, and title transfer. Accordingly, from initial Offer to final Closing and/or settlement, numerous questions and issues can arise. For example, the discovery of unexpected repairs, financing snags, or property title issues. As your REALTOR®, I am the person **tirelessly working** on your behalf to answer any questions and to objectively resolve all issues. I am the one looking out for your interests while keeping the transaction moving towards successful completion.

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For my detailed **Information Guides** on buying listed below, contact me today.

The buying process | First time home buyers | Your needs | What can you afford? | Current listings | The offer (and counter-offer) | Inspections | Insurance and mortgage funding | Closing | Possession | Moving in

Join our growing list of **satisfied clients** please **contact Francine** today!