

PUCKRIN & LATREILLE

REAL ESTATE TEAM

📞 905-985-7300
📠 905-985-4427
✉️ hello@liveplayinvest.com

📍 144 Queen Street,
Port Perry ON L9L 1A6
LIVEPLAYINVEST.COM

Whether you're purchasing your first home, moving up, downsizing, or looking to make a powerful investment, here's a look at how you can turn your dreams into a reality.

BUYER'S
BLUEPRINT

RE/MAX

All-Stars Realty Inc., Brokerage
Each Office Independently Owned and Operated

DISCOVER YOUR FUTURE

Whether it's your first time heading to the market or your fifth, buying a home is one of the most important investments you will make in your lifetime. While exciting, purchasing your dream home is a hands-on process that requires a number of big decisions.

As real estate agents with decades of specialized local experience, we believe that buying your home should be a relaxed and genuinely enjoyable experience. That's why we put together this handy buyer's guide to help you make sense of the process.





DON'T GO IN ALONE



Real estate is as much of an art form as it is a science. If you're looking for a confident, comfortable, and results-driven buying experience you'll need to partner with a knowledgeable veteran real estate agent.

How a Buyer's Agent Supports Your Purchase

- Sourcing stunning homes that closely match your parameters. In addition to those on the public market, a well-connected agent can also offer unique access to exclusive off-market or coming-soon properties.
- Providing in-depth, up-to-the-minute information about the local market - helping you differentiate between great buying opportunities and knowing when it's best to walk away.
- Helping you craft competitive, strong offers that portray you as a qualified, high-quality buyer in the eyes of sellers.
- Lending market-savvy business skills, industry experience, and intuition to ensure you land the best deal possible during the negotiation process.



PICTURE YOUR PARADISE

Your home is so much more than four walls and a front door. It's the centrepiece of your life. Your home is a place for you and your family to thrive, create memories, and build a strong foundation for the years to come.

Realizing your dream home is a deeply personal process, one that involves self-reflection, open conversations, and anticipation for the future. Don't forget, your home should not only meet your needs today - but tomorrow as well.

Uncovering Your Dream Home

- Start by considering motivations for buying in the first place. Are you downsizing ahead of your retirement? Moving up to a larger home that can fit your growing family? Maybe you're looking to buy your first home and make the most of your budget.
- Next, think about your necessities. What will you need from your new home? How many bedrooms would you like? What about bathrooms? Is a garage or backyard a must-have?
- Community and location are also major factors. What does your ideal neighbourhood look like? How far are you willing to commute to work?



Narrowing down the specifics of your ideal home is an important process, but it can also be fun and exciting.

EVERYTHING YOU NEED TO KNOW ABOUT MORTGAGES



Aside from the actual home itself, selecting a mortgage is one of the most important decisions in your buying journey. No two lenders are identical, so you'll want to examine your options carefully.

You may already have a lender in mind, such as your bank. If not, your agent can refer you to a trusted local lender or broker.

Beyond choosing the right lender for you, you'll also want to consider which type of mortgage will work best. Generally speaking, options for home financing are split into two main categories:

- **Fixed rate mortgages.** In a fixed rate mortgage, the rate of interest you pay will stay the same throughout the entire term.
- **Variable rate mortgages.** With a variable rate mortgage, your rate of interest will fluctuate throughout the term.

Each type of mortgage has its benefits and drawbacks. If it's your first time buying, or you're unsure which type of mortgage will work best for you, ask your agent. As an industry insider, they'll know the ins and outs of various methods of financing and can help you decide which path to take.

Getting Pre-Approved

One of the easiest ways to determine what you can afford in a home is by getting pre-approved for a mortgage. During pre-approval, your lender will take a close look at your personal finances, including your income, credit history, and existing debts to determine how much they're willing to lend you. With pre-approval in hand, you'll have a clear set of boundaries for what homes will work within your budget.

PREPARING FOR ADDITIONAL COSTS

In addition to the final sale price of the home, including the deposit and down payment, there are a few more expenses to account for when purchasing a home. These additional costs can add up quickly so it's important to keep them in mind when building out your budget.

What Other Costs Come With Buying A Home?

Every transaction is unique and fees will vary depending on the timeline, buyer, and home itself. That said, here are some of the standard costs that accompany a home purchase.

- Land transfer tax.
- Appraisal fee.
- Home inspection.
- Real estate lawyer fees.
- Mortgage insurance (if applicable).

Once again, these costs will be based on your individual circumstances. To avoid any unpleasant surprises, your real estate agent will keep you informed of any additional costs throughout the buying process.



Real estate agent commissions are covered by the seller. You get all the advantages of their expertise at no cost to you.

THE ART OF MAKING AN OFFER



After you've found a great home that matches your needs and budget, it's time to place an offer. This will be an in-depth and fairly long document that outlines a number of key details. Given the legal nature of this type of contract, it's absolutely essential to understand the major points of an offer before you submit it.

Essential Elements

— Purchase Price

Your agent will help you choose a strategic purchase price based on comparable properties, competition from other buyers, and any special considerations related to the home itself. As an extension of the total price, your offer will also include a deposit amount.

Deposits are typically around 5% of the purchase price, however, your agent will make an informed recommendation based on the circumstances. If your offer is accepted, the deposit will be due within the first 24 hours (even if there are still conditions to be met).

— Timeline

In addition to the purchase price, your offer will also include a closing date. This is the date that you would like to take possession of the property. Buyers typically choose a closing date that provides adequate time to plan and prepare for their move, ranging from several weeks to a few months.

— Conditions

To better protect your interests and investment, you'll have the opportunity to include various contingencies in your offer. Common conditions include obtaining adequate financing, a home inspection, or the sale of the buyer's (your) home. Depending on the market and your unique goals, your agent may recommend including a few conditions or none at all.



AFTER YOUR OFFER IS ACCEPTED

If the seller accepts your offer, that's great! However, the deal isn't done quite yet. Before you're able to move in there are still a handful of outstanding details to iron out.

What Happens Next

- You pay the agreed upon deposit amount, which is then held in trust until the sale is complete.
- The conditional period begins - a home inspection is performed, financing finalized, your home is sold (if applicable).

Once Conditions Are Met

- Work with a real estate lawyer to finalize the details.
- The property title is transferred.
- Finally, you take possession of the home on the predetermined date.

GETTING READY FOR MOVING DAY

After finalizing your purchase and tying up the loose ends, it's time to start thinking about moving day. This could be several months down the line or just a few weeks. Either way, there will be a lot that goes into your move.

Rather than leave everything to the last minute, it helps to start planning, packing, and preparing well in advance.







After Your Purchase

- If renting, notify your landlord of your move-out date and make arrangements for temporary accommodations if necessary.
 - Make a budget for the various costs of moving.
 - If downsizing, begin moving large items or furniture into storage.
-

One Month Before Moving Day

- Make a reservation with a reputable local moving company. Your agent can provide referrals if needed.
 - Make a list of items or furnishings that you will need in your new home.
 - Update your address and contact info on all important documents and identification.
 - Let your utility providers know about your move.
 - Research the local amenities and infrastructure of your new community. Make a note of healthcare facilities, major roadways, transit routes, shops, and essential services.
-

Week-Of

- Meet with your real estate agent and lawyer to look after any final paperwork or details.
 - Pack up non-essential items.
 - Confirm your reservation with the moving company.
-

On Moving Day

- Finalizing packing.
- Prepare for the movers' arrival.
- When you arrive at your new home, do a complete walk-through of the home before moving in your belongings. Note any issues or deficiencies.
- Unpack and make the space yours.
- Celebrate your accomplishment!



YOUR TICKET TO A STRATEGIC, CONFIDENT BUYING EXPERIENCE.

From Start to Finish.

With over 175 years of combined industry experience, we know real estate in Durham Region and the Kawartha Lakes better than anyone. Whatever you're looking for in a home, we'll help you find a place you love at a price you're happy with.

Putting you at the centre of your buying journey, we ensure you feel comfortable and confident throughout the process. If your heart isn't completely set on a certain home, we're more than happy to walk away and continue your search.

Have a question? Don't be shy, we're here to help!

- 📞 905-985-7300
- 📠 905-985-4427
- ✉️ hello@liveplayinvest.com
- 📍 144 Queen Street,
Port Perry ON L9L 1A6

LIVEPLAYINVEST.COM

RE/MAX[®]

All-Stars Realty Inc., Brokerage
Each Office Independently Owned and Operated

PUCKRIN &
LATREILLE

REAL ESTATE TEAM

📞 905-985-7300

📠 905-985-4427

✉️ hello@liveplayinvest.com

📍 144 Queen Street,
Port Perry ON L9L 1A6

[LIVEPLAYINVEST.COM](https://www.liveplayinvest.com)