BASIL KHAN
& ASSOCIATES



BUY A HOME WITH *CONFIDENCE*

PROFESSIONAL BUYER'S GUIDANCE BUILT ONSERVICE, STRATEGY, AND TRUST



Buying a home is one of the biggest decisions you will make. At Basil Khan & Associates, we help buyers navigate the process with clarity, confidence, and expert support—from your first search to your final closing.

With local market knowledge, strategic guidance, and a commitment to service, we help you understand your options, make informed decisions, and find a home that fits your lifestyle, budget, and long-term goals.

MEET BASIL KHAN

Basil Khan is a real estate professional with RE/MAX Experts, helping buyers and sellers move with confidence throughout Milton and surrounding communities.

Before building his career in real estate, Basil served in the Royal Canadian Navy. That experience shaped the way he works today: prepared, disciplined, calm under pressure, and focused on serving others.

Clients rely on Basil for honest advice, practical market insight, and clear communication throughout every stage of the real estate journey. Fluent in English, Urdu, Arabic, and Pashto, Basil works with clients from diverse backgrounds and ensures every client feels understood, supported, and confident in their decisions.



WHAT SETS THE EXPERIENCE APART

CLEAR, PROACTIVE COMMUNICATION

Real estate involves many moving parts. We keep you informed throughout the process so you understand what is happening, what decisions need to be made, and what comes next.

STRATEGIC MARKET INSIGHT

Every recommendation is backed by local market knowledge, property insight, and practical advice. We help you move forward with confidence instead of guesswork.

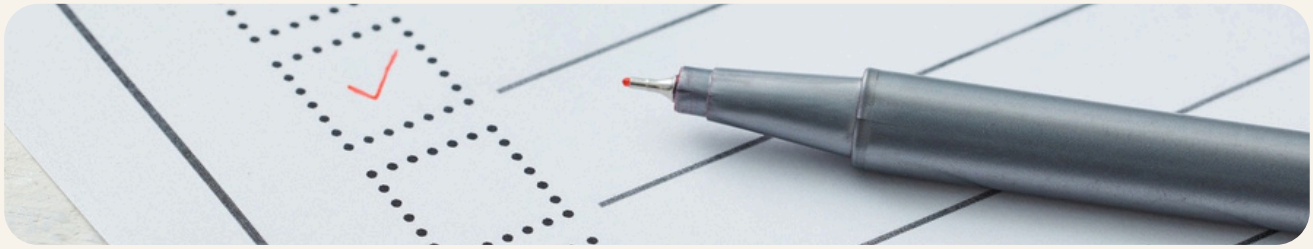
RESULTS-FOCUSED NEGOTIATION

A strong negotiation strategy can have a significant impact on your transaction. We advocate for your best interests, protect your goals, and structure offers designed around your priorities.

A CLIENT-FIRST APPROACH

Every buyer has a unique timeline, budget, and vision. We provide personalized guidance without pressure, creating an organized and supportive experience from your first conversation through closing and beyond.





BUYING A HOME SHOULD FEEL CLEAR

Findinghomes online is easy.Knowingwhich home is the right fit takes more guidance.

As a buyer, you need to understand more than listing prices and photos. You need insight into:

- Local market trends
- Neighbourhood fit and lifestyle alignment
- Comparable home values
- Property condition and potential concerns
- How competitive a property may be before making an offer

Basil Khan & Associates helps you understand each step, avoid uncertainty, and focus on homes that truly align with your goals.

COMMON BUYER MISTAKES

FOCUSING ONLY ON PHOTOS

Photos tell only part of the story. Layout, condition, location, maintenance needs, and future resale potential all deserve careful consideration.

WAITING TOO LONG IN A COMPETITIVE MARKET

The right opportunity may not wait. Having a clear plan allows you to act quickly when a home meets your needs.

MAKING EMOTIONAL DECISIONS WITHOUT MARKET CONTEXT

Buying a home is exciting, but decisions should also be supported by comparable sales, property condition, and local market insight.

SHOPPING BEFORE PRE-APPROVAL

Starting your search without understanding your budget can create confusion and disappointment. A pre-approval gives you a clear starting point and helps you move confidently when the right home appears.

IGNORING TOTAL MONTHLY COSTS

Affordability goes beyond the purchase price. Property taxes, condo fees, utilities, insurance, maintenance, and other expenses all impact your overall budget.

THE BUYING PROCESS

Buying a home involves important decisions, deadlines, and multiple professionals working together. Basil guides you through every stage so you understand what is happening and can make confident decisions.

01 | INITIAL CONSULTATION

We begin by understanding your goals, including your preferred location, property type, budget, timeline, lifestyle needs, and must-have features. This conversation helps us create a focused plan for your home search.

02 | MORTGAGE PRE-APPROVAL

We help you understand the importance of pre-approval, your buying power, estimated payments, and realistic price range. We also help you consider additional costs such as deposits, legal fees, inspections, insurance, moving expenses, and future maintenance.

03 | PROPERTY SEARCH

Once your goals and budget are clear, we identify properties that fit your criteria. Beyond finding attractive homes, we focus on finding a property that supports your lifestyle, financial plans, and long-term goals.

04 | SHOWINGS

Private and virtual showings allow you to evaluate a property beyond online photos. We help you consider layout, condition, location, potential concerns, and whether the home truly fits your needs.

05 | OFFER & NEGOTIATION

When you find the right property, we develop a strategic offer based on market conditions, comparable sales, property details, and seller expectations.
We manage the process, protect your interests, and negotiate on your behalf.

06 | CONDITIONS & DUE DILIGENCE

We help you navigate financing, inspections, legal review, and other due diligence requirements. We coordinate timelines, professionals, and important next steps to help ensure a smooth transaction.

07 | CLOSING PREPARATION

As closing approaches, we help organize the final details. We work alongside your lender and lawyer to help finalize financing, legal documents, insurance, and ownership transfer.

08 | MOVE-IN

Once the transaction is complete, you receive your keys and begin settling into your new home. Our support does not end on closing day. We remain available for local recommendations, contractor referrals, and future real estate guidance.

HOME BUYER PREP CHECKLIST

Before youbegin your homesearch,takingafew simple steps can help make the buying process smoother and less stressful.

REVIEW YOUR FINANCES

- [ ] Review your savings and determine your home buying budget.
- [ ] Build a monthly budget that includes:
  - Groceries
  - Utilities, internet & cell phone
  - Transportation & fuel
  - Housing costs
  - Insurance
  - Subscriptions & memberships
  - Entertainment
  - Emergency savings
- [ ] Check your credit score through:
  - Equifax
  - TransUnion
  - Credit Karma

PREPARE YOUR DOWN PAYMENT

- [ ] Set aside funds for your down payment and deposit.
- [ ] If using an RRSP, TFSA, GIC, or other investment account, confirm your funds are accessible before purchasing.
- [ ] If your down payment is coming from outside Canada, check with your lender about any seasoning requirements (some lenders require funds to be in your account for at least 90 days).

GET MORTGAGE READY

- [ ] Meet with a mortgage broker or your bank to obtain a mortgage pre-approval.
- [ ] Gather the documents your lender may require:
  - Recent pay stubs
  - T4s or Notices of Assessment
  - Proof of employment
  - Government-issued photo ID
  - Proof of your down payment
  - RRSP statements (if applicable)

BUYING YOUR FIRST HOME?

Buying your first home can feel overwhelming but you don't have to navigate it alone.

We help first-time buyers understand each step, ask the right questions, and make confident decisions.

From your first conversation to your first set of keys, you'll have professional guidance designed around your goals.

CONTACT US

Basil Khan
Remax Experts
Real Estate Salesperson
647-707-6012
Basil@BasilKhanAssociates.com

BasilKhanAssociates.com

@basilkhan.andassociates Basil Khan Remax

RE/MAX EXPERTS
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