



## The Home Buyer's Checklist

# Getting ready to buy a home?

Buying a new house is one of the biggest (if not the biggest) investment that a person can make in their life. This can be extremely stressful.

I've compiled this checklist for you so that you can be in control every step of the way and feel confident in the process.





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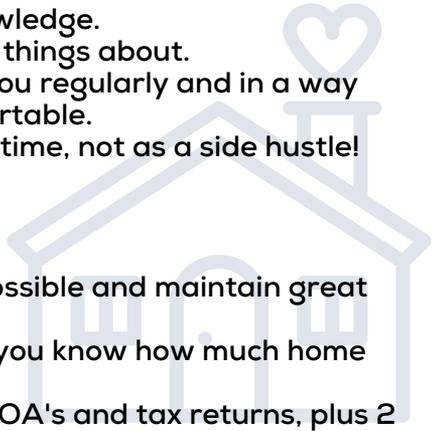
## Find a Realtor:

- Who listens to what you're saying and asks good questions.
- Who has local market knowledge.
- Whom you've heard great things about.
- Who communicates with you regularly and in a way that makes you feel comfortable.
- Who is in this business full time, not as a side hustle!



## Know your Numbers

- Pay off as much debt as possible and maintain great credit.
- Get pre-approved so that you know how much home you can afford to buy.
- Bring at least 2 years' of NOA's and tax returns, plus 2 months of pay stubs when you meet with your mortgage specialist.
- Make sure you've settled on one mortgage specialist before allowing them to check your credit..



## Financing your Home

- Saving up a 20% down payment may not be feasible.
- Work with your lender to create the best plan for your needs.
- Just because you're approved for a certain amount doesn't mean that you have to spend that amount.
- Work with your lender to establish a price point and monthly payment that you will be comfortable with.





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## Plan your new home search

Meet with your chosen Realtor to discuss:

- Where would you like to live?
- What type of neighbourhood?
- What style and size of home?
- When do you need to move?
- Are you moving with children?
- Create a list of 'Must Haves', 'Nice to Haves', and 'Things to Avoid'.
- Be prepared to discuss the budget and have your Realtor connect with your chosen lender.



## Did you know?

If you call a listing Realtor to schedule a viewing at a property you're interested in, you need to be aware that UNTIL you have signed a Buyer Representation Agreement, that Realtor's first obligation is to protect and promote the Seller's negotiating position.

Not yours.

Sign a BRA as soon as you find a Realtor you'd like to work with for the best service, and so that your best interests and your negotiating position are protected while you're searching for your perfect home.

Go Ahead,  
Ask me about  
my  
**BRA**



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### Find your new home

- Keep your "Must Haves" checklist in mind.
- Keep a journal or notes on the different houses you're interested in.
- Stay within your price range!
- Provide your Realtor with ANY feedback regarding the properties that you view. Buying a home is a process of elimination, not a process of selection.
- Both positive and negative feedback can be very helpful for finding exactly what you want



### Make an offer

- Be prepared to move quickly once you find the home you want.
- Work with your Realtor to establish a strategy to get the most from your offer and have the best chance of it getting accepted.
- Sign the offer and any additional documents!



It's not always about  
the money!



...however the Seller  
will be inclined to  
take the offer with  
the best terms and  
the least risk to them.



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### **The Pending Period:**

- Once your offer is accepted, you'll have a limited period of time to do your due diligence.
- A good home inspector will help to identify issues that may cost a lot of money to repair later and will let you know what to expect from the home in terms of upcoming maintenance.
- Review disclosures and paperwork with your Realtor.
- If you will be making any additions to the property, such as adding a pool or a guest house, check with the municipal planning department to ensure zoning allows for those upgrades.
- Arrange for a home insurance policy for the property, to be put in place on closing day.
- The lender will conduct an appraisal to verify that the market value of the home supports the contract price.



### **Congratulations!**

- Once you're satisfied that all conditions have been met and your deposit is locked in, the deal is FIRM!
- Your Realtor will schedule a final walkthrough just before the closing date, so you can verify that the property is in the same condition as when you made your offer.
- This also allows you to ensure that any agreed upon repairs have been completed.



### **Closing Day!**

Meet with your lawyer to pay the balance of the purchase price, sign the documents and pick up your keys!  
**SOLD**



## Have Any Questions?

The home buying process can be confusing and stressful, but I'm here to help! I work to make the process as fun and exciting as possible as I guide you through the transaction from start to finish.

Let me know how I can help you find your dream home!

*~ Elaine*

## Lets Chat!

\*Not intended to solicit clients currently under contract.