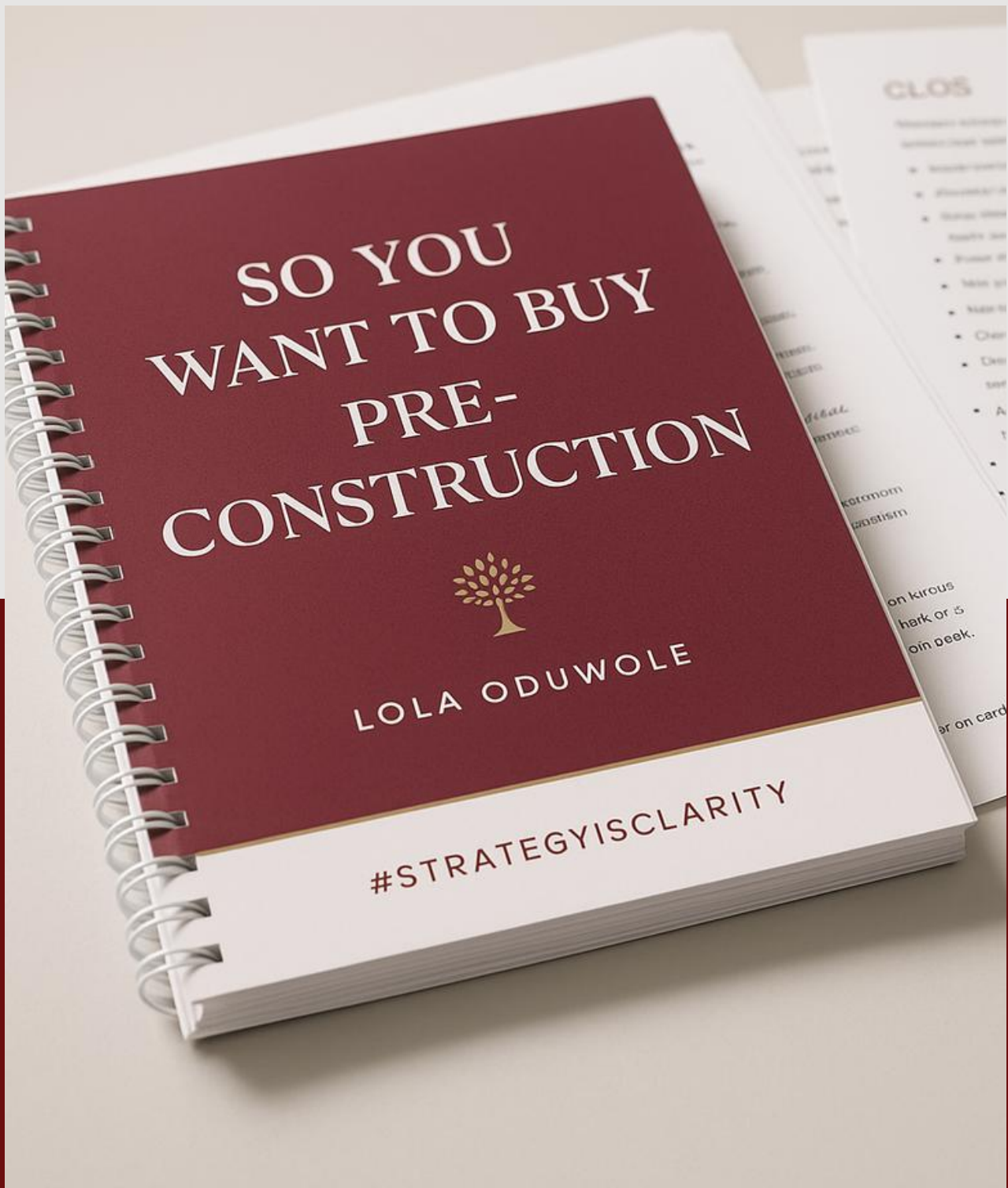


PRE-CONSTRUCTION ISN'T JUST A PURCHASE —
IT'S A POWER MOVE



SO YOU WANT TO BUY PRE- CONSTRUCTION

A.H.O.M™ Realty | Written by Lola
Oduwole

Lola Odunole

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SUMMARY



EDITORS NOTE



Buying pre-construction isn't just about being first.

It's about being smart.

This E-Zine was created to demystify the process for everyday buyers, professionals, and investors who want to approach the pre-con market with clarity and strategy.

Let's break it down step-by-step — so you can buy with confidence, not confusion.

With care and clarity,

Lola Oduwole,

BROKERA.H.O.M™

Realtywww.ahomrealty.com

A.H.O.M™ - Where our every "M.O.V.E " is Intentional.

THE PRE-CONSTRUCTION PURCHASE PROCESS

Get Pre-Approved Early

Have your financing or pre-approval in place (some builders don't require it to sign, but you should know your limits).

Register for Insider/VIP Access

Early access events mean better pricing, unit choice, and incentives.

Understand the Deposit Structure

Typically 15–20% paid over 12–24 months.

Know the timeline.

Choose the Right Unit & Floorplan

Corner suite?

North exposure?

Parking?

Choose with resale and lifestyle in mind.

Review the Agreement with a Lawyer

You have 10-day rescission (cooling off) period in Ontario.

5 RED FLAGS TO WATCH FOR IN PRE-CONSTRUCTION DEALS



Unlicensed Builders



No Permit approvals



Missing deposit insurance



Unclear pricing or fees



Few completed projects

A.H.O.M. / LOLA
ODUWOLE
YOUR PRE-SALE EXPERTS

VIP ACCESS VS. PUBLIC LAUNCH

VIP / Platinum Stage:

Access before the public

Best pricing and incentives

May require working with a VIP agent (like
Lola)

Public Release:

Prices typically increased

Fewer units left

Limited choice + bonuses expired



A.H.O.M™ | LOLA ODUWOLE

It's not about paying less. It's about paying smart.”

WHAT TO WATCH FOR

You're not just buying a floorplan. You're buying time.

Delays Happen: Be prepared for adjusted occupancy dates.

Assignments May Have Rules: You can't always sell your contract freely.

Extra Costs: Development levies, occupancy fees, and closing adjustments.

Builder Reputation: Do your homework.

Tip: Pre-construction is not hands-off. It's a long-term, informed strategy.

5 RED FLAGS TO WATCH FOR



Unlicensed Builders

Always, confirm the builder is licensed under the BC Building Act (or BC Building Act with a license).



Vague or missing permits

Ask for used permits and ensure they are valid without any issues or third party issues.



High Deposits, Low Transparency

For serious stress, clarity without clear terms or third party involvement is a must.



No Tarion or warranty enrollment

Ensure the property is covered under Tarion (OH) or BC Building Act in Consumer.



Too Good to Be True Marketing

You're not just buying a house, you're buying a lifestyle.

QUESTIONS TO ASK BEFORE YOU SIGN

- ✓ Is the builder licensed and enrolled in warranty coverage?
- ✓ Who holds my deposit — and is it held in trust?
- ✓ What happens if the project is cancelled?
- ✓ Have municipal / site approvals already been secured?
- ✓ What is included vs. an upgrade?
- ✓ Can I review the contract with a lawyer before signing?

DEPOSIT TRACKER

Builder Name	Location	Project Name	Buyer Name
Example	Example	Example	Example
Example	Example	Example	Example
Example	Example	Example	Example
Example	Example	Example	Example

StrategyIsClarity

Ready to Strategize? Join my VIP Buyer Circle to:

Get early access to launches across Ontario and BC

Download bonus tools like my Deposit Tracker and Closing Checklist

Receive quarterly updates on top-tier projects
www.ahomrealty.com/preconstructionEmail:

info@ahomrealty.com Instagram:

[@lolaoduwolerealestate](https://www.instagram.com/lolaoduwolerealestate)

Because everybody needs A.H.O.M™ (A Home. Of. Mine.)

Tips to remember

PROCESS



1

Deposits

Buying pre-construction isn't like buying resale — especially when it comes to deposits. Here's how it usually works:

- ◆ Initial Deposit: 5% at signing
- ◆ Staged Deposits: Another 5–10% spread over 6–18 months

- ◆ Final Deposit: Often due at occupancy (before final closing) This structure gives you time to plan, save, and build equity — all while locking in today's pricing.

🧠 Pro tip: Some developers offer extended deposit plans or incentives to make it even easier to get in early.



2

Your Best Interests

Just like resale: Your realtor must:

- Act in their best interest
- Disclose any builder incentives or bonuses you may receive
- Avoid conflicts of interest
- Maintain confidentiality
- Due Diligence on the Builder & Project



3

Final Occupancy

This is the date you get the keys and take possession of the unit, however ownership is not yet transferred to you. The development is not registered at this time, which means there is no title to transfer, and nothing to register the mortgage against. While you have taken possession of your new purchase, you still don't officially own it. Talk to your lawyer and/or your Lawyer for clarification.

FREE

OUR DOWNLOADS



The Pre-Construction Safety Kit

At A.H.O.M™ Realty, we don't just sell pre-construction — we help you strategize. From deposit structure guidance to helping you identify the right builder and floorplan, we make sure every move is intentional.



10 Best Rental Buildings

A handpicked guide to the 10 best rental communities across BC & Ontario — with love, care, and credibility you can trust.

A curated relocation tool designed for Professionals, newcomers, and rightsizers moving across Ontario and British Columbia.



Gentle Guide to Downsizing

Who Is Rightsizing For?

If any of these sound familiar, rightsizing might be for you:

- The kids have moved out, but the house still eats up all your energy (and heating bills).
- You want less to maintain, more freedom to travel or enjoy your time.
- You're navigating a new season of life — caregiving, widowhood, retirement.
- You want to unlock equity and reinvest in lifestyle, health, or legacy.
- You're craving a simpler space... without giving up comfort or style.



This isn't about price -
it's about positioning.

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