



# THE ULTIMATE GUIDE TO BUYING A HOME



HOW TO GET WHAT YOU WANT!

**WITH JACQUIE MCCARNAN**

[WWW.NORTHVANHOMESALES.COM](http://WWW.NORTHVANHOMESALES.COM) ~ 604-764-0990

**RE/MAX**  
MASTERS REALTY

# SO, YOU'RE THINKING ABOUT BUYING A HOME?

Buying a home, whether for the first time or the fiftieth time (seems excessive ;), is a big decision.

While the process could be stressful it can also be a lot of fun!

My process is pretty straight forward and it all starts with finding out what's important to YOU. What are your real estate goals? What can't you live without (mine is 2 bathrooms! I, absolutely, need 2 bathrooms!)

Not all agents will be right for all people so interview a few folks, find out who you'd like to work with then let them (or me) help you find what you're looking for.

This guide will answer most of the questions buyers ask and even some that you don't know you don't know...maybe. If you have other questions I make it incredibly easy to find me.

WELCOME



# CHOOSING THE RIGHT REALTOR FOR YOU

NOT ALL REALTORS® ARE CREATED EQUAL AND CHOOSING THE ONE THAT WORKS BEST FOR YOU IS AN IMPORTANT STEP IN THE PROCESS OF SUCCESSFULLY SELLING YOUR HOME.

## ABOUT JACQUIE

Jacque has been in British Columbia for over 30 years and moved here from Ontario after realising that the beauty of the west coast of Canada cannot be beaten.

She's lived all over the lower mainland and in Whistler finally landing in North Vancouver 15 years ago.

As someone who, truly, appreciates how special BC is, Jacque enjoys getting to know here clients and their real estate goals.

She is committed to the service of others both in her role as real estate advisor and as the Founder and Director of the North Van Cares Foundation.\*

Her podcast, "KEEPING IT REAL" keeps buyers and sellers updated on all things "real estate" in BC.

# The BUYING PROCESS



When we meet I will go through this process with your specific timeline in mind. It can be as quick or as calm as you wish and we can discuss the best, and least, stressful way you'd like to go about moving forward.

## 1 FIGURE OUT THE MONEY

The first step in the buying process is to figure out the money.

So, that first call is to a Mortgage Broker. I have a list of brokers who will help you work out, exactly, what you can afford.



## 2 WHAT ARE YOU LOOKING FOR?

Let's get together to define your goals and sign the paperwork. What are you top 5 must haves? What would you "love to have" that you can add? Condo? House? There are a lot of options so let's drill it down.

## 3 LET'S GO!

Fun fact, I love to view properties with my buyers. Over the years I have developed a keen eye and can, sometimes, see things others miss. Whether we have to see 3 or 30 homes, I enjoy the hunt!

## 4 LET'S MAKE AN OFFER!

**SLOW YOUR ROLL!**  
A few things have to happen before we make an offer. Is it a strata unit? We need to review those documents. Are they taking offers as they come or at a specific date? We have questions!

## 5 RESCISSION & SUBJECTS

BC has a 3 day rescission period on all offers (ask me to explain this more) Depending on the unit and the market we may have subjects. We don't have a done deal until all subjects and rescission are removed.

## 6 LAWYER/NOTARY

All info from a completed offer is sent to your notary or lawyer (of your choosing but I have names if you need them) They will give you a call when everything is ready for you to sign.



## 7 COMPLETION & POSSESSION

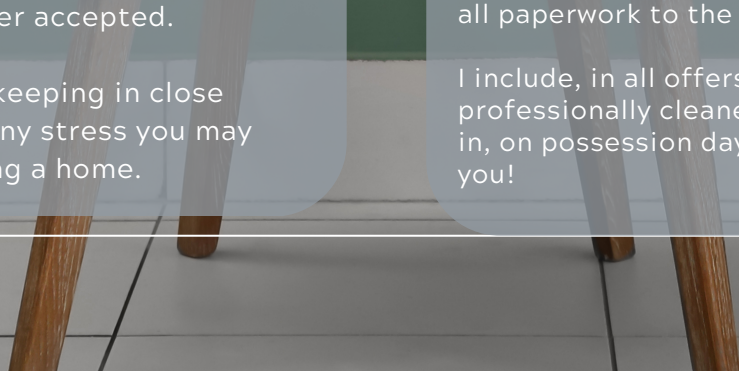
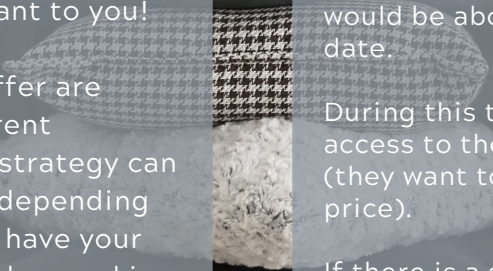
The deal is complete! The papers are signed! The title has been transferred to you! Woot!  
You get the keys and move in! (most condos require that you book a move in time with the strata prior to your possession date)

Real estate is not cut and dried, there are often questions that can't be anticipated so if you ever have a question that needs clarification, just ask.

If I don't know the answer I will, absolutely, know where to find the right information or the right real estate-related professional to help.

# The BUYING PROCESS

more details



## CONSULTATION

Our first meeting takes place in your home, my office or a cafe, you choose. We sit down and create a strategy for your real estate goals. I'll ask you several questions to find out what you want to see happen. For example, how many bedrooms are you looking for? What's your budget? etc.

At this time we will sign the Exclusive Buyer's Agency Agreement form and we will scan your ID to satisfy BCFS compliance rules around who can purchase real estate in BC. There are some new mandates that are all a part of the buying process and they're there to protect everyone.

## FIRST TIME BUYERS

There are all kinds of incentives for first time buyers. From tax incentives to mortgage information, knowing the options will save you a ton of money! Sure, having the right professionals shepherd you through this is important but if you know all of the facts, you'll know all the right questions to ask!

Empowering my clients to take an active role in their real estate goal planning is a big part of why I do what I do.

So, if you're a first time buyer or if you're helping someone buy for the first time, let's chat! I've got you.

## TOURING/OFFERS

I love this part! I'm never going to be too busy to help you find the right property. The more we see the more we can focus on what's important to you!

Every property and every offer are different and require different strategies. Sometimes the strategy can change from week to week depending on the market. It's great to have your Realtor® and Mortgage Broker working together to make sure you are in a position to get exactly what you want. The more prepared we are before we get to this stage, the more likely you are to have an offer accepted.

Strategy is fluid, keeping in close contact reduces any stress you may have around buying a home.

## SOLD, COMPLETION & POSSESSION

For a sale to be "firm" the offer has to complete the rescission period and all subjects must be removed. Typically this would be about a week from the offer date.

During this time your lender will ask for access to the property for an appraisal (they want to know it's worth the asking price).

If there is a subject to inspection. (there should be!) I arrange the inspection and we meet the inspector to go over any issues.

If there is a financing subject I provide all paperwork to the lender.

I include, in all offers, that the home be professionally cleaned so when we walk in, on possession day, it's perfect for you!

# IMPORTANT THINGS TO KNOW

## FEES

Knowing all of the possible fees involved with any real estate transaction helps to avoid unpleasant surprises!

**REALTOR FEES:** Buyers do not pay the Realtor fees. Buyer's Agents are paid by the seller and those fees are set by the seller's representative.

**HOME INSPECTION:** Depending on the size of the home you're looking at an inspection can be anywhere from \$350 upwards. I can get you a quote anytime.

**PROPERTY TRANSFER TAX:** Again, depending on the home the PTT can be between 1% and 3% with some exemptions and adjustments for first time home buyers. (ask me!)

**MORTGAGE FEES:** Each lender has different policies regarding fees. However if you have a "high-ratio" mortgage you will be required to pay CMHC (Canadian Housing and Mortgage Corp) a fee. (great question for your mortgage broker)

**LAWYERS AND NOTARIES:** Again, every deal is different but you can expect \$1000+ for the services of a lawyer or notary.

**INSURANCE:** Most lenders require home insurance. Ask your insurance broker but expect to pay \$350+.

## MOVING

I have yet to meet one, single person who says "I love moving!"

There are a few things that I can help with to make it less horrible.

1. If you're moving into a condo I will connect with the property manager to make sure that you have access to the elevators and will confirm any sort of "move in" fee.
2. I have a wonderful list of folks that can help you get rid of anything you need to so you don't have to move it. (including junk and non-profit services that will take away un-needed items.
3. I like to be around on moving day. Not just to give you the keys but to help where I can! I unpack a mean cutlery drawer!
4. I'm also there to make sure your new home is clean, all the appliances work, all the keys are there, the previous owners didn't leave a ton of stuff etc. If we find that things are not as they should be, which is rare, I will work with the other agent to make them perfect.



worry  
less,  
enjoy  
more.



# ABOUT JACQUIE

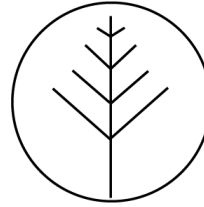


## JACQUIE MCCARNAN

Jacquie is a North Shore and Lower Mainland residential real estate advisor.

She is deeply committed to helping her clients buy and sell real estate and goes the extra km (we're in Canada after all) to see that the process is informative and smooth.

This custom-designed brochure is an example of how she is always striving to provide that EXTRA service to her clients and to the public!



## NORTH VAN CARES FOUNDATION

### ABOUT THE NORTH VAN CARES FOUNDATION

The North Van Cares Foundation, established in 2020, has become North Vancouver's go-to grassroots fundraising organisation!

Through events like the North Van Cares Gala, the foundation has raised \$100's of thousands for the community and intends to keep doing so for many years to come.

Check out [Northvancares.com](http://Northvancares.com) to see how you can get involved!



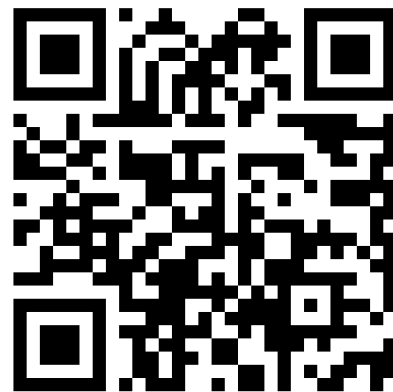
## KEEPING IT REAL PODCAST

The weekly residential Real Estate podcast that aims to cut through all the noise and bring you relevant, informative, information on the real estate market in the Lower Mainland.

Tune in every Friday to get the straight scoop on what's happening in OUR MARKET.

Expert guests and well-researched info that you want to hear!

Grab it on [northvanhomesales.com/podcast](http://northvanhomesales.com/podcast) or wherever you get your podcasts!



## FREE HOME EVALUATION TOOL

Click the link to get an instant home evaluation.

This tool was added to the North Van Home Sales website to help make it super quick and easy to find out the value of your home. It's automated so it's not always perfect but the tool is monitored and if your eval isn't correct we'll make sure to let you know and will provide a detailed report.

Try it today! (tell your friends too :)

JACQUIE  
MCCARNAN



CARES\*  
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# Contact



**Let's Connect**  
*Get in touch with Us!*

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*Use the  
code to  
book a chat*

*~ we could even do so on the golf course :)*

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