

# YOUR ESSENTIAL **HOME BUYER'S** GUIDE



SERVING **ALL GTA** AND BEYOND!

# 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



**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



**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



**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



**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.

# UNDERSTANDING KEY PAPERWORK 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 fast-moving 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

- ✓ Get pre-approved.
- ✓ Research the market.
- ✓ Attend open houses.
- ✓ Ask plenty of questions.
- ✓ Work with a trusted realtor.

## DONT'S

- ✗ Don't skip inspections.
- ✗ Don't overlook extra costs.
- ✗ Don't rush the process.
- ✗ Don't ignore paperwork.
- ✗ Don't make emotional decisions.



**I'M HERE TO HELP YOU  
EVERY STEP OF THE WAY**



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



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