



dirk vanderwal
real estate



buyer package



About Dirk | Experience & Background

Dirk's background in digital marketing, graphic design, photography, and videography have proven to be tremendous assets to his clients, complemented by an ardent passion for customer service developed during an award-winning career with a luxury hotelier.

He completed his studies at UBC in late 2014 and joined Newport Realty | Christie's International Real Estate, where he began building a residential real estate practice focused on service, client experience, and results. His passion for self-development and continuing education saw him complete his Managing Broker's license in 2020 join the firm's management team, where he contributes to training, research, creative marketing, coaching and tech. In addition, he co-authors an in-depth quarterly housing market report – The Q Report – and volunteers as a Victoria Real Estate Board director, where he has chaired several committees and task forces.

An avid learner, Dirk also enhances his skill set through ongoing education, having completed supplemental programs focusing on strata properties, tenant-occupied properties, new construction, negotiation, assessment & presentation, risk management, the latest trends in technology, and earned his Certified Luxury Specialist designation.

About Newport | The Friendliest Office in Town

With offices in downtown Victoria and Sidney, we are widely recognized for our distinctive advertising and our high-calibre Sales Force. Newport has recruited and developed the brightest professionals who all combined, negotiate over a thousand successful transactions each year. We open a lot of doors... for our Buyers and Sellers.

We are guided by *your* best interests, providing full disclosure regarding all pertinent information to the transaction. We owe a duty to act fairly and honestly with all parties, every time. You can count on us... with high expectations



About LuxuryRealEstate.com | An Unbeatable Combination

Newport Realty has been a recognized leader in the marketing of homes in all price ranges on Southern Vancouver Island for over 40 years. LuxuryRealEstate.com hosts the largest collection of luxury home listings in the world, with a global network of over 125,000 Agents in over 55 countries, completing \$300 Billion+ in real estate annually. LRE® has invited Newport Realty to join their Board of Regents as the exclusive Regent for Southern Vancouver Island.

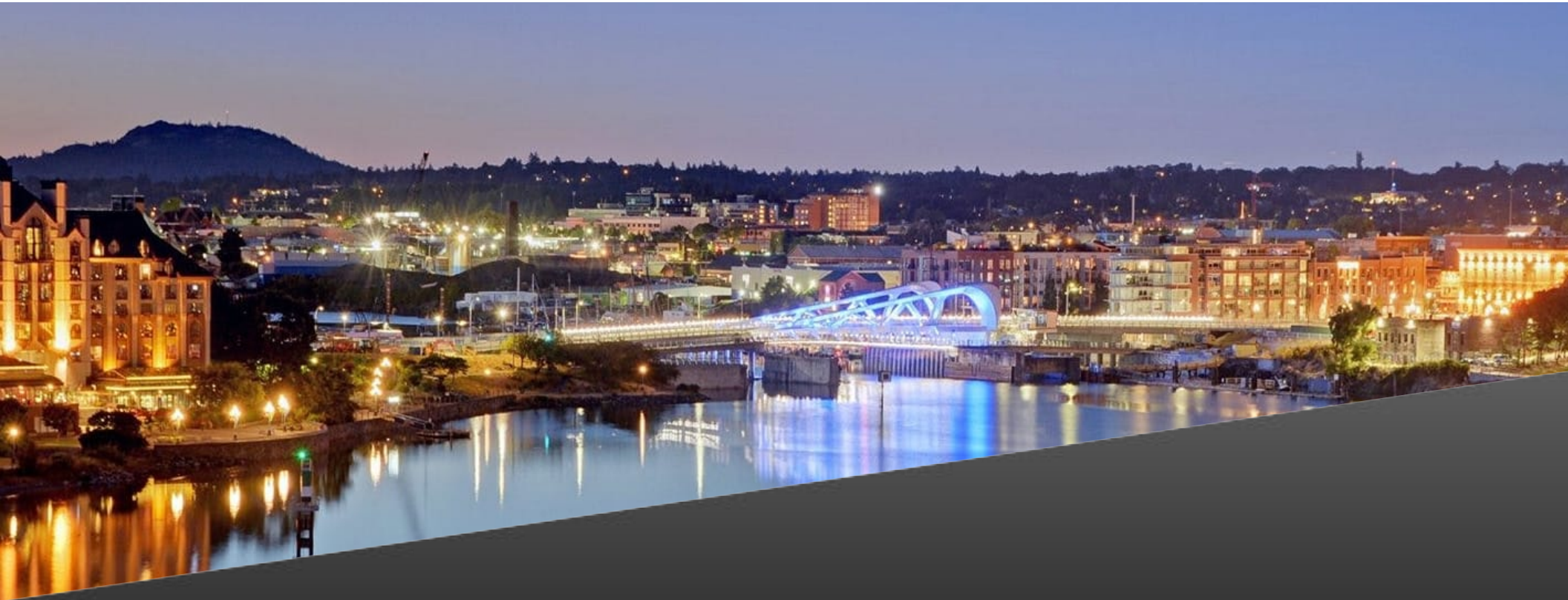


LUXURYREALESTATE.COM
WHO'S WHO IN LUXURY REAL ESTATE

Getting Started

The commitment of owning a home isn't something most people enter into lightly; it's usually one of the most important investment and personal decisions of one's life. It's also one of the most complex transactions you may ever undertake.

Your first step involves deciding your approach: who you will work with throughout the process, and how you will work with them. It's important to find someone you feel comfortable with, trust, and who listens and understands your needs, not to mention someone skilled and experienced. Scheduling an initial consultation will help determine your choice of professional representation and see how the right agent can help you achieve your goals.



Understanding Agency, Buyer Representation, & Brokerage Fees

When you are the client of a real estate professional, an agency relationship is created, and the individual representing you owes 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



REALTORS® in BC have a statutory requirement to explain this agency relationship to you using a document called “Your Relationship with a Real Estate Professional” (pictured above). You will be asked to provide your initials acknowledging that you received this disclosure, but signing the disclosure does not form a service agreement.

Buyer Agency Agreement

Under an Exclusive Buyer Agency Agreement, the rights and obligations of the client and agent are spelled out, within a specific market area and for a period of time, along with the brokerage fee to be paid.

Brokerage Fees

In the vast majority of purchases, the ‘cooperating’ brokerage fee offered by the listing brokerage – and paid by the seller out of the sale proceeds – covers the amount laid out in the Buyer Agency Agreement, and you will not be required to compensate your broker out of pocket. Rarely, if the cooperating brokerage fee being offered is discounted, your agent may request your permission to negotiate for the specified fee as part of the sale, or work with you on a top-up provision.

Buyer Process Overview

There are three main phases of purchase activity:

Preparation and Groundwork

- Establishing agency representation and discussing duties owed to you as a client
- An in-depth consultation to understand your housing wants and needs, communication preferences and style, timeline, and any other factors
- Obtaining a pre-approval for mortgage financing from a mortgage broker or financial institution
- Ensuring downpayment and deposit funds are in place
- Entering into a Buyer Agency Agreement with a licensed real estate brokerage

Finding Your Home

- Setting up a customized property search website, tailored to your specific criteria determined during consultation
- Reviewing listings, getting questions answered, and looking at neighbourhoods
- Touring properties in-person
- Obtaining further information on properties of interest as needed
- When you've found "the one," preparing an offer that will become a binding contract, and negotiating with the seller to get you the best price and terms available

Completing Your Purchase

- Due diligence as determined by your purchase agreement, including property inspection, insurance approval, document review, financing approval, or other items specific to the property
- Declaring conditions satisfied and finalizing the purchase agreement
- Transferring your file to your lawyer to prepare the closing documents, including financial adjustments as well as title transfer, tax, and mortgage forms
- Meeting with your lawyer to sign closing documents
- Receiving your keys and moving in to your new home!



Testimonials

"I recently purchased my first condo through Dirk and the entire experience was so phenomenal, I can't thank him enough! He really listened to what my needs and values are, never pressured me into anything, and went above and beyond. My condo was a pre-sale condo so there were a lot of "unknowns" but Dirk did an amazing job gathering all the details that I needed to make my decision. I am positive this experience would not have been as smooth or successful with another realtor. Dirk is extremely knowledgeable about the real estate field and his experience shows. You will quickly notice that he is honest, reliable, and has fantastic communication skills. I highly recommend Dirk to anyone who is looking to buy a home!!"

– Yuki I.

"I first made contact with Dirk in 2017 through referral from a family member. I explained that I was considering a future move from Ottawa to Victoria and was interested in seeing properties each summer during family visits. Dirk made time for me, even though there was no firm prospect of a sale and I made it clear that, if the price wasn't right, I wouldn't hesitate to rent. During the entire process, Dirk proved to be professional, very knowledgeable, responsive, patient and accommodating. He demonstrated integrity and a willingness to go above and beyond for the client, two characteristics that are very important to me. I never got the feeling that he was putting his own interests ahead of my own. I was very happy with the quality of service that Dirk provided and I can recommend him without reservation. He will do a good job for you."

– Allan G.

"My husband and I used Dirk as our Real Estate Agent for buying and selling our place and would highly recommend you use his services as well. He was very responsive, honest, and thorough in everything he did for us. His attention to detail, knowledge of the market and the corresponding metrics of recent sales or comparable listings really helped in the decision to buy and sell our properties. Would highly advise that if you need a Real Estate Agent in Victoria, Dirk's your guy!"

– Kate K.

10 “Deadly” Mistakes that Buyers can Make

Protect yourself from these common pitfalls...

1. **Choosing a REALTOR® who isn't committed to forming a strong working relationship with you**

Making a connection with the right real estate agent is crucial. Choose a professional who is dedicated to serving your needs - before, during and after the sale.

2. **Making an offer on a home without being pre-qualified for financing**

Pre-qualification will make your life easier - take the time to speak with bank or mortgage representatives. Their specific questions with regard to income, debt and other factors will help you determine the price range that you can afford. It is one of the most important steps on the path to home ownership.

3. **Not knowing the costs involved**

Early in the buying process, ask your real estate agent or mortgage representative for an estimate of closing costs. Title insurance, taxes, and lawyer fees should be considered. Pre-pay responsibilities such as strata fees and insurance must be also be taken into account. Remember to examine your statement of adjustments prior to closing.

4. **Limiting your search to open houses, magazine ads, or the internet**

Many homes listed in the magazines or the internet have already been sold. Your best course of action is to contact a real estate agent. They have the most up-to-date information that is unavailable to the general public, and are the best resource to help you find the home you want.

5. **Thinking there is one one perfect home out there**

Buying a home is a process of elimination, not selection. New properties arrive on the market daily, so be open to all possibilities. Ask your agent for a comparative market analysis. This compares similar homes that have recently sold or are still for sale.

6. **Not keeping long-term needs in mind**

It is important to think ahead. Will the home suit your needs 3-5 years from now? How about in 5-10 years?

7. **Not following through on due diligence**

Make a list of any concerns you have relating to issues such as crime rates, schools, power lines, neighbours, environmental conditions, etc. Ask the important questions before you make an offer on a home. Be diligent so that you can have confidence in your purchase.

8. **Skipping a home inspection**

Trying to save money today can end up costing you tomorrow. Qualified home inspector will detect issue that many buyers can overlook.

9. **Not looking at insurance issues**

Purchase adequate insurance. Advice from an insurance agent can provide you with answers to any concerns you may have.

10. **Having unrealistic expectations**

It is important to keep within your budget when searching for homes, and work with an agent who can help you identify and prioritize the most important criteria that need to be met.

Frequently Asked Questions

- **How will you tell me about the newest listings?**

The Multiple Listing Service® provides the most up-to-date information for every home on the market. You will have a custom search tailored specifically to your personal criteria, and I will use this to inform you about new listings at a timing and frequency you choose. I will also let you know about any upcoming, exclusive, or 'pocket' listings not on MLS® that may be of interest.

- **Can we go back through a property after it's under contract, but before closing?**

With a contractual provision, buyers are entitled to visit the property for an inspection, and an extra walk-through may be arranged with all parties' agreement.

- **Will I be informed about homes from other real estate companies?**

I will keep you informed of all homes. I want to help you find your dream home, which means we need to stay on top of every home that's available on the market, regardless of which company has the home listed.

- **Do you work with for-sale-by-owner (FSBO) listings?**

Homeowners trying to sell their home without agent representation are usually doing so in the hopes of saving the brokerage fee. If you see a FSBO and want the advantages of my services, let me contact the owner for you and make an appointment. Most times the homeowner will work with an agent, even though their home is not listed.

- **Can you help me find new construction homes?**

Yes, I have specialized training and experience working with builders, and can get you the information you need to make a decision and advocate for your best interests. On your first visit with the builder, I must accompany you. By using my services with a new construction home purchase, you will receive the services we offer, as well as those provided by the builder, at no additional cost.

- **How does the closing process work?**

I will facilitate transaction management with your sale team and my back-office team right up until closing, at which point your transaction file is sent to your lawyer or notary with a letter of instructions. Your lawyer/notary will prepare the paperwork for the transfer of title into your name, and the registration of a mortgage on the title if needed, and handle the final disbursement of funds.

- **When do I make my deposit? When do I make my down payment? What's the difference?**

A deposit is paid by a buyer to secure their purchase agreement, most often around when the terms of your purchase are successfully negotiated, and the deposit is typically held in trust by the buyer's real estate brokerage. In some areas, this is referred to as "earnest money," since it shows the seller that a buyer is serious about completing the transaction. When your purchase completes, the deposit is counted toward the purchase price. The down payment is any further amount being paid toward your purchase that is not being supplied by mortgage financing, and is paid to your lawyer/notary's trust at the time that your purchase completes.

Typical Purchase Costs

Because the amounts of closing costs are variable depending on the particular purchase and subject to change, a clearer idea specific to your situation can be calculated in greater detail during your consultation. As an overview of what costs to bear in mind, you may wish to consider the following:

- Property Inspection
- Strata Document Review (if engaging a third party firm)
- Lawyer or Notary's fees, including title registration, title insurance, and financial adjustments at closing
- BC Property Transfer Tax (first-time buyers may qualify for an exemption)
- GST (if applicable)
- Mortgage expenses: downpayment amount, default insurance, appraisal
- Real estate brokerage fees (if applicable)*
- Moving costs and utilities
- Homeowners insurance

*In most instances, the service fee for the buyer's brokerage is paid for by the seller, under the terms of the listing contract

A Network of Trusted Professionals

Part of any successful purchase is putting together a great team to look after the different needs that arise during different parts of the transaction. I pride myself on working well with a wide variety of service providers, and I am always happy to provide recommendations to professionals in my network whom I trust to provide you with the same A+ level of service

- Mortgage Brokers
- Home Inspectors
- Condo Document Review & Analysis
- Lawyers
- Underground Utility Scanning
- Hazardous Materials Testing & Abatement
- Insurance Brokers
- Plumbers, Electricians, Carpenters, & other licensed Tradespeople

Ready to get started?

Call or email now to set up your complimentary,
no-obligation consultation!

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*Not intended to solicit parties under contract. E&OE.