

**BEFORE YOU
BUY**



THE INFORMED HOME
Buyers Guide



I am here by your side, every step of the way.

If you're thinking of buying a new home, I have no doubt that you have a lot of questions that need answering, this resource will help guide you and hopefully answer any of your questions and if not, you have me to ask. Buying a home can be a stressful journey, that's why choosing your agent is so important. The more informed you are about what to do and what to expect along the way, the more your experience will be.

I care about getting you into the right home that is perfect for you, i really want you to take your time to think about your options and not have to feel rushed into anything that you aren't 100% sure about. I do not care what you decide to buy, I only care about what is right for you or your family and that is it. I would rather build a relationship with you than to close a deal, relationships are key in my life and are the most important thing, being able to help people get into their new home either it being a first home purchase or an investment property, help people achieve their goals and dreams is just the cherry on top to doing what i love.

If you have any questions or concerns please reach out to me at any time. I can't wait to be apart of your journey.

Sincerely,



Dawson Alexander

Real Estate Agent

dawsona.realestate@gmail.com

204-574-8253



Get To KNOW *Your* AGENT



I have always had a certain obsession revolving around real estate and all of the benefits and opportunities that came with it. My family had purchased and built tons of real estate in and around Brandon, Manitoba such as hotels, condo buildings, apartment buildings and even a lumber yard. All of these properties my family owned, created wealth that supported generation from generation with retirement and some financial freedom.

All I want to do is help others achieve whatever goals they have in life and have one of those goals being to make the biggest purchase in life which is owning real estate, whether it be for wealth or for family.

Since I was little, all I can remember is wanting to do something that helped people. I went from wanting to be a doctor, a lawyer, a teacher, a firefighter and after applying to fire college and it not going in my favour, I took on my dream job as a real estate agent.

Before I got into real estate, I worked for a couple of construction companies doing roofing, renovations, demos, new home builds, honestly you name it and i have probably done it. I also ran my own detailing company for quite a few years and really started learning the ropes of starting your own business and being your own boss.

Outside of my career, I am a very active person and love going to the gym, watching hockey, going on adventures, snowboarding, going out to restaurants, hanging around with my dog and spending time with the people close to my heart.

MY MISSION STATEMENT

I am a young and hungry go-getter that excels at social media marketing to prospect my clients properties and by staying on top of the technology/online trends so that i can bring my clients property the most attraction.

You don't just get me, I am partnered up with some of the most experienced and top producing agents in our brokerage that are at my disposal whenever needed.

My main focus is to build long lasting relationships with my clients. I do not care what you buy, i care about finding the best possible home for you. You come first, not a paycheque. I truly believe that working with "all heart" can change the world.

My goal is to create the best result and experience for my clients and to make a difference in peoples lives even if it's small through building long lasting relationships and being there to solve any and all life problems that come your way.

I want to change and leave my mark on the industry in a big way by making it known that relationships come first. We are all human, not transactions.

Dawson Alexander Real Estate



10 STEPS TO PURCHASING A HOME

1. Choose a real estate agent that's right for you

2. Get pre approved

3. Know exactly what you want and where

4. Get your agent to set you up on their email system to start sending you homes that fit your criteria

5. Identify homes you like and schedule home tours

6. Make an offer

7. Get a home inspection

8. Close a deal & Prepare to move into your new home

9. Update utilities and transfer services

10. Move into your new home!



Step 1

Choosing the Best Agent for you

First, it's important that you understand whose interests REALTORS® are legally bound to serve in a real estate transaction.

Listing Agent:

The Listing Agent is under contract with the seller to market and sell their property for the best possible price, their loyalty is to the sellers and they work solely for the sellers best interest. If you decide to work with the listing agent means they can:

- Arrange a showing on the property
- Assist with financing the property.
- Provide details of the property
- Explain all the forms and agreements related to buying the property.

Buyer Agent/Your Personal Agent

When you engage the services of your own personal agent –someone who is under contract to work solely in your best interest –you get all the same services listed above plus your personal REALTOR® also provides:

- Confidential assistance that addresses your needs first
- Honest, loyal and diligent care, free from any conflicts of interest
- When you have a contract with an agent to represent you, there loyalty is devoted to you and you only in the deal and works in the best interests of you to get you the best deal
- Access to all listings including MLS, bank-owned properties, distress and estate sales, and homes that were on the market where the seller might still be interested selling (expired listings)
- Expert advice on useful clauses such as home inspections and financing to protect you fully
- Expert negotiation on the offer to purchase to get the home for the best possible price and terms for you
- Give expert advise on market value, inclusions, location, as well as help you decide when you should walk away from a deal
- My job as your agent is to make sure you are as educated as possible in all aspects of your home buying process.

EDUCATION PROCESS: BE INFORMED EVERY STEP OF THE WAY

- After our initial fact gathering meeting, I will enter a detailed summary of your wants and needs for a home into our database and a variety of property search programs. This information is instantly shared with my entire team, other agents and potential sellers to begin the property match process.
- I will not bombard your email with information that is not relevant to you. I will provide daily update emails on all the homes that are new on the market or have had a recent price change which match a broadened scope of what you are looking for.
- As a market area specialist with a pulse on local and national real estate market trends and changes, I also ensure you are kept informed of all relevant industry changes that may impact your buying decision, including price trends and mortgage rates.
- I personally inspect and do my own research on all the potential properties in the area. This hot new information is passed on to you first.
- You get all the information about every property – that, as REALTORS®, only have access to.
- When you find a home your interested in, simply reach out to me so I can arrange a convenient time to view.

REMEMBER, WHEN SELECTING WHAT HOMES TO VIEW...

- Choose different styles and types of homes that meet your needs.
- Drive by the home and area for your first impression.
- Select a maximum of 5 homes to visit in one day (3-4 is best) so you have time to take in the properties and decide if you want to see more. It is helpful to rate each home from 1-10
- Schedule time after the showings to sit down and discuss the homes and ask questions.

What I Bring to The Table Being YOUR personal agent

As your agent the one thing i keep myself accountable for is not bullshitting anything to you. Any information i know and come to know will come straight to you, i do not sugar coat anything as buying a home is one of the biggest purchases most people will make and it is so important it is done the right way and making sure it is the best option for you. And what i want back from you is 100% honestly when viewing homes and about any of your opinions on anything as this will help me create the best experience for the both of us. You will not hurt my feelings, i work for your needs and your needs only.

The biggest advantage to you being your agent is i am a full-time agent and i have so much **TIME**. Time is a huge factor because the minute you need me or need something from me, I will get back to you ASAP. You will not have to talk to a third party (front desk or assistant) to get in contact with me. Another advantage is that i am so hungry and ready to do everything possible to make my clients happy as i love what i do and i love helping other accomplish their goals, while i get to accomplish my work goals. If i have to work 14 hours a day for my clients i will as i am young and love getting my skin in the game.

WHAT YOU CAN EXPECT WHEN YOU GET INTO A BUYER CONTRACT WITH ME:

Absolutely no fees or costs to you as a buyer. I get paid from the sellers.

- Access to property listings based on variety of search parameters, only available on the REALTOR® MLS.
- Access to off market deals through our network.
- Proactive prospecting in your desire area to locate potential sellers with homes that match your criteria and to my thousands of followers on social media and viewers. Homes that are not actively for sale on the market but may be considering selling.
- Access to For Sale By Owner homes that match your criteria.
- If there are no homes on the market you like i will physically go out and door knock your desired areas to try and find you off market listings and cold call homes.
- Up-to-the-minute access to the best deals on the market, including brand new MLS listings, Newley price reduced properties, current bank power of sales, new home options, private sales and deals under contract that have fallen through/expired.
- The most current real estate market information that may impact your buying decision, including mortgage changes, statistical sales data on median house prices, sales and months of inventory, local area market changes, trends and much more.

Step 2

Getting pre-approved for a mortgage

The mortgage industry is a highly competitive field and it is important to understand that interest rates can change at any time. Partnering with a mortgage advisor to help you find the right mortgage product at the best rate is key to your home buying process, and if you don't have one, let me know and i can give some recommendations.

5 Easy steps to get pre approved

1. Talk with a mortgage advisor

There are hundreds of options to choose from when it comes to picking a lender. Independent mortgage brokers tend to offer the most options because they do not just work with one bank.

2. Complete and submit your application with the mortgage advisor

They will collect your financial and personal information in order to find out how much mortgage you can carry and work through potential issues.

3. Gather all the necessary documents

The mortgage broker will give you a list of documents that the bank/lender needs to finalize the mortgage.

4. Verification of your details

They will do their checks and balances to make sure you are not getting in over your head.

5. Make sure to have a copy of your pre approval letter

This is a powerful negotiation tool, especially in a multiple offer situation. The seller of your dream home will feel more confident that you are the right person, and that you have actually been approved to finance the price of the home. Having a pre approval letter can also offer other benefits like:

- Saves you time by only looking at properties you know you can afford.
- Rate guarantees and mortgage terms can save you money for years to come.
- Less stress throughout the process. You will know that you are ready and capable of buying.
- Get a better deal on the home that you want. Sellers like to know that buyers already have financing in place, which gives us a good shot at winning in a competing situation if the other party isn't pre approved.

Step 3

Knowing the where and what you want.

The first step is deciding where you want to live, what type of home you are looking for and what features are "must have's" or "would be nice to have's" in a home. Invariably, there will be tradeoffs, but rest assured I am here to help sort through the options to find the best house, for the best price while trying to get as many of your wants and needs as possible.

QUESTIONS TO HELP YOU GET STARTED

THE ESSENTIALS

What type of home are you looking for? (single family, semi-detached, condo, etc.)

Is there a certain style of home you are looking for? (Bungalow, split level, two story, etc.)

What about the age of the home?

How many bedrooms and bathrooms do you need?

What are you wanting from this home? Is it a forever home? Is it a home your going to sell in a year or two for profit or to rent out? (What's the end goal)

FEATURES

What are your high priority features? (Appliances, ensuite, fireplace, etc.)

What other types of rooms do you need? (Main floor laundry room, office, gym, etc.)

Are you wanting something recently updated or something you can do your own reno's to?

QUESTIONS CONTINUED...



EXTERIOR

What size of yard are you looking for? Is the backyard important?

What other landscaping features are important? Do you have pets? (A fenced yard, play areas, pool, garden, etc.)

Do you need a garage? What kind? (single, double, attached or detached, etc.)

GOALS

Who are you sharing this home with and what are their needs? (seperate entrance, etc.)

How much do you want to invest beyond the purchase price of the home in terms of financial or sweat equity, if you can't find all the features that you want?

How long do you plan on living here? (This can impact the type of home, the location and how much you should spend.)

LOCATION

How is your daily commute? How easy is it to get to the places you need to go?

How close do you need to be to transit, shopping, schools, hospitals?



Step 4 & 5

Start your home search & viewing properties

Once you have answered all of the questions and know your needs and wants, I will start searching around for the certain homes that fit within your criteria and emailing them to you. Once you have viewed the properties being sent to you, if a property stands out to you and you want to go and see it you will notify me and let me know what your schedule looks like so I can book a showing of the home for us.

While we are viewing these homes, take your time to look around and investigate and check every detail. That being said, you don't want to get too bogged down by the specifics as every home (even new builds) have some wear and tear so there is nothing that should immediately be a deal breaker as you can always put in a lower offer based on the price of repairs for any damages.

Some of the things you will want to look for and pay attention to while viewing a property is:

- Damages (is it from general use or something more)
- Neighbours (what is the street/neighbourhood like)
- Appliances (do they work)
- Ceilings (water damage or any cracks in the drywall)
- Floorings (is it level, is any of the flooring warped)
- Closet space (how much storage do you need, including hall closets)
- Room size (how much usable space does each room have, visualize)
- Windows (good windows can make or break a home's energy efficiency)





Step 6

Putting in a offer on a home

The ongoing communication and education you will receive from me will empower you to get the best deal on the home that you desire most.

YOU'VE FOUND THE ONE. FANTASTIC!

HERE'S WHAT HAPPENS NEXT:

1. We will conduct a detailed CMA (Comprehensive Market Analysis) complete with comparable active and expired listings, recently sold's in the area and historical data relevant to determining the market value of the home. This will help you make a educated decision on how much you want to offer.
2. We will prepare an offer that protects you, follows your instructions and matches your schedule and most importantly your needs.
3. We will explain the details of the offer, the terms and suggest options for specialty clauses ensuring you know exactly what you are agreeing to.
3. We will explain the details of the offer, the terms and suggest options for specialty clauses ensuring you know exactly what you are agreeing to.
4. We will present and negotiate the offer on your behalf to get you the home that you want at the price and terms you want.

WHAT HAPPENS AFTER ALL OF THIS:

- The seller may accept your offer – congratulations!
- The seller may reject your offer – not common, but it can happen and we would endeavour to find out why.
- The seller may counter your offer – changing the terms of the offer and presenting it back to you.
- Our negotiations will continue until we reach agreeable terms between the seller and yourself, or until we know an agreement cannot be reached and it's time to walk away.

NEGOTIATION FAQs:

1. HOW LONG WILL THE NEGOTIATIONS TAKE?

This is perhaps the most shocking part of things for many people. Commonly, negotiations are wrapped up within 24-48 hours. In other words, if we were to write an offer at noon, it would not be unusual to receive a response by the evening.

2. IF THE SELLER ACCEPTS THE FIRST OFFER, AM I FORCED TO BUY? (AND SHOULDN'T WE HAVE THEN OFFERED LOWER)

No and no. Unless we are writing an offer without conditions (which is really unusual and we'll have talked about this a lot before hand in that case), you will have a period of time (typically 2-10 days) to investigate whether or not this home will be acceptable to you. If you don't like something you find out about this home during that period of time, we will be able to walk away and the contract will collapse.

3. HOW LOW SHOULD WE OFFER?

This is a strategy question and the answer is that it depends on too many factors for there to only be one answer. There are times when an offer at 5% off of the list price is perfectly acceptable/appropriate. Similarly, there are times when an offer above list price is appropriate. When we sit down to prepare an offer, we will discuss this topic at length.

4. WHAT IF THERE ARE OTHER OFFERS? WILL I KNOW WHAT THEY ARE OFFERING?

When an offer is received, the listing agent has a duty to have the offer presented "without delay." Furthermore, offers have an expiry clause - meaning that if the seller does not respond before a certain time, the offer ceases to exist. Despite this, there are occasions when homes attract multiple offers. We'll talk through a detailed strategy if this happens, but there are some basics to know. When you submit an offer knowing that there is another offer, you will likely only get one chance to offer. In other words, it is rare to see counter offers made at this point - it is assumed that buyers are offering their best terms and the seller will typically just choose the highest offer. In order to make your offer as competitive as possible, we will want to ensure that we have as few subjects as are necessary to properly protect you, we are offering as high a price you are comfortable with and we are offering the completion/possession dates that most closely match what the seller is looking for. From this perspective, the experience of multiple offers is very similar to making blind bids at an auction. The terms of an offer are almost always confidential until subjects are removed. The seller will typically not disclose the price they have accepted (for fear that it will jeopardize future negotiations should this offer collapse).

5. HOW MANY COUNTER OFFERS CAN WE MAKE?

As many as you'd like! However, our experience has proven that once we get past 3 counter offers from either side, our chances of reaching mutually acceptable terms start to diminish. Remember, the goal of a negotiation is to find mutually acceptable terms. Our goal is to find the bottom end of their acceptable price range and we will never do so if they feel like we are trying to take advantage of them.

GLOSSARY:

When buying a home there are certain documents and information that is common across all types of property and here are some words you might not have seen before that will come up.

TITLE

This document is registered at the land titles office at the time of completion and it is proof of ownership. Charges to the title such as mortgages, easements, covenants, etc. will show up on this document.

PROPERTY DISCLOSURE STATEMENT (PDS)

The seller can fill out this document at the time they list the property for sale, or we can encourage them to fill one out as a condition of the offer. The form is a representation of the condition of the home to the seller's knowledge.

FIXTURES

These are items that are affixed to the wall/ceiling that should be included with the purchase. These are usually items that have been screwed in.

CHATELS

Are items that are easily removed and will be taken from the home by the seller - pictures on the wall, furniture, etc.

CONDITION OF THE HOME

The condition of the home at the time of the purchase should be in the same condition as when the buyer first visited the property. The challenge some of our clients have experienced is that their opinion of condition and the sellers has been different. Rest assured that if this becomes a problem, we will work with you and the seller to get a resolution.

COMPLETION

Completion is the day that the money and title of the property exchange hands, this is handled by the lawyers/notaries. A few days before completion you will need to go to your lawyer/notaries office to review and sign documents. On the completion day itself, i will call you once we receive confirmation of completion.

POSSESSION

Possession is the day you get physical possession of the property. This typically happens 1-3 days after completion. On occasion, the seller will allow keys to be released earlier than indicated in the contract. Rest assured, we will do our best to make this happen for you. However, for the purposes of planning your move count on the keys to be available at the time and day indicated on the contract of purchase and sale.

Step 7

Conditions, Home Inspection, and Waviers

The offer has been accepted. Now we need to satisfy the conditions. This usually involves performing a home inspection, getting your mortgage financing final approval, surveys, water test or condominium documents. I will help you make any necessary arrangements to ensure that the entire process is on track to meeting the deadlines.

Next, i highly recommended hiring a HOME INSPECTOR.



A home inspector will allow you to scrutinize the details of the home and save you from unpleasant surprises. I will have a list of professionals i can recommend to you.

You want to ensure the inspector checks for visible issues with the plumbing, electrical systems, the roof, insulation, windows, floors, walls and ceilings, and the condition of the foundation. Ensure your inspector gives you an up and close look at your home. It can take up to 3 hours to go through all the systems, and if there are any problems, you will see them with your own eyes. Make sure you receive a detailed report.

CHOOSING A LAWYER

Your lawyer is an invaluable member of your team whose job is to ensure that you get what you are paying for and in accordance with the terms of your agreement of purchase.

YOUR LAWYER WILL ENSURE:

- There is nothing on title that is not supposed to be there.
- The property taxes, utilities and condo fees, if applicable, are up to date.
- You have all the information that you need about your new home.
- Your mortgage lender is satisfied and that your mortgage is secured on property title as required by your mortgage agreement.
- You know exactly how much money you will need in order to complete the transaction.
- They also ensure that the seller gets paid the purchase price.
- Title is legally transferred.

WHY USE A SPECIFIC REAL ESTATE LAWYER?

Real estate transactions have many moving parts and lots of little details. In our experience it is best to use a lawyer that specializes in real estate. They have strong systems in place for managing the closing process and their experience will help navigate possible issues before they become a problem. If you don't know any, I can recommend some amazing people.





Step 8-9

Closing the Sale & Preparing for your move

At this point, we would have negotiated a agreeable offer that both you and the seller come to terms with and have accepted our offer. Congratulations! Now all we have to do is make sure your conditions in the offer are satisfied by the due date and we are home free! Now we wait till your possession day.

Typically you will have anywhere from 30-90 days to get everything ready for your new home. It could be shorter or longer, depending on what you need and have agreed upon with the seller. The closing date is usually the same as your move in date. It is a good idea to get things organized well in advance of the closing date to reduce the stress of the move.

Lawyers: I will send the lawyer you choose to use the information about your purchase. You will need to provide the lawyer with some additional information: insurance, down payments information, fee payments, adjustment payments and possibly other signed documents that they ask for. You will meet with the lawyer about a week before the closing to finalize everything.

Down Payment & Closing Costs: Make the necessary arrangements to have the funds available when the lawyer asks for it. Liquidating some assets can require additional time.

Movers: Whether you are using professional movers, renting a truck or getting a bunch of friends together, plan and organize it early.

Insurance: The lawyers will need a copy of your home Insurance before closing so that the financial institution will release the money to them. Call your insurance broker with the listing information. They may want to know the age of the house, condition of the roof, furnace, electrical systems, as well as other general information.

Change of Address: It's time to start giving out your new address to everyone.

Utilities: It is important that you call the local utilities to get their services changed into your name. These include phone, internet, television, gas, electricity, water, and any rental agreements. Remember too, to cancel the services at your old address.

Step 8-9

Move In

Congratulations!

As your personal REALTOR®, I know that my role and our friendship doesn't end here just because I have handed you the keys. I will continue to keep in touch and i expect you to do the same! From coffee to wine or phone calls, please reach out :)

You can call me anytime. Whether it's:

- **Recommendations on contractors or other professional services to hire.**
- **Any issues with your home after moving in**
- **Questions for the listing agent or previous owners**
- **Questions about the local real estate market**
- **Advice on purchasing an investment property**
- **Referrals to friends and family**
- **When you're thinking about selling**
- **Or any other real estate related or person matters questions. I am always here to help.**

As always, my advice is fast, free and confidential. I am here for you, through your move and beyond. If you have any friends or family wanting to sell or buy i would so appreciate you referring them to me, your help and kindness on helping me excel in my career will not go unrecognized. You are truly amazing.



COMMON CLOSING COSTS FOR BUYERS

Funds to cover your down payment and closing costs will most likely have to be in the form of a bank draft or wire transfer to your lawyer's trust account. Your lawyer will detail the exact amounts required for:

- **Balance of down payment after initial deposit with offer.**
- **Mortgage loan administration and/or appraisal fees, if applicable.**
- **Points, or loan discount fees, you pay to receive a lower interest rate, if applicable.**
- **Credit report fees.**
- **Mortgage insurance premiums if applicable (CMHC).**
- **Land transfer tax and title registration fees.**
- **Title Insurance policy premiums.**
- **Survey expense if applicable.**
- **Legal fees and associate disbursements (couriers, copies, etc.)**
- **Pro-rated amounts for your share of any unpaid costs, such as utility bills and property taxes.**



