



Compliments of Les Twarog

RE/MAX Crest Realty (Westside)



Les Twarog

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Hello to all our valued Clients!

You will be seeing a number of changes over the coming months to our websites, 6717000.com and BCCondos.net, as we are improving the user experience and adding some new features.

We are expanding our services by adding Presales (New Condo Developments) and Assignments. In case you didn't know, Assignments are sales of Presale property before they are listed on MLS or offered for sale before the completion date. Give me a call for more information if you want to list an Assignment or want to purchase an Assignment.

Also, in order to serve you better, we are going to be opening up a new real estate services office in downtown Vancouver and we will provide details in the next newsletter.

In gratitude,

Les Twarog

www.6717000.com | www.BCCondos.net



HOUSING RALLY CONTINUES

An increase in sales of almost 38 percent would normally be considered front page, breaking news, however when it comes to the Vancouver real estate market, it simply marks a return to historical averages.

The Real Estate Board of Greater Vancouver (REBGV) reports that residential property sales in Greater Vancouver reached 2,661 on the Multiple Listing Service® (MLS®) in October 2013 – a 37.8 percent increase compared to the 1,931 sales recorded in October 2012, and a 7.2 percent increase from sales recorded in September 2013. These numbers represent a 2.8 percent increase over the 10-year sales average for the month, while new listings came in just under two percent below the 10-year average.

New listings for attached, detached and apartment properties in Greater Vancouver totaled 4,315 in October 2013. This represents a 0.2 percent decline from new listings in October 2012, and a decrease of 14.2 percent compared to new listings reported in September 2013.

"We continue to see fairly typical activity when it comes to monthly home sale and listing totals," Sandra Wyant, REBGV President said. "Today's activity is helping to keep us in balanced market territory, which means

that prices tend to experience minimal fluctuation."

Prices showed a year-over-year decline of 0.5 percent, with the MLS® Home Price Index composite benchmark price for all residential properties in Greater Vancouver coming in at \$600,700.

Is it time for you to trade up, move down, or just look around? Please call for a discussion on your real estate plans today!



HOME SAFE HOME



Do you have small children, or will you be playing host to guests with a child or children this holiday season? If so, consider the tips below to make your home a safer place both for the kids who live there and those who are just visiting.

- Cover electrical outlets with safety caps, or, safer still, replace regular covers with sliding ones, which automatically slide closed when plugs are removed; this way, you needn't worry about children pulling safety caps out or remembering to re-insert them when finished using an outlet. Unplug appliances when they're not being used and keep electrical cords wound up and out of kids' reach.
- If they don't have them already, any electrical outlets that are near sources of water should be outfit with ground fault circuit interrupters (GFCIs), which stop the flow of electricity in the event an appliance should fall into the water. And speaking of water, anti-scalding devices should be installed on all faucets and showerheads.
- Install safety gates at the top and foot of stairs and in the doorways of rooms that pose hazards for children (e.g. the kitchen). Keep in mind that tension-mounted gates are not as secure as those that affix to walls with hardware; children may use gates, as they use furniture, to pull themselves up, making pressure-mounted gates especially dangerous for stairs. Avoid accordion-style gates – they can ensnare little limbs and heads.
- Take precautions against poisonings. Amongst other items, cleaning products, cosmetics, medications and vitamins, and even some indoor houseplants can be toxic to children. Make sure they are inaccessible by keeping them high enough to be out of reach, or storing them in drawers or cupboards that can be locked or latched.
- Inexpensive and available in various sizes, window stops or guards should be installed in order to prevent falls. Easily screwed into the sides of window frames, stops and guards should have easy-release mechanisms allowing older children or adults to quickly open them in case of fire. Additionally, make sure that window coverings don't have cords that could pose a strangulation hazard.
- Install childproof safety latches on all cupboards and drawers to keep children away from hazardous items and substances, as well as on dishwashers, chest freezers, mini-fridges and any other airtight spaces where a child could become trapped. Consider outfitting toilets with lid locks too.
- Use anchors and brackets to secure heavy furniture such as bookshelves, televisions, and dressers so they don't topple over should children attempt to pull themselves up on such items. Equip furniture corners and edges with bumpers to prevent injury in the event of falls. Be conscientious about where your furniture is situated – you don't want it placed where children could use it to get a leg up to where they shouldn't be.
- If decorating a Christmas tree, avoid hanging breakable tree ornaments or ones with small, detachable parts on the lower branches, where small children can grab them.



ENGAGING THE SENSES

They may be called viewings or showings, but that doesn't mean you can't enlist your *other* senses, in addition to sight, to help you sniff out the right home when visiting potential properties.

- **Smell.** Odors caused by pets, smoking, cooking, or trash are always off-putting, but may or may not be difficult to get rid of. Musty odors, however, may be bigger cause for concern: where there's a musty odor, there may be mold, and where there's mold, there may be a water problem. Whatever strange or offending odor you smell when you walk into a home, make sure you determine its source in order to ensure it's not symptomatic of a serious problem.
- **Hearing.** Dripping faucets, squeaking doors, running toilets, and rattling appliances might signal a home that hasn't been well maintained. What about traffic noise? Can you hear music pumping from the corner bar? Can you tell what TV show the neighbors are watching? Is there a train that passes through the area? Be sure to revisit any home you're considering at different times of the day and week. While things might be quiet on a weekday afternoon, things might sound distinctly different during the morning commute or on a Saturday night.
- **Touch.** Your sense of touch is handy in determining whether a home might have water problems. Note whether hardwood feels soft or springy underfoot. Do carpets feel damp? Press your foot down on the flooring around the base of toilets, sinks, fridges, and washing machines to see if there is any give. Feel discolored spots on the walls – are they damp or soft to the touch? Press a finger into the wood around windows; if it's soft, there's rot.



BRIGHT IDEAS

When it comes to selling a property, dark and dreary simply won't do – few things are a bigger turn-off for buyers. Here are a handful of tips to help you lighten and brighten your home before listing it.

- First and most obviously, give your home a fresh coat of paint in a light color – dark color absorbs light. Neutral hues, like shades of white or beige are the best bet, as they're the least off-putting to the greatest number of people. Keep in mind that while a matte finish will absorb light, a glossy finish will reflect it.
- Maximize natural light. Keep doors open inside the home so light travels farther throughout the space. Make sure your windows are sparkling clean so that dirt isn't filtering out valuable sunlight. Consider swapping out dark, heavy curtains for something more gauzy; whatever kind of window coverings you have, make sure they are all wide open during showings of your home.
- Amp up the artificial light. Outfit fixtures with the brightest bulbs that can safely be used in them. Use uplighting (e.g. sconces, torches, floor lamps) to wash your walls and ceilings with light that will bounce back into the room – a great way to improve overall brightness. Add task lighting via table lamps and under-cabinet lights, for example.
- Strategically placed mirrors are an inexpensive, easy way to amplify natural and artificial light, while making rooms seem bigger. Hung opposite or perpendicular to windows, they can reflect attractive views in addition to light. Note that convex mirrors distribute light over a larger area than flat mirrors do, as they bounce light back in many different directions.

Les' Lessons - Immigration

I received an email recently from a client that read my previous newsletter about my immigration story. He himself had escaped communist Cuba to start a new life in the United States.

My story was similar to that of his good friend who was from Krakow. She also escaped communist Poland to come to Canada and make a new life. Krakow is a lovely city with much history and it must have been difficult for her to leave despite the communist oppression. Some of you may know that I am fascinated with people and their stories – and I like to share stories myself. If you want to share your immigration story, please send it to me at Les@6717000.com.

PS: Check out the small cruise ship I came over on. Google: "MS Batory"

\$460,000

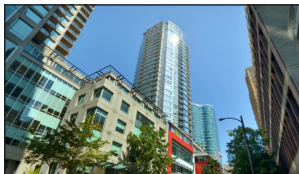
1901 – 1238 Seymour



Spacious 704 sf, 1 Bed Suite
Perched High on the SW Corner
Views of Ocean and False Creek

\$1,265,000

3105 – 833 Homer



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

\$749,900

2702 – 535 Smithe



2 Bed, 2 Bath 800 sf N/E Corner Unit, Wrap
Around Views of Mtns, Burrard Inlet & City

\$1,398,888

PH603 – 1155 Mainland



1319 sf YALETOWN PENTHOUSE LOFT
Huge Roof Deck, 2 Bed, 2 Bath, 11' Ceilings
AC & more, 2 Secured Pkg spots in Building

\$688,800

1511 Mariner Walk



Waterfront 1 level, 2 Bed, Townhouse style
Private entrance, End unit, Lots of windows
2 patios, Gourmet kitchen, Very quiet.

\$519,000

202 – 2668 Ash



Remodeled + Immaculate, 1070 sf, 2 Bed,
2 Bath Near City Square Shopping Centre,
Pkg + Storage

\$739,000

PH310 – 3423 E Hastings, Bby



Luxurious 8 year old Penthouse
NW Corner 1762 sf, 4 Bed, 4 Bath
6 Parking Stalls inc. can Rent @ \$50 each

\$499,000

2706 – 928 Homer



666 sf 1 Bed + Den, 1 Bath Suite
Breathtaking City and Mountain Views
Fabulous Floor to Ceiling Windows

\$599,000/\$632,000

3 suites @ 1372 Seymour



#618 – \$599,000, 789 sf 2 Bed + Den
#717 – \$599,000, 789 sf 2 Bed, 2 Bath, Balcony
#3305 – \$632,000, 790 sf 1 Bed + Den

\$3,998,000

6996 Laburnum



Own this Glamorous 15 year old MANSION!
5,382 sf, 7 Bed, 7 Bath, 4 Ensuities
AC + more, *Large 75x130 Lot (9,685 sf)*

\$429,900

402 – 183 Keefer



Paris Place – 891 sf, 2 Bed Open Plan
+ Den, Large balcony, Storage in-suite
Close to Downtown, 24 hr Concierge

BBY Land Assembly

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

7700 Block Kingsway, Burnaby
9 lots totalling 62,799 sf of Land
Call for listing price

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

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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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