

A GUIDE TO **BUYING** YOUR HOME



PREPARED FOR:

**COMPLIMENTS OF: HEITH GHARIB
REAL ESTATE BROKER
MORTGAGE AGENT**



It's All About You

My real estate business has been built around one guiding principle: It's all about you.

- Your needs
- Your dreams
- Your concerns
- Your questions
- Your finances
- Your time
- Your life

I will work with you to understand your unique lifestyle, needs, and wishes because buying a home is more than a certain number of bedrooms or a particular postal code. It's about your life, and it's important to me.

My focus is on your complete satisfaction. In fact, I work to get the job done so well, you will want to tell your friends and associates about it. Maybe that's why so much of my business comes from repeat customers and referrals. Good service speaks for itself. I'm looking forward to the opportunity to earn your referrals too!

It's all about you!

You Get From Me ...

- A knowledgeable and professional REALTOR® who represents you
- Thorough consultation to determine your unique wants and needs in a home
- Advice on making offers based on expert market evaluation so you don't "overpay"
- A committed ally who will complete your purchase contract, present your offer, and negotiate on your behalf
- Preparation of all Day of Completion documents and guidance through the Day of Completion process
- Assistance with any post-close issues
- The backing of a trusted company, Keller Williams Integrity Realty

As part of my service, I will commit to helping you with your home search by:

- Organizing and scheduling homes to view based on your unique specifications
- Personally touring homes and neighbourhoods with you
- Keeping you informed of new homes on the market
- Advising you of other homes that have sold and for how much
- Working with you until we find the home of your dreams

6 Steps to Home-Buying

1. *Choose a REALTOR®*

Choose the best real estate sales representative to represent you in finding and purchasing your dream home and sign a Buyer Agency Agreement to work together. It is important to trust your sales representative, as you will be spending a lot of time together and your sales representative will help you with one of the biggest financial commitments you will make.

2. *Obtain Financial Pre-Approval*

Get pre-approved for a loan before you find the home you want to buy. Benefits include:

- You know your price range, Day of Completion costs, and monthly payments up front
- You only look at homes within your price range
- Your negotiating position with the seller is stronger
- Day of Completion on your new home can happen more quickly

3. *View Homes and Find “The One!”*

After a thorough understanding of your new home needs, you receive a list of homes that meet most or all of your requirements, and we schedule time to visit them. I will also help you find homes through:

- Online with real estate search sites including my Keller Williams mobile search app – we will make appointments to visit them.
- For Sale or For Sale by Owner (FSBO) signs as you drive through neighbourhoods – we will make appointments to visit them.
- Open Houses - accompanied by your real estate representative.
- New home developments – accompanied by your real estate representative.

A GUIDE TO BUYING YOUR HOME

4. *Make Your Offer*

Once you have found your dream home, I will research market data on the home to help you will determine what to offer and we will present a written offer to the seller's sales representative. There may be some negotiation required and the seller may either accept, reject, or counter your offer. When the seller accepts the offer, it becomes a legal contract.

5. *Get Inspection and Negotiate Repairs*

You will hire a professional home inspector to conduct a thorough inspection of the property and we will negotiate with the seller to complete any necessary repairs.

6. *Final Review of Contract and Close!*

The Day of Completion is the formal process of signing papers, paying fees and Day of Completion costs, and receiving the keys to your new home!

Funding Your Home Purchase

Three Factors Determining How Much Can You Afford

1. *Qualification for the Mortgage*
2. *Down Payment*
3. *Day of Completion Costs*

1. *Qualification for the Mortgage*

Lenders may require that your monthly payments range between **28 – 44%** of your monthly income. The percentage will depend on the borrower's credit rating. Your monthly mortgage payment to the lender will consist of:

- Principal on the loan
- Interest on the loan
- Property taxes
- Homeowner's insurance

2. *Down Payment*

Most home loans today require an upfront, or down payment, between **3.5 – 10%**. If you are able to pay more upfront, you may be eligible for lower interest rate loans, and shorter loan periods.

3. *Day of Completion Costs*

Additional fees and costs associated with loan processing and Day of Completion are required to be paid at the final Day of Completion, unless you are able to include them in your financing. Typically, Day of Completion costs amount to between **2 – 5%** of the purchase price (not the loan amount.)

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Process of Funding

1. *Financial Pre-Approval*

- Application and interview with a bank or other mortgage loan company
- Buyer provides pertinent documentation including verification of employment
- Credit report is requested
- Appraisal scheduled for current home owned, if any

2. *Underwriting*

- Loan package is submitted to underwriter for approval

3. *Loan approval*

- Parties are notified of approval
- Loan documents are completed and sent to title

4. *Title company*

- Title exam, insurance and title survey conducted
- Borrowers come in for final signatures

5. *Funding*

- Lender reviews the loan package
- Funds are transferred by wire

Making an Offer

Once you have found the property you want, we will write a purchase agreement. While much of the agreement is standard, there are a few areas that we can negotiate:

- **The Price**

What you offer on a property depends on a number of factors including its condition, length of time on the market, buyer activity, and the urgency of the seller. While some buyers want to make a low offer just to see if the seller accepts, this often isn't a smart choice, because the seller may be insulted and decide not to negotiate at all.

- **The Move-in Date**

If you can be flexible on the possession date, the seller may be more apt to choose your offer over others.

- **Additional Items**

Often, the seller plans on leaving major appliances in the home; however, which items stay or go is often a matter of negotiation.

We will present the offer to the listing sales representative and/or seller. The seller will then do one of the following:

- Accept the offer
- Reject the offer
- Counter the offer with changes

By far the most common is the counteroffer. In these cases, my experience and negotiating skills become powerful in representing your best interests.

When a counteroffer is presented, you and I will work together to review each specific area of it, making sure that we move forward with your goals in mind and ensuring that we negotiate the best possible price and terms on your behalf.

Note: Earnest money may be needed at the time of offer. This is typically 1% -2% of the offer price. This cheque is made to the Title Company and will ONLY be deposited if the offer is accepted. This amount will be applied to the down payment.

Day of Completion 101

■ Prepare for It

Day of Completion marks the end of your home-buying process and the beginning of your new life! To make sure your Day of Completion goes smoothly, you should bring the following:

- A certified cheque for Day of Completion costs and down payment. Make the cheque payable to yourself; you will then endorse it to the title company at Day of Completion
- An insurance binder and paid receipt
- Photo IDs
- S.I.N. numbers
- Addresses for the past 10 years

■ Own It

Transfer of title moves ownership of the property from the seller to you. The two events that make this happen are:

1. Delivery of the buyer's funds

This is the cheque or wire funds provided by your lender in the amount of the loan.

2. Delivery of the deed

A deed is the document that transfers ownership of real estate. The deed names the seller and buyer, gives a legal description of the property, and contains the notarized signatures of the seller and witnesses.

At the end of Day of Completion, the deed will be taken and recorded at the municipality clerk's office. It will be sent to you after processing.

Frequently Asked Questions

How will you tell me about the newest homes available?

The Multiple Listing Service Website provides up-to-date information for every home on the market. I constantly check the *New on Market* list so I can be on the lookout for my clients. I will get you this information right away, the way that is most convenient for you: by phone, email, text and/or my IDX instant notification system.

Will you inform me of homes from all real estate companies or only Keller Williams Realty?

I will keep you informed of all homes. I want to help you find your dream home, which means I need to stay on top of every home that's available on the market.

Can you help me find new construction homes?

Yes, I can work with most builders and get you the information you need to make a decision. On your visits with the builder, I will accompany you. By using my services with a new construction home purchase, you will receive the services I offer, as well as those provided by the builder, at no additional cost.

How does for sale by owner (FSBO) work?

Homeowners trying to sell their home without sales representative representation are usually doing so in the hopes of saving the listing sales representative commission, but most understand they will pay for buyer sales representative commission. If you see a FSBO and want the advantages of my services, let me contact the owner for you and make an appointment. Most times the homeowner will work with a sales representative even though their home is not listed, since the sales representative is introducing a potential buyer to their property.

Can we go back through our property again once an offer is made but before possession?

Usually, we can notify the seller and schedule a convenient time to visit the property again. Immediately before the Day of Completion, we will schedule a final walk-through and inspection of your new home.

Once my offer is accepted, what should I do?

Celebrate and focus on moving into your new home! You will want to schedule your move, pack items, and notify businesses of your address change. I will provide you with a moving checklist to help you remember all the details. I will also give you a good faith estimate and closing statement, which will indicate the amount you will need to bring to Day of Completion.

What's Ahead

Let's look for a new home.

The information we just discussed about your wants, needs, and desires will all be taken into account when I choose homes for you to view.

In some cases, my clients find their dream home on the first day. In other cases, it takes more time to find the right home. Rest assured, there is a home out there just right for you. We just have to find it.

To assist you in the home search journey, I will organize a list of homes with the following information for each:

- Photos of the home
- The home address
- The current asking price
- The square footage and property taxes
- The number of bedrooms and baths
- The age and lot size
- Unique features and comments

Once we narrow down the list of properties that are of interest, I will:

- Provide you with more detailed information about the home
- Review the tax records for tax liens, etc.
- Tour the home with you
- Determine how the asking price compares with other homes in the area
- Answer any and all questions you may have

A GUIDE TO **BUYING** YOUR HOME

About Me – Please see Brochure

