

# LIVING & LENDING

*Your monthly key to smart living and lending*



May has a way of making everything feel possible. The days are longer, the world is coming back to life, and for many people, the plans that have been quietly forming all winter are finally ready to move forward — including the dream of a new home.

This month we are pulling back the curtain on the mortgage application process — walking you through the five steps from options to closing, and answering one of the most common questions we hear: why does my broker need all of this documentation?

The answer might surprise you.

We are also stepping outside this month — Spring on the prairies is hard-won, and when it finally arrives, we have a lot to say about it.

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**M MORTGAGE ARCHITECTS®**

Karen Reimer, Mortgage Broker  
Brokerage# 316728 / Broker# 315749

# 5 Easy Steps to Getting a Mortgage



*We have a simple 5-step program to guide you through your mortgage application and the approval process. As your mortgage broker, I will work with you to assure the financing goes off without a hitch!*

**1. OPTIONS:** As a mortgage broker, I have access to over 50 lenders and can arrange the right mortgage solution for your needs. Upon our initial consultation I will provide you with the following services to help you obtain mortgage financing:

- Overview of mortgage options customized to your needs
- A completed mortgage application

**2. DOCUMENTATION:** With your mortgage application, the lender requires brokers to collect and submit the following information: your credit report, agreement of purchase and sale (or estimated mortgage amount if you are refinancing), proof of income/employment, down payment amount, identification and solicitor information to the lender (be prepared to gather and send this documentation).

**3. SUBMISSION:** I will submit your application to a lender(s) that best meet your needs. With access to dozens of lending institutions from major banks, credit unions, trusts, private lenders (and more!), I can put my negotiating power to work for you.

**4. APPROVAL:** The lender will issue an approval that will require your signature. Your approval documents will include payment details, mortgage terms and privileges, pre-funding conditions (if they apply). If your closing is more than 30-days away we will hold your approval and continue to monitor the market, within 4 weeks of closing we will contact you to finalize your approval documentation.

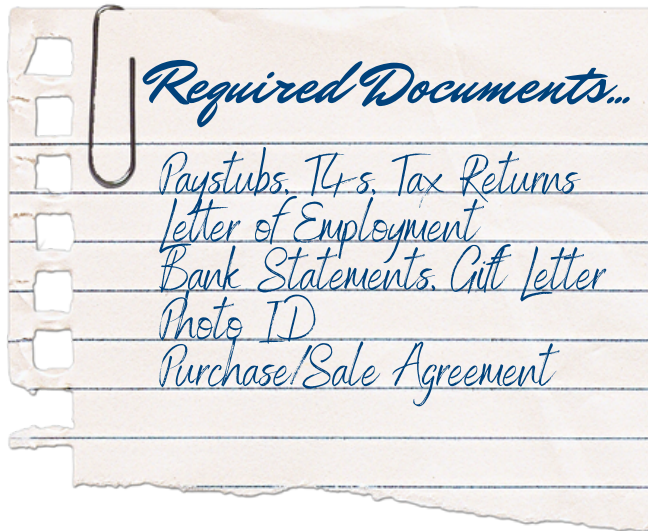
**5. CLOSING:** After signing and submitting all your supporting documentation, the lender will review and approve the final documents and send their instruction package to your lawyer. At this time you can meet with your lawyer to provide identification and signatures and review your final closing costs. On closing day, your mortgage funds are transferred to your lawyer.

Thank you for choosing me as your mortgage broker! Once your mortgage is closed, I will continue to provide helpful information to guide you through homeownership and various market conditions. You can also contact me to navigate your mortgage options, finance renovations, purchase investment properties, or finance a debt consolidation in the future.

It has been a pleasure helping you and I look forward to keeping in touch.

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# Why Does My Mortgage Broker Need All of This?



If you've ever started the mortgage process and found yourself wondering why we need so much paperwork, you're not alone. It's one of the most common questions we hear – and it's a fair one. The truth is, every document we ask for is telling a specific part of your financial story. Lenders aren't collecting paperwork for the sake of it – they're building a complete picture of who you are as a borrower, and each piece plays a role in that picture. Here's what each one is actually saying.

## **Your Income Documents – Pay Stubs, T4s, and Tax Returns**

Your income documents answer the most fundamental question a lender has: can this person afford the mortgage they're applying for? Recent pay stubs confirm what you're earning right now, while T4s and tax returns show consistency over time. Lenders aren't just looking at your current number – they want to see that your income is stable and reliable. If you're self-employed, tax returns carry even more weight, as they become the primary way to verify what your business is actually generating after expenses.

## **Your Letter of Employment**

A letter of employment confirms that your income isn't just a snapshot – it's ongoing. Lenders want to know that you're actively employed, in what capacity, and whether your position is permanent, contract, or probationary. Each of those details matters because they speak to the security of the income stream that will be servicing your mortgage for years to come.

## **Your Down Payment – Bank Statements and Gift Letter(s)**

This one surprises people more than any other. Lenders need to verify not just that you have the down payment, but where it came from. Bank statements provide a paper trail that confirms the funds are genuinely yours and have been in your account long enough to be considered stable. If any portion of your down payment is coming from a family member, a gift letter is required to confirm that it is in fact a gift – not a loan – because an undisclosed loan would change your overall debt picture significantly.

## Your Photo ID

This one is straightforward but non-negotiable. Confirming your identity protects everyone involved – you, the lender, and the integrity of the transaction. It also ensures that the person signing the mortgage documents is the same person whose financial information is on file.

## Your Agreement of Purchase and Sale

Once you have an accepted offer on a property, this document becomes central to your file. It tells the lender exactly what you're buying, for how much, and under what conditions. The purchase price, closing date, and any conditions attached to the sale all factor into how the lender structures and finalizes your approval.

## The Bigger Picture

When all of these pieces come together in one complete, consistent file, the process moves efficiently and with far less back-and-forth. Gaps or inconsistencies – even unintentional ones – slow things down and can create complications at the worst possible moment. The five steps to getting a mortgage really can be straightforward – and documentation is a big part of what makes them that way. The more prepared your file is walking in, the smoother every step that follows tends to be.

### What Your Documents Are Really Saying

<b>Paystubs</b>	➔	Year-to-date earnings and current rate of pay
<b>T4(s)</b>	➔	Previous year(s) employment income as reported
<b>Tax Return(s)</b>	➔	Full income picture including any additional sources claimed
<b>Letter of Employment</b>	➔	Employer confirmation of position, status, and length of employment
<b>Bank Statements</b>	➔	Proof of down payment funds and financial stability over time
<b>Gift Letter(s)</b>	➔	Confirms gifted funds are not a loan affecting your debt load
<b>Photo ID</b>	➔	Verifies the identity of the person on the application
<b>Agreement of Purchase/Sale</b>	➔	Confirms property details, purchase price, and closing timeline

# LIVING WELL BEYOND THE DESK

## *A Hard-Won Spring*

There is a particular moment that arrives every May — not on any specific date, and rarely announced. It shows up quietly, somewhere between the last frost warning and the first evening warm enough to sit outside without a jacket. You step out the door one morning and something has shifted. The air smells different. The light stays longer. And without quite deciding to, you exhale.

May is a threshold month. It doesn't belong fully to spring, and it hasn't committed to summer yet. It lives in that in-between space that somehow manages to feel more alive than either season on its own. The world is waking up in real time — you can almost watch it happen. Lawns greening overnight, trees filling in, the first brave flowers pushing through ground that looked completely indifferent just weeks ago.

There is something quietly energizing about this time of year that is hard to manufacture in any other season. The to-do list that felt heavy all winter suddenly feels like possibility. The garage gets cleaned out. The deck furniture comes up from the basement. The camping gear gets inspected, reorganized, and pronounced ready — even if the first trip is still weeks away. It isn't really about the tasks. It's about the feeling underneath them — that the world has opened back up and there is somewhere to go again.

For those of us on the prairies, May carries an extra weight of anticipation. Our winters are long and our springs are hard-won. When warmth finally arrives and decides to stay, we don't take it lightly. We get outside. We plant things. We make plans. We fire up the grill before it is probably wise to do so, and we eat outside in jackets if we have to, because inside is simply no longer where we want to be.



There is one member of the household who never needs convincing that the season has changed. The dog knows. Ours certainly do. The moment the back door opens onto warm air and green grass, something ancient and instinctive kicks in – they are outside, they are in the sun, and they are not coming back in. Not for anything. You can call their name, rattle the treat bag, and stand in the doorway with your best authoritative voice, and they will simply look at you from their chosen sunny patch with the calm, unhurried confidence of someone who has made their decision and is very comfortable with it. Honestly, they might be onto something. After a long prairie winter, the right response to a warm May afternoon probably is exactly that – find your sunny spot, settle in, and refuse to be rushed.



***ODIE & LUCY - ALREADY EXPERTS OF THE "MAY EXHALE"***



*Whatever May looks like for you this year – whether it's a camping trip, a garden, a long weekend with people you love, or simply the first quiet morning on your own front step with a coffee and nowhere to be – we hope it feels like exactly what it is. A beginning.*

# KID'S CORNER: COLOR & SHARE

Text Karen a photo at 306-221-7493 & we will feature it on Facebook!

**Name:**

**Age:**



[www.KarenReimer.org](http://www.KarenReimer.org)

# YOUR VOICE MATTERS

*I love hearing from you! Whether you have questions about mortgages, homeownership, or the market - or you've got a pre-approval story that could help someone else - reach out anytime. Your voice matters here.*



## **Submit Your Questions**

Got a question you've been pondering?  
Text or email me anytime! I love hearing from you, and your questions often inspire great topics for upcoming newsletters.



## **Share Your Story**

Recently gone through the mortgage pre-approval process? I'd love to hear about your experience! Text or email me anytime - your insights could help others navigating the same journey, and might inspire content in future newsletters.



## **Contact Me**

Email: [broker@karenreimer.org](mailto:broker@karenreimer.org)  
Phone: (306) 221-7493  
Website: [www.karenreimer.org](http://www.karenreimer.org)

*With useful tools and calculators to help you determine your affordability, monthly mortgage payments, closing costs and more, my app has everything you need at your fingertips. Click [here](#) to download the app or visit our website.*

## **MY MORTGAGE PLANNER**

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