

Meze Real Estate Group has a single goal in mind.

By specializing in both sides of the real estate coin, we're able to offer our clients valuable insight on properties they might hope to buy or sell. We're able to pull from our extensive building and renovation experiance to advise on all the opportunities that exist with their investment.

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.



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.



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.

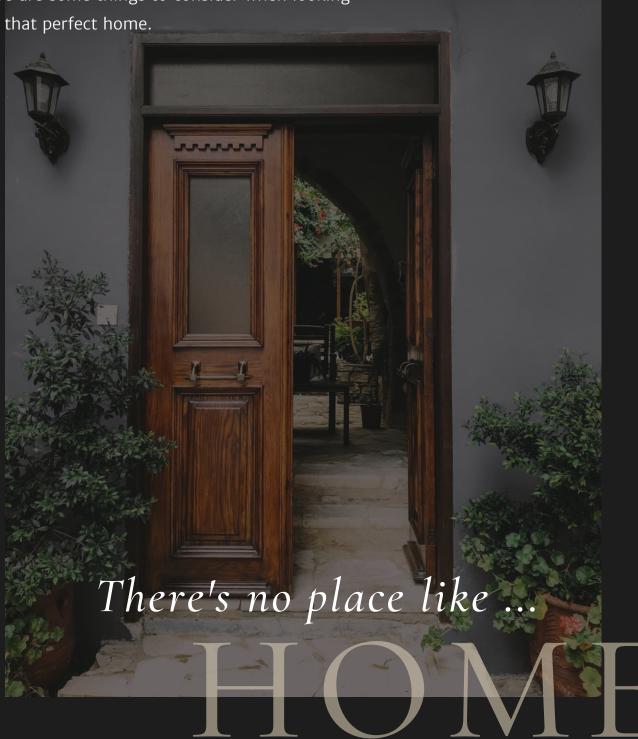


THREE



YOUR ASSETS AND DEBTS

Lenders want to know your debtto-income ratio to know if you can make each loan payment with the income you earn. Choosing a home that complements your lifestyle, income and preferences is no easy task. There are many moving parts to finding a home that will work for you and your family. Here are some things to consider when looking for that perfect home.





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

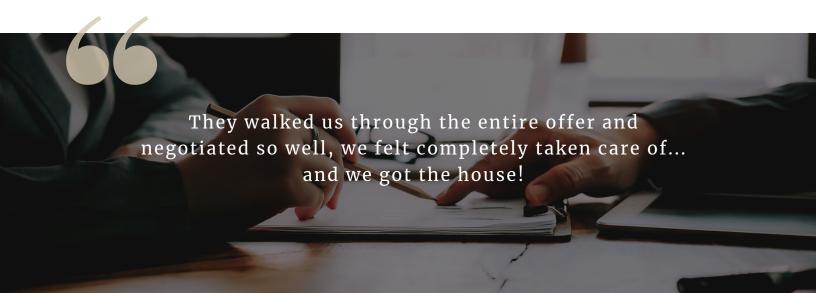
Your offer is accepted!
Time to celebrate, now we will move ahead with any conditions laid out in the offer like home inspection.

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.





CLOSSING COSTS

We count ourselves as lucky that Milan landed in our lives...we would have been lost without his guidance and savvy know-how

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

"I always thought as a buyer I was was responsible for paying the commission to my real estate agent"

HOW MUCH DO I NEED TO PAY YOU?

There are some rare exceptions, but generally, buyer agents do charge a fee, and the fee is paid by the seller. So as a buyer, you will almost never pay any commission fee.

WHY DO I NEED A BUYER AGENT?

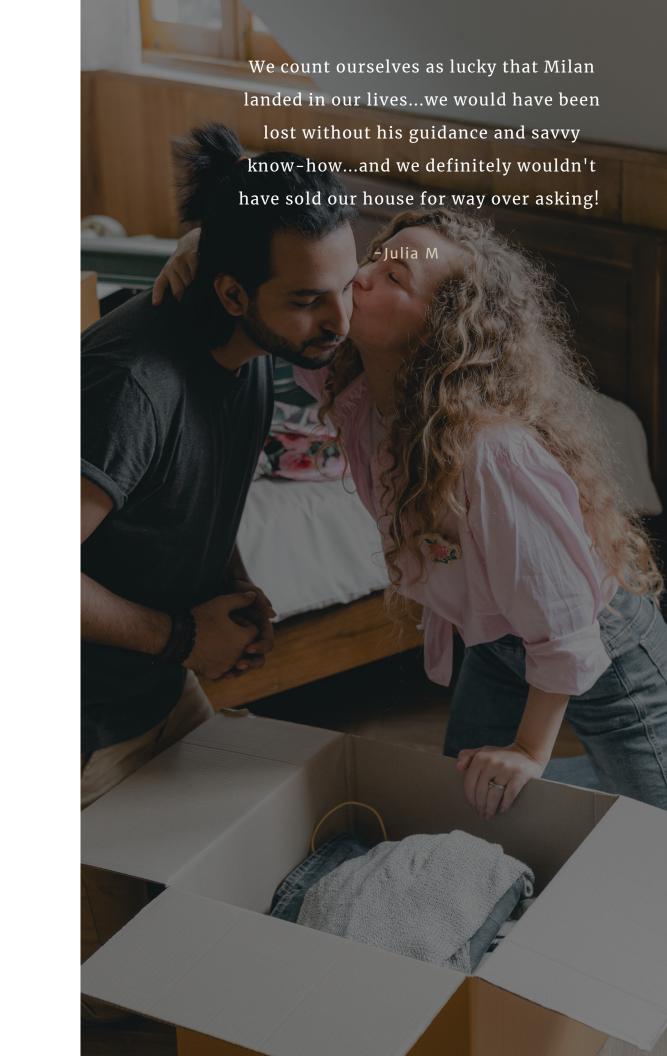
It's in your best interest to have representation the Seller Agent is working in the best interest of the seller which means you need someone on your side to make sure you get the best possible deal.

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	2-3 DAYS BEFORE
Start downsizing and donating old and unwanted items Start researching moving costs and companies Collect school records and transfer Order packing	Plan payments and expenses for moving Defrost your fridge Clean as you continue to pack Pack things you will need right away separately
supplies	
ONE MONTH BEFORE	MOVING DAY
Change your address and send moving notifications to friends and family	Do a final walkthroughKeep all receipts
Find local healthcare providers and shopping necessities	Pre-clean, seal any windows or doorways
Buy any new appliances or make plans for what to buy	Check for damages in your new home that will need to be fixed
	Unpack room by room
TWO WEEKS BEFORE	
Contact utilities	
Finalize moving	



TESTIMONIALS

I was very impressed with Milan's ability to uncover costly repairs and accurately provide a cost to repair the issues! It was very Handy to have a home builders perspective when it came to searching for the right home.

-Irene + Yuri

The team's real estate
expertise was invaluable
to us novices. They
explained market
conditions and walked us
through the whole
selling process.

-Roger + Maria

I would highly recommend Milan. We didn't know where to start looking... He walked us through everything, sent us homes we would like and found us our forever home!

-Paula R

Buying a home can be so tiring, and honestly confusing! I had no idea where to start and Milan just walked me through EVERYTHING, made sure my finances were in order, negotiated the best offer too!

We weren't even sure we wanted to buy but Milan made it clear that this was the best time and he was right! We found the home of our dreams in less than a week and are now planning to renovate the kitchen! We are so happy!

-Kate + Ali

-Alex T

I felt 100% confident in choosing Milan, he helped explain clearly all details and managed the actual negotiation brilliantly. He was extremely responsive to every one of my questions, even the ones that he must get over and over again. I never felt more taken care of and appreciated.

-Grainne K



MEZE REAL ESTATE GROUP

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