



BUY YOUR NEW HOME **WITH HELP FROM** THE EXPERTS

by STEPHANIE MACDONALD

Buying a new home is an exciting, sometimes nerve-wracking experience, especially when you're buying sight-unseen — as in, it hasn't even been built yet. Fortunately, the Homebuilders Association of Vancouver (HAVAN, formerly known as the GVHBA) is here to help guide you through everything from the latest rainscreen technology to mortgage options and legal considerations.

HAVAN's CEO, Bob de Wit, is proud of HAVAN's long track record of helping people get into their dream home. "This is actually our 25th year delivering this seminar," he explains, referring to HAVAN's Homebuyer Forum

that will take place Wed., March 6, 4 – 8 p.m. at the Hyatt Regency, Vancouver.

"Over the years, our seminar has helped more than 15,000 prospective homebuyers get onto the homeowner ladder."

As times have changed, so has the advice. "Buying homes 25 years ago was a very different experience," says de Wit. "Now, every buyer has the internet to help them understand the process, so that's why our seminar focuses on the info you can't find on the internet, like what new neighbourhoods are emerging next, where to buy if you're an investor versus living in the home, and new creative ways to

maximize buying power."

People who are buying have many different motivations, from getting into the market, helping out their kids get into the market, downsizing into a more maintenance-free lifestyle, to investors looking to generate income. With that in mind, HAVAN offers seminars tailored to specific buyers' needs.

Alisa Aragon is a mortgage expert, CEO of Bridgestone Financing Pros, and on HAVAN's board of directors. "With the current real estate market conditions and changes to mortgage rules and lending guidelines, more than ever it is important to make an informed

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decision,” she says. “It’s great to be excited about purchasing your first home, but there are so many more factors to consider than just finding the lowest interest rate. I highly recommend for anyone looking at purchasing a home to join us for this informative seminar on Financial Strategies.”

Fifth Avenue Marketing, president and CEO, W. Scott Brown, knows a thing or two about real estate in BC. “In 30 years in business if there is one thing I have learned, it’s the importance of timing,” says Scott. “Whether developing real estate, or buying or selling a home, timing must be carefully considered. Of course, timing is dictated by consumer needs and by market conditions. So, let’s take the time to discuss timing in more detail.”

Know Your Local Market and Smart Shopping seminars round out a very interactive and informative evening that homebuyers should not miss. Speakers will share real world examples and be on hand, on their panel and in the marketplace, to answer questions. The forum will also be streamed live. Registration is required for both in-person and online access. Go to havan.ca/event/homebuyer-forum

FORUM PARTICIPANTS INCLUDE:

Shayne Ramsay, CEO, BC Housing (moderator)

Panel 1: Know your local market: 5 – 5:45 p.m.

Eric Bond, principal market analyst, Canadian Mortgage and Housing Corp. (CMHC)

Scott Brown, CEO, Fifth Avenue Real Estate Marketing

Panel 2: Financial strategies: 6 – 6:45 p.m.

Alisa Aragon, mortgage expert, Bridgestone Financing Pros with DLC Mountainview Ltd.

Clint Grayson, district vice-president, HomeEquity Banklan Moes, partner, Kuhn LLP

Panel 3: Smart shopping: 7 – 7:45 p.m.

Wendy Acheson, VP & registrar, BC Housing

Tony Gioventu, executive director, Condominium Home Owners’ Association of BC

Phil Moore, president, Real Estate Board of Greater Vancouver

FORUM SCHEDULE/TOPICS:

4 - 5 p.m. Marketplace (educational tradeshow)

5 - 5:45 p.m. Panel 1: Know your local market with:

- CMHC’s housing market outlook for Vancouver
- Trends: New housing forms emerging, Millennial trending markets
- Do pre-sales still make sense?

6 - 6:45 p.m. Panel 2: Financial strategies with:

- Pre-approvals, mortgage outlook, mortgages 101, buying options to enter the market, fixed vs variable mortgages
- Reverse mortgages - What happens with the bank of Mom & Dad
- Re-finance for a laneway (helping to retain your equity)
- Understand risk factors of alternative lending options to enter the market

7 – 7:45 p.m. Panel 3: Smart shopping

- Benefits of buying new with new home warranty insurance
- Strata bylaw update, strata depreciation reports
- Trending neighbourhoods, how to choose a realtor
- Home inspections