# Homebuyer's

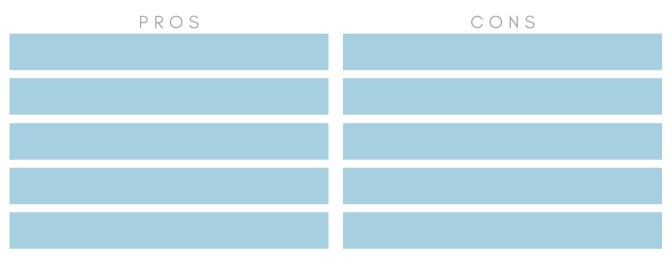
WORKSHEETS & CHECKLISTS

RON CAHALAN | MLO | CMPS | CLA



### Write down all of the pros and cons of renting and buying.

### RENTING







## Step 2:

## FINANCIAL READINESS

Use the subsequent pages to determine if you are financially ready to own a home and the associated costs.



1. HOUSEHOLD BUDGET

Examine your income and expenses in detail.

2. AFFORDABILITY

Determine how much you can realistically afford.





3. COSTS

See if you've saved enough to buy a home.

4. FUTURE BUDGET

Revisit the houshold budget sheets and fill in the future budget column. Determine if you can afford your mortgage with all expenses.



### HOUSEHOLD BUDGET

### MONTHLY INCOME

Income	Net (after taxes & deductions)	Gross (before taxes & deductions)
Your average monthly salary	\$	\$
Your co-borrower's average monthly salary	\$	\$
Other household income (investments, etc)	\$	\$
Total household monthly income	\$ A	\$ B

### MONTHLY EXPENSES

Housing	Present Avg. monthly cost	Future Avg. monthly cost
Rent or mortgage	\$	\$
Condo fees	\$	\$
Property taxes	\$	\$
Heating	\$	\$
Other:	\$	\$
Other:	\$	\$
Total housing	\$	\$ C

Loans and Debts	Present Avg. monthly cost	Future Avg. monthly cost
Loans	\$	\$
Vehicle loan or lease payment	\$	\$
Unsecured lines of credit	\$	\$
Secured lines of credits	\$	\$
Credit card payments	\$	\$
Other:	\$	\$
Total loans and debts	\$	\$ D

Household	Present Avg. monthly cost	Future Avg. monthly cost
Groceries	\$	\$
Child or Animal Care	\$	\$
Child support or alimony	\$	\$
Tuition and school activities	\$	\$
Clothing	\$	\$
Pet Care	\$	\$
Gifts	\$	\$
Maintenance and repairs	\$	\$
Other:	\$	\$
Beer/wine/spirits/cigarettes	\$	\$
Total household	\$	\$

Telecommunications	Present Avg. monthly cost	Future Avg. monthly cost
Cable or satellite tv	\$	\$
Internet/Home Phone	\$	\$
Cell phones and devices	\$	\$
Other:	\$	\$
Total telecommunications	\$	\$

Transportation	Present Avg. monthly cost	Future Avg. monthly cost
Gas	\$	\$
Vehicle maintenance	\$	\$
Parking	\$	\$
Public transit	\$	\$
Other:	\$	\$
Total transportation	\$	\$

Insurance	Present Avg. monthly cost	Future Avg. monthly cost
Property	\$	\$
Vehicle	\$	\$
Life and disability	\$	\$
Other:	\$	\$
Total insurance	\$	\$

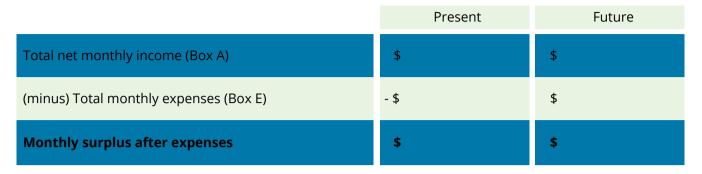
Savings and donations	Present Avg. monthly cost	Future Avg. monthly cost
Savings and investments	\$	\$
Charitable donations	\$	\$
Other:	\$	\$
Total savings and donations	\$	\$

Entertainment	Present Avg. monthly cost	Future Avg. monthly cost
Dining out	\$	\$
Movies, music, concerts and sports	\$	\$
News, magazines, books	\$	\$
Hobbies, classes, memberships	\$	\$
Other:	\$	\$
Total entertainment	\$	\$

Medical and Health	Present Avg. monthly cost	Future Avg. monthly cost
Prescriptions	\$	\$
Dental	\$	\$
Eyewear	\$	\$
Other:	\$	\$
Total medical and health	\$	\$
Total Monthly Expenses	\$	\$ E

### MONTHLY INCOME

Now, subtract your expenses from your income.



### AFFORDABILITY RULES

Theres two simple rules that will tell you how much you can afford to pay for a home.

Affordability Rule #1: Your monthly housing costs should be equal to or less than 32% of your average gross monthly income. This percentage is your gross debt service ratio (GDS).

Affordability Rule #2: Your monthly debt load should be equal or less than 40% of your average gross monthly income. This percentage is your total debt to service ratio (TDS).

	Monthly Maximum	Future
Total gross monthly income (before taxes and deductions)	\$	(Enter amount from Box B) \$
GDS: Gross income x 0.32 = your Maximum Monthly Housing costs including mortgage Principal and Interest, property taxes and Heating Costs (PITH) and 50% of your condo fees (if applicable)	- \$	(Enter amount from Box C)
TDS: Gross income x 0.40 = your Maximum monthly debt load (all PITH costs plus your total monthly loan and debt payments).	\$	(Add the amounts from Box C and D and enter total here) \$

If your future amounts are higher than your monthly maximums, you may have trouble qualifying for a mortgage. You can also calculate different budget, purchase price, and down payment scenarios to explore your options.



### UPFRONT PURCHASE COSTS

### Home Purchase Costs

Total purchase cost	\$
Sales tax, state tax, provincial tax	\$
Purchase price	\$

### Main Upfront Costs

Down payment	\$
Appraisal fee (if applicable)	\$
Estoppel certificate fee (for condo/strata properties)	\$
Home inspection fee	\$
Land registration fee	\$
Legal fees and disbursements	\$
Mortgage broker's fee (if applicable)	\$
Mortgage loan Insurance premiums	\$
Prepaid property taxes and utilities	\$
Property insurance	\$
Survey or certificate of location fee (if applicable)	\$
Title insurance	\$
Water or septic tests (if applicable)	\$

### Other Upfront Costs

Appliances	\$
Cleaning costs	\$
Initial condo fees	\$
Decorating materials	\$
Dehumidifier	\$
Gardening tools	\$
Hand tools	\$
Moving expenses	\$
Renovations or repairs	\$
Service and utility hookup fees	\$
Snow clearing equipment	\$
Window treatments or coverings	\$
Other:	\$
Total Upfront Costs	\$



Step 3: FINANCING YOUR HOME

PERSONAL AND FINANCIAL INFORMATION CHECKLIST

As part of a true mortgage application, the lender will pull a hard credit inquiry and review all your financials to verify your true ability to qualify & pay for the mortgage obligation.

Government Issued Photo IDs with your current address
Last 30 days of Paystubs
Last 2 months of Bank Statements, and 401K/Stock/any additional retirement income statements.
$\square$ W2's for the last 2 years for all borrowers on the loan application
Proof of receipt & documentation for child/alimony payment requirements
*If self employed; copies of last 2 years of tax returns
*If self employed; current year to date profit & loss statements
Mortgage statements & proof of home insurance on any additional properies

# Step 4: FINDING THE RIGHT

### YOUR HOUSING NEEDS

Here is where you can write down everything that is important to you and your family before you start looking for your dream home.

LOCATION (downtown, suburbs, proximity to school, work, shopping, etc.)	
SIZE (square footage, lot size, number of bedrooms/bathrooms, garage, etc.)	
SPECIAL FEATURES (pool, energy efficiency upgrades, accessibility features, etc.)	
LIFESTYLE (consider number of kids at home, if you are working or retired, what services or recreation you want nearby, etc.)	
TYPE OF HOME (detached, semi-detached, duplex, townhome, condo, etc.)	

### HOME FEATURES COMPARISON

### Use this comparison checklist whenever you view a home to see all options side by side.

	HOME # 1	HOME # 2	HOME # 3
House price			
Address			
Occupancy date			
Square footage			

### **OPERATING COSTS**

	HOME # 1	HOME # 2	HOME # 3
Property taxes	\$	\$	\$
Utilities	\$	\$	\$
Insurance	\$	\$	\$
Condo fees	\$	\$	\$
Other:	\$	\$	\$
TOTAL:	\$	\$	\$

### FEATURES CHECKLIST

New or resale	New	New	New
	Resale	Resale	Resale
Home type	Detached Semi-detached Townhouse Duplex/Triplex High-rise Low-rise	<ul> <li>Detached</li> <li>Semi-detached</li> <li>Townhouse</li> <li>Duplex/Triplex</li> <li>High-rise</li> <li>Low-rise</li> </ul>	Detached Semi-detached Townhouse Duplex/Triplex High-rise Low-rise
Ownership type	Freehold	New	New
	Leasehold	Resale	Resale
	Condo	Condo	Condo
	Co-op	Co-op	Co-op
Age of home			
Lot size	Small	Small	Small
	Medium	Medium	Medium
	Large	Large	Large



	HOME # 1	HOME # 2	HOME # 3
Exterior finish	<ul> <li>Brick</li> <li>Aluminum siding</li> <li>Wood</li> <li>Vinyl siding</li> <li>Combo brick/siding</li> <li>Stucco</li> </ul>	<ul> <li>Brick</li> <li>Aluminum siding</li> <li>Wood</li> <li>Vinyl siding</li> <li>Combo brick/siding</li> <li>Stucco</li> </ul>	<ul> <li>Brick</li> <li>Aluminum siding</li> <li>Wood</li> <li>Vinyl siding</li> <li>Combo brick/siding</li> <li>Stucco</li> </ul>
Exterior condition	Fair	Fair	Fair
	Good	Good	Good
	Excellent	Excellent	Excellent
Lot size	Small	Small	Small
	Medium	Medium	Medium
	Large	Large	Large
Roof	Asphalt shingles Metal Rubber roofing Other	Asphalt shingles Metal Rubber roofing Other	<ul><li>Asphalt shingles</li><li>Metal</li><li>Rubber roofing</li><li>Other</li></ul>
Roof condition	Fair	Fair	Fair
	Good	Good	Good
	Excellent	Excellent	Excellent
Windows	Wood	Wood	Wood
	Vinyl	Vinyl	Vinyl
	Aluminum	Aluminum	Aluminum
	Other	Other	Other
Window condition	Fair	Fair	Fair
	Good	Good	Good
	Excellent	Excellent	Excellent
Foundation	Concrete	Concrete	Concrete
	Concrete block	Concrete block	Concrete block
	Preserved wood	Preserved wood	Preserved wood
Foundation condition	Fair	Fair	Fair
	Good	Good	Good
	Excellent	Excellent	Excellent
Bedrooms	One	One	One
	Two	Two	Two
	Three	Three	Three
	Four	Four	Four
	Five +	Five +	Five +
Bathrooms	One	One	One
	Two	Two	Two
	Three +	Three +	Three +

	HOME # 1	HOME # 2	HOME # 3
Heating system	Gas	Gas	Gas
	Oil	Oil	Oil
	Electric	Electric	Electric
	Wood	Wood	Wood
Age of system			
Air conditioning	Yes (central air)	Yes (central air)	Yes (central air)
	Yes (window)	Yes (window)	Yes (window)
	No	No	No
Age of A/C system			
Bathroom in primary	Yes	Yes	Yes
bedroom	No	No	No
Bathroom on ground floor	Yes	Yes	Yes
	No	No	No
Eat-in kitchen	Yes	Yes	Yes
	No	No	No
Separate dining room	Yes No	Yes No	Yes No
Family room	Yes	Yes	Yes
	No	No	No
Basement	Finished	Finished	Finished
	Unfinished	Unfinished	Unfinished
Fireplace or woodstove	Yes	Yes	Yes
	No	No	No
Office/Hobby room	Yes	Yes	Yes
	No	No	No
Basement storage area or workshop space	Yes	Yes	Yes
	No	No	No
Deck/patio	Yes	Yes	Yes
	No	No	No
Private driveway	Yes	Yes	Yes
	No	No	No
Garage or carport	Garage	Garage	Garage
	Carport	Carport	Carport
	Neither	Neither	Neither
Garage/carport	Yes	Yes	Yes
attached to house	No	No	No
Security system	Yes	Yes	Yes
	No	No	No



	HOME # 1	HOME # 2	HOME # 3
Accessible for seniors/those with disability	Yes No	Yes No	Yes No
Neighborhood	Fair Good Excellent	Fair Good Excellent	Fair Good Excellent
Quiet street	Yes No	Yes No	Yes No
Proximity to key places and services	Your work: Spouses work: Schools: Public trans: Public trans: Parks/Rec: Parks/Rec: Parks/Rec: Restaurants: Restaurants: Church: Police/Fire: Dr./Dentist Hospital: Washer & Dryer Fridge & Stove Window treatments Other:	Your work: Spouses work: Schools: Public trans: Parks/Rec: Restaurants: Restaurants: Church: Police/Fire: Dr./Dentist Hospital: Washer & Dryer Fridge & Stove Window treatments Other:	Your work: Spouses work: Schools: Public trans: Parks/Rec: Restaurants: Church: Police/Fire: Dr./Dentist Hospital: Washer & Dryer Fridge & Stove Window treatments Other:
Necessary repairs or renovations in the short and long term	Immediate: Cost estimate: In 1-5 years: Cost estimate: In 5-10 years:	Immediate: Cost estimate: In 1-5 years: Cost estimate: In 5-10 years:	Immediate: Cost estimate: In 1-5 years: Cost estimate: In 5-10 years:
	Cost estimate:	Cost estimate:	Cost estimate:

## Step 5: CHANGE OF ADDRESS CHECKLIST

Ensure you inform all the necessary people about your new address.

Personal Contacts	Healthcare professionals
Relatives	Doctor
Friends	Dentist
Employer(s)	Veterinarian
Schools/colleges/universities/daycares	
Landlord (if necessary)	
Clubs, associations, charities	
Services and creditors	Government services
Phone/cable/internet company	Driver's License
Electricity/hydro	🗌 Health card
Natural gas	Vehicle registration
Heating fuel company	Post office
Financial institution	IRS/CRA
Credit card company	Pension Plan
Insurance companies and brokers	
Lawyer or notary	
Subscriptions - newspapers, magazines, etc	



### **HOME MAINTENANCE CALENDAR**

Use this checklist as a guide for simple maintenance tasks and repairs you can do throughout the year.

### January and February

- Clean or replace your furnace filter
- Ensure outside plumbing is off & wrapped
- Make sure that all air intakes, exhausts and meters are clear of snow/debris
- Check weather proofing around windows & doors
- Clean your oven range hood filter
- Replace your fridge filter
- Perimeter walk your basement, checking for any leaks/water

### March and April

- Clean or replace your furnace filter
- Clean your humidifier and turn it off
- Check the sump pump (if you have one)
- Check the gutters and downspouts and clean them if needed
- Inspect your air conditioner and service it if needed
- Inspect your basement or crawl space for signs of water damage
- Open the vents to outdoor crawlspaces
- Make sure the ground in your yard slopes away from the foundation wall

### May and June

- Open the hose connection outside
- Clean the windows, screens and hardware and install screens
- Check that all air intakes and exhausts are clear of debris
- Clean your oven range hood filter
- Inspect for animal invasions, looking at vents & crawl spaces/attics
- Start spring landscaping in your yard

### July and August

- Use a dehumidifier if your basement is damp
- Clean the filter in the air handling unit if you have central air conditioning
- Check all exterior finishes and wood for deterioration
- Check the caulking and weather-stripping around windows and the door to your garage
- Check the drainage trap in your basement floor and fill it with water if needed
- Have your furnace or heating system serviced

### September and October

- Check and clean your fireplace and chimney if needed
- Clean your oven range hood filter
- Clean behind your fridge
- Clear leaves from the eavestroughs
- Check your roof for signs of wear or damage
- Close the outside hose connection
- Close your windows and skylights
- Inspect & repaid your back up generator (if you have one)
- Prepare your outdoor plants and trees for winter

#### November and December

- Check your furnace and clean or replace the filter
- Clean your dryer duct & check for any openings for animals/pests
- Clean your humidifier and turn it on (if needed)
- Check your exhaust fans
- Make sure your gas valve is clear
- Test your space heating system
- Close the vents to crawl spaces

### Once a year

- Dust or vacuum your electric baseboards
- Vacuum the ducts behind your warm-air and return-air grilles
- Test the plumbing shut-off valves to make sure they're working
- Test the pressure relief valve on the hot water tank and drain water from the tank
- Check all your smoke alarms, fire escape routes, fire extinguishers and window and door locks
- Check and oil the door hinges if needed
- Lubricate the garage door motor, chain, etc.
- Check your attic for signs of moisture in the summer or fall

#### Every two to five years

- Check and repair any cracks in your driveway
- Check and repair the chimney cap and the caulking between the cap and the chimney
- Refinish all wood surfaces including the window frames and doors
- Check the septic system and clean it if needed (usually about once every three years)





Hello there! I'm Ron Cahalan, your friendly neighborhood Mortgage Lender (and the brains behind this handy budget booklet). Here's what I believe: You hold the keys to your destiny, especially when it comes to finances and homeownership. That's why I crafted this workbook - to give you the power and know-how to align your budget with your dreams. It's all about being prepared and empowered to take the next step for you and your family.

So, what's next on your journey?

Whenever you feel ready, just give me a shout. We can have a chat or a Zoom call to dive into your any questions you may have and even discuss your budget. We'll explore the mortgage options that best fit your current and future needs and sketch out a roadmap to help you reach your goals.

Welcome to the thrilling adventure of Home Ownership! By taking charge today, you're making an excellent choice for your future. Let's make your home ownership dreams a reality, together.



### **RON CAHALAN**



NMLS#224041 | AZ MLO 1001394

ron.cahalan@wvmb.com

480-204-1812 Cell

https://roncahalan.com https://wvmb.com/team/ron-cahalan

Wallick & Volk, Inc. NMLS #2973 | AZ BK 0018295 | This is not a commitment to lend or extend credit. Must meet credit and program guidelines. Information subject to change without notice.



