

PRESALE BUYER GUIDE

DISCOVERY

As your presale specialist, I bring over 8 years of expertise, giving you exclusive access to VIP opportunities that others may not even know about. During the discovery phase, it's crucial to understand your unique goals—whether you're buying your first home, investing, or looking for a future residence. I'll help you clarify your priorities, such as location, budget, amenities, and potential return on investment.

Key Recommendations:

- **Goal Setting:** Define your purpose for purchasing a presale—be it for living, investing, or renting.
- **Market Trends:** I provide the latest market insights, helping you make informed decisions that align with current and future trends in the Vancouver and BC markets.
- **VIP Access:** Leverage my connections to gain early access to the best developments, often before they're released to the public.

BUDGET

Establishing a clear budget is essential to avoid overextending yourself financially. We'll work together to assess your financial readiness, explore financing options, and set a realistic budget that includes not just the purchase price but also closing costs, taxes, and potential upgrades.

Key Recommendations:

- **Mortgage Pre-Approval:** Secure a mortgage pre-approval early on to know exactly how much you can afford.
- **Financing Partners:** I can connect you with professional mortgage brokers specializing in presales who can lock in financing for up to five years, ensuring stability and peace of mind.
- **Buffer for Extras:** Always include a financial buffer for additional costs like upgrades, furnishings, and any unforeseen expenses.

RESEARCH

Research is the backbone of a successful presale purchase. I'll guide you through evaluating different neighborhoods, developers, and specific projects. We'll dive into the details of each development, including the reputation of the developer, past project performance, and future plans for the area.

Key Recommendations:

- **Neighborhood Analysis:** Understand the long-term growth potential of the neighborhood, considering factors like upcoming infrastructure projects, schools, and commercial developments.
- **Developer Due Diligence:** Review the track record of developers to ensure they consistently deliver quality projects on time.
- **Comparative Market Analysis:** I'll help you compare prices, amenities, and potential appreciation between similar projects to ensure you're making the best choice.

DEVELOPMENT

Choosing the right project is about finding the best opportunities that align with your specific lifestyle, goals, and investment needs. I'll work closely with you to identify developments that offer the greatest potential, whether you're looking for a primary residence, an investment property, or a future home.

Key Recommendations:

- **Personalized Match:** I'll help you find developments that perfectly match your lifestyle, whether you're seeking vibrant urban living, a quiet suburban retreat, or a promising investment opportunity.
- **Tailored Opportunities:** Together, we'll explore projects that offer unique advantages, such as early-buyer incentives, premium locations, or high potential for value appreciation.
- **Long-Term Vision:** I'll guide you in choosing developments with strong growth potential, considering factors like planned infrastructure improvements and emerging neighborhood trends, ensuring your investment stands the test of time.

PROCESS

Navigating the presale process can be complex, but with my guidance, you'll have a clear roadmap from start to finish. From initial deposits to signing contracts and understanding important timelines, I'll ensure you're fully informed every step of the way.

Key Recommendations:

- **Deposit Schedule:** Be aware of the deposit schedule and ensure you have funds available at each stage.
- **Contract Review:** I'll help you understand the key components of the presale contract, including any conditions, timelines, and obligations.
- **Timeline Awareness:** Stay informed about key dates, such as the expected completion date, and plan accordingly for any potential delays.

UNIT SELECTION

Selecting the right unit within a development is crucial for both personal satisfaction and investment potential. I'll guide you through floor plans, orientation, view options, and customization possibilities to find a unit that fits your needs perfectly.

Key Recommendations:

- **Optimal Layout:** Choose a layout that maximizes space and natural light, and consider the functionality of the floor plan for your lifestyle.
- **Orientation and Views:** Units with better views or favorable orientations often appreciate more in value. I'll help you weigh the benefits of different options.
- **Customization Options:** Explore potential customization options or upgrades that can add value or personalize your space to your tastes.

DUE DILIGENCE

Due diligence is essential to ensure that your presale purchase aligns with your goals and expectations. During the 7-day rescission period, I'll be there to support you in reviewing key details, confirming your financing, and ensuring you're fully informed before proceeding.

Key Recommendations:

- **Financing Confirmation:** Use this period to finalize your financing arrangements to ensure everything is in place before moving forward.
- **Important Clauses:** Pay attention to any clauses related to completion timelines, potential changes in the project, and conditions for withdrawing from the agreement.
- **Contracts:** Carefully review all aspects of the presale contract, and consider seeking professional advice if you have any questions or concerns.

PREPARATION

As the completion date approaches, preparation is key to a smooth transition into your new home. I'll help you coordinate the final steps, including finalizing your mortgage, planning your move, and ensuring all financial and logistical obligations are met.

Key Recommendations:

- **Final Financing:** Lock in your mortgage rate and ensure all financing details are in place well before the completion date.
- **Moving Plans:** Start planning your move early, including booking movers and setting up utilities.
- **Final Arrangements:** Confirm all arrangements with the developer, including the move-in date and any final inspections.

INSPECTION

The final inspection is your opportunity to ensure everything is up to standard before taking possession. I'll accompany you to identify any deficiencies and ensure they're addressed before closing.

Key Recommendations:

- **Thorough Inspection:** Check all finishes, appliances, and fixtures for any defects or incomplete work.
- **Deficiency List:** Create a detailed deficiency list and ensure the developer commits to resolving these issues before closing.
- **Professional Inspection:** Consider hiring a professional inspector to provide an objective assessment of the unit.

COMPLETION

The final step in your presale journey is the completion and handover of your new home. I'll ensure the transaction is completed smoothly, and that you're fully prepared to take possession of your property.

Key Recommendations:

- **Final Walk-through:** Conduct one last walk-through to confirm all deficiencies have been addressed.
- **Closing Costs:** Be prepared to pay closing costs, including property transfer taxes and legal fees.
- **Celebration:** Once everything is finalized, it's time to enjoy your new home and celebrate your successful purchase!

INSIDER TIPS

- Using a developer preferred real estate agent can help you get exclusive homebuyer incentives that are not available to the public
- You should always visit the site address to ensure your familiar with the area and that you fully understand the future plans for the neighborhood your interested in
- Ask your real estate agent the difference between a Wet & Dry amenities and how this can affect your future presale investment
- Research the developers track record by looking for reviews, past projects and other insights
- The federal government's 5% Goods and Services Tax as well as the BC Property Transfer Tax is payable on the purchase price of or fair market value of new properties in British Columbia



Jeremy Gillespie

Real Estate Agent

A specialist in presales for over 8 years allows my clients to gain VIP Access, Market Insights and provide industry leading guidance through the entire process.

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