

# HOME BUYERS GUIDE



THE HOME YOU'VE DREAMED ABOUT WITHOUT SETTLING



Price & Company  
Real Estate

CENTURY 21.  
Elevate Real Estate

T A B L E O F C O N T E N T S

---

<input type="checkbox"/> About	<i>pg. 3</i>
<input type="checkbox"/> Buyer Questionnaire	<i>pg. 4</i>
<input type="checkbox"/> Home Buying Process	<i>pg. 5</i>
<input type="checkbox"/> Touring Homes	<i>pg. 6</i>
<input type="checkbox"/> Common Buyer Mistakes	<i>pg. 7</i>
<input type="checkbox"/> Financing Tips	<i>pg. 8</i>
<input type="checkbox"/> Making an Offer	<i>pg. 9</i>
<input type="checkbox"/> Negotiating	<i>pg. 10</i>
<input type="checkbox"/> Inspection	<i>pg. 11</i>
<input type="checkbox"/> Appraisal	<i>pg. 12</i>
<input type="checkbox"/> Closing	<i>pg. 13</i>
<input type="checkbox"/> Real Estate Terms	<i>pg. 14</i>
<input type="checkbox"/> Customer Testimonials	<i>pg. 15</i>
<input type="checkbox"/> Lender Recommendations	<i>pg. 16</i>
<input type="checkbox"/> Resources	<i>pg. 17</i>





# ANGELA PRICE

*real estate agent*

Finding your dream home should never feel like settling. We raise the bar on the experience of buying, selling, or investing in homes so you can focus on your dream bucket list. We service the Calgary, Central Alberta, and Foothills area with expertise in Country Living.

Price and Company is a Calgary-based real estate group servicing Calgary, Central Alberta, and the Foothills area with expertise in Country Homes & Acreages.

We are passionate about providing the extra value that others simply will not. We do this by guiding our clients with not only solid experience but with a customized holistic plan, our expansive professional network, and our commitment to being a true partner every step of the way. Doing the right thing and consistently delivering impressive results is our signature. Our collaborative spirit, attention to detail, and resourcefulness will ensure our clients are truly heard, feel understood, and are confident in taking their next steps in Real Estate. structure vs the accessories, and DREAM BIG!

*Angela Price*



ANGELA@PRICEANDCOMPANY.CA



@THISISPRICEANDCOMPANY



WWW.PRICEANDCOMPANY.CA



THISISPRICEANDCOMPANY

*questionnaire*  
**BUYER**

Name

Phone

Email

Co-buyer

phone

email

DESIRED LOCATION: Location, School District, Look and Feel

HOME REQUIREMENTS: Condo? Single Family? New Home? Single/ Multi-story?

INTERIOR MUST HAVES

EXTERIOR MUST HAVES

PRICE AND FINANCE

Price Range?  
Payment Method?  
Pre-Qualified?

TIME FRAME

Need to Sell your Home First?  
Ideal Move in Date?

# HOME BUYING

## *process*

### **DETERMINE HOW MUCH YOU CAN AFFORD**

Lenders recommend homes with a cost no more than 3-5x times your annual household income, with a 20% down payment.

### **GET PRE-QUALIFIED**

If you need financing get pre-approved by a lender or bank. For preapproval, your lender will need NOA, paystubs, bank account statements and for a credit check.

### **FIND THE RIGHT REAL ESTATE AGENT**

Real estate agents can provide you with helpful information on homes and neighbourhoods that isn't easily accessible to the public.

### **TOUR HOMES**

Make a list of all the things you need and want in a new home. Including number of bathrooms, bedrooms, size, neighborhood, and lifestyle factors.

### **MAKE AN OFFER**

Once you've found the home you want, the next step is to make an offer.

### **NEGOTIATE**

Many times after the initial offer is presented the owner will come back with a counter-offer. Let your agent help you make an appropriate counter-offers.

### **INSPECTION**

It's always a good idea to add a contingency clause 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.

### **APPRAISAL**

The bank or lender orders the appraisal, title search and final financing is set.

### **CLOSING**

Time to sign. the papers and pop some bubbly! Congratulations on your new home!

# HOME TOURING

*Tips*

*On a house tour....*



- 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 neighbourhood, lot or size of bedrooms and less on things like decor and colours.
- 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.

*What to bring...:*

- Your agent! Your agent is your #1 resource when house shopping. Bring them on tours so they can help you navigate this step of the home-hunting process.
- You'll want to take notes during your tour so you can reference them later, especially if you have plans to see multiple properties.
- Measuring tape and measurements. You need to know exactly how much space you have to work with in any new home you may choose. A dream home will quickly become a nightmare if things don't fit inside it!
- An open mind! While it's good to have an idea of what you want, it's also important to be flexible. You never know what surprises a tour may reveal to you!

# HOME BUYER

## *Common Mistakes*

### NOT UNDERSTANDING THE FULL COST OF OWNERSHIP

As a first-time home buyer, you're probably accustomed to the monthly cost of renting, which usually includes your rent payment, some of the utilities, and your internet and cable bills. As a homeowner, you'll be responsible for additional monthly costs that may have been covered by your landlord. That includes things like water, sewer and garbage bills, monthly HOAs (if you're buying a condo) and the cost of lawn care. You'll also be responsible for paying property taxes and homeowners insurance. And don't forget the cost of maintenance. It's recommended that you set aside 1-3 percent of the purchase price of the home annually to cover repairs and maintenance.

### GETTING TOO EMOTIONAL

Think it's impossible? It's actually not. Once you decide to buy a home, start thinking of yourself as a businessperson and investor rather than just a future homeowner. In fact, forget that you're the "Buyer" altogether. By looking at the transaction from a purely financial perspective, you'll distance yourself from the emotional aspects of buying the property. While it is important to factor in certain emotional aspects, don't let it cloud the process. Real estate IS an investment. Don't let emotions distract you from that.

### SHOPPING BEFORE GETTING PRE-APPROVED

It's more fun to look at homes than it is to talk about your finances with a lender. So that's what a lot of first-time home buyers do: They visit properties before finding out how much they are able to borrow. Then, they are disappointed when they discover they were looking in the wrong price range (either too high or too low) or when they find the right home, but aren't able to make a serious offer. How to avoid this mistake: Talk to a mortgage professional about getting pre-qualified or even preapproved for a home loan before you start to seriously shop for a place. The pre-qualification or preapproval process involves a review of your income and expenses, and it can make your bid more competitive because you'll be able to show sellers that you can back up your offer.

### EMPTYING YOUR SAVINGS

If you buy a previously owned home, it almost inevitably will need an unexpected repair not long after. Maybe you'll need to replace a water heater or pay a homeowner's insurance deductible after bad weather. How to avoid this mistake: Save enough money to make a down payment, pay for closing costs and moving expenses, and take care of repairs that may come up. Lenders will give you estimates of closing costs, and you can call around to get estimates of moving expenses.

### CHOOSING THE WRONG LENDER

Shopping for a mortgage is like shopping for a car or any other expensive item: It pays to compare offers. Mortgage interest rates vary from lender to lender, and so do fees such as closing costs and discount points.

But according to the Financial Consumer Agency of Canada, almost half of borrowers don't shop for a loan. How to avoid this mistake: Apply with multiple mortgage lenders. A typical borrower could save \$430 in interest just in the first year by comparing five lenders. All mortgage applications made within a 45-day window will count as just one credit inquiry.

# FINANCING

## Tips



### GET YOUR CREDIT IN CHECK

Make sure you're financially prepared for homeownership. Do you have a lot of debt? Plenty saved for a down payment? What about closing costs? Ask yourself "how much house can I afford?" before you go further. Additionally, know that lenders look closely at your credit score when determining your eligibility for a mortgage loan. Check your credit score and do anything you can to improve it, such as lowering outstanding debt, disputing any errors and holding off on applying for any other loans or credit cards.



### FIND THE RIGHT LENDER

Just like you want to get the home that best suits your needs, you'll want to find a lender that best suits you. We suggest you consider using a broker to help you find a lender, talk to your agent—we are here to help, ask friends and family for referrals, and compare at least three lenders.



### BE PREPARED

A lender will need information from you in order to get you pre-approved and through the home buying process. Here are a few things to have ready for them:

- Notice of Assessment from last 2 years.
- Pay stubs from the past 30 days.
- Proof of other sources of income.
- Recent bank statements.
- Details on long-term debts such as car or student loans.
- Photo ID and Social Insurance Number

\*If you're self-employed, you may have to provide extra proof of your financial stability, including having a higher credit score or large cash reserves, and possibly providing business tax returns.

**In a competitive market, sellers may ask for proof of pre-approval. This document can help strengthen your offer! Make sure to get a pre-approved letter before we start viewing homes.**

# MAKING *an offer*

Now is the exciting time! When you are ready to write an offer, I will walk you through the contract. It is important to write a fair offer or you can run the risk of the seller not responding or even losing the property to another buyer making an offer. Here are the steps:

- Write the Offer
- Negotiate the Offer
- Satisfy Conditions



## HOW TO MAKE *a great offer*

- Submit a Pre-approval Letter with your Offer
- Write a Friendly Offer
- Put your Best Foot Forward
- Put Down a Healthy Earnest Money Deposit
- Shorten Inspection Periods
- Write the Seller a Letter
- Offer to Close Quickly

# NEGOTIATING

## *your offer*

Many times after the initial offer is presented the owner will come back with a counter-offer.

As a buyer, don't be afraid to bargain for what you want.

Whether that be cost, a new roof or the whole house painted.

You don't know what they're willing to do unless you ask.



- Try to Have More Data Than the Other Side
- Learn the Power of No
- Use Price Anchoring to Find Someone's Lowest Price
- Learn What the Other Party Needs From the Deal
- Keep Your Cards Close, but Try to Stay Nonchalant

TIPS FOR  
*Negotiating*

# HOME *inspection*



A home inspection is a visual assessment of a house's physical structure and mechanical systems, including the roof, ceilings, walls, floors, windows and doors. The inspector will check that major appliances are functional, scrutinize the heating and air-conditioning system, examine the plumbing and electrical systems and may even poke around in the attic and basement. The goal of a home inspection is to uncover issues with the home itself. Inspectors won't tell you if you're getting a good deal on the home or offer an opinion on the sale price.

The home inspection happens after the seller has accepted your offer but before the purchase is complete. To provide enough time for additional inspections or for negotiations with the seller, you'll want to schedule a home inspection as soon as possible once you're under contract. You should allow at least seven to 10 days in the home buying process to take care of the inspection.

As the buyer, it's on you to hire the home inspector. Even if the seller offers to share their home inspection report or claims the house is pre-inspected, you'll want to arrange your own inspection so you can vet the inspector yourself. Seek recommendations from friends and colleagues, and search the databases of professional associations.



# HOME

## *appraisal*



A home appraisal is a licensed or certified appraiser's opinion of a home's value. The appraisal is based on research of recent sales of comparable homes in the area, an analysis of the property and the appraiser's judgment. The mortgage lender requires an appraisal to help gauge risk of making a loan. The property serves as collateral in case the borrower defaults, so the lender wants to make sure the loan isn't too big, compared with the property's value.

An appraisal is an assessment of home value. The appraiser considers the home's condition as part of the analysis of how much the property is worth, as well as other factors, such as the local housing market. The appraiser doesn't make recommendations for repairs.



# *closing*

THE CLOSING PROCESS FINALIZES THE PURCHASE OF YOUR HOME AND MAKES EVERYTHING OFFICIAL. ALSO KNOWN AS SETTLEMENT, THE CLOSING IS WHEN YOU RECEIVE THE DEED TO YOUR HOME.

PRIOR TO CLOSING, YOU SHOULD CHANGE ALL UTILITIES INTO YOUR NAME, AND COMPLETE A FINAL WALK THROUGH TO CHECK FOR ANY OUTSTANDING ITEMS.

## A FEW THINGS TO BRING TO CLOSING

- A valid government issued photo ID
- Bank draft for the total amount due
- Outstanding documents for the title company or mortgage loan officer

## WHAT TO EXPECT

The escrow officer will look over the purchase contract to: identify what payments are owed and by whom; prepare documents for the closing; conduct the closing; make sure taxes, title searches, real estate commissions and other closing costs are paid; ensure that the buyer's title is recorded; and ensure the seller receives any money due.

## YOUR COST

Some of the most common fees include:

- Escrow fees
- Recording and notary fees, if applicable
- Title search and title insurance
- Origination, application and underwriting fees from lender
- Appraisal fees
- Local transfer taxes
- Homeowners Insurance
- Home Owners Association fees, if applicable

## AFTER CLOSING

Make sure to keep copies of all closing documents for tax purposes.

# REAL ESTATE

## Terms

### APPRAISAL

A determination of the value of something, in this case, the house you plan to buy. A professional appraiser makes an estimate by examining the property, looking at the initial purchase price, and comparing it with recent sales of similar property.

### CLOSING COSTS

All settlement or transaction charges that home buyers need to pay at the close of escrow when the property is transferred.

### APPRECIATION

Increase in the value or worth of an asset or piece of property that's caused by external economic factors occurring over time, rather than by the owner having made improvements or additions.

### MLS

A computer-based service, commonly referred to as MLS, that provides real estate professionals with detailed listings of most homes currently on the market. The public can now access much of this kind of information through websites like

### ZONING

The local laws dividing cities or counties into different zones according to allowed uses, from single-family residential to commercial to industrial. Mixed-use zones are also used. Zoning ordinances control size, location, and use of buildings within these different areas and have an effect on traffic, health, and livability.

### CONTINGENCY

A provision in a contract stating that some or all of the terms of the contract will be altered or voided by the occurrence of a specific event, usually by specific dates leading up to the closing.

### ESCROW

The holding of funds or documents by a neutral third party prior to closing your home sale. This is typically done by a title company.

### HOME INSPECTION

An examination of the condition of a real estate property. A home inspector assesses the condition of a property, including its heating / cooling systems, plumbing, electrical work, water and sewage, as well as some fire and safety issues.

### TITLE

Ownership of real estate or personal property. With real estate, title is evidenced by a deed (or other document) recorded in the county land records office.

# CUSTOMER

# Testimonials

”

..Angela made everything so seamless! We listed and bought with her and couldn't be happier with the result. With her thoughtfulness, she suggested a weekend away in our new community to house hunt and get to know the area while our current house had an open house. With 3 young kids and not wanting to keep the house in showing condition for days or weeks, we agreed. Our house sold in just under 24 hours with multiple offers!...

SHAUNA & DAIN

”

..We were able to get our dream home at an incredible price that checked all our boxes. Angela was attentive and helped guide us through the whole process and answered all our questions. When we needed to sell our other home, she helped negotiate a price that was above what we wanted in a competitive market...

AMY & BRIAN