



THE ULTIMATE BUYERS GUIDE
**YOUR GUIDE TO A SUCCESSFUL HOME
PURCHASE**



WWW.PINDROPREALTYGROUP.COM



INFO@PINDROPREALTYGROUP.COM



(647) 945-7141



WELCOME TO PINDROP REALTY GROUP!

THANK YOU FOR CONSIDERING US AS YOUR REAL ESTATE PARTNER! AT PINDROP REALTY GROUP, WE KNOW THAT BUYING A HOME IS ONE OF THE BIGGEST DECISIONS YOU'LL EVER MAKE – AND WE'RE HERE TO MAKE IT EXCITING, STRATEGIC, AND SUCCESSFUL.

WHY SELLERS CHOOSE US



AT PINDROP REALTY GROUP, WE GO BEYOND SENDING YOU LISTINGS. WE COMBINE SHARP MARKET INSIGHT, PROVEN NEGOTIATION SKILLS, AND A HANDS-ON APPROACH TO GUIDE YOU FROM YOUR FIRST SHOWING TO YOUR FIRST DAY IN YOUR NEW HOME. OUR CLIENTS TRUST US BECAUSE WE TREAT EVERY PURCHASE LIKE IT'S OUR OWN, PROTECTING YOUR INTERESTS WHILE MAKING THE PROCESS SMOOTH AND STRESS-FREE.

- **SMART HOME SEARCH**
 - **MARKET GUIDANCE**
 - **SKILLED NEGOTIATION**
 - **SEAMLESS CLOSING**
-

WHETHER THE MARKET IS **HOT OR **COOLING DOWN**, WE KNOW HOW TO HELP YOU NAVIGATE, SPOT OPPORTUNITIES, AND SECURE A HOME YOU'LL LOVE – AT THE RIGHT PRICE.**

OUR PROMISE TO YOU



AT PINDROP REALTY GROUP, WE DON'T JUST HELP YOU BUY A HOME – WE HELP YOU FIND THE RIGHT HOME. FROM FIRST SHOWING TO KEYS IN HAND, WE'RE WITH YOU EVERY STEP OF THE WAY, MAKING SURE YOU FEEL CONFIDENT, INFORMED, AND SUPPORTED.

LET'S START YOUR HOME SEARCH TODAY AND MAKE YOUR NEXT MOVE THE BEST ONE YET!

– THE PINDROP REALTY GROUP TEAM



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ABOUT THE TEAM

MEET OUR AGENTS



DEXTER KING
REALTOR®

LISTING SPECIALIST, BUYER REPRESENTATIVE & STRATEGIC ADVISOR

WITH NEARLY A DECADE OF EXPERIENCE IN TORONTO AND THE GTA, DEXTER BRINGS A SHARP EYE FOR MARKET OPPORTUNITIES, POWERFUL NEGOTIATION SKILLS, AND A CLIENT-FIRST MINDSET. KNOWN FOR HIS HANDS-ON APPROACH AND ATTENTION TO DETAIL, HE ENSURES EVERY BUYING JOURNEY IS SMOOTH, SMART, AND STRESS-FREE.

“REAL ESTATE IS MORE THAN A TRANSACTION – IT’S A TRANSITION. I’M HERE TO GUIDE YOU HOME.”



“DEXTER TOOK THE TIME TO UNDERSTAND EXACTLY WHAT WE WANTED AND MADE THE ENTIRE PROCESS FEEL EFFORTLESS.”

• JANETTE C

REAL ESTATE CONSULTANT & GTA MARKET EXPERT

KAREEM IS YOUR CALM, CONFIDENT GUIDE IN A COMPETITIVE MARKET. WITH DEEP KNOWLEDGE OF GTA NEIGHBORHOODS AND A PASSION FOR HELPING CLIENTS MAKE SMART, INFORMED DECISIONS, HE WORKS TIRELESSLY TO SECURE THE RIGHT HOME AT THE RIGHT PRICE – WHETHER YOU’RE A FIRST-TIME BUYER OR UPGRADING TO YOUR FOREVER HOME.

“EVERY MOVE SHOULD BE A STEP FORWARD. I’M HERE TO HELP MAKE THAT HAPPEN.”

“KAREEM HELPED US FIND OUR HOME AND MADE THE ENTIRE PROCESS STRESS-FREE”



• ELYSE D



KAREEM WEEKES

TOGETHER, WE OFFER:



- 18+ YEARS COMBINED EXPERIENCE
- TAILORED ADVICE AND END-TO-END SERVICE
- DEEP CONNECTIONS WITH TRUSTED CONTRACTORS, LENDERS & STAGERS
- A TRACK RECORD OF SUCCESSFUL SALES IN COMPETITIVE MARKETS



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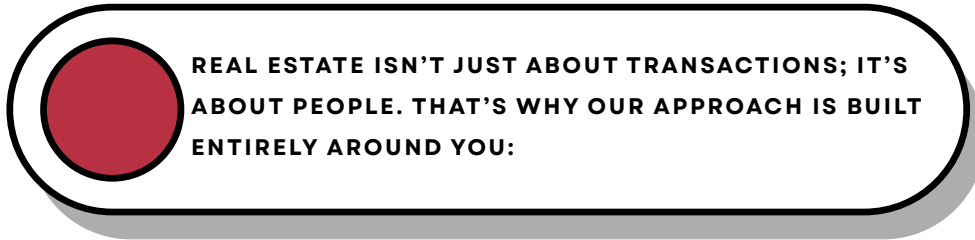


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OUR MISSION

ITS ALL ABOUT YOU

YOUR HOME JOURNEY, YOUR PRIORITIES– WE'RE HERE TO MAKE IT HAPPEN.



YOUR NEEDS
YOUR DREAMS
YOUR CONCERNS
YOUR QUESTIONS
YOUR FINANCES
YOUR TIME
YOUR LIFE



OUR MISSION IS TO MAKE YOUR HOME-BUYING EXPERIENCE SEAMLESS, STRATEGIC, AND STRESS-FREE – SO YOU FEEL CONFIDENT FROM YOUR FIRST SHOWING TO THE DAY YOU GET YOUR KEYS.

WITH OVER 50% OF OUR BUSINESS COMING FROM REPEAT CLIENTS AND REFERRALS, WE'RE COMMITTED TO EARNING NOT JUST YOUR TRUST FOR TODAY'S PURCHASE, BUT YOUR LOYALTY FOR EVERY MOVE YOU MAKE IN THE FUTURE.



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WHAT WE'LL DO FOR YOU

BUYING MADE SIMPLE: WE TAKE CARE OF THE DETAILS SO YOU CAN FIND THE RIGHT HOME – QUICKLY, CONFIDENTLY, AND WITHOUT THE STRESS.

CLEAR COMMUNICATION



- KEEP YOU INFORMED AT EVERY STEP OF THE BUYING PROCESS.
- PROVIDE HONEST, TIMELY FEEDBACK ON PROPERTIES YOU VIEW.
- SHARE REGULAR UPDATES ON NEW LISTINGS AND MARKET CHANGES.
- USE YOUR PREFERRED COMMUNICATION METHOD – CALL, TEXT, OR EMAIL.

MARKET GUIDANCE



- ADVISE YOU ON FAIR MARKET VALUE FOR HOMES YOU'RE INTERESTED IN.
- ALERT YOU TO NEW LISTINGS AS SOON AS THEY HIT THE MARKET.
- EDUCATE YOU ON NEIGHBORHOOD TRENDS AND UPCOMING DEVELOPMENTS.
- THOD—CALL, TEXT, OR EMAIL.

STRATEGIC NEGOTIATION



- DEVELOP AN OFFER STRATEGY TAILORED TO YOUR NEEDS AND BUDGET.
- NEGOTIATE EFFECTIVELY TO SECURE THE BEST TERMS AND PRICE.
- ADVISE ON CONDITIONS, TIMELINES, AND POTENTIAL RISKS.

PROPERTY INSPECTIONS & DUE DILIGENCE



- RECOMMEND TRUSTED INSPECTORS AND PROFESSIONALS.
- GUIDE YOU THROUGH INSPECTION FINDINGS AND NEXT STEPS.
- ENSURE ALL KEY DETAILS ARE ADDRESSED BEFORE YOU COMMIT.

EXPERIENCE & EXPERTISE



- ANTICIPATE CHALLENGES BEFORE THEY ARISE.
- HANDLE THE DETAILS SO YOU CAN FOCUS ON THE BIG PICTURE.

SEAMLESS CLOSING



- COORDINATE WITH YOUR LENDER, LAWYER, AND ALL PARTIES INVOLVED.
- TRACK EVERY STEP TO ENSURE DEADLINES ARE MET.
- HAND YOU THE KEYS WITH CONFIDENCE THAT EVERYTHING IS IN PLACE.

BUYING YOUR HOME SHOULD BE EXCITING, STRATEGIC, AND SUCCESSFUL – LET'S MAKE IT HAPPEN! 🚀



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THE MOST IMPORTANT COMPONENTS WHILE BUYING

BY UNDERSTANDING THESE FACTORS, WE HELP YOU FIND THE RIGHT HOME AT THE RIGHT PRICE – AND MAKE A CONFIDENT, INFORMED DECISION.

BIGGEST FACTORS



THE BIGGEST DRIVER OF A HOME'S LONG-TERM VALUE – PROXIMITY TO AMENITIES, SCHOOLS, TRANSIT, AND NEIGHBORHOOD DEMAND MATTERS.



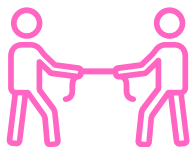
KNOWING YOUR MAXIMUM BUDGET – AND WHAT IT TRULY BUYS YOU IN TODAY'S MARKET – HELPS YOU FOCUS ON THE RIGHT PROPERTIES.



A HOME'S CONDITION IMPACTS ITS PRICE AND POTENTIAL REPAIR COSTS. WE HELP YOU SPOT ISSUES AND ASSESS THE TRUE VALUE BEYOND SURFACE APPEAL.



THE FIRST FEW DAYS ON THE MARKET CAN BRING THE MOST COMPETITION. WE STRATEGIZE TO VIEW AND ACT QUICKLY WHEN THE RIGHT PROPERTY APPEARS.



WE ANALYZE SIMILAR RECENT SALES SO YOU KNOW EXACTLY WHAT'S FAIR – AND WHEN TO WALK AWAY FROM AN OVERPRICED PROPERTY.



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MARKET OVERVIEW

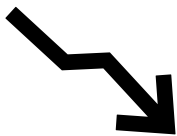
TAKE A LOOK INTO THE CURRENT MARKET



SAMAC NEIGHBORHOOD OSHAWA

SAMAC IS A VIBRANT, FAMILY-ORIENTED NEIGHBORHOOD IN NORTH OSHAWA, KNOWN FOR ITS QUIET STREETS, GREEN SPACES, AND CLOSE PROXIMITY TO MAJOR AMENITIES. WITH TOP-RATED SCHOOLS, PARKS, AND RECREATIONAL TRAILS, IT'S A FAVORITE FOR FAMILIES AND STUDENTS ALIKE. THE AREA IS HOME TO ONTARIO TECH UNIVERSITY AND DURHAM COLLEGE, MAKING IT A UNIQUE MIX OF RESIDENTIAL LIVING AND STUDENT LIFE. WITH EASY ACCESS TO SHOPPING, DINING, AND HIGHWAY 407, SAMAC BLENDS CONVENIENCE, COMFORT, AND COMMUNITY IN ONE OF OSHAWA'S MOST DESIRABLE POCKETS.

CURRENT MARKET STATISTICS



JUNE 2025

SAMAC, OSHAWA CONTINUES TO SEE CONSISTENT DEMAND FROM FAMILIES, STUDENTS, AND INVESTORS.



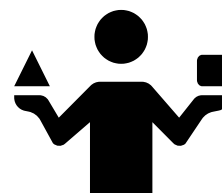
THE AVERAGE SEMI- DETACHED HOME SOLD FOR \$620,667.

AS OF JUNE 2025, THE AVERAGE SALE PRICE FOR 3-BEDROOM SEMI-DETACHED HOMES IN SAMAC IS **\$640,667**, BASED ON RECENT SALES RANGING FROM **\$620,000** TO **\$652,000**. THESE HOMES SOLD WITHIN 15 TO **36** DAYS, WITH AN AVERAGE PRICE OF APPROXIMATELY **\$564 PER SQ. FT.**



MARKET CONDITION: BALANCED

MARKET INVENTORY IS UP SLIGHTLY SINCE Q1, BUT STEADY BUYER DEMAND—DRIVEN BY LOW RATES AND PROXIMITY TO ONTARIO TECH—IS KEEPING SAMAC COMPETITIVE.



SEMI-DETACHED COMPARISONS

1. 1357 MARY ST N

3 BEDROOMS & 3 BATHS | SOLD FOR \$652,000 IN 36 DAYS

2. 124 ORMOND DR

3 BEDROOMS & 2 BATHS | SOLD FOR \$650,000 IN 25 DAYS



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OUR INTENSIVE BUYING PLAN

WE FOLLOW A STRATEGIC, STEP-BY-STEP PROCESS TO HELP YOU FIND THE RIGHT HOME, SECURE IT AT THE BEST TERMS, AND CLOSE WITH CONFIDENCE.

PHASE 1

CONSULT & PREP



- CONDUCT A DETAILED BUYER CONSULTATION TO UNDERSTAND YOUR NEEDS, PRIORITIES, AND BUDGET.
- CONNECT YOU WITH TRUSTED MORTGAGE SPECIALISTS TO GET PRE-APPROVED AND STRENGTHEN YOUR BUYING POSITION.
- PROVIDE A MARKET OVERVIEW SO YOU UNDERSTAND PRICING TRENDS, COMPETITION, AND TIMING.

PHASE 2

PROPERTY SEARCH



- SET UP CUSTOM MLS ALERTS FOR HOMES THAT MATCH YOUR CRITERIA – DELIVERED IN REAL TIME.
- SCHEDULE AND COORDINATE PRIVATE SHOWINGS AROUND YOUR AVAILABILITY.
- PREVIEW SELECT HOMES TO SAVE YOU TIME AND FOCUS ON THE BEST OPTIONS.

PHASE 3

OFFER & NEGOTIATION



- PREPARE A COMPETITIVE OFFER STRATEGY BASED ON MARKET DATA AND PROPERTY CONDITION.
- NEGOTIATE EFFECTIVELY TO SECURE THE BEST PRICE AND TERMS WHILE PROTECTING YOUR INTERESTS.
- ADVISE ON CONDITIONS SUCH AS INSPECTIONS, FINANCING, AND TIMELINES.

PHASE 4

CLOSE & MOVE-IN



- COORDINATE WITH YOUR LENDER, LAWYER, AND ALL PARTIES TO ENSURE A SMOOTH CLOSING.
- ASSIST WITH FINAL WALKTHROUGHS TO CONFIRM THE PROPERTY'S CONDITION BEFORE POSSESSION.
- PROVIDE MOVING CHECKLISTS AND TRUSTED CONTRACTOR RECOMMENDATIONS FOR YOUR TRANSITION.



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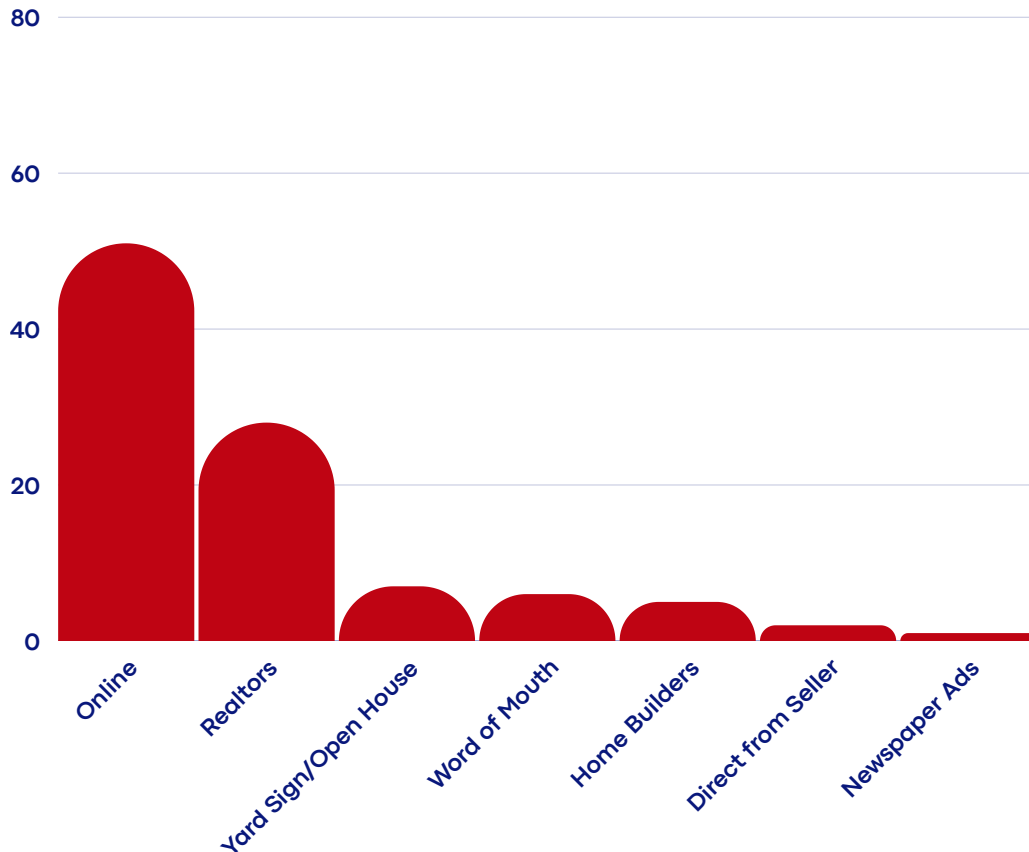
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HOW DO BUYERS FIND PROPERTIES?

THROUGH A MIX OF ONLINE LISTINGS, SOCIAL MEDIA, AND
TARGETED MARKETING, WE ENSURE YOUR PROPERTY REACHES THE
RIGHT BUYERS AT THE RIGHT TIME.



**OVER 90% OF BUYERS START ONLINE, AND HALF FIND THEIR HOME THERE –
BUT NEARLY A THIRD STILL RELY ON AGENTS. DIGITAL TOOLS MATTER, BUT
EXPERT GUIDANCE IS KEY TO NAVIGATING THE PROCESS AND SELLING
FASTER.**



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OUR BUYING TIMELINE

THE 6 MOST VITAL STEPS AND THEIR APPROXIMATE ORDER WHEN BUYING YOUR HOME. WE'LL KEEP YOU UPDATED AT EVERY STAGE SO YOU KNOW EXACTLY WHAT'S HAPPENING AND WHAT'S NEXT.



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THE HOME-BUYING PROCESS: CLOSING & BEYOND – LET’S GET YOU MOVED IN!

WE’RE HERE TO MAKE SURE YOUR PURCHASE GOES SMOOTHLY FROM THE
MOMENT YOUR OFFER IS ACCEPTED UNTIL YOU’RE COMFORTABLY SETTLED IN
YOUR NEW HOME.

CHECKLIST

-  **COORDINATE WITH YOUR LENDER,
LAWYER, AND ALL PARTIES FOR A SMOOTH
CLOSING.**
-  **SCHEDULE AND ATTEND YOUR FINAL
WALKTHROUGH TO CONFIRM THE HOME’S
CONDITION.**
-  **GUIDE YOU THROUGH SIGNING ALL REQUIRED
DOCUMENTS BEFORE CLOSING DAY**
-  **PROVIDE MOVING TIPS AND LOCAL SERVICE
RECOMMENDATIONS TO MAKE YOUR
TRANSITION EA**

BEYOND THE SALE

NEED HELP SETTING UP
UTILITIES? I’VE GOT YOU
COVERED.

LOOKING FOR RELIABLE
CONTRACTORS OR HOME
SERVICE PROVIDERS?
I KNOW WHO TO CALL

WANT A MOVING DAY
CHECKLIST TO STAY ON
TRACK? I’LL SEND IT TO YOU.



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LET'S MAKE YOUR SALE A SUCCESS

THANK YOU FOR CONSIDERING PINDROP REALTY GROUP – WE'RE EXCITED ABOUT THE OPPORTUNITY TO GUIDE YOU THROUGH THIS IMPORTANT JOURNEY.

EXPERT GUIDANCE

BY YOUR SIDE EVERY STEP
– WITH MARKET INSIGHT,
PROPERTY ADVICE, AND
SKILLED NEGOTIATION
SUPPORT.

SEAMLESS PROCESS

WE HANDLE THE DETAILS
FROM SEARCH TO CLOSING
SO YOU CAN FOCUS ON
FINDING THE RIGHT HOME.

STRATEGIC APPROACH

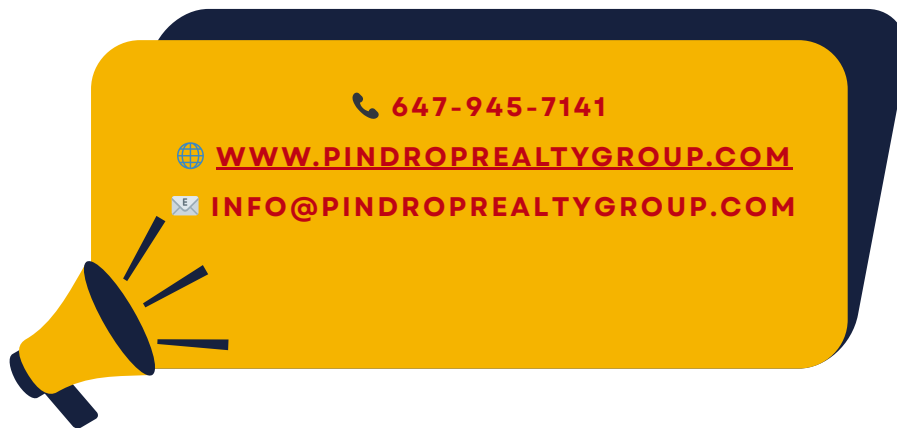
WE IDENTIFY THE BEST
OPPORTUNITIES, ADVISE
ON COMPETITIVE OFFERS,
AND PROTECT YOUR
INTERESTS.

TRUSTED RESULTS

OVER 50% OF OUR BUSINESS
COMES FROM REPEAT
CLIENTS AND REFERRALS – A
TRUE SIGN OF TRUST.

READY TO START YOUR SEARCH?

LET'S CONNECT AND CREATE A PLAN TAILORED JUST FOR YOU. WE CAN'T WAIT TO HELP YOU FIND THE PERFECT HOME!



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IMPORTANT TERMS TO KNOW

BUYING A HOME COMES WITH ITS OWN LANGUAGE – HERE’S A QUICK GUIDE TO THE TERMS YOU’RE MOST LIKELY TO HEAR DURING THE PROCESS.

APPRAISAL – A PROFESSIONAL ESTIMATE OF A PROPERTY’S MARKET VALUE, USUALLY REQUIRED BY YOUR LENDER BEFORE APPROVING YOUR MORTGAGE.

CONDITIONAL OFFER – AN OFFER TO PURCHASE THAT INCLUDES CONDITIONS (E.G., FINANCING APPROVAL, HOME INSPECTION) THAT MUST BE MET BEFORE THE SALE IS FINAL.

DOWN PAYMENT – THE PORTION OF THE HOME’S PURCHASE PRICE YOU PAY UPFRONT, NOT INCLUDING YOUR MORTGAGE.

MLS (MULTIPLE LISTING SERVICE) – A DATABASE WHERE LICENSED REAL ESTATE AGENTS LIST PROPERTIES FOR SALE.

PROPERTY TAXES – ANNUAL FEES PAID TO YOUR MUNICIPALITY TO FUND LOCAL SERVICES, BASED ON YOUR HOME’S ASSESSED VALUE.

CLOSING COSTS – ADDITIONAL EXPENSES (LAWYER FEES, LAND TRANSFER TAX, TITLE INSURANCE, ETC.) YOU PAY ON TOP OF THE PURCHASE PRICE AT CLOSING.

DEPOSIT – AN UPFRONT PAYMENT MADE WHEN YOUR OFFER IS ACCEPTED, HELD IN TRUST UNTIL CLOSING.

HOME INSPECTION – A PROFESSIONAL EXAMINATION OF THE PROPERTY’S CONDITION TO IDENTIFY POTENTIAL REPAIRS OR ISSUES BEFORE PURCHASE.

PRE-APPROVAL – WRITTEN CONFIRMATION FROM A LENDER STATING HOW MUCH THEY’RE WILLING TO LOAN YOU, BASED ON YOUR INCOME, CREDIT, AND FINANCIAL SITUATION.

TITLE SEARCH – A LEGAL CHECK TO ENSURE THE SELLER HAS THE RIGHT TO SELL THE PROPERTY AND THAT THERE ARE NO CLAIMS OR LIENS AGAINST IT.



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