



REDLINE

Real

Real Broker

CALGARY'S ULTIMATE BUYERS GUIDE

THE DEFINITIVE STEP-BY-STEP MANUAL TO
PURCHASING A HOME IN CALGARY

UROS MARKOVIC

Top Producing Realtor® with Redline Real Estate Group

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WHO ARE WE?

I bring my extensive knowledge of the Calgary real estate market of a top producing agent with years of experience with assisting buyers and



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sellers navigating of the largest life transactions. The consumer deserves better. You should expect more. In the past, Realtors were necessary for two fundamental reasons. First, when buying, they were the gatekeepers of all crucial information necessary to make an educated purchase of a home. However, now information is free and widely available on the Internet, accessible to anyone. Second, when selling, they had access to the Multiple Listing Service (MLS), which led to a standard practice of uploading a property and then waiting for a buyer to come.

Unfortunately, that is no longer enough to make a home stand out and attract buyers. In an era where the majority of people's time is spent on their

mobile device, there are new ways to advertise and market in order to actively attract buyers around the clock. That is where we come in. With a focus on unique techniques that are at the leading edge of the latest technology and creating an experience that you'll be eager to share with others, we are here to flip the industry upside down and create a new standard of execution and results. This is the New Era of Real Estate in Calgary.

AGENT RESPONSIBILITIES

Undivided Loyalty: The agent must act only in your best interest and put that above their own and those of other people. The agent must avoid conflicts of interest and must protect your negotiation position at all times.

Confidentiality: The agent must keep information confidential, even after your relationship ends. Confidential information includes your personal information, information about the property, and information about the transaction (except information the law says must be disclosed or information you agree to disclose).

Full Disclosure: The agent must tell you, in writing, about the services they will provide. They must also tell you everything they know that might affect

your relationship or influence your decision in a transaction, even if they don't think it's important. This includes any conflicts of interest, for example when they act (or are planning to act) on behalf of any other person in a transaction. The only information they can't give you is confidential information from another agency relationship.

Obedience: The agent must obey all your lawful, reasonable and ordinary instructions. If you insist on something unlawful, they agent must refuse and consider ending your relationship and the agreement.

Reasonable Care and Skill: The agent must exercise reasonable care and skill in all their duties. They must meet the standard of a reasonable and competent member of the real estate industry.

Full Accounting: The agent must account for all money and property they receive while acting on your behalf. Everything a client puts in the care of an agent – for example, money, keys or documents – is returned when the agreement ends.

CHOOSING THE REALTOR

For most, a home is one of the most substantial financial investments that a person makes, which is why it is exceptionally important to choose a Realtor that is going to go above and beyond when working to ensure you choose the perfect home.

What exactly do we mean by “the perfect home”? One that fits your lifestyle, budget, and both short and long term goals in life. While many think it doesn't matter whom you choose to work with when buying a home, that couldn't be more false. We take care of every step for you – identifying the best candidates, running thorough analysis on each home you take a liking to in order to determine the short and long term value of the property, leveraging our industry-leading negotiation skills to get the best deal and, upon possession, topping things off with an unforgettable experience that you'll take with you forever.

PRE-APPROVAL

This is undoubtedly one of the most important steps when purchasing a home. Knowing your budget is fundamental, but many have the wrong approach, which can lead to financial difficulties. The first step is to consult with a recommended Mortgage Broker and complete the required documentation to become pre-qualified.

WHAT YOU WILL NEED

If Salary or Hourly

- Letter of employment
- Minimum 2 recent pay stubs
- Most recent T4

If Self-Employed

- 2 recent years of T1 General Tax Return
- Two recent years of Notice of Assessments from CRA with proof of income taxes paid

If Incorporated

- Two recent years of company financial statements
- Certificate of Incorporation
- Proof of Down Payment
- Account Statement
- Gift Letter
- Line of Credit or Credit Card statements showing balance

COSTS OF PURCHASING A HOME

- Down Payment
- Due Diligence (Home Inspection, Condo Document Review)
- Legal Fees
- Taxes

COSTS OF HOME OWNERSHIP

- Mortgage
- Condo Fees
- Utilities
- Property Taxes
- Insurance
- Maintenance

HOME SEARCH

When searching for a home, there are a number of crucial factors to take into consideration, but don't worry, we won't let you miss a single one!

Lifestyle

Schools, shopping, transit, amenities, distance from work

Unique Criteria

Lake access, downtown or mountain views, golf course

Short and Long Term Goals

Blending your anticipated length of ownership with your future goals and plans

Once we identify your wish list, we begin identifying properties. We pride ourselves on getting to know our clients on a much deeper level than most, and therefore are able to diligently choose properties that we know will be a good fit. However, please be aware that sometimes you won't be able to get everything on your wish list. Many aim to achieve 80% of their list, as we have to be cognizant of your budget as well!

- We will begin to send you properties that are the closest match to the majority of your criteria where you will be able to easily mark the ones you like and don't like, allowing us to get a further understanding of what will be the right fit. You'll also be notified in real time as new properties that match your criteria come on the market.
- It's now time to schedule showings! While buying a home is one of the biggest financial investments you will likely make, let's make sure you are truly ready, as the best homes will go quickly and we don't want you to miss out!

YOU'VE FOUND THE RIGHT HOME. TIME TO MAKE AN OFFER!

Once we've found the right home, it's time to make your first offer! While at times it can be difficult to pull the trigger, again beware that the good homes move quickly and we don't want you to

miss out on the opportunity and end up becoming discouraged. Also, once the offer has been accepted, you will have some time during due diligence.

When writing a purchase contract, the following factors will require your input:

1. Purchase Price
2. Possession Date
3. Goods Included / Excluded
4. Condition Dates for Due Diligence
5. Due Date and Amount of Deposit

Due Diligence: Once both parties to the contract are satisfied with the negotiated factors noted above, the home is conditionally sold. However, before becoming firm sold, we need to do our due diligence, which typically takes 5 – 10 business days to fulfill the following:

Financing: While you were pre-approved prior to beginning the home search, it is now time to be formally approved for the mortgage based on the agreed purchase price of the home, hence why the Mortgage Broker will now require a copy of the purchase contract and MLS details.

Home Inspection: We highly recommend professional home inspections for everyone. While homes may look beautiful on the surface, sometimes upon a more thorough assessment there can be concerns and issues that could be costly to you. With a pre-owned home, there will always be normal wear and tear, but home inspections will allow you to identify issues that won't be identified via a walk through. If anything surfaces, we will work with the sellers agent to find a solution.

- The inspection is also an excellent learning opportunity. If you decide to use one of our preferred professional inspectors, you will learn the ins-and-outs of your home and have a thorough understanding of how to properly maintain it.

Condo Document Review: When placing an offer on a Condominium, it is important to have a professional review the appropriate documents pertaining to the management and structure of the condo. This will ensure the budget is sufficient

and there will be no expected costs following your possession.

ONE MORE FORM AND THE HOME IS NOW YOURS!

Once the conditions are met, you now have the opportunity to sign the Waiver of Conditions, where the home will then be considered Firm Sold. However, if at any point during the Due Diligence something presents itself and deters you from wanting the home, you reserve the right to submit a Non-Waiver of Conditions and you can back out.

LAWYER

The final step prior to taking possession is to choose a lawyer, which we will gladly recommend if you have not done so already. Please make sure you let us know whom you've decided to work with, as we will ensure they receive all of the

necessary documentation.

You will then schedule a meeting with the lawyer 1 - 2 weeks prior to possession in order to finalize the required paperwork.

POSSESSION

The time as finally arrived! Possession date is certainly one of, if not the best days throughout the buying process.

We will receive a call from the Sellers Realtor; typically around 12:00 noon, once the funds have been received and the keys have been released. However, we strongly advice not to book moving companies at exactly 12:00 noon, in the event of any unforeseen delays.

Typically we will do a walk-through 24 – 48 hours prior to possession to ensure the Sellers have fulfilled their side of the contract and the house is in the same, or better, condition as when the sale became firm.

MOVING ITINERARY AND CHECKLIST

8 WEEKS BEFORE MOVING:

- Contact van lines or rental truck companies to get estimates.
- If you have unwanted or unneeded items, plan a garage sale and set a date.
- Arrange to transfer school records if you have children.
- Start a "move file" for all receipts.

6 WEEKS BEFORE MOVING:

- Select a van line or rental truck company and arrange pick-up and anddelivery dates.
- If you are moving to a new city, ask your attorney, doctor, and other providers for referrals and necessary records.
- If you have pets, schedule a check-up and get a copy of veterinary records.
- Set schedules with real estate agents and/ or landlords.

4 WEEKS BEFORE MOVING:

- Schedule disconnect dates with your local utility company(ies).
- Notify the appropriate utility company(ies) of connect dates for your new home.

- Cancel newspaper subscription and trash pickup effective on your move date.
- Check with your local post office for change of address information and forms.

1 WEEK BEFORE MOVING:

- Clean out refrigerator and defrost freezer.
- Have your car serviced if you will be moving/driving a long distance.
- Confirm connect dates for utilities in your new home.
- Transfer or close your checking account.
- Be sure to get all items from your safe deposit box.

MOVING DAY:

- Spend the entire day at home with the movers.
- Carry any valuables or family heirlooms with you.
- Just before the movers leave, take a final tour of your home. Make sure nothing has been left in drawers or closets.
- As you leave, be sure all windows and doors are locked.