



# BUYERS GUIDE

THE COMPLETE GUIDE TO BUYING A HOME

MADDOX REAL ESTATE

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Worked with Jason and his team on buying a  
condo 5 years ago, now in 2021, worked with  
Jason and his team on selling the same condo.

I can't tell you what positive experience this was.  
A true professional, and a professional team. I  
personally recommend Jason and his team to  
anyone out there!

-Luis Andrade

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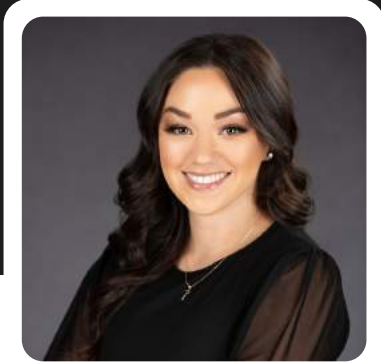
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JAMIE ABITIA



Unlocking Doors to Your Dream Home: Your Trusted Guide in Your Real Estate Journey!

KATRENA PRIOR



Client Focused, Results Driven. With Katrena, you'll have an experienced and trusted advisor by your side.

THE TEAM

SINDY ANDERSON



Your committed partner with unwavering dedication and personalized attention, ensuring a smooth and stress-free real estate journey from start to finish.

AMY DAVIS



Our master negotiator and Seller's Representative Specialist (SRS)/listing agent extraordinaire. You want this gal on your side!

LISA CHILTON



Our amazing buyer's representative who will guide you through every step of the way!

THE TEAM

JASON MADDOX



The guy we turn to whenever we've got questions...our fearless leader and knower of all things real estate!

IAN GARCIA



Our compliance and client care expert. Ian's got you every single step of the way! You'll love him as much as we do!

# TEAM STATS

We have consistently sold more homes than any other team in our city!

We've sold over 35 homes in the last 12 months.

Our accomplished team has had the privilege of assisting hundreds of buyers and sellers.

Our listings have consistently SOLD above asking price!

# THE STEPS

So, you want that dream home? We know exactly how to get you there. Here are the typical steps involved in buying a home.

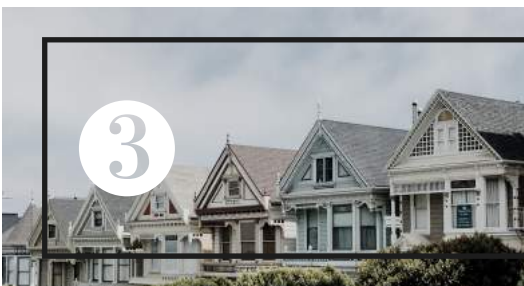


## GET PRE-APPROVED

You'll want to get this process started asap, as getting pre-approved for financing is essential.

## CHOOSE AN AGENT

Choose an agent whose personality meshes with your own and whose experience can work in your favour!



## HUNT FOR HOMES

We'll take note of your requirements and start searching for properties that fit the bill!

## RESEARCH NEIGHBOURHOODS

Your new neighbourhood is just as important as your home. Look at schools, recreation and shopping.



## MAKE AN OFFER

We'll draw up an offer and negotiate on your behalf.



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## INSPECTION

This will address any hidden issues in the house.



## CLOSE THE SALE

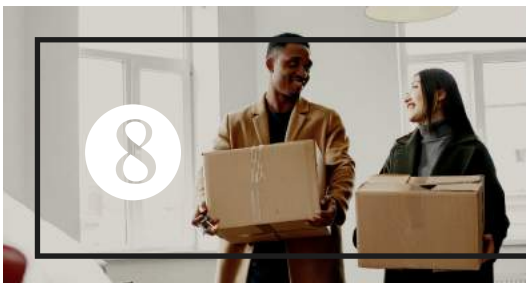
Arrange a closing date and sign the paperwork!



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## MOVE IN!

You did it! Welcome to your new home!





# BUY OR SELL FIRST

Each situation is unique, and several factors need to be looked at to determine which option is right for you. Here are some things to consider with each.



## BUY FIRST

### Works best when

There is a lot of competition in the market and property prices are rising

You're confident there will be a high level of demand for your existing property

You can negotiate or make it conditional on selling your own home

You're prepared to accept an offer that lets you move on or pay bridging finance.



## SELL FIRST

### Works best when:

Property prices are flat or declining  
if you want greater certainty about how much you have to spend on your next home

If you're moving locations and buying in a different and slower market

If you can negotiate a long settlement or know that you'll be able to find something that suits your requirements.

# PRE-APPROVAL

Getting a pre-approval is one of the best things you can do to simplify the process and give yourself more confidence in your buying power. Here's what you can expect from the process.

**ONE**



## YOUR CREDIT SCORE

Knowing your credit score will help lenders decide if you're a good candidate for a loan. The higher your credit the better.

## YOUR EMPLOYMENT HISTORY

Lenders want to make sure you can regularly make mortgage payments, with no major gaps in income.

**TWO**



**THREE**



## YOUR ASSETS AND DEBTS

Lenders want to know your debt-to-income ratio to know if you can make each loan payment with the income you earn.

Choosing a home that complements your lifestyle, income and preferences is no easy task. There are many moving parts to finding a home that will work for you and your family. Here are some things to consider when looking for that perfect home.



*There's no place like ...*

HOME



## WHAT KIND OF HOME DO YOU WANT?

Are you interested in single-family, condo or townhome? Do some research of what types of homes offer what that will help narrow down your search area.



## CONSIDER YOUR COMMUTE

Do you need a car to get to work? Are you going to be taking transit? Do a test run before committing to a certain area.



## OLD HOUSE OR NEW HOUSE

Older neighbourhoods are great for their charm and character, but often older homes require more repairs, newer developments have modern finishes and less repairs needed.

# CHOOSING A HOME



## COMMUNITY

What would you like to see in your new community? Is it more coffee shops? Events? Closer to the water? Whatever it is write it down and choose areas that have those features.



## WALKSCORE

How important is it to you to be walking distance to things like schools, shopping and groceries? Think of what you want or need to be close to.



## MUST NOT HAVE

Everyone has wants but have you considered the things you don't want? If you hate noise you might want to steer clear of the college area for example.

# UNDERSTANDING OFFERS

Once we draft and present the offer a few things could happen, here's a breakdown of the offer process and what you can expect.

## OFFER PRESENTED



Worked with Maddox Real Estate (Jason) to purchase our first home. He's trustworthy and kind - just really a good guy. 5 Stars!!!

-SAM KIM

## **Price**

The price of the home

## **Deposit**

Will be applied against the purchase of the house when the sale closes.

## **Terms**

Terms include the total price offered and the financing details.

## **Conditions**

Conditions are items that must be completed or fulfilled prior to the closing (such as a home inspection, obtaining financing, or selling your existing house).

## **Inclusions and exclusions**

Items included or excluded. These items can be anything from appliances to decorative items, such as window coverings or mirrors.

## **Closing day**

The closing day is generally the day the title of the property is legally transferred and the transaction of funds finalized.

# CLOSING COSTS

MADDOX REAL ESTATE was awesome. Very honest, knowledgeable, personable, and most important of all, easy to work with.

-R Gardner

## BEFORE CLOSING

- DEPOSIT
- PROPERTY APPRAISAL
- HOME INSPECTION

## ON CLOSING

- LAND TRANSFER TAX
- PROPERTY TAX
- MORTGAGE INSURANCE

## AFTER CLOSING

- MOVING EXPENSES
- UTILITY CONNECTIONS
- RENOVATIONS
- REPAIRS + MAINTENANCE

## FAQ'S

We received excellent representation from our real estate agent, Jamie Abitia. She was knowledgeable, honest, and reliable. She made herself available during the entire process, and kept us informed during the bidding process, and did an excellent job explaining each step.

-Marilyn Ahuna

### HOW MUCH DO I NEED TO PAY YOU?

Generally, buyer agents do charge a fee, which is typically paid by the seller, with only a few rare exceptions. Therefore, as a buyer, you will seldom find yourself responsible for paying any commission fees.

### WHY DO I NEED A BUYER AGENT?

Having representation is crucial for your best interests since the Seller Agent's primary focus is to advocate for the seller. It is essential to have someone on your side, ensuring that you secure the most advantageous deal possible.

### HOW LONG DOES THE PROCESS TAKE?

Discovering the perfect home can require a timeframe ranging from weeks to months, depending on your specific timeline and requirements. Once we identify a home that resonates with you, the offer can swiftly be accepted within a matter of days. Typically, the closing process takes approximately 1 month or less, enabling you to envision yourself settling into your new home within a remarkably short span of time.



# MOVING CHECKLIST

## TWO MONTHS BEFORE

- Start downsizing and donating old and unwanted items
- Start researching moving costs and companies
- Collect school records and transfer
- Order packing supplies

## ONE MONTH BEFORE

- Change your address and send moving notifications to friends and family
- Find local healthcare providers and shopping necessities
- Make plans for what to buy (appliances, etc...)

## TWO WEEKS BEFORE

- Contact utilities
- Finalize moving arrangements

## 2-3 DAYS BEFORE

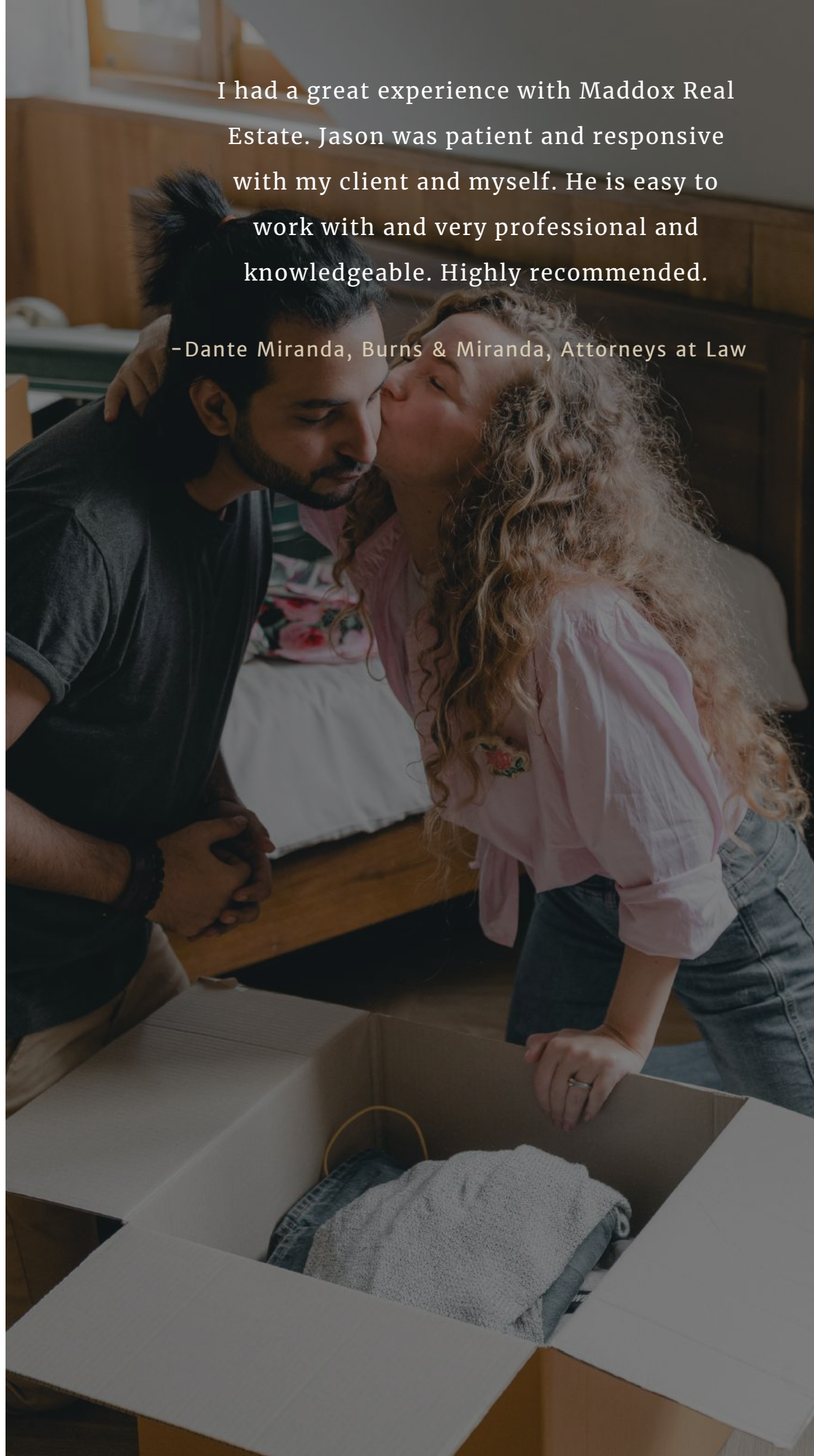
- Plan payments and expenses for moving
- Defrost your fridge
- Clean as you continue to pack
- Pack things you will need right away separately

## MOVING DAY

- Do a final walkthrough
- Keep all receipts
- Pre-clean, seal any windows or doorways
- Check for damages in your new home that will need to be fixed
- Unpack room by room

I had a great experience with Maddox Real Estate. Jason was patient and responsive with my client and myself. He is easy to work with and very professional and knowledgeable. Highly recommended.

-Dante Miranda, Burns & Miranda, Attorneys at Law



## TESTIMONIALS

I've worked with Jason several times purchasing homes but recently I sold a property and bought a property at the same time so I worked with Jason and Katrena and they both were lovely! Excellent job, really easy to work with, gave superb suggestions that worked! I would definitely recommend and work with them again! Cheers!


-Natalea Abdin

MADDOX REAL ESTATE is great to work with. Very knowledgeable and professional.

-A Shafizadeh


MADDOX REAL ESTATE was awesome. Very honest, knowledgeable, personable, and most important of all, easy to work with.

-R Gardner




“  
Maddox Realty has been our go to realty for all our realty needs. Our family has used Jamie and Jason to sell 2 different houses and to buy another. Always available to make things go smoothly and to help with whatever needs to get done. Even when things are complicated they get it done. Knowledgeable and professional but they feel like family. If I could give them more stars I would!

-Joann Medeiros



“  
Having never purchased a home before, my wife and I went into this process with many questions and even more concerns. Lisa and Amy were so incredibly patient and comforting throughout the entire process. From open houses to closing (and even beyond), we never felt alone nor did we ever feel out of control. What I appreciated most was the time and energy Lisa invested in teaching us. Just knowing and understanding helped us sleep more soundly at night even when deadlines were tight. My wife and I couldn't have asked for a better experience. Thank you!

-The Chans



“  
Maddox Real Estate recently helped me purchase my first home. It was a great experience. I had been looking for something very specific for months, and not getting any of my offers accepted. Once I hired the Maddox team, it was clear that their level of professionalism, and organization, went a long way in communicating to the listing agent that my offer was solid. All throughout the transaction, Jason managed everyone's expectations, and kept temperatures cool. I even got a 5K seller credit after reviewing some "new" news found on the inspection reports. Overall, I'm very satisfied and will refer them to my friends and family.

-Robert Ring



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