For Homeowners Planning To Sell
And Purchase In The Next 6, 12, or 18+ Months!

THE ULTIMATE HOME TRANSITION BLUEPRINT —CHECKLIST

Written By Mortgage Broker:
Chad Moore

30 POINT CHECKLIST FOR SELLING AND PURCHASING A HOME IN CALGARY

Hey, I'm Chad!

I've built The Ultimate Home Transition Blueprint—Checklist is <u>for homeowners who are 6-18 months away from their sale-purchase date</u>.

In this comprehensive checklist, I've laid out practical insights that many overlook during their home transition planning. These are the details than can make all the difference in your successful move!

We'll walk you through an extensive checklist designed for homeowners planning to sell and purchase.

From Mortgage approval planning through understanding sale purchase order mechanics—we leave no stone unturned.

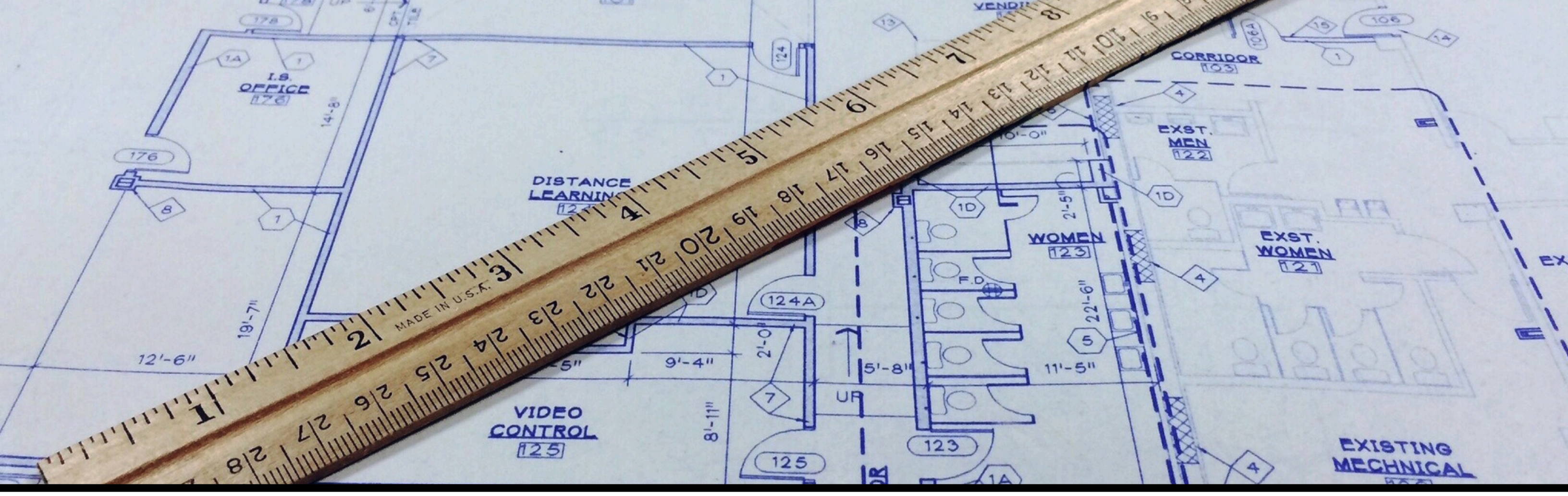
My goal is to empower you with the knowledge you need to make a home transition that perfectly aligns with your vision.

No more wondering, or second guessing. Just clear actionable guidance.

So let's get started and simplify your path to a beautiful home transition!

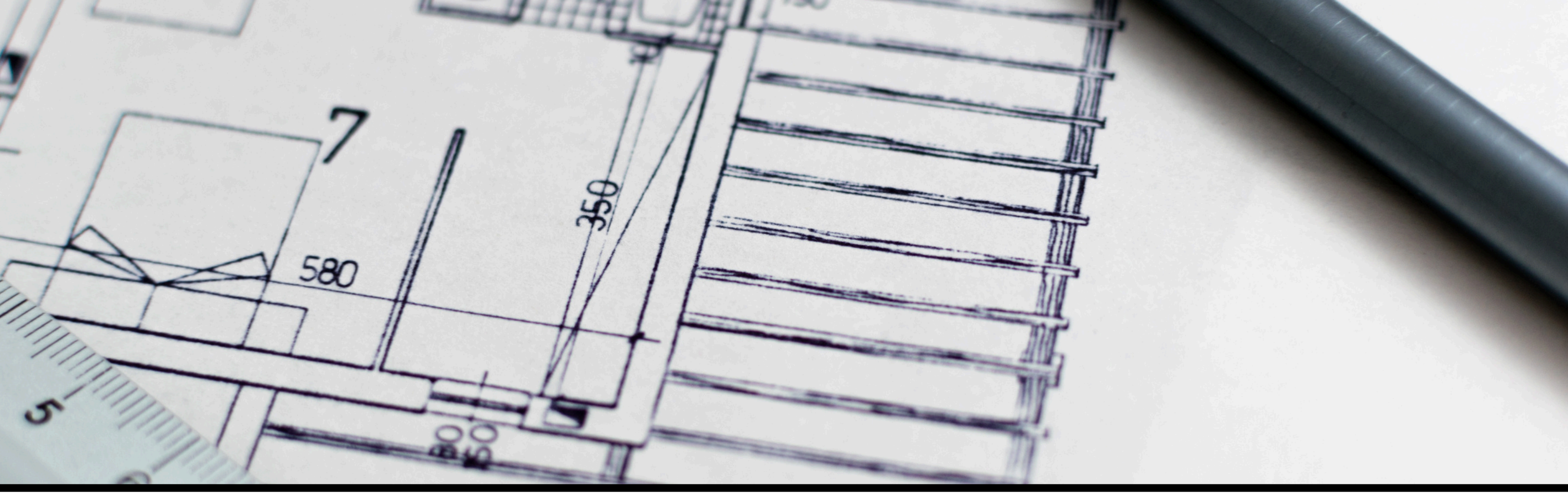
30 Point Sale And Purchase Checklist For Homeowners 6-18 Months Away From Moving.

- [ ] Update Your Mortgage Application With An Experienced Mortgage Broker Or Banker.
- [ ] Are All Mortgage Applicant Personal Income Taxes Paid Up To Date?
- [ ] Are All Mortgage Applicant Canada Revenue Agency Personal Tax Documents Available: T-slips, Notice of Assessment(s) etc (I.E., Not Packed Away)?
- [ ] Please Consult Your Mortgage Advisor If You Are Planning Any Career Or Employment Type Change Between Now And Your Anticipated Home Transition.
- [ ] If You Are Using Any Variable Income For Mortgage Qualifying (casual employment, bonus, tips etc)—Do You Have A 2-Year Average Of That Income?
- [ ] If You Are Using Non-Employment Income For Qualifying (Child Benefit, Spousal Support etc) Is This Number Verifiable And Eligible?
- [ ] Do You Clearly Understand Your Eligible Income Number For Mortgage Qualifying?
- [ ] Please Read The Section Related To Income In The Material Below.
- [ ] Please Realistically Disclose All Personal Liabilities To Your Mortgage Broker Or Banker, Or Have Your Credit Checked.
- [ ] Please Do Not Cancel Any Credit Cards or Personal Lines Of Credit.



30 Point Sale And Purchase Checklist For Homeowners 6-18 Months Away From Moving.

- [ ] Please Ensure All Personal Liabilities Are Paid On Time (No Missed Or Late Payments).
- [ ] Please Do Not Increase Your Personal Debt Load (If Required, Please Ensure You Understand How That Would Impact Your Home Transition Plans).
- [ ] Do All Mortgage Applicants Have Eligible Credit (Number Of Trade Lines, Minimum Limits, Duration Of Credit etc)?
- [ ] Please Read The Section Below On Credit.
- [ ] Any Down Payment NOT From Home Equity Requires A 90 Day History Of Ownership. Plan To Verify This With Documentation.
- [ ] Any Large Irregular Deposits Of Money Or Transfers Between Accounts Will Require Additional Paperwork (Consider Keeping Your Money Still).
- [ ] If You Are Receiving Gift Money Or Inheritance, Please Know There Is Additional Paperwork And Verification Of Money So That Money Is Eligible.
- [ ] The Minimum Down Payment On A New Primary Residence Can Be Less Than 20%.
- [ ] Accurately Calculate Remaining Home Equity, Based On A Range Of Plausible Sale Prices (calculator here: www.chadmoore.co/ultimate-downloads).
- [ ] The First Time Buyers Down Payment Assistance Money Has To Be Paid Back (If Applicable).



30 Point Sale And Purchase Checklist For Homeowners 6-18 Months Away From Moving.

- ☐ Is Your Mortgage Renewal Between Now And Your Planned Home Transition? If So, Plan To Explore Mortgage Options In Detail.
- ☐ The Scenario Of Leaving Your Home Behind As A Rental Is Outside The Scope Of This Checklist—But More Information Is Below In “Section Two”.
- ☐ Do You Confidently Have A Plan For Your Sale-Purchase Order (Sell Or Purchase First)? Are Your Realtor And Mortgage Lender In Alignment With The Plan?
- ☐ Do You Understand What Bridge Financing Is, And When It Might Be Required?
- ☐ Do You Understand Bridge Financing Costs And Fees?
- ☐ Do You Understand Your Lenders Mortgage Porting Policy?
- ☐ Request Your Estimated Mortgage Payout Penalty As Of Today. How Might This Penalty Change Over Time?
- ☐ Please Read The Section Related To Sale-Purchase Order Below.
- ☐ Identify And Discuss Risks To Your Home Transition Plan—And Mitigate Them.
- ☐ Create A Follow Up Plan With Your Lender Noting Real Estate Market Changes, Key Mortgage Milestones, And Interest Rate Change Indicators.

Would You Like To Learn More?

I genuinely hope The Ultimate Home Transition Blueprint—Checklist has been a valuable resource for you!

If you're planning a home transition in the next 6-18 months, now is the time to plan your Mortgage approval! *Why?* Because we can look forward into future planning—instead of waiting and looking backward at solidified information.

To take full advantage of this information, contact me right away to book a no obligation strategy session.

I've also written you a detailed report below to help you even more! Read below, and contact me to book your strategy session!

Book Strategy Session!

For Homeowners Planning To Sell
And Purchase In The Next 6, 12, or 18+ Months!

THE ULTIMATE HOME TRANSITION BLUEPRINT —CHECKLIST

**Written By Mortgage Broker:
Chad Moore**

MESSAGE FROM CHAD MOORE

This content is from the school of "Hard Knocks". And that specifically means learning from being in the "*arena*". This content is not from the internet, a book or generated from AI. I wrote this.

The first version of this checklist was a 2 hour Key Note presentation. Nobody is THAT interested in this content ;-). I then pared that presentation down to 45 minutes.

The Calgary Real Estate Board (CREB) asked me to present this to their members—and I did.

Since then I've translated the content into this checklist you have now.

I think this the most favorable way for you to consume this content, which is the ENTIRE point of its' creation.

FOR YOU, the homeowner! Enjoy.

"My Outcome Is Determined By My Set Up".

Let's Get You Set Up!

THE ULTIMATE HOME TRANISTION BLUEPRINT —CHECKLIST!

How To Successfully Transition Between Homes—By Starting With Your Mortgage!

Hey homeowners! This checklist is for you if you're 6, 12 or 18+ months out from your home transition—and this is **DIFFERENT than anything you've seen before!**

Here's why …this information is *NOT* about staging your home, market evaluations, or how to negotiate the best sale price. That information is great, but those strategies are good to understand closer to the time you're going to list your home for sale.

The Ultimate Home Transition Blueprint—Checklist is about planning your home transition well in advance, and that means we ...

Start With Your Mortgage Planning

The fact is, **Mortgage qualifying looks backwards** into your personal details.

When you are finally ready to make your home transition, all of your personal information is locked in cement—we can't rewind the clock to make any changes.

The point of this checklist is to help plan your home transition Mortgage approval **LOOKING FORWARD from today!**

With enough lead time I can help you make informed decisions relating to your income, down payment, credit—*and much more!*

You might be planning to sell and purchase a home for various reasons like a growing family, or you want to move to a different school district for your kids, or your personal life is changing.

Whatever your reason is, *most people go through a home transition three or maybe four times in their life!*

And each time you make this approach the Mortgage qualifying game has changed!

Mortgage qualifying rules have changed. Lender underwriting policies have changed. Qualifying interest rates have changed. And many aspects of your personal life have changed.

Here's what I know … going into this expensive, high intensity, low frequency Real Estate transaction without a Mortgage approval plan is a recipe for **SURPRISES**!

Here's What You'll Discover:

1. First we'll discuss home transition preparation. This will help you make good decisions relating to your income, home equity, liquid down payment and personal credit. The sooner you have this information the better prepared you are to make wise decisions leading up to your home transition.

2. Next we'll cover home transition mechanics. Understanding these mechanics will help you navigate the importance of Real Estate contract fundamentals, deciding on sale-purchase order, how to port your Mortgage, and when bridge financing is required.

3. Finally we'll review **how to mitigate your risk** during this entire process.

So you can see, I've designed the Ultimate Home Transition Blueprint—as a checklist to be a step-by-step "*how to*" master class on successfully planning to transition between homes.

A common theme you might note throughout this checklist is the benefit of **connecting with me right away.**

The fact you have downloaded this checklist indicates you are thinking about home transitioning—and that is a sign we should connect further!

Book Your Strategy Session Today!

I'm booking strategy sessions with homeowners to specifically help them plan their sale and purchase. Send me an email or call me directly to get started right away!

Talk soon!
Chad Moore

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HOME EQUITY AND DOWN PAYMENT

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1. Home equity. Home equity is the difference between your sale price, minus the cost of selling your home and then minus your current Mortgage balance. This sum of money is eligible for down payment and does not require a 90-day history. If you have previously sold your home, and the proceeds of your home sale have been deposited into your bank account or investments, THEN you would need to show up to a 90-day history of those funds

2.**Accurately calculate home equity**. Here is a simple formula to calculate home equity (or download a sale-equity calculator here): Sale price, minus Realtor commissions (+GST), minus legal fees (~$2,200), minus Mortgage balance (include Mortgage penalty if required), minus any debt payout. Another cost in your home transition that can be deducted from home equity is bridge financing (point ###). This possible deduction would need to be factored into net remaining equity available for down payment.

3.**Equity: Request Mortgage payout penalty.** Your plan is likely to port your Mortgage, which would eliminate any Mortgage penalty. I recommend having your Mortgage payout penalty quoted ASAP, and understand how it is calculated. Over the next 6-12+ months leading up to your home transition there might be changes in the Mortgage market that would change the calculation of your payout penalty. I think this extra preparation reduces future surprises. If you are porting, and decreasing your Mortgage, understand a payout penalty might be applied as well.

Home equity is the difference between your home value and all payout expenses of your sale.

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4. **Equity: Payout of government incentives (if applicable).** The federal down payment assistance program has to be re-paid at the time of your home sale. The down payment assistance percentage (5 or 10%) is to be paid back to the federal government based on the sale price of your home. Ensure you plan accordingly IF you purchased your home with this incentive. If you used RRSP's as a source of down payment, as a first time homebuyer, the repayment of those funds are not tied to your home transition—your regular repayment of RRSP's is unchanged.

5. **Down payment: Gift money.** Gift money is an eligible source of down payment, and in most instances does not require a 90-day history. Traditional gift money is from an immediate family member, which indicates to the lender the money is a non-repayable sum of money. Some lenders will allow gift money from non-immediate family members, but a debt-servicing component is applied to your home affordability.

A gift letter (supplied by me) and verification of gift money deposited into your bank account verify those funds for down payment. Gift money that is hundreds of thousands of dollars might require verification of the source (I.E., parents bank account, HELOC, investment etc).

6. **Down payment: Inheritance**. Inheritance money for down payment is eligible for qualifying. Documentation will be required to verify the source of funds (I.E., will etc). Sometimes inheritance can be gifted (see above re: gift) or might already be in your bank account for 90-days. If funds are in your possession for 90 days, the lender will view those as "own funds" and request 90-day history of money to verify ownership. If planning the timing of your home transition with the receipt of inheritance funds, be aware the court process can last longer than anticipated.

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7. **Down payment: Bonus income**. For employed clients …If a Mortgage underwriter sees your bonus income deposited into your account in the last 90 days, they will request the corresponding pay stub to verify the source of that money for down payment. Otherwise, money in your possession for the past 90 days is considered "own funds".

8.**Down payment: Borrowed money**. Borrowed money does not require a 90-day history.Note, borrowed money does have to be debt-serviced and does influence Mortgage qualifying. Not all lenders will accept applications with borrowed money as a source of down payment.

9.**Down payment: Sale of assets.** Verification of ownership, and all related sale documents will be required to match the deposit of money into your bank account (I.E., precious metals, vehicle sale etc) with the source of money.

10. **Down payment: Investments**. Any form of liquid assets (TFSA, GIC's, Stocks etc) will require a 90-day history of funds to verify ownership. Any large or irregular deposits OR movements of money into or between accounts, will require additional paperwork. Sometimes statements will show account history more than 90-days—so be aware of deposit history prior if applicable. Lenders cannot "un-see" information in your statements. Plan ahead.

11.**Down payment: chequing and savings.** Plan to show a 90-day history of funds from your chequing/savings account to be eligible for down payment. Note, Mortgage underwriters look at ALL transaction history very thoroughly. Any large/irregular deposits, or movements of money between accounts, will need additional paperwork to prove ownership/source. Plan ahead! Also, any recurring loan payment that is

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NOT reflected on your credit bureau should be disclosed and accounted for UP FRONT in the qualifying process (versus being a surprise later on).

12. **Down payment: Cash deposits are NOT good.** A large cash deposit, as simple and intuitive as that sounds, is not advisable leading up to home transition. The issue with a large cash deposit is there is no history or verifiable origin of that money. What is considered "large"? That depends and is case-by-case basis. I suggest planning to verify all cash deposits of $1,000+.

Cash Is King, Right?

WRONG!

Beware Of Cash Deposits Leading Up To Mortgage Qualifying!

13. **Down payment: Movements of money.** Families are constantly moving money between different accounts, for various reasons. This is normal, and OK. However, for Mortgage qualifying, a complete 90-day history of all money is required.This means the lender will want to "follow the money backwards" into originating bank accounts. This will mean additional paperwork for the client.Leading up to home transition, please plan movements of money with this in mind.

14. **Down payment: Money from outside of Canada.** Gift money, or verifying money from outside of the Canadian banking system is OK for the most part. Commonwealth countries (U.S., AUS, U.K., etc) are OK. A 90 -day history of funds is eligible to verify ownership. Money sourcing from China, Brazil or Nigeria might be heavily scrutinized, or ineligible.Please contact me for lender specifications.

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15.**Down payment: Closing account(s)**. Closing a bank account is OK. However, if a client transfers money out of that bank account, and then closes that account—that is a risk. Why? Because if the 90 day look back of that money is unavailable due to the bank account being closed—that is a problem. A simple solution is if you can avoid closing related bank accounts until after your home transition.

16. **Equity to pay out high interest debt.** The time of home transition unlocks all remaining home equity—far more than a refinance. I think considering paying out high interest or high obligation debt to improve one's overall finances/cash flow is worth considering. Debt pay down is the second most influential way to increase home affordability (increasing income is the most influential way to increase affordability FYI).

17. **Home improvement(s)**. Some clients hold a portion of their home equity back to improve their new home, or purchase items for the home. The thought is, the same amount of money goes into the home —just at different angle. This might help clients envision a home that fits their purchase criteria in many ways, but not all ways (Ex., no garage, kitchen requiring updating etc).

Other clients might prefer to include the cost of home improvement into their Mortgage. This is referred to as a "purchase plus improvement" Mortgage.Typical improvements include flooring, bathroom(s), basements etc. When you purchase a new home, you establish the as-is value. The quotes for renovations are collected and then added to the home to create the as-improved value. The money quoted for improvements is held back at the lawyer's office, which means you have to pay for the

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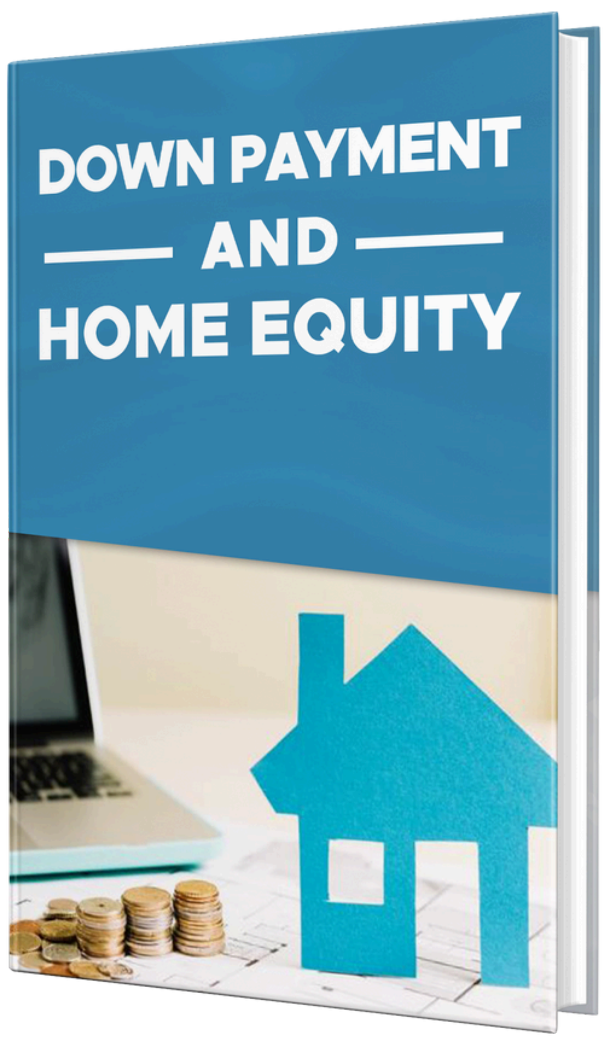
renovations up front. Once all work is complete, the lender instructs the lawyer to release held-back funds to you.

18. **Foresee other spending**. I encourage home transition clients to foresee other large capital expenses at the time of home transition. This might be early inheritance, new vehicles, wedding gifts, down payment gift or paying for school etc. If the requirement for home equity capital is required in the near term, it might be advantageous to hold that money back and securely invest it. Investing this money at a similar rate of return compared to your Mortgage interest rate will help offset the cost to you. Otherwise, refinancing home equity at a later date might be a better option? A refinance comes with it's own expenses though: Mortgage penalty, appraisal, legal fees, client underwriting (income, credit etc) and exposure to market interest rates at that time (±).

BONUS E-BOOK: DOWN PAYMENT

Hey homeowners! I've Written EVEN MORE Information About Down Payment. Download A Separate PDF Below!



INCOME

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19. **Taxes**. Full STOP—ensure your personal income taxes are paid in full, and are up to date.Verification of your tax balance being $0 may or may not be required as part of Mortgage underwriting. However, I advise in every situation, you pay your personal income taxes to $0 before your home transition. This also applies to a spouse or other co-applicant who may or may not be on the application.

20. **Income & affordability.** Let's acknowledge there is income that is earned in reality, and income that is eligible for Mortgage qualifying. This distinction is important to nail down.Eligible income is the biggest factor that influences home affordability—by far. People can increase down payment, or pay out personal debt to assist with qualifying. However, adding income to the application is the largest factor to increase affordability. I advise you to connect with me to ensure your income is eligible so your initial online home search is in the ballpark of your affordability.

21. **Employment probation**. An employee on probation means the employer can let-go of the employee, without cause, during the probationary period.Mortgage underwriters view this as a lending risk. Eligible employment income is when employees are non-probationary. Exceptions can be made on a case-by-case basis. As you plan your home transition, keep this in mind if you are considering an employer change. I think conservatively planning to be a non-probationary employee at the time your home purchase Mortgage application is submitted for approval. Please contact me if you have a probationary period longer than 90 days.

22. **Guaranteed income**. Guaranteed income is paid from an employer in the form of salary, or permanent full time hourly income, or permanent part time income. The Mortgage lender is looking to verify a recent history of consistent (base-line) income. Plan to provide a letter of employment, and corresponding pay

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Business for self applicants that pay themselves a salary are NOT underwritten in the same way as employees who are salaried (see #23, #26-#30).

Note: a Mortgage applicant might be working the equivalent of guaranteed full-time hours, or guaranteed part time hours—but if their formal employment status is something other than permanent full-time or permanent part-time, the lender will require consider their income variable (read further).

23.**Variable income.** Variable income is defined as any non-guaranteed income.Some examples of variable income are: seasonal work, bonus, commission, over-time, casual employment status, or tips.Any employment income that is not guaranteed by the employer is variable. Any variable income requires confirmation via a two-year history of income tax documents to be eligible for Mortgage qualifying.

Employees need to also consider how a new employer might affect their previous variable income. For example, an employee might take a lower salary job for a more favorable bonus income structure. Changing employers might make previous bonus income ineligible for qualifying —leaving the applicant to qualify for their purchase with the new lower salary.

All business-for-self (BFS) income is considered variable. This applies to incorporated or sole proprietor income earners. I get you might be paying yourself a salary from your corporation, but that is not how Mortgage underwriters view your income (see list 26-30 for business for self information).

24.**Employment types and verticals**. Leading up to home transition, applicants need to plan any career change wisely. Changing industries is a part of life (I.E., welder changes to teaching welding).

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However, Mortgage underwriters can view this as income instability and a higher risk. Please consider career, and home transition planning together.

25. **Gig economy and second jobs**. If a second job is permanent part-time, that income is eligible for Mortgage qualifying. If a second job is in the gig economy (ex., Uber) or any form of non-permanent part-time work, that income will require a two year average to be eligible for qualifying. Note: hours worked more than 40-44 per week (depending on the lender) might not be eligible for qualifying. For example, if a client is working two permanent part-time jobs totaling 50 hours a week—all that income might not be eligible for qualifying.

26. **Business for self: Corporate income**.Traditional Mortgage qualifying, as a business-for-self applicant means using a two-year average of your personal income. If your personal income is increasing, the lenders use an average of your income. If your income is decreasing, the lenders will use the most recent year of income. If you are incorporated, or planning to incorporate, please consider this income underwriting guideline accordingly.

27. **Business for self: Corporate stated income**. Many business for self incorporated clients write down their personal income very low for income tax efficiency. This can hinder Mortgage qualifying though. Some lenders will look at the client's corporate financials (income, balance sheet and retained earnings statements) and be willing to allow for more personal income for Mortgage qualifying! This is called a "stated income" program. The lenders ask, "is it reasonable that the client COULD have paid themselves this $XXX amount". This theoretical higher income amount is then used for Mortgage qualifying.There are income underwriting nuance with stated income programs (credit minimums, down payment percentages, property type etc)—so please reach out to specifically discuss your file.

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Or, plan years ahead and claim higher personal income :-).

28. **Business for self: Sole proprietor income**. Traditional Mortgage qualifying means the Mortgage lenders will look at the most recent two years of your personal income. If your personal income is increasing, the lenders will use an average income. If your personal income is decreasing, the lenders will use the most recent year.

Sole proprietor clients also have tax write offs (business use of home, vehicle expense etc). Some lenders will allow these expenses to be added back to income, OR allow the client to "gross up" their income by 15%. This additional income can help with Mortgage qualifying.

If you are planning to change from employee to sole proprietor, or sole proprietor to incorporated—and transition between homes—please connect with me to plan your income for qualifying.

29. **Business for self: Documents**. Incorporated or sole proprietor Mortgage applicants—don't pack your documents away just yet! The Mortgage lenders will want to see your personal tax returns (T1 General's, all pages/schedules), and corresponding Notice of Assessments for the two most recent tax years. You'll need to verify your personal income taxes are filed, and paid up to date.

Corporate clients will also be required to produce corporate financials (accountant prepared notice to reader income statement, balance sheet etc). One idea to limit the stress of this paperwork is to connect me with your accountant. With your permission he/she can send me all required income tax documents!

Note: when downloading documents from CRA sometimes they do not show your name. We know documents from CRA are yours,

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however a complete stranger needs to verify your name is on the documents.

30. **Business for self: Alternative lenders**. Above, I've been referring to "traditional income" verification for Mortgage qualifying.Well, there are Mortgage lenders that underwrite income in a non-traditional way.

Accessing these lenders requires a minimum of 20% down payment. At this level of down payment, lenders are willing to consider creative ways to reasonably increase a client's income who is business for self.

This creative income underwriting is a risk to the lender which is why they require a minimum of 20% down payment (or more). To further off-set their underwriting risk, these lenders typically charge a fee to the client, and offer interest rates that are about 1.5% higher than traditional income qualifying Mortgage rates.

I find these kinds of Mortgages are for short-term solutions that allow for a timely home purchase, and appropriate Mortgage underwriting numbers to fall into place (credit or income etc). I like to plan an exit strategy with my clients when entering into this kind of Mortgage. This means we create a plan and timeline to heal credit, or ensure we have traditional income documents are ready in the future.

31. **Other qualifying income: Rental income**. Mortgage underwriters will use rental income to assist with qualifying.This rental income might be from an existing rental property, OR from rental income if your current home is left behind as a rental property. If you are purchasing a home with a legal basement suite, rental income from that unit is also eligible to assist with qualifying.

Underwriting a rental application is very nuanced, with many lenders having many different underwriting criteria. An experienced broker is able to see various lending options to ensure you qualify!

Box 1—Income Highlight

I want to highlight here that eligible income, used for your Mortgage approval, is THE MOST important—*and most volatile*—input into your Mortgage application. There is often income earned in reality, versus income eligible for Mortgage qualifying.

I am the first to acknowledge the skill of your banker or Mortgage Broker to find this critical input is not the same. Trust me, I've lost clients who were able to be approved by other lenders. And that stings—but is a lesson for me. And through my experience, I'm telling you not all brokers have the same skill. I learned the hard way, and I am constantly sharpening my skill to work for you.

Before using a online Mortgage calculator, or becoming emotionally involved in your online home search—let's connect. Let's ensure the inputs of your Mortgage application, specifically your income, is razor sharp. The benefit here is, we have enough lead time to strategically plan your future income as part of your home transition.

Connect with me via email here to get started!

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403-809-5447

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32. **Other qualifying income: Maternity leave.** Yes, we can use us a spouse's full time income to assist with Mortgage qualifying while he/she is on leave. To verify this income most lenders will want the final pay stub before maternity leave, verification of Employment Insurance deposits, and a return-to-work letter of employment. Some lenders have slightly different policy as how much paternity/maternity leave income is eligible for qualifying, based on how many months the client is set to return to work. Also note, for future Mortgage qualifying …if we need a two-year average of income in the future, and we look back on your income and it is lower due to parental leave that might change qualifying in the future.

33. **Other qualifying income: Pension(s)**. Pension income is an eligible source of income for Mortgage qualifying. Typically lenders will request a two-year average of this income for verification.

If a pension is just beginning at the time of Mortgage qualifying, that is OK. Government pensions such as old age security (OAS) or Canada Pension Plan (CPP) are eligible. Any personally funded retirement income will likely require proof of funds for the lender to assess the long-term feasibility of the income.Note: if you are planning to have your parents co-sign on your Mortgage, ensure they are still employed before retiring.Their pension income will likely decrease the influence on affordability when adding them to your application.

34. **Other qualifying income: Canada Child Benefit (CCB).** This income is eligible for Mortgage qualifying.Lenders will want to verify this income with CRA documents and or bank statements confirming CCB deposits. Lenders will also want to verify your children(s) age(s). For CCB income to be eligible, lenders will only apply this to children under the age of 15. Birth certificates will be required.

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35. **Other qualifying income: Disability**. Disability income is eligible for Mortgage qualifying IF the income is paid from the federal government. Provincial disability income is deemed less certain by many Mortgage lenders and is therefore ineligible for qualifying.

36. **Other qualifying income: Alimony and child support.** For separating couples, please plan to provide a formally signed separation agreement. I understand many relationships end amicably. However, when defining alimony, child support and or a split of home equity/debt etc., Mortgage lenders require these details to be outlined in a formally signed document (does not mean lawyers are required). Child support and alimony income are eligible for qualifying, and will need to be verified with personal income tax documents and bank statements. Similar to CCB, the age of children and the eligibility of child support income will be assessed.

37. **Other qualifying income: Foster care.** Foster care income is eligible for Mortgage qualifying. This income is on a case-by-case basis with various Mortgage lenders. Lenders will have variables such as minimum down payments, maximum number of children under care (including own) and experience as foster parents.

38. **Other qualifying income: Co-signing.** Adding a co-signer to the Mortgage application is eligible. Plan for co-signers to be immediate family members.Co-signers can be added to supplement income, or provide credit support to the file. I like to disclose the co-signing party they will be responsible for your Mortgage if payments are not made. If the co-signer has any Real Estate ambition of their own, co-signing will affect their plans. I also like to plan the co-signers exit …what is the plan to remove the co-signer from the Mortgage/tile of this property?

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39. **Income eligibility: Various sources**. Different lenders will have different policy for how many sources of income are eligible for Mortgage qualifying. Please know there is a limit. For example, say an applicant is separated with children and is receiving alimony + child support. This applicant also co-owns a rental property, works two part time jobs, and is having their parents co-sign. It is possible; some lenders will view these various sources of income as too risky. Please plan ahead if you have three or four sources of income.

BONUS E-BOOK: INCOME

Hey homeowners! I've Written EVEN MORE Information About Mortgage Qualifying Income. Download A Separate PDF Below!

CREDIT

SECTION ONE: HOME TRANSITION PREPARATION

40. **Credit**: As a homeowner you've gotten over the credit-hump before. This section is intended to be a reminder of some basics, and a heads up of what to expect when home transitioning.

41. **Credit: Mistakes**. I tend to think my credit report will accurately reflect my spending, repayment history and overall debt obligations. In many instances, this is true. It never fails that during the time of Mortgage application, a credit mistake is discovered. This can trigger all sorts of emotions, and a lot of headache. When planning a home transition do not leave this to chance—consider pulling your own credit bureau to at least confirm accurate reporting. I recommend checking your own credit at www.equifax.ca.

42. **Credit: Minimum expectations—Two-two-two**. This is a simple minimum credit threshold to keep in mind when approaching home transition.Mortgage lenders are looking for two trade lines (Ex., credit card and auto loan) that are at least two years old, and have a limit of two thousand five hundred ($2,500).

43. Credit: Have credit. I've spoken to enough folks who do not have or like the thought of using credit. As current homeowners, this usually stems from a previously bad credit experience OR reliance on a spouse for bill payment etc.

I've discovered a common occurrence for homeowners to be aware of is the difference between a joint credit card, and a cardholder credit card.

Joint credit means both people have access to, and are using the credit card. The credit use of the joint credit card is reporting on both of the cardholders credit reports.

A cardholder can use, and repay a credit card but will not receive any benefit for that credit card activity reporting on their credit bureau. In these situations, if a spouse's only credit is he/she set up as a cardholder, that trade line does not appear on their credit bureau.

All Mortgage applicants who are contributing to the application with eligible income need to also have eligible credit.

SECTION ONE: HOME TRANSITION PREPARATION

44. **Credit: Hesitate to cancel**. I know of some folks who finally pay off a credit card, and have a deep desire to never be in debt again. One common solution is to cancel credit so they do not borrow. I've also seen one person in a couple canceled their credit card because the couple consolidates their retail banking.

Please understand that eligible credit (I.E., at least having active credit) is required of applicants who are contributing to the Mortgage application.

One easy solution to the above examples is to lower the credit limit to $2,500, and change the credit card type with no annual fee. You can keep the credit card dormant (not in use) and not damage your credit history.

Please consult with me before cancelling credit (in some circumstances cancelling credit is ok).

45. **Credit: Repayment history**. A heavy weighting on the credit score is allocated to repayment history. The past is the past, in terms of missed payments—unless there is a credit mistake. As you move toward home transitioning, be vigilant as to the timing of your debt re-payment. A recent missed payment is more detrimental to your credit score than a missed payment 48 months ago.

46. **Credit: Uptake & utilization**. Credit uptake means new debt has been taken on. Taking on new debt usually results in credit inquires, and a new and higher credit balance. Both of which will lower ones credit score.

Credit utilization refers to the difference between the credit limit and the credit balance. Ideally, credit utilization is 50% or less (borrow less than 50% of your maximum credit limit). A couple ways to change utilization is to a) pay down the debt (ideal), or b) increase the credit limit.

Your Mortgage application can be approved with new credit uptake, and higher than 50% utilization. These points are to help you navigate credit decisions leading up to your home transition.

SECTION ONE: HOME TRANSITION PREPARATION

47. **Credit: Reposition equity**. Repositioning home equity can be useful in preparation for home transitioning. This would be accomplished primarily through a refinance (point #50). Repositioning equity before home transition would likely be used to pay down or pay out high interest debt to improve credit. Repositioning equity could also be for the purpose of down payment planning.

48. **Credit: Mortgage qualifying (affordability)**. Mortgage affordability is based on a simple debt service ratio. This ratio is the result of a formula banks use to evaluate their clients. This formula is the carrying cost of the property PLUS any personal liabilities.The cost of the property is defined as the Mortgage payment, property tax, heat, half condo fees (if applicable) PLUS any personal liabilities. This is why the lenders check your credit report—to account for personal liability payments. These payment numbers are added up and divided by your before tax income (gross income).

Qualifying for a Mortgage is rather fluid because many variables are at play. The entire point of this checklist is to help you realize this, and plan your home transition with me—sooner than later!

Box 2—Credit Nightmare

As homeowners, a Mortgage lender has approved your credit file before. So you're automatically good to purchase another home, right?

WRONG!

A credit mistake can be a silent killer to your Mortgage approval—or it could be a major nuisance at the time of live Mortgage underwriting. Discovering a credit mistake late in the process of your home purchase can be avoided—*which is the point here!!*

Credit Nightmare Story ...

I helped clients purchase a home in 2016. At their Mortgage renewal in 2021, I discovered a bankruptcy registered on the clients bureau for $218,000 dollars! The clients were shocked because their credit profile—debt repayment, utilization, and all other trade lines were in great working condition.

The process to fix a credit mistake happens through the dispute resolution centre at Equifax. We know the window of time to have your Mortgage approved—during home transition—is rather narrow. We also know stacking the stress of fixing a credit mistake, on top of everything else, is very unwelcome.

I believe the truth always surfaces correctly, with enough time and pressure. Credit mistakes are usually resolved. In my clients case, their dispute was resolved with the reported bankruptcy removed from their file—*three weeks later*.

I recommend you become very vigilant of your credit as soon as you plan your home transition. And that means, if you're reading this, check your credit and watch it like a hawk. Now!

BONUS E-BOOK: CREDIT

Hey homeowners! I've Written EVEN MORE Information About Improving Credit Scores. Download A Separate PDF Below!

MILESTONE PLANNING

SECTION ONE: HOME TRANSITION PREPARATION

49. **Mortgage renewal.** Mortgage renewal is the completion date of your Mortgage contract. Your incumbent lender is highly likely to offer you a Mortgage renewal. Leading up to your home transition some items to consider when signing a new Mortgage are 1) understanding the porting policy, 2) understanding the bridge financing policy, 3) best selection of term and rate for you, and 4) considering a refinance on renewal (for some benefit to the client). I have worked with clients who took a discounted Mortgage, to save on interest rate only, to find out the lenders porting and bridge financing policy was very restrictive. The savings of a lower rate ended up being far less than the cost of the restrictive porting and bridge financing policy at their time of home transition. Also note, A refinance on the renewal date means there is no penalty because the Mortgage contract is not being broken (see #50 below about refinancing).

50. **Mortgage refinance**. A Mortgage refinance means changing the Mortgage amount or amortization. A client will refinance for some benefit to them that will usually include 1) pay out of high interest personal debt in exchange for lower rate Mortgage debt, or 2) some capital expenditure (home improvement, auto purchase, down payment or investment etc). The maximum loan-to-value ratio for a refinance is 80% of the appraised value of the home. Unless a refinance is executed on the client's renewal date (see point #49) there is a Mortgage payout penalty—this needs to be accurately quoted and factored into the cost/benefit analysis before proceeding. Other costs of a refinance are the payout penalty, appraisal, and legal fees. If this is a possibility, please contact me to plan this with you.

SECTION ONE: HOME TRANSITION PREPARATION

51. **Opportunities**. Certain personal milestones might be achieved leading up to your home transition planning.These milestones might include a) promotion, b) two years of eligible personal tax income, c) unplanned inheritance, d) spouse back to work, e) personal debt finally paid out, f) market changes (rates, home equity etc). Leading up to, and planning your home transition, will be good to understand various Mortgage and personal milestones. The reality is, opportunities that are negatives need to also be accounted for.

SECTION TWO: HOME TRANSITION MECHANICS

SALE-PURCHASE ORDER

Box 3—Fundamental Basics

52. **Fundamental basics**. We will review several sale-purchase order paths, and you'll discover there are various ideas and factors that will influence your decision-making. Understanding available options to YOU that fit with your risk tolerance are important to know when approaching your home transition. **The overarching and most influential factor to determining your sale-purchase order will be the supply/demand metrics of the home you're selling and the home you plan to purchase.** These factors might be so overwhelming, the decision of sale-purchase order is simple. If the supply/demand metrics are rather balanced for the home you plan to sell, and the home you plan to purchase, then other influential factors will be more influential (more below).

53. **Elephant in the room**. I am not a Realtor. I'm not advising you on communities, a listing strategy, an offer strategy, or other marketing/sales tactics that are important to your home transition. I'm helping you understand Real Estate fundamentals that are related to Mortgage planning—and this I am more than qualified to write you about.

54. **Real Estate contract fundamentals: deposit**. When writing or receiving an offer to purchase, the contract will come with an initial deposit. As a homeowner, you might have more than enough equity for down payment, but also plan to have liquidity for the initial deposit. The deposit amount will depend on the purchase price, and more—consult with your Realtor.The most common deposit amount I've seen is between $10,000 and $25,000. The deposit is held in a trust account with the seller's lawyer or Real Estate brokerage. This deposit is refundable to the buyer if the conditions in the offer to purchase are not satisfied.

55. **Real Estate contract fundamentals: conditions.** An offer to purchase usually has several conditions that may include 1) condo doc review (if applicable), 2) home inspection, 3) financing, and 4) home sale condition. Consult with your Realtor about any conditions in your received or submitted contracts.

SECTION TWO: HOME TRANSITION MECHANICS

Each of these conditions has a deadline to be satisfied by the party who wrote in the condition(s). If the conditions are not satisfied, the initial deposit submitted is returned to the buyer. Read below to learn about a firm contract.

56. **Real Estate contract fundamentals: firm contract**. Once all the conditions of an accepted offer to purchase are formally waived, the Real Estate contract is now considered 'firm'. This means the buyer waived all initial conditions agreed to in the offer to purchase (home inspection, financing etc) thus making their initial deposit non-refundable. A firm contract crystalizes the details of the home purchase or sale. These important details are sale price, home equity, and possession date. This information will be used to calculate any other requirements of the home transition (bridge financing, debt payout etc). Read below to learn more about why this is important.

57. **Real Estate contract fundamentals: The importance of a firm contract.** The firm sale numbers crystalize your sale price and remaining home equity for down payment. The sale date will be layered with your firm purchase date to plan Mortgage porting, and bridge financing (if required). The order and timing of a firm contract—firm sale first, or firm purchase first—is important to understand as part of your sale-purchase order planning (more below).

58. **Real Estate contract fundamentals: condition waiver timing.** When selling and purchasing a home assessing the condition dates within the offer written to you as a home seller, and the condition dates you write as a home buyer will be important to understand. Depending on your sale purchase order (more on this below) and personal risk tolerance—the timing of these condition dates, and making informed decisions around them, will help protect your finances.

SECTION TWO: HOME TRANSITION MECHANICS

The over arching goal is to ensure you have a home to live in—and are not unknowingly having to rent a air bnb for a period of time. Although, I have planned short-term rentals with clients before (key word is "planned")!

Being in the "need to sell" category does not necessarily influence the sale-purchase order—but it might?

In the "need to sell" category it is possible home transition numbers are .

Box 4—How To Decide Sale-Purchase Order

59. **Sale-purchase order: how to decide**. I think when planning a home transition the clients are best to understand one of three categories they fall into, 1) need to sell, 2) prefer to sell and 3) multiple options. For clients in the category of need to sell, or prefer to sell—I think the primary driver of sale-purchase order timing is market dynamics of the 'sale market' compared with the 'buyer market'.

Typically, the market with lower supply and higher demand will dictate the sale-purchase order. If the sale and purchase markets are rather balanced (supply and demand rather equal), then the three categories outlined below are important to understand. Please consult with your Realtor about sale-purchase order. Remember, understanding what is available to you financially is also important and will be a part of your decision making.

60. **Sale-purchase order: Need to sell**. I work with homeowners and identify their sale-purchase order options. Some owners are categorized as "need to sell". There is no way for their home purchase to happen unless the sale of their home happens. This will be for various reasons that will be individually discussed.

tight. This might mean the sellers are wanting/needing a top dollar sale so they can purchase at the top of their qualifying. This can place additional stress on the timing of sale-purchase order. If needing to sell, and stretching a purchase budget, the transparency and communication between Mortgage Broker, Realtor and client is extremely important.

SECTION TWO: HOME TRANSITION MECHANICS

61. **Sale-purchase order: Prefer to sell.** Some homeowners will have options in planning their sale and purchase. I find most homeowners prefer to sell in their home transition—but some have the option of purchasing and NOT selling. Understanding this can mitigate risk through the home transition process, and might be a factor in determining the sale-purchase order.

62. **Sale-purchase order: Leave behind rental.** For those homeowners with this option, here's how this works …a) clients can purchase a new primary residence with as little as 5% down payment. Down payment would have to come from outside of home equity as we are planning to purchase without selling, b) we can use rental income to offset the carrying cost of the home left behind as a rental, c) this frees up more of the applicants income to qualify for the new home purchase, d) this might be a desired plan OR a back up plan IF the clients home does not sell in time, or for a desired price.

I typically start with this frame of planning for a "worst case" scenario. If the clients CAN orchestrate the purchase of their desired home, and retain their current property as a rental—this often serves as a back up Mortgage approval plan. In reality, the clients likely want to sell as part of their home transition planning, but having this option can help mitigate risk and or allow the clients to be more aggressive in their home search etc.

63. **Sale purchase order: Multiple options.** I occasionally have clients who can purchase another home without much concern for finances. They have liquidity for down payment (outside of their sale) and do not require any rental income to offset the carrying cost of their current home. Clients like this are also not overly concerned with porting their pandemic era interest rate. These clients can afford to purchase a whole second home.Understanding this might influence their sale-purchase order, and more.

PORTING AND BRIDGE FINANCING

SECTION TWO: HOME TRANSITION MECHANICS

64. **Mortgage porting: what is it?** Porting a Mortgage is moving the existing Mortgage, and approved changes (more or less money) over to the title of a new home. Even if you are porting and decreasing your Mortgage, the lender will still want to underwrite you as a client and have full approval of the new property you are purchasing (income verification and credit check).

Porting a Mortgage requires the following, 1) firm sale and firm purchase, 2) applicant needs to qualify to port their Mortgage and 3) the port needs to fit within lender guidelines (not all equal).

65. **Mortgage porting: blend to term (increasing your Mortgage)**. The lender will add new Mortgage money to the nearest remaining term of the Mortgage until the clients renewal date. For example, if at the time of home transition the client is 3-years into their 5 year term, there are 2 years remaining.

If the client is borrowing new money, the lender will lend at the 2 year fixed rate. The Mortgage amounts, and interest rates are blended together for form a new Mortgage payment. Remember, the Mortgage porting policy "blend to term" retains the same renewal date.

66. **Mortgage porting: blend and extend (increasing your Mortgage)**. Some lenders will port the clients Mortgage and bump back their renewal date to the original term length. For example, if the clients are 3 years into their 5 year term, the lender will bump back the clients renewal date—restarting a new 5 year term. The new Mortgage money is lent at the current 5 year fixed rate, and blended with the existing Mortgage money. Remember, the renewal date is bumped back.

67. **Mortgage porting: multi-component Mortgage.** Some lenders will create two Mortgage components when porting. If a client had 2 years remaining in their Mortgage term, the lender will port that Mortgage to the new property.

SECTION TWO: HOME TRANSITION MECHANICS

The renewal date stays the same. If the client is borrowing additional money, that is a separate Mortgage with it's own details. The clients would have two Mortgage components with the same lender, each with a different renewal date.

Box 5—The Seller Sidestep Strategy

68. **Seller Sidestep Strategy**: The window of opportunity for this strategy to be effective is open, but will eventually close. When home transitioning and porting a Mortgage, clients will port their current Mortgage and borrow money at today's current interest rates. The seller sidestep strategy is finding the weighted average interest rate of your new Mortgage and applying the stress test to that lower rate! A lower stress test qualifying interest rate will boost your home affordability. This is powerful because home values are higher, interest rates are higher, and incomes have not grown to the same extent.

69. **Bridge financing: what is it?** Bridge financing is a short-term loan, based on your equity in the home you are selling, to be used for down payment. Each lender has a set up fee, daily interest charge and maximum time restrictions. Read below to learn more about when bridge financing is required.

70. **Bridge financing: when it is required?** If your sale possession date is BEFORE your purchase possession date—there is no bridge financing required. You would formally sell your home, move out, and receive the proceeds of your home equity. You have your home equity for down payment—and you would have to move twice.

If your purchase possession were BEFORE your sale possession—then you would be eligible for bridge financing.

SECTION TWO: HOME TRANSITION MECHANICS

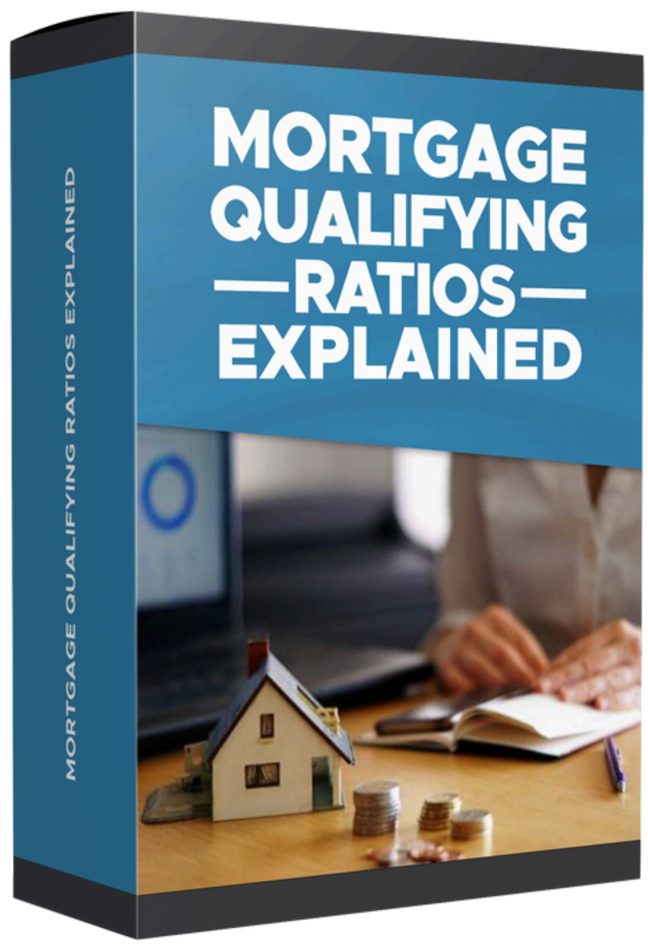
When your purchase possession is first, you do not have the equity from your home sale yet.However, with all verification of your firm sale and firm purchase in place, the Mortgage lender can calculate your home equity and bridge it to your home purchase as down payment.

71. **Bridge financing: cost example**. Typically lenders will charge a set up fee of $250-$500. The interest rate is between Prime + 2-4%.This is a high interest rate, but only charged interest per day. To bridge $100,000 of home equity for 7 days would cost about $200 of interest.

72. **Bridge financing: opportunity cost**. In some cases clients will have liquidity for down payment. This might be liquid cash, or invested money.Sometimes clients will calculate the cost of bridge financing, compared to the hassle of pulling down invested money for down payment. Each scenario is a personal decision, but worth mentioning in this checklist.

BONUS E-BOOK: QUALIFYING RATIOS

Hey homeowners! I've Written EVEN MORE Information About Mortgage Qualifying Ratios. Download A Separate PDF Below!



SECTION THREE: RISK MITIGATION

SECTION THREE: RISK MITIGATION

73. **Risk mitigation: Financial risk.** Financial risk mitigation is completed through preparation of your Mortgage pre-approval. Your Mortgage pre-approval primarily consists of income planning, credit planning, and equity/down payment planning. The income and credit components of your application are more in your control—meaning with enough lead time you can make educated/wise decisions to help a smooth home transition (in a reasonable sense). Other factors of a smooth home transition are home values (sale-purchase values), which are up to the market. And markets cycle into and out of favor.

When home transitioning into a new build, the purchase and completion time lines are much longer (9-12 months). In many cases, clients are purchasing homes well in advance of their requirement to sell their current home. Calgary's Real Estate market has a long history of market cycles. Upward trending home values lubricate the Real Estate system. Downward Real Estate cycles are the opposite, and pose a great deal of risk. Please consult me if you are purchasing a new build!

74. **Risk mitigation: Income**. When planning a home transition 6-12+ months in advance, accurately forecasting an eligible income number for qualifying is a primary focus. Any number of scenarios can surface, depending on the client's current income structure. Several quick examples are a) reasonably planning the use of bonus income for qualifying, b) planning probation periods and employer changes, c) planning income type changes (I.E., employee to contractor), and d) personal income planning as Business For Self. Business for self income planning (personal income vs business income) is a huge opportunity to combine your home transition and tax planning together.Income is the most influential Mortgage application input that changes home affordability, and needs to be planned accordingly.

SECTION THREE: RISK MITIGATION

75. **Risk mitigation: Credit.** In Canada the credit rubric is rather simple …have more than the minimum required credit—and you're in! When planning credit we want visibility on "what's so" as soon as possible. Credit changes do not happen overnight—so the more time there is to make any credit adjustments, the better. Some common credit improvements to note are a) ensuring applicants have eligible credit, b) identifying and rectifying any credit mistakes, c) making changes to help improve the credit score (I.E., increasing limits, paying down debt, opening a new credit card etc). During the window of home transition, when pressure and emotions are running high, that is not the time to discover your credit is unworkable.

76. **Risk mitigation: Equity/down payment.** Home equity is the difference between the value of your home and Mortgage balance. To mitigate risk I think pre-planning a conservative sale price is wise. This would result in planning for a lower amount of equity, as part of your purchase planning.IF your home sells for more than planned, great! You have additional money for down payment. A great risk in home transition planning is needing your sale to be at top dollar, so you can purchase at the top end of your affordability. This scenario can be completed, but understanding this dynamic is worthy for all parties (client(s) and Realtor) to know as the process for decision-making might change (sale-purchase order, financing deadlines, possession dates etc).

77. **Risk mitigation: Market conditions.** The farther out sale-purchase planning is, the more susceptible clients are to market changes. This can range from property value fluctuations, Mortgage rule changes, significant interest rate changes or anything than can influence the client(s) income. When planning your home transition we do our best to be conservative in areas at risk of fluctuation, stress test

SECTION THREE: RISK MITIGATION

various scenarios, and generally do the best we can based on available information.

78. **Risk mitigation: Transition risk mitigation.** Nearing the time of home transition, market conditions of the sale and purchase property are to be noted. Ideally, market conditions are so overwhelming that identifying the obvious sale-purchase order can make decision making simple. In a more balanced market, risk mitigation is then done through understanding client financing options (need to sell, prefer to sell explained above (add numbers)), and accounting for the clients' personal risk tolerance. All of these factors are to be understood by broker, Realtor and client.

79. **Risk mitigation: Unique circumstances.** Some examples of unique circumstances are, 1) purchasing a new construction home. These timelines can be 18 months or more until possession. 2) Blending families together. This can involve the sale of two homes, and possibly porting one Mortgage. 3) Relocating from a different city involves two distinct markets, important timing, and application underwriting (focusing on eligible income for Mortgage qualifying).

80. **Risk mitigation: Personal flexibility.** The more personally flexible the client is in their transition planning, the less risk there is. For example, if a client is willing to move twice (meaning their sale possession is before their purchase possession) that can smooth out transition risk. Another example of personal flexibility is if a client is willing to show their home at a moments notice, or view a new listing at a moments notice. Being flexible to move quickly can assist with transitioning, and reduce risk.

81. **Risk mitigation: Sale/purchase flexibility.** If a client "needs" to sell their home at a certain number, or during a certain window of time, or before a deadline—these restrictions can increase risk in home transition (and that's OK). If a client has very a narrow purchase criteria (price, location, building type etc) that can limit home purchase options and heighten home transition risk (and that's OK).

SECTION THREE: RISK MITIGATION

The opposite is true, if the sale price is in a comfortable wide range, and the home search criteria is wide, this flexibility can reduce transition risk. Let’s agree a balance of sale-purchase flexibility, and ensuring your home transition meets short/long term goals, is best.

Continue Below ...

CONCLUSION

You're here, online, reading this content and I hope by now you see the benefit of connecting with me right away to help start planning your home transition.

I know how important your home transition is through my years of experience. Real Estate is a big piece of our lives.

For many homeowners, planning your home transition isn't really about "if" what you're planning will work. Pre-planning with me is about uncovering hidden landmines, and smoothing out your transaction.

The time invested in working with me can really be measured in minutes—*not hours*. I'm not inviting you to a weekend seminar. **Working with me is a high value and leveraged activity**—*meaning you get A LOT in return for very little time invested.*

There is no risk, or obligation when working with my team and I.

I work at the pace of information and documentation you share with me. I lead the process, but you make the decisions on the next steps we take together.

I've done as much as possible to remove the risk in getting started right away. Why? Because we cannot rewind the clock if we miss meaningful thresholds to help improve your home transition.

Reach out to get started right away!

Here's what to do next:

1. You can email me (link) to start a conversation about your home transition planning.
2. You can also get your Mortgage application started (link). I'll be notified of your submission and follow up with you accordingly.
3. Call me directly: 403-809-5447

Thank you for reading! Please share this document with others you know who might be planning a home transition.

WHAT TO DO NEXT?

The key is planning your home transition well in advance. Why? Because there are going to be opportunities to improve your file, assist in decision making, and reduce regret. This is a big move for your family. A bit of time invested up front to plan your transition will save you stress, time and energy.

No. 01 – Let's Connect!

Reach out via email, phone or get your Mortgage application started.

No. 02 – Let's Make A Plan!

The sooner we plan your home transition, the better. I don't see a downside to how early we start planning.

No. 03 – Execute The Plan!

The home transition plan we create for you will be unique and customized for you! I'll make this clear so you know exactly what to do next.

403-809-5447
chad@canadamortgagedirect.com

QUALIFICATIONS

This checklist is focused on helping plan your home transition—but that's not all I can help you with! Below is a list of other areas you might have a need for that I am professionally qualified to assist you with (no particular order):

- Mortgage renewal & refinancing.
- Rental or second home purchases.
- Debt consolidation, credit repair, HELOC's.
- First time home purchases.
- Alternative lending solutions.
- Divorce/separation financing.

Thank you again for reading this content. I look forward to speaking with you soon!

Contact

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