



MIKEE CANASA & THE AGENCY PRESENT

A GUIDE TO BUYING

So you're ready to make your move? *We'll roll out the red carpet.*

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About
Mikee Canasa

ABOUT MIKEE CANASA

AGENT

780.257.3792 | MIKEE.CANASA@THEAGENCYRE.COM

Mikee Canasa is a forward-thinking real estate professional based in Edmonton, Alberta. Known for his calm professionalism, refined approach, and analytical mindset, Mikee guides his clients through each stage of their real estate journey with assurance and care.

His passion for real estate is rooted in the belief that buying or selling a home is more than a transaction—it's a meaningful life transition. He's committed to delivering tailored service grounded in clarity, meaningful communication, and a sincere desire to help clients achieve lasting success. Every decision is guided by data, market insight, and a proactive, hands-on approach that keeps clients informed and empowered.

Before entering real estate, Mikee held leadership roles in luxury retail operations, managing globally recognized brands. These experiences sharpened his attention to detail, decision-making, and ability to thrive under pressure—traits that now define his real estate practice. His background also shaped his appreciation for concierge-level service, which he brings to every client relationship.

Fluent in English, Tagalog, and Kapampangan, Mikee proudly serves clients from all backgrounds with inclusivity, professionalism, and heart.

When he's not working, you'll find him staying active—whether he's playing basketball, hitting a CrossFit class, playing tennis in the mornings, or spending time with his family and exploring the city's best eats, always on the lookout for a



A professional portrait of a young man with dark hair and a beard, wearing a dark grey sweater. He is smiling and looking towards the camera. In the background, there is a painting of a plant and a window.

BUYER TESTIMONIALS

"We chose Mikee as our realtor because I had previously worked with him in luxury retail management and knew firsthand his commitment, service level, and work ethic. He was incredibly responsive, let me take the driver's seat, helped me stay grounded, made our final decision seamless, and even after a year, his client care continues – exactly what you want for such a life-defining purchase."

HOLLY & NATHAN

"Mikee is very professional, patient, thorough, detailed, and efficient with the whole process, guiding us every step of the way without being pushy and always with respect. We are more than 100% happy with the service, the modern methods of communication, reminders, and referrals for home inspection and legal. He even took videos of properties for us to view, attended inspections on our behalf, and was available on his weekend since we were out of town."

MONETTE



II The Buying Process

MY BUYER SERVICES

My job is to execute your real estate transaction so *smoothly* and *efficiently* that it feels simple and easy.

Being a real estate agent encompasses many roles—each essential in helping you find your dream home. From handling multi-offer scenarios and navigating challenging sellers to providing emotional support and keeping you updated on the current market moment, I'm right by your side. From curating industry relationships to give you a competitive edge to knowing the levers in our contracts that accomplish your goals, from studying the latest market trends to flexing my negotiation power on your behalf, I'm here to guide you through the entire transaction journey so you have the best experience every step of the way.

Above all, the thing that most excites me in my role is helping you reach your goals. Whether you're a first-time homebuyer or a seasoned investor, we'll craft a personalized strategy tailored to your unique needs.



What to Expect *When You Work With Me*

INVENTORY, MARKET & NEIGHBORHOOD EXPERTISE

ACCESS TO THE AGENCY'S EXCLUSIVE PROPERTIES

CLEAR COMMUNICATION

PERSONALIZED CONCIERGE-STYLE SERVICE

STELLAR NEGOTIATION

AGENT RELATIONSHIP AND THE ACUMEN TO CREATE INVENTORY

THE HOMEBUYING PROCESS AT A GLANCE

ORGANIZE YOUR FINANCES AND
GET PRE-APPROVAL

DETERMINE YOUR SEARCH CRITERIA
AND PARAMETERS

RESEARCH AND TOUR HOMES

MAKE AN OFFER

NEGOTIATE THE CONTRACT
AND NAVIGATE CLOSING PROCESS

FINAL WALK-THROUGH AND CLOSING

MOVE IN



GETTING FINANCING PRE-APPROVAL

When it comes to real estate, *money talks.*

Unless you're purchasing in cash, determining the loan amount you qualify for is important. We'll connect you with a mortgage broker, who'll determine how much a bank will lend you. Banks have different words for it: "pre-qualified," "pre-approval" or "a fully underwritten pre-approval." They'll help you understand financing options, what your down payment and additional closing costs will be, and place you in a better negotiating position.

Once you have your price range, you need to take into account closing costs, moving costs, taxes, and possible HOA fees.

We'll walk you through it.

QUALIFYING FOR A LOAN

Here's what matters to lenders.

YOUR CREDIT

Establishing a good credit score will help you secure more favorable financing terms.

JOB HISTORY & STABILITY

A consistent job history within the same company/industry is ideal, but career advancement may also be acceptable.

DEBT-TO-INCOME RATIO

This is a crucial factor the lender uses to determine how much you can afford to spend on housing. The lender looks at all aspects of your income and debt, as well as factors in your anticipated new principal and interest loan payments, your property taxes, your insurance costs, and any other relevant housing costs.

MONEY, MONEY, MONEY

This is where the lender verifies your funds for your down payment, your closing costs and your cash reserves.

PROPERTY SECURITY

The lender will require an appraisal by a certified fee appraiser to verify the property's marketability, condition, and value, ensuring sufficient collateral for the loan.

Don't worry if you don't meet all of the guidelines. Lenders work through a variety of circumstances and different loan products. And we're here to help.

LET'S SET YOU UP FOR SUCCESS

Applying for a home loan can be a sensitive process.

DON'T MAKE BIG PURCHASES

A large payment or other significant purchase, such as a car, furniture, and appliances, can impact your debt-to-income ratio and prevent you from qualifying for a loan.

DON'T PAY OFF DEBT

Talk to your loan officer about your best strategy. They may prefer you keep the debt and maintain higher cash reserves vs. deplete your cash reserves to pay down debt balances.

DON'T MOVE ASSETS OR CONSOLIDATE BILLS

Transfers from one bank to another appear as new deposits, which can complicate the application process. If you do need to move money around or adjust your finances, speak to your lender first.

DON'T CHANGE JOBS

Your lender will do one last employment verification just before funding your loan—any undisclosed changes to your employment can jeopardize your loan, your deposit and your ability to buy a home.

DON'T RUN YOUR OWN CREDIT REPORT

It will show up on your lender's credit report and need to be explained in writing.



SHOPPING FOR YOUR HOME

Let the home tours *begin.*

TAPPING INTO MY NETWORK

I'll leverage my connections with fellow agents to actively identify potential sellers in your desired location.

REFINING OUR SEARCH

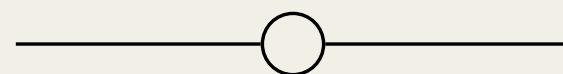
As we shop around and get clearer on your wants and needs, we'll further refine the search.

WE'VE FOUND IT. JUST LIKE WE KNEW WE WOULD.

Once we've found the one for you, we prepare an offer.

MAKING AN OFFER

We provide expert advice. You pick the offer price.
Not too high. Not too low. Just right.



When you submit an offer to a seller for consideration, here's how they can respond:

1 ACCEPT

Congratulations! You are officially in contract to buy a home. There is still a lot to accomplish, but you are one very large step closer to achieving your goal.

2 COUNTER

Sellers may push back on the price and/or other specific terms of your offer. If you accept their counter, see #1. If you counter back, sit tight right here in #2, as there is some negotiating left to do. If you reject their counter and move on, skip to #3.

3 REJECT

When an offer or counteroffer is rejected, they're saying "thanks, but no thanks." Of course, after an official "no" is given, there is always the possibility that the rejected party may try to reopen negotiations and reenter the conversation with more favorable terms.

FINALIZING THE AGREEMENT

NEGOTIATION IS MY TIME TO SHINE.

As a respected professional with trusted realtor relationships, the rapport I build during early conversations will go a long way to tipping the scales in your favor. And when the time comes, I'll represent you at the negotiating table to reach an agreement with the seller on the final price and contract terms. In multiple-offer situations, our experience, knowledge and strategic thinking are huge assets in understanding the current market, rate conditions and the potential of your buying power.

AS YOU BEGIN TO REVIEW CONTRACTS AND DISCLOSURES, I'M HERE TO ADVISE.

I work with your entire team, from your attorney to your mortgage broker, to walk you through the contract, disclosures and other agreements to protect your interests.

AND WE HAVE THE FINAL OFFER.

Once the seller approves, you're one step closer to being a homeowner. Here we go.

YOU'RE NOW IN CONTRACT

INSPECTIONS AND INVESTIGATIONS

You will be provided with pages of advisories, disclosures and reports covering the various aspects of the home and community that you should consider investigating. You are strongly encouraged to investigate all matters that are important to you.

Once you are satisfied with all aspects of the home, you will be asked to remove your contractual investigation contingency by the deadline outlined in your offer.

LOAN UNDERWRITING

The lender underwriting phase begins. The lender may ask for more documents along the way and order an appraisal of the property.

ESCROW

Escrow is the process whereby parties to the real estate transaction deposit documents, funds, or other items of value with a neutral, disinterested third party (the escrow agent). These are held in trust until a specific event or condition occurs according to specific, mutual written instructions from the parties. In other words, escrow is essentially a clearinghouse for the receipt, exchange and distribution of the items needed to transfer or finance real estate. When all conditions are met, a distribution or transfer takes place, the transaction occurs, and the escrow is "closed."

CLOSING TIME

We conduct a *final* walk-through.

If you didn't negotiate for the seller to purchase you a home warranty as part of your offer, now is a great opportunity to buy one yourself.

The lender gives *final* final approval.

The last documents are signed, *final* deposits made and escrow *closes*.

Keys are delivered, and move-in *begins*.

My network is at your disposal.

I'm your resource moving forward for whatever you may need such as contractors, designers, painters, plumbers, or even house-sitting recommendations.



Buying with *The Agency*

Real Estate with *Real Numbers*

\$16B+

IN GLOBAL SALES

2X AS PRODUCTIVE

AS THE AVERAGE AGENT

TOP LUXURY BROKERAGE, MOST INNOVATIVE BROKERAGE & MOST INNOVATIVE MARKETING CAMPAIGN

INMAN'S 2022-2025 GOLDEN I AWARDS | INMAN INNOVATOR AWARDS 2024 FINALISTS

7 YEARS

INC. 5000 FASTEST-GROWING
PRIVATE COMPANIES

#13

REALTRENDS 500 LIST OF
TOP RESIDENTIAL BROKERAGES

#4

AMONG REALTRENDS TOP 50 FIRMS IN
AVERAGESALES PRICE BY SIDES AT \$2.5M

5 YEARS

FINANCIAL TIMES: ONE OF THE AMERICAS' FASTEST
GROWING COMPANIES

Our Global Presence

We're the industry's leading boutique
global luxury brokerage.

Our global Rolodex has impressive names and locations, giving us the
opportunity to support you in your complete journey of property ownership.

No matter where you are going, we can take you there.

3,000+ AGENTS | 145+ OFFICES

1 CONNECTED GLOBAL NETWORK

UNITED STATES
MEXICO
CANADA
TURKS & CAICOS
CAYMAN ISLANDS
BAHAMAS
DOMINICAN REPUBLIC
THE NETHERLANDS
PORTUGAL
SPAIN
PANAMA
JAMAICA

You have someone in your corner,
in *every corner* of the world.



CORE SERVICES

Expert guidance and *exceptional* service before, during and long after the transaction.

Streamlining transactions for our clients with a simplified process, we have you covered throughout every step of the home-buying journey with our vetted partners—from home inspection, home mortgages, and title insurance to home warranty, moving services, and private wealth management. It's all in our wheelhouse.





IV

Expense Guide



EXPENSE GUIDE

Everything in your home purchase is negotiable. From our experience, we note that sellers and buyers typically pay for certain items. Here is a breakdown of the common division of costs. But remember, at the end of the day, I'll help you negotiate the contract to make sure you get the best home at the best value.

THE SELLER PAYS FOR:

- Realtor Commissions
- Property taxes up to the possession date
- Condo documents fees (when applicable)
- Mortgage discharge fees

THE BUYER COVERS:

- Home Inspection
- Appraisal (if required by the lender)
- Legal fees & Title transfer costs
- Property tax adjustments from possession onward



Forms & Disclosures



FORMS & DISCLOSURES

ESSENTIAL GUIDE

- Consumer Relationship Guide
- Exclusive Buyer Representation Agreement
- FINTRAC Identification Form
- Property Disclosure Statement
- Title Search / Title Review
- Real Property Report
- Condo Document Package (if applicable)
- Mortgage approval / Commitment Letter
- Waiver of Conditions
- Amendment and Addendum Form
- Fee Disclosure
- Closing & Conveyancing Document



YOUR JOURNEY HOME,
THOUGHTFULLY CURATED

mikeecanasa.com



With respect to any real estate brokerage services we provide you as the buyer, you acknowledge that The Agency makes no guarantees, representations or warranties regarding the subject property or your ability to purchase the same. Information you receive from the seller or their agent related to the property may be subject to errors or omissions. The Agency has not and will not verify the accuracy or completeness of any relevant information we or you received or will receive from any source. All information must be independently reviewed and verified by you for accuracy, and you should rely on your own investigation of the property and on such other material facts you deem necessary and prudent to complete the subject transaction. The Agency is not a law or CPA firm and cannot advise you as to any legal rights or obligations, business, or tax consequences of any provision or instrument set forth or prepared in connection with your purchase of a property. If legal or accounting advice is desired, you should consult a qualified California real estate attorney or CPA. The Agency may act as a dual agent if your agent or another agent of The Agency represents the seller.

AN INDEPENDENTLY OWNED AND OPERATED LICENSEE OF UMRO REALTY CORP.



Mikee Canasa

Residential Real Estate Advisor

Mikee.Canasa@TheAgencyRE.com

780.257.3792 | mikeecanasa.com | TheAgencyAlberta.com

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Thank You.

Your Journey Home, Thoughtfully Curated.
A MATCH MADE IN REAL ESTATE HEAVEN.

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