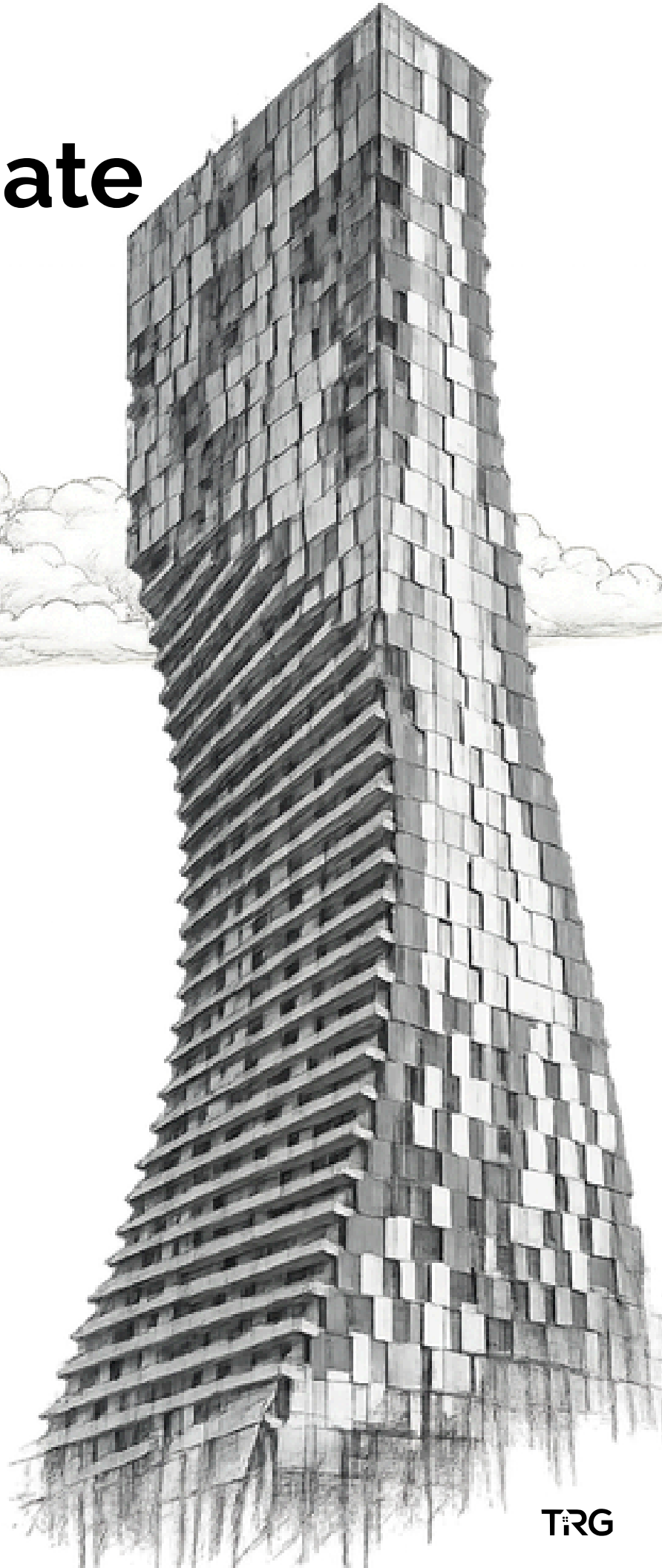


The Ultimate Pre-Sale Guide



SOLD

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TRG

Buying a presale isn't about hype, glossy brochures, or getting in early just for the sake of it. It's about understanding risk, value, and long-term outcomes, before you sign anything. This guide exists to help you slow down, ask better questions, and make smart decisions that still make sense years from now.

A handwritten signature in black ink, appearing to be 'Ali', written over the end of the paragraph.

Relationships over transactions. Every single time.

Welcome

Presales can be powerful tools.

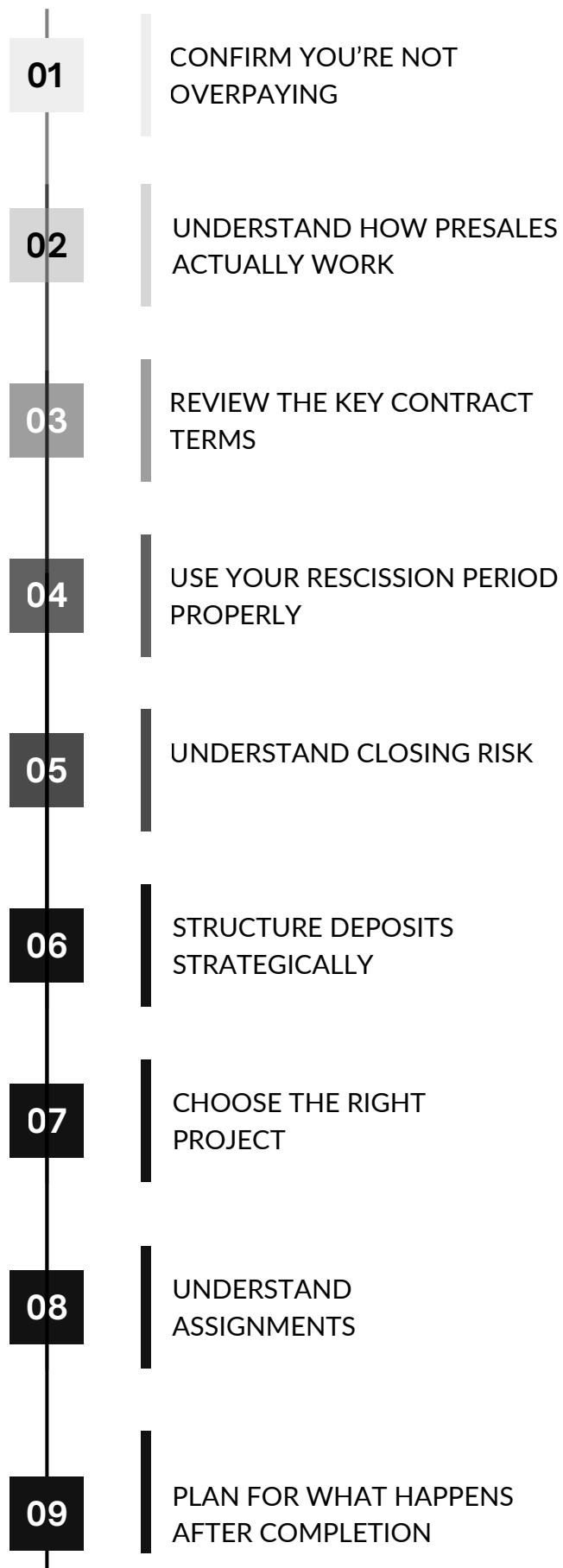
They can also be expensive mistakes if they're rushed, misunderstood, or driven by fear of missing out.

This guide is designed to give you a clear, practical understanding of how presales work in Greater Vancouver, without sales pressure, buzzwords, or blind optimism.

Whether you're buying your first presale, investing, or considering an assignment, the goal is the same: clarity before commitment.

If you choose to work with us, we'll guide you through every detail. If not, you'll still be better informed than most buyers signing contracts today.





How to Make Sure You're Not Overpaying

Presale pricing should never be evaluated in isolation.

The most important comparison is **today's resale market**.



Price Per Square Foot Matters

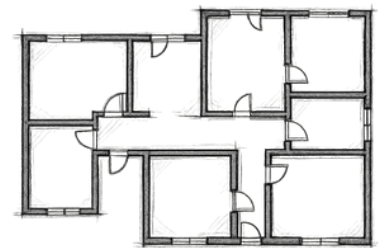
One of the simplest (and most overlooked) checks is comparing:

- Presale price per square foot
- Comparable resale price per square foot

Ideally, a presale should be priced **at or near current resale values**, not significantly above them.

Paying a large premium today assumes:

- Strong future appreciation
- Favorable market conditions at completion
- No major changes to lending rules or costs



Those assumptions don't always hold.

Our job is to pressure-test the price before you commit.

How Presales Work

A presale purchase means you're buying a property that hasn't been built yet.

Here's the simplified flow:

1. You sign a presale contract
2. You pay a structured deposit over time
3. Construction begins (often months later)
4. The building completes (often years later)
5. You complete and take possession

Unlike resale purchases, timelines are flexible and controlled by the developer — not the buyer.

Understanding this difference is critical.



The Main Terms of the Contract

Presale contracts are lengthy and heavily developer-favoring.

Key terms we always review carefully:

- Purchase price and unit details
- Deposit structure and schedule
- Completion date language (often estimated, not guaranteed)
- Developer extension rights
- Assignment rights and restrictions
- Disclosure statement
- Closing cost responsibilities

Never assume terms are “**standard**.” They vary significantly by project.



The Rescission Period

In British Columbia, buyers have a **7-day rescission period** after receiving the disclosure statement.

During this time, you can:

- Cancel the contract
- Recover your deposit (minus a small administrative fee)

This is not a formality — it's your safety window.

We encourage buyers to use this time to:

- Review documents with a lawyer
- Re-check pricing assumptions
- Walk away if anything feels off

Once this period expires, your commitment becomes real.



Down Payments (Often Negotiable)

Presale deposits are usually structured in stages, often totaling 15–25% of the purchase price.

In many cases, deposit terms are:

- Flexible
- Negotiable
- Adjustable based on buyer profile

The goal is to:

- Preserve liquidity
- Avoid unnecessary cash strain
- Align deposits with construction timelines

This is where representation matters more than most buyers realize.



How to Find the Right Project

Not all presales are created equal.

We evaluate projects based on:

- Developer track record
- Build quality history
- Location fundamentals
- Floor plan efficiency
- Strata fee assumptions
- Long-term resale appeal

A good project should still make sense if the market cools.



Assignments

An assignment allows you to sell your presale contract before completion (if permitted).

Important considerations:

- Not all projects allow assignments
- Developers often charge assignment fees
- GST implications may apply
- Buyer qualification is still required

Assignments can offer flexibility, but they come with complexity and risk.

Other Important Considerations

A few commonly overlooked factors:

- Property transfer tax exemptions and limits
- GST applicability and rebates
- Interim occupancy costs
- Strata rules and rental restrictions
- Changes to floor plans or finishes
- Long-term holding costs

Presales reward patience and planning – not **shortcuts**.

How We Help

Our role is to:

- Stress-test pricing
- Explain risk clearly
- Review contracts strategically
- Coordinate legal and financial review
- Protect your downside

We don't sell hype.

We help you make decisions you'll still be comfortable with years from now

Final Thoughts

Presales can be excellent opportunities, when approached properly.

The best presale purchases are made slowly, thoughtfully, and with full understanding of the risks.

If you're considering a presale, let's talk before you sign.

No pressure. Just clarity.

