

BUYER'S GUIDE

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SASKATOON



EXPERIENCE the Advantages of



Working with an EXECUTIVE



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**As an EXECUTIVE,
I will help find
the right home for YOU.**



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As an EXECUTIVE, I will help you find the right home for YOU.

I Listen

I will meet with you to discuss your wants, needs and goals when it comes to purchasing your next home. I will help you identify which nuances are important to your move. These may include location, lifestyle and financial comfort level.

I Search

I'll use the several different search tools at my disposal to find homes for sale that match your criteria. Three examples of specific tools I will use to help you find a new home are:

1. **MULTIPLE LISTING SERVICE (MLS)**

The MLS is an inventory of all properties listed by a REALTOR® (unless seller has otherwise specified), which enables every REALTOR® to search active, pending, sold and expired listings. Using this tool keeps me connected to the most up-to-date information.

2. **MY NETWORK**

Having access to my large network of associates from both my office and my region enables me to network frequently and efficiently on your behalf. The collective knowledge, information and inventory that I have direct access to will benefit your transition into your new home.

3. **SPHERE OF INFLUENCE**

My sphere of influence is made up of hundreds of people from within our community including friends, family, current and past clients alike. Staying in touch with this diverse group of people will create more opportunity for me to know about potential new homes for sale that fit your needs.

I Preview

To make the most of your time, I will tour properties before you see them to make sure they match your taste, lifestyle and previously determined search parameters. Doing this will save you time and effort because we will be able to preliminary narrow down listings in which you aren't likely to be interested. This process can take hours, days or even weeks but you are retaining me to help you find your new home; and if I can save you time along the way, then you have more time for yourself.



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I Schedule

Viewing potential properties is exciting, but it can be an overwhelming process too. If you see too many homes within a short time span they can start to blend together. I'll make the most of your time by scheduling the appropriate number of appointments to make sure the homes we view together are the best candidates for your next home.

I Tour

Every area has a designated weekly and/or monthly home tour. These home tours are exclusive to agents and brokers, so we are able to stay in touch with the most recent listings in a given area. My staying informed with what's new on the market will always ensure you are the first on the scene to get a look at the new listings that may interest you. If you're looking for a newly constructed home, I'll tour new construction communities as well.

I Research

It is imperative for me to stay connected to property values, market fluctuations, changing lending guidelines and anything that impacts the purchase of your next home. I can assess fair market prices by performing a market analysis on areas relevant to your search criteria. Doing this will positively impact your negotiating power down the road.

I Verify

Once you've found a home that you are really interested in, I will verify the tax records, history, time on the market, location, square footage and condition listed in the MLS are all accurate. This will save you time and headaches as you get further into the offer process.

I Advise

I will assist you in analyzing which listings best fit your needs. Once we have identified a home for which you would like to make an offer, I will help you write the purchase offer which begins the negotiation process. I will also assist you with ancillary details such as appraisals, inspections, title searches, your mortgage and more because, after all, it really is all about making this process as seamless as possible for you.



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I Represent

I have a responsibility to meet your needs when it comes to dealing with the sellers and their REALTOR® so you can concentrate on the exciting details of your new home like moving, new furniture, phone, cable, etc. We'll be in touch throughout the entire process to make it as stress-free as possible.

I Negotiate

Your negotiation power varies greatly based on current market conditions. This is dependent on things like the economy, job growth, interest rates, exchange rates, inventory and demand. Once we find the right home, I'll guide you through the negotiation process, educating you along the way about what comparable fair market housing prices would be in that area, as well as the terms of the contract.

I Communicate

From the beginning, we work together until the day you move into your new home, I'll make every effort to make this transition as smooth as possible for you. If you need additional assistance selling your home, I will provide those services or refer you to the appropriate parties to best coordinate the timing on both transactions. You will hear from me regularly via telephone, email, fax and in-person meetings. My goal is to keep you informed about our progress and get you moved into your new home within your ideal time frame.

I Satisfy

It's my job to find the home that best suits your wants and needs. My goal is to make this transition as comfortable and stress-free as possible so you can enjoy the opportunities that await you in your new home. So let's get started!



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Searching for your new home is exciting and I look forward to helping you in that process...

The better I understand your current situation versus your desired situation, the more likely we will be to effectively bridge the gap between where you currently are and where you want to be. Understand that whatever information you disclose to me is confidential, so please be candid. The more I understand the full scope of your wants, needs and goals, the better I can serve you.

Current Situation:	Desired Situation:
Location:	Location(s):
Bedrooms:	Bedrooms:
Baths:	Baths:
Type:	Type:
Style:	Style:
Square Footage:	Square Footage:
Lot Size:	Lot Size:
Parking:	Parking:
View:	View:
Pets:	Pets:
Deck/Patio:	Deck/Patio
Do You Currently: Rent Own	Future Desire: Rent Own

What do you like best about where you currently live?

What do you like least about where you currently live?

Please list any lifestyle needs you have that can help us to refine your search parameters (such as lake front, beach front, walking distance to shops restaurants, nearby freeway access, horse property, etc.):



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HOME BUYERS GUIDE ...AS SIMPLE AS 1, 2, 3

1. INITIAL INVESTMENT

5% Down Payment — **Insured Loan** _____

20% Down Payment — **Conventional Loan** _____

Insured Loan Rate (CMHC/Genworth) _____

2. GROSS DEBT RATIO — (PITH)

Gross Monthly Income X 32% _____

3. TOTAL GROSS DEBT RATIO

Gross Monthly Income X 40% _____

PITH & Other Expenses
(Factors include job security, longevity,
spouse's income, verification of down
payment, net worth, credit report) _____



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AMORTIZATION CHART

Monthly payment per \$1,000.00 *borrowed*

Interest Rate	Length of Mortgage						
	1 Year	3 Years	5 Years	10 Years	15 Years	20 Years	25 Years
2.75	84.57	28.96	17.85	9.53	6.78	5.41	4.61
3.00	84.69	29.07	17.96	9.65	6.90	5.54	4.73
3.25	84.80	29.18	18.07	9.76	7.02	5.66	4.86
3.50	84.91	29.29	18.18	9.88	7.14	5.79	4.99
3.75	85.02	29.40	18.29	9.99	7.26	5.91	5.13
4.00	85.14	29.51	18.40	10.11	7.38	6.04	5.26
4.25	85.25	29.62	18.51	10.23	7.50	6.17	5.40
4.50	85.36	29.73	18.62	10.34	7.63	6.30	5.53
4.75	85.47	29.84	18.74	10.46	7.75	6.44	5.67
5.00	85.59	29.95	18.85	10.59	7.89	6.58	5.82
5.25	85.70	30.06	18.97	10.71	8.01	6.71	5.96
5.50	85.81	30.17	19.08	10.83	8.14	6.85	6.11
5.75	85.93	30.28	19.19	10.95	8.27	6.99	6.26
6.00	86.04	30.39	19.30	11.07	8.40	7.13	6.40
6.25	86.14	30.50	19.41	11.19	8.53	7.26	6.55
6.50	86.26	30.61	19.53	11.32	8.63	7.41	6.70
6.75	86.37	30.72	19.64	11.43	8.80	7.55	6.85
7.00	86.49	30.84	19.76	11.56	8.94	7.70	7.01
7.25	86.59	30.94	19.87	11.68	9.07	7.84	7.16
7.50	86.71	31.06	19.99	11.82	9.21	7.99	7.32
7.75	86.82	31.16	20.10	11.94	9.34	8.13	7.47
8.00	86.93	31.28	20.22	12.07	9.49	8.29	7.64

ESTIMATING your monthly payment, find the figure under the mortgage interest rate (%) that corresponds to the number of years you want to pay off the loan.

FOR EXAMPLES: If your interest rate is 10% and the term of the mortgage is 25 years, Then you need to pay \$8.95 per month for each \$1,000 of mortgage.

Your monthly payment: $\$8.95 \times (\text{MORTGAGE AMOUNT}/\$1,000) = \text{MONTHLY PYMT}$

CALCULATING: If your mortgage amount is \$30,000, your monthly payment=

$\$8.95 \times (\$30,000/\$1000) = \268.50

METRIC CONVERSION

SQUARE FEET TO SQUARE METERS – Multiply by .0929
 SQUARE METERS TO SQUARE FEET – Multiply by 10.764
 FEET TO METERS – Multiply by .3048
 METERS TO FEET – Multiply by 3.2808
 HECTARES TO ACRES – Multiply by 2.47

ACRES TO HECTARES – Multiply by .4047
 SQUARE FEET TO ACRES – Divided by 43560
 MILES TO KILOMETERS – Multiply by 1.609
 KILOMETERS TO MILES – Multiply by .6214



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HOME BUYERS GUIDE

- A. MORTGAGE COSTS
 - Application Fee _____
 - CMHC / Genworth _____
 - Appraisal Fees _____
 - Real Property Report (Surveyor's Certificate) _____
 - Pre-Qualifications/Pre-Approval _____

- B. CONTRACT OF PURCHASE & SALE
 - Deposit (To guarantee performance, within 48 hrs of acceptance) _____
 - Terms & Conditions _____
 - Counter Offer _____
 - Ancillary Services _____
 - Multiple Offers _____
 - Acceptance _____
 - Conditionally Sold / Confirmed Sold _____

- C. LEGAL COSTS: (Plus GST)
 - Lawyer's Fees _____
 - Registration of Mortgage _____
 - Register Transfer (\$3.00 / \$1,000.00) _____
 - Register Interest (\$50.00 / title) _____
 - Miscellaneous / Title Insurance _____
 - (Land Titles Search(es), Submission Fee, Writ Registry Searches, Tax Search, Tax Certificate, Photocopying, Courier, Postage, etc.) _____

- D. ON POSSESSION
 - House Insurance _____
 - First Payment Date _____
 - Associated Purchases _____



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WORKSHEET FOR COSTS RELATED TO A HOME PURCHASE

Purchase Price \$ _____
 Initial Equity Investment - _____
 = _____
 CMHC Fee _____
 Total Mortgage Required + _____
 _____ @ _____ % over _____ years = _____ P.I.
 _____ @ _____ % over _____ years = _____ P.I.
 Add: Estimated property taxes = _____ Taxes
 _____ P.I.T.

ESTIMATED ADDITIONAL CLOSING COSTS

Approximate Mortgage Application Fee _____
 Approximate Appraisal Fee _____
 CMHC Application & Appraisal Fee _____
 Surveyor's Certificate (if required) _____
 Home Inspection _____
 Schedule "C" _____
 Building Abstract _____
 Tax Adjustment _____
 Property Insurance _____
 Lawyer's Fee for Transaction _____
 Lawyer's Fee to Draw Up Mortgage _____
 Land Titles Fees to Register Mortgage & Names _____
 GST _____
 Total Estimated Closing Costs _____

Interest Adjustment _____ (per diem) x _____ days = _____ *
 (This amount will vary depending on when title is registered.
 The first mortgage payment will be reduced at this amount.) _____

*Note: This amount does not include moving costs, utility deposits, curtains, appliances, etc.

OTHER CONSIDERATIONS

- First mortgage payment due usually one month after possession date.
- P.I.T. payments may be higher initially to provide sufficient funds for tax account.
- Procedure for negotiating and making mortgage application (documents required).
- Be aware of possible complications if mortgage company requires "building abstract."
- Ask your lawyer to be sure s/he searches for any arrears in utility account.



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PURCHASER'S STATEMENT OF ADJUSTMENTS

Purchase Price	\$ _____	\$ _____
Less Net Mortgage Proceeds	\$ _____	
Less Deposit	_____	
Less Damage Deposit Adj.	_____	
Less Tax Adjustment to Purchaser (\$ x /365)	_____	
Plus Tax Adj./Credit to Vendor (\$ x /365)		_____
Plus Legal Fees		
Purchase		_____
Mortgage		_____
Plus GST on Legal Fees		_____
Plus PST on Legal Fees		_____
 Plus Taxable Disbursements		
Photocopying & Postage	_____ 20.00	
Courier	_____ 10.00	
Land Titles Search(es)	_____ 30.00/60.00/90.00	
Submission Fee	_____ 20.00/40.00/50.00	
Writ Registry Searches	_____ 8.00	
Fax Charges	_____ 5.00	
Long Distance Charges	_____ 5.00	
Tax Search	_____ 5.00	
Tax Certificate	_____ 15.00	
Total Taxable Disbursements	_____ 118.00/168.00/208.00	
Plus GST on Disbursements	_____ 8.26/ 11.76/14.56	
 Plus Tax Exempt Disb.		
Register Transfer (\$3/1,000)	_____	
Register Mortgage	_____ 150.00	
Register Interest (\$50.00/title)	_____	
 Plus Interest on Late Payment		_____
 Plus		_____
 BALANCE REQUIRED	 \$ _____	
	\$ _____	\$ _____



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MORTGAGE QUALIFICATION FORM

Name(s) of Applicant(s): _____

Own: _____ Rent: _____ Monthly Rent/Mortgage Payment: \$ _____

Applicant's Employer: _____ Position: _____

Co-Applicant's Employer: _____ Position: _____

Purchase Price of Property \$ _____

Down payment from client's own resources + \$ _____

Equity from sale of present home (if applicable) + \$ _____

Total \$ _____ - _____

Mortgage Required \$ _____

Note: If / is greater than 75%, the mortgage must be insured by CMHC and applicable insurance premium can be added to mortgage.

B A

Applicant's Annual Income \$ _____

Co-Applicant's Annual Income \$ _____

Total Annual Income \$ _____

Monthly Mortgage Payment Required: \$ _____ x 12 months _____

Interest Rate: _____%, (25 year amortization) _____

Annual Property Taxes _____

Annual Heating Costs _____

Annual Condo Fees: \$ _____ x 50% _____

Total Annual Property Payments _____

Gross Debt Service Ratio (GDSR) / _____ %

GDSR Should not exceed 32%

D C

Total Annual Property Payments _____

Other Monthly Debt Payments: \$ _____ x 12 months _____

Other Monthly Debt Payments: \$ _____ x 12 months _____

Total Annual Debt Payments _____

Total Debt Service Ratio (TDSR) / _____ %

TDSR Should not exceed 40%

E C



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POSTED RATES



6%	4.75%
\$100,000 Mortgage	\$100,000 Mortgage
6.40 per thousand	5.67 per thousand
\$640 PI payment	\$567 PI payment

$\$640 - \$567 = \$73 / \text{month} \times 12 \text{ months} = \$876.00 / \text{year}$

Over the 25 year mortgage...
 $\$876 / \text{year} \times 25 \text{ years} = \$21,900$



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When You Rent You Lose

A quick review of the chart below demonstrates that every time you pay rent, you have missed another great opportunity to start building equity in your own home. Put your money into the future... buy a home and start saving now.

RENT PAID PER YEAR	MONTHLY RENT				
	\$650	\$800	\$900	\$1,000	\$1,100
End of Year 1	\$7,800	\$9,600	\$10,800	\$12,000	\$13,200
End of Year 2	\$8,190	\$10,080	\$11,340	\$12,600	\$13,860
End of Year 3	\$8,600	\$10,584	\$11,907	\$13,230	\$14,553
End of Year 4	\$9,029	\$11,113	\$12,502	\$13,892	\$15,281
End of Year 5	\$9,481	\$11,669	\$13,127	\$14,586	\$16,045
Total Rent Paid Over 5 Years	\$43,100	\$53,046	\$59,677	\$66,308	\$72,938

Total Rent Paid Over 5 Years	MONTHLY RENT				
	\$1,200	\$1,400	\$1,600	\$1,800	\$2,200
End of Year 1	\$14,400	\$16,800	\$19,200	\$21,600	\$26,400
End of Year 2	\$15,120	\$17,640	\$20,160	\$22,680	\$27,720
End of Year 3	\$15,876	\$18,522	\$21,168	\$23,814	\$29,106
End of Year 4	\$16,670	\$19,448	\$22,226	\$25,005	\$30,561
End of Year 5	\$17,503	\$20,421	\$23,338	\$26,255	\$32,089
Total Rent Paid Over 5 Years	\$79,569	\$92,831	\$106,092	\$119,354	\$145,877

As a new home buyer, I know your concerns are:

1. Knowing what you can afford
2. Understanding a mortgage
3. Finding money for a down payment
4. Insurance
5. Location

I have the answers, the knowledge and experience to take you from indecision into the home you've always dreamed of owning.

*Note: Calculated with a modest 5% per year inflation factor.



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Notes



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I will exceed your expectations:

As a REALTY EXECUTIVES REALTOR®®, I have the experience that counts.

Thank you for taking the time to meet with me today. I appreciate the opportunity to present my comprehensive plan. I am confident I can exceed your expectations.

I look forward to working with you!

Renée



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