



Buyers Services Package



Testimonials



"Sibo Zhang is the most experience, professional, has outstanding negotiation skills, property knowledge and contact expectation were all outstanding when he sold my condo. I will gladly recommend him without any hesitation to all my friends and looking forward for his services again soon."

Emmanuel Onyango

"Sibo was extremely courteous, prompt, professional in all interactions over the course of the sale of our father's condominium. Early in the process he presented us with comparable properties so we had reasonable expectations of an eventual selling price. His guidance in planning a selling strategy proved to be very effective in the current market environment and garnered several competing offers and a very satisfactory sale price. We would thoroughly recommend Sib0 as a very principled and knowledgeable REALTOR® and rest assured that you will be in good hands"

Ron Tuckey and Kathleen Copeland

"Working with Sib0 has be a complete pleasure and his attention to detail, professional service and his help to me by just taking care of things due to distance has been amazing!!"

Tomas Vasquez

"Sib0 was referred to us via friend (one of the best venues for recommendations) as we were initially seeking an appraisal on our home. Sib0 arrived precisely at the appointed time and we were immediately at ease with his friendly personality. As well, we could not believe how well prepared he was. He took the time to research fully beforehand and really listened and understood about our home and the community in which we live. This culminated in an appropriate presentation. Very impressive. We would not hesitate to recommend Sib0 for services in selling your home."

Mrs. and Mr. Major

"We recently had the pleasure of working with Sib0 Zhang who helped facilitate the sale of our condo in Richmond. We would like to acknowledge a job well done. We found Sib0 to be very a very conscientious and professional REALTOR® with the utmost integrity. He helped guide us through the process involved in selling a property and always answered our telephone calls and emails very promptly. We were very impressed with all the effort that went into the listing and marketing of our condo resulting in a quick sale. We would certainly recommend Sib0 Zhang to anyone in need of an honest, efficient and hardworking REALTOR®."

Mrs. and Mr. Son



Sibo Zhang Biography



Sibo has 11 years real estate experience and is a member of fast growing EXP Realty in B.C.'s Lower Mainland. He chose EXP, for its transparency and innovation 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. In 2017 and 2018 he qualified for the Medallion Club (top 10 % of REALTORS® at the Real Estate Board of Greater Vancouver). His personal mission is to assist his valued clients in making one of the most important investment decisions of their lives. As a testament to his dedication, Sibozhang receives many referrals from friends and past clients.

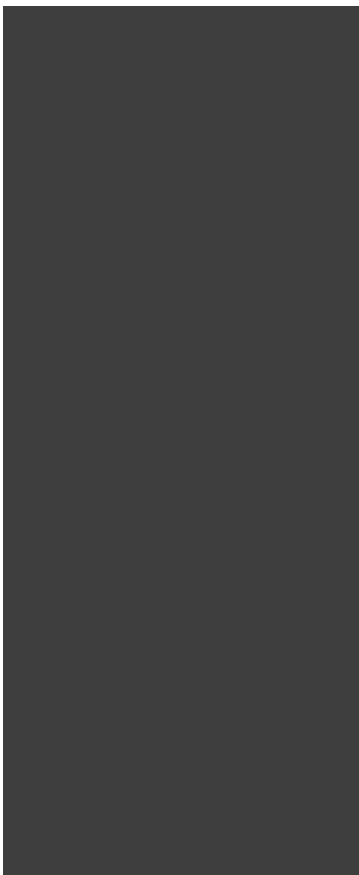
Sibozhang and his wife and two sons are extremely happy about their exciting life in Surrey, B.C., where they have lived for the past 13 years, having relocated from Beijing, China. With two lovely young sons, their community life is full of an ever-expanding circle of friends who enjoy raising their 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.



“ 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. ”



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



7 Steps to Purchasing

7 Steps to Purchasing

STEP 1:
PRE-APPROVAL

STEP 2:
TOOLS & PROGRAMS

STEP 3:
VIEWING HOMES & WHAT TO EXPECT

STEP 4:
WRITING AN OFFER

STEP 5:
ACCEPTED OFFER

STEP 6:
SUBJECT REMOVAL

STEP 7:
MOVING PREPARATION

Know Your Budget | Obtain Pre-Approval Letter From Your Lender

One of the very first steps of purchasing a home or investment property includes meeting with a trusted Mortgage Broker or Bank and obtaining a pre-approval. Having a pre-approval will give you a good idea of what your monthly obligation would look like.

Make sure you can budget with the allotted amount you're given. Just because you're given an X amount of dollars doesn't mean you're comfortable with those monthly payments. It's important to take into consideration your lifestyle, the things you enjoy, and are you going to have the money to do that with your new mortgage payments. Having a pre-approval done also gives us a great advantage when it comes time to putting an offer in on a house and your REALTOR® negotiating price.

Mortgage Broker VS Bank

A mortgage broker has the ability to apply for a mortgage to multiple lenders. A bank can only apply for a mortgage with the bank they are associated with.



TOOLS & PROGRAMS

liveincentralcity.ca | Private Client Search

The next step towards finding your new home is being connected with the right tools and people to help you get the most out of your search.

After speaking with us, we will set you up on our user friendly website www.liveincentralcity.ca that is accessible 24/7 and updates new properties daily to make sure you don't miss out on the market's newest listings.

The private client search is set according to your every need and want in a home. For examples, if you want a home with three bedrooms and a double garage, you will only be sent homes that have the criteria you are looking for. Savings you endless hours of searching the internet.



How to choose the right Agent

Common mistakes in choosing an Agent

1. Dealing with starters or casual REALTORS®: e.g. new to the business, no sales record; no online presence – no website, no social media.
2. Dealing with outdated REALTORS®: e.g. outdated rewards and achievements, outdated sales records.
3. Dealing with a big team: e.g. no systematic approach, no team leader who will deliver the promised services, and no personal approach.

Sibo's advantage

1. EXP Global brand.
2. Sibos is recognized as a Medallion Club member (top 10 % of REALTORS® at the Real Estate Board of Greater Vancouver) in 2017 and 2018.
3. Language skills – fluent in English, Mandarin and Cantonese.

VIEWING HOMES & WHAT TO EXPECT

Working With An Agent | Viewing A Home

You're pre-approved with your Mortgage Broker or bank, have been successfully connected with our website for what might be your next home.

What's next?

The home viewing process. This is definitely the most exciting part of purchasing a home and gives you the chance to view the home in person and see if it's the right size for you, if it's bright enough, close enough to schools, parks, and transportation.

Your REALTOR® can provide helpful information on homes and neighbourhoods that isn't always easily accessible to the public. Their knowledge of the home buying process, negotiating skills, and familiarity with the area you want to live in can be extremely valuable.

Our job is to protect your interest in the process of buying a home. What this means is, when viewing a home, we might not have conversations you want to hear, but conversations you NEED to hear. If you're viewing a home and the house might have some issues, our job is to uncover those and disclose those to you. Another job of ours is to carefully research what the fair market value is of the home. If there's points in the home that could end up causing a resale issue or even a bonus as far as resale goes, it's important that you know that.



Emotions | Contract of Purchase & Sale | Terms & Conditions

You've found the right home, and you're ready to write an offer. Let's talk about the process and the emotions that may follow. During this time it's normal to feel excited, nervous, scared, and a lot of other emotions you might be facing.

Having a professional available to walk you through this process will help you feel more confident in what might be the largest personal investment of your life.

At this point, we will educate you on what key Terms and conditions to write in your contract. This will include multiple terms, however here are a few key subjects we include:

1. Deposit - How much should you put down
2. Home Inspection – What kind of condition is the home in, is there anything such as plumbing, roofing, insulation or electrical that is concerning?
3. Title Search - The importance of having it reviewed by a lawyer or notary
4. Property Disclosure Statement – The importance of reviewing
5. Financing – Do you need a mortgage or are you paying cash
6. Home Insurance – Protecting yourself and your investments

After writing the contract with your agent, your REALTOR® will present your offer to the Listing Agent and act on your behalf, giving them the opportunity to negotiate and do their best to make sure you're satisfied with your contract and both parties agree with the price, deposit, terms, conditions, completion/ possession dates, etc.



ACCEPTED OFFER

Your Tasks | Costs With Purchasing

Congratulations, you have an accepted offer. Now it's time to work hard at satisfying your conditions (also known as subjects).

Depending on what your contract states, your deposit might be due upon subject removal, or it might be due within 24–72 hours of acceptance depending on what has been agreed upon on the contract.

If your contract is subject to a home inspection, your next step will be scheduling your home inspection with a company who is fully qualified to get the job done right. Scheduling your inspection should be done quite quickly as their schedules tend to fill up quite quickly in Greater Vancouver and Fraser Valley.

While you are ensuring your deposit is made and your inspection is scheduled, we will also be working hard on our end to make sure we have done as much due diligence as we can to make sure that this property is right for you, the last thing we want is unexpected surprises.

1. Proper Zoning Information from the Municipality
2. Charges on Title
3. Strata Documents
4. Building Schemes
5. Floor Plans

Next we want to work on financing and having your mortgage approved. In order to do this, your Mortgage Broker or bank might ask that an appraisal be done. This is a normal procedure and is done quite often as this will tell the bank three things:

1. Does this property meet the bank parameters, is it a safe risk.
2. Making sure they aren't over extending themselves for a property and its condition
3. Is this property worth what you are going to be paying.

If your appraisal is lower than the purchase price you have in place:

If the appraisal comes in lower than the purchase price, it doesn't mean the deal is dead, it just means you will need to come up with the difference as the bank will only lend on the lower of the 2 values.

If your appraisal is higher than the purchase price you have in place:

If the appraisal comes in higher than the purchase price, the bank will lend on the actual purchase price.

COST OF PURCHASING A HOME

Depending on what type of property you're purchasing, there are a few different costs that might come up on or before possession day. Here are a few examples:

REALTOR®

When you are using a REALTOR® to assist you with the purchase of a property, there are NO COST to you as all REALTORS® commissions are paid for by the sellers of the property you are purchasing.

DOWN PAYMENT

Your down payment/deposit varies depending on the purchase price of your home, what mortgage rate you qualify for and whether or not you are a first-time home buyer.

VARIOUS INSPECTIONS

Depending on what type of property you are purchasing and how large the home is, a home inspection and cost anywhere from \$400 to \$900. Some inspectors also charge an additional fee for an older home or a home with a secondary suite. If you are purchasing a home that has a septic field, you will also want to have a septic/well inspection done to ensure everything is in working order, and if it's not, you will want to know what the repairs and as well as the costs that are associated with them.

APPRAISAL

Appraisals are ordered by your mortgage broker or bank and normally cost anywhere between \$300 and \$500. Depending on which company you are using, this fee is sometimes paid for by the bank or broker.

MORTGAGE APPLICATION

Some mortgage brokers and banks may charge a mortgage application fee. This cost will vary depending on the company.

PROPERTY TRANSFER TAX

Home buyers in BC are required to pay a property transfer tax whenever they purchase a property. This is paid for when your home registers upon completion.

The property transfer tax rate is:

- 1% on the first \$200,000
- 2% on the portion of the fair market value greater than \$200,000 and up to and including \$2,000,000,
- 3% on the portion of the fair market value greater than \$2,000,000, and
- If the property is residential, a further 2% on the portion of the fair market value greater than \$3,000,000 (effective February 21, 2018).

LAND SURVEY FEES

Lenders may require a survey of the property. This fee ranges and is roughly \$500.

LAWYER/NOTARY FEES

In order to register a property and transfer the Title from the previous owners name from one person to another, this has to be done by a lawyer or notary and is paid for closer to your completion day.

LAWYERS VS NOTARIES: WHAT IS THE DIFFERENCE?

Notaries do not represent clients in court and don't get involved with litigations. Notaries provide legal advice and services for will preparations, affidavits and notarizing documents. They do not require a law degree.

Lawyers can represent their clients with all legal matters inside and outside of the court room and they are required to have a law degree.

First time home buyers may be exempt from paying property transfer tax if they meet the following terms.

To qualify for a full exemption, at the time the property is registered you must:

- be a Canadian citizen or permanent resident
- have lived in B.C. for 12 consecutive months immediately before the date you register the property or filed at least two income tax returns as a B.C. resident in the last six years
- have never owned an interest in a principal residence anywhere in the world at any time
- have never received a first time home buyers' exemption or refund

The property must:

- be located in B.C.
- only be used as your principal residence
- have a fair market value of:
 - \$475,000 or less if registered on or before February 21, 2017, or
 - \$500,000 or less if registered on or after February 22, 2017
- be 0.5 hectares (1.24 acres) or smaller

You may qualify for a partial exemption from the tax if the property:

- has a fair market value less than:
 - \$500,000 if registered on or before February 21, 2017, or
 - \$525,000 if registered on or after February 22, 2017
- is larger than 0.5 hectares
- has another building on the property other than the principal residence

LAWYERS VS NOTARIES: WHAT IS THE DIFFERENCE?

...continued

PROPERTY TAXES: If your property is located in a city, town, district or village, it is in a municipality. When you own property in a municipality, you will receive your property tax notice from your municipality. You pay your property taxes to your municipal office annually.

GOODS & SERVICES TAX (GST): The GST on a new build is 5% of the purchase price. A GST rebate equivalent to 36% of the GST paid is available for new homes that are priced under \$350,000 and a partial rebate on new homes priced up to \$450,000. Homes over \$450,000 receive no GST rebate.

HOME INSURANCE: Your home insurance is paid for monthly or yearly and is not added onto your mortgage. The cost will depend on the size of your home, what type of insurance you have selected and if your home is on a strata lot.

CITY FEES: For all properties that are not part of a strata corporation, you will be required to pay the municipality quarterly for your sewer water and garbage.

STRATA FEE: A strata fee is paid monthly whenever you are purchasing a property such as a condo, townhome, duplex, or even a single family home that is part of a strata corporation. Strata is paid monthly and goes toward maintaining the building, the common property, water, garbage recycle, etc. (Note: different strata companies include different items in their fees. It's always important to review what your strata fees include before signing your subject removal.)

PAD FEE: If you are purchasing a modular home (trailer) in a mobile home park, you will be required to pay a monthly pad fee. This fee is similar to a strata fee in the sense you are paying for the mobile home park to keep the park updated, roads clean, trees maintained, etc.

LOCKS: After purchasing a new home, you should always have the doors re-keyed. This cost will depend on whether the locks are standard or electric.

MOVING COMPANY: If you plan on hiring a moving company, their fees will depend on the distance you are moving and whether or not you would like assistance with packing. Each company typically sets their own prices.

SUBJECT REMOVAL

When you've reviewed the Title Search, Title Charges, Property Disclosure Statement, gotten your financing approved and have been approved for insurance and you are satisfied with all terms, you will need to have the conditions that you wrote as subjects in your accepted offer removed. This process lets the sellers, your mortgage broker, insurance agent, and all other parties involved know that your accepted offer is now firm and your contract will be legally binding. If there is anything that needs to be renegotiated, it will be done at this time.

After removing all of your subjects, it's time to choose a qualified lawyer or notary to assist you at completion. We will ensure your file is sent to your lawyer/notary, however it's a good idea for you to give them a call to let them know you would like to use their office. This way they can provide you with an estimated cost, and set up an appointment time for you to come in and sign your papers.



MOVING PREPARATION

CANADA POST: Now is a good time to let Canada Post know when you would like your mail forwarded. If your new property has a mailbox, you can also request a new mail key and schedule a postman to put a new lock on for your possession day.

BC HYDRO/FORTIS BC: These services can be prescheduled so you BC Hydro and Fortis know when to turn your services on and when to start your billing date. BC Hydro sometimes requires a security deposit before turning on your hydro.

SHAW/TELUS: Calling and scheduling Shaw or Telus to come to your home and set up your phone, cable and internet the same week you move in to ensure you aren't waiting weeks for their services.

MOVING COMPANY: If you would like a moving company to assist you with your move, it's recommended to book your move-in day 1–2 months beforehand as movers book up quickly on weekends and at the beginning and end of the months.



Moving Checklist

Utilities

- ☐ Electricity
- ☐ Water
- ☐ Gas
- ☐ Telephone
- ☐ Cell Phone
- ☐ Internet
- ☐ Cable

Government

- ☐ CRA
- ☐ Post Office
- ☐ Schools
- ☐ Driver's Licence
- ☐ Library

Professional Services

- ☐ Accountant
- ☐ Doctor
- ☐ Dentist
- ☐ Eye Doctor
- ☐ Lawyer
- ☐ Bank

Insurance Companies

- ☐ Auto Insurance
- ☐ Life Insurance
- ☐ Home Insurance

Miscellaneous

- ☐ Business Associates
- ☐ Drugstore
- ☐ Dry Cleaner
- ☐ Hair Stylist
- ☐ Alarm System
- ☐ Storage
- ☐ Veterinary Clinic
- ☐ Pet Microchip / Tattoo
- ☐ Health & Fitness
- ☐ Department Stores

Subscriptions

- ☐ Magazines
- ☐ Newspapers
- ☐ Monthly Boxes

Loyalty & Committment

Our Referral Program:

If you have enjoyed working with us and know of a friend or family member who might be interested in selling or purchasing a property in the near future, we have a fantastic referral program.

#1 SEND US A CLIENT

Give us a call, text or email anytime with the name and phone number of the person you know who is looking to purchase a home. You can also give them our information if they would prefer to give us a call.


#2 CALLING THE CLIENT

After receiving their information we will give them a call right away to review their current situation, and start helping them as soon as they are ready.

#3 WE PAY YOU

To say thank you for referring a friend or family member to our team, we will give you a \$100 referral after talking to them and \$200 referral when their purchase or sale has complete.

[illegible]



Sibo Zhang

Personal Real Estate Corporation

cell: 604.779.7992

zhangsibo@hotmail.com

www.liveincentrality.ca

exp
REALTY