

real

Real Broker



AN INTRODUCTION TO YOUR BUYER'S GUIDE

# BUY *with* CONFIDENCE



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# WELCOME MESSAGE

VELUXE

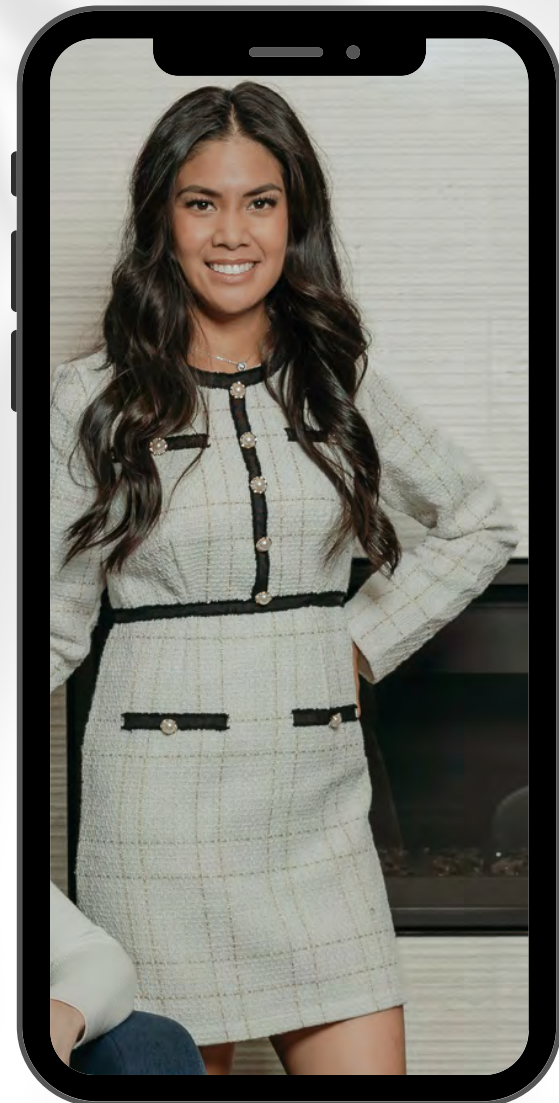
- REAL ESTATE GROUP -

We're excited to help you navigate the process of purchasing your property. Our goal is to provide you with the resources and expertise you need to make the most of your real estate investment.

From home search strategies to negotiation techniques, we'll cover everything you need to know to buy your property efficiently. We're here to support you every step of the way and look forward to working with you to achieve your real estate goals.

- Annie Demello

# ANNIE'S 2023 PERFORMANCE STATS



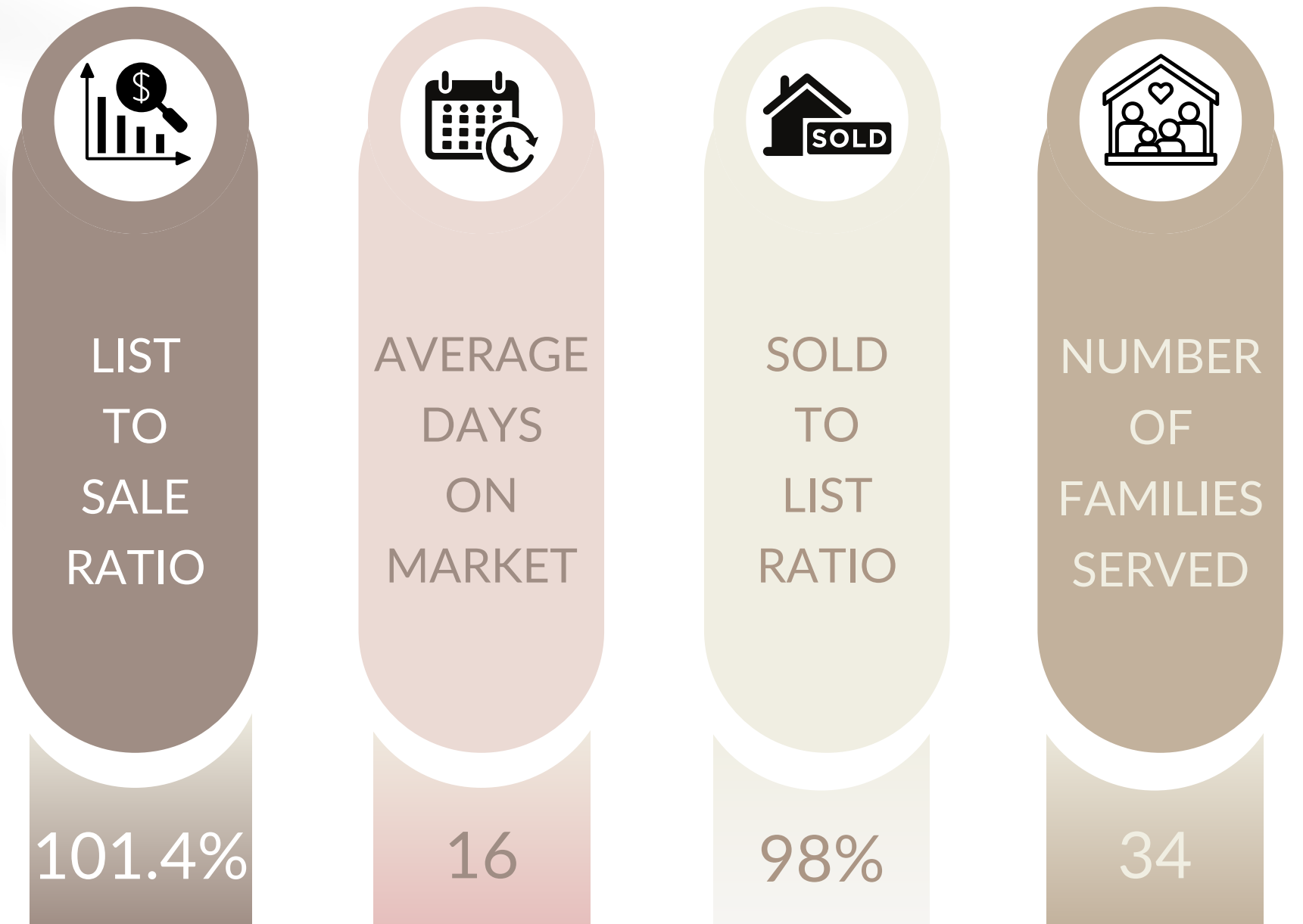
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**COMMUNITY SPECIALITY**  
CHESTERMERE & CALGARY, AB



WE SAVE OUR CLIENTS OVER \$9,000 MORE THAN THE AVERAGE REALTOR



# WHAT MAKES ME

*a great agent*

A real estate agent is a huge asset to you as you go through the home-selling process. This is one of the biggest transactions of your life and you need a skilled professional guiding you through the process.

We will be working with your best interests in mind and can help guide you through all the stages of selling your home.

You'll be in a serious relationship for a period of time; so you and your Realtor will have to jive!

## **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**

We will be able to help you negotiate top dollar for your home while weighing out the value of money and what's most convenient for you.

## **ATTENTION TO DETAIL**

The process of buying a home requires a good deal of paperwork. We will help you fill out all documents and get them submitted properly. Everything can be done virtually and electronically.

## **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. I provide guidance and support throughout the process, referencing past client scenarios and ultimately allow my clients to make informed decisions.





# TESTIMONIALS

**"Annie is amazing and went above and beyond while selling our home and helping us find our new forever home."**

She's very knowledgeable, works hard is very supportive. Annie was always available to show homes despite our crazy schedule and last minute requests. I would highly recommend using Annie as their realtor.

*Bates Family*  
Sellers & Buyers

**"A great realtor is hard to find, difficult to part with, and impossible to forget."**

We came across Annie who changed our lives when we met her. Thank you for being that person. Thank you for helping our family find our dream home. Your guidance and support have meant the world to our family. We will be forever thankful to have a realtor like you!

*Vye Family*  
First Time Home Buyer





# 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.





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Preparing  
to Buy





# Financing

# 01

## HOW MUCH HOME CAN YOU AFFORD?

Lenders recommend that you spend no more than 3-5 times your annual income on a new home.

You can find many mortgage calculators online, which provide a great starting point. When calculating, don't forget to include extra expenses (aka closing costs) like lawyer fees, home inspection, condo document reviewer and appraisal costs and money for any home improvements.

If you're purchasing a property with condo fees, ensure that is budgeted into your pre-approval as condo fees can range from \$200/mo to \$1,800/mo.



## DO YOU NEED A DOWNPAYMENT?

While it's ideal if you can put a 20% down-payment on your new home, it certainly isn't necessary, **UNLESS** you're buying an investment property.

There are many ways to put down much less and with certain types of loans you may need as little as 5% with A lenders. However, B lenders or Private lenders will require different down payments.



# Financing:

DETERMINE HOW  
YOU WILL *pay*

# 01

THERE IS NOTHING BUT OPTIONS WHEN IT COMES TO FINANCING, BUT YOU SHOULD HAVE A GOOD IDEA OF HOW YOU WILL PURCHASE YOUR NEXT HOME BEFORE YOU GET TOO COMMITTED TO LOOKING. THERE ARE THREE MAIN SOURCES OF FINANCING.



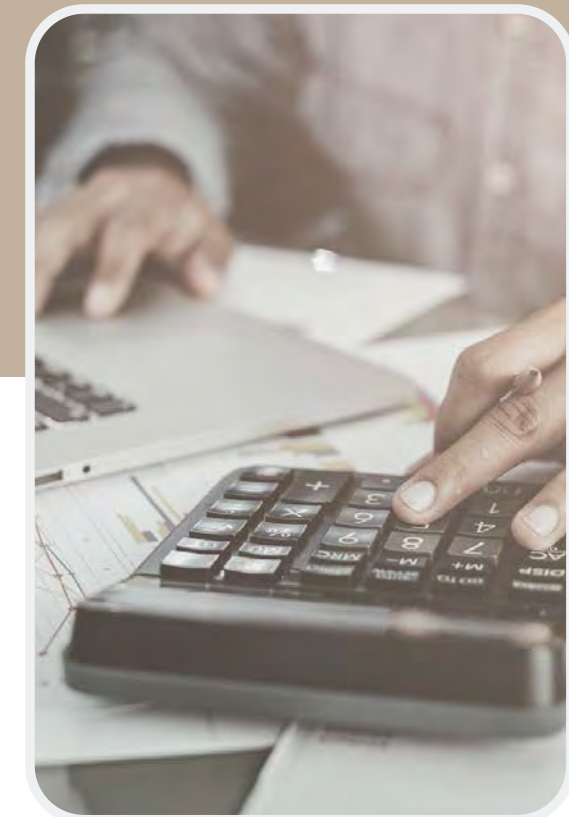
## TRADITIONAL BANKS

If you already have great rapport with your current bank, this is a good option. Usually you will be able to get pretty good terms on your mortgage.



## MORTGAGE BROKERS

They have the MOST options. They can use most of the major banks, plus many other lenders. They will be your best bet to truly finding the best option for your particular situation.



## CREATIVE FINANCING

The options here are endless and are great for investing, or if you cannot access a mortgage through the banks or mortgage brokers.



## CREDIT CHECK

It is important to have a credit check done as this will be a factor in determining your mortgage approval and interest rates. Keep in mind that lenders typically complete another credit check prior to possession day.

While sometimes a score in the 500's can get you a loan, ideally you want to aim for 620 or above. The higher the score the lower the interest rate.



## PRE-QUALIFIED vs PRE-APPROVED

A general estimate of the loan amount you qualify for



The specific loan amount that you are approved for

You'll only need to provide basic information to the mortgage lender



Will need to provide financial and employment history to the lender

The qualification process can be done online or over the phone



Can be done online or over the phone and through email communication with a professional

May not be strong enough proof that you are approved for a loan



Some sellers may request a "pre-approval letter" to confirm your affordability upon submitting an offer

**THIS PRE-APPROVAL DOES NOT GUARANTEE A LOAN WILL BE OFFERED SO YOU STILL WANT TO BE CAREFUL WITH YOUR SPENDING DURING THIS TIME. SECURE A RATE HOLD WITH YOUR PRE-APPROVAL! DON'T MAKE ANY LARGE PURCHASES, CHANGE JOBS OR APPLY FOR NEW CREDIT CARDS DURING THIS TIME.**



# Find your Home 02





# ONLINE *Shopping*

02

## HOME SEARCHING TIPS

- After discussing what your home criteria is, we will set up an email search for you. Expect to receive automatic emails of homes that fit your criteria.
- Do a thorough look online; utilizing photos, virtual 3D tours, floor plans, room dimensions.
- As we view more properties in person, we can adjust your online search criteria accordingly.

## SETTING A HOME TOUR

- Favorite the homes you'd like to view
- Send me the MLS numbers (ie. A1234567)
- Keep tours between 3-5 properties per day
- Avoid adding last minute viewings to a tour as appointments must be booked accordingly





# TOUR *Homes*

# 02

## HOME SEARCHING TIPS

- Take photos with your phone while visiting each house. Organize the photos at home with the address of the property so you can remember details later.
- Focus on the things you can't change like the neighborhood, lot or size of bedrooms. Know the difference between your wants vs your needs and know your non-negotiables.
- Test things as you walk through the home. Open and close windows, turn faucets on and flush toilets to make sure everything is in working order.

Make a list of all the things you need and want in a new home. Think about how many bedrooms and bathrooms you need.

Do you want a big kitchen or is a fenced-in yard more important to you?

We will start touring homes and weigh all the positive and negative aspects of each one.

When you find the house, your next step will be to make an offer and go through any negotiations.





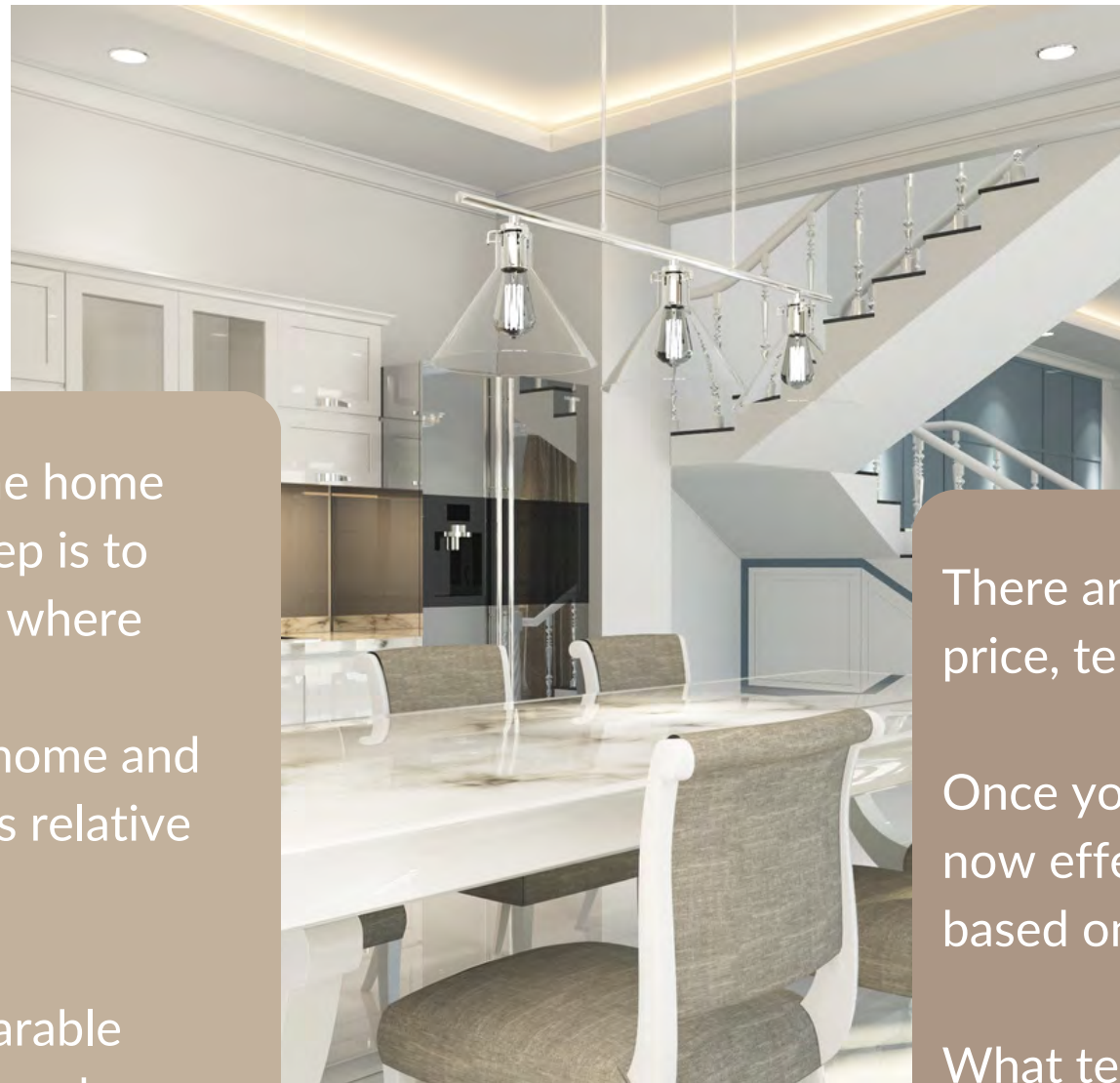
# MAKE *an* Offer

# 03

## DETAILS OF *an* Offer

Once you've found the home you want, the next step is to make an offer. This is where we investigate the selling history of the home and also where the price is relative to the market.

We will look at comparable properties in the area and decide on all the details for our strong first offer.



There are four things that are negotiable in your offer; price, terms, possession date and conditions/completion dates of the conditions.

Once you know what terms and conditions you would like on the contract, you can now effectively determine the appropriate offer. The offer price will be determined based on all the **VARIABLES** affecting this specific property.

What terms do we need? How many offers are there? How long has the property been on the market? There are unique ways we can meet the seller's needs and still achieve our goals, this doesn't strictly involve price.



# Home Inspection

04

It's always a good idea to add a home inspection condition into your offer stating that you have a certain amount of time to have the property inspected.

This gives you the right to back out of the agreement if you and the seller can't agree on repairs.



Plan to attend the inspection and be prepared to ask any questions you have.

You will receive a report of findings, but it's sometimes easier to see the issue and hear the information directly from the inspector.

After the inspection is complete, decide if there are any pressing issues you want to negotiate with the seller.

Be careful to not be too picky, but also not let major concerns go unaddressed.



# APPRAISAL

# 04

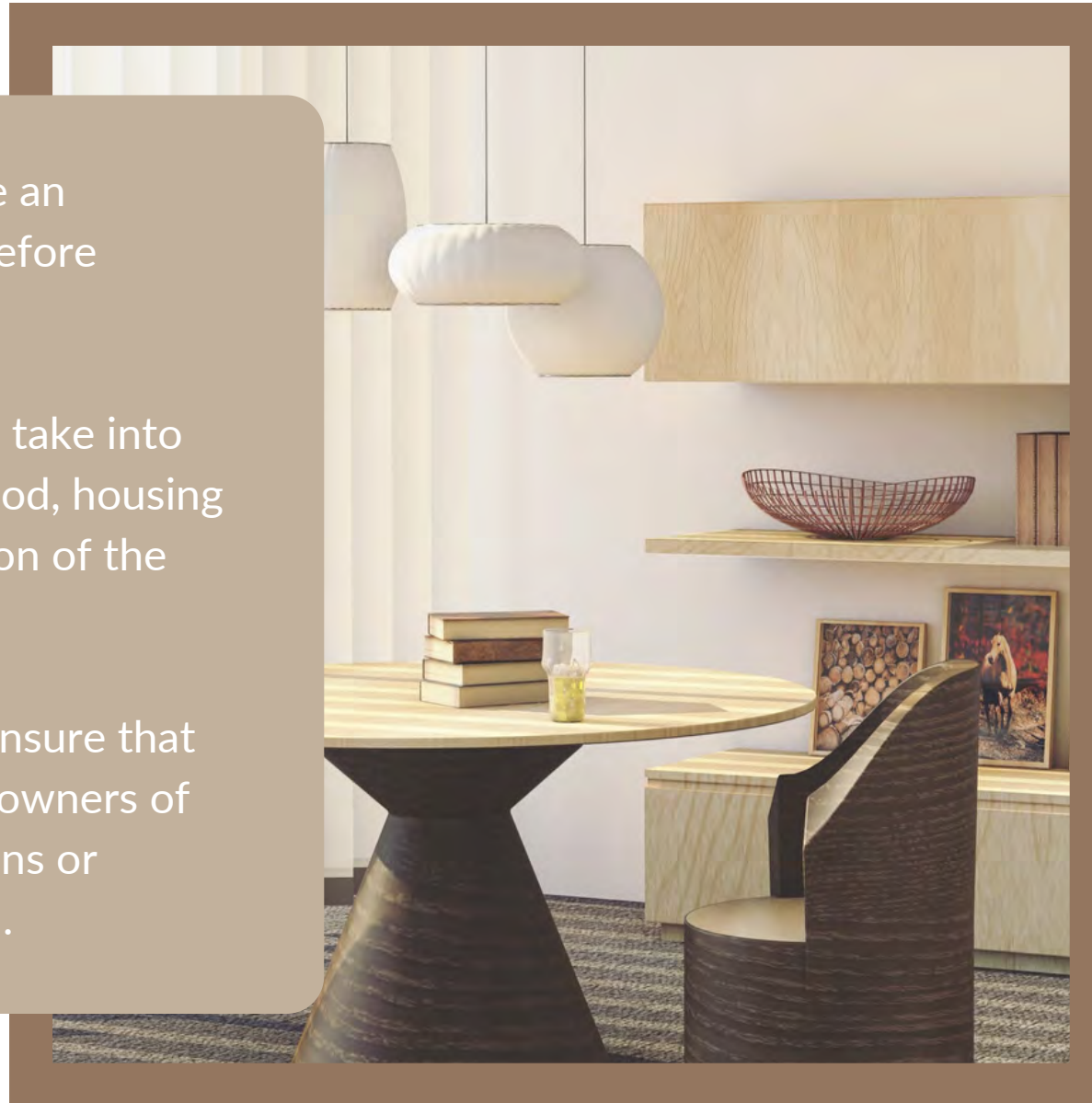
*and Mortgage*

# APPROVAL

Your lender may require an appraisal of the home before finalizing the loan.

The home appraiser will take into account the neighborhood, housing market, age and condition of the home, etc.

A land title search will ensure that the sellers are truly the owners of the property and any liens or judgments are disclosed.



The mortgage is only fully complete after the lender approves the loan. You will receive a final approval letter after they review your income, credit report and employment status once more.

Home insurance is also required before the mortgage company will finalize the mortgage.



# TO A *Firm Sale*

05



ONCE ALL CONDITIONS HAVE BEEN MET,  
YOU WILL WAIVE YOUR CONDITIONS  
ON OR BEFORE YOUR DEADLINE!

*Congratulations!*

*For any reason you cannot close on possession day, your initial deposit is non-refundable and sellers can take legal action for not fulfilling the contract.*

*For any reason the funds aren't readily available on possession day, you will be charged by the day until funds are transferred.*



FINAL *Steps*





# PREPARING *for Possession*

06

## LAWYERS

You will be meeting with the lawyer about a week before you take possession and will need to provide your insurance information, the balance of your down payment, payment of fees, payment of any adjustments or taxes, sign documents, and finalize anything else that is required before you own the home.

## DOWN PAYMENT

It is important to note that liquidating certain assets can take upwards of 30 days, be sure to consult your bank or mortgage broker about this.

## HOME INSURANCE

The lawyers will ask to see a copy of your insurance. Be prepared to answer questions regarding the age of the house, furnace, electrical system and roof, and general questions regarding square footage and the features. Ensure your it includes FIRE INSURANCE.

## UTILITIES

Change your utilities over to your address in advance. This includes your phone, cable, internet, power, water, and gas services. Also, don't forget to cancel the utilities at your previous residence.

*SEE RESOURCES PAGE*

## MAILING ADDRESS

You might also want to have your mail forwarded, through the post office for a small fee. Gather all of your bills, statements, tax information, healthcare information, any subscriptions to get a head start.







CLOSING

*and Moving*



# Closing

07



Closing is the final step for you to become the legal owner of your home. You 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.

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

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

Welcome to your new home!



# Resources

## CALGARY UTILITIES SET UP

### ELECTRICITY & NATURAL GAS

ENMAX ..... 1-877-571-7111

ATCO ..... 1-844-687-2826

DIRECT ENERGY ..... 1-866-420-3174

EPCOR ..... 403-310-4300

### WATER & SEWER

WATER ..... 403-268-1155

SEWER ..... 403-268-4355

### TRASH/RECYCLING/COMPOST

<https://www.calgary.ca/waste/residential/garbage-schedule.html>

## AIRDRIE UTILITIES SET UP

Utility services including water, sewer, garbage collection, curbside organics, curbside recycling and environmental services

<https://www.airdrie.ca/index.cfm?serviceID=28>

### GAS & ELECTRICITY

<https://ucahelps.alberta.ca/>

## OKOTOKS UTILITIES SET UP

Utility services includes water, sewer and waste collection ..... 403-938-8937

### ELECTRICITY & NATURAL GAS

ENERGY ..... 1-866-316-1640

EPCOR ..... 1-800-511-3447

## CHESTERMERE UTILITIES SET UP

### ELECTRICITY & NATURAL GAS

Same as Calgary

### WATER & WASTEWATER

403-207-7070

### RECYCLING & GARBAGE

403-207-2807

## COCHRANE UTILITIES SET UP

Utility services including water, sewer, Waste/Recycling/Organics collection, and Eco Centre operations ..... 403-851-2521

### GAS & ELECTRICITY

<https://ucahelps.alberta.ca/>





# Thank You for the Opportunity

In our meeting, we will discuss:

- your criteria
- our agreement
- standards & expectations



Annie Demello