How to FINANCE YOUR DREAM HOME

...with the least amount of stress and cost!

CHAD & PATTY SOUTHWELL
Mortgage Agents
The Southwell Mortgage Team

MORTGAGE INTELLIGENCE®

Congratulations
ON YOUR DECISION TO BUY A HOME!

Most Canadians have a general understanding of what a mortgage is and some of the basic terms, but when making one of the most important financial and lifestyle decisions, it makes sense to speak to an experienced mortgage professional. We will guide you through the entire process, answer all of your questions, and ensure that you get the best product and rate to suit your own personal needs. **You deserve a customized mortgage solution**. With over 50 lenders and hundreds of products at my fingertips, We are up-to-date on the continually changing landscape of rates, terms, and conditions. You can relax knowing your interests are being well taken care of.

Our services come at **NO COST** to you (OAC). The lender selected pays for the mortgage advice, placement, and ongoing service. Only in certain circumstances will a fee be charged, and this will always be disclosed up front so that you can make an informed decision.

We believe that knowledge is power! This guide will help you be as informed as possible about the homebuying process. You may not need all the information now, but it will be a handy resource as you go through the homebuying process.

Our ultimate goal is to provide you with such a positive experience that you are willing to refer us to your family, friends, and colleagues.

Before you make what is likely to be the biggest financial commitment of your life, talk to us first. **We want to save you time, money, and stress!**

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WHAT'S YOUR PURCHASING POWER?

Go shopping with a full wallet!

Before you go house hunting, we can advise you how much mortgage you will likely qualify for, what your monthly payments will be, and can give you a rate hold for a specified period of time i.e. 120 days. **This way you can shop within your price range, you don't have to worry about rates rising, and both realtors and sellers will know you're serious.** You also won't waste any of your valuable time looking at houses that are out of your price range. And by not underestimating what you can afford now, you can save over the long term if you don't need to purchase a trade-up home later.

Pre-approvals do provide some security, but always remember to make your offer conditional on financing because your property will need to be assessed by your lender, and that condition gives us time to finalize your mortgage.

Benefits of a Pre-Approval

- shop within your price range
- don't worry about rates rising
- know what your monthly payments are so you can start budgeting

Pro Tips:

- be sure to work with an experienced realtor to find your home
- always make your offer conditional on financing

HOW MUCH DOWNPAYMENT DO YOU NEED?

To purchase a home in Canada, you need a minimum of 5% downpayment. That's 5% of the price you pay for the home if your purchase is **$500,000 or less**. For instance, for a $400,000 home, you need a $20,000 downpayment.

What if the house you want is more than $500,000? Good question. Because the rules change. For any home **over $500,000 but less than $1 million,** you need 5% on the first $500,000… which is always going to be $25,000. And then you're going to need ten per cent for any amount over that.

So if your house price is $650,000, you'll need your $25,000 plus ten percent of the extra $150,000… which is $15,000.That means you're going to need to save up $40,000 for your downpayment.

If your purchase price is **$1 million or more**, a minimum 20% downpayment is required.

These minimum downpayment amounts are Government of Canada rules, and they're designed to maintain a good, stable housing market. And that's why there is another important government requirement. If your downpayment is between 5% and 20%, it's also a rule that you have "default mortgage insurance." The premium is almost always added to your mortgage amount. This insurance is there to protect the lender.

Here's an example, if your purchase price is $400,000 and you have 5% down, your mortgage amount is $380,000. The mortgage insurance premium will be 4% percent or $15,200, which is then added to your mortgage, bringing your total mortgage amount to $395,200. The insurance premium declines to 3.1% (at 10% down) and 2.8% (at 15% down). If you've saved up more than 20% of the purchase price, then there's no premium, because you've got lots of equity in the house as a buffer if anything goes wrong. Having 20% downpayment is a good goal, but today, most first-time homebuyers are purchasing their homes with the minimum required downpayment.

PURCHASE PRICE	less than $500K	$500K – $1M	$1 MILLION or more
MINIMUM DOWNPAYMENT	5%	5% first $500,000 + 10% on balance	20%

PURCHASE PRICE	MINIMUM DOWNPAYMENT	
up to & including $500,000	5%	UP TO $25,000
$600,000	5.8%	$35,000
$700,000	6.4%	$45,000
$800,000	6.9%	$55,000
$900,000	7.2%	$65,000
$1,000,000 or higher	20%	$200,000 or more

DOWNPAYMENT SAVINGS STRATEGIES

Saving for a downpayment requires discipline and determination! Whether you're aiming for the minimum downpayment (like most first-time homebuyers) or 20% down, there are some strategies to help you get there.

Start Saving

As early as you can, set up a **dedicated bank account** and start saving. Maybe a little off every paycheque. Your tax return. The extra funds from that long-awaited raise. The trick is to start thinking about where any extra funds – a little or a lot – can be funneled into your downpayment account.

A Gift From a Family Member

Perhaps you have someone willing to gift you the funds for your downpayment. That's great… here are a few important requirements that your lender will have. Only a parent or other blood relatives like your grandparents can actually give you that money. And you'll need a signed gift letter that says the funds are a gift and you are not required to pay the money back at any time. In other words, **the money is a gift… not a loan.**

Borrow It From Your RRSP TAX FREE!

Another way you could get some downpayment funds… is from your own RRSP! The Federal Home Buyers Program (HBP) lets first-time homebuyers **withdraw up to $35,000 TAX-FREE from RRSPs**, as long as the money has been inside the RRSP for at least 90 days.

If you have contribution room, you can take whatever funds you've already saved for your downpayment (up to $35,000) and put that into your RRSP just before the deadline, which is usually March 1. Then, whatever tax refund you get will further boost the funds you have available for your purchase.
After 90 days, you redeem your funds under the HBP. If you're buying the home with a partner who is also a qualifying first-time buyer, then you can BOTH withdraw from your RRSP… for a total of $70,000 towards your home. You'll eventually need to **pay back the withdrawn funds according to a repayment plan**… otherwise you'll pay the income tax.

So lots of downpayment options available! That's why if you are in the "saving up" stage of preparing for homeownership, this is a great time to meet.

FIRST-TIME HOME BUYER INCENTIVE

The First-Time Home Buyer Incentive is a federal government shared equity program designed to reduce mortgage payments for qualifying first-time buyers who have the minimum 5% downpayment required for an insured mortgage. The program will provide 5% of the cost of an existing home, or 10% of a new home. This incentive isn't payable until you sell the property and is not charged interest.

The Nitty Gritty

There are a few caveats.

- If your household income is more than $120,000, you aren't eligible for the program.
- Your total borrowed amount (including the incentive portion) can't be more than four times your household income. With a household income of $120,000, the maximum purchase price would be approximately $505,000 with 5% down and about $565,500 for a 14.99% downpayment.
- The maximum downpayment for the 10% incentive is 9.99% and 14.99% for 5% down.
- You are required to pay the incentive back after 25 years or when you sell the home, with the repayment amount based on the property's fair market value, whether it has increased or decreased in value. (Note: Since repayment is based on market value at the time of repayment, you may want to repay early if your home is increasing in value quickly, or prior to conducting major renovations).

Let's run some numbers to determine if this is a strategy that will work well for you.

30-YEAR AMORTIZATIONS

It can be a smart financial strategy!

If you have 20% down or more, you can choose a 30-year amortization, which allows you to minimize your mortgage payments and free up cash flow for uses like investing, business needs, post secondary education, maternity leave, home maintenance, or other life situations. You can keep your payments at a shorter amortization and only use this flexibility if the need arises. Having a mortgage that gives you room to breathe may be worth the cost in interest, and we can help you determine if this is right for you.

GOOD CREDIT IS IMPORTANT

Having good credit is important for long-term financial success and should always be a top-of-mind consideration. To access to the lowest mortgage rates, you need to show that you are a responsible borrower and will always make your mortgage payments on time. Your lender will look at your credit habits: do you pay your bills on time? Do you tend to run up your credit cards? These habits are reflected in your credit rating. To even have a credit rating, you'll need two revolving sources of credit, for instance two credit cards or a credit card and line of credit, that are each at least two years old.

This important factor in your mortgage negotiation is entirely within your control. If you start right now with good credit habits, your rating will quickly improve. Here's what's important.

- **Pay every bill on time.** That one habit is your single biggest game-changer. Make a commitment to never let a bill get past due.
- **Don't run up your credit cards.** Use the **50% rule**. If your limit is $5000, never let the card go higher than $2500.
- **Don't apply for credit too often.** When you're asked "would you like to apply for our Store Card to save on your purchase?" Don't do it. These pitches can be a credit pitfall.
- **Don't ever let any bill go to collections,** even if it's for a small or disputed amount. These black marks on your credit are hard to erase. If it's happened, be prepared to explain why, and be sure it's paid in full and reported to Equifax.
- **If you've ever been bankrupt or under a consumer proposal,** you're going to have some extra challenges. You'll need to have been discharged for two full years. And you'll need to prove that you've re-established credit after the discharge, with at least two re-established revolving credit items and a two year history of satisfactory repayment. Strong income and downpayment will help. We have access to lenders that specialize in this situation.

If you need to polish up your credit, get in touch for a review of your situation and actionable tips on how to boost your credit rating.

"To access to the lowest mortgage rates, you need to show that you are a responsible borrower and will always make your mortgage payments on time."

ALL ABOUT THE MORTGAGE PROCESS

We have fine-tuned our mortgage process to ensure an efficient and stress-free mortgage experience. Here's a quick overview:

Application

We get to know you, and you get to know us. Together we'll discuss your situation, determine your goals and discuss how to best achieve them. We'll also answer all of your questions. When we're done, we'll help you complete your mortgage application in whichever way you'd like – online, over the phone, or in person.

Review and Plan

We'll go over your mortgage application with a fine-tooth comb. We'll let you know about the documentation you'll need to collect in order to secure your financing. See pages 10 and 11 for details. Once we have all the documents, we'll recommend the best lender with the right mortgage product for your needs.

Execution

We'll submit your application to the selected lender. Once the lender has reviewed and approved your mortgage, we'll take a close look at the approval with you. This will help us sort out all the lender's conditions, and make sure they're satisfied.

Funding and Follow Up

You'll meet with your lawyer approximately a week before your mortgage closes. Once all the lender's conditions are satisfied, they'll submit the documents to be registered on title, transfer the funds, and the house is yours on closing day! Some brokers would say goodbye at this point, but we think your mortgage is way too important to leave you out in the cold. **We'll stay in touch all the way through, exploring every option to save you money and helping you prepare for the future.**

Remember to arrange for home insurance!

It's an important part of the mortgage process. Lenders in most cases require it before advancing funds.

VERIFY YOUR INCOME

Assembling everything your lender needs to verify your income is a critical component of mortgage success. A last minute scramble for documents just adds unnecessary stress. So as soon as you can, begin collecting the verification you need for your income type.

If your income comes from a full-time salary, your proof of income is pretty simple. You'll need a recent pay stub, along with a "letter of employment" on company letterhead that confirms your position, your annual salary, and the length of time you've been in your position.

If you're a fairly new employee, lenders will want to know that your probationary period is over. Expect that your lender may call your employer. If you want to count your commissions and bonuses, also provide the last two notices of assessment so the lender can see what you expect to earn with these extras.

If your income is from commission, contract, part-time, hourly or seasonal employment, you'll need a company letter describing your work, and a pay stub to prove your income. And because the lender will want to look at how consistent your income is, include your last two notices of assessment or T4 slips. If you work on contract, a copy of your contract and any renewals will be required.

If you're self-employed, you'll need two years of notices of assessment, a copy of your business license or registration; or articles of incorporation, if you're incorporated. Also, provide a copy of your T1 general tax returns for the last two years, and the last two years of accountant-prepared financial statements (if you're incorporated).

If your income is low or difficult to prove a bigger downpayment or an excellent credit history will definitely help bolster your case.

And don't forget about other sources of income. For example, if you receive child support, have a copy of the separation/divorce agreement, and three to six months of bank statements to show the support being paid. This should count for less than 30% of your total income. Pension income can also be a very important source of income.

If you are on permanent disability, get a letter confirming permanent status, and bring along a paystub. If you're on maternity leave, your lender might use your full employment income if you can bring a letter of employment confirming your plan to return to work within one year.

And finally, if it's determined that you don't have enough income to qualify for the mortgage amount you want, you can always check with family to see if they will go on title with you so you can use their income to help you qualify.

VERIFY YOUR DOWNPAYMENT

Once you are approved for your mortgage, your lender will want to be assured that you have not borrowed your downpayment, so be prepared to show where your downpayment is coming from.

If you've saved up the money, provide a 3-month history of the bank account(s) where the money has been building up. The statements should have your name on them; sometimes online banking printouts won't show your name, so double-check.

If you've had any large deposits, show where they came from. If you transferred money from another account or sold investments, bring the records for those accounts too.

Got funds as a gift? Remember to have your signed gift letter. And bring a bank statement from the giver that will verify the funds. Don't wait until the last minute; be sure the funds are in your account no later than 15 days before closing.

Using RRSP money? Provide a 3-month history of the account. Anything deposited in the last 90 days can't be used for your deposit (or it will be fully taxed).

Getting your own money from outside Canada? Make sure it's in your Canadian account at least 30 days before you need it, and be prepared to show the usual 3 months of records from the out-of-country account.

Planning to use the proceeds of the sale of your existing home? Provide a firm contract of purchase, and your current mortgage statement.

And last but not least: **don't use up your last dollar for the downpayment**. You'll need to prove that you have an extra 1.5% of the purchase price to cover closing costs, which may include legal fees, appraisal fee, transfer tax, home inspection, title insurance, interest adjustment, tax adjustment, and moving costs.

"You must be prepared to show where your downpayment is coming from."

WHAT YOU SHOULD KNOW ABOUT RATES

Without a doubt, even a small reduction in rate can mean interest savings over the life of your mortgage. And it is our specialty to seek out competitive rates from a wide range of lenders. But we also look deeper. Sometimes a cut-rate mortgage comes with higher fees, penalties, or restrictive terms, which could prove more costly over the long term than a mortgage with flexible terms.

One of the best ways to save interest, for example, is to use pre-payment options. Putting extra money against your mortgage principal could save you thousands of dollars in interest. If a cut-rate mortgage doesn't permit pre-payments, that's a huge missed opportunity.

Rates can be misleading and complex. The lowest rates aren't available for all situations like conventional mortgages, refinances, 30 year amortizations, and rental properties.

We carefully examine mortgage features and privileges that best meet your personal situation, looking at:

- Refinancing penalties
- Fixed vs variable rate
- Term
- Pre-payment options
- Payment flexibility
- Restrictions
- Fees
- Portability
- Assumability

We make sure your mortgage is custom-built for your personal situation, because the right combination of rate and features – matched to your needs – is the fastest route to mortgage freedom!

Be wary of the rates you see online

Rates are definitely used as a lure in online rate ads. But the reality is that once the fine print is read, many will find they don't actually qualify for that rate, and often there are restrictions that could really cost homeowners in the long run. If you see an online rate ad, do all the research you can but be sure to call us to discuss. It's our job to look out for your best interests.

LET RENTERS HELP PAY YOUR MORTGAGE

Whether you're a first-time homebuyer feeling your way into the housing market or an existing one looking to lower your mortgage payment, here are five reasons why having renters help pay your mortgage is such an appealing option:

1. Some first-time buyers want to move directly into a single-family home and get mortgage assistance using a rental suite instead of purchasing a condo at a lower cost.
2. If you want to get your foot into the world of real estate without breaking the bank, a home with a rental suite can be a great start, especially if the area you happen to love is pricey.
3. Homeowners looking ahead to the future may want to lower their mortgage cost so they can channel money into other investment areas like RRSPs, TFSAs, RESPs. Or simply as a way to become mortgage free sooner!
4. Spending less on your mortgage can give you the freedom to change your lifestyle or follow your dreams, perhaps to travel, start a new business venture, or allow for the luxury of having a stay-at-home parent.
5. Rental suites are also great if you have aging parents. You can keep them close without infringing on personal space. Keep in mind that if tenants are family members, lenders and insurers will not use the rental income for qualifying purposes.

Ready to let renters help pay your mortgage?
Talk to us today and find out how!

WHAT YOU SHOULD AND SHOULDN'T DO BEFORE YOUR MORTGAGE FUNDS

It's important to remember that even though you have an approved mortgage, it doesn't fund until the day you close on your new home. Keep the following tips in mind to ensure a smooth closing:

1. Keep your bills up-to-date, including your current mortgage (if applicable).
2. Don't add any new credit without consulting us first, including co-signing a loan.
3. Keep the money for your downpayment separate so you have enough at closing to complete the purchase.
4. Have enough money set aside for other closing costs. More on closing costs in Appendix A.
5. Don't pack any important documents relating to your mortgage/home.
6. Just before funding is not a good time to quit your job, move to part-time, or reduce your income. If your employment situation has changed, please contact us right away.
7. Don't change your closing date without telling us first, and remember to satisfy all conditions of your mortgage approval at least 10 business days before closing.
8. Get your home insurance in place, it's an important part of your mortgage – lenders require it before advancing funds.
9. Talk to us about insuring this new debt with mortgage life and disability insurance.
10. **Enjoy your new home!**

WHAT IS MY... "QUALIFYING RATE"

Lenders must ensure that you can handle payments at a certain qualifying rate. That rate will vary depending on if your mortgage is high ratio (less than 20% equity/downpayment), or conventional (more than 20% equity/downpayment). The qualifying rate will be higher than the rate of your actual mortgage: a situation that some may find frustrating. But rest assured that your actual payments will be based on the lower mortgage contract rate that we negotiate for you.

The qualifying rate for insured mortgages (less than 20% equity) is based on the median five-year fixed insured-mortgage rate, plus two percentage points, which is set on a weekly basis.

For conventional mortgages (more than 20% equity) the qualifying rate is:

- The actual contracted mortgage rate, plus 2%; or
- The new insured benchmark rate described above.

This means the stress test for uninsured mortgages can be a slightly tougher hurdle.

Get in touch early when you need a new mortgage. We can assess your situation and advise on strategies you can employ to improve your credit and ensure you are in the best situation possible when you need financing. Let us take the stress out of the stress test!

The NO stress-test option if you have more than 20% equity!

Some of our lenders have a mortgage that allows clients who have more than 20% equity to qualify for a mortgage without the stress test. This mortgage has a rate premium attached, which means it's an option only for those that can't qualify under the stress test. Benefits may include lower rates than B/private lenders, no fee and 5-year terms. If the stress test is too tough a hurdle for your situation, this is a great option to consider!

WHAT ARE... "CLOSING COSTS"

One of the biggest lessons learned by many home homebuyers was that they should have been more thorough when budgeting and accounting for all of the costs of homeownership. Generally you need to set aside up to 2% of your home's selling price in total closing costs, which can include:

- Appraisal fee
- Home inspection
- Tax – Land Transfer Tax, Land or Deed Registration Fee, Tariff or Property Purchase Tax (depending where you live). This tax can take buyers by surprise because the amount can be substantial. Ask for an estimate. You may qualify for a rebate as a first-time buyer.
- Legal fees (including disbursements)
- Title insurance / Land survey
- Reimbursement of bills prepaid by the previous owner i.e. property tax or utility bills
- Interest adjustment
- PST on default insurance if applicable
- GST/HST on new builds if applicable. Rebates are available.
- Utility hook ups
- Moving costs
- Furniture/appliances

When setting your budget, you also need to consider the ongoing costs that will become part of your monthly homeownership expenses, which include:

- Home insurance
- Property taxes
- Utilities – gas, hydro, water
- Internet/Streaming/Cable
- Ongoing maintenance

WHAT IS A... "PURCHASE PLUS IMPROVEMENTS MORTGAGE"

Many homebuyers looking at older properties find themselves in a common predicament: they've found a property that suits them, but it needs some costly and immediate upgrades. Good news... There is a mortgage that will keep you financially afloat!

A **Purchase Plus Improvements Mortgage** adds the cost of those immediate renovations into your mortgage, so you don't have to rack up credit card bills or sell investments to pay for the upgrades. This mortgage will cover the sale price of the home, plus any renovations that would increase the value of the property, up to an approved amount. This way you can spread your payments over the life of the mortgage and have a cost-effective way to get into your dream home. You can then use your pre-payment privileges to pay the renovation off faster.

Here is an overview of the process:

1. Obtain cost estimates for the upgrades.
2. An appraisal with two separate values will be required: first the value of the property "as is" and the estimated value of the property once the improvements are completed.
3. Your lender will add the estimated cost of the renovation into your mortgage. The committed amount of the mortgage will be advanced to your solicitor, who will be instructed to hold back the renovation funds until the work has been completed and inspected.
4. Complete your upgrades; funds are released upon completion.
5. There are options we can discuss for carrying your expenditures until the funds can be released.

So if you find a home with "great bones" that can be renovated into the home of your dreams, get in touch early. We're here to make sure your homebuying journey has a happy ending.

Example

$700,000	purchase price
+$25,000	plus kitchen upgrade
$725,000	new value
– $47,500	minus downpayment (5% first $500,000, 10% on remaining $225,000)
$677,500	
+$27,100	plus mortgage insurance
$704,600	**total mortgage**

Your monthly mortgage payment increases by only about $108. That's a very cost-effective way to enjoy your new home and your new kitchen!

WHAT IS... "BRIDGE FINANCING"

A bridge loan is a short-term financing tool that helps you "bridge" the gap between old and new mortgages when you move from one home to another. You may be taking possession of your new home a week or two in advance of closing on your current home, either because of how your closing dates worked out, or because you want to do some renovating on your new home before you move in. Whatever the reason, bridge financing is going to be your best friend for a few weeks: making it possible to easily transition from the old to the new.

Here's what you need to know:

1. **It's for a specific amount**, which is your home's selling price minus your current mortgage and costs (realtor/legal).
2. **It's for a short period of time** i.e. 1 to 30 days, and your lender will want to see a firm sale agreement for your existing place, with conditions waived.
3. **Not all lenders offer bridge loans,** although there are private lenders that meet this need. Since you are working with a mortgage broker, you are in good hands: I can put together a combination of a new mortgage and bridge loan even if it's not with the same lender.
4. **Expect to pay more.** Your bridge is going to be at a higher rate than your mortgage, and will include administration fees, even when the bridge loan is with the same lender. Bridge loans from private lenders will likely have higher rates and fees, although they may offer more flexible terms.
5. **Plan in advance just in case.** Together we'll discuss your ability to carry two mortgages in the event that a rare worst-case scenario plays out. Your lawyer will pay out your bridge loan from the sale proceeds of your home. If for any reason the sale falls through, your lawyer will register the bridge loan as a charge on the property. And if you require a longer bridge i.e. over 30 days, or for an amount over the lender's maximum, your lender may register a charge against the property and your costs will increase.

Most homebuyers say a bridge was well worth it to buy some extra time for a smooth transition. If you think you'll need a bridge, let's talk. Our ability to offer you multiple lending options definitely works in your favour!

MOVING CHECKLIST

AT LEAST ONE MONTH BEFORE MOVING

- ◯ Organize important papers in a fire-safe box.
- ◯ Hold a garage sale or donate unwanted items to charity.
- ◯ Hire a moving company (get written estimates and references), or reserve moving truck and equipment.
- ◯ Arrange mail forwarding with Canada Post.
- ◯ Get moving supplies – boxes, packing tape, markers
- ◯ Pack (and label) boxes of seldom used items.
- ◯ List valuables to insure; arrange moving insurance.

ABOUT TWO WEEKS BEFORE MOVING

- ◯ Confirm your moving date and time with your moving company.
- ◯ Cancel memberships, as necessary.
- ◯ Arrange to board your pets on moving day.
- ◯ Coordinate disconnect/connect dates for gas, electricity and cable TV, and other subscriptions.
- ◯ Arrange cancellation of newspaper deliveries.
- ◯ Order cheques with new address.
- ◯ Contact your doctors for medical records, dentist for dental records.
- ◯ Begin packing less-used items. Number and label each box, and create an inventory.
- ◯ Retrieve and return all borrowed items.

THE WEEK BEFORE MOVING

- ◯ Clean out safety deposit box.
- ◯ Clean out the cupboards and plan remaining meals so you don't buy any more perishables than you have to.
- ◯ Make an inventory list of all items going with you personally. Keep valuable items such as jewelry and heirlooms with you during the move.
- ◯ Confirm arrangements and dates with moving & storage companies.
- ◯ Clean out and defrost your freezers and refrigerator.
- ◯ Disassemble furniture or other items.
- ◯ Be sure to check yard, sheds, closets, attic, basement and garage.

ON MOVING DAY

- ◯ If doing the move yourself, load heavy furniture first, pad fragile items and secure the load.
- ◯ Clean the home and check yard before leaving.
- ◯ Keep important documents and keys handy.
- ◯ Lock windows and doors, turn off lights.
- ◯ Leave forwarding address, garage door openers and keys, if agreed to, for the new occupants.
- ◯ Make sure all windows and doors are closed and locked, and all appliances turned off.
- ◯ Take a box of basics with you, not the movers,and keep it readily available. Things to include: daily medication, snacks and bottled water, toilet paper, paper towels and cleaning rags, vacuum cleaner, cleaning products, trash bags, sponges, broom, mop.
- ◯ At your new home, supervise placement of boxes and furniture.
- ◯ Confirm utilities and phones are working.

MONTHLY CASHFLOW WORKSHEET

Your Monthly Income

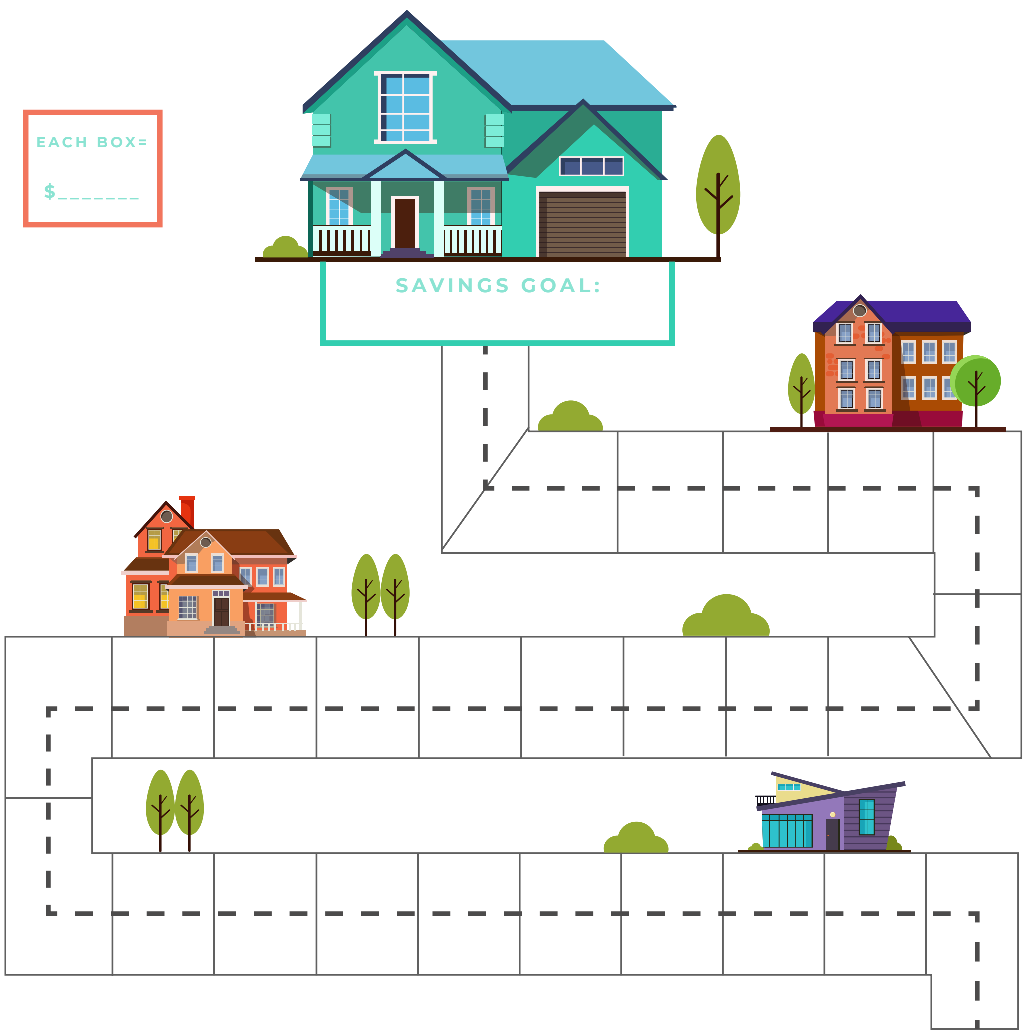
Salary or wages (net)	
Commission, bonuses, tips	
Interest and investment income	
Child support or alimony	
Other income:	
Other income:	
TOTAL MONTHLY FAMILY INCOME	

Your Monthly Expenses

Car: gas	
insurance and licensing	
loan or lease payments	
parking	
repairs and maintenance	
Charitable donations	
Child care	
Debt repayments (credit cards, consumer loans)	
Dining out / Entertainment	
Travel	
Groceries / Household products / Pets	
Medical	
Fitness	
Subscriptions	
Personal (clothing, personal care)	
Public transportation	
Savings (RRSP, TFSA, RESP)	
Phone	
Internet	
Cable / Streaming services	
Other expenses:	
Other expenses:	
TOTAL MONTHLY EXPENSES	

Amount Available For ALL Housing Costs: **INCOME – EXPENSES =**	

LET'S GET SAVING!



HOME BUYING CHECKLIST

- [ ] You need to save 5% of the purchase price for the downpayment.
- [ ] You also need to save 1.5% of the purchase price for closing costs.
- [ ] You need $500 for a property inspection.
- [ ] You need to put up to $5000 with an offer to purchase as a deposit. This is part of your downpayment.
- [ ] Save in a TFSA!
- [ ] Pay your bills on time & keep them well below limit.
- [ ] Set up automatic savings that comes out of your account when you get paid.
- [ ] Get pre-qualified for a mortgage by a mortgage broker so you have a clear goal.
- [ ] Mortgage brokers offer a free service, use a professional!
- [ ] A realtor is a free service when you buy a home, use a professional!
- [ ] You'll need to hire a real estate lawyer.
- [ ] You'll need to get property insurance.
- [ ] You need to save a minimum of 5% for a purchase price up to $500,000 and 10% for any amount over that.

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