



Compliments of Les Twarog

RE/MAX Crest Realty (Westside)



Les Twarog
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Hello to all our valued Clients!

I hope all of you are appreciating the fantastic summer we are having in BC – and of course my newsletter. Let me know if there is any additional information you would like to see in it.



Rene Pantoja
Cell: 604-761-4047
rene@renerealestate.com

I am pleased to introduce a new member of my team, Rene Pantoja. Rene is an experienced, hardworking Realtor and we are happy to have him onboard.

In gratitude,

Les Twarog

www.6717000.com | www.BCCondos.net



Active Market Triggers Hot Summer Sales

July brought more than just sunny skies this year – it also brought hot real estate activity to the Greater Vancouver market.

Instead of the usual summer lull, the Real Estate Board of Greater Vancouver (REBGV) reported that July was actually the highest selling month of the year so far, and in fact, the highest selling July since 2009!

There were 2,946 residential property sales reported through the Multiple Listing Service® (MLS®) in July 2013 – a 40.4 percent increase compared to sales in July 2012 and an 11.5 percent increase compared to sales in June 2013.

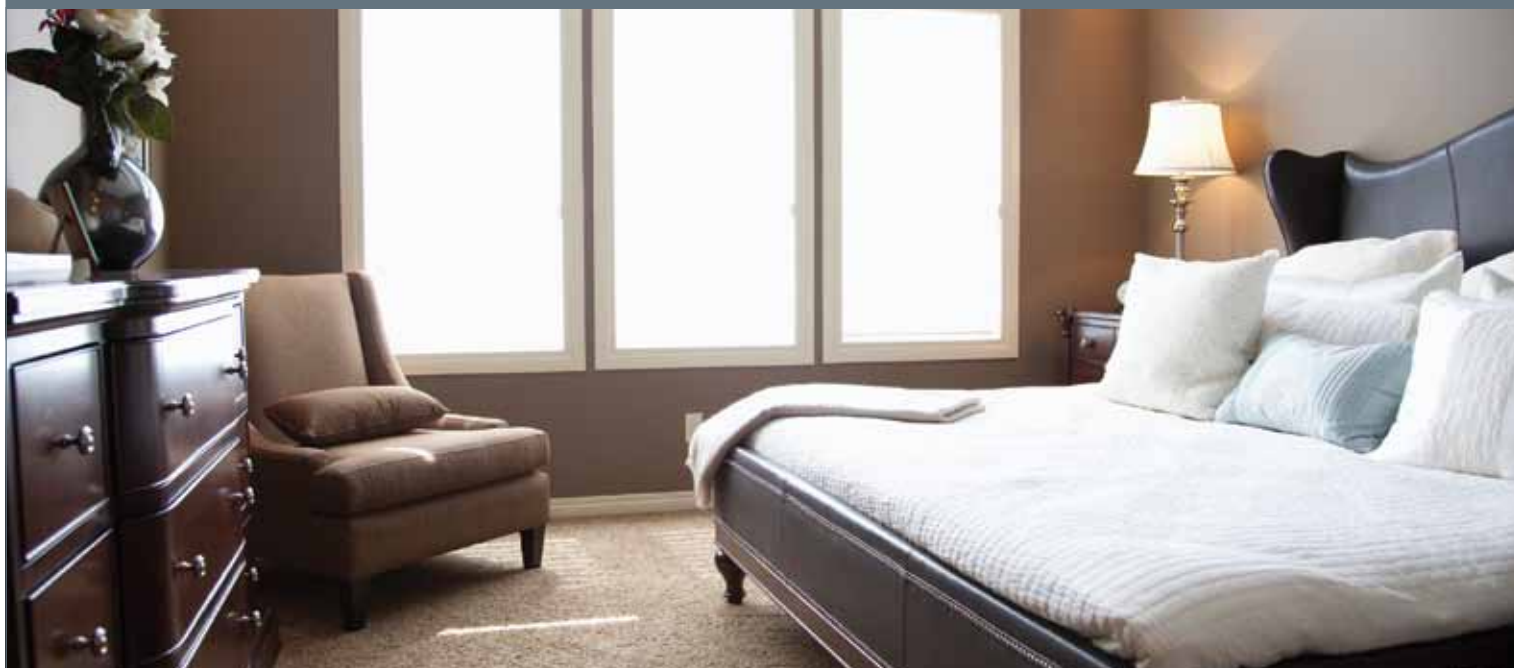
"Demand has strengthened in our market in the last few months, which can, in part, be attributed to pent-up demand from the slowdown in sales activity we saw at the end of last year," noted Sandra Wyant, REBGV President.

Price-wise, the MLS® Home Price Index composite benchmark price for all residential properties in Greater Vancouver is currently \$601,900. This represents a decline of 2.3 percent compared to this time last year and an increase of 2.3 percent over the last six months.

"Home prices continue to experience considerable stability with minimal fluctuation throughout much of this year," Wyant said. "This stability in price brings greater certainty to the home buying and selling process."

Of course, market activity and home prices can vary substantially depending on which area of Vancouver you are living in, or hope to move to. Please call today for an in-depth look at real estate conditions in your area of interest!

VREB



SLEEP SOLUTIONS

Beds are arguably the most essential item in the home. Unfortunately, they also take up a lot of space, which can present a challenge where square footage is concerned. Below are five space-saving bed options, for every-night use by those living in your home or for occasional use by your guests.

Lofty Ideas

Loft beds make use of vertical space, with the bed elevated, accessible by a ladder or stairs, while the space underneath can serve as a play, storage, or (home)work area; in fact, many loft beds have built-in shelves and/or workstations. Though popular for and with children, loft beds come in sizes larger than twin and are suitable for adults, who have been embracing them as part of minimalist interiors. While loft beds that sleep children need to have guardrails, those for adults require extra support.

On a Roll

A trundle bed is typically sold as a set, one bed being smaller than the other so it can be slid out when needed and pushed back underneath the top bed for storage. They come in two types: pop-ups, which can be raised so they're level with the top bed and moved around on casters; and drawer trundles, which attractively conceal the bed when not in use but can't be moved or raised up. Available in a variety of sizes (though twin is most common), trundle beds don't usually have box springs.

Outta Sight

Murphy beds, otherwise known as wall beds, are essentially platform beds that can be pulled down from inside and folded back into a closet or a (horizontal or vertical) cabinet. First popularized in the 1920s, they've recently had a renaissance. Today's models are much more sophisticated,

available in cabinetry that incorporates shelving, pullout nightstands, desks, cabinet hardware, lighting, and more. No matter what your décor style, there's housing that can blend in seamlessly – you won't even be able to tell there's a bed inside!

Store More

Platform beds may have a footprint just as big as a regular bed, but their space-saving superpower lies in their ability to incorporate storage underneath the bed: drawers on both sides of the bed, on only one side of the bed, or at the footboard, depending on what the room's configuration demands; platforms that lift up, affording you all the space underneath the bed. Popular in contemporary décors, these beds reduce or eliminate the need for dressers and shelves, meaning less furniture taking up floor space.

Couch Surfing

If a bed that does double duty as a couch would suit your needs, you've got a lot of options – and they're markedly more comfortable than their notorious 1970s counterparts. There are bifold, trifold, and loveseat futons; daybeds, which have decorative panels on three sides and often incorporate storage or a trundle underneath; that old mainstay, the pull-out couch, now with inflatable mattress options; and modular convertible sofa-sleepers whose back and/or arms fold down with a few clicks – ideally suited for minimalist, contemporary interiors.



MORTGAGE MISSTEPS

Making a misstep in the process of shopping for and securing a home loan can be costly. Fortunately, many mortgage mistakes, such as those listed below, are easily avoided.

- **Not checking your credit.** Mistakes on credit reports are not uncommon. Left unaddressed, they can slow the mortgage application process or stop it altogether, potentially costing you that property you want. Financing based on incorrect information can result in a much higher interest rate, so be sure to fix any errors on your credit report well before home hunting or applying for a loan.
- **Not shopping around for a lender.** While many homeowners stick with their current lender when purchasing their next home, loan structures – rates, terms, fees – may have changed significantly since you last applied for a mortgage; comparison shopping can potentially save you thousands of dollars.
- **Choosing a lender based solely on interest rate.** Terms and fees (e.g. prepayment penalties) may seem insignificant by comparison, but they can have a much bigger impact on the overall cost of the loan; ignore them and you could end up with a loan structure that doesn't suit your needs, and costs you much more than you bargained for.
- **Getting pre-qualified rather than pre-approved.** Pre-qualification allows for an estimate of what your bank may lend you; pre-approval is a more formal process resulting in a firmer commitment from your lender. A buyer who's pre-approved is in a stronger position than one who is pre-qualified, and can act more quickly upon finding the right property.



OPEN ACCESS

A home that's hard to access is hard to sell. To make it as easy as possible for buyers and their representatives to get inside your property for viewings, follow these tips.

- Set generous, reasonable hours of availability and honor them; most buyers can't view homes until after work or the weekend, so think weekdays 10 a.m. to 8 p.m. and weekends 11 a.m. to 6 p.m., for example. Avoid such stipulations as requiring 24 or 48 hours' notice for showings, if possible.
- For those times you can't be there to admit buyers, ensure all necessary keys are available to your real estate representative. In addition to your front door key, condo dwellers might need to include a storage locker key, for example, while house dwellers may need to provide a garage key or remote to open the garage door. And if you have a security alarm, make sure your rep can disarm it.
- Make sure your representative knows how to quickly contact you while your home is on market – and that you're readily available at that number to take and return calls. Your rep or a buyer's rep could call at anytime to book a showing, so consider yourself on call until your property sells.
- Don't forget the little things, like parking and pets. Is there someplace for buyers and real estate representatives to park, and does your rep know where that is and how to access it? Do you have a plan for evacuating pets before showings? You don't want the sound of barking coming from inside to scare potential buyers away!

Allow your sales representative full access and generous showing hours to ensure your door is always open for a successful sale!

Les' Lessons - Receive a trip to Cabo

In my opinion the world runs on referrals. In fact, 80% of my business is based on referrals of one kind or another. We value them so much that for every referral you provide that turns into a closed deal, your reward is a free 1 week stay at my 1400 sq ft private luxury condo on the beach in San Jose del Cabo (Cabo San Lucas). Airfare not included.

In order to keep up with the fast pace and long hours that I put in serving my clients, I take a few breaks during the year and go to this paradise in Mexico. The annual temperature averages around 26 C and the Sea of Cortez is beautiful to behold.

Have a look at www.6717000.com/cabo. Muchas gracias!

\$450,000

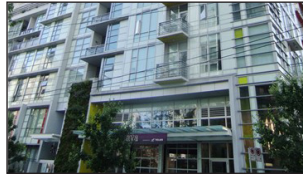
402 – 183 Keefer



Paris Place – 891 sf, Great value in this 2 Bed Open Plan w/ Large Open Balcony. 5-10 mins Walking Distance to D/T

\$439,000/ea

302/303 – 1205 Howe



Alto – 659 sf, 1 Bed + Den and 200 sf balcony North Facing

\$1,265,000

3105 – 833 Homer



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

\$1,275,000

1561 Smith Rd – Gibsons



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

\$599,000

TH 167 Esplanade



Atrium at the Pier – 882 sf, 2 Level, 1 Bed + 1.5 Bath – North Vancouver

\$2,450,000

4722 Meadfield Pl.



4000+ sf 4 Bed, 4 Bath West Coast style view home – West Vancouver

\$625,000

#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

\$699,000

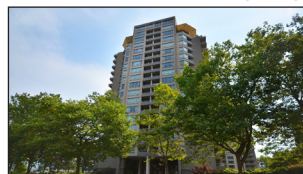
TH17 – 63 Keefer



Europa – 1,268 sf, South Facing, 2 Levels, 3 Bed Plus Den Townhouse with Approx 1,000 sf of fenced patio

\$370,000

1904 – 6070 McMurray, Bby



La Mirage I – 913 sf 2 Bed. Spectacular Northshore Mountain and City Views

\$539,900

2207 – 688 Abbott



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

Land Assembly

5509 – 5525 Hastings St., Burnaby
35,378 sf of Land (266' x 133')
Asking \$9,404,000

7700 Block Kingsway, Burnaby
62,799 sf of Land

View all our listings at www.6717000.com/res

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Dean@MortgageBros.ca

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- ✓ We can get it done for you.
- ✓ It's not all about the rates - it's about proper mortgage structure and meeting your needs.

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