

# Buying the Perfect Home

FINDING YOUR FUTURE HOME IS A PROCESS.

THIS GUIDE IS ABOUT UNDERSTANDING THAT  
PROCESS AND PUTTING YOURSELF IN THE  
MOST FAVOURABLE POSITION TO SECURE  
THE HOME OF YOUR DREAMS.



DEREK  
LADOUCEUR

# STEP 1

## CHOOSE A REALTOR®

You can choose the right advisor to help with home buying by interviewing, seeking referrals, and researching prospective salespeople. Since you only work with one Realtor®, it should be someone you like, trust, and respect.

# STEP 2

## GET YOUR FINANCES IN ORDER

### GET PRE-QUALIFIED

Pre-qualification is the lender's estimate of your borrowing power, which is determined by your application, credit history, income, and debts.

### GET A PRE-APPROVAL

Pre-approval formalizes the estimate and concludes with a letter or certificate of commitment from a lender that confirms approval for a specified amount at specified terms.

### TOTAL DOWN PAYMENT

You must invest this money in a down payment and closing costs. Your equity can be added to this total if you own a home. You can determine an estimation by talking with your lawyer or financial advisor.

# STEP 3

## CHOOSE A STYLE

Toronto's housing stock is diverse and gives home buyers limitless options. Most neighbourhoods offer a variety of housing styles. Often, the housing style is determined by your budget.

# STEP 4

## FINDING YOUR HOME

### CREATE A WISH LIST

Home purchases require compromise, so you must prioritize your needs and wants before beginning your search.

Share your wish list and your price range with your salesperson so they can find properties that fulfill your needs requirements. Keep your Sage Realtor® advised of any changes to your requirements.

### LOOK AT EVERYTHING

Your Realtor® can show you any listed homes. As you view various homes, start to narrow your search by defining more specific parameters and assessing alternative housing styles, configurations and conditions.

### USE THE INTERNET

Realtor.ca is your friend and the most comprehensive source of listings on the market.





## STEP 5

### MAKING AN OFFER

When you find the home you want, it is time to make an offer. Here are the most common elements of an offer:

#### PRICE

- Price is determined based on comparable listings, sales, and current market conditions. It is essential to understand that the listed price is a marketing price and often doesn't reflect the actual market value of the property. Your Realtor® can access market value and advise you accordingly.

#### MORTGAGE CONDITION

- This stipulates that you will buy the home subject to obtaining a mortgage in a specific time frame. This condition is unnecessary if you have been pre-approved for a mortgage. Generally speaking, the fewer conditions, the stronger your offer will be.

#### HOME INSPECTIONS CONDITION

- A thorough inspection of the property protects you against structural or material problems. The buyer is responsible for hiring and paying the inspector but this is money very well spent.

#### DEPOSIT

- The deposit amount secures the contract until the closing and will be applied to the down payment and closing costs. The bigger the deposit, the better. In Toronto, you should provide a minimum of 5% down.

#### CLOSING DATE

- The date when ownership changes hands. Flexibility can give a buyer a big advantage and occasionally allows for you to negotiate more favourable terms.

#### COUNTEROFFERS

- There is often a fair amount of negotiation before both parties are satisfied. Your Realtor's® experience and market knowledge will be invaluable during negotiations.

## STEP 6

### HIRE A CLOSING LAWYER

The buying process involves many legalities, so it's best to use a lawyer with real estate experience. Although most transactions close without any problems, an experienced real estate lawyer is helpful if difficulties arise.

Toronto lawyers typically charge a flat fee for home buyers. Disbursements will be in addition to the quoted fee. Your lawyer can provide you with the exact disbursement expenses for your transaction.

# STEP 7

## GET INSURANCE

Many different insurance types are associated with home ownership, some mandatory and some optional. See below for a few examples.

1. Homeowner's Insurance
2. Mortgage Life Insurance
3. Mortgage Insurance
4. Title Insurance

# STEP 8

## CLOSE THE DEAL

Shortly before closing, your lender will forward all loan documentation to your lawyer. You will be responsible for bringing the balance of your down payment and closing costs to your lawyer, typically in the form of a certified cheque or bank draft.

# STEP 9

## MOVE INTO YOUR DREAM HOME

Decide whether to move yourself or hire professionals.

Make reservations with a moving or truck rental company well before your move date to ensure availability.

Tip: Call three companies for estimates to compare.

Sign up for services at your new address. The typical providers include:

- Toronto Hydro,
- Enbridge Gas,
- Bell/Rogers for Internet and TV,
- City of Toronto for water and waste management (the lawyer should do this, but always good to double-check).

# STEP 10

## OFFER NEGOTIATIONS

The sale of a house often entails considerable negotiation. A seller can accept the offer as is, decline the offer outright or make a counteroffer.

## SEND CHANGE-OF-ADDRESS CARDS WITH YOUR NEW ADDRESS TO:

Friends and family, banks, insurance companies, credit card companies, and other financial institutions. Magazines and newspapers, doctors, lawyers, accountants, and other service providers. Also, update your driver's license, health card at the Canada Revenue Agency.





## STEP 11

### AFTER THE DEAL IS DONE

A "Sold" sign will be placed on the lawn (for freeholds), and the sale will be reported to MLS®. Then you can expect the following to happen:

- Your Realtor® will distribute copies of the Agreement of Purchase and Sale and any related documents to lawyers and all relevant parties.

- An appraiser will inspect the home to verify the purchase price for the mortgage lender.
- The buyer may also inspect the home to measure for furniture placement, choose paint colours or obtain quotes.
- Rate your Realtor® on Yelp and Google Reviews.

## STEP 12

### MOVE OUT

- Schedule the change/termination of service for utilities, internet, security system, etc.
- Meet with your movers and make sure they understand all of your instructions.
- Do a final check for forgotten items.
- Do a final cleaning.
- Leave keys and the code for the security systems inside the house.

I know buying a home can be daunting, but it doesn't have to be!

If you feel ready to discuss the next steps, feel free to reach back out to me. We can have a more in-depth chat and I would be happy to answer any questions you may have.

# ABOUT DEREK LADOUCEUR

## A LITTLE ABOUT ME

Derek Ladouceur is a distinguished realtor in Toronto, recognized as one of the top 1% of real estate professionals in the city. With an impressive 13 years of experience, he has built a reputation for excellence and a commitment to prioritizing his clients' needs.

Derek's journey into the world of real estate was sparked by a personal frustration: the subpar service he received from a realtor when he and his wife, Fiona, were selling their first home and purchasing their current one. This experience motivated him to obtain his real estate license and ensure that others would not have to endure the same challenges.

Derek resides in the vibrant Upper Beaches neighborhood, where he has lived for 16 years with his wife Fiona, an exceptionally talented interior designer, and their daughter, Addison, who is almost 15. He affectionately refers to Addison as his "little monkey," a testament to the joy she brings to their lives. Fiona's design expertise has likely touched many local spaces, contributing to the aesthetic charm of this wonderful city.

Having grown up in Toronto, specifically on the Danforth, Derek possesses a profound understanding of the city's diverse communities. His roots are half Greek, reflecting the rich cultural tapestry of Toronto. He met Fiona at the gym, and their shared values and interests led them to build a life together. Over the years, Derek has witnessed many neighborhoods transition from overlooked areas to highly sought-after locations, a transformation fueled by new developments and a growing community spirit.

Before embarking on his real estate career, Derek dedicated himself to social services, focusing on helping those in need. His first job out of college was at the Red Door Family Shelter, where he worked tirelessly as a frontline worker, assisting women and children escaping domestic abuse. This role was both rewarding and challenging, providing him

with invaluable insights into the lives of vulnerable families. He later joined the Toronto District School Board, working with students who had been suspended, equipping them with essential skills to succeed academically and socially.

Derek also spent time with Muki Baum, an organization that provides housing for children and adults with autism who cannot live at home. His experiences in these roles cemented his commitment to community service and helping others, a thread that runs through his life and career. Derek's mother was a single parent, juggling multiple jobs to support him and his sister, instilling in him the values of hard work, resilience, and determination.

In addition to his real estate prowess, Derek is a former competitive athlete, having pursued a career in kickboxing. He won the Canadian Heavyweight Amateur Thai Boxing title and later fought for the North American title, eventually competing for the World Amateur Kickboxing Title. His athletic achievements, including representing Canada at international events, are a testament to his discipline and dedication. He ended his fighting career by turning professional and achieving a significant victory over the 7th ranked fighter in the world.

Derek's multifaceted background—combining real estate expertise, community service, and competitive sports—equips him with a unique perspective that he brings to his clients. He understands that buying or selling a home is one of the most significant financial transactions people will make in their lives. With a focus on delivering exceptional service, he is committed to making the process as seamless and enjoyable as possible.

In essence, Derek Ladouceur embodies the spirit of Toronto, blending his personal experiences with professional acumen to ensure that his clients feel supported and valued throughout their real estate journey. Whether navigating the complexities of the market or simply providing guidance and reassurance, Derek is dedicated to making each client's experience memorable for all the right reasons.



647 206 9946  
[derek@torontocityrealtor.ca](mailto:derek@torontocityrealtor.ca)  
[TorontoCityRealtor.ca](http://TorontoCityRealtor.ca)

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**DEREK LADOUCEUR**  
Sales Representative

647 206 9946  
[derek@torontocityrealtor.ca](mailto:derek@torontocityrealtor.ca)  
[TorontoCityRealtor.ca](http://TorontoCityRealtor.ca)

SAGE REAL ESTATE LTD., BROKERAGE  
2010 Yonge Street, Toronto, ON M4S 1Z9

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