

your complete guide to the
HOMEBUYING PROCESS



presented by:

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YOU'RE ABOUT TO EMBARK...

on the journey of

HOME OWNERSHIP

dear reader,

Thank you so much for reading what is the product of hundreds of phone calls, emails, and transactions. As a Buyer Specialist, I've made it my goal to become a master of the home-buying process. Although there is always much more to be learned, I've put my best foot forward in making this experience as enjoyable and exciting for you as possible, with the least amount of hassle.

I've thought of every question I've ever received from buyers, and answered them all in the rest of this document. There is so much love and effort put into every single page, and I hope it brings you confidence so that you can move forward on what may very well be the biggest life decision you've ever made (no pressure).

I always appreciate feedback, comments, and further questions. This is literally what I'm passionate about, so please don't hesitate to reach out. I welcome you on this fun, crazy stressful yet so incredibly rewarding journey and can't wait to see you go from overwhelmed and empowered.

Wishing you success and happiness,

XO,

Wendy McLeod

SO YOU DECIDED

you want to buy a house

Well... Congratulations. You are about to embark on one of the most exciting roller coasters of your life, one that costs a lot of money and has a lot of ups and downs and is literally one of the most stressful things you will do in life (behind divorce and death). But don't worry, I literally do this every single day, and have encountered 100s of things that could go wrong, and have created a path for you that will expertly guide you through the process, which will ultimately lead to a rewarding experience.

That being said, I have made it my life's work to make this process as FUN and ENJOYABLE as possible. With my proven systems, I have the ability to solve problems before they even become problems, which allows you - the homebuyer - to have the best experience with the least amount of hassle. Are you ready for the wild ride of homeownership.

DEFINE GOALS & *objectives*

The first step to beginning this process is to decide your WHY. What is it that you are hoping to accomplish by buying a home? Is it because you're tired of paying your jerk landlord too much money every month? Or maybe you're ready to own a real piece of the pie and live the Canadian dream? Maybe you're ready to create a sanctuary where you can raise children and get more dogs (because getting more dogs is always the right answer). Get crystal clear on your why, and you'll always have an inspiration to move forward.

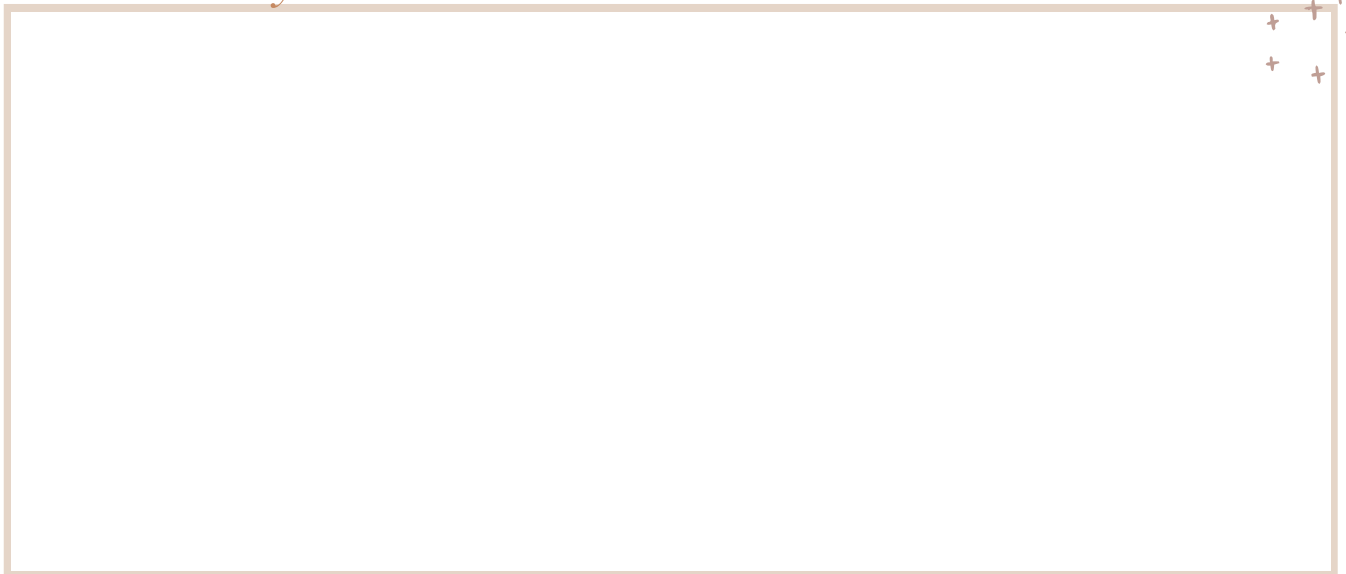


when in doubt

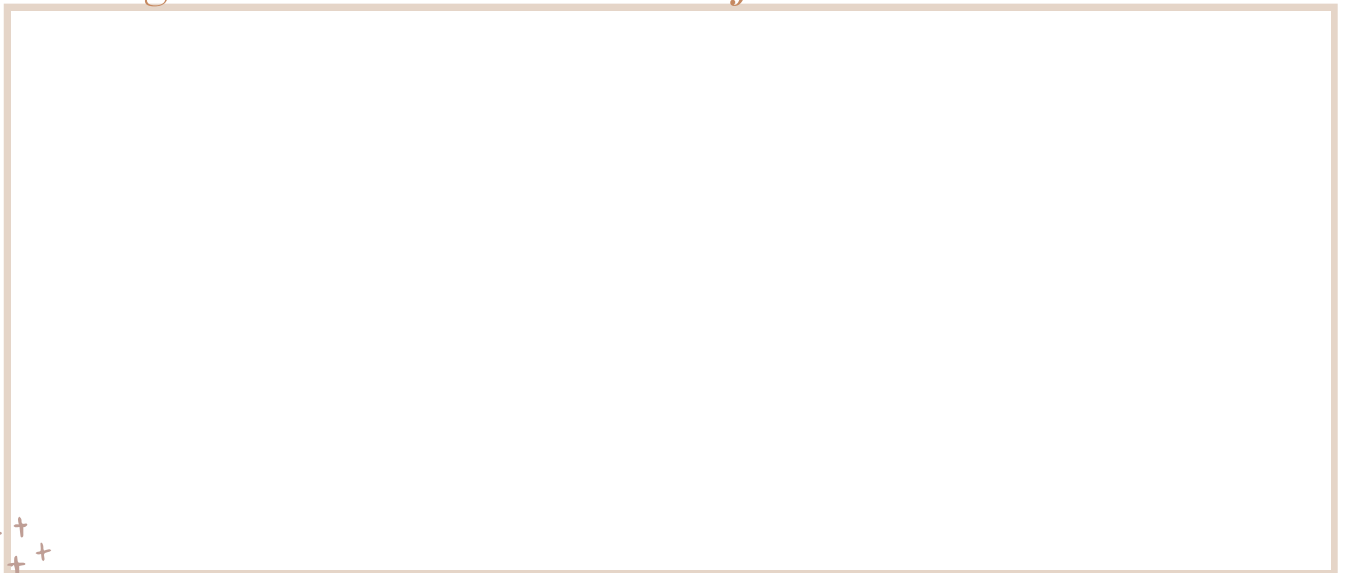
WRITE IT OUT

I've personally found it easiest to reflect on my 'WHY' when I use statements like the ones below. Take some time, put on a brain food playlist on Spotify and ask yourself these questions so that you can get crystal clear on what your overall outcome will be in this radical journey of homeownership.

i want to buy a house because...



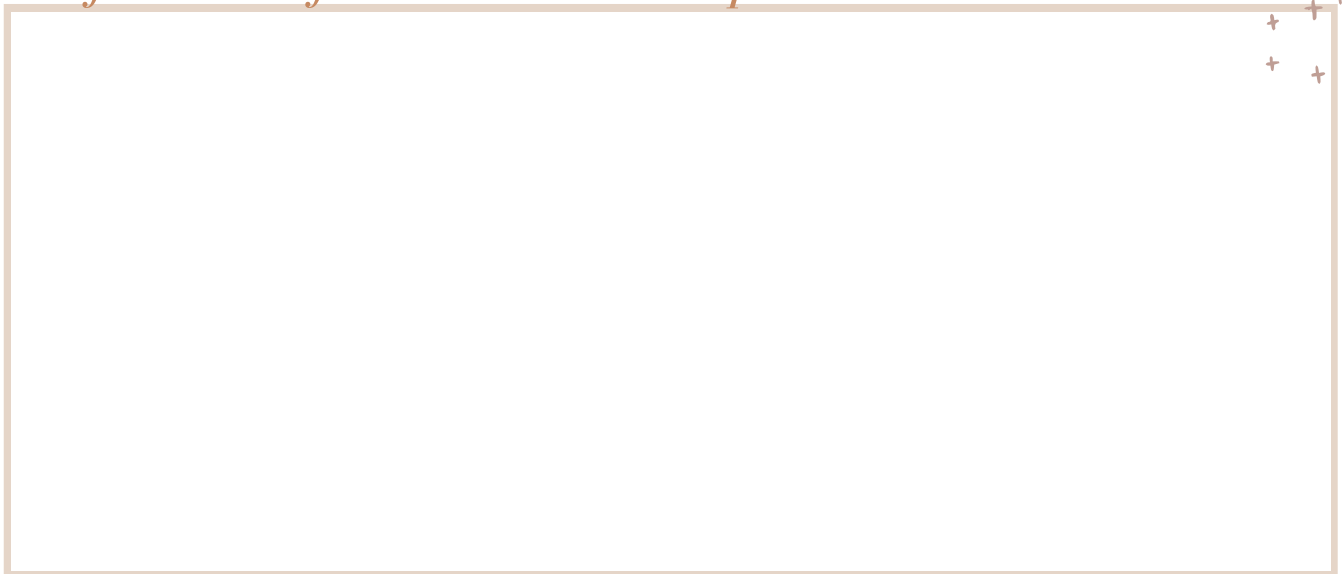
owning a house would make me feel...



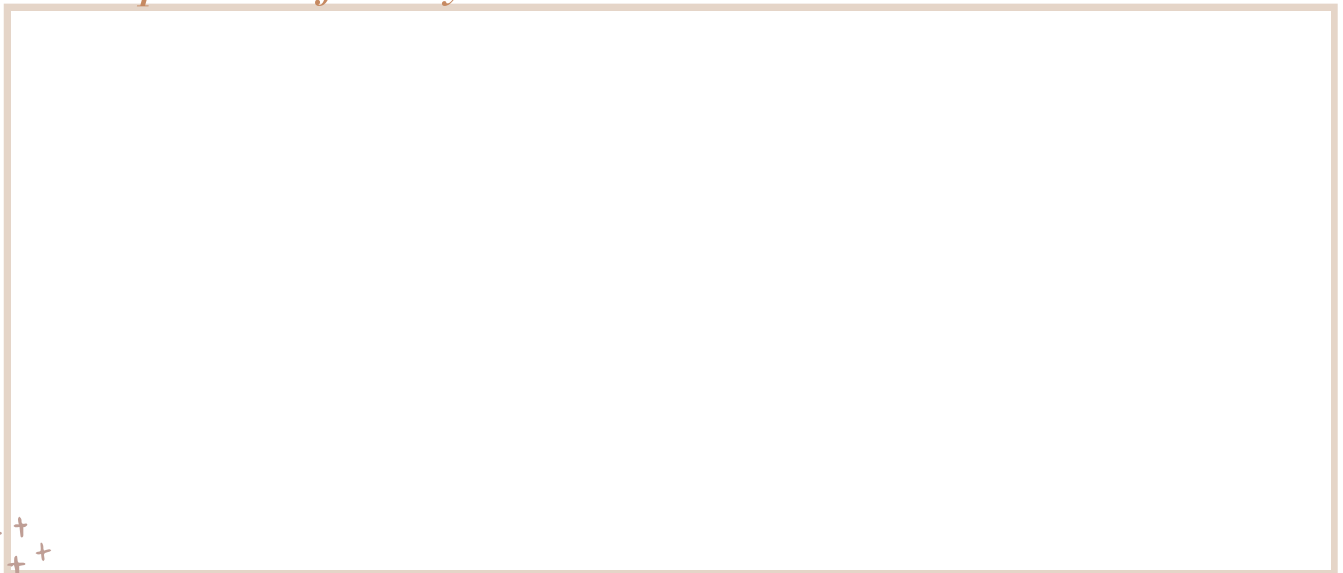
NOW, FOR THE FUN PART

Now that we've got the WHY, here comes the fun part. The part where you close your eyes, imagine your beautiful home. what features does it have? Granite countertops? An open floor concept? And is it important it's close to schools? Grocery stores? Yoga studio? Dog Park? Write down what matters most to you below.

the features of the home most important to me are...



it's important for my house to be...



THE TIMELINE

what you should expect & when

- 1** *initial consultation*
Discuss your goals and how we can help you achieve them.
- 2** *mortgage prequalification*
This will give you an essential tool you need to make an offer once you find the right home.
- 3** *instant home e-alerts*
We give you priority access to homes that match exactly what you're looking for as soon as they become available.
- 4** *showings*
Working around your schedule, we will make appointments at the homes you have chosen to see.
- 5** *drafting an offer*
Discuss the terms of your offer and compile them into a contract.
- 6** *the negotiation*
I will fight for every penny as though it was my own money.
- 7** *managing the details*
We manage all the details necessary to get you to keys.
- 8** *closing*
You will receive keys and become the owner of your new home, yay!
- 9** *after closing*
We pride ourselves on maintaining life-long relationships with our clients and continuing to add value.

04 ALL ABOUT CONDITIONS

Conditional time is a time for ensuring that the property you have selected is the right one for you. That looks a lot like title searches, inspections, status certificate & financing. Please keep in mind that rural properties have extra conditions, therefore giving them a different timeline. The conditional process is flexible, and depends on the terms negotiated by your real estate agent.

01

offer acceptance

Pop some champagne! You're buying a home!

02

deposit due

Your deposit due within 24 hours of acceptance.

03

physical inspection period ends

You have 5 -7 banking days (negotiated by your agent) to conduct inspections and decide if you negotiate repairs and move forward or not. Sometimes this also includes obtaining insurance. During this time you can back out and still have rights to your deposit.

04

bank approval period

Your mortgage broker has 5-7 banking (negotiated by your agent) days to collect documentation and decide if you are fully approved or not. If they claim you are not, you can still back out as long as it's within your 5-7 banking days and you'll still have rights to your deposit.

05

closing

You will receive keys and become the owner of your new home.
CONGRATULATIONS

15 *how much does a home*

ACTUALLY COST?

deposit

DUE 24 HOURS AFTER CONTRACT ACCEPTANCE

Typically the deposit amount is determined based on the purchase price in our market. It's common for 5% of the purchase price. It must be delivered by bank draft. This will become part of your downpayment and is not an additional fee.

down payment

DUE AT CLOSING

The amount you will need for a downpayment is determined by the type of loan you qualify for. Insured (CMHC/Genworth) loans are less than 20% whereas conventional loans are a minimum of 20%. Ask your preferred mortgage broker for options available. Downpayment also includes your deposit.

home inspection

DUE AT TIME OF INSPECTION

We always recommend hiring a home inspector, as you never truly know the real condition of the home from just the outside. The cost ranges from inspector and details such as size of home and if there's a pool. Payable by credit card or cheque. This is an additional fee.

*appraisal**

DUE AT TIME OF INSPECTION

Like home inspections, appraisals also range on the appraisers and size of the home. They are hired by the mortgage broker to ensure that the property is worth what they are lending to the borrower, they range from \$300 - \$600, or it can be covered by your bank.

closing costs

DUE AT CLOSING

Closing costs are the fees included legal work for such things as the title and mortgage broker services. They range from a percentage to a flat fee based on purchase price.

IMPORTANT

You will pay for a home inspection report and an appraisal report (if financing) which is nonrefundable (approximately \$300-500), even if you do not end up buying the home.

**may be waived by mortgage broker*

what are

CLOSING COSTS?

Closing costs are the third-party fees paid at the close of a real estate transaction **due at closing** (hint the name). The buyer closing costs usually total 2% - 5% of the final sale price which may include but not limited to:

lawyer fees

paid to the lawyer for their services.

mortgage broker fees

these fees are generally paid by the lender upon successful completion, or in a lot of cases paid by the financial institution.

homeowners insurance

required by most mortgage broker, you will typically pay your premium for one year.

mortgage insurance

typically required if your down payment is less than 20%.

title insurance

a one-time fee, required to protect you in case the seller doesn't have full deed to the property.

property taxes

included in lawyer fee adjustments. they are prorated and adjusted by the lawyer and other years are paid to the municipality separately.

land title fees

included in lawyer fee adjustments.

home appraisal fees

only paid at closing if not paid for in advance (if applicable).

condominium dues

if your home has a homeowner's association, you will pay one month's dues upfront at closing (if applicable).

**please check with your mortgage broker for the full scope of what your actual closing costs will be.*

7 PRIOR TO CLOSING

checklist

So you're getting the keys to your amazing new home... Congratulations! Time to move allll the boxes, and start the amazing experience of homeownership. You've got a lot on your plate, so we want to highlight some important tasks that are necessary for a smooth, comfortable transition.

change over utilities

We recommend that you switch over utilities either **day of/day before**. Keep in mind internet often takes over a week to get scheduled/on the books.

- GAS OR HEAT
- HYDRO
- INTERNET
- GARBAGE
- WATER

update change of address at post office

This can either be done at the local post office, or by visiting online. Please note there may be a processing fee.

update change of address on driver's license & health card

This needs to be done in person, with proof of address change within 5 days.

update change of address with Canada Revenue Agency

This can be done online, recommended as soon as possible.

update change of address on your subscriptions

Make sure your Amazon Prime, Costco, etc is up-to-date.

send introduction letter to your neighbors

We can even provide a template. It's always good to know and befriend your neighbors, as good ones always look out for each other!

register your home warranty

Among the piles of paperwork, you'll receive your home warranty which you can register online. If you cannot find it, simply call us and we will send you in the right direction. (If applicable)