



The Ultimate Buyer's Guide

Buying a home is one of life's most significant milestones. At **Exa Realty**, we believe the process should be as rewarding as the result. This guide breaks down the journey into simple, actionable steps to help you move forward with confidence.

Step 1: Get Your "House" in Order

Before looking at properties, you need to know your numbers.

- **Check Your Credit:** A higher score often leads to better interest rates.
- **Get Pre-Approved:** This tells sellers you are a serious buyer and gives you a clear budget.
- **Calculate Closing Costs:** Remember to set aside **1.5% to 4%** of the home's price for legal fees, inspections, and taxes.

Step 2: Define Your Lifestyle

Don't just look for a house; look for a home that fits your daily life.

- **Location:** Proximity to work, schools, and amenities.
- **Must-Haves:** Minimum bedrooms, bathrooms, or a home office.
- **The "Vibe":** Do you want a turn-key modern condo or a fixer-upper with character?

Step 3: The Search & Tour

This is the exciting part! Your Exa Realty agent will curate a list of properties that match your criteria.

- **Stay Objective:** It's easy to fall in love with a coat of paint. Look at the "bones"—the roof, the foundation, and the layout.
- **Ask Questions:** How long has it been on the market? Have there been any recent upgrades?

Step 4: The Strategic Offer

When you find "The One," we act quickly and strategically.

- **Market Analysis:** We provide data on what similar homes have recently sold for.
- **Conditions:** We help you decide on contingencies like home inspections or financing clauses to protect your investment.



Step 5: Closing the Deal

Once your offer is accepted, the "under contract" period begins.

- **Home Inspection:** A professional will check for any hidden issues.
- **Final Walkthrough:** Your last chance to ensure the home is in the agreed-upon condition.
- **Key Day:** Once the legal paperwork is signed and funds are transferred, the keys are yours!

Why Partner with Exa Realty?

We don't just find houses; we build relationships. Our team provides:

1. **Expert Negotiation:** Getting you the best price in any market.
2. **Local Knowledge:** Deep insights into neighbourhoods and future developments.
3. **Seamless Support:** We handle the paperwork so you can focus on the move.

Ready to find your next home?

Exa Realty

Visit us at: <https://exarealty.ca/>

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