



AFFINITY GROUP

PINNACLE REALTY LTD. BROKERAGE



BUYER'S PROPOSAL



WE ARE DYNAMIC, ADVANCED, COMPREHENSIVE

Our **DYNAMIC** culture is powered by our in depth market analysis and sharing of best practices derived from the experiences of our dedicated professionals.

We are committed to making the most **ADVANCED** technological resources available to our associates to remain industry leaders in marketing and communications.

Our **COMPREHENSIVE** administrative services and systems are intelligently designed and enable our Realtors to be more productive in the market place.



**AFFINITY
AWARD**

**PINNACLE PRODUCER
TEAM**



MIKE & STEPHANIE LANGE

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INITIAL CONSULTATION

As your Affinity Group Realtor, my mission is to help you to purchase the right property, for the right price, with the right terms. In order for me to properly represent your best interests, we need to have an initial consultation to discuss your criteria and the specifics of your next real estate transaction.

THE CRITERIA MAY INCLUDE BUT ARE NOT LIMITED TO:



LOCATION



PRICE RANGE

\$25,000 intervals



PROPERTY TYPE

Residential, commercial, cottage, multi-family investment, farms, condos, vacant land



ZONING

Allowable uses, Kawartha Lakes, Kawartha Conservation Authority



FINANCING

Whether, you are a first time home buyer, growing family, retirees, entrepreneurs, real estate investors, or would like to purchase a recreational property, there are a myriad of financial decisions that we recommend that you consider. The most important step for any purchaser prior to beginning your search is to consult with your financial advisor, qualified Mortgage Broker and/or the lending institution that you trust. You need to decide how much you would like to spend on a property and whether mortgage financing is right for you. Once you have considered all of your financial options, we can begin your search.



PROPERTY SEARCH

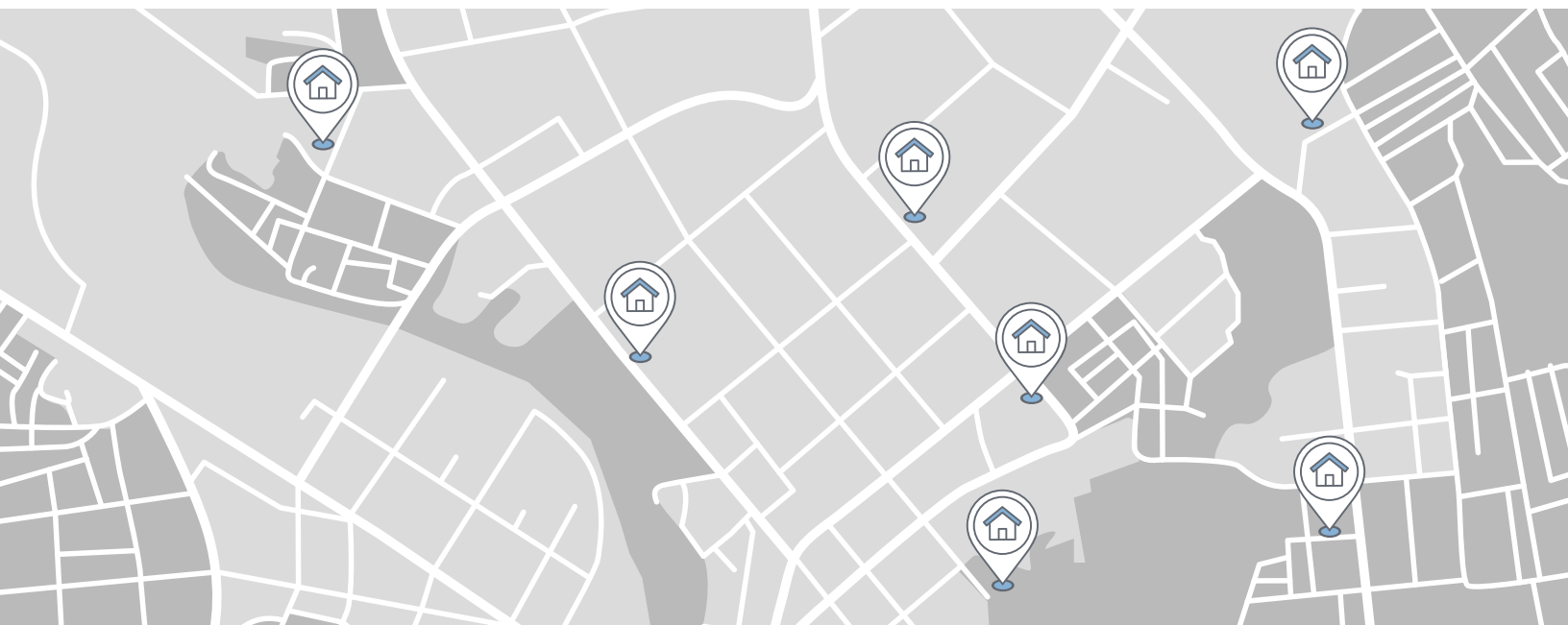
"As your Realtor, my job is to help you find the right property to consider. Today, there are many different real estate websites and marketing mediums in which to find property for sale. We want you to have the most up to date information about new MLS listings that is possible. As members of Real Estate Associations and each associations MLS technology, we will create a "Portal" with your specific criteria to email you all of the new MLS Listings." As your Affinity Group Realtor(s) we will work as a team to help you find the right property with the most up-to-date information possible.





SHOWING YOU PROPERTIES

As your Realtor(s), I can show you any MLS listing currently for sale in the province of Ontario. Together, we can design a tour of one or more properties at a time and date that is convenient for you. We can arrange all the appointments with the brokerages and Vendors, and allow you to view the properties at your pace. Carefully consider each property and discuss the positive and negative aspects of each property with your Realtor, without the unnecessary pressure of the owner or the listing Realtor.



COMPARATIVE MARKET ANALYSIS

A comparative market analysis is an examination of the prices at which similar properties in the same area recently sold and are currently for sale. As Affinity Group Realtors, we perform a comparative market analysis to help you determine a price to list when selling a property or a price to offer when buying a property. Since no two properties are identical, we make adjustments for the differences between the sold properties and the one that is about to be purchased or listed to determine a fair offer or sale price. Essentially, a comparative market analysis is a similar process to a formal appraisal, but resulting in what is called an "Opinion of Value".





DUE DILIGENCE

Due diligence is the process of conducting an investigation into the viability of all aspects of the subject property. The timeline and the costs associated with the process are in accordance with the terms and conditions with which have been included in an agreement of purchase and sale. As your Realtor, we work together to organize and conduct all research, inspections, audits, appraisals, or independent third party counsel that might be necessary to satisfy yourself, your family, and associates that the property will be viable for you present and future needs.

LEGAL

The final decision that you will have to make is to select a professional that to conduct a title search, and help you to complete the transaction. As your Realtor, we will work with the professional firm of your choice and work with you to make sure that the transaction is completed successfully.

BUYER'S PROPOSAL SUMMARY



MISSION STATEMENT



INTRODUCING REALTOR



INITIAL CONSULTATION



FINANCIAL



HIRING A REALTOR



PROPERTY SEARCH



SHOWINGS



COMPARATIVE MARKET ANALYSIS



OFFER NEGOTIATION



DUE DILIGENCE



LEGAL



COMPLETION OF TRANSACTION



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