



YOUR PERSONAL GUIDE TO  
**BUYING YOUR HOME**



## MEET AMY BROWN

Amy Brown is an award-winning Realtor for Royal LePage Sterling, primarily serving the Tri-Cities community, where she was born and raised. Amy first became interested in real estate at the young age of 16 while observing her parents prioritize financial security by investing in multiple rental properties. This curiosity grew into a deeper desire to help others reach their real estate goals and is ultimately what lead her to become a Realtor.

Only wanting to learn from the best and most successful in the business, Amy has experienced both the privilege and the pressure of mentoring under award-winning agents in the Phil Haig Team and then later under renowned luxury Realtor, Don Butt. The most important lesson learned; It's not about luck; it is about doing the work. *To be above average, you have to be willing to go beyond what the average Realtor does to achieve average results.*

Amy found her first clients by door knocking. Her model hasn't changed because it is this same hustle and "pound the pavement" attitude that is the foundation for her consistent success. It is the reason why even through a global pandemic, 2020 has been one of Amy's most successful years in real estate to date. In Amy's first year as a solo agent, she was awarded RE/MAX Sabre's "Rookie of the Year." In subsequent years, Amy has continued to grow her business to mostly referral based and is now ranking in the top 10% of Realtors of over 14,000 Realtors in Greater Vancouver.



*"WHEN YOU DO WHAT YOU LOVE, DOING THE WORK DOESN'T FEEL LIKE WORK. There is no better feeling than being able to hand over the keys to a first-time home buyer or to help move a growing family up in the market. I love my clients, and I am forever grateful for the trust they continually place in me as their agent!"* – **Amy Brown**



# SHOULD I BUY OR SELL FIRST?

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The question asked by nearly every home seller. *The answer depends on your risk tolerance level and personal circumstances.*

A buyer needs to carefully review the following scenarios to decide what might be right for you.

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## SCENARIO 01 You are in a seller's market.

# 01

Typically you want to start with the transaction that will take the most amount of time. This means, if you are in a seller's market you would want to buy first since finding the right home to purchase will likely take more time than it will to sell.

**Answer: Buy first.**

## SCENARIO 02 You are in a buyer's market.

# 02

On the flip side, if you are in a buyer's market you will usually sell first and then buy.

**Answer: Sell first.**

## SCENARIO 03 You are able to write a subject-to-sale offer.

# 03

A subject to sale offer is the best of both worlds, it allows you to purchase a home on the condition that you are able to sell your own. Not all sellers will accept a subject to sale offer, but in a buyer's market they are more likely to do so.

**Answer: Buy & sell at the same time.**

## SCENARIO 04 You can afford to own two properties at the same time.

# 04

If you can afford to pay the mortgage on two properties temporarily, you eliminate some of the risk involved in purchasing before you sell.

**Answer: Buy first.**

## SCENARIO 05 You have some place you could live in the interim.

# 05

Whether you sell or buy first there is a small risk that the possession dates on both properties may not line up. Have a backup plan for a place to stay while waiting to move into your new house.

**Answer: Sell first.**



# THE BUYING PROCESS

The buying process can be a bumpy road to travel. I will be an invaluable source of knowledge, contacts and advice, helping you turn the process of buying a piece of property, into a successful search for a home that's right for you.



Help me to thoroughly understand your needs, then enter into an agency relationship:

- Sign Multiple Listing Contract
- Schedule A
- Data Input Form
- Property Disclosure
- Disclosure of Representation in Trading Services
- FINTRAC Form

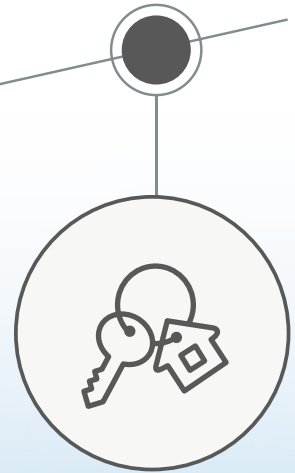
Once you've established financial qualification and deposit requirements we will tour and view properties that fit your criteria, until you find your home.

So you've found your dream home! What is next? I will assist you with deciding on key elements of your offer: Price, Deposit Amount Dates and Subject Clauses/Conditions.

I will prepare your written Contract of Purchase and Sale, and then present and negotiate your offer to purchase on your behalf.



## STEP 8



### POSSESSION

Receive keys to your new home! Time to start unpacking!

## STEP 7



### COMPLETION

Money and Title of Property are exchanged on your behalf.

## STEP 6



### REMOVE SUBJECTS

An exciting day! Submit deposit and select a Lawyer/Notary to complete the closing documentation.

Arrange movers, transfer utilities, insurance, forward mail, etc.

Visit Lawyer/Notary to sign closing documentation.

## STEP 5



### DUE DILIGENCE

- Inspection
- Title Search
- Property Disclosure
- Environmental
- Home/Fire Insurance

#### REVIEW STRATA DOCUMENTS

- Form B
- Strata Minutes / By-laws
- Financial Statements
- Engineering Reports
- Registered Strata Plan
- Depreciation Reports

  
**Amy Brown**  
REAL ESTATE PROFESSIONAL.



# DETERMINING AN ACCURATE PRICE RANGE

Buying a home is an investment in your future, but it should not hold you back from doing other things that are important to you. Speak to a mortgage specialist or your bank to figure out what you can afford, before you start looking for your dream home.



## PROPERTY TRANSFER TAX

Unless you qualify for the First Time Home Buyers Program (see below), you will be required to pay Property Transfer Tax at the completion of your purchase.

### How Property Transfer Tax is calculated:

First \$200,000	1.0%
\$200,001 to \$2,000,000	2.0%
\$2,000,001 to \$3,000,000	3.0%
Over \$3,000,000	5.0%

### Under the First Time Home Buyers Program you will be EXEMPT from paying transfer tax IF:

- You're a Canadian Citizen or Permanent Resident
- You have never owned an interest in a principal residence anywhere in the world
- The property will be your principal residence
- The property is located in BC
- Purchased for less than \$525,000 (non new properties)
- Purchased for less than \$750,000 (new properties)

## DOWN PAYMENT

Depending on the lender and the property type, down payments can vary. A general rule of thumb is that for a condo/townhouse or detached house, a minimum down payment of 5% is required, whereas bare land typically requires a down-payment of at least 50%.

The Canadian Mortgage and Housing Corporation (CMHC) requires any buyer to purchase mortgage insurance when the down-payment is less than 20%. Insurance rates can vary from 3.60% - 1.80% depending on your own down-payment amount.

Full insurance costs can be found at:

[www.ratehub.ca/cmhc-mortgage-insurance](http://www.ratehub.ca/cmhc-mortgage-insurance)

## OTHER COSTS TO CONSIDER

- House Inspection: \$300-\$600
- Lawyer Fees: \$1,000-\$1,200
- GST (only for new developments)
- Foreign Ownership Tax
- Annual Property Tax
- Monthly Strata Fees
- Misc Utilities

## SAMPLE MORTGAGE CALCULATION

*Based on 2.0% mortgage interest, 25 year amortization, and no transfer tax exemption.*

### SINGLE DETACHED HOME (not a new development / Canadian resident)

Purchase Price	Down Payment	Mortgage Amt.	CMHC Insurance	Monthly Payment	Transfer Tax
\$1,000,000	\$200,000 (20%)	\$800,000	\$0	\$3,388	\$18,000
\$1,000,000	\$250,000 (25%)	\$750,000	\$0	\$3,176	\$18,000
\$1,000,000	\$300,000 (30%)	\$700,000	\$0	\$2,964	\$18,000

### ATTACHED HOME WITH STRATA (not a new development / Canadian resident)

Purchase Price	Down Payment	Mortgage Amt.	CMHC Insurance	Monthly Payment	Transfer Tax
\$500,000	\$25,000 (5%)	\$425,000	\$19,000	\$2,092	\$8,000
\$500,000	\$50,000 (10%)	\$450,000	\$13,950	\$1,965	\$8,000
\$500,000	\$75,000 (15%)	\$425,000	\$11,900	\$1,850	\$8,000



WHAT  
HAPPY  
PEOPLE  
HAVE  
TO SAY





**The Wang Family**

We came to know Amy as a smiley neighbour in the apartment that we lived in - that we ended up selling with her help! Turns out she was more than a smiley neighbour. When we decided to sell the our apartment we started off with the mentality of just testing the water (it was our first home) but through the process we got to know and appreciate Amy's professionalism - the beautiful staging, photo-shoot and brochure said it all. Bonus that we got our full asking price! She made herself available through emails, calls and texts almost 24/7. She also worked tirelessly in the buying part of the process, went to many showings with us and was able to secure our new home under asking! All in all we were happy with Amy's real estate transaction experiences but were even more appreciative of her dedication to clients no matter the dollar amount! Thank you Amy!



**Jessica Stafford**

I highly recommend Amy as a real estate agent. As a first time home buyer, Amy calmed my nerves and helped guide me every step of the way. She had so much knowledge when it came to looking at condos. She ensured I considered everything I needed to before making the big decision. She was always very responsive to my texts and emails and was fast to set up showings at promising listings. She helped me snag an amazing unit at an unbelievable price, allowing me to buy in a neighbourhood I thought I would be priced out of. On top of all that, she is incredibly friendly and fun to work with - even in the middle of the pandemic. Thank you, Amy!! You've gained a client for life. Can't wait to work together again whenever I'm ready to upsize.



**The Dale Family**

Five stars is cutting it short! Amy should get 10! Amy recently sold our townhouse amidst the Covid crisis. No easy feat. She worked so hard for us and achieved excellent results. We have dealt with Amy before and she has not only become the best Realtor we have had, but also a great friend. She has always been there for any questions we had and went over and above for us. I highly recommend Amy Brown for your Real Estate needs.



**Caitee Williams**

Amy is an absolute superstar! Made the process stress free and simple all while being so much fun to work with. Highly recommend.



**Hamid S.**

Amy was amazing and very helpful with making sure the house was ready for the photos. It was a pleasure working together and am looking forward to the next listing.



**The Lai Family**

Amy Brown is an amazing - very good estate agent. She is fast in action and response. She is quickly arranged times to visit homes we were interested in before we request. She is patient, friendly and knowledgeable. Amy patiently shared her opinions and offered a lot of useful information. It was a wonderful experience working with Amy. We will definitely be more than happy to recommend her to our family and friends!



**The Yoshida Family**

Amy helped us find our beautiful home in 2017. Finding a house was a stressful time for us, but she made sure that the process went as smoothly as possible. She is a charismatic girl with a professional attitude, and she has a strong desire to please the client. I would highly recommend Amy for anyone who is in search of a new home.



# TIPS for Finding Your Dream Home

First, know the market and prepare yourself for what you need to do to compete with other buyers looking for a similar home as you are.

## 1 PREPARE LIKE A PRO

Create a list of “must-have’s” and “nice-to-have’s.”

## 2 KNOW YOUR PRICE RANGE

Get pre-qualified so you can move fast when you need to.

## 3 FIND THE RIGHT REALTOR

Connect with your agent when you are ready to proceed.

## 4 SEARCH ON-THE-GO

Be the first to know about potential listings as they show up on the market.

## 5 MAKE ATTRACTIVE OFFERS

Be creative to help your offers stand from competing offers.







# AMY BROWN

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