canoë

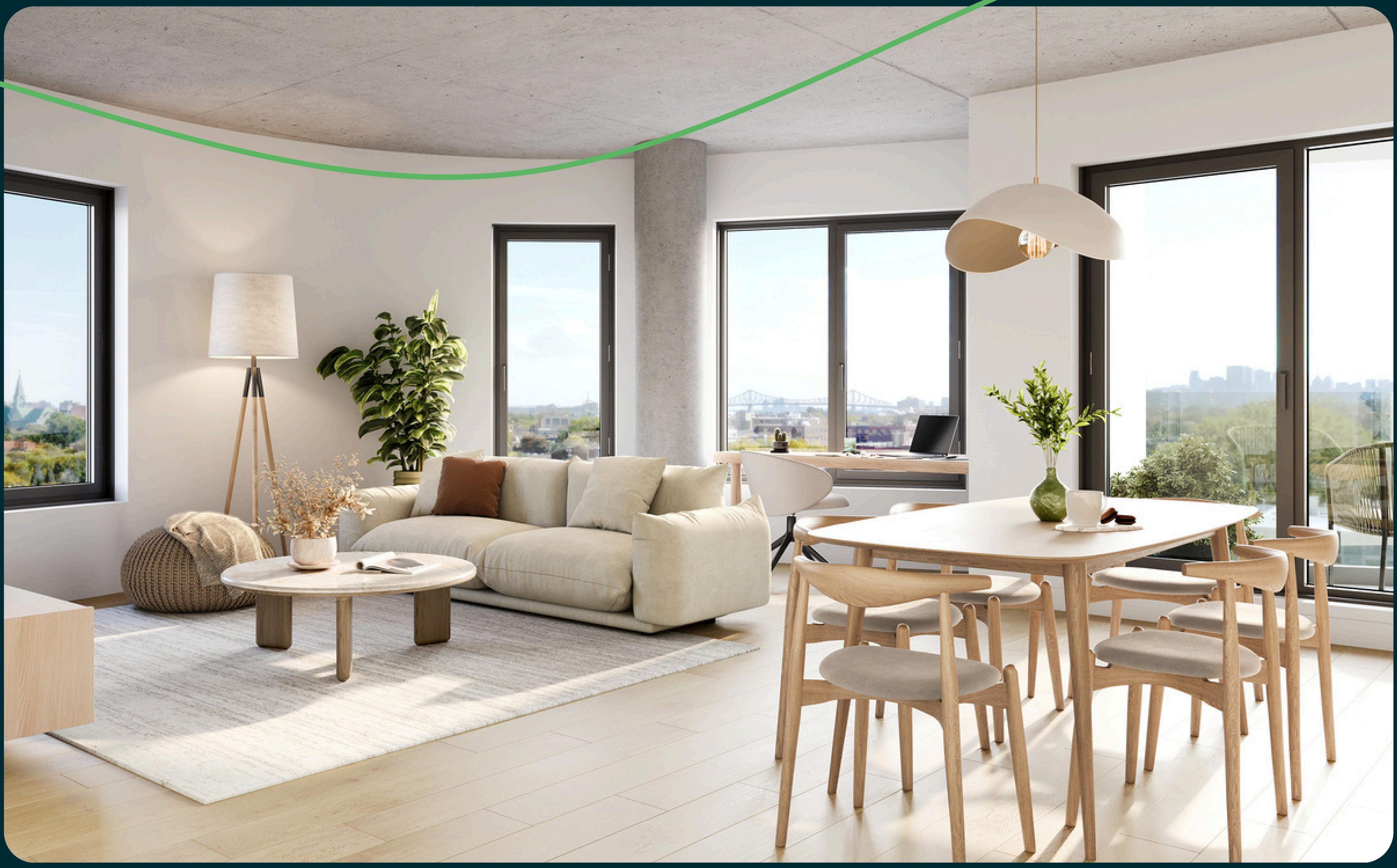
the buyer's guide

paving the way to ownership

the Canoë vision

At Canoë, we're driven by the desire to share our knowledge and expertise to support those who dream of becoming homeowners, and taking that first step toward financial independence.

With that in mind, we created this guide as a practical reference tool designed to demystify the process of buying a new condo. We understand that for first-time buyers, this leap can feel intimidating, but we're here to tell you that owning a home is more accessible than you might think!



navigate the guide

interactive table of contents

AN INTERACTIVE GUIDE

This guide was designed to be 100% digital, offering you a practical and interactive experience. Throughout your reading, you'll find clickable links leading to informative pages that dive deeper into key topics related to purchasing your future home. Enjoy!

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Step into the condominium lifestyle

what is condo living?

Condo living means enjoying the benefits of homeownership while sharing responsibilities and costs with your neighbors. A condominium is the organization of a building—or group of buildings—where ownership is divided among multiple people. Some of these condominiums are divided, while others are undivided.

divided vs **undivided**

In a divided co-ownership, as is the case for the Canoë project, you become the exclusive owner of your apartment while sharing ownership of the common areas, such as the corridors, the entrance hall, the terrace, or even the gym. This means you are responsible for the maintenance and management of your condo, but you also benefit from the advantages of a shared space with your neighbors.

Conversely, in an undivided co-ownership, the private areas (such as your apartment) are not defined. You become the owner of a percentage of the entire building, which sometimes makes management and responsibilities more complex.

At Canoë, you benefit from a divided co-ownership where everyone maintains control over their space while having access to shared services, all at a more affordable cost than a single-family home. It's a simplified way to live in a community while having the freedom to manage your own space.

why buy a new condo and live in a co-ownership?

The advantages of a new condo:

- **No renovation worries:** Everything is new, up to date and ready to be lived in.
- **Builder's warranty:** Peace of mind in the event of a problem.
- **Energy efficient:** Reduce energy bills thanks to modern standards.
- **Personalization:** Choose your finishes and create a space that reflects your style.

The advantages of co-ownership:

- **Shared maintenance:** No need to shovel or mow the lawn, and no need to even think about it, it's taken care of!
- **Shared common areas:** Terrace, gym, coworking space, enjoy all the facilities without paying full price.
- **Community:** A neighborhood life where mutual support and conviviality are the order of the day.
- **Controlled costs:** Maintenance costs are shared between the co-owners.

Buying a new condominium means choosing simplicity, comfort and a beautiful community!

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navigate the financial waters:

determine your purchasing power

the down payment:
your first step towards purchasing

The down payment is the portion of the price you finance with your savings. The rest? It's the mortgage loan that's put in place when the unit is delivered. Here's how to plan for it:

1. Set your amount in advance

Before you even start looking, assess your finances to determine how much you can comfortably save.

2. Explore your financing options

- **Personal savings:** Savings account, TFSA, or other savings.
- **Family donation:** Non-repayable or repayable assistance from a loved one can make a difference.
- **Home Buyers' Plan (HBP):** Withdraw up to $60,000 from your RRSP per person to buy your first home. Learn more about the HBP
- **First Home Savings Account (FHSA):** A tax-advantaged way to save up to $40,000, designed specifically for first-time buyers. Learn more about the FHSA

3. Assess your savings capacity

Review your income and expenses to calculate how much you can set aside each month. Even small, regular savings can add up quickly.

Monthly Budget Calculator

For owner-occupants, the initial down payment required at Canoë is 15% of the total value of the unit.

types of mortgages: which one is right for you?

Insured mortgage

Ideal if you haven't yet saved 20% for your down payment:

- Allows you to borrow up to 95% of the condo purchase price
- Implies that a mortgage insurance premium will be added to the loan, paid off gradually with the loan
- The premium is calculated based on the loan amount and is increased by a 9% government tax.

FUNDING	SCHL PREMIUM
85% or less	2,80 %
90% or less	3,10 %
95% or less	4,00 %

Learn more about insured loans

Conventional mortgage

If you have the funds for a down payment of 20% or more:

- No need for mortgage insurance
- Reduces overall costs due to the absence of insurance premiums

In short, the insured mortgage offers a financial boost to get started, while the conventional mortgage allows you to save on fees if you have a larger down payment.

calculate your purchasing power

Now that you've mastered your budget and agreed on your down payment amount, it's time to find out the maximum price you can realistically afford for a property. Don't worry, many financial institutions offer online tools to help you with this calculation. We invite you to take a look at Desjardins's:

[Desjardins tool for calculating purchasing power]

If you prefer a personalized approach, speak with a representative from your financial institution. They will use tools such as:

GDS (Gross Debt Service Ratio)

The Gross Debt Service (GDS) ratio is calculated by dividing your total monthly housing expenses by your gross monthly income. These expenses include mortgage payments, property taxes, heating costs, and 50% of condo fees. This ratio generally should not exceed 39%*.

GDS = (Total Payments ÷ Gross Monthly Income) × 100

TDS (Total Debt Service Ratio)

The Total Debt Service (TDS) ratio compares all your monthly debt obligations, including housing costs, loans, lines of credit, car payments, and credit card balances, to your gross income. This ratio generally should not exceed 44%*.

TDS = (Total Monthly Debt Payments ÷ Gross Monthly Income) × 100

**Some lenders will use different ratios*

scenario

Stephanie buys her first condo at Canoë!

Stephanie, a 32-year-old graphic designer with a gross annual salary of $70,000, decides to purchase unit 204 in phase 2 of the Canoë project for $355,000 (taxes included).

- **Unit price:** $355,000 taxes included (unit 204, phase 2)
- **Total down payment:** 20% = $71,000
  - First deposit: 15% = $53,250 (in two payments - *see the Canoë purchase process*)
  - Last 5% = $17,750, payable to the notary
- **Amount borrowed:** $284,000 (80% of the total price, thus avoiding loan insurance)
- **Estimated mortgage rate:** 5.15% fixed over 5 years
- **Condominium fees (approximate):** $267/month (580 sq ft x $0.46)

monthly payments

a. mortgage payment*	**1 676 $**
b. municipal and school taxes**	**200 $**
c. 50% of condo fees	**134 $**
d. heating***	**35 $**
e. total housing expenses (a+b+c+d)	**2 045 $**
f. student loan	**100 $**
g. total housing expenses and debts	**2 145 $**
h. gross income	**5 833 $**

* Mortgage payment: Considering a negotiated rate of 4.15%, the mortgage payment is reduced by $159 / month.

** Municipal taxes: The amount is calculated here based on the total purchase price. However, in reality, these taxes are determined based on the property assessment amount, which is usually lower than the purchase price.

*** Heating: For information purposes only, example of costs in a comparable project.

GDS (Gross Debt Service Ratio)
e/h = 2 045 $ / 5 833 $ = 35 %
Stephanie meets the recommended ratio of 39%

TDS (Total Debt Service Ratio)
g/h = 2 145 $ / 5 833 $ = 37 %
Stephanie meets the recommended ratio of 44%

loan approved!

equity accumulation:
build your real estate assets

When you buy a property, you begin to accumulate equity in two ways: by paying off your mortgage and by taking advantage of any potential appreciation in the value of your condo. Here's how it works with a concrete example:

Let's take Stephanie's example: she purchased unit 204 in Phase 2 of Canoë for $355,000 with a 20% down payment. After paying the $71,000 down payment, her mortgage is $284,000. For the purposes of estimating, the increase in value of her condo is estimated at 3% per year.

Over time, Stephanie's equity increases through loan repayments and the condo's increased value. Here's a projection after 5, 10, 15, 20, and 25 years:

YEAR	ESTIMATED VALUE OF THE CONDO	AMOUNT REMAINING ON THE MORTGAGE*	ACCUMULATED CAPITAL*
5	~412 000 $	~248 000 $	~164 000 $
10	~477 000 $	~204 000 $	~273 000 $
15	~553 000 $	~149 000 $	~404 000 $
20	~641 000 $	~82 000 $	~559 000 $
25	~743 000 $	$0 (LOAN REPAID)	~743 000 $

**Amounts are approximate, vary depending on interest rate and amortization, and include initial down payment.*

With an estimated 3% increase per year, the value of Stephanie's condo increases over time, while her mortgage balance decreases with each payment. Her accumulated equity is the value of the condo less the remaining amount owed.

After 25 years, she will own 100% of a property worth approximately $743,000. If she sells after 10 years, she would walk away with approximately $273,000 in her pocket (before selling costs).

Stephanie's initial investment allowed her to accumulate solid capital while enjoying her home during this time!

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step by step towards your new home:

the purchasing process at Canoë

the purchasing steps at Canoë:

1. Obtain a mortgage pre-approval
(optional, but recommended!)

This isn't mandatory to reserve your unit, but it's a good idea! A quick visit to your financial institution will help you better understand your purchasing power. Plus, it helps you avoid falling in love with a condo that's out of your budget!

2. reserve your favorite unit

You have the possibility to reserve a unit for 14 days by depositing a check for $5,000. This period gives you time to think about your decision, without the risk of losing your favorite unit. And if you ever change your mind, don't worry: your deposit will be fully refunded.

3. signing of the preliminary contract

When you are ready to formalize the purchase of your condo at Canoë, the sales manager will prepare all the necessary documents, including the preliminary sales contract and the warranty contract.

The preliminary contract is the official agreement that seals your commitment and that of the developer. By signing it, you confirm your intention to purchase the chosen unit at the agreed-upon price. For their part, the developer undertakes to build your condo according to the plans and specifications detailed in the contract and its annexes, to deliver it to you within the stipulated timeframe, and to transfer ownership into your name.

At Canoë, although the law doesn't require us to offer a construction warranty for this type of building, we've chosen to offer you additional protection with the *Garantie Habitation des Maîtres Bâtisseurs* (*GHMB*). Because your peace of mind is also our priority.

Concretely, this guarantee protects you on several essential aspects: The protection of your deposits, the correction of visible defects, the completion of work and protection against hidden defects and construction faults.

Did you know that Canoe is a paperless office? All document are signed electronically!

4. make the deposits

At Canoë, we have a deposit structure of 15% or 20%, depending on whether you will be living in the unit or if it will be for an investment*:

OWNER-OCCUPANT - 15%

1st deposit of 7.5%:
Upon signing the preliminary contract

2nd deposit of 7.5%:
at the start of construction

INVESTOR - 20%

1st deposit of 10%:
Upon signing the preliminary contract

2nd deposit of 10%:
at the start of construction

Airbnb or other short-term rentals are prohibited at Canoë.

5. acceptance of mortgage financing

Within 14 days of signing the contract, your financial institution will need to provide us with a mortgage acceptance letter. Please note: this is not a pre-authorization, but rather a confirmation of the financing of your condo at Canoë!

6. Personalization of your condo

Now that everything is in place, the fun begins: personalize your unit! Later in the process, you'll be able to choose your finishes (materials, colors, etc.). Your condo is already well-equipped, but you might as well refine it to suit your style!

7. visit during construction

We love seeing our future homeowners excited to move in! During construction, you'll have the opportunity to visit your unit to see it take shape and start planning.

8. completion inspection

Before your condo is delivered, we'll organize a final inspection with you. We'll review the final details together and, if necessary, note any adjustments to be made on the completion certificate. This is also the time when we'll take a complete tour of your future unit to show you how each element works so you can ensure proper maintenance.

9. finalization at the notary

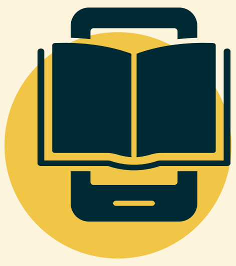
The final step before you get the keys! The notary will formalize the transaction by having you sign the deed of sale and the mortgage deed, if applicable.

At the end of this meeting, or in the following days, the notary will provide you with several documents, including a copy of the declaration of co-ownership, the certificate of location as well as a copy of the deed of sale and the signed mortgage deed.

You'll also have to pay a few fees (notary, taxes, condominium fees, etc.). Then, everything's in order... you're ready to go!

10. keys handover

Congratulations, you're officially a homeowner at Canoë! Once the signing is complete at the notary's office, stop by the sales office to pick up your keys and take a tour of the common areas with our team.



A digital Co-owner's Guide will be sent to you before delivery to find out everything about your new co-ownership!

And there you have it! You are officially a Canoe owner!

initial and monthly fees

Buying a condo is a big step, and it's essential to understand all the associated costs. Here's a clear and simplified overview of the initial and monthly costs to expect.

initial costs

Down payment
Canoë: 15% of the total value of the unit, including taxes.

Transfer tax (or "welcome tax")

Notary fees
Canoë: $3,000 maximum
**Check with your financial institution: some offer a partial reimbursement of notary fees when taking out a mortgage with them.*

Moving costs
Canoë: $250 to be paid to the building manager prior to your arrival to cover costs related to coordinating your move-in.

monthly fees

Mortgage payment

Co-ownership fees
Canoë: Estimated at $0.46 per square foot, including hot water consumption.

Municipal taxes
$0.6748 per $100 of assessment for 2025.

School taxes
$0.09152 per $100 of assessment for 2024-2025.

Home insurance
Around $30 to $50 per month depending on the coverage chosen.

Electricity
Canoë: Hot water consumption is included in your condominium fees, but the remaining electricity (lighting, heating, etc.) is to be expected.

Did you know that energy costs in new constructions are often much lower?

Thanks to the quality of the exterior envelope and energy-efficient systems, you can save big on your electricity bills, while reducing your ecological footprint!

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pathways to accessibility:

financial aid programs

partial reimbursement of GST and QST for new homes

When purchasing a new home from a builder, you may be eligible for a partial GST and QST rebate, under certain conditions. The property must be intended as your primary residence or that of an immediate family member.

The rebate can be up to 36% of the GST and 50% of the QST paid. However, it becomes ineligible if the pre-tax price reaches $450,000 for GST and $300,000 for QST.

At Canoë, we make the process easier by handling the refund request. This means that upon collection, you only pay the amount already adjusted with the applicable credit, if you're eligible.

Learn more about the GST/QST refund

refund of the real estate transfer tax

Good news for first-time buyers! The City of Montreal is offering a refund of real estate transfer taxes (also known as welcome tax) under certain conditions. This program is available to first-time buyers who meet specific criteria, including the purchase price and type of home.

new owners

A single buyer, without children:

- Maximum purchase price: $305,000*
- Financial assistance: $5,000

Multiple buyers, without children:

- Maximum purchase price: $380,000*
- Financial assistance: $5,000

already owner

One or more buyers, with at least one child under 13 years old:

- Maximum purchase price: $540,000*
- Financial assistance: $10,000

****Purchase price includes taxes and extras, except parking***

Learn more about the reimbursement of transfer taxes

home buyers' plan (HBP)

Do you have RRSPs? The Home Buyers' Plan (HBP) allows you to withdraw up to **$60,000** from your registered retirement savings plan tax-free to finance the purchase of your **first home**.

This amount must be repaid gradually over 15 years, but gives you a financial boost for your down payment without directly impacting your daily budget. An excellent option to accelerate your project of becoming a homeowner!

Learn more about HBP

first home savings account (FHSA)

The FHSA (First Home Savings Account) is a powerful tool for first-time buyers. It combines the benefits of both the HBP and the TFSA, allowing you to save up to **$40,000** for your first home while enjoying valuable tax advantages.

- **Tax-deductible contributions:** Like an RRSP, the amounts you contribute reduce your taxable income.
- **Tax-free withdrawals:** Unlike the HBP, money withdrawn to purchase your home does not need to be repaid.
- **Maximum annual contribution of $8,000:** You can contribute up to $8,000 per year, with unused room carried over to future years.

The FHSA is an excellent way to save efficiently for your condo purchase while benefiting from a financial boost through tax savings!

Learn more about FHSA

tax credit for the purchase of a first home

By becoming a first-time homeowner, you could benefit from two tax credits that will slightly reduce the cost of your purchase, both federal and provincial.

Tax Credit - Federal

The Government of Canada offers a tax credit for first-time buyers, which typically saves up to $1,500 in taxes.

In Quebec, this amount is slightly reduced, and the real savings are around $1,252.50, due to the province's specific tax rules.

Tax Credit - Provincial

The Quebec government also offers a refundable tax credit of up to $1,400, depending on certain conditions.

Eligibility requirements:

- You must be a first-time buyer (not have owned within the last four years).
- The property must become your primary residence within one year of purchase.
- You can claim both of these credits on your tax return after the purchase.

We know that buying a home is a big step, and we hope this guide has helped clarify the process at Canoë. Whatever your question may be, our sales team is here to support you every step of the way.

Don't hesitate to reach out—we'll be more than happy to help you bring your project to life and make Canoë your future home!

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