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REALTY

Harry Garcha prec* | Harp Garcha

REAL ESTATE

GUIDE TO SELLING AND BUYING REAL ESTATE



NOBODY IN THE WORLD

SELLS MORE REAL ESTATE THAN RE/MAX.

Harry Garcha and **Harp Garcha** are trusted real estate experts specializing in Greater Vancouver . Together, they bring over 17+ years of experience, a deep understanding of the market, and a client-focused approach to every transaction. Harp's attention to detail, dedication, and vast network ensures seamless experiences for buyers and sellers alike, while Harry's proven track record, tireless work ethic,and marketing expertise deliver outstanding results. From first-time buyers to seasoned investors, their clients benefit from tailored services, professional marketing packages, and expert negotiation skills. Contact Harp today to achieve your real estate goals with confidence and success.

HGARCHA13@GMAIL.COM | HARPGARCHAHOMES@GMAIL.COM

HARRY - 604.618.9605 | HARP 778.986.2425



THE BUYING PROCESS

The buyingprocess can beabumpy roadto travel. I willbe an invaluablesource of knowledge, contacts and advice, helping you turn the process of buying a piece of property, into a successful search for a home that's right for you.

STEP 1



CONSULTATION

Help me to thoroughly understand your needs, then enter into an agency relationship:

- Buyers Agency Acknowledgment Form
- Buyers Exclusive Agency Agreement
- Disclosure of Representation in Trading Services
- Fintrac Form

STEP 2



THE SEARCH

Once you've established financial qualification and deposit requirements, tour and view properties that fit your criteria, until you find your dream home!

STEP 3



FIND YOUR DREAM HOME

Soyou'vefound your Dream Home! What next? I will assist you with deciding on key elements of your offer: Price, Deposit Amount, Dates and Subject Clauses / Conditions.

STEP 4



THE OFFER

Iwillprepare your written Contract of Purchase and Sale, and then present and negotiate your offer to purchase.

STEP 5



DUE DILIGENCE

- Inspection
- Title Search
- Property Disclosure
- Environmental
- Home/Fire Insurance

REVIEW STRATA DOCUMENTS

- Form B
- Strata Minutes and By-laws
- Financial Statements
- Engineers Report
- Registered Strata Plan
- Depreciation Reports

STEP 6



REMOVE SUBJECTS

Exciting day! Submit deposit and select a Lawyer/ Notary to complete the closing documentation. Arrange for movers, transfer utilities, insurance, forward mail, etc. Visit Lawyer/Notary to sign closing documentation.

STEP 7



COMPLETION

Money and Title are exchanged on your behalf.

STEP 8



POSSESSION

Receive the keys to your new home!

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SOME COSTS TO CONSIDER

PROPERTY TRANSFER TAX

Unless you qualify for the First Time Home Buyers Program (see below), you will be required to pay Property Transfer Tax at the completion of your purchase. Property Transfer Tax is as follows:

First $200,000 .....1.0%
$200,001 - $3,000,000 .....2.0%
Over $3,000,001 .....3.0%

First Time Home Buyers Program - you will be exempt from paying transfer if:

a)The property will be your principal residence

b)Located in BC

c) Purchases up to $500,000 (non-new properties)

d)Property purchased from developer up to $750,000 (new properties)

DOWN PAYMENT

Depending onthe lender and the property type, down payments can vary. A general rule of thumb is that for a condo/townhouse or detached house, a minimum down payment of 5% is required, whereas bare land typically requires a down payment of at least 50%.

The Canadian Mortgage and Housing Corporation (CMHC) requires any buyer to purchase mortgage insurance when the down payment is less than 20%. Insurance rates range from 3.60% - 1.80% depending on your down payment. Full insurance rates can be found at: www.ratehub.ca/cmhc-mortgage-insurance

OTHER COSTS

1)House Inspection:$300-600
2)Lawyers Fees: $1000-$1200
3)GST if new development
4)Foreign ownership tax

DETERMINING AN ACCURATE PRICE RANGE

Buying a home is an investment in your future, but it should not hold you back from doing other things that are important to you. Speak to a mortgage specialist or your bank to figure out what you can afford, before you start looking for your dream home.

TIPS for Finding Your Dream Home

First, know the market and prepare yourself for what you need to do to compete with other buyers looking for a similar home as you are.

1 PREPARE LIKE A PRO

Create a list of “must-have’s” and “nice-to-have’s”.

2 KNOW YOUR PRICE RANGE

Get pre-qualified so you can move fast.

3 FIND THE RIGHT REALTOR®

Connect with an agent when you are ready.

4 SEARCH ON-THE-GO

Be the first to know about potential listings.

5 MAKE AN ATTRACTIVE OFFER

Be creative to help your offer stand out.



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NOTES AND QUESTIONS

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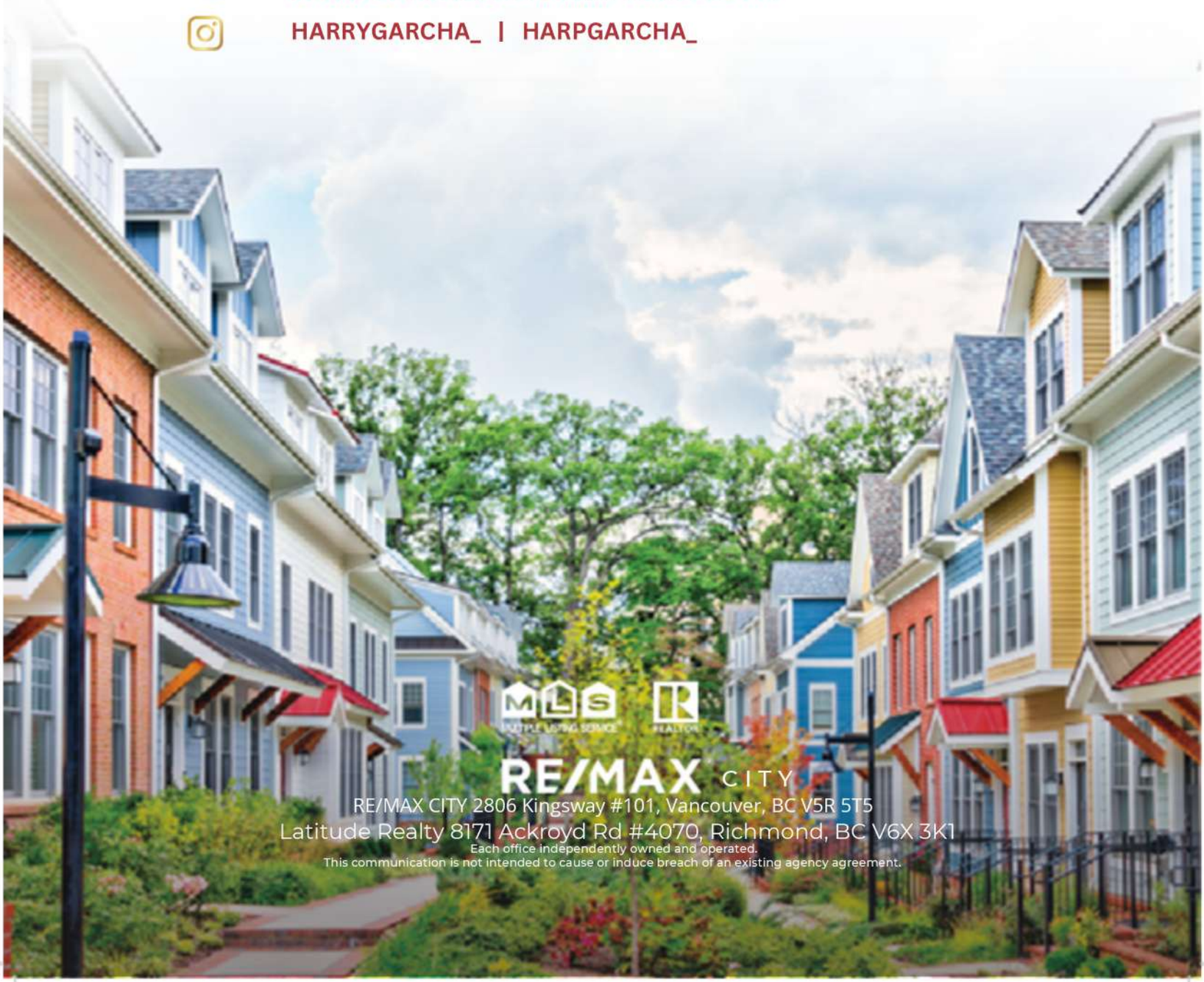
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This communication is not intended to cause or induce breach of an existing agency agreement.