



Compliments of Les Twarog

RE/MAX Crest Realty (Westside)



**Les Twarog**

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Hello to all our clients!

Over the years our team has been blessed to serve many clients and we have been enriched in many ways.

In fact, many of you have become our friends and I thank you all for your ongoing support and referrals.

So why have we toiled away for years, delivering the best two real estate web sites in BC and what we think is the best client experience in the market?

Simple. It's because we love what we do.

I would like to introduce two new members of my team – Bo & Dean of The Mortgage Bros. They have some novel ideas to save you big money on your mortgage. See the back page to learn more.

All the best,

*Les Twarog*

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## Market Stable and Balanced

The Greater Vancouver market continued to bloom in May, with 2,882 residential property sales reported in Greater Vancouver – a one percent increase in residential property sales compared to May 2012 and a 9.7 percent increase compared to April 2013 sales.

"We've seen some steady trends over the last three months," said Sandra Wyant, President of the Real Estate Board of Greater Vancouver. "The number of homes listed for sale has been keeping pace with the number of property sales, leading to a balanced sales-to-listings ratio. This is having a stabilizing influence on home price activity."

There is always a need for new inventory however, as new listings for detached, attached and apartment properties in Greater Vancouver totaled 5,656 in May – an 18.3 percent decline compared to the 6,927 new listings reported in May 2012, and a 3.7 percent decline from the 5,876 new listings

reported in April of this year. In fact, the total number of properties listed for sale on the MLS® in Greater Vancouver was 17,222 in May 2013, a 3.4 percent decrease compared to May 2012, although a 2.9 percent increase compared to April 2013.

Price-wise, the MLS® Home Price Index composite benchmark price for all residential properties in Greater Vancouver came in at \$598,400. This represents a decline of 4.3 percent compared to the same time last year and an increase of 1.8 percent compared to January 2013.

Wondering what the market price for your home might be? Simply call today for a no-obligation review!

VREB

# FOR FRESHNESS' SAKE

In addition to making it easier and faster for you to find what you need, organizing your fridge is a great way to save money (you'll lose less food to spoilage and be less likely to re-purchase items you already have on hand) and to avoid illness (you'll reduce the chances of eating spoiled or contaminated food). Here are a few tips for maximizing food freshness and safety.

- Don't overfill your fridge: a crowded fridge is one in which the circulation of air is inhibited – as a result, your fridge will have to work more strenuously and your food will degrade more quickly. Ideally, your fridge should be no more than three quarters full, so clear it of unnecessary items regularly (e.g. before you go grocery shopping – this will help you determine what you need to buy too) and don't refrigerate items that don't need it (such as coffee, potatoes, onions, and tomatoes).
- Due to being opened countless times throughout the day, being relatively crowded, and having less insulation than its walls, your fridge's door is where temperatures are least consistent and least cool. As such, this is, ironically, the worst place to keep dairy products like milk, butter, and eggs. Instead, it's ideal for the storage of condiments, many of which contain natural preservatives like vinegar and salt, and other items that don't need to be kept very cold, such as soft cheeses and herbs.
- If your fridge has a meat drawer, use it as intended: it's probably the coldest area in your fridge and helps prevent cross contamination by containing drips. Otherwise, store meat wherever your fridge is coldest: if that's the bottom shelf, great – no need to worry about juices dripping down onto other foods; if the top shelf is coldest, keep meat on or in something that will contain drips (e.g. a lipped plate, sealable bag, or fridge shelf liner). Sanitize your meat storage area regularly.
- Like meat, dairy products and other highly perishable foods should be shelved wherever your fridge is coldest; keep in mind, too, that temperatures will be more consistent at the back of your fridge than the front. If your fridge has a built-in egg storage area, don't bother with it: eggs are highly porous – in addition to keeping them fresh longer, the carton they come in helps prevent them from absorbing odors from other foods. Plus, having that Best Before date handy is, well, handy.
- Fruits and vegetables should be stored separately in their respective crisper drawers. These drawers are the most humid part of your fridge – produce won't wilt as quickly here. Veggies like more moisture than fruits, though, so keep that in mind if you're able to control drawer humidity levels independently. Apples, however, shouldn't be kept with the rest of your produce; due to off-gassing, they can hasten the ripening of other foods – a hardy fruit, apples will do well where your fridge is coldest.





## AT FIRST SIGHT

Your first viewing of a property isn't the time to measure doorways or haggle over whether the chandelier stays or goes. So what should a buyer be focusing on for a valuable first-showing experience?

- **Size.** How many square feet? How many bedrooms and bathrooms does it have and how big are they? Is the kitchen suitably sized for your lifestyle? Is there enough storage space for your needs? Is there room enough for you now and in the foreseeable future?
- **Floor plan.** Does the home's layout work for you? Will it work for the near future? Do you entertain frequently and want an open-concept plan? Is there enough separation between bedrooms and more highly trafficked areas? Is the traffic configuration convenient? Are there any oddly shaped rooms?
- **Bone structure.** Of course, a showing is no substitute for a home inspection, but you should use your first viewing to learn about the condition of the home. Look for obvious signs of water damage, pest infestations, problems with plumbing or electrical systems and structural issues.
- **Renovations.** How much repair and renovation would be needed immediately? In the future? What is the nature of needed repairs and renovations? If they're cosmetic, great! If not, you'll need to estimate costs and determine whether you can afford to purchase the home and do the necessary work.
- **Your instincts.** Do you feel comfortable in the home? Is it easy to envision your family, furniture, and décor in this space? Can you imagine living your daily life in it? Can you picture doing so for years to come? Do you feel possessive and proud of it already?



## SELLING IN THE SUMMER

Making buyers feel comfortable in your home is key to selling it, but that can be difficult when the mercury spikes. Here are a few tips for showing your home during the hot, hazy days of summer.

- Make sure your home's temperature is comfortable. Don't skimp on the air conditioning; if you have (quiet) fans, use them. Have a friend visit and tell you if it's too hot, or even if you've overdone it on the A/C – you don't want buyers to rush through your home without getting a good look at it because they're uncomfortable.
- When the temperature rises, you probably keep your window coverings closed. If you're tempted to keep them closed during showings too, to help keep things cool, don't: darkness doesn't do when selling your home. It's natural light (and plenty of it) that buyers want, as well as appealing views. So keep those window treatments open!
- Home-hunting is thirsty work any day of the year, but especially so during the scorching summer heat. Leave some cold bottled water out for buyers, ideally in a decorative container full of ice, along with a note on some nice stationary reading "Help yourself!" It's a small gesture, but one that buyers will really appreciate (and remember!) at this time of year.
- Many sellers bake before showings or even simmer cinnamon sticks for a welcoming aroma. Opt for refreshing scents during the dog days of summer, and avoid the oven and stove. Dab citrus essential oil on light bulbs or combine it with water to make a spray; run citrus peels through your garbage disposal or leave them in strategically placed bowls.

## Les' Lessons

When I was 6, my family emigrated from Poland. Although a beautiful, rich country, Poland had been stripped of its goods to feed the Soviet empire. I lived through that time in the 1960's. Everyone lined up once a week to get their food for the coming week. There was no choice – you accepted what was given without question.

When I arrived in Canada, we went to stay at my Uncle's home in Montreal. He owned a grocery store and lived in the back. I was awestruck by how many products were available. My Uncle said to take whatever we wanted. So not only was there choice, it was unlimited and the goodies were unlike anything we had ever seen. I took a chocolate bar & bag of chips. I was in heaven. In fact, I was in shock for many of those young years that passed in a blur.

To this day, I retain that memory and a level of gratitude that persists for the abundance that is available to us in Canada.

**\$1,690,000**

**#201 – 1010 Beach Ave**



1000 Beach Complex, Spectacular  
1917 sf Waterfront Residence

**\$949,000**

**2601 – 1155 Seymour**



Brava North Tower, 2 Bed + Den,  
2 Bath, 964 sf North Corner Sub-Ph

**\$1,265,000**

**3501 – 833 Homer**



Atelier, 1350 sf, N/W Facing  
2 Bed + Den + Storage Sub P/H

**\$1,275,000**

**156 Smith Rd – Gibsons**



Executive Log Home, 4267 sf, 5 Bed,  
4 Bath West Coast Executive Log home

**\$485,000 / \$595,000**

**1807/1906 – 788 Richards**



L'Hermitage, Luxurious 671/859 sf  
1-2 Bed, 1-2 Bath + Den

**\$755,000**

**1005 – 388 Drake**



Governor's Tower, 2 Bed + Den, 2 Bath  
1,200 sf Unit in the Heart of Yaletown

**\$648,800**

**#205 – 1228 Homer**



Stunning 935 sf 1 Bed + Den in Vancouver's  
most sought after location, Yaletown

**\$699,000**

**806 – 168 Powell**



Smart 2 Level Penthouse Suite, 1035 sf  
2 Bed + Office + 282 sf private roof deck

**\$675,000 / \$559,000**

**1702/1001 – 2668 Ash**



Cambridge Gardens, Remodeled 1200 sf,  
2 Bed + Den, 2 Bath Suite With View

**\$788,000**

**#1801 – 550 Pacific**



1,055 sf, South Facing 2 Bed, 2 Bath + Den  
Suite at "Aqua at the Park"

**\$539,900**

**2207 – 688 Abbott**



Firenze II, Fabulous 2 Bed, 2 Bath N/W  
Corner w/ Sweeping Mountain and Water Views

**\$699,999**

**3203 – 1200 W Georgia**



Residences on Georgia, 1002 sf, 2 Bed, 2 Bath  
+ Den w/ Balcony Spectacular N/W views of  
Ocean and North Shore Mountain.

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## Dominion Lending Centres Casa Mortgage Inc.



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The Mortgage Bros  
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- ✓ Without changing your monthly budget.
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