

BUYING A PROPERTY, STEP BY STEP

ROYAL LEPAGE ALTITUDE
MAKE YOUR DREAM
COME TRUE.

IT'S DECIDED. YOU'RE READY TO BUY A HOME.

Buying a home is an exciting project, but it can also be stressful. Having a Royal LePage Altitude broker to expertly guide you through the process will make all the difference.

The experienced brokers at Royal LePage Altitude have long been helping buyers find their dream home. We've been guiding buyers every step of the way in Nuns' Island since 2005 and in Griffintown and the Sud-Ouest since 2010.

This brochure outlines our seven-step process for finding you the perfect home. Want to know more? Your Royal LePage broker is there for you!

WHY USE THE SERVICES OF A ROYAL LEPAGE ALTITUDE REAL ESTATE BROKER?

Any good relationship with a broker must be based on expertise, but also on trust and mutual respect. Here's the work your broker will do for you:

- Discuss your wants and needs – and make sure they're in line with your budget.
- Steer you to properties that meet your criteria.
- Coordinate the work of any other professionals you need to use during the process.
- Inform you, guide you, and protect your interests.
- Ensure that all required documents are in order.

Plus attend to the myriad of complex details involved in any real estate transaction, which only a real estate broker is familiar with.

BUYING A PROPERTY, STEP-BY-STEP

Buying a home typically involves 7 steps... provided you have a Royal LePage real estate broker by your side!

1. Decide the type of property you want to buy

Determine your wants and needs with the precious advice of your broker: type of home, city, suburb or country, number of rooms, proximity to services, etc.

2. Choose a real estate broker

Choosing the right broker is more important than you might think. Want a broker who will be available for you, who can put you at ease, who already has many transactions under his or her belt, and who can bring the right level of energy to your project? You found it!

3. Secure financing

Before you start looking for homes, get the help of a mortgage lender to determine the ideal price range based on your financial means.

4. Find your dream home

This is usually the most fun part of the entire home-buying process. Feel free to ask any questions you may have about the property.

5. Make an offer

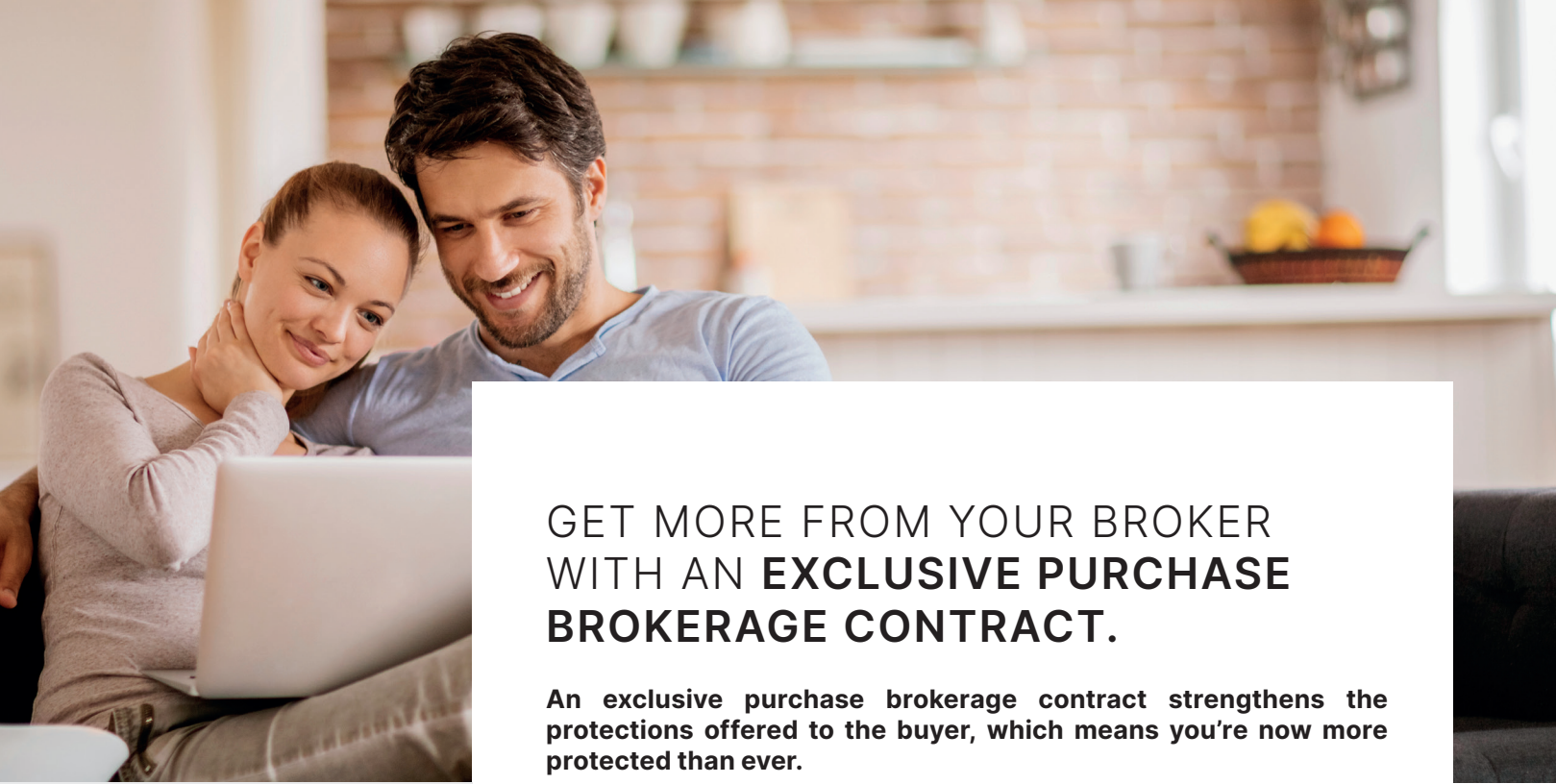
Not all offers to purchase are the same. That said, most will stipulate the price, down payment, terms and conditions, included/non-included items, and closing date of the sale. Your broker is there to help with all of this.

6. Find a building inspector and a notary

It's now time to settle on a building inspector and a notary; two essential professionals for closing the transaction!

7. Finalize the sale

By far the most exciting moment – you are about to officially become a homeowner! Once you've paid the closing costs and transfer duties, be sure to stop and celebrate this momentous event!



GET MORE FROM YOUR BROKER WITH AN **EXCLUSIVE PURCHASE BROKERAGE CONTRACT.**

An exclusive purchase brokerage contract strengthens the protections offered to the buyer, which means you're now more protected than ever.

When you sign a purchase brokerage contract with a professional real estate broker, he or she can represent you and promote your interests in the purchase of a residential property.

- The obligations of your real estate broker are clearly defined in the contract.
- Your needs are described in the contract and will guide your broker's efforts.
- You get access to more properties since your broker can solicit owners whose property is not on the market
- Your broker can submit a promise to purchase on your behalf.
- Your broker can advise you on the price to offer.
- Your broker can negotiate the purchase price and all other terms of the transaction on your behalf.

These legislative changes ensure you are adequately represented by your real estate broker by stipulating exactly how he or she will defend and protect your interests. For more information, visit OACIQ.com, or ask your Royal LePage Altitude broker.



ROYAL LEPAGE? A NAME THAT STANDS FOR HIGH QUALITY SERVICE

Behind the Royal LePage name is a culture of outstanding customer service and a full range of services that set it apart from the competition.

Helping You Is What We Do™ is something that all Royal LePage brokers live and breathe at every level. Our brokers are proud to uphold this century-old philosophy as it continues to drive us forward in the years and decades to come.

As your broker, we play a crucial role in the success of your transaction. That is why we make sure we have access to all the quality tools and latest technology.

Every Royal LePage Altitude broker enjoys strong support with timely information and essential market data, plus state-of-the-art marketing tools, professional development and in-person training. You can rest easy, knowing that any broker bearing the Royal LePage name will stand for expertise and service you can count on.

Why deprive yourself of the expertise of a broker from Royal LePage, the leader in real estate in Canada?

HAVING A REAL ESTATE BROKER AT YOUR SIDE IS REASSURING.

Real estate brokerage is governed in Quebec by the OACIQ, the Organisme d'autoréglementation du courtage immobilier du Québec. Its mission is to protect the public by enforcing the Real Estate Brokerage Act. It also oversees the work of real estate brokers by ensuring they receive the necessary training to do their job and by carrying out regular inspections.

All aspiring brokers must

- **Complete mandatory basic training accredited by the OACIQ**
- **Pass an entrance examination developed by the OACIQ**
- **Apply for a brokerage licence**
- **Follow a mandatory continuing education program**

The brokerage licence is the OACIQ's seal of approval, certifying that the broker is competent and able to carry out your transaction successfully

Buying or selling a home is often the biggest transaction in anyone's life. It's a complex process involving many factors that should not be overlooked. The aim of the OACIQ is to protect the public and ensure that everything is done according to proper practices. By overseeing brokers, the OACIQ makes sure your real estate transaction goes off without a hitch. Now that's reassuring!

■ **READY TO BUY?** LET'S START WITH YOUR CRITERIA!

VISITED PROPERTIES CHECKLIST

Visiting several properties?

This checklist will help you keep them all straight!

Address _____ / _____ / _____ / _____ / _____

Location	/5	/5	/5	/5	/5
Price range	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Sufficient down payment	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Turnkey	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
New home	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
New condo	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Income property	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Landscaped yard	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Finished basement	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Garage	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Number of bedrooms					
Bathroom(s)					
School	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Daycare	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Public transportation	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Restaurants	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Grocery store	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Highway	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no	<input type="radio"/> yes <input type="radio"/> no
Overall score	/10	/10	/10	/10	/10

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ALTITUDE

Agence immobilière