

HOME BUYING WORKBOOK



Darren Stang

Your Neighbourhood Realtor

Thank You



Thank you for choosing to put your trust in me for the process of buying and/or selling your home. All of the professionals I work with are committed to ensuring that ALL of your real estate needs are not just met, but exceeded! I've created this book for your convenience and I hope that it will be a valuable resource. While the entire process is outlined for you here, please know that I will be staying in constant contact with you throughout the process. Your experience will be unique and I will adjust our service according to your wants and needs. My focus is on your complete satisfaction.

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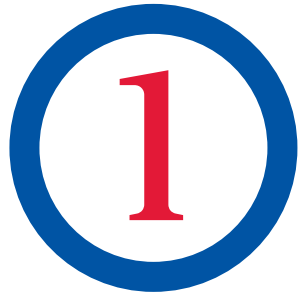
*Good service speaks for itself.
I'm looking forward to the opportunity to earn your referrals.*

BUYING YOUR NEW HOME

The **10** Step Home Buying Process



BUYING YOUR NEW HOME



Gather Financials and Figure Out How Much You Can Afford

Before you start looking at homes for sale, get your financial house in order. If you are curious, request your credit report from Equifax and comb through each report to ensure it's accurate – and fix any errors you spot!

Next, compile all the documents you may need to provide to a mortgage broker, including pay stubs, bank statements, and previous years' tax returns.

Financials and Mortgage Payment

- ☐ Think of all of the expense you may have in addition to your mortgage payment
- ☐ Compile necessary documents, including pay stubs, bank statements, and past tax returns.
- ☐ Determine how much of a payment you are comfortable with. Don't forget you will have taxes and insurance on top of your base mortgage payment!

To Rent or Buy Weighing the Benefits

Pros of Renting

May be easier
on your budget

More flexibility
for sudden
moves

No hassle
of home
maintenance

Pros of Buying

May include tax
benefits

It can be an
equity building
investment

Total control
over your living
space

You can calculate how much you can afford by starting online. There are several online mortgage calculators that will help you calculate an affordable monthly mortgage payment. Don't forget to factor in money you'll need for a down payment, closing costs, fees (such as fees for an attorney, appraisal, inspection, and the biggie land transfer tax etc.) and the costs of remodeling or furniture. Remember that you don't always have to put down 20 percent as your parents once did. There are loans available with little to no down payment. An experienced mortgage expert can help you understand all your loan options, closing costs and other fees.

BUYING YOUR NEW HOME

2

Research Mortgages and Lenders

Credit score and financial documents in hand, you're ready to start researching options for your home loan.

Take advantage of online aids. You can comparison shop from a diverse group of reputable lenders ranging from small, regional providers to larger, well-known brands. You'll get a personalized quote and can read lender reviews and ratings to help gain insights into which lender is right for you.

Or even better let me connect you to one of the many mortgage specialist I work with.

Make sure you get that mortgage preapproval letter – it'll make you a more competitive buyer.



| Mortgage Application | |
|-------------------------|--|
| Personal Information: | |
| Name | |
| Sex | |
| Present Occupation | |
| E-mail ID | |
| Telephone number (Home) | |

Research Mortgages and Lenders

- ☐ Let me connect you with a mortgage professional.
- ☐ Request quotes from multiple lenders and comparison shop for loans.
- ☐ Get preapproved for a mortgage and receive your letter.

BUYING YOUR NEW HOME



Find the Right House

Make a list of the things you'll need to have in the house. Ask yourself how many bedrooms and bathrooms you'll need and get an idea of how much space you desire. How big do you want the kitchen to be? Do you need lots of closets and cabinet space? Do you need a big yard for your kids and/or pets to play in?

Find the Right House

- ☐ Get a head start by compiling your home wish list.
- ☐ Spend time in each area, imagining yourself living there.
- ☐ Find properties in your price range in your preferred neighborhoods.
- ☐ Visit open houses and let's schedule private showings together.

Once you've made a list of your must-haves, (and wants of course) don't forget to think about the kind of neighbourhood you want, types of schools in the area, the length of your commute to and from work, and the convenience of local shopping. Take into account your safety concerns as well as how good the rate of home appreciation is in the area.

Use the form on the next page to help you evaluate and track every home you visit.



BUYING YOUR NEW HOME

Make copies to use
while house hunting.

MLS#: ADDRESS:

| HOUSE HUNTING CHECK LIST | | | | | | | | |
|--------------------------|-----------|------|------|------|------------------------|-----|----|-------------|
| EXTERIOR FEATURES | | | | | SYSTEM/EXTRA FEATURES | | | |
| | EXCELLENT | GOOD | FAIR | POOR | | YES | NO | DESCRIPTION |
| Construction Type | | | | | Sprinkler System | | | |
| Landscaping | | | | | Security System | | | |
| Foundation | | | | | Shed | | | |
| Sidewalk | | | | | Hot Tub | | | |
| Paint | | | | | Garage | | | |
| Windows/Doors | | | | | Outdoor Living Area | | | |
| Porches/Patio | | | | | Home Warranty | | | |
| Roof/Gutters | | | | | Heating/Cooling | | | |
| Lighting | | | | | Intercom | | | |
| Fencing | | | | | Energy Saving Features | | | |
| Overall Appearance | | | | | Water System Type | | | |
| INTERIOR FEATURES | | | | | | | | |
| | EXCELLENT | GOOD | FAIR | POOR | DESCRIPTION | | | |
| Bedroom # & Size | | | | | | | | |
| Bath # & Size | | | | | | | | |
| Plumbing | | | | | | | | |
| Lighting Fixtures | | | | | | | | |
| Living Room | | | | | | | | |
| Dining Room | | | | | | | | |
| Kitchen: Size | | | | | | | | |
| Appliances | | | | | | | | |
| Cabinetry | | | | | | | | |
| Flooring | | | | | | | | |
| Fixtures | | | | | | | | |
| Walls/Trim/Ceilings | | | | | | | | |
| Flooring | | | | | | | | |
| Fireplace(s) | | | | | | | | |
| Layout | | | | | | | | |
| Garage(s)/Storage | | | | | | | | |
| COMMUNITY FEATURES | | | | | | | | |
| Distance to: | | | | | | | | |
| Workplace | | | | | | | | |
| Schools | | | | | | | | |
| Shopping | | | | | | | | |
| Quality of: | EXCELLENT | GOOD | FAIR | POOR | DESCRIPTION | | | |
| Schools | | | | | | | | |
| Entertainment | | | | | | | | |
| Transportation | | | | | | | | |
| Parks | | | | | | | | |



Homes Toured

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BUYING YOUR NEW HOME

4

Make an Offer on the Home

Now that you've found the home you want, you have to make an offer. Pricing can vary and it's my job to ensure you are paying a fair price. I will provide you with a report of comparable homes in the area and what they have sold for. Once you've made your offer, don't think it's final. The seller may make a counter-offer to which you can also counter-offer. This is where we will negotiate the best terms and price. Once you've agreed, you'll give a deposit, which is money that goes in a trust account as a sign of good faith and will form part of your down payment on closing.

Making an Offer

- ☐ Receive your comparable market analysis.
- ☐ Decide what price you're comfortable with.
- ☐ Submit offer with Darren

Close on Your Home

5

Closing on Your Home

- ☐ Home inspection completed.
- ☐ Closing date set.
- ☐ Transfer utilities and get homeowners insurance
- ☐ Closing money saved.

It is highly encouraged to have a home inspection done. This will be well-worth the money spent since it ensures the property's structural soundness and good condition.

Setting the closing date that is convenient to both parties maybe tricky, but can certainly be done through the negotiation process.

Be sure you talk to your mortgage specialist to understand all the costs that will be involved with the closing so there are no surprises. Closing costs will likely include (but are not limited to) your down payment, title fees, appraisal fees, attorney fees, land transfer tax, and moving cost.

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Testimonials



Darren was the dream team in himself! He helped us sell our home while we were out of province. He helped ensure the sale was smooth, and had great communication for the progress of showings. He is very professional. We highly recommend using him for all your real estate needs! He's very informative and knowledgeable in real estate trends. We put all of our trust in Darren, and would do it again using him.

N & J, Legal, AB



Darren Stang is knowledgeable, easy to work with and we genuinely felt he wanted the best for us. Buying a home can be stressful, but he took the time to understand our needs, worked around our schedules, and communicated well throughout the whole process of purchasing our home. He made us feel valued as his clients. He is our realtor of choice, and we highly recommend him.

C & E, Sturgeon County, AB

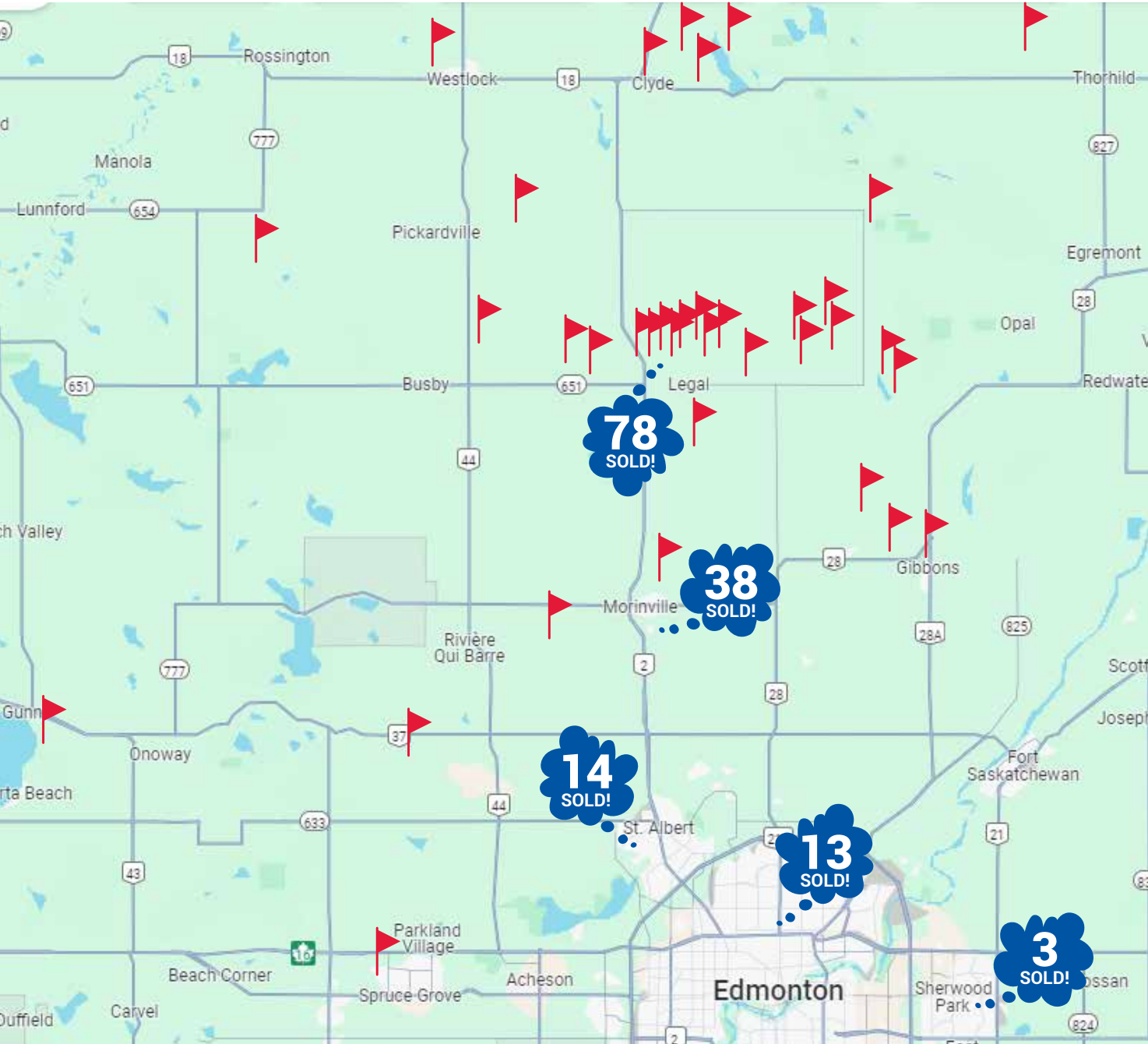


After working with Darren to sell my first home in 2014, I was convinced that he's the only realtor I'll ever need. Since then, I've bought multiple properties and sold a couple, and with each process, Darren's knowledge, professionalism and terrific instincts have consistently guided us through to excellent outcomes. He is a skilled listener and negotiator, with very in-depth knowledge of the local markets. It is truly a pleasure to work with my Neighbourhood Realtor, Darren Stang.

V & M, Sturgeon County, AB

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JOIN MY HAPPY CLIENT CLUB





Thank You!

Darren Stang

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stangrealestate.com



Darren Stang

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