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Compliments of Les Twarog

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Welcome to our monthly for June 2015

Hello everyone, please check out some new features on our website to make your search experience more pleasant. Weather you are searching for new projects that are under construction or you are looking for a loft in CrossTown - please go to : [www.6717000.com/MLS](http://www.6717000.com/MLS).

If you just need to know what is happening in Vancouver or need the latest stats or latest news articles, please go to: [www.6717000.com/market](http://www.6717000.com/market) update, it is loaded with a wealth of information.

## SELLER'S MARKET CONDITIONS PREVAIL

The Real Estate Board of Greater Vancouver (REBGV) reports that strong home buyer demand coupled with below average home listing activity has created seller's market conditions within the Metro Vancouver housing market. Sales are brisk, witnessed by April sales that came in at 29.3 percent above the 10-year sales average for the month.

REBGV reported 4,179 residential property sales in Metro Vancouver in April 2015, a 37 percent increase compared to sales recorded in April 2014. The MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver was \$673,000 in April 2015 – an 8.5 percent increase over April 2014 prices.

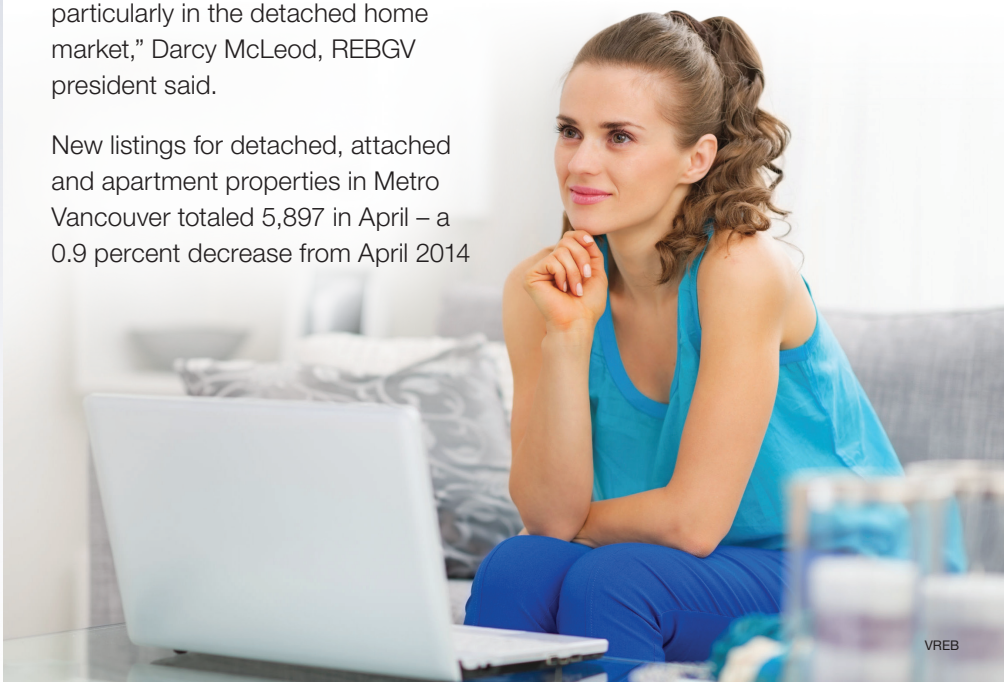
“The supply of homes for sale today in the region is not meeting the demand we're seeing from home buyers. This is putting upward pressure on prices, particularly in the detached home market,” Darcy McLeod, REBGV president said.

New listings for detached, attached and apartment properties in Metro Vancouver totaled 5,897 in April – a 0.9 percent decrease from April 2014

– while the total number of properties currently listed for sale was 12,436, down 19.8 percent.

“It's a competitive and fast-moving market today that is tilted in favour of home sellers. To be competitive, it's important to connect with a local REALTOR® who can help you develop a strategy to meet your home buying or selling needs,” McLeod noted.

Questions about buying and selling in today's active market? Please call today!



VREB



SHAUGHNESSY PROPERTIES

VANCOUVER LUXURY HOMES



VANCOUVER WESTSIDE & DOWNTOWN SPECIALISTS

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Terminology  
 Tip

**AFFORDABILITY ANALYSIS** — A calculation used to determine a person's likelihood of being able to meet the obligations of a mortgage for a particular property. Income, liabilities, available funds and the amount of the down payment, closing costs and ongoing home expenses are included in the calculation.

The Canada Mortgage and Housing Corporation notes that a homeowner's monthly housing costs shouldn't be more than 32 percent of their gross monthly income. Housing costs include the monthly mortgage payments (principal and interest), property taxes and heating expenses (PITH). The second rule is that the homeowner's entire monthly debt load (PITH plus other debt payments) should not be more than 40 percent of their gross monthly income.

# PAPER OR PAINT?



Which should you choose for your next (re)decorating project: wallpaper or paint? That depends on factors like your budget, skill level, décor needs and goals, and where you plan to apply it. Consider the following advantages and disadvantages of each:

## Wallpaper - Cons

- From matching patterns to getting corners just right, installing wallpaper is harder – as is getting rid of it. If you're not handy or patient, consider hiring a professional.
- Wallpaper itself is more expensive, and if you do decide to hire someone to hang it, they'll likely charge you more than a painter would.
- Since wallpaper can stain, tear, and fade – problems for which there's no quick fix – it's a less practical choice for high-traffic areas and walls that get lots of sun.
- Humidity can cause adhesive to loosen and wallpaper to peel away from walls, so it's not well suited for use in kitchens or bathrooms.

## Pros

- Given the variety of colors, textures, and patterns available, wallpaper offers you more versatility than paint in terms of customizing your décor to your specific tastes.
- A smooth, flawless surface is not as crucial when hanging wallpaper (particularly thicker, textured varieties), which is handy for camouflaging flaws like rough walls.
- Wallpaper can last 10, even 15 years, so while its up-front cost is higher, its durability may make it the more economical choice in the long run.

**Can't decide?** You needn't choose between paint and wallpaper; consider combining them in the same room or on the same wall for an even more customized look! Want to make a focal point of a particular wall? Paper it and paint the other three. In love with a wallpaper but concerned that scuffs from kids or pets may soon damage it? Paper above a chair rail and paint below. Compromises like these are a great way to enjoy the beauty of wallpaper with the practicality of paint.

## Paint - Cons

- While faux finishes like ragging and sponging give paint more creative possibilities, it just doesn't offer as much versatility as wallpaper in terms of pattern or texture.
- A clean, smooth, flaw-free surface is more critical to achieving satisfactory results with painting, as it can actually make dirt and imperfections more noticeable.
- Paint can be messy. In addition to prepping your walls, you'll need to prep your floors, molding, furniture, etc. in order to protect them from splashes and drips.

## Pros

- Paint is less difficult to apply than wallpaper. Even with little experience, achieving results you'll be pleased with is easier with paint than with wallpaper.
- As paint costs less to buy and you're less likely to need a professional to do the job, painting is usually your cheapest, easiest option for changing the look of a room.
- Unlike papered walls, painted walls are easily "spot treated" when damaged. Chips, holes, and scuffs can be easily repaired then painted over to look like new.
- With paint, there's no laborious removal process (which can damage your walls); when you're tired of your paint job, just paint or wallpaper right over it.

## TODAY'S ENERGY-SAVING TIPS



**Planning a summer getaway? Here are some energy-saving tips to consider before you hit the road:**

- Plug home electronics such as TVs and DVDs into power strips and then turn the power strips off when they're not in use or you're away from home. TVs and DVDs in standby mode still use several watts of power.
- Install a programmable thermostat to lower utility bills and manage your heating and cooling systems efficiently.
- If you're going to be away from home for a weekend or longer, turn the temperature up. Or better yet, turn the air conditioning unit off.

# KNOW YOUR NEIGHBORHOOD

Changing what you don't like about a neighborhood is considerably harder than changing what you don't like about a home. Here's how to get the lowdown on a neighborhood before buying into it.

The Internet is a wealth of information. Use it to investigate local crime stats (note not just the amount, but type of crime); study up on local schools (a good idea even for those without children); and find out where essential amenities are located, for example. A municipality's official website is a great starting point.

There are, however, many things the Internet just won't tell you – especially if you don't think to ask. That's why talking to a local real estate salesperson is invaluable. Crucially, a sales representative can not only tell you everything you want to know about a neighborhood as it exists now, but about how it may be changing. For instance, they're in the know about demographic shifts that might impact demand for certain kinds of homes in coming years; future development that could make the area busier; or the arrival of a major employer that could boost the area's appeal.

Of course, there's no substitute for checking out a potential neighborhood first-hand. Walk the area in addition to driving it – you'll learn much more on foot. Try to replicate your daily routine: Is the commute manageable? Make multiple visits at different times of the day and week so you can see what rush hour or Saturday nights feel like, for instance. Talk to the locals; people are eager to brag about what they love about their neighborhood – and vent about what they dislike!

~ Monthly Musing ~

*“People who say it cannot be done should not interrupt those who are doing it.”*

- George Bernard Shaw



## SURPRISING SALES-SPOILERS

It's no shock when overpriced homes generate little to no interest, but here are a few surprising reasons why perfectly good properties spend more days on market than they need to.

▪ **Underpricing.** In certain circumstances, modest underpricing can be an effective sales strategy. But when you want to sell quickly, pricing too low can have the opposite effect: buyers may well avoid your property thinking there must be something wrong with it. The goal is to price competitively – not too high, not too low. Where's that sweet spot? Ask your real estate salesperson.

▪ **Over-improving.** Making improvements with an eye to boosting your home's value is a great, worthwhile thing to do – provided you're making the right kinds of improvements. The wrong kinds are those that would appeal only to a relatively narrow segment of buyers (think professional-grade kitchen) or turn your property into the most expensive one on the block or, for condo owners, in the building.

▪ **Seller sabotage.** Believe it or not, sellers themselves are sometimes the reason why homes don't sell in a timely manner – or at all. Sellers who aren't emotionally ready to detach, for instance, might put buyers off by hovering during showings; sellers who aren't serious about selling may make it hard for buyers to access their property by being inflexible on “appointment only” showings.

▪ **Cosmetic issues.** While it's certainly not news to real estate sales representatives that cosmetic flaws can keep homes lingering on the market longer than necessary, sellers are often surprised to learn that many buyers simply can't see past cosmetic flaws like dirt, clutter, or outdated décor – even if it means walking away from a home that meets all their needs.





我们将竭诚为您提供最优质的服务。请致电我们的经纪人： Jimmy Ng 604-761-0011



**SHAUGHNESSY MASTERPIECE**  
3589 Granville St. \$13,999,000

4 level mansion with 8 bedrooms, 8 bathrooms, leaded glass windows, oak & mahogany paneled. Elegant, spacious, bright, including custom wine cellar. High def theatre room, rec room, wet bar & exercise area.



**SHAUGHNESSY LUXURY**  
3812 Osler \$7,880,000

6000 sq/ft heritage style home with 8 bedrooms and 4 bathrooms on 4 levels. Gourmet chef's kitchen appointed with high end appliances and finishes. Large principal rooms for entertaining, media room and wine cellar. 10,000 sq/ft lot.



**MOUNT PLEASANT - VAN EAST**  
790 E Georgia St. \$1,799,000

A California inspired 2100 s/f executive home with a quick walk to Downtown. Features incl. extensive use of decorative stone with luxurious wood cabinets. The appliance package: Sub-Zero, Bosh & Viking Kitchen brands. (\$500K spent)



**IRONWOOD - RICHMOND**  
9411 No. 5 Road \$820,000

Great family home or investment property huge 61 X 130 sq. ft. lot with private W facing backyard and carport. 2-levels with 5 bedrooms, 2.5 baths, 2 kitchens and full suite downstairs. Well maintained with recent updates including paint and newer windows/roof.



**SHAUGHNESSY VANCOUVER WEST**  
1080 Wolfe Ave. \$8,380,000

Stunning 6000 sq.ft 5 bed, 5 bath Tudor Mansion sits on over 27,000 sqft of beautifully landscaped gardens. Large principal rooms on the main floor with all heritage features intact. The quality and craftsmanship in this beautiful home cannot be matched today.

**APARTMENT DEVELOPMENT SITES & BUILDING LOTS**

- 3311 W 39th, 46x105 Lot \$2,100,000
- 1366-1374 Cartier, 38x102 \$1,350,000 ea
- 2254-2268 Triumph, 3 houses side by side, lot 7622 s/f \$2,876,000
- 1st & Cotton, Vancouver, 4 houses potential land assembly 2.4 FSR **Call for price**
- 5509 E Hastings, apartment development site, 133x133, rented at \$10K/mo \$5,000,000 or 266 x 133 site \$10,000,000

**RESTAURANTS FOR SALE**  
**Portabello Italian Restaurant.**

1429 W Broadway (at Granville). 1000 S/F, 48 seats, 5 employees, sales \$225K/year, lease \$3560/mo (all in). Over \$50K spent on recent renos & equipment. **\$149,000**

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**SYMPHONY - NORTH VANCOUVER PH**  
PH1600-120 W 16th St., NV \$1,998,000

Breathtaking views in all direction. 1935 s/f penthouse 1 level 2 bed + den with 2-1/2 bath and 1040 s/f patio. Feature incl: Brazilian H/W floor, 10' ceilings, 2 F/P, high end appliance and more.



**CAPITOL RESIDENCIES - DOWNTOWN**  
2009 - 833 Seymour St. \$749,900

Located in the heart of VANCOUVER'S downtown core. SW exposure with city and mountain views. Luxurious 964s/f 2 bdrm,den,2 full baths & a balcony. Features include marble hardwood flooring, granite counters,S/S appliances, gas cooktop. Steps from Robson & Granville, Canada Line Station & Yaletown Districts. 1 parking. Pets & rentals allowed.



**RICHMOND BLUEBERRY FARM**  
9660 NO. 6 ROAD \$ 3,488,000

9.7 acres. Best priced Blueberry farm in Richmond. Duke and Bluecrop varieties. Includes approximately 3,000 sf 6 bedroom, 3 bathroom home with 2 car garage. Low taxes (\$457/yr), close to Silver City Riverport Cinemas

Notes:

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