

Understanding the Offer to Purchase

CONFIDENT STEPS TOWARD HOMEOWNERSHIP



Submitting an offer on a property is one of the most important steps in your real estate journey. As your trusted agents, we're here to ensure the process is clear, strategic, and aligned with your goals. In British Columbia, the Offer to Purchase outlines your intent to buy and includes all the key terms that make up the agreement - from price and dates to specific subjects.

We prioritize making sure every part of your offer is strong, fair, and built to protect your best interests. Whether you're buying your first home or adding to your investment portfolio, our job is to make sure you fully understand the document and feel confident with every decision along the way.

What We'll Cover Together

- Identify the main components of the offer: price, deposit, dates, and included items.
- Break down the purpose of subjects - like financing, home inspection, strata review, and insurance.
- Ensure your offer reflects your financial position and comfort level.
- Provide comparable property data to help determine a competitive offer.
- Discuss options for quick possession, extended terms, or other custom clauses.
- Prepare the deposit details and ensure timelines align with your lender.
- Explain the binding nature of subject removal and your next steps.
- Help draft a professional and compelling offer.

When It's Time to Negotiate

- Review and respond to counter-offers with a clear understanding of your options.
- Adjust key offer elements based on seller feedback or changing circumstances.
- Manage communications to avoid delays or misunderstandings.
- Maintain your negotiating leverage while keeping your goals front and centre.
- Walk through legal and financial implications of revised terms or subjects.

Why it Matters

- A well-structured offer increases your chances of acceptance - especially in competitive markets.
- Clear subjects protect you from financial or legal surprises.
- Acting with confidence and speed can be the difference between success and disappointment.
- Our team ensures your offer is more than a form - it's a strategic move that moves you closer to your next home.