



ANNEX
REAL ESTATE GROUP

BUYER'S GUIDE

YOUR GUIDE TO THE HOME BUYING PROCESS



Our story

Welcome to Annex Real Estate Group

The right agent makes a difference with local knowledge and market experience. They ensure you're informed on pricing, financing, and marketing. We support you throughout the transaction, acting in your best interest. Good communication and trust are crucial for both Buyers and Sellers. Look for a reputable agent with strong local knowledge and a track record of success. We pride ourselves on our reputation and expertise. Our network provides proper exposure for properties needing broader reach.

We have put in the work to ensure a seamless transaction every time.

*Chase &
Jessica*

Meet the team



With a background as a Chartered Accountant, Jessica brings a strategic approach to real estate, ensuring her clients make informed and financially sound decisions. Her attention to detail allows her to guide clients with confidence, helping them navigate every step of the process. Jessica is committed to providing expert advice, ensuring her clients feel secure and excited about their decisions.

JESSICA VENABLES

Personal Real Estate Corporation

As an experienced entrepreneur, Chase has gained valuable experience across multiple industries, equipping him with a well-rounded perspective on real estate. His diverse background allows him to expertly guide clients through every stage of the transaction, ensuring a seamless and successful experience.



CHASE SALISBURY

Personal Real Estate Corporation

The buying process

1.

PRE-APPROVAL

Obtain a pre-approval from your lender - this enables us to find a home within your budget and submit a solid offer.

3.

EXPLORATORY TOUR

Narrow down a list of homes that meet your criteria. We will begin an exploratory tour so you can see what items are most important to you.

5.

DUE DILLIGENCE

This is our time to get home inspections, appraisals, etc. performed on the property. Your lender will also secure your financing.

2.

WANTS & NEEDS

Define your wants and needs checklist. Try to be realistic with what your budget allows.

4.

MAKING AN OFFER

Once we find the right home we will analyse the market and make a competitive offer to get the home under contract.

6.

CLOSING PROCESS

You will work with your legal representative to finalize paperwork, transfer ownership, and finally celebrate the purchase of your new home!

Our trusted lenders



1. PRE-APPROVAL

THE IMPORTANCE OF GETTING PRE-APPROVED BEFORE HOUSE HUNTING

Before beginning your home search, obtaining a mortgage pre-approval from a lender is a crucial first step. A pre-approval not only helps you understand your budget, but also strengthens your position as a buyer in a competitive market.

WHY PRE-APPROVAL MATTERS

A pre-approval provides a clear picture of what you can afford by assessing your financial situation, creditworthiness, and ability to secure a loan. Sellers often take pre-approved buyers more seriously, as it demonstrates financial readiness and reduces the risk of deals falling through due to financing issues.

STEPS TO TAKE

1. Consult a lender – Get a clear understanding of what you qualify for.
2. Gather financial documents – Income proof, tax returns, and bank statements.
3. Check your credit – Address any issues to improve loan terms.
4. Get pre-approved – Lock in your budget and strengthen your buying power.

Taking these steps early ensures a smoother, more confident home-buying experience.



2. WANTS & NEEDS

WANTS VS. NEEDS

Determining your wants vs. your needs is another important part of your search. As you view homes you will likely find that some of your wants are not necessities, and you may find that certain wants are definite needs in the end.



3. **EXPLORATORY TOUR**

VIEWING HOMES

One of the most exciting steps in the process! We will develop a list of homes to view based on your wants and needs. Typically we will choose 4-5 homes to view in a day. Any more than this typically causes confusion between the homes and can be a bit overwhelming.



4. MAKING AN OFFER

Every offer is customized because your situation is unique to you. We will discuss all aspects to ensure all pieces work for you. Signing is completed electronically for a convenient transaction.

IMPORTANT PIECES OF THE CONTRACT

1. PRICE

We will do a market analysis and ensure we are submitting a strategic offer based on multiple factors.

3. TERMS & CONDITIONS

In order to protect you and ensure you can perform the necessary due diligence, we will insert subjects into the contract. Typical subjects include Financing, Inspection, Insurance, Title, and PDS. We will always customize this to the type of home. (ie. Well inspection, strata review, etc.).

2. DEPOSIT

We will discuss the amount that will work for a deposit. Everyone's situation is different, but an average is typically around 5% of the purchase price.

4. DATES

We will see what dates work best for the Sellers, and discuss if those will work for us. The more items we can agree on the closer we get to an accepted offer. Tenanted properties have specific dates many of the time that will need to be abided by.





5. DUE DILIGENCE

Once your offer is accepted, the due diligence phase begins. This is your opportunity to thoroughly investigate the property to ensure there are no unexpected issues.

If there are small deficiencies found on inspections, these are usually typical for the age of the home and are not reasons for renegotiating the price. If there are larger repairs required, or unexpected items, we may ask the Seller's to reduce the price to accommodate for some of these costs. Other times the Seller's may be open to getting the deficiencies remedied before you move into the home.

6. CLOSING PROCESS

Once we are satisfied with all of the due diligence, we will remove our subjects on the contract. At this point we have a firm and binding deal and will continue toward completion!

Between this date and the completion date you will work on firming up your home insurance, getting your utilities set up, redirecting your mail, setting your signing date with your lawyer/notary, etc.

Please ensure these are set up for the Completion date (if it is separate from the Possession date). **Completion date** is the day the title transfers, and **Possession date** is the day we get the keys,

Full list of real estate terms here



CONTACT US

There will be more questions that pop up along the way, but we are here to guide you through every step.

Ready to get started? Contact us below!



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