

Buyer's Handbook

**YOUR GUIDE TO PURCHASING YOUR
FIRST OR NEXT HOME.**



The Inner Workings of *Home Buying*



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01 Preparation

MORTGAGE PRE-APPROVAL

Determine what you can afford and work with a lender to get pre-approved for a mortgage. Be prepared with a down payment, 20% is the ideal number, but this varies depending on the type of loan. Being pre-approved will indicate to sellers that you're serious about home buying and allow you to make offers on homes.

HOUSE HUNTING

Work with us to compile a list of homes that fit both your budget and your ideal features. We will start looking at homes and you will get a very good handle on the market and fine-tune your wish list. We will keep looking for homes as long as it takes. Patience is important.

BIDS & NEGOTIATIONS

When you find the right home, we will present an appropriate offer. Be prepared to negotiate to determine the price that works best for you and the seller. Don't feel put out if your offer is rejected or countered, this is all a normal part of the home buying process. We are here for you.



"Buying a home can be discouraging at times, I am here to help you through these times. Deep breaths!"

Jody





Home

is where

love resides.

memories are
created. friends
always belong.
and laughter
never ends.

THE LOFT

REALTY

The Details



HOME INSPECTION

A home inspection is the immediate step after an offer is accepted by the seller. Although it is not required by law, you will gain valuable insight into the condition of the property. If the sale is dependent on the results of the home inspection, you have a limited window of time to complete it.

POST-INSPECTION AGREEMENTS

Depending on the results of the inspection, you may have the opportunity to counter-bid to request certain faults or problems be repaired or deducted from the agreed upon price.

INSURANCE

One of the conditions we generally recommend in the initial offer is for you to obtain evidence that you can obtain insurance on the home. This has become increasingly important with changing requirements by insurance providers.



A vertical photograph of a hanging aloe vera plant. The plant is green with pointed leaves and is housed in a dark, hexagonal pot. The pot is suspended by a light-colored, knotted rope (macramé) that forms a triangular shape at the top and has a tassel hanging from the bottom. The background is a bright, out-of-focus window with white frames, showing a glimpse of another building outside. The overall aesthetic is clean, modern, and bohemian.

HOMIE
Sweet
HOMIE

THE LOFT

R E A L T Y

Legal Steps

TITLE SEARCH

One of the documents that we will provide you is a current Title Search. This documents shows any conditions on the property such as covenants, building schemes, legal notations, liens, and more. The purpose of this review is to confirm the seller has the legal right to sell the property in question, and that there are no hindrances that may prevent you from taking full possession.



FINANCING

Once these steps are completed to satisfaction, your lender will issue a Final Commitment Letter. This letter covers all loan terms and agreements for the mortgage they are granting for this purchase. It will also outline all mortgage fees and any stipulations prior to closing.



APPRAISAL

An appraisal may be required by the lender to ensure the value of the property meets the value of the loan. Although this is in their best interest, it also confirms you won't be over-paying for your new home! Typically, the lender contracts the appraiser, and incorporates the fee into the closing cost.

Don't Forget About *financing*

Before closing on your new home, there are some key times you need to check in with your lender! More deals fall apart because of financing than any other factor.

LARGE PURCHASES

You might think pre-approval means you're set to go, but you should avoid making any major purchases that require opening a new line of debt until after the close of your home. This includes things like student loans, car purchases, or large furniture purchases. Don't risk losing your mortgage approval!



DON'T QUIT YOUR DAY JOB

Your mortgage approval was dependent on stable income. Don't change jobs during the closing process, or you may be deemed too risky for your mortgage.

ADDING CREDIT

Do not open any lines of credit or apply for new credit cards without speaking with your lender first. This will alter your original income and debt ratios that your approval was dependent on.

MAINTAIN YOUR CREDIT

Don't miss any bill payments! This is the easiest way to maintain your credit during the closing process.

LARGE TRANSFERS

Your lender may flag your account as suspicious if you transfer large sums of money between accounts or make any large undocumented deposits. This could risk your approval.

We are so close to the finish line!

There are a few things that can derail our efforts, so please talk to me if anything comes up and be very mindful not to take on any new debt or change your financial situation during this time.

Toddy



You Need A Lawyer!

Wait, what?

A Real Estate lawyer or notary is required when purchasing a property in BC. You're making a big purchase, and this is your opportunity to protect your own interests! Lawyers offer experience and Real Estate knowledge that is highly valuable for this process.

BUT WHAT DO THEY DO?

DOCUMENT REVIEW:

Your Real Estate attorney will be able to review any and all documents relating to the purchase of your new property. This may include purchase agreements, strata bylaws, mortgage documents, title, and transfer documents. The sellers will have their own lawyer.

CLOSING FIGURE REVIEW:

Any figures involved in the sale, such as expenses, or existing liens and encumbrances, should be reviewed by your lawyer before closing. Any taxes applicable to the purchase, like sewer or property tax, should also be submitted to your lawyer for review but they will do their own searches for amounts owing.

LEGAL ADVICE

Your lawyer is available to provide advice on any legal decision pertaining to the purchase, such as with any issues regarding the inspection and negotiations. Most closings go smoothly but we can discuss some things that can occur where legal advice on next steps or potential cash holdbacks.



05 Final Pieces

UTILITIES

Prior to closing, you should schedule all utilities to be changed to your name in time for when you take possession of your new home.

FINAL WALK THROUGH

This is our opportunity to make sure it's in the same condition as the inspection, and to review any outstanding items required by the agreement. It's an opportunity to have peace of mind before the sale finalizes. We will take this step on your behalf whenever possible.

CLOSE OF SALE

This is the process that finalizes your purchase! Now that everything is official, we will get the keys and celebrate.

***Congratulations
on your new purchase!***





Need more space?

I can help!



Closing Thoughts

YOUR CLOSING CHECKLIST:

- Bring your valid, government-issued photo ID.
- Have a cashiers check ready for the total amount due as laid out by your HUD-1 document.
- Obtain any outstanding documents required by title company or lender.

THE FINAL CLOSING PROCESS

By reviewing your contract of sale, the escrow officer will be able to determine what fees are owed by whom and prepare your final closing documents. Part of conducting the closing will also involve ensuring all fees are paid, the seller receives the money owed, and that the Buyer's title is recorded.

THE COSTS OF CLOSING

Both the Buyer and Seller will incur various fees over the course of the sale. For the Buyer, these fees typically include:

- Mortgage Application fees
- Title Search
- Title Insurance
- Appraisal fees
- Land transfer taxes
- Homeowner's Insurance
- Notary or lawyer fees
- Home Owner's Association or Condo fees, if applicable

POST-CLOSE REMINDERS

Keep all your closing documents.



Congratulations!

HOME BUYING IS A MAJOR MILESTONE!

AS YOUR REAL ESTATE AGENT, YOUR BEST INTEREST IS AT THE HEART OF WHAT I DO. YOU CAN TRUST IN ME TO REPRESENT YOU AND GUIDE YOU THROUGH THIS PROCESS SO YOU CAN HAVE THE BEST POSSIBLE EXPERIENCE.

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