

# BUYERS GUIDE

DARREN  
MCGEE  
› REAL ESTATE ›

ROYAL LEPAGE  
NANAIMO REALTY

# TABLE OF CONTENTS

- 01. TABLE OF CONTENTS
- 02. INTRODUCTION
- 03. PURCHASING YOUR NEXT INVESTMENT
- 04. BUYING INFORMATION
- 05. INVESTORS & INVESTMENTS
- 06. MOVING UP
- 07. EMPTY NESTERS
- 08. FIRST TIME BUYERS
- 09. MORTGAGES
- 10. ABOUT NANAIMO
- 11. ABOUT ROYAL LEPAGE NANAIMO REALTY
- 12. TESTIMONIALS



# INTRODUCTION

DARREN MCGEE IS A WELL KNOWN AND RESPECTED REAL ESTATE PROFESSIONAL SERVING THE BEAUTIFUL HARBOUR CITY OF NANAIMO, BRITISH COLUMBIA.

DARREN'S EXPERTISE WILL BE ABLE TO ASSIST YOU IN THE SALE OF YOUR HOME OR THAT NEW SEARCH FOR THE PERFECT PROPERTY. BORN AND RAISED ON VANCOUVER ISLAND, DARREN HAS BEEN A MEMBER OF THE TOP REAL ESTATE COMPANY ON VANCOUVER ISLAND, ROYAL LE PAGE NANAIMO REALTY FOR TWENTY-FIVE SUCCESSFUL YEARS.

FRIENDLY AND PROFESSIONAL, DARREN MCGEE HAS BEEN A CONSISTENT, AWARD-WINNING REALTOR AS WELL AS A PROUD SPONSOR OF THE ROYAL LE PAGE SHELTER FOUNDATION. ALWAYS STRIVING TO MEET AND EXCEED HIS CLIENT'S GOALS, DARREN'S LEADING-EDGE MARKETING TOOLS COMBINED WITH EXCELLENT RESEARCH, NEVER-GIVE-UP ATTITUDE, AND KEEN NEGOTIATING SKILLS HAVE LEAD TO HUNDREDS OF HAPPY CLIENTS, BOTH SELLERS AND BUYERS.

FROM MARKETING STRATEGY'S THAT GAIN EXPOSURE TO MARKET KNOWLEDGE THAT CLOSES THE SALE, DARREN MCGEE IS ON YOUR SIDE.

FOR MARKET INFORMATION, TO SELL OR BUY REAL ESTATE, OR FOR THE PURCHASE OF INVESTMENT PROPERTIES, THE RIGHT CALL IS TO DARREN MCGEE.



# PURCHASING YOUR NEXT INVESTMENT



THE PURCHASE OF A HOME OR PROPERTY CAN BE AN  
OVERWHELMING PROCESS.

YOUR REAL ESTATE PROFESSIONAL WILL HELP WITH EVERYTHING FROM  
ACQUIRING FINANCING, TO FINDING THE RIGHT HOME, TO ENSURING  
A SMOOTH CLOSING, AND BEYOND.

SINCE PURCHASING A HOME IS LIKELY THE LARGEST PURCHASE YOU  
WILL MAKE THROUGHOUT YOUR LIFE, YOUR REAL ESTATE  
PROFESSIONAL WILL ENLIST THE SERVICES OF TRUSTED PROFESSIONALS  
SUCH AS A HOME INSPECTOR, A MORTGAGE PROFESSIONAL, A LAWYER  
OR NOTARY, AND AN INSURANCE BROKER, TO LEAD YOU THROUGH  
EACH STEP OF THIS PROCESS.

# BUYING INFORMATION

## MORTGAGE PROFESSIONAL OR LENDER REPRESENTATIVE

YOU CAN ACQUIRE MORTGAGE FINANCING THROUGH A VARIETY OF INSTITUTIONS INCLUDING BANKS, TRUST COMPANIES AND CREDIT UNIONS. IT MAKES SENSE TO RESEARCH DIFFERENT LENDERS BECAUSE TERMS AND OPTIONS WILL VARY. YOUR FRIENDS, FAMILY AND REAL ESTATE PROFESSIONAL WILL BE ABLE TO PROVIDE A REFERENCE FOR A REPUTABLE MORTGAGE PROVIDERS.

## LAWYER/NOTARY

YOU NEED A LAWYER OR A NOTARY TO PROTECT YOUR LEGAL INTERESTS, SUCH AS ENSURING THE PROPERTY YOU ARE THINKING OF BUYING DOES NOT HAVE ANY BUILDING OR STATUTORY LIENS, OR CHARGES, WORK OR CLEAN-UP ORDERS ASSOCIATED WITH IT. YOUR LAWYER WILL REVIEW ALL CONTRACTS BEFORE YOU SIGN THEM, ESPECIALLY THE OFFER (OR AGREEMENT) TO PURCHASE. HAVING A LAWYER/NOTARY INVOLVED IN THE PROCESS WILL GIVE YOU PEACE OF MIND AND ENSURE THAT THINGS GO AS SMOOTHLY AS POSSIBLE.

## HOME INSPECTOR

YOU SHOULD CONSIDER HAVING THE HOME INSPECTED REGARDLESS OF WHETHER IT'S A RESALE OR A BRAND NEW HOME, BY A KNOWLEDGEABLE AND PROFESSIONAL INSPECTOR. AGAIN, YOUR REAL ESTATE PROFESSIONAL OR MORTGAGE PROFESSIONAL WILL BE ABLE TO REFER YOU TO A REPUTABLE HOME INSPECTOR.

THE HOME INSPECTOR'S ROLE IS TO INFORM YOU ABOUT THE PROPERTY'S CONDITION. THE HOME INSPECTOR WILL TELL YOU IF SOMETHING IS NOT FUNCTIONING PROPERLY, NEEDS TO BE CHANGED OR IS UNSAFE. YOU WILL ALSO BE INFORMED OF REPAIRS THAT NEED TO BE MADE AND, QUITE OFTEN, MADE AWARE OF PAST PROBLEMS.

## INSURANCE BROKER

AN INSURANCE BROKER CAN HELP YOU WITH YOUR INSURANCE NEEDS, INCLUDING PROPERTY INSURANCE. LENDERS INSIST ON PROPERTY INSURANCE BECAUSE YOUR PROPERTY IS THEIR SECURITY FOR YOUR LOAN. PROPERTY INSURANCE COVERS THE REPLACEMENT COST OF YOUR HOME, SO PREMIUMS WILL VARY DEPENDING ON THE HOME'S VALUE.

# INVESTORS & INVESTMENTS



## NOW IS AN IDEAL TIME TO INVEST IN THE PURCHASE OF REVENUE PROPERTY.

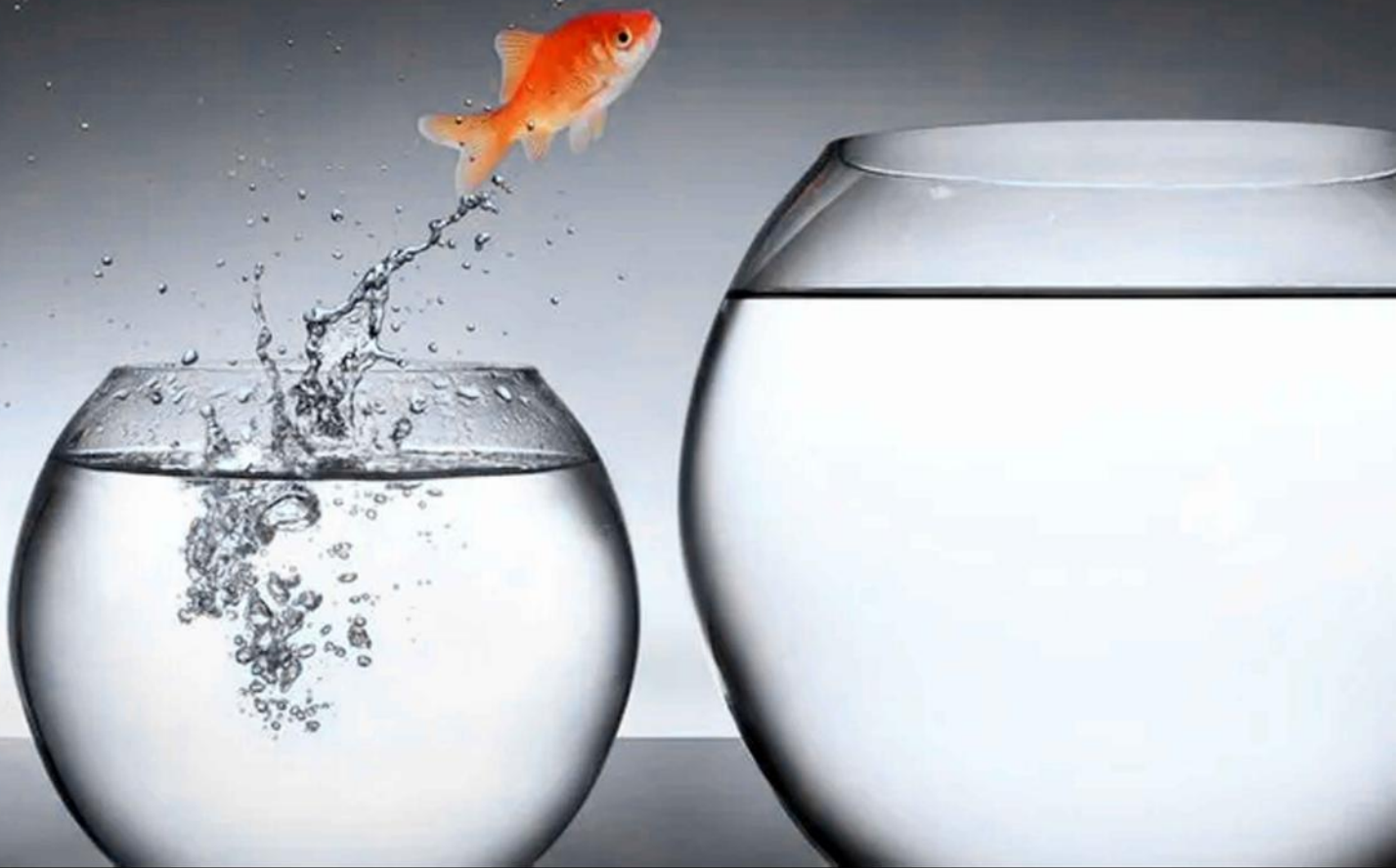
ALTHOUGH THE REAL ESTATE MARKET IS CONSTANTLY CHANGING, RENTAL INCOME TYPICALLY DOESN'T WAIVER - MAKING NOW AN OPTIMAL TIME TO START BUILDING YOUR REVENUE PROPERTY PORTFOLIO OR CONTINUE ADDING TO YOUR EXISTING LIST OF PROPERTIES.

REAL ESTATE PROFESSIONALS OFFER AN INVALUABLE SERVICE TO REAL ESTATE INVESTORS BECAUSE THEY ARE EXPERTS IN LOCAL MARKETPLACES AND CAN LET YOU KNOW WHICH PROPERTIES WILL MAKE FOR THE BEST INVESTMENTS.

YOUR REAL ESTATE PROFESSIONAL WILL WORK WITH YOU IN ORDER TO DETERMINE WHERE YOU CURRENTLY STAND IN TERMS OF YOUR REAL ESTATE GOALS, WHERE YOU NEED TO BE TO MEET THOSE GOALS, AND THE STEPS INVOLVED TO GET YOU THERE.

A REAL ESTATE PROFESSIONAL PARTNERS WITH OTHER INVESTMENT PROPERTY EXPERTS, INCLUDING LAWYERS, ACCOUNTANTS, INSURANCE PROFESSIONALS, MORTGAGE PROFESSIONALS, AND CONTRACTORS, TO NAME A FEW, WHICH IN TURN EQUIPS YOU WITH AN EXPERT KNOWLEDGE NETWORK.

# MOVING UP



**IF YOU'VE MANAGED TO BUILD UP SOME EQUITY IN YOUR HOME, NOW MAY BE THE PERFECT TIME TO CONSIDER MOVING UP THE PROPERTY LADDER.**

THERE ARE NUMEROUS REASONS WHY YOU MAY WANT TO CONSIDER MOVING UP TO A LARGER HOME AND/OR PROPERTY.

COMMON REASONS INCLUDE: - HAVING CHILDREN AND OUTGROWING YOUR SPACE - STARTING A HOME-BASED BUSINESS THAT REQUIRES A SEPARATE OFFICE - BEING IN A BETTER FINANCIAL POSITION THAN YOU WERE IN WHEN YOU MADE YOUR ORIGINAL PURCHASE - WANTING A BASEMENT SUITE THAT YOU CAN RENT OUT - OR SIMPLY FINDING YOUR DREAM HOME.

REGARDLESS OF YOUR REASONING BEHIND WANTING TO MOVE UP THE PROPERTY LADDER, YOUR REAL ESTATE PROFESSIONAL CAN HELP YOU THROUGH EVERY STEP OF THE WAY. AS EXPERTS IN THE PURCHASE AND SELLING PROCESS, THEY WILL ASSIST YOU IN GETTING THE HIGHEST POSSIBLE PRICE FOR YOUR EXISTING HOME AND FINDING A NEW HOME THAT BEST MEETS YOUR LONG-TERM NEEDS.

# EMPTY NESTERS



**WHEN CHILDREN LEAVE THE FAMILY HOME, PARENTS OFTEN DISCOVER THAT THE HOME IS TOO LARGE FOR THEIR NEEDS, AND CONSIDER DOWNSIZING.**

DOWNSIZING IS A PERFECT SOLUTION TO REDUCING SUCH THINGS AS MORTGAGE PAYMENTS, PROPERTY TAXES, HOME MAINTENANCE, AND UTILITY BILLS. DOWNSIZING ALSO ENABLES YOU TO USE THE BUILT UP EQUITY IN YOUR HOME TO PUT TOWARDS IMPROVING YOUR LIFESTYLE BY FREEING YOU UP TO TRAVEL MORE, INVEST IN A VACATION HOME OR EVEN HELP YOUR CHILDREN OR GRANDCHILDREN WITH THEIR EDUCATION.

YOUR REAL ESTATE PROFESSIONAL WILL HELP YOU THROUGH EVERY STEP OF THE PROCESS - INCLUDING EVERYTHING FROM HELPING YOU GET THE HIGHEST POSSIBLE PRICE FOR YOUR EXISTING HOME TO FINDING A NEW HOME THAT BEST MEETS YOUR NEEDS.

# FIRST TIME BUYERS

BUYING YOUR FIRST HOME IS AN EXCITING EXPERIENCE. YOUR REAL ESTATE PROFESSIONAL IS AN EXPERT AT MAKING YOU AN EDUCATED BUYER BEFORE YOU EVEN BEGIN THE HOME SHOPPING PROCESS.

FOLLOWING IS A LIST OF FIVE TOP THINGS YOU CAN RESEARCH BEFORE HEADING OUT TO BUY YOUR FIRST HOME.

## 1. HOW'S YOUR CREDIT?

MANY FIRST-TIME HOME BUYERS ARE UNAWARE OF THEIR CREDIT RATING. YOU CAN FIND OUT ABOUT YOUR CREDIT SCORE THROUGH A MORTGAGE PROFESSIONAL OR LENDER, OR YOU CAN ALSO OBTAIN YOUR SCORE ONLINE ON WEBSITES SUCH AS [EQUIFAX.COM](https://www.equifax.com)

## 2. MORTGAGE CALCULATORS.

VIRTUALLY ALL MORTGAGE PROFESSIONALS AND LENDERS OFFER HELPFUL CALCULATORS TO HELP YOU DETERMINE HOW MUCH YOU CAN AFFORD TO SPEND ON A HOME BASED ON MONTHLY MORTGAGE PAYMENT AMOUNTS. YOUR CURRENT INCOME AND DEBTS, AMONG OTHER THINGS, ARE TAKEN INTO CONSIDERATION DURING THIS PROCESS.

## 3. OBTAIN A PRE-APPROVAL.

YOUR MORTGAGE PROFESSIONAL OR LENDER REPRESENTATIVE CAN HELP YOU OBTAIN A PRE-APPROVAL SO YOU KNOW EXACTLY WHAT YOU CAN AFFORD TO SPEND ON A HOME.

## 4. DETERMINE YOUR DOWN PAYMENT.

HOMEBUYERS TODAY CAN MAKE A PURCHASE FOR AS LITTLE AS JUST A FEW PERCENT DOWN.

## 5. CONSIDER CLOSING COSTS.

CLOSING COSTS MUST BE TAKEN INTO ACCOUNT WHEN MAKING A HOME PURCHASE. THESE ARE COSTS ABOVE AND BEYOND YOUR DOWN PAYMENT AND MONTHLY MORTGAGE PAYMENTS, AND INCLUDE SUCH THINGS AS LEGAL FEES, PROPERTY TAX AND UTILITY ADJUSTMENT COSTS.



# MORTGAGES

THERE ARE GENERALLY TWO WAYS TO GET A MORTGAGE IN CANADA: FROM A BANK OR FROM A LICENSED MORTGAGE PROFESSIONAL.

WHILE A BANK ONLY OFFERS THE PRODUCTS FROM THEIR PARTICULAR INSTITUTION, LICENSED MORTGAGE PROFESSIONALS SEND MILLIONS OF DOLLARS IN MORTGAGE BUSINESS EACH YEAR TO CANADA'S LARGEST BANKS, CREDIT UNIONS, TRUST COMPANIES, AND FINANCIAL INSTITUTIONS; OFFERING THEIR CLIENTS MORE CHOICE, AND ACCESS TO HUNDREDS OF MORTGAGE PRODUCTS! AS A RESULT, CLIENTS BENEFIT FROM THE TRUST, CONFIDENCE, AND SECURITY OF KNOWING THEY ARE GETTING THE BEST MORTGAGE FOR THEIR NEEDS.

WHETHER YOU'RE PURCHASING A HOME FOR THE FIRST TIME, TAKING OUT EQUITY FROM YOUR HOME FOR INVESTMENT OR PLEASURE, OR YOUR CURRENT MORTGAGE IS SIMPLY UP FOR RENEWAL, IT'S IMPORTANT THAT YOU ARE MAKING AN EDUCATED BUYING DECISION WITH PROFESSIONAL UNBIASED ADVICE.

# ABOUT NANAIMO

## THE HARBOUR CITY

NANAIMO IS A CITY AND FERRY PORT ON THE EAST COAST OF VANCOUVER ISLAND, IN BRITISH COLUMBIA, CANADA.

AT ITS HEART, THE NANAIMO MUSEUM DISPLAYS EXHIBITS ON THE CITY'S INDUSTRIES AND INDIGENOUS PEOPLES. NEAR THE HARBOURFRONT WALKWAY, THE BASTION IS AN 1853 WOODEN TOWER WITH CANNON FIRINGS IN SUMMER. SHOPS AND CAFES FILL THE OLD CITY QUARTER. OFFSHORE, ON NEWCASTLE ISLAND, TRAILS LEAD TO BEACHES AND FIRST NATIONS SITES.



# ROYAL LEPAGE NANAIMO REALTY

## ABOUT OUR COMPANY

ROYAL LEPAGE IS CANADA'S OLDEST AND LARGEST CANADIAN OWNED REAL ESTATE COMPANY. FOUNDED IN 1913 BY ALBERT LEPAGE WHEN HE WAS JUST 26 YEARS OLD, ROYAL LEPAGE IS NOW CANADA'S LARGEST REAL ESTATE COMPANY WITH MORE THAN 14,000 PROFESSIONALS ACROSS THE COUNTRY. AND WE FIRMLY BELIEVE THAT YOU CAN ONLY BECOME THE OLDEST AND LARGEST COMPANY BY BEING THE BEST.

OVER THE LAST 95 YEARS, ROYAL LEPAGE HAS LED THE REAL ESTATE INDUSTRY. WE HELPED FOUND THE TORONTO REAL ESTATE BOARD AND ONTARIO REAL ESTATE ASSOCIATION, AND SET THE STANDARDS FOR ALL OTHER REAL ESTATE COMPANIES TO FOLLOW. WE HAVE EXPANDED ACROSS THE COUNTRY SO THAT WHEREVER YOU WANT TO LIVE, YOU WILL FIND A ROYAL LEPAGE PROFESSIONAL READY TO HELP. WE HAVE ADDED NEW SERVICES TO HELP OUR CLIENTS REALIZE THEIR DREAMS AND SECURE THEIR FUTURE.

FOR MORE INFORMATION GO TO [WWW.SOLDBYMCgee.COM](http://WWW.SOLDBYMCgee.COM)



# TESTIMONIALS

"DARREN MADE THE ENTIRE HOME BUYING PROCESS NOT ONLY STRESS-FREE BUT ALSO ENJOYABLE. HIS WEALTH OF EXPERIENCE AND KNOWLEDGE OF REAL ESTATE PAID OFF FOR US IN A BIG WAY --WE LOVE OUR NEW HOME!!"

- JIM AND NANCY CUNNINGHAM

"OUR HOME IS LOVELY! WE KNEW YOU WOULDN'T LET US BUY ANYTHING THAT IS NOT GOOD! THANK YOU!"

- GEORGE AND CRYSTAL CLARK

"I WANTED TO THANK YOU DARREN FOR ALL YOUR HARD WORK TOWARDS SELLING OUR HOME. WE ALL KNOW IT WAS A DIFFICULT SELL, AND US BEING OUT OF TOWN DID NOT HELP THE SITUATION. YOU DEFINITELY WENT ABOVE AND BEYOND MY EXPECTATIONS. KEEP UP THE HARD WORK AND BEST OF LUCK IN THE FUTURE."

- KELLY AND CHRIS SMITH

"DARREN MADE THE PROCESS OF BUYING AND SELLING OUR HOME SEEM EFFORTLESS. WITH HIS VAST EXPERIENCE IN THE REAL ESTATE INDUSTRY, HE EDUCATED AND CONSULTED US INTO WHAT ALWAYS TURNED OUT TO BE THE BEST DECISION FOR US."

- LISA AND MARK ROBINSON

"DARREN IS SUCH A GREAT GUY AND WORKS HARD TO FIND YOU EXACTLY WHAT YOU ARE LOOKING FOR! I RECOMMEND HIM TO EVERYONE!"

- SHELLY CURTIS-WAKE

ROYAL LEPAGE  
Nanaimo Realty



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