



The U.S. Real Estate Market & Your Financing Options



Today's Facilitator



HATIM TICHOUT

Regional Advisor, RBC Cross-Border Banking & U.S. Home Equity Financing

Bringing more than 21 years of diverse experience in the banking industry across Canadian and U.S. markets, he has built a strong background in retail, commercial, and real estate banking. His career has also seen him in various business and sales leadership roles in Canada. He is passionate about assisting Canadian buyers looking to invest in the U.S. market and currently serves as the RBC Bank Regional Advisor for Eastern Canada. He holds a Bachelor's degree in Economics.



Royal Bank of Canada - U.S. Real Estate Market Trends



“3 Things You Will Learn Today”

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1. Where **Canadians** are **actually buying** in the U.S. (**top 3 markets** you must watch).
 2. How recent **Florida H.O.A./Condo** law changes affect buyers, owners and valuations — Simple pro's and con's.
 3. The **emerging trends** reshaping cross-border demand — falling Canadian **visitation** in some quarters, more **investment-style buyers** (short-term rental / rental income focus), and **younger demographic** using creative financing/co-ownership.

Quick Canadian Buyer Snapshot - April 2024 - March 2025

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- **Canadians** represent **14%** of all Foreign National buyers in the U.S. (+1.0% vs. 2024)
 - **\$569,300** = **Canadian** median purchase price (-31.7% vs. 2024)
 - **\$6.2B** **Canadians** spent in total sales across **10,900** properties (+53.5% vs. 2024)

2025 Profile of International Transactions in U.S. Residential Real Estate April 2024 - March 2025



57% pay cash—leverage is still an untapped secret!

2025 Profile of International Transactions in Florida Residential Real Estate August 2024 - July 2025

Top 3 U.S. Markets Where Canadians Buy — At A Glance

Florida: Why this state could fit your goals

Florida is where scales meet opportunity - huge demand cycles, built for rental communities and immediate cash-flow potential. Whether you're a seasonal owner, STR investor or lifestyle buyer... Florida offers something for everyone's profile.

Prices: 2024 median — \$420,000 → **Aug 2025 median — \$402,900** (-4.1%).

Share of Canadian buyers: **48%** (#1)

2025 Profile of International Transactions in U.S. Residential Real Estate April 2024 - March 2025

October 15, 2025

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*Garry
Walmsley*

STRATEGY. Performance Is NOT Optional

Top 3 U.S. Markets Where Canadians Buy — At A Glance

Arizona: Why this state could fit your goals

Arizona offers lower entry points with resort-style upside — ideal for buyers wanting affordability plus seasonal rental demand; a great option if you're searching to buy for value, seasonal use or long-term yield.

Prices: 2024 median — \$451,000 → **Aug 2025 median — \$402,900** (-10.6%).

Share of Canadian buyers: **12%** (#2)

2025 Profile of International Transactions in U.S. Residential Real Estate April 2024 - March 2025

Top 3 U.S. Markets Where Canadians Buy — At A Glance

California: Why this state could fit your goals

California is a lifestyle and wealth play — higher prices but strong appreciation and premium rental demand; a perfect match if you're a coastal lifestyle buyer, high-end investor, especially if you reside in a Western Province.

Prices: 2024 median — \$877,285 → Aug 2025 median — \$823,300 (−6.2%).

Share of Canadian buyers: 9% (#3)

2025 Profile of International Transactions in U.S. Residential Real Estate April 2024 - March 2025

Florida Condo & H.O.A. Reforms — What To Know

2024–25 rules increase inspections, disclosure and funding options — long-term safety, short-term choices.

- What changed: **Stricter inspections + reserve reporting**; new funding tools (loans/deferrals).
- Why it matters: **Better safety** and **transparency** — but older buildings may face special assessments and tighter lending.
- Quick ask: **Request the reserve study, recent board minutes & any special-assessment notices.**

Key Effective Dates: **HB 913 effective Jul 1, 2025** · **SIRS due Dec 31, 2025** (many 3+ story buildings) · Some milestone inspections extend to Dec 31, 2026.

Seasonality still matters

- Canadian travel highs and lows (summer peaks, winter windows) change STR occupancy and revenue.

Buying for income, not just holidays

- More Canadians now expect rental returns; professional STR ops and 12–24 month pro-forma's matter.

New buyer types & ownership models

- Younger buyers use co-ownership, LLCs and shared-equity structures — title, governance and exit planning are key.

Let's Make It Happen Together

Thanks for joining — whether you're just looking or ready to move, I'll help you map a clear STRategy™.

Book a free 30-minute STRategic Discovery Call (link on the slide) and we'll identify which market and product fit your goals, run conservative cash-flow scenarios, check HOA/inspection exposure and outline an operational and exit plan tailored to you.



407-923-2134 or schedule a call



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From Dreaming to Doorstep

Buying U.S. Property



RBC Bank Mortgage¹ Solution: Benefits of an RBC Bank Mortgage



- We use your Canadian credit history.
- We provide financing in all 50 states
- We staff a dedicated team of mortgage professionals who only work with Canadians
- We don't charge a foreign national premium

*No bank fees on U.S. mortgages until April 30, 2026!
Savings of up to \$4,500 in closing costs on a \$450K
mortgage²*

Mortgages from RBC Bank

Key Characteristics	Primary or Secondary Home	Investment Property
Pre-approval	Yes	Yes
Down Payment Required	20%	25% – 40%
Property Types	Single family, condo, townhome	Single family, condo, townhome
Loan Terms	3, 5, 7, 10-year mortgage term ³	3, 5, 7, 10-year mortgage term
Title	Personal name, Trust or Non-personal* on exception	Personal name
Renewals	Lock in for 3, 5, 7, or 10 years – at no cost	Lock in for 3, 5, 7, or 10 years – at no cost
Monthly Payment	Based on a 30-year amortization	Based on a 30-year amortization
Prepayment Privilege	Open no penalites	Open no penalites
Refinance	Yes	Yes
Foreign National Premium	No	No

Home Equity Line of Credit¹ from RBC Bank

Key Characteristics	Primary or Secondary Home	
Pre-approval	Yes	
Down Payment Required	20%	
Property Types	Single family, townhome, condo	
Terms	Variable Rate based off of Prime Rate in the U.S., discount of up to 0.50% with good credit	
Title	Personal name or Revocable Trust	
Monthly Payment	Interest-only payments for a 10-year draw period, after 10 years, a principle and interest payment will be calculated based off of outstanding balance and amortized over 20 years	
Prepayment Privilege	Open, no penalty to pay down	
Refinance	Yes	
Foreign National Premium	No	
Benefits	• Maximum flexibility with access to funds online, anytime • No minimum balance, usage or draw requirements	• Peace of mind of having U.S. cash when you need it • No concern for fluctuating foreign exchange costs

Finance Your U.S. Property in 3 Easy Steps with RBC Bank

Step 1: Mortgage Application	Step 2: Conditional Approval	Step 3: Closing
• Get started with your online mortgage application • Your Cross-Border Mortgage Advisor will help you lock your rate for 60 days • You'll begin gathering and providing documentation	• Your application is submitted for review • You'll receive a conditional approval letter valid for 60 to 120 days	• Finalize documentation • Your closing may take place in the U.S. or Canada depending on the location of your U.S. home • May be able to send a Power of Attorney
Mortgage loan processing in the U.S. – from applying through closing typically takes 40-45 days		



RBC U.S. HomePlus™ Advantage



Built exclusively for Canadians to provide full-service support through every step of the U.S. homebuying process:

- Cross-border tax and legal experts⁴
- Insurance available through marketplace
- Dedicated team of real estate professionals
- Access to real-time property listings
- Home Plus Rewards (up to \$9,500)⁵



Additional Resources and **Getting Pre-Approved!**

- Get pre-approved online in minutes at [**rbcbank.com/preapproval**](https://rbcbank.com/preapproval)
- Call **1-866-283-5928** to speak with a dedicated cross-border mortgage advisor
- Download our eGuide at [**rbcbank.com/homebuying**](https://rbcbank.com/homebuying)



About Your Presenter

U.S. Insurance Insights

- **Evan Pearson, Sr. Insurance Agent / Principal Agent**
- **Licensed in all 50 U.S. States | Represent 40+ Carriers**
- **Partner to RBC Bank U.S. supporting Canadian clients**
- **Expertise in high-risk markets, title structuring and occupancy-based underwriting**



Understanding your Coverage Needs

Home Type, Use & Title

- **Policy Types**
HO3 (primary), HO6 (condo), DP1/DP3 (rental), Specialty (vacant/older homes)
- **Occupancy Affects Cost**
Primary < Secondary < Investment < Vacant
- **Title Matters**
LLC's, Trusts and Partnerships may limit carrier options
- **Underwriting often requires named individuals in addition to legal entity**



Benefits of RBC / Credible Partnership

- The advantages of buying through an independent agent market place such as Credible
- Navigating the US home insurance market during the homebuying process
- Real life claims related best practices and support
- A dedicated renewal team to insure you are offered competitive rates in the market



Let's Talk

Questions & What Comes Next

- Support for primary, secondary and investment properties
- Help with flood, fire and earthquake exclusions
- Guidance for LLC's, Trusts and Partnerships
- Contact: Evan Pearson - evanp@credible.com



Disclosures & Disclaimers



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1. Mortgages and Home Equity Lines of Credit (HELOCs) are subject to approval, including verification of acceptable income, credit worthiness and property valuations. Minimum and maximum property values and maximum loan-to-value ratios apply. Homeowner's insurance is required for all loans and lines of credit; in addition, flood insurance is required if the property is located in a Special Flood Hazard area. Escrows may be required for insurance and property tax payments on mortgages and home equity lines. There are closing costs associated with mortgages and home equity lines. Home Equity Lines of Credit require payment of an Origination Fee equal to ½ percent of the line of credit amount (with a \$500 minimum and a \$2,000 maximum) and third party closing costs (ranging from \$900 to \$9,000) that are payable at origination. Home Equity lines also involve payment of a \$50 annual fee. Home Equity Lines of credit are not offered for properties in Texas. Home Equity Lines of Credit are not available for investment properties. An investment property is a property that is not occupied by the owner/borrower for at least two weeks per year.
2. This company is not affiliated with RBC Bank and RBC Bank is not responsible for the offer provided by this company. Third party fees and fees related to other RBC Bank products or services may still apply. The \$4,500 USD savings is for illustrative purposes only and includes examples of fees that other financial institutions typically charge foreign homebuyers in the U.S., including:
 - Typical origination fee of 0.50% to 1% of the loan amount
 - Typical application fee of \$950 USD
 - Typical processing fee of \$950 USD
 - Typical commitment fee of \$500 USD
 - Typical underwriting fee of \$500 USD
 - Typical foreign national premium of 1% to 2% of the loan amountTo qualify for this offer, a full and complete mortgage application must be submitted by October 31, 2024. Mortgages must fund within 120 days of the application date. Offer may be withdrawn or changed at any time without notice. Offer is only available to the following clients: new RBC Bank mortgage (first or second homes), investment properties, and refinance on a property that is owned free and clear. May not be combined with any other special offers.
3. 3-, 5-, 7-, or 10-year term refers to the period of time the interest rate is set at the beginning of the loan period which is 30 years (360 months); after the initial fixed rate term, the interest rate will adjust every six (6) months. Example: 3-Year Adjustable Rate Mortgage (ARM) calculation assumes a \$250,000 loan amount, 5.625% interest rate, 6.506% APR, with 20% down payment, amortized over 360 months = \$1,439.14 monthly payment. Example: 5-Year ARM calculation assumes a \$250,000 loan amount, 5.750% interest rate, 6.399% APR, with 20% down payment, amortized over 360 months = \$1,458.93 monthly payment. Example: 7-Year ARM calculation assumes a \$250,000 loan amount, 5.875% interest rate, 6.345% APR, with 20% down payment, amortized over 360 months = \$1,478.84 monthly payment. Example: 10-Year ARM calculation assumes a \$250,000 loan amount, 6.000% interest rate, 6.220% APR, with 20% down payment, amortized over 360 months = \$1,498.88 monthly payment. Rates and payments are subject to increase after initial fixed period of loan. If the down payment is less than 20%, mortgage insurance may be needed on the loan. This could increase the monthly payment and the interest rate. Rates subject to increase after consummation.
4. Consult your financial, tax, legal, and other professional advisors prior to applying for a U.S. mortgage.
5. RBC U.S. HomePlus™ Rewards is offered by RBC Bank with HomeStory Real Estate Services (HRES), a licensed real estate broker. HRES is not affiliated with RBC Bank and RBC Bank is not responsible for the program provided by HRES. To qualify for the RBC U.S. HomePlus™ Rewards, you must enroll in the program and use the assigned network real estate agent to complete the buy transaction. Your enrollment and reward eligibility is good for 18 months. If you do not purchase a home during that time, you must re-enroll to become eligible for the cash reward. For full details, please review the program terms and conditions <<https://rbc.homestory.co/programoverview>>.
6. Refinancing not offered for properties in Texas.

This presentation offers *general* information only and is not intended as legal, financial or other professional advice. A professional advisor should be consulted for your specific situation. While information presented is intended to be factual and current, its accuracy is not guaranteed and it should not be considered a complete analysis of the subjects discussed. All expressions of opinion reflect the judgement of the presenter(s) as of the date of publication and are subject to change. No endorsement of any third parties or their advice, opinions, information, products or services is expressly given or implied by Royal Bank of Canada or its affiliates.

