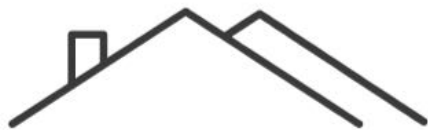


# Home Buyer's Guide



YOUR COMPLETE GUIDE TO THE  
HOME BUYING PROCESS



JULIANNE REYNOLDS

*real estate agent*



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# Thank you!

As your dedicated real estate agent, my focus is finding the perfect home for you. I pledge to tirelessly search for properties that meet your criteria and negotiate the best deal on your behalf.

You'll be well-informed at every stage, ensuring a seamless and stress-free buying experience. Your satisfaction is my ultimate goal, and I'm committed to providing exceptional service throughout the entire home-buying process.

## Julianne Reynolds

Realtor ©

Accredited Buyers Representative ©

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# ABOUT ME

I grew up in Bancroft, Ontario and moved to Peterborough over 20 years ago to attend Sir Sandford Fleming College. I proceeded to work in an upscale, local retirement residence as the Assistant Activity Director. After having my daughter in 2015, I made the decision to become a stay-at-home mom. Although I loved staying at home and raising my daughter, I knew that when my daughter started school I wanted to get back into a professional career, and that's when my real estate career began.

You could say Real Estate "is in my blood" as my father has been in real estate since 1983. I grew up working as my father's assistant and from an early age I realized the passion, dedication and hard work it takes to succeed. I proceeded to develop my skills over the past few years, becoming an Accredited Buyers Representative and also helped open the Keller Williams Community Real Estate brokerage in 2023.

With a passion for helping clients navigate the dynamic real estate market, I am dedicated to providing personalized, professional service to buyers, sellers, and investors. Whether you're a first-time homebuyer, a seasoned investor, or looking to sell your property, I will guide you through every step of the process with integrity and expertise.

In my free time, I enjoy spending time with my family and friends, going to my cottage in Bancroft and travelling!





A modern bathroom with marble walls and floor. The room includes a shower area with a glass door and a showerhead, a pedestal sink with a chrome faucet, and a toilet. The lighting is soft and even, highlighting the textures of the marble and the clean lines of the fixtures.

preparing  
to buy

# GETTING STARTED

I start every home buying process with the proper research and preparation. Your checklist for this stage includes the following goals:

- ✓ Find a local real estate agent to help you (hopefully me 😊)
- ✓ Get pre-approved for a mortgage
- ✓ Determine your wants and needs



# HOME BUYER

## WORDS YOU SHOULD KNOW

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### CLOSING COSTS

Taxes, insurance, and other lender expenses paid at the end of the transaction by the seller, buyer, or both.

### APPRAISAL

Property and/or land valuation completed by an appraiser who determines the market value - typically 1-4 weeks.

### INSPECTION

A visual and mechanical examination of a home to identify defects and assess the home's condition.

### DOWN PAYMENT

Is what you typically pay up front for a house in order to close the sale. Usually 5-20% of the purchase price. Not the same as closing costs.

### DEPOSIT

Money held in trust to a seller showing the buyer's good faith in a transaction. Typically 1-3% of purchase price.

### TITLE INSURANCE

Insurance to protect the lender or owner from any claims related to the title of the property. Usually paid for by the buyer.

### IRREVOCABLE

An irrevocable is a defined period of time that a buyers offer is valid until. Irrevocable means non-retractable,

### CLOSING

Usually a meeting that includes documents, signatures, checks, and everything needed to buy or sell the house.

### CHATELS & FIXTURES

A chattel is an item of personal property that is movable. In contrast, a fixture is an item that is part of the building, built-in and immovable.

# BUYER FAQS

## WHAT'S THE FIRST STEP OF THE HOME BUYING PROCESS?

You'll need to get a mortgage unless you're paying cash for a house. To know how much you can afford to spend, you need to get pre-approved for a loan first.

## HOW MUCH MONEY DO I NEED FOR A DOWN PAYMENT?

Usually a minimum of 5% of the purchase price of the house. Every case is different.

## HOW LONG DOES IT TAKE TO BUY A HOME?

Typically around 30 to 45 days after acceptance.

## WHAT OTHER FEES ARE THERE, BESIDES THE DOWNPAYMENT?

Mainly lawyer and moving costs . Other fees could include: a home inspector, insurance, home maintenance and land transfer tax.

## CAN I BUY AND SELL MY CURRENT ONE AT THE SAME TIME?

Absolutely! Depending on your situation, we'll recommend buying or selling first.

## DO I HAVE TO PAY A BUYER'S AGENT TO HELP ME BUY?

No, the commission a buyer's agent receives generally comes from the sellers. If circumstances were different, you would be informed otherwise.

## WHEN CAN I EXPECT TO RECIEVE THE KEYS TO THE NEW HOUSE?

You'll get the keys to your new home on closing day once the transaction is complete and fully funded by the mortgage company.



# HOME BUYING PROCESS



## 1. GET PRE-APPROVED

- Meet with a lender
- Prepare your credit
- Set a budget



## 2. MEET WITH YOUR AGENT

- Discuss budget
- Research area neighborhoods
- Set wants & needs
- Agent sets up a search



## 3. FIND YOUR HOME

- Tour homes
- Adjust criteria if necessary
- Narrow down choices



## 4. MAKE AN OFFER

- Research comps in the area
- Work with your realtor to set up the best offer
- Negotiations may occur



## 5. OFFER ACCEPTANCE

- All negotiations are finished
- Both parties have signed contract



## 6. INSPECTIONS

- Professional inspects the property
- Discovers any issues that may need to be worked into the purchase agreement
- Negotiate repairs



## 7. APPRAISAL

- Professional ensures the property is worth the loan and purchase price you agreed to pay



## 8. TITLE COMMITMENT

- The title company will send you a title insurance policy for the property after closing



## 9. DOCUMENTS TO LENDER

- Make sure all requested docs are sent to your lender prior to closing



## 10. CLOSING

- Final walk-through
- Sign closing documents
- Receive your keys

# Financials

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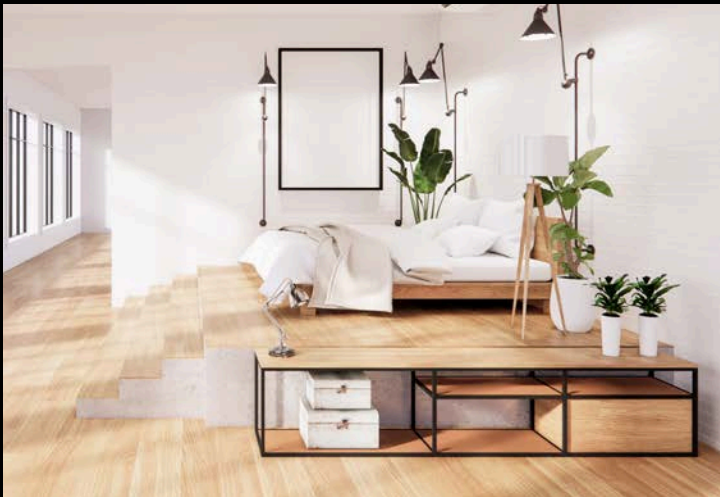




# GETTING PRE-APPROVED

Have a pre-approval allows us to look at homes that are within your budget and can also extremely strengthen an offer. So before you start looking for a home, getting your finances in order is crucial.

Shopping for a loan and getting pre-approved are best done a month or two ahead of your home search. Sorting out your finances can take some time so before doing anything else, this is the priority! I have some great mortgage brokers I can refer you to if you don't already have one!



# PRE-APPROVAL CHECKLIST

## **PROOF OF INCOME:**

Provide documentation of your income, such as T4 forms, tax returns, and pay stubs for the past two years.

## **EMPLOYMENT VERIFICATION:**

Provide evidence of stable employment, such as a letter from your employer or a verification of employment form.

## **CREDIT HISTORY:**

Your lender will check your credit report to evaluate your creditworthiness, so make sure you have a good credit score and a clean credit history.

## **ASSETS:**

You'll need to provide documentation of all your assets, such as bank statements, investment accounts, and retirement accounts.

## **DEBT OBLIGATIONS:**

Provide documentation of all your current debt obligations, such as credit cards, car loans, and student loans.

## **DOWN PAYMENT:**

Determine the amount of your down payment and provide documentation of the source of funds for the down payment, such as bank statements or gift letters.

## **PRE-APPROVAL APPLICATION:**

Complete a pre-approval application with your lender, providing all the necessary information and documentation.

## **PROPERTY INFORMATION:**

Provide information on the property you intend to purchase, including the address, purchase price, and any other relevant details.



# THINGS TO AVOID AFTER APPLYING FOR A MORTGAGE

Don't change bank accounts.

Don't apply for new credit or close any credit accounts.

Don't co-sign other loans for anyone.

Don't make any large purchases.

Don't deposit cash into your bank accounts before speaking with your bank or lender.

Consistency is the name of the game after applying for a mortgage. Be sure to discuss any changes in income, assets, or credit with your mortgage broker, so you don't jeopardize your application.

The best plan is to fully disclose and discuss your intentions with your lender before you do anything financial in nature.

# FINANCIAL MUST HAVES

## DOWN PAYMENT

Although you'll pay this at closing, proof of this is also what will help you secure your mortgage.

## DEPOSIT

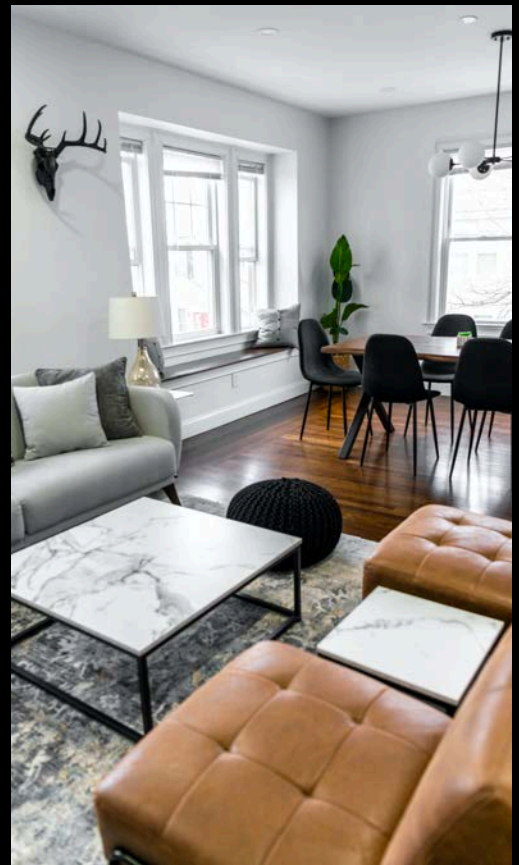
When you make an offer on a home, you will be expected to pay a deposit as a show of good faith. This money needs to be accessible within 24 hours of an accepted offer.

## INSURANCE

You may need to pay for mortgage insurance depending on your down payment and loan. You can purchase both Title Insurance and Homeowners Insurance.

## CLOSING FEES

Be prepared to cover the cost of lawyer fees and appraisals.





# Finding *your home*



# PICKING THE PERFECT HOME

Before you look for a home, you should know the type of property you're after. Is it a condo that meets your needs and preferences? Or is it a single-family home that fits your long-term goals?

To help you decide, consider the following factors:

## HOW MUCH YOU CAN AFFORD

Being realistic with your expectations when it comes to buying a home is crucial. I will help you better understand what your budget can get for you and guide you through determining your wants vs. your needs.

## AGE OF THE PROPERTY

Peterborough and area offers both historic homes and new construction. A resale property might be the one that you need with a few minor tweaks. But if you're after a brand-new, move-in property, consider buying new construction.

## NON-NEGOTIABLES

Make a list of features that you absolutely need to have in your new house. Consider your proximity to your work and community services, nearby schools, home size and number of rooms. This will help you determine the type of property that meets your needs best.



# FINDING THE RIGHT LOCATION

## CONSIDER THE NEIGHBOURHOOD

Research the community where you plan to purchase a home. Look for features such as nearby schools, public transportation, shopping centers, parks, and entertainment options.

## PROXIMITY TO WORK

Consider the distance and ease of transportation to your workplace. Check traffic patterns, parking options, and commuting times.

## CHECK THE LOCAL MARKET

Study the local real estate market to understand the property values, trends, and market conditions. Check the price of homes in the area to ensure that you are getting a fair deal.

## CHECK PROPERTY CONDITION

Examine the condition of the house, including its age, construction quality, and necessary repairs. Have a home inspection to determine if there are any major defects or issues.

## EVALUATE SURROUNDINGS

Take into account the property's surroundings, such as traffic noise, air pollution, and potential hazards. Consider the climate and weather patterns in the area.

## CONSIDER ACCESSIBILITY

Think about the accessibility of the property to other amenities, such as hospitals, police stations, fire stations, and airports.

## CHECK THE CRIME RATE

Research the crime rate in the neighborhood to ensure the safety of your family and property.

## DETERMINE PROPERTY VALUE

Assess the potential future value of the property based on location, surrounding developments, and community growth trends.

**I WILL HELP YOU WITH ALL OF THESE!**

# BUYER QUESTIONNAIRE

## CONTACT INFO

BUYER NAME:

ADDRESS:

PHONE:

EMAIL:

CO-BUYER NAME:

PHONE:

EMAIL:

HAVE YOU BEEN PRE-APPROVED?

☐

YES

☐

NO

WHAT'S YOUR PRICE RANGE?

ARE YOU SELLING YOUR CURRENT HOME?

☐

YES

☐

NO

ADDITIONAL NOTES:

## DETAILS

IDEAL BATHROOMS:

IDEAL BEDROOMS:

WHEN DO YOU NEED TO MOVE BY?

AREA:

STYLE OF HOME:

HOUSE

☐

TOWNHOUSE

☐

CONDO

☐

MOST IMPORTANT IN A HOME:

DEAL BREAKERS IN A HOME:

# HOW WILL I HELP?

1

I will enter a summary of your wants and needs for a home into my database and create your own personalized listings portal. I will provide daily update emails on all the homes that are new to the market or have had a recent price change which match a broadened scope of what you are looking for.

2

As market area specialists with a pulse on local and national real estate market trends and changes, I also ensure you are kept informed of all relevant industry changes that may impact your buying decision, including price trends and mortgage rates.

3

You get additional information about every property... information that only we, as REALTORS®, have access to.

4

I will exclusively be looking out for your best interest. I will point out flaws or potential issues with homes and I have extensive knowledge of what to look out for when buying a home!

# THE OFFER PROCESS

## **ONCE YOU FIND A PROPERTY YOU WANT TO MAKE AN OFFER ON:**

I'll walk you through the offer process and get all details for your offer (main items include: price, deposit amount, closing date, inclusions & exclusions, conditions & representations and warranties). Once the details are thoroughly reviewed and understood, I will present the offer to the listing agent on your behalf and the seller will then have three options:

### **1 - ACCEPT THE OFFER AS WRITTEN**

### **2 - DECLINE THE OFFER**

If they feel the offer isn't close enough to their expectations to further negotiate this offer.

### **3 - COUNTER OFFER**

If they agree to most of the offer but want to change a few details, they can counter our offer with the new terms.

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

**ONCE AN OFFER IS ACCEPTED BY BOTH PARTIES, YOU ARE OFFICIALLY UNDER CONTRACT.**



A photograph of a classical building with a flowering tree in the foreground. The building has a pedimented roof and large windows. A large tree with red flowers is in the foreground on the left. The text "Final Steps & Closing" is overlaid in white. The background is a photograph of a classical building with a pedimented roof and large windows. A large tree with red flowers is in the foreground on the left. The text "Final Steps & Closing" is overlaid in white.

# Final Steps & *Closing*





# FINAL STEPS

## **BOOK INSPECTIONS (IF APPLICABLE)**

Depending on your offer conditions, a home inspection, well inspection or septic inspection may need to be ordered to fulfill a condition. Inspections are a great tool to use to avoid potential complications and ensure the home is in good condition. I have great recommendations and can book these for you!

## **APPRAISAL ON THE PROPERTY (IF APPLICABLE)**

This is generally booked by your mortgage professional in order to fulfill your mortgage requirements. It is not always necessary.

## **FINALIZE MORTGAGE**

I will send the final accepted offer to your mortgage professional. You'll submit all necessary documents, such as income verification and credit reports, to the lender. The lender will then review the application and make a decision on whether to approve the loan. Once approved, you'll sign the loan documents and provide a down payment before the loan can be funded and the home purchase can be completed.

## **MEET WITH A LAWYER**

I will send the final accepted agreements to your lawyer. They will set up a meeting to discuss final closing terms and explain the closing process with you. I have great recommendations!

# YOUR DEAL IS FIRM... NOW WHAT??

## WHERE TO START

Depending on your closing date, start by decluttering and packing up your belongings you don't use often. Donate or throw away anything you don't need. If you plan on using a moving company, call to get estimates and book them for moving day!

### 4 WEEKS TO MOVE

- Schedule movers/moving truck
- Buy/find packing materials
- Start packing

### 3 WEEKS TO MOVE

- Your lender will arrange appraisal
- Title work will be completed
- Keep packing

### 2 WEEKS TO MOVE

- Contact utility companies (water, hydro, gas, cable, etc.)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep on packing

### 1 WEEK TO MOVE

- You will complete your final walkthrough
- Finish packing
- Clean
- Meet with lawyer to sign documents
- Confirm with the moving company.



# *It's Time to Move in...*

**As your personal REALTOR®, I know my role doesn't end just because I've handed you the keys. You can call on me any time. I'm here for you, through your move-in date and beyond! Whether it's:**

- ✓ **Recommendations on contractors or other professional services to hire**
- ✓ **Any issues with your home after moving in**
- ✓ **Questions for the listing agent or previous owner**
- ✓ **Evaluation of your home value over time**
- ✓ **Questions about the local real estate market**
- ✓ **Advice on purchasing an investment property**
- ✓ **Referrals to friends and family when they're thinking about buying or selling**
- ✓ **Any other real estate related matter you need!**



# MY PROMISE TO YOU

Selecting me as your realtor ensures a devoted and skilled individual dedicated to assisting you in buying your ideal property. I offer personalized service, expert guidance, and a steadfast commitment to your satisfaction throughout the entire buying process.

- ✓ **HONESTY AND TRANSPARENCY**
- ✓ **COMMUNICATION AND RESPONSIVENESS**
- ✓ **PROFESSIONALISM AND EXPERTISE**
- ✓ **DILIGENCE AND ATTENTION TO DETAIL**



# SUCCESS STORIES

★★★★★

*Thank you so much to Julianne! I could not have asked for a better buying experience! Buying a house can be a stressful time. Julianne was so patient in answering a ton of questions, was always open, honest and positive. I always felt comfortable, supported and informed at all times. I really appreciate everything that she did for me! Thank you Julianne for finding my home . I highly recommend her!*

- DAWN

★★★★★

*As a first time buyer, Julianne was awesome to work with - she completely alleviated my anxiety and made me feel comfortable with such a daunting process. From taking us on a guided tour of the city to inspecting dusty crawlspaces, she really went above and beyond to make me feel good about my purchase. She was patient in answering hundreds of questions, and had excellent knowledge of the Peterborough market. She also had good knowledge of structural and repair issues and made me aware of the complexity/cost of upgrades. I'd highly recommend working with Julianne.*

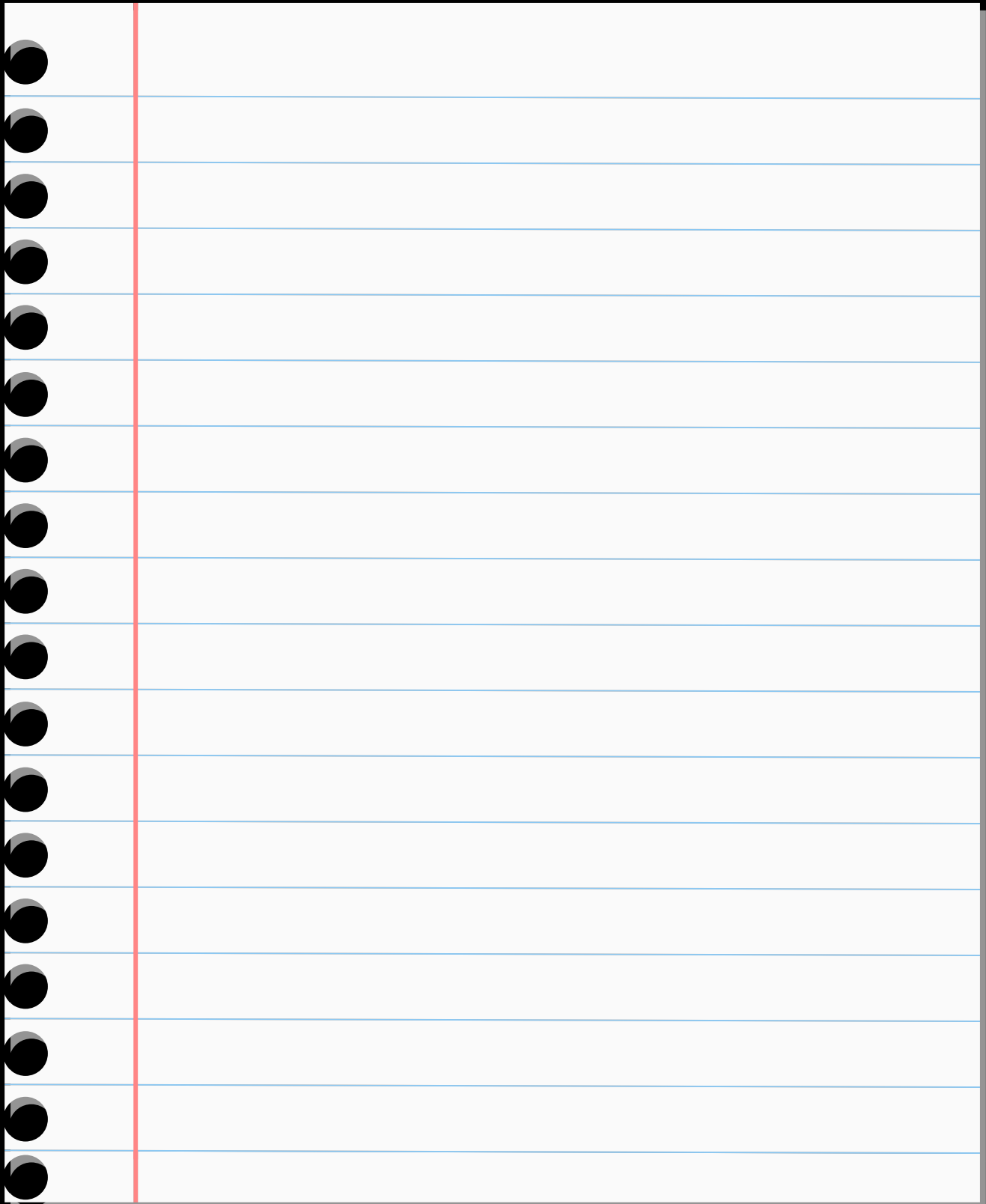
- JAY

★★★★★

*Julianne was great in helping us find our new home, she was very responsive, reliable, and followed through on finding answers to our all our questions. She really cared that we were happy with our decisions, and provided us with good advice about the areas, the current market, and about being patient for the right home. We really appreciated her help.*

- DAN

# NOTES





*I look forward  
to working  
with you!*

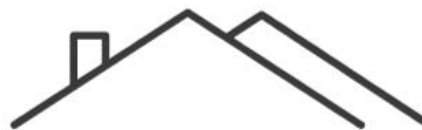
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*real estate agent*

