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Condos and Townhouses In High Demand Across Metro Vancouver.

- Residential property sales in the region totaled 3,553 in April 2017, a 25.7% decline compared to April 2016 when 4,781 homes sold and a 0.7% decrease from the 3,579 sales recorded in March 2017.
- By property type, the sales-to-active listings ratio is 26% for detached homes, 58.2% for townhomes, and 82.2% for condominiums.
- Attached, or townhome, property sales in April 2017 totalled 620, a decrease of 10.8% compared to the 695 sales in April 2016.
- The benchmark price of an attached unit is \$701,800. This represents a 15.3% increase over the past 12 months and a 2.4% increase compared to March 2017.



SALES REFLECT LIMITED INVENTORY

The Vancouver Island Real Estate Board (VIREB) reports that in April 2017, 478 single-family properties sold on the MLS® System compared to 659 last April, a decrease of 27 percent. These sales reflect the lack of available inventory: the number of single-family homes on the market in April declined by 33 percent year-over-year, and VIREB advises that properties are being snapped up almost as soon as they hit the market.

“Properly priced single-family homes between \$400,000 and \$600,000 rarely last more than 48 hours and usually generate multiple offers, with many selling above list price,” says Janice Stromar, 2017 VIREB President.

“Limited supply, combined with high demand, means it has been a sellers’ market for months. Sellers are in the drivers’ seat, and the lack of inventory is frustrating buyers and REALTORS® alike,” says Stromar. “That said, even though we are in a sellers’ market, homeowners still need to price their home correctly. Houses can sit unsold for months if they are priced higher than the market will bear.”

In April 2017, the benchmark price of a single-family home in the VIREB area was \$419,100, up 17.5 percent from one year ago. Prices increased in every zone, ranging from 13 percent in Duncan to 22 percent in Nanaimo. The benchmark price of an apartment in April rose 28 percent board-wide while the townhouse market posted a 21 percent increase board-wide.

Are today’s market conditions affecting your decision to move? Please call today for the latest local update and a no-obligation discussion.



Terminology Tip

HOME EQUITY LINE OF CREDIT (HELOC):

A HELOC is a revolving line of credit, secured against the homeowner’s home, that makes a certain amount of money available for the homeowner’s use as needed. The borrower only pays interest on the money they use. It is a loan set up for a maximum draw, not a fixed dollar amount and because the balance of a HELOC may change from day-to-day, depending on draws and repayments, the interest is calculated on the daily balance.





HEALTHY HOME TIPS

Now that it's officially summer and winter colds and flus are but a distant memory, you may not be as focused on the day-to-day health of your household as you were a few months ago. But it's important to remember that your family's health is affected by not only germs, but by your inside living conditions too. Here are just a few household considerations to think through.

Air quality. You may think of air pollution as an outdoor problem, but it's inside the home that you spend much of your time. Consider an investment in an indoor air purifier, and a vacuum with a HEPA filter to trap spores and allergens in each room. HEPA stands for high-efficiency particulate air, and works by trapping harmful particles like pollen, mold spores, pet dander, dust mites and tobacco smoke to create healthier indoor air quality.

Mold. Sometimes you can see and therefore treat mold – scrubbing away black spots from around your shower tiles for example – and sometimes you can't, in cases where it may be lurking behind the walls, or sub-flooring that has been exposed to moisture.

Mold affects people differently, and can result in health symptoms ranging from mild stuffiness to persistent headaches, coughing, wheezing and breathing problems.

A professional home inspection, even if you're not planning on selling your home anytime soon, could prove to be a valuable investment in your family's health if it does, in fact, reveal hidden mold.

Inside your walls: Insulation. What's hiding in your walls? If it's asbestos or other hazardous insulation, you need to contact a professional as soon as possible. While it's a big job to remedy the insulation in your walls, it will pay you

back in a healthier environment, and an easier sale when you put your home on the market.

On your walls: Paint. Freshen up your walls with low-VOC (volatile organic compounds) paint, which is water-based, non-toxic and has little or no odor.

Smoke and Carbon Monoxide Detectors. While you may remember to change the batteries in your detectors at least twice a year – many people set their battery-changing schedule according to when the clocks change – it's worth checking out new technology that has come onto the market since you originally purchased your smoke and carbon monoxide detectors. For example, instead of trying to track down where a particular beep is coming from, some detectors possess the technology to notify you via an app as to which room in your home is experiencing a potential problem.

Hands-Free, Germ-Free Technology. Remember the old "Clap On, Clap Off" commercial, showing people clapping their hands to turn their lights on and off without touching a switch? Well, today's technology provides everything from apps that can automatically control your lights and alarm system to a motion-activated toilet-flushing sensor that allows you to avoid touching the germ-filled toilet handle, and similar no-touch technology for kitchen and bathroom taps.

HEALTHY AIR TIP: BREATHE GREEN, BREATHE CLEAN!

Houseplants like aloe vera, spider plants and peace lilies, just to name a few, not only beautify your living space, they also provide a natural air filter for cleaner indoor air.

In addition to producing oxygen, indoor plants can absorb contaminants like benzene and formaldehyde, a known carcinogen. Research also shows that plant-filtered rooms have 50 to 60 percent less airborne microbes, like mold spores and bacteria.*

Whichever plants you choose, make sure they're not toxic to pets and small children who may get into them.

* davidsuzuki.com



THE CORNER OFFICE

Whether you work at home full-time or just want to have a dedicated corner to work or play on your computer while at home, you'll want to create an area where you can be productive, that also blends into your living space.

If you're not lucky enough to have a spare room to convert into a home office, then consider these tips on how to incorporate your home office into another room:

- When looking around for a corner to carve out for your work space, be sure to avoid the bedroom at all costs – waking up to a stack of paperwork is no way to start the day! Consider the guest room, living or dining room, even the kitchen. Thanks to the popularity of furniture designed specifically for condominiums, working with a multipurpose room has never been easier. There are tabletops that fold down from the wall, armoires made especially to house computer equipment, small-scale desks that look right at home in the kitchen, and screens that serve to hide workstations and separate work space from living space.
- Instead of setting up a desk that looks like it came straight from an office supplies store, why not invest in one that complements the room's décor? An example would be a traditional roll-top desk that will lend charm to the room while hiding your supplies and equipment.
- In the same vein, also choose storage solutions that are less stark, and more decorative. For instance, forego the traditional metal filing cabinet for stackable wicker or wire baskets, or fabric-covered boxes of various sizes and patterns.

~ Monthly Musing ~

“Should you find yourself in a chronically leaking boat, energy devoted to changing vessels is likely to be more productive than energy devoted to patching leaks.”

~ Warren Buffett



CHECK IT OUT!

The real estate market is so competitive in some areas that being able to find and secure an appropriate property at an affordable price feels like winning the lottery instead of what it really is - the biggest expenditure you'll likely ever experience in your life! In your excitement to sign on the dotted line, make sure you get to know your property better, by investing in a professional home inspection.

Obviously houses and condos have different concerns, but here are just a few things that are common to both:

- Water is a glorious essential that sustains life, but when it's dripping from your ceiling, you'll be thinking of it in a whole different way. Inspectors check for watermarks and other evidence of leaks or floods.

- Home inspectors check for spotting on floors, walls and window frames that could indicate mold.
- Cracked walls are a concern, as they could signify a structural issue.
- Inspectors assess water pressure, and make sure drains function properly.
- Electrical and HVAC systems are also reviewed to ensure they work.

Home inspectors not only check properties visually but also rely on their noses to guide them to potential problems. Issues ranging from household mold to improper ductwork and venting can often be sniffed out by a qualified home inspector.

Depending on what the inspector unearths, you may want to reconsider your offer or, if you're still keen to own the home, at least be aware of and be prepared to pay for fixing the problems later.





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 MANSION
1138 MATTHEWS \$17,980,000

This First Shaughnessy Home with 5 bedrooms 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 HW floors. Home is post 1940s with a buildable lot, if desired.



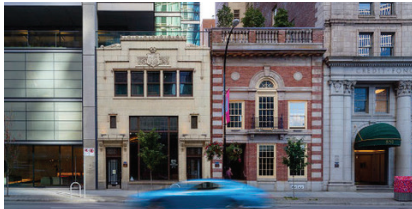
SHAUGHNESSY MANSION
1233 TECUMSEH \$27,900,000

Currently under construction this beautiful unique new home is a masterpiece. This 12,500 s/f home on a 25,000 s/f lot features 7 beds all with ensuites, outdoor pool with koi pond & hi-tech home automation system. Home will be ready for occupancy in the next 10 months.



SHAUGHNESSY MANSION
3589 GRANVILLE \$13,380,000

Heritage A designated 9000 s/f mansion hits on ¾ of an acre with 8 bedrooms and 8 bathrooms. This beautiful home has been completely restored with all of its heritage features intact and all of the modern day comforts to be expected.



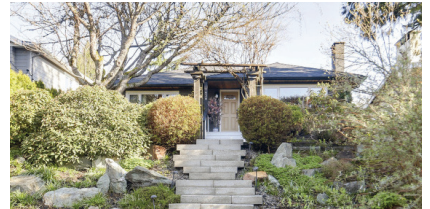
DOWNTOWN VANCOUVER
840 – 848 W. HASTINGS \$10,500,000

Prestigious 6,846 s/f retail investment opportunity in the heart of Vancouver's financial district, directly across from the Terminal City Club and Vancouver Club. Both buildings were completely restored with high-end interior and exterior finishings. Both properties are fully leased with amazing tenants.



WEST 10TH & MAPLE (ASSIGNMENT)
809 - 2033 10TH AVE \$1,988,000

Luxurious 1,322 s/f 3 bedroom SW facing Penthouse with spa like baths and sleek contemporary Italian kitchen. Features engineered hardwood, air conditioning, forced air heat and 9'ceilings, 144 s/f balcony & 107 s/f roof terrace, 2 SxS parking and 1 storage locker. Completion Spring 2017.



CAPILANO HOME
1438 LAING DRIVE \$1,799,000

Beautifully updated home in a quiet cul-de-sac, 1,886 s/f 2 beds up, 1 bed down, 2 full baths. Home features updated kitchen with ample storage, SS appliances, granite counter tops and mountain views. HW floors, freshly painted, new carpet, windows recently replaced, 2 gas fireplaces and much more.

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**Squamish 104 Acre
Development site with 82
Approved Lots
\$16,000,000**

104 ACRE LAND ASSEMBLY
SQUAMISH \$16,000,000

"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



WILLOUGHBY LAND ASSEMBLY
21427 83 AVE \$3,199,000

1.51 Acre lot with 4200 s/f 2 level home & a huge garage/storage. Property has farm status-raising sheep and chickens. Currently zoned SR-2, ppts on west side also available for possible land assembly.

**Sunshine Coast Development
Opportunity on Gibsons Way
\$9,700,000
3.23A (141,000 s/f)**

GIBSONS DEVELOPMENT
895 - 921 GIBSONS WAY \$9,700,000

895 Gibsons Way, Cedars in Hotel 62,000 s/f lot. 909 Gibsons Way, Gibsons Cinema 30,000 s/f lot and 921 Gibsons Way, Home Hardware, 49,200 s/f. Great development opportunity. Only a 7 min drive from the Langdale Ferry terminal.

Notes:
