



VETERE TEAM
• REAL ESTATE •

BUYER'S GUIDE

A Strategic Path to Buying with Confidence.

Commitment. Integrity. Experience.

From Our Family To Yours.

About

THE VETERE TEAM



DIAMOND AWARD



OUTSTANDING ACHIEVEMENT



100% CLUB

The Vetere Team has been proudly serving the Greater Toronto Area and surrounding communities for over a combined 25+ years, delivering exceptional real estate services with commitment, integrity and experience. Our team is committed to ensuring your real estate journey is seamless and successful. We prioritize building lasting relationships with our clients, fostering trust through professionalism and personalized service. Continuously striving for excellence, we leverage innovative marketing and cutting-edge strategies to provide the most effective and up-to-date services. With a deep understanding of the market and the consumers who drive it, we navigate the complexities of real estate to help you achieve your goals. Passionate about what we do, we are dedicated to making our clients not only fulfilled but also financially successful.



MARK VETERE


Sales Representative



With 12 years in real estate and a background in commercial and residential construction, Mark brings a unique perspective to every client. His business education from Brock University sharpened his strategic thinking and organizational skills, while his hands-on experience as a Supervisor on major restoration projects gave him a keen eye for craftsmanship and structural integrity.

Known for his clear communication, honesty, and client-first approach, Mark has built a strong referral-based business and earned multiple awards. His guidance goes beyond the surface, helping clients truly understand a property's value and potential.

Outside of real estate, Mark is passionate about travel, outdoor adventure, and music—interests that reflect his energetic and well-rounded lifestyle. Clients trust him for his integrity, insight, and steady guidance when buying, selling, or investing.

 416-909-5517

 mark@vetereteam.ca

JEFF VETERE


Sales Representative



With over 16 years in real estate, Jeff is known for his honesty, dependability, and steady leadership. His calm demeanor, patience, and outstanding negotiation skills give clients confidence when making life-changing decisions.

Jeff's greatest strength is his intuition and foresight—he has a rare ability to read situations, recognize opportunities, and guide clients toward sound investments with strong returns. His expertise spans within residential, condo, and commercial real estate, earning him multiple awards and recognition as a Top Executive.

Outside of real estate, Jeff values a balanced life with his two children. He enjoys songwriting, cooking, traveling, and good music, all of which reflect his creative and grounded nature. Clients consistently return and refer others to Jeff, drawn by his integrity, insight, and genuine care.

 416-587-0122

 jeff@vetereteam.ca



JANE LUPO

Home Stager



Jane Lupo is a Certified UltimateStager™, Re-Designer, and the founder of Bella Moda Home Staging and Renovation Inc. She understands buyer psychology and uses proven staging techniques to help homes sell faster and at higher value, delivering greater returns for clients.

With a background in financial risk management and years of experience owning a kitchen manufacturing company, Jane combines business acumen with design expertise. She offers quick, insightful consultations on color, layout, and spatial composition to maximize a home's appeal.

Through Bella Moda, Jane provides home consultations, staging, re-design, and renovation services—partnering with The Vetere Team to deliver a seamless, reliable, and results-driven experience for every client.

✉ jane@bellamodahomes.ca

ANDREA MERKLEY

Operations and Client Care



Andrea brings great energy and enthusiasm to the Vetere Team. Adding an individual who prides herself on being detailed and organized allows day-to-day operations to run smoothly without interruption. Andrea is well-rounded with a multitude of skill sets and accreditations.

Andrea's education stems from her time at the University of Arizona where she studied linguistics ultimately allowing her to focus on sign language interpretation. Her ability to communicate with others on many levels provides a comfort to all individuals that come across her path. Her patience and easy-going mannerisms come from years of being a highly recommended, certified yoga instructor.

Andrea's work ethic, integrity and positivity help provide new ideas and inspiration to our evolving real estate team. We are fortunate to have her as part of the family.

✉ info@vetereteam.ca



TEN

STEPS TO YOUR HOMEBUYING JOURNEY

- 1 PLAN & PREPARE
- 2 GET PRE-APPROVED
- 3 BUILD YOUR TEAM
- 4 START HOUSE HUNTING
- 5 MAKE YOUR OFFER
- 6 INSPECT & APPRAISE
- 7 SECURE FINANCING
- 8 KNOW THE COSTS
- 9 CLOSE THE DEAL
- 10 MOVE IN



Buying a home is exciting, but preparation is key.

First-Time Buyers

- **Land Transfer Tax Refund (Ontario):** Up to \$4,000 rebate; plus, in Toronto, a municipal rebate up to \$4,475.
- **Mortgage Insurance:** required if a down payment is less than 20%. This allows a purchaser to have a smaller down payment and successfully enter the market. Calculate your approximate insurance by scanning the QR code below:



- **Closing Costs: Inspections** (\$300–\$600), legal fees (\$1,500–\$2,500), appraisal (\$300–\$500), title insurance (~\$300), utility setups, moving costs, and property tax adjustments. Budget 1.5–4% of purchase price.

Repeat Buyers

Porting Your Mortgage: Transfer current rate & terms to a new property to avoid penalties (must be approved by lender, timing is critical).

Capital Gains Tax (Investment Properties):

- 50% of gain is taxable and added to income.
- Principal residences are exempt.
- Keep receipts of purchase price, improvements, and selling costs to minimize taxable gains.
- Updates (2025): Planned increase to inclusion rate (66.67%) cancelled. Remains 50% for individuals/corporations. LCGE increased to \$1.25M for eligible small business/farm/fishing properties.

Selling Before Buying vs Buying Before Selling:

- Selling First = Provides financial clarity to define your budget
- Buyer First = Offers greater flexibility in securing the right property, but carries increased financial exposure if the existing home does not sell as anticipated.

Upgrading/Downsizing: Reassess budget, taxes, utility/insurance costs, commute, accessibility, and equity strategy.

You can withdraw up to \$60,000 from your RRSP (\$120,000 as a couple) tax-free under the Home Buyers' Plan. Must repay within 15 years.



GET PRE-APPROVED 2

Pre-approval sets your budget, shows sellers you're serious, and locks in your rate.

Benefits:

- ✓ Sets max price range
- ✓ Strengthens offers
- ✓ Locks in rate (90–120 days)
- ✓ Identifies red flags early

Documents You'll Need:

- Proof of income (T4s, pay stubs)
- Employment letter
- Government-issued ID
- Bank statements
- List of assets & liabilities
- Credit report (lender accesses)

Pro Tip: Get pre-approved before house hunting so you can shop with confidence and make strong, stress-free offers.

BUILD YOUR DREAM TEAM

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The right professionals protect your interests and simplify the process:

- **Realtor:** Access to listings, local expertise, negotiation skills, paperwork guidance. Look for integrity, communication, and area experience.
- **Mortgage Broker vs Bank:** Brokers shop multiple lenders; banks only offer in-house products.
- **Real Estate Lawyer:** Reviews contracts, verifies title, handles disbursements, protects against liens/encumbrances.
- **Home Inspector:** \$300–\$600. Inspects roof, plumbing, electrical, HVAC, structure, insulation, windows. Even new builds can have defects.
- **Insurance Broker:** Helps secure homeowner's insurance (required before closing).

Pro Tip: Secure mortgage pre-approval prior to beginning your home search to establish financial clarity and strengthen your negotiating position.



HOUSE HUNTING

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Balance lifestyle with smart investment.



Checklist for Each Viewing:

- **Neighbourhood Character and Overall Atmosphere.**
Captures the lifestyle, community feel, and long-term suitability of the area.
- **Proximity to Commuting Routes and Essential Amenities**
Evaluates convenience, accessibility, and day-to-day practicality.
- **Purchase Budget and Total Monthly Cost of Ownership**
Considers affordability, including mortgage, taxes, utilities, and ongoing expenses.
- **Home Size, Functionality, and Interior Layout**
Assesses space efficiency, flow, and suitability for current and future needs.
- **Property Condition and Maintenance Requirements**
Reviews the home's structural integrity, upgrades, and potential upkeep.
- **Future Resale Value and Long-Term Investment Strength**
Examines marketability, demand, and appreciation potential over time.
- **Outdoor Space, Lifestyle Compatibility, and Usability**
Considers how the exterior space complements your lifestyle and daily living.

Take notes and refer to pictures.

MAKE AN OFFER

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Your Agreement of Purchase and Sale (APS) includes but is not limited to the following:

- Offer price
- Deposit
- Closing date
- Conditions (financing, inspection, sale of buyer's property)
- Inclusions/exclusions (appliances, fixtures)

COMPETITIVE OFFER CHECKLIST:

- Pre-approval in hand
- Strong deposit
- Limited but protective conditions
- Clean paperwork
- Reasonable closing date



INSPECTION & APPRAISAL

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Inspection: \$300–\$600. Identifies hidden issues; provides leverage for repairs or price adjustment.

Appraisal: An appraisal may be required by your lender; normally at a cost to the buyer. This appraisal determines the property's fair market value to support the mortgage approval.

FINANCING & LEGAL REVIEW

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Mortgage Underwriting: Lender verifies credit, income, employment, debts, appraisal.

Lawyer: Reviews agreements, ensures clean title, registers mortgage, confirms funds.

Insurance: Homeowner's policy required before closing.

UNDERSTAND THE TRUE COSTS

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Upfront Costs:

- Down Payment (5%): \$35,000
- Deposit: \$35,000 (Typically submitted with the offer and applied toward your down payment)
- Home Inspection: ~\$500
- Appraisal: ~\$400

Closing Costs:

- Ontario Land Transfer Tax
- Toronto Municipal Land Transfer Tax

For the most accurate land transfer tax calculation based on your exact purchase price and location, please use an official land transfer tax calculator or consult your real estate professional.



Calculate your approximate Land Transfer Tax by scanning the QR code



- Legal Fees & Disbursements: ~\$2,000
- Title Insurance: ~\$350
- HST: Applies to new builds only (not resale properties).

Important Disclaimer

All figures above are estimates provided for general guidance only and are based on a \$700,000 example purchase. Actual costs may vary depending on purchase price, property type, location, lender requirements, and individual circumstances. Buyers should verify final amounts with their mortgage broker, lawyer, and real estate professional before proceeding with a purchase.

Take notes and photos after each showing for accurate comparison.

- **First-time buyers may qualify for rebates.**
- **20%+ down = no CMHC insurance.**

CLOSING DAY

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On closing day:

- Final walkthrough (confirm repairs, appliances, systems).
- Funds transferred (down payment + closing costs).
- Lawyer registers title & mortgage.
- Keys released.
- The Vetere Team will provide a comprehensive list to assist with all closing procedures.

Bring with You:

- Photo ID
- Proof of homeowner's insurance
- Certified funds for closing costs
- Closing disclosure & APS copy



- Change locks.
- Transfer utilities & internet.
- Update address (banks, IDs, voter reg, subscriptions)
- Register for property taxes.
- Set up maintenance calendar (HVAC service, gutters, detectors, roof checks)



Important Terms Every Homebuyer Should Know

Agreement of Purchase and Sale (APS)

A legally binding contract between buyer and seller that outlines the terms, conditions, and purchase price of the property.

Amortization Period

The total length of time it takes to pay off your mortgage, commonly 25–30 years.

Appraisal

An unbiased estimate of a property's fair market value, required by lenders before approving financing.

Bridge Financing

A short-term loan that helps “bridge” the gap when you purchase a new home before selling your current one.

Capital Gains Tax

A tax on the profit from selling an investment or secondary property. Principal residences are exempt.

Closing Costs

Fees paid on closing day in addition to the purchase price. These may include legal fees, land transfer tax, title insurance, appraisal fees, and adjustments. Closing costs typically range from 1.5–4% of the purchase price.





Important Terms Every Homebuyer Should Know

CMHC Mortgage Insurance

Required when a down payment is less than 20%. This insurance enables buyers to access homeownership sooner by allowing for smaller down payments.

Comparative Market Analysis (CMA)

A Realtor's report that compares similar homes recently sold in the area to help determine a fair market price.

Conditional Offer

An offer to purchase that includes conditions such as financing, inspection, or the sale of the buyer's existing property.

Deposit

An upfront payment submitted with an offer to demonstrate commitment. This amount is later applied toward the down payment.

Down Payment

The initial portion of the home's purchase price paid upfront. In Ontario, the standard down payment starts at 5%, depending on the purchase price and loan requirements.

Home Buyers' Plan (HBP)

A program allowing first-time buyers to withdraw up to \$60,000 (\$120,000 for couples) from RRSPs tax-free to buy a home. Must repay within 15 years.

Land Transfer Tax (LTT)

A provincial tax paid when property changes ownership. Rebates available for first-time buyers. In Toronto, a municipal LTT also applies.

Lien

A legal claim against a property for unpaid debts, which must be cleared before closing.

Mortgage Pre-Approval

A lender's written confirmation of how much you can borrow, your interest rate, and mortgage terms. Strengthens your offer.





Important Terms Every Homebuyer Should Know

Porting a Mortgage

Transferring your existing mortgage rate and terms to a new property to avoid breaking the contract.

Principal Residence Exemption

Exempts homeowners from paying capital gains tax on the sale of their primary residence.

Property Tax Adjustments

On closing, buyers may need to reimburse sellers for prepaid property taxes.

Title Insurance

Insurance that protects against issues such as fraud, liens, or title defects.

Underwriting

The final stage of mortgage approval where the lender verifies all details before funding the loan.

Final Thought

Whether it's your first or fifth purchase, each transaction comes with unique financial and legal considerations. With the Vetere Team, you'll have expert guidance at every step — ensuring you're informed, protected, and confident in your homebuying journey.





Client Reviews

"Bought a house with Mark a few years ago. He made the experience extremely easy. With a young family moving from out west, this was exactly what we needed. Over the years I've continued to use his knowledge and guidance on potential house upgrades. What I respect most is he could have sold us other places over the years however he tells you it's not the time to buy. This is a selfless act for a realtor who's living is based on selling houses!" -Chris Troutman

"Jeff and the team are by far the best realtors I have dealt with. The transaction was smooth and I knew they were always working in the best interest for me and my family." -Clayton Treloar

"From the staging and filming, to the sale of our condo, each of the team demonstrated their professionalism and integrity. They understood and responded to our needs; completing the sale in just a few days" - Darlene Hanan

"The Vetere team will not disappoint! Honest, hardworking, knowledgeable and truly care about their client's needs. Can't wait to work with you again!" - Joe Bosi



OUR MISSION

Commitment. Integrity. Experience. From Our Family To Yours.

The Vetere Team is committed to delivering exceptional service and outstanding results. Our goal is to exceed your expectations by providing a seamless, stress-free experience built on trust and professionalism. We take pride in our expertise and dedication, ensuring that you feel confident and satisfied with every aspect of our service. Your success is our priority, and we strive to leave you with a positive and rewarding real estate experience.



FEATURED IN BUZZ MAGAZINE

The Vetere Team was featured in Canada's Premier Real Estate Magazine

THE VETERE TEAM: BUILDING A REAL ESTATE LEGACY THROUGH FAMILY VALUES

Written by Karen Kininsberg



VETERE TEAM



 VETERETEAM.CA

 [@VETERETEAM](https://www.instagram.com/VETERETEAM)


Contact Us



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