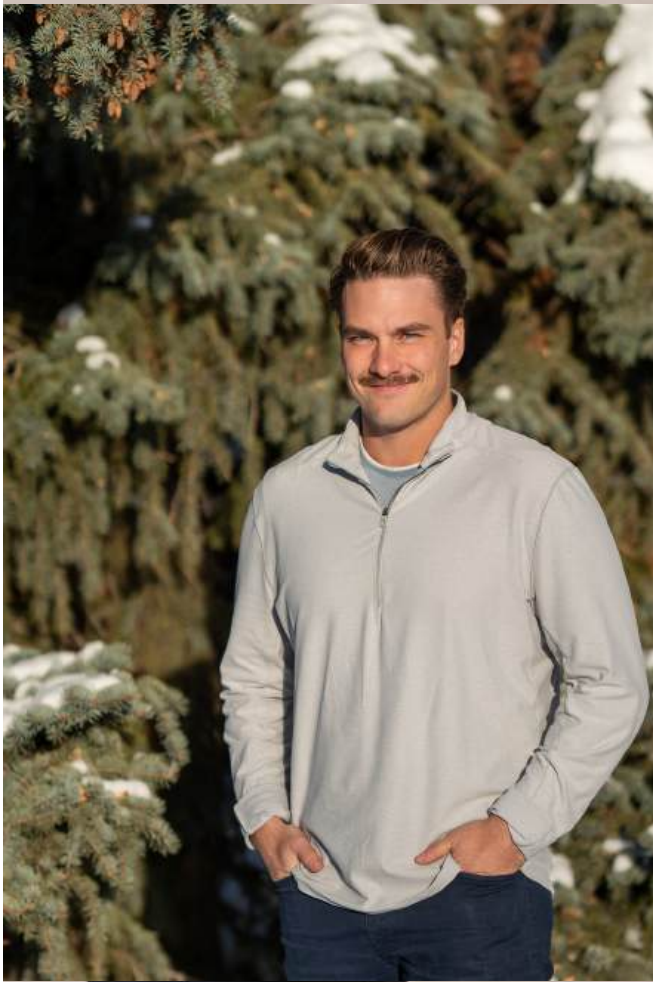




BUYER GUIDE

THE ROAD TO HOME



HELLO, NICE TO MEET YOU!

Hi, I'm Tristan Boire, your local real estate expert serving Edmonton and the surrounding areas.

My passion for real estate began early, walking through neighborhoods with my mom and admiring the homes. That love for real estate, combined with the discipline and dedication I developed during my years in the Canadian Armed Forces, drives me to help my clients achieve their homeownership goals.

I'm grateful to work with incredible clients who often become lifelong friends and valued members of my referral network. Whether you're buying your first home or your next, I'm here to guide you every step of the way with clarity and care.

Let's find the perfect home for you!

LET'S CONNECT



403-999-0771



EMAIL



WEBSITE



INSTAGRAM



YOUTUBE



THE HOME BUYING
PROCESS

THE 8 STEP
HOME BUYING PROCESS

- 1 FIND THE RIGHT AGENT
- 2 PREPARE FINANCES
- 3 GET PRE-APPROVED
- 4 START HOME SHOPPING
- 5 MAKE AN OFFER
- 6 ORDER AN INSPECTION
- 7 NEGOTIATE FINAL OFFER
- 8 CLOSING DAY



Tristan Boire
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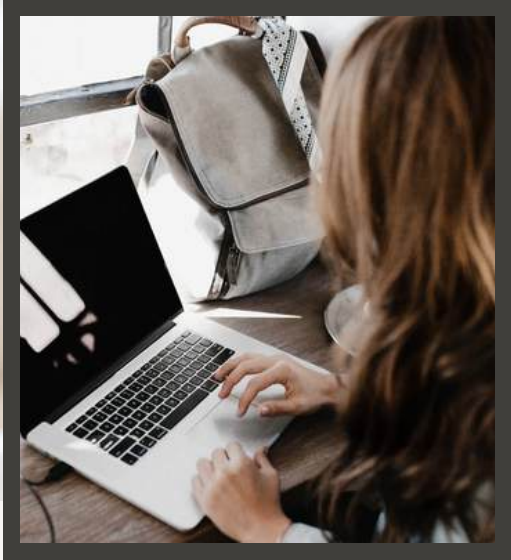


THE PARK
REALTY



FINDING THE RIGHT
AGENT

YOUR ADVOCATE



Buying a home is one of the most significant purchases in a lifetime. It is essential to have an experienced agent in your corner, always looking out for your best interest. A buyer agent's fiduciary responsibility is to represent the buyer, always act in their best interest, and to ensure that they are protected.

After all, a seller has someone in their corner. A listing agent has an allegiance to the seller. Their goal is to get the seller top dollar for their home. There is incredible value in having someone working for YOUR best interests when buying a home.

GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door. I look at a lot of homes, and I can help you identify potential problems within a home.

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

ON YOUR SIDE

A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities effect the value of a home, we will make sure we submit a competitive offer on the right house for you.

NEIGHBORHOOD EXPERT

I always stay up to date with neighbourhood trends and statistics. I have the market knowledge you need to get you the home of your dreams at the best price! Understanding the local real estate market is essential when it comes time to make an offer on a house.

PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. I work tirelessly to make sure buying a home is a fun and stress-free process.

AFFORDABILITY

The seller typically pays the commission for both the seller's agent and the buyer's agent.



2

PREPARING YOUR

FINANCING



PREPARING YOUR FINANCING

1

AFFORDABILITY

Mortgage lenders recommend you do not buy a home that is more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by your mortgage lender. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure that their monthly payments never increase.

2

CHECK YOUR CREDIT

A mortgage requires a good credit score. Improve your score by:

- Paying down credit card balances
- Continuing to make payments on time
- Avoid applying for new credit until you have been approved
- Avoid making big purchases until you have been approved
- If possible, avoid job changes until you have been approved

3

DOWN PAYMENT

In order to make your dream of buying a home a reality, you will need to save cash for your down payment, earnest money, closing costs & home inspector.

- A Down Payment is typically between 5% & 20% of the purchase price
- Earnest Money is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit.
- Closing Costs for the buyer run between 1.5% & 4% of the loan amount
- A Home Inspection costs about \$650





GET

PRE-APPROVED

GETTING AHEAD

IN THE HOME BUYING PROCESS



Being pre-approved, means you've actually been approved by a lender for a specific loan amount. Overall, pre-approval sets you up for a smoother, faster, and more confident home-buying experience.

WHY SHOULD YOU GET PRE-APPROVED?

KNOW YOUR BUDGET

One of the biggest benefits of getting pre-approved for a home loan is that it helps you understand how much house you can afford. This knowledge can help you set a realistic budget when searching for potential homes and prevent you from wasting time looking at homes that are out of your price range and budget.

NEGOTIATING POWER

When you're pre-approved for a home loan, sellers and their agents know that you're serious about buying the home and that you have the financial backing to make an offer. This can improve your negotiating power and give you an advantage over other potential buyers who may not be pre-approved.

CLOSE FASTER

In today's competitive real estate market, being pre-approved can help you close on your home faster because you've already completed some of the financial checks required to get a mortgage. This can help you beat out other potential buyers who may not be pre-approved and speed up the home buying process.

GET QUALIFIED

TYPE OF LOAN	CREDIT SCORE	DOWN PAYMENT
High-Ratio Loan	680	5%
Conventional Loan	650	20%

It's important to remember that a high ratio mortgage will always require mortgage insurance,

There could be an option to secure private funding as well

INCOME QUALIFICATIONS

QUALIFYING INCOME

- Salary
- Income from part-time jobs
- Income from a second Job
- Overtime & Bonuses
- Seasonal jobs
- Self-employed Income
- Alimony & child support (Documentation required)

NON-QUALIFYING INCOME

- Income from the lottery
- Gambling
- Unemployment pay
- Single bonuses
- Non-occupying co-signer income
- Unverifiable income
- Income from rental properties

NEEDED DOCUMENTS

- INCOME FROM THE PAST 2 YEARS
- 3 MONTHS WORTH OF PAY-STUBS
- BANK STATEMENTS (PAST 3 MONTHS)
- PREVIOUS 2 YEARS OF TAX RETURNS
- LIST OF YOUR DEBTS & ASSETS
- DIVORCE DECREE(IF APPLICABLE)
- ADDITIONAL INCOME DOCUMENTS

MORTGAGE BROKER

RECOMMENDATIONS

JONAH KOSTALYK

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Jonah@familymortgage.ca
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Familymortgage.ca



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STEVEN GROSS

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KRISTY DELWO

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(780)-668-4038
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#310, 849 Premier
Way, Sherwood
Park, AB, T8H 0V2



START HOME

SHOPPING

FIND YOUR DREAM HOME



START TOURING HOMES IN YOUR PRICE RANGE

Time to start shopping! We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or videos to help you remember each home, and review the notes you have written. Once we have found THE house for you, we will present an appropriate offer based on recent sales and current buyer activity in the area, as well as the value of the property in its current condition. Negotiations may take place after the offer is presented.



TIP:

We will make sure to check every little detail of each house

- Test the plumbing
- Test the electrical system
- Open and close the windows & doors to make sure they work properly

Evaluate the neighborhood and surrounding areas

- Are the surrounding homes well maintained?
- How much traffic is on the street?
- Is it conveniently located to schools, shopping, restaurants, & parks?

HOME NOTES & BUYER PREFERENCES

WHAT IS YOUR BUDGET FOR YOUR NEW HOME?

WHAT ARE YOUR PREFERRED NEIGHBORHOODS OR LOCATIONS?

HOW MANY BEDROOMS AND BATHROOMS ARE YOU LOOKING FOR?

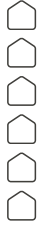
DO YOU HAVE ANY SPECIFIC STYLE OR DESIGN PREFERENCES?

WHAT ARE YOUR MUST-HAVES AND DEAL-BREAKERS FOR A NEW HOME?

notes

BUYER PREFERENCES

WANT NEED



Kitchen:

- Updated appliances (e.g. refrigerator, stove, dishwasher, microwave)
- Ample counter space
- Plenty of cabinet storage
- Pantry
- Island or breakfast bar
- Quality flooring (e.g. tile, hardwood)

Living Room:



- Open floor plan
- Natural lighting
- Cozy fireplace
- Space for a home entertainment system
- Quality flooring (e.g. hardwood, carpet)

Bedrooms:



- Sufficient space for a bed and furniture
- Walk-in closet
- Natural lighting
- Quality flooring (e.g. carpet, hardwood)
- Ensuite bathroom

Bathrooms:



- Updated fixtures (e.g. shower, toilet, sink)
- Adequate storage
- Quality flooring (e.g. tile, stone)
- Good lighting
- Separate shower and bathtub

Outdoor Spaces:

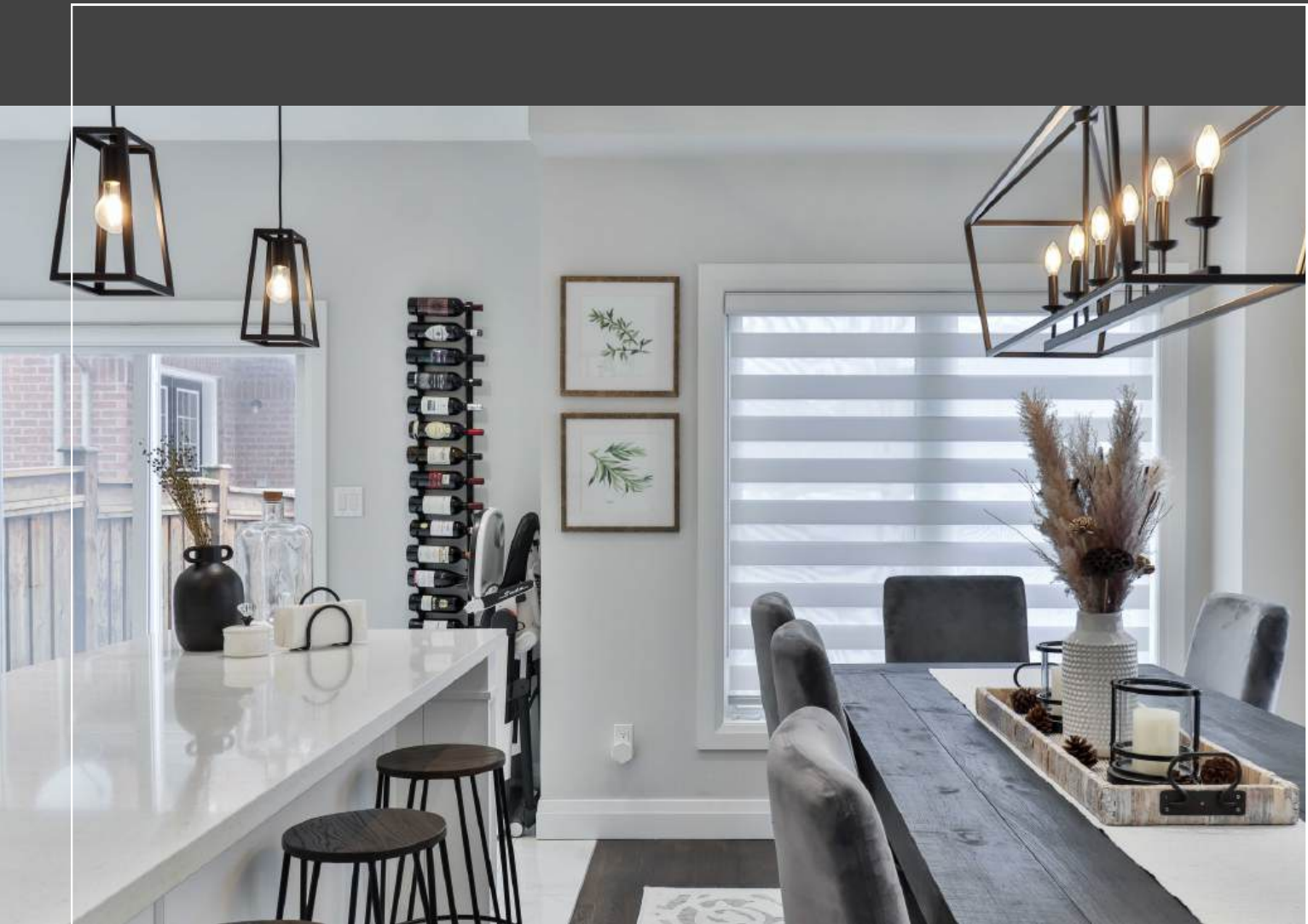


- Backyard or patio
- Pool or hot tub
- Outdoor cooking area (e.g. grill, smoker)
- Outdoor dining area
- Low maintenance landscaping

Other Rooms:



- Laundry room
- Storage space (e.g. attic, basement)
- Office or den
- Garage or off-street parking



MAKE AN

OFFER

MAKING AN OFFER

WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! In today's market when the demand is higher than the amount of homes available it is important to act fast, and I mean really fast. Homes spent an average of 22 days on market in 2022.

HOW MUCH TO OFFER:

We will sit down and look at recent sales and current buyer activity in the area, as well as the value of the property in its present condition. I will also be in contact with the listing agent to find out any other pertinent information on the property. Putting all this information together, we will determine the price that you would like to offer.

SUBMITTING AN OFFER

There are some components to an offer that makes it more appealing to the sellers.

- PUT DOWN A DEPOSIT DEPNDING ON PRICE
The deposit system is a way to show the sellers that you are committed to the sale. it's a way to improve the attractiveness of your offer. This deposit also forms part of your down payment
- CASH TALKS
A transaction that is not dependent on receiving loan approval is more attractive to a seller. but these days with these prices that doesnt make snese for everyone. thats where the deposit comes in
- SHORTER INSPECTION PERIODS
Inspection period is crucial. You need to have enough time to ensure a thorough Inspection with a reputable Inspector. If you find yourself in need of a more attractive off you could consider shortening the inspection period to 10 days
- OFFER TO CLOSE QUICKLY
Many sellers prefer to close within 30 days so having a quick possession is often attractive to sellers who need a quick sale.



You Submitted the Offer

THE SELLER COULD

- ACCEPT THE OFFER
- DECLINE THE OFFER
The seller is going to flat out decline your offer if you were unrealistic with your price. During a sellers market the seller has all the power
- COUNTER-OFFER

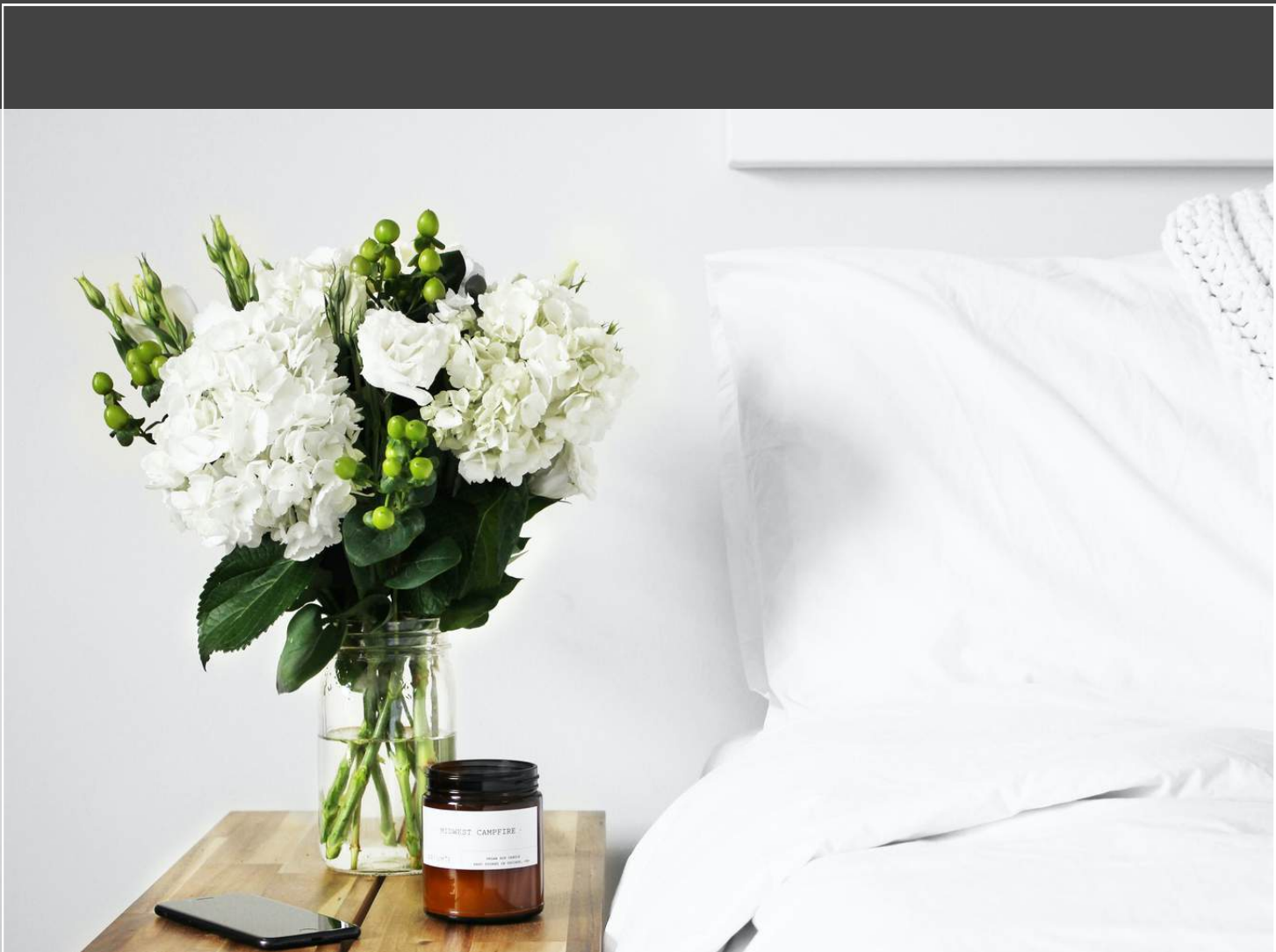
A counter-offer is when the seller offers you different terms. If this happens, you can:

- ACCEPT THE SELLER'S COUNTER-OFFER
- DECLINE THE SELLER'S COUNTER-OFFER
- COUNTER THE SELLER'S COUNTER-OFFER

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

OFFER IS ACCEPTED - CONGRATS!

You will sign the purchase agreement and you are now officially Pending! This period of time is called the conditions period. Now inspections, appraisals, or any other conditions built into your purchase agreement will take place.



ORDER AN
INSPECTION

INSPECTION

TIME

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. This is one of the most important steps

STEP 1: EXTERIOR INSPECTION

Conduct an exterior inspection, examining the roof, gutters, exterior walls, windows, doors, and foundation for damage or wear that could compromise the home's safety and integrity.

STEP 2: INTERIOR INSPECTION

Conduct an interior inspection, examining the condition of walls, ceilings, floors, doors, and windows, as well as major appliances, electrical, plumbing, heating, and cooling systems.

STEP 3: ATTIC AND BASEMENT INSPECTION

Inspect the attic and basement for the condition of insulation, ventilation, and structural components, and check for signs of pests or water damage.

STEP 4: REPORT WRITING AND COMMUNICATION

Inspector will provide a detailed report with a summary of results, concerns, and repair/maintenance recommendations. The inspector may advise on addressing issues found. Buyers can accept or request the seller to address them, with significant issues given priority over smaller ones.





FINAL
NEGOTIATIONS

NEGOTIATE

THE FINAL OFFER

There is almost always issues that com to light following the inspection. The small things aren't really much of an issue, so don't go attempting to get a massive credit for a minor issue. The main focus of the inspection is to make sure that there are no MAJOR issues. Things that can get very costly to fix, or things that make the property unsafe

STEP #1

ASK FOR CREDIT FOR THE WORK THAT NEEDS TO BE DONE

Likely, the last thing the seller wants to do is repair work. But if the repairs are a priority to you, then we can explore that option and the likelihood of getting the repairs done.

STEP #2

THINK "BIG PICTURE" AND DON'T SWEAT THE SMALL STUFF

A tile that needs some caulking or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.

STEP #3

KEEP YOUR POKER FACE

Revealing your comfort level with the home could come back to haunt you in further discussions or negotiations.





🏠
CLOSING

DAY



POSSESSION DAY

FINAL WALKTHROUGH (BUYER'S RESPONSIBILITY)

- The buyer typically conducts a final walkthrough of the property to confirm that it is in the agreed-upon condition.
- They check that all fixtures, appliances, and inclusions agreed upon in the purchase agreement are present and functioning.
- The property should be free of personal belongings unless otherwise specified.

CLOSING AND TRANSFER OF FUNDS

- **Buyer's Lawyer Responsibilities:**
 - Receive the buyer's down payment and mortgage funds from the lender.
 - Hold the funds in trust until the transaction is ready to close.
- **Process:**
 - Once all conditions are met (e.g., clean title, all funds available), the buyer's lawyer releases the purchase funds to the seller's lawyer.
- **Timelines:**
 - This process generally occurs early on possession day, but unforeseen delays in fund transfers or documentation can push the timeline.

TITLE TRANSFER

- **Role of the Land Titles Office:**
 - The buyer's lawyer submits the transfer of land document to the local land titles office, officially registering the buyer as the new owner.
- **Clear Title:**
 - The title must be clear of any encumbrances or claims unless specified in the purchase agreement.
 - Examples of issues that could delay this step include unpaid property taxes or unresolved liens.
- **Confirmation:**
 - Once the title is registered under the buyer's name, the property legally belongs to the buyer.

RELEASE OF KEYS

- **Handover Protocol:**
 - Keys are typically held by the buyer's lawyer or the buyer's realtor until the transfer is complete.
 - Once the lawyer confirms the title transfer and funds have been disbursed, the keys are released to the buyer.
- **Timelines:**
 - The possession time (e.g., 12:00 PM) is usually outlined in the purchase contract.
 - Delays in funds transfer or title registration can delay the release of keys.
- **Alternative Scenarios:**
 - If there are issues (e.g., repairs incomplete or funds delayed), parties may negotiate temporary solutions such as holding back a portion of funds until resolution.

CLOSING COSTS

- **Buyer's Responsibilities:**
 - Contact utility providers (electricity, gas, water) before possession day to set up accounts starting on possession day.
 - Notify internet, cable, and other service providers to begin services at the new address.
- **Seller's Responsibilities:**
 - Ensure all outstanding utility bills are paid and accounts closed or transferred.
- **Pro Tips:**
 - Both parties should take meter readings on possession day to avoid disputes.



WHAT TO EXPECT

HONESTY & TRANSPARENCY

INTEGRITY

RESPECT

TIMELY & REACHABLE

ACTING IN YOUR BEST INTEREST





Tristan Boire
REALTOR®

BUYER GUIDE

"Thank you for taking the time to meet with me and discuss your goals of buying a home. It was a pleasure getting to know you and learning more about your unique situation. I would be honored to assist you on your buying journey and provide you with the expertise and support needed to achieve your goals. I look forward to the opportunity of working with you and helping you navigate the process of buying a home."



THE ROAD TO HOME