Home Buyer's Guide

Aleaha Frigon | ICON AGENT | eXp Realty



Thinking of buying a house?

The process can be overwhelming.

How do you know what comes first? How much can you afford? How do you know when you've found the right one? Will you make a bad financial decision? How do you pick an agent? What's an condition period? How do taxes work? What's a title policy?

If you're feeling confused and have no idea where to begin, I can help you.

I WANT TO HELP YOU.

It's what I do.

what's in this book:

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WORKING WITH A REALTOR®

Working with a Buyer's Agent is at no cost to you **(FREE!)** This is to encourage the use of Realtors® by buyers. Buyers are encouraged to have agents because sellers do! You wouldn't go to court without a lawyer, would you? Especially if you knew the opposing side had professional counsel—there's no way you would reason that you didn't need your own representation. Buying a house is the same!

As a **negotiation expert,** I am skilled in the finesse of making deals happen. Real estate is my full-time career so I'm also an expert at looking at the market, evaluating needs and desires, and I know the process inside and out! The same way you seek out and trust a doctor for a medical need or advice, you seek out a realtor for a real estate need and advice.

Think of a Realtor® as your **personal concierge.** I do all the setting up, scheduling, door opening, negotiating, and overall make this as much of a red carpet experience for you as possible.

Buying a home is likely to be one of the biggest transactions of your life—why wouldn't you want an expert to take the reigns and guide you (again, for FREE!)

I'm also pretty skilled at hearing what you don't say when you tell me what you are looking for. You know how sometimes, especially when there's a lot of emotion around a situation, it can be hard to find the right words to explain? And how sometimes you like this one thing, yet other times you don't like that same thing? I get it. I hear you. And I can read between the lines and sift through the grey area so you feel seen, heard, and understood.



WHAT MY CLIENTS SAY



" I would like to thank Aleaha Frigon for being an amazing person and attentive real estate agent. She helped me to find a beautiful home this year (my first house in Canada) and she supported me during all the time with my questions (sometimes crazy and strange) and she is patient and polite, experienced and educated! I HIGHLY recommend her for everyone who is looking to own!!Thank you Aleaha for being so nice to me!"

- kateryna

Definitely 5 Star!!! Thanks for your help!!!! Ill reccommend you any day of the week and will to anyone!!!!

- Brandon

REAL ESTATE AGENT

Aleaha Frigon



This lady is AMAZING. We are so thankful to have had such a caring person to work with and to help find our perfect family home. She was so patient and understanding through it all. She made it so much fun and we now have so many great memories from house hunting. Thank you for all your constant positive energy and kindness. We couldn't have asked for a better person to work with.

- Dallas & DAnielle

OVERVIEW OF THE PROCESS

1 Get Pre-Approved

There's nothing worse than shopping without knowing what you can spend! Most important, when you submit an offer, you would be advised to let the sellers know you have the ability to purchase their home. Cash buyers need to submit proof of funds with offers.

2 House Hunt

We can go look at as many homes as you like! You'll want to have an idea of what will fit your needs and what is most important to you!

3 Make An Offer

We submit an offer in contract form. We can get 1 of 3 responses from the seller: acceptance, rejection, counteroffer. When accepted, we must provide our first deposit to the brokerage to be held in trust!

4 Condition Period

This is when you'll get inspections done and see if there are any necessary repairs. It's also a good idea to start shopping home insurance. At the end of the option period, you can walk away for any reason, renegotiate, or continue with the purchase. If you walk away, your earnest (deposit) money is returned to you

5 Due Dilligence

Any appraisals, surveys, and other requests from the lender will be completed during our contdition [eriod until we hear we are "clear to close!"

6 Closing Day!

We'll do a final walk through in the days before closing to make sure all requests stipulated in the contract have been performed and all is as promised. You will sign a huge stack of papers and walk away as a new homeowner!

My Buisness Philosophy

1 Excellence

I am here to offer you expert advice, I am an excellent listener and someone who works full time in real estate so I am knowledgeable in many areas! I ave great contacts and amazing long term relationships with helpful contacts!





2 Honesty & Trust

I make it a point to always allow my clients to make their own decisions but I do offer my advice. I want to be your trusted advisor and I want you to know that I am always working in your best interest and am here for you

3 Preperation & Education



One reason we are having this meeting is to prepare you for the process but also to use our time wisely and make a game plan that fits your life and budget!



4 Never Rush you

Even if we have this meeting and you speak to your financial advisor and we go look at homes and then your not feeling like the time is right I am happy to take a break! I am not here to rush you and only here when you need me. I am loyal to my clients and in return ask they be loyal to me and reach out to me when the time is right!

5 Wont Sell - SWOT

I want you to know that I will never " sell" you on a home. I want to discuss with you the strenghts, weakness, oppertunites and the threats of your op 3 homes!



6 Value each home

Once yu have narrowed down your search to your top 3 I will value them all against current and up to date market information so that we know what the game plan is when the time comes to put pen to paper.

DETERMINING YOUR BUDGET

You can get a pretty good idea of what you can afford by checking out online mortgage calculators and playing with numbers until you get to your ideal monthly payment. The variable you can't control is the interest rate. Until you are working with a lender, just google your local market's going mortgage rate and remember that rates depend on many factors, such as your credit, down payment amount, loan term, loan type and sometimes even the lender. It's a good idea to start shopping around very early on and establish a lender relationship that you trust and feel comfortable with.

COMMON UPFRONT COSTS:

Deposit Money
Anywhere from 5-10,000$

General Inspection
approx. $650

Closing Costs at Lawyers: $2,000 estimated plus rest of deposit is due

Portion of Prepaid Taxes

These numbers are preliminary and for estimation purposes only.

Deciding how much to put down...

You don't have to put 20% down on a home like our parent's used to! There are loans available with little (helloooo, 5%) There may even be local programs that offer down payment assistance (they give you the money for free).

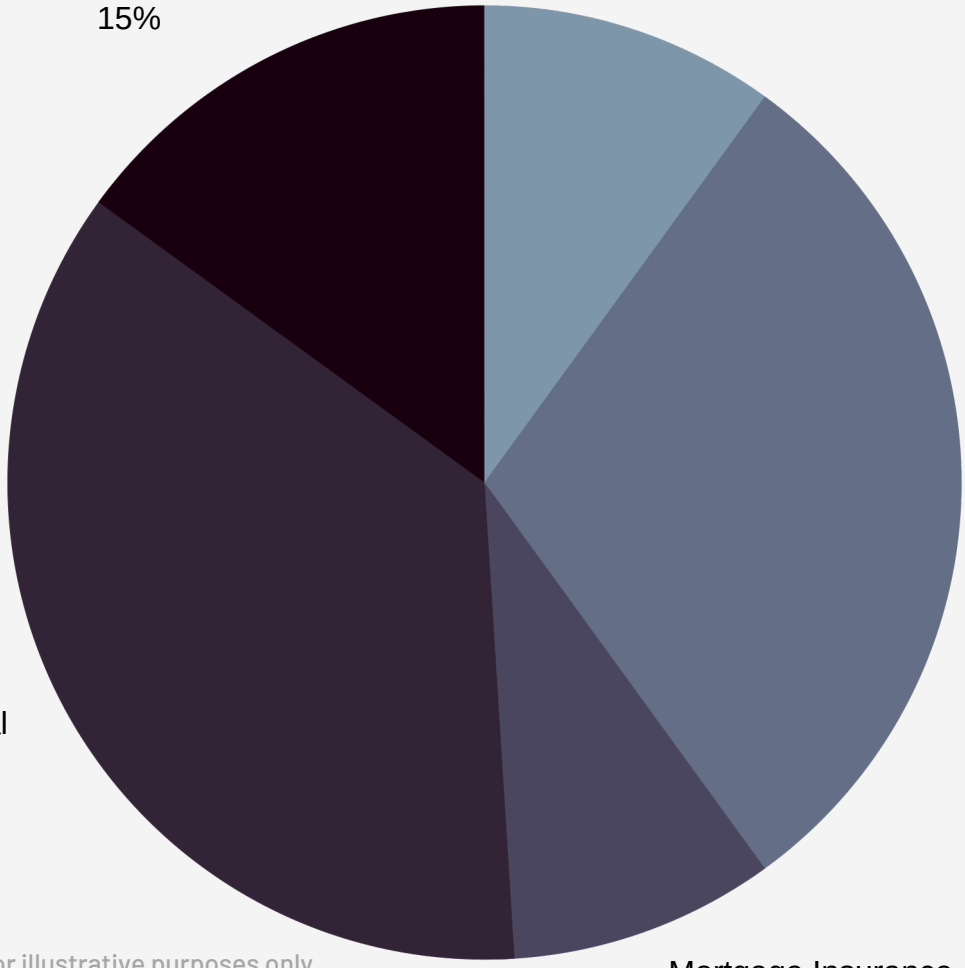
Putting less money down upfront will give you a higher monthly payment because you have to pay a larger loan amount and because you usually pay more in interest. Mortgage insurance is also commonly required on loans with less than 20% down.

A loan officer is who you want to connect with to help answer these questions and guide you.

HERE'S A GOOD IDEA:

Request your credit report from all 3 of the credit bureaous (Equifax, Experian, and TransUnion). GO TO CREDITKARMA.COM - Its free and amaazing!

MONTHLY HOUSE PAYMENT



These ratios are for illustrative purposes only.

WHAT DO YOU WANT YOUR TOTAL MONTHLY PAYMENT
TO BE? $_____

HOW MUCH ARE YOU PUTTING DOWN?
$_____

FINDING A LENDER

As your Realtor®, I can provide lender referrals to you. You can also contact your bank, local credit unions, private mortgage banks, and independant loan officers. Ask friends and family who they used to help with their home loan. You want to make sure this is a person you feel comfortable with, as you are about to send them all of your most intimate identity and financial information.

THE PROCESS IS SIMPLE

The loan officer will ask for paperwork from you. Then they will be able to identify how much money you qualify to borrow. That process is called pre-approval. That's all there is to it!

you need a pre-approval letter

When you have found the house and you are ready to put in an offer, we recommend advising the seller your pre-approved in order to be taken seriously by the seller. Time is money in real estate! While you are scrambling around to submit documents, someone else who has their pre-approval ready may be submitting an offer and you may lose out due to timing! It's an unecessary tragedy when that happens and completely preventable; Get a pre-approval.

START GATHERING YOUR:

PROOF OF EMPLOYMENT, BANK STATEMENTS

T4'S AND OTHER FINANCIALS FOR APPROVAL

It is possible there may be additional documents you need to provide to your lender.

WHAT IF I'M A CASH BUYER?

That's great! Just be ready to provide proof of funds when you want to put in an offer.

PICK A NEIGHBORHOOD

Now we're ready to really begin looking at houses! Start with knowing which parts of town and specific neighborhoods you want to live in. Consider schools, crime ratings, flood zones, and anything else important to you.

DO YOUR RESEARCH

The sites listed below have been helpful for my clients as they research neighborhoods. As a Realtor® I can help you with your research." After you've done your own research, the next best thing to do is drive around the areas that interest you. Visit morning, noon, and night--imagining yourself living there. Are you comfortable? Happy? Feel at home? Visit grocery stores, parks, fitness centers, community and religious centers, and even restaurants! Think of it like trying on an outfit at a store--except you're trying on a neighborhood in real life.

Schools

www.https://fmcschools.ca/
www.https://www.fmpsdschools.ca/
wwwhttps://www.keyano.ca/en/index.aspx

RMWB

WWW.RMWB.CA

WHAT PARTS OF TOWN ARE YOU INTERESTED IN?

_____

PLANNING YOUR DREAM HOME

WHAT IS everything YOU WANT IN YOUR NEW HOME?

_____ # bedrooms_____ type of flooring
_____ # bathrooms_____ floorplan concept
_____ # floors/stories_____ yard space
_____ # squarefeet_____ age/year built
_____ $ HOA/mo_____ gas/electric

Must have	Nice to have

HOUSE SHOPPING

*make copies of this page

IT DOESN'T TAKE LONG FOR ALL THE HOMES YOU SEE TO BLUR TOGETHER. TAKE NOTES, TAKE PICTURES, AND ASK QUESTIONS.

ADDRESS: PRICE: OVERALL:

LOVED: HATED: 1 2 3 4 5 6 7 8 9 10

ADDRESS: PRICE: OVERALL:

LOVED: HATED: 1 2 3 4 5 6 7 8 9 10

ADDRESS: PRICE: OVERALL:

LOVED: HATED: 1 2 3 4 5 6 7 8 9 10

ADDRESS: PRICE: OVERALL:

LOVED: HATED: 1 2 3 4 5 6 7 8 9 10

ADDRESS: PRICE: OVERALL:

LOVED: HATED: 1 2 3 4 5 6 7 8 9 10

SUBMITTING AN OFFER

You've found the house you want, and it's time to put in an offer! We submit an offer in contract form. The seller will give us one of three responses: acceptance, rejection, or counter offer.

How much should you offer?

I will provide you with comparable home sales to determine a best offer strategy for you. We'll take a look at things like the percentage of sold price to list price, days on market, and all other relevant sales data for the recent comparable home sales.



- ☐ REVIEW COMPARATIVE MARKET ANALYSIS
- ☐ DECIDE WHAT PRICE YOU ARE COMFORTABLE WITH
- ☐ SUBMIT OFFER WITH YOUR REALTOR®

WHAT HAPPENS UNDER CONTRACT

After the seller and you agree on a contract, you'll write a check to the Brokerage for the earnest money (deposit money) and keep one handy for after condition removal when our second deposit is due; Both checks are due within 3 days. You are now in a conditional sale!!

Now we take a deep look into the house and make sure it's the house you want! This is when you'll get inspections done and see if there are any necessary repairs. It's also a good idea to start shopping home insurance and get quotes for any renovations or remodeling you anticipate. At the end of the option period, you can walk away for any reason, renegotiate, or continue with the purchase. If you walk away, your earnest money is returned to you, and the seller keeps the option money.

DATES TO REMEMBER

Deposit checks due

Conditionends (at 9pm)

Inspection

Appraisal

Closing

OPTION

- [ ] General inspection
- [ ] Special inspections?
- [ ] Lender notified?
- [ ] Home insurance research
- [ ] Utilities research
- [ ] Renovation/remodel quotes
- [ ] Any re-negotiation plans?
- [ ]
- [ ]

THIS IS NOT SHOPPING TIME. DO NOT BUY A CAR, A DIAMOND, OR NEW FURNITURE. DON'T USE YOUR CREDIT CARDS MORE THAN USUAL. DON'T CHANGE YOUR CREDIT OR FINANCIAL STANDING IN ANY WAY OR YOU MAY LOSE YOUR FINANCING...AND THE HOUSE

FINANCE PERIOD

Your lender is ordering the appraisal and generally getting the loan approved. Your lender wants to make sure that they want to buy the house at the price you're buying it at too.

"clear to close!"

We are waiting for these three final words! We'll have our final walk-through at the house to make sure any repair requests have been completed and everything is as it should be.



WHAT HAPPENS AT THE CLOSING TABLE?

You sign approximately 345 pieces of paper.
You get the keys.
We take pictures for the 'gram.
YOU OWN A HOUSE NOW!!!

THAT'S IT!



I hope you feel less stress and more excitement towards your home buying process! My goal is to empower you with knowledge and arm you with the tools to have as smooth of a real estate experience as possible.

It is completely my pleasure and honour to help you, if you have any questions or need additional information, call or text me anytime: 780-742-5722

If phone-talking isn't your thing, send me an email at **aleahafrigon5@gmail.com**

And, if you're not ready for more human-interaction yet, I have even more resources available to help you at **www.helloaleahafrigon.com**

Lets Find your Home

Whether you're planning on buying a home in a couple months or a couple years, I will always go above and beyond as your agent and provide you with the information you need.



REAL ESTATE AGENT

Aleaha Frigon

eXp REALTY™