



METAWOOD

PERSONAL REAL ESTATE CORPORATION

BUYER'S GUIDE



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MEET META

Message from Meta

Truth be told, I didn't set out to become a REALTOR®. But what started out as a job, quickly became a passion. This isn't a sales position to me. This is the biggest investment of your life and I want it to be a happy, exciting experience with the least amount of stress possible. I will help guide you through the entire process of either buying or selling your home, taking you through every step along the way. I will take your needs, your lifestyle, and your schedule into consideration and answer as many questions as I can before you even have time to ask them. Key day, aka possession day, is my all time favourite moment. Watching you unlock the door to your new home, or lock it up for the final time, still gives me butterflies.

“Being a REALTOR® is more complex than meets the eye, there is a day to day grind that remains invisible to my clients by design. My job is to make things run as smoothly as possible. The happier my clients are, the more fun the process becomes.”

About Meta



Meta Woods' roles are many. REALTOR®, real estate advisor, associate broker, mentor, FINTRAC compliance officer, mother, chair of the Promo Committee and of the Comox Valley Health Care Foundation Golf Tournament, to name a few. Born and raised in the Comox Valley, her parents still live in the house she grew up in and most of her family is nearby. The Valley isn't just a beautiful backdrop, it's an important piece of what makes Meta, Meta. When she's not helping people find their dream home, you can find her camping, fishing, ATVing, spending time with her kids, husband and their puppies, or planning her dream trip to the Oregon sand dunes and maybe even tinkering with the guitar. Cheerful and loud, Meta's energy and zest for life is not only contagious, it's the secret sauce to her success.

“Meta Wood is completely amazing, book her! She helped us through every step of our first home buying process. We found Meta to be incredibly helpful with every aspect of this experience. She was professional, experienced, timely, communicative, kind, patient, knowledgeable, and helped us multiple times with putting in excellent offers. We never once felt pressured to buy (which we really appreciated!) and always talked to us with utmost transparency. We feel that she went above and beyond with the service she provided us, and honestly just made our experience so positive! She is very professional and timely, and always very communicative. She helped us get our foot in the door in this very competitive real estate market, and we are happy to say we have purchased our first home with her help! Please reach out to her if you are wanting to purchase your next home you will not be sorry”

— Mia Watkins

Meta is by far the best REALTOR® we could have asked for. Start to finish and beyond, totally connected and engaged step by step

— G Murray





I first met Meta when we were both on the Board of the Comox Valley Women's Business Network. As president of the CVWBN, she demonstrated strong leadership and negotiation skills, combined with an ever-present smile and a sense of fairness and fun. So when it came time to choose a REALTOR® to sell our home in Comox, she was a natural choice. She did not disappoint! Meta marketed our property brilliantly ... with an amazing 3-D video tour that had me asking: "Is this REALLY our home?" Our home sold in just a few days, well over the asking price. She presented the multiple offers with tact and professionalism and the closing was seamless. I highly recommend Meta for buying or selling property.

— Teri

Meta was absolutely amazing, guiding us through the process of purchasing our first home! She really went above and beyond. We were initially looking in the Comox Valley, but changed our preference to Campbell River. Even though this was much further away for her, she always travelled to meet us at homes to view! She made the entire process so much easier than I thought it would be, and she was always just a text away. I can't recommend her enough!

— Corrine Pound




SO YOU'RE THINKING ABOUT BUYING A HOME

Fantastic! It may be your first home, or perhaps your fifth, but no matter how many times you've been through the process, one thing remains the same: It's a big job, involving a great deal of effort, time, and of course, money.

But you're not alone — lots of Canadians are doing it. According to Statistics Canada's National Household Survey, 69% of Canadian households own their home. Every buyer has unique needs but the questions they ask are very similar:

- ▶ How do I know how much I can afford?
- ▶ Do I need an agent or should I go it alone?
- ▶ What's the best area to buy in?
- ▶ How do I negotiate the best possible price?

The best approach to buying a home is to be informed. This guide will help you answer those basic questions, outline what to expect in the key steps ahead, and boost your confidence in finding the right home for you.



In the Resources Section at the back of this guide, you'll find worksheets and checklists

- ▶ Who to contact with your new address
- ▶ How to pack your belongings for a stress-free move

Buying a home is a dream come true. Let's begin!



STEP 1: DECIDING WHAT YOU WANT

Logically, the first step to finding the right home is to determine what you're actually looking for. There are a lot of homes on the market at any given time, and looking at them all is not the best way to spend your time. To make your home search more efficient, ask yourself these three focus questions:

Where do I want to live?

This is your first decision. What communities or neighbourhoods do you want to consider? Is it important to be near schools, shopping centers, recreation facilities, places of worship, hospitals, or other amenities? Will you require public transportation?

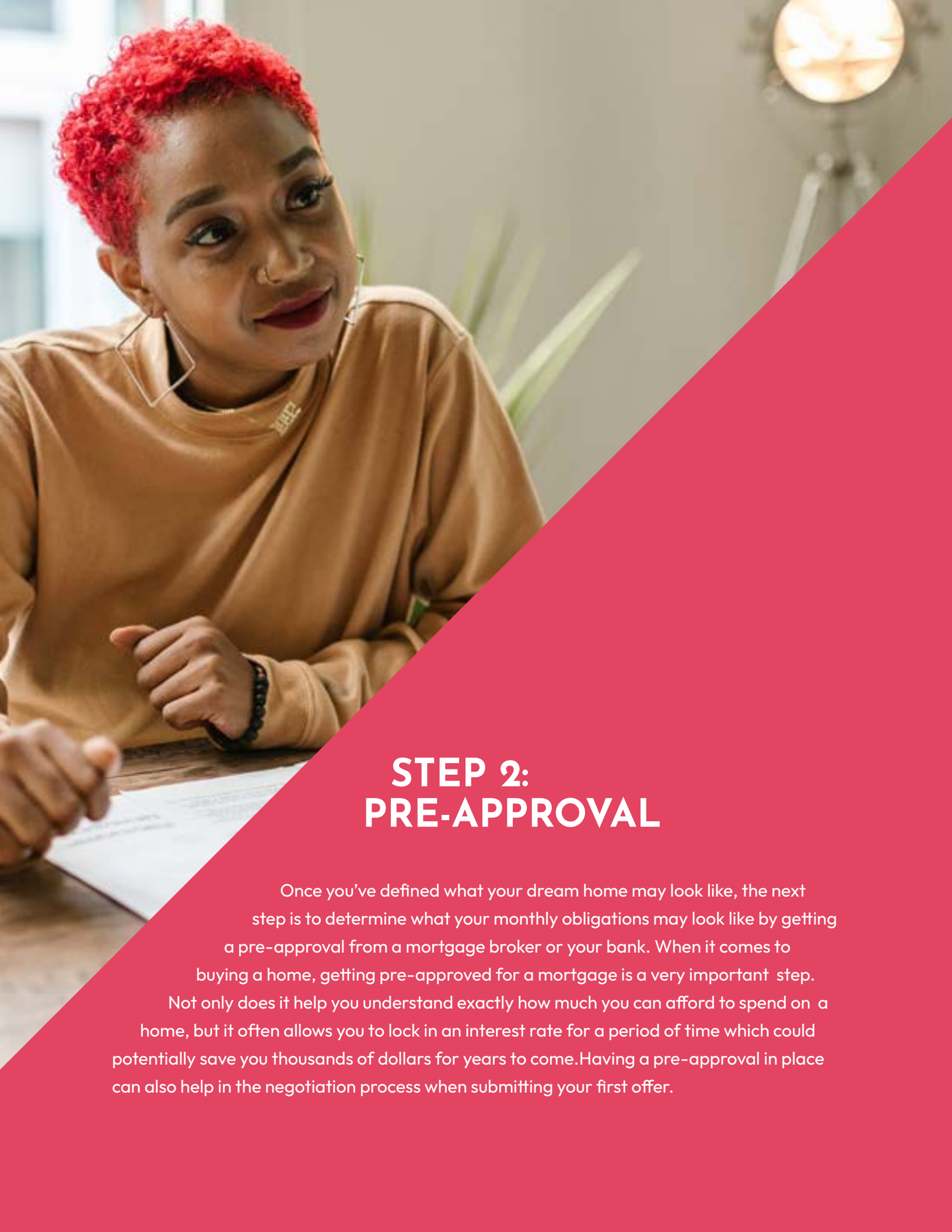
What type of home do I want?

What style of home is best for you? It could be a detached, a semi-detached, a bungalow, a split-level, a two-storey, a duplex, a townhouse — the options are endless! You may also want to consider your ideal lot size and the age of the home.

What are my must-haves and deal-breakers?

What are the most important features for you in a home? Do you need a basement? A garage? A pool or a fireplace? How many bathrooms and bedrooms? Do you have family members with special needs? What do you absolutely not want in a home?





STEP 2: PRE-APPROVAL

Once you've defined what your dream home may look like, the next step is to determine what your monthly obligations may look like by getting a pre-approval from a mortgage broker or your bank. When it comes to buying a home, getting pre-approved for a mortgage is a very important step. Not only does it help you understand exactly how much you can afford to spend on a home, but it often allows you to lock in an interest rate for a period of time which could potentially save you thousands of dollars for years to come. Having a pre-approval in place can also help in the negotiation process when submitting your first offer.

Talk to a Mortgage Specialist

Whether it's your bank mortgage specialist or an independent mortgage broker — talk to someone with expertise who can help you compare rates and terms as there are hundreds of options to choose from.

Complete an application to determine how much you qualify for

There are many factors that go into determining your eligibility for a mortgage. Two of the primary practices are calculating your GDS (Gross Debt Service) and TDS (Total Debt Service) ratios. These factors determine how much you can comfortably afford to spend based on your down payment, income and other financial obligations.

Gather your financial information to finalize pre-approval

Your bank or mortgage professional will require documentation to support your application such as income and down payment verification to finalize the pre-approval process.

Get a copy of your pre-approval

This is a powerful negotiating tool. It's extremely frustrating for sellers to lose a sale because of financing. A pre-approved buyer means sellers have one less thing to worry about. Even though many offers are conditional on financing, the seller of your dream home will see you as a more attractive buyer when they know you are pre-approved.





STEP 3: BEGINNING THE HUNT

Now the fun begins. Once we've defined your dream home and secured pre-approval, it's time to actually see some properties. Most searches begin online. In fact over 90% of buyers start their home buying process on the internet. The most comprehensive website for property searches is Realtor.ca, a Canada-wide database of all active properties for sale, also referred to as the MLS® or Multiple Listing Service. This website allows you to narrow your search to a specific area, price range, key features and even displays the properties on a map.

I will also send personalized updates as soon as properties that meet your criteria hit the market. I always provide a print out of the homes we will visit together, with ample room for you to take notes and highlight any likes or dislikes. This way, you can reflect back, we can redefine the search as needed, and you can do a clear comparison of different properties.

STEP 4: MAKING AN OFFER

The offer stage can be a difficult time as you have to think with your head, and not your heart. It's easy to get wrapped up and make quick decisions but quick decisions can lead to buyer's remorse. In multiple offer situations, it can be stressful as there are other buyers you're competing with. It can be an emotional roller coaster, but I am always there to help make it as easy as possible.

Make a Smart Offer and Negotiate

You have found a house you love. Fantastic news! Here's how the offer process typically works.

Step 1: Decide on price, terms and conditions

I will provide you with comparables of recent sales and any other current listings that are similar. This is extremely helpful when it comes to negotiating a fair price. We will also need to decide on a closing date and if there will be any conditions of the offer such as a home inspection, appraisal, water tests etc. I will guide you in this process.

Step 2: Prepare the offer

I will create a legal document, aka a Contract of Purchase and Sale, that protects you, follows your instructions, and matches your schedule and needs.



Step 3: Review the offer

I will explain the details and terms of the offer, and suggest options for specialty clauses so that you know exactly what you are agreeing to.

Step 4: Present the offer

I will present and negotiate the offer on your behalf, working diligently to ensure it's a deal you can get excited about and that we are getting the best results overall. All that you need to do at this stage is keep calm and carry on – and know that you're in good hands!



Your offer has been accepted

Congratulations, the seller has accepted your offer! Once your offer is accepted, I will book any inspection appointments, send the accepted offer to your lawyer and your lender. Usually, there is a 10 to 14 day time period for you to do any due diligence that we have included in your offer. I will be at the inspection walk through with you to help answer any questions. Your job will be to make sure your lender has any needed documents from you to get the final thumbs up for financing as well as getting house insurance in place. Once you are happy with all conditions, we will remove subjects, and that is when the glorious SOLD sign can go up.

Your offer wasn't accepted

This isn't common, but it can happen and I will work to find out why. Not being able to come to an agreement on the offer or being outbid can be frustrating and even heartbreaking but I am a firm believer of when the house is meant for you to call it home, it will be yours. Our hunt continues.

A modern kitchen with white cabinetry, a glass-topped island, and a patterned rug. The background shows a wall with two metal spatulas hanging on a rack and two glass canisters on the counter. The foreground features a white chair and a glass-topped island.

THE THIRD OPTION

A seller may counteroffer. If they've changed the terms of the offer, I will continue to negotiate on your behalf to reach agreeable terms. I will also advise you if it's clear that an agreement cannot be reached and if it's time to walk away.





CONDITION REMOVAL & INSPECTION

You have agreed on the price and terms and now have a firm or a conditional offer in place. If you have conditions, now is the time to start the process of satisfying them in order to meet the deadline and firm up your purchase. One of the most common conditions of an offer today is home inspection. Home inspections allow you to scrutinize the details of the home and potentially save you from any unpleasant surprises.

Home Inspection Tips

- ▶ Choose a qualified professional. Call a few and ask any questions you may have, I can also recommend trusted inspectors previous clients have loved. You want to make sure you are getting an experienced, knowledgeable professional.
- ▶ Ensure the home inspector checks for visible issues with plumbing, electrical systems, roof, insulation, walls, ceilings, floors and windows, and the condition of the foundation. They can also check that the home's chattels, like furnaces and air conditioners, are in working order.
- ▶ Ensure your home inspector gives you a close and personal look at your new home. It takes about three hours to go through all the systems, and if there are any problems, you will see them with your own eyes. They will also give you maintenance tips and easy fix-ups, if necessary.

Ensure that in the end, you receive a detailed report that summarizes the condition of your home.



PREPARATION

Typically you will have anywhere from 30 to 90 days before closing day. The closing date can be the same as your move-in date, however, this is not always possible. It is normal that the exchange of money and title be complete before keys are released, which could be late in the day.

Remember, this is an exciting time! Being organized well in advance will pave the way for a much more enjoyable journey. Here are a few details to take care of before your closing date:

Legal Stuff and Paperwork

Together we will need to provide your lawyer with all the necessary documentation for your purchase. I usually take care of the agreement, waivers, survey and any other purchase documents. However, you may need to provide your lawyer with some additional information relating to insurance, down payment information, adjustment payments, and other signed documents your lawyer may request.



Down Payment and Closing Costs

Make the necessary arrangements to have these funds available a week prior to closing or when the lawyer has requested funds.

Moving Arrangements & Change of Address

Whether you are using professional movers, renting a truck, or getting a bunch of friends together, plan and organize it early.

Property Insurance

Arrange for home insurance before closing and request a proof of insurance aka insurance binder for your financial institution in advance. Provide your insurance agent with the listing information and details such as age of the house, pool or no pool, type and condition of the roof, condition of the furnace, electrical and type of exterior.

Utilities

Contact the local utilities to coordinate the change of billing on closing. Including phone, internet, cable, gas, electricity, water, and any rental agreements. Don't forget to cancel the services at your old address!

Schools

If you have children, inform your children's old and new schools about the move and arrange any necessary record transfers.

RESOURCES

Change Of Address Checklist

Utilities, Bills, and Other Vendors

- ☐ Electricity
- ☐ Hydro
- ☐ Natural gas
- ☐ Cell phone
- ☐ Landline
- ☐ Cable
- ☐ Internet
- ☐ Water delivery/treatment

Legal and Identity Documents

- ☐ Driver's licence
- ☐ Passport
- ☐ Health card
- ☐ Insurance
- ☐ Tax documents (Income tax, Canada Pension Plan, Old Age Security, etc.)

Professional Services

- ☐ Pool
- ☐ Lawn
- ☐ Housecleaning
- ☐ Physician
- ☐ Veterinarian
- ☐ Attorney
- ☐ Dentist
- ☐ Optometrist
- ☐ Other specialists

Financial

- ☐ Bank
- ☐ Credit card company
- ☐ Insurance (car, life, home, and health)
- ☐ Pension plan
- ☐ Car loan
- ☐ Other loans
- ☐ Reward programs

Miscellaneous

- ☐ Magazines
- ☐ Newspapers
- ☐ Professional associations
- ☐ Alumni associations
- ☐ Clubs
- ☐ Charities





Tips For Packing

This may seem hard to believe, but many people thoroughly enjoy their moving day and the time leading up to it. The secret? Being organized. Make sure you have the right tools like packing tape, permanent markers, sticky notes, and lots of boxes on hand will make your move much easier. Start early and work steadily. Make progress every day with your packing instead of leaving it all until the last minute.

1. Develop a master “packing/to do” list so you won’t forget something critical.
2. Purge! Get rid of things you no longer want or need. Have a garage sale, donate to a charity, or recycle.
3. Before throwing something out, remember to ask yourself how frequently you use that item and how you would feel if you no longer had it.
4. Pack like items together. Put toys with toys and kitchen utensils with kitchen utensils.
5. Decide what, if anything, you plan to move yourself. Precious items, such as family photos, breakable valuables, or must-haves during the move, should probably stay with you.
6. Use the right box for the item. Items packed loosely are more likely to be damaged.
7. Put heavy items in small boxes so they are easier to lift. Keep the weight under 50 lbs., if possible.
8. Do not overpack boxes. Boxes that are packed comfortably will be less likely to break.
9. Wrap each fragile item separately and pad the bottom and sides of boxes.
10. Label every box on all sides. You never know how they will be stacked and you do not want to have to move other boxes aside to find out what is inside.
11. Use colour-coded labels to indicate which room each item should go in. Colour-code a floor plan for your new house to help your movers.
12. Keep your moving documents together, including phone numbers, the driver’s name, and van number.
13. Backup your computer files before moving your computer.
14. Inspect each box and all furniture for damage as soon as it arrives. Remember, most movers won’t take plants.

**Think I may be the REALTOR®
for you?**

Contact me today to set up a meeting
to discuss your needs and my
services.

I can't wait to meet you.



METAWOOD

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