SOLD by Craig



THE BUYER'S STARTER KIT

Buy the right home, on the *right* terms.

What you can afford, where to look, how to write a strong offer and how to protect yourself, from your first showing to moving day. For first-time buyers and move-up families.

Craig Johnston, REALTOR®

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Craig Johnston Personal Real Estate Corporation · Royal LePage Elite West

ROYAL LEPAGE® ELITE West



WELCOME

Thank you for opening this.

Buying a home is exciting, and it can also feel like a lot at once: how much you can spend, which neighbourhood fits, what to offer, and how to avoid the mistakes you've heard about.

This kit walks you through how I help buyers, from the first conversation to the day you get the keys. It covers your buying power, the real costs, the first-time buyer programs, where to look in the Tri-Cities, and how offers and negotiation actually work in BC.

It also has the practical pieces my buyers use: a dream-home worksheet, a 30-day plan before your first offer, a showing checklist, the strata documents to read, and a change-of-address list for moving day.

Read it once from start to finish, then keep it handy. When you're ready to talk about your search specifically, I'd love to hear from you.

Craig Johnston

REALTOR® · Craig Johnston Personal Real Estate Corporation · Royal LePage Elite West

A NOTE BEFORE YOU START

This kit is general information, not legal, tax, mortgage or financial advice. Rates, programs, costs and rules change, so confirm the details of your situation with me, your mortgage professional, your lawyer or notary, and your accountant before you sign anything.

INSIDE THIS KIT

Contents

04 Meet Craig

05 What you can expect from me

06 The market for buyers right now

07 Your buying power

08 Down payment and mortgage insurance

09 What it costs to buy

10 First-time buyer programs

11 Moving up: buy first or sell first?

12 Where to buy in the Tri-Cities

13 Your dream-home worksheet

14 The buying process, step by step

15 Your 30 days before the first offer

16 Touring homes: what to look for

17 Your buyer analysis sheet

18 Buying a condo or townhome

19 Writing your offer

20 Negotiating as a buyer

21 Presales and new construction

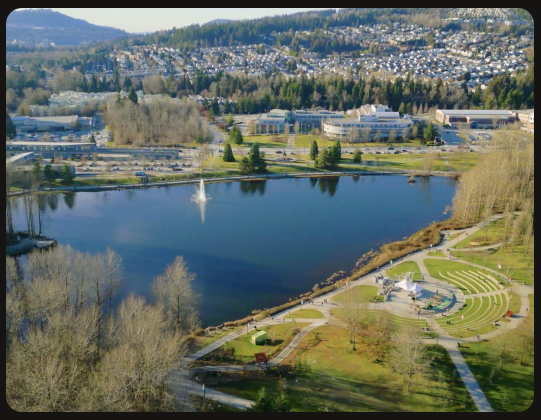
22 From accepted offer to keys

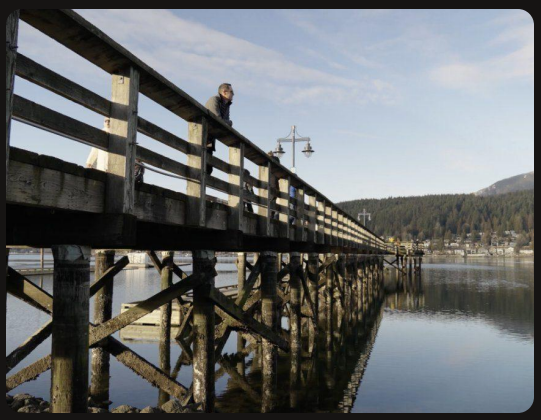
23 Change of address checklist

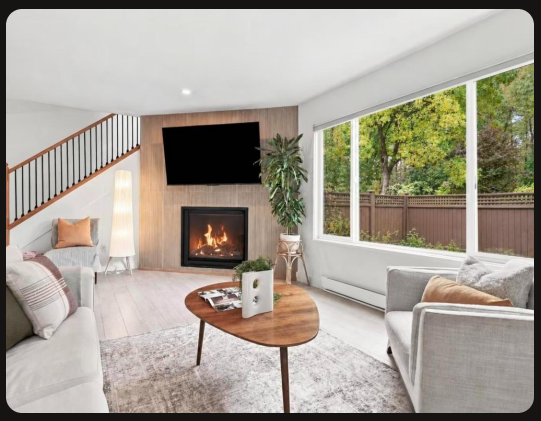
24 What my clients say

26 Your next three steps











MEET CRAIG

Craig Johnston, REALTOR®

I was born in Port Moody, grew up on Ioco Road and have lived in the Tri-Cities for more than 47 years. I know these neighbourhoods street by street: the schools, the commutes, the newer pockets, and how values have moved in each.

Most of the buyers I work with are moving up: from a condo to a townhome, or from a townhome to a detached home with room for a growing family. I also love helping first-time buyers get it right the first time.

I'm patient, I do the math with you, and I'll tell you what I really think about a home, including when the right answer is to keep looking or to wait.

TEAM RECOGNITION

Awards earned as a member of my Royal LePage team, based on team sales.

Medallion Club Team, Greater Vancouver REALTORS®, 2021–2025

- ✓ Top 1% Team — Greater Vancouver REALTORS®, 2023–2025
- ✓ Top 2% Team — Royal LePage nationwide, 2023–2025
- ✓ President's Club, Royal LePage, 2023–2025
- ✓ 36+ Google reviews of my own
- ✓ BCFSA licence 187645 · Royal LePage Elite West

HOW I WILL HELP YOU

What you can expect from me.

Buying involves financing, searching, inspecting, negotiating and a lot of paperwork, usually while you're working and living your life. My job is to make each decision clearer, and to protect your position at every step.

In your search

- ✓ A planning call about your budget, timing, must-haves and the neighbourhoods that fit.
- ✓ Introductions to mortgage professionals, lawyers and inspectors I trust, if you want them.
- ✓ Listing alerts set up for exactly what you're looking for.
- ✓ Private tours, with my honest opinion of each home, the good and the bad.
- ✓ Sold comparables for any home you're serious about, before you offer.
- ✓ Strata documents and disclosures reviewed with you, so nothing is missed.

When you find the one

- ✓ A pricing opinion based on recent sales, not the asking price.
- ✓ An offer strategy built around price, deposit, subjects and dates.
- ✓ Every clause in the contract explained before you sign it.
- ✓ Negotiation on your behalf, including after the inspection.
- ✓ Coordination with your lender, lawyer or notary and inspector.
- ✓ I aim to reply the same day, by phone, text or email, whichever you prefer.

WHO I WORK FOR

At our first meeting you'll sign BCFSA's Disclosure of Representation form, which confirms that I represent you, the buyer, and what that means for how I handle your information and the seller's.

HOW I'M PAID

In most resale purchases, the buyer's brokerage is paid from the commission the seller has agreed to share. We'll go over exactly how I'm paid, in writing, before you make an offer.



THE MARKET

The market for buyers right now.

Greater Vancouver REALTORS® measures the balance between buyers and listings with the sales-to-active-listings ratio: the share of homes for sale that sold that month. When it stays below about 12% for several months, it's generally a buyer's market; 12% to 20% is balanced; above about 20% for several months favours sellers.

Buyer's market

BELOW ABOUT 12%

More homes than buyers. More choice, more time to decide, and more room to negotiate price, subjects and dates.

Balanced market

ABOUT 12% TO 20%

Neither side has the edge. A fair price with sensible subjects is usually accepted in a normal time frame.

Seller's market

ABOVE ABOUT 20%

Few homes, many buyers. Good homes can draw more than one offer, so have your pre-approval ready.

UPDATED EVERY MONTH

Where it stands *this month.*

Scan for the current numbers for Coquitlam, Port Moody, Port Coquitlam and their neighbourhoods:

- ✓ Benchmark prices by home type, and the 12-month change
- ✓ Sales-to-active ratio, and which market it puts each city in
- ✓ Days on market, and sale price versus asking price

Refreshed after Greater Vancouver REALTORS® publishes its monthly figures, usually in the first week of the month.

Scan for this month
soldbycraig.ca/market-reports/

How to read the numbers

- ✓ **Compare like with like.** A benchmark is a typical home of that type in that area, so check detached, townhouse and apartment separately.
- ✓ **Watch the trend, not one month.** When fewer than about 15 homes of a type sell in a month, the ratio can swing a lot.
- ✓ **A benchmark isn't a price tag.** Each home is priced from its own recent comparable sales.

What that means for you

In a buyer's or balanced market you usually have more homes to choose from, more time to decide, and more room to negotiate on price and terms such as subjects and dates.

Well-priced, well-presented homes in popular pockets can still sell quickly, so being ready matters.

AFFORDABILITY

Your buying power.

Online calculators tend to round up. Your lender applies three tests at once, and the tightest one decides how much you can borrow. Knowing them before you shop saves a lot of disappointment.

GDS
Housing costs

Mortgage payment, property tax, heat and half of any strata fee, as a share of gross income. Insured lenders cap it at 39%.

TDS
All debts

Housing costs plus car loans, student loans, credit cards and lines of credit. Insured lenders cap it at 44%.

+2%
Stress test

You must qualify at the higher of 5.25% or your contract rate plus 2%, even if your actual rate is lower.

A worked example

Item	Amount	Note
Purchase price	$640,000	Example purchase price
Down payment (10%)	$64,000	The minimum on this price would be $39,000
Mortgage before insurance	$576,000	
Mortgage insurance (3.10%)	$17,856	Added to the mortgage
Total mortgage	$593,856	
Monthly payment at 4.34%	about $3,234	25-year amortization
Payment used for the stress test (6.34%)	about $3,920	Contract rate + 2%

WHAT THE STRESS TEST MEANS HERE

With an assumed $150 a month in property tax, $100 for heat and half of a $450 strata fee (lenders count 50%), this purchase needs a household income of roughly **$135,000** to pass at the 39% limit, before any other debts. At the actual 4.34% rate it looks affordable on far less, which is why buyers get surprised at the bank.

Example only. 4.34% is an illustrative 5-year fixed rate; your rate, taxes and strata fees will differ. Your mortgage professional will run your actual numbers.

FINANCING

Down payment and mortgage insurance.

The minimum down payment

Purchase price	Minimum down
Up to $500,000	5% of the price
$500,000 to $1,499,999	5% of the first $500,000, plus 10% of the rest
$1.5 million and up	20% of the price

The down payment has to come from your own savings, a gift from family, equity from the home you're selling, or a program like the FHSA or Home Buyers' Plan. Lenders will want to see where it came from, usually 90 days of statements.

Mortgage default insurance

Down payment	Premium (% of loan)
5% to 9.99%	4.00%
10% to 14.99%	3.10%
15% to 19.99%	2.80%
20% or more	Not required

With less than 20% down, the mortgage must be insured by CMHC, Sagen or Canada Guaranty. The premium is usually added to the mortgage. Premiums shown are CMHC's standard rates.

30-YEAR AMORTIZATION

First-time buyers, and anyone buying a newly built home, can take an insured mortgage over 30 years instead of 25. The payment is lower, but you pay more interest over time, and the insurance premium is a little higher.

GET PRE-APPROVED FIRST

A pre-approval checks your income, credit and down payment and can hold a rate for a period. It isn't a final approval, so keep your job, debts and credit steady until you complete.



"On top of that, he connected us with a great broker and lawyer, making the whole process feel seamless."

ROHIT & GEORGIE · FIRST-TIME BUYERS · GOOGLE REVIEW

CLOSING COSTS

What it costs to buy.

Budget for these on top of your down payment. Lenders usually want to see that you have about 1.5% of the price set aside for closing costs.

Cost	What to expect	Notes
Property Transfer Tax	1% of the first $200,000, 2% up to $2 million, more above that	$10,800 on $640,000. First-time and new-home buyers may pay less or none (next page).
Legal or notary fees	Typically about $1,200 to $2,500	Get a written quote. Includes title registration and the mortgage documents.
Home inspection	Usually several hundred dollars	More for a large or older detached home.
Strata documents	Varies	If the seller hasn't provided them, you may pay for the Form B and copies of strata records.
Appraisal	Often covered by the lender	Some lenders charge for it.
Title insurance	Often included in the legal quote	Protects against some title problems.
Adjustments	Pro-rated	You repay the seller for property tax or strata fees they've prepaid past the adjustment date.
Mortgage insurance premium	Added to your mortgage	BC charges no sales tax on it, unlike some provinces.
GST	5%, new homes only	Often added on top of the price in BC; check the contract. First-time buyers may get it back (next page).
Home insurance and moving	As you choose	Your lender will need proof of home insurance before completion.

KEEP A CUSHION

Don't put every dollar into the down payment. Keep some savings for the first months of ownership: a strata special levy, an appliance that fails, or the blinds and furniture you didn't plan for.

Property Transfer Tax is 3% on the part of the price between $2 million and $3 million, with an extra 2% on residential value above $3 million. Figures are typical ranges and examples, not quotes. Your lawyer or notary gives you the final statement of adjustments before completion.

First-time buyer programs.

Used together, these can save a first-time buyer thousands, and on a new home tens of thousands. Each has its own definition of “first-time buyer”, so check every one separately.

Program	What you get	Who qualifies (in short)
First-time buyers’ Property Transfer Tax exemption	No PTT on the first $500,000 for homes up to $835,000, phasing out to $860,000. Worth up to $8,000.	Canadian citizen or PR, never owned a principal residence anywhere, BC residency rules, live in the home within 92 days and for the first year.
First Home Savings Account (FHSA)	Save $8,000 a year, up to $40,000. Contributions are tax-deductible and qualifying withdrawals are tax-free.	First-time buyer under the FHSA rules (no home you lived in that you or your spouse owned in the current year or the previous four).
Home Buyers’ Plan (RRSP)	Withdraw up to $60,000 per person from your RRSP without tax, as long as you repay it over 15 years on schedule.	First-time buyer under the HBP rules. Can be combined with the FHSA.
First-Time Home Buyers’ GST Rebate	Up to 100% of the GST on a new home up to $1 million, worth up to $50,000, phasing out to $1.5 million.	First-time buyer aged 18+, citizen or PR, the first person to live in a newly built home, as a principal residence, agreement signed within the program dates.
Newly built home PTT exemption	No PTT on a newly built home up to $1,100,000, phasing out to $1,150,000.	Any Canadian citizen or permanent resident, not just first-timers. Move in within 92 days; principal residence for the first year.
First-Time Home Buyers’ Tax Credit	A $10,000 federal credit, worth up to $1,400 at the current rate.	Claim it on your return for the year you buy.

HOW THEY STACK ON THE $640,000 EXAMPLE

- ✓ Property Transfer Tax drops from $10,800 to $2,800 for an eligible first-time buyer.
- ✓ FHSA and RRSP savings can fund the $64,000 down payment, with tax refunds along the way.
- ✓ The $1,400 tax credit helps with legal fees and moving.

Rules change and each program has fine print. Confirm your eligibility with your accountant, mortgage professional and lawyer or notary. I’m a REALTOR®, not a tax advisor.

First-time buyer guide
soldbycraig.ca/coquitlam-first-time-buyer-guide/

Sources: Province of BC (PTT exemptions), Canada Revenue Agency (FHSA, HBP, tax credit), Department of Finance Canada (GST rebate). Rules and limits change, so I’ll confirm the current figures with you before you buy.



MOVE-UP BUYERS

Buy first or sell first?

This is the biggest question for most of my clients, and there's no single right answer. It depends on your equity, your financing and how much risk you're comfortable with. Here's how the options compare.

SELL FIRST

Know your number

You know exactly what you have to spend, and you can buy without conditions tied to your sale. The risk is needing a short-term place if the right home isn't ready.

BUY FIRST

Secure the home

You lock in the home you want, then sell. The risk is carrying two homes, or selling for less than you planned to meet a deadline.

SUBJECT TO SALE

Buy, if yours sells

Your offer depends on selling your home by a set date. Sellers often see it as a weaker offer, but in a slower market some will accept it.

Tools that help

- **Bridge financing:** a short-term loan that covers your new down payment until your current home completes. Lenders usually need a firm sale first.
- **Matched dates:** completion on your sale a day or two before your purchase, so the money flows in order.
- **Porting your mortgage:** moving your existing rate to the new home can avoid a prepayment penalty. Ask your lender.
- **A long possession on your sale** can give you time to find the next home.

Start with the math

Before you choose, get two numbers: what your home would likely sell for and what you'd net, and what your lender will approve for the next one. I'll put both on one page with you.

"He went out of his way to provide extra resources and various options to consider on both the buy and sell side."

JUSTIN J. · BOUGHT AND SOLD · GOOGLE REVIEW

NEIGHBOURHOODS

Where to buy in the Tri-Cities.

Every neighbourhood is a trade-off between price, space, commute, schools and lifestyle. Here's a starting point for the areas my buyers ask about most.



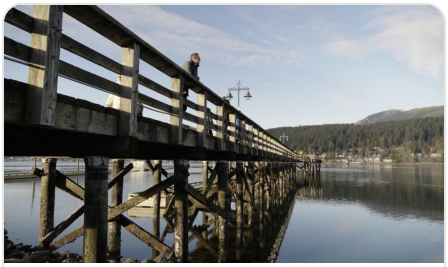
Burke Mountain

Northeast Coquitlam's newest hillside community: newer detached homes and townhomes, new schools and parks, and a village centre now under construction.



Westwood Plateau

Established family neighbourhoods on the hillside above Lafarge Lake and Coquitlam Centre, with trails, golf and city views.



Port Moody

Waterfront parks, Rocky Point and Brewers Row, Heritage Mountain views, and condos near the Moody Centre and Inlet Centre stations.



Port Coquitlam

Often the most attainable detached and townhome prices in the Tri-Cities, the Traboulay PoCo Trail, and a West Coast Express station downtown.



Town Centre, Burquitlam, Lougheed

Condo towers and townhomes around the Millennium Line stations, close to shopping and transit. Popular with first-time buyers.

NOT SURE WHERE?

Compare neighbourhoods side by side.

soldbycraig.ca/find-your-coquitlam-neighbourhood/

Check the school catchment for the exact address with School District 43 before you offer. Catchments follow streets, not neighbourhood names, and popular schools can be full.

WORKSHEET

Your dream-home worksheet.

Fill this in before you start touring, and bring it to our first meeting. Agreeing on the must-haves early makes every showing faster and every decision easier.

The basics

Comfortable price range: $

Down payment available: $

Home type(s):

Bedrooms / bathrooms:

Areas or school catchments:

Move-in timing:

Commute to:

Pets, cars, bikes to fit:

Notes on our life in five years

FEATURE	MUST	WANT	NO
Detached house	☐	☐	☐
Townhouse	☐	☐	☐
Condo / apartment	☐	☐	☐
Yard	☐	☐	☐
Garage or secure parking	☐	☐	☐
Second or third bathroom	☐	☐	☐
Main-floor bedroom or office	☐	☐	☐
Mortgage-helper suite	☐	☐	☐
Room for a home office	☐	☐	☐
Walk to transit	☐	☐	☐
Walk to school	☐	☐	☐
View	☐	☐	☐
Newer build (under 10 years)	☐	☐	☐
Open to some renovation	☐	☐	☐
Air conditioning	☐	☐	☐
EV charging	☐	☐	☐
Storage locker / crawl space	☐	☐	☐
Quiet street	☐	☐	☐

THE PROCESS

From first call to keys.

Most purchases follow this order, and you always know what's next.

01 **First conversation**
Your budget, timing, must-haves and how I work. Twenty minutes, no pressure.

02 **Mortgage pre-approval**
Know your real number and hold a rate while you shop.

03 **Search plan**
Neighbourhoods, catchments and listing alerts set up for what you want.

04 **Tours**
Private showings and open houses, with my honest view of each home.

05 **Due diligence**
Disclosures, strata documents, permits and sold comparables reviewed before you offer.

06 **Your offer**
Price, deposit, subjects and dates, built around your plan and the seller's.

07 **Negotiation**
Counter-offers until we agree, or until we know it's time to move on.

08 **Rescission period**
For most BC resale homes, you can cancel within 3 business days after acceptance by paying 0.25% of the price.

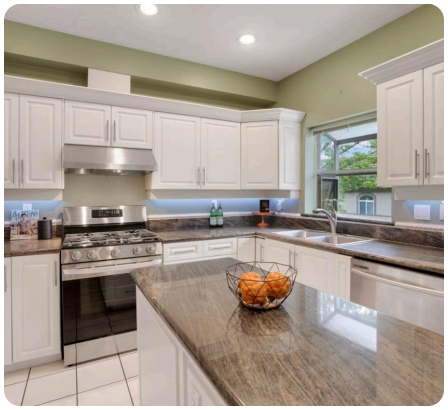
09 **Subjects**
Financing, inspection and strata review completed, usually within about a week.

10 **Subject removal**
The deal becomes firm and your deposit goes into trust, if it isn't already.

11 **Your lawyer or notary**
You sign the transfer and mortgage papers and bring the balance of your down payment.

12 **Completion and keys**
Title transfers to you on completion, and you usually get the keys the next day.







YOUR TIMELINE

Your 30 days before the first offer.

Most disappointing first offers come down to one missing step. Work through this list and you'll be ready to move when the right home appears.

WEEK 1

Money

- [ ] Talk to a mortgage broker and your bank; compare quotes.
- [ ] Gather two years of tax returns, pay stubs and 90 days of statements.
- [ ] Check your credit reports with Equifax and TransUnion.
- [ ] Open or top up your FHSA if you have room.

WEEK 2

People

- [ ] Book a planning call with me.
- [ ] Choose a lawyer or notary and confirm they're available.
- [ ] Line up a licensed home inspector.
- [ ] If you rent, check how much notice your lease requires.

WEEK 3

Search

- [ ] Set up listing alerts for your areas and price range.
- [ ] Tour enough homes to know what good value looks like.
- [ ] Score each home on the showing checklist (next page).
- [ ] Check commutes and school catchments for your favourites.

WEEK 4

Ready to offer

- [ ] Review a sample BC Contract of Purchase and Sale with me.
- [ ] Have your deposit ready to send, often about 5% of the price.
- [ ] Confirm your pre-approval is still current.
- [ ] Decide your walk-away price before you fall in love.

"Craig was patient throughout the entire process. He never pushed us to buy something we weren't sure about, and when we decided to wait six months and save more, he just said 'good call' and stayed in touch. When we did finally buy, the math was so much cleaner."

SUSIE & HANS · FIRST-TIME BUYERS · GOOGLE REVIEW





Touring homes: what to look for.

Photos show a home at its best. Showings are where you find out what the photos left out. Not every red flag is a deal-breaker, but every one is worth a question.

Inside the home

- [ ] Fresh paint on just one wall or ceiling: ask why.
- [ ] Musty smells, stains or bubbling paint near windows and bathrooms.
- [ ] Windows that fog, stick or don't close properly.
- [ ] The age of the roof, furnace and hot water tank.
- [ ] Signs of DIY electrical or plumbing work.

Outside and the lot

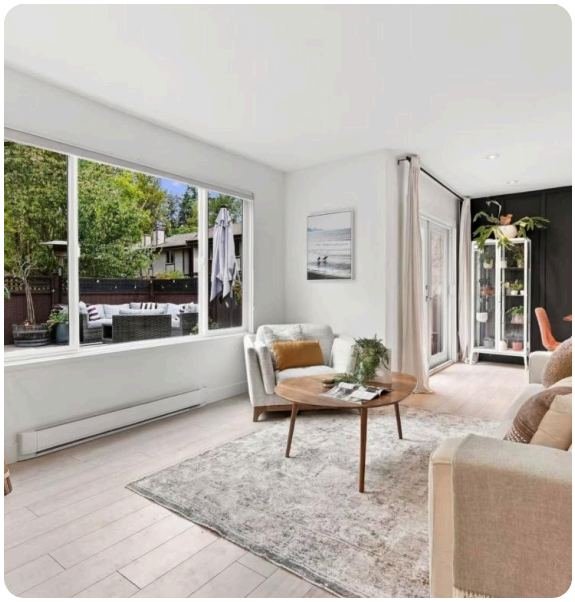
- [ ] How water drains away from the house.
- [ ] Retaining walls, slopes and trees close to the home.
- [ ] The condition of the roof, gutters and siding.
- [ ] Older homes: ask about any oil tank history.
- [ ] Street noise and parking at different times of day.

In the paperwork

- [ ] The Property Disclosure Statement, if there is one.
- [ ] Permits for additions, suites and renovations.
- [ ] For strata homes: levies, repairs and bylaws (next page).
- [ ] How long it's been listed, and any price changes.
- [ ] What's included: appliances, window coverings, fixtures.

SHOWING SCORECARD · ADDRESS: _____

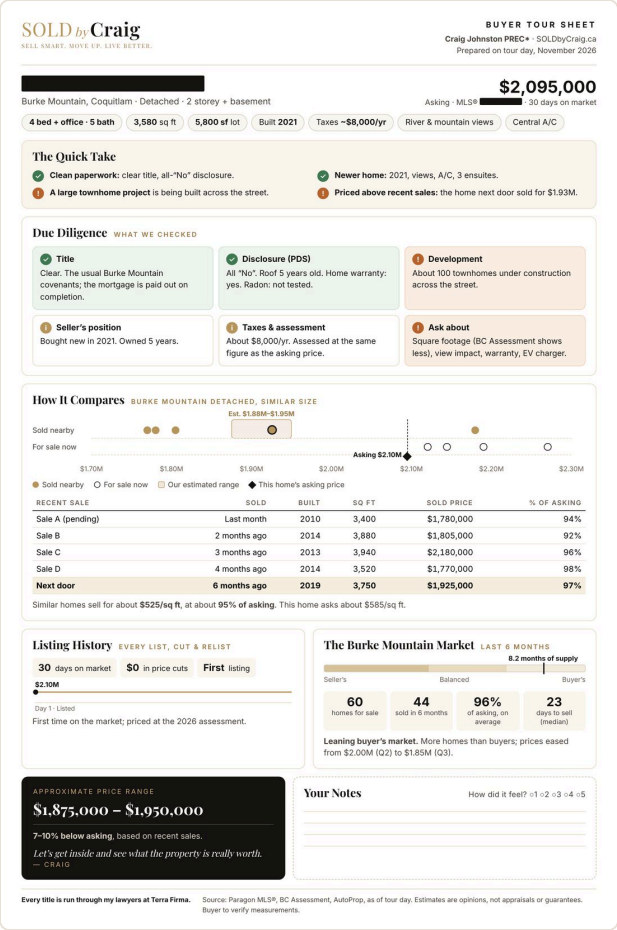
Light and layout	1	2	3	4	5
Storage and parking	1	2	3	4	5
Condition and updates	1	2	3	4	5
Noise and neighbours	1	2	3	4	5
Commute and schools	1	2	3	4	5
Strata health (if any)	1	2	3	4	5
Overall feel	1	2	3	4	5



Score every home the same way, right after you see it. A week later, the details blur.

A buyer analysis sheet for *every* home we tour.

Most homes my buyers see, we see on a private tour that I plan. The night before, I print the REALTOR® version of the MLS® sheet for each home and work through it. That work becomes a one-page Buyer Tour Sheet you hold at each stop: what's good, what to watch, what to ask, and how the price compares.



SOLD by Craig
SELL SMART. MOVE UP. LIVE BETTER.

BUYER TOUR SHEET
Craig Johnston PREC* · SOLDbyCraig.ca
Prepared on tour day, November 2026

[redacted]
Burke Mountain, Coquitlam · Detached · 2 storey + basement
$2,095,000
Asking · MLS® [redacted] · 30 days on market

4 bed + office · 5 bath | 3,580 sq ft | 5,800 sf lot | Built 2021 | Taxes ~$8,000/yr | River & mountain views | Central A/C

The Quick Take
- Clean paperwork: clear title, all-"No" disclosure.
- Newer home: 2021, views, A/C, 3 ensuites.
- A large townhome project is being built across the street.
- Priced above recent sales: the home next door sold for $1.93M.

Due Diligence — WHAT WE CHECKED
- Title: Clear. The usual Burke Mountain covenants; the mortgage is paid out on completion.
- Disclosure (PDS): All "No". Roof 5 years old. Home warranty: yes. Radon: not tested.
- Development: About 100 townhomes under construction across the street.
- Seller's position: Bought new in 2021. Owned 5 years.
- Taxes & assessment: About $8,000/yr. Assessed at the same figure as the asking price.
- Ask about: Square footage (BC Assessment shows less), view impact, warranty, EV charger.

How It Compares — BURKE MOUNTAIN DETACHED, SIMILAR SIZE

RECENT SALE	SOLD	BUILT	SQ FT	SOLD PRICE	% OF ASKING
Sale A (pending)	Last month	2010	3,400	$1,780,000	94%
Sale B	2 months ago	2014	3,880	$1,805,000	92%
Sale C	3 months ago	2013	3,940	$2,180,000	96%
Sale D	4 months ago	2014	3,520	$1,770,000	98%
Next door	**6 months ago**	**2019**	**3,750**	**$1,925,000**	**97%**

Similar homes sell for about **$525/sq ft**, at about **95% of asking**. This home asks about $585/sq ft.

Listing History — EVERY LIST, CUT & RELIST
30 days on market | $0 in price cuts | First listing
$2.10M
Day 1 · Listed
First time on the market; priced at the 2026 assessment.

The Burke Mountain Market — LAST 6 MONTHS
8.2 months of supply
Seller's | Balanced | Buyer's
60 homes for sale | 44 sold in 6 months | 96% of asking, on average | 23 days to sell (median)
Leaning buyer's market. More homes than buyers; prices eased from $2.00M (Q2) to $1.85M (Q3).

APPROXIMATE PRICE RANGE
$1,875,000 – $1,950,000
7–10% below asking, based on recent sales.
Let's get inside and see what the property is really worth.
— CRAIG

Your Notes — How did it feel? ○1 ○2 ○3 ○4 ○5

Every title is run through my lawyers at Terra Firma. Source: Paragon MLS®, BC Assessment, AutoProp, as of tour day. Estimates are opinions, not appraisals or guarantees. Buyer to verify measurements.

A real Burke Mountain tour sheet. To protect the seller, the address and names are removed and the home's figures and nearby sales are changed.

What's on every sheet

- ✓ **The quick take.** The two strengths and two concerns that matter most, readable at the curb in ten seconds.
- ✓ **Due diligence.** Title, the Property Disclosure Statement, nearby development, the seller's position and taxes, checked before we arrive, plus what to ask on site.
- ✓ **How it compares.** Recent sales and homes for sale plotted against the asking price, so you see where it sits at a glance.
- ✓ **Listing history.** Every listing, price cut and relist.
- ✓ **The neighbourhood market.** Supply, sale-to-asking and days to sell, so you know how much room there is to negotiate.
- ✓ **An approximate price range.** My read before we walk in; then we see the home and adjust it.
- ✓ **Your notes and score.** A 1 to 5 gut score and a few lines, so six homes don't blur into one by dinner.

HOW WE USE IT

Before the tour
Plan the route
Similar homes back to back, with time to see each one properly.

The night before
Work the sheets
Title, disclosure, history, assessment, recent sales and what's being built nearby.

At each home
Sheet in hand
We check the "ask about" items on site. You score it before we leave the driveway.

After the last stop
Rank and dig in
The best homes get the full documents review. We already know roughly what each is worth.

Scan to see a full-size sample sheet

The price range is my opinion for my client, not an appraisal. Buyers should verify measurements and details.

Buying a condo or townhome.

When you buy a strata home, you also buy a share of the building and its finances. These documents tell you how well it's run, and whether big bills are coming.

Document	What to look for
Form B Information Certificate	Strata fees, special levies, legal action, the contingency fund balance and any bylaw issues for the unit.
Depreciation report	The building's major components and when they're expected to need repair or replacement, and what that may cost.
Minutes (two years or more)	Owners' and council meetings. Look for leaks, envelope or roof work, insurance claims and owner complaints.
Financial statements and budget	Is the contingency fund keeping up? Are fees likely to rise?
Bylaws and rules	Pets, rentals, parking, storage, short-term rentals, renovations and noise.
Insurance certificate	The building's deductibles. Make sure your own condo insurance covers them.
Engineering or envelope reports	Especially for buildings from the leaky-condo era, roughly the mid-1980s to 2000s.

RENTALS AND AGE

Since November 2022, BC strata corporations can't ban owners from renting out their homes, and age restrictions are only allowed for 55-plus buildings. Short-term rentals can still be restricted by bylaws and city rules.

SPECIAL LEVIES

By law, you owe any part of a levy that falls due after completion. The contract can shift that to the seller, so we check the minutes and Form B and deal with it in the offer.



"When we faced a hurdle getting financing approval because of a lien on our desired townhome, Craig worked tirelessly with our broker to get the lien removed."

TARA NYKYFORIAK · TOWNHOUSE BUYER, PORT COQUITLAM · GOOGLE REVIEW

Writing your offer.

In BC, an accepted offer is a binding contract. Every clause matters, so I'll walk you through each one before you sign.

Term	What it means
Price	What you'll pay, based on recent comparable sales, not the asking price.
Deposit	Often about 5%, paid into the listing brokerage's trust account within a set time. It counts toward your down payment.
Subjects	Conditions you must be satisfied with, such as financing, inspection and strata documents, with a deadline to remove them.
Dates	Completion (when title and money change hands), possession (keys) and adjustment (when costs split).
Inclusions	Appliances, window coverings, fixtures and anything else that stays.

Common subjects

- ✓ Subject to financing: your lender approves the mortgage in writing.
- ✓ Subject to a satisfactory home inspection.
- ✓ Subject to reviewing the strata documents.
- ✓ Subject to reviewing the title and the Property Disclosure Statement.
- ✓ Subject to insurance: you can get home insurance at a normal cost.

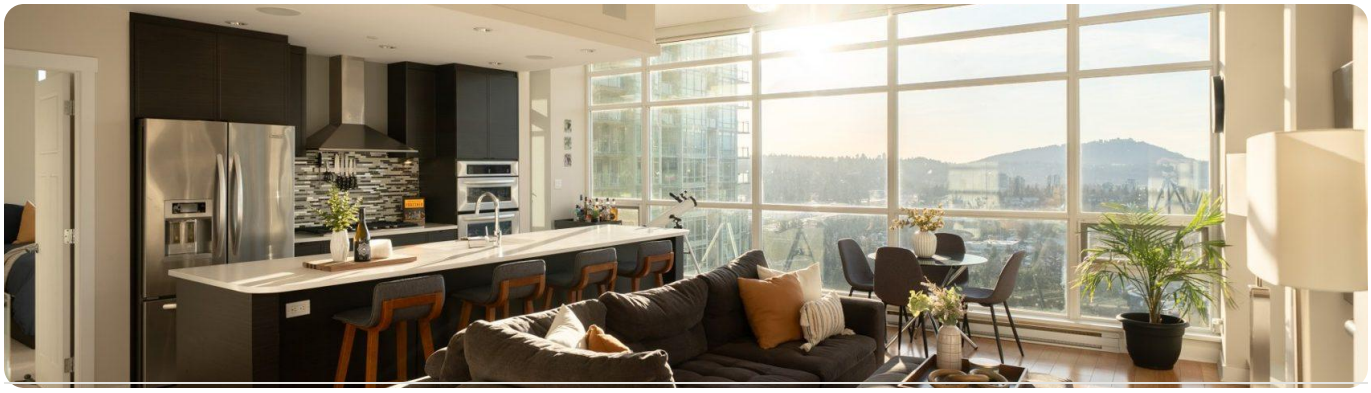
THE 3-DAY RESCISSION PERIOD

For most BC resale homes, buyers can cancel within 3 business days after the offer is accepted, for any reason, by giving written notice and paying the seller 0.25% of the price ($1,600 on $640,000). It can't be waived. Some sales, such as leasehold homes and court-ordered sales, are exempt.

Source: BC Financial Services Authority.

ABOUT SUBJECT-FREE OFFERS

Removing all subjects can make an offer more attractive, but if your financing falls through or the inspection finds a problem, you could lose your deposit and be liable for more. I don't recommend it unless the inspection and financing work are done before you offer, and we've talked through the risks in writing.



NEGOTIATION

The best deal isn't *only* the price.

I love to negotiate. I find out what matters to the seller, do the math before we write, and work every part of the offer, not just the number.

01
Price
Backed by sold comparables, not the asking price or how long it's been listed.

02
Subjects
Enough time to do your homework, without making your offer look weak.

03
Deposit
A solid deposit, delivered quickly, signals a serious buyer.

04
Dates
Dates that suit the seller can be worth as much as a higher price.

05
Inclusions
Appliances, furniture, window coverings and repairs, all negotiable.

06
After the inspection
A price adjustment or repairs, if the inspection finds something real.

In multiple offers

- ✓ **Your limit, set in advance**, so the moment doesn't decide for you.
- ✓ **Homework done early**: inspection, strata documents and financing, where possible, before offer day.
- ✓ **Clean, clear terms** the seller can say yes to.
- ✓ **Walking away is an option.** There will be another home.

"Eventually, we found our perfect home and he moved fast to execute on our behalf. He negotiated fairly and thoroughly with the sellers and was our advocate all throughout our first home purchase."

DAVID CATTERALL · FIRST-TIME BUYER · GOOGLE REVIEW





NEW CONSTRUCTION

Presales and new construction.

Buying from a developer works differently from buying a resale home. There are real advantages, especially for first-time buyers, and some risks to understand before you sign.

What's different

- ✓ **A 7-day rescission period** after you sign and receive the disclosure statement, for most projects marketed under BC's Real Estate Development Marketing Act.
- ✓ **Larger deposits,** often paid in stages, held in trust or protected by deposit insurance until completion.
- ✓ **Completion can be years away.** Your lender approves the mortgage near completion, so your finances need to hold up.
- ✓ **GST applies** to new homes, and first-time buyers may get it back (page 10).
- ✓ **The newly built home PTT exemption** can remove Property Transfer Tax up to $1,100,000.
- ✓ **Assignments** (selling your contract before completion) usually need the developer's consent and can carry fees and tax.

Before you sign

- ☐ Read the disclosure statement and every amendment.
- ☐ Check the developer's track record and finished buildings.
- ☐ Compare the price per square foot to nearby resales.
- ☐ Know what the price includes: parking, storage, upgrades, GST.
- ☐ Ask how the completion date can change.
- ☐ Check the home warranty coverage.
- ☐ Have your lawyer review the contract within the 7 days.

Buyer guides and presale articles
soldbycraig.ca/buying-a-property/

AFTER YOUR OFFER IS ACCEPTED

From accepted offer to keys.

There's still important work between "accepted" and "home". Here's what happens and who does what.

01 **Rescission period**
The 3 business days after acceptance pass, unless you cancel in writing.

02 **Inspection and documents**
The inspector walks the home with you. We review the strata documents, title and disclosures together.

03 **Financing**
Your lender confirms the appraisal and approves the mortgage in writing.

04 **Subject removal**
You sign the subject removal and the deal is firm. Your deposit is in trust.

05 **Insurance and utilities**
Arrange home insurance from completion day, and set up BC Hydro, FortisBC and internet for possession.

06 **Your lawyer or notary**
About a week before completion you sign the documents and send the balance of your down payment and closing costs.

07 **Completion**
Your lender's funds go to the seller, and the title is registered in your name.

08 **Possession and keys**
Usually the day after completion. I'll get the keys to you, and I'm here for questions long after.

Walk-through tip: on possession day, check that everything included in the contract is there and working, and photograph the meter readings before you move in.





MOVING CHECKLIST

Change of address.

Tick these off around your move. Start with mail forwarding so nothing goes missing in between.

Mail and government

- [ ] Canada Post mail forwarding
- [ ] ICBC: within 10 days after you move
- [ ] Health Insurance BC (MSP)
- [ ] Canada Revenue Agency
- [ ] Elections BC and Elections Canada
- [ ] Passport (if renewing soon)

Home and utilities

- [ ] BC Hydro
- [ ] FortisBC (natural gas)
- [ ] Internet, TV and phone
- [ ] City utilities and property tax
- [ ] Home insurance (start on completion)
- [ ] Alarm and security monitoring

Money

- [ ] Bank and credit cards
- [ ] Mortgage lender
- [ ] Investment and pension accounts
- [ ] Car insurance and loans
- [ ] Reward programs

Family

- [ ] Schools and daycare (check the catchment)
- [ ] Doctor, dentist, optometrist
- [ ] Veterinarian and pet licence
- [ ] Employer and payroll
- [ ] Prescriptions and pharmacy

Services and subscriptions

- [ ] Online shopping accounts
- [ ] Streaming and subscriptions
- [ ] Gym and club memberships
- [ ] Charities and alumni associations
- [ ] Cleaners, lawn care and other services

Tip: claim the BC Home Owner Grant on your property tax each year if you qualify, and keep your lawyer's statement of adjustments with your tax papers.



WHAT MY CLIENTS SAY

In their own words.

Excerpts, word for word, from my Google reviews.

"We had a fantastic experience working with Craig on the purchase of our first home in Coquitlam. He was incredibly friendly and responsive, always quick to answer our messages and questions. Throughout the process, he took the time to walk us through each step so my partner and I always knew exactly what was going on and what to expect next. Craig also gave us honest, helpful opinions on properties we were considering, which really helped guide us toward a place we love. On top of that, he connected us with a great broker and lawyer, making the whole process feel seamless. We're so happy in our new home and couldn't have done it without him. Highly recommend Craig to anyone buying a home!"

ROHIT & GEORGIE · FIRST-TIME BUYERS, JULY 2026

"We had such a great experience working with Craig to buy our home! He was incredibly knowledgeable, patient, and always available whenever we needed him. He made us feel supported throughout the entire process and was always willing to answer our questions and take the time to make sure we felt comfortable and confident in our decisions. We never felt pressured or rushed."

SARA DEVINE · HOME PURCHASE

"We had a fantastic experience working with Craig, who was recommended by a friend. He patiently guided us through the process to purchase our family forever home in Vancouver, explaining all the steps and answering all of our many questions. He was always responsive and available whenever we needed him and always felt like he wanted the absolute best for us."

SUSIE N · FAMILY HOME PURCHASE, AUGUST 2026

"As first-time home buyers, we had a myriad of concerns. Craig immediately put us at ease by taking the time to address each of our questions thoroughly and patiently. At no point did I feel pressured or rushed into making a decision. Instead, Craig empowered us with all the facts and options."

JEFF KWOK · FIRST-TIME BUYER

WHAT MY CLIENTS SAY

"Craig is what everyone hopes they will find in a realtor, yet is so incredibly rare. His foundation of genuine care and generosity with his time is outstanding... We never felt rushed, pressured or stressed by what is fundamentally a rather daunting experience, and it was because he created a dynamic of collaboration and support."

AMY TREFRY · BUYER, JULY 2023

"He spent time getting to know us, visiting homes on our behalf until we were in the market. Craig prepared us to better understand the local market, city planning and developments all to refine our search. He is professional and works well with other realtors — a true partner in the process of purchasing a home!"

BLAIR MARSHALL · BUYER, OCTOBER 2023

"We recently moved from overseas and were not familiar with the purchasing process in BC. Craig was fantastic spending the time to explain everything thoroughly so we had a good handle on things. We felt we were in very experienced hands."

AMBER SARNA-CONWAY · BUYER, NOVEMBER 2024

"After searching for several years, I knew exactly what I was looking for—and Craig delivered. We viewed a handful of properties, and the home he ultimately found was exactly what I had been searching for. I couldn't believe how quickly he nailed it."

WARREN CHU · BUYER, MARCH 2026

"Craig was an absolute pleasure to work with. He is extremely friendly, highly knowledgeable, and constantly monitors trends and data so we could make informed decisions. The more time we spent interacting with other agents during our home-buying process, the more pleased we were with choosing Craig."

ASHLEY K. · BUYER

"Craig was a pleasure to work with for the purchase of our home. Craig was very patient as we debated between a condo and a townhome. Craig found us a home that ticked all of our boxes plus some! He made the whole process smooth and enjoyable."

LISA BINGLEY · BUYER, DECEMBER 2022

Read all 36+ reviews at soldbycraig.ca/reviews/

YOUR NEXT THREE STEPS

Ready when you are.

You don’t need every answer before we talk. You just need to be far enough along that the conversation is useful.

01

Book a 20-minute call

Your budget, timing, areas and how I’d approach your search. No pitch and no pressure.

soldbycraig.ca/book-a-strategy-call-with-craig-johnston/

02

Talk to a mortgage professional

Get pre-approved so you know your real number. Ask me for an introduction if you’d like one.

03

Start watching the market

Search listings across the Lower Mainland, and I’ll set up alerts for exactly what you want.

soldbycraig.ca/lower-mainland-search/

Or call or text me directly: **604-202-6092** · Craig@SoldByCraig.ca



SOLD by Craig

Let’s find *your home.*

Start with a conversation about what you’re looking for.

Craig Johnston, REALTOR®

Craig Johnston Personal Real Estate Corporation

604-202-6092 · Craig@SoldByCraig.ca · soldbycraig.ca

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