

YOUR GUIDE TO

BUYING A HOME

DOMA GROUP | eXp REALTY



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MEET

The Specialists

We are a highly successful real estate team at eXp Realty, offering professional, powerful, and proven service to our clients. As an award-winning team, we offer full-service solutions from assisting clients purchase single-family homes to strata lots and bare land. Partnered with eXp Realty, we harness cutting-edge technology to deliver unparalleled support.

The Doma Group is committed to delivering exceptional results in Vancouver's dynamic real estate industry with land assemblies, development and residential properties. As market leaders with over 25 years of experience and over $1.5 billion in sales to date, we pride ourselves on our ability to identify and capitalize on opportunities while providing unmatched service to our clients.



*Denotes Personal Real Estate Corporation

DOMA
INSTITUTE

MEET

The Founder



Zeljko Mlinar*
Founder | Lead Instructor

Zeljko is a top realtor with over 25 years of experience. His background as a builder includes numerous personal projects, demonstrating his knowledge of construction and development. As a mentor and coach, Zeljko shares his experience with aspiring realtors, focusing on land use and assemblies through Doma Institute. His specialized knowledge has made him a valuable resource, helping professionals navigate complex property transactions.

Our mission is to continue to lead the industry through innovative thinking, strategic planning, and a relentless pursuit of excellence. We are dedicated to building long-term relationships with our clients, partners and stakeholders, by providing integrity, transparency and excellence in everything we do.



DOMA INSTITUTE

Zeljko Mlinar founded Doma Institute to share his experience with aspiring realtors, focusing on land use, assemblies and complex negotiations. His specialized knowledge has made him a valuable resource, helping professionals navigate complex property transactions.

Why Work With Doma Group?

We focus on building long-lasting relationships through outstanding an real estate service. Our approach centers on your needs, with your success as our primary goal.

Streamlined Processes

Purchasing a property can include a numerous amount of tasks, such as in-depth market research, arranging property viewings, attending open houses, negotiations and handling sensitive paperwork. As a highly efficient team, Doma Group is always ready to attend to your needs and take you through the home buying process smoothly.

Extensive Market Knowledge

Our high-performing team of agents brings diverse expertise in your local area. We offer comprehensive knowledge on property availability, pricing trends, and neighborhood insights. Our collective experience ensures you have access to accurate, relevant information to guide your real estate decisions in our area.

Access to Off-Market Opportunities

Doma Group has an expansive network that can provide you access to exclusive off-market and pocket listings which aren't publicly advertised

LOCAL REALTORS®, LOCAL EXPERTS

As a global Realty serving the needs of our clients, WE ARE proud of being local Vancouverites, experts and advisors. We know the unique features, trends, changes and regulation of Vancouver neighbourhoods and sub-market because we understand that these offer priceless value that will affect how we help find you the perfect home.

LOCAL MARKET ANALYSTS

Our expert advice and specialized knowledge of local market activity and neighborhood trends, stats and being up to date about any real estate regulation and governmental changes, benefits our clients to navigate easily through every real estate market.

First Time Home Buyer Benefits

Financial incentives for first-time buyers can include tax benefits, subsidies, and favourable loan terms.

B.C. First-Time Home Buyers' Program

To qualify for the maximum exemption of $8,000, your home must be worth no more than $835,000. In practice, that means you'll pay no land transfer tax on a home valued up to $500,000. Homes worth between $500,000 and $835,000 will have $8,000 knocked off the bill, but you'll end up paying some tax. Partial exemption available up to $860,000.

B.C. Home Owner Grant

To receive the full grant, your home's assessed value can't exceed $2,125,000. If your home is worth more than the threshold amount, your grant will be reduced by $5 for each $1,000 over the threshold. Homes valued above $2,264,000 (or $2,304,000 in a rural, northern area) are ineligible for grants.

Newly Built Homes Exemption

This exemption may reduce or erase the property transfer tax you pay when purchasing a new construction home worth up to $1.1 million that sit on no more than 1.24 acres of land.

FIRST HOME SAVINGS ACCOUNT

You can contribute up to $8,000 per year to an FHSA, up to a maximum of $40,000. The contributions, which are tax-deductible, can be used to purchase investment products — stocks, bonds, GICs — that might increase your savings more rapidly. The earnings these investments generate are tax-free.

HOME BUYERS' PLAN

The Home Buyers' Plan allows you to take up to $60,000 out of an eligible registered retirement savings plan, or RRSP, to put toward the down payment of your primary residence. *Any funds you take out of your RRSP are tax-free, but you must repay them within 15 years.*



The Home Buying Process

The 6 steps to purchasing a home

PRE-APPROVAL

Getting a Pre-Approval
Estimate of borrowing capacity for a home purchase before finding a property.

- Speak with a lender (bank, credit union, etc.).
- Address any credit issues.
- Receive a Pre-Approval that lasts 90-120 days.

HOME SHOPPING

House Shopping
Searching for compatible properties utilizing sales data and off-market properties.

- Discuss your home criteria with us.
- Tour listings in your price range.
- Adjust criteria if necessary.

OFFER & NEGOTIATION

Writing an Offer
Strategic advice on competitive offers, specific to inclusions, exclusions and conditions.

- Work with us to submit a competitive offer.
- Research comparable sales with us.
- Sign & submit the offer.
- Negotiate and finalize the offer.



The Home Buying Process

The 6 steps to purchasing a home

DUE DILIGENCE



Doing a Feasibility Study
Doing our due diligence on the property through an inspection, appraisal, and more negotiations.

- Completing a home inspection, appraisal, survey and title exam.
- Negotiate any additional repairs.

CLOSING PREPARATION



Pre-Closing & Title
Preparing all relevant documents for closing and finalizing title review.

- Confirm that repairs are complete.
- Pre-closing walk-through.
- Finalizing fund transfer and loan process.

CLOSING



Closing on Your New Home
Complete the closing process on your new home with your legal professional.

- Review closing statements.
- Sign closing documents.
- Register title and get relevant title insurance.



Taxes and Other Fees

Additional Costs To Consider

PROPERTY TRANSFER TAX (PTT)

- 1% on the first $200,000
- 2% on the portion greater than $200,000 to $2,000,000
- 3% on the portion greater than $2,000,000
- Additional 2% on residential property over $3,000,000

Qualifying first-time home buyers may be exempt from paying the PTT if the purchase price of their home is priced up to $835,000. There is a partial exemption for homes priced between $835,000 and $860,000. Above $860,000 there is no rebate. Rebate is up to $8,000.

Qualifying buyers of newly constructed homes may be exempt if the purchase price of their home is priced up to $1,100,000. There is a partial exemption for homes priced between $1,100,000 and $1,150,000. Above $1,150,000 there is no rebate. Rebate is up to $20,000.

LAWYER OR NOTARY & FILING FEES

Buyers are required to hire a Lawyer or Notary Public to draft closing documents which ensures the title of the home is properly and successfully transferred. Fees usually vary from $900 to $2,000 plus GST and PST.

TITLE INSURANCE

On the completion date, your Lawyer/Notary will offer title Insurance that can range between $225-$350 depending on the property type.

GST

The statement applies to the purchase price of a newly constructed home or one that has never been occupied. When buying a new home, the Goods and Services Tax (GST) amounts to 5% of the purchase price. However, buyers may qualify for rebates or partial rebates if the purchase price of the new home based on the price. Additionally, buyers are responsible for paying the GST on fees associated with services rendered by appraisers, home inspectors, lawyers, Notary Publics, and REALTORS®.

HOME INSPECTION

A home inspection is a report on the condition of the home and includes structural and moisture problems, as well as electrical, plumbing, roofing and insulation. Fees can vary from typically $400 - $900 plus GST depending on the size of the home and the complexity of the inspection. Some inspectors also charge an additional fee for an older home or a home with a secondary suite, a crawlspace, or a laneway home



Taxes and Other Fees

Additional Costs To Consider

HOME APPRAISAL FEES (IF APPLICABLE)

Financial institutions require an appraisal of a property before the mortgage is finalized in order to ensure the collateral protects them adequately. This fee can be in a range between $300 to $500 depending on the appraiser chosen by the bank.

MORTGAGE INSURANCE

The federal government requires high-ratio mortgages with less than 20% down payment to be insured against default. To get mortgage loan insurance, you'll need a minimum down payment. The amount depends on the home's purchase price:

- If the home costs $500,000 or less, you'll need a minimum down payment of 5%.
- If the home costs more than $500,000, you'll need a minimum of 5% down on the first $500,000 and 10% on the remainder.
- If the home costs $1,500,000 or more, mortgage loan insurance is not available, and you will need at least a 20% down payment.

HOME BUYERS PLAN (HBP) FROM YOUR RRSP

Canadians could withdraw as much as $60,000 from their RRSP, up from the previous limit of $35,000. Couples purchasing a home together would be able to withdraw up to $120,000 from their RRSPs to purchase a new home.

STRATA FEES

Generally applies to condos, townhomes and attached housing. Strata fees are typically used to cover shared expenses and maintenance costs for common areas and amenities, such as elevators, parking lots, lobbies, gyms, and swimming pools.

PRORATED ADJUSTED TAXES & UTILITIES

Determined by the timing of sale

- E.g. December 23rd completion, total taxes for the year $1,500.

FIRST-TIME HOME BUYERS' TAX CREDIT

For more information, please visit the Canadian Government Website

HOME OWNER GRANT (BC)

Under the B.C. Home Owner Grant, a home owner may be eligible to reduce the amount of annual property taxes they pay on their principal residence.

For more information, please visit the Canadian Government Website

Our Notable Buyer Sales

The Regency - Newton, Surrey

WON in multiple offers with lowest price
SEAMLESS process for our FTHB
UNIQUE negotiation approach

Doma Group secured this beautiful starter home for our First Time Home Buyers. We went into a multiple offer situation where our offer was not valued the highest. Doma Group successfully utilized unique negotiation strategies to secure this unit, that is now called home for our buyers.





Prodigy - UBC, Vancouver

WON in multiple offer situation
SEAMLESS negotiations
NEGOTIATED $20,000 of furniture for free

Doma Group secured this beautiful unit built by Adera in the heart of Wesbrook Village. This home was a developer showroom, fully spec'd out with tons of upgrades.

Our Notable Buyer Sales

11061 Harris Dr - Maple Ridge

SEAMLESS downsize for our clients
SUCCESSFULLY arranged ideal closing

Doma Group secured this custom luxury home in Maple Ridge built by Morningstar. This home was customized to the preference of our clients when they downsized from their luxury 5,000 SF home.





Wills Creek - White Rock

WON in multiple offer situation
SEAMLESS closing process
SECURED below list price

Doma Group secured this executive Wills Creek townhome in White Rock with an excellent floor plan in a competitive multiple offer market. Doma Group helped the buyers secure this home below list price.

Our Notable Buyer Sales

Azura II - Yaletown, Vancouver

WON in multiple offer situation
SEAMLESS negotiations
SECURED $50,000 below list price

Doma Group secured this beautiful unit built by Concord Pacific in Yaletown for our lovely buyers. In the heat of the Summer market, we successfully negotiated $50,000 off the listing price of this home and beat other offers for our buyers.





4871 Mclure Ave - Richmond

WON in multiple offer situation
SEAMLESS move for the family
SECURED over $100,000 below list price

Doma Group secured this custom-built luxury home in Quilchena. This home comes with a gourmet kitchen, Miele appliances, HRV, radiant heating, irrigation system, custom molding and panels throughout with excellent craftmanship.

Our Notable Buyer Sales

Quest - Port Moody

PURCHASED under list price
SEAMLESS negotiations
SECURED several repairs for free

Doma Group was proud to assist our clients purchase this stunning corner-unit townhome built by Parklane Homes (Wesgroup). This home sat on the market for over 6 months and we saw an opportunity to get a deal of a lifetime for our clients. Congratulations D.L. !





3537 W 11th Ave - Vancouver

WON in multiple offer situation
SEAMLESS move for the family
SECURED over $120,000 below list price

Doma Group secured this custom-built luxury duplex in Kitsilano. This home comes with a large kitchen, high-end appliances, HRV, radiant heating, and so much more. This home has a 575 sf crawlspace that can be utilized in the future.

What Our Clients Say About Us



I cannot say enough about Amanda. To describe her I would say she is on the ball, always quick to respond, if she doesn't know the answer she will go out of her way to find an answer for you. Always ensuring the strictest standards of integrity and professionalism. She listens to your needs and wants and goes that extra mile to find you your dream home. I would 100% recommend using Amanda Helou as your realtor - she will not let you down! - **A.P.**

Sasha is an outstanding professional with exceptional market insights! Working with Sasha was an absolute pleasure. Sasha is incredibly organized, proactive, and attentive. She also brings broad regional expertise, she has thorough knowledge of the Lower Mainland market, but she was also able to provide invaluable, strategic advice regarding the Okanagan region. If you want a knowledgeable, dedicated, and highly skilled professional in your corner. I cannot recommend Sasha highly enough! **- R.P.**





Emily’s knowledge of the market helped us quickly find the perfect home. Emily was friendly and engaged throughout the process which helped it all go smoothly. Emily's use of technology streamlined and expedited the negotiation and signing procedures. I would highly recommend Emily to anyone looking to buy or sell their home. Emily is principled with integrity you can trust to have your best interests at heart. **- S.C.**

Your Home Buying Specialists

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