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**Did You know - Smart phone users - Here are the Numbers**

**51.4 PERCENT**

The portion of Facebook users who prefer to express laughter by typing "haha," whereas 33.7 percent rely on emojis and only 1.9 percent use the once popular "lol."

**4 FOLD**

According the report from SwiftKey, French speakers use four times as many heart emojis than people speaking any other language.

**221 TIMES**

The Number of times average users in the UK pick up their smartphones per day.



**2015 SALES REACH HISTORIC HIGH**

**Home sales in Metro Vancouver set a new record in 2015, while seller's conditions continued to push prices upwards.**

The Real Estate Board of Greater Vancouver (REBGV) reports that 2015 home sales hit the highest annual total in their history with sales of detached, attached and apartment properties in 2015 reaching 42,326, a 27.8 percent increase over 2014 residential sales, and a 48.4 percent increase over the 28,524 homes sold in 2013.

Price-wise, the MLS® Home Price Index (HPI) saw double-digit year-over-year price increases. The MLS® HPI composite benchmark price for all residential properties in Metro Vancouver closed last year at \$760,900 – almost 19 percent higher than in December 2014.

The number of residential properties listed for sale on the Multiple Listing Service® (MLS®) in Metro Vancouver in 2015 rose by 2.1 percent from 2014,

to 57,249. With sales-to-active-listings ratios above 25 percent for 11 months in 2015, the Metro Vancouver market experienced seller's market conditions for much of the year.

"Home buyers were active and motivated throughout 2015 despite the pressure on supply of homes on the market," Darcy McLeod, REBGV President said. "Housing markets typically experience quieter periods within a calendar year, but that wasn't the case in Metro Vancouver last year."

What does the 2016 market have in store for you? Please call today for the latest market updates!



**Terminology Tip**

**CLEAR TITLE –** A clear title is a title that is free of encumbrances, such as liens, deed restrictions, easements, and encroachments. In other words, the legal ownership is clear and no other ownership claims exist against it. A clear title is a necessary requirement in any real estate transaction, and mortgage lenders require proof of clear title in order to fund a mortgage loan.



# TURN ON THE CHARM



**Is there a room in your home that feels a bit cold and uninviting? A room lacking that certain something that gives a space warmth and personality? Want to avoid creating such a room? Then keep reading! Below are some sure-fire ways to imbue a room with that cozy, lived-in feeling that truly says home.**

## More Mixing, Less Matching

Avoid matching furniture sets. A room with pieces too similar to one another can feel sterile and impersonal, like a catalogue spread or showroom. So mix things up a little! Already have a matching set? Try breaking it up into different rooms. In the market for new furniture? Focus more on buying pieces you like, rather than making sure they match. Eclectic is in! It's how you combine pieces of seemingly disparate styles that give a room a personality that's uniquely you.

## Just-Right Light

A room that's too dark or too bright is hardly one that feels cozy and welcoming. Your light bulbs can make a difference: those rated 3,500K or higher cast a cool, bluish light; for a warmer, softer glow, opt for 2,700K to 3,000K. Take the edge off harsh overhead lighting by installing dimmer switches. Be sure to balance your light sources by having floor or table lamps in opposing sides of the room, rather than just a single overhead light fixture.

## Color Your World

If painting walls in neutral hues is, as home sellers are advised, a way to depersonalize interiors before entering the market, then it stands to reason that vibrant, bold colors are an effective way to add personality to a room. Want that large

or open-concept space to feel more intimate and cozy? Paint it a dark color, which has the effect of bringing the walls in. Warm, energetic colors – reds, yellow, and oranges – will make a room feel just that.

## Get in Touch

If your décor falls flat, the problem may be texture – or rather lack of it. A design element that's every bit as important as color, texture gives spaces a sense of dimension. There's no shortage of ways to make a room more inviting to the touch, for example: seating upholstered in brushed corduroy; weathered wood tables; plush wool area rugs, velvet drapes, suede accent pillows, chenille throws, and even textured wallpaper. Just don't overdo it! Too many textured touches in a room can be overwhelming on the eyes.

## It's the Little Things

There's a reason plants are considered an ideal housewarming gift – they add life to a room, as do the photos you frame, the artwork you hang, and that collection of books (or records, or teapots) you display. Nothing expresses your unique style and personality quite like all those little accessories that are the last things put in a room, thus completing it. Finishing touches like these tend to be the things in our home that guests find most inviting.

## AVOID DRYER DANGER!



**Clothes dryers are incredibly convenient, however it's important to be aware of the dangers of these machines too – potential issues that include dryer fires and carbon monoxide poisoning.**

Dryer lint, which blocks airflow, is the biggest culprit when it comes to dryer dangers. Follow these tips to keep your dryer as lint-free as possible:

1. Clean the lint trap after each load.
2. Use a slim vacuum attachment to remove accumulated lint from under the lint trap.
3. Disconnect, clean and inspect the dryer duct, either by yourself or through a professional company, on an annual basis. This is not only a safety check; it will also increase the dryer's efficiency and can increase its lifespan.

# CHILDREN ON BOARD

Many people don't involve their children in the home-buying process until they've narrowed their choices down to serious candidates. But if your children will be accompanying you in your home hunt, here are some ways to make it easier.

- **Ask your real estate sales representative to schedule fewer showings at a time**, and to schedule those you're most interested in for the beginning of the day in case you need to call it quits early. Tell your salesperson as soon as you know a property isn't for you, so you'll waste no time in moving on to the next showing.
- **Be well equipped.** What items will your child(ren) need in order to keep occupied and entertained? To take a nap? To not be hungry or thirsty? To be comfortable? Be sure to pack everything they and you will need to avoid or deal with meltdowns, and to ride out any delays you might encounter throughout the course of the day.
- **Bring a friend or family member along with you.** They can help ensure your child(ren) don't get injured in or cause damage to sellers' homes, or, should your little one fall asleep en route, they can stay in the car with them, allowing you, the decision maker(s), to focus on the task at hand – evaluating the property – free of worry or distraction.
- **Get them involved.** Giving your child(ren) an age-appropriate job to do, such as checking items off your must-have list, can help keep them busy and make them feel like they're an important part of this decision that's going to mean a big change for them.

## ~ Monthly Musing ~

*“Never allow someone to be your priority while allowing yourself to be their option.”*

~ Mark Twain



## STAGING SLIP-UPS

**Staging your home can help sell it faster and for more money – provided it's done right, that is. Avoid these staging mistakes that could sabotage your sale.**

- **Not staging your storage space.** It's tempting to cram everything you want hidden out of buyers' sight in your closets and cupboards, but they're definitely going to be looking inside your storage spaces, so make sure such areas look just as spacious and neat as the rest of your home should.
- **Masking, not eliminating, odors.** Some sellers try to hide unpleasant smells with air fresheners, but buyers can often still detect them and are often put off by the too-strong scent of the freshener itself. Your home should smell neutral or faintly of a fresh, clean scent like citrus.
- **Leaving repurposed rooms as is.** If you've turned a spare room into a home office or gym, for example, you'll want to stage it back to show its intended purpose before listing your home. You don't want buyers leaving confused, thinking you lack a dining room or are short a bedroom.
- **Over-staging.** Yes, there's such a thing as looking too staged. Fully setting up your dining table as if ready for a dinner party or over-accessorizing with throw pillows is just clutter of a different kind and can smack of desperation to buyers. Your home-staging efforts should feel natural and be simple.
- **Assuming you can't afford staging help.** Sure, you can hire a home stager for the works (e.g., bringing in furniture, hiring a painter), but stagers offer less pricey services, too, like touring your home then providing a staging plan for you to implement yourself based on their recommendations.



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 HOME**  
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.



**NORTH BURNABY HOME**  
8165 GOVERNMENT RD \$3,500,000

Elegant 6350 s/f 6bed, 8 bath home on a 17,000 s/f private lot features radiant floors, 18' ceilings, gourmet Cherrywood Oak kitchen & Chinese wok kitchen. Shows Beautifully.

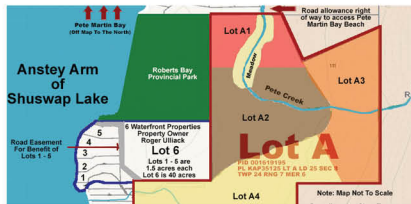


**VANCOUVER EAST - STRATHCONA**  
790 E GEORGIA \$1,800,000

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**

- 25,000 s/f lot with approved plans for 11,500 s/f mansion, Downtown views \$12.98M
- 17,500 s/f lot, 8,000 s/f totally remodelled house (\$4M spent) U/G parking \$20M
- Brand new 12,000 s/f house on a 24,000 s/f lot \$28M
- Brand new 6000 s/f house on a 12,000 s/f lot \$14M
- 32,000 s/f property, two legal lots, pre 1940 house \$27.5M
- 17,000 s/f corner lot, 7,000 s/f 25 year old house w/ swimming pool, \$13.8M



**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](http://www.2449blindbay.com)

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**Squamish  
104 Acre Land  
Assembly  
\$12,000,000**

**SQUAMISH  
104 ACRE LAND ASSEMBLY \$12,000,000**

"Paradise Trials" a unique equestrian community located in the Chekamus Valley, Squamish BC consisting of 82 serviced lots and a proposed 10 Acre horse riding centre. More info at [www.6717000.com/squamish](http://www.6717000.com/squamish)



**SHAUGHNESSY MANSION  
1138 MATTHEWS \$18,880,000**

This First Shaughnessy Home with 5 bedroom and 5 bathrooms sits on almost 22,000 s/f of beautifully landscaped gardens with lush south facing yard. Recently updated gourmet chef's kitchen with island, large rooms with oak hardwood floors. Home is post 1940's with buildable lot, if desired.



**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 [www.6717000.com/cabo](http://www.6717000.com/cabo)

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