



BUYER

GUIDE

RE/MAX Hallmark
PIERRE CARAPETIAN GROUP
BROKER OF RECORD
Brokerage

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BUYING WITH THE PIERRE CARAPETIAN GROUP

SMART REAL ESTATE PURCHASING DECISIONS HAVE THE POWER TO TRANSFORM LIVES

Pierre is passionate about using real estate to not only find the perfect home for your needs, but also to use it as a means to build wealth and ensure your financial independence.

With over 10 years of real estate expertise, Pierre knows how to listen and understand your needs and concerns. He will create and execute a smart strategy that meets your purchasing goals and achieves your home-owning priorities.

His personal success in real estate began when he was 18 and purchased his first home; by the age of 23, he had six investment properties in his portfolio. Now, as a professional real estate broker, he's built upon those excellent investment returns and has helped hundreds of clients make smart real estate purchasing decisions as well. Let Pierre guide you to the same real estate success.

“I’VE FACILITATED OVER 300 MILLION
DOLLARS IN REAL ESTATE TRANSACTIONS.”



BUYING A HOME IN TORONTO

BE AWARE OF THESE ESSENTIAL STEPS

ARRANGE FINANCING

OBTAIN A MORTGAGE PRE-APPROVAL

Offers can be made confidently with uncertainty eliminated, and a pre-approval clarifies your monthly mortgage carrying costs to ensure there are no surprises.

A potential lender will require you to show your income, credit history, and to disclose your debts. Once approved, you will receive a letter that includes an interest rate guarantee that is typically valid for 90 or 120 days.

IMPORTANT TO REMEMBER

A mortgage pre-approval doesn't guarantee the property chosen will be financed. Before advancing your mortgage money, the lender will most likely order an independent appraisal of the property.



BUYING A HOME IN TORONTO

BE AWARE OF THESE ESSENTIAL STEPS

“WHILE YOUR WISH LIST IS CRITICAL, IT’S OUR JOB TO KEEP YOU GROUNDED ENSURING THAT WHAT YOU WANT ALIGNS WITH WHAT YOU CAN AFFORD.”

WELL PREPARED HOUSE HUNTING

YOUR LIFESTYLE SHOULD INFLUENCE YOUR SEARCH



When beginning your search, think about your lifestyle, how long you plan to live in the home, and any possible life changes you might foresee in the future. Also consider:

- What areas or neighbourhoods do you love?
- How many bedrooms and bathrooms do you need?
- What are your absolute must-haves in a home?

DAILY PROPERTY MATCHES



These considerations help you narrow down the list of potential homes to see and importantly, they keep you focused throughout the search process.

Our team will set up a customized search based on your individual criteria for you on MLS® and send you a list of property matches daily.

MAKE YOUR DEPOSIT MONEY AVAILABLE



In Toronto’s red-hot real estate market, access to your deposit money is essential. Having your deposit funds ready with your offer tells the Seller that you mean business.

“MY OBJECTIVE IN EVERY SINGLE TRANSACTION IS TO ACHIEVE THE BEST POSSIBLE OUTCOME FOR YOU. I DO THIS BY PUTTING YOUR INTERESTS FIRST.”

THE INSIDE SCOOP SEARCH

At PierreCarapetian.com we’ve set up a search tool that gives you direct access to MLS. Far better than realtor.ca which is usually a day or two behind. You can create your own property search and stay on top of what’s really happening in the market.

NETWORKING: FINDING THE HIDDEN GEMS

A key strategy Pierre employs is to engage with his network of agents. On countless occasions, he has learned about a property becoming available before it hits the market. Discovering exclusive opportunities allows you the chance to make an offer before the masses ever set eyes on the listing.

“WE WORK FOR YOU, SO YOU’LL KNOW ABOUT EXCLUSIVE OPPORTUNITIES WHEN THEY PRESENT THEMSELVES.”



SCHEDULING THE VIEWINGS

Once you’ve selected the properties you want to view, just let us know. Our team takes care of scheduling and ensures that showings are at times that are convenient for you.

It’s our philosophy that in order for you to make a confident and well-informed purchasing decision, you should see a wide range of properties to truly understand what’s available in your price range.

BUYING A HOME IN TORONTO

BE AWARE OF THESE ESSENTIAL STEPS

MAKING THE OFFER

NAVIGATING COMPETITIVE MARKETS

Deciding to purchase a home you love is both exciting and nerve-racking, especially for buyers in Toronto's intensely competitive market. Demand is extremely high, but supply is low with a shortage of available inventory, which means that homes sell very quickly. Depending on the area, a listing can be sold in as little as one day, with multiple offers.

You can rest assured that we will always represent your best interests and present your offer using strategies that best position you for success. We just ask that you be ready to take decisive action once you know that a property is right for you and to ensure that your deposit money is readily accessible.

IMPORTANT TO REMEMBER

A deposit of 5% of the purchase price is the norm in our marketplace and is what the Seller will be expecting. Unless otherwise indicated in the offer paperwork, the deposit money is required within 24 hours of acceptance of your offer.



“GOING IN WITH A SOLID OFFER IS NOT OPTIONAL—IT’S ESSENTIAL.”

THE FOUR TYPES OF OFFERS

1

CONDITIONAL SALE

AGREE ON THE TERMS WITH CONDITIONS

The transaction enters what is known as the *Conditional Period*. Common conditions include a home inspection, mortgage financing, or status certificate review, among others. If all of the conditions are fulfilled to the buyer's satisfaction, the *Conditional Period* ends and you now have a firm transaction. If the conditions are not fulfilled, the deposit is returned to the buyer and both parties are released from the transaction.

2

COUNTER-OFFER

THE SELLER SIGNS BACK A COUNTER-OFFER

This is a common scenario where the Seller signs back the offer and proposes a different set of terms, such as a higher asking price or a different closing date. Typically, there are a number of back-and-forth negotiations, which is when having a strong realtor on your side is crucial to a successful outcome.

3

FIRM SALE

THE BUYER AND SELLER AGREE ON TERMS WITH NO CONDITIONS

If there are no conditions, the agreement is considered firm as soon as the agreement is signed and the deposit paid.

4

NO SALE

THE BUYER AND SELLER ARE UNABLE TO AGREE ON TERMS

Sometimes, your offer may be unacceptable to the Seller and they might choose not to pursue further negotiations. In this case, the deposit is returned to you and the search continues.

UNDERSTANDING ADDITIONAL COSTS

“ONE COST YOU DON’T HAVE TO WORRY ABOUT IS MY COMMISSION: 100% OF MY FEES ARE PAID FOR BY THE SELLER.”

If your down payment is less than 20% of the purchase price, then the lender will charge you mortgage insurance. The insurance amount is based on your purchase price and varies according to your deposit. Mortgage insurance will be highest when your deposit is low and drops as you put more down towards the purchase price. **You can find the CMHC calculator here.**

We also recommend that you keep what we like to call an, “OH, SH*T” Fund to pay for any unexpected maintenance costs that may arise, particularly if you are buying an older home. Even with a thorough home inspection, unexpected sh*t does happen and no one wants to get stuck without the funds needed for repairs.



Other costs to budget for

Title Insurance, Land Transfer Tax, lawyer fees, movers, and any desired renovations

IMPORTANT TO REMEMBER

In Toronto, there is a double Land Transfer Tax; one provincial and one municipal. **You can calculate the amount of tax you will be required to pay here.**

CLOSING THE SALE

THE DAYS LEADING UP TO THE CLOSING DATE ARE CRITICAL

Once all of the legal and financial obligations have been met, ownership and possession of the property are transferred from the Seller to you, meaning that both you and the Seller have agreed on price and agreement terms, you’ve submitted your deposit, and all conditions have been waived.

During the closing process, you will be working closely with your lawyer and your lender. There will be a lot of paperwork to sign, and you will be making final arrangements with your lender to receive a certified cheque with the balance of the funds owed. Once the cheque is delivered, it will be time to pick up your keys.



CONTINUING CONCIERGE SERVICE

Our team is here to assist you with any of your real estate-related needs. You tell us what you want and we will arrange a service provider to assist you. From moving arrangements and boxes, to house cleaning and picking up keys, we are here to alleviate stress and give you peace of mind knowing that all of the details are taken care of.

Knowledge is king, and we want you to always be informed. When you purchase with us we will send you semi-annual Current Market Analysis reports so you’re always up to date with your current property value.

TESTIMONIALS

LET OUR KNOWLEDGE AND EXPERIENCE WORK FOR YOU.
CALL OR EMAIL US TODAY ABOUT YOUR BUYING NEEDS.

Pierre was an incredible ally to have on our side during our first time home buying experience. He has an expert understanding of the market, neighbourhoods and city planning that made us feel confident in our purchase - most importantly he brought a customer first approach to our engagement. As a partner we're excited to continue to work with him for future real estate opportunities.

MIKE JOFFE

We continue to be impressed by Pierre's ongoing service—always making us aware of lucrative opportunities in the marketplace. His approach mirrors that of an investment portfolio manager, ensuring that we assess both the short and long term potential of all our real estate investments to make well-informed decisions.

GABE AND ADAM

Pierre's dedication to helping me find my dream home was exceptional and unlike any of the experiences I've had in the past. His strong knowledge of the real estate market along with his objective and transparent perspective made the process easy and fun! I already look forward to working with Pierre again and can't thank him enough for the wonderful experience!

DR. DOREH BEHZADPOOR, B.SC., D.D.S.

I have had the opportunity to work with numerous real estate agents and am delighted now to be working with Pierre. I find Pierre has an excellent business perspective and offers strategic purchasing insight and real value. I can safely say he is the most responsive agent I have ever dealt with. He is concise, decisive, and maintains a clarity in thinking that does not get muddled with emotion.

JOHN WIESER, SENIOR PRINCIPAL, STANTEC

As a new buyer, I was very anxious about the entire process and requirements for purchasing a home. Pierre walked me through every step in the process with ease and assurance. With his help, I happily purchased my first condo. Today, whenever I have any questions from decorating tips or current market conditions to financing, Pierre responds immediately with expert knowledge and recommendations. Working with Pierre is like working with one of your best friends - I always feel like he has my best interests at heart and is always there when you need him.

CAROLE CHOW



BROWSE LISTINGS ONLINE

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