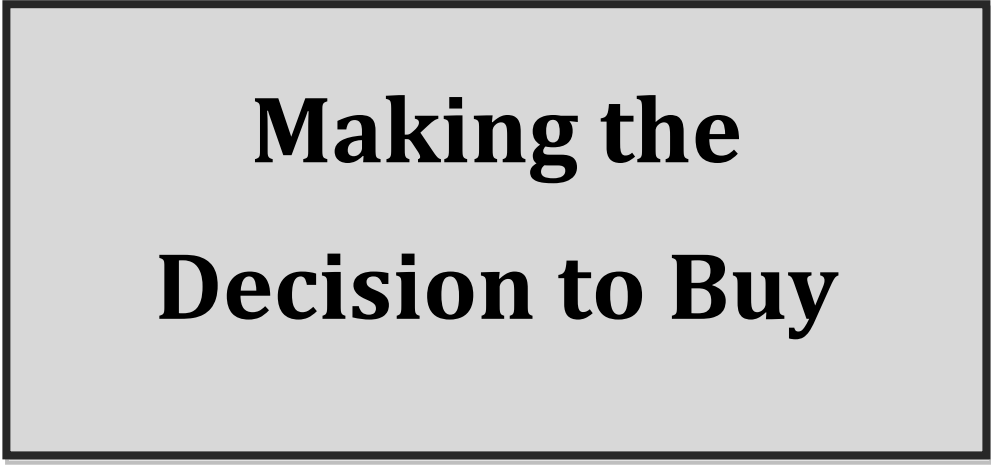
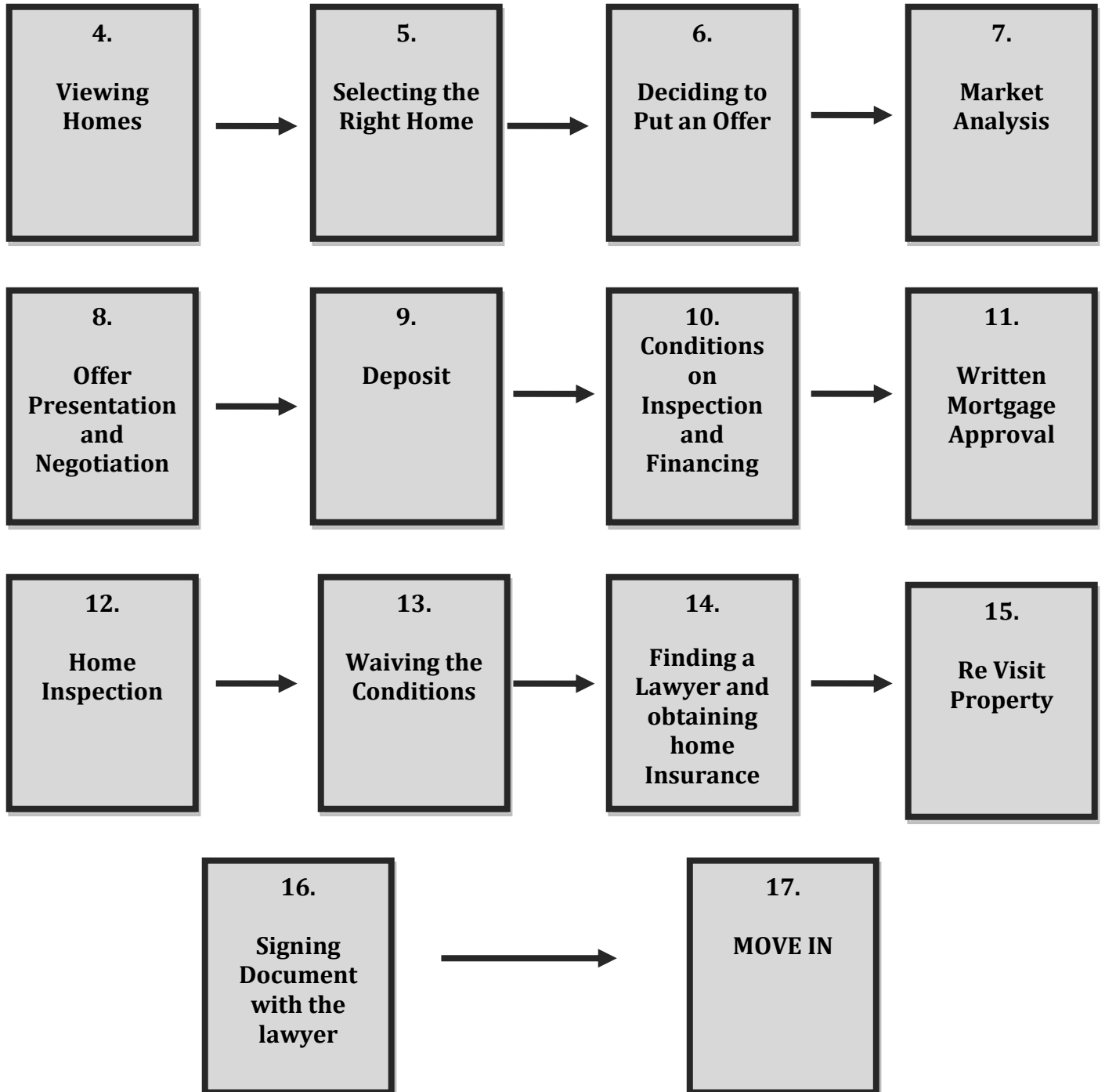


# HOW IT ALL WORKS?



# Your Buying Power



# WHY BUY A HOME?

Today	Rent	Own
Purchase	0.00	\$250,000.00
Monthly Payments	\$1,300.00	\$898.65
Parking/Utilities	\$150.00	\$250.00
Property Insurance		\$40.00
4% Annual Increase	\$52.00	
Property Taxes	0.00	\$250.00
<b>Total Spent Each Month</b>	<b>\$1,502.00</b>	<b>\$1,438.65</b>

## 5 YEARS LATER

You Spent on Rent/ Mortgage	\$90,120.00	\$86,319.00
Appreciation Per Year (3%)		\$37,500.00
Your House Value After 5 Years		\$287,500.00
You Owe Mortgage After 5 Years		\$227,000.00
Net Worth		\$60,500.00
After 5 Years of Rent/Mortgage	<b>\$90,120.00</b>	<b>\$86,319.00</b>
<b>By owning a home you have \$60,500 and by renting \$0</b>		

\*\*\* Calculations are an estimate only, and does not represent the actual figures  
(used 2.55% variable interest rate amortize at 35 years)

# What a Buyer Agent Can Do for You?

- Loyalty to the buyer.
- Help you locate, evaluate and negotiate the purchase of a property which meets your needs
- Conduct a market analysis of the property.
- Disclose all facts regarding the property good/ bad.
- Prepare and submit an **offer**.
- Keep Financial and personal details confidential.
- Provide you with access to Lawyers, home inspectors, mortgage brokers, insurance agents, appraisers, movers, handy man.....

ARE YOU AWARE THAT



**ONLY AN AGENT APPOINTED BY YOU,  
CAN MORALLY, ETHICALLY WORK FOR  
AND IN YOUR BEST INTEREST!**

# CLIENT vs CUSTOMER

**CUSTOMER:** Defined as a person who buys from a Seller.

**CLIENT:** Defined as a person using services of a professional under protection of a client agency contract.

CLIENT	CUSTOMER
I will seek appropriate properties that meet your needs.	The search is on your own.
I describe merits and defects on any selected property that will affect your decision.	You are under no legal obligation to disclose relevant facts on the property.
I am obligated to protect your financial interest, confidential details and negotiation strategies.	As a customer you have no such responsibilities.

- Buyers often fail to appreciate that is hard to obtain confidentiality, loyalty, accountability from a listing agent whose first obligations are to the seller. It is like trying to balance yourself on two boats.....
- Without an agency agreement in place it is easy to craft the offer with the best interest of the seller and ignorance of the buyer.

**CHOOSE WISELY,  
CHOOSE GHOSH**



# CLOSING COSTS

Basic Legal Fees (lawyer)	\$475.00
Registration of Mortgage/Deed	\$175.00
Disbursements	\$200.00
Title Insurance	\$350.00
Misc Adjustments*	\$0.00
Land Transfer Tax	\$2,225.00
<b>TOTAL</b>	<b>\$3,425.00</b>

*\*\*Please keep in mind that amounts here shown may vary, and this figures don't represent the exact amount you will pay\*\**

NOTE: First Time Home Buyers receive up to \$2,000.00 refund of their Ontario [Land Transfer Tax](#)

PROPERTY TAXES: Due to the manner in which property taxes are paid, you may have to prepay some part o the yearly taxes, so you should allocate some funds for this.

*\*Misc Adjustments: Utilities, Realty taxes, registrations etc. If the vendor has prepaid any utilities that amount will be credited to their account and the amount will be applied to your adjustments.*

## FUNDS REQUIRED FOR COMPLETION OF TRANSACTION

Down Payment	\$12,500.00
Closing Costs	\$3,425.00
Total Funds Required	\$15,925.00
Deposit on Offer	\$5,000.00
<b>Final Funds Required</b>	<b>\$10,925.00</b>

*\*All figures are based on a purchase price of (\$250,000.00) and are not an exact value. Some amounts may vary.*