



CALGARY / AIRDRIE / CHESTERMERE

IMPRESSION REAL ESTATE LTD.

BUYING & SELLING AT THE SAME TIME

One coordinated plan. Two transactions. One confident move.

Samneet Oberoi

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START HERE

Five linked decisions.

The strongest plan connects the sale, purchase, financing and move before either property goes under contract.

BUYING & SELLING GUIDE

The coordinated journey.

01

Choose

Decide whether to sell first, buy first or connect the transactions with conditions and backup plans.

02

Finance

Confirm equity, mortgage options, deposits, carrying costs and acceptable timing with the lender.

03

Prepare

Make the current home market-ready while defining the next-home search and decision criteria.

04

Transact

Coordinate pricing, offers, conditions, due diligence, possession dates and legal instructions.

05

Move

Protect both possession days with insurance, movers, storage, access and a practical contingency plan.

STEP 01 / CHOOSE

Choose the sequence that fits your risk.

There is no universal order. The right approach depends on your equity, borrowing capacity, local market conditions, timing flexibility and comfort carrying two properties.

SELL FIRST

Know the sale price and available equity before committing to the next purchase. The tradeoff may be temporary housing, storage or a tighter search window.

BUY FIRST

Secure the next home before listing or completing the sale. This may require qualifying while still carrying the current property and funding the deposit and closing.

CONNECT BOTH

Use negotiated conditions, possession dates or lender-approved interim financing where appropriate. Acceptance and availability are never guaranteed.

DECIDE WITH EVIDENCE

- How quickly are comparable homes selling in the current and target areas?
- Can the purchase be approved before the sale closes, and for how long?
- How much cash is available for deposits, overlapping costs and unexpected changes?
- What temporary housing, storage or delayed-move alternatives are realistic?

Impression will compare the practical tradeoffs, coordinate the market plan and help you identify the lender and legal questions that must be answered before acting.

STEP 02 / FINANCE

Build the financial plan before the timeline.

A coordinated move can involve two deposits, shifting equity, mortgage changes, overlapping ownership costs and timing that changes after negotiations.

01 / NET EQUITY

Estimate sale proceeds after the mortgage payout, prepayment charge if applicable, legal costs and selling expenses.

02 / MORTGAGE REVIEW

Ask whether the current mortgage can be ported, increased or replaced and what deadlines, fees and qualification rules apply.

03 / PURCHASE APPROVAL

Confirm affordability while the current home is unsold, conditionally sold and firmly sold. These can produce different results.

04 / DEPOSITS

Keep accessible funds for the purchase deposit and any additional deposit required by the written agreement.

05 / TOTAL COSTS

Budget for inspections, legal work, moving, storage, insurance, utility setup, adjustments and immediate repairs.

06 / OVERLAP RESERVE

Plan for extra mortgage interest, taxes, utilities, insurance and maintenance if ownership periods overlap.

INTERIM FINANCING

Interim or bridge financing is lender-specific and normally requires firm sale and purchase agreements. Confirm eligibility, maximum timing, security, fees and legal requirements directly with the lender.

SOURCES: CMHC HOMEBUYING STEP BY STEP; ATB FINANCIAL NEXT-HOME MORTGAGE OVERVIEW.

STEP 03 / PREPARE

Prepare the current home before pressure builds.

Completing the sale preparation early protects your flexibility. When the right next home appears, you can respond without rushing photography, repairs or pricing decisions.

01 / MARKET REVIEW

Review comparable sales, current competition, likely buyer groups and the range of realistic timing outcomes.

02 / PROPERTY PLAN

Prioritize repairs, touch-ups, decluttering, staging and exterior work that support presentation and value.

03 / DOCUMENTS

Collect permits, warranties, renovation records, utility details, condominium documents and other relevant property information.

04 / LAUNCH TIMING

Choose the listing date in relation to financing, the next-home search, work schedules and preferred possession.

05 / SHOWING PLAN

Prepare daily routines for showings, pets, children, valuables, security and short-notice access.

06 / MOVING PLAN

Identify what will be packed, stored, sold, donated or needed immediately if the possession dates do not align.

Impression will build the pricing, preparation and launch plan around the complete move - not treat the listing and purchase as separate decisions.

STEP 03 / PREPARE

Search with the sale strategy in view.

The next home must suit your household and work within the sale timeline. A disciplined search reduces the pressure to compromise after the current home receives an offer.

01 / SEARCH BRIEF

Separate essentials from preferences across location, property type, layout, condition, parking and future flexibility.

02 / COMPLETE BUDGET

Compare purchase price with taxes, fees, utilities, maintenance, renovations, commuting and expected ownership costs.

03 / PROPERTY TIMING

Review the seller's possession needs, current occupancy, title considerations and any construction or tenant timelines.

04 / MARKET WATCH

Use focused alerts and recent comparable sales to recognize suitable opportunities and understand competition.

05 / EARLY SCREENING

Review visible concerns, disclosures, permits, condominium information and likely due diligence before offering.

06 / RESALE VIEW

Consider whether the next property will remain practical and marketable if the household or timing changes again.

Impression will coordinate the search pace with the listing plan, giving you a clear view of what is available without creating unnecessary pressure to purchase.

STEP 04 / TRANSACT

Write the purchase offer around the full plan.

The price matters, but so do the deposit, conditions, possession and the obligations created by every written term. The offer should reflect the actual financing and sale strategy.

- | | | |
|-------|---------------------------|--|
| 01 | Price and deposit | Confirm the offered price, deposit amount, delivery timing and source of funds before signing. |
| <hr/> | | |
| 02 | Financing | Allow the lender enough time to approve the borrower file, property, appraisal and final mortgage structure. |
| <hr/> | | |
| 03 | Sale condition | Where appropriate and acceptable to the seller, write the condition and any related notice or escape provisions precisely. |
| <hr/> | | |
| 04 | Due diligence | Include inspection, condominium document, title, survey or other property-specific reviews needed for the purchase. |
| <hr/> | | |
| 05 | Possession and inclusions | Coordinate the preferred date and clearly identify included, excluded, attached and unattached goods. |

An accepted offer is a binding contract. Do not remove conditions until the required reviews are complete and you are prepared to proceed. Obtain legal advice on any term you do not fully understand.

SOURCES: RECA HOME BUYER GUIDE; CMHC MAKING AN OFFER TO PURCHASE.

STEP 04 / TRANSACT

Evaluate the sale offer as part of the move.

The strongest sale offer is not always the highest price. Compare certainty, conditions, possession, inclusions and how the terms affect the purchase and moving plans.

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|-------|-------------------|--|
| 01 | Net result | Compare price with requested inclusions, adjustments, repairs, credits and other financial terms. |
| <hr/> | | |
| 02 | Buyer conditions | Review each condition, deadline, access request and the practical risk if the transaction does not become firm. |
| <hr/> | | |
| 03 | Deposit | Confirm the amount, delivery deadline, holder and written trust terms in the agreement. |
| <hr/> | | |
| 04 | Possession | Measure the proposed date against the purchase closing, lender plan, movers, storage and temporary housing. |
| <hr/> | | |
| 05 | Counter or accept | Assess the complete offer before accepting, rejecting or proposing changes. Every revision may affect the other transaction. |
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A conditionally sold property is not the same as a firm sale. Keep the lender, lawyer and purchase strategy aligned with the actual status and written deadlines.

SOURCE: RECA GUIDANCE ON DEPOSITS AND RESIDENTIAL PURCHASE CONTRACTS.

STEP 04 / TRANSACT

Synchronize every date on one calendar.

Small date differences can affect financing, insurance, movers, utilities and access. Record both transactions together and confirm responsibility for every deadline.

01 / BEFORE OFFERS

Mortgage review, sale preparation, search brief, deposit funds and a preferred possession range.

02 / CONDITIONAL PERIOD

Financing, appraisal, inspection, document review, buyer conditions and any sale-related condition.

03 / FIRM CONTRACTS

Lawyer instructions, insurance confirmation, movers, utilities, address changes and closing funds.

04 / FINAL WEEK

Final walkthroughs, packing, cleaning, meter records, key plans and confirmation of legal appointments.

05 / POSSESSION DAYS

Lawyer confirmation, key release, property access, condition checks and immediate issue reporting.

Same-day possession can be efficient, but it leaves little buffer if funds, keys or movers are delayed. Confirm the risks and alternatives before writing the dates.

STEP 05 / MOVE

Keep both firm transactions moving.

Once conditions are removed, the work shifts from negotiation to execution. Each professional needs complete, consistent information about both properties and both dates.

01 / LENDER

Provide the firm agreements and requested documents; confirm mortgage instructions, funds, timing and any interim financing.

02 / LAWYER

Send both agreements and amendments promptly; confirm identification, signing, title, payout and closing-fund requirements.

03 / INSURANCE

Confirm coverage dates for both properties, including any overlap, vacancy, renovation or rental considerations.

04 / PROPERTY WORK

Complete inspections, agreed repairs, document reviews and any written pre-possession access arrangements.

05 / MOVING

Book movers, elevators, storage, cleaners and childcare or pet care using terms that allow reasonable flexibility.

06 / CASH FLOW

Keep required closing funds accessible and avoid new debt, large transfers or employment changes without lender review.

Impression will maintain the transaction calendar and coordinate real-estate access and communication. Your lender and lawyer will confirm their own approval, funding and legal requirements.

STEP 05 / MOVE

Protect the move with a backup plan.

Even well-coordinated transactions can encounter changing dates, funding delays, repair issues or moving complications. Decide in advance what you will do if the ideal sequence changes.

THE PRIMARY PLAN

- Confirmed sale and purchase possession dates.
- Legal appointments and required closing funds.
- Final walkthrough and key-release arrangements.
- Mover, cleaning, utility and insurance schedules.

THE BACKUP PLAN

- Temporary accommodation and short-term storage.
- Flexible movers and an essentials-first packing plan.
- Extra carrying-cost and emergency cash reserve.
- Contacts for the lawyer, lender, insurer and movers.

ON EACH POSSESSION DAY

- Wait for the lawyer or authorized professional to confirm possession and key release.
- Check the property condition, agreed inclusions, appliances, keys, controls and meter readings.
- Photograph material concerns and report them promptly through the appropriate professional.

Do not give or take possession early unless the arrangement is properly documented and approved by the lawyers, insurers, lenders and parties involved.



ONE STRATEGY. TWO TRANSACTIONS. CLEAR GUIDANCE.

Ready to plan your next move?

Start with a clear conversation about your current home, next-home priorities, financing and ideal timeline.

ABOUT ME



Samneet Oberoi

Real estate, built around people and potential.

I chose real estate because I've always enjoyed helping people recognize the potential in a property - whether it's a place to call home, a renovation opportunity, or the foundation for a future development.

As a real estate agent with CIR Realty, I help buyers, sellers, investors, and builders throughout Calgary, Airdrie, and Chestermere. From first-time buyers and growing families to pre-construction properties, spec homes, renovation opportunities, inner-city multiplex projects, and lots for custom builds, I provide knowledgeable guidance across many areas of the market.

In just over two years, I've helped my clients complete more than \$25 million in real estate transactions, helped over 40 families find their home or dream project, and earned membership in CIR Realty's Executive Platinum Club. These achievements reflect the trust my clients place in me and my commitment to delivering attentive, dependable service.

My approach is built around listening carefully, communicating honestly, and understanding what matters most to each client. My goal is to make every real estate experience clear, comfortable, and well-informed while helping my clients make the right decision for their future.

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