



# MLS® systems: more than a marketing service

The public knows the term Multiple Listing Service (MLS) best for generating exposure for homes listed for sale. Housing market information originating from the MLS system has long been recognized as the most reliable and comprehensive data available for those looking to buy or sell a home.

## But what are the MLS systems?

The public website [www.realtor.ca](http://www.realtor.ca) is the most popular and comprehensive real estate listing website in Canada. Each month, over five million unique visitors go to [www.realtor.ca](http://www.realtor.ca) and view more than 131 million pages. But [www.realtor.ca](http://www.realtor.ca) is not an MLS system. It's an advertising vehicle through which Realtors provide the public with access to information about properties listed on MLS systems across Canada.

The idea of a 'multiple listing service' was born from the need to create an infrastructure through which real estate agents could compete and cooperate at the same time. It's variously been called a 'listing exchange', 'cooperative listing service', and today's 'MLS' (a brand which was owned by the Real Estate Board of Greater Vancouver and given to the Canadian Real Estate Association in 1962 for use by the real estate profession across Canada).

The MLS® evolved to become a complex system of rules and regulations (including processes for dealing with complaints and arbitration), professional standards, education and code of ethics – all to provide a framework for how Realtors could cooperate while competing. Thus, listing data may be seen as a by-product of a system developed by Brokers and Realtors over many decades to enable Realtors to work together in the interest of their clients.

For nearly a hundred years, the Real Estate Board of Greater Vancouver has been gathering and sharing data to

help ensure a functioning and effective real estate market.

To participate on the MLS, Realtors must meet professional development requirements and adhere to a code of ethics and rules of cooperation. They must also, among other things, carry Errors and Omissions Insurance and follow an established process for arbitrations.

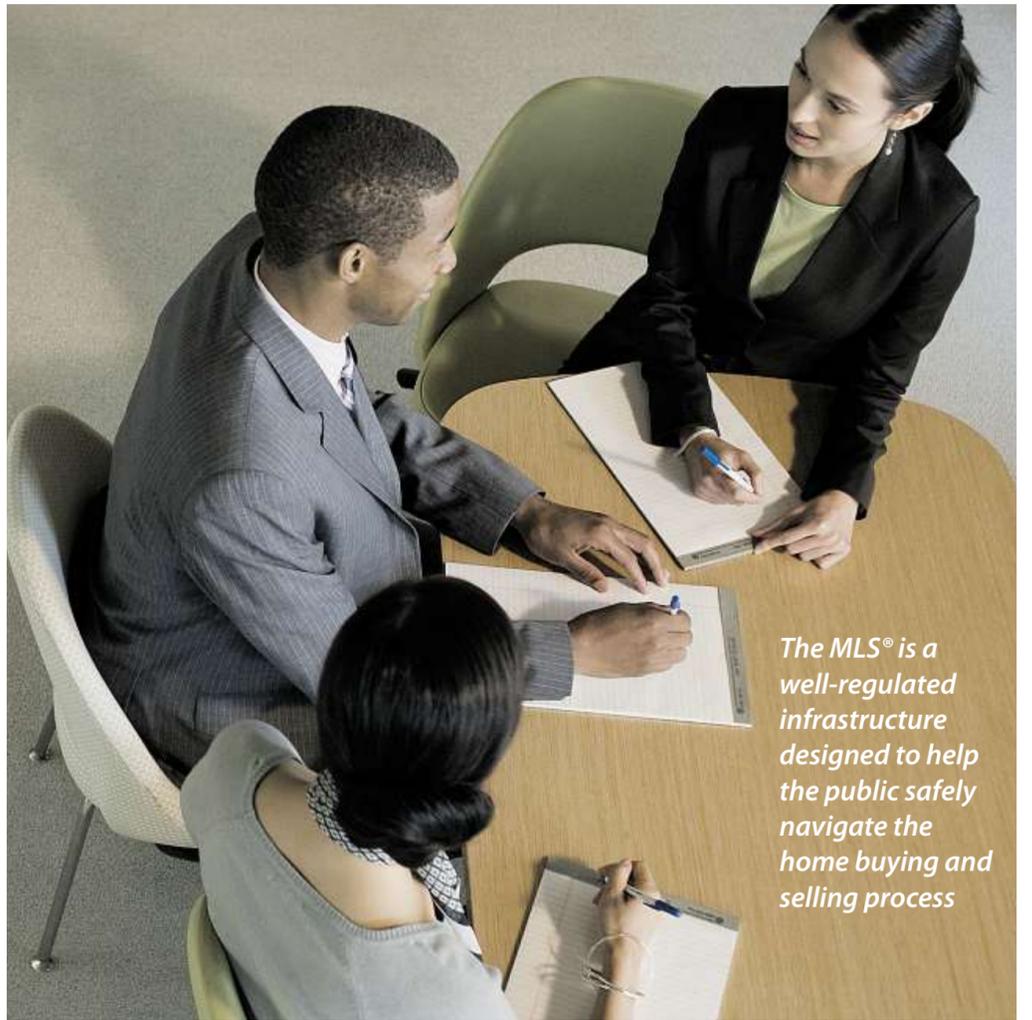
The arbitration process for Realtors is an example of how the MLS framework puts the public first. If there's a dispute about commissions paid or any other issues between Realtors, the process recognizes that the client should get what they want first. Any lingering issues, between the cooperating Realtors, are to be adjudicated afterward.

Many alternate systems and services exist today to market homes for sale. The MLS goes far beyond a listing service. It's a well-regulated infrastructure designed to help the public safely navigate the home buying and selling process.

The value of MLS system data rests in the quality and accuracy of the information. Government, economists, financial institutions, appraisers and others all rely on MLS data. This is because Realtors who submit the listing information, and MLS staff at real estate boards who conduct quality control, are trained and educated in the complexities of real estate.

"Today, MLS data serves as the foundation of our property taxation system by providing reliable information, backed by professional accountability, to government bodies responsible for assessments in our province," says Sandra Wyant, president of the Real Estate Board of Greater Vancouver.

Realtors know how to describe a property accurately and what information must be disclosed in an MLS listing. For instance, if there is a restriction on the use of a property, something called an easement, this



*The MLS® is a well-regulated infrastructure designed to help the public safely navigate the home buying and selling process*

information must appear in the MLS listing.

"Sellers and buyers often decide to work with a Realtor because they want expert guidance through a complex process. For this important transaction, people want to select someone they are comfortable working with and who offers the services they are looking for at a price they can agree on. The MLS system provides consumers a vast range of choices," Wyant says.

The marketing power of the MLS system is another output of this infrastructure.

"Using the MLS gives unmatched exposure to properties for sale," Wyant said. "If you're selling your home, a listing on MLS will be shared with other Realtors for the broadest distribution possible. If you're buying a home, MLS will have the largest pool of homes to choose from."

"Through the MLS system, the Realtor who represents a seller is inviting all other Realtors to offer that home for sale to their buyers. Sellers therefore have all the Realtors in their community seeking buyers for their homes. For buyers, it's a one-stop shopping experience," Wyant said. "By

having Realtors agree to share their inventory with one another, a more efficient marketplace is created."

If the MLS system did not exist, sellers would have to choose an individual real estate brokerage to list their home and only that brokerage would have the information about it and the ability to show and sell it. If the MLS system did not exist, buyers would have to go from Realtor to Realtor to view the listings of each individual brokerage.

(MLS® and Realtor® are registered marks owned and controlled by the Canadian Real Estate Association.)

## Congratulations 2013 Greater Vancouver Medallion Club qualifiers



**JULIE RAMIREZ**  
2013 MEDALLION CLUB ROOKIE OF THE YEAR

Each year the Real Estate Board of Greater Vancouver (REBGV) celebrates the distinguished achievement of its top-producing members on the Multiple Listing Service (MLS) with the Medallion and President's Club Awards.

The 2013 Medallion Club qualifiers are selected from the top 10 per cent of the nearly 11,000 Greater Vancouver REALTORS® participating on the MLS®.

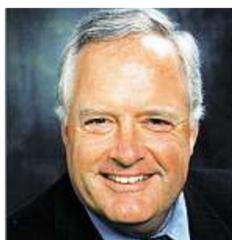
The President's Club qualifiers are selected from the top one per cent of 2013's top-producers. This supplement is a celebration of the 2013 Medallion Club qualifiers and their clients.

The REBGV is proud to also recognize the Life Members of the Medallion Club. These Realtors have successfully achieved Medallion Club status for 20 years. The Realtors pictured here attained Life

Member status for the first time in 2013. We salute their long-time success and remarkable achievements within the real estate profession. Finally, we would like to congratulate this year's Medallion Club Rookie of the Year winner, Julie Ramirez with Keller Williams Elite (Maple Ridge office).



Brenda Cheng



Murphy Costello



Romeo Di Pietra



Antony D. Filippelli



James P. Hampton



Trevor Inglis



Geoff Jarman



Ken Johnston



Austin Kay



Peter Lam



Schumann Li



Gerard Major



Phil Moore



Lynda Terborg



Dodi Thorhaug



Hans W. Wong



# What other costs are involved beyond the price of the home?

Deciding to buy or sell a home is a milestone moment in one's life. It's also likely the largest financial transaction most people will ever be a part of. Given this, it's important to go into this process knowing all of the costs involved in buying or selling a home beyond the asking price of the property. Here's an overview:

## BUYING COSTS

### MORTGAGE COSTS

- Mortgage company's lawyer or notary
- Appraisal, if applicable
- Land title registration fee
- Mortgage loan insurance and application fee - if you get a high-ratio mortgage (where you pay less than a 20 per cent down payment) you will have to buy the mortgage loan insurance from CMHC or a private company. For fee descriptions,

please go to: [www.cmhc-schl.gc.ca/en/co/moloin/moloin\\_005.cfm](http://www.cmhc-schl.gc.ca/en/co/moloin/moloin_005.cfm)

Legal or notary fees and expenses will likely apply to assist with drafting documents and ensuring the title of the home is transferred properly and without incident.

- To obtain a title search for a property costs between \$8 and \$11 depending on the method that you search.
- Land title registration fee is approximately \$75.

To better understand the land title process and system in the province, visit The Land Title and Survey Authority of British Columbia (LTSA) website at [www.ltsa.ca](http://www.ltsa.ca).

### PROPERTY TRANSFER TAX

The Property Transfer Tax (PTT) is charged at a rate of 1% on the first \$200,000 of the fair market value of the property, and 2% on the remainder. For example, if the fair market value of the

property is \$150,000, the tax is 1% of \$150,000 or \$1,500. If the property's fair market value is \$250,000, the tax is 1% of \$200,000 (\$2,000) plus 2% of the remaining \$50,000 (\$1,000) for a total tax of \$3,000.

### PROPERTY TRANSFER TAX EXEMPTION

Qualifying first-time buyers may be exempt from paying the PTT of 1% on the first \$200,000 and 2% of the remainder of the fair market value of a home priced up to \$475,000. There is a proportional exemption for homes priced between \$475,000 and \$500,000.

### PRE-PAID PROPERTY TAXES OR UTILITY BILLS

You will need to reimburse the sellers for any prepayments.

### GOODS AND SERVICES TAX (GST)

When you buy a newly constructed

home, you must pay the 5% GST. You may be eligible for a GST rebate if you buy a new home priced up to \$450,000. The rebate is equal to 36% of the GST paid on the first \$350,000 of the price of the home. There is a proportional rebate for homes priced between \$350,000 and \$450,000.

### BC TRANSITION TAX

The BC Transition Tax is a 2% temporary tax that you must pay if you purchase a new residential home. It applies when:

- ownership and possession take place on or after April 1, 2013 and before April 1, 2015;
- the construction or substantial renovation of the new home was 10% or more complete as of April 1, 2014; and
- the GST in respect of the sale of self-supply becomes payable on or after

April 1, 2013 and before April 1, 2015.

### APPRAISAL FEE

Before your lender approves your mortgage, you may be required to have an appraisal done. Sometimes your lender will cover this cost, if not, you are responsible. The fee ranges from \$150 to \$350.

### HOME INSPECTION FEE

A home inspection is a report on the condition of the home that can alert you to any potential issues such as moisture problems, pyrite, radon gas or urea-formaldehyde. Pricing can vary depending on your area of service.

Pricing is usually based on the square footage of the house. The fee typically ranges between \$500 and \$700, depending on the size and complexity of the inspection. Some inspectors may have surcharges for a crawlspace, basement suite, age of house, mileage, etc.

### HOME INSURANCE

To be safe, make the insurance effective on the earlier of either the completion date or the date that you pay the balance of the funds in trust.

### SURVEY FEE

Your lender may require an up-to-date survey of the property. If the seller does not provide the document, you will have to pay to have one done. The fee typically ranges between \$150 and \$350.

### MAINTENANCE AND UTILITY FEES

There are costs associated with changing account holder names and service addresses for utilities.

There are also costs associated with doing maintenance work on your new home, such as servicing your furnace and cleaning the ducts.

## SELLING COSTS

### COMMISSION FEES

What does it cost to hire a Realtor you may also ask? There is no set commission rate in the real estate profession. Most Realtors are paid after ownership is transferred. Fees are typically paid to the real estate company by the lawyer or notary in the transaction, from the sale proceeds.

Compensation is always agreed to beforehand between you and your Realtor. There is no such thing as an average commission. The commission paid depends on the services provided by your Realtor, which can vary significantly depending on your needs as a client or the business model employed by the Realtor.

### COMMISSION FEES AND THE GST

The 5% GST is applicable on Realtor's commissions and fees, however the 2% BC Transition Tax does not apply to commissions and fees.

### WHEN DOES A COMMISSION BECOME PAYABLE?

The standard Multiple Listing Contract provides that commission is payable on the earlier of the following:

- Completion date under the Contract of Purchase and Sale; or the actual date that the sales completes.

### OTHER SELLING COSTS TO CONSIDER

- Adjustments, may include property tax adjustments
- Final maintenance and utility costs
- Lawyer or notary fees and expenses - attending to execution of documents
- Costs of clearing the title, including:
  - Discharge fees charged by encumbrance holders
  - Pre-payment penalties
  - Insurance - should maintain until the latter of either the date when you receive the proceeds of sale or when you vacate the property
  - Moving fees



# Congratulations To our 2013 Award Winners

## Individual Performance



**Stuart Bonner**  
Company #1 Individual  
#1 Overall Performance  
RE/MAX Chairman's Club  
Medallion Club Life Member  
RE/MAX Hall of Fame Award  
RE/MAX Lifetime Achievement



**Les Twarog**  
Company #3 Individual  
RE/MAX Platinum Club  
Medallion Club - 21 Years  
RE/MAX Hall of Fame Award  
RE/MAX Lifetime Achievement



**Chris Malkin**  
Rookie of the Year  
RE/MAX Executive Club

## Rookie of the Year



**Rob Zwick & Ben Chimes Team**  
#1 for Company Team Performance  
Rob Zwick Personal Real Estate Corporation  
RE/MAX Platinum Club, Medallion Club 5 Years &  
RE/MAX Hall of Fame Award  
Ben Chimes Personal Real Estate Corporation  
RE/MAX Platinum Club, Medallion Club 4 years &  
RE/MAX Hall of Fame Award  
Charles Filer & Kristi Holz - Team Members



**Ben Chimes**  
Personal Real Estate Corporation  
RE/MAX Platinum Club  
Medallion Club Team Member 2013  
Medallion Club 4 Years  
RE/MAX Hall of Fame Award

## Team Performance



**Team Hammer & Watkinson**  
#2 for Company Team Performance  
Mark Hammer - Team Leader  
Bob Brettston - Team Member  
Kathy Watkinson - Team Member  
Phil Watkinson - Team Member  
RE/MAX Platinum Club  
Medallion Club - 14 years (Kathy), 13 years (Mark)  
RE/MAX Hall of Fame Award



**Paul Albrighton**  
Personal Real Estate Corporation  
RE/MAX Platinum Club  
Medallion Club 5 Years



**Nicola Campbell**  
RE/MAX Platinum Club  
Medallion Club 2 Years



**David Chen**  
RE/MAX 100% Club  
Medallion Club Team Leader  
Medallion Club 1 Year



**Ben Chimes**  
Personal Real Estate Corporation  
RE/MAX Platinum Club  
Medallion Club Team Member 2013  
Medallion Club 4 Years  
RE/MAX Hall of Fame Award



**Michael Dowling**  
RE/MAX 100% Club  
Medallion Club 3 Years  
RE/MAX Hall of Fame Award



**Sylvia Fierro**  
Personal Real Estate Corporation  
RE/MAX Platinum Club  
Medallion Club 13 Years  
RE/MAX Lifetime Achievement Award



**Joseph Leong**  
Personal Real Estate Corporation  
RE/MAX Platinum Club  
Medallion Club 6 Years



**Brian MacDougall**  
Personal Real Estate Corporation  
RE/MAX 100% Club  
Medallion Club 1 Year



**Marion Patrick**  
Personal Real Estate Corporation  
RE/MAX Platinum Club  
Medallion Club 12 years  
RE/MAX Hall of Fame Award  
RE/MAX Lifetime Achievement



**Sonja Pedersen**  
RE/MAX 100% Club  
Medallion Club - 9 Years  
RE/MAX Hall of Fame Award



**Peter Raab**  
RE/MAX Platinum Club  
Medallion Club 5 Years  
Medallion Club Team Member



**Michael Rampf**  
Personal Real Estate Corporation  
RE/MAX Platinum Club  
Medallion Club 7 Years  
RE/MAX Hall of Fame Award



**Kevin Redl**  
RE/MAX 100% Club  
Medallion Club Team Member



**Garrett Robinson**  
Personal Real Estate Corporation  
RE/MAX Platinum Club  
Medallion Club 15 years  
RE/MAX Hall of Fame Award  
RE/MAX Lifetime Achievement



**Kyle Roman**  
RE/MAX Executive Club  
Medallion Club Team Member



**Maria Senajova**  
RE/MAX 100% Club  
Medallion Club 1 Year



**Jessica Smith**  
RE/MAX Platinum Club  
Medallion Club 3 Years



**Katayoon Webb**  
RE/MAX 100% Club  
Medallion Club 7 Years  
RE/MAX Hall of Fame Award



**Corey Zach**  
RE/MAX 100% Club  
Medallion Club 2 Years



**Rob Zwick**  
Personal Real Estate Corporation  
RE/MAX Chairman's Club  
Medallion Club 5 Years  
RE/MAX Hall of Fame Award



**Steve Jamieson**  
RE/MAX Western Canada  
Managing Broker of the Year  
Award Recipient 2013

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B.A. (Econ.)  
Diamond Master  
Medallion  
Club Member - 18 Years

A sincere **THANK YOU** to my valued clients and friends for your continued support! A portion of my fee is donated to B.C. Children's Hospital

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# TOP GRANTS and REBATES

for property buyers and owners

## 1 HOME BUYERS' PLAN

Qualifying home buyers can withdraw up to \$25,000 (couples can withdraw up to \$50,000) from their RRSPs for a down payment. Home buyers who have repaid their RRSP may be eligible to use the program a second time.

For more information go to **Canada Revenue Agency** at [www.cra.gc.ca](http://www.cra.gc.ca). Enter 'Home Buyers' Plan' in the search box or call **1.800.959.8287**

## 2 GST REBATE ON NEW HOMES

New home buyers can apply for a rebate for the 5 per cent GST if the purchase price is \$350,000 or less. The rebate is equal to 36 per cent of the GST to a maximum rebate of \$6,300. There is a proportional GST rebate for new homes costing between \$350,000 and \$450,000. At \$450,000 and above the rebate is nil.

For more information call **1.800.959.8287** or go to **Canada Revenue Agency** [www.cra.gc.ca](http://www.cra.gc.ca) and enter 'RC4028' in the search box.

## 3 BC PROPERTY TRANSFER TAX (PTT) FIRST-TIME HOME BUYERS' PROGRAM

Qualifying first-time buyers may be exempt from paying the PTT of 1 per cent on the first \$200,000 and 2 per cent on the remainder of the purchase price of a home priced up to \$475,000. There is a proportional exemption for homes priced up to \$500,000. At \$500,000 and above the rebate is nil.

For more information go to **BC Ministry of Small Business and Revenue** at [www.sbr.gov.bc.ca/business/Property\\_Taxes/Property\\_Transfer\\_Tax/ptt.htm](http://www.sbr.gov.bc.ca/business/Property_Taxes/Property_Transfer_Tax/ptt.htm) or call **250.387.0604**.

## 4 FIRST-TIME HOME BUYERS' TAX CREDIT (HBTC)

This federal non-refundable income tax credit is for qualifying buyers of detached, attached, apartment condominiums, mobile homes or shares in a cooperative housing corporation. The calculation: multiply the lowest personal income tax rate for the year (15 per cent in 2012) x \$5,000. For the 2013 tax year, the maximum credit is \$750.

For more information go to **Canada Revenue Agency** at [www.cra-arc.gc.ca](http://www.cra-arc.gc.ca) or call **1.800.959.8281**.

## 5 BC HOME OWNER GRANT

Reduces property taxes for home owners with an assessed value of up to \$1,100,000. The basic grant gives home owners:

- a maximum reduction of \$570 in property taxes on principal residences in the Capital, Greater Vancouver and Fraser Valley regional districts;
- an additional grant of \$200 to rural homeowners elsewhere in the province;
- an additional grant of \$275 to seniors aged 65+, those who are permanently disabled and war veterans of certain wars.

For more information go to **BC Ministry of Small Business and Revenue** at [www.rev.gov.bc.ca/hog](http://www.rev.gov.bc.ca/hog) or contact your municipal tax office.

## 6 BC PROPERTY TAX DEFERMENT PROGRAMS

**Property Tax Deferment Program for Seniors.** Qualifying home owners aged 55+ may be eligible to defer property taxes.

**Financial Hardship Property Tax Deferment Program.** Qualifying low-income home owners may be eligible to defer property taxes.

**Property Tax Deferment Program for**

**Families with Children.** Qualifying low-income home owners who financially support children under age 18 may be eligible to defer property taxes.

For more information go to **www.sbr.gov.bc.ca**.

## 7 CANADA MORTGAGE AND HOUSING (CMHC) RESIDENTIAL REHABILITATION ASSISTANCE PROGRAM (RRAP) GRANTS

This federal program provides financial aid to qualifying low-income home owners to repair substandard housing. Eligible repairs include heating, structural, electrical, plumbing and fire safety. Grants are available for seniors, persons with disabilities, owners of rental properties and owners creating secondary and garden suites.

For more information go to **www.cmhc-schl.gc.ca** or call **1.800.668.2642**.

## 8 HOME ADAPTATIONS FOR INDEPENDENCE (HAFI)

A program jointly sponsored by the provincial and federal governments provides up to \$20,000 to help eligible low-income seniors and disabled home owners and landlords to finance modifications to their homes to make them accessible and safer.

For more information go to **BC Housing** at [www.bchousing.org/Options/Home\\_Renovations](http://www.bchousing.org/Options/Home_Renovations) or call **604.646.7055** or toll-free **1.800.407.7757 extension 7055**.

## 9 CMHC MORTGAGE LOAN INSURANCE PREMIUM REFUND

Provides home buyers with CMHC mortgage insurance, a 10 per cent premium refund and possible extended amor-

tization without surcharge when buyers purchase an energy efficient home or make energy saving renovations.

For more information go to **www.cmhc.ca** or call **604.731.5733**.

## 10 ENERGY SAVING MORTGAGES

Financial institutions offer a range of mortgages to home buyers and owners who make their homes more energy efficient. For example, home owners who have a home energy audit within 90 days of receiving an RBC Energy Saver™ Mortgage, may qualify for a rebate of \$300 to their RBC account.

For more information go to [www.rbcroyalbank.com/products/mortgages](http://www.rbcroyalbank.com/products/mortgages) or call **1.800.769.2511**.

## 11 LOW INTEREST RENOVATION LOANS

Financial institutions offer 'green' loans for home owners making energy efficient upgrades. VanCity's Bright Ideas personal loan offers home owners up to \$20,000 at prime + 1 per cent for up to 10 years for 'green' renovations. RBC's Energy Saver loan offers 1 per cent off the interest rate for a fixed rate installment loan over \$5,000 or a \$100 rebate on a home energy audit on a fixed rate installment loan over \$5,000.

For information visit your financial institution or go to [www.vancity.com/Loans/TypesOfLoans/BrightIdeas](http://www.vancity.com/Loans/TypesOfLoans/BrightIdeas) and [www.rbcroyalbank.com/products/personalloans/energy-saver-loan.html](http://www.rbcroyalbank.com/products/personalloans/energy-saver-loan.html).

## 12 BC HYDRO APPLIANCE REBATES

Mail-in rebates for purchasers of ENERGY STAR clothes washers, refrigerators or freezers.

For more information go to [www.bchydro.com/powersmart](http://www.bchydro.com/powersmart) or call **1.800.224.9376**.

## 13 BC HYDRO FRIDGE BUY-BACK PROGRAM

This ongoing program rebates BC Hydro customers \$30 to turn in spare fridges in working condition.

For more information go to [www.bchydro.com/powersmart](http://www.bchydro.com/powersmart) or call **604.881.4357**.

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## SOPHIA WONG

Life Member of Medallion Club

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### 2013 MEDALLION CLUB DIRECTORY >> [medallionclub.ca](http://medallionclub.ca)

**George Gomory**

Thank you to all my clients and Board Members for helping me reach Medallion Club ... I could not have done it without your support.

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27 Years

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*Your 27 year Medallion Award is only one of your many amazing life achievements. You're the best!*  
-your team



REBGV's Help reduce the PTT campaign raised awareness of Property Transfer Tax and the need to adjust it to a level that reflects the reality of today's housing market



# B.C. government reduces tax burden on first-time buyers

First-time home buyers received welcome news in the February 18 provincial budget. The government announced that qualifying first-time buyers can now buy a home worth up to \$475,000 and not pay the Property Transfer Tax (PTT) under the First-Time Home Buyers' Exemption program. The PTT is calculated at a rate of one per cent on the first \$200,000 and two per cent on the remaining value of the purchase price. The previous exemption threshold was \$425,000. This change to \$475,000 will apply to all home sales that were registered with the Land Title Office on

or after February 19, 2014. There continues to be a partial exemption on homes valued between \$475,000 and \$500,000. **More home buyers** With this adjustment to the PTT exemption, the government estimates that, each year, 1,700 additional first-time buyers will be eligible to save up to \$7,500 in PTT when they buy their home. Government further estimates that this measure will collectively save home buyers \$8 million each year.

**Advocating for home buyers** For years, the Real Estate Board of Greater Vancouver (REBGV), the professional association of the more than 11,000 Realtors in the region, has persistently campaigned on behalf of home buyers against the tax, arguing that the tax hurts low equity buyers, those least able to afford it. During last year's provincial election, the REBGV launched a "Help reduce the PTT" campaign to raise awareness about the need for government to adjust the PTT thresholds to a level that reflects the real-

ity of today's housing market. The campaign used a variety of statistics and survey results to highlight the need for changes. This information appeared in a variety of media coverage and across social media. Home buyers have long viewed the PTT as unfair because it creates barriers to home ownership by diminishing buyers' purchasing power. The PTT must be paid by property buyers each time they move, whether they're trading up to a townhouse from a studio apartment, or buying a similar home in a different location due to a job transfer. The tax is also paid each time

a property changes hands in the development process for a new home – from the raw land owner, to developer, to builder, to ultimate home owner. The REBGV appreciates that the BC government listened to the real estate industry and has made a further commitment to lessening the burden of the PTT on home buyers in the coming years when economic conditions improve.

*For details about the Property Transfer Tax First Time Home Buyers' Program: [www.sbr.gov.bc.ca/documents\\_library/forms/O269Guide.pdf](http://www.sbr.gov.bc.ca/documents_library/forms/O269Guide.pdf)*

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## Top grants and rebates for property buyers and owners

**14 FORTISBC REBATE PROGRAM**  
A range of rebates for home owners include a \$75 rebate for upgrading to an ENERGY STAR clothes washer, \$300 rebate on an Ener-Choice fireplace and a \$1,000 rebate for switching to natural gas (from oil or propane) and installing an ENERGY STAR heating system.

For more information go to [www.fortisbc.com/NaturalGas/Homes/Offers/Pages/default.aspx](http://www.fortisbc.com/NaturalGas/Homes/Offers/Pages/default.aspx) or call 1.888.224.2710.

**15 FORTISBC REBATE PROGRAM FOR BUSINESSES**  
For commercial buildings, provides a rebate of up to \$60,000 for the purchase of an energy efficient boiler, up to \$15,000 for the purchase of a high-efficiency water heater and receive funding towards a new construction energy study.

For more information go to [www.fortisbc.com/NaturalGas/Business/Offers/Pages/default.aspx](http://www.fortisbc.com/NaturalGas/Business/Offers/Pages/default.aspx) or call 1.866.884.8833.

**16 LIVESMART BC SMALL BUSINESS PROGRAM**  
Business Energy Advisors (BEAs) delivers free energy assessments. Help business owners tap into available product incentives and cash rebates for lighting, hot water, heating and ventilation improvements. Help business owners coordinate product installation. NOTE: this program expires March 31, 2014.

For more information go to [www.livesmartbc.ca](http://www.livesmartbc.ca)

[martbc.ca/incentives/small-business/index.html](http://martbc.ca/incentives/small-business/index.html) or call 1-866-430-8765.

**17 CITY OF VANCOUVER RAIN BARREL SUBSIDY PROGRAM**  
The City of Vancouver provides a subsidy of 50 per cent of the cost of a rain barrel for Vancouver residents. With the subsidy, the rain barrel costs \$75. Buy your rain barrel at the Transfer Station at 377 W. North Kent Ave., Vancouver, BC. Limit of two per resident. Bring proof of residency. There is also a limited time offer for short rain barrels for small yards. Cost \$50.

For more information go to <http://vancouver.ca/engsvcs/watersewers/waterconservation/programs/rain-barrel.htm> or call 604.736.2250. Other municipalities have similar offers.

**18 LOCAL GOVERNMENT WATER CONSERVATION INCENTIVES**  
Your municipality may provide grants

and incentives to residents to help save water. For example, the City of Coquitlam offers residents a \$100 rebate and the City of North Vancouver, District of North Vancouver, and District of West Vancouver offer a \$50 rebate when residents install a low-flush toilet.

Visit your municipality's website and enter 'toilet rebate' to see if there is a program.

**19 LOCAL GOVERNMENT WATER METRE PROGRAMS**  
Your municipality may provide a program for voluntary water metering, so that you pay only for the amount of water that you use. Delta, Richmond and Surrey have programs and other municipalities may soon follow. Visit your municipality's website and enter 'water meter' to find out if there is a program.

*Source: Real Estate Board of Greater Vancouver.*



### Congratulations 2013 Medallion Club Qualifiers

**KEN CHAN**  
RE/MAX Platinum Club  
Master Medallion Club - Five Years  
2013 Medallion President's Club

**LEE BRYANT**  
Medallion Club Member 2013

**SIMON J. KING**  
Personal Real Estate Corporation  
RE/MAX 100% Club  
Medallion Club Member 2013

**CHARLIE KIERNS**  
RE/MAX Hall of Fame Award  
RE/MAX 100% Club  
Medallion Club Member 2013

"THE POWERHOUSE AGENTS TEAM"

**DON MORTIMORE**  
Medallion Club Team Leader 2013  
Medallion Club Team Members:  
Andy Mattu, Michael Nam Nguyen  
Team Member: Josh Rosenberg

Contact us today to speak with any of these award winning RE/MAX agents about your real estate needs!

CONGRATULATIONS to these outstanding agents on their success in 2013! We are proud of their professionalism and quality of the services they provide.



RE/MAX Metro Realty  
2899 Commercial Drive - Vancouver  
604.612.1000

[www.remaxmetrorealty.ca](http://www.remaxmetrorealty.ca)



**SUPPORT**

# A special thanks to this year's Medallion Club Sponsors

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# Congratulations



TO OUR PRESIDENT'S & MEDALLION CLUB ACHIEVERS

Ranked the #1 Real Estate Company in Vancouver's Westside & Eastside & Richmond! #1 in Number of Sales People! #1 in Total Dollar Volume! #1 in Number of Units Sold!\*

**PRESIDENT'S CLUB ACHIEVERS** *Top 1% in combined MLS® listings, sales & dollar volume*



**Winnie Chung**  
Personal Real Estate Corporation  
Life Member 22 years  
President's Club



**Sarina Han**  
Personal Real Estate Corporation  
Master Member 5 years  
President's Club



**Juliana Ho**  
Master Member 5 years  
President's Club

**MEDALLION CLUB ACHIEVERS** *Top 10% in combined MLS® listings, sales & dollar volume*



**David Tam**  
Life Member 23 years



**Michael Chang**  
Life Member 20 years



**Richard Cheung**  
Life Member 20 years



**Caroline Fong**  
Diamond Master Member 17 years



**Kevin Mak**  
Personal Real Estate Corporation  
Gold Master Member 14 years



**Lilian Li**  
Personal Real Estate Corporation  
Gold Master Member 12 years



**Sydney Deng**  
Personal Real Estate Corporation  
Master Member 7 years



**Kevin Jiang**  
Personal Real Estate Corporation  
Master Member 7 years



**Bill Liu**  
Personal Real Estate Corporation  
Master Member 7 years



**Zecong (Tiger) Li**  
Personal Real Estate Corporation  
Master Member 6 years



**Sunny Lee**  
Personal Real Estate Corporation  
Master Member 5 years



**Francis Leung**  
Master Member 5 years



**Wei (Will) Wang**  
Personal Real Estate Corporation  
Master Member 5 years



**Na An**  
Personal Real Estate Corporation  
Member 4 years



**Tammy Jin**  
Personal Real Estate Corporation  
Member 4 years



**Dean Liu**  
Personal Real Estate Corporation  
Member 4 years



**Evelyn Lopez**  
Member 4 years



**Samuel Toa**  
Personal Real Estate Corporation  
Member 4 years



**Grant Zhang**  
Personal Real Estate Corporation  
Member 4 years



**Aneil Atwal**  
Member 3 years



**Clarence Debelle**  
Personal Real Estate Corporation  
Member 3 years



**Robin Fu**  
Personal Real Estate Corporation  
Member 3 years



**Vivian Choi**  
Member 2 years



**Jonathan Lu**  
Personal Real Estate Corporation  
Member 2 years



**Ya Ya Su**  
Member 2 years



**Jenny Yu**  
Member 2 years



**Yonghua (Henry) Zou**  
Member 2 years



**Mandy Liang**  
Member 1 year



**Janet Lu**  
Member 1 year



**Ping Tang**  
Member 1 year



**Brenda Yu**  
Member 1 year



**King Yip**  
LKL Real Estate Team Leader,  
Member 2 years



**Jade Liu**  
LKL Real Estate Team Member



**Zibo Sun**  
LKL Real Estate Team Member



**Eric Tam**  
LKL Real Estate Team Member



**Alicia Jung**  
LKL Real Estate Team Member

Since 1995, Royal Pacific Realty has grown into an industry-leading, full service Real Estate Brokerage with more than 1,100 licensed and experienced REALTORS® in offices throughout the Lower Mainland.

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\*Source: Real Estate Board of Greater Vancouver

**Royal Pacific Oakridge**  
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T (604) 266-8989 F (604) 266-8829

**Royal Pacific Kingsway**  
3107 Kingsway, Vancouver  
T (604) 439-0068 F (604) 439-0990

**Royal Pacific Riverside**  
#102-7080 River Rd, Richmond  
T (604) 270-8831 F (604) 270-2885

**Royal Pacific Tri-Cities**  
#101A-566 Lougheed Hwy, Coquitlam  
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**New World Realty**  
#550-650 W 41st Ave, Vancouver  
T (604) 322-3838 F (604) 321-3988



# Helpful real estate websites you should check out

There is a wealth of information available online to help you make informed decisions on real estate. Be sure to educate yourself about all of the real estate information and services available to you.

While real estate continues to be a people business, consumers today have access to numerous resources at their fingertips. You can find a Realtor, find a property and connect all the dots in between right from your own computer.

Housing market information originating from the Multiple Listing Service® (MLS®) continues to be recognized as the most reliable and comprehensive data available for those looking to buy or sell a home. If you're looking for the most accurate property listing information online, make sure the information you use is associated with the MLS brand.

Here's a rundown of some of the key real estate websites:

## www.realtor.ca

This is the most popular and comprehensive real estate listing advertising website in Canada. Each month, over five million unique visitors go to www.realtor.ca and view more than 131 million pages. The home listing information on www.realtor.ca streams from the Multiple Listing Service. Realtors provide this service to help market properties on behalf of their clients.

At any given time, there are approximately 257,000 active Canadian listings on the website, worth an estimated \$117 billion. All totaled, 487,578 homes were sold through the MLS in Canada last year for a total of \$184 billion.

Search the site today to learn what's for sale in your neighbourhood of interest.

## www.rebgv.org

The Real Estate Board of Greater Vancouver's (REBGV) website offers detailed MLS statistics, monthly video market updates, consumer information and details about government initiatives and different cost-savings programs available to the public.

Whether you're buying or selling, you can review the latest and most comprehensive housing market statistics for the region each month, accompanied by a monthly video summary of recent housing market trends in Greater Vancouver.

The REBGV has also established a presence in social media with sites on Facebook (www.facebook.com/rebgv) and Twitter (www.twitter.com/rebgv). These websites are updated with a blend of information from the REBGV, other real estate industry sources and news publications.

## www.realtylink.org

This website is another great resource for consumers, featuring home listings for properties across the province and a wide range of in-depth, walkthrough-style information. You can also use the site to find a Realtor working in your community.

## www.howrealtorshelp.ca

Built and maintained by the Canadian Real Estate Association, this site is filled with a broad range of supporting information for buyers and sellers. The site offers information on a variety of topics and includes brief videos from their TV ad campaign to illustrate examples. You can also find handy tools like checklists for buyers and sellers and mortgage calculators.

## www.recbc.ca

The Real Estate Council of British Columbia is the body responsible for licensing and regulating Realtors in B.C. Their website contains valuable consumer protection information, as well as information on how to become a licensed Realtor.

One of the most popular features on this website is the Complaints & Discipline section, which allows consumers to file complaints against Realtors and inform themselves about recent disciplinary decisions.





**Dexter Associates Realty** Main St 604-336-3539  
Kerrisdale 604-263-1144  
Yaletown 604-689-8226

David Peerless, Kevin Skipworth, Tony Ioannou and the team at Dexter Associates Realty wish to congratulate this year's **Medallion Club Members** for their incredible efforts to attain this level of achievement in the Real Estate Industry.

**Well Done!!**

**Individual**

  
**Carole Lieberman**  
Personal Real Estate Corporation  
Medallion Club Life Member  
Medallion Club 21 Years

  
**Marty Pospischil**  
Team Leader  
Diamond Master  
Medallion Club 19 Years

  
**Adam Pospischil**  
Medallion Club  
Team Member 2013

  
**Kuo Lin David Wu**  
Medallion Club  
Team Member 2013

**Alix Brown Team**

  
**Alix Brown**  
Team Leader  
Medallion Club Life Member  
Medallion Club 29 Years

  
**Shona Hurst**  
Medallion Club  
Team Member 2013

  
**Lisa MacIntosh**  
Personal Real Estate Corporation  
Team Leader  
Master Member  
Medallion Club 8 Years

  
**Diane Kunic-Grandjean**  
Personal Real Estate Corporation  
Medallion Club Life Member  
Medallion Club 21 Years

**Kuo Chang (Derek) Sun Team**

  
**Kuo Chang (Derek) Sun**  
Team Leader  
Master Member  
Medallion Club 6 Years

  
**Michael Langdon**  
Medallion Club  
Team Member 2013

  
**Newell Cotton**  
Medallion Club  
Team Member 2013

  
**Tyler Peerless**  
Medallion Club  
Team Member 2013

**Chris Spotzl Team**

  
**Chris Spotzl**  
Team Leader  
Medallion Club 2012 & 2013

  
**Marcus Maia**  
Medallion Club  
Team Member 2013  
Medallion Club 2011 - 2013

**www.dexterrealty.com**

**Marty Pospischil Team**



**Dan Goluboff**

**2013 Medallion Club Member**

Top 10% of REALTORS in Greater Vancouver

Thank you to my friends and clients for a great year. Looking forward to serving you in 2014!

cell 604-377-7616



**Specializing in selling New Westminister homes!**

Thank you to my family, friends and colleagues for making 2013 a very special year! Congratulations to all of the Medallion Qualifiers!

Top 10% of Real Estate Board of Greater Vancouver REALTORS®

**Tracey Davies**  
 Website: www.traceydavies.com  
 Email: traceydavies@shaw.ca  
 604.421.7275  
 Cell: 604.761.4138




**Congratulations to Our 2013 Medallion Club Members!**




  
**MILA DALAN**  
2013  
 604.836.6452

  
**DRE AUTEL**  
Team Leader 2013  
 778.863.0838

  
**MONIKA GAL**  
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**MICHAEL MANHAS**  
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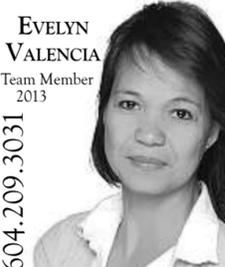
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Team Member 2013  
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**THOMAS LAM PREC\***  
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 778.386.9828

# Congratulating Our 2013 Medallion Club Members



## RE/MAX Select Properties



RE/MAX Select Properties  
5487 West Boulevard  
Vancouver, BC V6M 3W5  
604.737.8865

### GABE BANDEL

Personal Real Estate Corporation

604-737-8865

www.GabeBandel.com

- RE/MAX Hall of Fame
- RE/MAX Lifetime Achievement
- RE/MAX Diamond Award
- MLS® Gold Master Medallion Club



### DANNY DENG

Personal Real Estate Corporation

778-808-9288

www.dannydeng.com

- Master Medallion Club
- RE/MAX Diamond Award
- RE/MAX Hall of Fame



### PAUL EVISTON

Personal Real Estate Corporation

604-313-0035

www.pauleviston.com

- Medallion Club Life Member 27 years
- President's Club since 1989
- Top 1% of all REBGV REALTORS® for 25 years
- RE/MAX #1 Team

"A strong tradition of success"



### KRYSTAL HO

Personal Real Estate Corporation

778-322-7368

www.krystalho.com

- RE/MAX Chairman's Club Award
- RE/MAX Hall of Fame

"Greater Vancouver Medallion Club Member Specializing in the Vancouver West Side"



### TONY HEPBURN AND CHRISTINA HEPBURN

Personal Real Estate Corporation

Personal Real Estate Corporation

604-737-8865

www.HepburnRealEstate.com

- Certified Luxury Homes Marketing Specialist
- MLS® Master Medallion Club
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The Right Professionals. The Right Approach



### CAROLINE HONG AND FRED ZHANG

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Personal Real Estate Corporation

604-649-8638

www.carolinehong.com

- Medallion Club Member 17 Years
- RE/MAX Hall of Fame 2013
- Fluent in Mandarin



778-327-2577

www.fredzhang.com

- Medallion Club Award 2011 - 2013
- RE/MAX 100% Club Award 2011 - 2013
- Fluent in English, Cantonese, and Mandarin



### LETTY HO

Personal Real Estate Corporation

604-657-7211

www.lettyho.com

- Medallion Club 1st year Qualifier

"I pride myself on providing the utmost service to my clients!"



### SUE JOHNSON AND SARAH THOMPSON

Personal Real Estate Corporation

604-737-8865

www.sueandsarahshomes.com

- Medallion Team
- Top 10% of all Real Estate Board of Greater Vancouver REALTORS®

"Thank you to all our clients and fellow associates for the privilege of working with you. Wishing you the very best in 2014."



### VICKY KRISTENSEN

Personal Real Estate Corporation

604-839-7239

www.vickykristensen.com

- In the top 5% of all REBGV REALTORS® for 2013
- Medallion Club
- RE/MAX Platinum Club
- RE/MAX Hall of Fame

"Thank you to all my clients and friends for their continued support and referrals. I couldn't have done it without you! My greatest reward is your happiness."



### THE KAVANAGH GROUP



DANA INMAN - ANDREA KAVANAGH - AMANDA CROSBY

Personal Real Estate Corporation

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604.737.8865

www.TheKavanaghGroup.com

- Over \$80M in sales in 2013
- #2 Team Re/Max Select Properties

Knowledge - Energy - Trust

- ANDREA KAVANAGH:**
- Medallion Club Life Member 30 years
  - President's Club Team Leader

- AMANDA CROSBY**
- RE/MAX Hall of Fame, 2012
  - RE/MAX Platinum Club

- DANA INMAN**
- RE/MAX Hall of Fame, 2013
  - RE/MAX Platinum Club



### SHARON LUM 林麗儀

Personal Real Estate Corporation

604-813-0033

www.sharonlum.com

- Master Medallion Club
- RE/MAX Hall of Fame
- RE/MAX Platinum Club

"A sincere thank you to all my clients and friends for your business and referrals"

誠謝各位客戶朋友多年支持和推薦



### LAURIE MACDONELL

604-313-2025

www.macdonell.com

- MLS® Master Medallion
- RE/MAX Platinum Club
- RE/MAX Hall of Fame

"A special thank you to all my clients and friends for your ongoing loyalty and referrals."



### ROSALEE MCRAE

604-785-4324

www.yourhomevancouver.ca

- Master Medallion Member
- RE/MAX Hall of Fame



### SHEILA O'BRIEN

Personal Real Estate Corporation

604-828-1006

www.sheilaobriengroup.com

- 30+ years of success, thanks to our loyal clients and friends!
- 11 consecutive years Gold Master Medallion Club Member
- Top 10% of Vancouver Realtors

"A TRADITION OF TRUST"



### DAVID RICHARDSON

604-649-2305

RealtorDavidRichardson.com

- The Colour of Real Estate
- Perspective
- Dedication
- Community
- Approach

Medallion Life Member  
30 years



### MERIDETH SCHUTTER

604-999-8665

www.loveyournest.ca

- Real Estate Board of Greater Vancouver Medallion Club Member
- RE/MAX Platinum Club
- RE/MAX Hall of Fame
- RE/MAX 100% Club
- Master Networked BNI Canada

"A huge thank you to my family, friends, clients and referrals for your continued and loyal support. I love what I do because of you." Love your nest...



### PATRICK WEEKS

Personal Real Estate Corporation

604-803-9335

www.patrickweeks.ca

- President's Club Member 2013
- Top 1% of REBGV REALTORS® 2011, 2012, 2013
- #1 REALTOR® 2012 and #2 REALTOR® 2013 at RE/MAX Select Properties
- RE/MAX Lifetime Achievement Award 2012
- 10 years' experience with RE/MAX Select Properties



### LAYLA YANG

Personal Real Estate Corporation

604-779-6666

www.laylayang.com

- Awarded top 1% REALTOR® in Real Estate Board of Greater Vancouver 2013
- Awarded #1 top sales at RE/MAX Select Properties based on 83 homes sold in 2013

"I have a large base of contacts in China. Fluent in Mandarin and Cantonese. Top Chinese REALTOR® specializing in the Westside and Richmond."



# CONGRATULATIONS TO OUR PRESIDENT'S & MEDALLION CLUB MEMBERS.

*With one of the highest ratios of Medallion Club members to agents in the industry, **Rennie & Associates** continues to define itself as one of the top performing real estate brands in the Lower Mainland.*

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604.765.2469 • dchow@rennie.com



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604.773.7013 • skai@rennie.com

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**CALVIN KAN** PREC\*  
604.616.8373 • ckan@rennie.com



**CHARLIE KIM** PREC\*  
604.767.1531 • ckim@rennie.com



**HANSON LU** PREC\*  
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**IRENE DE GUZMAN**  
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