

Buying a home can be one of the largest financial investments you'll make in your lifetime. This is why it's important to work with a REALTOR® that you're comfortable and confident with as you would any other business partnership. We understand that every buyer has their own individual needs. Whether it be for investment, your first time buying, or moving up the property ladder, we've developed a unique program to deliver based on your needs.

STEPS INVOLVED WHEN PURCHASING A HOME

INITIAL MEETING

Before working with a client, we encourage a face-to-face meeting. This meeting provides an opportunity to ask questions, learn about each other, and give us an opportunity to set realistic expectations prior to engaging in a buyer agency relationship.

MORTGAGE

Meet with your mortgage advisor and obtain a pre-approval that is valid for 90 to 120 days. This will set your maximum mortgage amount and interest rate, so we can set your budget before we begin. It also lets the seller know you are serious about buying a home and protects you from interest rate increases while we look for your new home.

EMAIL SEARCH

We create a custom search query based on your needs. This search will extract all current listings on MLS to your Inbox. You will now have priority access to and receive new listings via email prior to them going live on the public MLS domain.

HOUSE TOUR

We'll narrow the search to a few properties based on your needs and view these properties together. We may find your next home in the first tour or may require subsequent tours. Nonetheless we are working on your behalf to find that home which closely meets your search parameters.

OFFER

When it's time to make an offer, we'll provide current market comparables that will help quantify our purchase price. We will then draft an offer that will reflect price, closing dates, and conditions.

DILIGENCE PERIOD

Upon offer acceptance, we'll have time to review documentation, confirm financing, and undergo home inspection. This is an integral step as we provide honest sound advice allowing you to make a decision with confidence.

SUBJECT REMOVAL

After being satisfied of our conditions, we'll remove subjects and the deal will go firm. A deposit cheque (bank draft) will be provided and will go towards the down payment of your home.

LAWYER

You'll hire a lawyer to represent your interests, provide the legal documentation required, and coordinate mortgage instructions with your bank.

KEYS

On the possession day we'll meet at your home, walk through the property, and ensure all systems are in working order - heat, electric, plumbing, and appliances.

Client Vision Statement

"To continue being a leading real estate services provider, developing strategic partnerships while providing a high level of commitment to all stakeholders. We achieve our vision by working with clients to realize their goals through comprehensive market knowledge, key industry relationships and a systematic approach within an evolving real estate market. We offer solutions that respond to the needs of every client. All business decisions are guided on the principal of achieving maximum return on investment for our clients."

- Shaz Karim