

The Field Guide

YOUR HANDBOOK TO BUYING



REALTY ADVISORS
— & CO. —
BROKERAGE

THE HOMEBUYING JOURNEY

Although the homebuying process can feel overwhelming, here's the reassurance you need: your agent and brokerage are here to support you. We'll guide you through each step, offering expert advice and assistance to ensure the transaction goes smoothly and effortlessly. And yes, it's absolutely achievable!



FIRST STEPS

TO BUYING YOUR HOME



Choosing your Agent

Choosing an agent is a deeply personal choice. You're trusting them to guide you through one of the most significant decisions of your life, and we don't take that responsibility lightly. Through dedicated, hands-on work with our clients, we've gained a deep understanding of what matters most to them, building a foundation of trust, confidence, and comfort along the way.



Consultation

This is the moment we learn about you—your needs, aspirations, and vision for homeownership. From leading your search to offering valuable insights throughout the process, your agent will be with you every step of the way—and beyond.



Pre-Approval

When it comes to real estate, having your finances in order is key. Before you start your search, securing financing pre-approval is essential. Unlike pre-qualification, which is just an estimate, pre-approval means you've gone through a full loan approval process. Knowing the loan amount you qualify for will help you set a realistic price range—unless, of course, you're paying in cash. We'll connect you with a mortgage broker who will assess how much a lender is willing to offer. This step not only clarifies your financing options and down payment requirements but also strengthens your position in the eyes of the seller during negotiations.

HOME LOAN APPLICATIONS

Applying for a home loan is a sensitive process. Here's what to avoid when seeking financing.

➤ Don't buy or lease a car before you apply.

Lenders look at your debt-to-income ratio. A large payment or other significant purchase can impact that ratio and prevent you from qualifying for a loan.

➤ Don't make big purchases.

You don't want to add big, new purchases to your debt or take from your available funds for closing costs.

➤ Don't move assets from one bank account to another.

Transfers appear as new deposits, which can complicate the application process. You'd have to disclose the source of funds for each new account.

➤ Don't change jobs.

A new job may require a probation period before income from the new job can be considered for qualifying purposes.

➤ Don't run your own credit report.

It will show up on your lender's credit report and need to be explained in writing.



YOUR FINANCES AT A GLANCE

What do lenders review when considering you for a loan?

- **Your Credit.**
Establishing good credit with a good payment history is imperative and helps boost your credit score.
- **Job Stability.**
A consistent job history with the same company is ideal, but a career advancement may also be acceptable. Schooling completed in preparation for a specific vocation is considered to be a part of your job history.
- **Debt-to-Income Ratio.**
The lender looks at your full income, debt, down payment, loan principal taxes, interest, and insurance to come up with an income ratio.
- **Money, Money, Money.**
This is where the lender verifies your funds for the down payment and closing costs
- **Property Security.**
The lender will require an appraisal by a certified fee appraiser to verify the property's marketability, condition, and value, ensuring sufficient collateral for the loan.

Don't worry if you don't meet all of the guidelines. Lenders work through a variety of circumstances. And we're here to help.



YOUR DREAM HOME

WHAT DOES IT LOOK LIKE?

Desired Location

Property Type

Bedrooms

Bathrooms

Other Features



IMPORTANT INFORMATION

Need to Know

What other considerations will impact your choices?
(schools, commute distance, amenities etc.)

What specific features matter most to you when
purchasing a home?

What are the best days to schedule showings?

Have you been pre-approved for a mortgage?

What is your budget range for purchasing a home?

FINDING THE ONE



Home tours. We're in this together.

We are always happy to preview properties so you don't have to waste a Sunday afternoon at the wrong home. As we shop around at showings and open houses, we'll further refine the search and adapt to your needs.



We've found it. Just like we knew we would.

Once we've found the one for you, we prepare an offer.



THE OFFER PROCESS

- An offer, once accepted by the seller, forms a binding agreement for the purchase of the home. The seller may respond with a "counteroffer," which you can choose to accept, reject, or counter.
- We'll advocate for you during negotiations to help reach an agreement with the seller on the final price and contract terms. In competitive bidding situations, our expertise, experience, and strategic approach will be invaluable assets.
- Together with your lawyer, we'll carefully review the contract, conditions, and other agreements, taking the time to explain everything and ensure your interests are fully protected.
- This is the stage when all final inspections are completed, any contingencies are removed according to the deadlines specified in your offer, and the final documents are signed.
- We submit your notice of fulfillment or waiver. Once the seller approves, you'll be one step closer to becoming a homeowner.
- With your offer accepted, the lender's underwriting process begins. They may request additional documents, and they may also arrange for a property appraisal.
- A few days before the closing date, your real estate lawyer will reach out to have you sign your purchase and mortgage documents. They will review everything with you and ensure you sign all necessary legal papers. At this time, you'll also need to provide any required deposit or down payment to finalize the purchase. Your lawyer will have received all the necessary documents from the seller's lawyer to transfer the title and will go over them with you. On the closing day, your lawyer will transfer the required funds to the seller's lawyer to complete the transaction. Once the seller's lawyer confirms receipt of the funds, they will release the keys, and your lawyer will submit the documents to Land Titles for registration.

CLOSING

ON YOUR NEXT HOME



Final Walk-Through

We want to make sure everything is in good order and ready for your possession.



The Closing

The last documents are signed, final deposits made, the transaction closes.



Delivery of Keys

Time to move-in to your new home.



We're Here for You

This is only the beginning. We're here for anything you need. Contractors, designers, painters, plumbers, house-sitting.



OUR SUPPORT

Here's how we see it: no agent works in isolation, and no one should navigate this process alone. Our brokerage thrives on collaboration, so you benefit from the collective strength of our entire team. You'll have access to experts in everything from legal matters to negotiation, all working on your behalf. Plus, we share insider information, like new listings before they're publicly available, giving our clients a real advantage in the market.

At the heart of our commitment to collaboration is our ability to connect in every way possible. We leverage our proprietary technology to communicate seamlessly, ensuring we stay ahead of the curve. We often learn about new listings before they hit the market, and if we have a buyer interested in a specific neighborhood, we'll spread the word and get responses right away.

We don't just enter a market—we dominate it. In every location, we find the top real estate professionals—agents who truly understand the unique characteristics of each neighborhood. Then, we empower them with our extensive global reach and resources to deliver exceptional results.



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