Brimstone Realty Brokerage Inc.

Home Buyer's Guide

EXPERIENCE | INTEGRITY | RESULTS

your local
REAL ESTATE EXPERTS

BRIMSTONE
Realty Brokerage Inc.

Real Estate With Heart

We know buying or selling a home can feel overwhelming, but it doesn't have to be. Our goal is to make the process as straightforward as possible by giving you honest advice, keeping you informed, and being there when you need us.

Whether you're buying your first home, moving up, downsizing, investing, or getting ready to sell, we're here to help you make confident decisions every step of the way.

At Brimstone Realty, we believe great service is about building relationships, not just closing deals. We treat our clients the way we'd want our own family and friends to be treated, with honesty, respect, and genuine care.

That's what Real Estate With Heart means to us, and it's the standard we bring to every client, every day.

13 steps

TO BUYING YOUR HOME

- FIND THE RIGHT AGENT
- PREPARE FINANCES & GET PRE-APPROVED
- START YOUR HOME SEARCH
- HOME STYLES
- MAKE AN OFFER
- ORDER AN INSPECTION
- NEGOTIATE FINAL OFFER
- APPRAISAL ORDERED
- THE HOME STRETCH
- SCHEDULING THE MOVE
- THINGS TO GET
- DON'T FORGET
- BASIC SHOPPING LIST

find
THE RIGHT AGENT

Buying a home is one of the most significant purchases in a lifetime. It is essential to have an experienced agent in your corner, always looking out for your best interest. A buyer agent's fiduciary responsibility is to represent the buyer and to ensure that they are protected.

After all, a seller has someone in their corner. A listing agent has an allegiance to the seller. Their goal is to get the seller top dollar for their home. There is incredible value in having someone working for YOUR best interests when buying a home.

GETTING YOU IN THE DOOR
We will narrow down the homes that fit your unique wants and needs and get you in the door! We look at dozens of homes every week, and we can help you identify potential problems within a home.

HANDLING CHALLENGING CONVERSATIONS
When repairs or changes in price need to be made, we will be your guide and handle requesting any repairs or changes in price to the sellers.

STAYING ON TOP OF THE PAPERWORK
Buying a home involves many types of documentation. We have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

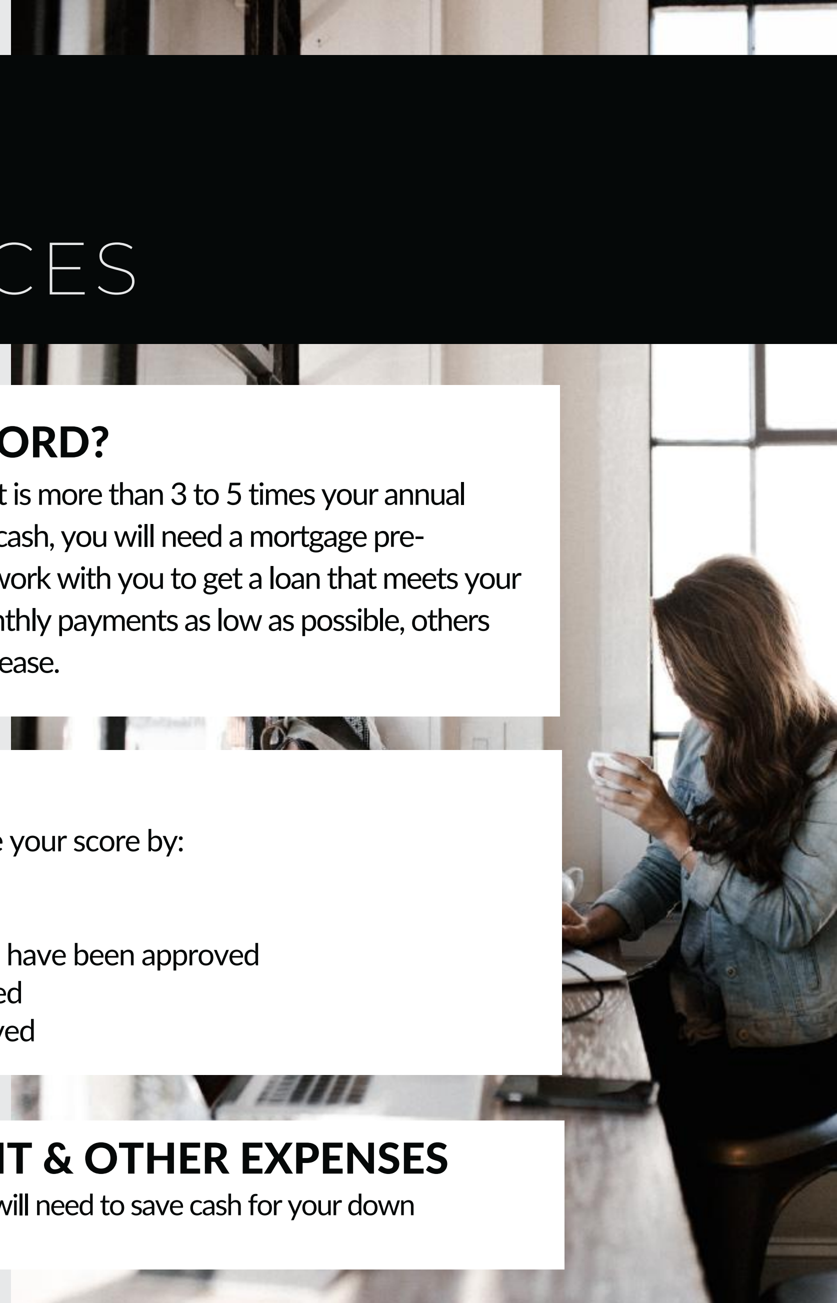
ON YOUR SIDE
A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities effect the value of a home, we will make sure we submit a competitive offer on the right house for you.

NEIGHBOURHOOD EXPERT
We work daily in neighborhoods with inspectors, contractors, and negotiating with sellers. We have the market knowledge you need to get you the home of your dreams at the best price! Understanding the local real estate market is essential when it comes time to make an offer on a house.

PROBLEM SOLVER
We will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. We work tirelessly to make sure buying a home is a fun and stress-free process.

AFFORDABILITY
The seller typically pays the commission for both the seller's agent and the buyer's agent.

prepare
YOUR FINANCES



HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders recommend you do not buy a home that is more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by your mortgage lender. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure that their monthly payments never increase.

CHECK YOUR CREDIT

A mortgage requires a good credit score. You can improve your score by:
●Paying down credit card balances
●Continuing to make payments on time
●Avoid applying for a new credit card or car loan until you have been approved
●Avoid making big purchases until you have been approved
●If possible, avoid job changes until you have been approved

SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

In order to make your dream of buying a home a reality, you will need to save cash for your down payment, earnest money, closing costs & home inspector.

●A Down Payment is required and is usually 5-25% of the purchase price
●Deposit Money is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit.
●Closing Costs for the buyer run between 2% & 5% of the mortgage amount
●A Home Inspection costs approximately $500

get pre
APPROVED

Being pre-approved means you've actually been approved by a lender for a specific loan amount. You will need to provide documented financial information (income, statements, assets, debt & credit reports etc.) to be reviewed & verified by the lender.

start
YOUR HOME SEARCH

Buying a home is exciting, but with so many options available, it's easy to feel overwhelmed. Before you start viewing properties, it's important to have a clear understanding of what you're looking for and what fits comfortably within your budget.

Whether you're searching for a detached home, townhouse, condominium, rural property, waterfront retreat, or new construction, the goal is to find a home that suits both your lifestyle and your long-term plans.

Before You Start Your Search

Take some time to think about what's most important to you:

- **Know your budget** and stay within a comfortable price range.
- **Choose your preferred location** and consider your commute, schools, amenities, and neighbourhood.
- **Determine your must-haves,** such as the number of bedrooms, bathrooms, parking spaces, or a home office.
- **Separate your wants from your needs.** Features like a finished basement, pool, or large backyard are great bonuses but may not be essential.
- **Think about the future.** Will this home still meet your needs in five or ten years?

Once you've identified your priorities, we'll create a customized search and notify you as soon as properties that match your criteria become available. When you find a home you'd like to see, we'll arrange a private showing and guide you through every step of the buying process.

home STYLES

Two-Storey Home
A two storey home has two full levels of living space. A traditional twostorey will have a ground level, with an often equal sized floor directly above. Often you will find living space on the ground level, with the main suite and additional bedrooms on the second floor. There may also be a basement level.

Storey-and-a-half
This style has a deep pitched roof and clean, simple design. Dormers can be added to a pitched roof to add windows or usable space on the upper level.

Single-Level
Also referred to as a bungalow is known for a long, low design with all or most living space on ground level. Many have a basement level which may be finished into additional living space. A lower level walk-out includes a door to the exterior.

Split Level
Also called a split entry, this home style typically has two short sets of stairs running up and down from the point of entry. It may, or may not, have living space at entry level.

home STYLES

Condominium
An owned unit in a large property complex that consists of many individual units. Often has a fee that covers shared monthly expenses for the upkeep of the building and facilities.

Townhouse
An owned unit in a row of houses all attached to one another. Often has an condominium fee that covers shared monthly expenses for the upkeep of the exterior and any shared facilities.

Semi-Detached
This home has two single family dwellings that are separated by one common wall and have mirror image layouts. Semi-detached homes typically have two separate street addresses and can be owned by two different homeowners. Since outdoor maintenance is the responsibility of the homeowners, it is important to consider shared expenses that may need to be addressed such as house siding and windows as well use and upkeep of common spaces such as the yard, landscape or a shared driveway

Duplex
A duplex is a home consisting of two separate dwellings that are either side by side or stacked on top of each other. They typically have identical layouts or a mirror image of each other. A duplex typically has one street address with unit numbers and one property owner.

make
AN OFFER

WHEN TO MAKE AN OFFER:
So you have found THE house! Congrats! In today's market when the demand is higher than the amount of homes available it is important to act fast!

HOW MUCH TO OFFER:
We will sit down and look at recent sales and current buyer activity in the area, as well as, the value of the property in it's present condition. Putting all this information together, we will determine the price that you would like to offer.

SUBMITTING AN OFFER
There are some components to an offer that makes it more appealing to the sellers.

Put Your Best Foot Forward
We will work together to discuss your options and create your very best offer. Depending on the circumstances, you may have only one chance to make a good impression.

Put Down a Healthy Deposit
A larger deposit shows the seller you are serious

Cash Talks
A transaction that is not dependent on receiving loan approval is more attractive to a seller

Shorter Inspection Periods
Try shortening the inspection period to 2-3 days

Write the Seller a Letter
We will make your offer stand out by writing a personal letter to the seller, explaining why you fell in love with their home.

Offer to Close Quickly
Many sellers prefer to close within 30 days. However, being flexible and working with the sellers closing is always a plus.

the
PROCESS

AFTER YOU SUBMIT AN OFFER

THE SELLER COULD

•ACCEPT THE OFFER

•DECLINE THE OFFER

This happens if the seller thinks your offer isn't close enough to their expectations to further negotiate.

•COUNTER-OFFER

A counter-offer is when the seller offers you different terms. If this happens, you can:

•ACCEPT THE SELLER'S COUNTER-OFFER

•DECLINE THE SELLER'S COUNTER-OFFER

•COUNTER THE SELLER'S COUNTER-OFFER

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

OFFER IS ACCEPTED - CONGRATS!

You will sign the purchase agreement and you are now officially under contract! This period of time is called the contingency period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.

order
AN INSPECTION

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of their findings. You can take the issues as-is or request the seller to address some or all of the findings. We will be mindful and reasonable on smaller items, while being very cautious and vigilant of potentially significant issues.

negotiate
FINAL OFFER

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

1. Ask for a credit for the work that needs to be done. Likely, the last thing the seller wants to do is repair work.
2. Think "big picture" and don't sweat the small stuff. Tile that needs some caulking, or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.
3.Keep your poker face. The sellers may be present during inspections and revealing your comfort level with the home could come back to haunt you in further discussions or negotiations.

appraisal
ORDERED

Your lender will arrange for a third party appraiser to provide an independent estimate of the value of the house you are buying. The appraisal lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter.

If approved you will receive your final commitment letter that includes the final loan terms & percentage rates.

*Appraisals are not always required. This is determined by the lender.

Property Title Search

This ensures that the seller truly owns the property and that all existing liens, loans or judgments are disclosed. This will be completed by your lawyer prior to closing.

Homeowner's Insurance

You'll need insurance for the new home prior to closing. This will protect against things like fire, storms and flooding

the
HOME STRETCH

As closing day approaches, there are just a few important steps remaining before you receive the keys to your new home. Your Realtor and lawyer will guide you through the final details to help ensure everything goes smoothly.

Final Walkthrough

A final walkthrough is typically scheduled 24 to 48 hours before closing. This is your opportunity to confirm that the property is in substantially the same condition as when you purchased it and that any agreed-upon repairs have been completed.

During your walkthrough, you'll want to:

- Confirm the home is in the agreed-upon condition.
- Test major systems such as heating, air conditioning, plumbing, and electrical.
- Ensure included appliances and fixtures are still in the home and in working order.
- Verify any negotiated repairs have been completed, if applicable.

The final walkthrough isn't another home inspection—it's simply your opportunity to make sure everything is ready before ownership transfers.

Meeting With Your Lawyer

In Ontario, you'll typically meet with your real estate lawyer one to two weeks before closing to review and sign your closing documents.

Be sure to bring:

- Government-issued photo identification.
- A bank draft or certified cheque for your remaining down payment and closing costs (or arrange a wire transfer if instructed by your lawyer).
- Void cheque or banking information (if requested).
- Any additional documents your lawyer has requested.

Your lawyer will review the final paperwork, explain the closing process, answer any questions, and ensure everything is in place for a successful closing day.

scheduling
YOUR MOVE

AFTER SIGNING

• Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition
•Get copies of medical records and store with your other important documents
•Create an inventory of anything valuable that you plan to move
•Get estimates from moving companies

4 WEEKS TO MOVE

•Give 30 days notice if you are currently renting
•Schedule movers/moving truck
•Buy/find packing materials
•START PACKING

2-3 WEEKS TO MOVE

•GET QUOTES FOR HOME INSURANCE
•Contact utility companies (water, electric, cable)
•Change address: mailing, subscriptions, etc.
•Minimize grocery shopping
•Keep on packing

1 WEEK TO MOVE

•SCHEDULE AND ATTEND FINAL WALK THROUGH
•Finish packing
•Clean
•Pack essentials for a few nights in new home
•Confirm delivery date with the moving company. Write directions to the new home, along with your cell phone number

things

TO GET FOR YOUR NEW HOME

- [ ] HOMEOWNERS INSURANCE
- [ ] GAS
- [ ] FLOOD INSURANCE
- [ ] ALARM/ALARM CODE
- [ ] FIRE EXTINGUISHER
- [ ] MAIL FORWARDING
- [ ] BROOM AND MOP
- [ ] NEW LOCKS
- [ ] BEDROOM FURNITURE
- [ ] WIFI
- [ ] LIVING ROOM FURNIITURE
- [ ] LAWN EQUIPMENT
- [ ] DINING ROOM FURNITURE
- [ ] CABLE
- [ ] SMOKE DETECTORS
- [ ] MICROWAVE (IF NEEDED)
- [ ] ELECTRICITY
- [ ] CLEANING SUPPLIES
- [ ] WATER
- [ ] FIRST-AID KIT

dont
FORGET

KITCHEN

- [ ] DINING TABLE AND CHAIRS
- [ ] POTS, PANS, CROCKERY
- [ ] CUTLERY AND COOKING UTENSILS
- [ ] CUPS AND MUGS
- [ ] BLENDER
- [ ] TOASTER
- [ ] MICROWAVE
- [ ] GLOVES AND TOWELS
- [ ] BROOM, DUSTPAN, AND MOP
- [ ] SPONGES AND DISH BRUSH
- [ ] DRYING RACK
- [ ] PAPER TOWELS AND STAND
- [ ] TUPPERWARE
- [ ] TRASHCAN

LAUNDRY

- [ ] BASKET
- [ ] IRONING BOARD
- [ ] IRON
- [ ] CLOTHES RACK

MISC

- [ ] BATTERIES
- [ ] LIGHT BULBS
- [ ] EXTENSION CORDS
- [ ] TOOL KIT
- [ ] VACUUM CLEANER
- [ ] WIFI ROUTER/EXTENDER

BATHROOM

- [ ] TOWELS
- [ ] BATH MAT
- [ ] SHOWER CURTAIN
- [ ] CLEANING PRODUCTS
- [ ] PLUNGER
- [ ] TOILET PAPER
- [ ] TRASHCAN
- [ ] TOILET BRUSH

BEDROOM

- [ ] MATTRESS
- [ ] BED SHEETS, COMFORTER
- [ ] CURTAINS, BLINDS
- [ ] HANGERS
- [ ] SIDE TABLES
- [ ] BEDSIDE LAMPS

LIVING ROOM

- [ ] SOFA. ARMCHAIRS
- [ ] COFFEE TABLE
- [ ] TV + TV STAND
- [ ] LAMPS
- [ ] CURTAINS, BLINDS
- [ ] RUG
- [ ] THROW BLANKET + PILLOWS

basic
SHOPPING LIST

PANTRY
- [ ] COOKING OILS
- [ ] SALT AND PEPPER
- [ ] TOMATO PASTE
- [ ] MIXED HERBS
- [ ] STOCK POWDERS AND CUBES
- [ ] VINEGAR
- [ ] BALSAMIC VINEGAR
- [ ] TUNA
- [ ] CANNED BEANS
- [ ] CANNED TOMATOES
- [ ] SOUPS
- [ ] RICE
- [ ] PASTA
- [ ] PASTA SAUCE
- [ ] ONIONS
- [ ] GARLIC
- [ ] JAM
- [ ] HONEY
- [ ] SYRUP
- [ ] PEANUT BUTTER
- [ ] BREAD
- [ ] CHIPS AND SNACKS

FREEZER
- [ ] FROZEN FAMILY DINNERS
- [ ] VEGGIES
- [ ] MEATS
- [ ] BREAD

FRIDGE
- [ ] EGGS
- [ ] BUTTER
- [ ] MILK
- [ ] CHEESES
- [ ] VEGGIES
- [ ] MUSTARD/KETCHUP
- [ ] SALAD DRESSING
- [ ] LUNCH MEATS

BAKING
- [ ] FLOUR
- [ ] SUGAR
- [ ] BAKING POWDER
- [ ] VANILLA EXTRACT
- [ ] COCOA POWDER
- [ ] BAKING SODA

EXTRAS
- [ ] FROZEN BERRIES
- [ ] POPCORN
- [ ] NUTS
- [ ] YOGURT
- [ ] TEA AND COFFEE
- [ ] SALTINES OR CRACKERS
- [ ] CHIPS AND SALSA

BRIMSTONE

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Real Estate with Heart: Your Trusted Path to Home Sweet Home