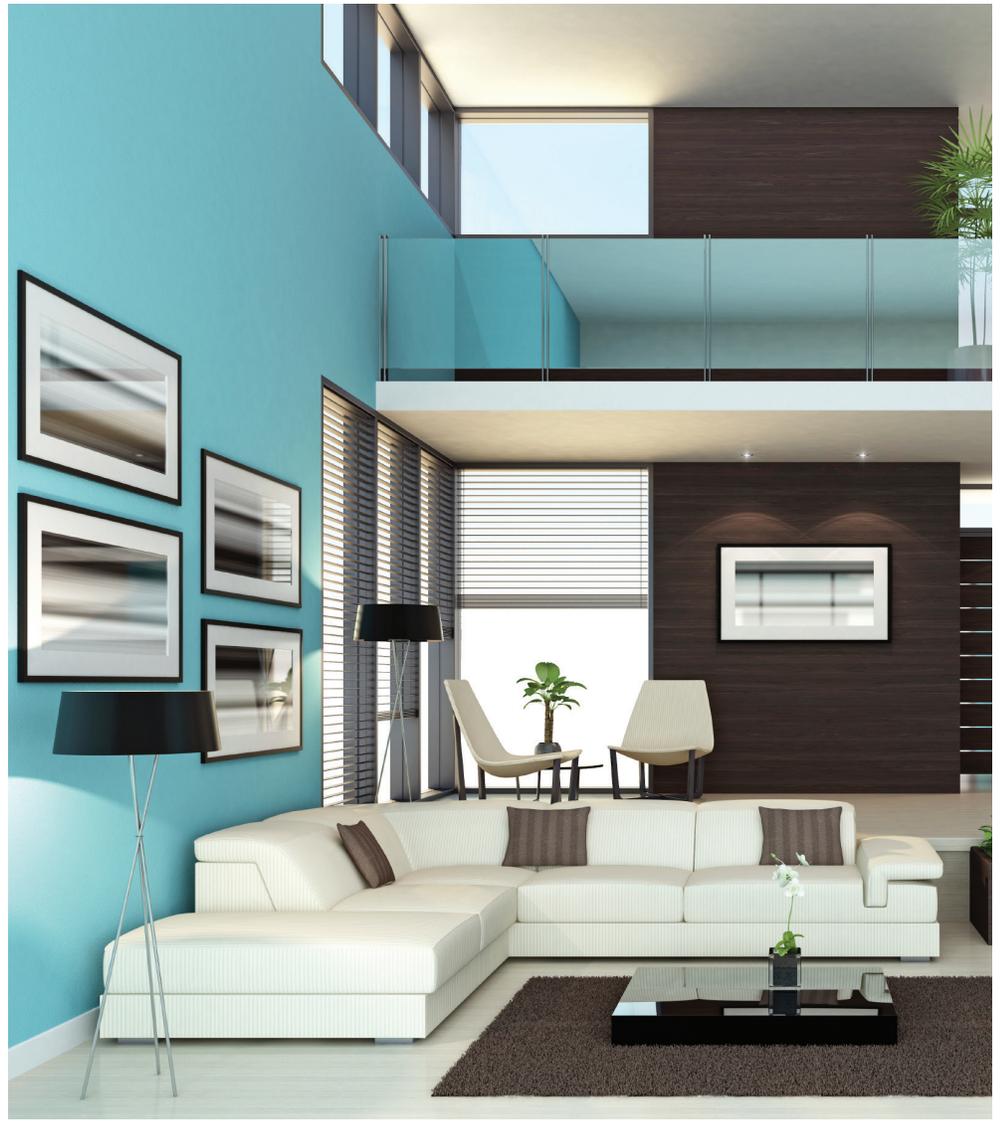


Sibo Zhang Buyers Services Package





So You're Thinking Of Buying A Home?

There is a lot more to buying a home than first meets the eye, but if you take it step by step the process can be enjoyable and exciting. My Buyers Guide will help steer you through the process. In it, you will find helpful information on a wide range of subjects directly related to the buying process.

I hope you find this guide helpful to you in your search for your new home or investment property. Remember, as your dedicated Buyer's Agent, I am here for you every step of the way so please don't hesitate to ask questions. My goal is to be your Trusted Real Estate Advisor for life, and to help you, your family and your friends with all of their Real Estate needs. Happy Hunting!

Still Renting?

Are you ready to make your move from renting to owning?

If you're renting, you may dream about owning a home of your own — a place to furnish and decorate as you like ... to set down roots ... to enjoy a great neighbourhood, and to entertain friends and family. But you may be uncertain whether you're ready to make your move from renting to buying, especially if you haven't started saving. Fortunately, with today's low mortgage rates your first home may already be within your reach. Down payments and mortgage insurance have become increasingly more difficult to achieve so make sure you do your research and you are truly ready to own a home.

You may have many reasons for wanting to own your own home. You may be getting married, leaving your parent's home, moving to a new job, or having children. You may want to establish yourself in a neighbourhood where you will feel at home. You may want to secure a permanent place for you and your family. Whatever your reason, owning your home can also be a good investment.

The long-term investment value of a home remains very good

There's also a sound financial reason to buy a home. Your home may be the single biggest investment you'll ever make, one that could pay off significantly in the long run.

Consider this: the value of the average Canadian home has been steadily increasing. So the earlier you can redirect the money you currently pay in rent into paying down a mortgage the faster you'll start building equity in your home.

Does the increase in value represent a good investment? The answer is yes, because housing is typically a stable investment, offering good rates of return. Low inflation and low interest rates, demographics and immigration are all factors supporting the belief that a home will continue to be a good long-term investment, at least in most parts of Canada. Even if you never leave your home, having a rent free home is a good retirement plan.

Perhaps more than ever, location is the key factor driving price increases. In a strong housing market, homes in particularly desirable areas are more likely to see above-average price increases. In weak housing markets, these homes tend to retain their value better.

Although no one can predict where prices will be 25 years from now, the average price of a home in Canada has risen substantially in the past 25 years, making a home investment one of the best investments available today.

Benefits of Home Ownership

Pride of Ownership

Pride of ownership is the number one reason why Canadians desire their own home. There is no landlord looking over your shoulder. You are able to make improvements knowing that any appreciation that results will be to your benefit. Home ownership gives you and your family a sense of stability and security. It's making an investment in your future.

Appreciation

In Canada, especially in the last few years, homes have appreciated considerably and in doing so have added substantially to owners' net worth. Unlike stocks and bonds, you get to live in your investment. Also, in Canada your principal residence is exempt from capital gains taxes.

Mortgage Equity

Each month, part of your monthly payment is applied to the principal balance of your loan, which builds your equity. You can borrow against a home's equity for a variety of reasons such as home improvement, sending your kids to university or college, or starting a new business. Why pay-off your landlord's property when you can own your own?

Homeowners accumulate wealth for the future while enjoying the benefits of a shelter that they have can use, improve and sell. Their home is a safe haven for investment.

Are You Ready?

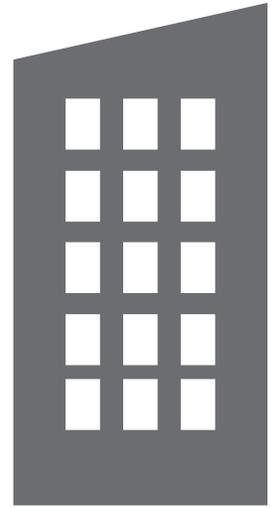
First – do you have the financial resources? You should have five percent of the purchase price of a home for the down payment, but ideally even more. Are there other priorities in your life e.g. starting a new business, which require your savings? If not, buying a home should be on your radar.

Second – do you expect to stay in your new home for some time? Moving can be expensive and you will want to build some equity before having to relocate. Your job and home life should be stable.

What Can You Afford?

Row House or Townhome

One of several types of single-family homes joined by common walls. It offers less privacy than a single-family detached home but still provides a separate outdoor space. These homes can cost less to buy and maintain.



House

Detached – The most popular style and the most solid investment. It is a free-standing home which sits on its own lot thereby offering a greater degree of privacy. In Greater Vancouver, owning a detached, single family-home is simply not an option for many Buyers, especially first time buyers.

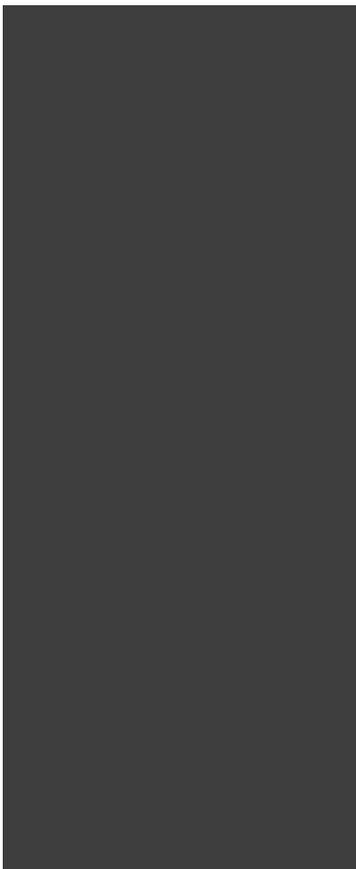
Semi-detached – A single-family home that is joined to another one by a common wall. It can offer many of the advantages of a single-family detached home and is usually less expensive to buy and maintain.

Condominium

Refers to a form of legal ownership as opposed to a style of construction. Condominiums can be high-rise residential buildings, townhouse complexes, individual houses and low-rise residential buildings. Condominiums are also known as Stratas in British Columbia.



“ Buying a home can be stressful, but I’m here to guide you through the process. ”



7 Steps to Purchasing

Selecting a REALTOR®

Choosing to work with a specific REALTOR® is a win win situation. A Buyers Agent is normally only paid once their client has purchased a home. Knowing that their client will buy through them, their agent will work very hard for them, pre-viewing new listings with them in mind, advising them of hot new properties that match their needs, twisting arms and calling in favours to get them into new listings first, and using all resources available to get them the home they want.

The search for a new home can sometimes take months or longer, and going it alone without the committed help of a seasoned REALTOR® can put you at a serious disadvantage.

1

Getting Pre-Approved

Before looking for your next home take the time to get pre-qualified by the bank or mortgage broker you choose. This can save you hours of searching for homes in the wrong price range or worse, purchasing a home and then finding out you don't qualify for financing.

2

Look for a Property

Once you figure out what you can afford to pay for a house and obtain a pre-qualified mortgage, you are ready to start your search. There are a variety of sources you can use to find the home that is right for you.

3

Prepare and Negotiate an Offer

When you have found a home you are interested in buying, your RE/MAX Sales Associate will walk you through the process of drafting an offer to purchase. Your sales associate will communicate the offer to the seller or the seller's real estate agent for you.

4

Remove Subjects

An offer can be drafted with or without conditions; an offer without conditions is known as a firm or subject-free offer and one with conditions is known as a conditional offer. A conditional offer protects one party with the placement of certain conditions on the purchase. Some of these conditions could be "subject to financing approval", "subject to the strata council allowing pets", "subject to the buyer's house selling", "subject to an approved home inspection", among many others.

5

Prepare for Closing and Moving

To help alleviate the stress of buying it is important to understand the closing process step by step.

6

Move In

Moving into a new home is an exciting time but it can also be stressful. Don't despair. Whether you're doing it yourself, asking friends for a little help or hiring professionals, use the moving guide in this package to help get you through it.

7

Select a REALTOR®

My Commitment to you

Choosing to work with a specific REALTOR® is a win win situation. A Buyers Agent is normally only paid once their client has purchased a home. Knowing that their client will buy through them, their agent will work very hard for them, pre-viewing new listings with them in mind, advising them of hot new properties that match their needs, twisting arms and calling in favours to get them into new listings first, and using all of the resources available to them to get their clients the home they want.

The search for a new home can sometimes takes months or longer, and going it alone without the committed help of a seasoned REALTOR® can put you at a serious disadvantage.

As YOUR agent, I will:

Keep your needs at the front of my mind when pre-viewing new properties and advise you immediately if I see something that matches your requirements so we can be among the first to view it.

Use the technology investments I have made to your advantage by inputting your requirements into my system. Any new listing that matches will be emailed to you immediately so that you never have to worry about missing a hot new listing.

Show you ALL available properties, including those offered by discount brokerage firms, "For Sale by Owner", even expired listings and homes not on the market.

Use my negotiating skills to get you the best price possible on the property that you have chosen, and ensure that the whole transaction goes smoothly.

Put you in touch with the services and experts you will need to complete the transaction, including Lawyers, home inspectors, renovators, Mortgage Brokers, etc.

Handle all of the details to ensure a smooth transaction, from beginning to end.

Guarantee your satisfaction with my services.

The Seller has their own agent representing their best interests; shouldn't you have an expert on your side?

Your Commitment to Me

When working with clients to help find their new home, REALTORS® expend a great deal of effort and expense towards the goal of getting them in their new home. Most REALTORS® only get paid once their clients have found and purchased a home.

It is only fair that in exchange for my commitment to my clients, my clients commit to being represented in the purchase of their new home only by me.

As MY client, I need your commitment that you will:

- Make any offer to purchase property within my service area only through me
- Keep me advised of any changes to your housing needs so that I can better serve you
- Advise me if there are any properties that interest you that have not been brought to your attention
- Inform other agents you may have contact with that you are working exclusively with me
- Allow me to negotiate my required fee with the seller if the property you are interested in does not offer a sufficient co-operating agent's fee or is a "For Sale by Owner" property
- Advise me if you feel I am not serving your needs so that I may rectify the situation

Sibo Zhang Biography



“ The real estate market can be overwhelming. My experience, knowledge, and expertise can serve you well in navigating through the market and will lead you to choose the option best suited to your needs. ”

Sibo has eight years real estate experience and is a member of one of the most productive RE/MAX offices in B.C.'s Lower Mainland. He chose RE/MAX, which conducts one out of three real estate transactions in Canada, for its larger inventory and faster access to clients, and to be able to draw upon the depth of experience of his team. Sibozhang brings his formal business education along with banking and mortgage experience, as well as fluency in Mandarin and Cantonese to round out his professional competence. His personal mission is to assist his valued clients in making one of the most important investment decisions of their lives.

Sibozhang and his wife Cindy are extremely happy about their exciting new life in Surrey, B.C., where they have lived for the past ten years, having relocated from Beijing, China. With two lovely young sons, their community life is full of an ever-expanding circle of friends who enjoy raising their families in wholesome and safe neighbourhoods. These are the residential areas where Sibozhang is dedicated to helping others find a place to call home. As a volunteer basketball coach with the YMCA sports league, Sibozhang enjoys taking time to be an active contributor to the community he is proud to live in. His friends, neighbours and colleagues are always keen to recommend Sibozhang for his honesty, integrity, reliability and his genuine friendliness in all his relationships.



Get Pre-Approved

Why Use a Mortgage Professional

There are generally two ways to get a mortgage in Canada: From a bank, or from a licensed mortgage professional.

While a bank only offers the products from their particular institution, licensed mortgage professionals send millions of dollars in mortgage business each year to Canada's largest banks, credit unions, and trust companies ... offering their clients more choice, and access to hundreds of mortgage products!

As a result, clients benefit from the trust, confidence, and security of knowing they are getting the best mortgage for their needs.

Mortgage professionals work for you, and not the banks; therefore, they work in your best interest. From the first consultation to the signing of your mortgage, their services are free.

A fee is charged only for the most challenging credit solutions, and it's especially under those circumstances that a mortgage professional can do for you what your bank cannot.

Whether you're purchasing a home for the first time, taking out equity from your home for investment or pleasure, or your current mortgage is simply up for renewal, it's important that you are making an educated buying decision with professional unbiased advice.



At Dominion Lending Centres, we understand that purchasing a home is one of life's most exciting endeavours, and is also a very comprehensive one.

Canada's largest banks, credit unions, trust companies, and financial intuitions have teamed up with Dominion Lending Centres to offer you rates, products, and services that are only available through our mortgage professionals. For example, the Dominion Lending Centres mortgage product line has an array of home financing solutions that are only available to our mortgage professionals and their clients.

Through a proprietary low interest rate mortgage product line coupled with member training, technology, and a leading edge company, our mortgage professionals are the best equipped to serve you in fulfilling your homeownership dreams!



Tel: 604.834.8276

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1428 West 7th Avenue

Vancouver, BC V6H 1C1

Look for a Property

Search Process

Once you figure out what you can afford to pay for a house and obtain a pre-qualified mortgage, you are ready to start your search. There are a variety of sources you can use to find the home that is right for you:

Begin on the Internet. With just a few clicks of the mouse, home buyers can search through hundreds of online listings, view virtual tours, and sort through dozens of photographs.

Check out my real estate website for information and pictures of a wide range of properties. This site allows you to narrow your search by location, price, number of bedrooms and other features.



The amount of information available online is large and growing. Refine your property search to specific features you want. Are you looking for a lake view? Pet friendly condo? Three car garage? When you physically view homes you have selected, it's just a validation process.

Take advantage of property match services provided FREE to my valued clients. Email alerts will keep you abreast of the newest listings and eliminate the need to manually check the Web again and again for updates.

These can also be sent to your Blackberry, iPhone, Android, cell phone or other device. RE/MAX market reports, how-tos and other information can give you the foundation for an informed online home search.

Newspapers and real estate magazines. Check the new homes section in daily newspapers or look for real estate magazines available at newsstands, convenience stores and other outlets. These free publications feature pictures and brief descriptions of a variety of homes.

Visit open houses and new home developments. You will learn a lot by getting out and seeing what is on the market. Remember, when you visit Open Houses without your agent it is a courtesy to let the agent hosting the Open House know that you are already working with an agent.

Most importantly, work with an experienced RE/MAX agent like myself. For most buyers, a real estate agent is key to finding the right home.

Prepare and Negotiate an Offer

How to Make an Offer

When you have found a home you are interested in buying, I will walk you through the process of drafting an offer to purchase. I will communicate the offer to the seller or the seller's real estate agent for you. Some properties are in demand and you will not be the only interested party making an offer. I will assist you in generating an offer that is reasonable and protects your interests using specified terms and conditions.

An offer can be drafted with or without conditions; an offer without conditions is known as a firm or subject-free offer and one with conditions is known as a conditional offer. A conditional offer protects one party with the placement of certain conditions on the purchase. Some of these conditions could be "subject to financing

approval", "subject to the strata council allowing pets", "subject to the buyer's house selling", "subject to an approved home inspection", among many others.

The seller may accept your initial offer, reject your offer or present a counter-offer. The counter-offer may differ from your original offer in respect to price, conditions, the closing date or any other items. Offers can be countered back and forth between the parties until one of you accepts or rejects, ending the negotiations.

There are many components of an offer that you should be aware of and understand. I will answer your questions and explain the entire process to you so that you are comfortable with the steps involved.

Terms

An offer includes certain "terms", which specify the total price offered and how the financing will be arranged, such as if you will arrange your own with a financial institution or mortgage broker or if you wish to take over the seller's mortgage (assumability).

Inclusions and Exclusions

These are specifications within the offer that detail the items to be included or excluded from the purchase of the property. Typical inclusions are appliances, window coverings, fixtures and decorative pieces.

Deposit

A deposit is provided from the buyer to the seller as a token of the buyer's assurance and intention to buy the property involved. The deposit is applied against the purchase price of the home once the sale has closed. Your RE/MAX Sales Associate can assist you in proposing a certain and appropriate amount for the deposit.

Conditions or "Subjects"

Items that are usually put in place to protect a party's interests upon selling or buying the property and refer to things that must occur or be in place before the sale closes.

Closing Date

This is usually the date that the legal ownership of the property transfers from the seller to the buyer.

Possession and Adjustment Dates

When the buyer takes possession as specified in contract of purchase sale and adjustments are made for pre-paid taxes, maintenance fees, etc. They are usually the same date.

Purchase Price

This is the amount that the buyer is offering to pay for the property. The price is usually dependent on market conditions and may differ from the seller's current asking price. There is no "normal" amount or percentage that a price will differ from its asking price, as the final price will be determined by many factors including the seller's motivation and how close the asking price is to actual "market value".

5

Remove Subjects

Acceptance of the sales contract can be made contingent on (that is, dependent on or subject to) certain circumstances. As a first-time homebuyer, you should probably stipulate that the house passes any inspections you want performed and that financing is approved. I will advise you on what contingencies you should write into your offer, based on the type of property and your particular situation. Once you are satisfied and wish to commit to purchasing the home, I will prepare a subject removal document for you to sign.

Prepare for Closing and Moving

Completing your Purchase

To help alleviate the stress of buying it is important to understand the closing process step by step:

- Step 1** – Retain the services of a lawyer or notary. You should retain your lawyer or notary as soon as you have an accepted Contract of Purchase and Sale and have removed all subjects. Ask your professional advisors for a referral.
- Step 2** – Your lawyer or notary will need to gather information from you including how you wish to hold title to the property if you are buying with your spouse or partner. Don't hesitate to contact your lawyer or notary if you have not heard from them at least 3 – 4 weeks before the closing. Most couples hold title as “joint tenants” which conceptually means that the couple jointly owns a 100% as opposed to “tenants-in-common” which means that the couple each owns 50%.
- Step 3** – Your lawyer or notary conducts a title search and obtains tax information and any additional information necessary to prepare Statement of Adjustments. If you are registering a mortgage your lawyer or notary will need to obtain an insurance binder with “loss payable” to your lender.
- Step 4** – Your lawyer or notary prepares closing documents including title transfer, mortgage, property transfer tax forms and Statement of Adjustments. Your lawyer or notary will forward the seller's closing documents to the seller's lawyer or notary for execution.
- Step 5** – 1 to 3 days before closing is when you usually meet with your lawyer or notary to sign documents and deliver the balance of the down payment or equity. The balance of funds will need to be paid to your lawyer or notary by certified cheque, bank draft or inter-bank transfer. If your funds are invested ensure that they will be available for deposit in advance of closing.
- Step 6** – Your lawyer or notary will register the transfer and mortgage documents, arrange for the seller's lawyer or notary to pick up funds and notify you that the purchase has completed.
- Step 7** – Normally you receive the house keys directly from your REALTOR® on the Possession Date as set out in the Contract of Purchase and Sale.
- Step 8** – Move in and enjoy your new home!



As soon as possible

- Start early. Investigate and research moving companies and/or truck rental companies.
- Hire a moving company or if you're doing it yourself, reserve a moving truck. Be sure to get written confirmation of all your costs and details of your move for your records.

Two Months Before Moving Day:

- Go through your home and determine what you want to keep and what to throw out or donate.
- Make a list of items in your home that need extra attention while moving or special packing instructions.
- If you have children and you are moving to a new school district, start arranging the school and daycare transferring process.
- Order boxes and moving supplies required for your move.

One Month Before Moving Day

- Time to start packing! To make it easier, begin with the items in your home you do not use regularly. Be sure to clearly label or number your boxes to make the unpacking easier.
- As you pack, make note of items of significant value. Depending on your insurance agreement with your moving company, you will need to declare items of value in case items are lost or damaged.
- At your local postal office, fill out a change of address form with your new address.
- Inform the following companies and institutions about your new address: Banks, cable, internet and phone, insurance companies, utility companies, credit card companies, doctor and dentists, any subscriptions you may have.

Two Weeks Before Moving Day

- Confirm your reservations with your movers or truck rental company.
- If required, cancel or transfer your newspaper delivery service.

One Week Before Moving Day

- Most of your packing should be done one week prior to moving day.
- Set aside the items of importance you wish to transport to your new home yourself.

A Few Days Before Moving Day

- Re-confirm arrival time of your moving truck. If moving yourself, re-confirm your reservations with the truck rental company.
- Prepare a detailed map and directions for your movers including a cell phone number you can be reached at on moving day.
- Pack a travel bag with the items your family may need on moving day such as tooth brushes, change of clothing, medications, hair brushes, soap, toilet paper, etc.
- If you are moving yourself, start dismantling beds and other large furniture.

Moving Day

- Make a note of all utility metre readings (new and old home).
- It's important to be present when the truck is being loaded and unloaded just in case your movers have questions.
- Before the movers leave, check your belongings for any damaged items.

Important Considerations

Don't get caught up in the following:

Compromise and prioritizing are necessary elements in home purchasing.

What are must haves and what can be compromised?

Always do your research and shop around. Do NOT get emotionally attached.

Don't write an unrealistic offer or you will simply be helping someone else's offer look good.

Offer instead what the property is worth to you.

Always negotiate! No price is ever firm and try to avoid paying full price.

Don't be afraid to write an offer, there is no commitment until you remove subjects.

Don't work with more than one agent. Find one you like and stick with them.

Don't wait for perfect conditions to buy — they don't exist.

When is the best time for you?

The best time to buy is when you have found the right home.

Don't get too many outside opinions, trust your immediate family and do what feels right.

Trust your instinct, if the decision or price are stressful, back away.

Don't wait until you find a home to shop for the best loan. Start up-front.

Getting pre-qualified before you start searching will help immensely.

**Don't be surprised if you get buyers remorse at some time before closing
....most buyers do.**

It's normal and will pass. Big purchases are stressful and you can second guess yourself.

Don't be afraid if you need to back out of the entire situation.

You have never gone too far until subjects are removed.

Cost Guide

What to expect when completing a purchase

Property Transfer Tax

Resale Housing: When a residence is purchased a Property Transfer Tax (PTT) is applied. The tax is calculated at 1% on the first \$200,000 and 2% on the remainder. The First-Time Home Buyers' Program offers an exemption to the PTT if the fair market value of the residence is \$475,000 or less. In all regions there is also a proportional exemption for first-time buyers of homes with a fair market value up to \$25,000 above the thresholds.

New Construction: All buyers (whether first time buyers or not) no longer pay PTT on purchases of NEW homes up to \$750,000 in value; note the buyer must be a Canadian citizen or a permanent resident; there is a partial exemption for homes between \$750,000.00 and \$800,000.00.

Properties over two million dollars: There is now a 3% tax on amounts over \$2,000,000.00. The 3% tax is only paid on the amount over \$2,000,000.00, not the full price.

Property Transfer Tax for Non-Residents: An additional property transfer tax applies to residential property transfers to foreign entities in the Greater Vancouver Regional District. An additional 15% of the fair market value of the foreign entity's proportionate share of a residential property is due upon closing.

Mortgage Insurance and Fees

If you obtain a high-ratio mortgage (a mortgage where you pay less than a 20% down payment) you will have to buy mortgage loan insurance from CMHC or a private company. Depending upon the amount of your down payment, CMHC mortgage insurance premiums, as of May 1, 2014, range between 1.80% and 3.35% for high ratio mortgages. The insurance premium usually gets added to your mortgage.

Appraisal and Survey

Before your lender approves your mortgage, you may be required to have an appraisal done. Sometimes your lender covers the cost otherwise you are responsible for covering the cost. The fee ranges from \$150 to \$350. Survey fee - Your lender may require an up-to-date survey of the property. If the seller did not provide you with one, you will have to pay to have one done.

Home Inspection Fee

Most REALTORS® recommend that you get a home inspection by a certified home inspector. It will cost you from \$350 to \$650 for a smaller house. Large houses may cost more. Your REALTOR® should be able to recommend a good inspector.

Legal fees

Lawyers/Notaries fees for closing the sale range according to the complexity of the deal but they should range from \$600 to \$1500. Disbursements to Land Titles Office - These fees are approximately \$300. Your lawyer/notary will arrange the payment.

Why RE/MAX?

RE/MAX agents are passionate about real estate. With full-time, experienced professionals dedicated to serving you, we offer expertise not found elsewhere. **Choose Wisely. Choose RE/MAX.**



Premier Quality Professionals

RE/MAX professionals lead the industry in terms of experience, education and sales. In Western Canada, they average about 16 years of experience, and across the network, hold a higher number of professional designations than associates of any single competitor.

Premier Brand Name Awareness

The RE/MAX hot air balloon trademark is one of the most widely recognized trademarks in North American business and is now a global brand. No other real estate organization has the level of brand recognition and definition of RE/MAX. The brand draws buyers and sellers and as a result no one in the world sells more real estate than RE/MAX.

Premier Customer Satisfaction

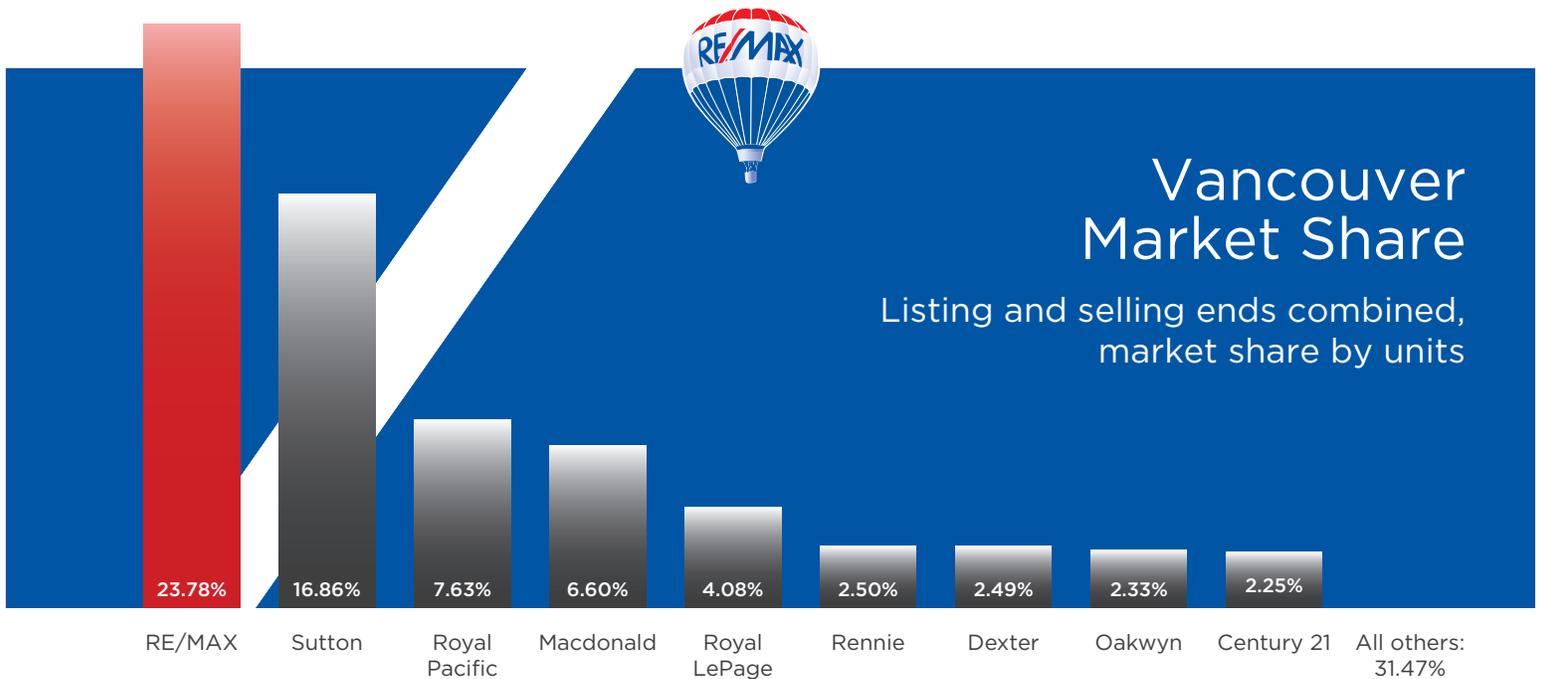
Repeat and referral clients are the lifeblood of the real estate business. Approximately 70% of RE/MAX business comes from repeat and referral clients, a testimonial to the high caliber of service RE/MAX customers have come to expect from their Sales Associates.

A survey completed by RE/MAX found that 95% of RE/MAX customers report overall satisfaction with their RE/MAX Sales Associate, 92% say they will use RE/MAX again and 93% will recommend RE/MAX to others. This is, by far, the highest rating in the real estate business.

Premier Community Citizenship

RE/MAX is a front-runner in terms of giving back to the community, often devoting endless support to countless charities and local causes. The RE/MAX sponsorship of Children's Miracle Network is a great example of RE/MAX community citizenship. Since 1992, RE/MAX has been a major contributor to the Children's Miracle Network; a North American fund-raising organization dedicated to generating funds and awareness programs for the benefit of Children served by its over 170 associated hospitals. RE/MAX across Canada raises over \$4 million annually on behalf of 14 Canadian children's hospital foundations.

2016 Brokerage Performance



Source: IMS Inc. Includes all sales listed in the databases of the REBGV in 2016

All information is believed to be accurate but is not guaranteed and should be independently verified. No warranties or representations are made of any kind



Source: IMS Inc. Includes all sales listed in the databases of the REBGV in 2016. Region: Chilliwack, Fraser Valley & Greater Vancouver

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2017 RE/MAX VS. THE INDUSTRY CANADA



RE/MAX® is the most recognized brand in **Canada**¹. And with more countries and territories worldwide, RE/MAX agents serve homebuyers and sellers closer to home.

NATIONAL, FULL-SERVICE BROKERAGE BRANDS

	FIRST BRAND THOUGHT OF BY BUYERS, SELLERS ¹	AGENTS CANADA	AGENTS WORLDWIDE	OFFICES WORLDWIDE	COUNTRIES & TERRITORIES
	46.5%	20,672	111,915	7,343	100+
	8.4%	17,000+	17,000+	600+	1
	5.7%	9,084	110,800	7,300	77
	1.9%	7,787	7,787	200+	1
	1.4%	677	23,000	590	2
	0.7%	2,531	88,400	3,000	49
	0.4%	9,060	10,000+	175+	2
	0.2%	520	20,300	850	66
	0.2%	1,200	6,500	500	11
	0.1%	2,950	154,000	800	16

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