



The Saskatoon Home Team

www.saskatoonhometeam.ca



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BUYER SERVICES

If you choose to place your trust in us to assist you through the home buying process, we will do everything in our power to ensure your satisfaction. Our primary goal is to provide you with enough information to familiarize yourself with the real estate market prices in the areas you are considering. As CENTURY 21® sales associates, we have the tools necessary to make every detail of your transaction quick, simple and accurate. Few things in life are more important and emotional than buying or selling your home and we understand that. That's why we are dedicated to making every transaction as comfortable as possible for you. Working with a full team of support staff affords us the time to be committed to your goals because we care about your needs. With the resources of CENTURY 21, our experience and depth of knowledge of the market in Saskatoon and surrounding area, we can promise you accurate and up-to-date information. With our honesty, hard work, commitment and creativity we will be able to get results for you!

We have enclosed information about the buying process, a service pledge and an overview of the services we provide to you. We would like to assure you in advance that we will work very hard to find you a new home, at the best possible price as quickly as possible.

Sincerely,

Matthew Olsgard and Tyler Frederick

CENTURY 21® BUYER SERVICE PLEDGE™

As an independently owned and operated CENTURY 21® office, we are dedicated to providing you with service that is professional, courteous and responsive in helping you find a property. To fulfill this commitment, we agree to provide you with the following services:

1. Consult with you to determine your particular real estate needs. We will help you define your financial ability to purchase, and explain to you alternative methods of purchasing and financing.
2. Familiarize you with the community to help you with your neighbourhood and property choices.
3. Provide information on properties which may include those listed with our office as well as those offered through other real estate companies.
4. Explain local real estate procedures, including typical closing costs and purchase agreements.
5. Assist in arranging mortgage financing.
6. Assist you with arrangements for variety of relocation services, and provide a VIP® Referral Form, which offers you the services of a CENTURY 21 office in your area (where available) should you require assistance in selling your existing property.
7. Assist you in preparing an offer to purchase, and help facilitate the preparation and completion of all paperwork pertaining to the purchase of your new property (as permitted by law).
8. Promptly present all offers to vendors or their designated representative as prescribed by law or local practice.
9. Upon acceptance of an offer between you and the vendor, monitor all closing activities as permitted by law or local practice.
10. Keep you informed throughout the entire real estate purchase process.
11. _____

You are being provided a survey for evaluation of our service. Please complete and return it to us. We appreciate your allowing us to help you with your property purchase. If at any time you have a question, concern, comment or suggestion, please contact:

_____ Telephone _____

CENTURY 21 _____

**A copy of this BUYER SERVICE PLEDGE™
certificate has been received**

By _____
(Signature)

By _____
(Signature)

Dated _____

NOTICE: As a prospective purchaser of real estate, you should be aware that the listing broker and, in the absence of a specific "buyer agency agreement" to the contrary, the cooperating ("selling") broker are legally considered to be the "agents" of the vendor. As such our primary legal duty is owed to the vendor. Nonetheless fiduciary duties and care are owed to any purchaser(s) and we are obligated to treat you honestly and fairly. Should you feel it necessary or desirable, you can obtain representation from a lawyer or another real estate broker or both.



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The Saskatoon Home Team

THE HOME FINDING PROCESS

The more we know about what you want, the easier it is for me to find you the right home. To do so we need a clear picture of your needs...

House style(s):	Kitchen:	Dining room:
Number of bedrooms:	Basement:	Age of property:
Number of bathrooms:	Garage:	Family room:
Living room:	Lot size:	View:
Other requirements and preferences:		

WHAT ARE SOME BENEFITS OF USING A BUYER AGENT?

When a relationship is created between the purchaser and the real estate agent, the agent must work in the buyer client's best interest at all times. Below are just a few of the benefits you will receive from us as agents to purchase a property:

1. **Confidentiality.** We will not disclose confidential information regarding motivations, price and terms, or anything else of a personal nature to the seller or seller's agent without your permission to do so.
2. **Loyalty.** We must work in your best interest at all times.
3. **Full Disclosure.** We as your agents will fully disclose any information gained from the seller or the seller's agent that could be used by you in the transaction. In addition, we will undertake a level of diligence and discovery that will give you the necessary information to make an informed decision as to the property you wish to purchase.
4. We will search for all available properties for sale by owner, unlisted properties, new construction, foreclosures, and other and will not limit their showings to properties they have listed. A listing agent's job is to move the inventory of their seller clients. **A buyer's agent's job is to locate satisfactory properties for their client.** Any limitations on this search will be documented in the buyer agency agreement.
5. As we go through the properties with you, we will assist you with analyzing the properties and determining their strengths and weaknesses, allowing you to make informed comparisons.
6. We will represent you in the transaction, will do a **market analysis** on the chosen property and will provide you with an offering range for that particular property. We will then set a negotiating strategy for you to assist you in acquiring the property at the lowest price and best terms possible for your situation.
7. We will complete an offer to purchase that is **"buyer friendly"** and contains the contingencies and protective clauses you need.



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WHY SHOULD I BE SURE MY BUYER AGENT IS A CENTURY 21 BUYER REPRESENTATIVE?

A recent survey completed by the National Association of Realtors show what over 40% of the buyers are now represented in the real estate transaction. In some areas the figure is over 80%. Considering the rapid growth of buyer agency, it is imperative that a buyer finds an agent who has been trained to professionally represent them in the transaction. The agent you choose will demonstrate their commitment to full client service. They are armed with forms, checklists, and disclosure documents to perform a level of diligence in the real estate transaction that is unparalleled in the industry. When deciding on an agent to represent you, ask about their training. Many real estate agents attempt to practice buyer agency without acquiring the skills necessary to perform to the level of competent professionals working in your best interests and to meet your personal needs in your next real estate transaction.

As CENTURY 21 Agents, we are able to provide all of the services provided in this brochure.

For additional buyer information and detailed neighbourhood information please go to our website at www.saskatoonhometeam.ca