

# UNDERSTANDING THE HOME BUYING PROCESS WITH KATE MCKINNON



MEET WITH KATE !

**DAY 1: DISCUSS REPRESENTATION &  
COMMIT TO WORKING TOGETHER**

TRESA  
INFORMATION GUIDE

REPRESENTATION  
AGREEMENT & FINTRAC

GOAL SETTING AND  
ROAD MAPPING

**TOUR HOMES &  
PROVIDE FEEDBACK**

**SET UP  
SHOWINGS &  
WATCH YOUR  
SPENDING**

**DETERMINE YOUR PURCHASING  
POWER WITH MORTGAGE  
PRE-APPROVAL**

**WE FOUND  
OUR HOME!  
WHAT'S  
NEXT?**

**DECIDE ON OFFER  
CONTENT (PRICE,  
DEPOSIT AMOUNT,  
CLOSING DAY, ETC.)**

**HAVE KATE WRITE UP,  
REVIEW, AND SIGN  
YOUR OFFER OF  
PURCHASE AND SALE.**

**UNDER  
CONTRACT!**

KATE  
NEGOTIATES ON  
YOUR BEHALF  
AND TERMS ARE  
ACCEPTED !

**CONDITIONAL PERIOD (TYPICALLY LASTS 7 TO 10  
DAYS FROM THE DAY THE OFFER IS ACCEPTED):**

- 1) TRANSFER DEPOSIT TO LISTING BROKERAGE, IN TRUST (GENERALLY DUE WITHIN 24 HOURS OF OFFER ACCEPTANCE).
- 2) ARRANGE HOME INSPECTION, FINALIZE FINANCING, ARRANGE HOME OWNER'S INSURANCE, ARRANGE APPRAISAL IF NEEDED, FULFILL ALL OTHER CONDITIONS.
- 3) SEND KATE YOUR LAWYER'S INFORMATION.
- 4) ARRANGE WALK-THROUGHS.

**SOLD DAY!**

KATE NOTIFIES  
THE SELLERS  
THAT ALL  
CONDITIONS  
HAVE BEEN MET

KATE PROVIDES  
DOCUMENTS TO YOU,  
THE LAWYER, AND HER  
BROKERAGE

KATE REMINDS YOU  
TO WATCH YOUR  
SPENDING & TO  
SET UP HYDRO,  
GAS, WATER,  
& MAIL

PLAN YOUR  
MOVE,  
COMPLETE  
WALK-THROUGHS,  
KATE WILL MANAGE  
ANY ISSUES THAT  
ARISE

**COMPLETION  
DATE**

DOWN PAYMENT +  
DEPOSIT + LOAN  
& TITLE ARE  
EXCHANGED BY  
THE LAWYERS

30-90 DAYS...

**HAPPY CLOSING DAY!  
(WELCOME HOME)**