



# *Buyer's Guide*

Your Guide to Becoming a Homeowner in New Brunswick



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# *Meet your REALTOR®*

Helping families find their dream homes since 2018, I am truly passionate about my career and believe in the importance of a home that meets your needs. I specialize in Residential Real Estate in the Greater Moncton and surrounding areas.

My business is built around the ethos that there is no place like Home: A sentiment that rings true through my commitment to building a business centered around a nuanced approach to real estate.

I offer bilingual services to all my clients — French and English.

I love to go above and beyond for my clients, redefining the level of customer service and connection buyers and sellers have come to expect when working with a REALTOR®



# *Meet The Team*

Your Neighbourhood Real Estate Team focused on Community growth and service through engagement and collaboration. At Brunswick Royal Realty Inc., we have Community at Heart and understand that community growth begins with the people who are in it. We are proud to partner with, and offer our support to those around us!

Community minded, Community driven, your journey begins with your trusted local Real estate Family.



# *What You Can Expect From Us*

WE HAVE DONE THIS MANY TIMES BEFORE.  
LET US HELP YOU WITH ONE OF THE MOST IMPORTANT  
TRANSACTION OF YOUR LIFE



We owe our clients the duties of utmost care, competence, accountability, loyalty, obedience, integrity, and confidentiality. We have our client's best interest at heart and ensure the decisions they make are profitable to them.



We offer each of our clients tailored and quality services. We love to go above and beyond to help our clients achieve their real estate goals



We are available to answer questions and help before, during and after the signature of any contractual agreement.



We take care of booking all showings and gathering property information for you. We have access to all properties and can schedule many showings at once to make it more convenient for you.



We guide you through the entire process. We review all paperwork together and make sure you understand everything you sign. We help you navigate the conditions, such as home inspection, to ensure everything is done properly and in your best interest.

# Client Testimonials



Jenny provided us with the perfect experience during the process of purchasing our home in NB. We were moving from Ontario and completely new to NB. But Jenny made it a seamless experience indeed. She worked tirelessly and was very patient with us throughout the whole process; and made sure we got what we wanted!

*Prinoo & Dhan*



We were looking for a revenue property in New Brunswick, Jenny-Lise brought us to visit a multitude of income properties, was very patient and empathetic to our needs. (...) She's a five star real estate in my book. She doesn't sell properties she finds properties that have the best fit for her clients.

*Pierre-Jean & Erika*



Jenny was incredibly easy to work with and very knowledgeable when it came to buying a house. She has a very acute eye when it comes to a house's conditions and actual worth. As a first time home buyer, I felt very lucky to have had her as my realtor. She comes with my highest recommendation!

*Christien*



Jenny nous a aidé dans notre premier achat de maison. Elle a surpassé nos attentes et a toujours répondu avec exactitude à nos nombreuses questions. Merci Jenny de nous avoir accompagné afin de réaliser notre rêve.

*Sylvie & Yvon*

# *Best Buying Practice*

1

## **Get Pre-Approved (Not only pre-qualified)**

This is THE MOST IMPORTANT step. It should be the first thing you do, no exceptions. Pre-qualification is usually done quickly and is an approximate amount given to you without even knowing details about your employment, citizenship, etc. A pre-approval should be done with your mortgage specialist or broker to make sure that you don't run into any surprises when it is time to apply for a mortgage, after putting an offer on a house. Not only will this ensure you can afford the home you want, but it will make the process much quicker and smoother for you.

Some sellers will ask their agent to provide a pre-approval letter with any offers to be safe.

2

## **Work With an Experienced REALTOR®**

REALTORS® possess intricate knowledge of the local housing market, including trends, neighbourhoods, and property values, to guide you.

REALTORS® act as advocates for you as a buyer, negotiating on your behalf to secure the best possible deal. Whether it's price negotiations, contract terms, or inspection repairs, real estate professionals work to protect your best interests throughout the entire transaction.

3

## **Start your search early**

Starting your home search before you are fully ready to commit gives you ample time to explore different neighbourhoods and property types, allowing you to refine your preferences and priorities.

It will also provide you with a better understanding of the local housing market dynamics. You can observe trends in pricing, inventory levels, and competition among buyers, which can inform your decision-making process and help you make more informed choices when the time comes to make an offer. You can ask your REALTOR® to keep you informed on sold prices.

# *The Home Buying Process*

## **Get Ready**



- Get pre-approved with your banking institution or a mortgage broker.
- Set up your home criteria and share with your REALTOR®.
- Get your online search set up by your REALTOR® and start viewing homes. As soon as a potential property comes up on the market, you will be notified and should ask your REALTOR® to view it. You can also ask them to book multiple viewings at once.

## **Write an Offer & Fulfill the Conditions**



- Once you find a house you like, your REALTOR® will write an offer with you. You might end up in multiple offer situation where you will have to be very strong with your offer, it is normal not to get one on the first try.
- Once your offer is accepted, your REALTOR® will guide you through the conditions that needs done to firm up the deal such as financing, property inspection and security deposit.

## **Start Packing Boxes**



- When all conditions are fulfilled, the property becomes SOLD and you can start packing your boxes.
- If you need to hire movers or rent a storage space, it is time to do so.
- You will need a lawyer to complete the sale officially, your REALTOR® can give you recommendations if you don't already have one.

## **Getting the Keys**



- You will meet with your lawyer to sign all final documents before you can take possession of your new home.
- On closing day, you will meet with your REALTOR® at the property to ensure everything is in good conditions.
- Once the title has been transferred, you can celebrate!

# *Closing Costs*

Closing Costs are one-time fees associated with the sale of a home, and can vary depending on the terms of your Agreement. These need to be paid with your lawyer for the home purchase to be finalized. Here are some closing costs to consider:

- Land Transfer** In New-Brunswick, the Land Transfer Fee is 1% of the Purchase Price, or 1% of the Tax Assessment, whichever is higher. For example, on the Purchase Price of \$250,000, the fee would be \$2500. There are additional costs payable to the Province of New Brunswick, such as:
- ✓ Registration fee
  - ✓ Certificate of Registered Ownership
  - ✓ Property Tax certificate
- Water & Sewer** If applicable, there will be an adjustment to reimburse fees already paid by the seller. Depending on your location, there may be a fee for a Water & Sewer certificate that is about \$50.
- Property Tax** In some cases, you will be required to reimburse the seller on the portion of the property tax paid for the balance of the year.
- Fuel on Premises** Unless stated otherwise on your Agreement of Purchase and Sale, the practice is for the seller to fill any oil or propane reservoirs. The total cost will be reimbursed by the buyer at closing
- Legal Fee** This fee varies for every lawyer. You can expect to pay a little over \$1,000. Your lawyer may be required to do a Title search at additional cost.
- Title Insurance** \$200-\$300, if a recent land survey certificate is not available. Your lawyer may recommend that you purchase this type of insurance.
- Survey Certificate** If you opt not to purchase Land Title Insurance or if you wish to have the additional security of a valid and recent land survey, you need to cover the cost, which would be minimally \$1,000 or more, depending on the size of the lot to be surveyed.

# Q&A

Here is a list of questions we often get from Buyers. If you do have questions or concerns, know that we will gladly sit with you and discuss them further — Coffee is on us!



## **Do I pay the agent's commission when purchasing a property?**

No. The current practice in New Brunswick is that the seller's agent pays the buyer's agent on closing. All you have to pay upfront and at closing is the offer's security deposit (usually between \$2500 & \$10,000), closing costs and the 5% or more down deposit for your mortgage.



## **Do I have to call the listing agent when I want to view a property?**

To ensure a better communication and getting the proper help, you should ask your REALTOR® to book all visits and retrieve information for you. Transparency is key when working with an agent.



## **Can I buy a private sale with my REALTOR®?**

You certainly can... and should! As Real Estate Professionals, we are not just looking at new listings on MLS®; we also keep an eye on private sales on Facebook Marketplace. By still using your agent when purchasing privately, you protect yourself and save yourself a lot of work. Plus, most sellers expect buyers to have their own representation and are usually prepared for this scenario.



## **Can I buy a new construction or custom build with my REALTOR®?**

You can! In fact, most builders will list their homes on MLS® and have their own representation as well to facilitate the process. Should you be planning on building a custom home, we can look after that as well to save you some hassle looking for a vacant lot, hiring the builder and filing the paperwork.



## **What if there is already an offer on the house I like?**

This can happen, especially at the beginning of your search. The only option would be to put a back-up offer (if they currently do not have any) and wait to see if the first offer falls through or not. By being a back-up offer, you can keep looking for homes, while having first bid on the home of your liking if the first buyers decide not to purchase it within a certain date.

# Moving Checklist

## First Things To Do

- Invest in packing supplies: boxes, bins, bubble wrap, packing tape and markers
- Schedule movers or the rental of a moving truck
- Reserve storage unit if needed

## Before Moving Day

- Purge unwanted items by throwing away, donating and/or selling
- Gather important documents like passports, mortgage papers, insurance portfolios, and medical records-and put them in safe place ahead of the move
- Update all addresses (*See Change of Address Checklist*)
- Arrange help with kids and/or pets for the moving day if needed
- Pack all boxes and label them, starting by the lesser-used items in your home
- Check your prescriptions and make sure you have enough to make it through the move
- Plan your travel route. This is especially important if you're moving cities, flying or taking multiple days in transit to reach your new home
- Call all services providers to cancel or transfer utilities such as hydro, insurances, cable and internet
- If you are going to hire professionals to clean your house, call to schedule once you know the house will be completely vacant and ready for one last clean-up

## Final Touch

- Call your movers a week in advance to confirm they are still coming on moving day
- Finish packing up all rooms. Be sure to leave a few clothes and essentials free for a few days
- Plan a few meals or a meal plan for moving day
- Pack up the rest of your belongings



### Queens & Kings Moving

Tel: 506-383-4379

Book@queensandkingsmoving.ca

### U-Haul

Tel: 506-857-8923

www.uhaul.com

# *Change of Address Checklist*

## Utilities

- Hydro (NB Power) 1-800-663-6272
- Water
- Gas / Propane /Oil
- Home insurance
- Cable /Internet /Phone
- Lawn Care /Snow Removal
- Cleaning Services
- Home Security System
- \_\_\_\_\_

## Insurance

- Medical
- Dental
- Critical Illness
- Life
- Car
- Home/Renter's
- \_\_\_\_\_

## Others

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

## Essentials

- Employer
- Banks
- Credit Cards
- Student Loans
- Passport
- Subscriptions (Magazines, Food boxes, Netflix)
- Daycare /School
- Post office (Canada Post)
- Professional Associations
- Licensing /Certification Boards (Hunting, Fishing)
- Doctors
- Dentist
- Vet/Groomer
- Gym
- Online Shopping (Amazon)
- \_\_\_\_\_

## Government Agencies

- Driver's License (Service New-Brunswick)
- Canadian Revenu Agency
- Voter Registration Office
- Customs /Immigration Office
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