



2025 Greater Vancouver Buyer's Toolkit

Smart Strategies, Local Insights & Actionable Checklists to Buy with Confidence

The Greater Vancouver housing market is shifting in favor of buyers for the first time in years. This toolkit provides you with insider knowledge, practical steps, and tailored advice to navigate your home purchase with confidence in 2025's unique market conditions.

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Welcome to Your Buyer's Toolkit

Let's build your path to homeownership – step-by-step.



Comprehensive Guide

This toolkit offers a complete roadmap to navigate Vancouver's complex real estate landscape, from financing strategies to neighborhood insights and negotiation tactics.



For Every Buyer

Whether you're purchasing your first home, seeking more space for a growing family, looking to invest, or downsizing for retirement, we've tailored strategies for your specific needs.



Perfect Timing

2025 presents a rare window of opportunity with increasing inventory, price corrections, and stabilizing interest rates – creating the most buyer-friendly conditions Greater Vancouver has seen in years.



Is This the Year to Buy?

3 reasons buyers are regaining control in 2025



Rising Inventory

For the first time in years, Greater Vancouver is experiencing a significant increase in housing inventory. More properties on the market means more options for buyers and less competitive bidding situations.



Price Corrections

After years of relentless growth, home prices have stabilized and even decreased in some neighborhoods. This correction creates genuine value opportunities not seen in Vancouver for nearly a decade.



Softening Interest Rates

Following the peak rates of 2023-2024, interest rates are gradually declining, improving affordability and increasing your purchasing power for the long term.

Buyer Profiles – Which One Are You?

Your situation defines your strategy. Each buyer type has unique needs, priorities, and opportunities in today's market.



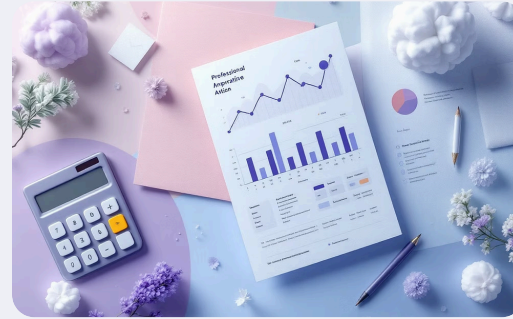
First-Time Buyer

Entering the market for the first time, focused on breaking the rent cycle and building equity. Typically seeking condos or townhomes with manageable maintenance and proximity to urban amenities.



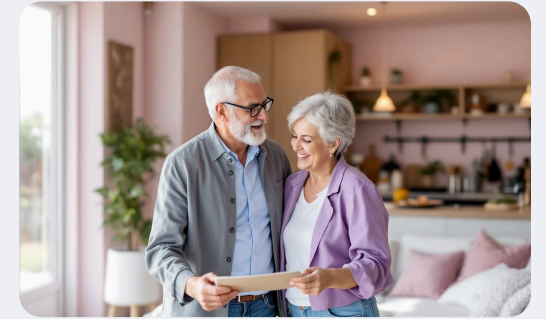
Upsizer

Growing families looking for more space, better schools, and family-friendly neighborhoods. Often selling a condo to move into a townhouse or detached home with outdoor space.



Investor

Seeking properties with strong rental potential, appreciation prospects, or development opportunities. Focused on cash flow, cap rates, and long-term wealth building.

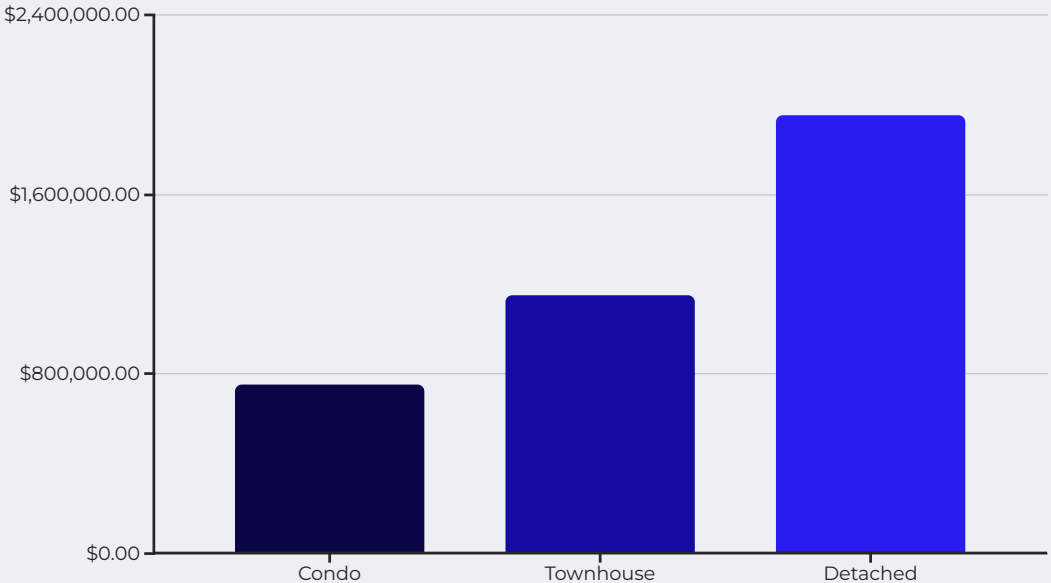


Downsizer

Empty nesters looking to reduce maintenance, access equity, and find walkable communities with amenities. Often seeking single-level living with security features.

Quick Market Snapshot (June 2025)

What's really happening in the GVA market right now?



5.2%

Average 5-Year Fixed Rate

Down from 6.5% peak in 2023

5+ Years

Inventory Level

Highest selection since 2020

45 Days

Average Days on Market

Up from 14 days in 2022

Key trend: Buyers are successfully negotiating better terms, longer subject periods, and even seller concessions – a dramatic shift from the "no subjects" frenzy of previous years.

The 5 Steps to Buying with Confidence

Your roadmap from research to keys-in-hand

Financial Prep & Pre-Approval

Establish your budget, check credit, gather documents, and secure a mortgage pre-approval. This step gives you clarity on your price range and makes your offers more competitive.

Define Your Needs vs. Wants

Create a prioritized list of non-negotiable needs (location, size, schools) versus nice-to-have features. This clarity will streamline your search and prevent decision paralysis.

Area & Property Research

Research neighborhoods, schools, transit scores, future developments, and property histories. Understanding micro-market trends helps you identify value and avoid overpaying.

Offer Strategy & Negotiation

Develop a tactical approach for each property, including offer timing, price positioning, subjects, and contingencies. In 2025's market, strategic negotiation can save tens of thousands.

Closing & Move-In Checklist

Navigate the final stretch with inspection, appraisal, final mortgage approval, insurance, utilities setup, and a seamless move-in process.

Affordability Strategies that Work in Vancouver

How to buy smart – even in a pricey market

Government Programs

The First Home Savings Account (FHSA) allows tax-free savings of up to \$40,000 for your down payment. Combined with the First-Time Home Buyers' Incentive, which offers 5-10% of the purchase price as a shared equity mortgage, these programs can significantly reduce your initial costs.

Creative Ownership

Co-buying with family members or friends can increase your purchasing power. Family gifting has also become more common, with parents helping with down payments. Ensure all arrangements are properly documented with a co-ownership agreement.

Income Potential

Properties with basement suites, laneway homes, or other rental potential can offset your mortgage by \$1,500-\$3,000 monthly. Look for homes with existing suites or those that could be legally converted.

Financing Flexibility

Consider 30-year amortizations for insured mortgages to lower monthly payments. Work with a mortgage broker who specializes in the Greater Vancouver market to access lender options not available to the general public.

Where to Find Hidden Value

2025's most promising areas for budget-conscious buyers

New Westminster

This historic area offers character homes at 15-20% below Vancouver prices. With excellent SkyTrain connections, a revitalized waterfront, and charming heritage architecture, "New West" provides urban amenities without the premium price tag.

South Vancouver

Often overlooked, South Vancouver offers detached homes with suite potential at better value than the west side. With improving transit connections and proximity to Richmond and Burnaby, this area is perfect for long-term appreciation.

North Burnaby

Brentwood and Lougheed town centers are transforming with new amenities and transit-oriented development. Townhomes and newer condos here offer excellent space-to-price ratios compared to similar properties in Vancouver.

North Delta

Families seeking affordability with yard space are discovering North Delta. With improving highway connections and community investments, these suburban homes offer significant value for those willing to commute.

What to Look For (And What to Avoid)

Smarter home tours and showings

Property Checklist

- ☐ Natural light penetration throughout the day, especially in main living areas
- ☐ Storage capacity relative to your needs, including closets, pantry, and basement
- ☐ Flow between rooms and overall layout functionality for your lifestyle
- ☐ For condos: comprehensive strata documents, reserve fund adequacy, and recent engineering reports
- ☐ For houses: age and condition of major systems (roof, windows, plumbing, electrical, furnace)

Red Flags to Avoid

- ☐ Overpriced cosmetic renovations that mask structural issues
- ☐ Rental properties with problematic tenant situations or below-market rents
- ☐ Sellers rushing decisions or pressuring for quick subject removal
- ☐ Strata buildings with ongoing litigation, special assessments, or rental restrictions
- ☐ Poor drainage, evidence of water intrusion, or musty smells

Pro tip: Request subject removal periods of at least 7-10 days to allow for proper inspections, strata document review, and financing confirmation. In 2025's market, sellers are increasingly accommodating these reasonable timelines.

Common Buyer Mistakes (And How to Avoid Them)

Save thousands and reduce stress by avoiding these pitfalls

Skipping Pre-Approval

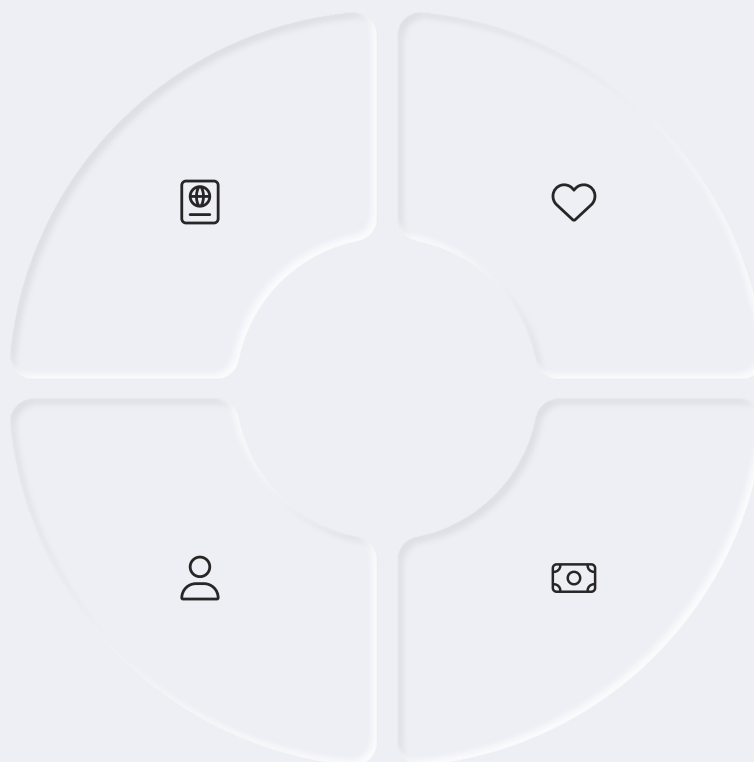
Without proper pre-approval, you risk discovering financing issues after your offer is accepted. This can lead to lost deposits, legal complications, and missing out on your dream home.

Solution: Complete full pre-approval with a mortgage professional before viewing properties.

Wrong Realtor Choice

Working with an inexperienced agent or none at all can cost you thousands in negotiation mistakes and missed opportunities in Vancouver's complex market.

Solution: Interview multiple agents, check references, and choose someone with specific experience in your target neighborhoods and property types.



Emotional Decisions

Falling in love with a property often leads to overpaying, overlooking defects, or stretching your budget beyond sustainable limits.

Solution: Create a scoring system for properties based on objective criteria and stick to your pre-determined budget.

Underestimating Costs

Many buyers focus only on the down payment and mortgage, forgetting about closing costs, moving expenses, immediate repairs, and new furniture.

Solution: Budget an additional 1.5-3% of the purchase price for closing costs and 2-5% for post-purchase expenses.

Your Trusted Advisors: Meet the Team

Our dedicated team is here to guide you through every step of your home-buying journey in Greater Vancouver. We combine local market expertise with personalized service to ensure you make informed decisions and find the perfect property.



Get In Touch

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Ready to start your home search? Contact us today for a personalized consultation.

