

YOUR HOMEBUYING PROCESS

A Simple Road Map *Developed by Art Cortez*



Congratulations! You've just taken the right and first step towards achieving your homeownership goal. By reading the tips outlined below, you'll learn the simplicity of home-buying without putting too much stress on your part. For starters, buying your first home may be little stressful in the beginning. Believe it or not, it could be the most exciting moment you'll ever experience. It's one of the biggest investment decisions you'll ever make in your life. So, let us give you simple guidelines on how this process really makes it easy and convenient for you. Let's join the game. Home buying is like playing baseball. In every

game, you can't win simply by watching from the sideline. Below is a road map we developed that you can follow in order for you to easily understand and figure out where your position is and where you're heading or what you're aiming for – to achieve your home ownership dream. Please feel free to print and share these tips and bring it along with you when necessary.

First Step: *Talk and Meet With Us*

Now that you know we are in service industry and real estate is our area of expertise. As a team at "cortezgroup" we are proud to carry and put our name on every business we do, wherever we go and whoever we meet. When meeting clients, we always seek mutual working relationship and commitment that are looking for help to find their dream house. *It means, we can only work and provide you with good results if you are willing to do business with us.* It is our "straight-to-the-point" rule. While meeting with us is no obligation, we really do not charge any fee from your part if you are a homebuyer. Our guarantee is that you'll learn bunch of information after our meeting. Our goal is to help you achieve your homeownership dream and put you in best position to make better decision. We can help you create a strategic action plan and provide you the necessary guidance along with the right and useful information you need. We'll be guiding you in the process and inform you of what you can and should do next until you achieve your goal. We have the necessary resources and established team of professionals working with us to make sure you receive the best service and results within the home buying process. We're confident to offer our professional expertise, experience and quality of service.

Second Step: *How Much You Can Afford*

Unless you pay cash towards the home purchase, you'll need to pre-qualify first with the mortgage lender to determine how much you can afford to loan for a home. A mortgage lender or a mortgage broker or specialist will determine your capacity and your ability to pay back a mortgage loan. The lender will require you to provide information about your income, your debts, and available cash on hand or, other investments as well as your employment status. A credit check may be necessary. A certificate of pre-approval which is typically available in no more than 48-hours will be issued once all required information were satisfied. The certificate of pre-approval is like a ticket to qualify you as participant in the game - home buying. You'll be amazed how much time and money you could save once you have got this certificate first before hunting for the house. Please note, that there are important steps to be taken as well even if you will make a cash purchase on a property. We'll explain more of these details with you during our meeting.

Third Step: *Search for a House*

Right after obtaining the certificate of pre-approval, as realtor and advisor, we can start searching property you wish to purchase based on the loan amount the bank will allow you. This process is a mixed of time and , at some point during the process, mind stress is experienced that often comes with emotion due to variations involved when you're about to choose which is the right house to buy. We can help you minimize the time, ease the stress and help you reach a better decision. It's one reason why we're there for you.

Fourth Step: Offer to Purchase

You'll make and write an offer to purchase of the property you choose, submit and wait for the seller's response. As licensed realtor, we will handle all these process, analyze and suggest what best or realistic price to offer in the property. We'll explain every detail in the written contract documents and suggest what "buyer's conditional offers" will be necessary included to protect your interest. After submitting the offer, we typically expect the seller to respond before a specified deadline based on these three things...accept, reject or make a counter from the purchase offer. If your offer is accepted, you've just reached the first base of the game.

Fifth Step: Fulfillment of Conditions: Building Inspection, Final Bank Approval, etc.

The typical offer to purchase is contingent to satisfactory result of a professional building inspection and the bank final mortgage approval. These are the two most important conditions written in the offer to purchase. While other conditions may be included such as, review of condo documents, leases, preferred date of signing and occupancy, test results, etc, will be reviewed as needed. If all were satisfied and fulfilled, you've just reach the second base of the game.

Note that there might be some exchange of negotiations during this process between the seller and you as a buyer. It's in this process most transactions will likely fail or succeed. Realtor is always on hand during this process.

Sixth Step: Signing with Notary

You get the key of the house after both you and seller signed a transfer of deed with the notary (*lawyer in other provinces*) and finally, the house is yours. The most exciting moment you'll feel because the pride of Canadian home ownership begins here. In baseball, it's like you are in the third base now.

Seventh Step: The Home Run

Congratulations! The real pride and excitement is finally here. You're moving-in. You can now enjoy the life of being home owner -with pride indeed, along with your family or love ones. A home isn't just a house. It's also a place where you can enjoy convenience, privacy, security and relaxing time, a *real* place where you can celebrate with family and friends. There is no place like your *real* home and you always wanted to go home wherever places you go.

It's all that simple! Best of all, we want this process to be an exciting and non-stressful experience in your part. You can relax, wait and let us handle it for you. Call us if you have concerns and questions. We're always passionate to help achieve your homeownership goal.

Meet the CORTEZGROUP

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FREE orientation seminar is offered for first-time homebuyers. Learn what other real estate services we can offer you. Call us for more details or visit our website below. [You can put your trust on us.](#)

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