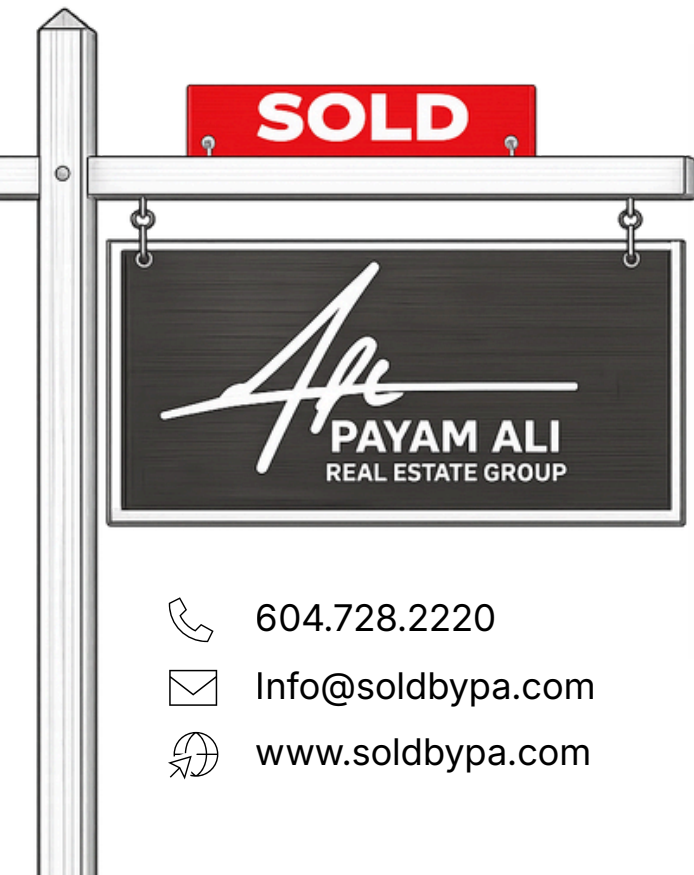


The Ultimate Home Buying Guide




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Welcome

Buying real estate in Greater Vancouver can feel competitive, fast-paced, and overwhelming.

Between interest rates, bidding wars, market headlines, and advice from everyone around you, it's easy to feel pressured.

This guide exists for one reason: to slow the process down and give you clarity.

Whether you're a first-time buyer, upsizing, downsizing, or investing, the goal is the same, help you make informed decisions without unnecessary stress.

No hype. No pressure. Just clear strategy.

Relationships over transactions.



Every single time.

The Home Buying Roadmap

Every successful purchase follows the same core framework



Each step matters. Skipping one often leads to regret later.

Choosing the Right Agent

Your choice of agent directly impacts your sale price, timeline, and overall experience.

The right agent does far more than list your home on MLS. They act as:

- Your market analyst
- Your pricing strategist
- Your negotiator
- Your project manager
- Your advocate



What to Look For

Local Market Expertise

True expertise goes beyond city-wide statistics. It means understanding neighbourhood trends, buyer behaviour, and micro-market pricing.

Clear Communication

You should always understand what's happening, why decisions are being made, and what comes next.

A Defined Strategy

Pricing, preparation, and marketing should never be "let's see what happens." There must be a clear plan backed by data.

Trust and Compatibility

You'll be working closely together during a major life transition. Trust matters.

Financial Preparation

Before looking at homes, we focus on the numbers.

This includes:

- Mortgage pre-approval
- Understanding your true budget (not just maximum approval)
- Down payment planning
- Closing cost expectations
- Monthly ownership costs

Beyond the Purchase Price

Buyers should account for:

- Property Transfer Tax (unless exempt)
- GST (if applicable)
- Legal fees
- Inspection costs
- Appraisal fees (if required)
- Moving expenses
- Strata fees (for condos/townhomes)
- Property taxes

Buying comfortably is more important than buying at your limit.

Understanding the Market

Markets shift.

Some conditions favor buyers. Others favor sellers.

Understanding:

- Inventory levels
- Average days on market
- Sale-to-list price ratios
- Interest rate trends

Helps us determine whether to negotiate aggressively or move quickly.

We don't guess. We look at real data.

Pricing Strategy

Most buyers start with a wishlist.

What matters more is separating:

- Non-negotiables
- Strong preferences
- Nice-to-haves



Location, layout, long-term resale value, and financial comfort matter more than finishes that can be changed later.

Clarity at this stage prevents emotional decisions later.

Due Diligence & Conditions

Once conditions are removed, the deal becomes firm.

Before completion you will:



Financing approval



Home inspection



Strata document review (if applicable)



Appraisal

During this period we:

During this period we:

- Review strata minutes and financials
- Confirm insurance and depreciation reports
- Assess inspection findings
- Re-evaluate pricing based on findings

This is where risk management happens.

Closing the Purchase

Once conditions are removed, the deal becomes firm.

Before completion you will:



Hire a lawyer or notary



Finalize mortgage documents



Arrange insurance



Transfer utilities



Prepare remaining funds

On possession day, you receive the keys and ownership officially transfers.

Preparation makes this stage smooth.

Thinking Long-Term

Smart buyers think beyond move-in day.

Consider:

- Resale potential
- Rental flexibility
- Building maintenance history
- Future area growth
- Personal life changes (career, family, mobility)

The right home today should still make sense five years from now.



Common Buyer Mistakes (And How to Avoid Them)

Buying Based on Emotion Alone

Falling in love with finishes while ignoring fundamentals.

Skipping Due Diligence

Rushing to remove conditions without full review.

Overextending Financially

Buying at the top of your approval instead of your comfort level.

Ignoring Resale Value

Assuming appreciation will fix poor location or layout decisions.

Waiting for the “Perfect” Market

Trying to time markets perfectly often results in missed opportunities.

Avoiding these mistakes protects both your finances and your peace of mind.

Not hiring us as your agents

Well this ones sort of self explanatory.



How We Work

Our approach is simple:

- Honest advice, even when it's uncomfortable
- Clear strategy from day one
- Full-service support throughout the process
- Strong, professional negotiation
- No pressure, ever

We focus on long-term relationships, not short-term transactions.

Final Thoughts

Buying a home is a major milestone. With the right strategy and guidance, it doesn't need to feel chaotic or pressured.

If you're considering buying, now or in the future, let's have a real conversation.

No pressure. *Just clarity.*

