A Distinctive guide to buying and selling your Find a great real

home

Start looking for homes online

> Narrow down your list of must-haves and nice-to-haves.

Are you set on a particular school district or neighbourhood?

How many bedrooms do vou need? Do vou want a single-family home, or are you open to a townhouse?

Sign up for Distinctive Advisors real estate updates

We send you the most exceptional real estate listings Toronto has to offer, right to your inbox.

Sign up and start looking at listings to get an idea of what you do and don't like.

months

estate agent

Do vour homework online and then ask to interview a few agents in person.

Distinctive Advisors agents will help you make a real estate investment plan that will meet your family's needs as well as your financial goals. Experience the distinctively different client experience our brokerage has to offer.

Attend open houses and go on home tours

agents plan a listings in person. Stay strong

The home search process can be your eye on the prize!

grueling, but keep

months

Enter mutual acceptance, close the deal

Buyers should deposit earnest money, review the seller disclosure forms, review the ownership history and title and schedule a home

3

weeks

inspection.

Line up an inspector

> **Distinctive Advisors** has a database of trusted complementary business partners for you to choose from. including knowledgeable and experienced home inspectors.

Closing Day!

Get vour kevs!

Attend the closing and bring a government-issued ID and your payment for any overages. Give vourself a pat on the back, you're a homeowner!

• Assess your situation

Make sure you've filed vour taxes and have a paper trail for your major financial transactions from the past year.

> 6 months

Get Pre-Approved

Distinctive Advisors can help vou choose the right local lender and get a pre-approval letter before you begin house hunting in earnest.

Let our experienced schedule that works for you to experience Stage your home

days.

Make

an offer

Submit or resubmit your

pre-approval application

Most mortgage pre-approvals are good

for 60 to 90 days. If Distinctive Advisors

even worry about this! If you've selected

exceeds that time frame, resubmit your

another lender, and your house search

application to last another 60 to 90

is taking care of your mortgage, don't

Declutter each room and showcase key features, like new hardwood floors.

Get professional listing photos taken

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List your home on Thursday or Friday

> Average daily website traffic on real estate sites is 20% higher on weekdays than over the weekends and traffic on Fridays is 30% higher than Sundays.

agent, lender and Closing

Dav!

lawyer to ensure a smooth transfer of ownership to the buyer. Celebrate, you did it!

Closing Day!

Work with your

Enter mutual acceptance, close the deal

Sign the offer.

negotiate and complete inspection repairs and start packing.

negotiate the offers

Your agent will present all the offers, advise you on the counteroffers and guide you through negotiating prices and terms.

Selling

Start

Buying

Find a great real estate agent

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Distinctive

Look at the calendar

> Strategize with your agent about when to put vour home on the market.

• Figure out where you're moving

> Determine if you're planning to buy a new home right away or down the road or if you're just looking to rent your next place.

• Deep clean

Wash the floors,

scrub the grout, scour the kitchen. dust the blinds, wash the windows and steam clean the carpets. Or, let **Distinctive Advisors** complementary business partners take care of this so you don't have to.

Make small repairs

Take time to patch a small hole in the wall or fix peeling wallpaper. If you're too busy. **Distinctive Advisors** is happy to project manage repairs around your home with one of our trusted complementary

business partners.

house **Put away** valuables such as cash, jewelry and such personal

Prepare for

the open

items such as

your personal

calendar.

family photos and

Once your home is on the market, tour requests should start rolling in. Your agent should call each buyer's agent and ask for feedback on the place and its price. Once you hear the same feedback from a few buyers, act on it.

week

Ask your Monitor your agent for listing homebuver

feedback real estate agent to see how your listing is performing on the brokerage website, social media and see how much interest is being generated for your listing.

Check in with your Evaluate and