

A man and a woman are standing in front of a large window, looking out together. The man is on the left, with a beard and hair tied back, wearing a light-colored t-shirt. The woman is on the right, with blonde hair, wearing a dark top. They are both looking out the window with a slight smile. The window has a wooden frame and a small shelf with three white pots containing green plants. The background outside the window is bright and slightly blurred, showing trees. The entire image is framed by a thin blue border.

# BUYERS GUIDE

THE COMPLETE GUIDE TO BUYING A HOME

**BSRE**

**BRENDAN SHAW**  
REAL ESTATE

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LISTINGS

W O

Brendan Shaw and his team at Brendan Shaw Real Estate are an excellent choice when you are looking to get involved in the real estate market.

Your purchase or sale will be handled with the utmost respect, consideration, and in the most professional manner. You will appreciate the attention to fine detail that Brendan and his team offer and will always know the next steps to come.

R D

The real estate market is difficult to navigate, be sure you are in the best hands!

-Kim B



## JOEL RODRIGUES

REALTOR®



I have spent almost 20 years living in the Kamloops area. I grew up in Logan Lake and Chase and I have lived in Kamloops since 2015. I have worked in aquatics, retail, not-for-profit, forestry, and construction and I can honestly say I have never been more passionate about an industry than I am about real estate. I live to serve my clients, friends, and community and I enjoy getting involved with new projects any chance I get. My educational background is in HR, economics, and business law. In my spare time, I aim to get outside and explore. I love spending time on, in, and/or around the water whenever possible.

## ABOUT US

## CHELSEA GOBKES

TRANSACTION COORDINATOR



Chelsea manages the real estate transaction process and will be a point of contact for you. Once we have an accepted offer, she is responsible for preparing and procuring signatures on all documentation as well as providing information to help along the way. Chelsea is here to facilitate the home buying process and support you on the journey to your new home.

## BRENDAN SHAW

MANAGING BROKER



We understand that our success—individually, and as a collective—is the result of our relentless pursuit of excellence, and an intrinsic belief that our clients deserve better than the status quo. Sell your home with the peace of mind that comes from working with the top, most celebrated talent in town.



# TEAM STATS

In 2022, we closed  
\$451.4M in  
transactions!

On average, we sell 64  
homes every month.

Our team worked with  
100s of buyers in 2022

In 2022, we were  
voted Best Realtor  
Team in Kamloops!

# THE STEPS

So, you want that dream home? We know exactly how to get you there. Here are the typical steps involved in buying a home.



## GET PRE-APPROVED

You'll want to get this process started asap, as getting pre-approved for financing is essential.

## CHOOSE AN AGENT

Choose an agent whose personality meshes with your own and whose experience can work in your favour!



## HUNT FOR HOMES

We'll take note of your requirements and start searching for properties that fit the bill!

## RESEARCH NEIGHBOURHOODS

Your new neighbourhood is just as important as your home. Look at schools, recreation and shopping.



## MAKE AN OFFER

We'll draw up an offer and negotiate on your behalf.

5



6

## INSPECTION

This will address any hidden issues in the house.



## CLOSE THE SALE

Arrange a closing date and sign the paperwork!

7



8

## MOVE IN!

You did it! Welcome to your new home!





# BUY OR SELL FIRST

Each situation is unique, and several factors need to be looked at to determine which option is right for you. Here are some things to consider with each.



## BUY FIRST

### Works best when

There is a lot of competition in the market and property prices are rising

You're confident there will be a high level of demand for your existing property

You can negotiate or make it conditional on selling your own home

You're prepared to accept an offer that lets you move on or pay bridging finance.



## SELL FIRST

### Works best when:

Property prices are flat or declining

if you want greater certainty about how much you have to spend on your next home

If you're moving locations and buying in a different and slower market

If you can negotiate a long settlement or know that you'll be able to find something that suits your requirements.

# P R E - A P P R O V A L

Getting a pre-approval is one of the best things you can do to simplify the process and give yourself more confidence in your buying power. Here's what you can expect from the process.

## ONE



### YOUR CREDIT SCORE

Knowing your credit score will help lenders decide if you're a good candidate for a loan. The higher your credit the better.

## TWO

Lenders want to make sure you can regularly make mortgage payments, with no major gaps in income.



## THREE



### YOUR ASSETS AND DEBTS

Lenders want to know your debt-to-income ratio to know if you can make each loan payment with the income you earn.



Choosing a home that complements your lifestyle, income and preferences is no easy task. There are many moving parts to finding a home that will work for you and your family. Here are some things to consider when looking for that perfect home.





## WHAT KIND OF HOME DO YOU WANT?

Are you interested in single-family, condo or townhome?

Do some research of what types of homes offer what. This will help narrow down your search area.



## CONSIDER YOUR COMMUTE

Do you need a car to get to work? Are you going to be taking transit? Do a test run before committing to a certain area.



## OLD HOUSE OR NEW HOUSE

Older neighbourhoods are great for their charm and character, but often older homes require more repairs, newer developments have modern finishes and less repairs needed.

# CHOOSING A HOME



## COMMUNITY

What would you like to see in your new community? Is it more coffee shops? Events? Closer to the water? Whatever it is write it down and choose areas that have those features.



## WALKSCORE

How important is it to you to be walking distance to things like schools, shopping and groceries? Think of what you want or need to be close to.



## MUST NOT HAVE

Everyone has wants but have you considered the things you don't want? If you hate noise you might want to steer clear of the college area for example.

# UNDERSTANDING OFFERS

Once we draft and present the offer a few things could happen, here's a breakdown of the offer process and what you can expect.

## OFFER PRESENTED



### ACCEPT

Your offer is accepted!  
Time to celebrate, now we will move ahead with any conditions laid out in the offer like home inspection.

### REJECT

The Seller may reject your offer.  
We will ask questions to discover why and if there is anything we can do to make the offer more appealing.

### COUNTER

The Seller may come back with their own offer. In this case, we will review the terms with you and continue to negotiate until we reach an agreement.





# ELEMENTS OF AN OFFER

## **Price**

The price of the home

## **Deposit**

Will be applied against the purchase of the house when the sale closes.

## **Terms**

Terms include the total price offered and the financing details.

## **Conditions**

Conditions are items that must be completed or fulfilled prior to the closing (such as a home inspection, obtaining financing, or selling your existing house).

## **Inclusions and exclusions**

Items included or excluded. These items can be anything from appliances to decorative items, such as window coverings or mirrors.

## **Closing day**

The closing day is generally the day the title of the property is legally transferred and the transaction of funds finalized.



A woman with long brown hair is seen from the side, working on a laptop. She is wearing a grey knitted sweater. In front of her is a white cup of coffee on a saucer, placed on a wooden table. The background is a blurred view of a city street with buildings and trees. The text is overlaid on the image in a clean, modern font.

# CLOSING COSTS

## BEFORE CLOSING

- DEPOSIT
- PROPERTY APPRAISAL
- HOME INSPECTION

## ON CLOSING

- LAND TRANSFER TAX
- PROPERTY TAX
- MORTGAGE INSURANCE

## AFTER CLOSING

- MOVING EXPENSES
- UTILITY CONNECTIONS
- RENOVATIONS
- REPAIRS + MAINTENANCE



## FAQ'S

### HOW MUCH DO I NEED TO PAY YOU?

There are some rare exceptions that I discuss, but generally, buyer agents do charge a fee, and the fee is paid by the seller. So as a buyer, you will almost never pay any commission fee.

### WHY DO I NEED A BUYER AGENT?

It's in your best interest to have representation. The Seller Agent is working in the best interest of the seller which means you need someone on your side to make sure you get the best possible deal.

### HOW LONG DOES THE PROCESS TAKE?

Finding the right home can take weeks to months depending on your timeline and needs. Once we find a home you like, the offer can be accepted within days and the closing is typically 1-3 months, which means you could be moved into your new home in a few short months.

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