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Hello friends, associates, clients and future clients. Welcome to the October 2015 newsletter.

As a RE/MAX Crest Realtor, I value your referrals greatly, as they are the lifeline of my business. I appreciate referrals from all of our past and present clients, and want to thank you all. If you think of us when a family member or friend is in need of a realtor, we will gladly pay you a referral fee or give you use of our luxurious Cabo San Lucas 2 bedroom Mexican condo.

I love helping people buy and sell homes. It is satisfying to know that I have helped them find their dream home or investment; not to mention being a support system through-out the buying and selling process.

Selling real estate is a continual learning process and each client has their own unique needs and challenges. With 27 years of experience in real estate, I am able to deliver the first class service that clients deserve. Please give me a call if I can assist in any way.



SHAUGHNESSY PROPERTIES

VANCOUVER LUXURY HOMES

www.shaughnessyproperties.com

HOT COMPETITION = HOT SUMMER SALES!

Metro Vancouver home buyers had a busy summer, resulting in home sales rising between 25 and 30 percent above the ten-year sales average.

The Real Estate Board of Greater Vancouver (REBGV) reports that residential property sales in Metro Vancouver reached 3,362 on the Multiple Listing Service® (MLS®) in August 2015. This represents a 21.3 percent increase compared to August 2014 sales and a 27.9 percent jump above the 10-year sales average for the month.

“There was no summer lull in our market this year. Home buyers have been working with their REALTORS® throughout the summer months,” Darcy McLeod, REBGV President said. “They’re motivated, but they’re competing for a smaller supply of homes for sale than is typical for this time of year — that’s the dynamic driving our market right now.”

The total number of properties listed for sale on the region’s MLS® as of the end of August was 10,897, a

26.2 percent decline compared to August 2014, while the MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver rose to \$708,500, a 12 percent increase compared to August 2014.

“Those who have a sound buying strategy and an understanding of current price trends are having the most success in today’s market,” McLeod said.

Please call today for a no-obligation discussion and for the latest market updates for your chosen area.



Terminology Tip

LISTING AGREEMENT – A contract between a homeowner and a real estate brokerage for a given time period to sell or lease based on the owner’s stated terms, and under which the owner agrees to pay the brokerage a fee. The listing agreement sets limitations on the brokerage’s authority and forms the foundation for drafting offers on the property and the negotiations involving the offer. This contract also provides detailed information about the property being sold, which assists the salesperson in handling inquiries from prospective buyers responding to ads or viewing the property.



HEALTHIER, HAPPIER HOUSEPLANTS

Have you started to think your thumb's more brown – or perhaps black – than green? Before you give up on growing houseplants altogether, let's see if you're making any of the following mistakes that could be preventing plants from thriving, or even surviving, in your home.

- **Buying low-quality plants.** Get this one wrong, and the rest of the tips on this list won't much matter. You're probably not off to a great start if you're purchasing your plants from a grocery or big-box store instead of a nursery/garden center or florist. Regardless of where you shop, give plants a once over before buying. Inspect leaves for discoloration (yellowing, black spots), damage (holes, wilting), and pests (especially on undersides). Check soil, too: it should be moist (not bone-dry or soaking wet) and free of mold, pests, and foul odor.
- **Inadequate drainage.** Plant roots need water, but they also need air in order to breathe. If its container doesn't allow excess water to escape, your plant will sit in stagnant water, and its drowning roots will eventually rot. You can still use those decorative pots without holes – just double-pot using a plastic insert with holes. Your pots do have holes? Great! Add some drainage material (rocks, pot shards) to their bottoms. Avoid pots with permanently attached saucers, and be sure to empty out saucers that are detachable.
- **The wrong soil.** If you're using dirt from outdoors, you could be introducing pests, fungus, or weeds to your indoor plants. Garden soil isn't suitable for many houseplants, either, because it's too dense to allow for adequate drainage or aeration. For the best chance of success with your houseplants, use potting soil. It provides the right texture and nutrients for plants growing in small, confined spaces. You can buy it from your local nursery/garden center or make your own – just be sure whatever you buy or make is designed for your plants' specific needs.
- **Poor placement.** Are you just sticking your plants wherever they fill empty space in your home, giving little thought as to whether their specific needs will be met? Like us, plants don't like a chilly draft, nor do they like living near artificial heat sources like fireplaces or space heaters. Consistent temperatures are key. Also, like us, plants can get burnt if exposed to too much direct sunlight. On the other hand, given too little light, plants can grow thin and weak as they try to reach towards it.
- **Overwatering.** We tend to think plants are like us in that the more water they drink, the better. But not enough water is actually less harmful than too much water, which is the quickest way to kill plants. It is easy to diagnose a dehydrated plant, with shrivelled, wilted leaves being obvious signs. Overwatering, however, causes root rot, which is less obvious and often fatal. Plants like to dry between thorough soakings, like they do in nature. Poke a finger about an inch into the soil – if it's moist, watering can wait.

FALL INTO ENERGY SAVINGS



With cooler weather on the horizon for many areas around the country, you'll want to start preparing your home for fall energy savings. For example:

- Check for drafts or open gaps in your home. Seal all leaks by applying a sealant or caulk around windows, doorframes, sills and joints. Consider using plastic window covers to help prevent heat loss.
- A large amount of heat can be lost from an un-insulated basement while a poorly insulated attic can allow heat to escape from the other end of the house. Invest in extra insulation before the winter cold blows in.
- Book a furnace tune-up and clean or replace your furnace filter – a dirty filter restricts airflow and forces the furnace to run longer and harder.

TURNAROUND OR TURNKEY?

Fixer-upper or move-in ready home? Weigh the pros and cons of each to see which is better for you.

FIXER-UPPER: Pros

- **Price.** Homes needing work are usually priced accordingly and there's often more room to negotiate. That lower price can mean less risk during market downturns and greater resale potential.
- **Design possibilities.** A fixer-upper affords greater opportunity to design a home that's customized to your specific tastes. Plus, you'll have more confidence in the quality of the finished product.

Cons

- **A fixer-upper requires work – and patience.** Whether you DIY or hire contractors, fixer-uppers are obviously more work, and the process can mean months or even years of inconvenience.
- **The cost of fixing up that fixer-upper could offset your savings on the purchase price.** Research the cost of repairs and renovations to see if you'll really come out ahead. Remember that the cost of credit can quickly eat into any financial gains from the renovations.

MOVE-IN READY: Pros

- **Turnkey homes require little to no work,** making them ideal for buyers short on time or DIY skills. Plus, life in your new home won't be disrupted by ongoing construction.
- **You'll likely find it's easier to obtain financing and insurance** for a move-in ready home than for a fixer-upper, as lenders and insurers see them as less of a risk.

Cons

- **Move-in ready homes command higher prices.** Their sellers, having put much work into getting their properties into such condition, may be less negotiable, and you'll likely face more buyer competition.
- **Lack of customization.** Buying a turnkey home means paying for improvements the seller has made. Unless you want to spend even more upon moving in, you'll be living with their choices for some time.

~ Monthly Musing ~

“There is only one way to happiness, and that is to cease worrying about things which are beyond the power of our will.”

~ Epictetus



SHOWING DAY TO-DOS

You keep your home clean and clutter-free the entire time it's on the market, right? Of course you do! But below are a few chores that are “must-do” on any day your home will be shown to buyers.

- **First thing in the morning,** make the bed(s) and make sure there's no dirty laundry in sight. It requires a lot of suspension of disbelief, but buyers like to think no one's actually living in the home they're viewing.
- **After morning bathroom routines are finished,** round up and hide toiletries – toothbrushes, razors, what's left of bar soaps, all those bottles in the shower, even the just-used towels. Ensure counters and sinks are clean and toilet lids are down.
- **Finished breakfast?** Now make sure that none of last night's, last week's, or this morning's dirty dishes are on the counters or in the sink, and that the counters are spotlessly clean.
- **Let the light and air in.** Open up all your window coverings (except the ones that would reveal an unsightly view) and interior doors, and turn on all the lights. Open up all the safe-to-open windows (unless they'd let in off-putting noise).
- **Make sure your thermostat's set for temperatures that will be welcoming and comfortable** given the day's weather. Now's not the time to skimp on utilities! Buyers will rush through the showing if they're too cold or hot.
- **Empty all the garbage cans** around your home, as well as any ashtrays, litter boxes, etc. You'll be leaving before the buyer arrives, right? Of course you will! So you can take the garbage and litter out with you for disposal.





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 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 with wine cellar. 10,000 sq/ft lot.



**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.

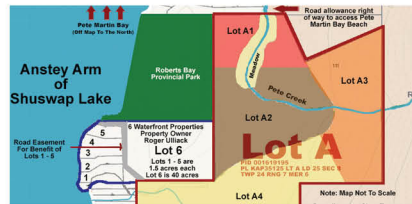


**VANCOUVER EAST
790 E GEORGIA \$1,800,000**

VILLA IN STRATHCONA - A 2,200 s/f 4 bed, 2 bath California inspired executive home. This newly renovated home on Desirable Georgia Street of Uncompromised Quality and Character. Extensive use of Travertine, Marble, Granite and Slate, Mahogany, Private, Seconds from park.

1ST SHAUGHNESSY EXCLUSIVES

- 17,500 s/f lot, 8,000s/f totally remodelled house (\$4M spent) U/G parking \$20M
- 12,500 s/f lot, pre 1940 house \$6.5M
- 13,500 s/f lot, approved plans for 7,000 s/f house, corner lot \$8.9M
- 17,000 s/f lot, 2nd Shaughnessy, post 1940 house - can build new home \$8.9 M



175 ACRES ON SHUSWAP LAKE \$1,700,000

175 acre semi waterfront property on Anstey Arm - Shuswap Lake, British Columbia, property is in the progress of being sub divided into 4 lots - three 50 acre parcels and one 25 acre parcel - waterfront lots in the front of property may also be for sale, www.ansteyarm.ca



TWO 40,000 SQ.FT. WATERFRONT LOTS SHUSWAP LAKE, BC, CANADA OFFERED AT \$1.5 MILLION EACH

- 2449 Blind Bay Rd. - 40,000 sq.ft. lot with 500 ft. waterfront and a 1,600 sq.ft. house
- 2457 Blind Bay Rd. - 41,000 sq.ft. waterfront lot with a 1,600 sq.ft. modular home
- Also available the house at 2450 Blind Bay Rd. across the street. www.2449blindbay.com

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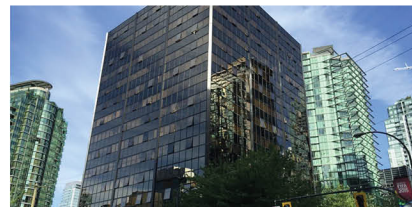
RE/MAX Crest Realty (Westside), 1428 W 7th Avenue, Vancouver, BC

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

Beathtaking 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.



**514 1333 WEST GEORGIA STREET
VANCOUVER, BC, V6E 4V3 \$699,000**

The "Qube" 2-bed, 2 bath in the heart of Coal Harbour. High quality finished S/W corner bright unit. Reno'd kitchen, new appliance, bathroom upgrades, new flooring. Parking Stall #172, no storage locker. Rentals & pets ok. Vacant.



**CABO SAN LUCAS WATERFRONT CONDO
WATERFRONT CONDO 502 - VILLA 4 ELZALATE (KM 29) \$499,000 USD**

- 1400 s/f, 2Bdrm, 2 Bath Suite on 5th floor facing East (Water) Rental income \$40k/yr USD
- 3000 s/f NEW house on a 4000 s/f lot over looking "Club Campestre Golf Course" \$699,000

Notes:
