

BUYER EXPERIENCE

Adam Popien Real Estate



MY BACKGROUND & EXPERIENCE

- ◆ JOURNEYMAN WELDER PRIOR TO REAL ESTATE (2007 - 2015)
- ◆ LICENSED REALTOR SINCE 2015
- ◆ REAL ESTATE IS MY FULL TIME BUSINESS
- ◆ TOP 25 KAMLOOPS REALTORS LIST IN 2023
- ◆ 80+ GOOGLE REVIEWS AND A 5 STAR RATING
- ◆ PARTIAL PROCEEDS FROM EVERY SALE GO TO BC CHILDREN'S HOSPITAL



WE'RE ALL ABOUT FAMILY

As a second generation RE/MAX Realtor, following in my father's footsteps, it's been a privilege to help clients, friends and family buy and sell Real Estate in Kamloops since 2015. Born and raised in Salmon Arm, I first moved to Kamloops to begin my welding apprenticeship at Thompson Rivers University and settled here permanently

with my wife Renée in 2014. Over the past years, I have loved being an active member of the community through my dedication to Rotary, social & sport organizations and other volunteer efforts. In 2022, we expanded to a family business, with Renée (unlicensed) joining on and taking the lead with Client Experience, Design & Marketing.

MY TWO CORE COMMITMENTS

Communication

When dealing with such important transactions as home purchases & sales, I believe in keeping my clients as informed as possible throughout the process. Great communication - listening to your needs & relaying timely information - is part of the excellent care you deserve.

Client Experience

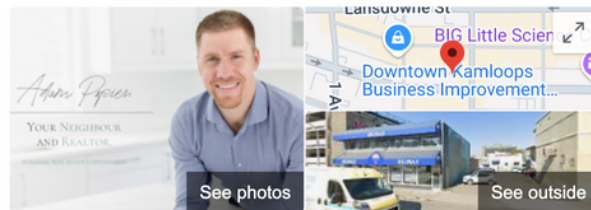
I believe in community and building lasting relationships with my clients. I value being a good neighbour first, entrepreneur second, and always aim to care for my clients as though they were moving in next door. It motivates me to provide the highest standard of service possible and to look after my clients long after a transaction.

WE'LL CREATE AN EXPERIENCE **WORTH TALKING ABOUT**

We are very proud that our business is based primarily on repeat clients and their referrals to friends and family as a result of the high standard of care and service we provide. We aim to look after our clients as though they were our own neighbours - getting to know your needs and genuinely being invested in your real estate goals.



CLIENT TESTIMONIALS AND GOOGLE REVIEWS



Adam Popien RE/MAX Real Estate Kamloops

5.0 ★★★★★ 81 Google reviews
Real estate agency in Kamloops, British Columbia

I prefer to let my client reviews do the talking for me. I've worked very hard to gather as much feedback as possible from past clients to continuously improve our client experience. If you haven't already, please use the two QR codes below to view client Google reviews and our website.



GOOGLE REVIEWS



WEBSITE

GUIDING YOU EVERY STEP OF THE WAY

The Home Buying Process

Whether you are buying your first home, your next investment property or your forever home, we know that it's a big step! Buying a home can be a very rewarding experience, but it also takes a lot of work to ensure that you end up with a property that meets your needs, matches your lifestyle and is also purchased at a fair price. We know how important this investment is to you, and we are committed to providing expert advice on the Kamloops Real Estate market, simplifying & guiding you through the buying process and helping you negotiate a purchase when you find the one.

HOME BUYING STEPS

01

CONSULT WITH A REALTOR

During our first call or meeting, we'll get to know you and discuss your goals, your ideal price range, preferred locations and current market conditions. Together, we'll create a list of your likes, dislikes and must-haves so that we can narrow down your search and match you to homes in the market.

02

GET PRE-APPROVED

To avoid falling in love with a home outside of your price range, we next recommend that you sit down with a mortgage broker or lender to submit an application for pre-approval. They will request a variety of documents and personal information to pre-approve you for a mortgage. Once approved, you'll know exactly the price range you can afford to spend on a new home and the search begins.

TIPS FOR PRE-APPROVAL

Be prepared with your documents

Tax records, income statements, list of assets, proof of employment, information regarding debts, and government identification are some of the items you may be required to provide to your lender.

Ask us for recommendations

If you don't already have someone to help, we would be happy to introduce you to one of our preferred partners.

Consider all your sources of income

Income from employment, potential property rental income, monetary gifts, retirement income, and more may help you to qualify for a mortgage.

Prepare a list of questions

Questions to ask your lender might include:

- How long they guarantee the pre-approved rate
- If you will automatically get the lowest rate if interest rates go down while you're pre-approved
- If the pre-approval can be extended if necessary

HOME BUYING STEPS

03

START **YOUR SEARCH**

We'll create a customized client portal that will email you as soon as a new home come on the market that meets your criteria. We'll also update you on current market conditions or changes, arrange showings and answer any property questions you may have.

04

SUBMIT **AN OFFER & NEGOTIATE**

When you've found the one, we'll write a competitive offer tailored to your needs and timeline. We'll offer our professional opinion on value and negotiate with the Sellers on your behalf to ensure that you purchase the home at the best possible price and conditions.

05

ARRANGE **FOR INSPECTIONS & APPRAISALS**

It's crunch time! Once an offer is accepted, we'll help you to schedule any inspections or appraisals required to satisfy your conditions by the specified date. If any deficiencies are found, we'll be there to provide advice and handle any further negotiations required.

06

CONFIRM **YOUR FINANCING**

Even if you are pre-approved, lenders need to take into consideration the property under contract and may need to order an appraisal or request additional documents. Work with your broker or bank to get your loan fully approved.

07

PROVIDE **THE DEPOSIT**

Ahead of or at the time of subject removal, you will also need to provide us with the pre-determined deposit payment that shows the Sellers that you are committed to the home. This amount is held in trust by the brokerage and ultimately goes towards your purchase downpayment.

08

FULFILLING **CONDITIONS**

Once you have satisfied all offer conditions and any negotiations remaining with the Sellers, it is time to waive conditions (also known as Subject Removal), which confirms that you have fulfilled the conditions of your offer and that you are purchasing the property. This is the first celebration!

09

PREPARE **FOR CLOSING**

As you prepare to move into your new home, we can recommend movers or other trusted industry professionals if needed. You'll also meet with your preferred lawyer or notary in person to sign all the legal documents and have the official title transferred to your name.

10

CELEBRATE **AND MOVE IN!**

Congratulations, you're officially a homeowner! On moving day, we'll be there to hand over the keys and make sure you're comfortable in your new home.

COSTS OF HOMEBUYING

Your new home will most likely be one of the most significant investments you ever make, and the list price is just the beginning. It's important to also be aware of additional costs associated with the purchase. Here is a short list of common costs you may need to prepare for:



DEPOSIT AND DOWN PAYMENT

The deposit forms a part of your total down payment and most often payable by bank draft. Typical deposits in the Kamloops area are between \$5,000 - \$10,000 but can be higher for larger purchase prices. This amount is normally due shortly after your offer acceptance or final subject removal and is held in trust by the brokerage until completion.



CLOSING COSTS

Closing costs are one-time fees paid when purchasing real estate in BC that usually range between 1-3% of your purchase price. Standard closing costs include legal (lawyer) fees and Property Transfer Tax. These additional funds are not included in your mortgage or down payment and must be accessible for your closing.



OTHER FEES

1. Property Inspections
2. Appraisal Fees
3. Moving / Storage Costs (if applicable)

GLOSSARY

ACCEPTANCE

Occurs when the contract of purchase & sale is signed by both parties.

AMORTIZATION

The number of years it takes to repay the entire amount of a mortgage.

APPRAISAL

An estimate of a property's market value, used by lenders in determining the amount or approval of the mortgage.

BC ASSESSMENT

The estimated value of the property by BC Assessment, which is used by municipalities to calculate property tax. This assessment is not often representative of the property's true market value.

CHATELS / FIXTURES

Chattels are unattached items in the home that can be removed without doing any damage, such as window coverings. They are usually not included with the home purchase, unless specified in the Agreement of Purchase and Sale. Fixtures are items that are physically attached to the home and require tools to remove. They are included as part of the purchase and can include for example: ceiling lights, cabinet hardware and appliances.

COMPLETION / POSSESSION DATES

Completion is the day that you are registered on title as the new owner and that the Seller receives the funds of the sale. Possession is the day that you officially get the keys. In BC, Possession day commonly occurs the day after Completion to allow one full business day for you to register on title.

GLOSSARY

DORTS

The Disclosure of Representation in Trading Services (DORTS) is a mandatory form in BC that informs a Client of a Realtor - both sellers and buyers - what their rights are in the relationship, and the duties and responsibilities that the Realtor owes to their client.

EASEMENT

A legal right to use or cross another person's land for limited purposes. A common example is a public utility company's right to run wires or lay pipe across a property.

FINTRAC FORM

FINTRAC stands for the Financial Transactions and Reports Analysis Centre of Canada and exists as Canada's federal financial intelligence unit. Realtors are required to identify all individuals who transact in real estate. This identification requires a Photo Identification document that is kept on file at the brokerage for 5 years. In addition, the Realtor must ask questions about a client's occupation, or other details about their situation to assess risk levels.

HOME BUYERS RESCISSION PERIOD (HBRP)

New BC legislation (as of January 1, 2023) that provides Buyers with three business days to rescind their contract to purchase a residential property. If a Buyer rescinds within that time period, for reasons outside of offer conditions, they must pay a rescission fee of 0.25% of the purchase price to the Sellers (\$250 for every \$100,000).

LIEN

Any legal claim against a property, filed to ensure payment of a debt.

MAINTENANCE FEE (STRATA)

A monthly fee paid by homeowners in a stratified property (Strata) for maintaining and improving the development's common areas.

OFFER CONDITIONS (OR SUBJECTS)

A condition (or subject) is the term used for conditions you wish to fulfill before confirming your purchase of a property. They are used to protect the Buyer and must be fulfilled by an agreed upon date stated in the offer. Common conditions include: securing financing, securing home insurance, home inspection, review of property documents, etc. If the conditions are not by the deadline, the agreement collapses and the property goes back on the open market.

*An unconditional offer is one that does not contain any conditions. There are no additional checks to be made ahead of the purchase. Once the contract is signed off by both parties, the purchase is firm.

OFFER PRICE

The amount you are willing to pay for the property. This may be starting point or final amount based on negotiations.

TITLE DOCUMENTS / REVIEW

A detailed examination of the ownership documents to ensure that there are no liens, and to review any charges or encumbrances on the property, which may affect its legal ownership and use.

WHY WORK WITH US

01

WE KNOW THE LOCAL **REAL ESTATE** MARKET

Born and raised in the Shuswap to living and working in Kamloops, we are very familiar with the real estate market, neighbourhoods and communities nearby. We are committed to informing you of current market conditions & trends, as well as ensuring that you are matched with properties and neighbourhood features that best suit your needs.

With access to detailed past sales history, extensive knowledge of Kamloops & surrounding areas and professional negotiating skills, we'll guide you through the home buying process and help you purchase at a fair price.



WE OPERATE FROM OUR CORE VALUES

02

Communication, integrity and community are at the centre of what matters most to us. When working on such important investments, we consider open, timely and informative communication to be a key factor to providing the quality care you deserve. As proud Kamloopsians, we believe in community and building lasting relationships, which is why partial proceeds from each of our home sales is donated to the Children's Miracle Network. Coming from a small community where everyone knows you by name, we also take pride in always providing an honest opinion and fulfilling our commitments.



03

YOU'LL ALWAYS KNOW WHAT HAPPENS NEXT

We've come to realize that one of the most important things we can do to assist our clients throughout the home buying process is to ensure that you are updated, informed and always one step ahead. We'll make every effort to keep you updated on market conditions or changes, keep you informed of new listings that match your criteria and communicate what to expect through each step. Our goal is to simplify the buying process and equip you to make a wise purchase decision.

