Tyler Koeller Real Estate

TORONTO & THE GTA
RE/MAX PREMIER INC.
BROKERAGE INTERNATIONAL

BUYER GUIDE

CHOOSING YOUR BUYER'S AGENT: 8 QUESTIONS TO ASK

Find the right person to guide your biggest purchase

Your agent will guide you through one of the largest financial decisions of your life, so it pays to ask good questions before you commit. Here are eight worth asking, what to listen for, and how I answer them.

01 HOW WELL DO YOU KNOW THE AREAS I'M CONSIDERING?

Listen for: real familiarity with prices, streets, schools and the types of homes in your target neighbourhoods, not just general market talk.

> **My answer:** I work across Toronto and the GTA, and I grew up in Caledon. My website has neighbourhood guides for eight areas, from Downtown to Vaughan.

02 HOW WILL YOU HELP ME FIND THE RIGHT HOME?

Listen for: a clear plan that goes beyond sending MLS® links.

> **My answer:** I set up listing alerts that match your criteria, and as a Realtor® with Re/Max Premier, I can also show you our office exclusive listings.

03 HOW DO YOU APPROACH NEGOTIATION?

Listen for: a thoughtful strategy for both competitive offer dates and slower markets.

> **My answer:** I hold the Real Estate Negotiation Expert (RENE) designation, and I prepare every offer around recent sold data and the seller's situation.

04 HOW WILL YOU HELP ME DECIDE WHAT TO OFFER?

Listen for: a review of comparable *sold* homes, not just asking prices, plus advice on conditions, deposit and closing date.

> **My answer:** before every offer, we'll review the comparable sales together so you understand the number and feel confident in it.

05 HOW AND WHEN WILL YOU KEEP ME UPDATED?

Listen for: clear expectations about response times and how you'll stay in touch.

> **My answer:** I reply within 24 hours and keep you updated at every step, from your first showing to closing day.

06 WHAT'S IN THE BUYER REPRESENTATION AGREEMENT, AND HOW ARE YOU PAID?

Listen for: a plain language explanation of the term, services and compensation before you sign. You should also receive RECO's Information Guide.

07 WHO ELSE WILL BE ON MY TEAM?

Listen for: an understanding of how your mortgage specialist, real estate lawyer and home inspector fit in, and the timelines each one needs.

> **My answer:** I'm happy to refer you to mortgage specialists, lawyers, home inspectors and contractors I trust, and you're always free to choose your own.

08 WHAT DO YOUR PAST CLIENTS SAY?

Listen for: recent, specific reviews from real clients.

> **My answer:** you can read reviews from my clients on the Testimonials page at tylerkoeller.com. I was recognized with RankMyAgent's Best of Toronto 2024 and Accelerator Canada 2025 awards.

> **TYLER'S TIP**
>
> The right agent is someone whose knowledge you trust and whose communication style suits yours.



TYLER KOELLER

Realtor® · Re/Max Premier Inc. Brokerage International

Questions about buying in Toronto or the GTA? Let's talk. I reply within 24 hours.

Cell 416-705-1734 · Office 416-987-8000

tyler@tylerkoeller.com · tylerkoeller.com

This guide provides general information only and is not legal, financial, tax or home inspection advice. Rules, rates and programs change, so confirm details with your lender, real estate lawyer or other qualified professional. Not intended to solicit buyers or sellers currently under contract. Re/Max Premier Inc. Brokerage International, 9100 Jane St., Building L, Suite 77, Vaughan, ON L4K 0A4.