



 **RE/MAX Elite**



**MIKE MARSH**  
**REAL ESTATE LTD.**

Real Estate Made Easy.



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# Welcome to The Buyer's Guide



## VISION

To be the REALTOR® that people trust for sound advice, dedicated service, and a lasting commitment to the communities we call home.

## VALUES

**Work hard.** Be prepared, follow through, and give every client my full attention.

**Let the data inform the advice.** Study the market, explain what the numbers mean, and pair the evidence with local experience.

**Tell the truth.** Give clear, candid guidance, even when it means having a difficult conversation.

**Put people first.** Listen closely and measure success by what matters to the client.  
Invest in community.

**Support local people and businesses.** Contribute to the places where we live and work.

## MISSION

To help people buy and sell real estate with hard work, honest advice, and careful market analysis. I'll show up, do the research, and guide every client through each decision with clarity and care.



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# Be aware of the Costs



## **Deposit & Downpayment**

Deposit: 1-2% of purchase price  
Downpayment: 5% of purchase price and up



## **Legal Fees**

\$1200 - \$2000 depending on your lawyer



## **Home Inspection & Condo Docs**

Inspection: \$600-\$1200  
Condo Docs: \$400-\$600



## **Insurance & Taxes**

Insurance: Obtain a Quote  
Property Taxes: See MLS Data



## **REALTOR® Fees**

There is NO cost to you as a buyer. Fees get paid to us by the SELLER



## **Home Repairs**

Based on Home Inspection Results, there may be some repairs to take care of



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# Buying Process

Buying a home is a big decision, but it doesn't have to feel overwhelming. With the right guidance and a clear plan, the process can be broken down into a series of simple, manageable steps.

I am here to help you understand what's happening at every stage and help you make informed decisions along the way.

01

**Set Your Budget**

02

**Get Pre-  
Approved**

03

**Find your Home**

04

**Visit & Inspect**

05

**Make Offer**

06

**Sign & Close**



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# The Sparkle Theory

S

SIZE: Does this home give you room to grow? Does it fit your lifestyle now and in the future?

P

PRICE: Does the value of this home match market data and the condition of the home?

A

ATTRIBUTES: Does this home check all or most of the boxes that matter most to you?

R

RENOVATIONS: Does this home require renovations or is it move-in-ready? Does the price reflect the work required?

K

KITCHEN: Arguably the most important space in a home. Is the space functional and does it meet your needs?

L

LOCATION: Consider your commute, proximity to schools, safety. Does it fit your overall vibe?

E

ENVELOPE: Refers to the roof, siding, and foundation. Are all of these in good condition?



If a home hits  
85% of these  
“sparkle points”  
its usually worth  
acting fast!



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## More Buyer Tips

- Be careful with costly, end of life items in a home (Furnace, Hot Water Tank, Roof, etc.)
- Research the community!
- Know your numbers, stay below your pre-approval!
- Obtain a Comparative Market Analysis - Don't over pay!
- Communicate with your realtor so they can best help you!
- Prepare for other home ownership costs like property taxes, home insurance, repairs!
- Keep up with maintenance on your new home so it maintains or improves in value when you are ready to sell!



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# Contact Information



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*the place to be*

