

BUYING



CLIENT CARE

A WHOLE TEAM OF SUPPORT

While your chosen REALTOR® is dedicated specifically to helping you with your buying needs, when you work with The Kesh Group, you get so much more than just one agent! Our entire team of knowledgeable REALTORS® are working hard to help you find the perfect home. Plus our admin team takes care of all the behind the scenes details to make purchasing your dream home simple and stress free for you!

CONSTANT COMMUNICATION

We understand that buying a house is a big decision and can be stressful at times. We are here to make it easy for you. If you have questions, we're here to answer them. If you have concerns, we're here to ease them. If you are excited, we're here to celebrate with you! Every step of the way, we'll walk with you.

POST PURCHASE FOLLOW UP

When you find and buy your dream home (and you will) that's not the end for us, it's just the beginning! We stick around to help you navigate the closing process and we stay in touch so that if you have any home ownership questions or future real estate needs, you can always reach out.





FIRST TIME BUYERS

If you've never purchased a home before, don't worry, we are here to help. Taking your first step into the housing market can sometimes seem daunting for first time buyers, but with The Kesh Group on your side, you can reach your real estate goals. There is no such thing as a stupid question and our team of knowledgeable REALTORS® will help explain the ins and outs of real estate so that you can feel calm and confident when making one of the biggest, and most exciting, decisions of your life. We'll start at the very beginning - dreaming about being a home owner - and walk you through the steps until you actually are one!

EXPERIENCED BUYERS

If you've purchased a home before but are ready to upsize, downsize, purchase a vacation home or add an additional rental property to your real estate portfolio, we can help. Our team will work tirelessly to find you a property that meets your unique needs and make your real estate dreams come true.

WHY USE AN AGENT

BECAUSE IT'S FREE ✓

Having a **Buyer Agent** on your side protects you from being taken advantage of or missing out on opportunities in today's competitive real estate market. Plus, the Buyer Agent's fee is paid for by the seller, so there's no cost to you!

CALLING A LISTING AGENT ✗

Many buyers simply look online and when they find a house they like, call up the REALTOR® who listed it. The risk with this method is that the Listing Agent is working first and foremost for the seller, not for you. The Listing Agent *can* legally represent both parties (this is called *double-ending*) but things get tricky when it comes to negotiating price. It's difficult for one agent to effectively work for both sides because they are trying to get the *most money* for their sellers, but also trying to get the *lowest price* for their buyers. It's better if each party has their own agent who can fully represent their best interests.

BUYING ON YOUR OWN ✗

Some buyers consider representing themselves in a real estate transaction. This can be a costly decision unless you are well-versed in the legalities of real estate and trained in negotiation. Additionally you may miss out on some great opportunities, since REALTORS® have access to new listings typically 1-2 days before the general public.

BE THE BEST BUYER

KNOW WHAT YOU WANT

Taking the time to think about your wants and needs is crucial. Consider not just your budget and ideal number of rooms, but also location, transit access, and how the layout of a home will suit your lifestyle now and in the future.

GET PRE-APPROVED

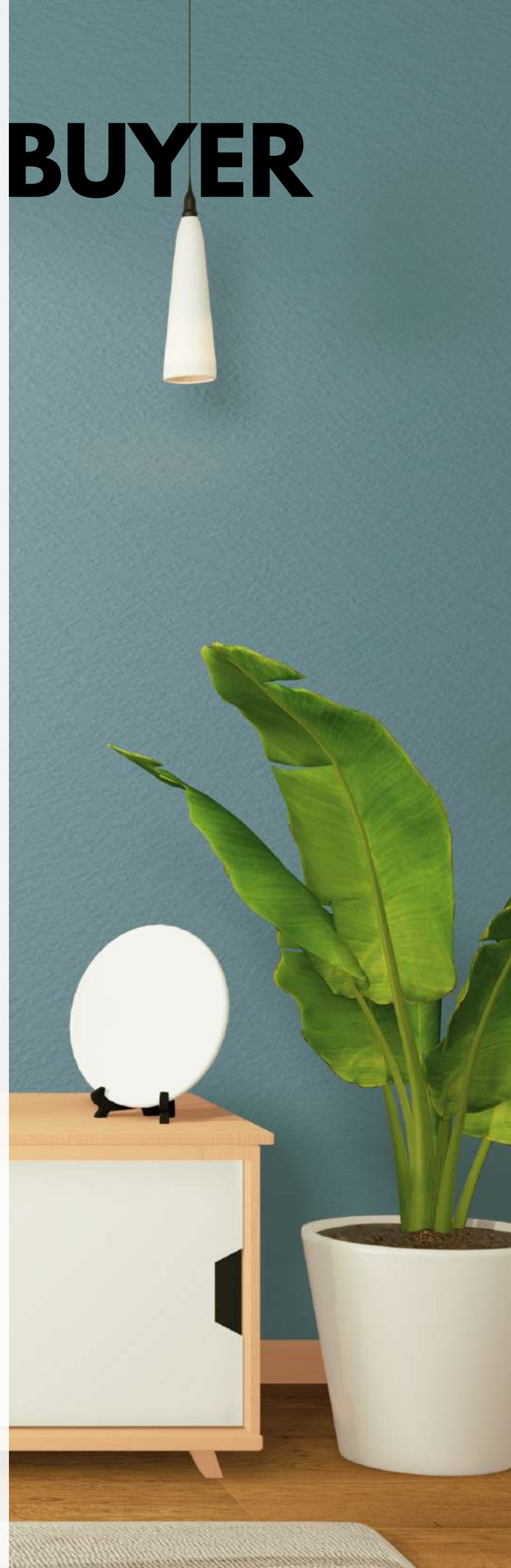
We strongly recommend getting pre-approved before starting your house hunt. By talking to your bank or mortgage advisor and having a clear understanding of your budget, you'll be able to narrow down your search to houses that best suit your financial abilities.

BE READY TO MOVE

Homes in the Niagara Region are highly sought after. We are conveniently located between Toronto and the US Border and boast many amazing attractions and amenities, so when houses come up for sale in this area, they often don't last long. Being in a mindset where you are ready to take action will give you an edge in a competitive market.

WRITE A LETTER TO THE SELLERS

Consider writing a letter to the sellers explaining why you want to buy their home. Selling is an emotional process and sometimes hearing from the buyers and connecting on a personal level can tip the scales in your favour, especially if there are competing offers.





WANTS & NEEDS

**MUST
HAVE**

**WOULD
LIKE**

**DON'T
CARE**

**NO
WAY**

TYPE OF HOME

Detached Home	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Townhouse	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Apartment/Condo	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Multi-Unit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bungalow	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Backsplit/Sidesplit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Two Storey	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

LOCATION

City Centre	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Suburbs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Property with Acreage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rural	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

NEARBY

Work	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Schools	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public Transportation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bike Paths and Walking Trails	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shops and Restaurants	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cultural and Arts Opportunities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Community Centre	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fitness/Recreation Facilities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Parks and Playgrounds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PARKING

Garage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Carport	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Driveway	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Street Parking	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

EXTERIOR

Vinyl	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Aluminum	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brick	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Stone	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

How many bedrooms do you need in your future home? _____

WANTS & NEEDS

**MUST
HAVE**

**WOULD
LIKE**

**DON'T
CARE**

**NO
WAY**

FEATURES

Open Floor Plan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Formal Dining Room	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Eat-In Kitchen	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Breakfast Bar	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Kitchen Island	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Master Bedroom with Ensuite	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Walk-In Closet	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Home Office	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
In-Law Suite	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Finished Basement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Main Floor Laundry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

FLOORING & FINISHES

Hardwood	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Engineered Hardwood	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Laminate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Carpet	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tile	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Marble Counters	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quartz Counters	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Stainless Steel Appliances	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

HEATING & COOLING

Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Natural Gas/Propane	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Radiant Heat	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Central Air	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wood Fireplace	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gas/Electric Fireplace	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

EXTERIOR

Screened-In Porch	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fenced Yard	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gardens	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Deck/Patio	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pool	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

How many bathrooms do you need in your future home? _____





The Kesh Group is incredible and I would highly recommend them!

When my husband and I decided to purchase a house, we felt lost. The market is overwhelming and as first time home buyers, it was intimidating to take the plunge and dive in. The Kesh Group happily held our hand and walked us through the whole process. We sincerely appreciate everything this terrific team did to make our home ownership dreams come true!



- Jenn