

LET'S FIND *Home!*

This guide & I will help you through every step of the buying process.



Hello, NICE TO MEET YOU!

Hi, I'm Keanna Johnston, a Licensed Winnipeg REALTOR® with Ethos Realty Inc. A locally owned full-service real estate brokerage with the mission to uphold a high standard of ethical representation and promote community involvement.

When I am not selling real estate, I enjoy playing & coaching ultimate frisbee, spending time with family & friends, camping at the lake and dirt road walks with my furbaby, Mira.



Let's Connect!

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Financial CHECKLIST



Downpayment - a minimum of 5% down is required when purchasing a home under 500,000. For homes priced between \$500,000 and \$999,999, the down payment is five percent of \$500,000 plus 10 percent of the remaining amount.



Inspection Costs - have your future property inspected by a professional for peace of mind, budget \$500 - \$1,000. Keep in mind if you're buying a rural property with a well, I recommend a water test as well.



Closing Costs - can include such items as legal fees, disbursements, land transfer tax and adjustments. Plan to have 2% - 3% of the purchase price aside for closing costs.

Don't forget!

TYPICAL MONTHLY COSTS INCURRED WITH HOME OWNERSHIP ARE MORTGAGE PAYMENTS, MAINTENANCE, INSURANCE, CONDO FEES, PROPERTY TAXES AND UTILITIES.

BECOMING A *Homeowner*

1. Meet with a me!

Discuss the type of home you're looking for, including style, price and location. Bonus as your agent, I am paid by the seller of the home you purchase which means my representation costs NOTHING!

2. Get Preapproved

Knowing what you can afford is critical to a stress-free house hunting experience. Your mortgage professional will need pay stubs, T4's, and bank statements.

3. House Hunting Begins

I'll schedule showings to help find you the perfect home. As your REALTOR® I have the tools and systems to ensure you see every home that matches your criteria.

4. Writing an Offer

Found the one? I'll show you market comparables and recommendations to prepare a strong offer based on the price and terms you're comfortable with.





5. Negotiating

It may take a few tries to get it just right but hang in there. The seller may counter your offer in reference to the price, possession date, inclusions and exclusions.

6. Acceptance & Sold

Almost there! The seller has accepted your offer! Once accepted, my team of professionals will work on approving your conditions to your satisfaction. Once you've satisfied and removed your conditions, the home is officially yours!

7. Final Details

Before possession, you'll meet with my team to sign the mortgage paperwork and prepare the transfer of title with the lawyer. At this stage, you'll also be required to pay your closing costs.

Possession

8. The BEST part! Time to move in and enjoy your new home. Remember to inspect the property, mechanicals and appliances to inform me of any issues to have them resolved.

BUYER MISTAKES

Assuming you Need 20% Down

When purchasing your primary residence, only 5% down is required if the property is under \$500,000. For homes priced between \$500,000 and \$999,999, the down payment is five percent of \$500,000 plus 10 percent of the remaining amount.

Shopping Before you're Preapproved

It's good to look online for an idea of available homes and prices in different areas. However, do your best to stay away from open houses & private showings as the last thing you want is to fall in love with a home and not be in a position to write a successful offer.

Don't Make any Major Purchases

Once you've received your preapproval and started house hunting, absolutely stay away from purchasing a new car, take out a loan and max out credit cards. Those all can severely affect your preapproval price.

Don't Forget Closing Costs

You saved up your down payment which at 5% is no easy task! Don't forget to keep saving up till you have funds to cover your closing costs. I always recommend to have at least 2.5% of the purchase price set aside to pay your closing costs.



LET'S TALK *Offers*



You found the one! When writing an offer, I'll provide you with current market information, expertise, and advice which will assist you in preparing your offer.

I'll communicate with the listing agent on your behalf. If there are multiple offers, I'll help guide you through the process.

Firm Offer to Purchase

Usually preferable to the seller, because it means that you are prepared to purchase the property without any conditions. If the offer is accepted, the property is yours. However, if you require financing approval I don't recommend writing an unconditional offer as if your financing can't be approved you are at risk of losing your deposit.

Conditional Offer to Purchase

A conditional offer means you have one or more conditions to satisfy for your purchase. The property is not sold until all the conditions have been satisfied or waived.

Acceptance of your Offer

Once your offer is submitted, it will be presented as soon as possible. The seller may accept your offer, reject it or submit a counter-offer. The counter-offer may regard the purchase price, possession date or any number of variables. Negotiations can go back and forth until both parties agree or till a party ends the negotiation.

MAJOR ELEMENTS OF AN Offer!

Price

Depending on market conditions, your opinion of value and comparables provided by your Realtor®, the price you offer may be different from the seller's asking price.

Deposit

The deposit shows your good faith to complete the deal, it will be applied towards the purchase price. As your Realtor®, I'll advise you on an appropriate amount.

Conditions

As your Realtor®, I'll make recommendations of conditions best suited for the property you're interested in. Approved financing, property inspection or the sale of your existing home are all examples of a 'conditional' offer.

Inclusions & Exclusions

Certain fixtures or decor items could be included or excluded in the purchase price of the property. Namely appliances, window coverings, light fixtures and lawn equipment.

Terms

Your total price offered, financing details and the possession date.

Possession Date

Generally, your possession date is when the title is legally transferred and the transaction of funds are finalized, unless otherwise stated.

IT'S OFFICIAL! *Now What?!*

BEFORE YOUR POSSESSION DATE

Utilities

Transfer or set up your services for electricity, heat, water and waste for the day you take possession. All can be updated or created online through the Manitoba Hydro website (heat & electricity) and MyUTILITYBill website (water & waste). When you take possession, read the meter numbers and submit them.

Internet & Cable

Contact your internet and cable provider to schedule an appointment to transfer your services to your new home. I recommend arranging an appointment at least 3 weeks in advance, that way you schedule the time slot you prefer.

Home Insurance

Update your home insurance policy to reflect your new home, confirm it takes effect on your possession date. Don't have a pre-existing home insurance policy? Do your research online or talk with family and friends. In my experience, first-time homeowners typically go with the same insurance provider as their parents.

WHOM TO NOTIFY

MPI
Health Insurance
Life Insurance
Manitoba Health
Healthcare Providers
Veterinarian

Employer
CRA
Bank/ Credit Union
Investments
Cell Phone Services
Schools

Memberships &
subscriptions
Amazon
Personal Sport
Organizations
Red River Co-Op

Moving time



Change your Locks

Always a great idea! Think about it, you just bought a house from strangers, and although they left you a key or two, you never know how many copies of keys were made.

Clean Everything

Prepare for a cleaning overhaul! Without any furniture in the home, this is the best time to clean every surface. You may want to sweep and mop the hardwood floors, dust, wash walls, shampoo the carpets and scrub down all the cabinets and bathroom fixtures.



Paint Walls or Change Flooring

If you like the paint colours that are already there, then go ahead and save yourself the time and keep them! However, if you want to paint the walls then tackle this task before you start unloading boxes and moving all your furniture into place. Similar to painting the walls would be replacing the floors, but that is a more costly upgrade.

Clean the Ducts & Dryer Vent

You never know when it was done last, this is also useful if you're moving into a home with smokers or pets, as the smells may be trapped in the ducts. While you're at it, replace the furnace filter too.

Purchase Emergency Products

Purchase a carbon monoxide detector, smoke alarms (if needed), fire extinguisher and batteries. Inspect all your smoke alarms to confirm they're in working condition and replace all batteries to be on the safe side.

Create a 'Move Box'

Include screws, nails, scissors, tape, drop cloths, drill, hammer, screwdrivers, measuring tape, shelf liner, toilet paper, paper towels, goo gone, first aid kit, snacks, hand soap, trash bags, flashlight, phone chargers, batteries, paper plates, cups, cleaning supplies etc. This box will become very helpful for your first couple of days moving into your new home.



FREQUENTLY ASKED Questions

Do I Really Need a Realtor® When Buying a Home?

When buying a home, it's strongly recommended you have a Realtor® for a stress free transaction. Realtors® are trained with knowledge and experience that are highly beneficial to you when purchasing a home.

Who Pays the Realtor® Fees When Buying a Home?

When you're purchasing a home, your Realtor® will be compensated by the seller of the property. The amount is predetermined and set before the property has hit the market. There is no reason to buy a property without using a professional Realtor®.

How Many Homes Should I Look at Before Putting in an Offer?

There is no specific number of homes you should look at before writing an offer. While I recommend not buying the very first place you see don't feel that if you were to purchase the fifth or tenth home that you're making a mistake. The same goes if you takes you looking at fifty homes, before finding the one.

WHAT IS THE 48 HR CLAUSE?

It is a time clause that is agreed between both parties when a purchaser has a condition that prolongs the completion of their purchase. For example, they need to sell their home in order to be able to purchase. Once agreed upon, your home may still be viewed by potential buyers and accept another offer. If you accept another offer, you must provide the first offer notice that they have 48 hrs to satisfy their conditions or remove them. If they satisfy, your home is officially sold, if not the second offer may start to satisfy their conditions.

TESTIMONIALS

Keanna was amazing to work with! She helped us sell our place and really did her research to know how to price and sell it effectively. Throughout the selling process, Keanna provided regular communication and was always quick to provide answers to any questions we had. She made things so easy and hassle-free for us. It was a great experience! Thanks, Keanna! - Anita & David

Keanna was absolutely amazing to work with. We were so close to being out of a home but she worked some amazing magic and was able to help us secure everything we needed in a very huge time crunch. Without Keanna and the amazing team she has we would not be in our beautiful home we are today. I strongly recommend her for all your future real estate endeavours. Thank you once again Keanna! - Nick, Eilysia & Alex

As a first time home-buyer, I had numerous questions and concerns going into looking for a house. Keanna was very patient with all of the questions I had, no matter how silly I thought they might be and gave exceptionally thorough answers, making sure I understood what she was saying. By taking me to a variety of houses with different styles and in different conditions, Keanna developed a good sense of what I was looking for and I quickly learned that if she said I was going to like the house - I was going to like the house. She was a very helpful guide from when we first met to discuss what I was looking for, all the way to when I had purchased a place and was curious about when I get my keys. Even though my summer schedule is pretty hectic, she was very accommodating to when I was available and did a wonderful job keeping the house hunt going at a healthy pace. I am grateful that I chose her as my real estate agent as she made a very stressful event into a very enjoyable one. Thank you again, Keanna, for helping me buy my first house. - Cameron

We sold and bought a house with Keanna. She is an extremely knowledgeable and competent agent. She was 100% there for us, answering messages at lightning speed and at all hours of the day. She was able to sell our house in one week, over asking price and with multiple offers. She knows the market well and went the extra mile to find us our perfect home. We were very happy with her service and recommend her for anyone that is thinking of buying or selling a home. - Amy & Danny