



BUYING YOUR  
**HOME**  
WITH  
**THE | ALMODOVAR GROUP**







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# OUR PERSPECTIVE

Real estate transactions are one of our lifetime's biggest decisions. The Almodovar Group understands this. We appreciate the impact of a real estate transaction on a family's life. This is why we are passionate about understanding our clients and our needs in order to achieve the best possible outcome in every unique situation.





# STEP 1

## MEET WITH THE GROUP

Meeting with The Almodovar Group is the first step in order to align your goals and expectations and to prepare for the process. A real estate transaction has many moving parts to it, and we will provide you with the security that you need to move forward confidently. Communication is a cornerstone of our approach to every transaction, and among other things, this begins with guiding you through the forms that you'll be coming across, what we mean, and how we impact you. This transparency and commitment to you holds true throughout the entire process and allows for a worry-free experience.





# STEP 2

## PRE-APPROVAL

Taking care of your pre-approval by meeting with a Bank or a Mortgage Broker will be the first step towards purchasing your new home. It will provide you with confidence in your purchasing power and leaves no questions unanswered.

The pre-approval will allow you to know your maximum mortgage amount, a guaranteed interest rate hold (duration of hold will vary), and your expected monthly mortgage payments.

In addition to giving you the confidence to move forward, your pre-approval will also provide Sellers with confidence in moving forward in a transaction with you.

**MORTGAGE SPECIALIST:** The Almodovar Group will provide you with options that will best suit your needs.





# STEP 3

## VIEWING PROPERTIES TOGETHER

Here is the fun part! Once you have completed your pre-approval and we've painted a clear picture of your goals, we're ready to go view potential properties. Each client has a set of goals that are unique to them, and therefore this process can vary based on those goals.

However, what doesn't vary is our role in diligently vetting each property. This includes everything from a proper holistic valuation of the properties to considering the intangibles that will make the property a good fit for you.

At the end of the day, it is our role to ensure your interests are protected and that nothing is overlooked.







## STEP 4

# WRITING AN OFFER

Once you've found a property that is right for you, it's time to write an offer! This step in the process can be both scary and exciting. Again, our realtors will be there to guide you through this process with the continued transparency and communication that was promised since day 1.

In writing the contract, The Almodovar Group will protect your interests by properly including terms and conditions that are relevant to your transaction. While the terms and conditions will vary based on the transactions, some examples of subjects that we will utilize include:

- **Financing**
- **Home Insurance**
- **Property Disclosure Statement**
- **Home Inspection**
- **Deposit Structure**
- **Title Search**
- **Strata Documents**

All of the following and more (if necessary) will be carefully considered and explained to you.

The offer will be carefully crafted and presented by one of our realtors on your behalf to the Listing Agent by using a Contract of Purchase and Sale. At this point, we will ensure you are comfortable with the forms in order to be confident in placing the offer.



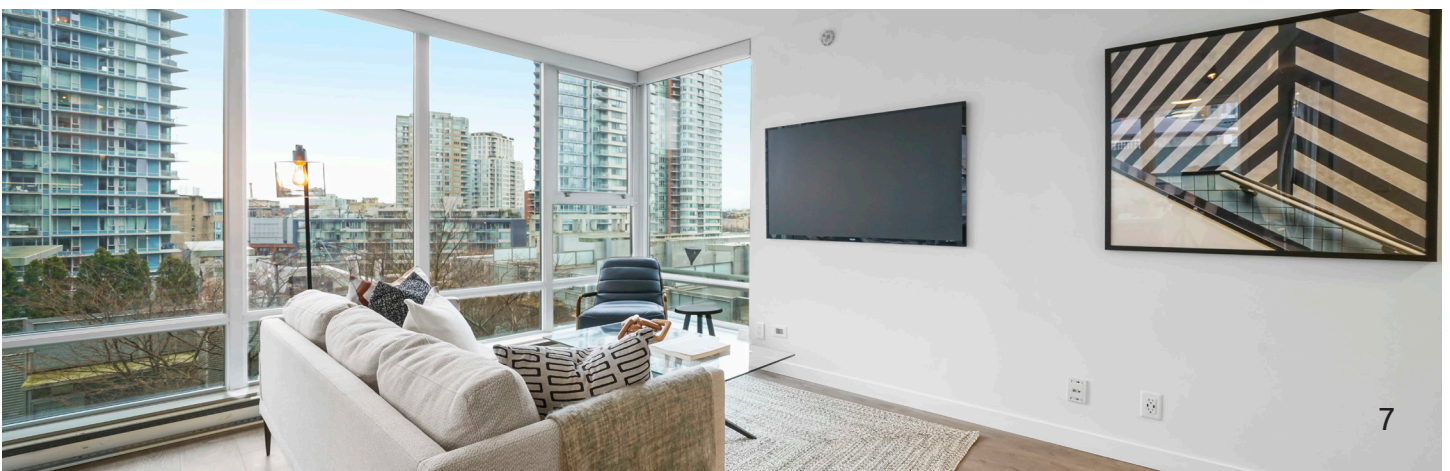
# STEP 5

## ACCEPTED OFFER

Your offer is accepted and that's when the excitement begins to settle in as your purchase is becoming a reality. We share this joy with you as it is a true pleasure for us to guide our clients to this feeling. At this point, it is also time to remain diligent in meeting the conditions/subjects of the accepted offer. As each contract is unique, these conditions/subjects will vary.

In preparation for subject removal, it is vital to have a clear picture of your costs and other necessary tasks. While these costs can vary, here are the typical cost considerations to expect in your real estate transaction:

- **REALTOR® FEES:** As a buyer, there is absolutely no cost to you. REALTOR®'s commissions are paid for by the Seller of the property, you don't need to worry about this.
- **HOME INSPECTION:** The cost of a home inspection can vary based on factors such as: size, age, and property type. On average, this process can cost between \$750 to \$1600.
- **DOWN PAYMENT:** The down payment will vary depending on your financing options and whether or not you are a first-time home buyer. However, one of our realtors will be able to guide you through this process so that there are no surprises.
- **PREPAID PROPERTY TAXES OR UTILITIES:** If the Seller has prepaid any property taxes or utilities for the year during which you are taking possession of the property, your proportionate amount must be paid to the Seller. The prorated costs can be found on the Statement of Adjustments that will be provided by the Lawyer/Notary.
- **GOODS & SERVICES TAX (GST):** This tax is only applicable on newly constructed homes. It is calculated as 5% of the purchase price.







- **LAWYER/NOTARY FEES:** A lawyer or notary handles the legal registration of a property, and transfers the title from the previous owner to the new owner. These fees can range from \$800 to \$1600. However, this amount will vary depending on the complexity of the transaction.
- **PROPERTY TRANSFER TAX:** This tax is required to be paid on any home purchase in BC, and is paid for upon completion. The tax rate is applied as follows:
  - 1% on the first \$200,000
  - 2% on the portion of the fair market value greater than \$200,000 and up to and including \$2,000,000
  - 3% on the portion of the fair market value greater than \$2,000,000 and;
  - If the property is residential, a further 2% on the portion of the fair market value greater than \$3,000,000.
- **HOME INSURANCE:** This insurance payment will be separate from your mortgage payment. It will be paid monthly or yearly, and will vary depending on the type of insurance you choose to avail of, the size of your home, and whether or not your home is a strata lot.
- **STRATA FEE:** If you purchase a property that is part of a strata corporation, such as a condo or a townhome, you will be responsible for a monthly strata fee. These fees contribute to maintaining the building, common property maintenance, recycling, garbage, and others. This will vary depending on the strata corporation.





## STEP 6

# SUBJECT REMOVAL

You have now satisfied all of the conditions on the contract! This is now the process in which you are removing all of the conditions from your previously accepted purchase contract (because you have satisfied them), effectively turning the contract into an unconditional offer.

At this stage, you will also need to avail of a lawyer or notary. We will handle the conveyancing process of the property you are purchasing. The process of conveyancing includes legal paperwork, prorated taxes, disbursements, and maintenance (when necessary).

**LAWYER/NOTARY:** The Almodovar Group will provide you with options that will best suit your needs.

# STEP 7

## PREPARING FOR MOVE-IN

Depending on the completion and possession date of your purchase, there are plenty of preparations that can be made in the meantime to ensure a smooth move-in day!

**FORTISBC & BC HYDRO:** It is possible to schedule in advance the date you would like FortisBC and BC Hydro to begin service in your property. This will allow you to establish a clear beginning for the billing date, and also ensure that the necessary services are functioning upon moving in.

**INTERNET, PHONE, CABLE:** During the same week that you move in, you can call to schedule Shaw, Telus, or any other telecom providers to setup your phone, internet, and cable connection. Doing so will reduce the amount of time that you are in your new home without these services.

**CANADA POST:** If this property will become your new primary residence, you can inform Canada Post to have your mail forwarded to your new address. In addition, you are able to request for a new mail key and to have a new lock secured on your mailbox on move-in day.

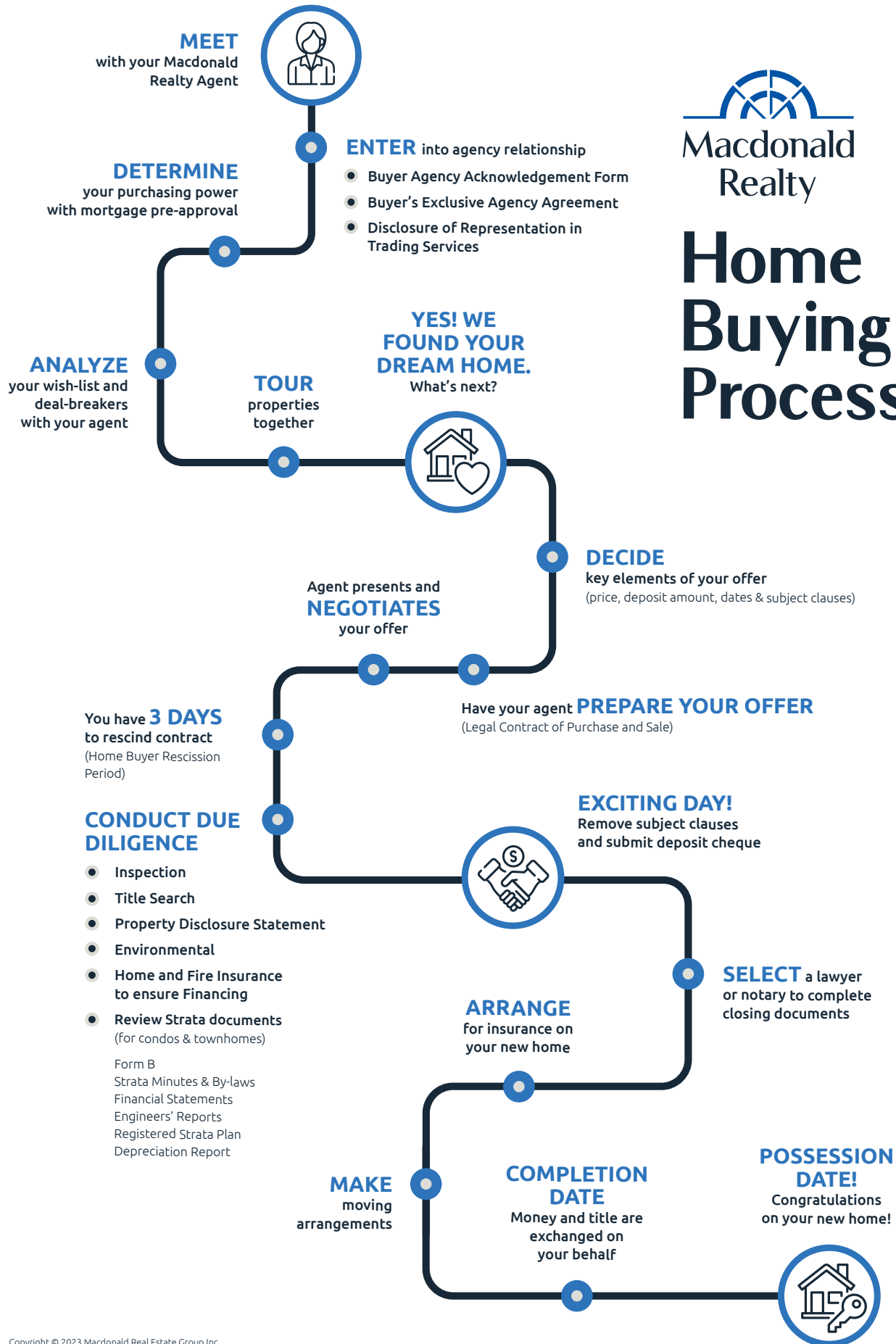
**STRATA ELEVATOR (IF APPLICABLE):** If you are moving into a strata unit and require the elevator for move-in, it is important to contact the strata manager beforehand in order to have an elevator for move-in purposes.

**MOVING COMPANY:** In order to secure a moving company for the time of your move, it is ideal to schedule our services as early as possible. Typically, booking one to two months prior will allow for confidence in scheduling availability.





# Home Buying Process





# 5 STAR GOOGLE REVIEWS



**Joanne  
Nguyen**

The best buying experience with a true professional. TJ was able to help me find the perfect home, in the perfect area and best of all - within BUDGET. He took the time to understand my lifestyle and by doing so we found the perfect home! Not only was he there to guide me through the buying process, but also in assisting with all the moving parts such as facilitating the move, contacts for renovations, and so much more. TJ is an experienced realtor, and it definitely showed through his professionalism and the strategies he presented. I would highly recommend his services!



**CJ  
Mitchell**

TJ is THE Best! I cannot recommend him highly enough. I have bought and sold real estate in Los Angeles and Vancouver over the past 30 years and have yet to find another realtor with the same level of integrity, knowledge, expertise, honesty, energy, work ethic, patience, courtesy, communication, calm and commitment. He treats his clients with great care and respect and is always there for them 24/7. It has been great fun and an absolute pleasure to work with him over the last five years! He has created a great team as well, including his excellent associate, Aidan Camfield.



**David  
Toljanich**

As first time buyers in the hyper-competitive Metro Vancouver market, we found ourselves overwhelmed by the process and sheer volume of competition. Finding an Agent with experience, market knowledge, and most importantly, a well executed strategy on offer day, is essential to a winning bid. TJ brings all of the above and more as an Agent. We would not have secured our property without his proposed strategy and his ability to quickly build rapport with a Sellers' Agent. It is very competitive out there, so your Agent's ability to connect with the other side and build rapport does matter. In our case it made all the difference against multiple competing offers.

Working with TJ is like working with an old friend. He was constantly in communication and answered questions at all hours despite having a young family at home. It was clear to us that TJ values his clients' time and strives to ensure they feel informed and educated throughout the process. His insight into different regions in the Metro Vancouver area was impressive and he asked a lot of key questions on our behalf to help us assess multiple properties. He drove with us to showings in multiple cities to view potential properties and helped us navigate several bids before we were successful. TJ even managed to get us in touch with the Strata Manager prior to a bid to clarify a nuance in the strata documents, which was not an easy task given the tight bid submission date from the original showing.



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TOP 10% BASED ON  
SALES IN GREATER  
VANCOUVER  
**MEDALLION - 3 YEARS**

