

KYLE MARK

PERSONAL REAL ESTATE CORPORATION

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HOME BUYER'S BLUEPRINT

Everything that actually decides whether you get the house, in the order you will need it. Written for the 2026 Metro Vancouver market.

\$100M+

SOLD

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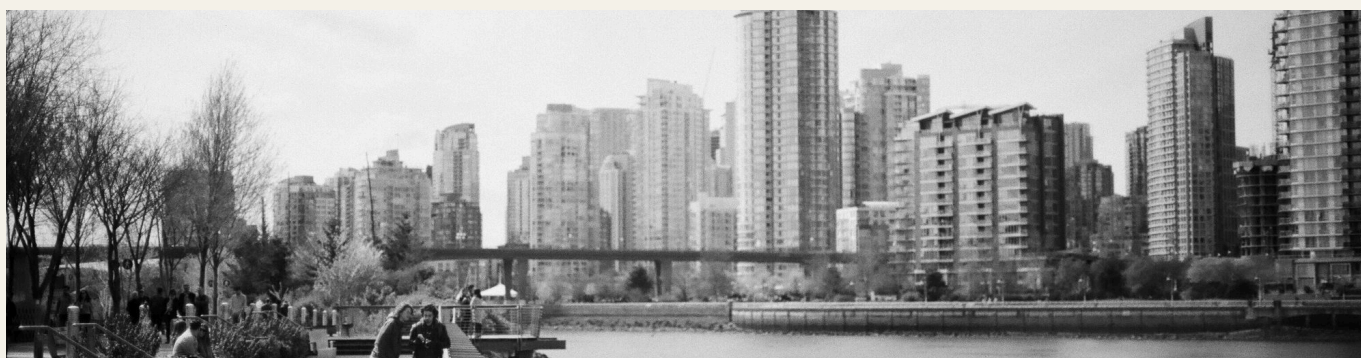
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Buying a home is not one decision. It is about forty of them, and the expensive ones are almost never the ones people worry about.





THE INTRODUCTION

WHO YOU ARE WORKING WITH

I spent eleven years in construction before I sold a single house. Red Seal sprinkler fitter, foreman at twenty-one. Then six years with the Delta Fire Department. I know what is behind the drywall, what a bad roof line is telling you, and which renovations were done by someone who pulled permits.

That is the part most buyers cannot see and most agents cannot explain. It is also where the money is. The difference between a good purchase and an expensive one is almost never the negotiation. It is what you knew about the building before you wrote the number down.

I sell across Vancouver East and West, Burnaby, the North Shore, New Westminster and Coquitlam, with a focus on detached homes and high-end strata.

\$100M+

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What you get from me is straight information, fast. If a place is wrong for you, I will tell you in the hallway rather than let you talk yourself into it on the drive home.

My job is not to sell you a house. It is to make sure the one you choose is the right one, and that you did not overpay to get it.

START HERE

Before we tour anything, book a 30 minute buyer consult. We set your budget, your must-haves, and the areas that actually fit both. It saves months.

SECTION 02

THE ROADMAP

Eight stages, start to keys. Most buyers in Metro Vancouver move through this in **60 to 120 days**, though the search itself is the part that stretches. Everything after the accepted offer runs on fixed dates.

01

GET PRE-APPROVED

A real pre-approval from a lender, not an online estimate. It fixes your ceiling and tells us how strong your offer can be written.

03

SEARCH AND TOUR

MLS alerts, off-market inventory through my network, and touring in batches so you are comparing against something.

05

WRITE THE OFFER

Price, deposit, dates and subjects. Every one of those four is negotiable and every one of them is leverage.

07

REMOVE SUBJECTS

Financing, inspection, documents. When these come off, the deal is firm and your deposit is committed.

02

DEFINE THE BRIEF

Area, property type, must-haves, deal breakers, and timeline. Written down. This is the filter everything else runs through.

04

DUE DILIGENCE

Title, strata documents, depreciation report, permits, and the building itself. Done before the offer where possible.

06

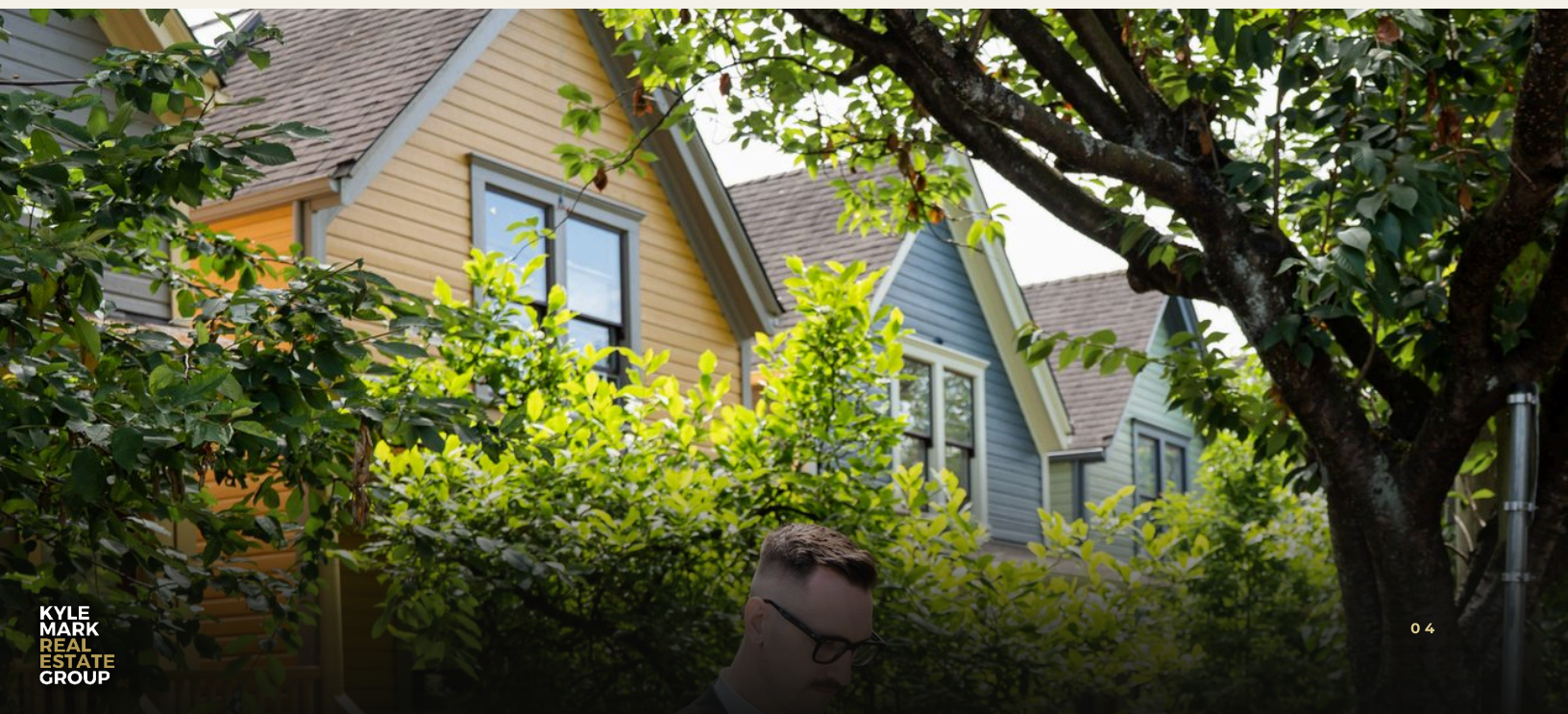
NEGOTIATE

Counters, competing offers, and knowing when to walk. You need your real ceiling set before this starts, not during.

08

COMPLETE AND POSSESS

Your lawyer registers title, funds move, and you get the keys. Completion and possession are usually a day apart.



SECTION 03 • FINANCING 01

THE MORTGAGE

RATE TYPES

- **Fixed.** Locked for the full term. Your rate and payment do not move. Predictable, and usually priced slightly above variable.
- **Variable.** Floats with the lender's prime rate. The payment normally stays flat but the split between principal and interest shifts.
- **Adjustable.** Both the rate and the payment move with prime. More exposure, more upside when rates fall.

OPEN OR CLOSED

Closed. You cannot pay it out early without a penalty. Lower rate. This is what most buyers take.

Open. Pay it off any time, no penalty. Higher rate. Worth it only if you expect to sell or refinance inside the term.

TERM IS NOT AMORTIZATION

The **term** is how long your current contract runs, commonly five years. At the end of it you renew at whatever rates exist then.

The **amortization** is how long until the balance reaches zero, commonly 25 years. Stretching it lowers the payment and raises the total interest, sometimes by six figures.

WHAT MOVES THE PAYMENT

Rate	Largest effect
Amortization	Large
Down payment	Large
Payment frequency	Moderate
Default insurance	Moderate

RUN YOUR OWN NUMBERS

Rates move too quickly to print. The mortgage calculator at vault.kylemark.ca/calculators runs live payments with strata fees, property tax and insurance included, plus a buy versus rent break-even. Use it before you tour anything.



SECTION 04 • FINANCING 02

WHAT YOU QUALIFY FOR

CONVENTIONAL VS HIGH RATIO

Conventional. You put down 20 percent or more. No default insurance required, and more lenders will compete for you.

High ratio. Less than 20 percent down. You must carry mortgage default insurance through CMHC, Sagen or Canada Guaranty. The premium is a percentage of the loan and is normally added to the mortgage balance rather than paid up front.

THE STRESS TEST

Lenders do not qualify you at your actual rate. They qualify you at the higher of **5.25 percent** or your contract rate plus two percent. OSFI confirmed in January 2026 that this is unchanged. Plan your budget against the stress-tested number, not the one on the rate sheet.

THE TWO RATIOS

GDS. Housing costs as a share of gross income: mortgage, property tax, heat, and half of strata fees. Lenders generally look for 39 percent or under.

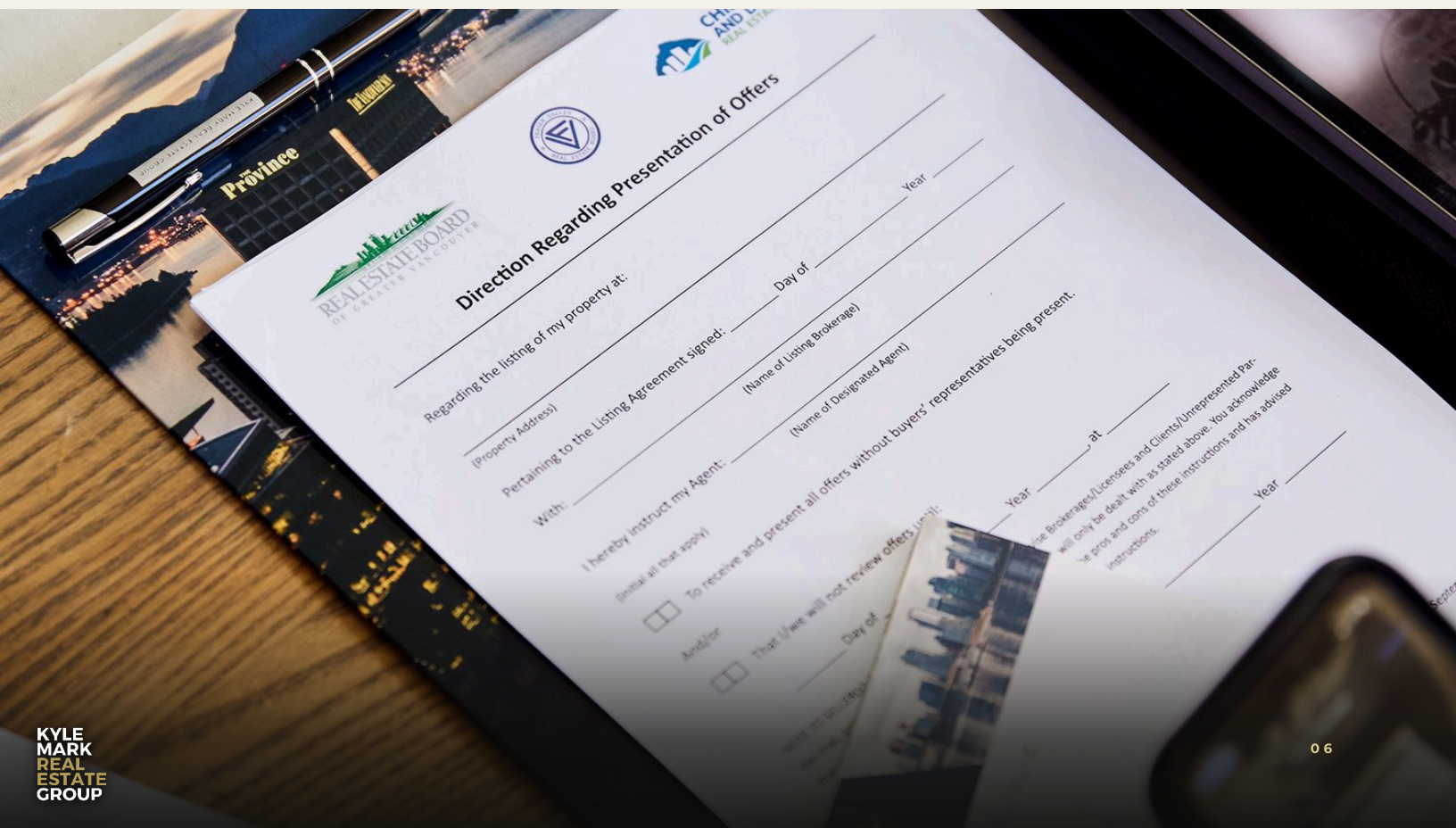
TDS. Housing costs plus every other debt payment. Generally 44 percent or under. Car loans and credit lines reduce your purchase price more than most buyers expect.

PRE-QUALIFIED IS NOT PRE-APPROVED

- **Pre-qualified.** A conversation. No documents pulled. Worth nothing in a negotiation.
- **Pre-approved.** Income, credit and down payment verified, with a rate held for 90 to 120 days.

In a competing-offer situation, the listing agent will ask which one you have. Have the second one.

Get the pre-approval before you tour. Falling in love with a place you cannot finance is the most avoidable pain in this business.



SECTION 05

THE DOWN PAYMENT

THE MINIMUMS

First \$500,000	5%
Portion \$500,000 to \$1,500,000	10%
\$1,500,000 and above	20%

At \$1,500,000 and above, mortgage default insurance is not available at all, so 20 percent is a hard floor rather than a guideline. A \$1,200,000 purchase needs \$95,000 down: five percent of the first \$500,000 plus ten percent of the next \$700,000.

30-YEAR AMORTIZATION

Insured mortgages with a 30-year amortization are available to **first-time buyers** and to buyers of **newly built homes**. It lowers the monthly payment and raises lifetime interest. Use it to get in, not to buy more house.

FIRST HOME SAVINGS ACCOUNT

- Contribute up to **\$8,000 per year, \$40,000 lifetime**.
- Contributions are tax deductible, like an RRSP.
- Growth is sheltered and withdrawals for a first home are **completely tax free**.
- Unused room carries forward, so you can put in \$16,000 in one year.
- Open it even if you are not ready to contribute. The room only starts accruing once the account exists.

HOME BUYERS' PLAN

Withdraw up to **\$60,000** from your RRSP toward a first home. Unlike the FHSA it must be repaid, over 15 years. You can use the FHSA and the HBP together on the same purchase, which is the combination most first-time buyers should be running.

GIFTED DOWN PAYMENTS

Money from an immediate family member is acceptable to every major lender, but it must be documented with a signed gift letter confirming it is not a loan, and it needs to be in your account before the financing subject comes off. Start that paperwork early.

SECTION 06

FIRST-TIME BUYER INCENTIVES

British Columbia charges Property Transfer Tax on every purchase, due on completion in cash. First-time buyers get relief, and it is significant enough to change which properties you should be looking at.

PTT: THE STANDARD RATES

First \$200,000	1%
\$200,000 to \$2,000,000	2%
\$2,000,000 to \$3,000,000	3%
Above \$3,000,000	5%

On a \$1,000,000 home that is \$18,000, payable to your lawyer on completion day. It cannot be added to the mortgage.

RESALE HOMES

- Full exemption up to **\$835,000**.
- Partial exemption from \$835,001 to **\$860,000**, reduced proportionally.
- Above \$860,000 the exemption does not apply.

NEWLY BUILT HOMES

- Full exemption up to **\$1,100,000**.
- Partial exemption to **\$1,150,000**.
- This one is not restricted to first-time buyers.

DO YOU QUALIFY

- Canadian citizen or permanent resident.
- Lived in BC for at least one year immediately before the purchase, or filed two BC income tax returns in the last six years.
- Have **never owned a principal residence anywhere in the world**.
- Have never received a first-time buyer exemption before.
- You must move in within 92 days and live there for at least a year.

WHERE THIS CHANGES YOUR SEARCH

The gap between \$835,000 and \$860,000 is the most expensive \$25,000 in the BC market. If you are close to that line, the exemption is worth more than the extra square footage. Tell me your first-time status at the consult and I will price your shortlist accordingly.



SECTION 07

NEW CONSTRUCTION AND GST

WHEN GST APPLIES

Five percent GST applies to **new** housing. It does not apply to a normal resale home. You will pay it on:

- New construction that has never been occupied.
- Substantially renovated homes.
- Builder-converted properties.
- Assignments of pre-sale contracts.

On a \$900,000 pre-sale that is \$45,000, and it is due on completion alongside your PTT.

THE \$50,000 FIRST-TIME BUYER REBATE

This became law in March 2026 and it is the largest single break available to a first-time buyer in Canada.

- Up to **\$50,000** in GST relief on a new build.
- **Full** rebate on homes up to **\$1,000,000**.
- Phases out on a straight line between \$1,000,000 and **\$1,500,000**. A \$1,250,000 home lands at roughly half, around \$25,000.
- Applies to agreements signed **on or after March 20, 2025**.
- Generally must be claimed within two years of taking ownership.

THE OLDER REBATE

The long-standing GST New Housing Rebate still exists for buyers who are not first-time buyers: 36 percent of GST paid on homes under \$350,000, tapering to nothing at \$450,000. In this market it rarely applies.

A first-time buyer looking at a \$999,000 new build and a \$999,000 resale is not comparing like for like. One of them comes with a \$50,000 rebate.



SECTION 08

FOREIGN BUYER RULES AND EXTRA TAXES

THE FEDERAL BAN

The Prohibition on the Purchase of Residential Property by Non-Canadians Act is in force **until January 1, 2027**. Non-Canadians are generally prohibited from buying residential property inside a census metropolitan area, which includes all of Metro Vancouver.

Who it covers. Non-citizens and non-permanent residents, plus corporations controlled by a non-Canadian that are not publicly traded in Canada.

EXCEPTIONS

- **Work permit holders** with at least 183 days remaining, limited to one property for their own use, with all Canadian tax returns filed for the prior five years.
- Full-time students at designated learning institutions, subject to conditions.
- Refugees and persons with diplomatic privileges.
- Properties with four or more dwelling units are outside the definition of residential property.

BC ADDITIONAL PROPERTY TRANSFER TAX

Foreign nationals and foreign corporations buying residential property in designated areas, including Metro Vancouver, pay an **additional 20 percent** PTT on the fair market value. This is on top of the standard PTT and applies even where the federal ban does not.

THE ANNUAL TAXES

- **BC Speculation and Vacancy Tax.** Annual, on homes left empty. For 2026 it is **1 percent** of assessed value for citizens and permanent residents and **3 percent** for foreign owners and untaxed worldwide earners, rising to 4 percent for that group in 2027. You must declare every year by March 31 even if you are fully exempt, and missing it is assessed at the maximum rate.
- **Vancouver Empty Homes Tax.** A separate City of Vancouver tax at **3 percent** of assessed value, with its own declaration in early February. Missing the declaration is treated as vacant.
- **The federal Underused Housing Tax is gone.** It was eliminated for 2025 and every year after, so there is no longer an annual UHT return to file. Filings for 2022 through 2024 still stand.

GET THIS CHECKED FIRST

Residency and tax status drive whether a purchase is even legal, and the penalties are severe. If there is any question about your status, we involve a real estate lawyer or a cross-border tax accountant before you write an offer, not after.

SECTION 09

THE SEARCH

AUTOMATED MLS ALERTS

You get a live saved search built to your brief. New listings land in your inbox the moment they hit the board, not the next morning. In a fast segment, the difference between those two is the whole negotiation.

OFF-MARKET AND COMING SOON

A meaningful share of Vancouver property trades before it is public, inside brokerage networks or quietly between agents. I run an active listing pipeline and a 25 agent downline, so I hear about inventory early. You see it before it is a competition.

HOW WE TOUR

- Three to five properties per outing, grouped by area.
- Always more than one, so you are comparing rather than reacting.
- A written package on each: MLS sheet, assessment, listing history.
- Notes and a ranking after each block, while it is fresh.

YOUR BUYER PORTAL

Every saved search, tour sheet, comparable and document lives in your own portal on the Vault. You will always know what we have seen, what we passed on, and the reason why. Nothing lives in a text thread you have to scroll back through six weeks later.

If you have seen one place, you have no opinion. You have a mood. Five gives you an opinion.

WHAT TO BRING TO THE FIRST TOUR

Your pre-approval letter, your must-have list, and your honest ceiling. Not your best case number. The one you can live with when rates renew.



SECTION 10

DUE DILIGENCE

This is the part of the process I was built for. Eleven years in construction means I read these documents differently than most agents do.

EVERY PROPERTY

- **Title search.** Charges, liens, easements, rights of way, and covenants that limit what you can do.
- **Property Disclosure Statement.** What the seller says they know. Read the wording carefully.
- **Permit history.** Whether the renovation and the suite were legal.
- **Home inspection.** Book your own inspector. Never rely on one supplied by the seller.

DETACHED SPECIFICS

- Zoning, and what the lot could become under current multiplex rules.
- Age and remaining life of roof, drainage, and electrical service.
- Legality of any basement suite, and whether the rent is financeable.
- Oil tank history on older lots.

STRATA SPECIFICS

- **Form B.** The current fee, the contingency reserve balance, parking and storage allocation, and any special levies already approved.
- **Two years of minutes.** Where the real problems are discussed before they become levies.
- **Depreciation report.** Now mandatory for most Metro Vancouver stratas. It tells you what is coming and roughly when.
- **Bylaws.** Pets, rentals, age restrictions, renovations, short-term rental rules.
- **Insurance summary.** The deductible matters, because a water loss can land on you.
- **Engineering reports** on envelope, plumbing, or elevators.

THE HIGHLIGHT SHEET

For any strata you are serious about, I produce a written summary of the whole document package: fees, reserve, capital projects coming, pet and rental rules, and what the minutes actually say. It is a normal part of my process and it takes the guesswork out of the decision.



SECTION 11

WRITING THE OFFER

An offer has four moving parts. Buyers fixate on the first one. Sellers frequently care more about the other three.

01 • PRICE

Set from recent comparable sales, current competing inventory, days on market, and the listing history. I will show you the sales I am pricing from before you decide, and tell you where I think the property actually trades.

02 • DEPOSIT

Typically five percent, delivered within 24 hours of subject removal and held in the listing brokerage trust account. It is credited to your purchase price. A larger deposit reads as a stronger buyer.

03 • DATES

Subject removal, completion, possession and adjustment. Sellers often have a specific date they need, and matching it can be worth more to them than money. This is the cheapest concession you can make.

04 • SUBJECTS

- Financing.
- Inspection.
- Review of strata documents.
- Review of title.
- Sale of the buyer's existing property.

Each subject is protection for you and risk for the seller. Removing one strengthens the offer and increases your exposure. We decide those trades deliberately, together, never in the moment.

ONCE IT IS ACCEPTED, IT IS BINDING

An accepted offer is a legal contract, subject only to the conditions written into it. That is why we go through the whole document before you sign, not after the seller says yes.



SECTION 12

NEGOTIATION AND MULTIPLE OFFERS

BEFORE IT STARTS

Know your real ceiling and say it out loud to me. Not your target. The number where you walk away without regret. Everything after that is execution.

Expect a counter. You are negotiating price, deposit, dates and subjects at the same time, and there is usually a trade available on the ones you care about least.

MULTIPLE OFFERS

In low inventory, properties get deliberately listed under market to attract competition. When that happens the listing agent will set an offer date and collect everything at once.

You will not be told what the other offers say. You get one shot at your best terms, so it has to be a number you are genuinely comfortable with, not one you talked yourself into at 9pm on a Tuesday.

HOW TO WIN WITHOUT JUST PAYING MORE

- Match the seller's preferred completion date.
- Larger deposit, faster delivery.
- Shorter subject removal period, if your lender can genuinely move that fast.
- Pre-read the strata documents so the document subject can come off quickly or be dropped.
- Inspection completed before the offer date where the listing agent allows it.
- A clean, complete, correctly written contract. It matters more than buyers think.

SUBJECT-FREE OFFERS

They win deals and they carry real risk. You are committing without a financing or inspection out. I will only recommend it where the diligence is genuinely already done and your financing is confirmed in writing, and I will tell you plainly when it is not.

There is always another house. The buyers who get hurt are the ones who stop believing that in the middle of a bidding war.



SECTION 13

RESCISSION AND SUBJECT REMOVAL

THE HOME BUYER RESCISSION PERIOD

British Columbia is the only province with a mandatory cooling-off period on resale homes. Once your offer is accepted you have **three business days** to cancel, for any reason at all. Weekends and statutory holidays do not count.

The right cannot be waived by either side. During the period the seller cannot sell to anyone else.

THE COST OF USING IT

Rescinding is not free. You pay the seller **0.25 percent of the purchase price**. On a \$1,200,000 home that is \$3,000. It is a real backstop, not a casual out.

It does not apply to auction sales, court-ordered sales, or most pre-sale contracts, which have their own separate rescission rules.

SUBJECT REMOVAL

Your subjects have a deadline, commonly seven to fourteen days. Before it arrives you need each one satisfied:

- **Financing.** Your lender has the property, has appraised it if required, and has confirmed in writing.
- **Inspection.** Completed and reviewed, with any renegotiation already handled.
- **Documents.** Strata package and title reviewed and acceptable.

When you sign the subject removal, the deal is **firm**. Your deposit is due and you are committed to completing. There is no walking away after this point without serious legal and financial consequences.

DO NOT LET A DEADLINE ARRIVE UNMANAGED

If your lender needs more time, we ask for an extension in writing before the deadline, not after it. A missed subject removal date can collapse the deal and cost you the property.



SECTION 14

COMPLETION AND CLOSING COSTS

COMPLETION DAY

Your lawyer or notary receives the mortgage funds from your lender, pays the seller, registers the title in your name at the Land Title Office, and issues you a Statement of Adjustments showing every credit and charge.

POSSESSION DAY

Usually the day after completion. This is when you get the keys. Do a final walkthrough before completion if the contract allows it, and confirm the property is in the condition you agreed to.

TWO THINGS PEOPLE FORGET

- **Home insurance** must be in force starting on the completion date. Your lender will not release funds without proof of it.
- **Utilities and strata** need to be transferred to your name for the possession date.

Budget for closing costs from day one. They are the reason otherwise ready buyers scramble in the final week.

YOUR CLOSING COST WORKSHEET

Property Transfer Tax	\$ _____
GST (new construction only)	\$ _____
Legal fees and disbursements	\$ _____
Title insurance	\$ _____
Home inspection	\$ _____
Appraisal (if required)	\$ _____
Mortgage default insurance PST	\$ _____
Property tax adjustment	\$ _____
Strata fee adjustment	\$ _____
Home insurance (first payment)	\$ _____
Moving costs	\$ _____
Utility connections	\$ _____
TOTAL	\$ _____

A WORKING RULE

Set aside two to four percent of the purchase price for closing costs on a resale home, over and above your down payment. New construction runs higher because of GST. The seller net sheet and PTT calculators at vault.kylemark.ca/calculators will give you the real number for your specific purchase.

THE NEXT STEP

LET'S FIND
YOUR HOME

The next move is a 30 minute buyer consult. We set the budget, the brief and the areas, and you leave with a saved search running and a lender introduction if you need one. No pressure, no obligation.

INSTANT HOME EVALUATION

Already own? Get a real valuation on your current place in about two minutes at vault.kylemark.ca/estimate.

THE BUYER BLUEPRINT

Your live portal: saved searches, tour schedules, offers, documents and every calculator in one place.

WEEKLY ON YOUTUBE

Market updates, neighbourhood breakdowns and full property tours at youtube.com/@iamkylemark.

The best time to have someone in your corner is before you find the house, not after you have fallen for it.

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604.288.7245

kyle@kylemark.cavault.kylemark.ca

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BOOK A BUYER CONSULT

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