

# REDEFINING SERVICE IN REAL ESTATE

# Green

*"not your typical"* REAL ESTATE GROUP

Green Real Estate Group is a boutique realtor team that passionately serves our community with honesty, integrity, and over 60 years of combined experience. The team's "clients before commissions" philosophy has grown our business faster and more successfully than we could have ever imagined. Every member of our team has a broad range of expertise which transfers over to the highest level of consulting in any real estate transaction. Helping our clients buy, sell, and develop real estate while being compassionate, honest, and professional is the balance we strive for every day. Real estate is a serious business, and we have a great time doing it.

**"The more we know about our clients, the better we can connect them to the right home!"**

The key to delivering a great experience for our Buyers is simple: we treat every transaction as if it were our own. We negotiate hard for every dollar and know that buying a property is one of the most significant purchases of your life. The home buying process should be as exciting and stress-free as possible, and as your consultants we use our experience, passion, and attention to detail to make that happen.

## Our Toolbox

- Prolific industry reputation
- Extensive experience in new construction purchases
- Innovative home search approach
- Experienced in the purchase of properties serviced by domestic wells and septic systems
- Dedicated Office Manager
- Comprehensive process for identifying a property's market value
- Vast network of reputable trades and professionals to recommend
- Experienced in a broad range of properties from rural, urban, preconstruction and development



**JOHN GREEN**  
PERSONAL REAL ESTATE CORP



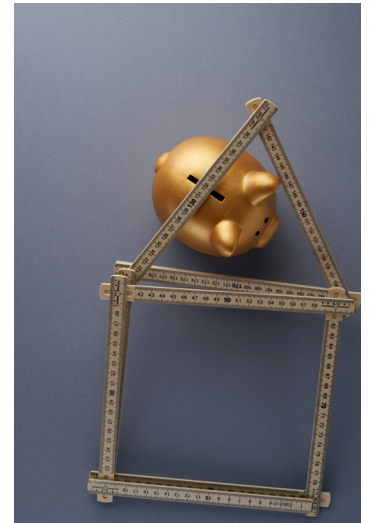
**NATASHA BADGER**  
PERSONAL REAL ESTATE CORP

# STEPS IN THE HOME BUYING PROCESS

## 1. Get a financial check up!

Speak with a mortgage specialist to assess what you qualify for. Are you aware of some of the common costs to a real estate transaction?

- **Down Payment** - Typically anywhere from 5-20% of the purchase price of a home is used for a downpayment.
- You will need to have funds available for a deposit. These funds can come from your down payment funds and will form part of your overall purchase price. This amount will vary.
- **Property Transfer Tax** - 1% on the first \$200,000, 2% on the portion of the fair market value up to \$2,000,000, 3% on the portion of the fair market value greater than \$2,000,000 and 5% on the portion of the fair market value greater than \$3,000,000. For example on a \$700,000 purchase price the property transfer tax would be approximately \$12,000.
- **Home Inspections fees** - Typically between \$500-\$1,000 depending on the company and the style of report you request.
- **Appraisal fees** - your mortgage specialist or bank may request that you pay for the appraisal for financing purposes roughly \$600-\$1,000.
- **Conveyancing fees** - Conveyancing is provided by either a lawyer or notary to complete your sale. Typical fee between \$1,200-\$1,500.
- **Moving expenses** - These fees will vary considerably depending on the style of your move (doing it on your own or hiring a moving company) and the distance you are moving.



## 2. Get set up with the Green Real Estate Group or your family realtor.

### PRIVATE CLIENT SERVICES

#### MLS Listings Sent to You in Real Time

This update system (sent via email) provides you with a personal webpage that receives and displays all active listings that fit your criteria the moment they are posted on the M.L.S.

- Allows you to be proactive in your search for a property
- View information about prices, addresses, photos, room measurements, maps, property taxes and other detailed information on each property
- Updated when properties you are following sell with the sales price
- The update system can be cancelled at any time
- This is a free service with no commitments



## 3. Start looking at the homes that are available in your price range.

The fun part! You and your realtor will start to get a good feel for what your wants and needs are pretty quickly once you start seeing homes in person. You may find that perfect home after only seeing a few homes or it might take seeing a variety of homes before the perfect one presents itself.



## 4. Found the perfect house! Now what?

You have found your perfect house! It is time to write an offer.

- Your realtor will sit down with you and go through a standard contract of purchase and sale with you.
- Your realtor will complete a market analysis to determine the market value of the house.
- You will have to decide on the closing date and if there will be any conditions in the offer. *Typical conditions include a home inspection, financing, a review of the property disclosure statement and the title.*
- There will be a period of negotiation with the seller's agent and if all parties come to an agreement you will have an accepted offer.
- Your conditions will have a time limit (typically 2 weeks) to get accomplished. Once you have removed conditions you contractually own the house and your deposit funds will be due and payable.



## 5. Hire a lawyer or notary to convey your purchase.



Congratulations you have contractually bought a house! Now it is time to connect with a lawyer or notary who can convey your property.

- If you have worked with a lawyer or notary before they may be able to help you with your real estate purchase.
- If you do not have a lawyer or notary that you have worked with in the past your real estate agent can help you with some suggestions of lawyers and notaries that you can reach out to.
- Let your realtor know which law professional you choose and they will have all your purchase documents sent on to that office.
- Also notify your financial professional so that the mortgage proceeds can be forwarded to the law professionals office at time of closing.
- The law office typically calls to set up an appointment 5-10 business days before your closing day.

## 6. Time to pack and get ready to move into your new home.

It is time to get packing! Here is a quick list of things to remember to update to your new address.

- Cancel/transfer your utilities from your current address to your new one.
- Update your billing address for all your subscription services, financial services companies and any professional service providers your work with.
- Update your Driver's license address.
- Connect with your medical service providers to have any of your records transferred if you are moving to a new town.



# CAN WE BRAG?

## INTEGRITY | TEAM WORK | DEDICATION

Our team of professionals is committed to providing you with a stress free real estate experience

We're busy because we're the best



# CLIENT SUCCESS STORIES

John Green is an amazing realtor who inspired confidence in us during the recent sale of our townhouse. He offered realistic but optimistic advice, was flexible with our ideas and needs and worked hard to showcase and promote our home. When things went a bit slowly at first, he kept our spirits up and the eventual outcome was well beyond our expectations. Natasha was also great support throughout the selling process and kept us up to date with all the minutia of selling. We would definitely use the Green team again and recommend them highly. Thanks guys.

-Dianne and Taylor Knight, Penticton BC ★★★★★

Had a lunch date with a dear friend on Saturday. She told me she was putting her house for sale. I told her I have the best guy. She said she had signed with someone that one of her sons recommended. I said my guy is better! She said she really liked her guy and he was soooo nice and caring. I asked who this Saint was.... so not only is she a great friend but we have great taste in men. Her realtor is John Green. I laughed and told her my amazing guy was an honorary son, he too is John Green!!

- Heather Pearce, Okanagan Falls BC ★★★★★

After years of debate and watching the real estate market we finally decided the time was right to sell our family home. We consulted with family who were in the biz and they recommended that we go with John Green. He had an infectious energy and instantly made us feel at ease about our decision as well as an obvious knowledge of the game and of the community that we live in. He helped us understand the current market and that our timing was right. We had a feeling right away that we were in good hands. He also helped us navigate buying our condo in a very tough market. We are extremely pleased to say the least. We feel lucky to have come upon his services and not only have a realtor for any future moves but feel that we have a new friendship as well!

- John and Lorri Depourcq, Penticton BC ★★★★★

John is a great guy! His energy, expertise & enthusiasm are exactly what you need when selling your home. His presentation & approach got our home sold in just over a week. His team is friendly, professional and great to communicate with. I highly recommend John Green & his team to get the job done!

- Tallie Thompson, Vancouver BC ★★★★★

We were new to the south Okanagan, and I was recommended Team Green by a coworker. Natasha and John gave us an excellent introduction to the area and got a firm understanding on what sort of home we were looking for. Inventory was low then, and as we spent some time waiting for more houses to come up, inventory went from bad to worse, competition became fierce and our hopes of finding that home started to fade. We were expecting a baby and approaching the end of our temporary rental agreement. We were feeling desperate to get into just any house. Natasha and Team Green kept us focused on our goals in an almost impossible market. They gave us excellent advice and steered us away from making a regretful decision. When that house finally came up, Natasha made it happen. Still to this day we're in disbelief that we actually got such a great home and stayed within our budget. If you're looking for exceptional realtors, Natasha and Team Green are the way to go.

- Brian and Silvana Hoff, Summerland BC ★★★★★

Selling our real estate & purchasing experience could not have been better. Through John's vast experience his guidance was both beneficial and comfortable. John did not resist when we asked for limited showings with pre-qualified purchasers only on our property. On the purchase side we landed on a property that exceeded our expectations through John's network of high producing agents as we had the deal wrapped up prior to its listing on MLS. This was not our first with John but based on where we landed it could be our last for a very long time. I would highly recommend John and his team and I'm very comfortable writing this testimonial and recommending the Green Real Estate Group.

- Russ & Linda Bergum, Grand Forks BC ★★★★★

\* all clients who have provided a success story are available through email or phone to discuss their experience with our team

September 17, 2021

Dear John Green  
RE/MAX Penticton Realty  
Penticton, BC

**Congratulations!**

**Top 100 Month to Date (August) Individual Residential for  
Western Canada!**

On behalf of RE/MAX of Western Canada, I would like to congratulate you on your outstanding individual performance on completed transactions for the month of August 2021 (based on paid out commissions in the month). You ranked in at #46.

We appreciate the hard work and dedication to your customers. Sales Associates like yourself add to our image and give meaning to our trademark “**RE/MAX. Outstanding Agents. Outstanding Results®**”.

Wishing you continued success for 2021.

Yours sincerely,

**RE/MAX of Western Canada (1998), LLC**



Elton Ash,  
Regional Executive Vice President

EA/ks



December 17, 2021

Dear John Green  
RE/MAX Penticton Realty  
Penticton, BC

**Congratulations!**

**Top 100 Month to Date (November) Individual Residential  
for Western Canada!**

On behalf of RE/MAX of Western Canada, I would like to congratulate you on your outstanding individual performance on completed transactions for the month of November 2021 (based on paid out commissions in the month). You ranked in at #15.

We appreciate the hard work and dedication to your customers. Sales Associates like yourself add to our image and give meaning to our trademark “**RE/MAX. Outstanding Agents. Outstanding Results®**”.

Wishing you continued success for 2021.

Yours sincerely,

**RE/MAX of Western Canada (1998), LLC**



Elton Ash,  
Regional Executive Vice President

EA/ks

# WHY CHOOSE RE/MAX?

Buying or selling a home is likely the largest most important transactions you'll ever make. That's why so many trust RE/MAX: the most widely recognized real estate brand in the world. For more than 20 years, RE/MAX has been leading the real estate organization in Canada. By providing the best training, administrative and marketing support, brokers and agents are free to focus on what they do best: sell real estate.

## Community Consciousness

At the heart of RE/MAX is a deep commitment to the communities we operate in. That's why we developed our exclusive Miracle Home Program, which allows RE/MAX agents to directly donate a portion of their home sales toward quality healthcare for children. RE/MAX agents also contribute millions of dollars to the Children's Miracle Network through various cause marketing programs each year. Your home is one of the biggest investments of your life. When you're ready to buy or sell, choose wisely - choose RE/MAX.



**RE/MAX**<sup>®</sup>



## Local Experts

We know more because we sell more!  
Market Share throughout the South Okanagan!

Summerland 38%, Penticton 34%, Osoyoos 67%

## Canada's Top Negotiators

Skilled. Professional. Reliable.  
WE GET RESULTS!

## Unrivaled Expertise

Our experienced and knowledgeable agents are the reason RE/MAX is consistently ranked number one in several markets across Canada. We Provide our agents with exclusive tools and training to ensure they have the skills they need to effectively guide you through the real estate process. In fact, Canadian RE/MAX agents averaged twice as many transactions as its competitors (based on 2015 closed transactions source: CREA, RE/MAX) and have more specialized designations than any others, making them Canada's most productive agents.



## Tech Savy

RE/MAX has always been a leader in the real estate industry, adopting the latest technology and creating innovative marketing programs. RE/MAX was the first brand to expand its reach to the global market through a revolutionary global listing site. With listings from more than 80 countries, displayed in over 40 languages. RE/MAX agents have the opportunity to search and post listings internationally, making international transactions easier than ever.

- Every 30 seconds, a RE/MAX agent helps someone find their perfect place.
  - With over 7,000 offices worldwide, RE/MAX serves homebuyers and sellers closer to home.
  - RE/MAX offers support and services not available at other real estate companies.
  - RE/MAX leads the industry in professional designations.
  - RE/MAX has more Certified Residential Specialists than anybody else.
- (Same claim can be made for ABR and CDPE designations.)
- RE/MAX has helped millions of families buy or sell a home.
  - Each year, RE/MAX agents help hundreds of thousands of families buy or sell a home.



# GREEN REAL ESTATE GROUP

*"not your typical"* REAL ESTATE GROUP

JOHN GREEN  
Personal Real Estate Corporation



John Green, Founder of Green Real Estate Group, has been passionately working as an agent for 20 years growing the team into one of the most successful in the South Okanagan. John is very proud of the personal attention and care every client receives. The "clients before commissions" philosophy has grown the business faster than he could ever have imagined. John's vast and diverse real estate experience is invaluable to his clients as he has personally built several multi-family projects, rezoned and subdivided properties, marketed and sold Penticton's largest new home subdivision to date. His team's attention to detail and passion have helped them receive numerous awards for their work in the residential market and the honor of the #1 Commercial Real Estate Team in the South Okanagan for the past 3 years.

John's previous adventures working on a commercial fishing boat in Alaska and working in cinematography on Hollywood's biggest films has helped prepare him to guide his clients with all their endeavors. Purchasing and selling homes is far more than bricks and mortar, it's about people and their life goals.

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"not your typical" | Real Estate Group

## NATASHA BADGER

Personal Real Estate Corporation



Natasha graduated from the University of Victoria (Victoria, BC.), with a Bachelor of Commerce Degree. She possesses an exemplary and extensive background in Customer Service, where she brings valuable knowledge and experience from her 10 years working in the financial sector and the last 8 years as a real estate professional.

Natasha started working with John Green as the Office Manager in 2016. In this role, she streamlined the back-end administrative processes that assist her in ensuring all clients get an unsurpassed and supported experience.

In 2021, Natasha took her real estate knowledge to the next level and successfully obtained her Real Estate License. She has been mentored by some of the best in the business, and she enjoys working with first time home buyers, people relocating to the area, downsizing, upsizing and everyone in between.

She understands the intricacies and many variables that can be involved in each real estate transaction. It is with this experience and knowledge, that she can anticipate and prepare mitigation strategies in order to keep each purchase or sale on track. While there may be times of significant pressure during a phase of the selling or purchasing process, Natasha has demonstrated that she can keep calm under pressure, whilst ensuring that there is always forward momentum in this dynamic environment.

Working with the Green Real Estate Group has allowed Natasha to excel within a team of realtors that values her ability to focus on the attention to detail while effectively managing multiple portfolios in various transactional stages. With her background in commerce, financial services and now real estate, she has a strong understanding of the level of service required for both sides of a real estate deal.