



Our Buying Process



1. Wants and Needs

We encourage all our buyers to make sure they have prepared a list of their wants and needs for the home they want to purchase. This will help us with what homes to tour and how we can help.

2. Pre-Approval

Buyers who want to purchase a home before the process starts should meet with a mortgage broker to find out what they can afford. We work with multiple mortgage brokers and can refer buyers to a variety of brokers with access to a range of financial institutes.



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3. Custom Home Search

Once buyers have discussed their price range and their wants and needs we are able to create a custom home search with their specific criteria on both the Realtors Association of Hamilton-Burlington (RAHB) board and the Toronto Real Estate Board (TREB) which then send listings directly to their email.

4. Viewing Homes

If a buyer likes a home that comes up in their search, we are able to book a showing to go view the home or several homes. We are fully accessible agents with quick turnaround on getting buyers into the home(s) they want to view within 24 hours of their request with some exceptions that could be set out by the listing Realtor, such as: tenants or elderly Sellers. It is important to view a home rather quick after it is listed on MLS.

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5. Offers

If a buyer wants to pursue an offer on a property we send blank versions of the offer and purchasing documents. This gives the buyer time to read and review all the standard documentation so they can ask us any questions or concerns they may have. We prepare a first draft of the offer with all the info filled in ex. price, closing date, any conditions, deposit. Once all fields are agreed upon we will register the offer with the listing brokerage and keep in contact with the listing agent throughout the irrevocable period. We equip our buyers with the knowledge of comparable homes in the area that have recently sold so our clients can feel confident in what they offer.

DEPOSIT: The deposit that is offered has to be due within 24 hours of acceptance of the offer to the listing brokerage. The buyer can submit the deposit by wire transfer, direct deposit or in person depending on what the listing brokerage offers.

CONDITIONAL PERIOD: Typically, offers contain at least a home inspection or financing condition, and if it's a condo a status certificate condition. If an offer is submitted with conditions that get accepted we will have x amount of days to meet with mortgage brokers or have a home inspector come look at the property before a buyer needs to submit a waiver to firm up the sale. We have access to reputable home inspectors, lawyers and mortgage brokers that our buyers can use during this process.

MULTIPLE OFFERS: In the event that our buyer competes on a property we ask that they have a price in their head that is the maximum they will pay for a property. This is so our clients aren't put in a financially vulnerable position if we get carried away during the offer process. We are there to represent the interests of our client, if they choose to increase their offer or remove a condition we will advise them on the pros and cons of each change. We know that there will always be another property and therefore they're able to confidently walk away if it goes above their maximum price.



We are fully accessible agents with quick turnaround on getting Buyers into the homes.

6. Pending Closing Day

Between the offer getting accepted and the closing day, months could pass by. During this time period there can be a lot of correspondence between both parties for revisits, furniture resale and many other reasons. We have access to view the property a couple times prior to the closing day and we are here to make sure the buyers interests are represented during these visits. Buyers should line up movers and lawyers during this time period as well.

7. Client After Care

After a home closes we want our clients to know that we are still here for their interests. Whether it is us tapping into our network of trades or associates to help with renovations or repairs or providing any advice they need regarding their next steps. Our service does not stop after the contract is up.

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