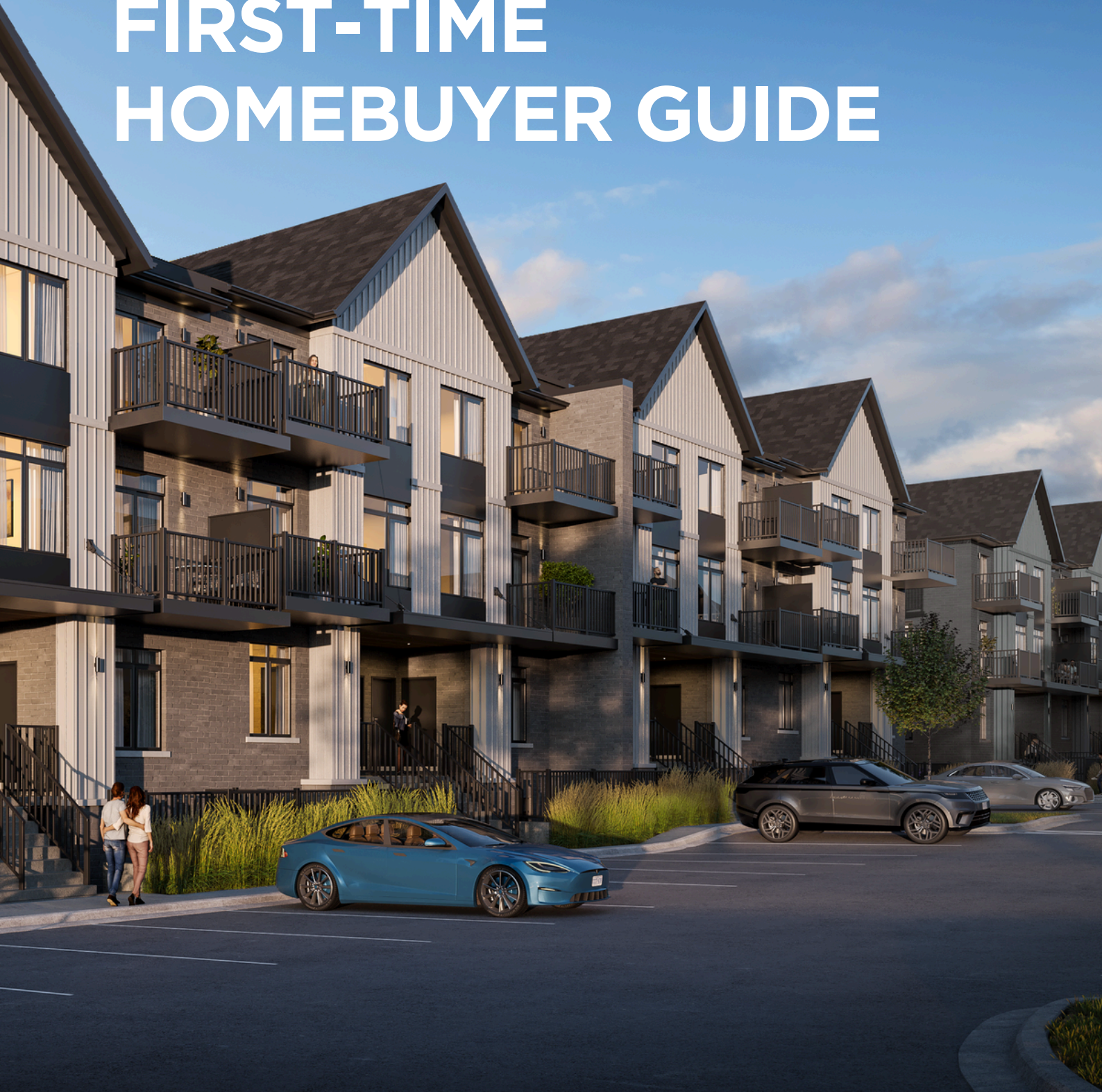


NORTHSIDE  
GUELPH

# FIRST-TIME HOMEBUYER GUIDE



**A Guide to Buying  
Your First Home at  
Northside**







# Welcome, First-Time Homebuyers

Buying your first home is an exciting milestone, but it can also feel overwhelming. At Granite Homes, we're here to make the process easier by providing the tools and information you need to make a confident decision. This guide is designed to provide you with resources on the benefits of buying vs. renting, the government incentives available to first-time homebuyers, the homebuying process, and more. Whether you're just starting to explore your options or preparing to make a move, this guide is packed with resources and insights to help you take the next step toward owning your first home at Northside.

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**ZOE WOOD**

New Homes Sales Representative

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# Glossary

## AMORTIZATION

The process of gradually paying off a loan through regular payments over time.

## CLOSING COSTS

Expenses, beyond the property price, associated with purchasing a home, such as lawyer fees, Tarion enrollment fees, and land transfer taxes.

## CLOSING DATE

The date when the ownership of the property officially transfers from the seller to the buyer.

## COOLING-OFF PERIOD

A specified timeframe during which a buyer can withdraw from their new condo purchase agreement without any penalty. At Northside, this is 10 days.

## DOWN PAYMENT/DEPOSIT

The initial payment made by the buyer toward the home purchase price, typically expressed as a percentage of the total price. First-time homebuyers may be eligible for a 5% down payment plan. *Visit page 5 for more information.*

## DEVELOPMENT CHARGES

Fees charged by the builder to cover costs that municipalities in Ontario charge to help cover the expenses of infrastructure, services, and amenities to new developments. At Northside, these are capped at \$0.

## INTEREST RATE

The percentage charged by the lender for borrowing money, usually expressed annually.

## INTERIM OCCUPANCY

A period when the buyer is allowed to move into the property before the official closing date. This occurs when the property is completed but the legal transfer of ownership has not yet occurred. The buyer typically pays a monthly fee covering maintenance, taxes, and interest on the mortgage during this time.

## LAND TRANSFER TAX

A tax paid to the province or territory when purchasing property, calculated as a percentage of the home's purchase price. First-time homebuyers may qualify for a land transfer tax rebate of up to \$4,000. *Visit page 5 for more information.*

## MORTGAGE INSURANCE

Insurance that protects the lender if the borrower defaults on the loan, typically required for loans with a down payment of less than 20%.

## PRE-APPROVAL

A process in which a lender determines how much a borrower can afford to borrow based on income, credit score, and other factors.



# Owning vs. Renting

## BENEFITS TO OWNING



### Building Equity

When you own a home, your mortgage payments contribute to building equity, whereas rent payments go toward someone else's property.



### Stability

Homeownership offers long-term stability in your monthly payments (especially with a fixed-rate mortgage), while rent prices may increase over time.



### Investment Potential

Real estate can appreciate in value over time, potentially providing a return on investment when you decide to sell.



### Creative Freedom

Owning a home allows you to personalize your space to suit your style, something that's usually restricted in rental properties. Additionally, at Northside, you get the choice of four interior design packages.



### Pride of Ownership

There's personal satisfaction in owning your own space and creating a home that's truly yours—something often restricted in rental properties.

# Owning vs. Renting

## MONTHLY COST COMPARISON

### Monthly Mortgage Payment Projection

#### TERRACE LEVEL INTERIOR (2 bedroom, 2 bath)

Purchase Price	\$554,990
Down Payment (20%)	\$110,998
Mortgage	\$443,992
<b>Monthly Expenses</b>	
Mortgage Payment	\$1,987 *
Property Taxes	\$347 **
Condo Fees	\$0 ***
Condo Insurance	<u>\$50</u>
<b>TOTAL</b>	<b>\$2,384</b>

\*Based on a 3.5% interest rate and 30-year amortization.  
\*\*Estimate based on 1% of purchase price (less 25% to account for assessed value).  
\*\*\*Free condo fees for 2 years. Based on current promotions. Subject to change.

### Average monthly rent for 2 bed home in Guelph

## \$2,361\*

\*Estimate as of January 2025 from rentals.ca.

### Estimated monthly mortgage for 2 bed, 2 bath Terrace Unit at Northside

## \$2,384\*

\*Estimate is based on current pricing, promotions, market conditions, and interest rates. Actual payments may vary and are not guaranteed. For more details, please consult a Mortgage Specialist and Sales Professional.

### DIFFERENCE OF \$23/MONTH BETWEEN RENTING VS. OWNING\*

\*This calculation is based on the above assumptions. Actual amount may vary.

# Benefits to Purchasing New

## Energy Efficiency and Lower Utility Costs

New homes are designed to meet modern energy efficiency standards, with improved insulation, windows, and EVAC systems. Northside features fully electric units with eco-friendly appliances, LED lighting, and water-saving fixtures, helping you save on utilities while reducing your carbon footprint.

## Warranty Protection

New homes in Ontario are protected by a mandatory warranty provided by the builder and backed by the Tarion Warranty Corporation, reducing the risk of costly repairs or maintenance issues in the early years. At Granite Homes, we go a step further with our **Granite Homes Warranty Advantage**, offering an additional six (6) months of coverage on the 1- and 2-year Tarion New Home Warranty—completely free of charge.

## Lower Maintenance Costs

Everything is new in a newly constructed home, so you won't need to worry about immediate repairs to key systems like the furnace, plumbing, or appliances. Plus, modern materials and designs are chosen for their durability and low maintenance, making life simpler for you.

## Predictable Costs

Granite Homes offers transparent pricing for upgrades and features, reducing the likelihood of unexpected costs. Plus, with new construction, there's no need to compete in bidding wars, giving you greater control over your budget.

## First Occupant Advantage

With a brand-new home from Granite Homes, you'll be the first to live in it, with no wear and tear from previous owners. Plus, unlike older homes, new builds won't have outdated systems or hidden issues like mold or faulty wiring.

## Investment Potential

Buying into a new community early with Granite Homes often means benefiting from property value increases as the area develops. Plus, modern features and energy-efficient designs make new homes highly attractive to future buyers, offering strong resale potential.



# Government Incentives

Discover government incentives for first-time homebuyers designed to make homeownership more accessible. Explore the options that can help make your dream home a reality.

## 30-Year Amortization Period

First-time homebuyers purchasing **new construction homes** can benefit from a 30-year amortization period on insured mortgages.

**Benefits:**

- Ability to qualify for a larger mortgage amount.
- Lower monthly mortgage payments.
- Increased cash flow for other expenses or investments.

## 5% Down Payment Option

For homes priced between \$500,000 and \$1.5M, first-time homebuyers in Canada may qualify for a minimum down payment of 5% on the first \$500,000 and 10% on the portion exceeding \$500,000.

**Benefits:**

- Lower upfront costs, making homeownership more accessible.
- Easier to save for a down payment, reducing the time needed to enter the housing market.

## Home Buyers' Plan

The Home Buyers' Plan program allows first-time homebuyers to withdraw up to \$60,000 from their Registered Retirement Savings Plan to buy a home. If purchasing with a spouse, the combined withdrawal limit doubles to \$120,000, providing even more flexibility for your down payment.

**Benefits:**

- Provides an interest-free loan from RRSP to help with down payment.
- Increases the size of down payment, potentially reducing mortgage amount and monthly payments.

## Land Transfer Tax Rebate

First-time homebuyers in Ontario may be eligible for a rebate of up to \$4,000 on the provincial land transfer tax.

**Benefits:**

- Lower closing costs.
- Increased cash flow for other expenses or investments.

# Government Incentives

## NEW GST REBATE = BIG SAVINGS FOR FIRST-TIME BUYERS!



### First-Time Homebuyers' GST Rebate

The Federal Government has introduced the First-Time Homebuyers' GST Rebate, offering significant savings for new homeowners. This initiative eliminates the GST on new homes priced up to \$1 million and provides a reduced GST rate for homes priced between \$1 million and \$1.5 million.

That means first-time homebuyers can save up to \$50,000\* on their new home purchase, with eligibility applying to agreements signed on or after May 27, 2025.

We will continue to monitor this and provide more information as it becomes available. Please see Sales Professional for more information.

\*GST Rebate subject to federal eligibility rules and restrictions. Prices and incentives subject to change without notice.

# Homebuying Journey

## BEFORE FIRING

### 1. Explore Options and Make a Decision

Visit the Northside Sales Center to explore the community and learn about the available homes. Ask questions, explore different options, and decide which floor plan suits your lifestyle and budget.

### 2. Reserve Your Unit

Reserve the unit of your choice. This will enable you to secure your preferred unit for a period of 48 hours\*. During this period, you can gather information in order to assist you in making an informed decision. At this time, we require 2 pieces of government issued identification, including drivers license, passport, or permanent resident card.

\*Speak to your Sales Representative if an extension is required.

### 3. Sign the Purchase Agreement

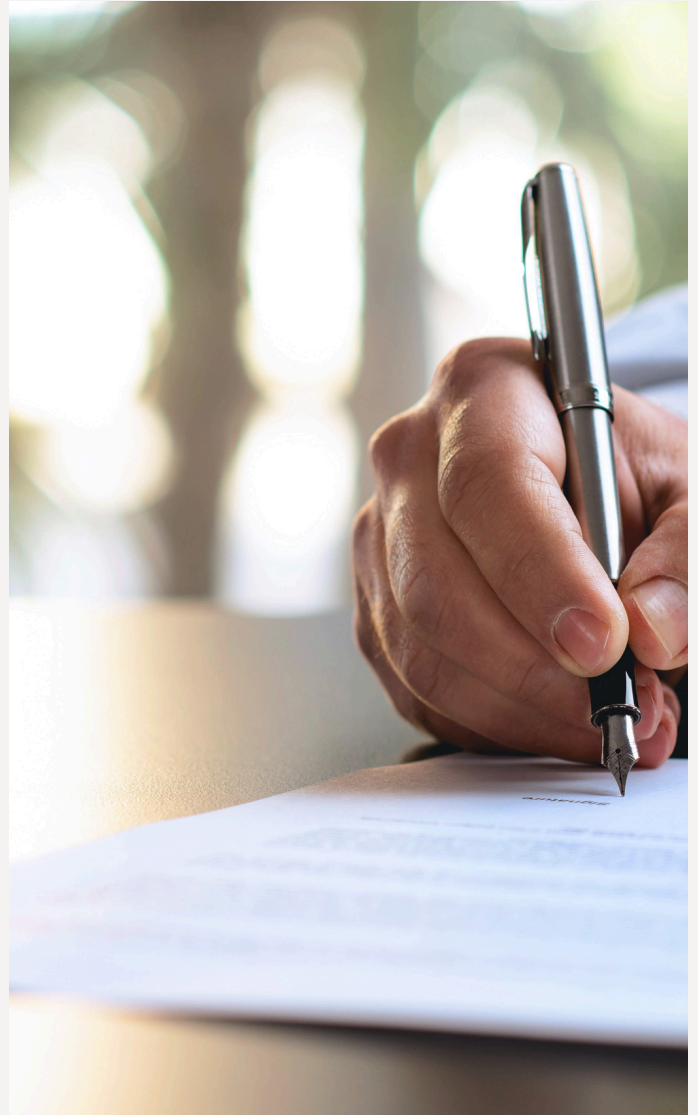
After the reservation period, our New Home Sales Representative will reach out to you to complete your Agreement of Purchase and Sale (APS) via DocuSign.

### 4. Enter Conditional Period

Your Agreement will be conditional for 10 days (known as the cooling-off period) for review by your lending institution and lawyer. During this time, we require a mortgage approval letter. This can be from a bank, credit union, or mortgage broker, as well as, solicitor information.

### 5. Firm Agreement

After your conditional period, your Agreement of Purchase and Sale will automatically firm unless you provide written notice that you want to terminate the Agreement. At this time, we require a 10% deposit cheque or bank draft OR 5% deposit and 5% due 60 days later.





# Construction Journey

## AFTER FIRMING

### 6. Construction and Updates

You will be introduced to our team and receive the Granite Homeowner Manual which provides community information, warranty details, and best practices for maintaining your new home. You will also receive periodic updates via email to stay updated on construction progress.

### 7. Pre-Delivery Inspection (PDI)

Before taking possession of your unit, attend the PDI to ensure everything meets the agreed-upon specifications and standards. Document any deficiencies or incomplete items so the builder can address them before finalizing the process.

### 8. Occupancy

On occupancy day, ensure that all legal paperwork is completed by solicitors. Once everything is finalized, your keys will be placed in a lockbox by your front door. The lockbox code will be sent to your lawyer and forwarded to you once occupancy is complete. Be sure to set up your utilities (electricity, gas, water, internet, etc.) and register your home with Tarion for warranty coverage.

### 9. Closing

Once the condominium is registered, our lawyer will contact you and your lawyer to complete the final closing. At this time, you will finalize your mortgage, pay any remaining fees, and receive the deed to your property.



# Mortgage Approval Process

1

## Pre-Approval

A preliminary assessment where the lender evaluates your financial situation, including income, debts, and credit score, to estimate how much you might qualify to borrow. This step is helpful to take before beginning your home search, as it helps set your budget.

2

## Mortgage Approval

A more thorough process where the lender reviews the details of the property you're buying and conducts a final evaluation of your financial situation. At this stage, you'll receive a mortgage approval letter, which is mandatory for firming at Northside.

3

## Final Approval

When the home is nearing closing, the lender will conduct a final review to ensure your financial situation hasn't changed and the property's value aligns with the purchase price.

## Documents Needed for Approval

### Information about the property you are buying:

- Purchase and sale agreement

### Employment and income verification:

- Copy of latest pay slip
- T4(s)
- Letter of employment
- T1 General(s)
- Notice(s) of Assessment (NOA)
- Other income
  - Legal agreements to support a spousal or child support payment
  - Other compensation (disability pension, rental income, etc.)

### Confirmation of your down payment:

- Savings or investments statement for the last 90 days
- Gift letter
- Withdrawal from RRSP under Home Buyers' Plan

### Other information:

- Void cheque
- Name, address, telephone number of your solicitor/notary

Please note: This list is not exhaustive and may vary depending on individual circumstances and lender requirements. Please consult a Mortgage Specialist for more details and personalized guidance.

# Contact Information

## ZOE WOOD

New Homes Sales Representative  
[northside@granitehomes.ca](mailto:northside@granitehomes.ca)  
519-589-4859

## SALES CENTRE

**824 Woolwich St., Guelph**  
Mon - Wed: 2:00 - 7:00pm  
Sat - Sun: 12:30 - 5:30pm  
Or By Appointment

For more information, visit our  
**PURCHASER PORTAL**



\*Realtors, ask about our exclusive **Broker Portal**

## Granite Homes & RBC

RBC offers firm, **final mortgage approvals for the purchase of your Granite Homes home**, guaranteed for up to 24 months from the time of application\*.

### TIM OATES

RBC Mortgage Specialist  
[tim.oates@rbc.com](mailto:tim.oates@rbc.com)  
226-979-6612

\*Mortgage approval is subject to meeting credit criteria of RBC Royal Bank. Terms and conditions apply. Please consult with an RBC Mortgage Specialist for full details and eligibility requirements.



[granitehomes.ca](http://granitehomes.ca)

FEBRUARY 2025

