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**BUYER
GUIDE**

**A personalized real estate
experience.**



FOSTER JACKSON
REAL ESTATE PROFESSIONAL



At Homewise Real Estate, we marry incredible Realtors with industry-leading technology to help you find your perfect home faster and easier than ever before. Feeling stressed? Our experienced team will help you find a home quickly at a price you'll love. Homewise Real Estate also partners with our in-house mortgage team to help buyers have an end-to-end process that will save you time and money.

THE STEPS OF THE BUYING PROCESS

The buying process looks different for everyone! Whether you're just starting to think about it or ready to make a move, buying a property comes with a lot of questions. Our job is to answer those questions. First, we've created an overview of the entire process to help you prepare and get started. From here, Foster will work with you to build a customized plan based on your goals.

Getting Pre-Approved

Before you start looking for a home, you need to know how much you can spend. Getting your mortgage pre approval is the very first step in the process - and it's never too early to start! It will strengthen your position when you're ready to submit an offer and help you focus on opportunities in your price range. Consult with your bank and/or a Homewise mortgage specialist who will look at your current financial situation and pre approve you for a mortgage within your budget. This pre-approval will be valid for 120 days.

Tips for Pre-Approval

- **Be prepared with your documents.** Tax records, income statements, and IDs are just some of the items you will be required to provide.
- **Consider all your sources of income.** Income from rent, monetary gifts from family, and more are all something to consider.
- **Get your pre-approval in writing**
- **Ask us for recommendations.** If you don't have someone to help, I would be happy to introduce you to one of our Homewise partners.

Costs to be aware of

It's imperative to know and understand the costs to be aware of when buying a home as they can add up quickly (on top of your purchase price). Don't worry! To ensure you are informed and prepared, we've broken down the common costs in detail for you here:

Deposit & Down Payment

Deposits in the Greater Toronto Area are typically 5% of the purchase price. This amount needs to be accessible in a bank account and ready to be paid within 24 hours of your offer acceptance. Deposits form part of your total down payment and are contributed towards your balance owing on the purchase price on closing.

Closing Costs

Closing costs are typically 1-2% of your final purchase price. These are additional funds that you will need to have accessible for your closing (they are not included in your mortgage):

- Legal fees
- Land transfer tax

Other Fees

- Home Inspections
- Appraisal fees*
- Mortgage Insurance

Always consult your Mortgage Broker/Lender and your Realtor to estimate your closing costs and fees.

Create Your Wish List

When creating your wishlist, there are a lot of factors to consider. For example, these are the main topics my clients typically consider:



Type of home



Affordability



Location



Timeline



Access to Transit



Lifestyle



Amenities



Parking

The Search Process

Search in real-time from any device using an exclusive tool called REALM™; an invite-only search tool that gives you direct access to the same MLS system used by us, as Realtors. Easily communicate with your real estate partner to comment on listings or request showings. It's user-friendly and instant; it looks a lot like your favourite social media tools where you can like, comment, save, and share listings.

Previewing Properties

I know how busy life can get and your time is valuable! I can help streamline the best 5 to 8 properties to preview and ensure they meet your criteria so you aren't wasting your time. You can preview these homes in person or virtually.

We'll help you keep track of which homes you view and then discuss honest feedback on each. You'll have a chance to rate each home on a scale from 1 to 10. Typically your ratings will have these results:

10-8 = Offer

7 = Think About It

6-1 = Pass

Submitting An Offer

When we find the right home, the next step is to submit an offer. In today's market, there are a couple of different strategies Sellers will have to accept an offer. Sometimes, properties are sold in multiple offers (otherwise known as bidding wars; when there is more than one offer on the same property) or through pre-emptive offers (where an offer is submitted in advance of a specified offer date). A pre-emptive offer is also known as a "bully offer". When you submit an offer (Agreement of Purchase and Sale), the main components for you to consider are:

Price

The amount you are willing to pay. This may be the final amount or the starting point of negotiations.

Clauses

Clauses are included in a Schedule to the offer which form part of the Agreement of Purchase and Sale.

Conditions

Requirements that are fundamental to the existence of the offer.

Deposit

This is typically 5% of the purchase price and is payable to the listing brokerage within 24 hours of acceptance.

Closing Date

Represents the day ownership transfers from the seller to the buyer and is stated and agreed to in the Agreement of Purchase and Sale.

Chattels & Fixtures

Otherwise known as inclusions and exclusions; these are the items that you wish (or the Sellers wishes) to included or excluded in the sale.

Offer Acceptance

Once your offer has been successfully negotiated and accepted by all parties, you now have either a conditional or firm sale. Once firm (conditions have been fulfilled according to the agreement), your sale remains pending until the Closing Date.

You will require a lawyer to facilitate the transaction. I recommend that you contact your lawyer a minimum of 1-2 weeks before your closing date to ensure that everything is in order and to confirm a date and time to sign all paperwork (this can be done virtually), and when to pick up keys for your new home etc.

*If you do not have a real estate lawyer, I am pleased to refer one of my preferred partners.

Closing Day

On closing day, your lawyer will advise you once the transaction has been successfully completed (i.e. funds have been transferred) which would mean that the title will be officially transferred and you'll be given access to your new home. The Sellers typically have until 6:00pm to provide vacant possession, unless otherwise negotiated in your contract.

Congratulations you are a homeowner!



**Sleepless nights are for
those without the right
Agent**



8 REASONS TO BUY WITH FOSTER JACKSON & HOMEWISE

There are over 70,000 agents serving the Greater Toronto Area on the Toronto Regional Real Estate Board alone (and thousands more on local boards). As a Buyer, you have a plethora of options when it comes to selecting a Realtor to represent you through the buying process. So that begs the question, why choose Foster & Homewise?

01

WE KNOW THE MARKET

Our educated team of experts eat, sleep and breathe real estate. We take our responsibility seriously to ensure you understand what is really happening in the current market (and why). We are committed to ensuring you feel knowledgeable and informed on real estate stats, trends and the entire buying process.

02

WE OPERATE FROM OUR CORE VALUES

Relationships first, always. This is at the centre of what matters most to us. We intend to earn (and keep) your trust through the entire buying process and our commitment to “relationships, first” extends far beyond your purchase. Within the industry, we also have a valued network of Realtors and affiliate relationships to ensure we are not limited in the scope of service we provide to you.

03

YOU'LL ALWAYS KNOW WHAT HAPPENS NEXT

I've come to realize that one of the most important things I can do for my clients is always stay one step ahead to make sure you know what's going to happen next. I make every effort to keep you updated and informed. While I might not always have the answer at my fingertips, rest assured I will let you know that I am on it and will be getting back to you right away. When my professional opinion is warranted, you can trust that I will provide it. I will not only keep you updated on current market conditions or changes, I will provide honest feedback on a particular property or neighbourhood. This will ensure you're well-informed when it comes to making your final decision to purchase a home.

04

OUR SERVICES ARE FREE

Did you know that there is absolutely no cost to you working with Foster and Homewise to buy or invest in real estate? When you buy a property, we are compensated by the Seller.

05

WE ARE EXPERT NEGOTIATORS

Never split the difference. Our extensive real estate sales experience, combined with our commitment to education in both sales strategies and the market ensures we have the upper hand at every negotiation table. Many of our Team Partners have received the Certified Negotiation Expert designation. Today's market requires a competitive edge. By hiring Foster & Homewise, you have the best chance to get exactly what you are looking for at the right price and with minimal stress.



06

YOU HAVE AN ENTIRE TEAM WORKING FOR YOU

When you choose Foster & Homewise to represent you for your house, condo, or investment purchase, you get our entire team working on your behalf, not just one solo agent. We are a large sales team of full-time agents (that's a big deal, ask us why), with a strong track record in sales, negotiation, and marketing. Combined, we have over 40 years of real estate experience with over half a billion dollars in sales. In addition to our sales team, you'll also receive support from our dedicated operations, client services, and inside sales teams.

From your pre-approval and search process to your accepted offer and moving day (plus everything in between), our team is dedicated to working hard for you. But wait, it doesn't even stop there; we also work with an extensive network of service partners that are devoted to our clients and operate at the same level of excellence and expertise as we do (lawyers, mortgage brokers, inspectors, and more). Just ask and we can provide our recommendations.

07

WE ARE PAPERLESS & DIGITAL

We use industry-leading tools and technology to assist with your search process and manage your purchase. We can automate everything - you won't have to print or scan a single thing. Through our paperless systems, our Buyers can sign documents in minutes from anywhere and on any device.

08

YOU'LL HAVE A REAL ESTATE EXPERIENCE WORTH TALKING ABOUT

Our job is to help ensure that your buying process is as easy and seamless as possible for you. We know it can be stressful, but with our help, it can also be really enjoyable.

We will do everything we can to make your real estate experience worth talking about.

Over 80% of our business is referral-based. That means our clients have had great experiences and recommend us or continue coming back to work with Homewise.

Our goal is to make sure you feel the exact same way.

5-STAR EXPERIENCES



Results Speak for themselves



ASHLEY R.

My experience working with Foster was nothing short of exceptional. From the initial consultation to the closing of my ideal home, Foster demonstrated unwavering professionalism, expertise, and a genuine commitment to my satisfaction. His in-depth knowledge of the local market and keen negotiation skills were evident throughout the process, ensuring I got the best possible deal. What set Foster apart was his dedication to understanding my unique needs and preferences, making the entire home buying journey a personalized and enjoyable experience. I wholeheartedly recommend Foster to anyone in search of a professional in the business.



PATRICK D.

Working with Foster was a game changer for me in the home buying process. Foster took the time to listen and truly understand my requirements, providing invaluable guidance and support. His 24/7 responsiveness, attention to detail, and proactive approach made me feel confident and well informed throughout the entire transaction. Foster not only helped me find a home that exceeded my expectations but also made the process smooth and stress free. If you're looking for a real estate agent who goes above and beyond, he's your guy.

PREFERRED PARTNERS

Throughout your purchase process, you may need additional services and resources throughout the transaction. If you have your own contacts, we would love to work alongside them for your purchases. However, if you would like recommendations, we have vetted expert professionals in the following categories:



Inspectors



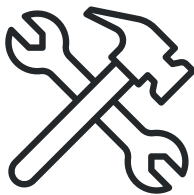
Lawyers



Mortgage Brokers



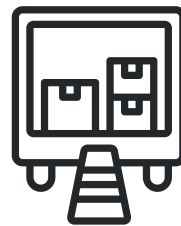
Appraisers



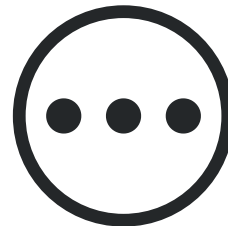
Contractors



Cleaners



Movers



And More

Don't hesitate to ask for these recommendations. We will provide you with more than one in each category.

ABOUT FOSTER JACKSON

A PERSONALIZED EXPERIENCE

Born and raised in the Greater Toronto Area, living both inside and outside of Toronto, Foster sees the city and surrounding areas from all angles.

Prior to becoming a Realtor Foster studied City Studies at the University of Toronto where he focused on urban planning, and the development of safe, vibrant, and resilient communities. He landed a job with a real estate developer which was where he found his passion for real estate.

In addition to his comprehensive real estate services, Foster also has an ingrained passion for landscape architecture and Victorian Home restoration. With an eye for detail and innovation, he is always inclined to help his clients find value in their homes after closing and before listing.

A true cordial leader, looking to build deep-rooted relationships, Foster's end goal is genuinely ensuring you feel happy at home.



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