



# BUYER'S GUIDE

AN OVERVIEW OF WHO WE ARE,  
WHAT TO EXPECT, & WHAT TO PREPARE



# OVERVIEW

Our team of knowledgeable and experienced Realtors know that buying a property is serious business and we are here to help make the process as smooth as possible. We have created this Buyer's Guide to help address the big questions that you may have during your home-buying experience.

Meeting with a Realtor is a crucial step in the home-buying process, as it can be your key to ensuring a smooth and positive experience. Working with a Realtor in buying will save you thousands of dollars through the negotiation process, as well as offer you a peace of mind and confidence in purchasing your largest investment.



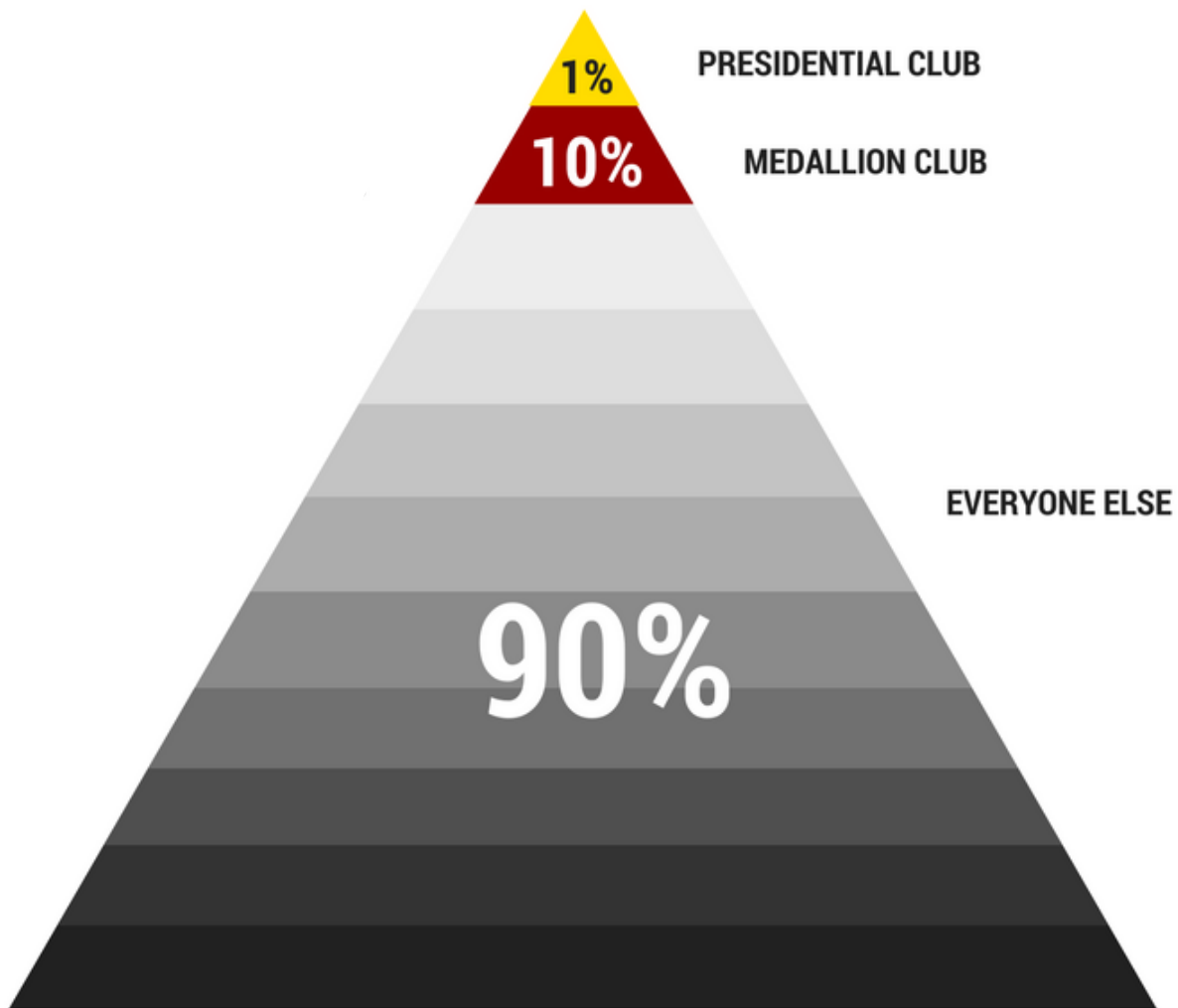
The best first step towards buying your new home is to clearly understand your resources and realistic budget. Getting pre-approved for a mortgage means that you are financially qualified to purchase your new home. Once you are pre-approved, you will be able to determine what the primary and secondary needs for your home include. Be honest with what you must have and what you can live without. Finding the right home is a big undertaking, and will require a lot of time and energy from you and your trusted home-buying team.

With our guidance, you can begin touring properties that meet your specific needs, wants and budget. Once you have found a home that you are interested in purchasing, our team is here to walk you through the process of drafting an offer. We will then communicate your offer to the seller or seller's agent on your behalf. In our market, many properties are in demand, and you may not be the only person interested in purchasing a property. We will ensure your offer is not only attractive to the sellers, but protects your interests using specified terms and conditions. We are with you every step of the way, through to completion and beyond.



**WE ARE** PRESIDENTIAL & MEDALLION

**AWARD-WINNING REALTORS, CONSISTENTLY  
PLACING IN THE TOP 10% OF ALL GREATER  
VANCOUVER REALTORS EVERY YEAR**



# ABOUT US



**Roland Kym** is a Medallion and Presidential Award-winning\* Realtor that is consistently in the top 2% of all Vancouver Realtors. He is passionate about real estate and helping his clients navigate the Vancouver markets. Roland lives in Vancouver with his wife and three children. They are often outdoors and can be found enjoying the city, mountains and ocean.

**Connie Buna** is a Medallion Award-winning\* Realtor who is passionate about developing long-lasting relationships of trust and confidence with her clients, helping them with real estate transactions at all points of their lives. From first home buyer to upgrading for a growing family to expanding investment portfolios, Connie provides accurate insightful information and uses strategic creative approaches to attract the right buyer and to find the right property.



**Justin Crawford** is a Realtor with a love for customer service and entrepreneurialism has driven him ever since. Justin's family has been very involved in the Vancouver real estate market which has inspired him to center his career on it. The most important part of Justin's day is making sure clients are happy, inspired and taken care of. Justin is married, with one child and a dog. Giving back is very important to him and he does this through donations to Canuck Place Children's Hospice and by participating in races that raise money for various charities.

**Brie Sheridan** is the team's Client Experience Coordinator, Brie is responsible for handling client touch points, event planning, and special projects. With a degree in Communications and a background in customer service, Brie helps enhance the relationship with our clients during and after the buying and selling process.



**Tamara Oman** is the team's transaction management coordinator. She is responsible for managing our transaction documents and ensuring a smooth process from start to finish. Tamara is currently working on completing her degree in Real Estate Business with UBC.

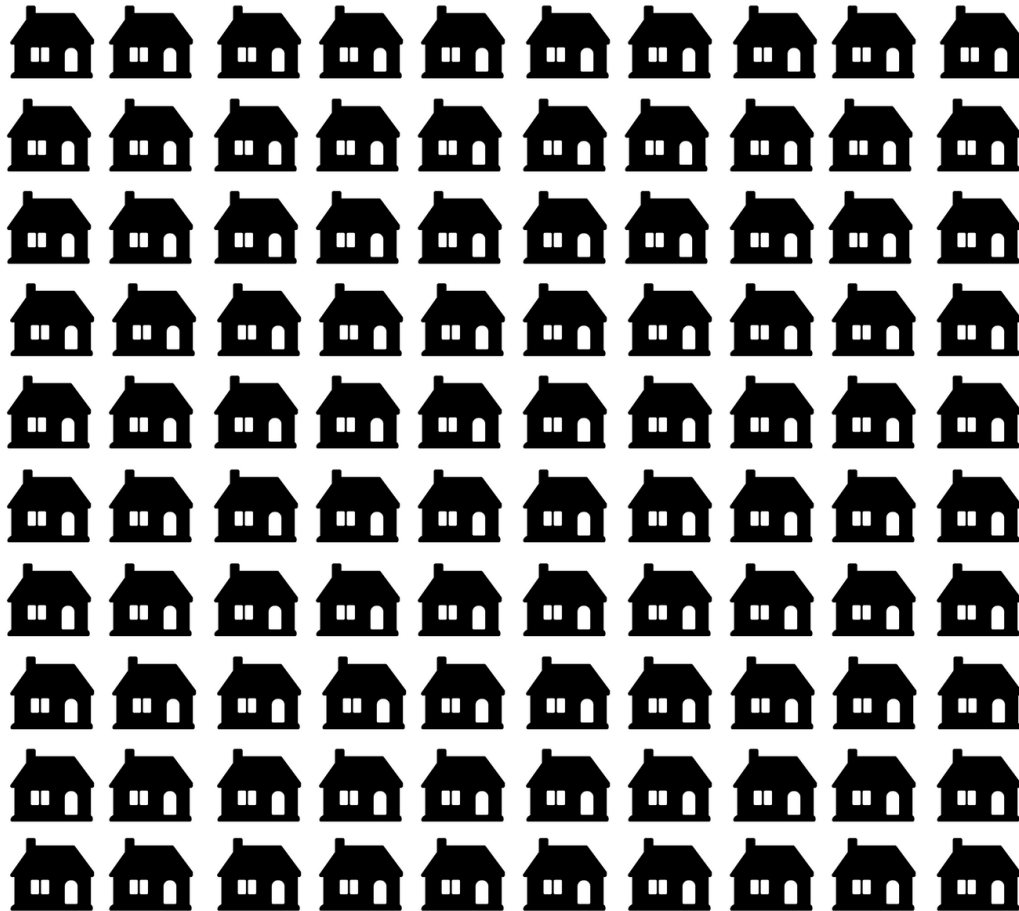
\*2018 results





**WE BOUGHT & SOLD OVER 100 PROPERTIES**

**LAST YEAR. THE INDUSTRY AVERAGE IS 7/REALTOR**



**VS.**



# WE BUY OR SELL A PROPERTY EVERY 4 DAYS



# WE ARE TRAINED BY KELLER WILLIAMS - THE LARGEST REAL ESTATE COMPANY IN THE WORLD\*

Franchise Business Review  
Best of the Best list of North  
America's Top 50 enterprise  
franchises based on value and  
franchisee satisfaction\*\*

*Inman Select  
Special Report on  
Broker Real Estate  
Technology  
Highest ranked  
brokerage by agent  
satisfaction and  
usage\*\**

Ranked as the  
no. 2 training  
organization across  
all industries by  
Training Magazine\*\*  
(3rd consecutive  
year in the Top 5)

One of the Top 10  
Companies to  
work for in  
America by  
Forbes  
Magazine\*\*

5th straight year  
as one of  
America's fastest-  
growing private  
companies by Inc.  
Magazine\*\*



\*By agent count in 2017

\*\*2017



# THE KELLER WILLIAMS STORY

## TECHNOLOGY

Leading-edge tech tools and marketing systems training give us the advantage in effectively selling your home!



## TEAMWORK

Keller Williams is designed to reward agents for working together. Based on the belief that we are all more successful if we strive toward a common goal rather than just our individual interests, we are confident that every Keller Williams professional shares the vision of serving our clients at the very highest level possible.



## KNOWLEDGE

We stay ahead of trends in the real estate industry through our comprehensive, industry-leading training curriculum and research resources. It's what prepares our team to provide you with unparalleled service.



## RELIABILITY

Founded on the principles of trust and honesty, Keller Williams emphasizes the importance of having the integrity to do the right thing, always putting your needs first. We firmly believe that our success is ultimately determined by the legacy we leave with each client we serve. Our relationship is dependent on meeting and exceeding your needs.



## TRACK RECORD

We are proud to be affiliated with one of the largest real estate organizations in the world! The strong growth of Keller Williams is proof that when you offer a superior level of service, word spreads fast. Our agents are on a different level because they are constantly trained, coached, assisted, motivated and most of all, APPRECIATED!





# BIG QUESTIONS

## HOME FEATURES

- How many bedrooms and bathrooms do you need? Do you require an office or rec-room space?
- Does the property have a substantial backyard for pets or a garden or do you require a home with a low maintenance exterior?
- Have you considered if the unit needs a renovation or cosmetic improvement?
- How old are the appliances within the home? Will they need updating?
- How old is the furnace, hot water tank, windows, roof, plumbing, electrical, etc.? Will they need updating?
- Have there been any major repairs to the property? If so, when? Have all home improvements been completed with permits from the local municipality?
- Does the home use gas or electrical for the furnace, hot water heater, and appliances?
- For condos and strata properties, have Depreciation or Engineering reports been completed? Do we have access to all necessary strata documents? Our team of experts will assist you in reviewing all Strata documents and help you understand what to look for.

## LOCATION

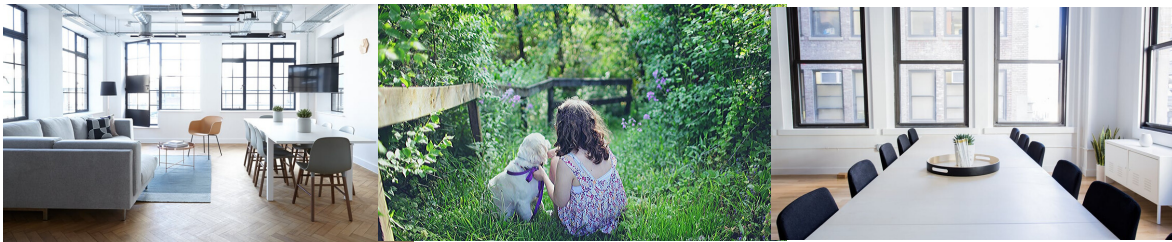
- How is the commute to work? What is the proximity to public transit?
- What school will your children attend? Is the school in walking distance? If not, what are the alternatives?
- Are there parks and recreational facilities nearby?
- Who are your neighbours?
- Are you close to friends and family?
- Are grocery stores, shopping centres and restaurants nearby?



# BIG QUESTIONS CONTINUED

## PRIVACY & NOISE

- Visit the area at different times of day and weekends – check the noise level.
- What is the proximity to highways, major routes, parking lots and trains?
- Are there bars, cafes and hostels nearby that could bring about noisy crowds?
- Do the current owners have any comment on noise?



## INVESTMENT

- How much growth have the properties in the area seen in the last 5-10 years?
- What will your yearly property taxes be?
- How much will your utility bills be, approximately?
- For condos - What is your monthly maintenance fee? Does the strata corporation allow rentals? Are there any other bylaws that could affect your specific needs? Are there any upcoming special assessments or levies?
- For detached homes - Is there a mortgage helper? What is the average rent?
- Is the future economic climate good for the specific area?
- Are there any new developments or construction in the area slated for the future?





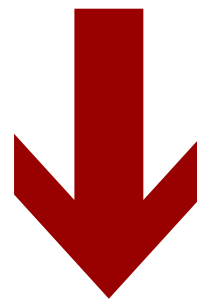
# COSTS

## DEPOSIT

Once conditions, if any, have been removed, you will be required to produce a deposit (usually 5% of the purchase price) to your Realtor for them to hold in trust until the sale completes. This deposit is typically part of your down-payment. If the contract requires you to pay a deposit up front (before subjects have been removed) and the deal does not move forward, you will receive your deposit back.

## DOWN-PAYMENT

At least 5% of the purchase price is required for a high-ratio mortgage (a high ratio mortgage is one with a loan to value ratio of more than 80%), while at least 20% of the purchase price is required for a conventional mortgage (a mortgage where a loan is no more than 80% of the appraised value or purchase price).



## MORTGAGE LOAN INSURANCE PREMIUM

If you have been approved for a high-ratio mortgage, chances are you will need mortgage loan insurance. To receive this insurance, you will be asked to pay the required insurance premium. Your lender may ask you to pay this upon completion, or they may add the mortgage insurance premium to your mortgage. Your mortgage broker will clearly draw this out for you.

## PROPERTY TRANSFER TAX (PTT)

This tax is mandatory in the province of British Columbia. It is charged at a rate of 1% on the first \$200,000 and 2% on the portion of the fair market value greater than \$200,000 up to and including \$2,000,000. It is 3% on the portion of the fair market value greater than \$2,000,000.

EX. The PPT on a \$600,000 purchase would be  $\$2,000 + \$8,000 = \$10,000$

First time home buyers are exempt if they meet certain criteria and are purchasing a property under \$500,000. Please discuss your options with your Mortgage professional. If you need a referral for an experienced trusted Mortgage adviser, let us know and we would be happy to give you options.



# COSTS CONTINUED

## HOME INSURANCE

A mortgage lender will require proof of insurance since the home is security against the mortgage. The insurance will cover the cost of replacing the structure of the home. In a strata property, this insurance is included in your monthly maintenance fees, however it does not include insurance for the contents of your home.

## LEGAL FEES & DISBURSEMENTS

Legal costs for a home purchase with a mortgage can range from \$1000-\$1200 regardless of whether the buyer retains the services of a lawyer or notary public. It is critical that the home buyer understands what is included in a quote, and what may be added as additional costs. Typical costs included are: professional fees, land title search and registration fees and miscellaneous office disbursements.

## REALTOR COSTS

The services of a Realtor come at no cost to the buyer. The fees are paid for by the seller, out of the proceeds of the home sale. Using a buyer's agent will get you access to the most up-to-date and accurate information on houses for sale, even before they are shown to the general public. A buyer's agent is professionally trained in finding you the perfect home and they will negotiate an offer on your behalf with your best interests in mind. They are there for you every step of the way and all of this comes at no cost to you!.



# MAKE THE OFFER

Once you have found a property that you are interested in purchasing, our team is here to guide you through the process of drafting an offer. We help you determine the best and strongest offer based on comparable properties, specific features that make this home unique, and what you are comfortable paying for the property. We are expert negotiators and will work alongside you, providing sound advice to achieve an accepted offer. If you are interested in writing an offer on an in-demand property, we will complete the same analytics and present our best and final offer first. Your offer must be attractive while protecting your interests using specific terms and conditions.

## MEET WITH THE REALTOR

Find a realtor you are comfortable with

## MORTGAGE PRE-APPROVAL

Find a mortgage broker that works with you

## THE OFFER

Determine and finalize the offer details with your realtor

## INSPECTIONS

Do a home inspection so you don't get nasty surprises

## LEGALITIES

Find a reputable lawyer or notary public acting for you - someone to protect your rights and interests



# MAKE THE OFFER CONTINUED

## DEPOSIT

A deposit is provided from the buyer to the seller as a token of the buyer's assurance and intention to buy the property. The deposit amount is typically 5% of the purchase price and it is held in trust by our brokerage. Your deposit is applied against the purchase price of the home once the sale has completed. Once you have a firm offer in place, your deposit is non-refundable.

## CONDITIONS (SUBJECTS)

These are terms in the contract designed for your protection that allow you to complete your due diligence before the contract becomes firm. Our team is here to help tailor these conditions to meet your specific needs and properly protect you and your investment.

## CLOSING DATE

This is the date that the legal ownership of the property transfers from the seller to the buyer, and when the funds for the purchase change hands.

## POSSESSION DATE

This is the date when you receive keys and take possession of your new home as specified in the contract of purchase and sale. There is a specific time for possession as well.

## ADJUSTMENT DATE

This is the day from which the bills that have been prepaid by the seller are reimbursed to them. This includes property taxes, utility bills, etc.

## MORTGAGE BROKER

A broker is an intermediary working with you, the borrower and lender while qualifying you for a mortgage. A broker gathers income, assets and employment documentation, a valid credit report and any other necessary information to ensure you, the buyer, can secure financing. A deposit is provided from the buyer to the seller as a token of the buyer's assurance and intention to buy the property. The deposit amount is typically 5% of the purchase price and it is held in trust by our brokerage. Your deposit is applied against the purchase price of the home once the sale has completed. Once you have a firm offer in place, your deposit is non-refundable.



# MAKE THE OFFER CONTINUED

## HOME INSPECTION

A home inspection is usually one of the subject conditions included on your offer as part of your due diligence. A home inspection should only be completed by a qualified, experienced professional. We have a list of experienced and trust-worthy home inspectors that we can connect you with, if needed. A home inspection can take anywhere from 3-5 hours to complete (depending on the property size and specifics).

### Why We Recommend a Home Inspection

- To ensure you are not surprised by any major defects on the property
- To learn about the mechanical systems in your home and if/what type of maintenance they require
- To advise you about the various elements in your home including heating, cooling, structure, electrical and plumbing
- A third party has no emotional attachment and can offer a more objective unbiased opinion of the property



## LAWYER/NOTARY PUBLIC

Purchasing a home involves a lot of paperwork, most of which are contractual documents that will legally bind you to the numerous terms and conditions. It is important to have a good lawyer or notary public acting on your behalf to protect your rights and interests. If you don't already have a lawyer or notary public you are comfortable with, we are happy to refer you to one of the trusted professionals on our team's service provider list.





# FIRST-TIME BUYERS

## FIRST-TIME HOME BUYERS' PROGRAM

The new First-Time Home Buyers' Program in BC reduces or eliminates the amount of property transfer tax you pay when you purchase your first home. If you qualify for the program, you may be eligible for either a full or partial exemption from the tax. If one or more of the purchasers don't qualify, only the percentage of interest that the first-time home buyer(s) have in the property is eligible.

For example, if you qualify and purchase a property with a fair market value of \$400,000 with a person who doesn't qualify, you still qualify. If you owned a 60% interest in the property, 60% of the tax amount would be eligible for the exemption.

The First-time Home Buyers' Tax Credit was introduced as part of 'Canada's Economic Action Plan' to assist Canadians in purchasing their first home. It is designed to help recover closing costs such as legal expenses, inspections, and land transfer taxes. Talk to your mortgage broker for more details on qualifying for the Home Buyer Program and Tax Credit.

## FIRST-TIME HOME BUYERS' LOAN

The B.C. government is now offering to help first-time home buyers cover the cost of a mortgage down payment with an interest-free loan. The intention of the program is to assist people who can afford the mortgage payments on a new home but are challenged to make the down payment.

- The B.C. Home Owner Mortgage and Equity Partnership program will provide a maximum of \$37,500 — or up to 5% of the purchase price.
- The 25-year loan will be interest-free and payment-free for the first 5 years, as long as the home is the principal residence of the owner.
- After the first 5 years, homebuyers begin making monthly payments at current interest rates.
- Homebuyers can repay the loan over the remaining 20 years, but may make extra payments or repay it in full at any time without penalty.





# TESTIMONIALS

## Susanne C

Connie & Roland, I wanted to thank you both for your patience and expertise selling our condo privately to our tenant. You navigated these waters like true professionals. We couldn't have done it without you. Many thanks!

## Quinn + Sharon

We've been homeowners for 1 month now. Our hearts are filled with gratitude, both for our wonderful new home and for having you by our sides throughout this journey. We want to thank you for taking such good care of us, and for helping us find our perfect first home. We were also totally over the moon to receive a card from Raincity about your generous donation. Thank you for your thoughtfulness and heart.

## Jagdish R

Roland has been a pleasure to work with. His understanding of the local market and professionalism in dealing with complicated issues arising in real estate transactions has been outstanding. I recommend Roland to anyone looking for a realtor with high integrity and expertise in the Lower Mainland market. He has always gone above and beyond to do the best for his client.

## Evie

Hi Connie, The proceeds came into my account today and I really want to thank you for a very easy and well managed process. Happy to recommend you any time! Thanks for everything and see you on the dance floor!

## Elaine + Keith O'Conor

Thank you so much for being the best Realtor we could have wished for. We appreciate your honesty, integrity, expertise, advice and at times hand holding as you lead us successful through our first house sale.

## Lisa

Thank you so, so much for leading me through this new, exciting, and at times, overwhelming process. Thanks for putting up with my overwhelming process. Thanks for putting up with my over-excited and over-nervous self! I can't imagine a more fun, more knowledgeable, trustworthy guide. You are amazing. Thanks for teaching me so much at every step. Let's do this again in... X years?





**KYMBUNA REAL ESTATE GROUP**

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