

real

Real Broker, LLC

YOUR ULTIMATE GUIDE TO

BUYING A HOME



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sellbuywinnipeg.com

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As a dedicated realtor with a passion for the real estate market, I am committed to providing you with an in-depth understanding of the home buying process, from market trends to finalizing your purchase. This guide is tailored not only for first-time buyers but also for seasoned investors, offering personalized insights and strategies to navigate the challenges and seize opportunities in our vibrant community. My aim is to empower you with knowledge and confidence, making your home buying experience as seamless and successful as possible.

AINSLEY YOONG, REALTOR®



"Real estate is more than a career to me, it is my passion and has been my life for the past two decades. Getting to help people with the sale of their home is such an honor and a pleasure for me."

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WEBSITE

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Ainsley was always available to answer our questions and provided invaluable guidance throughout our home-buying process. We were particularly impressed with how he leveraged his knowledge of the local market to negotiate the best deal for us. We highly recommend Ainsley to anyone looking for a seamless and successful home-buying experience.

-Alex N.



As a first-time homebuyer, the prospect of finding the perfect home was daunting, but Ainsley Yoong made it a smooth and enjoyable journey. His patience, expertise, and personalized approach were exceptional. I am grateful to Ainsley for his relentless dedication in helping me find my ideal home in Winnipeg.

-Evelyn H.



We had the privilege of working with Ainsley Yoong for our recent home purchase in Winnipeg. From our initial meeting through to closing, Ainsley demonstrated a deep understanding of the real estate market and a genuine interest in our needs. We would highly recommend Ainsley Yoong to anyone seeking an outstanding real estate experience.

-Henry T.



I was thoroughly impressed by Ainsley Yoong's professionalism and expertise during my recent home purchase. His ability to understand my specific needs and provide tailored options made the process incredibly efficient. Ainsley's negotiation skills were impressive, securing a deal that was in my best interest. His commitment to excellence and client satisfaction is evident in every aspect of his work. I highly recommend Ainsley to anyone looking for a knowledgeable and dedicated realtor in Winnipeg.

-Edith J.

STEP 1

Finances

- ✓ Gather your documents
- ✓ Obtain pre-approval/ proof of funds
- ✓ Locate down payment funds
- ✓ Prepare for any additional costs

STEP 2

Home Search

- ✓ Preview potential properties online
- ✓ Schedule showings and view the properties you are most interested in

STEP 3

Under Contract

- ✓ Write an offer to purchase on your favorite property
- ✓ Negotiate the terms of the offer and accept the contract
- ✓ Complete loan application
- ✓ Homeowners insurance quotes

STEP 4

Due Diligence

- ✓ Loan for the bank financing
- ✓ Conduct inspections
- ✓ Resolve/negotiate inspection issues
- ✓ Your lender will order the appraisal
- ✓ Obtain homeowners insurance

STEP 5

Closing Time

- ✓ Lawyers company will conduct title search and order survey
- ✓ Receive closing statement/clear to close
- ✓ Wire funds to vendors lawyer
- ✓ Conduct a final walk-through (for new property) and close
- ✓ Closing day: Get your keys, it's all yours!



This questionnaire is for you to think about what you're looking for in your home. This will help both of us to be on the same page!

What area are you looking to buy in?

What do you like about this/those area(s)?

How many bedrooms, bathrooms, and preferred square footage? 1 or 2 story?

Do you have children? Pets?

What's your favorite style of home?

What is the top 5 most important things in your future home?

Anything else we should keep in mind during our search?

Searching Strategically Online

Now that you've got your wants vs. needs list in hand, the fun really begins! It's time to talk about narrowing down those listings and deciding which ones to see in person. First up, let's talk about best practices for searching online. No doubt you know the sites (Realtor.ca, Point2.com, SellBuyWinnipeg.com), but how can you get the results you want? Try some of these tips.



Use the search filters but not too much.

You don't want to restrict your search so tightly that you only have a handful of homes to view. Keeping your wants vs. needs list in mind, expand your geographic search, and add 25-50K to your max price since homes often sell under asking.

If you find something that catches your eye, check out the Google street view.

Online pictures can be deceiving so a virtual 'walk down the street' will give you a better sense of the house and surrounding area.

Don't shy away from a home because it is "pending" or "under contract."

Pending contracts do fall through, so keep it on your list especially if it checks all your boxes.

After you've found a few homes you like, jot down the MLS number and address. Shoot the list to me and I will call the listing agents to gather pertinent info and gauge the seller's motivation. At this point, it's time to look at the calendar and find a chunk of time to tour the homes on your shortlist. Carve out more time than you think you'll need since you don't want to be rushed if you find a home that may be "the one."

Making the most of your showings

You're SO READY to get inside those homes on your shortlist and see for yourself if one of them is soon-to-be your new address. I know you're excited, but it's important to go into those showings calm, cool, and with your thinking cap on. Here's a quick list of how to do just that:



Before a showing, read over your wants vs. needs list and revisit your budget.

Having this fresh on your mind will help you stay objective and focused. Take pictures and videos to jog your memory later and to help you process with friends and family.

Remember, you can't change the lot or the location so make sure you love both.

You also don't want to be the priciest home on the block. I will help you assess whether or not that's the case.

Don't let yourself get distracted by decor or staging.

These things will be gone by the time you move in, so try to stay focused on the things that cannot be changed as easily.

Take your time.

If a home makes a good first impression, let me know you're interested and that you'd like to spend a bit more time looking around. This is one of the largest purchases you'll ever make so it's worth it to learn as much as you can while you're there.

Address:

First impression rating
(1-10) of exterior:

First impression rating
(1-10) of interior:

List 3 pros of the home:

List 3 cons of the home:

☐

Took video tour of home

Circle one:

No way | Maybe | Very interested | It's the one!

Address:

First impression rating
(1-10) of exterior:

First impression rating
(1-10) of interior:

List 3 pros of the home:

List 3 cons of the home:

☐

Took video tour of home

Circle one:

No way | Maybe | Very interested | It's the one!

How to Make an Offer Stand Out

So you think you've found "the one" and you're ready to put in an offer—one that will be simply irresistible to sellers. Let's talk about making an offer that stands out.



- **Include a pre-approval letter** that shows that you're serious, qualified, and ready to purchase.
- **Put your best foot—and price—forward.** You may only get one shot, so make it count. Use comps and trends as a guide, but go in with a strong number you know a seller would find favorable.
- **If you can pay "all cash," say so.** When you don't need financing, your offer is less risky for anxious sellers.
- **Propose to close quickly** and only include contingencies if you must.
- **Include a short hand-written note** if you really want to make an impression, with your offer. Sometimes it's the smallest gestures that have the most significant impact.



And when you're ready, I will guide you through putting together an offer that gives you every advantage in landing the home of your dreams!

We're under contract... now what?

You made an offer, and it has been accepted—go ahead, cue the confetti! And while it'll be a few more days until you can move in, you're well on your way to closing the deal on your new home sweet home.

Here's a quick rundown on what happens after you make an offer and your new home is "under contract."

- First, I will carefully review important dates and information you will need to know to ensure a successful closing. Check out the checklist on the following page to get all of your need to know information & important dates.
- You'll need to meet with a mortgage lender to firm up financing details and lock in your interest rate.
- Once the home inspection report comes in (and you should definitely request a home inspection), we may need to negotiate any repairs with your seller.
- Towards the closing date, you'll get a call from your closing attorney's office to schedule your closing.





Use this checklist to keep track of important due dates and ensure a smooth closing.

Ernest money deposit. You must send deposit of _____ via check.

Begin loan application. Your loan application needs to be started as soon as the executed contract date. During your loan processing, it is VERY IMPORTANT not to make any major job changes, major purchases, or open new credit cards or lines of credit, as any of these activities could alter your qualifications.

Schedule inspections. The last date to renegotiate or cancel contract due to anything that comes up in inspections is _____ so I recommend scheduling any inspections immediately

Obtain home insurance. Start contacting Insurance companies for quotes immediately.

EXECUTED CONTRACT

DEPOSIT DUE

LOAN APPLICATION DUE

INSPECTION PERIOD ENDS

EST. CLOSING DATE

HOME ADDRESS

1232 South Avenue, Winnipeg, MB R3G0N2

TITLE COMPANY

Land Titles & Personal Property Office
200 Graham Ave #500, Winnipeg, MB R3C 4L5, Canada

PURCHASE PRICE

\$250,000

EARNEST MONEY DEPOSIT

\$5,000



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All About Home Inspections and Insurance

What is a home inspection?

The inspection will uncover any issues in the home that would have otherwise been unknown. You will receive a written report of the inspection. I recommend that you are present for the inspection, so that you may ask the inspector any questions.

What does "inspection period" mean?

During the inspection period, the buyer has the right to hire a professional to inspect the condition of the home. If the results of the report reveal any issues that need to be addressed, the buyer may ask the seller to cover the costs of these repairs, reduce the sales price, or fix the repairs before closing. If an agreement can not be made, the buyer has the right to back out of the contract and get the deposit back with no consequences.

TIP:

Schedule all inspections immediately, so if we need to negotiate any repairs we can before the inspection period ends.

The home seems fine, do I really need a home inspection?

You may think the home is in perfect shape, but some of the costliest problems are difficult to spot: leaks, foundation issues, poor ventilation, faulty wiring, and drippy appliances. A home inspection gives you the chance (before you sign on the dotted line) to have a professional inspector see if there are any problems that need to be addressed, replaced, or fixed.

Inspection Cheat Sheet

Inspection Type	Description	Average Cost
Standard	safety and quality assessment on a property that is going to be sold. The inspector examines the structural aspects of the home, heating and cooling systems, plumbing, electrical work, water and sewage to ensure they are all functioning properly. The overall condition of the property is also assessed for fire and safety issues, damages and anything else that can affect its value.	\$500-700

My Trusted Inspection Companies

Trueview Home Inspections

Mark - 204-746-4151

truviewinspections.com



A Buyers Choice

Bruno - 431-688-4948

abuyerschoice.com



JW Home Inspections

Jeremey - 204-292-7791

jwhomeinspection.com



Pre-Closing

We are so close to the closing table! Here's what's next:

- ✓ **Under Contract**
- ✓ **Inspections**
- ✓ **Obtain Insurance**

■ **Appraisal**

An appraisal is an estimate of the value of the property by a licensed professional appraiser. The appraisal will be obtained by the lender and be paid by you. The goal of the appraisal is to verify the value of the property for the lender and to protect you from overpaying. The contract is contingent upon whether the appraisal comes in at or above the purchase price. If the appraisal comes back lower, we will be back to the negotiating table.

■ **Obtain Mortgage**

The mortgage application has to be started as soon as the offer has been accepted.

■ **Survey**

Unless the seller already has a recent & acceptable survey of the property, the buyer is required to pay for the survey (this will be in your closing costs). The lawyer company or I will order this for you. The survey is a sketch showing a map of the property lines and boundaries. The survey will show if there are any encroachments on the property.

■ **Title**

The lawyers will conduct a title search to ensure the property is legitimate and to ensure there are no outstanding mortgage liens, judgments, restrictions, easements, leases, unpaid taxes, or other restrictions that would impact your ownership. Once the title is found to be valid, the title company will issue a title insurance policy which protects lenders or owners against claims or legal fees that may arise over ownership of the property. This will be included in closing costs.

■ **Clear-to-Close!**



TIP:

It is very important not to make any major job changes, major purchases, or open new credit cards or lines of credit, as any of these activities could alter your qualifications for a loan.

Closing Time!

You've received the "clear-to-close" and we've scheduled our closing date and time. Now, let's answer some questions you may have about closing day:

Q: When do we do the final walk-through?

A: The final walk-through is exactly what it sounds like – it allows the buyers to do one last walk through on possession day to confirm that the seller made the repairs that were agreed upon and to make sure no issues have come up while under contract.

Q: Who will be at closing?

A: Situations vary, but you can expect some combination of these folks: Buyer (that's you!), and some times your real estate agent.

Q: What will I do?

A: Stretch those fingers and get ready to sign, sign, sign. At closing, the purchaser will sign ownership of the property with the lawyer, and present you with the keys.

Q: What should I bring?

A: Bring a photo ID and a certified cheque to pay all closing costs. Your lawyer will tell you any other documents specific to your situation. The closing process is relatively simple but be prepared for A LOT of paperwork. (And always, always, always ask if you have a question along the way.) The good news is once you've signed the last page, it's time to get a hold of those keys and celebrate!



4-6 Weeks Before Moving

- | | |
|--|--|
| <input type="checkbox"/> Declutter, discard & donate | <input type="checkbox"/> Choose a mover and sign contract |
| <input type="checkbox"/> Collect quotes from moving companies | <input type="checkbox"/> Create a file of moving-related papers and receipts |
| <input type="checkbox"/> Locate schools, healthcare providers in your new location | <input type="checkbox"/> Contact homeowner's insurance agent about coverage for moving |
| <input type="checkbox"/> Secure off-site storage if needed | <input type="checkbox"/> Contact insurance companies to arrange for coverage in new home |

3-4 Weeks Before Moving

Notify the following about your change of address:

- ☐ Banks + Post Office
- ☐ Credit Card Companies
- ☐ Insurance Companies
- ☐ Family + Friends

Notify utility companies of date to discontinue or transfer service

- | | |
|-----------------------------------|-----------------------------------|
| <input type="checkbox"/> Electric | <input type="checkbox"/> Gas |
| <input type="checkbox"/> Water | <input type="checkbox"/> Internet |
| <input type="checkbox"/> Trash | <input type="checkbox"/> TV |

2-3 Weeks Before Moving

- | | |
|--|---|
| <input type="checkbox"/> Notify MPI of new address | <input type="checkbox"/> Close/open bank accounts |
| <input type="checkbox"/> Discontinue additional home services (housekeeper, gardener/lawn service) | <input type="checkbox"/> Arrange for child and pet care on moving day |
| <input type="checkbox"/> Start using up things you can't move, such as perishables | <input type="checkbox"/> Notify Condo board about upcoming move, reserve elevator usage |

1 Week Before Moving

- | | |
|--|--|
| <input type="checkbox"/> Confirm final arrangements | <input type="checkbox"/> Take a picture in your home |
| <input type="checkbox"/> Arrange transportation for your pets and plants | <input type="checkbox"/> Pack an essentials box for quick access at new home |
| <input type="checkbox"/> Review your moving-day plan with moving company | <input type="checkbox"/> Label moving boxes with the contents inside |



My list of trusted local professionals to help you cross off your home to-do list.

MOVER



Pick and Move

204-955-4471

www.pickandmovers.ca

CLEANING



Verbena Home Services

204-223-7029

verbernahomeservices.as.me

LANDSCAPE



Bradleys Lawn & Landscape

(431) 374-1312

bradleyslawnandlandscape.com

POOL SERVICE



Alex Graham Pools INC

204-803-8000

www.alexgrahampools.com

PAINTING



Mediterranean
Painting

(204) 292-1134

www.medpainting.com

ROOFING



Kenava Roofing

(431) 887-5574

www.kenavaroofting.com