

BUYERS GUIDE

EVERYTHING you need to know when buying a home

When buying a home there are a LOT of moving parts. This guide will outline everything from contract to close. Being aware of all that's going on will increase confidence and reduce stress.

DAN CHIASSON
REAL ESTATE



MY NAME IS DAN CHIASSON

I'm Here To Help!

Dan Chiasson is a Toronto REALTOR® that delivers the dream of homeownership while putting clients' interests above his own.

For those who already own a home, great! Turning that property into a wealth building tool is what he does best. Owning a piece of real estate can be an emotional process. Things like location, lifestyle, and connection are the driving forces in the decision-making process. For others, real estate is a building block to wealth. Each person has a unique goal. With education, specialized training, and ongoing support, Dan will help bring that goal to light.

When seeking a professional for guidance through a complex transition, there is a level of comfort and trust required to feel safe. At Dan Chiasson Real Estate, this is the foundation for creating lifelong relationships. Decisions aren't made for you, they are made with you.

Since day one, Dan has put all his effort into building a brand that focuses on authenticity, education, professionalism, loyalty, and commitment.

Helping clients achieve their goals is not just a job, it's a passion.

ONE WHY US?

TWO THE STEPS

THREE BUY OR SELL FIRST

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THE STEPS

So, you want that dream home? We know exactly how to get you there. Here are the typical steps involved in buying a home.



GET PRE-APPROVED

You'll want to get this process started asap, as getting pre-approved for financing is essential.

CHOOSE AN AGENT

Choose an agent whose personality meshes with your own and whose experience can work in your favour!



HUNT FOR HOMES

We'll take note of your requirements and start searching for properties that fit the bill!

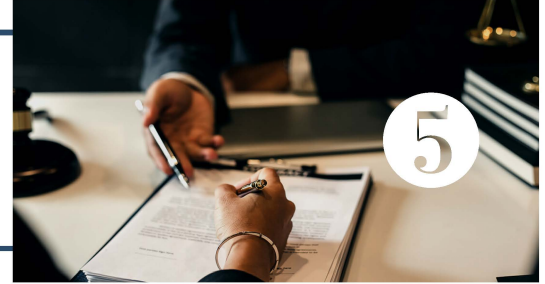
RESEARCH NEIGHBOURHOODS

Your new neighbourhood is just as important as your home. Look at schools, recreation and shopping.



MAKE AN OFFER

We'll draw up an offer and negotiate on your behalf.



INSPECTION

This will address any hidden issues in the house.



CLOSE THE SALE

Arrange a closing date and sign the paperwork!



MOVE IN!

You did it! Welcome to your new home!

BUY OR SELL FIRST

Each situation is unique, and several factors need to be looked at to determine which option is right for you. Here are some things to consider with each.



BUY FIRST

Works best when

There is a lot of competition in the market and property prices are rising

You're confident there will be a high level of demand for your existing property

You can negotiate or make it conditional on selling your own home

You're prepared to accept an offer that lets you move on or pay bridging finance.



SELL FIRST

Works best when:

Property prices are flat or declining

if you want greater certainty about how much you have to spend on your next home

If you're moving locations and buying in a different and slower market

If you can negotiate a long settlement or know that you'll be able to find something that suits your requirements.

PRE-APPROVAL

Getting a pre-approval is one of the best things you can do to simplify the process and give yourself more confidence in your buying power. Here's what you can expect from the process.

1



YOUR CREDIT SCORE

Knowing your credit score will help lenders decide if you're a good candidate for a loan. The higher your credit the better.

YOUR EMPLOYMENT HISTORY

Lenders want to make sure you can regularly make mortgage payments, with no major gaps in income.



2

3



YOUR ASSETS AND DEBTS

Lenders want to know your debt-to-income ratio to know if you can make each loan payment with the income you earn.



WHAT KIND OF HOME DO YOU WANT?

Are you interested in single-family, condo or townhome? Do some research of what types of homes offer what that will help narrow down your search area.



CONSIDER YOUR COMMUTE

Do you need a car to get to work? Are you going to be taking transit? Do a test run before committing to a certain area.



OLD HOUSE OR NEW HOUSE

Older neighbourhoods are great for their charm and character, but often older homes require more repairs, newer developments have modern finishes and less repairs needed.

CHOOSING A HOME



COMMUNITY

What would you like to see in your new community? Is it more coffee shops? Events? Closer to the water? Whatever it is write it down and choose areas that have those features.



WALKSCORE

How important is it to you to be walking distance to things like schools, shopping and groceries? Think of what you want or need to be close to.



MUST NOT HAVE

Everyone has wants but have you considered the things you don't want? If you hate noise you might want to steer clear of the college area for example.

UNDERSTANDING OFFERS

Once we draft and present the offer a few things could happen, here's a breakdown of the offer process and what you can expect.

OFFER PRESENTED



ACCEPT

Your offer is accepted! Time to celebrate, now we will move ahead with any conditions laid out in the offer like home inspection.

REJECT

The Seller may reject your offer. We will ask questions to discover why and if there is anything we can do to make the offer more appealing.

COUNTER

The Seller may come back with their own offer. In this case, we will review the terms with you and continue to negotiate until we reach an agreement.



Dan was amazing! He really went above and beyond throughout the whole process. I still remember the first day he said to me, "If you like a house, I'll get it for you", to my surprise it happened a couple of weeks later! He is by far the most responsive realtor I've ever had to deal with, and in this market this is the one thing you need. Will keep working with him moving forward.

- Franco and Letty

ELEMENTS OF AN OFFER

Price

The price of the home

Deposit

Will be applied against the purchase of the house when the sale closes.

Terms

Terms include the total price offered and the financing details.

Conditions

Conditions are items that must be completed or fulfilled prior to the closing (such as a home inspection, obtaining financing, or selling your existing house).

Inclusions and exclusions

Items included or excluded. These items can be anything from appliances to decorative items, such as window coverings or mirrors.

Closing day

The closing day is generally the day the title of the property is legally transferred and the transaction of funds finalized.

CLOSING COSTS

BEFORE CLOSING

- DEPOSIT
- PROPERTY APPRAISAL
- HOME INSPECTION

ON CLOSING

- LAND TRANSFER TAX
- PROPERTY TAX
- MORTGAGE INSURANCE

AFTER CLOSING

- MOVING EXPENSES
- UTILITY CONNECTIONS
- RENOVATIONS
- REPAIRS + MAINTENANCE

FAQ'S

HOW MUCH DO I NEED TO PAY YOU?

Great news!! As a buyer, you will almost never pay any commission fee. Any commissions will be paid from the sellers which means we get to go house shopping on their dime!

WHY DO I NEED A BUYER AGENT?

It's in your best interest to have representation, the Seller Agent is working in the best interest of the seller which means you need someone on your side to make sure you get the best possible deal.

HOW LONG DOES THE PROCESS TAKE?

Finding the right home can take weeks to months depending on your timeline and needs. Once we find a home you like, the offer can be accepted within days and the closing is typically 1-3 months, which means you could be moved into your new home in a few short months.

MOVING CHECKLIST

TWO MONTHS BEFORE

- Start downsizing and donating old and unwanted items
- Start researching moving costs and companies
- Collect school records and transfer
- Order packing supplies

ONE MONTH BEFORE

- Change your address and send moving notifications to friends and family
- Find local healthcare providers and shopping necessities
- Buy any new appliances or make plans for what to buy

TWO WEEKS BEFORE

- Contact utilities
- Finalize moving arrangements

2-3 DAYS BEFORE

- Plan payments and expenses for moving
- Defrost your fridge
- Clean as you continue to pack
- Pack things you will need right away separately

MOVING DAY

- Do a final walkthrough
- Keep all receipts
- Pre-clean, seal any windows or doorways
- Check for damages in your new home that will need to be fixed
- Unpack room by room

TESTIMONIALS

“

Dan is the best! We were able to find a place we LOVE on our second tour and he made everything happen to make sure we got it. He was always very responsive and answered our millions of questions. He is on top of his stuff, got everything done so fast, and always made it feel like he had time for us. Dan is also very knowledgeable about the Toronto market and was able to give us great advice. Needless to say, I will 100% be recommending Dan to everyone I know looking.

-Sarah and Emily

“

Working with Dan to purchase our first home was a delight. He was very informative and knowledgeable about the before, during and post purchase processes.

zEd and Sarah

“

I feel so lucky to have had the opportunity to work with Dan! He was so patient and helpful throughout the entire process. Would highly recommend working with Dan!

Michelle G

“ Dan is so friendly, competent, and super accessible and responsive. He has professional communication skills while also being very approachable and funny! We are so grateful for all his help in securing our awesome first apartment!!

Gewn G

“ Dan was a great agent to work with! Incredibly responsive and quick to come up with solutions. He has a great eye for the market and provided me a sense of security for finding my ideal place. He's highly recommended and I will definitely work with him again in the future.

Richard B

“ Working with Dan was an amazing experience. He really listened and understood what we were looking for and was always available to answer our questions. Dan went above and beyond the call of duty and went out of his way to make our experience easy and enjoyable.

Rachael D

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