



# HOW TO *buy a house*

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4 VIEW & CHOOSE PROPERTY

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**GRASSROOTS**  
REALTY GROUP



Anne French  
403-894-9537



Briggs Payne  
403-715-7824



Cami Allred  
403-593-9636

Your  
REALTORS®

# 1 MORTGAGE PRE-APPROVAL

*Before you begin shopping it's helpful to know how much you are approved for.*

BANK OR MORTGAGE BROKER?	
<ul style="list-style-type: none"><li>• have all your information already in their system</li></ul>	<ul style="list-style-type: none"><li>• pull from various lenders to find lowest interest rate</li></ul>
<ul style="list-style-type: none"><li>• sometimes have work arounds that mortgage brokers don't</li></ul>	<ul style="list-style-type: none"><li>• typically exceptionally communicative &amp; more personal</li></ul>
	<ul style="list-style-type: none"><li>• pre-approval process often quicker</li></ul>

## **Broker Recommendations:**

- Willie Hamilton  
Mortgage Funders  
(780)915-6618
- Mike Jensen  
Invis  
(403)394-8243
- Dustin French  
ABLE Mortgage  
(403)892-9321

What's your budget?

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Where do you want to live?

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How many square feet?

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How many bedrooms and bathrooms?

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Do you want a garage?

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Preferred Style? (bungalow/2storey/etc.)

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Do you have a yard size preference?

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Additional Notes:

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Once your criteria has been selected we will begin sending homes that we think will be a good fit for you. All we need from you is to click the link in the first email which will automatically activate your account. From there we need your feedback on properties! Next to each home you will see a grey heart. After clicking the heart you will have the option to click one of these three icons:

 Save as Favorite

 Save as Possibility

 Discard Listing

It is best to:

- **view properties in daylight**, but if that doesn't work for you we are more than willing to do showings on evenings, weekend, or holidays
- **view multiple properties** at a time so that you can easily compare and contrast properties! (If you view several properties over several days you will forget things about them.)
- **book a second showing** on the home(s) that you are considering buying. Second showings are helpful when deciding which property is the one.

*We will guide you along the way for this part especially. Here are some commonly used words to get you started:*

Offer Price: initial purchase price that will likely be countered by the seller.

Inclusions: items that are not secured to the property that therefore will be moved out of the home unless written into the offer.

Possession/Closing Day: this is the day you receive keys for the property which usually takes place around noon.

Deposit: generally 1% of the purchase price. Held in trust by the seller's brokerage. It goes towards your down payment and is transferred to the sellers on possession day.

## 5 WRITE AN OFFER (continued)

Conditions: items that must be successfully completed in order to finalize the purchase of a property. The most common conditions are financing, inspection, and sale of buyer's home.

Terms: other important items or expectations that have not already been addressed in the offer.

Lawyer: real estate lawyers offer a multitude of services that aid their clients in purchasing or selling a home. Here are our recommendations:

- Austyn Anderson  
Letourneau Law  
LLP (403)329-4311
- Carson Foggin  
Stringam LLP  
(403)393-0707
- Jake Robinson  
Richard Low & Co  
(403)380-2499
- Nolan Johnson  
Huckvale LLP  
(403)328-8856

Finance Condition: all applicable documents need to be sent to your mortgage broker or bank. If you provide us with the contact information we can assist you in conveying all of the necessary documents. In order to remove the finance condition we need written confirmation from your bank or mortgage broker stating that you have been approved for the loan.



Inspection Condition: inspections are paid for by you and cost between \$500-\$600. We like to use Buyer's Choice and can set it up for you if you'd like! They provide a detailed report (usually same day) as well as on site answers to any questions that you may have following the inspection. After the results of the inspection your options are:

1. Terminate the offer
2. Re-negotiate price
3. Ask seller to fix desired items
4. Combination of 2 & 3

## 7 WALK-THROUGH/POSSESSION

Walk-Through: within 24 hours of possession we will do a walk-through of the house and property with you to make sure that everything is how it should be (no damage has been done and all unattached goods from the offer are still on the property). We typically do the walk-through on the morning of possession.

Possession: Once the funds have been received by the seller, the seller's lawyer will contact us to let us know that the keys are releasable. At this point you officially own the property and we will meet with you to give you the keys. This usually takes place around noon.



# **CONGRATULATIONS ON YOUR NEW HOME!**

Thank you for  
trusting us with  
this big decision!

**Sincerely Your REALTORS®**

**Anne French**

**Briggs Payne**

**Cami Allred**



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