

REAL ESTATE

INVESTORS GUIDE



THE WINDSOR ESSEX REAL ESTATE TEAM

REALTY ONE GROUP ICONIC

info@wereteam.com

226-773-4918

www.wereteam.com



TABLE OF CONTENTS

01 CHAPTER I

- 03 The Advantages of Real Estate Investments
- 06 Navigating the Complexities of Real Estate Investments
- 08 Are you Ready for an Investment?

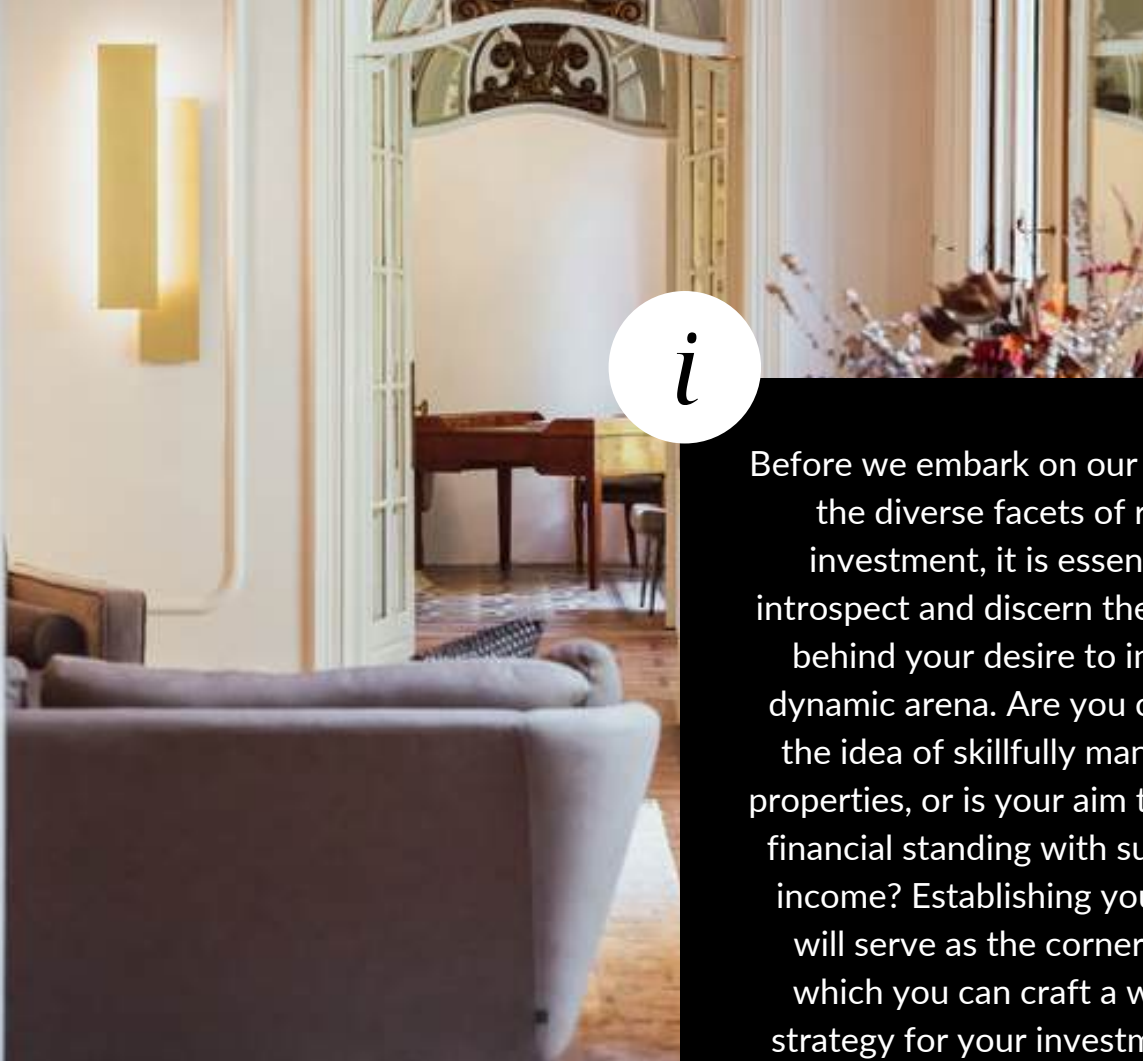
02 CHAPTER II

- 11 Options for Real Estate Investing
- 19 Building your Team for Success
- 22 How to Find the Best Opportunities

03 CHAPTER III

- 25 Common Additional Costs
- 28 Real Estate Investing Terminology
- 32 Mortgage Financing Terminology





i

Before we embark on our exploration of the diverse facets of real estate investment, it is essential to first introspect and discern the driving force behind your desire to invest in this dynamic arena. Are you captivated by the idea of skillfully managing rental properties, or is your aim to bolster your financial standing with supplementary income? Establishing your objectives will serve as the cornerstone upon which you can craft a well-defined strategy for your investment journey.

The Advantages of Real Estate Investments:

Delving into the realm of real estate investment is a nuanced and multifaceted undertaking, markedly distinct from the simplicity of purchasing stocks. While it carries inherent risks, the potential rewards are nothing short of substantial, making it a venture that can yield unparalleled benefits.

Investing in real estate in Windsor, Ontario can offer several benefits, making it an attractive option for investors. However, it's important to note that real estate markets can vary by region, so it's essential to research specific areas before making an investment. On the next few pages, we'll explore the benefits of investing in real estate in Windsor, Ontario.

01

Stability & Security

Windsor's real estate market has historically been stable, with a relatively low level of volatility compared to some other markets. This stability can provide a sense of security to investors.

02

Appreciation

Over the long term, Windsor, Ontario real estate has generally shown appreciation in value. While there can be short-term fluctuations, many areas have experienced consistent growth in property values.

03

Rental Income

Investing in rental properties can provide a steady stream of income through rent payments. Windsor has a strong rental market, and demand for rental properties can be high, especially in urban areas.

04

Tax Benefits

Canada offers various tax incentives and deductions for real estate investors, such as deductions for mortgage interest and property taxes. Consult with a tax professional to maximize these benefits.



05

Diversification

Real estate can be an excellent addition to a diversified investment portfolio. It often has a low correlation with other asset classes like stocks and bonds, which means it can help spread risk.

06

Leverage

Real estate allows investors to use leverage by taking out mortgages to purchase properties. This can amplify returns if the property appreciates in value but also comes with increased risk if the property's value declines.

07

Inflation Hedge

Real estate can act as a hedge against inflation because property values and rental income tend to increase with rising prices. This can help preserve your wealth over time.

08

Long-Term Wealth Building

Real estate can be a reliable long-term wealth-building strategy. As you pay down your mortgage and property values increase, your net worth can grow substantially.

09

Steady Cash Flow

Rental properties can provide a consistent source of monthly income, making them suitable for investors looking for passive income streams.

10

Tourism

If you invest in vacation rental properties, Canada's tourism industry can provide opportunities for high rental income during peak seasons.

Navigating the Complexities of Real Estate Investments

Embarking on a journey into real estate investments demands a meticulous approach and a keen awareness of the multifaceted challenges that lie ahead. These investments, while promising, come with an array of risks that must be carefully considered.



01

Financial Strain & Ongoing Costs

Real estate investments can impose substantial financial burdens, extending from the initial purchase to the ongoing maintenance. As the sole financial custodian of the property, you'll bear the weight of repair and replacement expenses, potentially eroding your additional income over time.

02

Burden of Responsibility

Investing in real estate entails a significant share of responsibilities. Beyond securing the property, you'll shoulder the obligations of mortgage payments, taxes, and the overall property upkeep. When you become a real estate investor, you assume the role of a landlord, with all the related duties and potential complications.

03

Navigating the Terrain

Real estate is a nuanced domain that transcends mere property acquisition. The success of your investment hinges on selecting the right property, situated in an appealing locale where demand for housing is strong. An ill-advised choice of area can substantially impede the marketability and profitability of your investment.

04

Balancing the Financial Equation

Ensuring your financial well-being requires a precise balancing act. The rent you charge must not only cover your mortgage but also extend to encompass the often-overlooked expenses of taxes and maintenance. Falling short in this regard could strain your finances and erode your investment's returns.

05

Embracing Long-Term Commitment

Real estate investments are inherently long-term commitments. The volatility of the real estate market adds a layer of uncertainty, making it unwise to expect quick profits. Patience and a steadfast commitment to your investment horizon are essential virtues in this venture.

Are you Ready for an Investment?

Being prepared to take on investing in real estate requires careful planning and consideration.

As an investor, it's crucial to carefully strategize your market entry, navigate property ownership responsibilities, devise a sustainable property-holding approach to achieve your goals, and craft a well-defined exit strategy. Every investment scenario is unique, demanding thorough preparation to ensure you don't prematurely divest before reaping its full benefits.



ARE YOU READY FOR AN INVESTMENT?

Before embarking on your real estate investment journey, consider these fundamental questions:

1. Determine your ideal tenant – are you seeking families, older couples, pet-friendly occupants, or young professionals?

2. Decide on your travel tolerance for property-related commitments such as showings, maintenance, and inspections, and pinpoint your preferred investment location:

3. Assess your willingness to engage in regular maintenance and the amount of effort you can commit each month or year:

4. Clarify your real estate investment objectives – are you seeking a secure capital repository, property appreciation, reliable cash flow, or a future residence for your child?

5. Define the duration you intend to retain the investment property:

6. Assess your willingness to engage in regular maintenance and the amount of effort you can commit each month or year:



Options for Real Estate Investing

FOR MAXIMIZING RESULTS

Swift Returns with Fix and Flip:

If you're seeking a rapid turnaround, typically within 3-6 months, the fix and flip method offers an expedient option.

Fix and Rent for Long-Term Goals:

A more patient approach, fix and rent involves acquiring a "fixer-upper," making essential improvements, and then leasing the property for sustained income.

New Builds for Strategic Growth:

This is a long-term strategy spanning 2-5 years. While it can yield robust returns, it's not without its added complexities. Proceed with this strategy after thorough deliberation and expert consultation, including your lawyer, financial planner, and REALTOR®.

Buy and Hold for Steady Points:

Another enduring strategy entails purchasing property with no immediate intention to sell. The degree of involvement you desire with your investment is crucial. If you prefer hands-on management and are ready for active engagement, a detached home or small multiplex may suit you. Conversely, for a more hands-off approach, consider condominium investments.





Exploring Diverse Real Estate Investment Opportunities

When delving into the realm of property investment, a multitude of avenues beckons for profit generation. However, prior to embarking on your journey to profitability, it's crucial to gain insight into the various investment options at your disposal: Residential or Commercial, Recreation, and Airbnb.

01

Residential Properties

Residential properties encompass a range of options, including single-family dwellings such as houses, townhouses, duplexes, condos, and even vacation homes designed for recreation. As a residential investor, you assume the role of a landlord, overseeing tenant acquisition, mortgage payments, and property upkeep. Residential investment properties can also encompass renovation projects that demand a significant personal investment to enhance and either lease out or sell for a profit.

02

Recreation Properties

Recreation properties are typically vacation homes, cabins, or properties located in desirable leisure destinations. These investments offer opportunities for personal enjoyment while also serving as potential income generators when rented out during peak vacation seasons.

03

The Airbnb Phenomenon

Airbnb properties are a unique subset of residential real estate, where individuals offer their homes, apartments, or even spare rooms for short-term rentals to travelers. Airbnb investments can provide flexibility and often yield higher rental rates compared to traditional long-term leasing.

04

Commercial Properties

Commercial properties encompass any real estate with four or more units, thereby including apartment complexes within this category. Offices, retail spaces, and industrial buildings are additional examples of commercial investments. In the realm of commercial properties, your tenants become the primary source of profitability.

Exploring Real Estate Investment Horizons

Exploring different types of real estate investments requires a strategic approach to maximize potential returns and minimize risks. Here's an enhanced and concise guide to what investors should consider for each property type, along with their pros and cons:

SINGLE DETACHED HOUSES	
Focus on areas with high rental demand or growth potential. Assess repair needs and potential for value appreciation. Calculate ROI carefully.	
PROS	CONS
Strong potential for capital appreciation; stable long-term tenants; complete control over property.	High maintenance responsibilities; vacancies directly impact income; subject to market fluctuations.
TOWNHOUSES AND SEMI-DETACHED HOMES	
Look for affordability in desirable areas. Evaluate the balance of privacy vs. community appeal. Understand the maintenance obligations.	
PROS	CONS
Lower entry cost than detached homes; offers a mix of privacy and community; full control over maintenance, leading to potential profitability.	Privacy may be compromised; full responsibility for maintenance; value affected by neighbourhood dynamics.
CONDOMINIUMS (CONDOS)	
Identify condos in high-demand areas with desirable amenities. Be mindful of HOA fees and rental restrictions.	
PROS	CONS
Maintenance is largely managed by HOA; located in prime areas; access to amenities enhances rental appeal.	Ongoing HOA fees can cut into profits; rental restrictions may apply; sensitive to market downturns.

Exploring Real Estate Investment Horizons

PRE-CONSTRUCTION PROPERTIES

Focus on early pricing and potential for appreciation. Be aware of construction timelines, market risks, and especially the impact of HST on your investment.

HST Considerations: In Canada, purchasing a pre-construction property often subjects the investor to HST, which can add a substantial amount to the purchase price. However, rebates may be available, particularly if you plan to lease the property as a primary residence to tenants.

PROS

- Early Bird Pricing:** Access to units at lower prices before public sales begin, offering initial cost savings.
- Appreciation Potential:** The property's value may increase significantly by the time construction is completed.
- Customization:** Opportunities to select finishes and layouts, enhancing the property's rental or resale appeal.

CONS

- Delivery Risk:** Potential for construction delays or changes in the project scope.
- Market Risk:** Economic changes can unfavourably affect the property's value upon completion.
- Initial Cash Outlay & HST:** Substantial deposits are required, and HST on the purchase price can represent a significant additional cost. It's crucial to factor in the possibility of HST rebates for rental properties, which can mitigate some of the financial impact.

VACATION PROPERTIES & AIRBNB

Vacation Properties: Assess the market's seasonality and regulatory landscape. Consider management for remote ownership.

Airbnb: Ensure compliance with local laws. Focus on creating an attractive listing and providing exceptional guest experiences.

PROS

- High potential for premium rental rates; flexibility in personal use.

CONS

- Seasonal demand fluctuations; intensive management and upkeep.

Exploring Real Estate Investment Horizons

MULTI-FAMILY PROPERTIES	
Duplexes, Triplexes, Quadruplexes: Ideal for new investors due to manageable size and dual revenue streams.	
PROS	CONS
Simpler management; potential to live in one unit while renting others.	Scalability is limited compared to larger properties.
SMALL APARTMENT BUILDINGS	
Step up in potential income with more units.	
PROS	CONS
Increased rental streams; maintenance cost efficiencies.	Requires more hands-on management or a property manager.
LARGE APARTMENT COMPLEXES	
Significant income opportunity with value-add potential.	
PROS	CONS
High rental income; economies of scale in operations.	Large initial capital; complex management needs.
HIGH-RISE APARTMENTS	
Appeals to tenants seeking urban living experiences.	
PROS	CONS
Central locations attract tenants; high-density rental income.	Significant investment and management complexity.

Exploring Real Estate Investment Horizons

MIXED-USE BUILDINGS	
Offers diversified income streams.	
PROS	CONS
Attracts a consistent flow of people; potential for rental and commercial income.	Scalability is limited compared to larger properties. Navigating residential and commercial tenant needs can be challenging.
COMMERCIAL PROPERTIES	
Understand the nuances of different commercial sectors (retail, office, industrial). Evaluate tenant leases and potential for property development.	
PROS	CONS
Longer lease terms provide stable income; tenants often cover more maintenance costs.	Higher entry barrier; sensitive to economic cycles; requires understanding of commercial market dynamics.

In every investment, thorough market research, due diligence, and a clear understanding of both the financial and operational commitments involved are key to success. Each property type offers unique opportunities and challenges, making it crucial to align your investment choice with your financial goals, risk tolerance, and management capabilities. diversification within your commercial real estate portfolio, spanning different property types and geographical regions to mitigate risk.





1 Risk Tolerance

Residential properties may be less risky but offer lower returns, while commercial properties can yield higher returns but carry more risk.

2 Personal Use

If you want to use the property for personal enjoyment, vacation homes or Airbnb options may be suitable.

3 Location

The location of the property plays a significant role in rental income and appreciation potential.

4 Management

Assess the time and effort you're willing to dedicate to property management.

5 Regulations

Residential properties may be less risky but offer lower returns, while commercial properties can yield higher returns but carry more risk.

Ultimately, diversifying your real estate investment portfolio across different property types can help spread risk and provide a more balanced approach to achieving your investment goals. Consulting with a financial advisor or real estate professional can also provide valuable insights tailored to your specific circumstances.

Building Your Team for Success

Building a successful team for real estate investment is crucial to achieving your financial goals and ensuring a smooth investment journey. Here are the key team members you should consider including:

Real Estate Agent

A local real estate expert with access to MLS can assist in identifying investment opportunities by offering valuable market insights.

Real Estate Attorney

A real estate attorney can guide you through property acquisition, contracts, and dispute resolution, ensuring your investments are legally sound.

Mortgage Broker or Lender

A mortgage professional assists in securing financing for investment properties, guiding you through the process to identify optimal loan options.

Property Inspector

A certified property inspector can identify structural and maintenance issues in potential properties, preventing the purchase of properties with hidden problems.

General Contractor

A dependable contractor is crucial for property renovations and maintenance, offering cost estimates to assist in effective budgeting.

Property Manager

For rental property investments, a property manager handles day-to-day operations, tenants, and maintenance, saving you time and reducing landlord stress.

Accountant or CPA

A financial professional aids in tax planning, maximizing real estate investment tax benefits, and structuring investments to minimize tax liabilities.

Insurance Agent

An insurance agent assists in obtaining suitable coverage for properties, offering advice on policies to protect against risks like liability and property damage.

Real Estate Appraiser

An appraiser provides precise property valuations, aiding in determining the fair market value of investments for informed buying or selling decisions.

Building Your Team for Success

OPTIONAL TEAM MEMBERS FOR INVESTMENT SUCCESS

Real Estate Mentor or Coach

- If you're new to real estate investing, consider seeking guidance from an experienced mentor or coach.
- They can provide valuable insights, strategies, and advice based on their own successes and failures.

Financial Advisor

- A financial advisor can help you create a comprehensive investment strategy that aligns with your financial goals and risk tolerance.
- They can also assist with asset allocation and portfolio diversification.

When assembling your real estate investment team, it's important to choose professionals with a track record of success, industry knowledge, and a good reputation. Additionally, ensure that their fees and services align with your budget and investment strategy. Effective communication and collaboration among team members are also crucial for achieving your investment objectives.





How to Find the Best Opportunities:

Investing in real estate spans a diverse spectrum, encompassing single-family homes, vacation properties, Airbnb rentals, and commercial real estate. These ventures necessitate meticulous research and astute analysis to unearth the most promising opportunities. Below, we present a comprehensive step-by-step guide to help you discern and capitalize on the ideal investment avenues:

Define Your Investment Objectives:

- ✓ Begin by crystallizing your financial aspirations, risk tolerance, and investment horizon.
- ✓ Deliberate whether you seek passive income, long-term appreciation, or a harmonious blend of both.

Navigate Local Markets:

- ✓ Identify regions or cities characterized by robust job growth, burgeoning populations, and unwavering economic stability.
- ✓ Consider locations with low crime rates and exceptional educational institutions, as these factors can wield significant influence over property demand.

Execute Financial Analysis:

- ✓ Calculate your budget and financing options, considering mortgages, loans, or partnership opportunities.
- ✓ Project potential expenditures, encompassing property taxes, insurance, maintenance, and property management.
- ✓ Leverage financial metrics such as the cap rate, cash-on-cash return, and net operating income (NOI) to rigorously evaluate prospective returns.

Embark on Due Diligence:

- ✓ Conduct a thorough property inspection or enlist the services of a seasoned inspector to unveil any latent issues or required renovations.
- ✓ Scrutinize property records, title histories, and any conceivable legal or zoning encumbrances.
- ✓ Acquire a profound understanding of local market trends, encompassing vacancy rates and rental pricing dynamics.

Network and Solicit Professional Counsel:

- ✓ Forge connections with local real estate agents, property managers, and fellow real estate investors to glean valuable market insights.
- ✓ Seek counsel from financial advisors, legal experts, and tax professionals to attain comprehensive comprehension of the legal and financial facets of your investments.

Appraise Risk:

- ✓ Assess potential risks, including market volatility, economic downturns, and property-specific vulnerabilities.
- ✓ Embrace diversification as a risk mitigation strategy, dispersing your real estate portfolio across diverse property types and geographic landscapes.

Make Informed Decisions:

- ✓ Armed with your exhaustive research and meticulous analysis, make enlightened decisions regarding the type of real estate investment that aligns with your goals and risk appetite.

Sustain Management and Vigilance:

- ✓ Post-investment, efficiently oversee your properties, either directly or through adept property management services.
- ✓ Continuously monitor market dynamics and property performance, adapting strategies as required to optimize returns.

Devising Exit Strategies:

- ✓ Develop well-defined exit strategies, whether they involve divestment, refinancing, or long-term retention.

Remember, real estate investment represents a long-term commitment, and triumph hinges upon comprehensive research, local acumen, and a meticulously constructed strategy. Stay attuned to evolving market conditions and regulatory shifts that may impact your investments. Should you require personalized guidance, consider enlisting the expertise of a financial advisor or real estate specialist.





Additional Costs

When investing in real estate, whether it's a residential, vacation, Airbnb, or commercial property, there are several additional costs to consider beyond the purchase price. These costs can significantly impact your overall return on investment, so it's essential to budget for them upfront. One the next page, we'll go over some common additional costs to keep in mind.

Property Taxes:

Property taxes vary by location and are typically assessed annually by the local government. Research the property tax rates in the area where you plan to invest.

Homeowners Association (HOA) Fees:

If the property is part of a homeowners association, you'll be responsible for regular HOA fees. These fees can cover amenities and maintenance of common areas.

Insurance:

You'll need insurance to protect your property and its contents. The cost of insurance can vary based on the property's type and location.

Property Management Fees:

If you plan to hire a property management company to handle day-to-day operations, you'll need to budget for their fees, which are typically a percentage of the rental income.

Maintenance and Repairs:

Regular maintenance and occasional repairs are inevitable in any property. Plan for ongoing costs to keep the property in good condition.

Utilities:

As the property owner, you may be responsible for some or all of the utilities, such as water, sewage, garbage, and common area electricity.

Vacancy Loss:

If you're renting out the property, there will likely be periods of vacancy. Calculate potential lost rental income during these times.

Legal and Accounting Fees:

Consultation with legal and accounting professionals may be necessary for property transactions and tax purposes.

Financing Costs:

If you're taking out a mortgage to purchase the property, consider interest payments, closing costs, and loan origination fees.

Property Inspection and Appraisal Fees:

Before buying, you may incur costs for property inspections and appraisals to assess the property's condition and value.

Property Depreciation:

For tax purposes, you'll need to account for property depreciation, which can impact your taxable income.

Local Regulation and Permits:

Some properties may require permits for renovations or specific uses, and there may be associated fees.

Special Assessments:

In some cases, you may be subject to special assessments by local authorities for infrastructure improvements in the area.

Travel and Transportation:

If you're investing in a property that is not in your local area, factor in travel and transportation costs for property visits and management.

Marketing and Advertising:

For rental properties like Airbnb, you may need to spend money on marketing and advertising to attract guests.

Furniture and Furnishings:

If you're renting your property as a vacation rental or Airbnb, you may need to furnish it, which can be a significant upfront cost.

Income Tax:

Consult with a tax professional to understand the tax implications of your real estate investment, including income tax on rental income and potential capital gains tax when you sell the property.

Pro Tip:

It's crucial to create a comprehensive budget that includes all these additional costs when evaluating the financial feasibility of your real estate investment. Proper budgeting and financial planning can help you make informed investment decisions and achieve your financial goals.



TERMS TO KNOW

Real Estate Investing Terminology

APPRAISAL

An evaluation of a property's value by a licensed appraiser to determine its market worth.

CAPITALIZATION RATE

The ratio of a property's net operating income (NOI) to its current market value, used to estimate potential returns on investment.

CASH FLOW

The net income generated from a real estate investment after deducting all expenses, including property taxes, and maintenance costs.

CONDOMINIUM

A type of housing where individuals own their individual units and share ownership of common areas and amenities.

EASEMENT

A legal right to use someone else's land for a specific purpose, such as accessing a property.

EQUITY

The difference between the property's market value and the outstanding mortgage balance.

GROSS RENT MULTIPLIER

A formula used to evaluate the potential profitability of an investment property by dividing its purchase price by the annual rental income.



LAND TRANSFER TAX

A provincial tax paid by the buyer when transferring ownership of a property.

MULTIPLE LISTING SERVICE (MLS)

A database used by real estate professionals to list and search for properties for sale.

REAL PROPERTY

Physical property, including land, buildings, and other permanent structures.

TENANCY-IN-COMMON

A form of property ownership where two or more individuals own separate interests in the same property.

ZONING

Local government regulations that dictate how land can be used, including the type of buildings that can be constructed in a specific area.

LEASEHOLD

A type of property ownership where a lessee has the right to use and occupy a property for a specified period, typically through a lease agreement.

VACANCY RATE

The percentage of rental units in a property or area that are unoccupied or available for rent.

PROPERTY MANAGEMENT

The oversight and administration of real estate properties on behalf of the owner, including rent collection and maintenance

REAL ESTATE INVESTMENT TRUST (REIT)

A company that owns, operates, or finances income-producing real estate, and allows investors to buy shares in the trust, providing exposure to real estate markets.

LANDLORD-TENANT LAW

The legal framework that governs the rights and responsibilities of both landlords and tenants in a rental property.

PROPERTY TAX ASSESSMENT

The process by which local governments determine the value of a property for tax purposes, which can impact the property owner's tax liability.

TITLE SEARCH

A process to verify the legal ownership of a property and identify any liens or encumbrances on the title.

REAL ESTATE BROKER

A licensed professional who facilitates property transactions, representing either buyers or sellers, and typically earning a commission for their services.



A modern kitchen interior with light-colored cabinetry, a marble backsplash, and a breakfast bar with black metal stools. A white rectangular text box is centered over the image.

TERMS TO KNOW

Mortgage Financing Terminology



MORTGAGE BROKER

A provincial tax paid by the buyer when transferring ownership of a property.

MORTGAGE INSURANCE

Insurance that protects the lender when the borrower has a down payment of less than 20% of the purchase price. It may be required in some cases.

HIGH-RATIO MORTGAGE

A mortgage where the down payment is less than 20% of the purchase price, typically requiring mortgage loan insurance.

CONVENTIONAL MORTGAGE

A mortgage where the down payment is 20% or more of the purchase price, and mortgage insurance is not required.

FIXED-TERM MORTGAGE

A mortgage with a fixed interest rate and a predetermined term, typically ranging from 1 to 10 years.

VARIABLE RATE MORTGAGE

A mortgage with a fixed interest rate and a predetermined term, typically ranging from 1 to 10 years.

OPEN MORTGAGE

A mortgage that allows the borrower to make additional payments or pay off the mortgage entirely before the end of the term without incurring prepayment penalties.

CLOSED MORTGAGE

A mortgage with restrictions on making extra payments or paying off the mortgage before the end of the term. Prepayment penalties may apply.

PORTING

The ability to transfer an existing mortgage to a new property when selling your current home and buying a new one, without incurring prepayment penalties.

HOME EQUITY LINE OF CREDIT (HELOC)

A revolving line of credit secured by the equity in your home, allowing you to borrow against it as needed.

INTEREST-ONLY MORTGAGE

A mortgage where the borrower only pays the interest for a specified period, typically 5 to 10 years, after which regular principal and interest payments begin.



TERM

The length of time during which the mortgage interest rate and terms are fixed. Common mortgage terms include 1-year, 2-year, 5-year, and 10-year terms.

PREPAYMENT PENALTY

The length of time during which the mortgage interest rate and terms are fixed. Common mortgage terms include 1-year, 2-year, 5-year, and 10-year terms.

AMORTIZATION PERIOD

The total number of years it will take to fully pay off the mortgage based on regular payments

MORTGAGE DEFAULT INSURANCE

Insurance required for mortgages with a high loan-to-value ratio to protect the lender in case the borrower defaults on the loan.

RATE HOLD

An agreement with a lender to hold a specific mortgage interest rate for a set period, typically while your mortgage application is being processed.

MORTGAGE STRESS TEST

A qualification requirement where borrowers must prove they can afford their mortgage payments at a higher interest rate than the one they will actually receive.

MORTGAGE TERM SHEET


A document provided by the lender that outlines the key terms and conditions of the mortgage, including the interest rate, payment frequency, and any special features.





REAL ESTATE INVESTORS GUIDE

MIKE SEAL & THE
WINDSOR ESSEX REAL
ESTATE TEAM

Sales Representatives
Realty One Group Iconic.
226-773-4918 | info@wereteam.com
www.wereteam.com

 [mikeseal1972](https://www.instagram.com/mikeseal1972)

 [TheRealMikeSeal](https://twitter.com/TheRealMikeSeal)

 [WindsorRealEstateForSale](https://www.facebook.com/WindsorRealEstateForSale)