

BUYERS GUIDE

THE COMPLETE GUIDE TO BUYING A HOME



KASSAM
& ASSOCIATES

WO

We count ourselves as lucky that Zak landed in
our lives...we would have been lost without his
guidance and savvy know-how...and we definitely
wouldn't have been able to buy our dream home in
competing offers market without him.

-HANNA & JOHN CHEN

RD

TEAM STATS

In 2021, we sold 55%
more homes than any
other team in our city!

We Help home buyers
every month.

Our team worked with
100s of buyers in 2021

In 2021, our buyers
ranked us in the top
5% of Vancouver



KASSAM
& ASSOCIATES

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.

5



6

INSPECTION

This will address any hidden issues in the house.



CLOSE THE SALE

Arrange a closing date and sign the remaining paperwork!

7



8

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.

P R E - A P P R O V A L

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.

TWO

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



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.



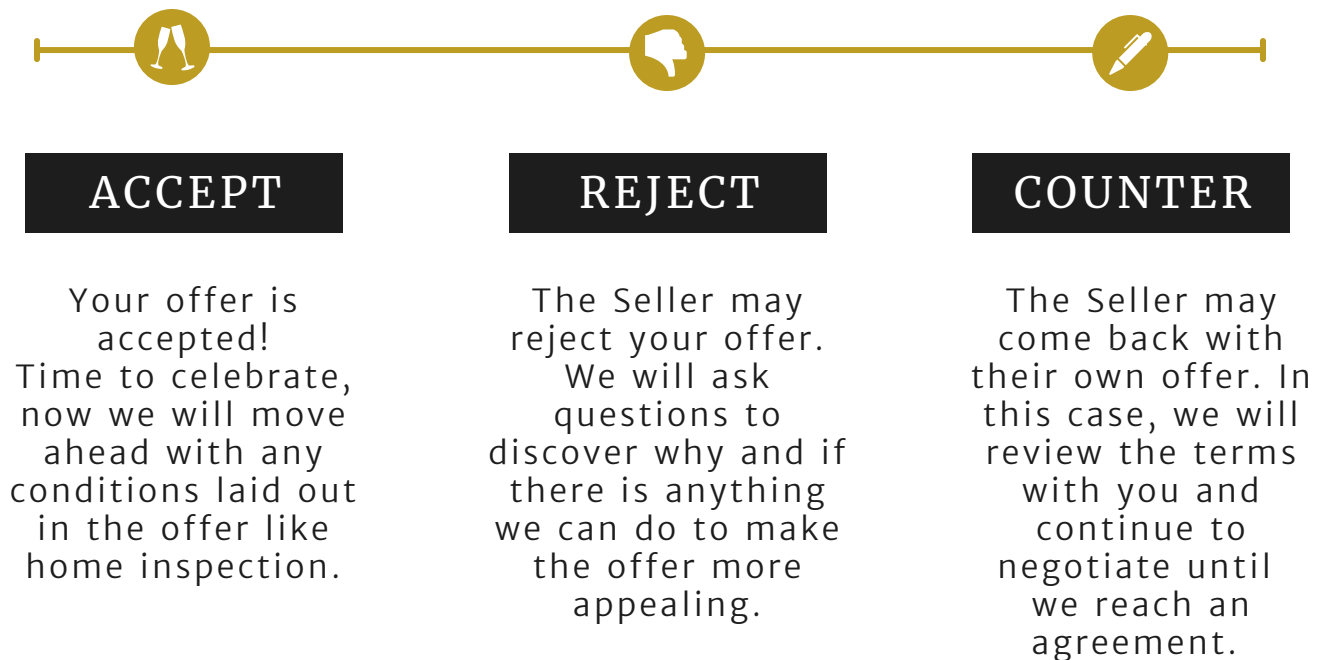
MUST NOT HAVE

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



“
Zak walked us through the entire offer and negotiated so well, we felt completely taken care of... and we got the house!

—Holly & Mark Schafer

ELEMENTS OF AN OFFER

Price

The price of the home

Deposit

Will be applied against the purchase of the house when the sale closes. Typically 5%

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

I felt 100% confident in choosing this team, they helped explain clearly all details and managed the actual sale negotiation brilliantly. They were extremely responsive to every one of my questions, even the ones that they must get over and over again. Highly recommend!

BEFORE CLOSING

- DEPOSIT
- PROPERTY APPRAISAL
- HOME INSPECTION
- FINANCING

ON CLOSING

- LAND TRANSFER TAX
- PROPERTY TAX
- MORTGAGE INSURANCE

AFTER CLOSING

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

F A Q ' S

The team's real estate expertise was invaluable to us. They explained market conditions and walked us through the whole buying process.

HOW MUCH DO I NEED TO PAY YOU?

There are some rare exceptions, but generally, buyer agents do charge a fee, and the fee is paid by the seller. So as a buyer, you will almost never pay any commission fee.

WHY DO I NEED A BUYER AGENT?

It's in your best interest to have representation the Seller Agent is working in the best interest of the seller which means you need someone on your side to make sure you get the best possible deal.

HOW LONG DOES THE PROCESS TAKE?

Finding the right home can take weeks to months depending on your timeline and needs. Once we find a home you like, the offer can be accepted within days and the closing is typically 1-3 months, which means you could be moved into your new home in a few short months.

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
- ☐ Buy any new appliances or make plans for what to buy

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





Nobody knows Vancouver and
surrounding areas better than Zak.

-Tahir & Faiza Ahmed

TESTIMONIALS

I would highly recommend Kassam & Associates. We didn't know what the home value was and actually was going to pay alot more.. and Zak was able to save us more than what we thought was possible

-Ramon Amorim

Zak's expertise was invaluable to us me. I was able to lock in an interest rate at a time when it was lower and now able to purchase a home that I wouldn't have been able to without his help

-Mary Ling

I wasn't even sure I wanted to buy but the Team made it clear that this was the best time and they were right!

My new home immediately went up in value and if we waited we may not have been able to buy

-Khorshed Balsara



KASSAM

& ASSOCIATES

K a s s a m R e a l t y . c o m

C 604.614.3786

Zak@Kassamrealty.com