

# YOUR FIRST HOME IN CALGARY.

A STEP-BY-STEP GUIDE FOR FIRST-TIME  
HOMEBUYERS.



HOMES BY  
*aj*

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# Hi, I'm Aakib Janmohamed. My friends call me AJ.

I'm a REALTOR® that works with clients all over Calgary, Airdrie, Cochrane and everywhere in between!

I specialize in helping First-Time Homebuyers, Families, & Couples find their perfect place.

My background in the service industry set me up for success in real estate, providing unique sales & marketing skills.

I use social media to effectively market my listings, as well as attract new clients.

I understand how daunting the home-buying process can be, but my entire job as a REALTOR® is to ensure you have a stress-free and problem free experience.

I pride myself on my transparency, I value relationships over everything, and I know how powerful they can be in this industry.

I hope you enjoy reading this buyers guide. If you have any questions, or you're ready to jump into the market - give me a call! I'd love to help you out.

**You can reach me at 587-228-8875 or by email: hello@homesbyaj.ca.**

# Hi, I'm Aakib Janmohamed. My friends call me AJ. (cont.)

I wrote this guide as a way to help inform buyers about the process of getting into their first home.

My intention is that you read this and then give me a call so we can work on getting you onto the property ladder.

Happy Reading,

*-Aakib Janmohamed*



# WHAT ARE THE THINGS YOU CAN'T LIVE WITHOUT?

It might seem strange starting with a list of must haves, but honestly - it's the **best way** to make sure you waste as little time as possible.

Ideally, you'll create this shortlist before going online to see available properties.

Going online and looking at properties can generate a set of **false expectations** of what your next home should look like.

You'll find some things that are objectively nice to have but not "must-haves".

Trust me, I understand how hard it is to let go once you see them. So how do we figure what your must-haves are?

The best way to do this is to **focus on 3-4 different neighbourhoods that fit your needs** based on proximity to your work, good school districts, parks, and hospitals.

**Lifestyle is a big factor!**

Think about the number of bedrooms and bathrooms you'll need in your home.

# CREDIT SCORES, DOWN PAYMENTS & DEPOSITS.

Your credit score partly determines how much money you can borrow, what interest rate and how much in fees you'll have to pay.

Your credit score is based on your credit report, which includes information about your credit history - your payment history, how much debt you owe, how long you've had credit, the types of credit you have, and how often you apply for credit.

Getting your credit score in line also works towards saving money for your down payment and closing costs.

However, working on your savings is fantastic even if your credit score is solid.

## DOWN PAYMENTS VS DEPOSITS ↓

A down payment is money you pay in cash to finance your property purchase. This amount is deducted from the property purchase price.

Your lender then issues a **mortgage** for the rest of the amount. So, the higher the down payment, the less you pay monthly.

# DOWN PAYMENTS VS DEPOSITS.

## (CONT.)

The amount of your down payment depends on the purchase price. *example* ↓

\$0-499,999	5% of the purchase price
\$500,000-\$1,499,999	5% on the first \$500,000 + 10% on the purchase price between \$500,000-\$1,499,999
\$1,500,000 or more	20% of the purchase price

If you have a bad credit score, you're self-employed, or for down payments below 20% of the purchase price, your lender might require you to purchase a mortgage loan (default) insurance.

This insurance is paid to **protect the lender** if you cannot make your mortgage payments.

The premiums for mortgage loan insurance range between 0.6% to 4.50% of the amount of your mortgage.

Different **government incentives** can help you fund the required down payment. Talk with your mortgage broker about your options. *If you don't have a mortgage broker yet, reach out and I can recommend someone suitable!*

# DOWN PAYMENTS VS DEPOSITS. (CONT.)

The most significant change you can make in your financial behaviour to help you improve your credit score and increase your savings is to stop purchasing with credit card debt.

**You can still use your credit cards, just don't spend money you don't have. *Trust me, I love my points too!***

If you cannot afford something in cash, don't purchase it.

Even if this means you'll skip vacation this year, or you can't buy that new car you've had your eyes on...

Another hack you can use to increase your saving is ***paying yourself first.***

This means putting aside the amount you want to save at the beginning instead of at the end of the month.

This way, you'll stop purchasing unnecessary things and maintain a monthly budget.

**Trust me, the little purchases add up.**

# DOWN PAYMENTS VS DEPOSITS. (CONT.)

You can use a budgeting app or a simple Google or Excel sheet to help you with your budgeting.

You can open a new savings account with no linked debit cards or checks that you can use solely to save for your down payment.

You should utilize your RRSP (Registered Retirement Savings Plan) and your FHSA (First Home Savings Account)

Both accounts are government registered and provide tax benefits along with tax free capital gains in your FHSA. *You can read more about registered accounts in my free guide - [Canadian Investing Basics](#).*

To remove spending temptations, unsubscribe from any marketing emails you're receiving.

When going shopping, write down a shopping list and stick to it.

If you have old stuff to sell, you can organize a yard sale and put the money you earn toward your down payment.

# DOWN PAYMENTS VS DEPOSITS.

## (CONT.)

So, what's the difference between a down payment, and a deposit?

Your *down payment* is for your mortgage, and includes the deposit you pay to the seller when you have an accepted offer. (more on that later)

Your *deposit* is for the seller, it's a show of commitment that you're willing to get the deal done. Whilst *deposits aren't necessary* in Canada, they can help show how serious you are about a property.

Deposit amounts vary, but on a \$500,000 deal, somewhere in the range of 2-10% of the offer price can be paid into trust with your agents brokerage as a deposit. (\$10,000-\$50,000)

If you're working with me, we typically pay the deposit after subjects are removed and your offer becomes unconditional.

This is because in the event you want to pull out the deal if any of your conditions aren't met, you don't have to get a mutual release signed by the seller to get your funds back.

# GET PRE-APPROVED. NOT PRE-QUALIFIED.

Yes, there is a difference between pre-qualification and pre-approval.

**Pre-qualification** is a less formal process involving no credit checks. It's based entirely on the documentation you submit.

You can get a pre-qualification done online or over the phone. Since it's based on your documentation and not on official checks done by the lender, it's a rough estimate of what amount you'll be pre-approved for.

A pre-qualification will give you a **very rough picture** of what budget you'll have at your disposal for your next home purchase.

Or at least a good-enough estimate so you can start browsing homes online.

It indicates what you can afford, so you don't set high expectations.

**Do not submit any offers** if you're only pre-qualified. You should start submitting offers **only after you've been pre-approved.**

# GET PRE-APPROVED. NOT PRE-QUALIFIED. (CONT.)

Most sellers will not take your offer seriously without pre-approval, and you might lose a home you really liked.

You **CAN** start the pre-approval process at your bank.

However, it's ok to shop around and see if any other lender can offer you better terms.

**A mortgage broker can help you find the best possible option.**

If you want to expedite your pre-approval process, you can ask your realtor (me!) to help you find a suitable mortgage broker.

*Most agents, like myself, have established contact networks with a few mortgage brokers and have our contacts within individual banks.*

Remember, even getting pre-approved DOES NOT guarantee you can take out the stated amount. In this case, your lender will likely adjust your pre-approved amount.

# WHO DOESN'T LOVE ONLINE SHOPPING?

Now that you have gotten your pre-approval, you can start looking at what kind of properties you'll be able to afford.

Go to my website, [www.homesbyaj.ca](http://www.homesbyaj.ca), and search for homes in your budget.

Start with a basic search using your preferred neighbourhoods, the number of bedrooms and bathrooms you need, and the budget you have at your disposal.

You'll now see what type of property you can afford - new build or old, detached, semi-detached, townhouse, or condominium.

You can now expand your shortlist of must-haves with items you know properties within your budget have available - finished basement, open floor plan, outdoor space, etc.

As you keep exploring what's available online, you can start refining your search with more criteria (amenities) as you now have the exact amount of money you've been pre-approved for. This will help narrow down your search.

# UNDERSTANDING THE REAL ESTATE MARKET

You may have heard the terms “buyer’s market” and “seller’s market”. Here’s what they mean, and more importantly, what they mean for you as a buyer:

Buyer’s Market	Seller’s Market
<p>A buyer’s market is one in which the supply of homes exceeds demand. Since supply is greater than demand, properties stay longer on the market. This will give you enough time to explore a few options, even visit the properties a few times, before finally submitting an offer. A genuine buyer’s market means you can usually negotiate the asking price down, as multiple offers on a property are rare.</p>	<p>A seller’s market is one in which the supply of homes cannot keep up with the demand. This huge demand pushes prices upwards, and you can expect to be caught in bidding wars with other interested buyers. This means that you’ll pay more than the asking price at which the property is listed. You’ll have to decide and submit your offer quickly, as properties stay on the market for just a few days.</p>

## TIPS FOR VIEWING HOMES ONLINE ↓

NEVER MAX OUT YOUR AVAILABLE BUDGET. ALWAYS AIM TO BE BELOW YOUR BUDGET. EVEN IF YOU GET APPROVED FOR \$800,000, THAT DOESN’T MEAN YOU SHOULD BUY A HOME WORTH \$800,000

YOU DON’T HAVE TO BUY A DETACHED HOME IF YOU CAN TICK ALL THE BOXES WITH A SEMI-DETACHED HOME.

YOU MIGHT THINK YOU’RE BUYING A MOVE-IN-READY HOME. BUT IT’S NEVER 100% MOVE-IN READY. THERE’S ALWAYS STUFF YOU’LL NEED TO CHANGE, FIX, MOVE, TAKE OUT, OR ADJUST. AND THIS COSTS. SO, ALWAYS LEAVE SOME SPACE IN YOUR BUDGET FOR THIS TYPE OF WORK.

# TIPS FOR VIEWING HOMES ONLINE (CONT)

WHEN LOOKING AT THE PICTURES ONLINE, MAKE SURE THAT YOU CAN SEE THE ROOMS FROM MULTIPLE ANGLES AND PERSPECTIVES AND THAT YOU CAN DETERMINE THE FLOW OF THE PROPERTY.

DESPITE YOUR BEST EFFORT, YOU CAN NEVER BE 100% CERTAIN OF THE PROPERTY'S APPEARANCE WITHOUT LOOKING AT IT IN PERSON.

DON'T LIMIT YOURSELF TO NEIGHBOURHOODS AND AREAS YOU KNOW.

YOUR REAL ESTATE AGENT MIGHT HAVE GREAT SUGGESTIONS FOR MORE AFFORDABLE AREAS WITH HIDDEN GEMS MOST PEOPLE KEEP OVERLOOKING BECAUSE THEY ARE UNWILLING TO COMPROMISE ON THE PROPERTY'S LOCATION.

THINK ABOUT THE PROPERTY AS A LONG-TERM INVESTMENT. IMAGINE HOW WELL-SUITED THE PROPERTY WILL BE FOR YOU IN THE NEXT 10-15 YEARS.

PURCHASE PROPERTY WITH THE INTENT TO HOLD ONTO IT FOR 5+ YEARS. YES, THE REAL ESTATE MARKET WILL ALWAYS GO UP (YOU CAN'T CREATE MORE LAND) SPECULATING ON THE SHORT TERM MARKET IS AS GOOD AS GAMBLING AND NOT RECOMMENDED.

LOOKING AT THE PROPERTY'S FUTURE POTENTIAL IS ALSO SUPER IMPORTANT WHEN CREATING A LIST OF HOMES YOU'D LIKE TO SEE. LOCATION IS EVERYTHING IN REAL ESTATE.

# TIPS FOR PICKING THE PERFECT AGENT.

The good news is since you're a buyer, the agent's commission is not necessarily something you have to worry about - Let me explain:

The listing agent charges their client (the seller) a fee based on their business, and in Canada, that fee is split with the buyers agent as agreed upon in the listing contract. In the event there is no buyers agent, the listing agent typically keeps both "sides" of the fee.

**You must be wise when choosing the right real estate agent.**

After all, your real estate agent is not just the person who opens the doors for you and showings takes you on tours.

Your real estate agent will also write and submit offers for the properties you like, and negotiate on your behalf, which is why you need someone experienced who you can trust to do the job diligently.

**If you're in Calgary or surrounding areas, give me a call or shoot me an email for some white-glove buyers representation.**

# TIPS FOR PICKING THE PERFECT AGENT. (CONT.)

**SHOULD YOU HIRE A REAL ESTATE AGENT WHO IS YOUR FRIEND/FAMILY?**

EVEN THOUGH THIS MAY BE CONVENIENT, AND YOU WILL FEEL LIKE YOU ARE HELPING, IT CAN GET TRICKY IF YOU DISAGREE IN CERTAIN SITUATIONS. YOU MIGHT ALSO BENEFIT MORE FROM SOMEONE UNBIASED AND STRAIGHTFORWARD.

**WHEN INTERVIEWING AGENTS, TEST HOW MUCH THEY KNOW ABOUT THE LOCAL MARKET.**

YOU NEED SOMEONE WHO KNOWS WHAT'S HAPPENING IN THE LOCAL MARKET AND HOW TO WRITE COMPETITIVE OFFERS TO GET YOU THE HOME YOU DREAM OF. NOT EVERY AGENT CAN DELIVER THIS.

**IS HIRING A WELL-KNOWN AND POPULAR AGENT REALLY THE BEST OPTION?**

WHILE IT MIGHT SEEM LIKE TRUSTING YOUR HOME SALE OR BUYING PROCESS TO SOMEONE FAMOUS AND EXPERIENCED IS A GOOD MOVE, IT MAY BE A MISTAKE. HOW MUCH TIME CAN THAT AGENT DEDICATE TO FINDING YOUR DREAM HOME IF THEY ARE IN DEMAND?

**WHEN IT COMES TO AGENTS, HONESTY TRULY IS THE BEST POLICY!**

DON'T SIMPLY CHOOSE THE AGENT WHO'S PROMISING YOU EVERYTHING. RATHER GO WITH THE REALISTIC AGENT EXPLAINING THE SITUATION AS IT IS, WITHOUT ANY SUGARCOATING.

# YAY! - IT'S TIME TO START SEEING THOSE HOMES.

After choosing your REALTOR®, it's time to start looking at homes in person. Here are some tips on what to look out for:

MOST THINGS WITHIN A PROPERTY CAN BE CHANGED. HOWEVER, LOCATION, THE VIEW, & NATURAL LIGHTING CAN'T.

FOCUS ON THE BIGGER PICTURE. WE OFTEN GET STUCK WITH DETAILS WE LIKE. HOWEVER, WE MUST REMEMBER THE MOST IMPORTANT THING WITHIN THE PROPERTY - ITS FUNCTIONALITY. FOCUS ON THAT RATHER THAN HOW BEAUTIFUL THE KITCHEN ISLAND'S MARBLE LOOKS. HOW DOES THE HOUSE FIT YOU?

CREATE A GRADING SYSTEM FOR THE PROPERTIES YOU LOOK AT. YOU AND EVERYONE INVOLVED IN THE PURCHASE GIVE A GRADE FROM 1-5 FOR EACH MUST-HAVE YOU DEFINED. THIS IS AN EFFICIENT WAY OF RANKING THE PROPERTIES YOU SEE.

WHEN LOOKING AT HOMES, TAKE A MEASURING TAPE TO SEE IF YOUR FURNITURE FITS WITHIN A SPACE. ALSO, ALWAYS TAKE PICTURES WHEN YOU'RE THERE. WRITE DOWN YOUR FIRST IMPRESSIONS ABOUT THE HOME RIGHT AFTER YOU LEAVE IT. YOUR MEMORY IS FRESH, AND THIS WILL BE THE MOST ACCURATE RECOLLECTION OF THE PROPERTY.

TAKE A NON-BIASED PERSON WITH YOURSELF WHO WILL POINT OUT ALL THE APPARENT FLAWS OF THE PROPERTY FOR YOU.

IF TIME ALLOWS, LOOK AT THE PROPERTY AT DIFFERENT TIMES OF THE DAY TO GET A FEELING OF HOW THE LIGHT FLOWS INTO THE PROPERTY AT DIFFERENT TIMES OF THE DAY.

# **YAY! - IT'S TIME TO START SEEING THOSE HOMES. (CONT.)**

## ***IMPORTANT: RED FLAGS TO WATCH OUT FOR WHEN SEEING HOMES ↓***

An experienced agent with many showings and open houses under their belt should be pointing out these red flags for you. However, here are some of the most often occurring issues you should watch out for:

**THE FIRST THING TO WATCH OUT FOR IS MOULD AND MOISTURE.**

SOMETIMES RECENTLY REFURBISHED HOMES OR "FLIPS" CAN COVER UP OR HIDE THESE ISSUES. LOOK UNDER THE KITCHEN SINK AND IN THE BACK OF THE CUPBOARDS FOR SIGNS OF WATER AND MOULD.

**THE ROOF IS ALSO OFTEN PROBLEMATIC.**

EVEN IF THE OUTSIDE IS NEW AND LOOKS GOOD, TAKE A SNEAK PEEK AT THE INSIDE (THE ATTIC) AND LOOK FOR ISSUES.

***DON'T FORGET TO LOOK UP AND DOWN TO TAKE NOTICE OF POTENTIAL PROBLEMS IN THE FLOORING AND CRACKS IN THE CEILINGS.***

**PAY ATTENTION TO THE NEIGHBOURHOOD.**

HIGH CRIME RATES, EXCESSIVE NOISE, OR NEGLECTED NEIGHBOURING HOMES MAY AFFECT LONG-TERM VALUE.

# IT'S TIME TO WRITE AND SUBMIT AN OFFER!

When you have found a property that ticks most of your boxes, sit down with your real estate agent and devise a strategy for submitting the offer. This is why it's essential to have an experienced agent that's transacting regularly on your side. An active agent knows what kind of offer will be the winning offer - how much above the asking price properties usually sell for or how much below the asking price you can offer without offending the sellers or simply looking ridiculous.

*The real estate agent can also help you decide on any contingencies you want to ask for. The most common subjects are:*

**FINANCING: THE OFFER WILL FALL THROUGH IF YOU CANNOT SECURE THE FUNDING NECESSARY FOR THE PURCHASE.**

**INSPECTION: IF UNSATISFIED WITH THE HOME INSPECTION RESULTS, YOU CAN CHOOSE TO WALK AWAY FROM THE DEAL.**

**SELLING OF BUYER'S PROPERTY: THE HOME PURCHASE GOES FORWARD ONLY UNDER THE CONDITION YOU SELL YOUR CURRENT HOME FIRST. THE SELLER CAN CONTINUE TO OFFER THEIR HOME FOR SALE FOR APPROXIMATELY 30 MORE DAYS. SHOULD ANOTHER BUYER COME FORWARD WITH AN OFFER THE SELLER LIKES, YOU'D STILL HAVE THE FIRST RIGHT TO FIRM UP YOUR OFFER AND KEEP THE HOME.**

# IT'S TIME TO WRITE AND SUBMIT AN OFFER! (CONT.)

**CONDO DOCUMENTS (CONDO PURCHASES):** THESE CONTAIN THE CURRENT STATE OF THE CONDO UNIT, ITS FINANCIAL STATUS, AND ESSENTIAL DETAILS ABOUT THE BUILDING. IF YOU AREN'T SATISFIED WITH WHAT'S STATED IN THE DISCLOSURE & MEETING MINUTES, YOU CAN CHOOSE NOT TO GO THROUGH WITH THE DEAL.

**INSURANCE:** THIS IS USED AS A SUBJECT TO INSURE BUYERS HAVE THE NECESSARY TIME TO OBTAIN INSURANCE QUOTES AND REVIEW CONTRACTS. IF YOU CANNOT FIND A SUITABLE INSURER, YOU CAN PULL OUT OF THE DEAL.

Your agent (me) will then present the offer to the seller's agent. The seller will then either **accept your offer** or issue a **counteroffer**. You can then accept or continue to go back and forth until you either reach a deal or call it quits.

You might be inclined to deposit some money with your offer to show that you're serious. The deposit amount be deducted from your down payment.

When we write an offer together, your deposit will only be due after the offer becomes unconditional. As mentioned previously this makes it **easier for you to move on** to a new property if the deal falls through, without the need for a mutual release signed by the seller for you deposit back. **Once your offer is accepted, it's time to close the deal.**

# CONGRATULATIONS, YOUR OFFER WAS ACCEPTED!

After the seller accepts your offer, you must return to your lender to complete your financing.

Here's an example of some documentation you might need to provide to the lender:

1. AN ACCEPTED OFFER.

2. A LEGAL DESCRIPTION OF THE PROPERTY AND BUILDING SPECIFICATIONS.

3. THE MLS® LISTING (OR PHOTOGRAPHS IF NO LISTING IS AVAILABLE.)

4. THE MOST RECENT PROPERTY TAX ASSESSMENT.

5. AN APPRAISAL.

6. HOME INSPECTION REPORT AND LAND SURVEY.

7. HEATING AND UTILITY COSTS.

8. CONDOMINIUM FEES (IF APPLICABLE.)

# IT'S CLOSING DAY! TIME TO SIGN ON THE DOTTED LINE.

Closing day is when you get **legal ownership** of your new home. (i.e the title is transferred)

After everything is signed and subjects are removed, your lender will transfer the money to the sellers lawyers.

You will provide your lawyer with the down payment (minus the deposit, which is held in trust at your agents brokerage) and money to cover the closing costs (legal fees, land transfer fees, etc.), typically 1.5% to 5% of the purchase price.

After that, the funds will be released to the seller, and our conveyancing team will transfer the title to your name.

Once you get the keys, all that's left to do is move in on possession day! **(and drink some champagne, on me of course)**

I sincerely hope that this guide was useful for you, and that you have the best time ever on your real estate journey. If you have any questions, or want to start shopping, give me a call or shoot me an email anytime. I'd be happy to help.

# FREQUENTLY ASKED QUESTIONS.

## Q: WHAT IS THE PURPOSE OF A HOME INSPECTION?

A HOME INSPECTION ASSESSES THE PROPERTY FOR QUALITY, SAFETY, AND OVERALL CONDITION. A QUALIFIED HOME INSPECTOR ASSESSES THE PROPERTY'S HEATING AND COOLING SYSTEMS, PLUMBING, ELECTRICAL WORK, WATER, SEWAGE, FIRE AND SAFETY ISSUES. THE HOME INSPECTOR ALSO LOOKS FOR INSECT, WATER, OR FIRE DAMAGE. YOU CAN RETRACT YOUR OFFER IF THE HOME INSPECTION REVEALS SEVERE DEFECTS THE SELLER DID NOT DISCLOSE. THE HOME INSPECTION HAS TO BE PAID FOR BY THE BUYER AND COSTS AROUND \$500.

## Q: WHAT IS AN APPRAISAL?

AN APPRAISAL IS AN UNBIASED PROFESSIONAL OPINION OF A HOME'S VALUE ORDERED BY YOUR MORTGAGE LENDER. A QUALIFIED APPRAISER DOES AN IN-PERSON INSPECTION AND COMBINES THE FINDINGS WITH CURRENT MARKET TRENDS AND THE HOME DETAILS (SIZE, CONDITION, FLOOR PLAN, AMENITIES) TO ESTIMATE THE VALUE OF YOUR HOME. THE TRANSACTION CAN PROCEED IF THE APPRAISAL COMES IN AT THE VALUE OR ABOVE THE PURCHASE. HOWEVER, THE TRANSACTION COULD BE STOPPED IF THE APPRAISAL COMES BELOW THE PURCHASE PRICE.

## Q: WHAT DOES CLEAR TITLE MEAN?

YOUR LENDER MAY REQUIRE TITLE INSURANCE TO COVER ANY LOSS CAUSED BY PROPERTY OWNERSHIP PROBLEMS.

A CLEAR TITLE ESTABLISHES THE LEGAL PROPERTY OWNER. A TITLE CHECK SHOWS WHETHER THERE ARE ANY OUTSTANDING FINANCIAL RESPONSIBILITIES ATTACHED TO THE PROPERTY. ONLY IF THE PROPERTY HAS A CLEAR TITLE DOES THE SELLER HAVE THE RIGHT TO SELL THE PROPERTY. THE PRESENCE OF LIENS INVALIDATES OR IMPAIRS THE OWNER'S TITLE TO THE PROPERTY. TITLE ISSUES CAN ARISE IN SITUATIONS OF SEPARATION, DIVORCE, OR HEIRS NOT BEING ADEQUATELY DOCUMENTED.

# FREQUENTLY ASKED QUESTIONS.

## Q: WHAT IS THE DIFFERENCE BETWEEN A HOME WARRANTY & INSURANCE?

HOMEOWNERS' INSURANCE COVERS THE LOSS OF THE HOME AND ITS CONTENTS DUE TO FIRE OR CERTAIN OTHER NATURAL DISASTERS.

A HOME WARRANTY COVERS THE COST OF MAINTAINING HOUSEHOLD SYSTEMS OR APPLIANCES FOR A SET PERIOD. HOME WARRANTY COVERAGE CAN COST BETWEEN \$400 TO \$800 A YEAR.

## Q: DO NEW HOMES HAVE ANY SORT OF PROTECTION AGAINST DEFECTS?

IN ALBERTA, NEW HOMES COME WITH A BUILDER WARRANTY, WHICH INCLUDES:

1 YEAR FOR LABOUR & MATERIALS,

2 YEARS FOR DELIVERY & DISTRIBUTION SYSTEMS (ELECTRIC, PLUMBING, HVAC)

5 YEARS FOR BUILDING ENVELOPE PROTECTION (THE ROOF AND WALLS.)

AND 10 YEARS FOR MAJOR STRUCTURAL COMPONENTS, INCLUDING THE FRAMING AND FOUNDATION.

## Q: WHAT ARE CLOSING COSTS AND HOW MUCH SHOULD I EXPECT TO PAY?

CLOSING COSTS INCLUDE LAWYER FEES, CONVEYANCING, INSPECTIONS, LAND TRANSFER FEES, TITLE INSURANCE, HOME INSURANCE, AND ADJUSTMENTS. THESE NECESSARY EXPENSES ACCOUNT FOR AN ADDITIONAL 1.5%-5% OF THE PURCHASE PRICE.

# LET'S TALK REAL ESTATE OVER COFFEE. ON ME :)

Listen, I'll be honest, I wrote this guide (and reformatted it at least 7 times) in an effort to find and help first time homebuyers, just like you!

Did I do it out of the goodness of my heart? maybe... but let's be honest, the time I spent on this is an investment in getting new clients.

So why should you consider working with me?

I've been doing this whole real estate thing since I was 18, I started my career in Vancouver, dealing with multi-million dollar properties.

I moved to Calgary to build a life that was comfortable for me, as I'm sure many others do.

I spent my **entire life loving real estate**, the architecture, the open houses on the weekends, the people!

The people are what make this worth it for me. I love getting to watch my clients grow and flourish in their new spaces.

It's my mission to provide white-glove level service in the real estate industry, something you don't see very often. I set a cap on my clientele, because I don't want to dilute my attention for any of my clients.

# I WANT TO HELP YOU FIND YOUR DREAM HOME.

You're more than a client if you work with me, I build life long relationships. I want to be there for you when you have a kid, or get a dog and need more yard space, I want to be a resource you can depend on in the real estate world. If that sounds like something you'd enjoy. Give me a call. Let's start your real estate journey on the right path.

It's been a pleasure writing for you, I'm looking forward to chatting in person soon.

Aakib (AJ) Janmohamed

↓ *CONNECT WITH AJ* ↓

[HOMESBYAJ.CA](https://www.homesbyaj.ca)

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# SEE WHAT OUR HAPPY CLIENTS HAVE TO SAY.



***B.H. First Time Homebuyer.***

"AJ was nothing but amazing, he helped me find my first home. He is super organized and truly cares about you as a client. He explained everything in detail, always checking in and quick to respond to anything! I'd Highly recommend him. Thanks again!"



***E.P. Investor.***

"I am fortunate enough to know AJ on both a personal and professional level. What an absolute delight. He is a ray of sunshine. Professionally, his hungry ambition translates to tirelessly working around the clock to get you the utter best there is to offer. Do yourself a favour and work with him for any or all of your real estate needs."



***S.H. First Time Homebuyer.***

"AJ is meticulous and attentive in all his business dealings. He is a great listener and that is critical to successfully finding that perfect property, whether it's your first home or dream home. He is organized when showing properties, punctual and detail oriented. You are in capable hands if you choose him as your agent."