



A JOURNEY TOWARDS
THE HOME OF
your dreams!

exp[®]
REALTY
BUYER GUIDE

JOHN SMITH

Welcome to John's Buyer Guide, where your dream home is waiting for you at the end of your upcoming journey together.

A BUILDER AT HEART

He worked passionately with Corporate to prepare the eXp Quebec launch successfully and since has been part of eXp Corporate and now is solely concentrated on coaching her growing eXp & Groupe IMPACT, a community that she has built with the brokers she has attracted in Quebec and internationally.

IT'S ALL ABOUT GIVING

John's strength is not only building real estate offices but her ability to help brokers build their businesses and to find out exactly what they need to excel. Whether it is accountability, team building, structure or guidance, she has a talent for finding solutions. Her experience has empowered her to help brokers at different levels in their careers to reach and or surpass their goals.

John has been continuously improving her skills in the realm of real estate expansion and team building.

www.expjsmith.com



JOURNEY TO YOUR DREAM HOME

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THE DREAM DIAGNOSTICS

The following questionnaire allows you to clarify and specify what is important to you about your dream home. Take the time to go over all questions as some of them may respond to certain aspects you may not have thought about at the onset. Once completed, I will review your answers and have an optimal sense of what you expect while allow me to tailor my services in a more personalized fashion.

WHO'S INVOLVED?



Indicate name of Buyer 1: _____ Indicate name of Buyer 2: _____

Are there other persons who will be buyers? No Yes If yes, indicate names: _____

What are their relationships to Buyer 1? spouse family friend other

| | | | | |
|---------|--------------------------|--------------------------|--------------------------|--------------------------|
| buyer 2 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| buyer 3 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| buyer 4 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Who will be moving with you?

children If yes, indicate name: _____ Age

name: _____ Age

pets name: _____ Age

parents name: _____ Age

other name: _____ Age

What is your present legal status?

| | canadian citizen | permanent resident | landed immigrant | foreign investor | work or student visa | other | Do you have a social ins #? | |
|---------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------------|----------------------------|
| buyer 1 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Y <input type="checkbox"/> | N <input type="checkbox"/> |
| buyer 2 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Y <input type="checkbox"/> | N <input type="checkbox"/> |
| buyer 3 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Y <input type="checkbox"/> | N <input type="checkbox"/> |
| buyer 4 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Y <input type="checkbox"/> | N <input type="checkbox"/> |

What is your present work status?


| | salaried | self employed | retired | corporation | investor | other | # of years in work status? |
|---------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|----------------------------|
| buyer 1 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="text"/> yrs |
| buyer 2 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="text"/> yrs |
| buyer 3 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="text"/> yrs |
| buyer 4 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="text"/> yrs |

What income bracket do you fall into?

| | less 25K | 25K-50K | 50K-100K | 100K-150K | 150K-200K | 200K + |
|---------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| buyer 1 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| buyer 2 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| buyer 3 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| buyer 4 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

THE DREAM DIAGNOSTICS

This section briefly deals with past or present experiences. Certain buyers are new and others have a few transactions under their belt. In order to best propose an optimal buying strategy, please share with me your present or past experiences.

HISTORY AND CLARITY 

| | NO | YES in last week | YES in last month | YES in last 3 months | YES for over 3 months |
|---|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Have you been LOOKING for property lately? | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Have you VISITED homes for sale lately? | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Have you made an OFFER on a property lately? | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | NO | YES | | | |
| Are you in contact or contract with a broker presently? | <input type="checkbox"/> | <input type="checkbox"/> | | | |
| Have you ever had a negative experience with a broker before? | <input type="checkbox"/> | <input type="checkbox"/> | | | |

Dreaming of a new home stems from the desire of a new lifestyle and your imagination. Here, my goal is to capture that dream in detail prior to launching you and your loved ones into this new venture. This section allows me to pinpoint with accuracy the type of property, location and area services that best suit your needs and wants.

| | | | | | | | |
|---|---|---|--|--|--|---|--|
| What is causing you to want to move? | NEED MORE SPACE <input type="checkbox"/> | NEED LESS SPACE <input type="checkbox"/> | JOB TRANSFER <input type="checkbox"/> | SEPARATION DIVORCE <input type="checkbox"/> | RETIREMENT <input type="checkbox"/> | FIRST HOME <input type="checkbox"/> | OTHER <input type="text"/> |
| What type of property are you looking for? | SINGLE FAMILY <input type="checkbox"/> | CONDO <input type="checkbox"/> | PLEX <input type="checkbox"/> | LAND <input type="checkbox"/> | NEW CONSTRUCTION <input type="checkbox"/> | SECOND PROPERTY <input type="checkbox"/> | OTHER <input type="text"/> |
| How many rooms or spaces do you need in the following features? <i>(indicate quantity, i.e. 0, 1, 2, 4...)</i> | BEDROOMS <input type="checkbox"/> | BATHROOMS <input type="checkbox"/> | GARAGES <input type="checkbox"/> | PARKING SPACES <input type="checkbox"/> | OTHER <input type="text"/> | <input type="text"/> | |
| Which of the following features are a MUST HAVE in your next property? | HEATPUMP <input type="checkbox"/> | AIR CONDITIONING <input type="checkbox"/> | CENTRAL VACUUM <input type="checkbox"/> | FIREPLACE <input type="checkbox"/> | AIR EXCHANGER <input type="checkbox"/> | POOL <input type="checkbox"/> | INTERNET <input type="checkbox"/> |
| | HANDICAP ACCESS <input type="checkbox"/> | FINISHED BASEMENT <input type="checkbox"/> | BACHELOR <input type="checkbox"/> | ENSUITE BATHROOM <input type="checkbox"/> | <input type="text"/> | | |
| How comfortable are you with renovations? | OTHER <input type="text"/> | WANT A TURN-KEY <input type="checkbox"/> | DECOR ONLY <input type="checkbox"/> | MINOR RENOS ARE OK <input type="checkbox"/> | WANT A FIXER UPPER <input type="checkbox"/> | WANT A FLIP <input type="checkbox"/> | OTHER <input type="text"/> |
| Which of the following NEIGHBORHOOD SERVICES are a must have in your next destination? | DAYCARE <input type="checkbox"/> | ELEMENTARY SCHOOL <input type="checkbox"/> | HIGH SCHOOL <input type="checkbox"/> | CEGEP <input type="checkbox"/> | PUBLIC TRANSPORT <input type="checkbox"/> | PARK <input type="checkbox"/> | MEDICAL CTR HOSPITAL <input type="checkbox"/> |
| | SHOPPING <input type="checkbox"/> | SPORTS FACILITIES <input type="checkbox"/> | SPORTS CLUBS <input type="checkbox"/> | BICYCLE PATHS <input type="checkbox"/> | AIRPORT <input type="checkbox"/> | VET <input type="checkbox"/> | PLACE OF WORSHIP <input type="checkbox"/> |

BUYER'S GUIDE

THE DREAM DIAGNOSTICS

Indicate here elements you **NEED PROXIMITY** to at your next destination.

| | | | | | | | |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| CLOSE TO FAMILY | CLOSE TO WORK | CLOSE TO RESTAURANTS | CLOSE TO HIGHWAYS | CLOSE TO CITY | CLOSE TO NIGHTLIFE | CLOSE TO FRIENDS | CLOSE TO LAKE |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Indicate here what may be expected in the near future.

| | | | | | | | |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| MAY GET TRANSFERRED | KIDS TO COME | RETIRING SOON | MEDICAL ASSISTANCE | KIDS TO LEAVE | PARENTS MOVING IN | JOB LOSS | NO CHANGE ANTICIPATED |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Please answer some important questions that will affect your purchasing power. My goal here is to minimize your costs of acquiring your next home and maximize your purchasing power by analyzing your situation.

| | | | | | | | | |
|---|--------------------------|--------------------------|---|-----------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Do you need to sell an existing property in order to purchase the next one? | NO | YES | → | What type of property? | PRINCIPAL RESIDENCE | COTTAGE OR 2ND HOUSE | INVESTMENT PROPERTY | OTHER |
| | <input type="checkbox"/> | <input type="checkbox"/> | | | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | | | | Is property on the market? | Y | N | | |
| | | | | | <input type="checkbox"/> | <input type="checkbox"/> | | |
| | | | | How is it being marketed? | LISTED WITH BROKER | PRIVATELY | COURT ORDER | DUPROPRIO |
| | | | | | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | | | | What is the present status? | NO OFFERS TO DATE | IN NEGOTIATIONS | SOLD WITH CONDITIONS | WAITING TO SIGN DEAL |
| | | | | | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

What **MONTHLY** budget are you comfortable with to carry the property (mortgage + taxes) + condo fees if applicable

| | | | | | | | |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| \$1000 OR LESS | \$1000 TO \$1500 | \$1500 TO \$2000 | \$2000 TO \$2500 | \$2500 TO \$3000 | \$3000 TO \$3500 | \$3500 TO \$4000 | \$4000 + |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

What **PRICE RANGE** are you comfortable paying for the property?

| | | | | | | | |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| \$300K OR LESS | \$300K TO \$400K | \$400K TO \$500K | \$500K TO \$600K | \$600K TO \$700K | \$700K TO \$800K | \$800K TO \$1MM | \$1MM + |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

What proportion of **CASH DOWN** are you comfortable to apply on the price?

| | | |
|--------------------------|--------------------------|--------------------------|
| LESS THAN 20% | MORE THAN 20% | ALL CASH 100% |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

What **SOURCES** will you want to draw from for your cash down?

| | | | | | | |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| LIQUID CASH | CASHABLE INVESTMENTS | DONATION | INHERITANCE | RRSP | EQUITY FROM PROPERTY | OTHER |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Thank you so much for responding to this survey. Just a few final questions to allow us to set up the next steps to get you closer to that dream...

What is your target **MOVING DATE**?

Are you familiar with the **Brokerage Contract to Purchase**?

| | |
|--------------------------|--------------------------|
| NO | YES |
| <input type="checkbox"/> | <input type="checkbox"/> |

Which virtual teleconferencing platform do you prefer using?

| | | | | | |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| ZOOM | MEETS | FACETIME | HANGOUTS | OTHER | NONE |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |



a great strategy plan

IS THE KEY
TO YOUR SUCCESS!

THE FOUNDATION OF YOUR JOURNEY WILL BE DICTATED BY HOW WELL PREPARED WE ARE AS A TEAM. WITH MY GUIDANCE, I WILL MAKE SURE YOU ARE IN THE BEST POSITION TO FIND YOUR DREAM HOME AND NEGOTIATE THE BEST TERMS AND CONDITIONS FOR YOU AND YOUR FAMILY.

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5 elements of preparedness



01 HIRING ME AS YOUR BROKER

As rules and governance change in our industry, now buyers have the privilege of legal representation with the **Brokerage Contract to Purchase**, a new way of ensuring that your rights are protected as much as a seller's rights are protected under their contracts.

04 VISITS AND PROCEDURES

Visiting homes is more than a simple walk through. While you focus on aspects and features, I will be busy looking at the non-obvious... That means I lend a particular attention to the safety, health and structural elements

02 MORTGAGE OPTIMIZATION

Do I go to my bank or do I go to a mortgage broker? Many buyers have a tendency to seek familiarity, hence they go to their banking branch to seek council on mortgage products and most of all RATES. I will fully explain the pros and cons of only aiming for the best interest rate...

05 OFFERS AND PRESENTATIONS

From contract forms to special clauses you need to include, I will guide you step by step through all the forms required to make offers and negotiate on your behalf to exclusively represent your best interests under the law.

03 MARKET CONNECTIVITY

A signed contract between us means I get to launch a process that connects you to the market. My systems allow me to have all listings that meet your requirements be fed to you before appearing on any public sites! You'll get first crack at them before others even become aware.

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financial expectations



Getting well prepared means having your financials in place at the onset. By doing so, you increase your ability to demonstrate to sellers that you are going to go on your promise to purchase and that your due diligence is in place, reducing their fears and perceiving you as the better buyer for their home.

What the banks will need

Here is a checklist of documents your bank or mortgage broker will need to process your file for a mortgage approval: I recommend that all PART A documents be sent at the onset in order to feed your pre-qualification file. This will give you a better position during negotiations as we can reduce the lead time on the mortgage approval delays.

for pre-qualification:

- | | | | |
|--|--------------------------|---------------------------|--------------------------|
| Notices of assessment from both gov'ts for last 2 or 3 years | <input type="checkbox"/> | | <input type="checkbox"/> |
| Pay stubs | <input type="checkbox"/> | Credit score | <input type="checkbox"/> |
| T4 slips | <input type="checkbox"/> | Loans and credit balances | <input type="checkbox"/> |
| Letter of employment | <input type="checkbox"/> | Assets and investments | <input type="checkbox"/> |
| Your lease* | <input type="checkbox"/> | Marital status* | <input type="checkbox"/> |

for mortgage approval: (I handle this for you!)

- | | |
|---|--------------------------|
| A copy of your accepted final offer on a property sale for equity | <input type="checkbox"/> |
| The inspection report on the purchased home | <input type="checkbox"/> |
| A copy of the entire offer with amendments | <input type="checkbox"/> |
| A copy of the listing | <input type="checkbox"/> |
| The name and coordinates of your notary | <input type="checkbox"/> |

What you will need money wise

- | | |
|--|--------------------------|
| Liquidity (cash down sourced from savings in Canada) | <input type="checkbox"/> |
| RRSP (must be cashable at time of notary) | <input type="checkbox"/> |
| Donation letters* | <input type="checkbox"/> |
| Funds to cover the Welcome Tax | <input type="checkbox"/> |
| Funds to reimburse the seller on prepaid taxes | <input type="checkbox"/> |
| Notary fees | <input type="checkbox"/> |
| Moving costs | <input type="checkbox"/> |

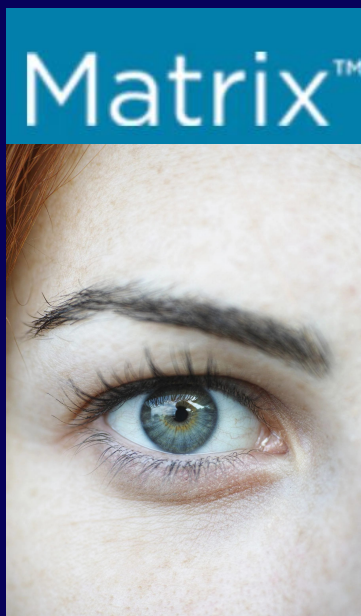
Once a property is identified, I will calculate these costs with you using the data available to us.

* if applicable (may vary from institution to institution)



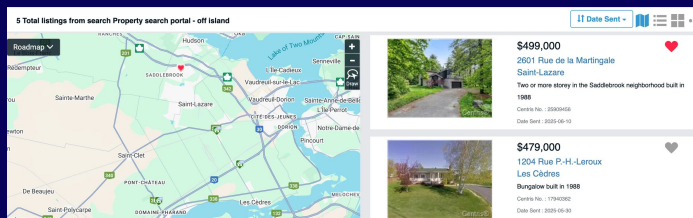
being opportunistic

People who are curious about home prices often end up on search engines such as Centris.ca or Realtor.com. Many spend hours looking, entering their parameters and hoping to land on something interesting, simply to find out offers are already submitted on the property or at worst already sold. The difference between the public access and my access to market listings is OPPORTUNITIES.



Here is what I provide for you during the search process:

1. YOUR OWN CUSTOMIZED SEARCH PORTAL



Your portal provides you with automated advisories each and every time a listing, that fits your parameters, is uploaded on the system the second they press Enter! You can send me notes on each one and together we can react to the best ones to book a visit.

You can sift through them daily and pic favorites, maybes and trash those you don't like. Each day a new listing pops in, you get notified!

2. ALL PERTINENT DOCUMENTS ON THE PROPERTY MADE AVAILABLE BY THE LISTING BROKER
Such as the Sellers' Declarations, certificate of location and many others to consider before visiting.

You may land on that Dream Home faster than you think...



Let's go see it!

NOW COMES THE TIME TO SHARE PERSPECTIVES...

While you enjoy visiting homes and navigating throughout the rooms and the land, my job is not to present the obvious... In fact, as we do our walkthrough, you may see me drift elsewhere for a few minutes as you continue to consider how the property meets your desired lifestyle. Here's what I look for on your behalf:



SIGNS OF HEALTH RELATED ISSUES

Certain issues may not be obvious at first glance, especially when visiting a nice home for the first time. What I scan for are signs like mold, potential asbestos contained materials, lack of ventilation in certain high humidity rooms and the like.



SAFETY RELATED ISSUES

Issues such as loose or short deck rails, uneven steps, missing handrails and potential fire hazards are just a few of the things I look for and note as potential considerations and check to see if disclosed by the seller.

Children and the elderly are most vulnerable to these issues.



STRUCTURAL ISSUES

From the chimney to the foundation, I seek to find issues such as cracks, effervescence, unevenness and other signs that may be causes of structural weaknesses. We then cross reference my notes with the Seller's Declarations and make sure that your inspector goes through all our points during inspection time.



getting the deal done!

PRESENTING OFFERS

With today's technologies and communication streams, the days of old where agents had to meet sellers face to face to present offers is history.

Most listing brokers now demand that all offers be sent to them via email for them only to present them to their sellers.

In order to optimize your chances of success, I attach key documents to your offer, namely:

- * Your mortgage pre-qualification letter or certificate, and
- * Your buyer profile. This profile enhances the sellers' perception of you the buyer and highly influences the direction as to whom they want to deal with, especially when more than one offer is presented to them.

I do what is needed to enhance your chances of winning and acquiring that dream home!

BUYER PROFILE



REGARDING THE PROPERTY AT: _____

IN REFERENCE TO PROMISE TO PURCHASE # PP _____

Dear Mr. and Mrs. Smith,

I would like to introduce you to my buyers given this offer will most probably reach you through your broker representative,

Please meet the McCarthy family.



Gail and Robert are proud parents of 2 children, Eva (13) and Victor (11).

Gail is an accountant with a leading firm in Montreal and Robert is a software engineer for Ubisoft in Montreal.

The children will be attending the local high school and they have a few friends already in the neighborhood.

They have toured your home yesterday and immediately felt at home and appreciated the wonderful touches and decor that seems to fit their tastes like a glove.

You will find them to be a perfect buyer for your home who will continue to maintain it with love and care, just as you have done for all these years.

Attached to our offer is their qualification for financing. This certificate is fully documented which means we will need less time than the average buyer to obtain our financing.

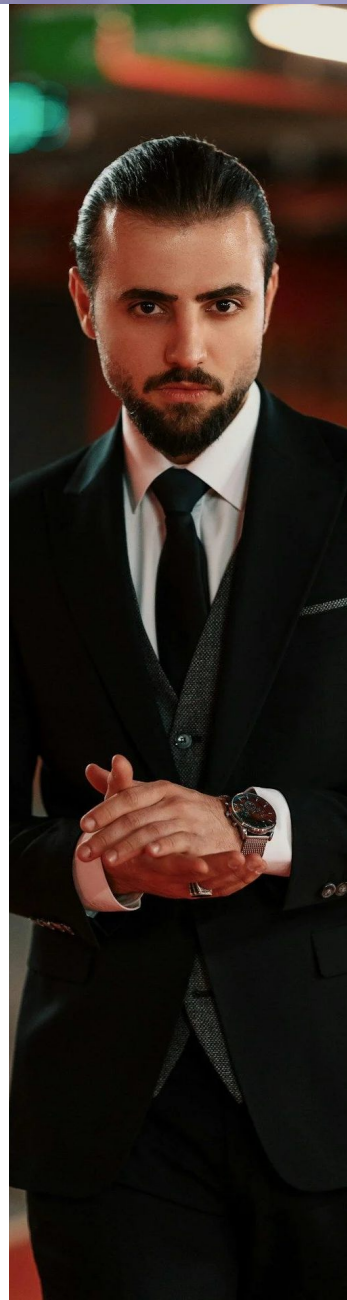
They hope that you will find their offer satisfactory and invite you to respond the best way you can so as to finalize a mutually accepted agreement.

Should you have any questions, please have them passed through your broker and I will be happy to respond.

We thank you again for your consideration of this proposal.

Cordially,

Donna Dalonzo
Certified Real Estate Broker
EXP REALTY



my support network

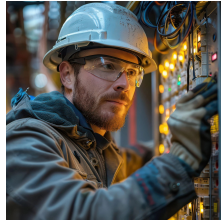
I HAVE THE CONTACTS TO SUPPORT YOU
IN YOUR TRANSACTION



INSPECTORS



LAB TESTS



ELECTRICIANS



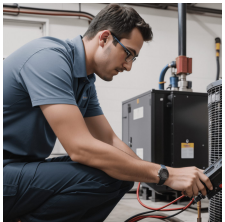
MACONS



ROOFERS



DECONTAMINATION



HVAC



PLUMBERS



ACCOUNTANTS



FOUNDATIONS



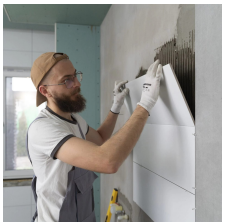
NOTARY



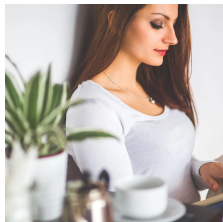
MOVERS

Different types of trades people are often required in the due diligence of offers. Once accepted agreements are made, certain issues may arise which call for experts to assess and provide quotes or opinions. My network of contacts, tested and tried, are at your disposal to ensure you received the best trade support.

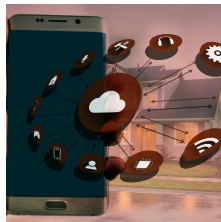
AND ONCE YOU BECOME OWNER - MY NETWORK GOES FURTHER FOR YOU



RENOVATORS



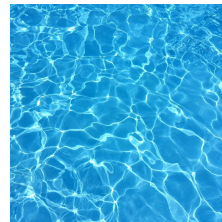
DESIGNERS



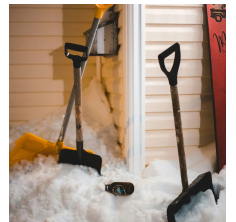
SMART HOME



LANDSCAPING



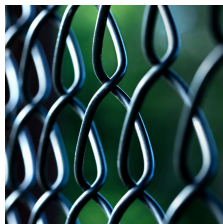
POOL SERVICES



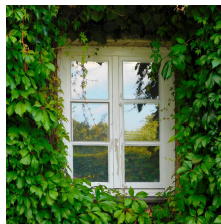
SNOW REMOVAL



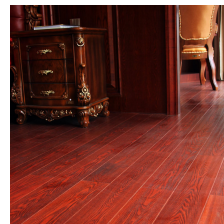
PAINTERS



FENCES-DECKS



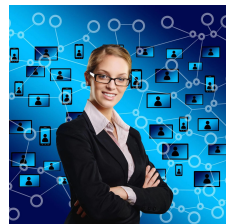
WINDOWS-DOORS



FLOORS



FIREPLACES



AND MORE!

Let me refer you to the best people in your neighborhood!

WWW.DONNADALONZO.COM



start packing!

You have a firm and binding offer on your dream home!

Once we secure an accepted offer, it is sent to the acting notary who takes over from me in his or her official capacity as a title attorney.

In the meantime, I provide you with important checklists and reminders as to the actions to undertake to make sure your purchase and subsequent move proceed smoothly.



GETTING YOU TO THE

finish line!

An accepted offer is no guarantee of a sale... Diligent monitoring on my part during the waiting period requires me to ensure that the collaborating broker remains diligent in fulfilling their responsibilities.

LET'S GO SIGN!

I will be present at the notary's office to assist you and ensure that all financial adjustments, fees, and refunds are properly processed. In addition, I will ensure that the offer is properly reflected in your deed of sale.

READY FOR THE MOVE

I will provide you with the appropriate checklists and tasks to help you coordinate all your information transfers to your new location and the closing of your accounts from your current residence.

SEE YOU SOON!

On moving day, I will come by to greet you and check that your move is going as planned. I will note any potential issues regarding the condition of your property and the items included in your purchase, making sure your delivery meets your expectations.



www.expjsmith.com



514.951.1165



john.smith@exprealty.com

AUTHORIZED
LICENCE
HOLDER

OAC  IQ