

KRISTY JACOBS  
- REALTY -

WWW.KRISTYJACOBS.COM



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BUYER'S GUIDE

# About Me . . .



I AM KRISTY JACOBS



HELLO

Real estate has been a passion of mine for as long as I can remember. Rather than reading the back of the cereal box when I was younger, I was reading the real estate section in the newspaper. My enthusiasm for real estate has only grown over the years.

[kristyj@royalpage.ca](mailto:kristyj@royalpage.ca)

[www.kristyjacobs.com](http://www.kristyjacobs.com)

# I AM HERE TO HELP YOU

Driven, dedicated and determined; I believe that the foundation of great long lasting business relationships are based on honesty, integrity and trust. There is nothing I enjoy more than helping others. Buying and selling is a huge investment and it's important that you have all the tools to make educated and knowledgeable decisions when doing so. Your home is much more than a place to live, but rather a place where you will experience many magical moments. I am here to not only assist you in finding your dream home but to make the process seamless and exciting.



# HOME BUYER'S ROADMAP

1

## FIND AGENT

Match with an agent that you feel comfortable with

2

## FINANCIALS

Get your finances in order, get a credit check, and get pre-approved for a mortgage

3

## SEARCH

Begin your search! Visit open houses and book showings.

6

## APPRAISAL

Arrange for a professional appraiser to visit the home and determine a value

5

## INSPECTION

Arrange for a professional home inspector to visit the home

4

## OFFER

Make your offer for the home and negotiate

7

## SCHEDULE MOVE

Schedule your move date and arrange for movers

8

## CLOSING

Receive your keys and celebrate your new home!



# REAL ESTATE TERMS

## PRE-APPROVAL

A pre-approval is the first step to obtaining a mortgage to purchase your home. The banker will perform an analysis on your income, debt, and credit-worthiness. You will need one in order to be ready to put an offer on a house.

## OFFER

An offer is a preliminary agreement to purchase a home, and is set between a buyer and a seller.

## CONTINGENCY

A contingency related to a property is when the preliminary offer is accepted, pending certain conditions set out by the seller.

## CLOSING COST

The closing cost is the amount that is paid, in addition to the sale price. This can include: taxes, insurance and lender expenses.

## GOOD FAITH MONEY

Good faith money is the balance of funds that are set aside into a trust or an escrow account to show the buyer is serious about the purchase.

## TITLE SEARCH

A title search will confirm that the property that is being sold in fact belongs to the seller.

## APPRAISAL

An appraisal is the value that is assigned to the real estate asset based on an assessment of the asset, neighborhood, market condition, and more.

## HOME INSPECTION

A home inspection is an official review of the real estate asset's current condition. They will help to determine if there is any work needed to be done to the property to bring it to normal working order.

## DISCLOSURES

The disclosures related to a property will include everything that the sellers know about the property, including any areas that need repairs.

## CLOSING

The closing part of the real estate sale is when the money and keys are exchanged.

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# PREPARING TO BUY



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@kristyjacobsrealty



# FINDING A GREAT AGENT

01

## INDUSTRY KNOWLEDGE

Working as a realtor with Royal LePage Wolstencroft I have access to a wide variety of resources that is not readily available to the public. I pride myself on staying ahead of market trends and changes and am here to help you determine the best price and time to sell.

## SMART NEGOTIATING

Having navigated the intricacies of various transactions, I've honed my negotiation skills and developed a keen understanding of the local real estate landscape. With my experience and expertise I can help you negotiate the best price for your home.

## PROFESSIONAL EXPERIENCE

I am dedicated to a continuous journey of learning and growing within the dynamic field of real estate. Each year, I actively pursue opportunities to educate myself and stay updated on the latest market trends. My ongoing learning is a proactive approach to staying at the forefront of industry innovations, equipping me with the latest tools and strategies to provide exceptional service to my clients.

## CUSTOMER SERVICE

As a realtor with Royal LePage Wolstencroft, I leverage the strength of this reputable brand, utilizing cutting-edge technology and a vast network to provide top-notch service. My client-centric approach ensures that each transaction is not just a deal but a tailored experience. I'm passionate about real estate, dedicated to my clients' success, and eager to continue contributing to the dynamic and evolving world of real estate.

Finding a real estate agent that you trust and feel comfortable with is as hard as finding the right house to call a home. A purchase of this magnitude is a huge life decision and you want to make sure that your real estate agent is as invested in this sale as you are.

# FINANCIAL

02

## DETERMINE YOUR BUDGET

It is recommended that you stay within a budget of 3-5 times your annual income when purchasing a new home.

When calculating your budget, don't forget other factors in addition to your downpayment such as legal fees, taxes, inspection, appraisal and renovation costs.



## HOW MUCH SHOULD YOUR DOWNPAYMENT BE?

A 20% downpayment is the most common, however, it is not your only option!

Have a discussion with your banker to determine what works best for your scenario.

# FINANCIAL

02

## CREDIT SCORE CHECK

Your banker will likely perform a credit check prior to approving a mortgage and determining your interest rate. The most ideal range will be 620 or above.

The better your score, the lower the interest rate you will be charged on your mortgage.



## PRE-APPROVAL

Obtaining a pre-approval on your mortgage will help you in many ways. First it will help you determine your budget, and help you stay within your means. Second it shows the seller that you are serious about purchasing a home, and that you have the funds necessary to complete the purchase.

Although you are pre-approved for a loan, does not mean that you will be guaranteed this amount in your final mortgage. You will still have to be approved for a mortgage after you have submitted an offer.

It is important not to make any significant purchases or alter your credit score in any way during this time.

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FIND A HOME

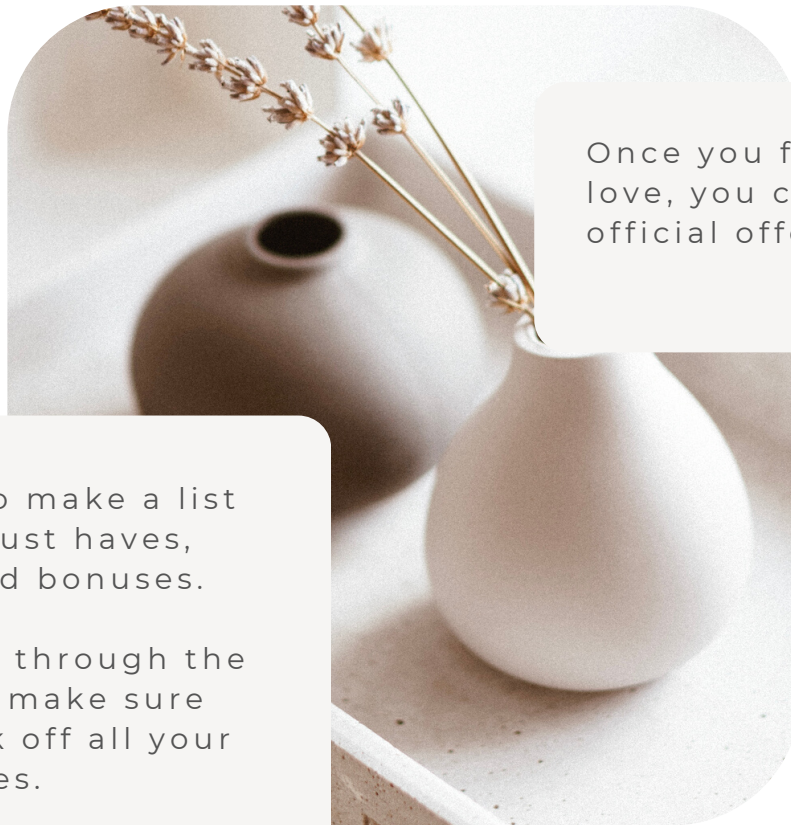
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# TOUR HOMES

## HOME SEARCHING TIPS

03



Once you find a house you love, you can make an official offer to the seller.

Be sure to make a list of your must haves, wants, and bonuses.

As you go through the viewings, make sure you check off all your must haves.

- Take photos as you go through the open houses so you remember the layout and the feel of each house you visit.
- Pay attention to features of the property that are fixed such as the neighborhood, the lot size, and the orientation of the home. Don't pay too much attention to the colors of the walls or the furniture.
- Be sure to check out the small details like the light switches, water features, and appliances to make sure everything works.

# MAKE AN OFFER

04

Once you find a house you love, you can make an official offer to the seller.



# NEGOTIATE AN OFFER

Be prepared to receive a counter-offer, and don't be afraid to negotiate for your purchase.

Be sure to know what you are buying and ensure that you feel the price is fair at the end of the day.

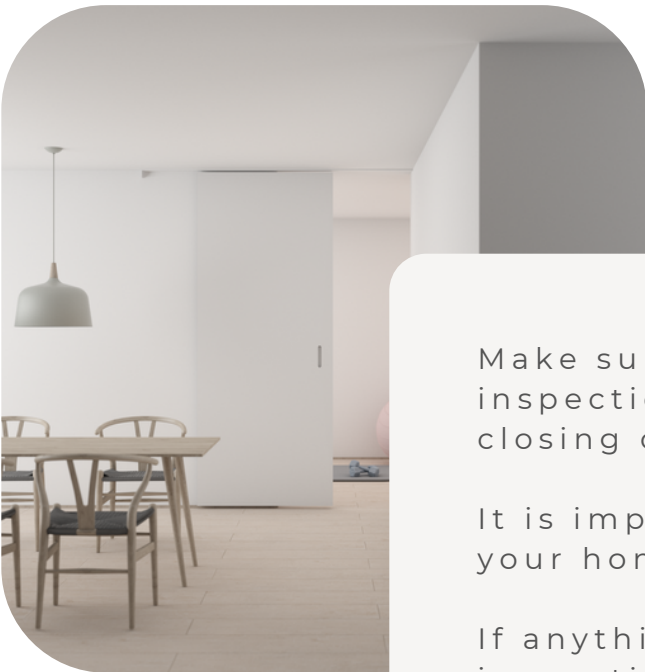
# INSPECTION

# 05

Feel free to ask your inspector to take pictures and be descriptive in their report.

You can also ask for a meeting with the inspector to better understand their findings.

Once the inspection is complete, you can discuss and negotiate with the seller any final points.



Make sure that you allow for an inspection to be completed prior to the closing of the sale.

It is important to know as much about your home as possible.

If anything serious comes out of the inspection, you have an option to back out of the agreement, or gives you more negotiating power.



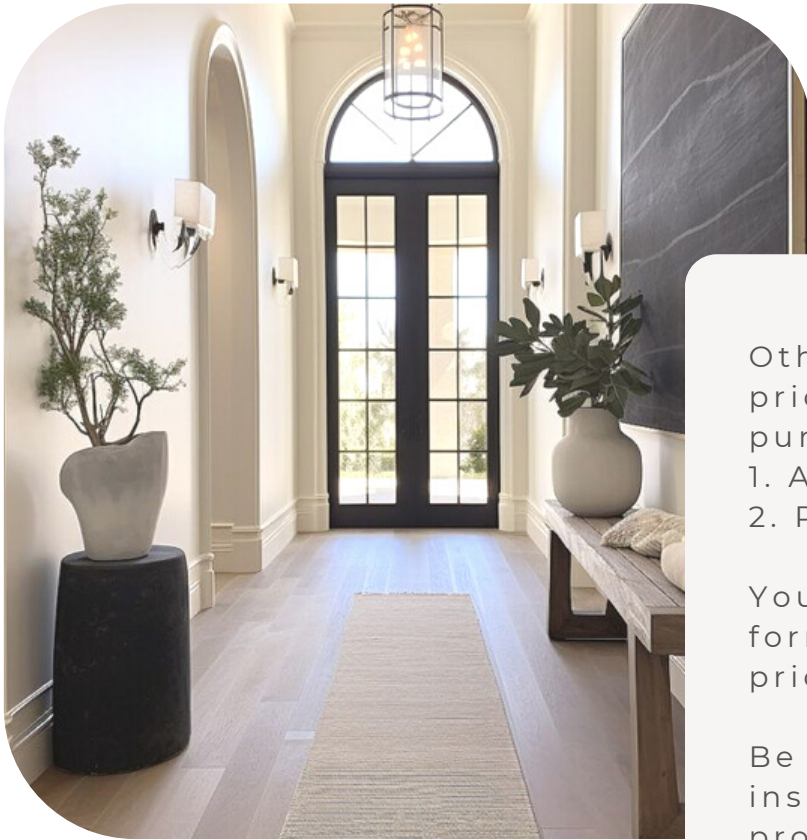
# FINAL STEPS

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# APPRAISAL

06



Other checks you should run prior to finalizing the purchase of your new home:

1. Appraisal
2. Property title search

Your banker will also want a formal appraisal of the home prior to issuing your loan.

Be sure to purchase home insurance for your new property!

## & LOAN APPROVAL

The lender will review any and all financial related forms and information prior to granting the loan.

They will review details like:

- Your income
- Credit check
- Employment status

# CLOSING and MOVING



# SCHEDULE YOUR MOVE

07

Some things you will want to keep in mind closer to your move date:

- Movers
- Renovators/ contractors
- Utilities
- Cleaners
- Move out details



# CLOSING

08

Closing is the final step for you to become the legal owner of your home. You will take a final walk-through just before closing to assure that negotiated work has been completed and everything is in working order.

The closing process itself requires a lot of paperwork and patience. Be prepared with your government issued photo ID and any other documents required by the lawyer or notary.

Congratulations on your new home!





# CUSTOMER TESTIMONIALS

” Kristy was professional and personable with helping us search and ultimately find our home! She was able to be in contact with us every step of the way and was always on the ball going to bat for us when we needed someone to step up and speak up about issues! She helped guide us through the process as first time home buyers answering all our questions day in and day out. I cannot say enough good about her!

” After more than a year of Kristy and I discussing real estate trends and pricing, we found a home that fit my needs and wants. Throughout the entire process to completion date and well after, Kristy's professionalism and attentiveness proved how invaluable she was.

” Thanks for your wonderful and very professional help in selling our condo. We never felt pressured; we knew you were looking after our best interests. We had been following the market, before and after we sold, and think we got the best possible outcome. Your timing and pricing were perfect! It was so enjoyable to work with you.

# RESOURCES

## MORTGAGE BROKER

Thrive Mortgage .....604.763.8928

## NOTARY

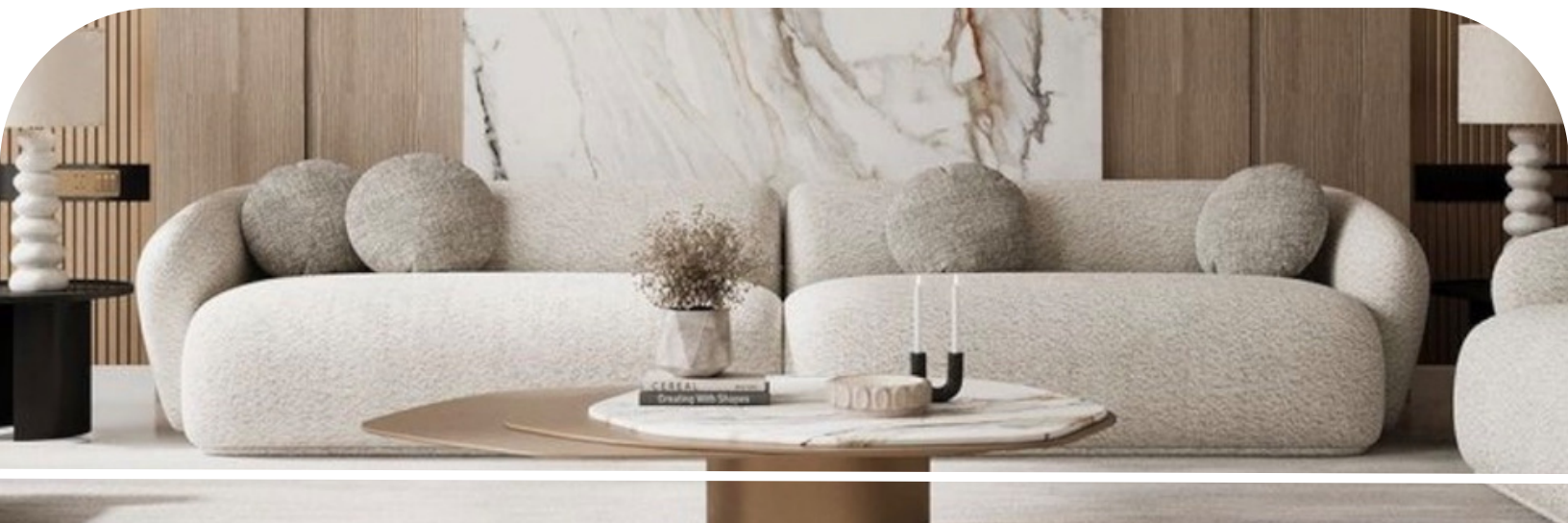
Fedewich & Witt ..... 604.576.9468

## HOME INSPECTOR

360 Home Inspection ..... 555.123.1234

## PROFESSIONAL MOVERS

Xpress Movers .....778.918.3935



# HOME TOURING CHECKLIST

ADDRESS OF PROPERTY: \_\_\_\_\_

DATE VISITED: \_\_\_\_\_ PRICE: \_\_\_\_\_

BEDROOMS: \_\_\_\_\_ BATHROOMS: \_\_\_\_\_ SQUARE FOOT: \_\_\_\_\_

LOT SIZE: \_\_\_\_\_ YEAR BUILT: \_\_\_\_\_

SCHOOL DISTRICT: \_\_\_\_\_

## CURB APPEAL

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## INTERIOR

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## EXTERIOR

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## PRICE

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## LOCATION

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## NEIGHBORHOOD

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

ADDITIONAL COMMENTS: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

# Notes

[illegible]

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