




Debbie
TSINTARIS

SALES REPRESENTATIVE

BUYER'S GUIDE



Friendly, approachable & highly organized

If you're in the market for a Realtor with Waterloo Region roots and a strong, dedicated work ethic, I am ready to go to work for you. Born and raised in Waterloo Region, I moved to the GTA to pursue academics before returning to Kitchener-Waterloo to settle down and raise my family. I am enormously proud to call this area home and I believe that the best vote of confidence you can render to your community is to make an earnest contribution to its future.

I take great pride in dealing honestly, and with over 20 years of experience in the customer service world, I know how to put my clients first. With this extensive background, I view my role as a real estate Sales Representative as a wonderful opportunity to pursue my passion of helping people successfully navigate times of major transition in their lives – whether it be assisting a young family in hunting for their first home, helping clients to make their dream home a reality, or helping older residents to downsize and enjoy the fruits of a lifetime of hard work.

The Region of Waterloo is an area I love and am intimately familiar with, home of excellent schools, community hubs, walking trails, a dynamic economy and a friendly, welcoming atmosphere, Waterloo Region is an incredible place to call home – something I would love to help you to come and see for yourself!

Working With a Real Estate Professional

Buying or selling a home is the biggest transaction most of us will ever go through. That's why it's so important to be informed and take advantage of expert advice. If you decide to work with me a registered real estate professional, you'll have help navigating the buying or selling process along with the added benefit of valuable consumer protection from the Real Estate Council of Ontario (RECO).

All brokers and salespersons in Ontario are registered with, and regulated by, RECO. RECO's job is to protect your best interests by maintaining a fair, safe and informed real estate marketplace.

This includes enforcing the laws that all real estate professionals in Ontario must follow, on behalf of the provincial government.

Real estate professionals must complete education courses before they are allowed to trade in real estate and take mandatory continuing education every two years to keep their knowledge up-to-date and their skills sharp.

All brokers and salespersons in Ontario are required to uphold professional standards that stress fairness, honesty and integrity. They must follow rules and regulations that are designed to protect consumers.





Buyer Services

- I am completely focussed on my real estate clients
- An individually tailored and constantly adaptable search process – together we will identify wants/needs, and be prepared to move quickly when the right home appears on the market
- I will be pro-active, focused & diligent because I'm always researching and learning
- I'm committed to due diligence to keep clients informed and prepared to make smart real estate decisions.

The Path to a Successful Home Purchase

1. Choose a qualified real estate sales representative; ensuring during your selection process that you understand each other clearly, work well together, and that your Realtor is full time and will be always available to assist you at short notice. I would be honoured to serve in this capacity for you!
2. Let's meet ASAP to clearly define and differentiate necessary criteria in your home search, versus less important wants – prioritizing your most important aspects and setting a clear budget.
3. Next, seek out a qualified mortgage representative to get pre-qualified for home financing based upon your individual financial situation. With a pre-qualification in hand, you'll be well positioned to move quickly when the perfect home becomes available within your price range.
4. I will work on your behalf to compile a list of potential homes that meet your criteria. Properties can come and go very quickly under current market conditions, and I will guarantee daily communication to keep you apprised of these prospects.
5. I will arrange and schedule personal, exclusive tours of the properties that match your criteria and appeal most to you – avoiding the strain and crowds of open houses, and allowing you to gain a better idea of how life would look in each.
6. Once you've taken the important decision to actively pursue a home, I will work directly with you to develop and present a formal offer; well informed of your situation, you can leave the negotiations to me.
7. Upon the acceptance of your offer, I will next work to fulfill any and all conditions within the terms of the agreement – for example, scheduling and attending a professional home inspection, attending bank appraisals on your behalf, and working with your mortgage representative as required to ensure that financing comes off without a hitch.
8. As we get closer to your closing day, I will be available every step of the way to assist with closing arrangements – giving advice and helping to coordinate professionals and services as you might need.
9. Congratulations on your new home! Move in, enjoy, and count on me to remain available for assistance and advice as you begin an exciting new chapter.

Home Buying Tips

If you're thinking about buying a home, this list can help get your search off on the right foot. While the number of rooms, the condition of the kitchen, and the size of the yard are important, there are other things to think over before you make an offer. Consider these factors.

The Location

They say that the three most important things to think about when buying a home are location, location, location. You can live with almost any imperfection in a home if you love the neighborhood and your neighbors. You can change almost everything else. But, once bought, you cannot change your home's location. When you go house hunting, consider any potential home's proximity to your work, the charm of the neighborhood, how the home is situated on the lot, ease of access, noise from neighbors, traffic, and pets, as well as access to parks, shopping, schools, and public transportation.

The School District

Does the home you're looking at fall within the boundaries of the school district you would like your children to attend now and in the future or would another move down the road be required?

The Bedrooms & Bathrooms

Decide how many bedrooms and bathrooms you need, and only look at homes that meet your criteria. It would be a shame to fall in love with a cozy, charming home that isn't big enough. An extra bedroom is always a plus, as it can be used for a home office, craft studio, or guest room. If you think you'll be adding more room later, be sure to consult an architect who can advise you on space planning, lot usage, and city regulations.

The Kitchen

If the kitchen is the heart of your home, don't settle for a home with a kitchen that doesn't work for you. You can always remodel, but it's very costly. Can you replace cabinet faces and countertops? Will an inexpensive makeover be sufficient? Don't worry about appliances, as they can usually be easily replaced.

The Neighborhood

Be sure the neighborhood, and not just the house, meets your expectations. They say that you should own the smallest home in the nicest neighborhood that you can afford. You'll have a great view! Drive around on weekdays and weekends, during the day and in the evening. Are homes in the neighborhood consistent in size and features? Do the neighbors keep the yards clean and tidy, or are there old cars and trash laying around? Is the neighborhood safe enough for people to walk, run, or bike, and are there children playing in the yards?

The Closets & Storage

Older homes tend to have little closets and not a lot of storage space. If you have lots of sports equipment, craft supplies, out-of-season clothes, and holiday decorations, be sure you know where all this will go in your new home. Newer homes tend to have big closets and lots of storage. You can always add storage space, but you might have to sacrifice living space.

The Windows & Lighting

Do you love a bright sunny room or do you love privacy? Look at homes with light and sunshine in mind. Look at the locations of electrical outlets and fixtures. Will they accommodate your lighting needs? Is there recessed lighting in the kitchen, cove lighting in the family room and a lovely chandelier in the dining room? If not, you can add them later, but it's nice to have it in place when you move in.

The Finishing Touches

Sometimes the simplest home looks spectacular thanks to the installed moldings, hardware, and fireplace. If these elements are important to you, look for them while house hunting or be ready to add them after you move in.

If you keep these specific elements of a home in mind, your house hunting will be more successful, and you'll likely end up with the home of your dreams!

Important Contacts

Utilities

Hydro	Waterloo: 519-886-5090	Kitchener: 519-743-3600
Gas	Waterloo: 888-774-3111	Kitchener: 519-741-2450
Rogers Communications	1-877-559-5202	www.rogers.com
Bell	1-866-301-1942	www.bell.ca
Telus	1-866-558-2273	
Water	Waterloo: 519-886-2310	Kitchener: 519-741-2529
Residential taxes	Waterloo: 519-747-8718	Kitchener: 519-741-2751
City parking authority	Waterloo: 519-886-1550	Kitchener: 519-741-2345
Local district school board	WRDSB: 519-570-0003	WCDSB: 519-578-3660
City garbage & waste management	519-575-4400	

Local Specialists

Heating & air conditioning	Vollmer Mechanical	519-588-4063
Cleaning services	MJK Cleaning Services	519-580-7200
Contractor/general repairs	Tekton Woodworks	519-926-4440
Furniture/appliance rentals	TA Appliances	519-578-0300
Chimney cleaning	Abel Wood and Gas	519-577-1898
Locksmith	EA Locksmith	519-722-7776
Landscaper/maintenance	Brad Forsyth	519-635-3814
Flooring	Flooring Plus	519-747-5131
Eaves trough cleaning	A1 Maintenance	519-742-4738
Plumbing services	Tri-City Plumbing	519-716-7240

About Chestnut Park West

Chestnut Park West brings a premier real estate experience to home buyers and sellers in Kitchener, Waterloo, Cambridge, Guelph, Brantford and communities across Southwestern Ontario. Chestnut Park West's leadership team is continuing the Chestnut Park tradition of excellence through the development and support of the areas most talented professionals, a continued commitment to innovation, and ultimately, providing our clients with the highest quality of professionalism in residential real estate.

Chestnut Park West was established to bring together the most experienced and highly regarded group of professionals in the real estate space and have created a model that is more responsive to today's real estate market in Kitchener-Waterloo, Cambridge, Guelph, Brantford, and communities across Southwestern Ontario.

Chestnut Park West is free from the constraints imposed on traditional real estate agencies empowering our professionals to embrace opportunities and creativity when addressing individual client needs.



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