



# Home Buyer's Guide

## Your Home Journey Starts Here

Guiding families home with care, clarity and confidence.

*Ryan LeBlanc*

403-875-3424  
Real Broker

## GET TO KNOW RYAN

I'm Ryan — born and raised in the Calgary area, proud Cranston resident, and dedicated family guy. I live here with my amazing wife and our two school-aged kids. We're an active crew, always on the go with school, sports, music, and community events. My wife teaches Grade 1 locally, and we love being part of the vibrant spirit that makes this city so special.

My real estate journey began in 2005 when I bought my first property as a flip project. Since that first experience, I quickly learned just how impactful real estate can be in building a secure future for your family. Whether it's an investment property or simply growing equity in the home you love, real estate is a key pillar of long-term financial stability.



When I turned my passion for real estate into a full-time career, it gave me the chance to share that knowledge with others. Over the years, I've had the privilege of guiding so many incredible people and families as they work toward greater financial security. Buying a home is one of the biggest investments most people will ever make and I'm here to help you feel confident every step of the way. With first-hand experience in renovations and building projects, I've developed a deep understanding of homes beyond the surface. That background helps me recognize quality, identify red flags, and uncover potential in ways others might overlook. I bring that same practical mindset and strong work ethic to every client and every transaction.

My calm, composed approach helps clients feel at ease in what can be a stressful process. I'm not here to sell you a home — I'm here to guide you as a trusted advisor so you can make the right decisions with confidence.

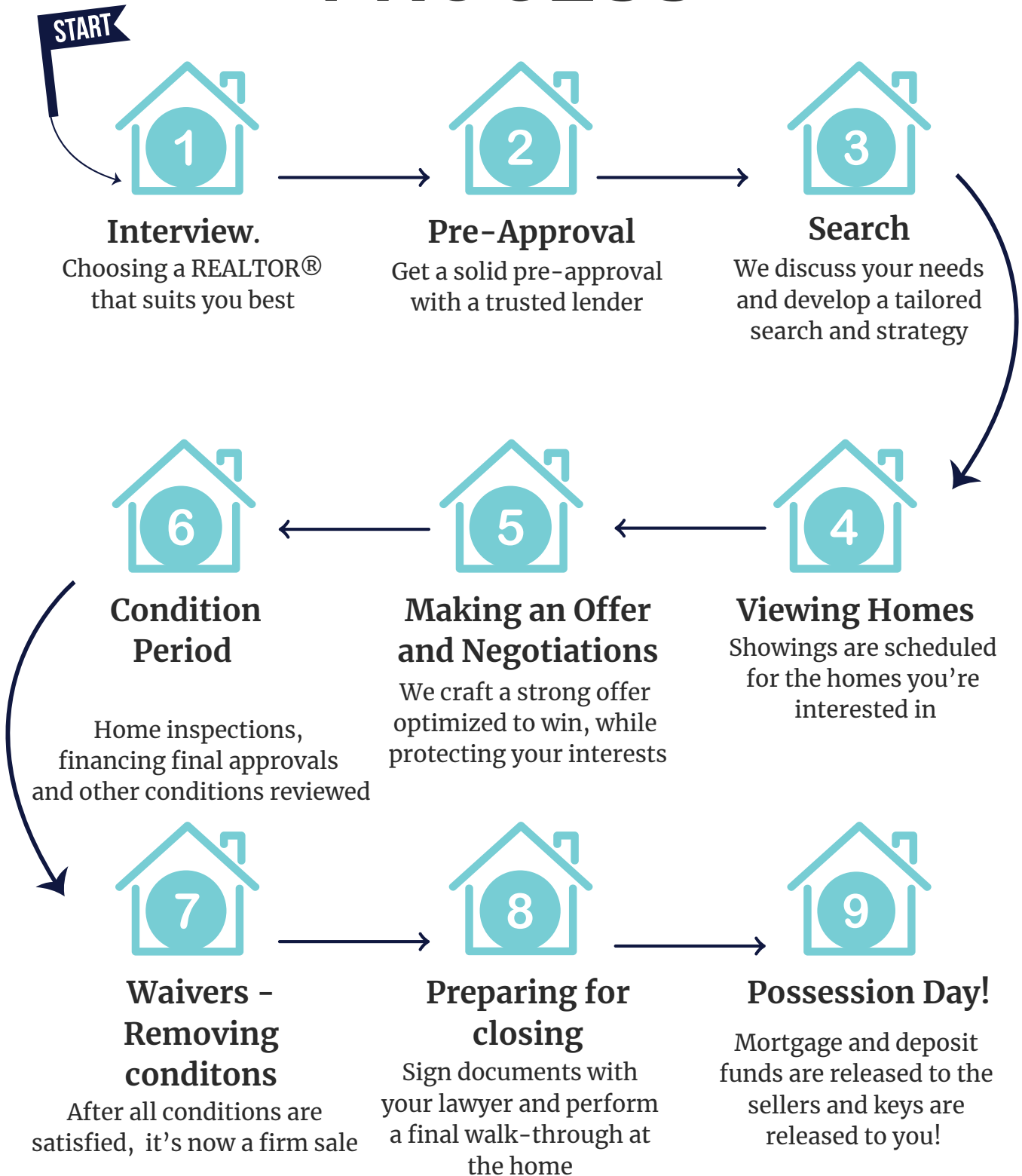
Outside of real estate, you'll often find me with my family, volunteering with youth soccer, or getting outdoors for mountain biking, hiking, or rock climbing whenever I can. I love this city, and I'm passionate about helping people feel at home in it.

## Mission Statement

Our mission is to make the home buying journey clear, confident, and approachable for every client. Whether you're buying your first home, dream home, or right-sizing your space to fit your family, we're here to break down the process, set clear expectations, and offer the kind of guidance that builds trust and peace of mind.

Buying a home should be exciting, not overwhelming. Together with my team and trusted partners, we're here to expertly guide you home with clarity, care, and confidence.

# The Home Buying PROCESS





# Hire a Real Estate Agent

## What makes a great Realtor®?

Your Realtor is your trusted advisor. Beyond just opening doors, a great agent offers honest, experience-backed advice. If a home isn't right for you, they'll say so. Their goal isn't just to get a deal done, it's to make sure you feel confident in your decision for years to come.



### **EXPERIENCE & KNOWLEDGE**

They are well educated in homes design and the construction process, and experienced with the entire sales process. They understand the local market inside and out to be able to recognize good value and structure deals according to the market direction. They help guide you toward neighbourhoods that fit your lifestyle and goals.



### **EXCELLENT LISTENER & COMMUNICATOR**

A great Realtor takes the time to truly understand your needs, preferences, and concerns. They ask the right questions, listen closely, and communicate clearly throughout the entire process, keeping you informed, prepared, and confident at every step.



### **SKILLED NEGOTIATOR**

Whether it's securing a great price, managing conditions, or navigating multiple offers, a skilled negotiator knows how to protect your interests. They bring strategy and calm to the table, ensuring you're set up for long-term success without overpaying or missing opportunities.



### **DETAILED ORIENTED & ORGANIZED**

There are a lot of moving parts in a real estate transaction, and a great agent keeps everything on track. From paperwork and conditions to scheduling inspections and closing, they manage the process behind the scenes so you don't have to stress over the details.



### **UNDERSTANDS FINANCES**

strong buyer's agent doesn't just help you find a home, they help you buy it smart. They'll walk you through budget planning, recommend reputable mortgage brokers, and make sure you're clear on costs, rates, and next steps before you make an offer.



### **PROACTIVE & RESPONSIVE**

Speed matters in real estate. A great Realtor is quick to jump on new listings, book showings, and follow up when it counts. They're always a step ahead, and you can count on timely updates and fast communication when decisions need to be made.



### **CARES ABOUT YOUR FUTURE**

The best agents build relationships that go beyond possession day. They want you to love your new home, feel great about the purchase, and know you've made a sound investment. Long after the keys are handed over, they're still just a call or text away.





# Pre-Approval

- I can provide you with contacts for my preferred Mortgage Brokers if you don't already have this in place.
- Highly recommend obtaining a pre-approval letter.
- You will be required to provide documentation that may include a letter of employment, pay stubs and past 2-years tax returns; credit report is conducted.
- Bring to the Lender's attention any of your concerns about credit history, bankruptcies, etc. THIS WILL SAVE YOU TIME & MONEY!! \*Very important\*
- Ask the lender about different loan programs that would best fit your needs (Mortgage with Improvement, etc.).
- Ask about down payment assistance if this is something you may be interested in.
- Ask about Monthly Mortgage Amount with a mortgage, taxes, mortgage insurance (if applicable), homeowners insurance and possible HOA or Condo fees.

## How Much Can You Afford?

### Key Factors to Consider



- \* The down payment
- \* The interest rate
- \* Your debt-to-income ratio
- \* The closing costs associated with the transaction





# The Search

## Let's Discuss Your Wants / Needs

Now the fun part!

- We can figure out how much you are comfortable spending: Ensure you make a list of your fixed bills such as credit card bills, student loans, car payments, your subscriptions and any other monthly bills that you'll have after purchasing a home. Instead of looking at the "mortgage amount" set yourself a monthly max budget so that you feel comfortable making the payment every month.
- We will discuss all the specifications you have for your next home.
- We will work together to set you up to receive new listings from my MLS to be sent to your email with your personalized specifications (Note: There are some limitations for things like updated kitchens as they are not specified on MLS)
- We can also research For Sale By Owner properties & upcoming listings.

### BUYER TIP

Consider these 3 attributes of any home:

Price      Quality      Location

Choose which 2 are most important.  
Remain flexible on the third one.



*MLS definition: Multiple Listing Service is the most up-to-date way to receive new listings. The MLS Updates every 5 minutes*



# Viewing Homes

## Start Home Shopping

### Points to consider when viewing homes

- We'll discuss your availability to view homes and work within that schedule.
- Virtual showings are available if you can't make it in person.
- Many homes may be occupied. Most showings can be booked same day, however some have restrictions that require 24hrs notice
- Some homes may have cameras both inside and outside. Always be courteous and respectful, and hold off on any price talk until after we've left the property.

Take notes along the way of the features that stand out to you – good and bad. It can be hard to remember all the details after viewing multiple properties.



Time to step away from the screen and start the touring selected properties in person to get some real context for the market as it compares to online photos. You might be surprised how different a space feels compared to a photo, especially with today's technology!





## Making An Offer

### Negotiating your terms with confidence

Having the right strategy to match the current market is essential. Whether that's a buyers market or sellers market, will effect the offer and how it's presented. Regardless of what the market is, there's a few variables that help craft a strong offer:

- Pre-approval with letter
- Type of financing
- Length of closing time
- Short and efficient condition period
- Negotiating with Listing Agent
- Comparable sales to support offer
- Seller's purchase price per title records
- Larger deposit
- Personal letter to the sellers



#### What goes into an offer?

- \* Sales Price
- \* Initial Deposit
- \* Financing Condition
- \* Inspection Condition
- \* Closing Date
- \* Included/excluded items
- \* Expiry time of the offer

#### What price should you offer?

Before making an offer, I look at recent sales data, current buyer activity in the area, as well as the direction of the market at that time. This allows us to determine a competitive offer price you can be confident with. Other factors include: Condition of the property and location.





## Condition Period

### Protecting you and your money.

If you are purchasing a resale or new build property, we highly recommend that you have a professional home inspector conduct a thorough inspection. You need an inspector that is exceedingly thorough and detailed so as to minimize surprises for you. However, the inspection is not meant to be used to lowball the seller post-price negotiations, as all homes have minor imperfections.

The inspection is intended to report on major damage or serious problems that require repair. Your home cannot "pass or fail" an inspection. The inspector's job is to make you aware of repairs that are recommended or necessary.

### THE INSPECTION WILL INCLUDE THE FOLLOWING

- \* Appliances
- \* Plumbing
- \* Electrical
- \* Air Conditioner
- \* Roof and Attic
- \* General Structure

The seller may be willing to negotiate completion of repairs or you may decide that the home will take too much work and money and rescind the offer during the inspection period.

Your inspection is a contingency to the Purchase and Sale Agreement and needs to be completed and repairs negotiated within the due diligence date on the Purchase Agreement, usually a 5 - 10 day period.

#### *Estimated Costs*

- **Standard Home Inspection**  
Starting at \$450 (Depending on size and age)
- Asbestos Test \$250
- Air Quality Test \$250
- Mold Test \$250
- Radon Air Test \$150
- Well Water Testing \$200
- Septic Inspection \$500
- Sewer scope \$150

**\*\*Not all items are not necessarily required. Speak to your realtor for more info.**



# Waivers

## Removing Conditions

At the end of your condition period, you'll have 3 options:

➤ **Sign a Waiver.** This indicates that all your conditions from the purchase contract have been satisfied. At this point, the sale is now considered "FIRM" and your deposit becomes non-refundable.

➤ **Request an extension** from the sellers. This is if you need more time for financing approvals, or anything else before waiving your conditions. Granting an extension is entirely up to the sellers discretion. Being prepared before making any offers will avoid this situation.

➤ **Sign a Non-Waiver.** This indicates that you did not get financing approval, or are not satisfied with the inspection or other condition. When a non-waiver is submitted before the condition deadline, the deal is dead and your deposit is fully refunded to you.





## Get Ready For Closing

### Start Packing!

#### Homeowners Insurance

Get quotes as it can be quite competitive.

#### Schedule services and Utilities

Movers

Cleaners

Internet and TV providers

#### Closing Attorney

Your lawyer is responsible for preparing all closing documents to transfer the property in your name and facilitate the mortgage instructions from your lender. But more importantly, their role is to protect you from any legal issues that could arise. There's a lot of money on the line during a real estate transaction so don't just shop for the cheapest lawyer. Sometimes cheap can be expensive! You'll need to meet with your lawyer in person or virtually to sign the final documents 1 - 2 weeks prior to possession day.

#### Final Walk-through

Typically done within 24hrs before possession with your agent, a final walk-through at the property provides an opportunity to ensure everything is as it should be according to the contract. Usually takes 30-60 mins.







## Possession Day!

You've gone through all the hoops to get to this day... **CLOSING Day!**  
**CONGRATULATIONS!**

Today is the day you go from home-seeker to homeowner!



# Timeline of Events

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**Expected timeline based on an average purchase scenario.**

Pre-Approval -----	24 hours
Initial Money Deposit-----	3 Days from accepted offer
Loan Application Approval----	5 Days
Home Inspection-----	7-10 Days from accepted offer
Home Appraisal-----	7-10 Days from accepted offer
Meet with Lawyer-----	5-10 Days before Closing
Average Total Timeline-----	30-90 Days

## **When should you get started?**

Consult a Realtor-----	3-12 months before
Consult a mortgage broker	3-12 months before
Get a Pre-Approval-----	3-6 months before
Market research-----	3-18 months before
Start viewing homes-----	1-6 months before



This is an estimate of timelines. Speak to your Realtor about the timeline for your particular transaction.

# Upfront Costs

**Example: Typical Costs for purchase price of \$500,000 with minimum 5% downpayment (\$25,000)**

## Funds needed upfront

- Deposit Money: \$10,000 (recommended 2-3% of purchase price)
- Home Inspection: \$550
- Appraisal: \$350 (some lenders may cover this fee)

Optional for condos:

- Condo document review: \$350

**Available funds needed upfront: \$10,900. (not including condo doc review)**

\*Note the Deposit money is applied towards your downpayment.



## Funds needed at Closing

- Lawyer fees: \$2,200
  - Remaining Downpayment: \$15,000
- Some additional costs may apply depending on the each unique situation.

**What's needed when meeting with your lawyer for Closing: \$17,200**

**Total savings needed to purchase —————→ \$28,100**

Above is an estimate of upfront costs. Please speak to your lender or realtor about your particular upfront costs on your particular transaction.



## What is the Initial Money Deposit?

The initial money deposit is an important part of the home buying process. It tells the Seller you're a committed Buyer. Assuming that all goes well and your offer is accepted by the Seller, the initial money deposit will go toward the purchase price. In most circumstances, you can get your deposit back if you discover something that you don't like about the Home Inspection and/or you are unable to get Financing on the property.

- Typically \$5,000 - \$50,000 is what we include for initial money deposits. Anything over \$50,000 is not insured.
- There is no set amount for a deposit and the amount is negotiable within the offer. A general rule of thumb is about 3% of the purchase price. Talk with your Realtor about what is reasonable. A bigger deposit can indicate a stronger offer to a seller, but ultimately has no effect on the sale price.
- Must be turned in within 3 business days typically, as agreed in the purchase contract.
- Must be in the form of certified funds (bank draft, wire transfer, email money transfer, etc.).
- After turning over the deposit, the funds are held in a trust account (usually the Seller's Brokerage) until the home sale is in the final stages. Once everything is ready, the funds are released from the trust account and applied to your purchase price.





## What are Closing Costs?

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### Legal Fees/Disbursements

Legal fees include conducting a title search on the property, putting title insurance in place (if needed), transferring the title and registering the home in the buyer's name, and facilitating financial disbursements upon closing. Transfer taxes (Land, Estate, etc), HOA Fees, Condo Fees, etc.

### Prepaid Property Taxes

Property taxes are calculated based on the value of the property. If the Seller has prepaid property taxes (paid annually vs monthly), the Buyer may be required to reimburse the Seller. The Lawyers handle this at closing.

### Prepaid Utilities

The Buyer is responsible for paying utilities as of the closing date. Some utilities providers may require a deposit to initiate a new account.

### Lender Fees

These fees generally include Origination Fees, Appraisal, Credit Report, and Points (Money you pay to get a lower rate). Some lenders will cover these fees.

## Appraisal & Mortgage Approval

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An appraisal is an opinion of value from a Licensed Real Estate Appraiser who visits the home and inspects its size, condition, function, and quality.

The Appraiser then gives a final appraisal report which includes a final "opinion of value."

After a file has been fully underwritten and all of the conditions are satisfactorily met, a final underwriting approval will be issued. This is known as a "Clear to Close".

Clear to Close means that the documentation you provided to your Lender have met their approval, and that no additional paperwork is required.

When you're Clear to Close, your Lender is ready to fund your loan and will begin communicating with the closing agent to prepare your documentation for closing. It typically takes up to 5 business days.





## 61% of First Time Home Buyers Put Down Less Than 6%

According to the Realtors Confidence Index from the National Association of Realtors, 61% of first-time homebuyers purchased their homes with down payments below 6%.

Many potential homebuyers believe that a 20% down payment is necessary in order to buy a home and many have disqualified themselves without even trying, but 74% of first-time buyers and 52% of all buyers put less than 20% down.

Elizabeth Mendenhall, President of NAR, recently shed light on why buyer demand has remained strong, *“Despite first-time buyers struggling to achieve homeownership, Realtors® in most areas say demand is still the strongest at the entry-level segment of the market. For prospective first-timers looking to begin their home search, competition will remain swift. That is why it’s important to be fully prepared with a pre-approval from a Lender, and to begin conversations with a Realtor® early about what you’re looking for and where.”*

It’s no surprise that with rents rising, more and more first-time buyers are taking advantage of low-down-payment mortgage options to secure their monthly housing costs and finally attain their dream homes.

**Bottom line**, if you are one of the many first-time buyers unsure of whether or not you would qualify for a low-down-payment mortgage, let’s get together to set you on your path to homeownership!

# YOUR NEXT HOME

Determine what's important to you in your search.  
Writing it down helps to stay focused.

MUST HAVE	WOULD LIKE TO HAVE

Ideal move in date: \_\_\_\_\_

**Type of home:**

☐ Single family home   ☐ Townhouse   ☐ Semi-detached   ☐ Condo/apartment

**Conditions of Home:**

☐ Move-in ready   ☐ Some work needed is OK   ☐ Fixer upper

**Location:** \_\_\_\_\_

**SPECIAL NOTES:**

\_\_\_\_\_  
\_\_\_\_\_

# Smooth Closing

## Checklist



- ☐ Work with Realtor to schedule Inspections
- ☐ Get the Lender all documents and info they need on time
- ☐ Get Homeowners Insurance - Ensure you shop around! Most Insurance companies give you a discount for bundling Home and Auto Insurances!!!
- ☐ Provide Insurance info to the Lender
- ☐ Arrange Movers if needed
- ☐ Preview Closing Disclosure Statement with Lawyer (Must be signed at least 3 days before closing - we recommend at least 1 week)
- ☐ Perform Final Walk-Through with Realtor
- ☐ Wire Down Payment and Closing Funds or Get Bank Check for these funds to bring to Closing (Check with Lawyer for more info on what method they use)
- ☐ Put Utilities in your name and have them be effective on the Closing Day
- ☐ Get the Keys
- ☐ Move In!

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Connected!



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Ryan LeBlanc, REALTOR®  
REAL Broker  
403.875.3424  
ryan@ryanleblanchomes.com  
www.ryanleblanchomes.com



contact Card



@ryanleblanchomes

real