



The Furtado Group Home Buyer Guide

Buying a Home in Oakville & the GTA

Your trusted path to clarity, confidence, and exceptional results.

Welcome to a Better Buying Experience

Buying a home is one of the biggest decisions your family will ever make. Our mission is to remove the complexity and guide you with honesty, clarity, and confidence.

We bring decades of hands-on experience across buying, selling, investing, renovating, and custom home building throughout Oakville, Burlington, Mississauga, and the GTA.



Why Buyers Trust The Furtado Group



Deep Local Market Expertise

Comprehensive knowledge of
Oakville and GTA neighborhoods



Building & Renovation Experience

Personal experience in custom home
building and renovations



Clear, Pressure-Free Guidance

Honest advice without sales
pressure



Strong Negotiation

Fighting for your best interests every step



Full Team Support

Dedicated professionals supporting you throughout

We treat every client like family and every decision like it affects our own future.

Your Home Buying Roadmap

01

Consultation & Needs Assessment

Understanding your goals and requirements

02

Mortgage Pre-Approval

Securing your financing foundation

03

Market Education

Learning the landscape and opportunities

04

Touring Homes

Exploring properties that match your vision

05

Offer Strategy & Negotiation

Crafting winning offers with protection

06

Due Diligence

Inspections and final verification

07

Closing

Finalizing your purchase

08

After-Care & Ongoing Support

Continued partnership beyond the sale

Simple. Clear. Strategic.

Understanding the Oakville & GTA Market

Today's market is shaped by key dynamics that require strategic navigation:

High Demand in Premium Neighbourhoods

Competition for desirable locations remains strong

Limited Inventory

Fewer homes available than buyers seeking them

Luxury Home Competition

Multiple offers common in high-end segments

Long-Term Value Growth

Strong appreciation potential in established areas

Interest Rate Impact

Financing costs affecting buying power

Our role: help you buy confidently without overpaying or making emotional decisions.

What to Budget For

- ☐ **Deposit & Down Payment**
Initial funds to secure your purchase
- ☐ **Land Transfer Tax**
Provincial and municipal taxes on property transfer
- ☐ **Legal Fees**
Lawyer costs for closing documentation
- ☐ **Inspection**
Professional home assessment
- ☐ **Appraisal**
Property valuation for lender
- ☐ **Insurance**
Home and title insurance coverage
- ☐ **Renovation or Design Updates**
Customization and improvement costs



We walk you through each cost so there are never surprises.

How We Evaluate Homes

Our building experience helps you avoid costly mistakes and identify true value.

Structure & Condition

Assessing build quality and potential issues

Renovation Potential

Identifying opportunities for value enhancement

Neighbourhood Trends

Understanding area growth and desirability



Long-Term Value & Resale

Projecting future market performance

Investment Potential

Evaluating financial opportunity and ROI

Offer Strategy That Protects You

Every offer includes comprehensive analysis and strategic positioning to secure your dream home.



Market Analysis

Current conditions and pricing trends



Comparable Breakdown

Recent sales data and benchmarks



Tailored Strategy

Custom approach for each property



Conditions & Terms

Protective clauses and contingencies



Strong Negotiation

Advocating for your best interests



Timing Tactics

Strategic submission and deadlines

We negotiate with confidence and protect your best interests.

Support Beyond the Sale

Our relationship doesn't end at closing. We're your real estate partners for life.

Contractors & Trades

Trusted professionals for all your needs



Renovation Planning

Expert guidance on home improvements

Designers & Architects

Creative partners for your vision



Market Updates

Ongoing insights and information

Long-Term Portfolio Strategy

Building wealth through real estate



Let's Begin Your Home Buying Journey

Buying a home should feel exciting, informed, and supported.

Book Your Consultation

www.thefurtadogroup.com

We're here to help you make the right move for your future.

