

Silvana Azurdia

REAL ESTATE

BUYER'S GUIDE





Lets find your next home



WELCOME

YOU'RE IN THE RIGHT PLACE

Buying a home is one of the biggest financial decisions you'll ever make, and it can feel overwhelming at times. Between financing, contracts, inspections, and timelines, it's completely normal to have questions.

That's exactly why this guide exists.

WHETHER YOU'RE:

- *Buying your first home*
- *Moving up to your next property*
- *Purchasing an investment*
- *Or exploring options while you plan your next step*

My role is to simplify the experience, provide clarity at every step, and ensure you feel confident throughout your home-buying journey.

WHAT YOU CAN EXPECT FROM ME:

- *Clear and consistent communication*
- *Honest advice and market transparency*
- *Strategic negotiation and strong representation*
- *Guidance beyond the transaction*
- *A personalized and stress-free experience*

You won't be navigating this process alone. I'll be here to guide, advise, and advocate for you from start to finish.

SILVANA AZURDIA

REALTOR®

As a trusted Realtor since 2010, I bring over a decade of hands-on real estate experience and in-depth market knowledge, serving clients throughout the Fraser Valley and Greater Metro Vancouver regions. Having worked across a variety of communities and property types, I provide clients with valuable insight into neighbourhood dynamics, market conditions, and investment opportunities across the region.

I have had the privilege of working with a diverse range of clients, from first-time homebuyers and growing families to investors and developers, while also proudly supporting the Spanish-speaking community. My experience across multiple markets allows me to offer a broader perspective, helping clients make confident decisions whether they are purchasing, selling, relocating, or investing.

I understand that every real estate journey is unique. My approach is highly personalized, focused on creating a seamless, informed, and stress-free experience from start to finish. By taking the time to understand your goals and long-term vision, I ensure that every decision is made with your best interests in mind.

My business has grown primarily through referrals and repeat clients. A reflection of the trust, integrity, and results I strive to deliver in every real estate journey. Through strong communication, strategic guidance, and attention to detail, I help clients confidently navigate today's evolving real estate market.

It is truly my pleasure to work with you, and I look forward to helping you achieve your real estate goals with confidence.







TESTIMONIALS



As a very picky person, I had a wonderful experience working with Silvana. She was professional, responsive, and genuinely cared about helping me find the right property and genuinely never made me feel rushed. We looked at so many places and she encouraged me to keep looking until I find the 'one' which we finally did! She explained every step clearly, handled negotiations with confidence, and made the entire process smooth and stress-free. It's obvious she has been doing this so many years through her expertise in the field. She knows the market so well and guides you through with the most honest and helpful information, and makes you feel so confident about the entire process. Her communication skills are beyond amazing. I highly recommend her to anyone looking to buy or sell in the Lower Mainland/Vancouver area!

~ **Meral**

We had the pleasure of working with Silvana for over two years in our search for the right home, and we couldn't be more grateful for her patience, professionalism, and expertise throughout the entire journey. Buying a home, especially in Vancouver, can be both exciting and overwhelming. What set Silvana apart was her commitment to understanding our evolving needs, never rushing us, and always putting our best interests first. She brought a steady hand to every stage of the process, offering thoughtful guidance and market insight. Her communication was clear and consistent, and she made us feel supported from our first showing to the final closing. We recommend her to anyone looking for a skilled, trustworthy, and deeply dedicated real estate professional.

Thanks to Silvana we found our dream home.

~ **Gianfranco Perucho**

Silvana helped us get into our first home and was extremely supportive and communicative throughout the whole process. She is super on top of things and quick to respond, and we really appreciated how on the ball she was with every place we were interested in. We had a great experience and were very happy with how smooth she made things when we finally found the perfect home!

~ **Ali**

We had been to many open houses but never really connected with a realtor until we met Silvana. As first-time homebuyers, we were intimidated by the whole process, but Silvana always provided updates. She was very kind and professional throughout and I highly recommend working with her!

~ **Mei Owa**

Silvana was absolutely fantastic throughout the entire process! From the first meeting to the final closing, she demonstrated professionalism, dedication, and a deep understanding of the real estate market. Silvana's attention to detail and exceptional communication skills made the process smooth and stress-free.

~ **Ioana Oros**

We recently bought a house from Silvana. We chose her again because of our previous successful experience with her and I highly recommend her to everyone. Very professional and friendly. She evaluated all the options and possibilities with us and made it easier for us to decide. We are very pleased with our choices. She will always help you make your choice at the right time and in the right areas.

Thank you, Silvana! :)

~ **Sam Calimli**

THE HOME BUYING PROCESS

Every purchase is unique. Understanding the process early helps you feel prepared and in control.

STEP 01

Buyer Consultation

This is where we get started.

We'll discuss:

- Your goals, timeline, priorities and motivations
- Budget and overall comfort level
- Preferred locations and property types
- Must-haves versus nice-to-haves

Set expectations early to avoid confusion later

STEP 02

Mortgage Pre-Approval

A mortgage pre-approval:

- Confirms your purchasing power
- Helps avoid surprises later
- Strengthens your position when making an offer

I can connect you with trusted mortgage professionals, including those experienced with self-employed income or complex financial situations.

STEP 03

Home Search

Once pre-approved, we begin the home search.

I will:

- Set up custom property searches
- Monitor new listings and market activity
- Arrange private showings
- Provide honest feedback on value, condition, and resale potential

STEP 04

Writing an Offer

This includes:

- **Purchase price**
Based on market value, comparable sales, and negotiation strategy.
- **Deposit amount**
Typically 5% of the purchase price. The deposit is due after subject removal, usually within 24–48 hours, unless otherwise negotiated.
- **Completion and possession dates**
These dates are often **negotiable** and can be structured around timing and needs.
- **Subject clauses:**
Financing, inspection, strata review, and any other conditions needed to protect you
Once all subjects are satisfied and removed, the contract becomes **firm and binding**, and the deposit is payable.

STEP 05

Due Diligence

Inspections & Reviews

- Home inspection
- Title search
- Property Disclosure Statement review
- Arranging home and fire insurance

Strata Property Review (if applicable)

- Form B (Information Certificate)
- Strata minutes, AGMs, and bylaws
- Financial statements and budget
- Engineer's reports
- Registered strata plan
- Depreciation report

STEP 06

Remove Subjects

At this stage:

- The deposit is due
- The deposit is held in the **brokerage's trust account**.
- we move into the closing process, bringing us one step closer to completion/possession

Congratulations — you now have a firm contract. You bought a home! 🏠

STEP 07

Choose a Lawyer or Notary for Closing

They will:

- **Prepare and register** the transfer of title and mortgage documents
- **Handle all funds and adjustments**, including the deposit, purchase price, and closing costs
- **Coordinate with your lender** to ensure mortgage funds are received on time

STEP 08

Completion & Possession

- Completion Day: Ownership officially transfers to you
- Possession Day: You receive the keys to your home!

Congratulations - time to celebrate :)

I'll stay involved right through to possession day and beyond, ensuring nothing is missed.

COSTS WHEN BUYING A HOME

Understanding Your Budget from Start to Finish

When buying a home, it's important to plan beyond just the purchase price. Buyers are responsible for several costs at different stages of the transaction

These costs fall into four main categories:

1. Down payment
2. Mortgage insurance (if applicable)
3. Closing costs
4. Ongoing monthly ownership costs

Let's walk through each one!

1. DOWN PAYMENT OPTIONS IN CANADA

Your down payment is the portion of the purchase price you pay upfront. The minimum required depends on the home's price.

Minimum Down Payment Rules

- 5% on the first \$500,000
- 10% on the portion between \$500,000 and \$1,499,999
- 20% minimum on homes \$1,500,000 and over

Common Down Payment Scenarios

- 5%–10% down
 - Lower upfront cash required
 - Mortgage insurance required
- 20% down or more
 - No mortgage insurance
 - Lower monthly payments
 - Greater flexibility with lenders

Your mortgage professional and I will help you decide which option best fits your financial comfort level and long-term goals.

2. MORTGAGE DEFAULT INSURANCE (CMHC OR EQUIVALENT)

If your down payment is less than 20%, mortgage default insurance is required. This insurance protects the lender, not the buyer. The mortgage broker or bank will guide you through this process.

Key Points to Know:

- The premium is calculated as a percentage of the mortgage amount.
- It is usually added to your mortgage, not paid up front
- The premium amount depends on your down payment size

Approximate Premium Ranges:

- 5% down ~ 4.0% of the mortgage amount
- 10% down ~ 3.1%
- 15% down ~ 2.8%

Important BC Note:

In British Columbia, 7% PST applies to the mortgage insurance premium. This 7% PST portion must be paid at closing and cannot be added to the mortgage.

3. CLOSING COSTS IN BRITISH COLUMBIA

Closing costs are paid on or before completion day and are in addition to your down payment. A good planning guideline is 1.5%–3% of the purchase price, depending on the property.

CLOSING COSTS INCLUDE:

Property Transfer Tax:

- 1% on the first \$200,000 of the purchase price
- 2% on the portion between \$200,001 and \$2,000,000
- 3% on the portion between \$2,000,001 and \$3,000,000
- 5% on the portion over \$3,000,000

Legal & Notary Fees

- Typically \$1,500–\$2,500
- Covers conveyancing, registration, and title transfer

Home Inspection

- Approximately \$500–\$900
- Strongly recommended for resale properties

Appraisal (if applicable)

- A standard residential property appraisal typically costs between \$300 to \$600 (plus GST), or more, depending on the property's size, location, complexity, and the appraiser's time.
- More complex appraisals, like for commercial properties, can cost significantly more, from around \$1,000 to over \$4,000.

Homeowners Insurance

- Most homes in BC: \$1,200 – \$1,700 per year
- Higher-risk areas (wildfire/flood zones): Could exceed \$2,000+ per year
- Some properties in certain cities (e.g., Kelowna or other high-risk regions) may see premiums over \$4,000+ annually, depending on risk factors.

Condo Insurance (Owner's Personal Coverage)

- Often \$400 – \$600 per year (about \$30 – \$50/month) for unit owner coverage that protects personal property and improvements not covered by the strata's master policy.

Note: OTHER COSTS TO CONSIDER ARE:
Appliances, window coverings, moving expenses, renovations or repairs, service hook-up fees, and condominium fees.

Adjustments

These are prorated costs that the buyer reimburses the seller for, such as:

- Property taxes
- Strata fees (if applicable)
- Utilities or local levies

GST (if applicable)

- Applies to new construction, substantially renovated homes, or vacant land
- Resale homes are typically GST-exempt
- GST rebates may be available depending on use and price

4. ONGOING MONTHLY OWNERSHIP COSTS

Beyond closing, buyers should plan for regular monthly expenses associated with owning a home.

Typical Monthly Costs Include:

- Mortgage payment
- Property taxes (Homeowner grant available for primary residence)
- Strata fees (condos & townhomes)
- Home insurance (depending on coverage)
- Utilities and maintenance

Understanding these costs upfront helps ensure the home remains comfortable and affordable long after possession day.

The information and numerical examples provided are for general informational purposes only and are intended as approximate estimates. Actual figures may vary based on the property, lender, and individual circumstances.



THINGS TO CONSIDER

YOU MAY QUALIFY FOR A FULL OR PARTIAL EXEMPTION IF ALL OF THE FOLLOWING APPLY:

- You are a Canadian citizen or permanent resident
- You have never owned an interest in a principal residence anywhere in the world
- You have lived in BC for at least 12 consecutive months immediately before the purchase, or filed BC income taxes for at least two of the last six years
- The home will be your principal residence
- The purchase price falls within the government's exemption thresholds
- The property is 0.5 hectares (1.24 acres) or less (with limited exceptions)

PTT EXEMPTION AMOUNTS (UPDATED PROGRAM)

Purchase Price Over \$500,000 and Up to \$835,000

- You may receive a partial exemption
- The maximum exemption is \$8,000, which reduces the PTT payable

Example:

Purchase price: \$700,000

Normal PTT: ~\$12,000

Less exemption: \$8,000

PTT owed: ~\$4,000

Purchase Price Over \$835,000 and Under \$860,000

- The \$8,000 exemption is gradually reduced
- The closer the price is to \$860,000, the smaller the exemption

NEWLY BUILT HOME PROPERTY TRANSFER TAX (PTT) EXEMPTION – BC

This applies when you buy a newly constructed home (including condos and manufactured homes) and use it as your principal residence. A substantially renovated home, as defined by the province and A manufactured home affixed to land.

- Full exemption — up to \$1,100,000 fair market value
- Partial exemption — between \$1,100,000 and \$1,150,000
- No exemption — over \$1,150,000

SELF-EMPLOYED BUYERS (IMPORTANT TO KNOW)

If you are self-employed, incorporated, or earn commission-based income, mortgage qualification can look different — but that doesn't mean buying a home isn't possible.

Important considerations include:

- Two or more years of income history
- How income is reported on tax returns
- Business structure and retained earnings
- Down payment strength

Many lenders specialize in working with self-employed buyers and can often make the numbers work with proper planning and documentation.

If this applies to you, early preparation is key — and I can connect you with mortgage professionals experienced in self-employed financing.

IMPORTANT NOTES

PTT cannot be added to the mortgage. Any PTT owing must be paid out of pocket at completion. The exemption must be claimed at the time of title registration. Your *lawyer or notary* will confirm eligibility and apply the exemption.

TERMS IN REAL ESTATE

ACCEPTANCE When the seller agrees to the buyer's offer in writing. This creates a contract, subject to any conditions.

ADJUSTMENT DATE The date when financial adjustments (property taxes, strata fees, utilities) are calculated between buyer and seller.

APPRAISAL An independent estimate of a property's market value, usually required by the lender for mortgage approval.

CLOSING COSTS Expenses paid in addition to the purchase price, such as Property Transfer Tax, legal fees, inspections, and adjustments.

COMPLETION DAY The day ownership legally transfers to the buyer and funds are exchanged.

CONDITIONS (SUBJECTS) Clauses in an offer that must be satisfied before the contract becomes firm (e.g., financing, inspection, strata review).

CONTRACT OF PURCHASE AND SALE The legal agreement outlining the terms and conditions of the property purchase.

DEPOSIT A sum of money paid by the buyer once the deal becomes firm, held in trust by the brokerage.

DUE DILIGENCE The period during which the buyer completes inspections, document reviews, and financing approval before removing subjects.

FINANCING SUBJECT A condition allowing the buyer time to obtain final mortgage approval.

FORM B (INFORMATION CERTIFICATE) A strata document that provides important information about the strata corporation, including fees, insurance, and bylaws.

HOME INSPECTION A professional assessment of the property's condition, including structure, systems, and potential issues.

MORTGAGE DEFAULT INSURANCE (CMHC) Insurance is required when the down payment is less than 20%, protecting the lender in case of default.

MULTIPLE OFFER SITUATION When more than one buyer submits an offer on the same property.

PROPERTY DISCLOSURE STATEMENT (PDS) A document completed by the seller outlining their knowledge of the property's condition.

PROPERTY TRANSFER TAX (PTT) A provincial tax paid by the buyer at completion, subject to exemptions and rebates.

RESALE PROPERTY A previously owned home. Resale properties are typically GST-exempt.

STRATA CORPORATION The legal entity responsible for managing a strata property (condos and townhomes).

STRATA FEES Monthly fees paid by strata owners to cover building maintenance, insurance, and shared expenses.

STRATA MINUTES Records of the strata council and AGM meetings that provide insight into building operations and issues.

SUBJECT REMOVAL The process of removing conditions from a contract makes the sale firm and legally binding.

TITLE SEARCH A review of the property's title to confirm ownership and identify any legal charges, easements, or restrictions.

AMORTIZATION The total length of time it will take to repay the mortgage in full (commonly 25 or 30 years).

BYLAWS (STRATA) Rules set by the strata corporation that govern pets, rentals, renovations, and use of common property.

COMPLETION STATEMENT A financial summary prepared by the lawyer or notary outlining all funds required to complete the purchase.

CONTINGENCY RESERVE FUND (CRF) A savings fund held by the strata for major repairs and long-term maintenance.

DEPRECIATION REPORT A professional study outlining a strata building's expected maintenance, repairs, and costs over time.

EASEMENT A legal right that allows another party limited use of part of the property (e.g., utilities, access).

ENCROACHMENT When a structure extends onto another property or legal area, such as a neighbouring lot or easement.

RIGHTS OF WAY Legal rights registered on title that allow access or use of part of a property, often for utilities or municipal services.

RESTRICTIVE COVENANT A legal restriction registered on title that limits how a property can be used or developed.

ALR (AGRICULTURAL LAND RESERVE) A provincially designated zone where agricultural use is prioritized. Farming is encouraged, and non-agricultural uses are strictly regulated.

FAIR MARKET VALUE The estimated price a property would sell for in an open and competitive market.

LIEN A legal claim against a property for unpaid debts, such as contractor or strata fees.

MLS® (MULTIPLE LISTING SERVICE) A database used by real estate professionals to list and search properties for sale.

OFFER PRICE VS. APPRAISED VALUE The offer price is what the buyer agrees to pay; the appraised value is what the lender determines the home is worth.

PROPERTY INSURANCE (HOME INSURANCE) Insurance that protects the structure and contents of the home and is required before completion.

SPECIAL LEVY An additional one-time fee charged by a strata to cover unexpected or major expenses.

SURVEY CERTIFICATE A document showing property boundaries, structures, and any encroachments (more common with detached homes).

ZONING Municipal rules that govern how a property can be used or developed (e.g., residential, commercial, density limits).

CHANGE *of* ADDRESS

UTILITIES, BILLS, AND OTHER VENDORS:

- Electricity
- Hydro
- Natural gas
- Cell phone
- Landline
- Cable
- Internet
- Water delivery/treatment

LEGAL AND IDENTITY DOCUMENTS:

- Driver's licence
- Passport
- Health card
- Insurance
- Tax documents (Income tax, Canada Pension Plan, Old Age Security, etc.)

PROFESSIONAL SERVICES:

- Pool
- Lawn
- Housecleaning
- Physician
- Veterinarian
- Attorney
- Dentist
- Optometrist
- Other specialists

FINANCIAL:

- Bank
- Credit card company
- Insurance (car, life, home, and health)
- Pension plan
- Car loan
- Other loans
- Reward programs

MISCELLANEOUS:

- Magazines
- Newspapers
- Professional associations
- Alumni associations
- Clubs
- Charities



MY DREAM HOME WORKSHEET

HERE ARE A FEW KEY QUESTIONS TO HELP NARROW DOWN WHAT YOU WANT IN YOUR HOME.

1. What type of home are you looking for? Detached or semi-detached?

2. What style of home is best for you? Two-storey, bungalow, split-level, duplex, townhouse?

3. What about the age of the home? Does the home need to be brand new?

4. How many bedrooms and bathrooms do you need?

5. What are you looking for in a kitchen? How about a family room? Do you want a separate dining room?

6. What are your high-priority features? Appliances, ensuite, fireplace?

7. What other rooms do you need? Main floor laundry room, home office, hobby room?

8. What about storage space? Basements? Lockers?

9. Do you need a garage or extra parking spaces?

10. Is energy efficiency important? Newer windows or a high-efficiency furnace?

11. How long is your daily commute? How easy is it to get to the places you need to go?

12. How close do you need to be to transit, shopping, schools, places of worship, and hospitals?

13. Are there any important location factors? Backing on to parks? Do you need to be on a quiet street?

14. What size of yard are you looking for? Is the backyard important, or is a side yard enough?

15. Who are you sharing this home with and what are their needs?

16. How much do you want to invest beyond the purchase price of the home both in terms of money and effort if you can't find all the features that you want?



14 TIPS FOR PACKING LIKE A PRO

This may seem hard to believe, but many people thoroughly enjoy their moving day and the time leading up to it. The secret? Being organized. Make sure you have the right tools, start early and work steadily. Make progress every day instead of leaving it all until the last minute.

1. Develop a master "packing/to do" list so you won't forget something critical.
2. Purge! Get rid of things you no longer want or need. Have a garage sale, donate to a charity, or recycle.
3. Before throwing something out, remember to ask yourself how frequently you use that item and how you would feel if you no longer had it.
4. Pack like items together. Put toys with toys and kitchen utensils with kitchen utensils.
5. Decide what, if anything, you plan to move yourself. Precious items, such as family photos, breakable valuables, or must-haves during the move, should probably stay with you.
6. Use the right box for the item. Items packed loosely are more likely to be damaged.
7. Put heavy items in small boxes so they are easier to lift. Keep the weight under 50 lbs., if possible.
8. Do not over pack boxes boxes that are packed comfortably will be less likely to break.
9. Wrap each fragile item separately and pad the bottom and sides of boxes.
10. Label every box on all sides. You never know how they will be stacked and you do not want to have to move other boxes aside to find out what is inside.
11. Use colour-coded labels to indicate which room each item should go in. Colour-code a floor plan for your new house to help your movers.
12. Keep your moving documents together, including phone numbers, the driver's name, and van number.
13. Back up your computer files before moving your computer.
14. Inspect each box and all furniture for damage as soon as it arrives. Remember, most movers won't take plants.



Thank you for choosing me as your real estate professional.

Buying a home is more than a transaction; it is one of life's most important investments and personal milestones.

My role goes beyond simply helping you find a property. I am here to educate, protect, and guide you with clarity and confidence from our first conversation through possession day and beyond.

From understanding market value and negotiating strategically to ensuring you feel informed in every decision, my priority is to make your home-buying experience smooth, supported, and successful.

I am committed to delivering a high level of service, thoughtful advice, and strong representation throughout your journey. My goal is not only to help you secure the right home, but to ensure the process feels organized, transparent, and well-managed at every stage.

The greatest compliment I can receive is your continued trust and the opportunity to support your friends and family in the future.

I look forward to helping you find not just a house, but a place you are proud to call home.



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