



The Ultimate Home Buyer's Guide

What you can expect, from start to finish!

By Jeff Brown & Team

Your Local Real Estate Experts

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First Things First

We are really looking forward to helping you find that perfect home!

As we are sure you are hoping and expecting, home shopping is exciting and a lot of fun! But it can also be stressful and aggravating at times.

Which is why we are giving you this ...

If you're like most buyers, you probably want to just get out there and see homes, right!? (And, of course we will!)

But please give this a quick read and refer back to it throughout the process of buying your home.

While this guide won't get into every little detail about the process (we will be taking care of a lot of things behind the scenes which you'll never need to worry about)...

...it does get into some things you should know about, which will save you time, effort, money, and heartache.

Again, we are looking forward to working with you, and thanks for choosing to work with us!

Mission POSSIBLE!

As a real estate agent, sometimes we are representing a buyer and at other times a seller.

Obviously, our "mission" is different for both of those types of clients.

But, since we are representing you as a buyer, our mission is pretty simple:

Our goal is to help you find the best home for your wants and needs and successfully get it at the best price possible!

"In the purchasing path we took, I don't see there being much else that could've been done to make it more positive. The first meeting to lay out the plan, the constant availability and your accessibility and your knowledge and input of different properties all were things I'd point out as highlights in my view."- Billy & Jessica



STEP ONE – Get Pre Approved



An important step before looking for your dream home is to know, in advance, the amount of financing that you qualify for. Getting a mortgage pre-approval will set you on the right track and your financial representative can discuss your options with you and answer any questions that you may have. If you do not already have a representative that you are working with, we can refer you one.

By having a budget based on knowing all the costs involved in buying a home, you can set a realistic expectation for your dream home!

Know Your Closing Costs

The estimate of closing costs are approximately 1.8 - 2% of the purchase price.

- 1) There will be lawyer costs.
- 2) There will also be a land transfer tax which depends on the purchase price of the house.
- 3) If the seller prepaid any property taxes, those would have to be paid back.
- 4) The above closing costs need to be paid by you the buyer, they cannot come out of your mortgage.
- 5) Also keep in mind there will be house insurance, utilities, maintenance costs, and items that may not be included such as window coverings and/or appliances. Optional things as well such as mortgage insurance, any renovations needed, furniture needed, moving costs, etc.

The good news is using a realtor to buy a home is FREE to you!

"You guys were awesome! We felt like we were always able to ask questions, and I felt like you both knew what we were looking for. You were both available to us at all times, and we felt that as soon as we saw a house we were able to be in to look at it ASAP. We liked that when you saw a house, if something was "wrong" you made sure we saw it and if it was something we could fix. You both directed us to your associates that you knew that could help with mortgage, insurance, house inspectors, etc. and they were all very helpful. This was extremely helpful to me, as I am a first time home buyer and wasn't sure about all the things that needed to be done. What I liked is that you were both excited about your job. You were excited that we were looking, and that we found something we loved. You knew we needed a house for a growing family, and we have a house we were looking for: large back yard, close to schools, older and well taken care of, and best of all...since my hubby and I could not compromise on a back lane or a front driveway, we now have a place that has both!! Colette and Jeff, you are both amazing, and so genuinely helpful, I always recommend you guys to anyone looking for a house and we will absolutely use you again if we have the need to look. You guys made us feel like family!" - Beatrice

STEP TWO – Research

Before committing to any neighbourhood or home, see what's available. Take the time to walk and drive around your ideal community. Spend time considering your needs first, and then look into your wants – many times, this is directly related to how much you can spend.

Also, when doing your research, consider the type of home that would best suit your needs, lifestyle and meet your budget – are you raising a family and prefer a single family detached home, townhouse, duplex, condo, etc.

PRO TIP: Call or email **Team Brown** to set up a day/time. This will save you time in the end. They will set it up to go look at multiple houses at one time instead of planning your house hunting around the occasional open house.



New or Resale

Besides having that 'new home' smell and feeling – a blank canvas for your personal touches, a new home offers:

- Modern elements: features, design and adherence to the latest building codes and standards.
- Warranty: new homes have levels of protection against defects and failures.
- Construction: the possibility exists where your move-in date may be postponed due to construction delays.

Although resale homes may not have the modern details of a new home, they do offer:

- Character: some people prefer to purchase a pre-loved home because of its history, unique qualities, and character.
- Upgrades: previous owners may have made improvements that you get along with the house without having to do the work yourself.

Always consider the resale of your home whether you purchase new or older.

Team Brown can help you with your research on this.

When doing your research, remember to keep an open mind and not to get too high or too low about a particular home or area. There are plenty of options and opportunities out there! Having a checklist (which we can provide you) of what you want in your ideal home and neighbourhood is a great idea as this will allow you to make comparisons when reviewing your options.

"I'd like to thank you for helping me with my first home. You made it painless when I was a little over whelmed." - Blair

STEP THREE - REALTOR®

Team Brown can be considered a consultant with an expertise in real estate and the process of real estate transactions.

Team Brown can:

- Assist in determining your price range based on your needs and wants.
- Help you compare homes and answer questions about the communities you're interested in.
- Offer feedback on the mortgage process, and how much you can afford.
- Give you access to information and features of the MLS® System not available to the general public.
- Research and preview homes, so no time is wasted on places that do not meet your criteria and budget.
- Make appointments and accompany you in viewing homes.
- Offer a list of contacts for related services you may need, ie: lawyer, mortgage broker, home inspector.
- Negotiate, on your behalf, during the buying process, to ensure your interests are being served.
- Put together a legally binding contract to protect you.

Team Brown are members of the Manitoba Real Estate Association, the Canadian Real Estate Board and the National Association of Realtors.

Common Question: Do I Sell First or Do I Buy First?

If you are currently a homeowner, you'll also have to consider selling your current home. Things to consider:

1. If you find a home that you want to purchase before being able to sell your existing property, you can make a "conditional" offer on the sale of your existing home to avoid paying for two properties. This usually only works in some situations as most sellers want their home sold asap and not with this type of condition that could take awhile.
2. If you sell your existing home before finding your next home, you can sometimes extend the "closing period" by mutual consent to allow for more time in finding your next home. Most home buyers with the assistance of their REALTOR® are able to successfully coordinate their "closing date".

ARRANGE YOUR MORTGAGE

As mentioned earlier, an important step prior to looking for your dream home, is to get a mortgage pre-approval so your home search efforts are targeted to properties you know you can afford.

Some basic mortgage considerations include choosing between:

1. Down payment – putting a larger down payment will mean that your mortgage becomes smaller, though you must keep in mind to reserve some money for fees associated with home buying/ ownership, taxes, repairs, moving, furniture, etc.
2. Fixed rate mortgage – involves an interest rate that does not change during the entire term of the loan, and offers peace of mind as your monthly payments will remain consistent during the term. Variable rate mortgage – involves an interest rate that changes based on market rates, and can be unsettling if the rates begin to rise.
3. A mortgage term is the amount of time the bank has agreed to lend you the money. Terms usually can range from 6 months to 5 years, after which, your mortgage is renegotiated. Long term mortgages may be more attractive when rates are beginning to rise or trending upwards, while short term mortgages would be preferable if rates are high.
4. Open mortgage – offers flexibility to repay the mortgage with a full payment or large payments anytime during the term without penalties. Typically, the interest rate for an open mortgage is higher. Closed mortgage – usually offers lower rates, but do not have the flexibility of allowing large one-time payments.
5. Amortization – is the process of paying off the loan by periodic payments of blended principal and interest. A shorter amortization involves paying less interest, but your monthly payments would be larger, whereas a longer amortization would lower your payments.

Note: **Team Brown** can help with some mortgage specialist recommendations.

STEP FOUR – Think About Adding to Your Team

LAWYER:

With the legal documentation and steps involved in transferring land ownership from one party to another, retaining a lawyer to avoid setbacks such as fraud, zoning and government issues, taxes, and to ensure a smooth legal transfer makes having a lawyer worthwhile.

A lawyer can also be there to answer any questions and explain any legal jargon to assist you along the process.

HOME INSPECTOR (if required):

A thorough home inspection, which can cost up to \$500 for a full detailed one, can save you from expensive, unforeseen costs and surprises.

An inspection will look into things such as your home plumbing and electrical systems, the home's foundation, roofing, walls, windows, etc. Other checks may also include inspection for asbestos, mould, dangerous wiring, and evidence of mice or termites.

Another option is a one hour walk through inspection, which costs much less. This one is less detailed and will not include a full written out summary.

STEP FIVE – Make an Offer

When you've found the perfect home, it's time to make it yours!

Team Brown will walk through the offer process with you and they will prepare the offer on your behalf.

Once you're comfortable with it and you've signed the offer, **Team Brown** will present it to the seller's agent.

During this stage, with your pre-approval for your mortgage, you know how much you can afford; do not allow your emotions to take over – competing situations can be very costly. **Team Brown** will also be able to offer you reports on recent sales activity in the neighbourhood and similar homes in the area that have been on the market, so you can be informed and make an educated offer you're comfortable with.

At this point, there are several alternatives:

1. Your offer is accepted by the seller, and you can arrange a move in date!
2. Your offer is rejected by the seller, which doesn't happen often, but if so **Team Brown** will be able to investigate to see what happened.
3. Your offer is countered by the seller, who signs back with a higher price and/or a change with possession and/or conditions and it's your turn to sign back to complete the offer.

STEP SIX – Congratulations! Your Offer is Accepted.

We're almost there! When the seller accepts your offer, there are several things that need to be done before you can move in.

Closing checklist

The agreement will have conditions to be satisfied on your part; start this immediately. Once these conditions have been met, **Team Brown** can fill out the documents indicating completion.

Advise your lawyer of your accepted offer (**Team Brown** will send all necessary paperwork to them).

Ensure you have your homeowner's insurance, which you can get before closing. To certify that you're covered, your insurance broker can provide you a 'binder' letter. Advise your lender to finalize your mortgage documents.

Ensure to switch services such as telephone, cable, hydro, water to your name. Your lawyer will also inform you of anything else that may be required.

Ensure to give your landlord sufficient notice if you're currently renting.

Plan and detail your move so nothing gets forgotten.

Advise friends and family of your change of address, fill out a card at the post office and change your driver's license information.

Meet with your lawyer a few days before closing to sign the closing documents and arrange to get the keys.

STEP SEVEN – Your Closing Date

The closing date is when you take possession of your property. Pack early and book a reputable, insured, moving company well in advance of moving day. Planning ahead can save you money and minimize any last minute challenges.

When you're all moved in, take some time to settle in to your new home, as it is, before making any major improvements. This will allow you to familiarize yourself with your new surroundings and neighbourhood as well as adjust to your new expenses and costs. Finally, sit back and enjoy!

Compliments of: Jeff Brown

Jeff Brown exemplifies integrity, energy, hard work and true customer service in every detail of your real estate transaction. Jeff has lived his entire life in Winnipeg and started his sales habit early in life working in restaurants. He has since built a successful career in real estate since 2005 being a top producer every single year. He has worked every aspect of the industry representing sellers, buyers, investors and banks in the residential market. This includes all types of houses, condos, income properties, new home sales, vacation properties and commercial properties.

Jeff is a family man with his wife and very loveable dog, Doug. In his spare time and on a nice day, you can probably find him on the golf course with clients, friends, or family. Jeff enjoys a good happy hour with friends, the sounds of great music, laughter, fishing, giving back to the community and spending time with his family. Entertaining is a year round passion as he has a love of being around people and with his past experience, is an amazing fun host. As he enjoys to keep busy he is also the Director of Charity for the brokerage and is the Vice President of his Business Networking Group.

Jeff is passionate about the needs, wants and goals of his clients. Clients choose to work with Jeff for his full service, ethics, experience, strong negotiation skills and his overall expertise. Jeff has consistently shown the ability to satisfy clients in the buying and selling of their homes. He is thankful for his strong base of loyal repeat customers and referrals which is the reason he has been so successful since he started in this incredibly competitive sales environment.

Quite simply, he is trusted.

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