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BUY | SELL | RENT

Compliments of Les Twarog

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Hello again valued clients!

According to a report by TD Bank, Canada's housing market will continue to stay hot for the rest of the year, with home prices expected to rise on low interest rates and increased demand.

TD Bank is predicting that home prices will gain an average of 5-6% by the end of 2014.

Low interest rates have helped with the affordability of condos, where prices are at their "most favourable".

In May, the national average resale home price grew 7.1% year over year – beating the 10-yr average growth rate.

Also, we will soon launch our new and improved website, CallRealEstate.ca. There has been some delay because we are adding a new feature for home sellers that was very difficult to create. We think you will love it.

In gratitude,

Les Twarog

www.CallRealEstate.ca



SALES ACTIVITY HEATS UP

The Real Estate Board of Greater Vancouver (REBGV) confirmed that June 2014 residential property sales reached 3,406, a figure almost 29 percent higher than June 2013 sales. REBGV President Ray Harris noted, "Competition amongst home buyers today is as strong as it's been in the region since 2011."

Breaking down the sales numbers, there were 1,462 detached properties sold in June 2014, an increase of 32.7 percent compared to June 2013. The benchmark price for detached properties rose 6.2 percent from June 2013 to reach \$976,700 in June 2014.

Sales of apartment properties reached 1,308 in June 2014, an increase of 22.5 percent compared to June 2013 while the benchmark price of an apartment property also increased 2.4 percent from June 2013 to \$378,000.

Attached property sales in June 2014 totaled 636, a 34.7 percent increase compared to sales in June 2013. The benchmark price of an attached unit

increased 3.1 percent from June 2013 to \$471,200 in June 2014.

Overall, Mr. Harris observed, "Over the last three years, we've seen changes in demand yet home prices at the regional level have remained relatively stable." Harris added, "While these numbers provide high level trends, it's important to know that changes in prices always vary depending on neighbourhood and property type. Consult your local REALTOR® for information on trends in your area of choice."

Please call today for a no-obligation market update!





A PALATABLE PALETTE

Few things have a greater impact on the atmosphere of a room than the color of its walls – maybe that’s why picking paint can feel so daunting. But with the help of these tips, you’ll be able to pick your paint colors with more confidence and get results you can happily live with for longer.

- First – or perhaps it's more appropriate to say last – don't choose your wall color until you've decided on the other, more permanent elements of your décor, like your flooring and furniture; unlike these elements, paint is relatively inexpensive and easy to change. It's much easier to match your paint to your carpeting and upholstery than the reverse, as paint is available in literally any shade and your local paint or home improvement store offers custom color-mixing – just bring in a sample, like a fabric swatch, for them to match.
- Familiarize yourself with the color wheel. It's a very useful tool that'll help you understand concepts like warm and cool, active and passive colors, complementary colors, located opposite each other on the wheel, which really make one another pop when used together due to their high contrast, and analogous colors, located next to each other, which share a hue and combine to a more harmonious effect. When you understand the wheel's fundamental concepts, you're better equipped to pick color schemes that achieve the look and feel you're after.
- Ask yourself some questions about what you need the room to do and be. Want that small and/or dark room to feel bigger and/or brighter? Stick to light, bright shades. Wish that big, open-concept space felt more cozy? Opt for darker shades. Will your bedroom be a relaxing retreat or place of passion? This is where your color wheel really comes in handy – passive or cool hues like blue and green have a soothing effect, while active or warm hues like red and pink have an invigorating effect.
- Paint chips may be free, but it's well worth the few bucks it costs to buy actual paint samples you can try on for size. If you don't want to apply them directly to walls, you can always paint over some white poster board and tape it to your wall; this may be preferable as white backgrounds give the truest color rendition. Just be sure you apply your samples or hang your poster board on the very wall(s) you'll be painting, which leads us to our next and last point..
- Consider the effect different types and levels of light will have on your paint choices. Check out your samples in morning, afternoon, evening and night light; cooler, paler hues, for example, won't produce as much glare when exposed to lots of sunlight. Move your samples around as necessary (another advantage of using poster board) to see how the color looks under natural light, which shows color at its most true; traditional incandescent light, which casts a warm, yellowish pall; and fluorescent light, which casts a cool, bluish tint.

FILE UNDER “TO BUY”

Make homebuying less stressful – get organized! Create a homebuyer’s file in which you can gather together all the paperwork and information you’ll need throughout the homebuying process, including (but not limited to):

- Contact information for those people and services you’ll need throughout the process, like your real estate representative, mortgage representative, insurance broker, home inspector and moving company.
- Your credit report, as well as any correspondence you made or received in an effort to expunge omissions or errors (which are not uncommon) from your report.
- Documents needed to process your mortgage loan, such as a letter of employment confirmation, pay stubs, bank statements, proof of additional income sources (e.g. rental properties, child support), tax returns, statements of assets (e.g. vehicles, real estate) and liabilities (e.g. student and credit-card loans).
- The pre-approval letter you received from your mortgage lender, which tells you the specific amount of money you may qualify to borrow.
- If you sign one with a real estate representative, a copy of the buyer’s agreement, which spells out the terms of the agreement, compensation, and the respective parties’ duties.
- Copies of your needs and wants checklist, so you can take one to each property you view.
- Any photographs you took or notes you made about properties you visited.
- Information about prospective neighborhoods, such as details on schools, crime rates, recreational facilities, places of worship and transportation.
- Property surveys, if you’re buying a house.
- Copies of the rules and regulations for any homeowner’s association or condominium you’re seriously considering moving to.
- Copies of inspection reports and appraisal reports.



LET ME TAKE CARE OF THAT!

Deciding to sell is a big decision, not only financially but emotionally. Because of that, some sellers have been known to unconsciously thwart the efforts of the very real estate representative they’ve hired to sell their home. For the best results, please note the following seller guidelines, and entrust the home selling to your sales representative.

- **DON’T** price the property based on personal factors. Should you price based on sentimental value, your financial needs or what a friend thinks you should be able to get, instead of on the facts and figures your real estate representative provides via a comparative market analysis (CMA), you hinder your rep’s ability to sell your property quickly.
- **DO** make the home easy to show. Your real estate rep’s marketing plan has generated a lot of interest in your property – great! But if, for instance, you establish very limited viewing hours or cancel appointments, you can make it difficult for your sales representative to show your home, and the harder it is for them to show, the harder it is for them to sell.
- **DO** make sure the home shows well. Even if your home is easily accessible for showings, should you neglect to clean and declutter it, neutralize its décor, and make necessary repairs, it may not show well.
- **DON’T** deal directly with buyers. One of your real estate rep’s many services is to pre-screen buyers for qualified candidates on your behalf, keeping the negotiation process objective and on task.

Let’s work together to make your real estate experience as smooth and efficient as possible!

Les' Lessons

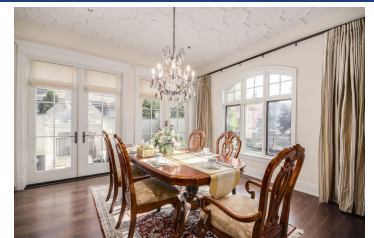
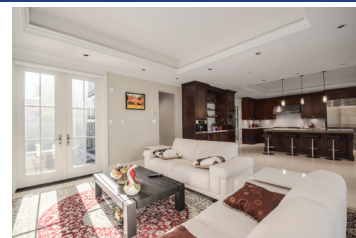
Want to turn your kid into a tech billionaire? Here's how!

1. Make them aware of the full range of life options.
2. Give them an atypical education. Avoid public school.
3. Teach a love of work.
4. Teach a love of people.
5. Teach generosity. Not just money, but time and presence.
6. Put them in situations where failure can be experienced and overcome.
7. Let them interact with liars, cheaters and thieves so they can learn how to deal with them.
8. Being a teen outcast is a benefit.
9. The ability to calculate in one's head is an asset.
10. No allowances and no traditional jobs.

Contact me for the full article at Les@callrealestate.ca

Vancouver West Side

3.5 Floors of Elegant Luxury
South Granville
5,385 sq ft
Excellent School Catchment
5 Bed & 6 Bath



Burnaby

15,000 sq ft R1 zoned lot
Government Road Area
3,600 sq ft
4 Bed / 2 Full & 2 Half Bath
Can build up to 6,500 sq ft home



Richmond Farm

Great Investment Opportunity
9.28 Acre Blueberry Farm
3,600+ sq ft home
Close to Golf, Rec Centre
and Theatres



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Call Les at 778.888.8888 for more details!

We will be sending you a Market Update Report by email.

If you don't receive it, please email us at Les@CallRealEstate.ca and ask for *The Market Report*.

Check out all our websites at www.AllianceFirstCall.ca

