

Buyer's GUIDE



ANNIE HELEGDA

REAL ESTATE BROKER

Hello!



I AM ANNIE HELEGDA

nice to meet you!

As a real estate broker, I am passionate about helping my clients find their dream homes. With my extensive knowledge of the local market and my dedication to understanding their unique needs and preferences, I am committed to finding the perfect property for each and every one of them. I pride myself on providing exceptional customer service, guiding my clients through the entire buying process with honesty, transparency, and open communication. With my expertise and personalized approach, I am confident that I can help my clients achieve their real estate goals.

REAL ESTATE BROKER



anniehelegda.ca

About us



BERKSHIRE HATHAWAY HOMESERVICES^{MC}

QUÉBEC



AN INTERNATIONAL WEBSITE

The Berkshire Hathaway HomeServices global website has over 26 million visits per year (Canada being in the top three countries) and is translated in twelve languages.

GLOBAL DISTRIBUTION

When your home is listed with one of our brokers, it gets exposure locally, nationally and internationally through our strategic media partners.



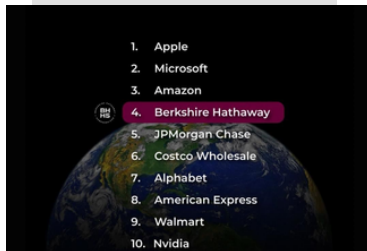
AN INTERNATIONAL NETWORK

Berkshire Hathaway HomeServices boasts over 50,000 carefully selected real estate professionals in over 1500 offices spanning 3 continents. Our reach is local, national and international.

LUXURY PUBLICATIONS

Our properties are advertised in some of the world's most prominent publications including duPont Registry, Mansion Global, Wall Street Journal, and Unique Homes





AMONGST THE WORLD'S MOST ADMIRIED COMPANIES

Berkshire Hathaway is recognized as one of the top 10 most admired companies for 2023 in Fortune Magazine (#4). We are a direct branch of this world renowned organization, and not an affiliate or operating under a licensing agreement, so you can rest assured that each of our brokers are held to the same high standards as our parent company is to its investors.

PRESTIGE MAGAZINE

The luxury publication for Berkshire Hathaway HomeServices Luxury Collection Specialists distributed across the network and to affluent individuals with a net worth of \$25 million and higher.



THE LEADERSHIP

Known and respected in the industry locally, nationally and internationally, every member of this team has a vast experience in all aspects of real estate and customer service. They know perfectly well what your broker needs to offer you the best service.

THE *Process*



HOME BUYER'S *Roadmap*



Annie
HELEGDA

- REAL ESTATE BROKER -

10 STEPS TO *Buying a home*

1

FIND THE RIGHT BROKER

2

PREPARE FINANCES

3

GET PRE-APPROVED

4

START HOME SHOPPING

5

MAKE AN OFFER

6

NEGOTIATE FINAL OFFER

7

ORDER AN INSPECTION

8

WORK WITH THE MORTGAGE
BROKER ON FINAL APPROVAL

9

CLOSING DAY

10

SCHEDULE THE MOVE

01 FINDING THE *Right broker*

GETTING YOU IN THE DOOR

Finding the right buyer real estate broker is crucial to ensuring a smooth and successful home-buying experience.

Look for a broker with experience, knowledge, strong communication skills, and a professional demeanor. They should have a deep understanding of the local market and be able to provide you with personalized guidance and support tailored to your unique needs and preferences. It's also important to find an agent you feel comfortable working with and who is committed to providing exceptional customer service. With the right agent by your side, you can find the home of your dreams with confidence and ease.

STAYING ON TOP OF THE PAPERWORK

As a real estate buyer broker, staying on top of the paperwork is essential to ensure a smooth and timely transaction. I am highly organized and detail-oriented, and I pride myself on my ability to manage and track all necessary documents and deadlines with precision and efficiency.

ON YOUR SIDE

As a real estate buyer broker, I am dedicated to representing your best interests throughout the entire buying process, from property search to negotiation and closing.



AFFORDABILITY

As a real estate buyer broker, I focus on finding affordable properties that meet my clients' needs and budget.

PROBLEM SOLVER

As a real estate buyer broker, I am a skilled problem solver, able to anticipate and address any challenges that may arise during the buying process. I work tirelessly to find creative solutions that meet my clients' needs and achieve their real estate goals.

NEIGHBORHOOD EXPERT

As a real estate buyer broker, I am a neighborhood expert, knowledgeable about the local community, schools, amenities, and property values. I use this expertise to help my clients find the right neighborhood that meets their lifestyle and investment needs, while ensuring they get the best possible value for their money.

02 PREPARE *Financing*



HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders recommend you do not buy a home that is more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by your mortgage lender. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure that their monthly payments never increase.

CHECK YOUR CREDIT

A mortgage requires a good credit score. You can improve your score by:

- ✓ Paying down credit card balances
- ✓ Continuing to make payments on time
- ✓ Avoid applying for a new credit card or car loan until you have been approved
- ✓ Avoid making big purchases until you have been approved
- ✓ If possible, avoid job changes until you have been approved

SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

In order to make your dream of buying a home a reality, you will need to save cash for your down payment, earnest money, closing costs & home inspector.

- ✓ A Down Payment is typically between 5% & 20% of the purchase price, it could be more
- ✓ A deposit is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit, it is held in trust and applied to the purchase price, this is optional.
- ✓ Closing Costs for the buyer may include inspection, evaluation, notary charges, transfer taxes, closing existing mortgage etc. Your agent will provide you with a list.

03 GET *Pre-approved*

Being pre-approved, unlike being pre-qualified, means you've actually been approved by a lender for a specific loan amount. You will need to provide documented financial information (income, statements, assets, debt & credit reports etc.) to be reviewed & verified by the lender.



GET *qualified*

TYPE OF LOAN	DOWN PAYMENT
INSURED LOAN (CMHC)	5-20%
CONVENTIONAL LOAN	20+ %



Income QUALIFICATIONS

QUALIFYING INCOME

- ✓ Income/Salary
- ✓ Income from part-time jobs
- ✓ Income from a second Job
- ✓ Overtime & Bonuses
- ✓ Seasonal jobs
- ✓ Self-employed Income
- ✓ Alimony & child support (Documentation required)



NON-QUALIFYING INCOME

- ✓ Income from the lottery
- ✓ Gambling
- ✓ Unemployment pay
- ✓ Single bonuses
- ✓ Non-occupying co-signer income
- ✓ Unverifiable income

NEEDED DOCUMENTS

- ✓ PREVIOUS 2 YEARS OF TAX RETURNS
- ✓ BANK STATEMENTS (PAST 3 MONTHS)
- ✓ DIVORCE DECREE
- ✓ 3 MONTHS WORTH OF PAY-STUBS
- ✓ LIST OF YOUR DEBTS & ASSETS
- ✓ ADDITIONAL INCOME DOCUMENTS

Start HOME SHOPPING



04 START Home shopping

START TOURING HOMES IN YOUR PRICE RANGE

Time to start shopping! We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or videos to help you remember each home, and review the notes you have written. Once we have found THE house for you, we will present an appropriate offer based on recent sales and current buyer activity in the area, as well as the value of the property in its current condition. Negotiations may take place after the offer is presented.



WE WILL MAKE SURE TO CHECK EVERY LITTLE DETAIL OF EACH HOUSE

We will check every detail of the houses that interest you as per the declarations of the seller, we will look at the pictures carefully and we will also look into the history of the houses, past sales and details disclosed in past sales

EVALUATE THE NEIGHBORHOOD AND SURROUNDING AREAS

- ✓ Are the surrounding homes well maintained?
- ✓ How much traffic is on the street?
- ✓ Is it conveniently located to schools, shopping, restaurants, & parks



Make an OFFER



05 MAKE *an offer*

WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! In today's market when the demand is higher than the amount of homes available it is important to act fast!

HOW MUCH TO OFFER:

We will sit down and look at recent sales and current buyer activity in the area, as well as the value of the property in its present condition. Putting all this information together, we will determine the price that you would like to offer.

SUBMITTING AN OFFER

There are some components to an offer that makes it more appealing to the sellers.

✓ Put Your Best Foot Forward

We will work together to discover options and create your best offer. Depending on the circumstances, you may have only one chance to make a good impression.

✓ Shorter Inspection Periods

Try shortening the inspection period to 10 days

✓ Offer to Close Quickly

Many sellers prefer to close within 30 days.



✓ Put Down a Healthy Earnest Deposit

A large earnest money deposit shows the seller you are serious.

✓ Cash Talks

A transaction that is not dependent on receiving loan approval is more attractive to a seller

✓ Write the Seller a Letter

We will make your offer stand out by writing a personal letter to the seller, explaining why you fell in love with their home.

AFTER YOU SUBMIT AN OFFER

THE SELLER COULD

✓ ACCEPT THE OFFER

✓ DECLINED OFFER

This happens if the seller thinks your offer isn't close enough to their expectations to further negotiate.

✓ COUNTER-OFFER

A counter-offer is when the seller offers you different terms. If this happens, you can:

ACCEPT THE SELLER'S COUNTER-OFFER

DECLINE THE SELLER'S COUNTER-OFFER

COUNTER THE SELLER'S COUNTER-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!

Sign the purchase agreement and you are now officially under contract. There are usually several contingency periods while under contract. Now inspections, appraisals, or anything else built into your purchase agreement will take place.

Closing PERIOD



06 ORDER AN *inspection*

During the inspection period, we will schedule a licensed home inspector to do a thorough inspection of the home. Once this is complete, the inspector will provide us with a detailed report. You can take the issues as-is or request the seller to address some or all of the findings. We will be mindful and reasonable on smaller items while being very cautious and vigilant of potentially significant issues.



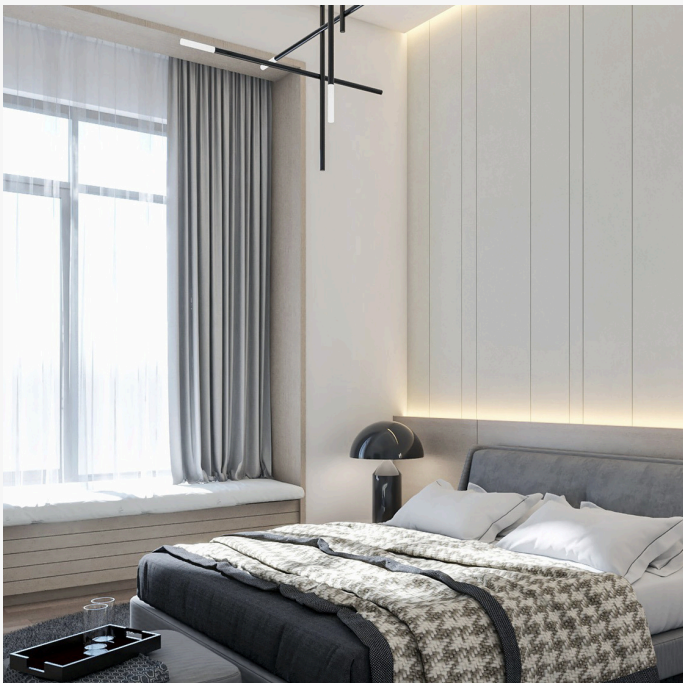
07 NEGOTIATE *final offer*

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

- ✓ Ask for credit for the work that needs to be done.
Likely, the last thing the seller wants to do is repair work.
- ✓ Think “big picture” and don’t sweat the small stuff.
A tile that needs some caulking or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.
- ✓ Keep your poker face.
The listing agent will be present during inspections and revealing your comfort level with the home could come back to haunt you in further discussions or negotiations.

08 APPRAISAL *ordered*

Your lender will arrange for a third party appraiser to provide an independent estimate of the value of the house you are buying. The appraisal lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter. If approved you will receive your final approval letter that includes the final loan terms & percentage rates.



PROPERTY TITLE SEARCH

This ensures that the seller truly owns the property and that all existing liens, loans or judgments are disclosed.

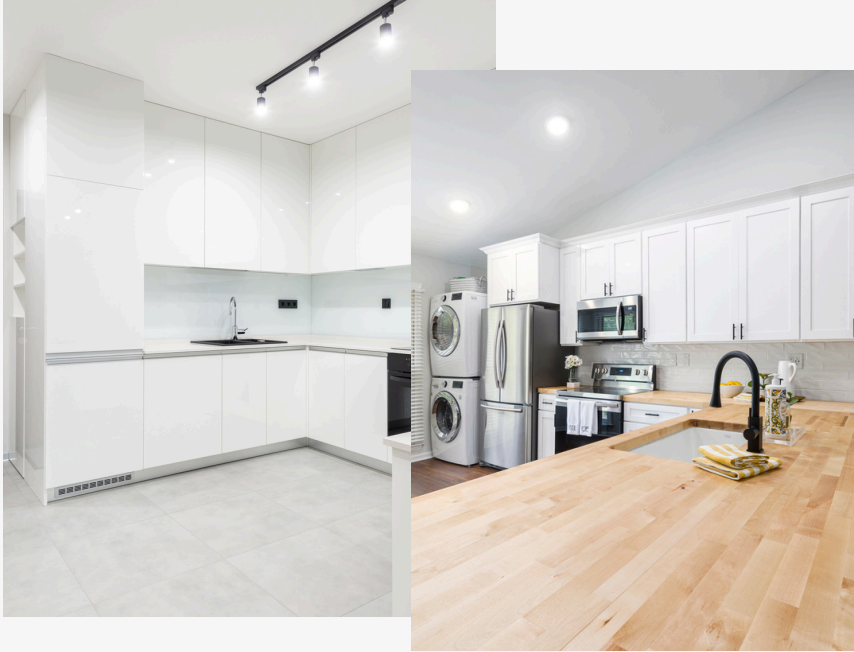
HOME OWNERS INSURANCE

You'll need insurance for the new home before closing. This will protect against things like fire, storms, and flooding.

Scheduling YOUR MOVE



09 SCHEDULING *your move*



AFTER SIGNING

- ✓ Finalize Home Mortgage
- ✓ Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition
- ✓ Store all important documents where they can easily be located
- ✓ Create an inventory of anything valuable that you plan to take
- ✓ Get estimates from moving companies

4 WEEKS TO MOVE

- ✓ Give 30 days notice if you are currently renting
- ✓ Schedule movers/moving truck
- ✓ Buy/find packing materials
- ✓ START PACKING

2 WEEKS TO MOVE

- ✓ Secure Home insurance for the new property
- ✓ Get quotes for home insurance
- ✓ Schedule time for closing
- ✓ Contact utility companies (water, electric, cable)
- ✓ Change address: mailing, subscriptions, etc.
- ✓ Minimize grocery shopping
- ✓ Keep on packing

3 WEEKS TO MOVE

- ✓ Contact your notary to discuss final steps

1 WEEK TO MOVE

- ✓ Obtain certified checks for closing
- ✓ Schedule and attend a final walkthrough if requested
- ✓ Finish packing
- ✓ Clean
- ✓ Pack essentials for a few nights in new home
- ✓ Confirm delivery date with the moving company

Closing DAY



10 CLOSING *day*

CLOSING DAY

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes four to six weeks.

CLOSING DISCLOSURE

Lenders are required to provide you with a closing disclosure, at least three days before closing. This will show you what your final loan terms and closing costs will be. You will have three days to review the statement. This is done to ensure that there are no surprises at the closing table. If there is a significant discrepancy between the loan estimate and the closing disclosure, we must notify your lender and title company immediately.



FINAL WALKTHROUGH

If a final walk through has been negotiated, we will do a final walk through the home within 24 hours of closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make has been done.

We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
- Open and close garage doors with opener
- Flush toilets
- Run the garbage disposal and exhaust fans



CLOSING TABLE

Who will be there:

- ✓ Your notary
- ✓ Your broker
- ✓ The seller
- ✓ The seller's broker

The closing typically happens at the notary. You will be signing lots of paperwork so get your writing hand warmed up! Some of the papers you will be signing include: the deed of mortgage, deed of sale, and other documents.



CLOSING COSTS

Closing costs can vary depending on your home's purchase price and where you are located. You can generally expect your closing costs to be around 1% to 3% of the home's purchase price which include all adjustments needed. ie: taxes, fees, welcome tax etc.

BRING TO CLOSING

- ✓ 2 Government-issued photo ID
- ✓ Homeowner's insurance certificate

RECEIVE YOUR KEYS

Congratulations! It was a journey but you are now officially a homeowner!! Time to celebrate!



Recommended

RESOURCES





SERVICES OFFERED

My dedicated real estate services for homebuyers encompass personalized property searches, expert market analysis, and seamless transaction support. I guide you through the entire home-buying process, offering in-depth property evaluations, negotiation assistance, and diligent paperwork management.

From identifying your dream home to closing the deal, my services ensure a smooth and successful home-buying experience tailored to your unique needs.

01

Personalized Property Search

I conduct a tailored search based on your preferences, ensuring you view homes that match your criteria. From location and size to amenities, I prioritize your needs to find the perfect property.

02

Expert Market Analysis

Receive comprehensive market insights to make informed decisions. I provide data on property values, trends, and negotiation strategies, empowering you to secure the best deal.

03

Seamless Transaction Support

My support extends beyond finding the right home. I guide you through negotiations, inspections, and paperwork, ensuring a smooth transaction from offer to closing. Trust me to navigate the complexities and make your home-buying journey hassle-free.



WHY YOU NEED A BUYERS BROKER

- **Needs Exploration:** We will discuss *your preferences and lifestyle needs* to find the perfect home.
 - **Market Knowledge:** With detailed knowledge of the local real estate market, including pricing trends, neighborhood amenities, school districts, and future development plans, you can make informed decisions when *choosing a home and making an offer*.
 - **Negotiation Skills:** Whether it's negotiating a lower price, getting the seller to cover closing costs, or resolving issues that arise during inspections, I will *always protect your financial interests*.
 - **Help with Legal and Financial Complexities:** Real estate transactions come with a variety of legal documents and financial considerations. I'll ensure that you understand your obligations and that the paperwork is completed accurately to *minimize the risk of legal or financial mistakes*.
 - **Cost Transparency:** Recent changes require buyers to sign a buyers agreement. I will provide *clear guidance on how this agreement works and how commissions work* and help ensure that you understand all the costs associated with your purchase.
-



NEXT STEPS



After your buyer consultation, we'll sign a Buyer Representation Agreement and initiate a personalized property search based on your preferences. We'll choose which homes to see, schedule viewings, and begin the exciting journey of finding your dream home!

Thank you!

The background of the image is a modern, minimalist interior. It features three large whiteboards with light wood frames mounted on a textured, light-colored wall. In the foreground, there is a light-colored wooden cabinet with white drawers and small round knobs. On top of the cabinet, there are two potted plants: a large green leafy plant in a clear glass vase and a smaller plant in a white pot. A portion of a modern wooden chair with a light-colored cushion is visible on the right. A textured, light-colored rug with fringed edges is on the floor in the bottom right corner.

What to EXPECT

GREAT COMMUNICATION

HONESTY & TRANSPARENCY

INTEGRITY & RESPECT

LOCAL MARKET KNOWLEDGE

REACH YOUR REAL ESTATE GOALS

WWW.ANNIEHELEGDA.COM



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