



STILHAVN BUYER'S GUIDE

VANCOUVER | NORTH SHORE | SQUAMISH | WHISTLER | SUNSHINE COAST | OKANAGAN

Imagine

Imagine opening the door to a place that instinctively feels like home. From the moment you cross the threshold, you can picture your life unfolding within these walls. Turn yesterday's dream into today's reality with Stilhavn.

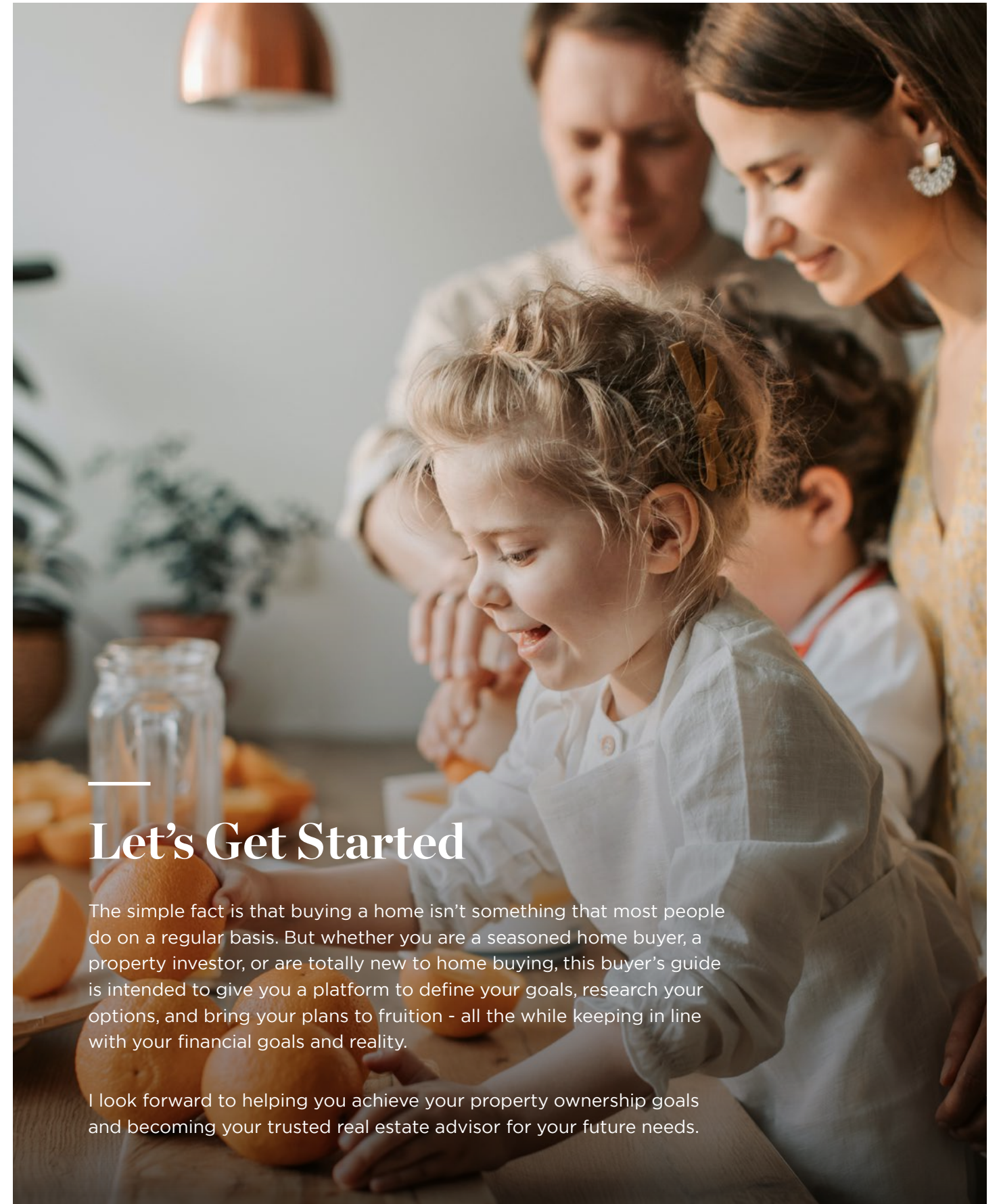
We're here to help you #FindYourHavn.



Let's Get Started

The simple fact is that buying a home isn't something that most people do on a regular basis. But whether you are a seasoned home buyer, a property investor, or are totally new to home buying, this buyer's guide is intended to give you a platform to define your goals, research your options, and bring your plans to fruition - all the while keeping in line with your financial goals and reality.

I look forward to helping you achieve your property ownership goals and becoming your trusted real estate advisor for your future needs.



Welcome Home

Your reason for wanting to own a home is likely as unique as you are. If you're currently renting, you may dream of a place of your own to furnish and decorate as you like. Perhaps you're ready to put down roots and build your future in a great neighbourhood. Or maybe a significant life change has created the need for a bigger or smaller space or a new community. Possibly you've decided it's time to add a real estate investment to your portfolio.

Whatever your reasons for buying a home, it's important that you do your research and, when you're ready, work with a trusted advisor to help guide you through the process.

Regardless of where you find yourself in life - whether you are a first time buyer, existing homeowner or seasoned investor - there is also likely sound financial reason to buy a home. Your home may be the single biggest investment you'll ever make; one that could pay off significantly in the long run. Consider this: the value of the average Canadian home has been steadily increasing. For renters in particular, the earlier you can redirect the money you currently pay in rent into paying down a mortgage, the faster you'll start building equity in your home.

Does the increase in value represent a good investment? The answer is yes; housing is typically a stable investment offering good rates of return. Continually increasing demand - driven by housing supply challenges, demographics, immigration and geographic constraints - supports the belief that a home will continue to be a good long-term investment. Even if you never intend to sell your home, having a rent-free home is a good retirement plan.

Perhaps more than ever, location is the key factor driving price increases. In a strong housing market, homes in particularly desirable areas are more likely to see above-average price increases. In weak housing markets, these homes tend to retain their value better. Although no one can predict where prices will be 25 years from now, the average price of a home in Canada has risen substantially in the previous 25 years, making a home investment one of the best investments available today.



Benefits of Home Ownership

Pride of Ownership

Pride of ownership is the number one reason why Canadians desire their own home. There is no landlord looking over your shoulder. You are able to make improvements knowing that any resulting appreciation will be to your benefit. Homeownership gives you and your family a sense of stability and security. It's making an investment in your future.

Mortgage Equity

Each month, part of your monthly payment is applied to the principal balance of your loan, which builds your equity. You can borrow against a home's equity for a variety of reasons such as home improvement, university or college expenses, or starting a new business. Why pay-off your landlord's property when you could be paying off your own?

Homeowners accumulate wealth for the future while enjoying the benefits of a shelter that they can use, improve and sell. Their home is a safe haven for investment.

Appreciation

In Canada, especially in the last few years, homes have appreciated considerably. This has added substantially to owners net worth. Unlike stocks and bonds, you get to live in your investment. Also, in Canada your principal residence is exempt from capital gains taxes.

Are You Ready?

First: Do you have the financial resources? In Canada, homebuyers are required to have a down payment of at least 5% of the purchase price. Buyers with a larger down payment will typically find it easier to secure financing and may qualify for additional savings. Are there other priorities in your life - like starting a new business - which require your savings? If not, buying a home should be on your radar.

Second: Do you expect to stay in your new home for some time? Moving can be expensive and you will want to build some equity before having to relocate. Your job and home life should be stable.

What Can You Afford?

Apartment

Apartment homes are typically accessed via shared common spaces like lobbies and hallways. While apartment homes are often referred to as condominiums, this term actually references a type of ownership rather than a style of construction.

In BC, most condominium homes are apartments contained within low or high-rise residential buildings, but they can also be contained within townhouse complexes or communities of freestanding homes. A collection of condominium homes is often referred to as a “strata” in British Columbia, and are governed by specific bylaws and rules. Common maintenance expenses are shared by all owners.

Townhome or Half-Duplex

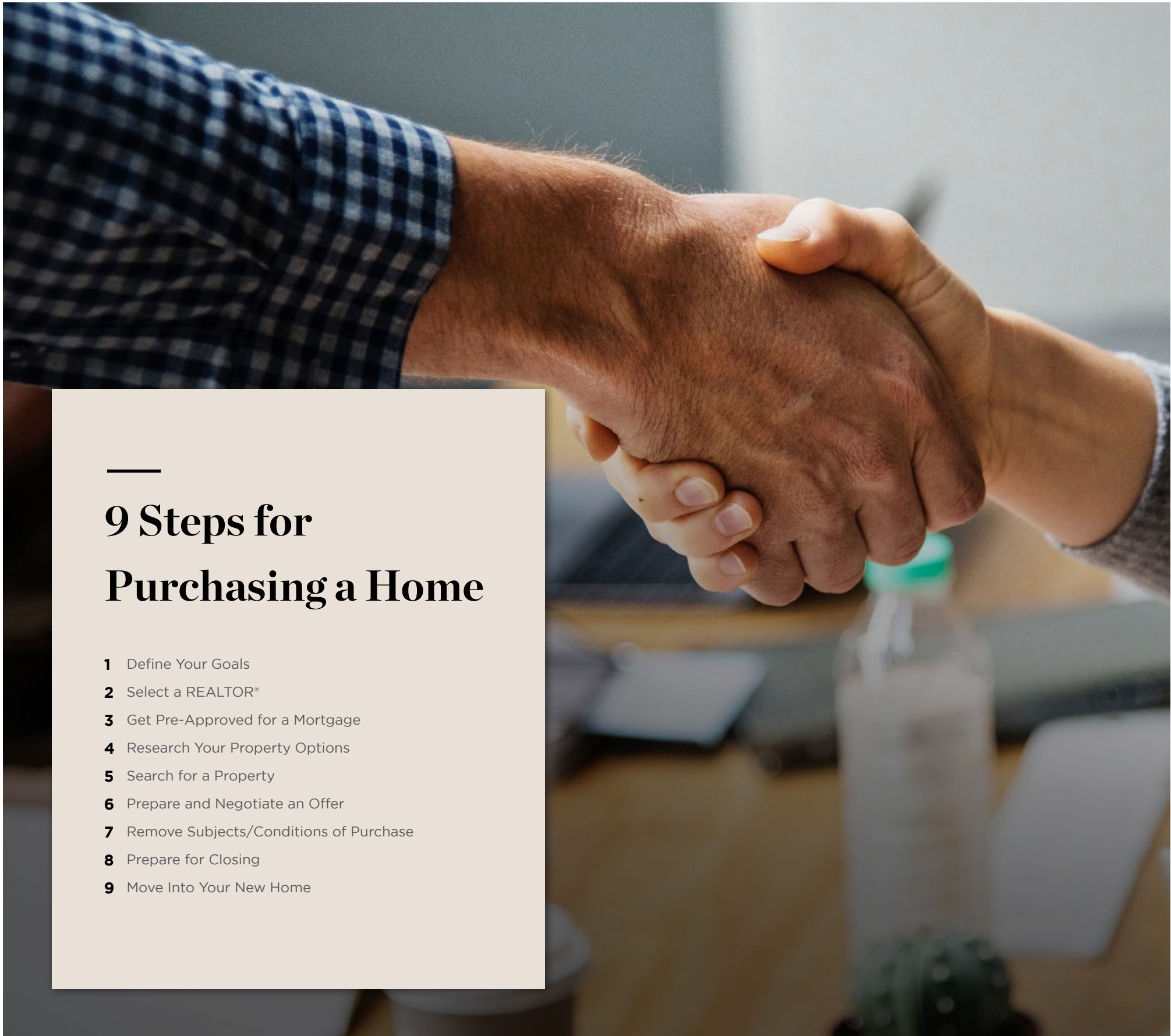
A townhome or row house is a ground-oriented home joined by common walls to other similar dwellings. While these types of homes may not be as private as detached single-family homes, they typically include direct exterior access - without common hallways - and private outdoor space. They are also typically more affordable than a detached single-family home and are easier to maintain.

A half duplex is similar in many ways to a townhome, but typically shares a common wall with just one other dwelling and boasts larger outdoor space.

House

A house is a free-standing home that sits on its own lot. A solid investment - given the purchase of a house includes the purchase of the land it occupies - this form of dwelling is also typically the most expensive. Single-family homeowners are solely responsible for the maintenance and upkeep of their homes and property, meaning maintenance costs can be high.





9 Steps for Purchasing a Home

- 1 Define Your Goals
- 2 Select a REALTOR®
- 3 Get Pre-Approved for a Mortgage
- 4 Research Your Property Options
- 5 Search for a Property
- 6 Prepare and Negotiate an Offer
- 7 Remove Subjects/Conditions of Purchase
- 8 Prepare for Closing
- 9 Move Into Your New Home

1

Define Your Goals

We need to determine clear reasons why you are buying and what kind of home fits your needs. The reasons for buying a home have changed significantly over the last 25 years — no longer is it simply a permanent place for you and/or your family. Owning property is now viewed with a keen eye on its investment potential, whether it is for the principal home, a second home, or a pure investment.

Buying and financing a home are closely related, so it is very important to review your current financial situation and understand how much you can afford. Through this review, you will find that you are in a better position to understand both your housing and mortgage options, as well as create the appropriate action plan and timeline for moving forward.

2

Select a REALTOR®

As a buyer, you have a choice in representation and it's important to work with a REALTOR® who will work with you throughout the entire process, no matter how long it takes to find your new home.

When choosing a REALTOR®, consider their:

- Knowledge
- Experience
- Expertise
- Reputation

Check their track record of working with buyers with regard to:

- Finding a home
- Negotiating the price
- Helping with financial solutions
- Understanding the local market
- Understanding property types
- Understanding property values
- Knowledge of the transaction process

And don't hesitate to ask for references!

3

Get Pre-Approved for a Mortgage

It is always in your best interest to speak with a mortgage professional and get pre-qualified for a loan before starting your search. No matter your prior experiences, circumstances, or reasons for buying, the current rates, approval, and unexpected challenges should be addressed before you fall in love with a home and develop a serious intention of buying. The pre-approval process involves meeting with a mortgage broker or lender and authorizing them to examine your current financial situation and credit history. This will allow your mortgage professional to provide direction regarding the amount you can borrow and the expected interest rate.

The Benefits of Pre-qualification

- Knowing what you can afford enables you to plan accordingly.
- It allows you to understand the difference between how much you qualify for and how much you can afford to pay each month.
- As a qualified buyer, you will be taken more seriously when you make an offer on a home.
- You can take the time to understand the short and long-term implications, allowing you to make informed decisions and research your options.

4

Research Your Property Options

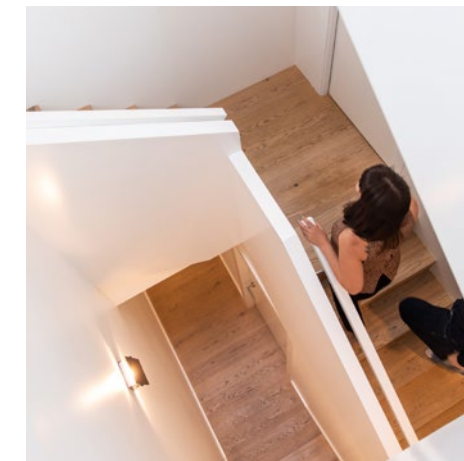
Key components determine the start of all searches:

1. **Location:** Where do you want to live?
2. **Type:** What type of home do you want?
3. **Price:** What can you afford?

Only you can determine the importance of each, and once you start your search you will be able to determine if your expectations are realistic.

Location, Location, Location

Why does location matter so much? For starters, you can't move a home — at least not easily or inexpensively. When you buy a home in a good location, it's usually a solid long-term investment. Perhaps now more than ever, location is the key factor driving price increases. In a strong housing market, homes in particularly desirable areas are more likely to see above-average price increases. In weak housing markets, these homes tend to retain their value better.



5

Search for a Property

Now that you have been pre-approved, you understand the costs of the mortgage, and you've identified your desired location, property type and price, it is time to start identifying properties that match your requirements.

The Internet

95% of all buyers use the Internet to search for homes and, on average, take 12 weeks to refine their criteria before they contact their REALTOR® to start viewing homes.

Your Agent

As your buyer's agent, I can assist in narrowing your search by reviewing your 'must-haves' and 'would-likes' as well as make recommendations based on my experience and local knowledge of working within this community.

As a REALTOR® I am also positioned to:

- Preview new properties at REALTOR® exclusive open houses.
- Use real estate technology to automatically and instantly send you new home matches as soon as they hit the market.
- Work with my network to find new properties that have not yet been listed.
- Identify every home in your preferred community including "for sale by owner", discounted brokerages, expired listings or homes not actually on the market but known to suit your requirements.
- Communicate with top-producing agents active in your preferred neighbourhood to let them know you are a qualified purchaser.

Property Visits

Visiting open houses and new developments in your preferred area is a great way to get out and see what is on the market.



6

Prepare and Negotiate an Offer

When you have found the right home, it is time to prepare and draft a **Contract of Purchase and Sale**. This offer must protect and represent your interests while remaining legally binding on final acceptance. There are many components to an offer that you should be aware of and understand. As your REALTOR®, I will answer your questions and explain the entire process so that you are comfortable with the steps involved.

An offer can be drafted with or without conditions; an offer without conditions is known as a **firm or subject-free** offer. A conditional offer places certain conditions on the purchase that are intended to protect one party.

The seller may accept your initial offer, reject your offer or present a **counter-offer**. The counter-offer may differ from your original offer with respect to price, conditions, closing date or any other terms. Offers can be countered back and forth between the parties until one of you accepts or rejects, ending the negotiations.

7

Remove Subjects/Conditions of Purchase

Acceptance of the sales contract can be made contingent on (dependent on or subject to) certain circumstances. It is important to stipulate that the property passes any inspections you want performed and that financing is approved.

As your buyer's agent, I will advise you on what contingencies you should write into your offer based on the type of property and your particular situation. Once you are satisfied and wish to commit to purchasing the home, a subject removal document will be prepared for you to sign.

Even in situations where there may be no subject conditions (a "subject free" offer), buyers in BC are protected by a three-day rescission period (cooling off period). It is important for buyers to note that there is a rescission (cancellation) fee of 0.25% of the purchase price, or \$250 for every \$100,000, for those who choose to rescind a subject-free, accepted offer during that three-day cooling off period. For example, if a purchaser exercises the right of a rescission on a \$1-million home, they would be required to pay \$2,500 to the seller.

8

Prepare for Closing

To help alleviate the stress of buying, it is important to understand the closing process step by step.

Step 1 — Retain the services of a lawyer or notary as soon as you have an accepted Contract of Purchase and Sale and have removed all subjects.

Step 2 — Your lawyer or notary will need to gather information from you including how you wish to hold title to the property, especially if you are buying with your spouse, a partner, family member, or a colleague. It is important to understand the different types of title and how they affect you.

Step 3 — Your lawyer or notary conducts a title search and obtains tax information and any additional information necessary to prepare the Statement of Adjustments. If you are registering a mortgage, your lawyer or notary will need to obtain an insurance binder with "loss payable" to your lender.

Step 4 — Your lawyer or notary prepares closing documents including title transfer, mortgage, property transfer tax forms and Statement of Adjustments. Your lawyer or notary will forward the seller's closing documents to the seller's lawyer or notary for execution.

Step 5 — One to three days before closing, it is typical to meet with your lawyer or notary to sign documents and deliver the balance of funds — by certified cheque, bank draft, or inter-bank transfer. If your funds are invested, ensure that they will be available for deposit in advance of closing.

Step 6 — Your lawyer or notary will register the transfer and mortgage documents, arrange for the seller's lawyer or notary to pick up funds, and notify you that the purchase has completed.

Step 7 — Normally you receive the house keys directly from your REALTOR® on the Possession Date as set out in the Contract of Purchase and Sale.

Step 8 — Move in and enjoy your new home!

9

Move Into Your New Home

Moving into a new home is an exciting time but it can also be stressful. Whether you are doing it yourself, asking friends for a little help, or hiring professionals, this moving guide will give you some great insight.

As Soon As Possible

- Research moving companies and/or truck rental companies.
- Hire a moving company or if you are doing it yourself, reserve a moving truck. Be sure to get written confirmation of all your costs and details of your move.
- Keep in mind that it is often less expensive to move mid-month or outside of the last and first few days of any month.

Two Months Before Moving Day

- Go through your current home and determine what to throw away/donate.
- Make a list of items in your home that need extra attention while moving or special packing instructions.
- If you have children and you are moving to a new school district, start arranging the school and daycare transferring process.
- Order any boxes and moving supplies.

One Month Before Moving Day

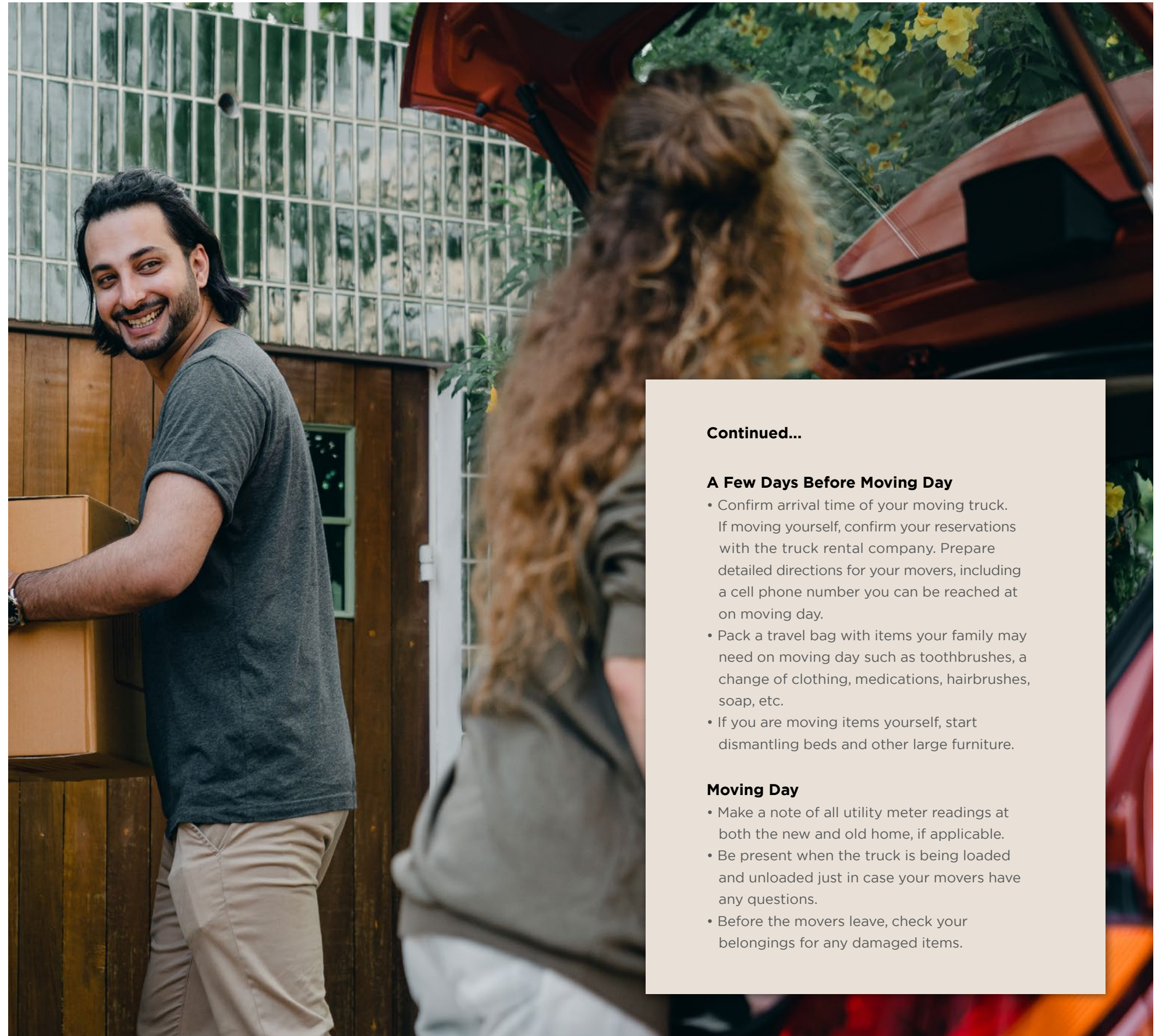
- Time to start packing! Begin with the items in your home you don't use regularly.
- Clearly label on the outside to which room each box is going and a quick checklist of the items inside. This makes unpacking so much easier.
- As you pack, make note of items of significant value for insurance purposes.
- At your local post office, fill out a change of address form with your new address.
- Inform the following companies and institutions about your new address: banks, cable, Internet and phone, insurance companies, utility companies, credit card companies, doctors, dentists, and any subscriptions you have.

Two Weeks Before Moving Day

- Confirm your reservations with your movers or truck rental company.
- Cancel or transfer any regular delivery services.
- If you are moving into a multi-family building, you may need to contact the strata corporation to reserve an elevator and/or loading bay.

One Week Before Moving Day

- Most of your packing should be done one week prior to moving day.
- Set aside the items of importance you wish to transport to your new home yourself.



Continued...

A Few Days Before Moving Day

- Confirm arrival time of your moving truck. If moving yourself, confirm your reservations with the truck rental company. Prepare detailed directions for your movers, including a cell phone number you can be reached at on moving day.
- Pack a travel bag with items your family may need on moving day such as toothbrushes, a change of clothing, medications, hairbrushes, soap, etc.
- If you are moving items yourself, start dismantling beds and other large furniture.

Moving Day

- Make a note of all utility meter readings at both the new and old home, if applicable.
- Be present when the truck is being loaded and unloaded just in case your movers have any questions.
- Before the movers leave, check your belongings for any damaged items.

Cost Guide

Property Transfer Tax

Resale Housing:

When a residence is purchased, a Property Transfer Tax (PTT) is applied. The tax is calculated at 1% on the first \$200,000, 2% of the value greater than \$200,000 and up to and including \$2,000,000, and 3% of the value greater than \$2,000,000. If you are a first-time homebuyer, you may qualify for an exemption to the PTT if the fair market value of the residence is \$835,000 or less. In all regions there is also a proportional exemption for first-time buyers of homes with a fair market value up to \$860,000.

Residential Properties Over Three Million Dollars:

If you are purchasing a home valued at over \$3,000,000, there is a further 2% tax applied to the property value greater than \$3,000,000.

New Construction:

There is no PTT payable on the purchase of newly constructed homes up to \$1,100,000 in value. The buyer must be an individual, a Canadian citizen or permanent resident, and located in BC. The property must be their principal residence and 0.5 hectares (1.24 acres) or smaller. There is a partial exemption for homes between \$1,100,000 and \$1,150,000.

Property Transfer Tax for Non-Residents:

An additional Property Transfer Tax applies to residential property transfers to foreign entities in the Greater Vancouver Regional District. An additional 20% of the fair market value of the foreign entity's proportionate share of a residential property is due upon closing.

Mortgage Insurance and Fees

If you obtain a mortgage with less than 20% down payment - known as a high-ratio mortgage - you will have to buy mortgage loan insurance from one of three insurers. The CMHC Mortgage Loan Insurance premium is calculated as a percentage of the loan and is based on the size of your down payment. The higher the percentage of the total house price/value that you borrow, the higher percentage you will pay in insurance premiums. The insurance premium usually gets added to your mortgage.

Appraisal and Survey

Before your lender approves your mortgage, you may be required to have an appraisal done. Sometimes your lender covers the cost, otherwise it will be your responsibility. The fee ranges from \$100 to \$850.

Home Inspection Fee

Most REALTORS® recommend that you get a home inspection by a certified home inspector. It will cost you from \$500 to \$750 for a smaller house; large houses may cost more. Your REALTOR® should be able to recommend a good inspector.

Legal Fees

Lawyer/notary fees for closing the sale depend on the complexity of the deal but they should range from \$1,500 - \$3,000. In addition, Disbursement to Land Titles Office are approximately \$500. Your lawyer/notary will arrange the payment.



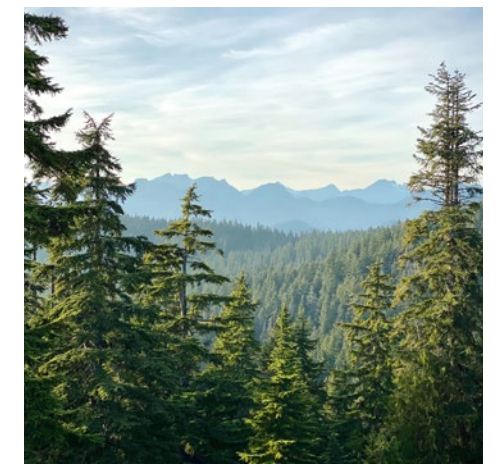
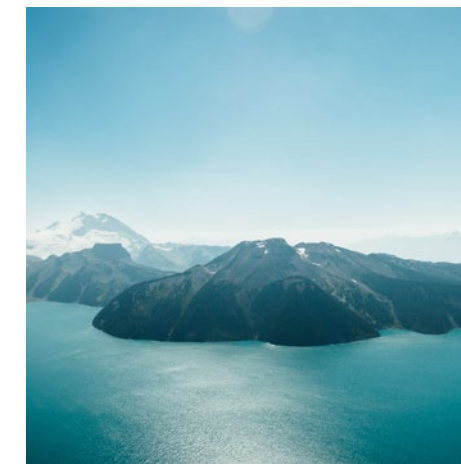
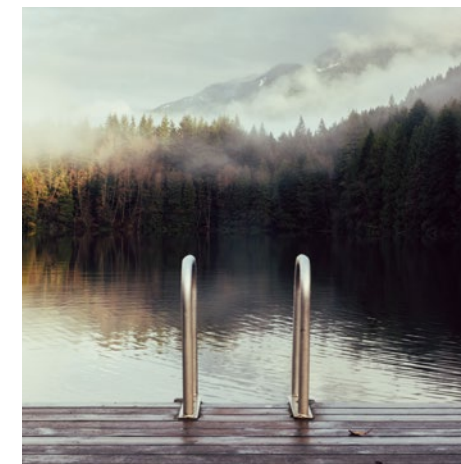


Common Mistakes by Home Buyers

Taking some time to educate yourself about some of the common mistakes home buyers make can help to ensure that your home buying experience is a success.

1. Going over budget. Just because you qualify doesn't mean you can afford the monthly payments plus all your other ongoing costs.
2. Location is important. Loving the house will not be enough.
3. Not pre-qualifying for a mortgage.
4. Not shopping for the most suitable mortgage to match your requirements.
5. Not understanding all the terms and conditions, interest rates, length of contracts, mortgage types and rates, etc. before selecting your mortgage.
6. Buying a new home before selling your old home.
7. Not understanding the true costs associated with buying a home.
8. Not using professionals to assist in all aspects of your house purchase from using a REALTOR®, mortgage advisor, home inspector, lawyer or notary through to your moving company.

As your buyer's agent, I am here to help make sure you avoid these mistakes, and find yourself happily settled in your new home.



A Home Buyer's Glossary

Agreement of Sale – Also known as contract of purchase and sale, purchase agreement, or sales agreement according to location or jurisdiction. A contract in which a seller and buyer agree to transact under certain terms spelled out in writing and signed by both parties.

Amortization – The process of reducing the principal debt through a schedule of fixed payments at regular intervals of time with an interest rate specified in a loan document.

Appraisal – A professional appraiser's estimate of the market value of a property based on local market data and the recent sale prices of similar properties.

Assessed Value – The value placed on a home by municipal assessors for the purpose of determining property taxes.

Closing – The final steps in the transfer of property ownership. On the closing date, as specified by the sales agreement, the buyer inspects and signs all the documents relating to the transaction and the final disbursements are paid. Also referred to as the settlement.

Closing Costs – The costs to complete a real estate transaction in addition to the price of the home. This may include: taxes, title insurance, appraisal fees and legal fees.

Closing Date – This is usually the date that the legal ownership of the property transfers from the seller to the buyer.

Conditions or Subjects – Items that are usually put in place to protect a party's interests upon selling or buying the property and refer to things that must occur or be in place before the sale closes. Some of these conditions could be "subject to financing approval", "subject to the strata council allowing pets", "subject to the buyer's house selling", "subject to an approved home inspection", etc.

Contingency – A clause in the purchase contract that describes certain conditions that must be met and agreed upon by both buyer and seller before the contract is binding.

Contract of Purchase and Sale – A detailed, written document which makes an offer to purchase a property, and which may be amended several times in the process of negotiations. When signed by all parties involved in the sale, the purchase offer becomes a legally-binding sales agreement.

Conventional Mortgage – One that is not insured or guaranteed by the federal government.

Counter-Offer – An offer, made in response to the previous offer, that rejects all or part of the previous offer while enabling negotiations to continue.

Debt-to-Income Ratio – A ratio that measures total debt burden. It is calculated by dividing gross monthly debt repayments, including mortgages, by gross monthly income.

Deposit – A deposit provided by the buyer to the seller as a token of the buyer's assurance and intention to buy the property involved. The deposit is applied against the purchase price of the home once the sale has closed. Your agent can assist you in proposing a certain and appropriate amount for the deposit.

Easements – Legal right of access to use of a property by individuals or groups for specific purposes. Easements may affect property values and are sometimes part of the deed.

Equity – The value of the property less the loan balance and any outstanding liens or other debts against the property.

Fixed-Rate Mortgage – A type of mortgage loan where the interest rate does not change during the entire term of the loan. The rate is locked in at time of closing.

Home Inspection – Professional inspection of a home, paid for by the buyer, to evaluate the quality and safety of its plumbing, heating, wiring, appliances, roof, foundation, etc.

Homeowner's Insurance – A policy that protects you and the lender from fire or flood, a liability such as visitor injury or damage to your personal property.

Inclusions and Exclusions – These are specifications within the offer that detail the items to be included or excluded from the purchase of the property. Typical inclusions are appliances, window coverings and light fixtures.

Lien – A claim or charge on property for payment of a debt. With a mortgage, the lender has the right to take the title to your property if you don't make the mortgage payments.

Market Value – The amount a willing buyer would pay a willing seller for a home. An appraised value is an estimate of the current fair market value.

Possession & Adjustment Dates – The possession date is when the buyer takes possession of the property. The adjustment date specifies when adjustments are made for prepaid taxes, maintenance fees, etc. These two dates are usually the same.

Possession Date – The date, as specified by the sales agreement, that the buyer can move into the property. Generally, it occurs within a couple of days of the completion date.

Pre-Approval Letter – A letter from a mortgage lender indicating that a buyer qualifies for a mortgage of a specific amount.

Principal – The amount of money borrowed from a lender to buy a home, or the amount of the loan that has not yet been repaid. Does not include the interest paid to borrow.

Purchase Price – The amount that the buyer is offering to pay for the property, usually dependent on market conditions. This may differ from the seller's asking price. There is no "normal" amount or percentage that a price will differ from its asking price, as the final price will be determined by many factors, including the seller's motivation and how close the asking price is to actual "market value."

Rescission Period – Also known as a 'cooling off period.' Buyers are protected by a mandatory three-day rescission period. This period begins the day after a subject free offer is accepted and does not include weekends or holidays.

Title – The right to, and the ownership of property. A title or deed is sometimes used as proof of ownership of land. Clear title refers to a title that has no legal defects.

Title Search – A historical review of all legal documents relating to ownership of a property to determine if there have been any flaws in prior transfers of ownership or if there are any claims or encumbrances on the title to the property.

Variable-Rate Mortgage – The interest rate is not fixed for a variable-rate mortgage but instead is adjusted based on a specific benchmark or reference rate. The rate floats up or down as that benchmark changes.



Peace of Mind

At Stilhavn, our dedicated team of top-performing REALTORS® brings a unique blend of proven experience, consistent performance, strength of character, and a collaborative approach to guiding you through your home buying journey. Our team is comprised of the very best the industry has to offer. From Metro Vancouver, along the Sea to Sky, on the Sunshine Coast, and in the Okanagan, our agents sell more homes than the average REALTOR® — and we sell them faster.

Stronger Together

We take a values-driven approach to real estate, with a commitment to professionalism, collaboration and customer service. We don't focus on the number of agents on our team, but on their skill, experience and integrity. Every member of the Stilhavn team offers exceptional customer service, without compromise. Here, "better" means leveraging our collective strength and deep market insights to deliver unparalleled results.

Leading Technology

Our digital-first approach means we are leading the charge in innovation and setting a new standard for customer service and marketing.

For Sellers: Listing with Stilhavn means achieving maximum exposure through our direct channels, referral partners, and targeted marketing campaigns.

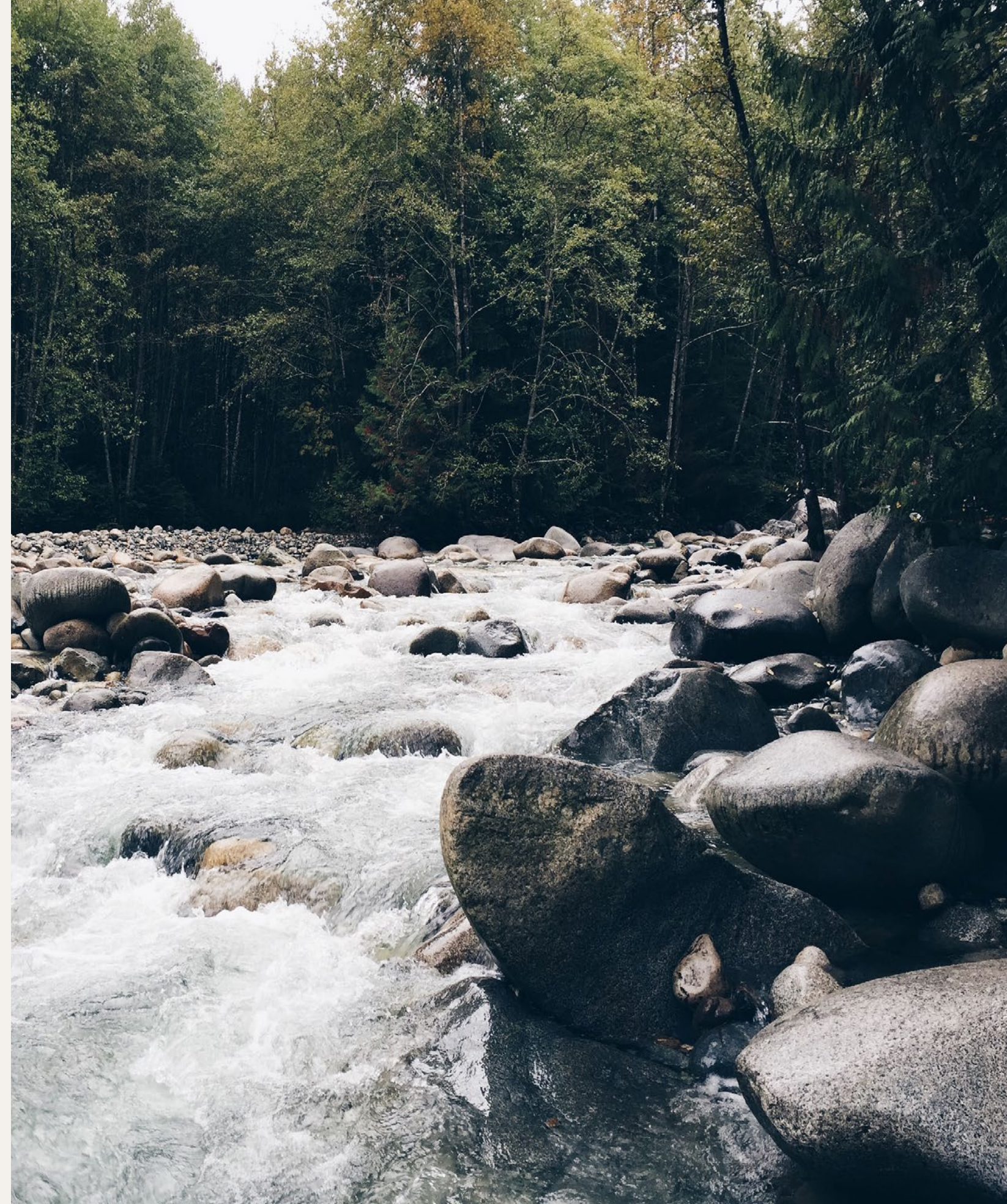
For Buyers: It means tapping into Stilhavn's collective knowledge and enjoying an incredible house-hunting experience across every touchpoint, physical and digital.

Made in BC

At Stilhavn, we are proud of our BC roots. Founded in Vancouver, we live, work and play in Metro Vancouver, along the Sea to Sky Corridor, on the Sunshine Coast, and in the Okanagan. We know what sets our neighbourhoods apart, and we use our local knowledge to help guide buyers and sellers through their individual real estate experiences.

#FindYourHavn

Your home is your refuge from the world. Through a commitment to professionalism and integrity, a wealth of experience and education, and a dedication to exceeding client expectations, Stilhavn REALTORS® are uniquely positioned to help guide you to your happy place. Choose us to help you #findyourhavn.



STILHAVN REAL ESTATE SERVICES:

VANCOUVER | 36 East 5th Avenue, Vancouver BC, V5T 1G8

NORTH SHORE | 104-2770 Valley Centre Avenue, North Vancouver BC, V7J 0C8

SQUAMISH | 1388 Main Street, Squamish BC, V8B 0A4

WHISTLER | 120-4090 Whistler Way, Whistler BC, V8E 1J3

OKANAGAN | 100-3200 Richter Street, Kelowna BC, V1W 5K9

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REAL ESTATE SERVICES

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We would like to acknowledge that we work and live on the traditional territory of the xwmaθkwəyəm, səllwətaʔ, Lil'wat, Skwxwú7mesh and Syilx Okanagan People.

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