

Home Buyer's Guide

The Ultimate Roadmap
to Buying a home

By Mike Mifsud

THE ULTIMATE ROADMAP TO BUYING A HOME



BUYERS



BUY OR SELL FIRST

What's best? We break it down for you right here.

Every situation is unique, so we like to examine a few factors before advising which is best for you. For example: What are the current market conditions? Are you financially capable of carrying two properties without feeling stressed? If we're in a seller's market you might want to find a new home first, but if we're in a buyer's market it's probably best to sell your property first. Let's take a look at the advantages of both.

BUY FIRST

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.

THE STEPS

Let's take a closer look at the steps to buying a home.

**START
HERE**



**GET
PRE-APPROVED**

You'll want to make sure to get this process started asap, as getting pre-approved for financing is essential.



**WORK WITH AN EXPERIENCED
LOCAL AGENT**

Work with an experience local agent to represent your interest and whose experience can work in your favour!



MAKE AN OFFER

We'll draw up an offer and negotiate on your behalf.



HOUSE HUNTING BEGINS

We'll take note of your requirements and start searching for properties that fit the bill!



MAKE A DEAL

We'll negotiate hard to get you the best deal and guide you through the entire process!



DETAILS

We handle all the details, schedule the home inspection, distribute paperwork and follow up until closing date.



MOVE IN!

HOME!

HOME PURCHASE BUDGETING



PROPERTY TAXES

Property taxes are a major source of income and are used to help pay for city services. Each municipality determines their own tax rate every year.

UTILITIES

Utilities are the services required to run your home including: power, water, sewer and heating costs. The cost of utilities can vary widely from home to home and from season to season.



INSURANCE

Home insurance can protect you against all types of damage to your home, such as flooding, vandalism and theft. Most lenders require you to have home insurance to get a mortgage so they can protect the asset they are lending on.

CHOOSING A NEIGHBOURHOOD

1

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.

2

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.



3

OLD OR NEW HOUSES?

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.



4

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.



5

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.



6

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.



THE OFFER PROCESS

Let's talk about the offer process, here are the steps and what to expect.

DRAFT THE OFFER

We will draft an offer that protects you and include any clauses needed. Keep in mind that this offer is just an offer, until it is accepted.



ACCEPT



REJECT



COUNTER

The Seller may accept your offer - CONGRATS!!!!

The Seller may reject your offer.

The Seller may come back with their own offer

Time to celebrate, now we will move ahead with any conditions laid out in the offer like home inspection. Once completed we wait for closing and then MOVE IN!

We will ask questions to discover why and if there is anything we can do to make the offer more appealing. If not we move on and find the home you were meant to have!

In this case, we will review the terms with you and continue to negotiate until we have reached a mutual agreed upon offer or until no agreement can be reached.

Everything
you'll need to
budget for.

CLOSING COSTS



BEFORE CLOSING

- MORTGAGE PRE-APPROVAL
- DEPOSIT
- PROPERTY APPRAISAL
- HOME INSPECTION

ON CLOSING

- LEGAL FEES
- LAND TRANSFER TAX
- PROPERTY TAX
- MORTGAGE INSURANCE

AFTER CLOSING

- MOVING EXPENSES
- UTILITY CONNECTIONS
- RENOVATIONS
- REPAIRS AND MAINTENANCE

OUR COMPANY

We care about your purchase and sale.



Mike Mifsud is the Owner and Broker of Record with 38 years of Experience!

As a full service real estate company we assist home buyers and sellers through the entire process of buying and selling a property.

We are located in the City of Barrie and have served the market area for almost 30 years.

We welcome the opportunity to help you with all of your real estate needs.



EXPERIENCE YOU CAN TRUST!

OUR TEAM

WE BELIEVE IN AN APPROACH TO HOME
BUYING AS UNIQUE AS YOU ARE.



MIKE MIFSUD

CEO & BROKER OF RECORD

As the Broker of Record and Owner, I can assure you that you'll receive the highest level of experience and professionalism. We pride ourselves in providing exceptional service and are always available to answer your questions and to work hard to find you the perfect home.



COREY
STAGG
REALTOR



CHARLENE
MATHESON
REALTOR



JILLIAN
DAVIS
REALTOR



RON
RILEY
MORTGAGE SPECIALIST

You've got Q's
We've got A's

FAQ'S

HOW LONG DOES THE PROCESS USUALLY TAKE?

Buying a home can happen in a week or take months. We will work with you to make it happen as quickly as possible.

WHAT IS A BUYER VS SELLER MARKET?

A seller's market happens when there's a shortage in housing. A buyer's market occurs when there are more homes for sale than buyers.

HOW DO WE KNOW WHAT WE CAN AFFORD?

We'll walk you through the process of figuring out how much you can afford, the first step is making an appointment with a mortgage broker.



HOME BUYERS CHECKLIST

From beginning to end, we've created a list of things you might not be thinking of.

TWO MONTHS BEFORE

- Start downsizing and donating old and unwanted items
- Start researching moving costs and companies
- Collect school records and transfer
- Order packing supplies

ONE MONTH BEFORE

- Change your address and send moving notifications to friends and family
- Find local healthcare providers and shopping necessities
- Buy any new appliances or make plans for what to buy

TWO WEEKS BEFORE

- Contact utilities
- Finalize moving arrangements

2-3 DAYS BEFORE

- Plan payments and expenses for moving
- Defrost your fridge
- Clean as you continue to pack
- Pack things you will need right away separately

MOVING DAY

- Do a final walkthrough
- Keep all receipts
- Pre-clean, seal any windows or doorways
- Check for damages in your new home that will need to be fixed
- Unpack room by room

THE NUMBERS

A breakdown of our home buying numbers.



Happy home buyers clients!

38

Number of home buyers we served last year.



38 years of helping home buyers find the perfect home!



97 new friends made



TESTIMONIALS

What our clients had to say about our selling process



Mike and his team were hands down the best realtors we've ever worked with, we will use them again and again and again...

-Matthew S.



These guys can buy and buy well, wow what a great team, they made sure we were always comfortable every step of the way.

Anthony M.



Mike helped us find and buy our first home. He was more than patient and helped us every step of the way. We highly recommend Mike.

-Wayne W.



Mike and his team really went all out for us. The market was a bit crazy but we bought the house with Mike's hard work and negotiation skills.

-Peter M



**WE HAD NO IDEA WHERE TO START
MIKE HELPED US THROUGH IT ALL AND
MADE US UNDERSTAND THE WHOLE
PROCESS, WE COULDN'T BE HAPPIER**

-Amanda Smith



My mom needed to sell her home during the pandemic, everything from safety procedures to wonderful virtual marketing ads were perfectly executed. We didn't have to do anything or worry about too many people entering our home, as my mother is elderly it was very important to us to be as safe as possible.

Nancy T.



We're so happy we chose to work with Mike. His experience and knowledge really made the difference!

-Sarah S.



There are a lot of realtors out there and a lot of choices, but when it came to selling our home we knew there was no one else but Mike and Corey were professional, caring, knowledgeable and when it came down to it made us feel like part of their team and part of their family. It was as fun to sell our home as it was profitable. These guys are definitely the best of the best! We wouldn't hesitate to recommend them to our family, friends, instapals, everyone!

Randy S.



We were so busy with kids, work and life! Mike and his team took care of everything and we didn't need to lift a finger. It was amazing and they sold our home in two days.

-Melissa





READY TO START YOUR HOME SEARCH?

CONTACT ME TODAY!



MIKE MIFSUD TEAM
at HomeLife Nu-Key Realty Ltd., Brokerage

BROKERMIKE.CA
*Independently owned and operated.



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