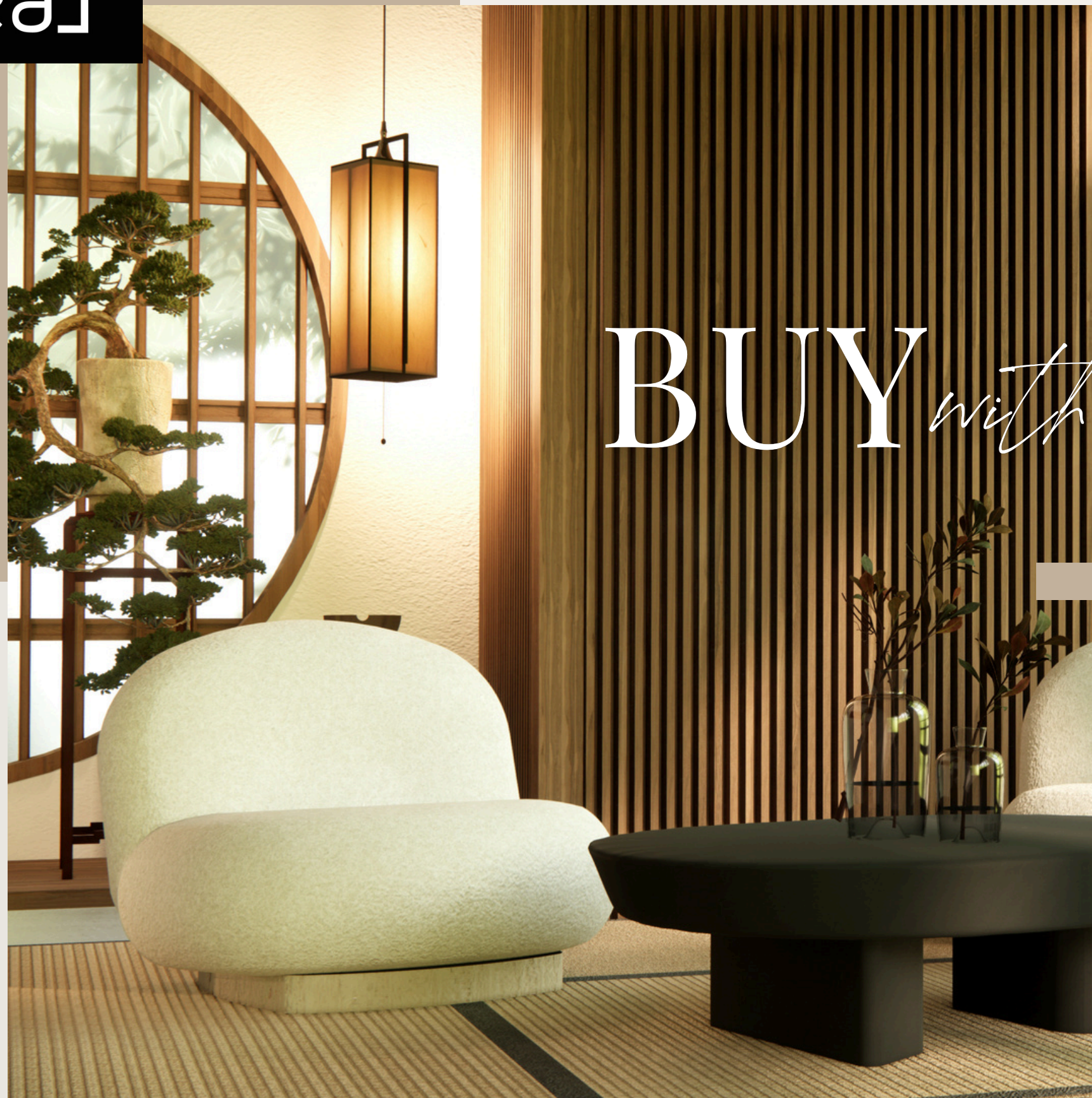


Real



YOUR ULTIMATE BUYER'S GUIDE

# BUY *with* CONFIDENCE



587-228-6113  
annie@veluxe.ca  
www.veluxe.ca





# ANNIE'S 2024 PERFORMANCE STATS



## MOBILE

587-228-6113

## EMAIL

ANNIE@VELUXE.CA

## WEBSITE

WWW.VELUXE.CA

## INSTAGRAM

@\_ANNIEDEMELLO

## AREA SPECIALITY

RESIDENTIAL & COMMERCIAL REAL ESTATE

## CRADLES TO CLOSING

IN 2024, WE JOYFULLY WELCOMED OUR SECOND BABY  
—ALL WHILE STAYING DEDICATED TO SERVING MY  
CLIENTS WITH PRECISION AND CARE; WITH THE HELP  
OF MY ASSISTANT.



Sold Price vs. List Price  
**99.25%**



Total Volume Sold  
**\$13,619,895**



Average Days on Market  
**33**



Average List Price  
**\$711,459**



Average Sale Price  
**\$716,836**



Clients Served  
**19**

CHOOSING ME MEANS SAVING OVER \$9,000 MORE THAN THE AVERAGE REALTOR® OFFERS!



# WHAT MAKES ME

## *a great agent*



### **INDUSTRY KNOWLEDGE**

A great realtor has extensive knowledge of the local housing market, including current trends, pricing, and inventory. They are also well-informed about the real estate industry as a whole, while being an expert in your micro-market and neighbourhood.

### **WORK FOR THE BEST RESULT FOR YOU**

While negotiating price is important, there's a price to lining up dates and deadlines for possession, deposits, terms and conditions; all while ensuring you have a competent team of vendors to support your decisions.

### **ATTENTION TO DETAIL**

Beyond the aesthetics, there's rules and regulations from the condo board or City that may restrict you from your home intentions. I complete this research beforehand so we don't waste our energy on the properties that won't work.

### **PROFESSIONAL NEGOTIATOR**

Remember that the whole point of negotiating is compromise. This means that you need to look out for yourself, but also be willing to create a win-win situation. However, it's about getting what we've prioritized as important to you.

### **PATIENCE**

A great realtor is patient and understanding. I don't pressure my clients to make quick decisions or stray away from listening to your gut feeling. I provide guidance and support throughout the process, referencing past client scenarios and ultimately allow my clients to make informed decisions.





# TESTIMONIALS

**“Annie is knowledgeable, trustworthy, attentive, organized and so much more when it came to the process of viewing and saying yes to a home. “**

Her answers were prompt and her warm and welcoming way of being made elevated the adventure to a whole new level. As anxiety levels rose, her advice was calm and comforting. She understood right off the bat what we were envisioning and provided exactly that. She went the extra mile to connect us with the right people and steps of what to expect next. If you're looking for a home, Annie's your person!

*Kami & Coie*

**“From the start, she was incredibly professional, responsive, and knowledgeable about the market.”**

Her negotiation skills were top-notch, and she went above and beyond to make sure we were happy with the entire process. We couldn't be more satisfied with the service we received and highly recommend Annie to anyone looking for a dedicated and trustworthy real estate agent!

*Pierre & Alyssa*







# Table of CONTENTS

- |     |                          |     |                               |
|-----|--------------------------|-----|-------------------------------|
| 01. | ROADMAP                  | 07. | THE OFFER PROCESS             |
| 02. | REAL ESTATE TERMS        | 08. | COSTS OVERVIEW                |
| 03. | IMPORTANT CONSIDERATIONS | 09. | MOVING CHECKLIST              |
| 04. | FIRST TIME HOME BUYERS   | 10. | TO DO'S FOR POSSESSION DAY    |
| 05. | CHOOSING THE RIGHT HOME  | 11. | RESOURCES / PREFERRED VENDORS |



# Home Buyer's ROADMAP





# Real Estate TERMS

## PRE-APPROVAL

A pre-approval is a preliminary evaluation conducted by the lender to show that the buyer has the funds to purchase up to a certain amount. This is extremely helpful when you find a home you're ready to put an offer on.

## CLOSING COST

The fees that are paid at the end of the purchase by either the buyer, seller or both. These include your down payment, lawyer fees, taxes, insurance, etc.

## INITIAL DEPOSIT

Also known as "good faith" money, this is money put up by the buyer into a trust or escrow account. This action shows the buyer is serious about purchasing the home.

## OFFER

An agreement between a buyer and a seller to purchase a piece of real estate. This is sometimes referred to as a sales contract.

## CONDITIONS

When an offer is accepted by the seller, but there are certain conditions that must be met before the sale is final. (ie. financing, home inspection, condo documents.)

## HOME INSPECTION

An inspection is a professional examination of the property's condition. We can also recommend a qualified home inspector for you.

## PENDING

"Pending" "Conditionally Sold" "CS" " Under Contract" all mean the same thing: The buyer and seller have come to an agreement on the sale of the property. However, there are conditions that have to be fulfilled as part of the agreement for the transaction to be "firm sale".

## APPRAISAL

The appraisal is the value given to a property based on comparable properties that have recently sold. This is typically required by the lender in order to decide if the requested loan amount is in alignment with the value of the property.

## WAIVERS

Signing a Waiver of Conditions once your conditions have been satisfied means your *pending* sale, is now a *firm sale*.  
SOLD!

## KEYS ARE RELEASEABLE

This is the final step of your real estate transaction. On possession day, the funds from the buyers have been transferred by the buyers lawyers to the sellers lawyers. Once funds have been received, the realtors will get notified that the keys are releasable.



# *Important* CONSIDERATIONS

## 01. COMPROMISE

Compromising and prioritizing are necessary elements in purchasing. What are your must-haves and what are you willing to compromise?

## 02. REALTORS

I highly recommend that you don't work with more than one agent. Find one that you like and stick with them. It will pay off, I promise.

## 03. MARKET CONDITIONS

You can't wait for the perfect market conditions to buy - they don't exist. What is the best time for you? The best time to buy is when you are financially ready and you have found the right home.

## 04. OPINIONS

Don't get too many outside opinions. Everyone around you has something to say about real estate! Trust those closest to you and do what feels right. Your instinct will lead you in the right direction.

## 05. BACKING OUT

Don't be afraid if you need to back out of the entire situation. This is why I have conditions in your offer. However, if you've written an unconditional offer or have waived your conditions, you do risk losing your deposit.

## 06. FOCUS

Focus on researching and eliminating homes that don't work for you. We know it can be difficult but try not to get emotionally attached along the way. That is, until it's yours!

## 07. WRITING OFFERS

Don't be afraid to write an offer. You haven't bought anything until you remove your conditions. Unless your budget is unlimited, if a home is an 8/10 for you, it is likely good enough to offer on.

## 08. BE REALISTIC

Writing an unrealistically low offer will simply help someone else's offer look good. Instead, determine the home's real market value and reverse engineer the best plan to get there. I'm here by your side to help guide you.

## 09. GET PRE-QUALIFIED

Don't wait to find a home to do this. Start up-front so we know your purchasing power. Getting pre-qualified before we start searching will help immensely when it's offer time.

## 10. BUYER'S REMORSE

Don't be surprised if you get buyers remorse at some point before closing...most buyers do. It's normal and will usually pass. Big purchases are stressful and you can often second guess yourself. Trust that I am by your side to make sure the decision makes sense.



# FIRST TIME

# Home Buyer

## GOVERNMENT PROGRAMS & INCENTIVES

Calgary's real estate market offers both opportunities and challenges for first-time buyers. If you're considering taking this exciting step there are a few things you may be eligible to take advantage of. It's best to consult your mortgage professional or real estate lawyer to see where you can best utilize these.

### 01. RRSP HOME BUYER'S PLAN

- What it is: You can withdraw up to \$35,000 (\$70,000 for couples) from your RRSPs to buy your first home without paying taxes on the withdrawal.
- Repayment: The withdrawal must be repaid over 15 years to your RRSP account.

### 02. FIRST TIME HOME BUYER INCENTIVE

- What it is: The government offers a shared-equity mortgage, providing 5% or 10% of the purchase price of a home in exchange for a future share of the home's value.
- Eligible homes: New construction (up to 10% incentive), existing homes (up to 5% incentive), and mobile/manufactured homes (up to 5% incentive).
- Eligibility: Household income cannot exceed \$120,000, and the mortgage (including the incentive) cannot be more than 4 times the household income. This typically aligns with 25-year amortizations.

### 03. FTHB TAX CREDIT

- What it is: This is a non-refundable tax credit of \$1,500, designed to help cover closing costs such as legal fees.

### 04. GST NEW HOUSING REBATE

What it is: If you purchase a newly built home or substantially renovate an existing home, you may qualify for a rebate on the GST/HST paid.

### 05. MORTGAGE DEFAULT INSURANCE (CMHC)

- What it is: If you have less than a 20% down payment, you will need to get mortgage default insurance from CMHC, which allows for amortizations up to 25 years on insured mortgages.

#### 30-Year Amortizations:

- Conventional Mortgages: Some lenders offer 30-year amortizations, but these are only available for buyers with at least a 20% down payment and are not eligible for mortgage default insurance (CMHC).
- This means that for first-time buyers looking for 30-year amortization, you would need to opt for a conventional mortgage without the First-Time Home Buyer Incentive (which is generally tied to a 25-year insured mortgage).

\*ALL UPDATED POLICIES OF SEPTEMBER 2024







# THE OFFER PROCESS

HERE ARE THE STEPS AND WHAT TO EXPECT  
WHEN WRITING AN OFFER.

## DRAFT THE OFFER

I'll draft an offer that includes your **desired price, move-in dates** and **conditions**.

### WHAT DETERMINES HOW WE WRITE OUR OFFER?

*How long the property has been on the market, how many offers are in hand,  
what's important to the sellers (possession date, conditions, price)*

Keep in mind that an offer is just an offer until it is *accepted*.

## ACCEPT

The Seller may accept your  
offer as- is.

Your deposit will be due shortly after this.  
I'll move ahead with satisfying any  
conditions laid out in the offer such as a  
home inspection, mortgage approval or  
reviewing condo documents, etc. Once  
completed, I will sign a Waiver of  
Conditions document.

CONGRATS! It's time to celebrate!

## REJECT

The Seller may choose  
to reject your offer.

In this case, I'll ask questions to  
discover why, and ask if there is  
anything I can do to make the offer  
more appealing. If not, I move on  
and find the home you were meant  
to have!

## COUNTER

The Seller may come back with  
proposed changes to your offer.

In this case, I will review the  
terms with you and continue to  
negotiate until I have reached a  
mutual agreed upon offer or until  
no agreement can be reached.



# Costs OVERVIEW

## 5 THINGS YOU'LL NEED TO BUDGET FOR

### BEFORE CLOSING

Home Inspection  
Bank Appraisal  
Deposit

### UPON CLOSING

Lawyer/Notary  
Reminder of Down Payment  
Property Tax Adjustment  
Monthly Maintenance Fee Adjustment (for condo)  
Mortgage Insurance, if necessary  
Home Insurance  
Set up utilities

### AFTER CLOSING

Moving Expenses  
Renovations  
Immediate Repairs and Maintenance

#### 01. DEPOSIT

**Amount:** Approximately 2-3% of your purchase price. Don't hesitate to offer more as it makes for a stronger offer.

**Timeframe:** Typically 24-48 hours after upon acceptance.

**Form:** Depending on the seller's brokerage, deposits can be provided in a form of a bank draft, wire transfer, e-transfer or cheque.

The deposit money is held in-trust at a brokerage, and forms part of the down payment for your new home. It is transferred directly from the brokerage's trust account to your lawyer or notary's office.

Time is of the essence when providing a deposit. If your deposit is late or fails to materialize, you can be in breach of contract which could mean the purchase will be void or, more critically, legal action by the Seller.

#### 02. HOME INSPECTION

**Amount:** \$400-\$650 (prices vary on the size of home, ie. condo vs acreage)

**Timeframe:** Within your conditional period. Ensure the appointment is booked at least (2) business days before your conditions expire to review the report and discuss with the sellers.

Please see my list of Preferred Vendors if you're looking for a Home Inspector.

#### 03. MORTGAGE INSURANCE

**Amount:** Depending upon the amount of your down payment, mortgage insurance premiums range between 2.4 and 4.5%. This insurance premium usually gets added to your mortgage.

**Timeframe:** This should be predetermined during your pre-approval with your mortgage broker or bank.

If you obtain a high-ratio mortgage - a mortgage where your down payment is less than 20% - you will be required to have mortgage loan insurance from CMHC or a private company.

#### 04. BANK APPRAISAL

**Amount:** \$200-\$400, or more if it needs to be rushed.

**Timeframe:** Before your lender approves your mortgage, you may be required to have an appraisal done. Sometimes your lender covers the cost, otherwise you are responsible.

#### 05. LEGAL FEES

**Amount:** Their fees can range according to the complexity of the deal but plan to pay approximately \$1,200 to \$2,500 for legal fees.

**Timeframe:** Your lawyer will book an appointment with you 1-2 weeks before your possession day to sign your paperwork.

Please see my list of Preferred Vendors if you're looking for a Lawyer.



# Moving CHECKLIST

AN ESSENTIAL GUIDE TO HELP YOU WITH ALL OF YOUR MOVING ARRANGEMENTS.

## 01. AS SOON AS POSSIBLE

- Start early. Investigate and research moving companies and/or rental truck companies.
- Hire a moving company or reserve a truck. Be sure to get written confirmation of all of your costs and details of your move for your records.

## 02. TWO MONTHS BEFORE MOVING DAY

- Go through your home and determine what you want to keep, throw out or donate. There are companies who you can hire to do this with you to make the process painless.
- Make a list of items in your home that need extra attention while moving or special packing instructions.
- If you have children and you are moving to a new school district, start arranging the school and daycare transfer process.
- Order boxes (cardboard or reusable) and moving supplies required for your move.

## 03. ONE MONTH BEFORE MOVING DAY

- Time to start packing! To make it easier, begin with the items in your home that you do not use regularly. Be sure to clearly label or number your boxes to make the unpacking easier.
- As you pack, make note of items of significant value. Depending on your insurance agreement with your moving company, you will need to declare items of value in case items are lost or damaged.
- Fill out a change of address form from Canada Post with your new address.
- Inform the following companies and institutions about your new address - banks, cable, internet & phone, insurance companies, utility companies, credit card companies, doctor & dentists and any subscriptions or ongoing deliveries you may have.

## 04. TWO WEEKS BEFORE MOVING DAY

- Confirm your reservations with your movers or truck rental company.
- If required, cancel or transfer your newspaper delivery service.
- Moving into a condo building? Make sure you've let them know that you are new owners and arrange for your move in (pay fees, book elevator, etc.)

## 05. ONE WEEK BEFORE MOVING DAY

- Most of your packing should be done one week prior to moving day.
- Set aside items of importance you want to transport to the new home yourself.
- Arrange to have your current home cleaned and repaired, if needed, after the move to your new home.

## 06. A FEW DAYS BEFORE MOVING DAY

- Re-confirm the arrival time of your moving truck (if using one).
- Pack a travel bag with the items your family may need on moving day such as toothbrushes, change of clothing, medications, soap, toilet paper, electronics, chargers etc.
- If you are moving yourself, start dismantling beds, rolling up rugs and preparing other large furniture for the move.

## 07. MOVING DAY

- Make sure to be present when the truck is being loaded and unloaded just in case your movers have questions.
- Before the movers depart, make sure they have the correct address of the new home and phone number to reach you at.
- When unpacking, put together beds and anything that you will need to sleep that night first. There is nothing worse than being exhausted after a long day of moving and then realizing that you haven't got a bed to sleep on!
- Ask the movers to put boxes in their appropriate rooms and make sure nothing is damaged before they leave.

*Welcome. You are home.*



# TO DO'S FOR

# *possession day*



## FINAL WALK THROUGH

I will take a final walk-through just before closing to assure that negotiated work has been completed and everything is in working order. If we discover any problems, these are to be communicated to the lawyer who will then advise on the next best course of action.

## SCHEDULING YOUR MOVE

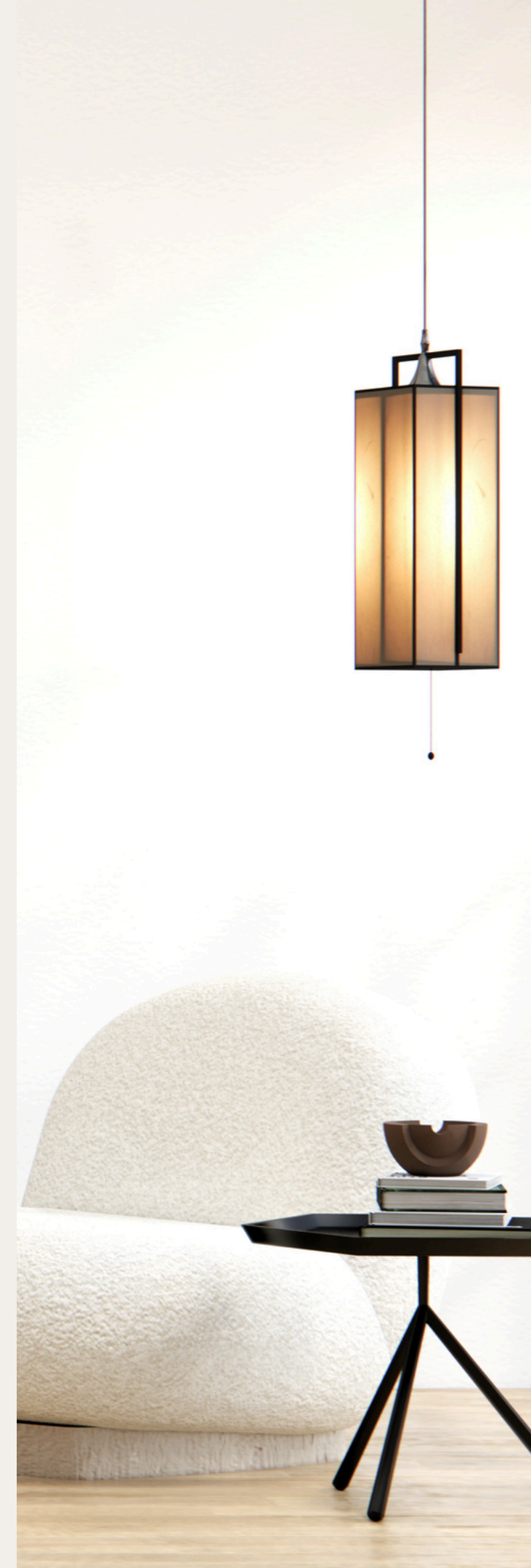
It is good practice to not schedule your entire move at 12:00 pm on the possession day as small delays are not uncommon.

## RE-KEYING LOCKS

You can re-key all the locks and change the garage door opener code when the property is officially yours.

## MAILBOX

If the seller does not leave instructions of your mailbox location or box number, you can go to any CanadaPost office with proof you're the new owners to get the key and/or information.





# THANK YOU FOR THE OPPORTUNITY

In our meeting, we will discuss:

- your criteria
- our agreement
- standards & expectations



Annie Demello