



Let's Find *Home*

Your complete step-by-step guide
to purchasing a home.

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ABOUT ME



Hi, I'm Melissa Saretsky, and I love helping home buyers navigate the journey! I have a degree in Business Management which gives me the cutting edge for negotiations. Being a local to the area, I understand the community's ins and outs, helping you find the best fit. I love being outside bike riding in the river valley or staying in watching some good reality TV drama.

Buying a home is one of the largest financial transactions you will make in your life. There are so many considerations when purchasing a home. I go beyond the transaction and will be there with you every step of the way.

Have questions? I'm always available to help! Shoot me a text or give me a call for the quickest response.

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How I help Home Buyers

■ Advocacy

Help you make choices and explain what ramifications there may be for your decisions. With lots of resources for buyers

But I can't make decisions for you or determine what is subjective. My choices may be different from yours but I will assist in weighing out the pros and cons of the options.

■ Property Disclosure

I will attempt to find out everything we can about the property. The seller must disclose any hidden defects (structural or health hazardous).

A home inspection helps discover any areas of concern or deficiencies. If there are surprises, we can talk about what your options are.

■ Market Information

Provide you with properties that meet your search criteria and current market trends. I cannot promise you will pay less than the market value.

Assist you in determining what fair market value is for any property you are interested in and other relevant facts about the property so that you can decide how you want to proceed.

Home Buying Timeline



PRE - APPROVAL

You will confirm your Down Payment and work out the Approval Details at this stage. Chatting with a mortgage broker is the best way to figure out your options.

PRE - SEARCH

What are your needs, wants and wishes for a property? Getting this narrowed down will set us up for success later

THE SEARCH

I will help guide you throughout the search and can set up a schedule to show you the homes that are the best fit for your criteria. We will work together to see what is available.

OFFERS & NEGOTIATIONS

When preparing the offer, you usually think of Price and Possession. But there is many other terms and conditions to consider

CONDITION PERIOD

During this time, we will work out all the details of our offer. It could include a home inspection or confirming information with the lender.

FRIM SOLD

Once all the offer conditions have been satisfied, we can complete a waiver, and the home will be yours!

CLOSING

Only a few final things to do! On the possession day, we will meet and look at your new home!

Are you Ready Financially?

REQUIREMENTS

Lenders use two calculations to determine eligibility for a mortgage. They will request income documents, debt files and complete a credit check.

You may qualify for government assistance programs Visit servicecanada.gc.ca for more details



LENDER OPTIONS

You can get a mortgage pre-approval from a traditional lender like your bank or you can work with a mortgage broker.

Mortgage brokers negotiate mortgage rates and terms on your behalf. They typically have access to multiple lenders and finance companies

The fees of a mortgage broker are paid by the lender once your mortgage is signed.

PRE-APPROVAL

Getting pre-approved for a mortgage before looking at properties gives you a realistic expectation of what you can afford

However, keep in mind that the pre-approval amount is a starting point to create a range

Pre-approval does not guarantee you will be once you actually apply if market conditions, interest rates or circumstances change.

Home Type Preference

Before we hop into the home search, I like to advise my clients to create a "Needs" list and a "Wants" list. This will help us to really focus on the things that are most important in your future home.

Needs are the non-negotiable features; the features you simply must have in your next home. Wants are the ones you'd like to have, but you can add or change down the road.

Don't feel like your first draft has to be your final draft—and above all else, remember you can't change the lot, the location, or the price you paid so spend a good amount of time thinking through those three before moving on.

SINGLE FAMILY

detached homes stand alone on their own lot.

DUPLEXES

contain two single-family homes, one above the other

ROW HOUSE/TOWNHOUSES

are several single-family units, located next to one another and joined by common walls

OWNERSHIP: FREEHOLD

You own the land and the house and are responsible for everything inside and outside of the home.

OWNERSHIP: CONDOS

You own your unit and share ownership of the common spaces. The condominium association is responsible for the upkeep of the building and common interior elements, such as halls, elevators, parking garages and the grounds

You pay a monthly fee to the condominium association to cover maintenance costs. Condos often have strict rules regarding noise, use of common areas and renovations to units. Beware of your condo's rules before putting in an offer.



Searching Strategically

Once you have made wants vs. needs list to flush out the important things, the fun can begin! It's time to discuss narrowing down those listings and deciding which ones to see in person. First up, let's talk about best practices for searching online. No doubt you know the sites (Realtor.com, Zillow), but how can you get the results you want? Try some of these tips.



■ Use the search filters but not too much

You don't want to restrict your search so tightly that you only have a handful of homes to view. Keeping your wants vs. needs list in mind, expand your geographic search, and add 25-50K to your max price since homes often sell under asking.

■ If you find something that catches your eye, check out the Google Street View

Online pictures can be deceiving so a virtual 'walk down the street' will give you a better sense of the house and surrounding area.

■ Don't Shy away from a home because it's Pending

Pending contracts do fall through, so keep it on your list especially if it checks all your boxes.

After you've found a few homes you like, jot down the MLS number and address. Shoot the list to me and I will call the listing agents to gather pertinent info and gauge the seller's motivation. At this point, it's time to look at the calendar and find a chunk of time to tour the homes on your shortlist. Carve out more time than you think you'll need since you don't want to be rushed if you find a home that may be "the one."

Making the most of your showings

You're SO READY to get inside those homes on your shortlist and see for yourself if one of them is soon-to-be your new address. I know you're excited, but you gotta go into those showing calm, cool, and with your thinking cap on. Here's a quick list of how to do just that:



BEFORE A SHOWING, READ OVER YOUR WANTS VS. NEEDS LIST AND REVISIT YOUR BUDGET.

Having this fresh on your mind will help you stay objective and focused. Take pictures and videos to jog your memory later and to help you process with friends and family.

REMEMBER, YOU CAN'T CHANGE THE LOT OR THE LOCATION SO MAKE SURE YOU LOVE BOTH.

You also don't want to be the priciest home on the block. I will help you assess whether or not that's the case.

DON'T LET YOURSELF GET DISTRACTED BY DECOR OR STAGING.

These things will be gone by the time you move in, so try to stay focused on the things that cannot be changed as easily.

TAKE YOUR TIME

If a home makes a good first impression, let me know you're interested and that you'd like to spend a bit more time looking around. This is one of the largest purchases you'll ever make so it's worth it to learn as much as you can while you're there.

The Offer

PREPARING THE OFFER

- Your agent will confirm the value of the home by completing a market evaluation
- Pulling title to look for restrictions and other things that may be registered. If something irregularly appears on the title that will need to be researched and discussed more.
- Determine any other questions that you may wish to ask the sellers or do additional research, often a condition can be added to allow time for extra discovery outside the typical conditions

OFFER COMPONENTS

- Price: How much are you willing to spend on the home? If you are the only offer, the seller may be more willing to negotiate, while if you are competing with other offers you may need to put your best foot forward.
- Deposit: This shows the intention to move forward with the property. A larger deposit demonstrates to the seller that you are an earnest buyer. It is included as a part of your Down Payment. If you cannot remove conditions, it will be refunded to you if conditions are removed from the contract and you decide to walk away, you will lose the deposit.
- Possession Date: This is the day you get the keys to the property. It is essential to check your timeline to make sure it will work. The seller must also confirm that this timeline works for their situation.
- Conditions: Most common is financing and home inspection; you should be in touch with your lender to determine how many days they will need to get full approval on the file. Also, you'll need to book an inspector to come to the property and share the findings. Ideally, this will happen within 2 weeks.





Now Pending

You made an offer, and it has been accepted—go ahead, cue the confetti! And while it'll be a few more days until you can move in, you're well on your way to closing the deal on your new home sweet home.

Here's a quick rundown on what happens after you make an offer and your new home is "under contract."

■ Deliver deposit

The deposit money will be held in trust at the seller's brokerage. Typically you can pay with a certified check, bank draft or money transfer. Those details will be confirmed with the listing agent

■ Lender Paperwork

Complete the mortgage application with your lender. During your loan processing, it is VERY IMPORTANT not to make any major job changes, major purchases, or open new credit cards or lines of credit, as any of these activities could alter your qualifications.

■ Book home inspection

The inspection will uncover any issues in the home that would have otherwise been unknown. You will receive a written report of the inspection. I recommend that you are present for the inspection, so that you may ask the inspector any questions.

Cost Considerations

Home
Inspector

Average cost is
\$500-600,
3 hours average,
printed/emailed detailed
report

Financing

May have CMHC costs and
appraisal cost if not
covered by lender

Property
Tax
Adjustment

This is an adjustment to
the possession date and
can result in
reimbursement to the
seller if the taxes have
been paid in full for the
year.

Lawyer

Range from
\$500-700
plus disbursements (total
is approx.\$1500)

Obtain home insurance. Start contacting Insurance companies for quotes. The seller will insure the home up until the closing date but on possession day the home will be your responsibility to insure

Set up utilities. Reach out to providers to find the best plan and fit for you. Typically the companies will allow some grace time, but it is best to have them all activated for possession day and having any techs or installations for the day after possession day.





Possession Details

The listing brokerage will assemble the whole package with all the documents. Once they have it gathered, they will send it to the buyer and seller lawyers. The lawyers will be able to complete the paperwork closer to the possession date.

Your lawyer will contact you when they are ready for you to come in to sign more documents. They will also let you know the funds you need to provide and when they will be due on their end. The lawyers will determine the total amount of money owed, factoring in the deposit, the legal fees, and the disbursements.

On possession day the buyer and the seller's lawyers will contact each other to exchange the money and ensure all the paperwork is completed. Once the seller's lawyer has received the funds, they will inform the listing agent; the listing agent will then release the keys to the property. On Possession day, the keys can be released anytime; they aim for noon.

It is common to encounter delays; sometimes, the lawyers take longer to complete the file and confirm the keys are releasable.

Once we have Key Release, we can meet at your new home!

Thinking you are ready to buy? I'm here to help!

It's never too early to start preparing for the home-buying process.
Text me or give me a call at 780-709-9658 and let's get started!

Thank you for trusting me to support you alongside your real estate journey. I am honored to represent you and guide you through the buying process. My goal is to ensure that you are comfortable every step of the way.



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