

STEVESTON REAL ESTATE GROUP

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SELLERS & BUYERS

GUIDE

THE
COMPLETE
GUIDE TO
THE SELLING
& BUYING
PROCESS

Sam Loewen
Steveston Real Estate Group



SAM LOEWEN

Sam brings authenticity, great listening skills and a family background in home development to his position as a Realtor[®] in the esteemed Steveston Real Estate Group.

As a lifelong resident of Richmond, Sam has a great passion for his community and a deep knowledge about what makes its neighbourhoods a great place to live.

Joining the esteemed Steveston Real Estate Group, Sam brings a degree in City Planning from UBC and a family background in residential development to the team. His family owns one of Steveston's favourite and long standing building companies: Pacific Coastal Homes.


When working with his clients, Sam values strong communication, integrity, and professionalism.

Sam's local expertise and passion for Richmond make him a valuable asset to his clients.

Sam's commitment to communication, integrity, and professionalism ensures a positive experience for his clients.

Sam is excited and highly motivated to provide great service to his future clients and developing strong relationships.



A modern kitchen with a large island, white cabinets, and a large window overlooking a forest. The kitchen features a white countertop, a dark blue island, and a large window with a wooden frame. The text is overlaid on the image.

When it comes to buying & selling
your most valuable assets, you
want someone who you can trust
and rely on. I will always promote
your best interests with expert real
estate advice and skills.

Why **USE** *a*
REALTOR®?



What can you expect from your Realtor®?

- Assessing the value of your property and help determine the best list price.
- Advising on improvements and staging ideas to enhance the marketability.
- Promoting your property effectively to attract qualified buyers.
- Fielding all inquiries, coordinating showings and reporting to you on both.
- Receiving offers and handling negotiations to maximize your investment.
- Assisting you at every step of the process by providing valuable advice and essential information.
- Promote your best interests with expert real estate advice and skills.
- Simplify the process of selling with specialized real estate knowledge.
- Offer consumer protections with trust coverage and insurance.
- Stay informed of market trends, neighbourhoods, and property histories.
- Communicate honestly and frequently on all matter of concern to you and your real estate transaction.
- Offer personalized marketing services including MLS access.

HOW I CAN HELP YOU

I will apply my knowledge and expertise to achieve the successful sale of your property. Here is what you can expect from me.

- Your needs, interests and objectives will be my top priority.
- I will learn what is important to you, so I can help you attain your real estate goals.
- I will work for your best interests at every stage of the home selling process, from the development and implementation of a Marketing Plan, through the negotiation of purchase offers, to the final settlement of the transaction.
- I will give you reliable information and solid advice so that you can make informed decisions. Please don't hesitate to ask questions.
- Communication is important. We will set up a system of regular contacts (whether in person, on the phone, or by email) so you can keep up to date on the entire process.



PRICING STRATEGY

THE 3 MARKET CONDITIONS



SELLER'S MARKET

Inventory is low. Properly priced homes generally **sell within the first month of listing**. If you have not received an offer within this time period, it is priced too high.



BALANCED MARKET

Inventory is meeting demand. There is no perceived advantage to either buyers or sellers. Properly priced homes should **sell within 1-2 months**.



BUYER'S MARKET

There are plenty of homes for sale in every price range and area. Homes priced just below other, similar homes will usually **sell within 2-3 months**.

THERE ARE 4 MAJOR FACTORS TO CONSIDER WHEN SELLING A PROPERTY:

1. The listing price.
2. The level of motivation in both the seller and the buyers.
3. The type of market.
4. The marketing plan of your Realtor®.

Things that you can control are the initial price and your own personal motivation for selling the property. Your Realtor is responsible for implementing an effective marketing plan.

Before setting your listing price, you need to seriously consider the following:

1. Are the benefits of moving important enough to you to price your property at fair market value?
2. Is your understanding of the current market value of your home based on actual statistical data?
3. Does it make sense for you to stay in the property any longer than you have to?
4. Are you willing to consider pricing your home just below similar homes that are currently for sale?
5. How long are you willing to wait to sell your home?



the SELLING *Process*

STEP 1 CONSULTATION

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

STEP 2 LIST AND MARKET YOUR PROPERTY

I will provide a comparative market assessment of your home to find an accurate price. I will then provide professional advice to market your property to its full potential and optimize showings.

STEP 3 SHOWINGS

I will coordinate showings with prospective Realtors and their buyers. I will provide detailed feedback from showings and help you respond to those insights if necessary.

STEP 4 PRESENTATION OF OFFERS

I will present to you all offers that are made on your property. I will then advise how to negotiate an offer that is in your best interest.



STEP 5 OFFER ACCEPTED

Once an offer is accepted, it will likely come with Conditions/Subject Clauses, I will liaise with the Buyers Realtor® to help ensure that Conditions/Subject Clauses are satisfied.

STEP 6 REMOVE SUBJECTS

Your property is SOLD! Now it's time to arrange for movers, transfer utilities, insurance, forward mail, etc.

You will need to visit your Lawyer or Notary to sign closing documents.

STEP 7 COMPLETION

This is the official date that you receive the funds from the sale of your property.

STEP 8 POSSESSION

I will deliver your keys to the Buyer's Realtor.®



THE KEY *to* YOUR SUCCESS

A Realtor® plays a pivotal role in the selling process of a property, offering a blend of expertise, negotiation skills, and market knowledge that can significantly enhance the experience and outcome for the seller.

Firstly, Realtors® possess an in-depth understanding of the local real estate market, including pricing trends and buyer preferences, which is crucial for setting a competitive yet fair price. This insight helps in attracting serious buyers and potentially sparking bidding wars.

Furthermore, their marketing strategies are comprehensive, utilizing professional networks, online platforms, and traditional media to reach a wide audience.

Realtors® also bring valuable negotiation skills to the table, acting as intermediaries to handle offers and counter offers, home inspections, and any issues that may arise, aiming to secure the best possible terms for the seller.

My familiarity with the legal aspects of selling a property can safeguard you from potential legal pitfalls, ensuring that all paperwork and regulatory requirements are correctly handled.

In essence, Realtors® can be the key to a smoother, faster, and more profitable selling process, providing peace of mind and professional guidance every step of the way.





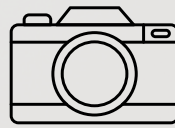
Professional MARKETING STRATEGY



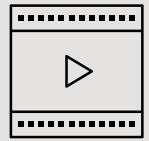
For Sale
Signage



Home Staging
when required



Professional
Photography



Virtual Tour/
Video
when required



New to Market
Mail-out



Property
Brochures



Aerial
Photos/Video



Realtor
Network of
Buyers



Internet
Saturation



Market
Expertise



Floor Plans



Negotiation
Expertise

TIPS *for* BEST SHOWINGS

Buyers are excited to see your home. They have high hopes that yours will be the one! Everything you do, no matter how small, will benefit your selling process in the long run.

EXTERIOR:

- Move vehicles from the driveway and park away from the front of home.
- Place garbage bins and anything that is not attached to the home, in the garage or out of sight.
- Remove garden hoses.
- Remove any toys or pet-related items from the yard.
- Remove seasonal decor.
- Straighten all furniture (including deck furniture).
- Cut grass and remove weeds from gardens and concrete cracks.

GENERAL:

- Turn on ALL interior lights, including lamps, under counter lights and stove lights.
- Replace all burnt out bulbs!
- Open all drapes and blinds on windows with a good view. Exceptions would be bathrooms and bedrooms with poor views.
- Conceal cords, or unplug them if needed (except lights).
- Turn all ceiling fans off. (They will blur any photos).
- Turn all televisions off.
- Remove small rugs from floors, especially from tile or wood floors.
- Remove all family photos (these will distract buyers).
- Make beds and close closets. If you want a closet to be showcased, let the photographer know.

- Remove all evidence of pets: pet dishes, pet toys, cages, litter boxes.
- Remove clutter from all rooms, i.e.. tissue boxes, remotes, cleaning tools, brooms, stacks of paper, boxes, bags, etc.
- Hide all shoes throughout your home.

KITCHENS:

- Clear all counter tops. No dish rags or towels, soap, knives or cutting boards.
- Remove all dish drying racks and dishes from the sink.
- Clear the refrigerator completely of any magnets, pictures, lists, etc (front, sides and top).
- Remove any calendars. They may make a listing feel dated if older than 30 days.
- Remove trash cans.
- Remove floor mats.

BATHROOMS:

- Clear the counter-top from absolutely every item considered to be personal.
- Remove toilet cleaning brushes, toilet plungers, and trash cans.
- Remove all items from the shower.
- Remove floor mats.
- Toilet lids must be down.
- Ensure towels are neatly hung.

NOTES:

Store all removed items in the garage, closets, cabinets or designate one room in your home to store all the removed items that will not be photographed.

CHANGE *of* ADDRESS

UTILITIES, BILLS AND OTHER VENDORS:

- Electricity
- Hydro
- Natural Gas
- Cell Phone
- Landline
- Cable
- Internet
- Water delivery/treatment

LEGAL AND IDENTITY DOCUMENTS:

- Driver's license
- Passport
- Health Card
- Insurance
- Tax documents

PROFESSIONAL SERVICES:

- Pool
- Lawn
- Housecleaning
- Physician
- Veterinarian
- Attorney
- Dentist
- Optometrist
- Other specialists

FINANCIAL:

- Bank
- Credit card company
- Insurance (care, life, home, and health)
- Pension plan
- Car loan
- Other loans
- Reward programs

MISCELLANEOUS:

- Magazines
- Newspapers
- Professional associations
- Alumni associations
- Clubs
- Charities

14 TIPS FOR PACKING LIKE A PRO

Packing and moving can be a daunting task, but with the right strategies, you can make the process smoother and more efficient. Here are 14 tips to help you pack and move like a pro.

1. **Start Early:** Begin packing as soon as you know you're moving. Starting early reduces last-minute stress and allows you to sort and pack items carefully.
2. **Declutter:** Before packing, declutter your home. Donate, sell, or dispose of items you no longer need. This not only reduces the volume of items you have to move but can also potentially lower moving costs.
3. **Gather Supplies:** Ensure you have all necessary packing supplies before you start. This includes boxes, packing tape, bubble wrap, markers, and labels. Consider special containers for fragile items.
4. **Label Everything:** Label each box with its contents and the room it belongs in. This will make unpacking much easier. Consider using different coloured labels for different rooms.
5. **Use the Right Size Boxes:** Pack heavy items in small boxes and lighter items in larger boxes. This prevents boxes from becoming too heavy and reduces the risk of damage.
6. **Pack Room by Room:** Focus on one room at a time to keep the process organized and manageable. This approach also helps you track your progress.
7. **Protect Fragile Items:** Wrap fragile items carefully in bubble wrap or packing paper. Use towels or clothes to fill empty spaces in boxes to cushion and protect your belongings.
8. **Keep Important Documents with You:** Pack important documents such as birth certificates, passports, and financial records, separately and plan to transport them with you personally.
9. **Prepare an Essentials Box:** Pack a box with essentials you'll need immediately upon arrival at your new home, like toiletries, a change of clothes, medications, and basic cookware.
10. **Disassemble Furniture:** If possible, disassemble furniture to save space and make transportation easier. Keep all screws and small parts in a labeled bag so you can reassemble items easily.
11. **Take Photos of Electronic Setups:** Before disconnecting electronics, take photos of the setup and cable placements. This will make reassembling your electronics much easier.
12. **Use Suitcases for Heavy Items:** Suitcases with wheels are perfect for transporting heavy items like books. This makes them easier to move and saves your back!
13. **Avoid Packing Food and Liquids:** Try to consume or donate perishables and open food packages before moving. Seal liquids well and pack them in plastic bags to prevent spills.
14. **Hire Professional Movers if Needed:** If the task seems too overwhelming or if you have a lot of large, heavy items, consider hiring professional movers. They have the experience, equipment, and manpower to move your belongings safely.



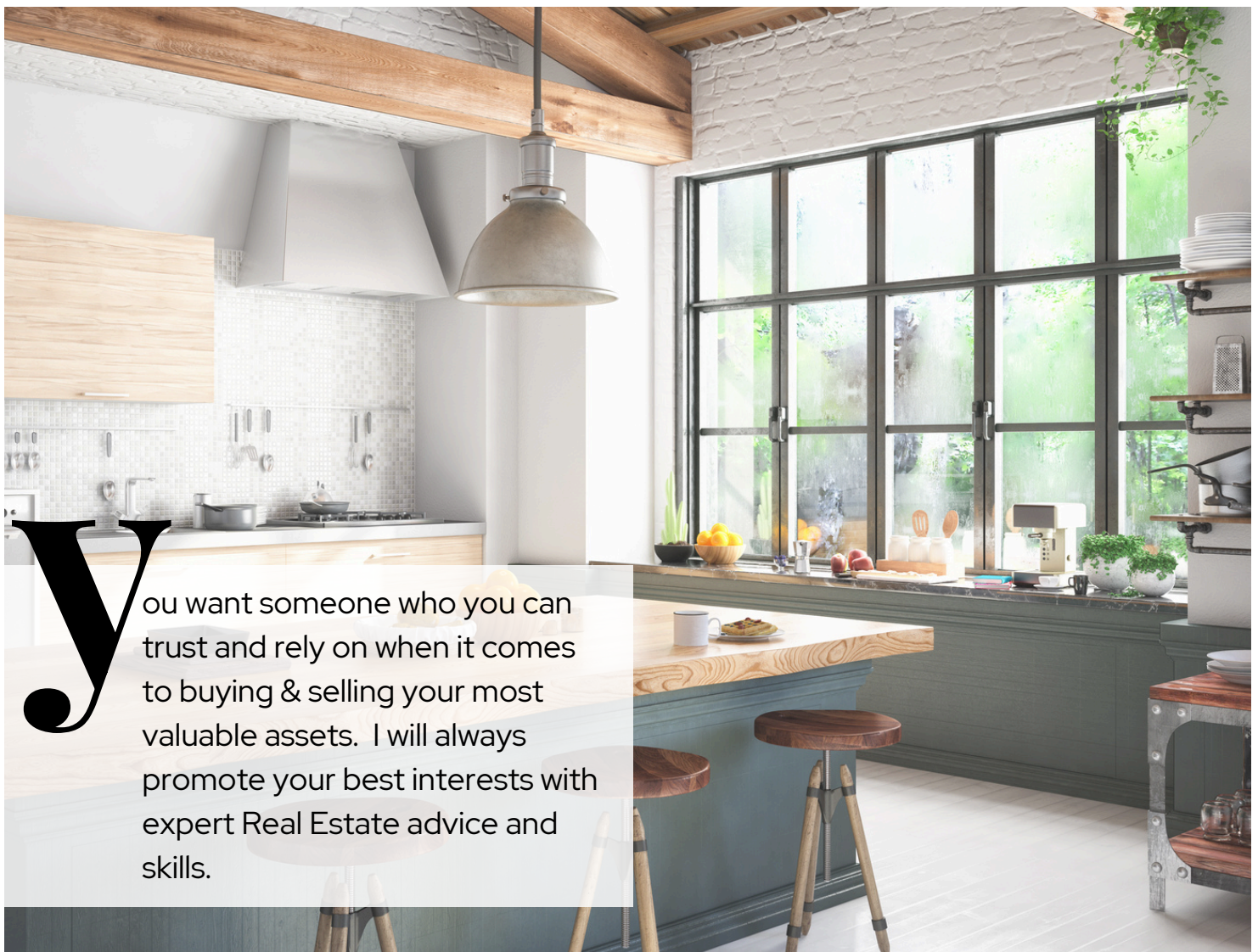


find YOUR
DREAM
HOME



Why USE *a*
REALTOR®?





You want someone who you can trust and rely on when it comes to buying & selling your most valuable assets. I will always promote your best interests with expert Real Estate advice and skills.

Expertise that I can provide for you...

- Narrow the search down to suggest only the most suitable properties that fit your needs and wants.
- Advise on relevant information including neighbourhoods, zoning and property histories.
- Assess potential resale value of properties and ensuring fair market value on what you pay.
- Arrange showings and provide knowledgeable feedback on prospective properties.
- Write all offers and handle the purchase negotiations to ensure your financial interests are protected.
- Assist you at every step of the process by providing valuable advice and essential information.

WHAT YOU CAN EXPECT FROM ME WHEN WE WORK TOGETHER

- I will support your best interests with expert real estate advice and skills
- Simplify the process of buying with specialised real estate knowledge.
- Offer consumer protections with trust coverage and insurance.
- Stay informed of market trends, neighbourhoods, and property histories.
- Communicate honestly and as frequently as you require on all matters of concern to you and your real estate transaction.
- Offer personalised marketing services including MLS® access.

Having a professional Realtor® on your side increases the likelihood of purchasing the right property at the best price and with the greatest ease.



TIPS FOR FINDING YOUR DREAM HOME



PREPARE LIKE A PRO

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

KNOW YOUR PRICE RANGE

Get pre-qualified so you can move fast.

FIND THE RIGHT REALTOR

Connect with an agent when you are ready.

SEARCH ON-THE-GO

Be the first to know about potential listings

MAKE ATTRACTIVE OFFERS

Be creative to help your offers stand out.



the **BUYING** *Process*

STEP 1 CONSULTATION

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

STEP 2 THE SEARCH

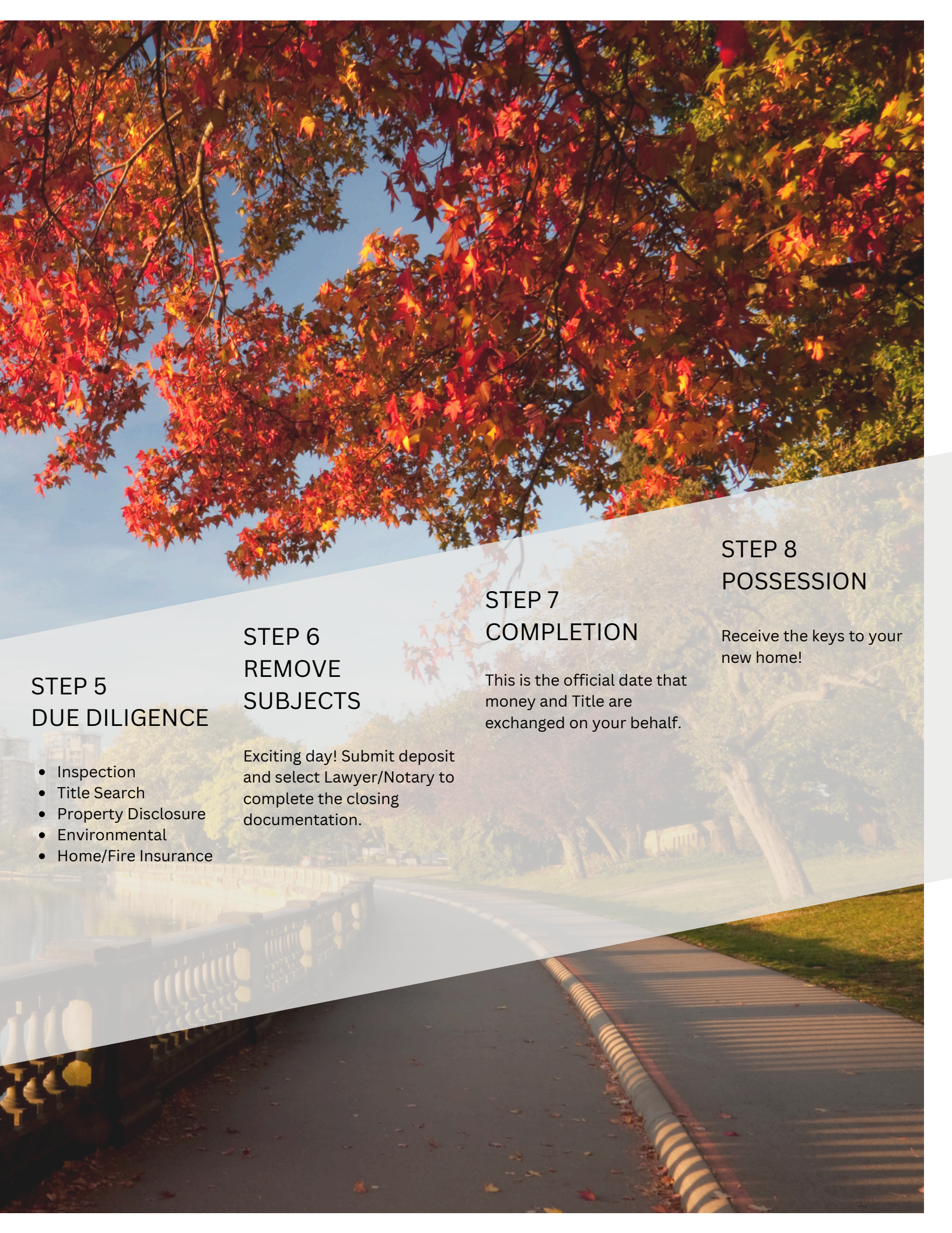
Once you've established financial qualification and deposit requirements, tour and view properties that fit your criteria.

STEP 3 FIND YOUR DREAM HOME

So you've found your dream home! What next? I will assist you with deciding on key elements of your offer. Price, Deposit, Amount, Dates, Subject Clauses/ Conditions.

STEP 4 OFFER

I will prepare 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

STEP 6 REMOVE SUBJECTS

Exciting day! Submit deposit and select Lawyer/Notary to complete the closing documentation.

STEP 7 COMPLETION

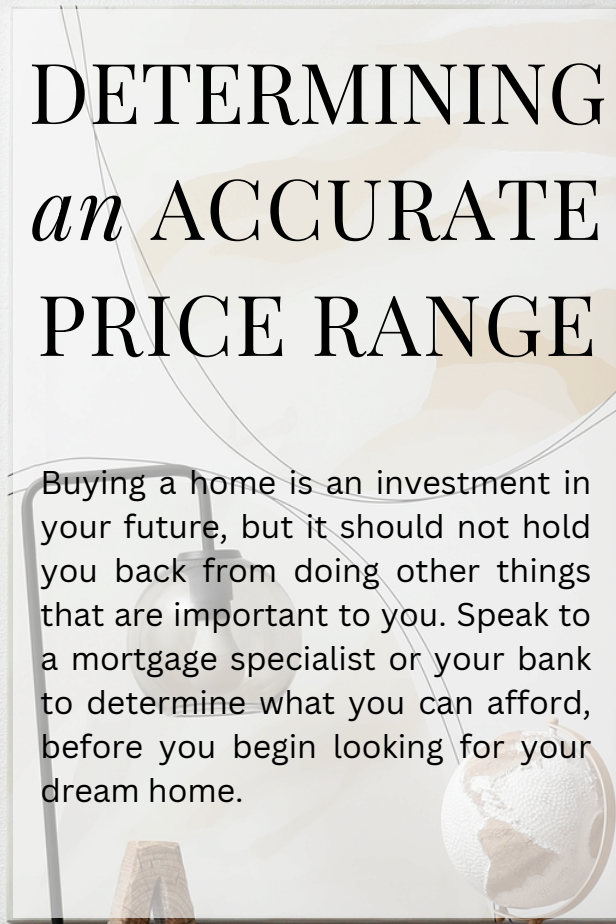
This is the official date that money and Title are exchanged on your behalf.

STEP 8 POSSESSION

Receive the keys to your new home!

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 determine what you can afford, before you begin looking for your dream home.



Property Transfer Tax Exemptions

On the purchase of any property in British Columbia, the purchaser must pay Property Transfer Tax (PTT) on the transaction. The PTT is calculated as follows:

1. 1% of the taxable transaction's fair market value that does not exceed \$200,000
2. 2% of that fair market value that exceeds \$200,000 but does not exceed \$2,000,000.
3. 3% of that fair market value that exceeds \$2,000,000
4. If the property is residential, a further 2% on the portion of the fair market value greater than \$3,000,000

Unless the purchaser and the property qualify for an exemption, the property transfer tax must be paid at the time of the conveyance.

There are some occasions when a purchaser will not have to pay the PTT. The two most common exemptions are:

First Time Homebuyer Exemption

To qualify for this exemption, both the purchaser and the property must meet the following criteria:

Purchaser:

- be a Canadian citizen or permanent resident
- have lived in B.C. for 12 consecutive months immediately before the date you register the property or filed at least 2 income tax returns as a B.C. resident in the last 6 years
- have never owned an interest in a principal residence anywhere in the world at any time
- have never received a first time home buyers' exemption or refund

Property:

- be located in B.C.
- only be used as your principal residence
- have a fair market value of \$500,000 or less*
- be 0.5 hectares or smaller

*note: there is a partial PTT exemption for qualifying properties with a fair market value over \$500,000.

New Construction Exemption

Purchaser:

- be a Canadian citizen or permanent resident
- must use property as principle residence

Property:

- have a fair market value of \$750,000 or less*
- be 0.5 hectares or smaller

*note: there is a partial PTT exemption for qualifying properties with a fair market value between \$750,000 and \$800,000.

THINGS *to* CONSIDER

PROPERTY TRANSFER TAX

Unless you qualify for the *First Time Home Buyers Program*, you will be required to pay Property Transfer Tax at the completion of your purchase as follows:

First \$200,000.....	1.0%
\$200,001 - \$2,000,000.....	2.0%
2,000,001 - \$3,000,000.....	3.0%
Over \$3,000,001.....	2.0%

To **qualify for a full exemption**, you must:

1. be a Canadian citizen or permanent resident.
2. have lived in BC for 12 consecutive months immediately before the date you register the property or filed at least 2 income tax returns as a BC resident in the last 6 years.
3. have never owned an interest in a principal residence anywhere in the world at any time.
4. have never received a first time home buyers' exemption or refund before.

and the property must:

1. be located in BC.
2. only be used as your principal residence.
3. be moved into within the first *92 days*
4. have a fair market value of:
 - \$825,000 or less
5. be 0.5 hectares (1.24 acres) or smaller

You may **qualify for a partial exemption** if the property:

1. has a fair market value of \$835,000 or less (if you are not a first time home buyer)
2. is larger than 0.5 hectares
3. has another building on the property other than the principal residence.

You may qualify for a **new construction exemption** if the property:

1. is less than 0.5 hectares.
2. is less than \$1.1 million fair market value.

DOWN PAYMENT

While downpayment requirements vary based on development type and price ranges, here are the minimum requirements:

Under \$500,000.....	5%
\$500,001 - \$1,000,000.....	10%
Over \$1,000,000.....	20%

Homebuyers with less than 20% down payment require mortgage default insurance, or CMHC insurance. Mortgage default insurance protects lenders in the event a home buyer defaults.

OTHER COSTS

- GST (new homes)
- Foreign buyers tax
- Moving costs: \$1000-\$3000
- Home inspection: \$400-\$700
- Legal fees (conveyance and title transfer)
- Utilities
- Property Tax

SAMPLE MORTGAGE CALCULATIONS

Based on 4.44% mortgage interest, 25 year amortisation, no transfer tax exemption. (Dec 2024)

Purchase Price	Down Payment	Mortgage Amt.	CMHC Insurance	Monthly Pmt.	Transfer Tax
\$1,000,000	\$200,000 (20%)	\$800,000	\$0	\$4,401	\$18,000
\$1,000,000	\$250,000 (25%)	\$750,000	\$0	\$4,126	\$18,000
\$1,000,000	\$300,000 (30%)	\$700,000	\$0	\$3851	\$18,000

Based on 4.14% mortgage interest, 25 year amortisation, no transfer tax exemption. (Dec 2024)

\$500,000	\$25,000 (5%)	\$494,000	\$19,000	\$2,636	\$8,000
\$500,000	\$50,000 (10%)	\$463,950	\$13,950	\$2,476	\$8,000
\$500,000	\$75,000 (15%)	\$436,900	\$11,900	\$2,331	\$8,000

MY DREAM HOME WORKSHEET

Here are a few key questions to help narrow down what you want in your home.

1. What type of home are you looking for? Detached or semi-detached?

2. What style of home is best for you? Two storey, bungalow, split-level, duplex, townhouse?

3. What about the age of the home? Does the home need to be brand new?

4. How many bathrooms do you need?

5. What are you looking for in a kitchen? How about a family room? Do you want a separate dining space?

6. What are your high-priority features that are uniquely important to you? Appliances, ensuite, fireplace?

7. What other rooms do you need? Main floor laundry room, home office, hobby room?

8. What about storage space? Basement? Locker?

9. Do you need a garage or extra parking space?

10. Is energy efficiency a priority? Newer windows or a high-efficiency furnace?

11. How long is your daily commute? How easy is it to get to the places you need to go?

12. How close do you need to be to transit, shopping, schools, places of worship, and hospitals?

13. Are there any important location factors? Backing on to a park? Do you need a quiet street?

14. What size yard are you looking for? Is the backyard important, or is a side yard enough?

15. Who are you sharing this home with and what are their needs?

16. How much do you want to invest beyond the purchase price of the home both in terms of money and effort if you can't find all the features that you want?



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RE/MAX
Westcoast

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