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## Did you know?

- The City of Vancouver does not know how many homes are currently sitting vacant.
- Between 2012 – 2014 the City of Vancouver issued 928 building permits and in 2015, 1142 permits were issued.
- In 2014 there were 300,000 temporary 10 year visas issued by the Canadian Government to Mainland China residents. This allows each visa holder to stay in Canada for a max amount of 6 months per year for the next 10 years.



# SALES SURGE INTO THE NEW YEAR

The Real Estate Board of Greater Vancouver (REBGV) confirmed a strong start to 2016, with January homebuyer activity remaining at near record levels across the Metro Vancouver housing market.

The 2,519 Greater Vancouver residential property sales recorded in January 2016 represents a 31.7 percent increase over January 2015 sales and a whopping 46 percent rise above the ten-year sales average for the month, propelling it to the second highest January on record. The number of homes available for sale, however, was down substantially year-over-year. The total number of properties listed for sale on the MLS® system in Metro Vancouver as of January was 6,635, a 38.6 percent decline compared to January 2015.

“Fundamental economics are driving today’s market,” said Darcy McLeod, REBGV President. “Home buyer demand is at near record heights and home seller supply is as low as we’ve seen in many years.”

Sales of detached properties in January 2016 reached 1,047, an increase of 34.1 percent over January 2015 detached sales. The benchmark price for detached properties continues to rise, increasing almost 28 percent from January 2015 to \$1,293,700 in January 2016. Sales of apartment properties rose 35.5 percent to 1,096 for the month as their benchmark price increased 19.4 percent to \$456,600.



Please call today for the latest updates in today's active market!

VREB



## Terminology Tip

**HOUSING STARTS** – “Housing start” refers to the beginning of construction work for a new single or multi-family housing unit – the pouring of the foundation of the building. “Housing starts” refers to the number of new properties begun during a particular period. They are used as a key economic indicator as they have an important impact on building-dependant industries (retail, manufacturing, utilities).





## TIME TO COME CLEAN

Even if you keep a clean household, there are probably a few areas of your home that get overlooked. Here's a list of items you likely don't clean enough, and tips on how to tackle them this spring-cleaning season!

### Pillows

You wash your pillowcases regularly, but when did you last clean the pillows themselves? Between sweat, oil and dead skin, the why is obvious, but the how to clean pillows is less clear. If still attached, follow the manufacturer's instructions; if not, most down and synthetic pillows can be machine washed and dried (on air and low-heat settings, respectively, using dryer or tennis balls to fluff them back into shape in the dryer). Foam pillows must be hand washed and air-dried. Pillows should be washed, without their protective covers, at least every six months.

### Kitchen Trash Can

Gunk on the underside of its lid, waste that didn't quite make it inside the liner, and, most disturbing, "garbage juice" lingering in the bottom...your trash receptacle could be causing unpleasant odors, so scrub it with disinfectant, inside and out, at least once a month. Try these tricks to help keep it clean and odor-free between scrubbing: line the bottom with newspaper to absorb liquids, sprinkle baking soda or Borax in the bottom before inserting the bag, and spray disinfectant inside whenever you take the garbage out.

### Handles, Switches, and Knobs

Your doors, kitchen appliances, cabinetry, lights, toilets, faucets – think about how often you, your family members and your guests touch their handles, switches and knobs;

upon entering your home from the (germ-ridden) outside world, during cooking and after using the bathroom. White vinegar is a handy, cheap way to disinfect these areas, which you'll want to do especially frequently during cold and flu season, to minimize the risk of spreading viruses that can make you and anyone else in your household sick.

### Air Vents and Exhaust Fans

Speaking of getting sick, air vents and exhaust fans that are clogged with dust, dander, and other dirt compromise your home's air quality, triggering allergies and respiratory problems. Cleaning methods for both are basically the same: cut power at the source; remove the grille/cover and, for fans, the blade, and wash with mild soap and warm water; use a stiff brush and/or vacuum attachments to remove debris from the fan's motor and the nooks and crannies of its housing, and from the ducts behind your air vents.

### Washing Machine

Your washing machine is self-cleaning, so you never need to wash it, right? Wrong! Bacteria, residue build-up from using too much soap, odors caused by not promptly removing clothes, hard-water deposits – your washer takes a lot of abuse, and if you don't clean it regularly, it won't effectively clean your clothes and linens. Once a month, run an empty load on the hottest setting, adding bleach or white vinegar. Got a front-loader? Check for and remove mold around and underneath the rubber gasket.

## BEYOND BAKING: THE BENEFITS OF BAKING SODA



Here are just a few of the many common household uses of baking soda, a great replacement for more toxic alternatives!

**Clean:** Make a paste of baking soda and water to scrub away grime, from dirt and soap scum to crayon marks on the walls.

**Combat fridge odors:** Place a tray of baking soda in your fridge to absorb strong food odors.

**Freshen musty upholstery, carpets and pet beds:** Sprinkle surfaces with baking soda, let sit for 15 minutes, then vacuum it up.

**Clear a slow-running drain:** Pour half a cup of baking soda into the drain, followed by half a cup of vinegar. Cover with a wet cloth. Leave for five minutes and then flush thoroughly with hot water.

# ORDER OF EVENTS

Buying *and* selling this spring? While there's no one-size-fits-all answer to the "buy first or sell first" predicament, there are pros and cons to each approach that everyone facing this decision should understand.

## Buying First Pros

- You can search without pressure for the right property, rather than making compromises you're uncomfortable with because you need someplace to live.
- You can move straight from your current home into your new one, saving you the cost and stress of interim living arrangements and moving twice.

## Cons

- You could have two mortgages to qualify for and to pay, an even riskier scenario in a buyer's market than it is in a seller's market.
- You might feel pressured, out of desperation to sell, to accept a lower offer than you would if you hadn't already bought your next home.
- You won't be able to take the equity from your current home's sale into account when budgeting for your new home.

## Selling First Pros

- You won't have to worry about paying for two homes at the same time.
- You won't feel under deadline to sell, which means you can afford to wait for the best possible offer on your home.
- You'll know the exact proceeds from your current home's sale, allowing you to better determine an appropriate price range for your next property – and you'll be able to use those proceeds for the purchase.

## Cons

- Unless you can seamlessly dovetail your closings, you may have to arrange short-term accommodations (e.g., renting, staying with family) and move twice, or arrange interim financing for your down payment.
- You might feel the need to rush your home purchase, and that pressure could lead to rash decisions like overpaying or making regrettable compromises on features.

## ~ Monthly Musing ~

*"If we had no winter, the spring would not be so pleasant: if we did not sometimes taste of adversity, prosperity would not be so welcome."*

~ Anne Bradstreet



## SMOOTH MOVE

We've all heard moving horror stories – you might even have one yourself! But take these steps to avoid common problems and your next move will surely have a storybook ending.

- **Start prepping ASAP.** Wait until the last minute to book a mover and you might be out of luck, especially if you're moving in spring or summer. As soon as you know you're selling, you can start purging your belongings, gathering packing materials, and researching moving companies.

- **Choose your mover wisely.** Avoid movers who won't provide an in-home (as opposed to online or by phone)

estimate, whose quote is significantly lower than the competition, and who promise their quote covers everything. Ask around for recommendations, get estimates from a few companies, and research those companies online.

- **Number your boxes,** label each with the room it goes in, and create a corresponding list of each box's contents. This will make it easy to check that all your boxes arrived at their destination, easier to find things you need, and easier to get organized and unpacked in your new home.
- **Make sure your belongings are adequately insured.** That fee your mover is charging might include some coverage, but is it enough? Probably not. Does your homeowner's policy cover your stuff in transit? Know exactly what you are and aren't covered for, and purchase additional coverage as needed.
- **Be there for the truck unloading,** so you can make sure everything arrived, and in good condition. If not, you'll have greater success in resolving the matter by addressing it with your mover right away, instead of months later when you realize that box is missing.







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.

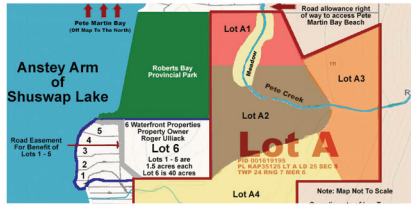
**KERRISDALE 23,979 S/F**  
**READY TO BUILD**

**6289 Carnarvon St \$7,800,000**

Rare to find, cleared and ready to build desirable Lot. DP, BP already in place, saves you a year's waiting time. Price includes permit application fees & demolition costs. Ready to go 9,369 s/f unique home architecture drawings designed by Robert Billiard can be negotiated. Surrounded by luxurious houses with beautiful tree lined and quiet street appeals.

**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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