

R E A L E S T A T E
BUYER'S GUIDE



connie ellieott

Your **Reliable** Source to Guide you **HOME!**



Your unique needs and wishes are important to you. It is my job to make sure I understand this, and to make sure the transaction is seamless, enjoyable, and profitable. Stress free!!



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Connie Elliott has lived in the Langley/Surrey/Cloverdale area for many years now and still loves to see how the city is continuing to grow. Armed with a Marketing Sales background over the past 25 years she honed her skills and emerged as a Sales Professional and followed her calling of helping others. With her keen ability to identify customer concerns and implement solutions, Connie employs high standards and offers dedication to customer service.

Connie's role allows her to immerse in her real passion for Real Estate. She has an engaging communication style that has built trust worthy and long term relationships within her friends and community.

As a Realtor, she is looking forward to working with clients and help find just what they are looking for in this challenging market. Connie's attention to detail, integrity, strong work ethics and personal approach has definitely contributed to her business success and long-term relationships.

ASSISTING YOU IN SEARCH FOR YOUR

NEW HOME

1. After meeting with you to discuss your wants and needs in a new home in detail, your buying criteria is inputted into my Client Computer Database.
2. All day and every day the database filters through the MLS listings to find homes that match YOUR wants and needs.
3. You will be sent information on the homes that match your criteria. I only send newly listed homes and those that have had a recent price change.
4. You will then pick which homes you like (or have questions about). I will then gather as much information as I can for you about homes you have chosen.
5. When you see a home you want to look at, I will arrange a viewing for you at our convenience.
6. Once you have found a home that you would like to make an offer on, I will put together a comparative market analysis of homes that have recently sold in the area, so you can make an educated offer.
7. It is always in your best interest to view homes with me present as your agent. With this in mind, I will also give you a few of my business cards so that if you should stop into an open house without me present, you can give that agent on duty my card. This way, you can avoid any conflicts of interest and the seller's agent will know that you are working with me, avoiding any confusion at the time of a potential offer.





AS YOUR DESIGNATED BUYER AGENT

MY DUTIES ARE TO:

- ✓ Keep your top dollar amount, motivation, and plans confidential
- ✓ Use terms and conditions to fully protect you
- ✓ Prepare a Comparative Market Evaluation
- ✓ Represent your best interests on all available properties
- ✓ Advise you on price, inclusions, and sometimes even reason NOT to buy
- ✓ Disclose all knowledge about the property including liens, history, and the seller's purchase price
- ✓ Structure and negotiate the offer in your best interests
- ✓ Arrange Property showings
- ✓ Assist with obtaining financing by working with you and your mortgage specialist
- ✓ Explain the forms and agreements
- ✓ Provide any/all available details and documents pertaining to the property

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10 STEPS

TO THE HOME BUYING PROCESS

1. CONTACT A MORTGAGE BROKER TO OBTAIN A PRE-APPROVAL.

Getting pre-approved is recommended for a couple of reasons.

FIRST: You will get a better idea to what type of property you should be looking for based on how much money you have towards a home.

SECOND: Once you have been approved at a specific interest rate, that rate is guaranteed from the lender for an allotted amount of time (usually 3 months).

NOTE: When dealing with a bank, you will only be offered the services on a rate available from that particular financial institution. When working with an independent mortgage broker, your application will be "shopped around" to a variety of lenders with varying services and policies.

2. CONSULT A REALTOR.

A qualified real estate professional can help you find a home at NO COST TO YOU, as a buyer. Not many people are aware that the seller pays commission to both the buyer's and seller's agents.

3. ONCE YOU HAVE FOUND A PROPERTY YOU WISH TO PURCHASE, THE NEXT STEP IS TO PRESENT AN OFFER.

A good agent will sit down with you and go through comparable properties that have recently sold in the area to help determine an educated starting offer. They will also help to protect you, as a buyer, by including subjects in the contract such as "finance subject", "Home inspection subject", etc. As a buyer you will typically have 5 - 10 business days to get your finances in order, home inspection completed, and anything else that your agent may have written into the contract on your behalf.

4. REMOVE SUBJECTS.

After you have met all of the requirements of the contract, and your bank has given you written consent to move forward with the deal, and you are satisfied with the home inspection, the next step is to remove all of the subjects of the contract. Upon removal of the final subjects a deposit is required that will be held in trust and disbursed to the lawyers on completion. Once the subjects are removed the contract is now "FIRM".

5. OBTAIN INSURANCE IN THE PROPERTY AS 12:01AM ON THE "COMPLETION DAY".

Your lawyer will require proof of some insurance at closing.

6. ARRANGE A LAWYER/NOTARY.

Set up a meeting near the completion date to sign the necessary documents to transfer the title with a lawyer/notary.

7. ARRANGE MOVERS.

You will also need to contact your cable provider, the local gas company, water provider and electricity company to inform them of when you take possession.

8. MEET THE LAWYER/NOTARY

Upon meeting with the Lawyer, there may be some expenses to be aware of. This is when the balance if the down payment is due, along with any other adjustments. It is best to talk with your Lawyer/Notary about what the estimate costs at adjustments may be prior to your meeting.

9. COMPLETE A WALK-THROUGH...

...of the property just before completion.

10. TAKE POSSESSION.

On the date of Completion the lawyers will contact both the real estate professional and the buyer to arrange "Key release".



YOU'RE ALMOST HOME

WHEN PURCHASING A HOME, SOME DOCUMENTATION WILL BE REQUIRED TO SUPPORT YOUR MORTGAGE REQUEST.

YOUR DOCUMENT CHECKLIST

The following checklist outlines documents that you may need to source for your mortgage specialist, information that describes the property you are buying:

- Purchase and sale agreement
- MLS listing with Photo
- Name, address, telephone number of your lawyer/notary

CONFIRMATION OF YOUR DOWN DEPOSIT:

- Withdrawal from RRSP through Home Buyer's Plan
- Employment Verification: copy of latest pay slip and letter of employment, T1 General and Notice of Assessment (NOA) for past 2-3 years, T4
- Savings or investment statements from within the last 90 days
- Gift letter, void cheque
- Sale of an existing property (copy of the sale agreement)

INFORMATION THAT DESCRIBES YOUR EXISTING PROPERTY:

- Recent mortgage statement
- Current homeowner insurance policy
- Most recent property tax bill/statement
- Legal description of your property (You can find this on your original purchase agreement or your property tax statement)

QUESTIONS A MORTGAGE SPECIALIST MAY ASK:

1. What do you owe/own and how much are the monthly payments?
2. What are some of the projected expenses relating to the property are such as, taxes, heating costs and condo fees?
3. Will you be using the property to generate income?

Note: The mortgage rules and Property Transfer Tax have recently changed. Please consult with your Mortgage Specialist to ensure you are aware of these changes. This sheet is for information purposes only and does not signify any form of an approval and may not list all documents needed for an application.

COSTS TO CONSIDER

Property Transfer Tax

The BC Provincial Government imposes a property transfer tax, which must be paid before any home can be legally transferred to a new owner. Some buyers may be exempt from this tax. For further information, please view the Property Transfer Tax office website at www.sbr.gov.ca/business/Property_Taxes/Property_Transfer_Tax/ptt.htm.

Goods & Services Tax

If you purchase a newly constructed home you may be subject to GST on the purchase price. There may be some rates available depending on the value of the home. For further information, contact the Canada Revenue Agency at www.cra-arc.gc.ca

Property Tax

If the current owners have already paid the full year's property taxes to the municipality, you will have to reimburse them for your share of the year's taxes.

Appraisal Fee

When the lending institution requires an appraisal of the home before approving your loan, it may be your responsibility to pay the appraiser's fee.

Life and Disability Mortgage Insurance

At your opinion, you may purchase insurance which will ensure that your outstanding mortgage balance is paid if you die or become disabled.

Deposit

A deposit is required when purchasing a home. It forms part of your down payment, and is typically paid at the time of subject removal.

Down Payment

You will need a down payment to obtain a mortgage. If you are putting less than 20% down on a home purchase, you will require mortgage insurance (CMHC, etc). Consult your mortgage specialist for details.

Home Inspection

Types of inspections you may require will depend on the property and can include: property inspection, septic/well inspecting, water and soil testing, to name a few. Prices for these tests vary. Please consult inspection professionals to obtain quotes.

Property Insurance

This insurance covers the cost of replacing the structure of your home and its contents. Property insurance must be in place on the day you close the sale. Consult with an insurance specialist for more information.

Legal Fees

Legal fees vary. Please consult a lawyer or notary for a quote.

Title Insurance

Your bank/credit union, or lawyer/notary, may suggest insurance to cover any loss caused by problems in the ownership of the property.

Other costs to consider are:

Appliances, window coverings, moving expenses, renovations or repairs, service hook-up fees, and condominium fees.

This list is for your reference purposes only. Other fees and cost may be applicable. This information has been provided by CMHC. For home buying tips, contact me or visit CMHC's interactive step by step guide at www.cmhc.ca

I, Bruce H, have had the sheer delight of working with Connie Elliott regarding the experience of purchasing my new home. Not only was she professional, and detail oriented, she was a joy to be around and exuded a positivity throughout the very stressful process. Every email and text was met in such a timely fashion. I can not say enough praise and recommendation for Connie Elliott. She takes on the hardest tasks with a smile and makes you feel so comfortable.

Bruce H

We decided to purchase our first home late in 2018 and it's safe to say the the whole experience was a pleasure. Connie is a star and exceeded all our expectations. She leaves no stones unturned and provides excellent service.

We referred Connie to family members who will benefit from her expertise. Connie is now a family friend and we are lucky to have the luxury of calling upon her for future advice and guidance.

Best wishes

Gavin and Ghazal

Connie our Wonder Woman

Hello Connie,

We wanted to take a few minutes to thank you in many ways. You have surpassed our expectation. Selling our house is your job and you did it with excellence in less than a month.

But what we are thankful for is the way you have dealt with us like you were a friend, like you were family and we really appreciated it. You were always making sure that our young kids will not be disturbed in their routine when doing any open houses or showings. You constantly updated us, taking the edge away so we didn't have to wonder what happen. You listen to our needs and goals and advised us with respect and never, never, did we once feel pressured. I truly hope that our relation will continue on. You are a great seller, mostly you are a wonderful person.

Please let's keep in touch.

Gisele, Sam, Little Kevyn and baby Khloe

I was lucky enough to find Connie on my first email to a Realtor who had a property listed that I was interested in. From that first phone call, Connie became my representative in a world I knew very little about. Connie was the perfect advisor, pointing out the positives and negatives without judgment, allowing me to make my own decision without any bias. When she told me there was no pressure to make any decision in a hurry (not too mention gently guiding me back to my budget when I felt overwhelmed) and that we would keep looking at places until I was satisfied, I believed her. Connie has the experience and kindness I would definitely recommend to anyone who wants someone to share, what can be a very stressful, journey with and reach a happy ending! Thank you, Connie.

Ellen K

Connie provided my wife and I with exceptional customer service, sound industry expertise and strong professional business experience in the selling of our home. We needed the home sold within a four to six week period. She displayed complete confidence and took charge immediately. Connie's high level communications were exhibited throughout the selling experience; this being of vital importance to my wife and I. Our house was sold within a three-week period. This is a tremendous success thanks to the determined efforts and competencies of Connie Elliott. Complementing the host of skill sets and attributes that she possesses, she is a most wonderful person to work with. I strongly recommend her talents and services, Connie gets the job done...and gets it done well.

David & Natalia R.

We were delighted to work with Connie. We met her a year before at an open house when we were considering breaking into the market. It wasn't the right time for us to purchase a place, but we remembered her warm, friendly demeanor and trustworthiness a year later.

It was a no-brainer for us to go with someone we could trust, and we felt like we were in capable hands with Connie. And we definitely were!

Her insights and proactive attitude allowed us to get the home we wanted in a quick-moving and competitive market. She made the entire process of buying our place easy and seamless. She was always willing to answer any questions we may have had - no matter how big or small.

We loved working with her and would not hesitate to do so again in the future.

D & N

I am so grateful I met you at your open house.

Connie exceeded my expectations in helping me find the perfect town home. She worked hard, was always available and extremely responsive. I would highly recommend Connie as she works to get results, quickly and with honesty and integrity. Apart from that she is just a wonderful and kind person.

Charlotte B

Connie has been such a pleasure to work with and we are so glad we chose her to sell our house. She worked tirelessly to ensure all of the details, big and small, were taken care of and she always advocated for us to ensure we had the best experience. We would highly recommend her!

Nicole & Dale H

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This communication is not intended to cause or induce breach of an existing agency agreement.