

Sold on Donna!

Congratulations , you've got your visa and have arrived in Canada!

Hi , my name is Donna McNeil. My partner, Mark Spindloe and I are Realtors® here in Halifax Nova Scotia.



As you begin the search for your new home you will notice some differences in purchasing a home here in Nova Scotia as compared to the UK. We would like to take a few

minutes to explain these differences to make your house hunting experience as stress free as possible. After all this should be an exciting time!

As a typical Nova Scotian (Bluenoser) I am still surprised that many of our UK buyers comment on how business dealings here are much more congenial and personable than they are used to in England.

To begin with we will have built up a good rapport through meetings during your fact finding trips, SKYPE conversations and E-Mails and at this point I'm quite familiar with your 'wish list' , so once you have arrived, had a chance

to rest and settle in, Mark and I will have found some homes for you to see.

As a Realtor® I have access to every listing on MLS® (Multiple Listing Service) and can show you any of them. This means that you will be working with only one Realtor®, which is quite different from the UK. I will make arrangements to visit houses you wish to see and will escort you on a tour of the property as the owners are not present while there is a 'viewing' going on.

Although Realtors® are associated with a Brokerage, in our case Exit Reality Metro, we are self employed. Our commission is paid by the vendor with half going to the Listing Agent and half to the Buying Agent. The associated Brokerages then take a percentage. Commissions are paid at the closing of the transaction. This is why there is no charge for our services to you as the Buyer.

When working with you, we are dedicated to protecting your interests and are often amazed at how many Buyers are not aware of the booklet "Working With a Realtor®." It is prepared by The Nova Scotia Association of Realtors®(NSAR) and contains very

useful information on buying Real Estate in Nova Scotia. Before we begin our home search we will have you read and understand the booklet and clarify any points you may not understand. Unless you



Jeff and Angie Phillips receiving the keys to their new home in Bedford, NS from Donna McNeil

are buying your home outright you will need to have preapproval for a mortgage from a bank or mortgage broker. This will give you an idea of what you can afford and gives us a better idea of options available to you. Preapproval will also guarantee you a mortgage rate for 90 days.

There will always be compromises when it comes to choosing the right house for you and your family but rest assured that we are often working on your behalf well into the evening and also on weekends to get an offer on the table or to take you to viewings, as we have heard, another difference between Real Estate Agents here and Britain!

It is my and Marks goal to make each and every one of our clients happy and contented in their new Nova Scotia home. Here's what Anthony Kalwaski and Jon Twinley had to say on the completion of their new home adventure...

"Having recently climbed the rapid learning curve of the house buying process in Nova Scotia, I have fallen to earth with a gentle bump. The soft landing is into the house of my lifelong dream. All thanks to Donna and her eloquent Nova Scotian approach to realting."

Visit Donna's website at www.donnamcneilatexit.ca

Anthony Kawalski and Jon Twinley receive the keys to their new home in Selma NS from Mark Spindloe.

