

# Buyer GUIDE

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CHRIS KENNY TEAM  
RE/MAX PERFORMANCE REALTY



# ABOUT US





# CHRIS KENNY

CHRIS KENNY PERSONAL REAL ESTATE CORPORATION  
AGENT & TEAM LEADER

Welcome to  
my world!

I've been selling Real Estate in Winnipeg since 2010 with RE/MAX. My team and I have received top producing awards every year since we've been in the business. For us it isn't about the awards and the recognition but the constant reminder that we are doing something right for our clients. We love what we do and strive to provide excellent service.

*let's connect*



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# meet the team



ROD STEPHANCHEW  
AGENT

After building a successful real estate business with hundreds of happy & loyal clients since 2011, I am taking my business to the next level by aligning with The Chris Kenny Team, one of the top RE/MAX teams in Canada & one of the top real estate teams in Winnipeg & Manitoba! I feel this will be a great fit to continue to go above & beyond with providing exceptional service to all my clients by being able to combine talents & resources, thus taking client experience to the next level!



DAVID PARNELL  
AGENT

I have always had a passion for real estate, and prior to becoming a realtor, had been involved in the commercial real estate field for over 13 years. I have a wealth of knowledge from my previous careers as a Project/Property Manager, and as a Technical Sales Rep. I will utilise my prior professional background to ensure an exceptional experience both on the purchase, and sale end.

# HOME TOURING Checklist

ADDRESS OF PROPERTY: \_\_\_\_\_

DATE VISITED: \_\_\_\_\_ PRICE: \_\_\_\_\_

BEDROOMS: \_\_\_\_\_ BATHROOMS: \_\_\_\_\_ SQUARE FOOT: \_\_\_\_\_

LOT SIZE: \_\_\_\_\_ YEAR BUILT: \_\_\_\_\_

SCHOOL DISTRICT: \_\_\_\_\_

## CURB APPEAL

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## INTERIOR

1

DISLIKE

2

3

NEUTRAL

4

5

LOVE

## EXTERIOR

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## PRICE

1

DISLIKE

2

3

NEUTRAL

4

5

LOVE

## LOCATION

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## NEIGHBORHOOD

1

DISLIKE

2

3

NEUTRAL

4

5

LOVE

ADDITIONAL COMMENTS: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



“

REAL ESTATE IS AN  
IMPERISHABLE ASSET, EVER  
INCREASING IN VALUE. IT IS  
THE MOST SOLID SECURITY  
THAT HUMAN INGENUITY  
HAS DEvised. IT IS THE BASIS  
OF ALL SECURITY AND  
ABOUT THE ONLY  
INDESTRUCTIBLE SECURITY.

”

**RUSSEL SAGE**





# *nine steps to* BUYING A HOME

- 01 FINANCING PRE-APPROVAL
- 02 TOUR HOMES
- 03 BEFORE THE OFFER
- 04 MAKE AN OFFER
- 05 UPON ACCEPTED OFFER
- 06 HOME INSPECTION
- 07 APPRAISAL
- 08 FINANCING APPROVAL
- 09 REMOVING CONDITIONS & FINALIZATION OF OFFER

# PREPARING TO BUY





# 1

## FINANCING PRE-APPROVAL

Lenders recommend that you spend no more than 3-5 times your annual income on a new home. Consult with a Financial Institution Specialist or Mortgage Broker for professional advice. Your agent has a network of trusted professionals should you need any recommendations.

When budgeting, don't forget to account for approximately 2.5% of the purchase price for closing costs including lawyer fees, home inspection, appraisal costs, and money for any home improvements.

While it's ideal if you can put a 20% down-payment on your new home, it certainly isn't necessary. There are many ways to put down much less and with certain types of loans you may need as little as 5%.





## CREDIT CHECK

It is important to have a credit check done as this will be a factor in determining your mortgage approval and interest rates.

While sometimes a score in the 500's can get you a loan, ideally you want to aim for 650 or above.

## PRE-QUALIFIED & PRE-APPROVED

Many times these terms can be used interchangeably in different areas. You will want to ask your real estate agent which is more credible in your market and then apply.

Either way, being pre-qualified or pre-approved shows the seller that you're serious and that you most likely have the funds to purchase the home should you choose to place an offer. Pre-approval can also help you budget as you will know exactly what you can afford.

This pre-approval does not guarantee a mortgage will be offered so you still want to be careful with your spending during this time. Don't make any large purchases, change jobs or apply for new credit cards during this time.

# FIND A HOME

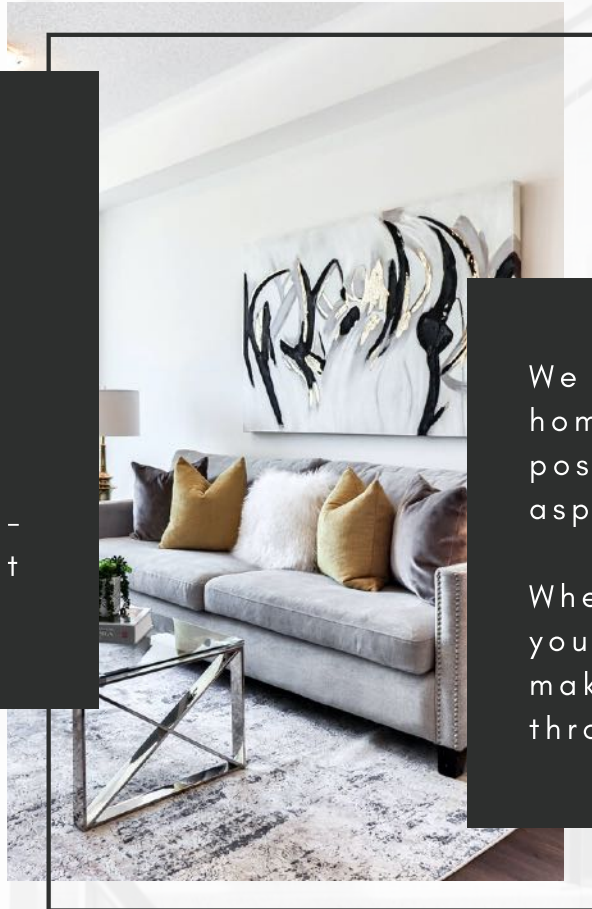


# 2

## TOUR HOMES

Make a list of all the things you need and want in a new home. Think about how many bedrooms and bathrooms you need.

Do you want a big kitchen or is a fenced-in yard more important to you?



We will start touring homes and weigh all the positive and negative aspects of each one.

When you find THE house, your next step will be to make an offer and go through any negotiations.

### *Home searching tips.....*

- Focus on the things you can't change like the neighborhood, lot or size of bedrooms.
- Test things as you walk through the home. Open and close windows, turn faucets on and flush toilets to make sure everything is in working order.
- Be punctual! Your agent has carefully scheduled each showing to ensure optimal time at each home on the itinerary. Any missed showing slots will have to be rescheduled for a later date.

# 3

## BEFORE THE OFFER

Once you think you have found the right home, your agent will conduct a thorough review of the property. This may include:



### *Due Diligence*

Such as asking any questions you have to the listing agent, pulling title, looking into the home's historical hydro bills, reviewing the property's sales history or comparable sales in the area, etc.

### *Taxation Searches*

A search on the property's taxes will give you a better understanding of the current property value and what you would be looking at paying once you assume possession.

### *Permit Searches*

Your agent may want to do a permit search on the home to ensure all relevant permits have been pulled for any repairs or renovations done to the home.

### *Other things to discuss with your agent*

- Possibility of doing a pre/home inspection on the property you have chosen.
- Consider any professional trades assessments you may need for potential repairs or maintenance.



# 4

## MAKE AN OFFER

Once you've found the home you want, the next step is to make an offer. There are plenty of scenarios that factor into a successful offer which your agent will discuss with you. We will talk to you about the current market conditions and how to write a successful bid on the home you have chosen.

# 5

## UPON ACCEPTED OFFER

Normally, upon a successful offer to purchase, it will be subject to certain conditions. Some of these could include: "Subject to Financing, Subject to Home Inspection, Subject to Sale of Buyers Home". In order to complete the deal, these conditions must be satisfied by a specified deadline.

In addition, once your offer has been accepted we will potentially need to obtain the deposit cheque from you depending on how the offer was written. At this point, we will also forward the accepted offer and all the related documentation to your Financial Institution for formal approval.



# 6

## HOME INSPECTION

Depending on the home and the current market, a professional home inspection may be advisable. Your agent will talk to you about the different options you have and the best course of action to take in your specific situation.



Plan to attend the inspection and be prepared to ask any questions you have.

You will receive a report of findings, but it's sometimes easier to see the issue and hear the information directly from the inspector.

After the inspection is complete, decide if there are any pressing issues you want to negotiate with the seller.

Be careful to not be too picky, but also not let major concerns go unaddressed.



## 7 APPRAISAL



Your lender may require an appraisal of the home before finalizing your mortgage.

The home appraiser will take into account the neighborhood, housing market, age and condition of the home, etc.

The appraiser will produce a report and send it directly to your financial institution.

## 8 FINANCING APPROVAL

The mortgage is only fully complete after the lender approves the financing. You will receive a formal approval confirmation which you will need to forward to your realtor as soon as possible.



# 9

## REMOVING CONDITIONS & FINALIZATION OF OFFER

Once all conditions have been met, we can sign paperwork to remove the conditions and finalize the purchase. At this point, we will also forward any pertinent paperwork to your lawyer and any other applicable party.

# CUSTOMER *Testimonials*



What a fantastic team! If you've decided to sell your home, there's no better experience than the Chris Kenny team. I knew Chris had multiple clients but at no time did I feel like I was one of many. A truly fantastic set of individuals with the united purpose of selling my condo. Loved the text messages for bookings and the constant collaboration. It sold exactly when Chris predicted it would. If you need a professional you can trust, this is the team to hire!

- C.F.



My agent from the team, David Parnell, made selling my condo an easy and stress free experience. I didn't think that was possible! He knew the market and I believe priced my condo competitively, answered any questions quickly and was a pleasure to deal with. The office team members I spoke with were also great. I will recommend David and the Chris Kenny Team to anyone I know needing real estate services. Thanks to David and the team!

-J.M.



Rod is a true example of an agent that goes well beyond the call of duty. We had very specific criteria in searching for a home and were somewhat skeptical that we could find one. Rod researched extensively, and found a wonderful home we were interested in. Rod met with the municipality, called the former builder, researched information on the development and pool builder. Rod skillfully walked us through the negotiation process, and now we are very happy homeowners. After the purchase, Rod quickly sold both our homes for the price we were looking for. We would highly recommend Rod for anyone thinking of buying or selling in the Winnipeg area. Thanks Rod!

-I.D.