



YOUR GUIDE TO BUYING A HOME



DAVID PERES
REAL ESTATE

416 409 3855
davidperes.ca

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KELLERWILLIAMS.
REFERRED URBAN REALTY,
BROKERAGE

Independently Owned
and Operated

6 STEPS TO BUYING YOUR HOME

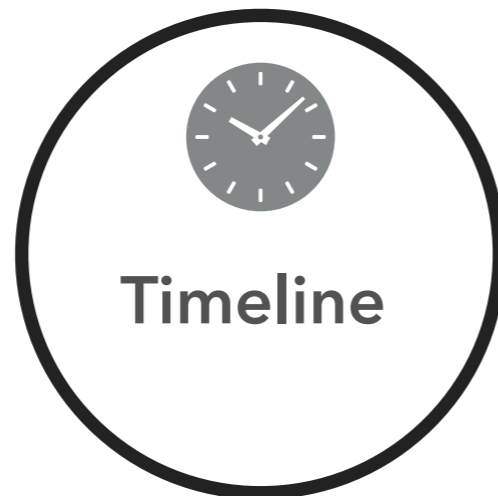


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7 KEY FACTORS WHEN BUYING A HOME



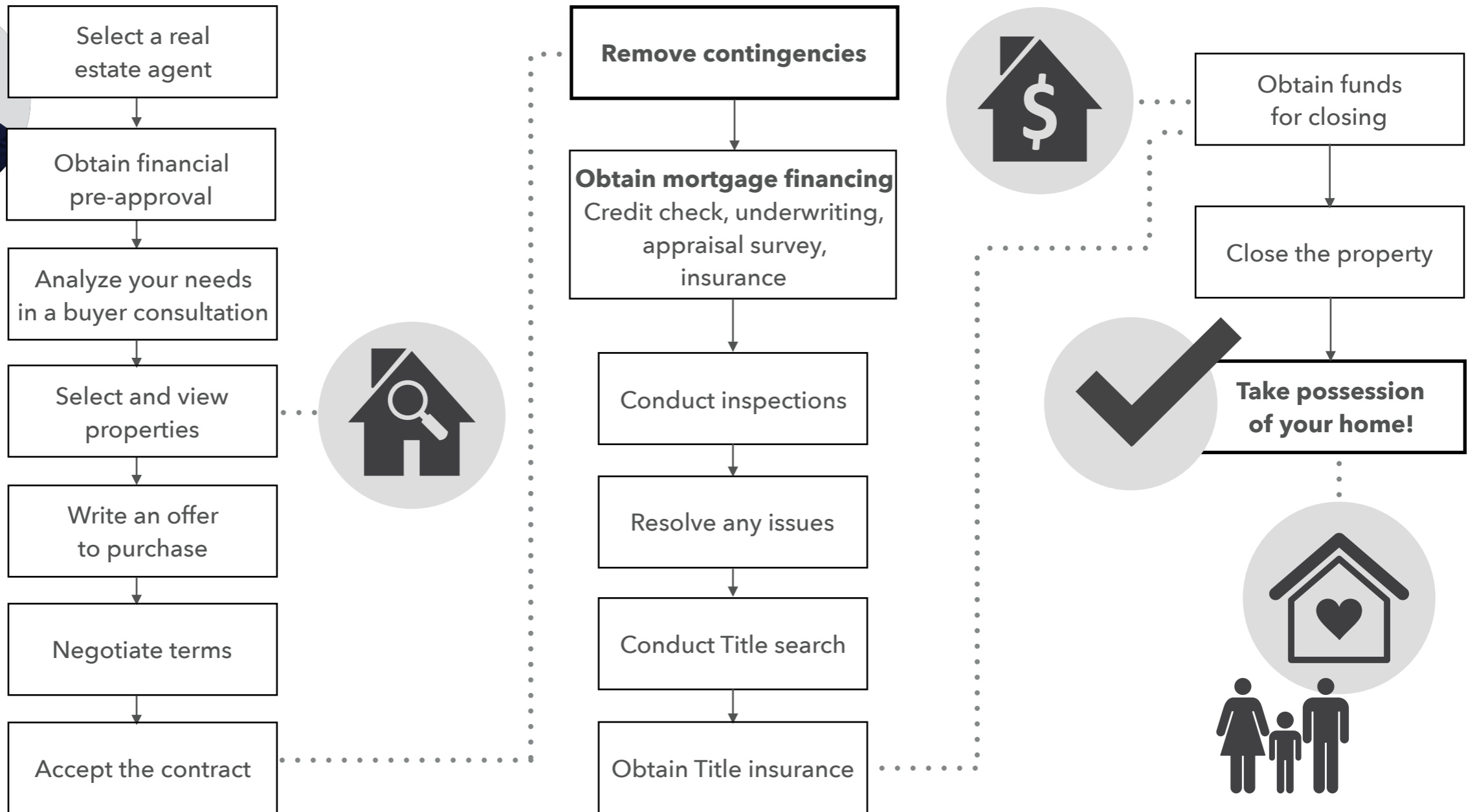
FIRST, LET'S GET TO KNOW YOU

- What's your motivation for buying?
- Is this your first time buying a home?
- What's your perfect home or condo?
- What's your perfect location?
- What's your desired timeline?
- What's your ideal price?
- How can I make this a 10+ experience?

I work with you to thoroughly understand your wants and needs so we can find your ideal home.



THE PURCHASE PROCESS



FIRST TIME HOME BUYING

RRSP Home Buyer's Plan:

- You can withdraw up to \$25,000 from your RRSP to buy or build a new home. The amount withdrawn must be repaid in 15 years.

Land Transfer Tax Credit:

- As a first time home buyer you qualify for a tax credit. On a \$700,000 home you get a Ontario Credit of \$4,000 and a Toronto Credit of \$4,475 from the land transfer tax you pay when you buy your home.

The Home Buyers Tax Benefit:

- First-time buyers can claim up to **\$5,000** for the purchase of a qualifying home on their personal tax return on the year of purchase. You could net up to **\$750!** However, you cannot have lived in another home you or your partner owned in the previous 4 years.



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FIRST TIME HOME BUYING

Minimum Down Payment

- The minimum down payment in Canada depends on the purchase price of the home:
- If the purchase price is less than \$500,000, the minimum down payment is 5%.
- If the purchase price is between \$500,000 and \$999,999, the minimum down payment is 5% of the first \$500,000, and 10% of any amount over \$500,000.
- If the purchase price is \$1,000,000 or more, the minimum down payment is 20%.
- Mortgage default insurance, commonly referred to as CMHC insurance, protects the lender in the event the borrower defaults on the mortgage. It is required on all mortgages with down payments of less than 20%, which are known as high-ratio mortgages. A conventional mortgage, on the other hand, is one where the down payment is 20% or higher.



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THE OFFER PROCESS

- Agent finds out key terms important to buyer/seller.
- Agent protects clients best interests in understanding key terms.
- Agents draft offer based clients wants and needs taking into consideration current market conditions.
- Buyer agent presents the offer to the listing agent
- If in multiple offers, one offer may be chosen to work with, or best offer will be given opportunity to improve.
- What is a Pre-Emptive Offer or a “bully offer”?
- Terms are negotiated.
- If terms are mutually agreeable, acceptance is signed and conditional period commences (if there are conditions).
- Certified Deposit cheque from buyer is submitted as described in agreement (usually held in trust by listing brokerage). Must be submitted within 24 hours of accepted offer.
- Once conditions are satisfied, waivers are signed, and agreement is firm, deposit cheque is no longer refundable.

CLOSING COSTS – HOME PURCHASE

Closing Costs: Before Closing

- **Deposit** (usually 5% of the purchase price, paid within 24 hours of your offer being accepted)
- **Property Appraisal** (\$400- \$500, often paid by the lender)
- **Home Inspection** (\$400-700, paid to the Home inspection company at the time of the inspection)

Closing Costs: On Closing

- **Balance of Purchase Price** (the purchase price less your initial deposit. Usually the bulk will come from your lender and become your mortgage–yay!)
- **Legal Fees** (amount varies depending on purchase price – approx \$1,800 for a \$500,000 purchase)
- **Title Insurance** (sometimes included in your legal fees, \$250-\$400)
- **Mortgage Broker Commission** (if applicable, usually paid by the lender)
- **Property Survey** (if required – \$1,000-\$2,000)
- **Land Transfer Tax (Ontario and Toronto) On a \$700,000 purchase land transfer tax would be**
- **Property Tax Adjustment** (reimbursement to Seller of property taxes they paid beyond the closing date)

Closing Costs: After Closing

- **Moving Expenses** (\$1,000+)
- **Utility Connection Charges** (varies)
- **Redecorating and Renovating Costs** (varies)
- **Immediate Repair and Maintenance Costs** (varies)

WHY BUY WITH DAVID

A real estate professional with an extensive background in client service, marketing and building.

- I'm passionate about helping my clients find the home that is right for them.
- I will strategize with you to realize the most value whether buying, selling or investing in Real Estate.
- My strengths are making connections, building relationships and negotiating the best deals.



WHY BUY WITH DAVID

BACKGROUND

25
years in
marketing and
services

17
years in
home building
and
renovating

REAL ESTATE SUCCESSES

41%
faster than
average
in selling
homes

6.7%
lower price
negotiation for
clients

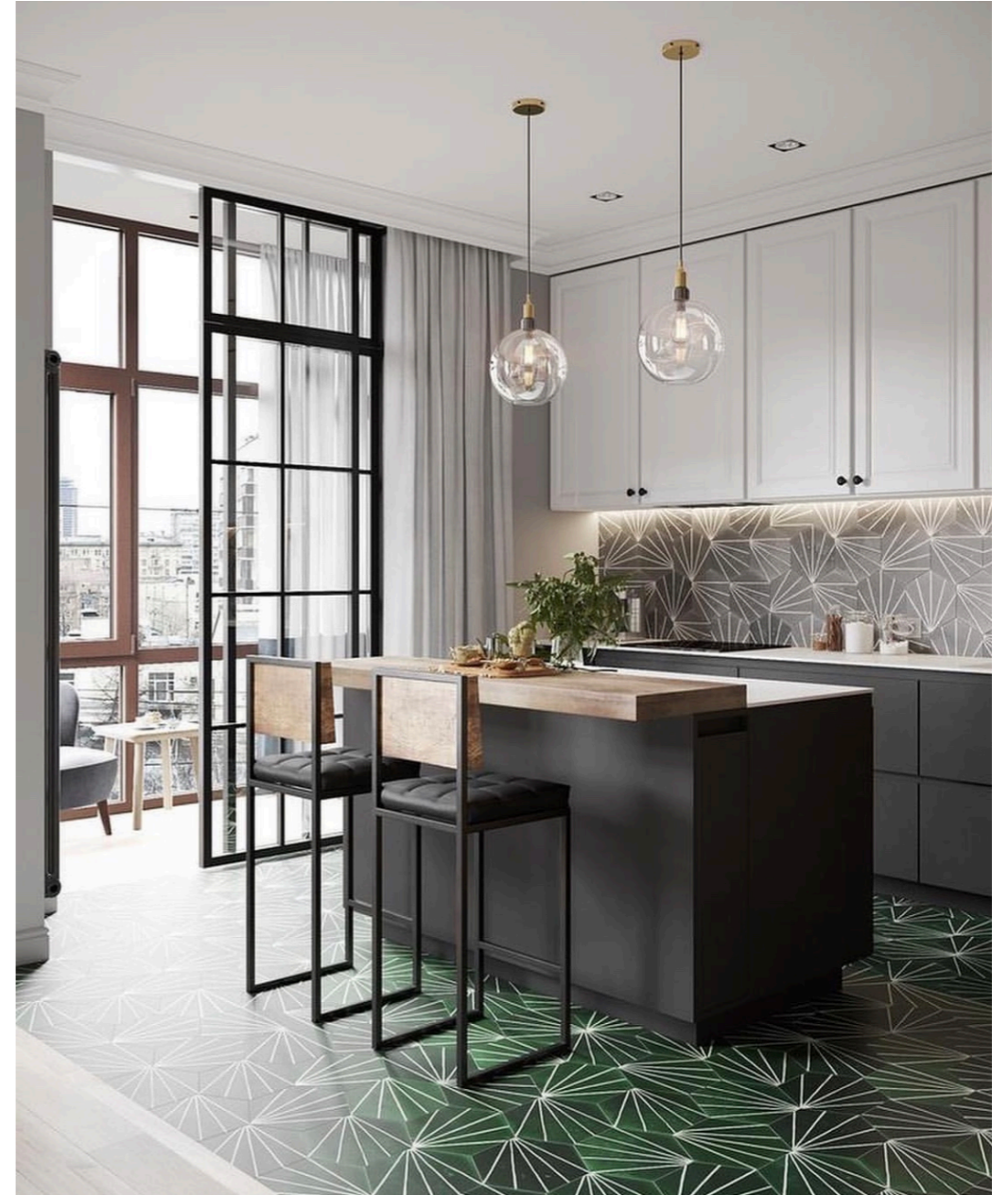
Engage with a
LARGE
database of
buyers

PROMISE

Negotiate the
BEST
value for you

Makes buying
and selling
EASY

HIGH
database of
buyers



WHAT TO EXPECT FROM DAVID

- Analysis - analyze your needs.
- Selection - daily auto-updates, select and view homes on the market- be in the know.
- Offers - Write offers to purchase.
- Negotiate - I will get you the best deal I can.
- Paperwork - Bulletproof the transaction so you are protected.
- Remove Conditions - home inspection, resolve issues.
- Coordinate Closing - documents to lawyers.
- Assist with moving logistics - MoveSnap-white glove concierge to handle all details

WHY KELLER WILLIAMS

- Reliability - founded in the principles of trust and honesty
- Track record - world's largest real estate franchise.
- Knowledge - KW has been named the #1 training company.
- Technology - Best mobile property search app.
- Teamwork - KW is designed to reward teamwork.



KW worldwide regions (as of January 2018)

- ARGENTINA
- BELIZE
- BERMUDA
- CANADA
- COSTA RICA
- CZECH REPUBLIC
- DUBAI, UAE
- FRANCE
- GREATER SHANGHAI, CHINA
- GREECE
- INDONESIA
- ISRAEL
- JAMAICA
- MEXICO
- MONACO
- NICARAGUA
- PANAMA
- PHILIPPINES
- POLAND
- PORTUGAL
- PUERTO RICO
- ROMANIA
- SOUTH AFRICA
- SOUTHERN CYPRUS
- SPAIN
- TURKEY
- NORTHERN CYPRUS
- UNITED KINGDOM
- UNITED STATES
- VIETNAM

ADDITIONAL RESOURCES

I can also help you with...

- Lawyers
- Mortgage brokers
- Movers
- Trade people - Builders, plumbers, painters, carpenters, demolition, electricians
- Storage

THANK YOU!

I look forward to helping you find and purchase the home that is right for you - with an experience that is beyond your expectations!



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