

Buyer's Roadmap



1 Meet with a real estate professional

Discuss the type of home you're looking for, including style, price, and location. Take this time to formalize your partnership by signing the **Buyer Representation Agreement**. It's a crucial move that lets your agent fully commit to finding your dream property.

2 Get pre-approved

You will need pay stubs, W2s, and bank statements. Knowing what you can afford is critical to a successful home shopping experience.

3 Search for homes

The fun part! Your agent will schedule showings and help you find the perfect.

Advanced search

Not all real estate websites are the same. Your real estate professional has tools and systems to ensure you see every available home that meets your criteria.

4 Make an Offer

Your agent will prepare the offer based on the price and terms you choose.

5 Negotiations and contract

It may take a few tries to get it just right, but hang in there. You're on your way.

Contract

In most cases the contract provides you with a timeline to obtain financing, as well as time to inspect the physical condition of the home. Your real estate professional will inform you of all of your rights and responsibilities related to the contract.

6 In Escrow

You and the Seller have agreed to the price and terms. The home is effectively held for you until closing.

7 Final details

Perform due diligence, order the appraisal, conduct an inspection, and review terms with the lender.

Preparing for closing

You will be finalizing your loan, reviewing documents, and discussing the findings from the inspection. Your agent will be managing this entire process for you.

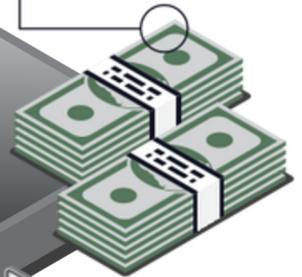
8 Closing

This is the transfer of funds and ownership. A title company or an attorney typically acts as an independent third party to facilitate the closing.

Congratulations!

You are a new home owner!

Ali Bolourchi
Broker



Navigating the

4 W's of Home Buying



There are countless questions you need to answer to understand exactly what you're looking for and what you need when it comes to buying your first home, your next home, or your investment property.

Using the 4W's – Why, Where, What and When – will help break down the overwhelming number of decisions you face when buying a property and get you closer to finding your dream home!

1 WHY are you buying/moving?

- Are you financially ready to make your dreams of home ownership come true?
- Are you looking for an investment and feel like this might be a good time to buy?
- Do you need more space for an expanding family?
- Do you need less space as you move toward retirement?

2 WHERE would you like to be?

- Is there a specific area, neighbourhood or community you want to be in?
- Is there an idea building that appeals to you?
- What conveniences would you like to be close to? Work, transit, restaurants, shopping, schools?

3 WHAT type of home would you love to own at this stage?

- What is your budget? What have you been pre-approved for in terms of a mortgage?
- Would you prefer a condominium, townhouse or detached? Bungalow, 2-storey, split-level, high rise, link? New or resale?
- How big? How many bedrooms, bathrooms? Backyard or no backyard?

4 WHEN would you like to be moved in?

- Do you have an ideal timeline or a deadline that you have to be moved by?
- Are you early in the buying process or have you been looking for a while?

Contact us today for a complementary real estate consult.

These are just a few questions you need to answer to ensure all your home buying needs are met and maybe even exceeded! Enlist the help of a REALTOR® to walk you through an in-depth Buyer Needs Analysis that will guide you through a complex and sometimes overwhelming process.

Disclaimer: This document is not intended to solicit buyers or sellers currently under contract with a brokerage. All opinions expressed and data provided herein are subject to change without notice. The information is provided solely for informational and educational purposes and is not intended to provide and should not be construed as providing individual financial, investment, tax, legal or accounting advice. Professional advisors should be consulted prior to acting on the basis of the information contained in this document. I/We assume no responsibility for errors or omissions in the content contained herein