



COLDWELL BANKER | UNITED

EXCLUSIVE HOME BUYER'S GUIDE



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CONGRATULATIONS!! You have decided to buy a home.

Whether this is your first home, you are moving into something bigger or maybe you are about to retire and looking to downsize, this is an exciting step in anyone's life. Regardless of your situation in life, buying a home is a significant decision. This guide will help you prepare for the home buying process.

ABOUT KRYSTAL JESSOME

Born and raised here, Krystal Jessome is deeply connected to our diverse community and the vibrant energy it exudes. Every local event is a testament to our shared spirit, and selling real estate here means passing on that passion to newcomers. From childhood memories exploring Birchwood Trails to the awe-inspiring beauty of our rivers, every corner of our region tells a story. Selling real estate here means not just showcasing properties, but sharing the unique stories and spirit of our incredible community.



With over a decade of experience as a Realtor since 2012, she brings unparalleled expertise to every transaction, ensuring a seamless process for her clients. Whether buying or selling, Krystal provides comprehensive market insights to empower her clients to make informed decisions.

Beyond her professional expertise, Krystal's passion for the outdoors enriches the home-buying journey. An avid outdoor enthusiast, she seamlessly integrates her love for nature into her work, offering valuable tips on nearby trails, hidden gems like fairy gardens, and unique tree carvings.

What sets Krystal apart is her genuine, friendly approach to real estate. Known for her honesty and integrity, she builds lasting relationships with her clients, prioritizing their needs and goals above all else.

"For me, real estate is more than just transactions—it's about fostering connections and building trust with my clients. Let's connect today and discover how I can help you achieve your real estate goals!" - Krystal

EXCLUSIVE HOME BUYING GUIDE



After years in the business I have developed a strategy to follow on the road to a successful Real Estate transaction. Read through to gain a better understanding of the process, as well as our respective roles.

BUYING YOUR HOME IN 7 EASY STEPS

- Step 1: Buying Consultation
- Step 2: Mortgage Pre Approval
- Step 3: Online Home Search
- Step 4: Viewing Homes
- Step 5: Developing a Price Strategy
- Step 6: Writing and Negotiating an Offer
- Step 7: Managing the Transaction Through to Closing



1. BUYING CONSULTATION

Purchasing a home is one of the greatest achievements in a person's life. When you hire a Realtor® to assist you in purchasing a home, you have to ensure they are willing to give you the personal attention and service you deserve. This is the time to ensure you and your Realtor® will have a good working relationship from start to finish. Buying a home should be a fun and exciting experience, but you should also feel confident that your agent can educate you about the current market conditions to make a well-informed decision.

Take some time to get to know your Realtor and ask them the necessary questions to ensure they are going to protect your best interests:

- ✓ How long have you been in real estate?
- ✓ Do you work full time or part time?
- ✓ How am I able to reach you and do you have a flexible schedule?
- ✓ Are you familiar with the area I am looking in?
- ✓ What is your experience in the type of property I want to buy?
- ✓ Where do you feel your strengths lie?
- ✓ Can you describe your negotiation style?
- ✓ Do you have a list of service professionals you can recommend?
- ✓ What is the reputation of your brokerage in town?



If you have chosen to work with me, it is at this time we will develop our strategy moving forward. We will discuss schedules, your needs, as well as any concerns or questions you may have about the process.

2: Mortgage Pre-Approval

In today's home buying market, a mortgage pre-approval is not only essential; it is incredibly easy to obtain once you are in touch with your mortgage broker or bank. A pre-approval outlines the amount of financing a lender will allow a buyer to spend on a new home. Having this in place will also aid in the negotiation process later on. Be sure to ask your mortgage professional about their different programs and interest rates to ensure you are getting the best bang for your buck.

Along with a pre-approval, consider your financial comfort level. What does it cost to own a home?

Costs associated with purchasing a home:

- Minimum Down Payment (5% on the first \$500,000 plus 10% on the remaining purchase price)
- GST
- Legal fees
- Inspection fees
- Property Taxes
- Moving Costs



Monthly Costs of Owning a Home:

- Mortgage
- Utilities
- Maintenance
- Insurance
- Property Taxes
- Community or Condo Fees

After all costs have been considered ensure that you are purchasing in a price range that is sustainable for you., provides flexibility to do renovations if necessary and allows you to enjoy life outside your home as well.

3: Online Home Search



One of the many advantages of hiring me as your buyer's agent is the wealth of resources I have at my disposal when searching for your home. Along with being a member of the Fort McMurray Real Estate board with access to the MLS, I also work as a team with my fellow Realtors within Coldwell Banker Fort McMurray to provide a larger network of information and services.

By understanding your needs/wants, and also taking into account your budget, I will tailor a property search that is specific to you and will provide you with daily updates that include new listings, price changes and sale prices.

When developing your list of wants and needs you should consider the following:

Location

- What area of Fort McMurray will you be searching within?
- Do you want to be close to schools, parks, shopping etc?
- Do you need to be close to public transportation routes?
- Would you like walking trails or green space close by?
- Do you require alley access?

Type of Home

- Are you looking for a single family home, condominium or a townhouse?
- Are stairs an issue, will you be considering a bungalow vs a two storey?
- Have you considered the maintenance involved in a single family vs a condominium?

Features

- Within your home will you want a garage, fireplace, large yard or an office space?
- How many bedrooms, bathrooms and living spaces will you require?
- Consider what features you couldn't live without and which you may be able to compromise on.

Remember, almost every home purchase involves some degree of compromise which is why it is important to prioritize your wants and needs. Consider some of the above questions, as well as your lifestyle, budget and future plans for your home, when making a final choice.

4: Viewing Homes

Once we have established your needs and wants, together we will schedule a time to book showings. I will accompany you on each viewing and share my knowledge as we progress through. Please know that if I happen to notice anything that is concerning or that could sway your decision I will make sure to point this out. While we walk through the homes we will discuss how each home suits your needs and how it might fair as a resale down the line.

Many people value the opinions of their family and friends when making such a large decision. Please feel free to bring along your support system during our viewings.

After each viewing we will discuss your thoughts on each house and narrow down the potential candidates. Once we have your top two or three established we can take a closer look and ensure we have gathered enough information for you to make an educated decision. It is at this time we can book a second showing to re-visit your favourite properties to ensure you are ready to make a choice.



5: Developing a Price Strategy



Congratulations! At this point we will have found a house that you would like to submit an offer on. Now to make it yours, you need to make a successful offer that the seller will be enticed to accept. Before deciding on an offer price, we will do some research to be sure the Seller's pricing is in line with the current market conditions. To do this we will examine the recent activity of active, conditionally sold, expired and sold listings of properties similar to the one you chose.

Active Listings:

Active listings are those currently on the market and competing for offers. The home you have chosen should be competitive with similar homes on the market. We will consider the difference in prices, compared to the unique features of each home, to ensure it is priced accurately and determine a fair offer.

Conditionally Sold Listings:

These listings will show us that these comparable properties are likely priced accurately because they have been able to secure an accepted offer. While properties are conditionally sold they are still able to be viewed by potential buyers in case the current offer falls through. We will not know the sold price until conditions are removed.

Expired Listings:

Typically a listing will expire because the property was not priced competitively or conditions for the sale were not adequate. We will not base our numbers solely off of these listings but it will give us a good idea of what "over priced" likely is.

Sold Listings:

Sold listings will give you concrete numbers as to how much the public has been willing to pay for comparable properties. After making adjustments we will develop a suitable price range that you will be willing to pay for your chosen property.

6. WRITE AND NEGOTIATE AN OFFER



There are many factors aside from price that affect whether an offer will be accepted and/or negotiated. This is where my experience, market knowledge and commitment to you will assist us in writing a successful offer, while we are looking out for your best interests.

Items to consider:

Terms: Terms are clauses in the contract that are agreed upon by both the buyer and sellers that must be upheld, otherwise there is a breach of contract. We will review your needs and input terms that will protect your interests, however, these are open for negotiation.

Conditions: Conditions are clauses in the contract that must be fulfilled within a set timeframe in order for the transaction to proceed. Typical conditions include a home inspection, financing, a house appraisal, condominium document review and a lawyer review. Condition options are endless and we will consider your individual situation when deciding what to input into the contract. Typically the buyer and seller have a 7-10 business day timeline to fulfil their respective conditions. If something happens where the buyer or seller are not satisfied with the results of their conditions, they may then walk away from the contract at no cost and with no further obligation (the deposit cheque is returned). Conditions are also negotiable on the contract so we want to ensure you are protected in your purchase, but we should also be reasonable with our expectations in order to proceed with a smooth transaction. Some examples include financing, property inspection or an appraisal.

Deposits: Along with an offer, you will submit a deposit on the home which will make up part of your. Initially the deposit shows you are entering into the purchase of the home in good faith and is fully refundable if the conditions on the purchase are not met. After all conditions are removed in writing, the deposit becomes the seller's security that you will complete the purchase and is now non-refundable.

Price: At this point we have already decided on our offer price, but keep in mind it will become a negotiating factor. Remember that we can meet the seller's needs and still achieve your goals. This doesn't always involve just price.

Together, considering all these factors, we will develop a strategy and negotiate a deal that will work for both you and the seller, while keeping your best interests in mind.

7. Moving Towards Closing



Once we have negotiated an accepted offer, your deal will be considered a “Conditional Sale,” and we will proceed with satisfying the conditions. I will walk you through step by step to ensure we meet our set timelines and have booked the appropriate inspections. It is not until your conditions are met and we have sent in a waiver removing conditions that you have a firm sale and the property will be marked as sold. If for some unforeseen reason your conditions have not been satisfied, we will sign a non waiver dismissing you from the purchase.

Assuming you have gone through with the purchase we will begin getting ready for closing.. A typical timeline for possession is 30-60 days, however this may be shorter or longer according to your needs. While you wait for your possession date you will have a few tasks that will need to be completed:

Lawyers: If you haven’t already chosen a lawyer licensed in Alberta, you will need to at this time. Together we will ensure the lawyers receive all the necessary paperwork so they can prepare for possession. You will be meeting with the lawyer about a week before closing and you will need to provide your insurance information, the balance of your downpayment, payment of fees, payment of any adjustments or taxes, sign documents and finalize anything else that is required before you own the home.

Down Payment: Make sure your down payment is readily available during this time. You may need to transfer money, stocks, RRSP’s or move money in another way.

Movers: If you are using professional movers, book early to ensure they can fit you into their schedule.

Insurance: When you meet with the lawyer they will ask to see a copy of your insurance as it will be a requirement of your mortgage. Ensure you shop around for the best plan for you and remember you can never be over insured.

Mailing Address: Sit down and make a list of all address changes that you will need to complete. You may want to have your mail forwarded through Canada Post for up to two years.

Utilities - Ensure your utilities are set up for your possession day. This includes your phone, cable, internet, power, water and gas services. Also, don’t forget to cancel the utilities at your previous residence.

POSSESSION DAY

Possession Day!

The day you have been waiting for and the biggest reward after all your hard work! We will schedule a time to meet at the property together and I will hand over the keys.

When do I get the keys?

It is up to the lawyers to give the approval that monies have been transferred and keys can be released to the new owner. Typically this happens between 10am-2pm on possession day. However, this time can vary so if you need the keys by a specific time/date, consider making your closing day the day before so there is no time constraints.

I truly hope that this day is an exciting time for you and your family. I take pride in getting people to this point and celebrate in the excitement with you. My wish is during the whole process is that you have been well informed, had fun and that it has been as stress free as possible.

Today is Your Day!



CONTACT DIRECTORY



Home Inspectors

iSpy Home Inspections
Mike Middlestead 780.215.4443

Canadian Residential Inspection
Services

Eddie Dicks 780.713.7654

Global Property Inspections
Van Downey 587.919.6015

Law Offices

Flett Manning Moore
780.799.9290

Don Scott McMurray Law Office
587.674.0582

Cooper and Company
780.791.7787

Aurora Law Group
780.748.0700

Brosseau and Associates
780.743.2860

Mortgage Specialists

Whalen Mortgages
Jodi Whalen 780-715-7533

Scotiabank
Tammy Graveline 780.972.8088

Mortgage Architects
Barb Pinsent 780.370.1490

TD Canada Trust
Amanda Stuart 780.742.6581

Electricity & Gas Utility Providers

Direct Energy
1.866.374.6299

Just Energy
1.877.439.5536

ATCO Energy
1.844.687.2826
EasyMax/Enmax
310.2010

RMWB Utility Service Hook-up
780.743.7976

Fort McMurray School Boards
Fort McMurray Catholic School Board
www.fmcschools.ca

Fort McMurray Public School Board
www.fmpsdschools.ca

House Cleaners & Carpet Cleaners

Executive Housekeeper
780.881.9445

Bryan The Carpet Cleaner
780.804.0775

R3 Cleaning
867.446.5170

Cleaning By Terry (Carpet Cleaning)
780.880.4738

Trades

City Wide Electric (Electrical)
780.713.7054

Sitka Mechanical (HVAC)
587.601.0032

Professional Mechanical (HVAC and
Plumbing)
780.743.4877

Action Imperial Plumbing and Heating
(HVAC and Plumbing)
780.799.7201

DC Wiring (Electrical)
780.881.1268

Marcel Roberts (Painting)
780.598.4362

Buying Checklist



The House Hunt

- Pre Approval with mortgage specialist
- Buyer consultation and define search criteria
- View houses that fit your needs
- Offer to purchase and negotiate

After Acceptance

- Email offer to bank for approval
- Book home inspection
- Attend home inspection and negotiate deficiencies
- Confirm financing and sign documents with mortgage specialist
- Waive Conditions

Sold

- Select lawyer
- Inform mortgage specialist of lawyer choice
- Set up insurance, water, utilities, condo fees if applicable
- Forward mail and change address
- Arrange movers if required

Within Two Weeks of Closing

- Sign transfer documents at lawyers
- Provide lawyer with remainder of down payment
- Possession day!

Your Needs and Wants



Write down your top 5 needs and 5 wants in order of importance. Once we know your needs, we'll be able to properly narrow down the homes that meet your criteria. Some things to consider: location, bedrooms, bathrooms, garage, renovated, open concept etc.

Needs

1.

2.

3.

4.

5.

Wants

1.

2.

3.

4.

5.

Expenses To Expect



Down Payment:

Home Inspection:

Condo Document Inspection:

Lawyer Fees:

Property Tax Adjustments:

Movers:

Insurance:

Utility Set Up:

Total:

Notes



A series of 15 thin, black horizontal lines providing a ruled area for writing notes.



Property Search



Contact:

Name: _____

Email: _____

Phone Number: _____

Name: _____

Email: _____

Phone Number: _____

Square Footage

Major Area

North West

South East

South West

Sub Area

Abasand

Anzac

Beacon Hill

Dickinsfield

Downtown

Eagle Ridge

Grayling Terrace

Gregoire Lake

Gregoire Park

Henning Ridge

Parsons North

Prairie Creek

Sprae Creek

Stonecreek

Thickwood

Timberlea

Waterways

Wood Buffalo

Parking Features

Garage - Attached

Garage - Detached

Single

Double

Triple

Heated

Parking Pad

Underground

Price Range

_____ to _____

Property Type

Single Family

Mobile

Condo

Property Sub Type

Single Family Detached

Apartment Unit

Half Duplex

Townhouse

Vacant Lot

Year Built

_____ to _____

of Bedrooms

of Bathrooms

Interior Features

Air Conditioning

Bonus Room

Central Vacuum

Den

Ensuite

Fireplace

Finished Basement

Laundry-In-Suite

Suite - Illegal

Suite - Legal

Separate Entrance

Unfinished Basement

Exterior Features

Landscaped

Paved Driveway

Alley Access

RV Parking

Extras
