

Cashing In on Pre-Construction Condos

By the "Weir In Your
Neighbourhood" Team

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Buying "From Plans" – What you should know

Thinking of buying a pre-construction condo? Buying "from plans" is often a great way to turn a profit. But how can you be sure you're paying the lowest price possible? Well, for starters you'll need VIP access. And we've got it.

You'll want to definitely avoid the disappointment at so-called "Grand-Openings" where it seems the best layouts are gone before the doors even open. So how do you get a crack at the best suites at the best prices?

Usually when a new condo project is released there is a VIP list of brokers and REALTORS® who get the first sneak peeks with an option to buy at truly rock-bottom prices.

So, if you're looking to connect with one of these preferred REALTORS® look no further than the "Weir In Your Neighbourhood" Team. Call Cameron Weir at (416) 578-5400 or Scott Hanton at (416) 887-2530 today to secure your spot.

Remember, some of the most popular developments can be

virtually sold-out well before you start seeing the sales office being built. So the trick is to get in early – with us..

Often VIP buyers can make up to 20% (on paper, anyways) before the general public is even aware of the project. Depending on how hot the market is, prices for pre-construction condos can change by the hour.

For example, let's imagine a building is being released in several phases. The average price per square foot is about \$420, so for a 680 sq. ft. suite, the starting price would be \$285,600.



Pre-Construction Potential



Get our team working for
you!

CAMERON WEIR

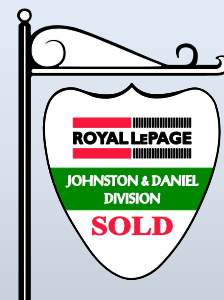
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- **Phase 1:** Developer's friends and family, VIP agents who have a track record with the builder and have brought the developer several buyers on past projects. At this stage, prices begin at \$285,600
- **Phase 2:** VIP agents with a good reputation for bringing in the crowds. At this stage, prices per square foot may go up at much as 4% which would bring our 680 sq ft suite to \$297,024
- **Phase 3:** Broker event when all REALTORS® are invited with potential buyer clients. Prices here can go up another 4% to \$308,904
- **Phase 4:** Potential buyers who pre-registered with the developer on the internet. By this point, prices have gone up yet ANOTHER 4% to \$321,261

- **Phase 5:** The grand opening event for the general public. At this stage, that 680 sq ft suite will cost you at least \$329,000

Obviously, the suites that sell for \$420/sq. ft. are the first ones sold and you'll probably pay thousands more for the exact floor plan on a much less desirable floor. And remember, special touches like: significant rebates, reduced fees and discounted parking spots add to the reasons why so many buyers like to be the first ones through the door.

Let the "Weir In Your Neighbourhood" team take you to the front of the line. Call us today.



Photo by Scott Hanton