



THE E GROUP
REAL ESTATE



BUYER GUIDE



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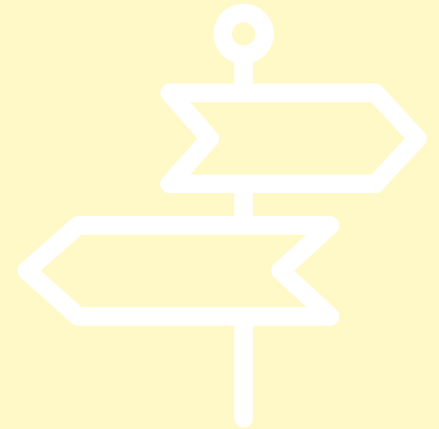


Getting Ready to Buy

Step 1: Do Your Homework

Before you start home shopping, there's a lot to consider:

1. Are you ready to buy and own?
2. Do you have stable employment?
3. What type of housing do you want?
 - New vs. Resale
 - Attached vs. Detached
 - Single-family vs. Condominium
 - Single-family with revenue



Step 2: Financial Readiness

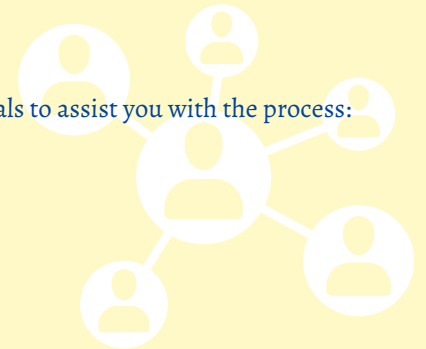
1. Write a draft of household budget
2. Calculate your current monthly expenses
3. Consider your down payment
4. Ensure you have deposit funds
5. Budget for closing costs
6. Get a sense of market conditions - I will provide all the current statistics and data for the whole city or a specific neighborhood.

Finding Professionals to Work With

Step 3: Build your team

If you believe you are financially ready to buy a home, your likely next step is to find the professionals to assist you with the process:

1. Mortgage broker
2. Real estate agent
3. Insurance broker
4. Home inspector
5. Condo Documents review company (if applicable)
6. Real estate lawyer



Understanding and Securing Financing

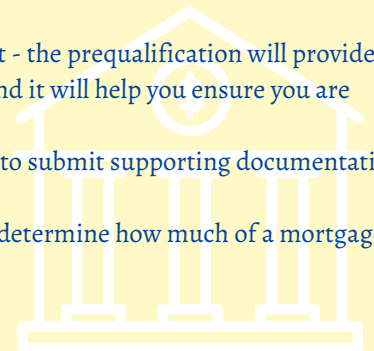
Step 4: Mortgage Pre-Qualification

Before you go house shopping, you want to know how much of a mortgage your income will support - the prequalification will provide you with the information needed to know how much of a mortgage you will likely be approved for and it will help you ensure you are shopping for homes you can afford.

Once you make an offer to buy a property, you will formally apply for a mortgage, and you will have to submit supporting documentation that confirms your financial position.

Lenders will review these documents, along with other items such as your credit report, in order to determine how much of a mortgage you can afford.

In my personal opinion, mortgage pre-approval is the most crucial step in home-buying process.



Working with a Real Estate Professional

Step 5: Choosing to have an Agent

An agent is someone who acts on your behalf with your permission. I work with my Clients exclusively - this is called a designated agency relationship. In order to start working together we need to review, discuss, understand and sign a Consumer Relationship Guide and Exclusive Buyer Representation Agreement.

These documents help you understand your legal relationship with me as your real estate agent and explain our mutual responsibilities, obligations and duties. You have a legal right to get independent advice from a lawyer before signing this agreement. One more form to fill out is called Individual Identification Information Record and is required by the *Proceeds of Crime (Money Laundering) and Terrorist Financing Act*. As your agent I need to record your occupation and the information from your valid Government-Issued Photo ID.

Finding the Right Place

Step 6: Now it's time to find your perfect home

With lots of properties to choose from, you are going to need to narrow down what you're looking for. Making a list of your needs and wants may help focus your search. Needs are those things that you absolutely must have while you may be willing to negotiate on your list of wants. Usually home buyers concentrate on the following:

- price range
- location
- size
- home style – apartment, townhouse, single family, half duplex
- number of bedrooms and bathrooms
- features – garage, yard, basement suite
- schools
- special needs - handicap accessibility, home office
- exposure.



Making an Offer

Step 7: Prepare to write an Offer

Before you put pen to paper, there are a few more things to consider:

1. Pulling Title - property Title indicates the legal owners, any liens, encumbrances, easements or rights-of-way, zoning regulations, architectural restrictions, etc.
2. Real Property Report - RPR shows property boundaries and improvements relative to boundaries. It must also have evidence of municipal compliance, which confirms property improvements comply with municipal Bylaws and Regulations.
3. Title Insurance in lieu of RPR with Compliance - Title Insurance covers issues that are not shown on the Real Property Report such as losses related to municipal issues such as outstanding work orders, permits, tax arrears, builder's liens, and fraud.
4. Search the address - you want to do as much as you can to find out if there's anything in the property's past that would concern you.
5. Historical listing search - listing history of the property.
6. Warranties and representations - as of February 1, 2014, every new home built in Alberta is protected under warranty. The representations sellers make about a property may not always be accurate. Reviewing the RPR, asking about stigmatized properties, reviewing condominium documents, and having a home inspection can help, but even with all of those, there are limits to a seller's representations about the property.



Step 8: Writing an Offer

Once we have found the property you want to buy, it is time to write your Offer to Purchase:

1. Offer price - it is *your* choice what to offer. I will provide you with information that will help you make an informed decision. That information will include recent sales prices of similar properties in the neighborhood.
2. Deposits - initial deposit shows how serious you are about the purchase. You get your money back if any of purchase conditions are not satisfied. If the deal goes as planned - the deposit will basically become a part of your downpayment at closing.
3. Terms - "term" is a detail in the purchase contract that the buyer and seller agree to. If you include a term in your Offer to Purchase, and the seller accepts your Offer to Purchase, they accept the terms in it. Terms may include:
 - Possession date
 - Inclusions and exclusions (attached and unattached goods)
 - Time for written acceptance/expiry of offer
 - Sale of Buyer's Property Schedule
 - Addendum (extra terms, e.g. after home inspection)
 - Pre-possession walk-thru
4. Conditions - you and the seller must meet any conditions in an accepted conditional offer before the contract is final and binding. Sellers usually do not have any conditions (unless your offer was excepted as a "back up" in a multiple offer situation) and the usual buyer's conditions are:
 - Financing
 - Property Inspection
 - Sale of Buyer's Property
 - Condominium Documents review

All conditions need to have an expiry date. Make sure the expiry dates you include with your conditions will provide you with enough time to satisfy those conditions – or, enough time to determine that you will not be waiving the conditions. If, as a buyer, you don't waive your conditions by their expiry date in writing, the contract ends, and you and the seller have no further obligations to each other. On the other hand, if you are ready to waive your conditions, I will provide you with the required waiver, and the purchase contract becomes final and binding. If you waive your conditions, and end up not proceeding with the purchase, you could lose your deposit and may be subject to legal action. Only waive your conditions if and when you're confident you're going to proceed with the transaction.

Step 9: Negotiations

Sellers can accept or reject your offer, as well as make a counter offer:

1. If the seller accepts your offer, congratulations! If your Offer to Purchase contained conditions, I will help you do what needs to be done in order to satisfy those conditions
2. If the seller rejects your offer, it's up to you to decide what you want to do next – you can either submit a new Offer to Purchase or look elsewhere
3. If the sellers provide a counter offer, we will carefully review it. It will likely contain a different selling price, possession date, inclusions/ exclusions, terms or conditions. I personally prefer verbal negotiations rather than written as it saves a lot of time and effort for the all the parties involved, especially if we are in a multiple offer situation.

Multiple offers - A multiple offer situation is when multiple buyers submit an Offer to Purchase on the same property, at the same time. If the seller discloses a multiple offer situation, I will:

1. Tell you of the multiple offer situation
2. Advise you of the seller's options
3. Advise you of *your* options, including:
 - increasing your offer prior to its presentation to the seller
 - leaving the offer as it is
 - withdrawing the offer
 - reconsidering the fixtures, chattels, terms and conditions of the offer
 - advise on other considerations that could improve your position like a term or condition that will compel the seller to deal with the offer at the time of presentation or face withdrawal.



Finalizing a purchase

Step 10: Waiving the Conditions

If your accepted offer was conditional, you need to do your best to satisfy all of the conditions:

1. **Financing** - If your financial situation has changed since your original pre-approval, the lender may not provide financing. While shopping for a home, try to not change employment or take on additional debt (vehicles, etc.). Your lender will likely review your purchase and mortgage application again before advancing funds. If anything in your financial picture has changed, you could have issues getting the mortgage at Closing.
2. **Home inspection** - A home inspection is a professional opinion on the condition of a property based on a non-invasive examination of its features and components performed by a licensed professional.
3. **Condominium document review** - When you are buying a condominium, you are buying into the corporation, common property, and shared responsibilities. You want to ensure the condominium corporation is financially stable, managed well, and that the property is well maintained.

Once all of the conditions have been satisfied, I will send you a Notice for Waiver of Conditions for signatures. The deal is now firm and the property is technically yours!

Preparing for Possession

Step 11: Meeting with your Lawyer

A few days before possession, you will need to meet with your lawyer to go over all of the legal documents, including the RPR and the title. Your lawyer will have you sign the documents to transfer the property's title to you after the purchase funds are advanced to the seller. Some lawyers require two pieces of identification – this could include a passport, driver's license and/or major credit card. You should also bring proof of home insurance for your new home. There's no requirement to have your home insurance take effect before you take possession, but it is a good idea because it provides additional protection for your investment in the event something happens to the property before you take possession.

Step 12: Possession Day

Once you've met with your lawyer and signed the documentation, including mortgage documents, it's really just a matter of waiting for the possession date. During the waiting period you can:

1. Arrange for your mail to be forwarded to your new address through Canada Post
2. Schedule your utility hook-ups (electricity, gas, cable, etc.)
3. Arrange for home insurance to take effect as of possession day or when you move in, whichever is earlier
4. Hire a moving company
5. Notify financial institutions, health professionals, current employer and government services about an address change.

Typically the key release happens around noon on possession day. It is always preferred to have a closing during the week to avoid larger penalties if the deal does not close on Friday. I never recommend booking movers or cleaners right at noon on possession day just in case there is a delay with key release.

Welcome Home!



Bio

Born and raised in Ukraine, Edmonton has become my new home in 2008. I am happily married for almost 13 years now and have a beautiful 7 year old daughter. I hold a bachelor degree in philology, I am an English teacher. My family and I love camping, fishing, gardening and traveling.

After years in construction management, real estate was a logic next step for me. I became a real estate agent because I prefer to have the flexibility in my life - time with family, my own schedule, new connections, adventures and challenges on daily basis!

Real estate is my passion and a full-time job. My clients' needs are always a priority for me and I strive to provide remarkable service in every transaction!

Positive client experience is crucial to me. That's why my friends become my clients and my clients become my friends. Punctuality, dedication, hard work and robust life experience are the things that set me apart from competition!

I look forward to becoming an essential part of your team!





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