

# AN INFORMED BUYER'S GUIDE

*A guide to home ownership*



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## REMAX CROWN REAL ESTATE

Since REMAX and CMN first partnered in 1992, Canadian REMAX agents have donated nearly \$95 million to their local children's hospital foundations through the Miracle Home or Miracle Commercial Property program. CMN raises funds and awareness for 13 Children's Hospitals in Canada, and donations stay local to fund critical treatments and healthcare services, pediatric equipment, and research.

With each home we sell we donate a portion of our commissions to the Jim Pattison Children's Hospital Foundation.



# OUR STORY

We are Kelsey Smith & Kyle Mader, creators of the **Regina Real Estate Group**. Partners in life and in work, we decided to join our business' together when our daughter was born in 2021. Kelsey has been a full time Realtor since 2016 and Kyle has been a Journeyman Plumber & licensed Gasfitter since 2010. The combination of our expertise and knowledge allows us to provide our clients with unparalleled service. Helping home buyers and sellers is our full time gig, meaning our clients are our top priority. Our goal is to ensure that the home buying experience is nothing short of exceptional, and we are determined to help you find a place you'll cherish for years to come.



## REMAX AWARDS



## FIND US ONLINE



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REAL ESTATE AGENT



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REAL ESTATE AGENT

# MEET THE TEAM



## Kelsey Smith

REALTOR® | LISTING SPECIALIST

Kelsey is a determined entrepreneur at heart who gravitates towards self-reliant roles. She delved into real estate in her early twenties, cultivating skills through unwavering perseverance. As the youngest top producer at Regina's largest brokerage, she looks forward to a long career in real estate.



## Kyle Mader

REALTOR® | BUYER SPECIALIST

Kyle is a team player who knows how to collaborate with others. Kyle brings 12 years as a skilled Journeyman Plumber and Licensed Gasfitter. He transitioned seamlessly into real estate, making his expertise and attention to detail an asset to his clients.



## Joanie McBride

CLIENT CARE MANAGER

Passionate about providing exceptional client care, Joanie thrives in managing inquiries and providing administrative support. With a strong background in customer service and real estate, Joanie excels at independent work while consistently bringing creative skills to the table.



## Hunter Mahin

PHOTOGRAPHER

Hunter is a talented and creative individual who excels in the world of videography and photography. Aside from her remarkable skills behind a lens, she also holds the reins of the social media presence for RE/MAX Regina. She is a big part of our creative team and captures quality images for our sellers.



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# THE PATH TO HOME OWNERSHIP

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# WHAT IS HAPPENING IN YOUR AREA?



## TERMS & DEFINITIONS

### PRICE

The monetary value at which a property is offered for sale.

### CONDITIONAL (PENDING)

Refers to a property that has an accepted offer and is in the process of finalizing the sale, however the transaction is not yet complete.

### ACTIVE LISTINGS

Properties currently available on today's market that are not conditional.

### SOLD/FIRM/CLOSED

Properties that have sold, meaning the buyers have removed conditions and the property is no longer available to purchase or view.

### MONTHS OF INVENTORY

Months of Inventory (MOI) is the estimated time it would take to sell all currently listed properties based on the current sales pace, indicating market supply and demand balance.

### LIST PRICE VS. SALE PRICE

List price is the initial asking price set by the seller, while sale price is the actual amount the property sells for after negotiations.

### DAYS ON MARKET (DOM)

The number of days a property has been listed for sale until it goes under contract or is sold.

### MARKET TREND

Perceived tendency of the real estate market to move in a particular direction over a certain period of time.

# 1

# HOME BUYING TEAM

The quality of the home buying experience will be largely dependant on the quality of the service providers hired to help the buyer.

The home buyer should ensure their due diligence to themselves by checking reviews, doing online research and talking to friends and family about their own experiences with industry professionals.



### REALTOR

Your realtor is your go to for showings, paperwork and peace of mind. You will spend most of your time with your Realtor.



### MORTGAGE BROKER

Your mortgage broker will collect and verify all of the necessary paperwork that the lender needs in order to complete the home purchase.



### RESIDENTIAL LAWYER

Your lawyer will review all documents, title transfer and title searches and arrange a meeting just prior to the closing date, when final funds are due..



### HOME INSPECTOR

The home inspector will give you the most detailed information about your potential home.



### INVESTMENT ADVISOR

You'll need to work with your investment advisor to access your down payment funds.



### OUR FIDUCIARY DUTIES

- Obey all lawful instruction
- Discover & disclose any relevant information that may alter your decision to purchase the property
- Safeguard & protect all financial and personal information
- Always work in your best interest
- Maintain confidentiality even after the agency relationship ends
- Exercise reasonable care and diligence



## Income Qualifications

### QUALIFYING INCOME

- Salary or guaranteed hours
- Additional commissions or bonuses
- Child support or alimony
- Pension money
- Rental property income
- Investment income
- Self employment income

### NON-QUALIFYING INCOME

- Income from the lottery
- Gambling winnings
- Unemployment pay (EI)
- 100% commission based income
- Non-occupying co-signer income
- Unverifiable income
- Inconsistent overtime or seasonal pay

SELLERS DONT WANT UN QUALIFIED BUYERS IN THEIR HOME

## REQUIRED DOCUMENTS

- Current letter of employment stating pay & guaranteed hours
- Bank statement providing proof of down payment
- Gift letter if down payment is being gifted
- At least two most recent pay stubs
- Most recent year Notice of Assessment showing no taxes owing CRA
- Most recent two years of T4's from all current employers
- Any other mortgage statements

\*Different documents required for investment income, pension income, or self employment income.

# THE DIFFERENCE BETWEEN BANK AND BROKER

WHAT'S THE DIFFERENCE BETWEEN THE BANK AND A BROKER?

Nothing, really. They do the same thing, they offer mortgages!


WHAT DOES A BANK OFFER?

Banks offer their own products (mortgages). A TD Canada Trust mortgage broker sells the type of mortgages that TD offers, a TD mortgage. An RBC mortgage broker sells the types of mortgages that RBC offers, an RBC mortgage.

WHAT DOES A MORTGAGE SPECIALIST OFFER?

Mortgage specialists, or 'private' mortgage brokers i.e. Investors Group, TMG, Dominion Lending can sell almost any mortgage product that exists. Most have no loyalty to one financial institution over the other. If a bank has access to one product, then a private mortgage specialist has access to all 20 products.

We have excellent mortgage brokers that we trust and believe do their absolute best for their clients. Ask us for our recommendations.



There are a variety of mortgage products available,  
each lender offering something a bit different.  
It may be smart to shop around.

Explore ALL options.



# OTHER FACTORS OF MORTGAGE QUALIFICATION

## CREDIT

Most institutions prefer a credit score of 620 or higher.

## DEBT

Your debt to income ratio cannot be higher than 42%.

## DOWN PAYMENT

You must be able to prove where your down payment came from.

## PERMANENT EMPLOYMENT

You must be in permanent employment status, not in a probation period.

## RECENT BANKRUPTCY

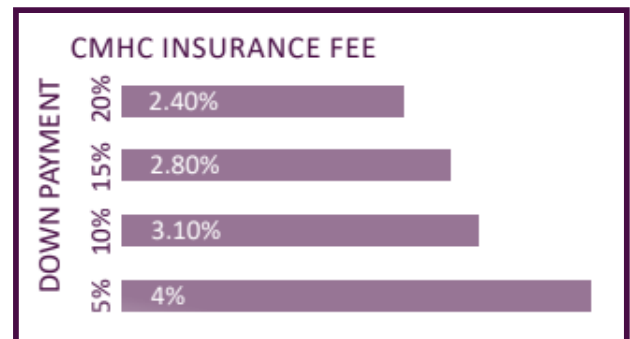
You cannot have recent bankruptcies or consumer debt proposals.

## SEPARATION AGREEMENT

You must have a formal separation agreement if still legally married.

CMHC charges their own insurance premium on the balance of the mortgage to insure the mortgage loan in case of default.

Purchase Price	\$300,000
- 5% Down Payment	\$ 15,000
Balance	\$ 285,000
+ CMHC Insurance	\$ 11,400
<b>TOTAL MORTGAGE</b>	<b>\$ 296,400</b>



## GET PREAPPROVED

Getting pre-approved helps buyers know how much they can afford for a home and if they are even able to purchase right now. It stops them from looking at homes they can't afford. This way, they can find homes that fit their budget for size, upgrades, and location. Pre approval also guides them on what to do next.

## 3

# KNOW YOUR CLOSING COSTS

\*based on a \$300,000 purchase price with 5% down



## HOME INSPECTION \$550

Home inspections are not required but they are important. Remember to do your own due diligence when choosing an inspector. The cost noted here reflects the average cost of a home inspection plus a sewer line inspection.



## ADDITIONAL INSPECTIONS

Insurance companies require a full electrical inspection if there is aluminum wiring in the home. An electrical inspection usually runs \$130-\$160 depending on the inspector. Additional furnace inspections to open up the furnace and check the heat exchanger usually run around \$150. A proper foundation inspection provided by one of our local foundation repair companies is free.



## LAWYER FEES \$2650

In Saskatchewan, home buyer's are required to work with a real estate lawyer when purchasing a home. This cost includes ISC Land Title fees, the lawyer fee, taxes & disbursements. We are able to request and provide a quote for legal fees upon accepted offer.



## CMHC INSURANCE TAX \$690

Mid 2017, it was announced that home buyers will have to pay 6% PST on the CMHC insurance premium. On a 300k purchase with 5% down payment. 4% CMHC fee = \$11,400. 6% PST on \$11,400 = \$684



## LENDER TITLE INSTRANCE \$150

When you purchase a home, you will need to hire a lawyer. Included in your legal fees is the cost of the lawyer, registration of the mortgage, disbursements, and GST/PST.



## UTILITY HOOK UP FEES \$100

If you have never connected utilities before there may be deposits required and there is usually a \$25 connect or disconnect fee with all utility providers.



## HOME INSURANCE \$150

Home insurance cost's vary depending on the age of the home & the insurance provider. It's recommended to budget at least \$150 per month for home insurance.



## REAL ESTATE AGENT \$0



## MORTGAGE BROKER \$0

**TOTAL: \$4,450**

# 4

## START HOME SHOPPING

### WHAT TO EXPECT WHEN HOUSE SHOPPING?

- Viewings are easiest to arrange and schedule during regular business hours.
- Choosing roughly four properties to view for one tour helps us stay on schedule.
- Extended visits (30 minutes or more) are not practical on first viewing, however, we are happy to arrange a second showing for a longer period of time.
- Sellers prefer overnight notice to prepare their home for viewing and to ensure tidiness.
- Tenants require 24 hours notice in order to accommodate a viewing.
- Vacant properties are generally easy to view, although, agents may require notification with subsequent confirmation.

Be mindful of sellers privacy. No photos or videos of the property without permission.  
Be mindful of comments outside the property, sellers may have audio/visual equipment.



### WHAT DO WE LOOK FOR WHEN VIEWING HOMES?

Without being invasive, these are some of the things our team is trained to look for when looking at homes:

- Structural condition.
- Condition of the shingles, window, driveway, exterior.
- Age of furnace, plumbing, electrical, & mechanical parts.
- Quality of workmanship.
- Renovations done in error or against code.
- Recommended improvements for safety.
- Overall quality of the home.

# A NOTE ABOUT CONDOS

## WHAT IS A 'SCHEDULE C'?

When we have an accepted offer on a condo, the sellers are required to order a current Estoppel Certificate issued by the Condominium Corporation pursuant to the regulations of The Condominium Property Act, 1993 and The Condominium Property Amendment Act, 2013, which includes these additional Items:

- A current reserve fund study.
- A copy of the corporation's most recent financial statements.
- A copy of the corporation's current budget.
- A copy of the corporation's insurance policies.
- A copy of the corporation's current management agreement(s).
- A copy of the condominium plan.
- A copy of the condominiums by-laws.

Receipt of the Estoppel Certificate needs to be acknowledged by the buyers and we send a copy to the lawyers for review. The lawyers will review these documents in depth and contact you with their concerns and findings.

## SPECIAL ASSESSMENT LEVY

A special assessment levy is a type of fee imposed by the condo board or Homeowners' Association on unit owners within a condo complex or building. It is typically used to fund specific projects or improvements that benefit the entire community, such as infrastructure upgrades, maintenance, or other capital projects. Special assessment levies are usually one-time charges that are separate from regular property taxes and condo fees. They can range in price and frequency depending on the health of the reserve fund.



# 5

## MAKING AN OFFER

### WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! In any market it's important to act fast to prevent missing out on this home.

### HOW MUCH TO OFFER:

We will perform a comparative market analysis (CMA) on the property. A CMA looks at the subject property and compares it to recent sales in the same area or of similar style homes to determine what the fair market value is. This is the best way to determine what price we should be submitting our offer at.



### TIPS FOR SUBMITTING AN OFFER

These are a few pointers for submitting an attractive offer that will entice a seller to work with you.

- Write your best price first.
- Put down a strong deposit.
- Tighten conditions period.
- Provide a pre-approval letter.
- Write a personal letter.
- Be flexible with possession.
- Don't ask for extra stuff.
- Omit inspections or financing if you can.

### AFTER YOU SUBMIT AN OFFER

#### THE SELLER CAN:

- ACCEPT THE OFFER
- DECLINE THE OFFER
- COUNTER-OFFER

A counter-offer is when the seller offers you different terms (price, possession, inclusions, dates etc.) than what you offered. If this happens, you can:

- ACCEPT the seller's counter-offer
- DECLINE the seller's counter offer
- COUNTER the seller's counter offer by writing a new offer

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

### OFFER IS ACCEPTED – CONGRATS

The sellers will sign the Offer to Purchase and you are now officially under contract! This period of time is called the 'conditional' period. Now is when the home inspection, mortgage financing and any other terms or conditions written into the offer will happen.

# 6

## COMPONENTS OF THE OFFER

### PRICE

The offer price is the purchase price your mortgage amount will be based on. We determine the best price to offer by doing the market analysis before hand.

### DEPOSIT

The deposit is an amount of \$5,000-\$10,000 (depending on the property) that is placed in the buyer's brokerage trust account once the offer has been accepted by the seller. This means that the buyer needs to have access to a portion of their downpayment money when making an offer or shortly after.

### CONDITIONS PERIOD

The conditions period is a 7-10 business day period where the buyer is working on completing the terms of the offer such as completing the home inspection or mortgage approval.

### CONDITIONS TO THE PURCHASE

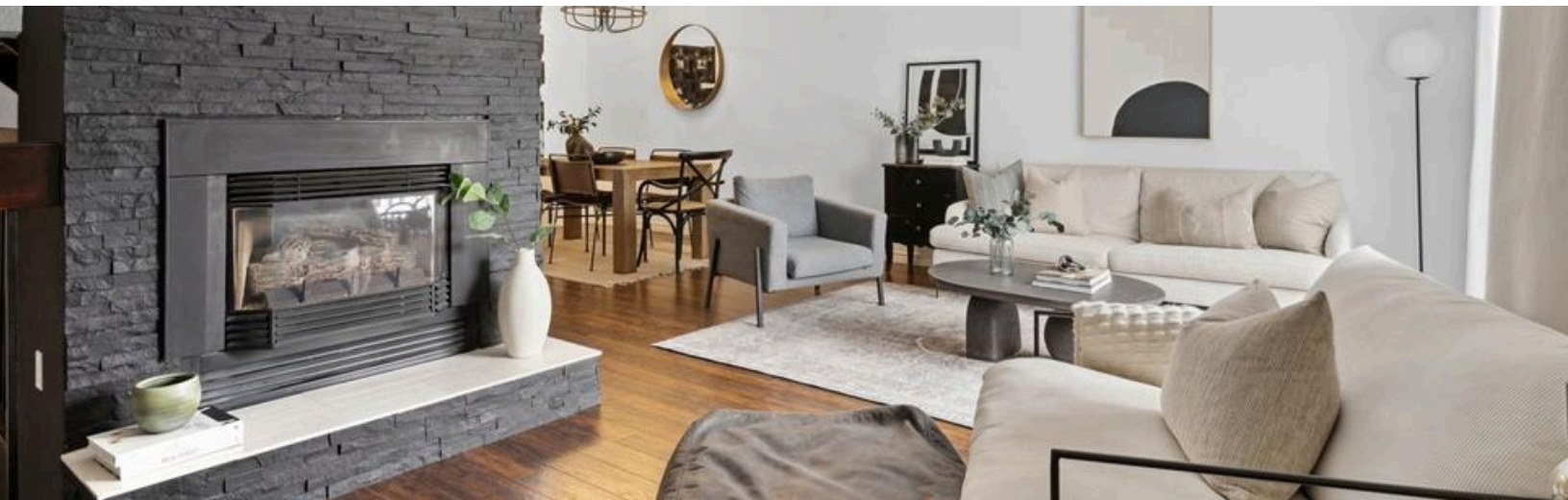
Conditions are written into the offer as a safety net for the buyer to ensure they are prepared to buy the home. The buyer obtaining approval of a mortgage is a condition to the purchase. The buyer approving a professional home inspection is another example. Conditions must be removed by the buyer in writing in order for the sale to be firm.

### POSSESSION DATE

The offer to purchase will include an agreed upon possession date. Standard possessions happen within 4-6 weeks of conditions being removed. We will always write your offer with the most ideal possession date in mind.

### INCLUSIONS

Inclusions are items that are written into the Offer to Purchase by the buyer. The fridge, stove, washer, TV wall mounts, hot tubs or play structures are all items that can be included in the offer. The listing will state which items are included with the sale and anything else is to be negotiated.





## 7

# HOME INSPECTION

A Home Inspection is a comprehensive visual assessment of a property's physical state. This covers foundation, roof, heating, electrical, plumbing systems and exterior. The inspector identifies and recommends repairs, maintenance, and fire safety concerns. An inspection offers a detailed report, not a pass or fail verdict. Most home buyers opt for a home inspection in order to be the most educated about the property. If a home inspection turns up issues that are past a buyers comfort level, they can walk away from the purchase.

## HOME INSPECTION INCLUDES

- Foundation and structure.
- Roof and attic.
- Heating, ventilation, and air conditioning (HVAC) systems.
- Plumbing systems.
- Electrical systems.
- Overall condition of the interior.
- Overall condition of the exterior.

## 8

# CONDITIONS REMOVAL



Removing conditions is the big event in the home buying journey when the buyer firmly agrees to move forward with the purchase after being satisfied with all the conditions. This means the buyer will waive the home inspection, financing and any other conditions written into the offer. Once the "notice to remove conditions" form is signed by the buyer, the sale is firm.

Its important to know that after the buyer removes conditions, if for some reason they cannot take possession of the home they will forfeit the deposit to the seller. To prevent forfeiture of the deposit prior to possession, the buyer should NOT activate or cancel any trade lines of credit. They should not switch jobs or take a car loan. The buyer's finances and employment should not change whatsoever until after possession day.

# 9 HURRAY! YOU BOUGHT A HOME

## Step One

Once conditions are removed you will have some quick next steps.

1. Get your Home (fire) Insurance started. Insurance must be in place on possession date or keys will not be released.
2. Transfer utilities to the new home for possession day.
3. Schedule a meeting with your lawyers.

## Step Two

- Give notice to landlords.
- Schedule movers.
- Order mailbox keys for new home.
- Schedule cable/internet services for possession day.

## Possession Day

Once the sellers agent has been given permission from the lawyers to release keys, we will meet at the property at a designated time. We will do a walk through of the home to ensure it is in the correct condition and there are no issues.

It's a good rule of thumb to be prepared to do some deep cleaning on possession day. Other peoples definition of clean is different than yours.

Unfortunately, in Saskatchewan there is very little the lawyers can pursue outside of small claims court for you. Assume that the general condition of the home when you are looking is going to be the condition of it when you take possession. Sellers will often leave extra paint, flooring, or miscellaneous odds & ends that are suited for the home behind.



# REVIEWS



Kelsey has been so wonderful to work with! Selling a house from afar has its own challenges, and we're so happy to have hired Kelsey. She helped us get the house ready for sale, provided us with helpful market info to make the best decisions, and advised us along the way. All while we were out of province! Highly recommend her services! - A.T

I reached out to Kyle on behalf of my grandmother that was transitioning into a condo having had no luck with the market for 6 months with a different agent. Kelsey met my grandma the next day and they had the house back up with a fresh listing, the house sold in 4 days. What a difference show casing a house can do! Right from the get go she was impressed with their willingness to go above and beyond her expectations and she felt comfort knowing they made sure she had all the information, communication is key. - N.K.

Kelsey was amazing! A truly knowledgeable, friendly real estate agent. We are first time home buyers who were very well taken care of. Kelsey helped us understand the market, the steps and helped us make the best decision for our house. We love our home and would definitely work with Kelsey in the future and recommend others to go with her! Thank you again Kelsey for all of your hard work, insight and skill. C.M.

Kelsey helped to make our selling experience as seamless and stress free as possible! She is knowledgeable, friendly, and great at communicating all throughout the process. Her expertise in staging for showing and marketing strategy ahead of the listing made a huge impact on our sale. Kelsey is an excellent realtor who I would love to work with again! - E.B.

Kyle was helpful and supportive throughout the whole process of looking for and buying our home. He was patient when we were unsure of some of our needs and then some of the bumps in the road with arranging our financing. He was able to guide us to other options so the sale was able to be completed. Buying a home was stressful but Kyle was always able to help make it an easier process and was knowledgeable with all of our questions and concerns. I will be recommending him to family and friends! - J.M.

Kelsey was an absolute pleasure to work with. Both selling and buying with the help of Kelsey and Kyle was a great experience. Highly recommend this fantastic team! Thank you again!. A.M.

# Moving Checklist

*You Are Moving!*

## CLEAN

- Clean under & inside all appliances
- Wipe out all cupboards and drawers (kitchen & bathrooms)
- Clean toilets, showers, and bathtubs
- Sweep/vacuum and wash all floors
- Wipe baseboards and shelves
- Wash cabinets and vanities
- Remove any visible marks from walls & doors
- Pick up any dog poo from yard
- Patch any large holes left behind (mud & paint)
- Removal all belongings from garages & storage sheds

\*Do not leave the home in a condition you would not be happy to move into

## DISCONNECT

- Disconnect or transfer all utilities for possession day
- You can forward mail to your new address through Canada Post
- Return internet and cable boxes
- If you have a rented alarm system, disconnect & return hardware
- DO NOT cancel your home insurance policy prior to the possession day

## FINAL

- Check the cabinets, drawers, closets, shelves, storage areas and bathrooms one more time
- Shut off all lights and close all blinds
- Unplug anything that is plugged in
- Leave behind all door keys, appliance manuals, mail keys, and garage remote controls
- Write down garage door and other codes for buyers
- Leave behind any building designs or warranty information
- Lock all doors and windows











**THANK YOU!**

*Let's stay connected!*

