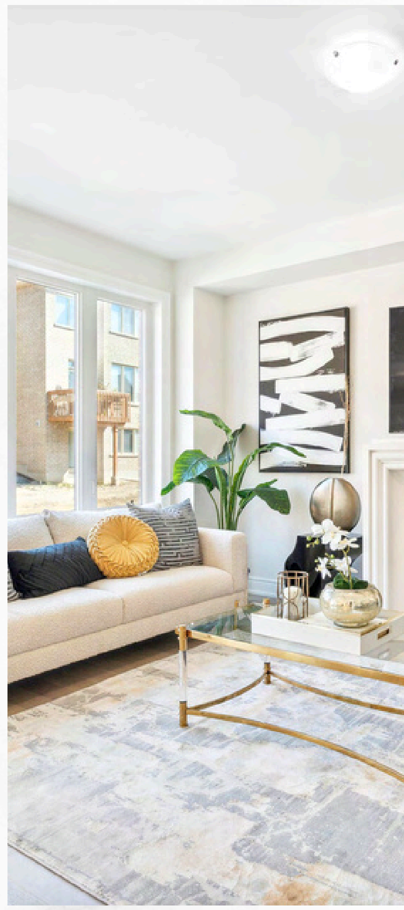
HOME BUYER'S *Guide*



KAUSHIK SATISH

REALTOR & MORTGAGE AGENT

lpt realty
REAL ESTATE REIMAGINED

647-612-2167

kaushik@kaushikrealty.com

Kaushik-Satish

@kaushiksatishh

kaushikrealty.com

@kaushiksatishh

WELCOME

Hello, I'm Kaushik (You can call me Kaush), your dedicated real estate partner, here to make your home buying journey seamless and stress-free. With years of experience and a passion for matching individuals and families with their dream homes, I'm committed to being your advocate, advisor, and confidant every step of the way.

In this comprehensive buyer's guide, I've compiled everything you need to know to make informed decisions about purchasing your new home. From understanding market intricacies to navigating contract complexities, I'm here to provide the knowledge and support you need.

Your satisfaction and happiness are my top priorities, and I'm committed to exceeding your expectations.

Let's embark on this adventure together!

Thank You!

KAUSHIK SATISH

REALTOR® & MORTGAGE AGENT (LICENSE #M23005527)

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#1 INDIVIDUAL AGENT – 2025 | SEARCH REALTY (MERGED WITH LPT REALTY)

MEET *the team*

KAUSHIK SATISH

REALTOR & MORTGAGE AGENT

Award-winning real estate professional known for strategic analysis, sharp negotiation, and disciplined execution. As both Realtor and Mortgage Agent, Kaushik aligns property selection, financing strategy, and timing to strengthen your offer and protect your long term investment.

JODY LAVOIE

BROKER OF RECORD, LPT REALTY CANADA

Jody provides leadership, oversight, and regulatory guidance to ensure every transaction is handled with professionalism and compliance at the highest standard. With decades of industry experience, Jody ensures our clients benefit from both boutique service and national brokerage strength.

PAUL GILL

TEAM SPONSOR, LPT REALTY

Seasoned real estate leader and investor with 18+ years of experience and a $25M+ portfolio. Brings high-level strategy, market insight, and negotiation expertise to every transaction.

MARILYN WONG

DIRECTOR OF MORTGAGE SALES

Marilyn brings extensive experience in mortgage financing and client advisory, maintaining strong relationships with over 50 banks, lenders, and financial institutions. Her expertise ensures that every client has access to competitive financing solutions.

“

We are what we repeatedly do. Excellence, then, is not really an act, but a habit.

- Aristotle

OUR DIFFERENCE

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Navigating today's real estate market can pose challenges, but we're committed to ensuring a seamless, stress-free, and successful journey from start to finish. With your best interests at heart, we leverage our expertise and network to deliver unmatched service.

As seasoned Real Estate Investors ourselves, we prioritize educating you on every aspect of the process, ensuring you feel supported every step of the way. With our experience, proven track record, and diverse skill set, we enhance your chances of swiftly discovering your ideal home.

This guide is designed to empower you, instilling confidence, knowledge, and assurance as you embark on your home-buying journey.

HOME BUYER *steps*

1. FINANCIALS
2. HOME SEARCH
3. OFFER PROCESS
4. HOME INSPECTION
5. APPRAISAL
6. CLOSING

ROADMAP

1. Meet with our team to discuss your wants and needs.
2. Meet with a mortgage broker and get pre-approved for a loan amount.
3. Review and sign buyer representation agreement
4. Browse homes online as well as communicate your feedback about potential properties.
5. Schedule home viewings and pick our your perfect home.
6. Make and negotiate an offer.
7. Get a home inspection, finalize financing and close the deal.

FINANCIALS

Getting a mortgage pre-approval is a crucial initial step in your home buying journey. Before consulting a mortgage broker, it's essential to assess your current financial status and understand the factors affecting your borrowing capacity.

Saving for a down payment is imperative when aiming to purchase a home. The required amount typically ranges from 5% to 20% of the home's purchase price. Deposits typically range between 4-7% of the purchase price and are due and payable within 24 hours of the acceptance of your offer. Additionally, we recommend you budget 1.5% to 4% of the home's purchase price for closing costs (Includes - Lawyer fees, Land Transfer Tax, Appraisal Costs, Title Insurance etc.).

Once your finances are organized, it's time to meet with a mortgage broker for pre-approval. During this session, they'll review various aspects such as:

- Your credit score, do you have good credit?
- Your assets and debts such as cars, other properties, credit cards and existing loans.
- Your employment history and how long you've been at your current job. Is your income stable and predictable?
- Your annual income to asses your debt to income ratio.

Keep in mind, a mortgage pre-approval does not guarantee financing. When you have an accepted conditional offer on a property, the financing condition can be waived/fulfilled after your mortgage lender gives you the final stamp of approval.

DEBT TO INCOME RATIO

A general guideline should be that the total of your monthly housing payment added to your other monthly debt payments should not exceed 40% of your monthly gross income.

HOME *search*

Now that you've got some money saved up for your down payment and a pre-approval in your hands, you're ready to start the fun part! There are various ways to go about searching for a home. It can be useful to make a list of what you are looking for to narrow down your search. Deciding on what features you'd like your new property to have is an exciting process.

You'll want to consider things such as:

- Preferred home style eg. condo, condo townhouse, freehold town-house, semi detached or detached home
- Number of bedrooms and bathrooms
- Features such as a garage, pool or basement suite.
- Price range
- Proximity to schools, public transport and shopping.
- What neighbourhoods are preferred?
- Would you like a new or existing build?
- Does the home need renos or repairs?
- Do you have pets or children that need a fenced yard?

It can be useful to make a list of all of the features so you can refer back to it during your search. Notes have been attached to this guide for your use.

OFFER PROCESS

You have your pre-approval letter and found that perfect property, now is the time to make an offer! When you are ready, I will draft up the offer for you to review and electronically sign. It will include things such as:

- your legal name, the name of the seller, and the address of the property
- the amount of money you're offering to pay and the amount of your deposit
- any extra chattels you want to be included in the purchase such as window coverings and light fixtures
- your mortgage pre-approval letter so the seller knows you can fund the purchase
- any conditions (financing, inspection or status certificate review) that must be met before the contract is finalized
- the date you want to take possession and close the transaction
- the deadline the offer expires (irrevocability period)

Once your offer is sent, the seller will either accept, reject or counter offer. This process is all about making the best deal for you and the seller.

Please note that you can only make one offer on one property at a time. Also, if the seller accepts your offer within the irrevocability period, you are legally bound to the terms of the transaction, including but not limited to, the deposit being made within 24 hours.

ACCEPTED OFFER

Congratulations! The seller accepts your offer! Now they will proceed with signing the purchase and sale contract. Now, it's time to move forward with transferring the deposit into the listing brokerage's trust account. Once the deposit is made, we will begin working on securing financing commitments from the lender and schedule a home inspection (assuming your offer was conditional on financing and inspection).

COUNTEROFFER

If the seller sends you a counter offer, you can either accept some or all of their counter offer or counter back. It's common for the negotiations to go back and forth a few times. You may want to negotiate not only the price, but also conditional clauses, and closing timeline.

COUNTEROFFER TIPS

1. Try to find out what is holding the seller back. Do they need to close quickly or do they want to push closing out as far as possible while they look for their next home? By being flexible, you might be able to solve a problem for the seller and make your offer more attractive.

2. Write a home offer letter in competing offer situations. This is a heartfelt and personal letter from you to the seller that communicates your reasons for wanting to purchase their home. If your offer is similar to other offers they are entertaining, the home offer letter might be the one thing that separates you from the rest.

REJECTED OFFER

Sometimes, it's not meant to be. Maybe your offer was too low or the seller decided they aren't ready to sell. Although a rejection may leave you feeling disappointed, consider it a learning experience. Your dream home could be just around the corner.

HOME *inspection*

A home inspection is the buyer's last chance to discover problems with the house before purchasing. It's also a chance for the seller to address those problems and potentially negotiate pricing with the buyer.

What to expect on Inspection Day:

- A home inspector will look at things such as the foundation, roof, HVAC, plumbing, and electrical systems, then provide a written home inspection report with the results
- A home inspection typically takes 2-4 hours, but may take longer depending on the size of the house. Home inspections are typically $400-$600 and are paid for by the buyer.
- Buyers should attend the inspection so they ask questions and get all of the details from the inspector. This can give you much more information than the report alone.

If the home inspection report showed only minor issues, the home buying process will most likely continue as planned. If your home inspector uncovers major issues, you'll have to decide if you should still buy the home. If you do decide to move forward you may want to consider getting additional inspections, negotiating the price or adding in repairs as a condition to proceed with the purchase.

APPRAISAL

The appraisal takes place right after the buyer and seller have agreed on a price and an agreement has been signed. After all the details have been finalized, the lender might send an appraiser to determine the value of the home. An appraisal can cost anywhere between $300 - $600 and is usually part of the closing costs of the transaction. Several factors can impact the value of your home including:

- Age
- Location
- Condition
- Additions or renovations
- Recent sales of comparable homes
- Market Trends

When the appraisal is finished, a written report is issued with their opinion of the value of the home. Three things could happen next:

1. The appraiser's valuation matches the price you and the seller agreed to for the home: Your lender will proceed to underwrite your loan. This is the final step in your mortgage application process!

2. The appraiser's valuation is higher than what you're paying for the home: Congratulations! Although rare, this means you've gained immediate equity in your property.

3. The appraisal is lower than what you've agreed to pay for the home: Your lender won't give you a loan for more than the appraised value. So what happens next?

If the appraisal comes in low, the best strategy is to persuade the seller to lower the sales price, or to split the difference between the home's appraised value and the price with you. This is when you can rely on your agent and their negotiating skills to get the best possible outcome for you.

CLOSING DAY

Closing is the last step in the home buying process. It usually takes place four to eight weeks after the offer on the home is accepted. This allows time for home inspections, home appraisals, funding and title searches. Come closing day, you will sign all the necessary papers at your lawyers office and the ownership of the property is officially transferred to you, the buyer. This day consists of transferring funds from your lender to your lawyer and paying any additional closing costs. Once the payments have been finalized, the lawyer registers your name on title making the purchase official.

WHAT TO BRING

Bring all necessary paperwork with you to closing and ensure nothing is missing or overlooked. Some important documents include a photo ID, your home insurance certificate and cashier's or certified check for the closing costs.

CONGRATULATIONS!

Break out the bubbly! Now that you've signed the papers and paid the seller, the home is officially yours.

Buyer Testimonials

VIKRAM V.

TORONTO, ON

★★★★★

Kaushik was an absolute pleasure to work with. His skills were evident throughout the process from valued market insights, strong communication skills, responsiveness and availability, and negotiation strategies. As a first-time home buyer, he was very patient and detailed ensuring I understood the process every step of the way.

GURPREET & AMANJOT

MISSISSAUGA, ON

★★★★★

I Purchased My first home with Kaushik. if you are looking to Buy or Sell your property, you are in best hands with him, He's Very Professional and Through in homebuying Process. He will guide you with honesty and transparency. he got me better than what i was looking and hoping for. Anyone looking for Genuine and professional Realtor, he's the One.

Buyer Testimonials

KRISHNA & PAVITHRA

MILTON, ON

★★★★★

Kaushik did an amazing job helping us to find our dream house. He has guided us through the entire process with a lot of patience and understanding. We were amazed with his dedication and how much effort he put in getting us a home of our liking.

VANA & CINTHIYA

MISSISSAUGA & NIAGARA, ON

★★★★★

Kaushik is the real deal! As a first time home buyer, the process can be daunting. Kaushik puts himself in your shoes and really looks out for you. Purchase was made below market value and I could not be happier!

Buyer Testimonials

CHERAN & MARGARETTE

TORONTO, ON

★★★★★

Kaushik was very helpful and instrumental in finding our first property that we finally call home. He went above and beyond. He also made sure that we will be happy in our purchase, and we are!! We highly recommend him!

KIRUTHICA & ARAVIND

OAKVILLE,
STOUFVILLE & HAMILTON, ON

★★★★★

Kaushik prioritized our preferences and ensured that we were completely satisfied when we made our choice. He had a good understanding of the market and gave us insights on the comparable homes, pros & cons of every property, location, schools, etc.

BUYER'S *checklist*

MORTGAGE PRE-APPROVAL

- ☐ Calculate your monthly income and debt
- ☐ Check your credit scores and credit report
- ☐ Use a mortgage calculator to get an idea how much you qualify for
- ☐ Figure out your down payment
- ☐ Analyze your monthly expenses and decide on a budget
- ☐ Gather your financial information such as tax returns and proof of funds
- ☐ Choose a type of mortgage
- ☐ Get a mortgage pre-approval

HOME WANTS & NEEDS

- ☐ Choose a home type (single family, townhouse, condo)
- ☐ Choose a size
- ☐ Choose an architectural style
- ☐ Choose a neighbourhood that works with your lifestyle

SEARCH FOR HOMES

- ☐ Browse listings online
- ☐ Ask me to set up tours of homes that match your criteria
- ☐ Check local newspapers and classifieds
- ☐ Attend open houses

RESEARCH HOMES

- ☐ Find the reason for selling
- ☐ Review all property disclosures
- ☐ Find out about liens, easements or other restrictions

MAKE AN OFFER

- ☐ Determine the purchase price
- ☐ Include contingencies, such as financial, inspection or status certificate
- ☐ Spell out any special requests and repairs you want included in the sale
- ☐ Determine a deposit amount (5% of Purchase Price)
- ☐ Once both parties agree to the terms, sign the Purchase and Sale Agreement

FINALIZE THE DEAL

- ☐ Get the house appraised (If lender requires)
- ☐ Get a professional home inspection
- ☐ Choose a home insurance company
- ☐ Complete the loan process with the lender
- ☐ Do a buyer visit prior to closing
- ☐ Set aside funds for the closing costs and down payment

CLOSE THE PURCHASE

- ☐ Review the closing documents with the lawyer at least 2 days before closing to see how funds will be collected and distributed
- ☐ Gather the amount you need to bring to closing, including the down payment and closing costs

REAL ESTATE *terms*

ADJUSTMENT DATE

The date that the calculations of the property taxes and interest are made to either the buyer or seller. This is typically the same date as the possession date.

AMORTIZATION PERIOD

The number of years it takes to repay the entire amount of a mortgage.

APPRAISAL

The process of developing an opinion of value for real estate property, typically the market value.

CLOSING

The property's deed is transferred from the seller to the buyer and the real estate transaction is complete.

CONVEYANCE

Typically undertaken by a conveyancing lawyer, this is the process of transferring the seller's title to the buyer.

DUE DILLIGENCE

Investigating details about the physical and financial condition of the property and the area the property is located in.

DEPOSIT

A sum of money you put down to demonstrate your seriousness about buying a home.

EQUITY

The owners stake in the property.

REAL ESTATE *terms*

LIEN
A legal right of a creditor to sell or liquidate a property of a debtor who failed to meet the terms of a contract.

MORTGAGE
A legal contract between a borrower and a lender where the borrower uses the property as collateral for repayment of the debt.

CLOSING DATE
The date the buyer is entitled to take physical possession of the home/property.

PRINCIPAL
The mortgage amount initially borrowed or the portion still owing on the mortgage.

SELLER DISCLOSURE STATEMENT
A form where the seller discloses all relevant facts about the property.

CONDITIONAL CLAUSES
Clauses written into the contract that are there to protect the buyer and ensure that due diligence is done on the property. It must include a specific deadline for it to be waived or fulfilled.

TITLE
The legal evidence of ownership of a property.

SOLD CONDITIONALLY (UNDER CONTRACT)
A seller has accepted an offer on the property, but the sale has not been finalized.

FIRM SALE
A seller has accepted an offer on the property, deposit has been received and all conditional clauses have been either been waived or fulfilled.

Thank-you

Whether you're embarking on this journey for the first time or are a seasoned buyer, always remember to trust your instincts, lean on the expertise of professionals, and stay focused on finding the home that best suits your needs and aspirations.

From setting your budget to sealing the deal, every step forward brings you closer to the doorstep of your dream home.

Happy house hunting!

Kaushik Satish

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CHAIRMAN'S CLUB AWARD 2025
CEO'S CLUB AWARD 2023
PRESIDENT'S CLUB AWARD 2021, 2022, 2024