

LEAH BACH
& THE / ABODWELL
TEAM



BUYERS GUIDE

I have great memories of home...

...of growing up, of summer barbecues, mom's laundry on the line, washing the car with my dad, my favourite place to sit in the sun (our front window ledge), playing badminton with my brother. Later, my homes held even more memories. My husband and I moving in, bringing our new daughter home, sitting at our dining table teaching my kids to sew, the renovation we started, then stopped, then started, and then called in a professional to finish. How I feel in my kitchen, what it's like to have the sun on my face on our back deck. Emotional waves of memory wash over me when I think about home.

And this is why I am in real estate.

From moving in, to work that's made your home your own, how your friends felt when they first came over to visit. Your favourite place to sit in your favourite room, the memories you've created in your home are

the most important thing we can have, keep, cherish and hold. Your home is the very place your memories were created and stored and that is something I don't take for granted. The people I work with entrust me to help keep those memories in a good place, and help them find a new place to create their next memories. It is incredibly important and something I never lose sight of, and something I take great pride in being a part of.

Helping my clients take care of those memories and assisting them as they move into their new home, where they can create more memories is why I am in the business of real estate.

I'm passionate about the memories we create and store at our homes and I'm passionate about helping my clients create more memories.

I'm Leah Bach. My goal is to help you in real estate, to help you have the perfect home for you to create new memories.

- Top 100 AGENTS - RE/MAX Canada 2021
- RE/MAX Diamond Agent 2021
- #1 Listing Agent in North Delta
 - *Based on 2021 MLS Data (Listings Sold)
- 1 of the Top 3 Best Real Estate Agents in Delta
 - *As per threebestated.ca/real-estate-agents-in-delta-bc
- Top 100 AGENTS - RE/MAX Western Canada 2021
- Top 1% of Fraser Valley Realtors
 - *As per FVREB Medallion Sales Report of 2021
- Specializing in Quality Homes
- 14 Years Experience, focused in Delta, Surrey, and South Surrey
- Over 145+ ★★★★★ Google/Facebook Reviews
- PRES Certified Stager, JIBC Trained Negotiator, Certified Risk Manager

FEATURED ON:

 **REW**
BCBUSINESS

THE GLOBE AND MAIL 



Our Commitment to YOU During the Buying Process



WE WON'T STOP UNTIL WE FIND YOU A SUITABLE HOME.

This includes advising you of new listings the minute they hit the market, keeping your needs in mind when previewing new listings from other agents, and giving you advance notice of hot new listings from office inventory. If there aren't any MLS listings that meet your needs, we can seek out unlisted properties that may fit your criteria. None of these advantages are available to Buyers looking for property on the public internet sites or visiting open houses hoping to find a match.



OUR EXPERT KNOWLEDGE...

...of local neighbourhoods, future development plans, taxes, zoning, transportation, schools and community services will help you select the property that meets your needs. We will also advise you on finance options and recommend other professionals needed to complete the sale.

Leave the stress to us!
We are here to:



- Help you understand agency relationships.
- Determine the type of property you require and can afford.
- Help you find available properties and book tours to view them.
- Advise you about market conditions and provide information about the community.
- Explain the forms used in a real estate transaction and prepare an offer to purchase.
- Prepare a Buyer's comparative market analysis (CMA) on the property to determine its fair market value.
- Present your offer to the seller and negotiate on YOUR behalf.
- Recommend other professionals, such as certified home inspectors or lawyers/notaries.
- Ensure a smooth and satisfying transaction from start to finish.

THE HOME BUYING PROCESS WITH
THE / **ABODWELL**
TEAM



MEET

With me
Enter into agency relationship
Complete paperwork
Disclosure of representation
Privacy disclosure



DECIDE

Key elements of your offer
(price, deposit amount, dates
& subject clauses)
Have your agent prepare your offer
(Legal Contract of Purchase and Sale)
Agent present & negotiates your offer

CONTRACT

Remove subject clauses & submit deposit cheque
Select a lawyer or notary to complete closing documents
Arrange for insurance on your new home
Make moving arrangements completion date
Money & title are exchanged on your behalf



MORTGAGE PRE-APPROVAL

Your purchasing power with mortgage pre-approval



ANALYZE

Your wants & needs
Arrange property tours
Open houses
Private search portal



CONDUCT DUE DILIGENCE

- Inspection
- Title search
- Property Disclosure statement
- Environmental
- Home and Fire insurance to ensure Financing
- Review Strata documents (for condos & townhomes)
- Form B
- Strata Minutes & By-law
- Financial Statements
- Engineers' Reports
- Registered Strata Plan
- Depreciation Report

POSSESSION DATE!

The work is done,
So you can JUST GO HOME!



Common Subject Clauses



DETACHED HOMES

The purpose of 'SUBJECT CLAUSES' is to allow a particular party (buyer or seller) a specific period of time to confirm and clarify specific types of information integral to the purchase and sale of property.

While there are hundreds of potential subject clauses, typically, when buying a detached single family home, there are at minimum five subject clauses that are placed within the contract.

They are:

1. Subject to be approved for mortgage financing
2. Subject to satisfactory an inspection
3. Subject to receive and approve the title search
4. Subject to approve the Property Disclosure Statement
5. Subject to arrange fire and property insurance.

Subject conditions must benefit a particular party to the contract (either buyer or seller) and must be removed by a specified date. Upon successful removal of all subject clauses, the contract becomes firm and binding. If subject conditions cannot be removed on or before the date specified in the contract, the parties may mutually agree to either extend the subject removal date or collapse the offer. Leah will be able to explain the process and potential implications.



APARTMENT & TOWNHOMES

Offers on "Strata Title Properties" can be more complex by nature than those on detached properties. Although a buyer and their agent may be looking to purchase one strata lot within a building of strata apartments, they rely on receiving specific types of information relating to the strata lot, the building and the strata corporation. Often, this information comes from the listing agent, the property management company (if applicable), and/or the strata corporation itself.

When buying an apartment or townhome, typically the same five common subject clauses are used as with detached homes plus subjects related to the review and approval of documents containing information about the strata corporation and the strata log.

These include:

- Form B
- Minutes
- Strata Plan
- Consultants Reports
- Financial Statement

As with detached homes, subject conditions on attached homes must benefit a particular party to the contract (either buyer or seller) and must be removed by a specified date. Upon successful removal of all subject clauses, the contract becomes firm and binding. If subject conditions cannot be removed on or before the date specified in the contract, the parties may mutually agree to either extend the subject removal date or collapse the offer. Leah will be able to explain the process and potential implications. This is by no means an exhaustive list, but it will give you an idea of some of the additional costs associated with a Real Estate transaction.

Making an Offer.

We have now found the right property, so the next step is to prepare an offer. The majority of offers will use a standard MLS contract called a **CONTRACT OF PURCHASE AND SALE.**

DEPOSIT

There is no standard deposit amount but a common practice in our marketplace is a deposit of around 5% of the offered purchase price. The deposit is typically paid upon final subject removal in the form of a bank draft. It will be held in our brokerage trust account until completion.

PURCHASE PRICE

Prior to an offer, we will prepare a Comparative Market Analysis (CMA) on the property to determine its actual market value. Once we have a value in mind, we will negotiate on your behalf to get the best price possible.

COMPLETION AND POSSESSION DATES

What day would you like to move in to your new home? We will ensure that there is enough time to complete the sale (usually at least two weeks). You will also want to consider your current living arrangements - do you need time to sell your property? If you are renting, when does your lease expire and how much notice will you have to give your landlord?

INCLUSIONS

A list of items which are not attached to the building (chattels), but which you would like to be included in the sale price, such as fridge, stove, dishwasher, washer, dryer, microwave, window coverings, etc.

EXCLUSIONS

A list of items which you would like to be removed, such as fridge, stove, dishwasher, washer, dryer, microwave, window coverings, etc.

SUBJECTS

A list of conditions to be satisfied before the sale moves forward. Some Subjects could include financing, building inspection, document review, legal and accounting advice, oil tank scan, etc. These subjects have a 'subject removal date'.

OFFER EXPIRY

The time at which the offer will expire and can no longer be accepted.

Once we have made an offer the seller will respond in one of three ways.

1

ACCEPT THE OFFER EXACTLY AS WRITTEN

This creates a legally binding contract.

2

REJECT THE OFFER OUTRIGHT

The negotiation stops, as the seller is not interested.

3

COUNTER OFFER

If the seller changes anything at all on your original offer, the seller is considered to have rejected your offer (they can no longer accept) and to be making a new offer back to you. This new offer is referred to as a "counter offer" and will have a new expiry time. When you receive a counter offer, you then have the same three options as the seller had. This process will continue until an offer is accepted or it is decided an agreement cannot be reached.

Moving Checklist #1

2

MONTHS BEFORE
MOVING DAY

- No sense moving what you don't want to keep. Go through your belongings and determine what you want to keep and what you want to throw out or donate.

TIP

If moving in spring or summer, earn some extra cash and hold a moving sale to help get rid of items you don't need or want for your new space .

- Make a list of items in your home that need extra attention while moving or special packing instructions (computers, televisions, fine china, etc.)
- If you have children and you are moving to a new school district, start arranging the school transferring process.
- Order boxes and moving supplies (packing tape, bubble wrap, tissue paper, stock up on newspaper, etc.) required for your move.

1

MONTH BEFORE
MOVING DAY

- Time to start packing! To make it easier, begin with the items in your home you do not use regularly. Be sure to clearly label or number your boxes to make the unpacking easier.
- As you pack, make note of items of significant value (stereo systems, televisions). Depending on your insurance agreement with your moving company, you may need to declare items of value in case items are lost or damaged.
- Fill out a change of address form with your new address online at www.canadapost.ca
- Inform the following companies and institutions about your new address: banks, cable and phone providers, insurance companies, utility companies, credit card companies, doctor and dentist offices, any subscriptions you may have.

TIP

Many companies now offer the convenience of changing address information online.

Moving Checklist #2

2

WEEKS BEFORE
MOVING DAY

- Confirm your reservations with your movers or truck rental company.
- If required, cancel or transfer your newspaper delivery service.
- If moving into a strata property, please notify the management company of the moving day and make arrangements for loading, security and elevator arrangements.

1

WEEK BEFORE
MOVING DAY

- Most of your packing should be done one week prior to moving day.
- Set aside the items of importance you wish to transport to your new home yourself (e.g. jewelery and passports).

a few
days

BEFORE
MOVING DAY

- Re-confirm arrival time of your moving truck. If moving yourself, re-confirm your reservations with the truck rental company.
- Prepare a detailed map and directions for your movers including a cell phone number you can be reached at on moving day.
- Pack a travel bag with the items your family may need on moving day such as tooth brushes, change of clothing, medications, hair bushes, soap, toilet paper, paper plates and cups, aspirin, etc.
- If you are moving yourself, start dismantling beds and other large furniture.

moving
day!

- Make a note of all utility metre readings (new and old home).
- It's important to be present when the truck is being loaded and unloaded just in case your movers have questions.
- Before the movers leave, check your belongings and note on the inventory paperwork any damaged items.

Closing Cost Guide.

PROPERTY TRANSFER TAX (PTT)

- 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
- If the property is residential, a further 2% on the portion of the fair market value greater than \$3,000,000 (effective February 21, 2018).

FIRST TIME HOME BUYERS EXEMPTION

If the property is classified as residential and farm, or is residential mixed class (such as residential and commercial), you pay the further 2% tax on only the residential portion of the property.

MORTGAGE LOAN INSURANCE AND APPLICATION FEE

If you require a high-ratio mortgage (a mortgage where you pay less than a 20% down payment) you will have to buy mortgage loan insurance from Canada Mortgage and Housing Corporation or a private company. This insurance can range from 2.40% to 4.50%.

PROPERTY TRANSFER TAX FOR NON-RESIDENTS

A 20% tax was added to the Property Transfer Tax when a purchaser, who is not a Canadian citizen or permanent resident, purchases residential real estate property in Metro Vancouver.

GST

If you buy a newly constructed home, you must pay the 5% GST.

APPRAISAL

Before your lender approves your mortgage, they may require an appraisal. Sometimes your lender covers the cost otherwise you are responsible for the cost. The fee starts at \$250 and can be \$500+ for luxury homes.

SURVEY FEE

Your lender may require an up-to-date survey of the property. If one is not available for the property you may have to pay to have one done. Alternatively you can buy title insurance.

HOME INSPECTION FEE

We highly recommend that you get a home inspection by a certified home inspector. This will give you peace of mind by removing the uncertainty with such a large purchase. It will cost you anywhere from \$350 to \$1000 depending on type and size of dwelling.

LEGAL FEES

Lawyers/Notary fees for closing the sale vary according to the complexity of the deal but they should range from \$750 - \$1500. Disbursements to Land Titles Office - These fees are approximately \$300. Your lawyer/notary will arrange the payment and transfer funds of mind by removing the uncertainty with such a large purchase.

12 Common Mistakes for Home Buyers

- Going over budget: We highly recommend that your mortgage payment does not exceed 30% of your monthly household income
- Location is important, loving the house is not enough
- Poor mortgage pre-approval and not having supporting documents verified
- Not understanding the differences in mortgage lenders and the lender "fine print"
- Not understanding all of the true costs associated with buying a home
- Not completing a CMA before writing the offer
- Skipping the inspection (not always an option)
- Poorly researching the property (title encumbrances, strata contingency funds, upcoming assessments, etc)
- Waiting too long to write an offer on a fresh listing
- Not presenting the proof of deposit with the offer
- Avoiding presenting in person (unless not an option)
- Taking too long to counter offer (when applicable)

Expectations for both Parties

1

CONFIDENTIALITY

Everything we discuss is strictly confidential.

2

CIRCUMSTANTIAL CHANGES

Ensure that you update us in the event anything changes so we can update our search.

3

OFFERS

You must be ready to write an offer when you find the right property.

4

PRESENTING IN PERSON

This is aggressive but one of the most successful ways of winning a property.

5

TO NEGOTIATE MY REQUIRED FEE

If the seller of the property does not offer a sufficient cooperating fee or is a "For Sale by Owner" property.

6

TO ADVISE

If my service level falls below your expectations, let me know so that I can immediately rectify the situation.

7

REVIEW

With conditions removed we will request a Google & Facebook review. This allows us to monitor the quality of our work which is very important to us.










8

INTRODUCTION

I will respectfully request introductions to friends, family members or colleagues if you feel ecstatic about our service. This tells us we have done a good job.

RE/MAX[®] VS. THE INDUSTRY

*CANADIAN STATISTICS, 2018

NATIONAL, FULL-SERVICE BROKERAGE BRANDS					
	BRAND AWARENESS (TOTAL) ¹	AGENTS CANADA	AGENTS WORLDWIDE	OFFICES WORLDWIDE	COUNTRIES & TERRITORIES
RE/MAX	94.8%	21,112	119,041	7,841	100+
	88.6%	18,000	18,000	600+	1
	87.8%	9,461	118,600	8,000	80
	57.5%	2,671	94,300	3,200	47
	37.2%	7,673	7,673	200+	1
	27.5%	9,647	10,000+	175+	2
	21.6%	601	21,900	950	69
	21.3%	721	25,000	510	2
	17.6%	603	8,000	500	11
	17.4%	3,336	177,000	930	30

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characteristics that make a good location

A SAFE NEIGHBOURHOOD

A home located in a community with little crime where neighbours interact and walk around freely.

GOOD SCHOOLS

Quality schools and school catchments are very important, even if don't have kids. Always think about the next buyer!

CONVENIENCE

People love being near shopping malls, groceries stores, parks, beaches, access to major roads, etc.

RESALE-ABILITY

Always be thinking of the future, it is extremely important to purchase a property with good future resale-ability.

WATER ACCESS OR VIEWS

Regardless of the city, people will almost always pay more for a great view or to be near water.

QUIETNESS

Avoid busy streets with traffic noise, fire stations, hospitals, airports or even being too close to a school.

Real People, Real Reviews



I interviewed three Realtors before hiring Leah Bach. Her friendly, professional, honest approach to selling and buying real estate is refreshing. Leah's knowledge of the local, ever-changing market made the plan she set out for my hard to sell home work. She took the time to walk me through the entire process, offered ideas to maximize results and easily had a list of contractors she could refer with confidence. The videography and staging she offered was impeccable and helped immensely in selling a tough property. Leah is a true real estate professional with a great team back at the office. Leah communicates quickly and negotiates with smarts, vigour and true professionalism. I highly recommend Leah Bach and will most definitely use her services again.

L. LILJE



After we decided to sell our house, we spoke to several real estate agents about what made their service unique and how they approached selling properties. It was an easy decision for us to choose Leah based on her outgoing personality and the incredible marketing program she presented to us. As a construction manager, I was impressed with her eye for detail in helping us prepare our house for sale as well as during viewings of potential properties. Leah was always there when we called or returned calls promptly with answers to the questions we had during the selling period. And a special "shout-out" for Linda DeWitt who did a great job in handling the administration work during the sale of our house. Thanks again, Leah, for all the great work!

W. & E. MANSELL



Leah went that extra mile to ensure that we were happy with everything when we were selling our home. She always presented a completely professional approach to the details, and her warm personality and caring manner made all the difference to my husband and me. We enjoyed her expertise and felt unfailingly comfortable with all the changes as they came along. Leah was really and truly there for us throughout. She is not only a "Grade A" wonderful and knowledgeable real estate agent, she is truly a great example of professionalism carried out in an always kind, warm and genuine way. I would recommend Leah to my children, my friends and really to anyone who might require someone of her calibre to spearhead a sale or purchase of property. You can't go wrong with Leah.

A. JACQUES



My wife and I met Leah at an open house and immediately connected. While we've purchased several homes in the past, we weren't sure we wanted to buy in the Lower Mainland. After half-heartedly looking for a couple of weeks, we decided we absolutely wanted to move and knew that Leah was the Realtor we wanted to work with. It took a couple of months of narrowing down what we were looking for and where, but it was all easy after that. In addition to the time Leah spent with us personally, she was also able to connect us with other professionals to get us what we needed. It was a pleasure to work with her and we'd do it again in a heartbeat. Thanks, Leah!

M. & C. COOK

Google CUSTOMER STARS:
4.9/5 | 97 REVIEWS

facebook CUSTOMER STARS:
4.9/5 | 19 REVIEWS

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