

JEFF REALTOR®
WEAVER

BUYERS GUIDE

EXPERIENCE YOU CAN MEASURE.



FIRST LICENSED IN 2011, JEFF WEAVER HAS COMPLETED OVER 300 SUCCESSFUL TRANSACTIONS AND HAS BEEN ROOTED IN MAPLE RIDGE & PITT MEADOWS FOR OVER

30 YEARS. HE HAS BEEN WITH RE/MAX LIFESTYLES REALTY FROM THE START OF HIS CAREER AND PROVIDES CONSISTENCY, DISCIPLINED STRATEGY, MARKET KNOWLEDGE, AND STRONG NEGOTIATION FOR EVERY CLIENT.

HIS APPROACH IS SIMPLE: ALWAYS ASK — WHO IS MY CLIENT?

THIS CLIENT-FIRST PHILOSOPHY ENSURES EVERY DECISION AND NEGOTIATION IS ALIGNED WITH YOUR BEST INTERESTS.

PROFESSIONAL HIGHLIGHTS:

- MLS® EMERALD MASTER MEDALLION CLUB 10+ YEARS (TOP 10% OF REALTORS®)
- RE/MAX HALL OF FAME (2018)
- RE/MAX PLATINUM CLUB (2023, 2021, 2017)
- RE/MAX 100% CLUB (2024, 2022, 2020, 2019, 2018, 2016, 2015, 2014)
- RE/MAX Executive Club (2012, 2013)
- CHAIR, RE/MAX GENERAL ADVERTISING COMMITTEE (2024–2026)
- 300+ SUCCESSFUL TRANSACTIONS
- PAST REBGV AREA DIRECTOR

INTEGRITY, COMMUNICATION, AND CONSISTENT EXECUTION HAVE HELPED ESTABLISH JEFF AS A TRUSTED RESOURCE FOR CLIENTS MAKING ONE OF THE MOST IMPORTANT FINANCIAL DECISIONS OF THEIR LIVES.

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HAVING APPROPRIATE EXPECTATIONS BETWEEN US

As we work together in partnership with one another, I want to explain everything that is expected of me as your agent and what you should expect when working with me. If you choose to be represented by myself, the foundation of our relationship will be based on fiduciary duties which I will owe to you; Fiduciary meaning not only am I legally required to provide these services to you but I am highly trained to provide them. These duties will remain ongoing even after our working relationship.

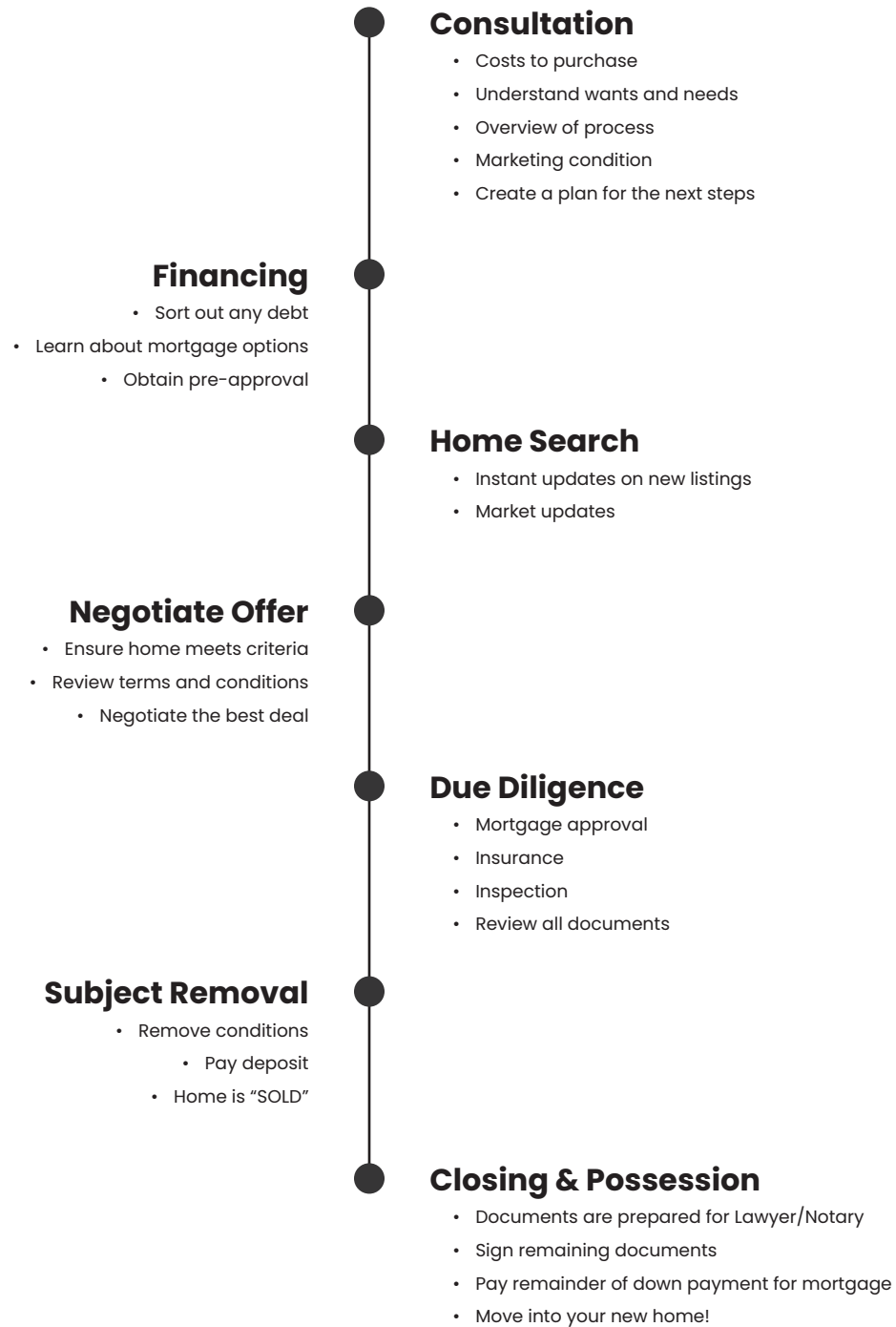
I will have undivided loyalty to you in the pursuit of a home as well as a duty of confidentiality. This means I will not reveal any sensitive/relevant information that affects your strategy or motivation. I will give you my honest and candid advice about each property. I will review all terms and conditions in your offer with you as well as any changes or counter offers will be communicated to you promptly.

My expectations from you as my client to ensure we do not miss any opportunities to secure your dream house will include three things: Open communication, Honesty, and Loyalty. I operate with high standards of these three values as I want to ensure my clients are in the best position when purchasing a home This will also allow us to work most efficiently together in partnership with one another.

"Buying and selling is stressful at the best of times and I was beyond nervous of listing, finding and buying our perfect home all at the same time! Jeff took the time to walk Us through step by step - what to expect each step of the way! His patience and understanding of all my questions were met with his open & honest communication style and tireless energy in finding Our perfect home! We cannot thank Jeff enough for making us feel like We were his only clients! And I'm sure his favourite clients to date!"

– Bob & Tamara, Pitt Meadows

THE BUYER'S PROCESS



STYLE OF YOUR HOME

House

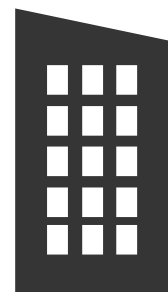
A detached home is one of the most sought after and secure investments you can make today. It offers ample space for a growing family and more privacy.

Townhouse

An excellent alternative to owning a detached home due to the generally lower cost, smaller size and less upkeep. But remember, there are strata or association fees and other restrictions that you need to fully understand before buying.

Condo

Condos allow for legal ownership of a private unit within a larger unit or building—low-rise and high-rise arrangements. They too have fees and restrictions and are the most affordable types of homes for first time buyers or older couples seeking to downsize.



REAL ESTATE TERMS TO KNOW

Amortization	The length of time the loan will be payed back in by means of regular payments. The normal amortization period for a mortgage in Canada is 25 years, but can be as short as 5 years or as long as 25 years.
Appraisal	Lenders require an independent assessment of the value of the home you are buying before agreeing to finance the purchase.
Assessed Value	The value placed on land and buildings by a government agency for tax purposes.
Assessment	A tax or charge levied on property by a taxing authority to pay for improvements such as sidewalks, streets, and sewers.
Chattel	Articles of personal property such as household goods, furnishings, and fixtures that are not permanently affixed to the house.
Closing Costs	All the charges that are attached to the closing ceremony. These one-time fees include charges for title search and insurance, attorney's fee, lender and/or broker fee(s).
Conveyance	Transfer of ownership of a real estate property from one individual or company to another.
Fixture(s)	All things that are attached to property, such as ceiling lights, awnings, window shades and doorknobs. Fixtures are automatically included in a sale, unless specifically mentioned in the contract as going to the seller.
Debt Service Ratio	The percentage of annual gross income of the borrower that is required to maintain annual mortgage payments, property taxes and hydro.
Variable Rate	A mortgage where the interest rate varies during the term of the mortgage, usually based on the prime bank rate or the GIC rate of the lender.

TYPES OF MORTGAGES

Conventional

A conventional mortgage is where the down payment is at least 20% of a property's value/purchase price. This type of mortgage does not normally require mortgage insurance.

High Ratio

A high ratio mortgage is where the borrower makes a down payment of less than 20%, usually as a first time home buyer. The minimum allowable down payment is 5%. A mortgage ratio this high must have mortgage protection insurance through the CMHC.

Fixed Rate

Features a fixed interest rate that is "locked in" for a specified term. These types of mortgages usually result in higher interest rates but allow for more security.

Variable Rate

A variable rate mortgage utilizes an interest rate that fluctuates with economic trends and is calculated at specified intervals. The repayment time for the mortgage will vary depending on the prevailing interest rates which are usually at or under the prime lending rate.

Short Term

These are mortgages that range from 6 months to 10 years and usually come with lower interest rates. The shorter the mortgage the lower the interest rate.

Long Term

These mortgages are 10 years and over and are offered at the prime lending rate. If you have a conventional mortgage (at least 20% down) you can qualify for up to a 30 year or shorter amortization period. If you have a high ratio mortgage (5% down) then you will only qualify for an amortization period of 25 years or less.

Amortization Periods

This is the length in time of your mortgage repayment plan. Most mortgages have an amortization period of 25 years. If you have a high ratio mortgage, a 25-year amortization would be the highest amortization you would qualify for. If you have a conventional mortgage with 20% or more down then you can qualify for up to 30 years.

BUYER'S COST GUIDE

GST

5% GST on all new construction.

Property Transfer Tax (PTT)

When a property changes hands the government charges PTT at a rate of 1% on the first \$100,000 and 2% on the remainder of the total property cost. First time home buyers may be exempt if the purchase price is:

- a. \$425,000 or less if registered on or before February 18, 2014; or
- b. \$475,000 or less if registered on or after February 19, 2014.

Mortgage Fees

Standard mortgages have either fixed or variable interest rates that follow current market trends. If you qualify for a high-risk mortgage (i.e. less than a 20% down payment) you will also have to pay for CMHC mortgage insurance fees ranging from 1.75% to 3.25% of the purchase price.

Mortgage Application Fee

You will also have to pay an application fee. CMHC's standard fee is \$235. CMHC also offers a basic service for \$75 but it must be accompanied by an appraisal.

Appraisal

Before your lender approves your mortgage, you may be required to have an appraisal done. Sometimes your lender covers the cost, otherwise you are responsible for it and fees range from \$150 to \$350.

Survey Certificate/Land Registration

\$150 to \$300 depending on whether your lender requires an up-to-date survey of the property. If the seller did not provide one, you will have to pay to have it done. Land registration costs are approximately \$300.

Home Inspection Fee

\$350-\$1,000 depending on type and size of dwelling.

Legal Fees

Range from \$600 to \$1,500 depending on the complexity of your purchase. Disbursements to Land Titles offices are approximately \$300. Your lawyer/notary will arrange the payment and transfer of funds.

FREQUENTLY ASKED QUESTIONS

Are there any additional costs I should know about?

Every transaction is unique; Therefore, there can be very few additional costs or there can be quite a few when it comes time to close. Closing costs are also subject to the type of property as well (i.e. new build). Some common closing costs include Home Inspection (to ensure we know all the good and bad about the), Property Transfer Tax, and Lawyer/Notary fees.

What are subjects?

Subjects can be looked at like safety nets in a transaction. Subjects are included in a Contract of Purchase and Sale to protect a buyer and ensure they have the opportunity to complete due diligence on a property before the deal becomes firm. Some examples of subjects include Financing, Title Search, Home Inspection, Strata Document review. The removal of subjects typically takes around seven days, but is dependent on each transaction.

Is Real Estate a good investment?

Real estate is a strong investment as it almost always increases in value over time. Investing in Real Estate also means investing into a less volatile market when in comparison to stocks or bonds. Real Estate can be leveraged and can produce predictive cash flows. It also offers a multitude of investment opportunities that will help diversify one's investment portfolio.

"We asked Jeff to be our agent last October but with market do slow and covid crisis we had great difficulty selling but Jeff stuck with us and the process with never a discouraging word forever positive until the right buyer came along and and assisted us in purchase of our dream town-house. We will be forever grateful to him and all the support and professional advice he gave so we could fulfill our dream."

– Hamid Moreau

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