

Dwelly's Home Buyer Guide

# Home Buying Made Simple





## Table of contents.

Who We Are .....	5
Buying Your Home .....	6
<b>Step 01</b> Get an Idea .....	8
<b>Step 02</b> Think Numbers .....	9
<b>Step 03</b> Search, Search, Search!.....	10
<b>Step 04</b> We're here to help! .....	11
<b>Step 05</b> Narrow it Down!.....	12
<b>Step 06</b> Submitting an Offer .....	13
<b>Step 07</b> Offer Conditions .....	14
<b>Step 08</b> Offer Acceptance .....	16
<b>Step 09</b> Closing .....	17
<b>Step 10</b> Getting Your Rebate.....	18
<b>Step 11</b> Making the Move.....	19
<b>Step 12</b> Celebrate .....	20
The Platform .....	22
Our Mission .....	23
Buyer Rebate .....	26

Buying a home is a substantial decision - whether you're taking the next step with your partner/family, investing in real estate or you're just done with renting, there are lots of factors to consider.

That being said, buying a home is an exciting milestone! Purchasing a home in the Greater Toronto Area, specifically in hotspots like Downtown Toronto, can be a trying process. With Toronto recently being named the fastest growing city in both Canada and the US, it is quickly becoming one of the most sought-after areas to live or own real estate in. All things considered, the market can be challenging to navigate - that's where Dwelly comes in. This home buyer guide is to simplify every step of the home buying experience.

# Who we are.

Dwelly is a fast-growing team of forward-thinking agents; our top priority is to help clients buy, sell and rent homes as seamlessly as possible. We are a tech-powered real estate brokerage who is driven by numbers but motivated by the human aspect of the process. We take pride in having the client's best interest at heart.

What to expect when  
working with us...



Informed knowledge  
of the market & area.



Honest & transparent  
in all aspects.



Pressure-free  
decision making.



Reliability; you can  
count on us to show  
up, every time.



Quick responses  
and an open line of  
communication.

# Buying your home.

When you first think of buying a house, it's easy to become overwhelmed with information overload and wind up confused about where to start.

The purpose of this guide is to lay out the process for you in the simplest form: where to start, what you need, and what to expect from start to finish. Let's get right into it!





# 01

## Get an idea.

Your first step is an easy one - it involves what you and loved ones desire in a home. In conjunction with why you're buying a home, you definitely have some sort of an idea about what it is you're looking for in a home. This could include size, number of bedrooms/bathrooms, location, finishes, and so on. As long as you have a general idea of the non-negotiable things you want in a home then you're already making the process easier. Here are a few questions to start with:

- 1 What is your price range?
- 2 What type of property are you looking for? (single-family home, condo, co-op)
- 3 Do you have any preferred neighbourhoods?
- 4 Do you have pets?
- 5 Do you have children?
- 6 Is proximity to public transportation, schools, and grocery stores etc. an important factor?
- 7 What amenities are most important to you? (parking, yard, etc.).



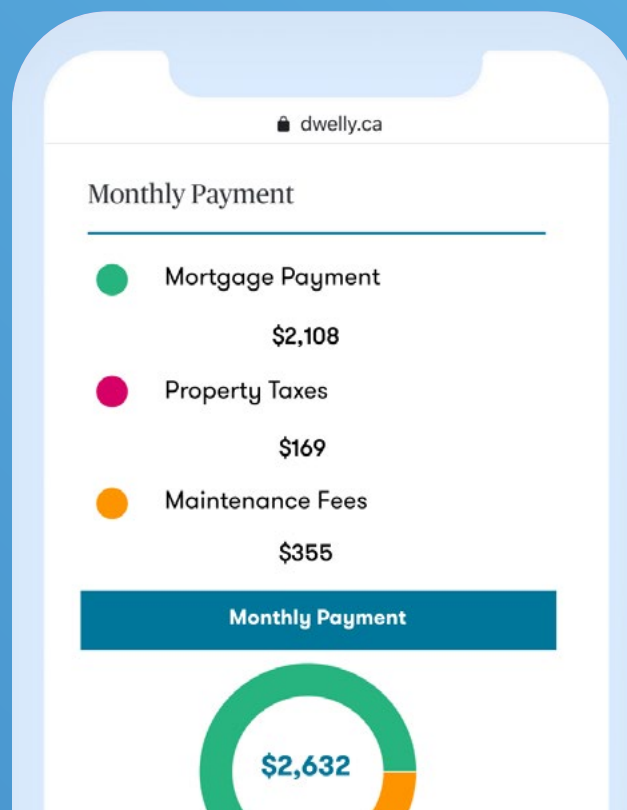
# Think numbers.

# 02

Prior to diving deeper into your home search, you need to think of your finances.

If you're paying in cash then you're set -

you know how much you will be paying, therefore you have a budget laid out. If you're getting a mortgage then the sooner you speak with a mortgage broker or your bank, the better. The most important thing here is to get a mortgage pre-approval so that you know how much you're qualified for. This will clarify your price range and help narrow down your home search process. It's also helpful to have your mortgage pre-approval ready in case you're submitting an offer on offer night.



# 03

## Search, search, search!

Use Dwelly's user-friendly platform to search for homes that meet your criteria. Make sure to filter by all the factors you're prioritizing, like size, neighbourhood, type (condo or house), etc.. Our mission is to make this part of the process driven by you, the buyer. Take your time and explore your options during this step – the deeper you go into your search, the more you will know exactly what type of home you're on the hunt for.



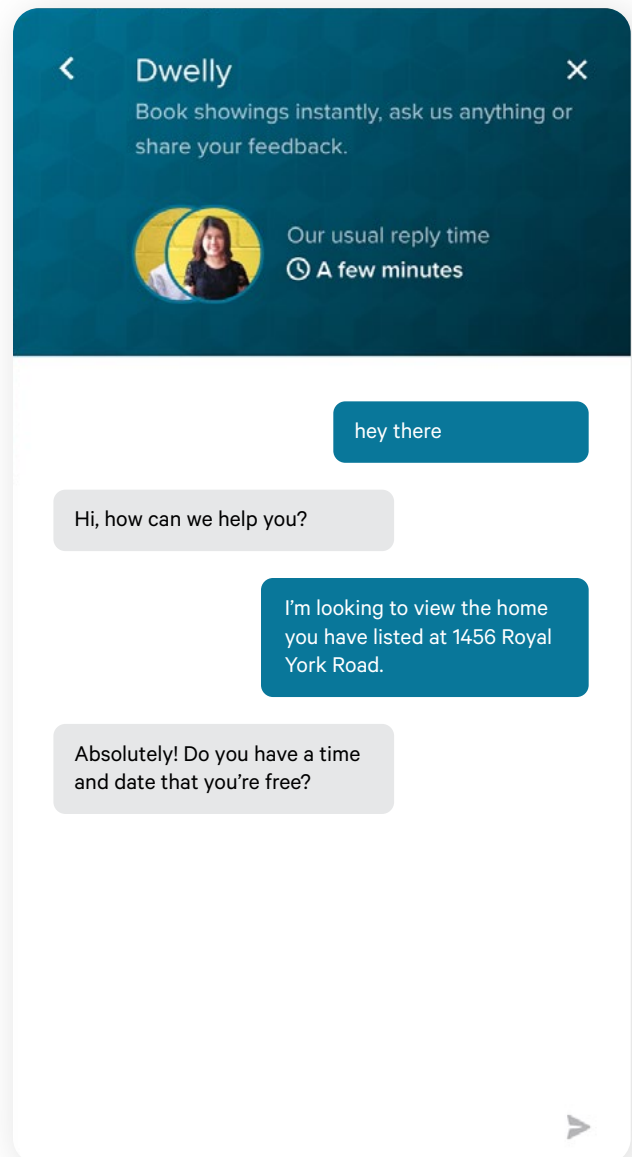
**TIP:** Keep your price filters on budget so that you don't get tempted by out-of-budget properties!



# We're here to help.

Although we are disrupting the industry by transforming your home search into an online shopping experience end-to-end, that's not to say that you're on your own. Our 24/7 live chat is your search assistant - feel free to reach out to us whenever, with whatever questions you have. Whether you have general questions about the buying process, or you need some case-specific advice, we're here for you. The days of back and forth emailing, phone calls and long response times are over. Think of our live chat as your instant messaging home search assistant. For more general support, you can also visit our [help center](#).

# 04



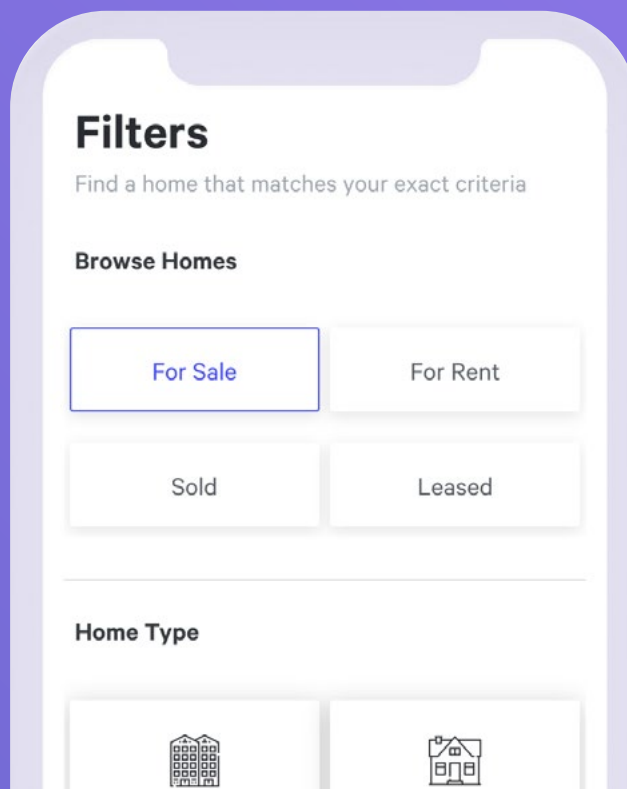
# 05

## Narrow it down!

At this point, you're well into your home search and it's time to get even more specific. Narrow down your options and

choose the properties that you'd like to see. With Dwelly, you can do this in one of two ways - a Dwelly agent heads to the property and gives you a virtual tour to enjoy from the safety and comfort of your home, or you view the property in person along with your assigned Dwelly agent.

Once you've seen the properties you're interested in, you might be ready to submit an offer (which we'll cover in a bit). Even if you make the decision to submit an offer, do not halt your home search. That's not to say you should submit multiple offers at the same time - just keep an eye on new listings coming on the market in case your first offer doesn't go as planned.



# Submitting an offer.

# 06

Throughout the entire home-buying process, this might just be the most uncertain step. However, (*worry not!*), you'll be well-equipped to take it on with grit and grace.

Since you already have your mortgage pre-approval, submitting your offer is a matter of gathering documents and filling out forms. Dwelly enables you to be autonomous in submitting an offer - you can access all the necessary information and fill out an offer application online. Should you need any additional assistance specific to offer conditions or details, our live chat is still there for you through and through!

Depending on the property you're submitting an offer for, you might experience an offer night. An offer night is where the seller sets a time by which all offers are due. Not knowing how many other buyers you're competing against and how much they're willing to go over the list price makes offer nights slightly unnerving to navigate. In the case of an offer night, your Dwelly agent will handle all communication with the seller's representative and keep you in the loop. Although you do make all the final decisions in terms of your offer price and so on, your Dwelly agent will give you their advice and know-how until the very end.

# 07

## Offer conditions.

Offer conditions are factors that need to be met in order for the offer to be firm and for closing to go through. This means that if you put a condition in your offer and the seller accepts your offer, the seller is bound to meet your conditions before the closing date.

If the market is hot and the property is in high demand, some buyers choose to waive all conditions in order to speed up the process. However, most offers will be conditional on a home inspection, financing or a status certificate (if applicable). For example, you (the buyer) can carry out a home inspection with a professional to make sure that the house/condo is in good condition before committing to the purchase.

During the mortgage condition period your offer can be cancelled if you are unable to get approved for a loan for this property.

We recommend 3-5 days but you should discuss with your lender before reducing or removing the mortgage condition.

16 → How many days would you like for the mortgage condition?

Enter 0 if you would like waive the condition.

[Learn more](#)

Your offer conditions are a reflection of your situation and needs  
- some buyers will choose to include multiple conditions based on  
what they need. Here are some examples of other conditions:

- Confirming mortgage terms
- Reviewing the property title & documents
- Selling your own home
- Getting the property appraised



# 08

## Offer acceptance.

This is where you can take a sigh of relief! Getting your offer accepted means you're extremely close to officially

becoming a homeowner. The case here could be that your first and only offer gets accepted fast, but it could also be that you get a few push-backs first and your accepted offer takes longer than anticipated. Regardless of what your journey looks like, it's important to remain calm and level-headed until the end.

Once your offer is accepted you will have 24 hours to provide your deposit. As soon as the seller receives your deposit, your offer is firmly accepted. An accepted offer is a binding contract, meaning that once it's accepted you cannot back out without the risk of losing your deposit, unless you have conditions that allow you to.



**TIP:** If you don't have a lawyer, now's the time to think of getting one so that you're prepared for closing. If you would like a recommendation, we've done the groundwork and partnered up with the right people for the job.

All that's left at this point is closing...

# Closing.

Before closing day, you (the buyer) and the seller will each head to your lawyers' offices and sign the papers that will finalize the deal. Keep in mind that you will not officially own the property until the actual closing day.

By closing day, it goes without saying that the rest of the sale price amount needs to be transferred to the seller. On this day, your lawyer will complete the sale and register you on title as the new owner of the property.

You will agree, with both your lawyer and the seller's lawyer, on a time on closing day for the key exchange. Once you have the keys, official congratulations are in order:

**YOU ARE NOW A HOMEOWNER!**



# 10

## Getting your rebate.

Within 60 days from closing you shall find  
your dwelly rebate cheque in the mail.

Which you may use to furnish all your other  
desires – take time to go on that vacation, renovate/furnish  
your new home, or maybe throw a spectacular housewarming  
party – it's all up to you.



# Making the move.

# 11

Move-in day is probably the most labour-intensive step of this process, but it's also a very exciting one! Our advice for moving in would be as follows:

- **Plan ahead;** obtain home insurance, if you're hiring movers, rent a U-Haul, book the service elevators, etc., do so well in advance so that things aren't booked up on your moving day
- **Get organized prior to the actual moving day;** sell or donate things that you're not taking with you, pack up your place and label things so that you know where everything is.
- **Prepare for anything;** moving days usually go smoothly but you can experience a hiccup or two. Rarely, you might have an issue with keys not working or the condition of the home being unexpected - don't panic, we'll be here to help assist you through any unforeseen circumstances.

All in all, moving day is usually stressful but keep in mind that at the end of the day you'll be in your new home and ready to celebrate!



# 12

## Celebrate.

Congratulations - you did it. No matter what stage you're at in life, whether this is your very first home or not, do something to celebrate this milestone!

Throw a party, pop a bottle, head to dinner or just relax and wind down in your new home - whatever a celebration looks like for you, enjoy it. 😊



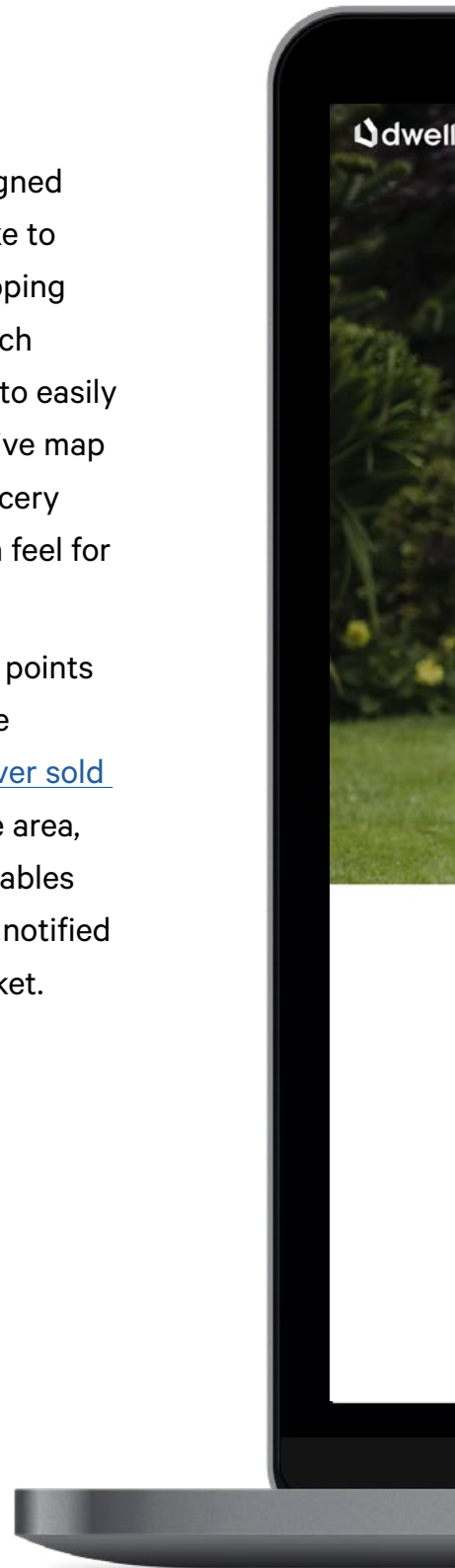




# The platform.

When creating Dwelly, every part of the process was designed to make sure you (the buyer) get the most out of it. We like to think of buying a home as the most important online shopping experience, which is why we focus on simplifying the search process. We've implemented intuitive filters, allowing you to easily search for everything you look for in a home. Our interactive map offers a wealth of information regarding schools, local grocery stores, and restaurants, so that you can immediately get a feel for different neighbourhoods.

We continuously strive to provide as many insightful data points as possible, such as current market trends, so that you are equipped to make informed decisions. You can also [discover sold prices](#) to help you get an idea of comparable homes in the area, so you know what to expect in terms of pricing. Dwelly enables you to [set up instant or daily listing alerts](#) so that you get notified once a property that fits your criteria appears on the market.





# Discover a home you'll love

Search and start offers for thousands of condos and houses online

[Buy](#)[Rent](#)[Toronto Homes](#) • [Mississauga Homes](#) • [Richmond Hill Homes](#) • [Markham Homes](#)

“

Such an easy process from start to finish, found a great condo without a headache. I'd highly recommend to anyone who is looking to find a home in Toronto.



David A.

“

As newcomers to Canada, it proved to be challenging to find a condo, but with Dwelly, we were able find, view, and move into our rental condo in about two days!



Vijay K.

“

The team at Dwelly was super efficient, prompt and helpful. I was able to rent out my unit in under a week! Made my experience very pleasant and smooth.



Sereen A.

[For Buyers](#)[For Renters](#)

## The Biggest Refund Anywhere.

We reduce our buying agent commission by half – saving our clients an average of \$9,850 at close. A typical buying agent's commission is 2.5%. Dwelly's streamlined tech platform makes our

your refund

\$10,163



# Our mission.

Dwelly was born out of a desire to change the realtor-client relationship. We aim to not only improve and demystify every aspect of the process from search to close, but to also ensure that clients get their deserved value for money. We strive to simplify the commonly complex process of working with a real estate agent to buy a home.



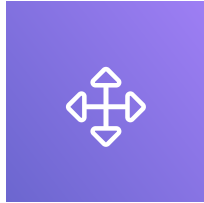
## Our mission, actualized.

Long story short, buying a house is expensive - everything from the down payment, to the lawyer fees, to the mortgage itself, and any other miscellaneous costs that are bound to come up. At Dwelly, our mission is to ease the financial blow on buyers by cutting our commission in half.

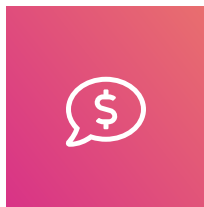
In most cases, a 5% fee is taken from the sale price and split between the buyer's agent and the seller's agent. Our streamlined process and proprietary technology allows us to contribute half our commission as a rebate to you, the buyer.

# Dwelly's buyer rebate *(the biggest of it's kind!)* explained.

Our buyer rebate was born out of the need to give our clients their true money's worth. With more and more brokerages going digital, a lot of the heavy lifting has moved from the realtor to the client in terms of searching for options, so why shouldn't the commission reflect that shift?



Dwelly enables you to conduct a self-driven home search, by using our map and setting up listing alerts while also using our 24/7 chat support when needed. As Dwelly agents, our legwork mainly consists of unlocking doors to enable you to view properties as well as spearheading the negotiations and paperwork submissions.



Since you play a significant role in your home buying process, we reduce our commission fees (2.5% in most cases) by half and contribute 1.25% to you. You'll get a commission rebate cheque in the mail after closing, saving you an average of \$9,850. Think of it as our "Thank You" for trusting us, which can be used towards furnishing your home, repairs, or recovering your closing costs!



Visit **Dwelly.ca** to start your  
home search journey.