

BUYER'S GUIDE

Buying a home in Saskatchewan



FM

Finley Macfarlane
REALTOR®



Proud to be supported by the largest brokerage in
Saskatoon.



Boyes Group Realty is one of Saskatchewan's largest independent real estate brokerages, with over \$1.1 billion in annual sales volume and offices across the province. That level of activity means my team is involved in **thousands** of transactions every year, giving us real-time insight into pricing trends, negotiation strategies, and buyer behaviour across a wide range of markets.

While I'm proud to be supported by a brokerage with this level of experience and reach, the most important part of your real estate journey is the individual representing you. My goal is to combine the resources and expertise of Boyes Group with personalized service, honest advice, and a strategy tailored specifically to your goals.

MEET YOUR REALTOR®

Hello, I'm

Finley Macfarlane

Your Local Real Estate Professional



Raised in Saskatoon since I was 3 years old, I've always been passionate about entrepreneurship, building relationships, and helping people make confident decisions. Outside of real estate, you'll usually find me in the gym, reading, spending time outdoors with my black lab/mastiff Ajax, or with family and friends.

Real estate allows me to combine my passion for business with the opportunity to make a real difference in people's lives. My approach is simple: provide honest advice, communicate clearly, and work relentlessly to help you make the right decision—not just any decision. Whether it's finding the right home, negotiating the best terms, or answering questions long after you've moved in, my goal is to be your trusted real estate resource for life.

What You Can Expect From Me

Honest Advice

I'll always tell you what you need to hear, not just what you want to hear. I prioritize your satisfaction over a commission cheque, because I understand that the way my business grows is by giving great experiences to great clients, who then tell other great people about their experience.

Data-Driven Decisions

Every recommendation is backed by market data and strategy - not guesswork or emotion.

Clear Communication

You'll always know what's happening, what comes next, and why. I always answer my phone ASAP for clients, no matter the time of day or night.

Lifelong Support

My job doesn't end on possession day. I'm here whenever you need real estate advice.

Contact Info



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WHAT CLIENTS SAY

See 30+ verified Google reviews at <https://share.google/jzhD98G91HACKt39T>, or scan the qr code below



Buying our first home was a huge milestone, and even though my Fiance handled most of the house hunting, Finley made the entire experience feel easy and exciting from start to finish.

What stood out most was how much he genuinely cared about making the right decision instead of just getting a deal done. He took the time to explain everything clearly, was always available to answer our questions, and made us feel confident throughout the process.

It was obvious how hard he worked behind the scenes. He was constantly watching the market, moved incredibly quickly when the right opportunity came up, and because of that, we were able to buy an amazing first home in a competitive market.

From the accepted offer all the way to possession day, everything was organized, communication was excellent, and we always felt like we were in good hands.

If you're looking for a REALTOR® in Saskatoon who genuinely puts his clients first, works hard, and makes the buying process as stress-free as possible, I would absolutely recommend Finley Macfarlane.

-Ava L.



Buying my first home felt overwhelming at first, but working with Finley made the whole process much easier.

What stood out most was how hard he worked and how quickly he moved. When we found the first house I wanted, he didn't just tell me to offer more money to get it. Instead, he pulled comparable sales, walked me through the numbers, and showed me what the home was actually worth. We ended up losing out on that one, but looking back I'm glad we did because it would have meant overpaying. A few days later, the perfect place came on the market. Finley saw it almost immediately and sent it to me right away. Within hours of it being listed, we had a showing booked and were already putting a plan together. Because he moved so fast and stayed on top of everything, we were able to beat out competing offers and get the home. Throughout the entire process, I always felt like I was a priority. Any time I had a question, I got an answer quickly. It was obvious that Finley was constantly watching the market and working behind the scenes to find opportunities before other buyers got to them. If you're looking for a REALTOR® in Saskatoon who genuinely works hard, moves fast, and puts your interests ahead of making a quick sale, I would highly recommend Finley Macfarlane.

-Kristian K.

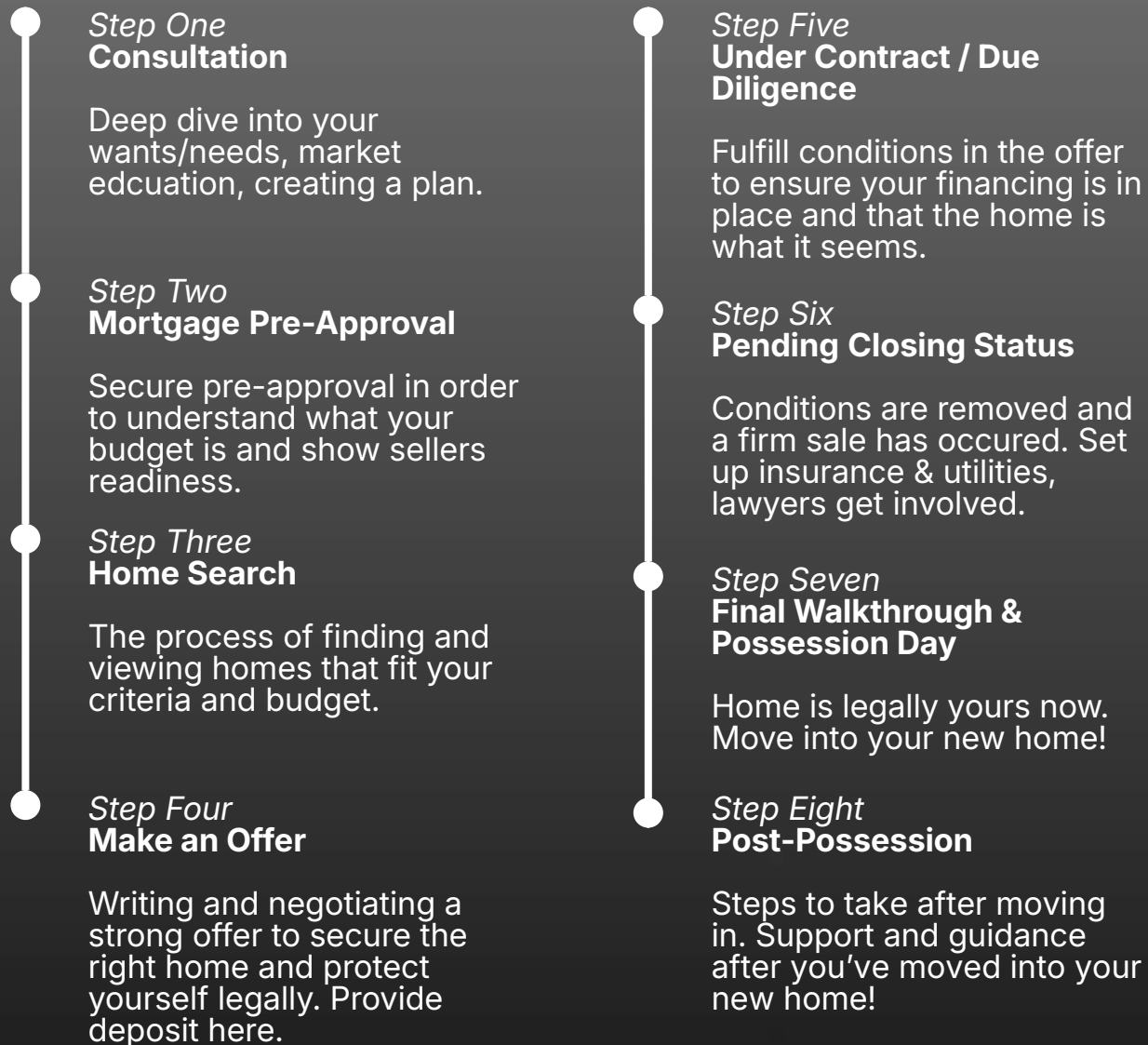


Finley was knowledgeable, professional, and incredibly patient throughout the entire process. No matter how many questions we had or how many properties we wanted to see, he always took the time to explain everything clearly and never made us feel rushed. Even when situations became challenging or stressful, he remained steady, reassuring, and solution-focused. His confidence and experience gave us peace of mind and made what could have been an overwhelming process feel manageable.

We have never purchased a property in such a competitive market as Saskatoon before, and having Fin as our realtor made our buying experience smooth, stress-free, and enjoyable. His patience, knowledge, calm approach, and unwavering positivity gave us confidence every step of the way. We couldn't have asked for a better realtor!

-Len & Lisa T.

THE HOME BUYING TIMELINE



This guide, along with our consultation, fully details every step so you know what to expect before the process begins!

THE CONSULTATION

The consultation sets the foundation for everything that follows. We'll discuss your goals, budget, timeline, and answer every question you have so we can build a clear plan before we ever step into a home.

What We'll Cover

- Your goals, timeline, & budget
- How the buying process works
- Financing and mortgage pre-approval
- Your ideal neighbourhoods and must-haves
- Current market conditions
- Next steps and your buying strategy



What You'll Leave With

- ✓ A personalized home search plan
- ✓ A clear understanding of your budget
- ✓ Trusted local professionals (mortgage broker, lawyer, inspectors, etc.)
- ✓ Confidence in every step ahead

My Commitment

Buying a home can feel overwhelming, but it doesn't have to be. My role is to protect your interests every step of the way by helping you avoid overpaying through data-driven pricing, preparing a strategy so you don't miss the right home, guiding you through every detail so nothing gets overlooked, and using the right conditions to uncover potential issues before you're committed. My goal is simple: to give you the confidence to make great decisions from start to finish.

MORTGAGE PRE-APPROVAL

Why it Matters

Getting pre-approved is the most important step before you start touring homes. It tells you exactly what you can afford, helps you understand your monthly payments, and makes your offer stronger when competing with other buyers. It also allows your lender to hold your interest rate for several months in case rates increase. Without a pre-approval, sellers will not take your offer seriously, and in some cases may not even let you view their home.

How it Works

When you connect with a bank or broker, they'll review:

- Income & Employment
- Credit History & Score
- Down-Payment
- Existing Debts
- Gross Debt Service (GDS) Ratio
- Total Debt-Service (TDS) Ratio

Based on all these factors, they will determine what your maximum mortgage amount is so that we know what budget we are looking in.

1 Submit Documents



2 Financial Review



3 Pre-Approval Letter



Understanding GDS & TDS

Gross Debt Service (GDS) is the percentage of your income that goes toward housing expenses, including your mortgage payment, property taxes, heating costs, and 50% of condo fees. Most lenders look for this to be below 39%.

Total Debt Service (TDS) includes all of your housing costs plus other monthly debt payments, such as car loans, student loans, lines of credit, and credit cards. Most lenders look for this to be below 44%.

My role here is to connect you with trusted local mortgage professionals who are responsive and easy to work with. My goal is to make sure you know your budget before we begin searching, so every home that we tour is one you can confidently afford.

HOME SEARCH

Finding the right home isn't about looking at the most homes—it's about looking at the right homes. Once we know exactly what you're looking for, we'll focus our search on homes that truly fit your goals, budget, and lifestyle. This keeps the process efficient and helps you buy with confidence.

Fin's Funnel Process

I use my system called the funnel process to ensure you don't miss opportunities or waste time on the wrong homes.

- 1. Start Broad** - We'll begin by reviewing all available opportunities that fit your general criteria, including MLS listings, new builds, For Sale by Owner properties, and off-market opportunities.
- 2. Narrow the Search** - Next, we'll eliminate properties that don't meet your needs until we're left with a shortlist of your strongest options. We'll take your favourite 3-5 and view them in person.
- 3. Ongoing Property Alerts** - If we don't find the right home right away, I'll set you up with personalized property alerts. The moment a new listing matching your criteria hits the market, both of us are notified so we can review it immediately and schedule a showing before other buyers.
- 4. Find the Right Home** - We'll continue refining the search and evaluating new opportunities until we find the home that's the right fit. When we do, I'll help you determine its true market value and build the strongest possible offer.



Beyond Realtor.ca

Some of the best opportunities never make it to the public market. In addition to MLS listings, I actively search for off-market opportunities through my network of homeowners, investors, builders, and fellow REALTORS®. If we're struggling to find the right home, I'm also willing to take a proactive approach by door knocking your target neighbourhood, reaching out to homeowners, and looking for opportunities that aren't currently listed. While this doesn't guarantee we'll uncover the perfect home, it creates opportunities that many buyers never have access to.

MAKE AN OFFER

Once you've found the right home, it's time to prepare an offer. An offer is a legally binding contract that outlines not only the purchase price, but also your deposit, conditions, possession date, included items, and other important terms. Every offer is tailored to the property, the market, and your goals.

The Key Components of an Offer

Purchase Price

The amount you're offering to purchase the home for. This is determined using comparable sales, current market conditions, and the level of competition we're facing—not simply the asking price.

Deposit

Your deposit demonstrates you're serious about purchasing the home. It's held in my Brokerage trust account until closing and forms part of your down payment. It is not an additional cost—it simply becomes part of the funds you were already planning to put toward the purchase. This is typically \$5000-\$20,000 (depending on price of home).

Conditions

Conditions are things that need to happen before the sale can become firm. They protect you and allow you to complete due diligence on the home prior to the sale becoming firm (see next section).

Terms

Your offer also includes important details such as the possession date, included appliances and fixtures, and any other terms that can be used to protect you or make your offer more attractive to the seller.

Determining the Right Offer Price

One of the biggest misconceptions in real estate is that a home's asking price determines its value. In reality, a seller can list a property for whatever price they choose. **Asking price is simply a marketing decision.** A home's true market value is determined by analyzing recent comparable sales, current market trends, the property's condition, location, and the level of buyer demand.

That's why I prepare a professional Comparative Market Analysis (CMA) for every home you're seriously considering. We'll review recent comparable sales together so you understand what the home is actually worth before making an offer. From there, we'll adjust our strategy based on the level of competition we're facing—whether we're negotiating with one seller or competing against multiple buyers—to submit an offer that's both competitive and backed by data.

Misconception: A home's sale price is determined by its asking price. FALSE - A home's value is determined by whatever the buyer pool is willing to pay for it.

MAKE AN OFFER

Negotiation Strategy

Not every home is sold the same way. Some listings accept offers as they come in, while others have a scheduled Presentation of Offers where all offers are reviewed at a specific date and time. Understanding the difference helps us choose the right strategy before we submit an offer.

First Come, First Served

With most listings, sellers review offers as soon as they're received. This means timing is critical. In Saskatoon's fast-moving market, desirable homes can sometimes sell within hours of hitting the market. When that's the case, acting quickly can make all the difference.

Presentation of Offers

A common misconception is that a Presentation of Offers automatically means there's going to be a bidding war.

In reality, that's not what it means at all.

A Presentation of Offers simply means the seller has chosen to review all offers at a predetermined date and time instead of accepting the first one that comes in. This is often done on homes that are expected to attract a lot of interest, giving every buyer a fair opportunity to view the property before a decision is made.

From a buyer's perspective, this can actually be an advantage. Instead of feeling rushed to make a decision within a few hours, we have time to view the home, analyze comparable sales, discuss a strategy, and prepare the strongest offer possible.

It's also important to know that not every Presentation of Offers results in multiple offers. Some homes receive only one offer, some receive none at all, and others even sell below the asking price.

Above Asking Doesn't Mean Overpaying

Another common misconception is that if a home sells above its asking price, it must have sold for more than it was worth.

In many cases, that's simply not true.

Some sellers intentionally list their home below its estimated market value to attract more buyers and generate stronger interest. When that happens, offers above the asking price may still represent fair market value.

On the other hand, a home priced too high may struggle to attract offers and eventually sell below its asking price.

That's why I don't base recommendations on the list price alone. Every offer is supported by a detailed Comparative Market Analysis, current market conditions, and the level of competition we're facing, so you can make an informed decision with confidence.



UNDER CONTRACT

This is the period between an accepted offer, and condition removal (or a firm sale). It's where we get to confirm everything about the property checks out, and confirm your financing approval.

Common Conditions

Mortgage Approval

Your lender will confirm that they are satisfied with the property and your financing, and approve your mortgage.

Home Inspection(s)

Allows a professional inspector to identify any significant issues before you're fully committed to the purchase.

Additional Due Diligence

Depending on the property, we may also recommend conditions such as a sewer scope, condo document review, water testing, or other inspections to ensure you have all the information you need before moving forward.



What if Something Goes Wrong?

This is the importance of writing these conditions into the offer properly. With them in place, if something goes wrong (bad inspection, mortgage isn't approved, etc.), we can either re-negotiate with the sellers for them to make repairs or reduce the price, or back out of the deal (LAST RESORT). If we need to back out for a reason in the conditions, your deposit is returned to you.

Once we have completed our due diligence and you are satisfied with the results, we sign a form and send it to the seller, removing the conditions, and making it a firm sale. If you back out or can't close on the deal after this point, you lose your deposit.

PENDING CLOSING

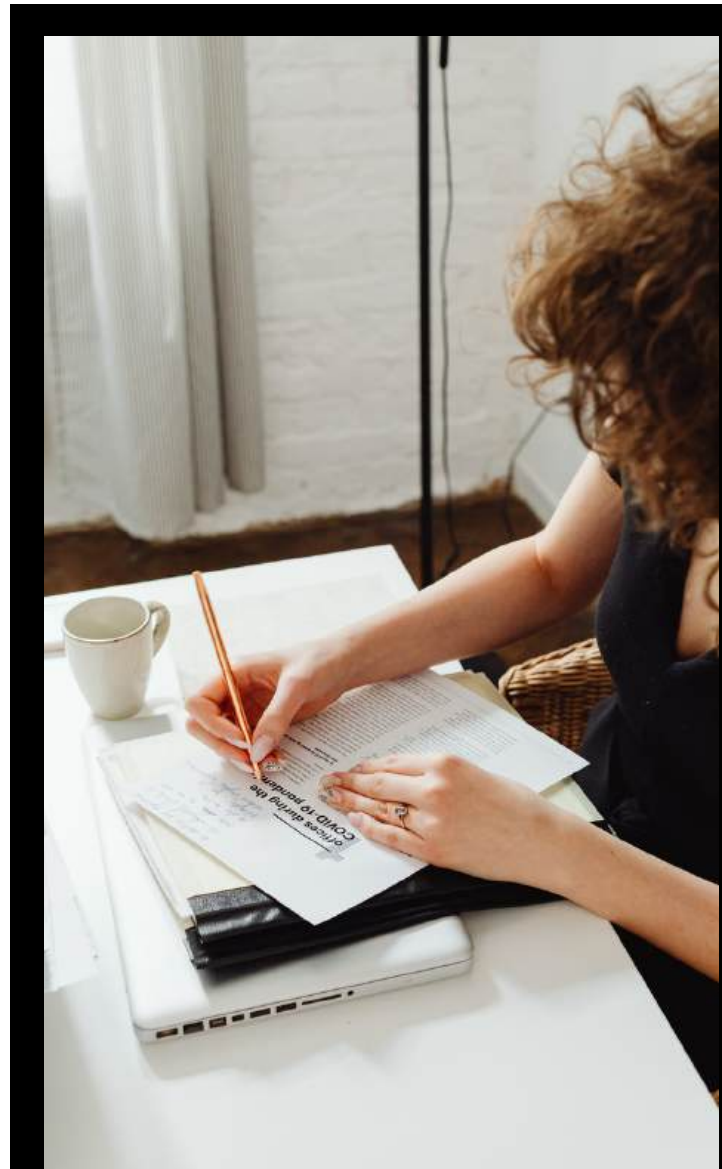
Congratulations! Once all conditions have been removed, your purchase is considered firm. While there isn't much left for you to do (see checklist on next page for your tasks here), there are several important steps happening behind the scenes to prepare for possession day.

Your lawyer will complete the legal transfer of ownership, your lender will finalize and release your mortgage funds, and the seller's lawyer will prepare the documents needed to complete the transaction. I'll continue coordinating with everyone involved to help ensure everything stays on track for a smooth closing.

Closing Costs \$

In addition to your down payment, you'll need to budget for closing costs. These are one-time expenses paid around possession day to complete your purchase. **To be safe, budget 1.5% of the home's purchase price, ON TOP OF the down payment.** In Saskatchewan, common closing costs include:

- Lawyer Fees & Disbursements:
Roughly \$1200-\$2000
- Land Title Registration Fees:
Approximately 0.4% of home price
(varies depending on mortgage amount)
- Home Insurance: \$100-\$300 / month
(required before possession)
- Property tax adjustments (depends on situation)
- Moving expenses / utility setup
(varies)



PREPARING FOR POSSESSION CHECKLIST

- ☐ Choose a Real Estate lawyer
Need a recommendation? Just ask.
- ☐ Arrange home insurance to be effective on possession day
Need a recommendation? Just ask.
- ☐ Respond to any final requests from your lender or lawyer
- ☐ Set up utilities in your name
City water/sewer, SaskEnergy, SaskPower, internet
- ☐ Update your mailing address
Driver's license, CRA, banking, subscriptions, etc.
- ☐ Meet with your lawyer to sign closing documents and provide your down payment + closing costs
- ☐ Book movers or arrange your move



Pro Tip: Avoid booking movers first thing in the morning. Possession can occasionally be delayed while lawyers complete the transfer of funds, so planning your move for later in the day can help reduce stress.

POSSESSION DAY

Congratulations! After weeks of searching, negotiating, inspections, financing, and paperwork, today you officially become a homeowner.

Once your lawyer confirms the transaction has closed and the funds have been transferred, I'll arrange to meet you at the home and hand over the keys.

Take your time exploring the property, familiarize yourself with your new home, follow the checklist, and enjoy this exciting milestone.

Welcome home.



BEFORE YOU UNPACK CHECKLIST

- ☐ Change the locks or re-key the home
- ☐ If desired, deep clean before unpacking
- ☐ Paint any rooms you'd like to update
- ☐ Locate & label the main water shutoff, electrical panel, & furnace shut-off switch
- ☐ Replace furnace filter
- ☐ Test every: Faucet, toilet, light switch, outlet, appliance, furnace, AC
- ☐ Take photos of every room while it's empty (for insurance purposes)
- ☐ Unpack and enjoy your new home!



Pro Tip: The day you get the keys is your only chance to work in a completely empty house. Tackle these items before the furniture arrives—you'll thank yourself later.

FM HOUSEWARMING CELEBRATION

Moving into a new home is a big milestone and it deserves to be celebrated. As a thank you for trusting me with your purchase, I'd love to host a housewarming party for you and your friends or family once you are settled in.

You tell me when you want it, what kind of food and drinks you would like, and who you want invited. I handle everything from setting up and inviting everyone to getting the food.

It is a simple way to bring the people you care about together, show off your new home, and create lasting memories. You worked hard for this and it is my way of saying thank you and officially welcoming you home.

The only catch? I have to be invited!





Finley Macfarlane

Saskatoon & Area Real Estate

THANK YOU

Thank you for your consideration for being able to help you find your new home. I look forward to a lifetime of working with you to help you achieve your real estate goals.



CONTACT DETAILS

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