

HOME BUYING GUIDE

YOUR ESSENTIAL GUIDE TO FINDING THE HOME OF YOUR DREAMS



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VAN LEEUWEN
REALTY GROUP

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REALTY

WE'RE NOT JUST HERE TO SHOW YOU
HOMES – WE'RE HERE TO HELP YOU FIND
THE HOME. YOUR DREAM HOME, ON
YOUR TERMS, WITH EXPERT GUIDANCE
EVERY STEP OF THE WAY.

ABOUT VAN LEEUWEN REALTY GROUP

Founded in 2017, Van Leeuwen Realty Group is a team of dynamic and dedicated professionals with extensive real estate experience in Kitchener, Waterloo, Cambridge, and surrounding areas. Through our platform of industry-leading systems, services, and marketing, we are committed to delivering the highest level of service to our clients, ensuring the process of finding your dream home is seamless and stress-free.

For our valued clients and team partners alike, everything we do is built on a foundation of our core beliefs. We prioritize open and transparent communication, putting relationships first, taking ownership, staying grateful, building our community, and continually mastering our craft."



A MESSAGE FROM JERRY VAN LEEUWEN

Welcome to Van Leeuwen Realty Group!

At Van Leeuwen Realty Group, we're committed to providing you with an exceptional real estate experience. My team and I understand that buying a home is one of the most important decisions you'll make. We're here to guide you every step of the way. From finding the perfect property to negotiating the best deal, we'll ensure that the home-buying process is seamless and stress-free.

With our expertise, dedication, and in-depth knowledge of the local market, we'll work tirelessly to help you find your dream home. Whether it's your first home or an investment property, we're here to make the process smooth and successful.

We look forward to helping you achieve your real estate goals. Let's get started!

Jerry Van Leeuwen

Broker- Van Leeuwen Realty Group

PROUD FOUNDING MEMBER OF THE REAL ESTATE COLLECTIVE



MEET OUR TEAM



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RESULTS MATTER MOST!

At Van Leeuwen Realty Group, we understand that buying a home is one of the biggest decisions of your life. That's why we're here to make the process as smooth, informed, and successful as possible. We work exclusively with buyers who are ready to partner with a team of industry-leading real estate professionals, committed to providing top-tier service and results.

When choosing the right real estate team, results matter, but so does education. In today's market, you deserve more than just a transaction – you deserve a trusted advisor who provides the knowledge and expertise you need. As an informed buyer, here are some key questions to ask when you're choosing your real estate agent:

- What is really happening in the current market and how does it affect me as a buyer?
- Are my expectations realistic based on the current market and available properties?
- How do you stand out among other Realtors in the area?
- What strategies do you use to find the best properties that fit my needs?

We understand that buying a home is a big decision, and we're here to guide you every step of the way with five proven strategies designed to deliver results in every market. Let's find the perfect home for you.

Steps to BUYING A HOME

- 01 FIND A GREAT AGENT
- 02 PREPARE YOUR FINANCES
- 03 START YOUR SEARCH
- 04 MAKE AN OFFER
- 05 NEGOTIATE
- 06 SIGN A CONTRACT
- 07 OFFICIAL DOCUMENTATION
- 08 MOVE IN

Throughout every step of the process, we are here to help you navigate the journey, ensuring a smooth and successful sale from start to finish.

01

FIND A *Great Agent*

Choosing the Right Real Estate Agent: The Key to a Successful Home Purchase

Finding the right agent may seem easy with so many options available, but the right one can make all the difference. The ideal real estate agent isn't just someone who helps you buy a home—they're your guide, negotiator, and expert, ensuring you make informed decisions every step of the way.



WHAT THE RIGHT REAL ESTATE AGENT BRINGS TO THE TABLE

- Knows the Market Inside and Out – A top agent understands local trends, pricing strategies, and what homes are most appealing to buyers in your area.
- Negotiates Like a Pro – A skilled agent doesn't just accept offers—they fight for the best price, terms, and conditions that match your needs.
- Handles the Details, So You Don't Have To – From managing paperwork to ensuring a smooth closing, the right agent makes the entire process as stress-free as possible.

With the right agent on your side, you'll be empowered to make confident, informed decisions and ultimately find your dream home.

02

PREPARE YOUR *Finances*

DETERMINE YOUR BUDGET

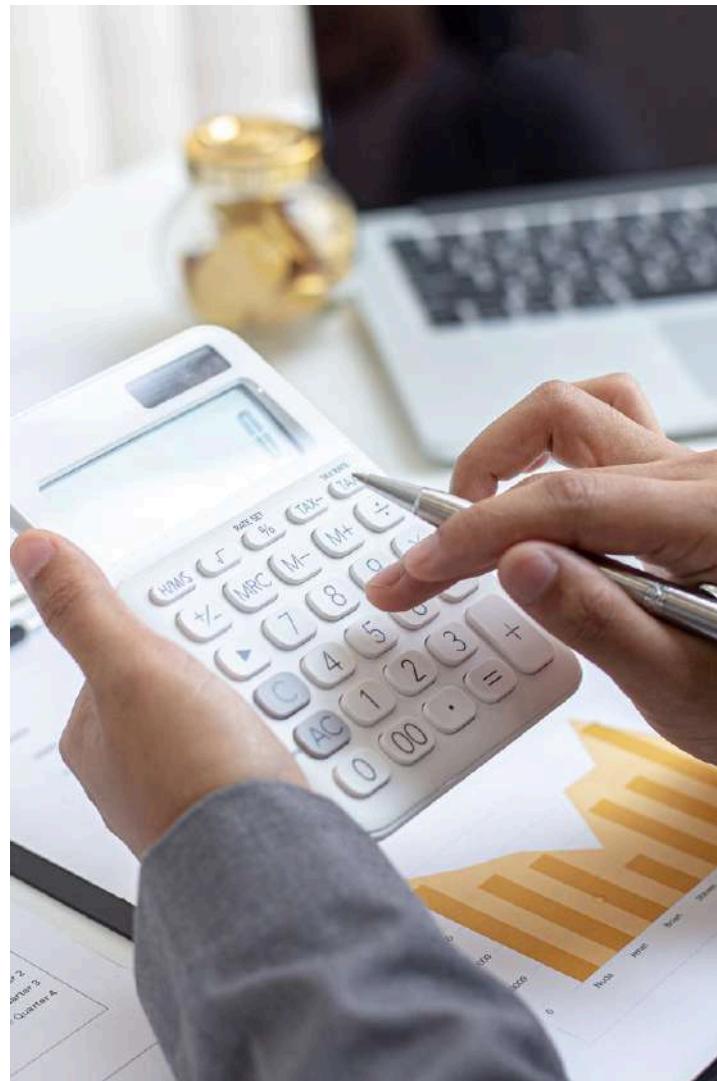
Determine how much you can afford to spend on a home, taking into account your income, expenses, and debts. This includes not only the mortgage payment but also property taxes, homeowner's insurance, and home maintenance costs.

GET PRE- APPROVED FOR A MORTGAGE

This helps you understand your budget and simplifies the home buying journey.

It's important to research and compare mortgage rates and terms from different lenders to find the best option for your financial situation.

We assist you in preparing your finances by connecting you with trusted mortgage professionals and helping you understand your financing options. We ensure you're fully informed to make the best financial decisions for your home purchase.



03

START YOUR *Search*

MAKE A LIST OF MUST-HAVES AND NICE-TO-HAVES

Create a list of features you need in a home, such as the number of bedrooms and bathrooms, location, and yard size, as well as features that would be nice to have, but are not essential.

RESEARCH NEIGHBOURHOODS

Research the neighbourhoods you are interested in, taking into consideration factors such as schools, safety, access to public transportation, and local amenities.

ATTEND OPEN HOUSES AND HOME SHOWINGS

Attend open houses and home showings to get a better sense of the homes you are interested in. Take notes and pictures to help you remember each home.



At Van Leeuwen Realty Group, we help you navigate the home search process by identifying properties that match your needs and budget. Our team provides expert market insights and personalized guidance to find the perfect home for you.

IDENTIFY YOUR NEEDS AND WANTS CHECKLIST

ESSENTIAL NEEDS (NON-NEGOTIABLE)	DESIRED WANTS (NICE-TO-HAVE)
Number of Bedrooms <ul style="list-style-type: none">• How many bedrooms do you require for your family or future plans?	Outdoor Space <ul style="list-style-type: none">• Backyard, garden, patio, balcony for relaxation, play, or gardening.
Number of Bathrooms <ul style="list-style-type: none">• How many full or half bathrooms do you need?	Open Floor Plan <ul style="list-style-type: none">• Open kitchen and living areas for entertaining or family interaction.
Square Footage <ul style="list-style-type: none">• Minimum amount of space (e.g., 1,500+ sq. ft.) for living comfortably.	Updated Kitchen and Appliances <ul style="list-style-type: none">• Modern kitchen with energy-efficient appliances, large island, or breakfast nook.
Location <ul style="list-style-type: none">• Proximity to work, family, schools, public transport, etc.	Storage <ul style="list-style-type: none">• Walk-in closets, pantry, attic, or basement for extra storage.
Safety and Security <ul style="list-style-type: none">• Desired crime rates and neighbourhood safety.	Natural Light <ul style="list-style-type: none">• Large windows, skylights, or light-filled rooms.
Public Schools <ul style="list-style-type: none">• Are nearby schools important for your family?	Private Pool or Hot Tub <ul style="list-style-type: none">• Backyard pool, hot tub, or a space for outdoor activities.
Parking <ul style="list-style-type: none">• Garage, carport, or parking spaces for how many cars?	Community Amenities <ul style="list-style-type: none">• Access to parks, trails, recreational facilities, or shared spaces.
Accessibility <ul style="list-style-type: none">• Home needs to be accessible for family members (e.g., wheelchair accessibility, no stairs).	Fireplace or Wood Stove <ul style="list-style-type: none">• A cozy, warm ambiance, especially if living in cooler climates.
Home Office Space <ul style="list-style-type: none">• Do you need a dedicated office space to work remotely or to study?	Basement or Finished Attic <ul style="list-style-type: none">• For additional living space or storage.

04

MAKE AN *Offer*

Once you've found a property you're interested in, work with your real estate agent to submit an offer to the seller. Your offer should include the purchase price, contingencies, and any other terms and conditions you want to include.



PREPARE FOR NEGOTIATIONS

The seller may counter your offer with a different price or terms. Be prepared to negotiate and work with your agent to come up with a counteroffer.

BE FLEXIBLE

Negotiations may require some give and take. Be open to compromise and consider factors such as the condition of the property, market trends, and the seller's motivation for selling.

At Van Leeuwen Realty Group, we guide you through every step of making an offer, ensuring it aligns with your goals and market conditions. Our team leverages expertise to help craft a competitive offer, negotiate terms, and secure the best deal for you.

05 OFFERS & Negotiations

Negotiation is a key part of the buying process. Once your offer is submitted, the seller may respond with a counteroffer—whether it's on price, closing date, or other terms. This back-and-forth is normal and expected.



NEGOTIATIONS

Our role is to guide you through these negotiations, ensuring your needs are prioritized while keeping the deal on track. We'll help you make strategic decisions so you can feel confident you're getting the best possible outcome.

At Van Leeuwen Realty Group, we guide you through the offer and negotiation process, ensuring your offer is competitive and strategically positioned. Our expert team works tirelessly to secure the best terms and price, advocating for your best interests every step of the way.

06 SIGN A *Contract*

Being "under contract" means the seller has accepted your offer, and you've officially entered into a legally binding agreement to purchase the home. During this time, you'll complete any inspections and finalize your financing. Once all conditions are satisfied, you'll move on to closing and officially take ownership of your new home.

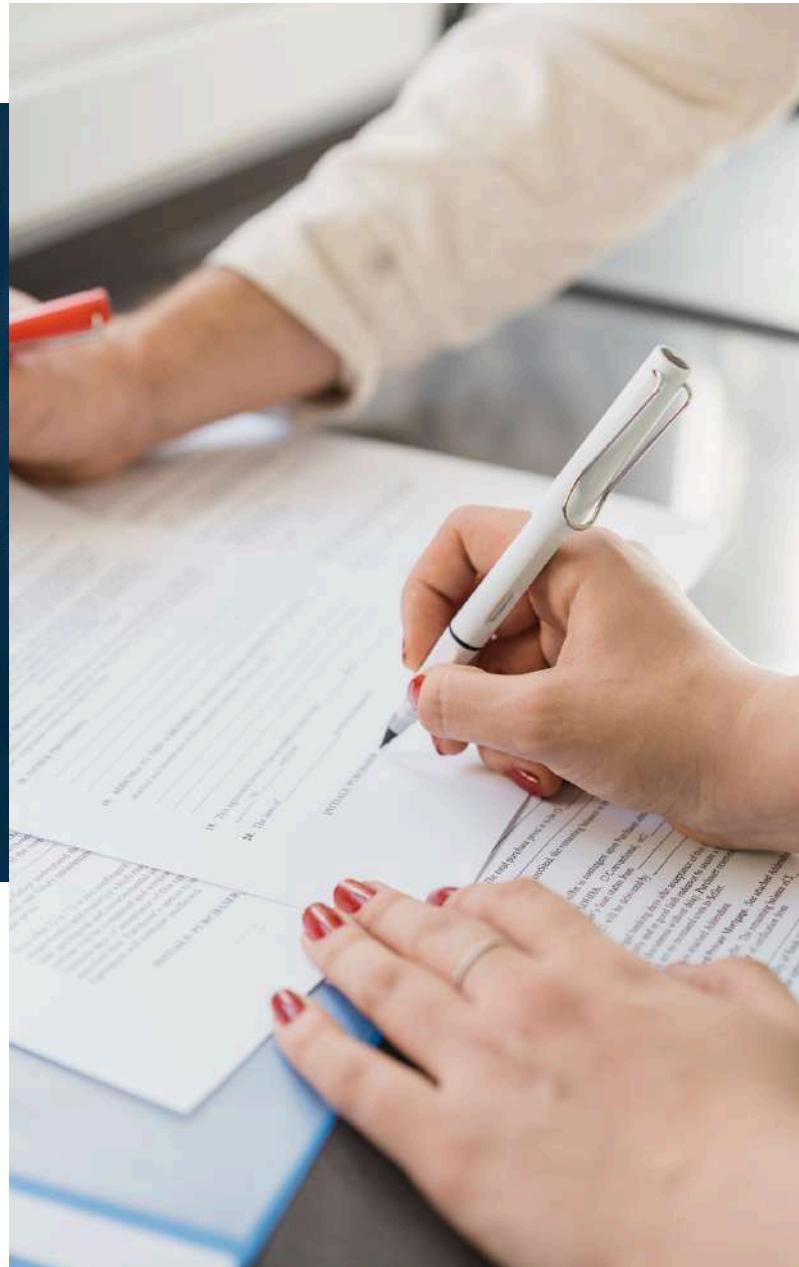


We ensure you're fully informed when signing a contract, explaining all terms and conditions clearly. Our team provides expert guidance to help you make confident decisions and ensure the contract aligns with your best interests.

07 OFFICIAL Documentations

- During this step, the seller and buyer will work together to complete any remaining paperwork and ensure that all contingencies are met.
- This may include finalizing the purchase agreement, completing a final walk-through of the property, and making any necessary repairs or adjustments.
- It's important for both parties to communicate openly and work together to resolve any outstanding issues before moving on to the next step.

At Van Leeuwen Realty Group, we assist you with all official documentation, ensuring every form is completed accurately and on time. Our team offers clear guidance, making the paperwork process smooth and stress-free for you.



08 MOVE-IN *To Your new Home*

- You'll work with your real estate agent and the buyer's agent to complete necessary paperwork and resolve any outstanding issues.
- This may include completing repairs or upgrades that were agreed upon during negotiations.
- Once everything is in order, you'll meet with the lawyer to sign paperwork and transfer ownership of the property.
- You'll typically bring a cashier's check for the purchase price, and the seller will receive payment for the home at this time.



At Van Leeuwen Realty Group, as this is the last step of your sale, we'll be thrilled to ensure a seamless closing process, handling the details and guiding you every step of the way so you can finalize the sale with peace of mind.

WE CAN'T WAIT TO WORK WITH YOU!

At Van Leeuwen Realty Group, We're Here to Help You Find Your Dream Home. We don't just help you buy a home – we guide you through every step of the process to ensure you make the best possible decision. With our in-depth market knowledge and dedicated team, we go beyond the basics to make your home-buying experience smooth, informed, and successful.

From understanding your needs and securing financing to finding the perfect property and negotiating the best deal, we're with you every step of the way. Our expert agents are here to offer tailored advice, support, and insight to help you make confident choices in a competitive market.

Trust us to turn your homeownership dreams into a reality. We're excited to be part of your journey and help you achieve your real estate goals with success.

Let's get started on this exciting journey together!



WHAT OUR CLIENTS ARE SAYING

WE TAKE OUR TESTIMONIALS VERY SERIOUSLY, AS THEY REFLECT THE TRUST AND SATISFACTION OF OUR CLIENTS. EVERY PIECE OF FEEDBACK HELPS US GROW AND CONTINUALLY IMPROVE OUR SERVICES, ENSURING THAT WE ALWAYS DELIVER THE BEST POSSIBLE RESULTS.

AT VAN LEEUWEN REALTY GROUP, WE ARE COMMITTED TO EXCEEDING EXPECTATIONS AND PROVIDING AN EXCEPTIONAL EXPERIENCE FOR EVERY CLIENT, EVERY TIME.



"Graham and the Van Leeuwen Realty team are amazing. Graham is a patient and understanding realtor who listens to what his clients want, he takes his time to help people find their perfect home. His honesty and knowledge was greatly appreciated and was a great help every step of the way. From selling our home to finding another perfect match, I would pick The Van Leeuwen team every time. Very happy and grateful" -

Selena, Google Review



"We would highly recommend the Van Leeuwen Reality Group! Jerry was a pleasure to work with and thorough walking us through all steps both buying and selling. The Van Leeuwen Group are professional, reliable and were quick in responding to all our inquires. You will be in good hands if you choose to Van Leeuwen Reality."

Nancy, Google Review



"We had an excellent experience working with Van Leeuwen Realty Group. Graham was extremely knowledgeable on all of the market trends and expertly guided us through both a sale and purchase of our home. We sincerely appreciated the level of commitment and communication from Graham and the rest of the Van Leeuwen team throughout the entire process. Thank you !!"

- Jennica, Google Review



"Jerry Van Leeuwen is the epitome of professionalism and friendliness. He had our best interests at heart from beginning to end. Finding our dream home, listing ours at the right price with help in staging, excellent videos of the property, creating social media buzz, and standing by us during closing. Jerry and his team really knows the market. We can't imagine a better real estate agent out there.

Thank you!"

- Michelle, Google Review



"We recently bought a beautiful home in Kitchener with the gracious help from Graham Little and the Van Leeuwen Group. They were very professional and very helpful with all our needs. Couldn't ask for a better experience in buying our forever home. Please reach out to them when its time to buy and your experience will be the same, very satisfying and stressless"

- Shane, Google Review



"Great experience with the Van Leeuwen Team. Graham and his team have done an amazing job in both the sale of our first home and helping us find our forever home as our family grows. Excited for the next chapter. Thank you Graham and the Van Leeuwen team for everything!"

- Maikala, Google Review

NOTES

LET'S FIND YOUR **DREAM HOME** AND START
YOUR NEXT CHAPTER!



www.vanleeuwenrealtygroup.com