

A vertical photograph of a light-colored wooden front door set in a white frame. The door has a transom window with three panes, showing a chandelier inside. Below the window is a decorative wooden lintel. The door has a traditional panel design. On the right side, there is a silver handle and lock assembly. A small black doormat is at the base of the door. A light-colored rug is on the concrete walkway in front of the door.

R

FAIR REALTY

MEGAN
JAYNE

Buyers Package

meganjayne.ca

In this buyers package, you can expect to find

- about me
- direction on the process of buying
- services
- market conditions
- local data
- blank “houeskeeping” forms

Thank you for trusting me to guide you through the exciting journey of purchasing your home. I'm honored to be a part of this important milestone and am committed to making the process as smooth and seamless as possible for you.



About me:

I am originally from Nelsion BC, but I have been living in Victoria for over 7 years. I moved here to pursure a further education in Business, Fine Arts and Psychology at the University of Victoria and Camosum College. I come from a family of realtors, so although I widened my horizons, It seems being a realtor was always in the cards for me. I love what I do and where I do it! I am an outdoor enthusiast, and a partialy retired athlete. I love to get outside, get moving and get creative. Being a licenced realtor in Victoria gives me a colourful and fulfilling life that I am truly grateful for!

This being said, I would like to achnowledge that Victoria is built on the traditional territory of the Lekwungen People (pronounced Le-KWUNG-en). The Songhees and Esquimalt Nations are part of the Coast Salish family and are descendants of the Lekwungen family groups. Lekwungen is the original language of this land.

I am lucky enough to live and work here, and am so thankful for the beautiful community that has welcomed me and enjoys this island as much as I do.

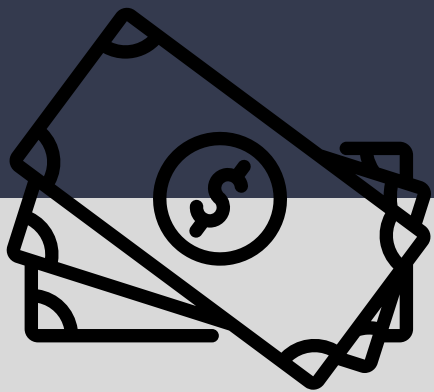


FAIR REALTY



1. Assess Your Financial Situation

- Budgeting: Determine your current income, expenses, and savings. Consider all sources of income.
- Debt Management: Check your debt-to-income ratio (aim for under 42%). Pay down high-interest debts.
- Credit Score: Ensure your credit score is in good standing (typically 650+ for favorable mortgage terms).
- Emergency Fund: Set aside at least 3–6 months' worth of expenses to maintain financial stability post-purchase.



2. Research the Market



- Explore Neighborhoods: Consider factors like proximity to work, schools, transit, amenities, and lifestyle preferences. - go for a drive!
- Track Market Trends: reach out to me, or use tools like MLS listings, Realtor.ca (reccomended) to assess property prices in Victoria.
- Future Development: Consider upcoming projects or zoning changes or laws that could affect property value.



3. Define Your Requirements

(suggestions)

Needs (Non-Negotiables)

- Affordability: Fits within your budget.
- Location: Proximity to work, schools, public transport, or essential services.
- Number of Bedrooms/Bathrooms: Sufficient for your household. also consider storage needs.
- Safety: Safe neighborhood with low crime rates.
- Structural Integrity: Sound foundation, roof, and plumbing.
- Heating/Cooling: Functional HVAC systems.
- Parking: Driveway, garage, or adequate street parking.
- outdoor space - do you have animals?

Wants (Nice to Have)

- Aesthetics: Modern design, trendy finishes, or a specific style.
- Outdoor Space: garden, or balcony.
- Extra Rooms: Home office, gym, or guest room.
- Upgraded Kitchen: Granite countertops, high-end appliances, or an island.
- Luxury Features: Walk-in closets, en-suite bathrooms, or a fireplace.
- Neighborhood Perks: Nearby parks, amenities

Tips for Prioritizing

1. Focus on needs for functionality and comfort.
2. Add wants gradually based on budget flexibility.
3. Be open to compromises; no home is perfect!





4. Get Pre-Approved for a Mortgage

- Find a Mortgage Broker: A broker can help you compare rates and terms from different lenders.
- Documents Needed: Prepare proof of income, tax returns, proof of assets, and identification.
- Down Payment: Calculate the down payment (minimum 5% for homes under \$500,000 and 10% for the portion above \$500,000 up to \$1 million).
- Government Incentives: Explore programs like:
 - First-Time Home Buyer Incentive.
 - Home Buyers' Plan (RRSP withdrawal).
 - BC Property Transfer Tax exemption for first-time buyers

Please request mortgage broker suggestions if you do not already have one, over the years I have had the privilege to work with some of Victoria finest!



5. Start House Hunting!

- Now we can schedule viewings. Most properties will require me to book, sometimes 24 hours in advance.
- Attend Open Houses: I encourage you to attend open houses as well, especially if you're just curious
- Stay Flexible: Be prepared to adjust your expectations based on timing and availability.

6. Make an offer!



once we have toured around and found the perfect home, we can put in an offer! This process is time consuming and requires you to be fully available for signings. I will be helping you every step of the way

Always insure you understand something before signing it, and if you dont - just ask!

This is a very excting time! But it's important to keep in mind, not every offer gets accepted.



7. Finalize Your Purchase (after acceptance)

- Review the Contract: Ensure you mark all important dates in your calendar.
- Mortgage Approval: Complete the mortgage process with your lender.
- Insurance: Obtain home insurance to protect your investment.
- Closing Costs: Budget for:
 - Property transfer tax (if applicable).
 - Legal fees.
 - Home inspection fees.
 - Moving expenses.



My services:

- Full disclosure of all important information
- advice on market conditions and best practices
- help 100% of the way, from start to move in to post purchase assistance
- 24/7 contact - I'm always available to answer any questions
- Access and utilization of my many local connections
- Access to the knowledge of my managing brokers for extra support
- Complete loyalty to you as my client
- Property Search: Access to MLS, schedule and attend viewings, and advise on properties.
- Negotiation: Handle offer presentations and counteroffers.
- Legal/Contract Guidance: Review contracts and offer legal referrals.
- Financing Advice: Connect with mortgage brokers and lenders.
- Inspection Coordination: Recommend inspectors and attend inspections.
- Closing Support: Coordinate with lawyers, notaries, and ensure smooth closing.



Current market conditions:

"2024 was a fairly calm year for local real estate," said 2024 Victoria Real Estate Board Chair Laurie Lidstone. "And this is what we like to see for consumers! It has been a year of stability and predictability. Prices have been relatively level for the past two years now, which has made it easier for buyers and sellers to navigate transactions with confidence. Even though 2024 had more months with over 3,000 listings than we have had in many years, we do continue to see low inventory levels when compared to long term averages. If inventory remains low and we see an increase in demand, we could very quickly return to a market where there is upward pressure on pricing. This is why the Board will continue to advocate for gentle density development in 2025."



Local market data:

January 2, 2025 A total of 421 properties sold in the Victoria Real Estate Board region this December, 28 per cent more than the 329 properties sold in December 2023 and a 23.6 per cent decrease from November 2024. Sales of condominiums were up 25 per cent from December 2023 with 135 units sold. Sales of single family homes increased 20.9 per cent from December 2023 with 191 sold. A grand total of 6,893 properties sold over the course of 2024, an 11 per cent increase from the 6,207 sold in 2023.

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core in December 2023 was \$1,272,000. The benchmark value for the same home in December 2024 increased by 2.7 per cent to \$1,306,400, up 0.3 per cent from November's value of \$1,302,900. The MLS® HPI benchmark value for a condominium in the Victoria Core area in December 2023 was \$556,500 while the benchmark value for the same condominium in December 2024 decreased by 1.6 per cent to \$547,800, an increase of 0.6 per cent from the November value of \$544,400.



the DORT and other “house keeping” forms...

- As described In the BCFSA website - **Real estate professionals have a regulatory requirement to present you with this consumer information before providing services to you.**
- By making these disclosures, real estate professionals help ensure that consumers have the information they need to make good decisions in a real estate transaction. It is just one of the ways that real estate professionals in BC uphold professional standards, by following rules and regulations designed to protect consumers.
- Please note, **THIS IS NOT A CONTRACT**

- Another form you will see is the privacy notice and consent. This is another industry standard, mandatory form. You will get very good at practicing your signature after this transaction.
- You will be sent official forms to fill out, these are just to get your comfortable with what they look like

<https://www.bcfsa.ca/public-resources/real-estate>





PRIVACY NOTICE AND CONSENT

To help you sell, buy or lease real estate, REALTORS®, brokerages and real estate boards need to collect, use and disclose some of your personal information. This form provides you with information about, and obtains your consent to, such information handling practices.

DEFINITIONS

Personal Information

include information about your property (such as listing and selling price, lease rate, listing term, etc.).

A REALTOR® is a member of a real estate board, the British Columbia Real Estate Association (BCREA) and of The Canadian Real Estate Association (CREA). REALTORS® in BC are licensed under the *Real Estate Services Act*. Brokerage refers to the real estate company where your REALTOR® is licensed. The boards are British Columbia real estate boards that are members of BCREA. REALTORS® provide MLS® services, which are professional services to

system, otherwise known as an MLS® System. A MLS® System

real estate that is owned or controlled by a board, includes an inventory of listings of participating REALTORS®, and ensures a certain level of accuracy of information, professionalism, and cooperation amongst REALTOR® members.

How is my personal information collected?

Most personal information will be collected directly from you through the

Statement) and through discussions you have with the REALTOR® to whom you are giving this consent. Some information may be collected from other sources such as government departments and agencies (e.g., Land Title

To whom may my personal information be disclosed?

Your information may be disclosed to (or may be accessible by) the

service providers, BCREA, the BC Financial Services Authority (BCFSA) , CREA and members of the public, for the purposes described below.

entities. For example, once the listing term has ended, the general public will not have access to your information, unless it is otherwise available through

REALTOR.ca).

Your personal information may be transferred to or stored in a foreign country, in which case the governments, courts, law enforcement, or regulatory agencies of that country may be able to obtain access to your personal information through the laws of that foreign country.

Why is my personal information collected, used and disclosed?

Your personal information may be collected, used and disclosed for some or all of the primary uses set out below.

1a) To list/market your property on the MLS® System in accordance with the terms and conditions of the MLS® System and the boards.

1b) To allow members of real estate boards (including REALTORS® and appraisers) to value your property.

1c) To market your property through any other media (both print and electronic).

1d) To help you locate a suitable property to buy or lease.

1e) To facilitate the purchase and sale or lease transaction both before and after the completion of your transaction or entering into of your lease

government departments and agencies and third parties engaged in connection with the purchase and sale or lease transaction, such as photographers, appraisers and other service providers, and by communicating with you to coordinate any of the foregoing or to ensure

your satisfaction with any of the foregoing and the real estate services provided to you in connection with the transaction)

1f) To allow the boards (including REALTORS®) to compile current and historical statistics on sales and property prices and lease rates, and to conduct comparative market analyses. Information about your property will be retained in the MLS® System and handled in accordance with its

time to time for these purposes after your property has sold or leased or your listing has expired (if you are a seller/landlord) and after you have purchased or leased your property (if you are a buyer/tenant).

1g) To enforce codes of professional conduct and ethics for REALTORS® (by cooperating with the boards, BCREA, BCFSA, CREA and other regulatory bodies).

1h) To comply with legal requirements and to act pursuant to legal authorizations.

with the REALTOR® to whom you are giving this consent.

Will my personal information be collected, used and disclosed for any other purposes?

Your personal information may also be collected, used and disclosed for the secondary uses set out below. These secondary uses are optional. If you do not want your personal information used or disclosed for any of these secondary uses, you may opt out of granting consent to any of them by initialing the “Opt Out” box(es) to the right of the secondary use(s) to which you do not want to consent.

2a) The REALTOR® to whom you are giving this consent (or their brokerage) may communicate with you in the future to determine whether you require additional real estate services.

2b) The REALTOR® to whom you are giving this consent (or their brokerage) may communicate with you to provide information about other products or services that may interest you.

2c) Other REALTORS® may communicate with you to determine if you require additional real estate services.

2d) The boards, and other REALTORS® or their brokerage (and

participate in surveys.

You may withdraw your consent to any or all of the secondary uses in the future by contacting the REALTOR® to whom you are giving this consent or

Contact information for all boards can be obtained from BCREA (website www.bcrea.bc.ca or telephone 604.683.7702).

ACKNOWLEDGEMENT

I/We consent to the collection, use and disclosure of personal information as described in this Privacy Notice and Consent form.

PRINT NAME

SIGNATURE

PRINT NAME

SIGNATURE

REALTOR®

BROKERAGE

*PREC represents Personal Real Estate Corporation
Trademarks are owned or controlled by The Canadian Real Estate Association (CREA) and identify real estate professionals who are members of CREA (REALTOR®) and/or the quality of services they provide (MLS®).

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Your Relationship with a Real Estate Professional

Real estate professionals have a regulatory requirement to present you with this consumer information before providing services to you.

This information explains the different relationships you can have with a real estate professional to buy, sell or lease property. Before you disclose confidential information to a real estate professional regarding a real estate transaction, you should understand what type of business relationship you have with that individual.

BC Financial Services Authority

is the legislated regulatory agency that works to ensure real estate professionals have the skills and knowledge to provide you with a high standard of service. All real estate professionals must follow rules that help protect consumers, like you. We're here to help you understand your rights as a real estate consumer.

Keep this information page for your reference.

You can work with a real estate professional in one of the following ways:

AS A CLIENT

If you are the client of a real estate professional, they work on your behalf. The real estate professional representing you has special legal duties to you, including:

- **Loyalty.** They will act only in your best interests.
- **Full disclosure.** They must tell you everything they know that might influence your decision in a transaction.
- **Avoid conflicts of interest.** They must avoid any situation that would affect their duty to act in your best interests.
- **Confidentiality.** They must not reveal your private information without your permission, even after your relationship ends. That includes:
 - your reasons for buying, selling or leasing
 - your minimum/maximum price
 - any preferred terms and conditions you may want to include in a contract

When you become a client, you may be asked to sign a written agreement setting out your and the real estate professional's responsibilities.

AS A NON-CLIENT

A real estate professional who is not representing you as a client does not owe you special legal duties:

- **No loyalty.** They may be representing a client with competing interests to yours in a transaction. They must be loyal to their client, not you.
- **No duty of full disclosure.** They do not have a duty to give you all relevant information.
- **No duty to avoid conflicts.** They are not acting in your interests.
- **No confidentiality.** They must share any information you tell them with their clients in a transaction.

As a non-client, a real estate professional may give you only limited services.

Whenever a real estate professional works with you in a real estate transaction, whether you are their client or not, they have a responsibility to act honestly and with reasonable care and skill.

Your Relationship with a Real Estate Professional

DISCLOSURE OF REPRESENTATION IN TRADING SERVICES

This is a required disclosure form in compliance with sections 54 of the Real Estate Services Rules. Your real estate professional must present the Your Relationship with a Real Estate Professional information page to you along with this disclosure form.

REAL ESTATE PROFESSIONAL DISCLOSURE DETAILS

I disclose that I am (check one):

- ☐ representing you as my client
- ☐ **not** representing you as a client

Name

Team name and members, if applicable. The duties of a real estate professional as outlined in this form apply to all team members.

Brokerage

Signature

Date

Notes:

CONSUMER ACKNOWLEDGMENT:

This is NOT a contract

I acknowledge that I have received the **Your Relationship with a Real Estate Professional** consumer information page and this disclosure form.

Name (optional)

Name (optional)

Initials (optional)

Date

Initials (optional)

Date

A copy of this disclosure is not required to be provided to BC Financial Services Authority unless it is specifically requested.