



# HOME BUYERS' Game Plan

*A step-by-step toolkit to buy smart, live well, and feel confident.*

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Compliments of Tristan Boire | Park Realty



# WELCOME — HOW TO USE THIS GUIDE

Hey there,

Buying a home is exciting, but having a plan makes it stress-free.

Use this Game Plan like a checklist: follow it step by step, check things off, and reach out to me anytime you want help or advice.

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## LET'S CONNECT



403-999-0771



TRISTAN@THEPARKREALTY.CA



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# STEP 1.

## GET PREPARED BEFORE YOU LOOK

1

### **Fully Underwritten Pre-Approval In Place**

not just a basic pre-qual. Talk to your mortgage pro about rate holds and how long it's valid.

2

### **Estimate your total closing costs**

lawyer fees, inspection, appraisal, and taxes. Set aside ~1.5%–4% of purchase price as a cushion.

3

### **Plan your moving & setup budget**

factor in movers, new furniture, or appliance upgrades.

4

### **Confirm your realistic max price & comfort**

just because you can spend \$600K doesn't mean you should. We'll strategize what fits your lifestyle + goals.

5

### **Have key documents ready**

income letters, pay stubs, tax returns, recent bank statements. This makes your offer strong and speeds up conditions.

6

### **Build your A-team**

mortgage broker, trusted real estate advisor (me!), and a real estate lawyer lined up early.



*Tristan Boire*  
REAL ESTATE EXPERT

# STEP 2.

## KNOW WHERE & WHY

WANT    NEED



### Kitchen:

- Updated appliances (e.g. refrigerator, stove, dishwasher, microwave)
- Ample counter space
- Plenty of cabinet storage
- Pantry
- Island or breakfast bar
- Quality flooring (e.g. tile, hardwood)



### Living Room:

- Open floor plan
- Natural lighting
- Cozy fireplace
- Space for a home entertainment system
- Quality flooring (e.g. hardwood, carpet)



### Bedrooms:

- Sufficient space for a bed and furniture
- Walk-in closet
- Natural lighting
- Quality flooring (e.g. carpet, hardwood)
- Ensuite bathroom



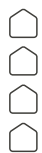
### Bathrooms:

- Updated fixtures (e.g. shower, toilet, sink)
- Adequate storage
- Quality flooring (e.g. tile, stone)
- Good lighting
- Separate shower and bathtub



### Outdoor Spaces:

- Backyard or patio
- Pool or hot tub
- Outdoor cooking area (e.g. grill, smoker)
- Outdoor dining area
- Low maintenance landscaping



### Other Rooms:

- Laundry room
- Storage space (e.g. attic, basement)
- Office or den
- Garage or off-street parking

# STEP 3. BEFORE YOU FALL IN LOVE CONFIRM IT CHECKS OUT

***Run through this quick list before you get emotionally attached — smart buyers check facts first!***

1

## **Commute time**

*(test on Google Maps at rush hour)*

2

## **Local traffic flow & street parking options**

3

## **Test mobile signal & Wi-Fi speed**

*(If you work from home )*

4

## **Confirm school catchments & bus routes**

5

## **Walkability**

*(coffee, groceries, essentials)*

7

## **Ask for an Active Comparables Summary**

*(I'll show you how this home stacks up)*

8

## **Review recent Sold Prices & list-to-sale ratios**

9

## **Think ahead**

*(does this home still fit in 5-10 years?)*



*Tristan Boire*

REAL ESTATE EXPERT

# WHAT HOMES REALLY SELL FOR VS. ASKING PRICE

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*Looking at active listings alone can be misleading. Here's an example comparing asking prices and final sold prices — this is what keeps you from overpaying or lowballing*

Address	List Price	Sold Price	Days on Market
123 Maple St	\$475,000	<b>\$482,000</b>	7 days
456 Oak Ave	\$499,000	<b>\$500,000</b>	5 days
789 Pine Cres	\$520,000	<b>\$518,000</b>	21 days

## 👉 What this tells you:

- Homes in this area under \$500k are highly competitive —Selling for list price and sometimes for more than asking, and with extremely fast timelines ( be prepared to act quickly.)
- Homes over 500k in this neighbourhood sit longer and often sell for close to list.
- Knowing real sold prices protects your money and helps you offer smart, not guess.
- You can see if your targeting a home under \$500k, you're not likely to win offering under asking price

Address	List Price	Status
101 Birch Rd	<b>\$515,000</b>	Active
202 Cedar Ln	<b>\$525,000</b>	Pending
303 Spruce Pl	<b>\$550,000</b>	Active

## Fit Your Home Into the Market Snapshot

- If it's priced close to recent SOLD homes → fair value → be ready to move fast.  
(Example: Under \$500k homes moved quickly, for more than asking.)
- If it matches a current Active but is much higher than recent solds without additional value → watch for price drops or negotiate harder.  
(Example: Spruce Pl at \$550K is above typical solds — overpriced for now.)
- If similar homes are Pending → that shows buyers accept that price range in this neighbourhood.

*This helps you feel confident that your offer is realistic — not too high, not too low.*





## STEP 4. MAKE A SMART OFFER

### Compare Active vs. Sold listings

is the list price realistic?

### Micro Market Mood

are homes selling above list or sitting over 30+ days?

1

**Price Range:** We pick a number based on current Sold vs Active — not guesswork.

2

**Deposit:** A bigger deposit signals strength & commitment — sellers love this.  
*(instead of the standard \$10,000 deposit on a \$500k home, consider \$15,000 - \$20,000)*

3

**Conditions:** Finance & inspection — short but solid, so you're protected and the seller sees you're not just tossing in conditions to back out later.

4

**Timeline:** A smart, short condition period makes your offer stand out in multiple bids — you look serious, prepared, and ready to close if the house checks out.

5

**Terms:** We match the seller's preferred possession date if possible — it costs you nothing but can beat out higher offers with less flexibility

**These moves make your offer the one sellers say yes to**

*When sellers trust you're a serious buyer, they're more reasonable if repairs or credits come up — you win at the table and during negotiations after inspection.*




*Tristan Boire*


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# DON'T FALL INTO THESE TRAPS


***These are the most common mistakes I see first-time buyers make — here's how to avoid them and stay ahead.***


- 


**Falling in love before confirming your real budget.**  
Solution: Always finalize your full pre-approval before getting attached.
- 

**Being unrealistic about wants vs. budget.**  
If you want a 5-bed, 4-bath dream house for \$300K, there's no data to back that up. Check what sells in your price range and shape your wish list around reality.
- 

**Trusting the list price blindly.**  
Check Active vs. Sold data — the list price is just a starting point, not the real value.
- 

**Ignoring comparables and under-offering on a fair deal.**  
A strong home, priced right, will sell fast. Lowballing can mean losing it — trust the data, not guesses.
- 

**Waiving the inspection just to win.**  
Keep conditions short & strong instead — never skip protection, without having your eyes wide open.
- 

**Forgetting your next 5–10 years.**  
Pick a home that fits likely life changes — not just today.
- 

**Not working with a true advisor.**  
You need more than a key-opener — you deserve a pro by your side.



*Tristan Boire*  
REAL ESTATE EXPERT

***Don't stress*** — I'm here to make sure none of these happen to you.

***Questions or feeling unsure? Text me anytime***



Thanks for reading! I hope this Game Plan helps you feel prepared, protected, and excited to find the right home.

#### Next Steps :

- ✓ Get Pre-Approved
- ✓ Book Your Buyer Consultation
- ✓ Check Neighbourhood Comparables
- ✓ Set Tour Days
- ✓ Review Offer Scenarios
- ✓ Text or Call Me Anytime

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