



The Real Estate market is a complex market and mistakes are usually very expensive.

If you are thinking of purchasing a home, The Trevor Shaw and Heather Beauchesne Team, Real Estate Agents for **RE/MAX** Chay Realty in Barrie, would like to explain our services, qualifications and what we bring to the table for YOU when you choose us to be your Buyer's Agent. When hired— our fee is negotiated in advance. Most buyers choose the 2.5% plan because they want all the services associated with that package.

Under the 2.5% plan, 99% of the time paid by the Seller, we offer our services to find you a great home that you will love. We will send you all the new active listings that pop up that will match your criteria. As you pick the homes you want to view, we plan and organize the day and take you to all the homes available.

Upon finding a home you want to purchase, I will do a market analysis on the property to make sure that you are purchasing the home at current market value. I will help you negotiate the offer with the closing date, price, conditions and appliances.

If you are purchasing a home that is on septic, we will get the septic sketch and any and all environmental information pertaining to it from the vendor or the township office. If the home has a well, we will go out to the property to get a proper water test for you to make sure that the water is drinkable and clean free of charge through the local health authority.

We work closely with home inspectors and lawyers, working to get you the best services possible at the best possible price.

We will do at least 2 follow up visits to the property with you to ensure the home is being kept in the manner that we bought in and for any additional measurements that you require prior to closing.

Real estate forms are long and full of concepts and wording. We will walk you through the entire offer to make sure you understand completely what you are signing and we will answer any additional questions that you may have in regards to the house or the offer.

The most common misconception is with regards to the H.S.T and the ever changing Real Estate Industry. Working with us as your Buyer's Agent, we will make sure that you understand when and what parts of the Real Estate Market where you must pay the H.S.T tax and keep you up to date on the current market trends.

Due to the fact that buyers do not have an insurance policy if they buy directly from a Seller of a Builder, (Sellers are not bound by ethics/rules/regulations nor do they carry professional liability insurance) this is all discussed with you in advance of ever looking at a property so you are aware of the risks and rewards of having your own representation.

Most people want to buy "insurance" when they are involved with such a transaction. The only way to buy "insurance" is to have a professional involved that carries enough liability insurance to cover a mistake. There are only 2 professions that offer this "insurance" for Real Estate transactions; one is a lawyer, and the other is a Realtor. The buyer does not want to pay a lawyer every time they want to put an offer in on a property, and a lawyer cannot "show" them properties – so they NEED a Realtor.

CALL US TODAY AND MAKE US YOUR BUYER'S AGENT
(705) 791-5004 **(705) 331-1441**
The TREVOR SHAW and HEATHER BEAUCHESNE Team