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Real Broker

Home Buyers Guide

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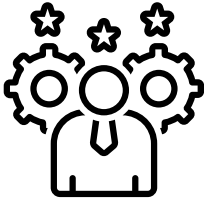
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A GUIDE FROM START TO FINISH

WHY HAVE A REALTOR® ON YOUR TEAM?

Buyers receive all real estate services absolutely **FREE**.

Expert Guide



Buying a home typically requires a variety of forms, reports, disclosures, and other legal and financial documents. A knowledgeable realtor will know what's required in your market, helping you avoid delays and costly mistakes. Also, there's a lot of jargon involved in a real estate transaction; you want to work with a professional who can speak the language.

Knowledge



In order to help you achieve your goals and stay within your budget, a skilled Realtor will lead you through the home-search process. When you have inquiries regarding neighbourhood amenities, utilities, zoning regulations, contractors, and other topics, agents are a tremendous resource.

Expanded Search Power



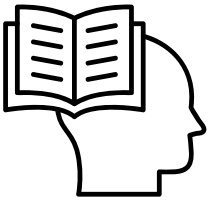
You want access to the full range of opportunities. Using a cooperative system called the multiple listing service (MLS), your realtor will help you evaluate all active listings that meet your criteria, alert you to listings soon to come on the market, and provide data on recent sales.

Manage Negotiations



Real estate transaction includes a range of factors that are open for negotiation, including price, repairs, and possession date. A realtor who's representing you will look at the transaction from your perspective, helping you negotiate a purchase agreement that meets your needs and allows you to do due diligence before you're bound to the purchase.

Experience That Is Current



Most people purchase a few homes in a lifetime, usually with quite a few years between purchases. Even if you've already purchased a house, rules and regulations often change. Over the course of their careers, realtors may handle hundreds of transactions.

Provide Fair, Ethical Treatment



The REALTOR® Code of Ethics, which is focused on professionalism, serving the interests of customers, and safeguarding the public, must be followed by every member.

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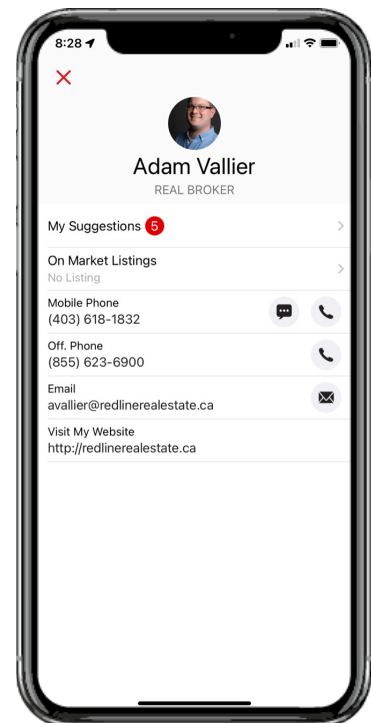


My app will give you an advantage over other buyers. The data is current and accurate because it is taken straight from the MLS system. Additionally, you may bookmark favourites, I can send you particular listings, and we can message back and forth!

*When we locate some potential properties, we venture out to look! Pictures on the internet often look different; occasionally, homes look better, and occasionally, they look **WORSE!***

Remember, there's no rush when working with a knowledgeable realtor like myself; as previously mentioned, I'll take you to as many homes as necessary for you to "fall in love."

Note that scheduling several showings generally takes a day or longer (if the property is occupied by a renter, they require 24 hours' notice). Having said that, if we find something that really interest you, I will arrange to take you there as soon as possible (typically within a few hours). I'll email you a link after I construct our "showing tour," which will contain addresses, times, driving directions, details on the properties, and a place to take notes!



**EASY MAP SEARCH
SMART SEARCH
MORTGAGE CALCULATOR
COMMUNICATE WITH ME
DIRECTLY**

STEPS TO BUYING A HOUSE

Mortgage Pre-Approval

A Mortgage pre-approved, means that a lender has stated that you qualify for a mortgage loan based on the information you have provided, subject to certain conditions like the assessed value of the property to be purchased.

A mortgage pre-approval not only makes you a more appealing buyer, but it also gives you some bargaining and negotiating power. This is because sellers who know that a buyer is already qualified for the offer amount may be more willing to make some compromises if it means the purchase is more likely to close.

You'll also be able to lock in a rate for 90 days while shopping for a property, which will expedite the process and allow you to move into your new home sooner than you would have been able to otherwise. Finance conditions will be met sooner.



HOME SEARCH AND VIEWINGS



Making a list of your requirements and wants will help you narrow down your search. Location, house type, number of bedrooms and bathrooms, cost, size, features, and inclusions are a few typical factors to take into account.



A real estate agent will assist you in scheduling and attending showings while you search for houses you like so they can share their area and market expertise, opinions with you.



FOUND YOUR HOME AND PLACING AN OFFER

Purchase Contract

- *The amount of your offer purchase price and the amount of the deposit.*
- *Full names of you and the seller, as well as the legal address of the property*
- *The date you would like to take possession (closing date)*
- *A request for a current RPR (land survey) or title insurance.*
- *Inclusions and exclusions (for example, window coverings and appliances included in the purchase?)*
- *Conditions that must be met before the contract is firm*
- *Offer expiration date*

Purchase Price

The purchase price is the amount you agree to pay the seller. It's the amount on your sales contract or the amount your real estate agent worked so hard to get the seller to agree to. When making an offer on a house, expect there to be a counter offer



Conditions

Real estate purchase conditions are contractual terms that form part of a contract to buy real estate. The condition is specifically used to protect the buyer or seller. They function to effectively make the entire contract conditional on the waiving of the condition

Financing: *The Bank will perform a home appraisal on the property and if the value is aligned with the offer to purchase will approve the mortgage.*

Condo Document Review: *When buying a condo this condition will allow you to get the condo documents reviewed. This will provide you an overview of the financial accounts, insurance policies, management contracts, condominium plans, meeting minutes, and financial information that might affect your condo fees and how they are calculated.*

Home Inspection: *A home inspection observes and reports on the condition of a real estate property, usually when it is being sold on the market.*

A certified home inspector evaluates the property's condition, including its plumbing, electrical work, water and sewage systems, heating and cooling systems, as well as certain fire and safety hazards. The house inspector can also search for signs of bug, water, fire, or other damage that can have an impact on the property's value.

Unconditional Sale of Current Home: *This isn't ideal for the seller. If you already own a home, you may need to sell it before purchasing a new property. This isn't a deal breaker, but can make things harder depending on the current market.*



Deposit

When submitting an offer to purchase a deposit of around 1-3% of the purchase price will be held in trust until the deal is firm. This deposit is used towards your downpayment on the property. So it's not technically an "extra cost", but it's still a part of your home buying budget. In most circumstances, if a buyer backs out of a firm deal, they will lose their deposit.

Firm Sale

*Once all conditions have been met you will sign a Notice for waiver/satisfaction of conditions. This form states you have satisfied one or all of the conditions. After all of the conditions have been met and waived the contract is now **FIRM***

**CONGRATULATIONS! YOU HAVE BOUGHT
A
HOME**

SOLD



Next Steps

- *Meet with your lawyer a week prior of the possession date to sign all required documents.*
- *Setup your home insurance policy (the mortgage lender wants to see this)*
- *Arrange new utilities, or transfer current ones.*
- *Setup mail forwarding with Canada Post.*
- *Update you address with important service providers. (bank, doctor, dentist and your government ID)*
- *Book movers or a moving van.*

24-48hrs Pre-Possession Walkthrough

We will perform a walk through of the home prior to the big day. We do this to ensure everything is as expected: The house is in virtually the same condition, repairs have been completed, appliances are still there, etc! We do this prior to possession so it allows us time to work with both sides to address any concerns.

Possession Day

Possession day! Anytime between 11am to 5pm, usually NOON, the lawyers will advise when the keys are "releasable". I will meet you at the property to hand them over.