



Do you know the true value of a REALTOR®?

REALTORS® are experienced in everything you need to know and do when buying a home. Here are some of the things REALTORS® do:

- Navigate the home buying process and paperwork from start to finish, ensuring everything flows smoothly without any surprises.
- Find out if you are eligible for government homeownership incentive programs.
- Access mortgage products and different types of lenders to see what fits your needs.
- Find the right home, in the neighbourhood you want, at a price you can afford.
- Get a feel for the neighbourhood including schools, parks and other amenities.
- Negotiate the price and contract terms, such as date of possession, required repairs, included furnishings or equipment.
- Direct you through complex contracts.
- Find qualified industry professionals, such as real estate lawyers, home appraisers and home inspectors.
- Plan for closing costs and other related expenses.

REALTORS® protect your interests

REALTORS® are legally obligated to protect and promote the interests of their clients as they would their own. Here are five things REALTORS® do, that every home buyer and seller should remember:

- 1) Provide undivided loyalty to their client.
- 2) Obey all lawful instructions of their client.
- 3) Keep confidences of their client.
- 4) Exercise reasonable care and skill in performing all assigned duties.
- 5) Account for all property and money while acting for or on behalf of their client.