

John J Fraser REALTOR®

Buyer's Guide
MaxWell
JFSELLS.COM



Challenge Realty



MaxWell



Challenge Realty
Where Real Estate Happens™

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MaxWell Challenge Realty

8 STEPS to finding the right home

- Step 1** Decide Where and What to Buy
- Step 2** Getting Pre-Approved for a Mortgage
- Step 3** Choosing the Right REALTOR®
- Step 4** Becoming an Educated Buyer
- Step 5** Making an Educated Offer
- Step 6** Conditions, home inspections and waivers
- Step 7** Preparing to Move
- Step 8** Move in – Enjoy!

More:

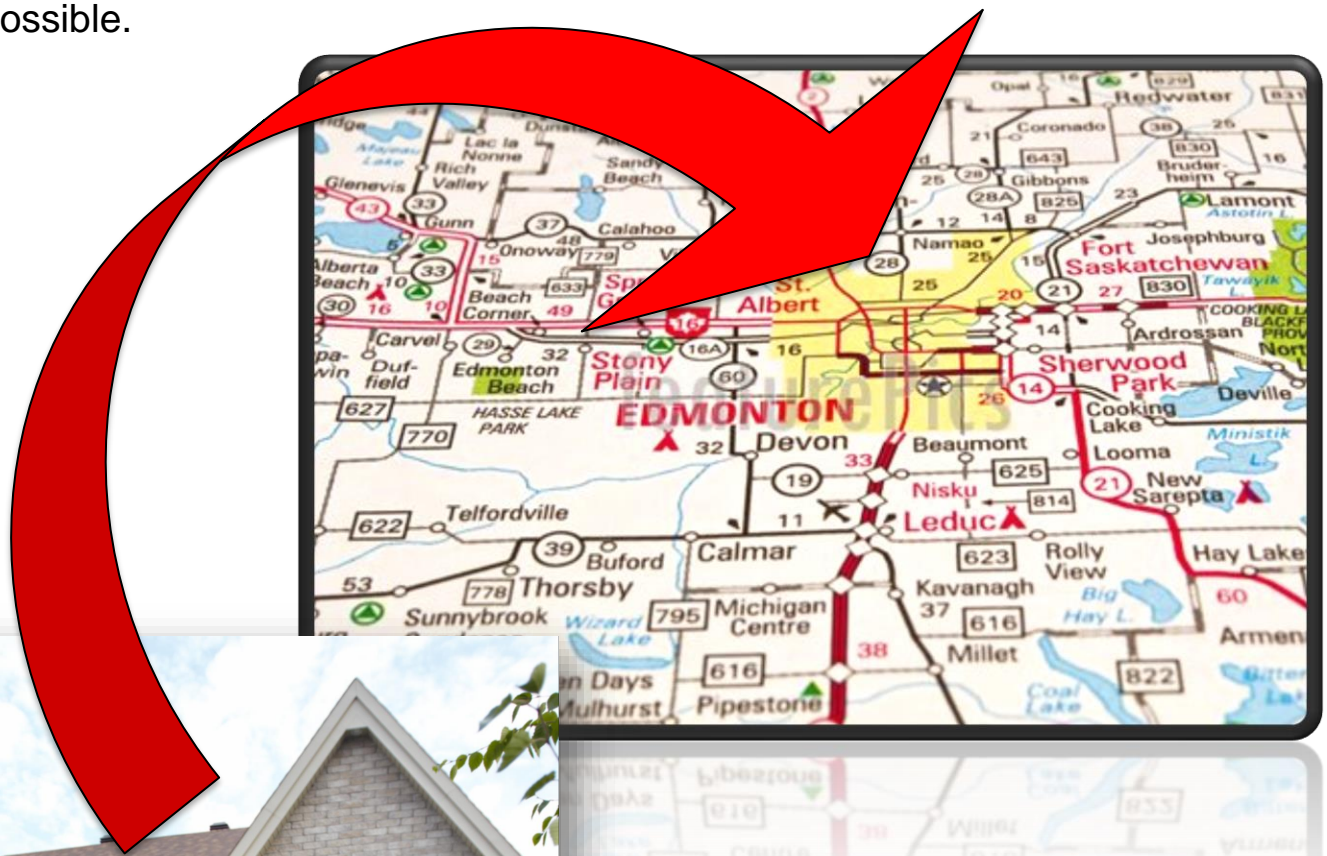
- Costs
- Tips
- Moving Guide
- Related Documents List



1 Deciding Where & What to Buy

Congratulations on taking this first step toward buying a home. Pride of home ownership is indeed one of life's greatest joys and biggest accomplishments. It is an exciting time and my hope is that this guide will bring clarity and peace of mind during your home buying journey.

Let's get started! The first step is deciding where you want to live, what type of home you are looking for and what features are "must have's" or "would be nice to have's" in a home. Invariably, there will be tradeoffs, but rest assured I am here to help sort through the options to find you the best house, at the best price and with as many of your wants and needs as possible.



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Key Questions To Help Get Started

- What type of home are you looking for? Single family, semi-detached? What style of home is best for you? Bungalow, split level, two storey, duplex?
- What about the age of the home?
- How many bedrooms and bathrooms do you need?
- What are you looking for in a kitchen? family room? Do you want a separate dining room? What is your preferred layout?
- What are your high priority features? Appliances? En-suite? Fireplace?
- What other types of rooms do you need? Main floor laundry room? Home office?
- What about storage space? Basement? Lockers?
- Do you need a garage or extra parking spaces?
- Is energy efficiency important? Newer windows or a high-efficiency furnace?
- How is your daily commute? How easy is it to get to the places you need to go?
- How close do you need to be to transit, shopping, schools, hospitals?
- Are there any important location factors? Backing on to parks, road traffic?
- What size of yard are you looking for? Is the backyard important? Or is a side yard okay?
- What about the front yard?
- What other landscaping features are important? A fenced yard, play areas, pool, gardens?
- Is it important what direction the house faces?
- Who are you sharing this home with and what are their needs? For example, pets might need a fenced yard or extended family wants a separate entrance.
- How much do you want to invest beyond the purchase price of the home in terms of financial or sweat equity, if you can't find all the features that you want?
- How long do you plan to live here? That can impact the type of home, the location and how much you will spend.



2 Getting Pre-Approved for a Mortgage

The mortgage industry is a highly competitive field and it is important to understand that interest rates can change at any time. Partnering with a mortgage broker or financial institution to help you find the right mortgage product at the best rate is key to your home buying process.

5 Easy Steps to Get You Pre-Approved For a Mortgage

1. Talk with a mortgage specialist. There are hundreds of options to choose from when it comes to lenders. Independent mortgage brokers tend to offer the most options because they do not just work with one bank. However, if you have a good relationship with your bank or financial institution, contact them as your first step towards finding the right mortgage for you. But be sure to compare rates.
2. Complete and submit your application with the mortgage broker. They will collect your financial and personal information in order to find out how much mortgage you can carry.
3. Gather all the necessary documents. The mortgage broker will give you a list of documents that the banks/lenders need to finalize the mortgage.
4. Verification of your details. They will do their checks and balances to make sure that you are not getting in over your head.
5. Obtain a copy of your pre-approval. This is a powerful negotiating tool. The seller of your dream home will feel more confident that you are the right person.

Having that Pre-Approval Documentation Can Offer You Several Benefits

- Save you time by only looking at properties that you can afford.
- Save you money. Rate guarantees and mortgage terms can save you money for years to come.
- Less stress throughout the process. You will know that you are ready and capable of buying a home.
- Get a better deal on the home that you want. Sellers like to know that buyers already have financing in place.



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3 Choosing the Right REALTOR®

First, it's important that you understand whose interests REALTORS® are legally bound to serve in a real estate transaction.

The Listing Agent

Is under contract with and acting in the best interest of the **seller** to market and sell their property for the best possible price. Working with a listing agent means that they can:

- Arrange a showing of the property.
- Assist with financing the property.
- Provide details about the property.
- Explain all the forms and agreements related to buying the property.

Your Personal BUYER's REALTOR®

When you engage the services of your own personal agent—someone who is under contract to work **solely in your best interest**—you get all of the same services listed above plus your personal Realtor® provides:

- Confidential assistance that addresses your needs first.
- Honest, loyal and diligent care, free from any conflicts of interest.
- Access to all listings including MLS, bank-owned properties, distress and estate sales, even homes that were previously on the market where the seller might still be interested in selling.
- Expert advice on useful clauses such as home inspections and financing to protect you fully.
- Expert negotiation of the offer to purchase, to achieve the best possible price and terms.
- Expert advice on market value, inclusions, location, as well as help you decide when you should walk away.
- Discovery and disclosure of all information about the property including liens, warranties, disclosures, seller's purchase price, and market and planning activity in the area.

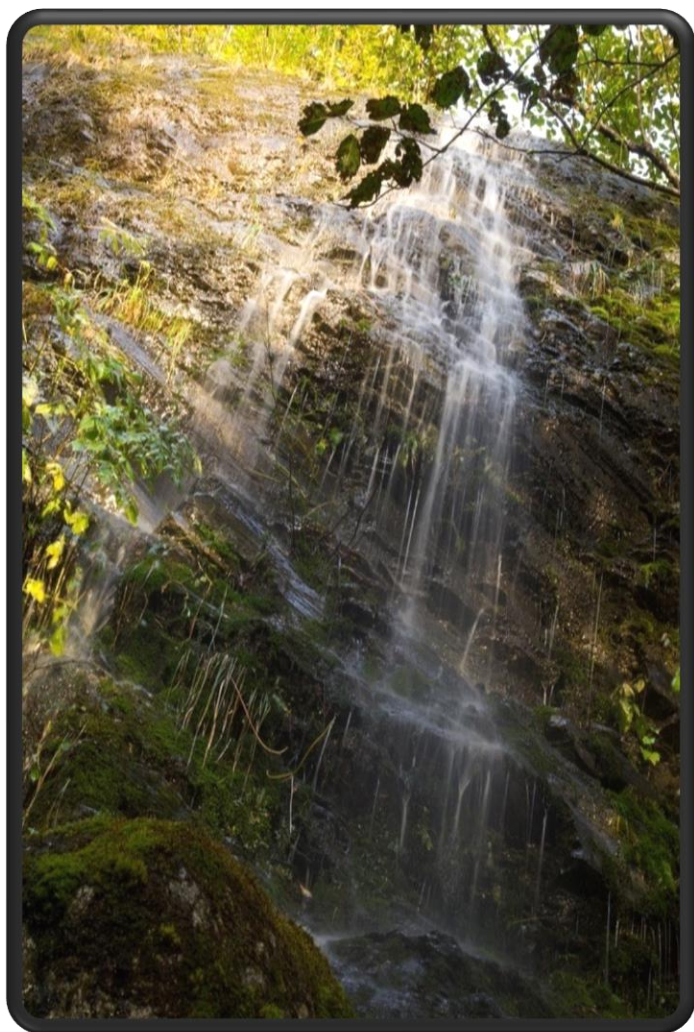
As your Personal REALTOR®, my job is to ensure you are well educated in all aspects of your home buying process.



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Your Buyer Realtor Should:

- Provide market data & consultation, guidance & explanation of purchase process;
- Obtain land title, tax & utility information (as applicable);
- Review, explain & sign related contracts, disclosures & documents; Set up viewings;
- Provide any additional information prudent to target listings;
- Prepare all documentation for any "offer to purchase";
- Assist & consult on all negotiations on offers / counters;
- Co-ordinate inspections & appraisals with all parties;
- Forward all documentation to lenders, manage deposits,
- Provide conveyancing & trust accounting;
- Manage condition removals & extensions;
- Send all documentation to (buyer's) Lawyer;
- Manage closing process & key release.



About me



My buyers know...

The current fair market value of the home that they want to purchase so they do not overpay.

Everything available on the market now within their criteria, as well as what is potentially coming to market soon, so they can compare.

They receive the most relevant and up-to-date market information available.

When they have found a great home at a great price.

They get the best financing options: rates and terms.

How comforting it feels to know we have their interests protected.

They are in a strong negotiating position with us in their corner.

How wonderful it feels to have a stress-free and enjoyable home buying experience!

When you choose me as your personal REALTOR[®], you are choosing:

A trusted professional REALTOR[®] dedicated to serving your personal real estate needs first and foremost.

An agent who wants 80% of his business coming from happy homeowners who can't wait to tell their friends about their extraordinary home buying experience.

A wealth of knowledge and expertise in your market area with over 10 years of relevant experience.

Highly-skilled negotiator working on your behalf with over 20 years experience negotiating contracts and service agreements with \$ values into the millions

A representative whose primary goal is to help you find the right home, at the right price, with little to no stress or inconvenience to you.



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My Services...

I Offer:

Fast, Dedicated & Professional Results

With the Utmost in Customized Services to help meet & exceed your Real Estate needs

Complimentary Services & Educational Information

Sessions for First-Time Buyer's, Buying / Selling your Home, Residential Property Investment / Income Property Sales / Purchases / Assessments

Executive Level Home Sale & Search Experiences

25 + years Proven Credibility Leading Business Professionals & Management teams; Working for & Serving individuals & industry leaders in tandem to private entrepreneurial experience inclusive of real estate trades, negotiations, renovations & revenue properties

Understand What Sells & Why:

My Ultimate Goal is to Consult & Support your Interests in Real Estate

Demystify the Complexities of Revenue & Investment Properties, Infills & Renos;

Learn Assessment & Forecasting Systems to Calculate Potential Upside & Define Clear Targets & Negotiating Strategies;

I will tailor and provide actual data based on your goals and criteria;

From Renovation & Infill Gross Margins, to Turn Times & Days on Market; Projections on Return on Investment, Finances & Income,

The Right REALTOR Can Play a Strategic Role in Your Success. We will work together to create information & derive insights to support your decision making

This isn't just talk; See Examples of how I do that at <https://www.johnjfraser.com/why-john/the-right-realtor-strategic-role-in-your-success/>

Learn about Maxwell and why I choose them as my home to support my clients at: <https://1drv.ms/b/s!AvO8GDZ9IXp1IzLdXbSdhHi4-Mvb> & at: <http://www.maxwellrealty.ca/about.php>



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My Team at Maxwell Challenge Realty

Professional Support for All Aspects of Your Needs



Gary Zimmel Broker – Owner

3 decades of success; Expert Understanding of Client/Customer - REALTOR® Be it Brian Buffini, Richard Robbins, or so many other proven world class Real Estate Performance Models as well as the highly acclaimed Ninja Selling System, Gary's level of knowledge & service is unmatched. Focused on the success of our clients; ensuring buyers & sellers the right home at the right price; As a savvy seasoned leader, Gary's attention to detail & ability to mentor REALTORS® creates a win-win environment where even the most complex requirements & expectations are exceeded.

We are Here to Support You:

With a full suite of Services & Experts to cover all your needs: Mortgage Brokers, Home Inspectors, Valuations & CMA's; Builders / New Home Construction, Renovators & Designers; Trades & Remediation, Drainage, Grading, Plumbing, Electrical, Roofing, Windows, Building Codes, Secondary Suites... All Home Systems & Infrastructure! Note:

Our complete network includes many vendor discounts for Clients!



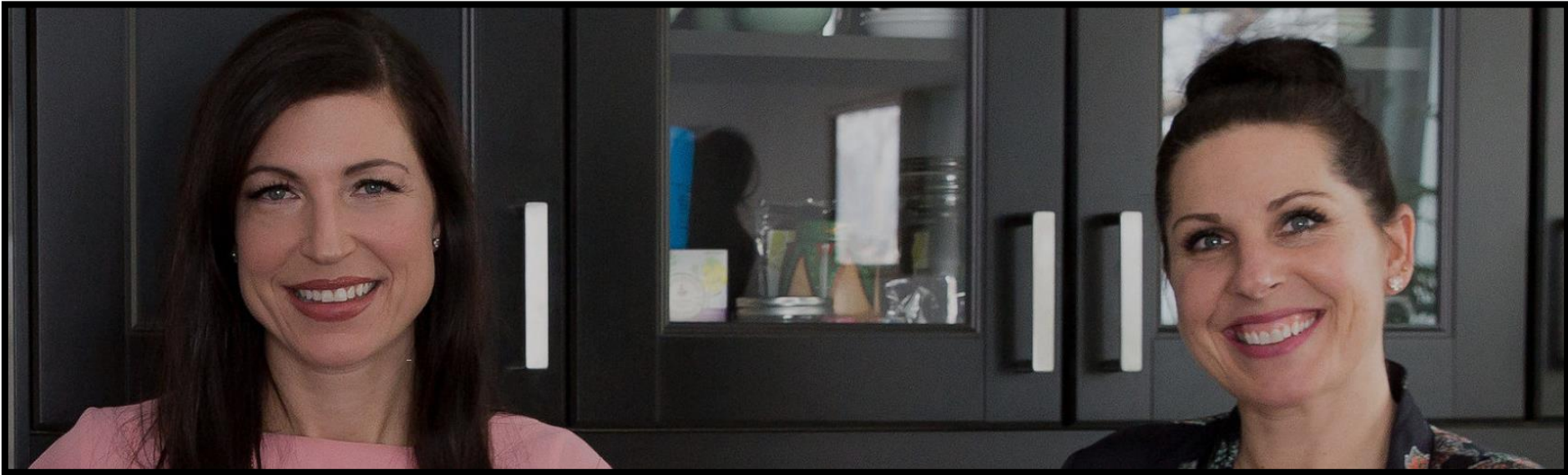
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Expertise: Mortgage Brokers



Getting the best rate is the easy part, but to consider your unique mortgage needs- that takes asking the right questions and matching you with the right financial product that can potentially save you thousands over the lifetime of your residential or commercial mortgage.

See more at: www.mortgagesisterswest.ca



Sean Rampersaud Edmonton

Sean and Radika Rampersaud are a family team of mortgage brokers. They specialize on helping their clients to get the lowest mortgage rates in Canada by leveraging high volume and multiple lenders.

"We want to help our clients not only to get the best rates, but also to make the home buying process easier."



Radika Rampersaud

See more at: <https://lendramp.com>

Call John any time to discuss next steps or get more information on reputable lenders with offerings tailored to meet your needs and goals!



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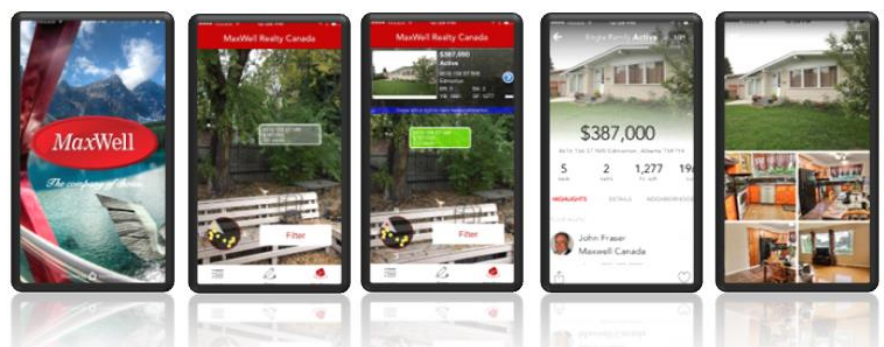
4 Becoming an Educated Buyer

My Home Buyer Service Program

My exclusive **Home Buyer Service Program** will empower you with key market information and every possible advantage to ensure you become an educated buyer. Educated buyers are able to make informed decisions creating a stress free and enjoyable home buying process.

Here's what you can expect from me when you enroll in my program:

- Absolutely no fees or costs to you as my buyer.
- Access to property listings from a variety of advanced property search programs.
- Access to a database of expired listings that may reconsider selling.
- Proactive prospecting in your desired area to locate potential sellers with homes that match your criteria, that are not actively for sale on the market now but may be considering selling.
- Support with "For Sale By Owner" homes that match your criteria.
- Up-to-the-minute access to the best deals on the market, including brand new MLS listings, newly price reduced properties, current bank power of sales, new home options, private sales and deals under contract that have fallen through.
- The most current real estate market information that may impact your buying decision, including mortgage changes, statistical sales data on median house prices, sales and months of inventory, local area market changes, trends and much more.
- ***The most accurate, up-to-date MLS Search App: Augmented reality, large photos, advanced search filters & more. Try it live now, download it here:***
<http://app.maxwellrealty.ca/rKnB> Or Text JFSELLS to 5874140147
- **We Support Buyer's** needs with advanced tools for search & review of all available inventory on MLS / Realtor.ca with direct access to your REALTOR® across multiple channels & mediums



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My Home Buyer Process keeps you informed every step of the way.

1. After our initial fact gathering meeting, I enter a detailed summary of your wants and needs for a home into my database and a variety of property search programs. This information is instantly shared with our entire team at **Maxwell Challenge Realty**, other agents and potential sellers to begin the property match process.
2. I won't bombard your email with information that is not relevant to you. I will provide regular update emails on all the homes that are new to the market or have had a recent price change and that match a broadened scope of what you are looking for.
3. As market area specialists with a pulse on local and national real estate market trends and changes, we also ensure you are kept informed of all relevant industry changes that may impact your buying decision, including price trends and mortgage rates.
4. I personally inspect all the potential properties in the area and take in several listings ourselves. This hot new listing information is passed on to my clients first.
5. You get all the information about every property – the same information only I, as a REALTOR®, have access to.
6. When you find a home that peaks your interest, simply contact me and I will arrange a convenient time to view.

Remember, when selecting what homes to view...

- Choose different styles and types of home that meet your needs.
- Drive by the home and area for your first impression.
- Select a maximum of 5 homes to visit in one day (3 to 4 is best).
- Schedule time after the showings to sit down and discuss the homes' merits.



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5 Making an Educated Offer

The ongoing communication and education you will receive will empower you to get the best possible deal on the home that you desire.

You've found the one. Fantastic! Here's what happens next:

1. I will conduct a detailed CMA (Comprehensive Market Analysis) complete with comparable active and expired listings, recently sold and historical data relevant to determining the market value of the home. This will empower you to make an informed decision.
2. I will prepare an offer that protects you, follows your instructions and matches your schedule and needs.
3. I will explain the details of the offer, the terms and suggest options for specialty clauses ensuring you know exactly what you are agreeing to.
4. I will present and negotiate the offer on your behalf to get you the home that you want at the price and terms you want.

What happens after this:

- The seller may accept your offer – congratulations!
- The seller may reject your offer – not common, but it can happen and I would endeavor to find out why.
- The seller may counter sign, changing the terms of the offer and present the offer to back to you.
- Our negotiations continue to reach agreeable terms between the seller and yourself, or until I know an agreement cannot be reached and it is time to walk away.



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6 Conditions, Home Inspections and Waivers

The offer has been accepted. Now we need to satisfy the conditions.

This usually involves performing a home inspection, getting the rest of your personal information and the property information to your mortgage broker or bank, and arranging for the other information that might be necessary, like surveys, water tests and condominium documents. I will help you make the necessary arrangements to ensure that the entire process runs smoothly before the deadline.

Next, you will need to add some people to your team.

Finding a Home Inspector



Home inspections allow you to scrutinize the details of the home and save you from some unpleasant surprises. I would be happy to recommend a reputable home inspector, however, when making your decision....

- Ensure that the home inspector is a qualified professional. Being a member of an Association can reassure you are getting an experienced, knowledgeable professional.
- Ensure the home inspector checks for visible issues with plumbing, electrical systems, the roof, insulation, walls, ceilings, floors and windows, and the condition of the foundation. They can also check that included chattels, like furnaces and air conditioners, are in working order.
- Ensure your home inspector gives you an up close and personal look at your new home. It takes about 3 hours to go through all the systems, and if there are any problems, you will see them with your own eyes. They will also give you maintenance tips and easy fix-ups, if necessary.
- Ensure that in the end, you receive a detailed report that summarizes the condition of your home.

Choosing Your Lawyer

Lawyers are an invaluable member of your team whose job is to ensure that you get what you are paying for and in accordance with the terms of your agreement of purchase. Your lawyer will ensure:

- There is nothing on title that is not supposed to be there.
- The property taxes, utilities and condo fees, if applicable, are up to date.
- You have all the information that you need about your new home.
- Your mortgage lender is satisfied and that your mortgage is secured on property title as required by your mortgage agreement.
- You know exactly how much money you will need in order complete the transaction on closing day.
- They also ensure that the seller gets paid the purchase price.



7 Preparing to Move

Typically you will have anywhere from 30 to 90 days to get everything ready for your home.

It could be shorter or longer, depending on what you need and have agreed upon with the seller. The closing date is usually the same as your move-in date.

It is a good idea to get things organized well in advance of the closing date to reduce the stress of the move.

- **Lawyers:** I will send your lawyer the information about your purchase. You will need to provide the lawyer with some additional information: insurance, down payment information, fee payments, adjustment payments and possibly other signed documents that they ask you for. You will meet with the lawyer about a week before the closing to finalize everything.
- **Down Payment and Closing Costs:** Make the necessary arrangements to have the funds available when the lawyer asks for it. Liquidating some assets can require some additional time.
- **Movers:** Whether you are using professional movers, renting a truck or getting a bunch of friends together, plan and organize it early.
- **Insurance:** The lawyers will need a copy of your home insurance before closing so that the financial institution will release the money to them. Call your insurance broker with the listing information. They might also want to know the age of the house, the condition of the roof, furnace, electrical system, as well as other general information.
- **Change of Address:** It's time to start giving out your new address to everyone. Use my checklist to make sure you have everyone covered.
- **Utilities:** It is important that you call the local utilities to get their services changed into your name. These include phone, internet, television, gas, electricity, water, and any rental agreements. Remember, too, to cancel the services at your old address.



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Step 8: Move In and Enjoy!



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Common Closing Costs for Buyers

Funds to cover your down payment and closing costs will most likely have to be in the form of a bank draft or wire transfer to your lawyer's trust account. Your lawyer will detail the exact amounts required for:

- Balance of down payment after initial deposit with offer.
- Mortgage Loan Administration and/or Appraisal Fees, if applicable.
- Points, or loan discount fees, you pay to receive a lower interest rate, if applicable.
- Legal fees and associate disbursements (couriers, copies etc.).
- Pro-rated amounts for your share of any prepaid costs, such as utility bills and Property Taxes
- Mortgage insurance premiums if applicable (CMHC).
- Land Transfer Tax and Title Registration Fees.
- Title insurance policy premiums.
- Survey expense if applicable.
- Credit report fees.



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Tips For Packing Like a Pro

1. Develop a master “to do” list so you won’t forget something critical.
2. Purge! Get rid of things you no longer want or need. Have a garage sale, donate to a charity, or recycle.
3. Before throwing something out remember to ask yourself how frequently you use an item and how you would feel if you no longer had it.
4. Pack like items together. Put toys with toys, kitchen utensils with kitchen utensils.
5. Decide what, if anything, you plan to move yourself. Precious items, such as family photos, valuable breakables, or must-haves during the move, should probably stay with you.
6. Use the right box for the item. Loose items encourage breakage.
7. Put heavy items in small boxes so they are easier to lift. Keep weight under 50 lbs. if possible.
8. Do not over-pack boxes and increase the chances they will break.
9. Wrap every fragile item separately and pad the bottom and sides of boxes.
10. Label every box on all sides. You never know how they will be stacked and you do not want to have to move other boxes aside to find out what is there.
11. Use color-coded labels to indicate which room each item should go in. Color-code a floor plan for your new house to help movers.
12. Keep your moving documents together, including phone numbers, driver’s name and van number. Also keep your address book handy.
13. Back up your computer files before moving your computer.
14. Inspect each box and all furniture for damage as soon as it arrives. Remember, most movers won’t take plants.



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Is Moving Manageable?

It Can be!

For most, moving ranks among our least preferable activities. The work involved is well worth the effort. With some advance planning, you can make your move more manageable.

It is never too early to start planning .

The more time you spend organizing, the less stress to carry on the day, and for months after. As the weeks roll by, and you get closer to moving day, the following checklist will go a long way to reliving some of your anxiety.

8 to 12 weeks before:

- If hiring a mover, call around for estimates. Rates vary, book your day as soon as you can
- Check with your accountant regarding the expenses, depending on the type of move, some costs may be tax deductible. If your employer is covering your move, ensure you keep a record of the move.
- Now its time for a garage sale. Clear items from the basement, attic, storage shed, etc. Conduct an inventory of your items. For items you have not used in the past year, consider taking them to a local charity. Donate items: many organizations have free pickup services.
- Seek out information about your new community. Investigate schools, shopping facilities, medical facilities and other items you will need.
- Gather your personal records: medical, dental, school reports, motor vehicle insurance, banking documents, credit card statements, mortgage documents and subscriptions. Prepare and mail change of address cards.
- Safely dispose hazardous and flammable products such as paints, gas bottles, cleaning fluids and oils. Begin to use up items you will not be moving, like frozen foods, cleaning supplies and gardening items.
- Contact trades people to make arrangements for any work that needs to be done, such as repairs, removing light fixtures, house cleaning services, dismantling waterbeds, dismantling of satellite equipment.



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Is Moving Manageable?

4 to 7 weeks before

- Consider the transportation of pets and plants. If necessary, consult with a veterinarian to ensure your pet is safety and comfort.
- Contact utility companies at your old and new address. Keep your phone and utilities connected at your current home throughout moving day.
- Update your home, auto, renter's, medical and life insurance to reflect your move.
- If you are moving yourself, purchase boxes or begin collecting them from friends and local businesses. Begin packing items you do not use on a regular basis. When packing, be sure to mark the contents of the box, and location. you will save much time unpacking and the movers can easily carry the boxes to their appropriate locations.
- Confirm your moving date with your mover.
- Close accounts in your local bank and open accounts in your new branch.

2 to 3 weeks before

- Clean outdoor equipment and toys. Drain any fuel from your lawn mower and other machinery and ensure that water is drained from hoses.
- Defrost fridge and freezer. To avoid mildew, ensure they are completely dry before moving.
- Cancel deliveries and services such as newspapers, house maintenance, milk, pool service, diaper service, etc., and have them redirected to your new address.
- Withdraw contents of your safety deposit box, pick up any dry cleaning, return library books and rented video tapes. Consider how you will transfer your valuable belongings. It is better to keep them with you during the move.
- Give away plants that are not being moved.



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Is Moving Manageable...3

1 week before

- Prepare a survival kit. Keep this in your car, so you will have all the personal items you need, like toothpaste, pajamas, change of clothing, papers, etc. handy when you need them.
- Organize and keep the items you are taking separate from those going in the moving van. This way they will not get loaded in the van in error.
- Be sure to get plenty of rest the day before your move. Being alert and well-rested helps to make the move less stressful.
- To keep your children safe and to ensure their comfort, you may want to have them play at a friend's house or attend a day care center on moving day.
- Arrange to have trades arrive at your home to disconnect any appliances that require professional removal.

Moving day

- Clean out the food from the fridge and freezer.
- Take a final look in rooms, drawers and closets to ensure nothing has been left behind.
- Before leaving the property, ensure that all windows are secure and that water, gas and electricity supplies are shut off.
- Place keys and documents in the agreed location.

Typical Buyer Forms

- Real Estate Council of Alberta's Consumer Relationship Guide
- Exclusive Buyers Representation Agreement (Designated Agency)
- Residential Purchase Contract
- Residential Purchase Contract Resale Condo
- Country Residential Purchase Contract



THANK YOU!

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