# YOUR ESSENTIAL HOME BUYER'S GUIDE

# SERVING ALL GTA AND BEYOND!

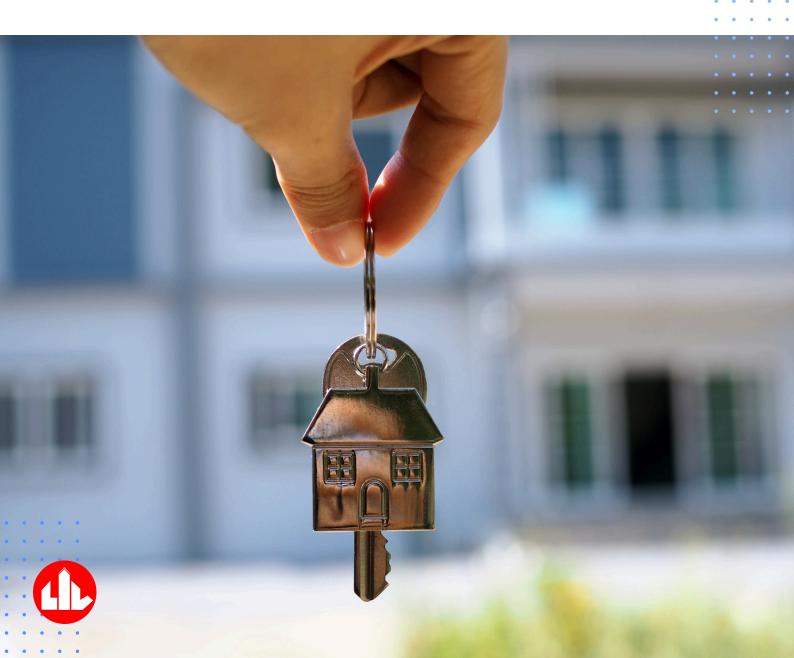
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# WELCOME

# to your home buying journey

You're about to embark on an exciting journey to find your new home, and this guide is here to **make it simple and enjoyable.** 

Expect **clear advice**, insider tips, and a smooth path to homeownership, tailored **to your needs.** 



# YOUR STEP-BY-STEP HOME BUYING ROADMAP



#### 1. GET PRE-APPROVED

- Pre-approval helps establish your home buying budget
- Home sellers feel more confident and comfortable with your offer

<sup>5</sup> **Tip:** Pre-approval is crucial in fast-moving markets.

#### 2. START SEARCH WITH REALTOR

- Discuss your home criteria with your realtor (location, beds, baths etc)
- Your realtor will share listings matching your criteria and budget
- Your realtor will book home showings, based on your schedule

F **Tip:** Get REALM access to search homes directly in the realtor's MLS system.

#### 3. MAKE AN OFFER

- Work with your realtor to prepare an offer
- Carefully review names, dates & timelines, monetary considerations, clauses etc
- Negotiate as needed and deposit within 24 hrs of an accepted offer
- **Tip:** Act quickly in popular areas, but stick to your budget.

#### 4. OFFER CONDITIONS AND APPRAISAL

- - Most common conditions are financing, inspection and status review (in condos)
  - Work on and respond to conditions within set timelines (typically 5 business days)
  - Bank may require a property appraisal later in the process

F Tip: Be cautious about waiving any conditions, even in competitive markets

#### **5.FINALIZE & CLOSE**

- A deal is firm once all conditions have been fulfilled or waived
- All documents are forwarded to respective solicitors
- You will sign all documents at your lawyers office, once ready

<sup>6</sup> **Tip:** Lock in a good interest rate, especially in high-value areas.

#### 6. MOVE IN

- Your solicitor will notify you once the key is ready for pickup
- Let your solicitor and realtor know of any new found deficiencies



Tip: Be mindful of coordination, especially in condos and busy neighborhoods.

# AND YOUR RIGHTS

The paperwork may seem overwhelming, but understanding it is key to a smooth transaction.

# **Key Documents**



- Agreement of Purchase and Sale (APS)
- - APS Schedules and Amendments (if any)
- - Inspection Report Recommendations
- - Mortgage Documents and Approval
- - Solicitor Statement of Adjustments
  - Tip: Pre-approval is crucial in fastmoving markets.

### **Buyer Rights**



- Fair Representation
- Offer Contingencies
- Expect Clear Title

Tip: Be aware of your entitlements and the risks.

### **Buyer Responsibilities**



- Secure financing approval
- Follow all set timelines
- Arrange funds for closing costs

**Tip:** Budget for GTA-specific costs like land transfer taxes.

# SCHEDULE A FREE CALL TO GET MORE GUIDANCE.

# **DO'S AND DON'TS FOR** A SMOOTH HOME BUYING JOURNEY

Following these tips will help you avoid common pitfalls:

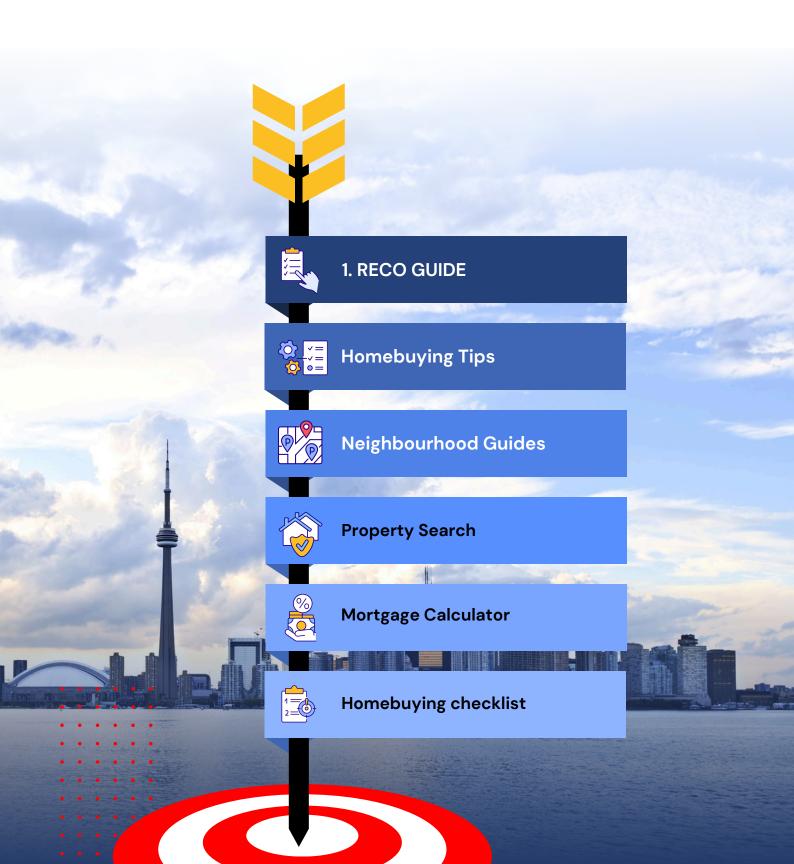
	DO'S		DONT'S
$\oslash$	Get pre-approved.	$\bigotimes$	Don't skip inspections.
$\oslash$	Research the market.	$\bigotimes$	Don't overlook extra costs.
$\oslash$	Attend open houses.	$\bigotimes$	Don't rush the process.
$\oslash$	Ask plenty of questions.	$\otimes$	Don't ignore paperwork.
	Work with a trusted realtor.	$\otimes$	Don't make emotional decisions.
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# I'M HERE TO HELP YOU EVERY STEP OF THE WAY



## BOOK YOUR CALL TODAY AND LET'S STARTED TODAY!











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