

A GUIDE TO BUYING *with Shannon*



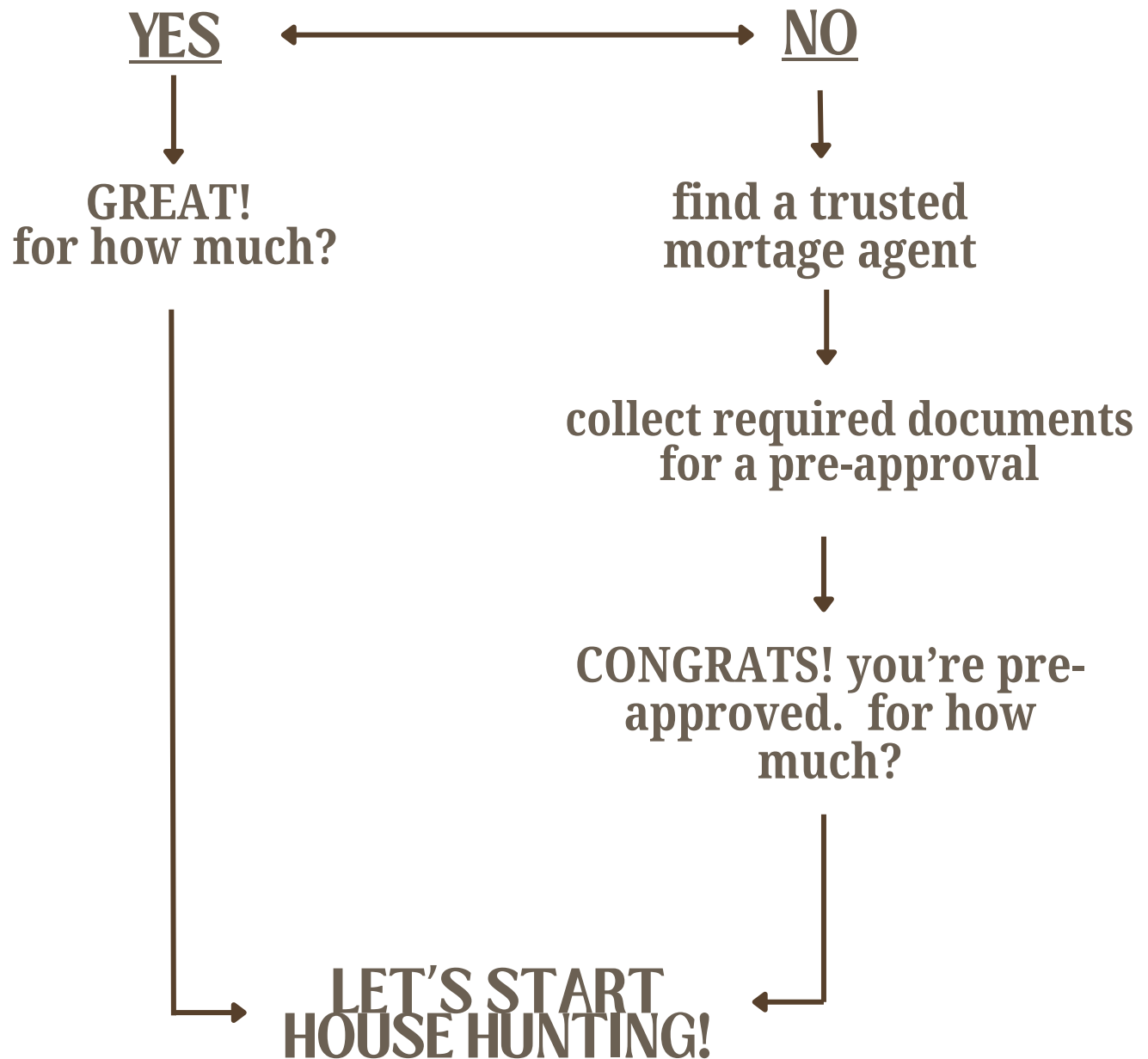
SHANNON WATERS
Niagara Real Estate

step by step guide to selling your home

- 1 pre-approval**
- 2 property search**
- 3 accepted offer**
- 4 timeline**
- 5 closing day**
- 6 lawyers + inspectors**

purchase price

Have you been PRE-APPROVED?



property search

You will be set up on REALM for automated MLS searches that send direct emails to you daily with new listings that fit your search criteria. Once you find homes you like, I will book private showings to tour the properties.

When you find THE one and you're ready to move forward we'll work together to create a strong offer to include all of the details you want. Common conditions often include financing, a home inspection, and/or the sale of your current home if you own.

NOTE: the offer AKA an “Agreement of Purchase of Sale” is a legal & binding contract. It outlines important details such as the offer price, deposit amount, expiry date of the offer, any included items (like appliances), proposed possession date, and any contingencies or “conditions.”

Once we submit our offer, the seller will either:

- accept the offer
- counter the offer
- decline the offer

accepted offer

deposit

After acceptance we will receive instructions on how to submit your deposit.
You have 24hrs to get that done.

conditions

If your offer has conditions (such as home inspection or financing) it's time to start working on getting them completed.

negotiation

Issues can arise after the home inspection and sometimes result in another round of negotiations. I will guide you through this process if this happens.

appraisal

Before closing, the lender may order an appraisal for the property. This is completely normal.

lawyer

Once we have a firm sale, you can reach out to your lawyer to inform them of the purchase. Then, approximately one week prior to the closing you will sign documents at the bank, and with the lawyer.

closing timeline



2-3 MONTHS BEFORE

- Hire a real estate lawyer to represent you
 - Submit necessary documents to your mortgage broker/lender for final approval
 - Begin gathering documents your lender and lawyer may need (e.g. ID, employment info, void cheque)
 - Schedule your move, and start researching moving companies if needed
 - If applicable, start planning for school transfers, pet arrangements, etc.
- 

1 MONTH BEFORE

- Final mortgage approval should now be complete
- Your lawyer begins title search and prepares for closing
- Start setting up home insurance (to be active on closing day)
- Organize utility setup: hydro, gas, water, internet, etc.
- Plan service providers for move-in day (movers, cleaners, junk removal)
- Start packing non-essentials and organizing belongings

2-3 WEEKS BEFORE

- Receive final Mortgage Instructions
 - Lawyer conducts Title Search & prepares Closing Documents
 - Set up Utilities, Internet, and Mail Forwarding
 - Schedule a final walkthrough with Realtor
 - Begin packing the rest of your belongings
- 

1 WEEK BEFORE

- Meet with lawyer for final signatures
- Provide closing funds
- Confirm closing details
- Do your final walkthrough to ensure there are no problems



day before closing

**Change your address on license, banking,
subscriptions, CRA, etc**

**Pack an ESSENTIALS BOX for your first
night (toiletries, chargers,snacks, etc)**

closing day

**Touch base with the lawyer, provide any
further documents needed, and wait to
receive the keys!**

FAQ'S

Closing Costs

LAND TRANSFER TAX (LTT): This provincial tax is applied when the property changes ownership. It is paid by the purchasing side in a transaction. If you're a first time home buyer, you may qualify for a rebate up to \$4,000.

LEGAL FEES AND DISBURSEMENTS: Generally between \$1000-\$2,500 and covers the hiring of a real estate lawyer to handle the sale including: reviewing the Agreement of Purchase and Sale and handling the title transfer, registration, and closing.

TITLE INSURANCE: Protects you against potential issues like title fraud, zoning violations, or disputes over property boundaries. One time payment of \$250-\$500.

HOME INSPECTION: If applicable, an additional cost will be the home inspection to review the home's condition. Usually between \$300-\$600.

MORTGAGE DEFAULT INSURANCE: Is required if your down payment is less than 20% of the purchase price.

APPRAISAL FEE: Many lenders require an independent appraisal to confirm the property's market value.

ADJUSTMENTS: This covers reimbursements if the seller has prepaid expenses like the property taxes, utility bills or condo fees (if applicable). Your lawyer will calculate these costs and include them in the final statement of adjustments.

MOVING COSTS: If you plan to hire movers or rent a U-HAUL, budget for additional expenses.

Lawyers

Zachary Soccio-Marandola

📞 647-797-6881

✉️ zachary@socciomarandola.com

Sam Parlatore

📞 365-880-7777

✉️ info@parlatoRELAWYERS.com

Paul Krowchuk

📞 905-295-9995

✉️ pklaw@bellnet.ca


SHANNON WATERS
Niagara Real Estate



📞 289.668.2502

✉️ realtybywaters@gmail.com

📷 @shannonwaters.therealtor

exp
REALTY
BROKERAGE

Home Inspectors

paul andrusiw

📞 905-401-7586

✉️ paul@rhiniagara.com

mario lucciola

📞 905-401-3005

✉️ allspec@sympatico.ca

justin toth

📞 289-969-6399

✉️ justin.toth@abuyerschoice.com



SHANNON WATERS
Niagara Real Estate



📞 289.668.2502

✉️ realtybywaters@gmail.com

📷 @shannonwaters.therealtor

exp
REALTY
BROKERAGE

Mortgage Agents

Robert Craig

📞 905-933-1484

✉️ robert.craig@scotiabank.com

Kevin Liddiard

📞 905-931-5385

✉️ kliddiard@dominionlending.ca

Austin Golding

📞 905-348-8810

✉️ austin.golding@indimortgage.ca


SHANNON WATERS
Niagara Real Estate



📞 289.668.2502

✉️ realtybywaters@gmail.com

📷 @shannonwaters.therealtor

exp
REALTY
BROKERAGE