



Les Twarog
REALTOR®

RE/MAX Crest Realty (Westside)

☎ 778.888.8888

☎ 604.671.7000

✉ Les@callrealestate.ca

CallRealEstate.ca
778.888.8888

BUY | SELL | RENT

Compliments of Les Twarog

RE/MAX Crest Realty (Westside)



Les Twarog

Cell: 604-671-7000
Les@CallRealEstate.ca

Hello again valued clients!

Recently, we completed a major update for our property rental website, RentCAN.ca.

If you are not familiar with it, RentCAN is the biggest rental site in Canada.

We post listings from Property Management companies and from other major property rental sites.

RentCAN is much easier to use, plus all the listings are in one place. No need to check out numerous sites or doubles and triples of the same listings to find what you want.

And did I tell you, it's all free! Check it out yourself and tell your friends and family about RentCAN.ca.

Plus, if you need a great property management company, I recommend RentYVR.ca.

In gratitude,

Les Twarog

www.CallRealEstate.ca



SALES SURGE THROUGHOUT "HOT" FEBRUARY MARKET

Homeowners, buyers and real estate agents were overwhelmed by the surge in February sales, with both home sale and listing totals coming in well above the Real Estate Board of Greater Vancouver (REBGV)'s ten-year average for the month.

REBGV reports 3,061 residential property sales in Greater Vancouver in February 2015 – a 60 percent increase compared to the previous month. On a historical level, February's sales were 20.2 percent above the ten-year sales average for the month.

"It's an active and competitive marketplace today. Buyers are motivated and homes that are priced competitively are selling at a brisk pace right now," said Ray Harris, REBGV President.

New listings for detached, attached and apartment properties in Metro Vancouver totaled 5,425 in February. This represents a 15.4 percent increase compared to February 2014 and an 11.8 percent increase over the region's 10-year new listing average for the month.

There were 11,898 properties listed for sale on the REBGV MLS® in February, an 11.3 percent decline compared to February 2014. With less inventory available, Mr. Harris notes, "We're seeing more multiple offer situations and generally more traffic at open houses today."

Price-wise, the February 2015 MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver rose 6.4 percent year-over-year to \$649,700.

Wondering if this is the right time to move? Please call today for assistance with your home buying and selling journey!





CABINETRY CURES

Kitchens and bathrooms are arguably the most important rooms in a home, and their cabinetry is their focal point. Do you have cabinetry that's looking worse for wear or is just plain outdated? If so, rest assured there's a makeover method to suit every budget and need.

If your cabinetry is structurally sound (solid joinery, doors and drawers open and close as they should) and there are no signs of water damage or excessive wear and tear (rot, cracks), then there's likely no need to spend your money replacing it entirely, as your cabinetry is a good candidate for refurbishing. Let's look at your options:

- **Refinishing.** This is a great option if you like everything about your cabinetry but the color or finish. It's certainly the cheapest way to give your cabinetry a facelift, but as it involves stripping, sanding, and painting or staining, refinishing can be labor intensive, time consuming, and messy. Keep in mind your cabinetry must be in great shape (surface prep is key!); not all materials take paint well (wood is good, laminate isn't); and it's harder to lighten cabinetry than darken it.
- **Refacing.** This involves installing new (or veneering over) door and drawer fronts, and veneering the visible parts of cabinet boxes. Even if you hire a professional for the job, refacing is substantially cheaper than replacing your cabinets. Unlike refinishing, you can completely change your cabinetry's style, giving you greater freedom to shake up the look of your kitchen or bathroom, which can remain functional while the work's being done, making refacing a less intrusive process.

- **Replacing.** If, on the other hand, your cabinetry has simply seen too much wear and tear, was never good quality in the first place, or you'd like a different layout (maybe one with more storage space), replacement makes the most practical sense. If money's no object, go for custom cabinetry, but if it is, opt for unfinished cabinetry and finish it yourself. Be warned: the replacing process is relatively long and disruptive, as all contents must be removed, and appliances and plumbing need to be disconnected.
- **Rejuvenating.** After all the effort and expense of refinishing, refacing, or replacing your cabinetry, it would be a shame to use the same old hardware. Installing new knobs, pulls, and hinges is an easy, inexpensive way to update your cabinetry. In fact, if you do nothing else to it, do this! In addition to aesthetic appeal, hardware can add functionality. Take self-closing hinges and drawer guides – by preventing slamming, they help preserve your cabinetry's finish, extending its life.

Speaking of functionality, consider outfitting the insides of your cabinetry (which, by the way, can also be veneered, painted, or stained for a new look) with accessories that save space and make your kitchen or bathroom more user-friendly. Drawer organizers, Lazy Susans, roll-out shelving, pull-out garbage bins – there's no shortage of options!

SALES FIGURES

A lot gets said about the costs of buying a home, but what about the costs of selling one? To help you plan your finances, here's an overview of the kinds of expenses home sellers can expect.

- **Repairs and renovations.** If you've kept your home well maintained and made regular updates to its decor, your expenses here will be minimal. Make smart choices about which improvements to make and which to avoid (ask your real estate rep!) and you could recoup most of your expenses.
- **Brokerage Fees:** When you consider that homes sold with the assistance of a professional real estate representative sell for significantly more than those sold by the owner, you'll no doubt agree this is an investment not worth scrimping on.
- **Your mortgage balance.** When you sell, it's time to pay off your remaining principal. Be sure to read your loan conditions (and to choose the right loan in the first place!), as you may be penalized for paying it off early. Which brings us to the next expense...
- **Closing costs.** Mortgage prepayment penalties, document preparation fees, legal fees, taxes, credits to the buyer – closing costs can add up, and vary depending on where you live. Ask your real estate rep to itemize your closing costs for you so you don't get caught unprepared for them.
- **Moving expenses.** You'd be surprised how many sellers forget to budget for this one. Luckily, there are lots of ways to minimize moving costs, from writing them off on your taxes if your move is job related, to hiring movers only for the loading and unloading parts.



LOOKING INWARD

Needs vs. wants lists aren't just for first-time homebuyers. What are you looking for in your next home? To start you thinking about your answers to that question, ask yourself these questions:

- **How have you used your current home, and how would you ideally like to use your future home?** Maybe your current home has also served as your home office, but you've retired and want to do more entertaining. In that case, you'll no longer be looking for a home with office space, but rather one with a big eat-in kitchen.
- **What do you love about your current home?** What do you wish you could change about it? Your home might have the perfect amount of storage space – a feature you definitely want to take with you – but if the poor layout has been a daily inconvenience to you, (your definition of) a good floor plan should be high on your needs list.
- **What do you love about your current neighborhood?** What do you wish you could change about it? A home's location is every bit as important as the home itself. Maybe your kids have really enjoyed the local rec center, but a long commute time has been preventing you from being able to take them there as much as you'd like to.
- **What does your life look like now? What will it look like in five years' time?** 10 years? How long do you plan on staying in your next home? For example, proximity to good schools or health-care facilities might not be important to you now, but as you expand your family or enter retirement, they'll become more of a priority.



VANCOUVER WESTSIDE & DOWNTOWN SPECIALISTS



Les Twarog 604.671.7000
 Sonja Pedersen 604.805.1283
 www.sonjapedersen.com

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 MASTERPIECE
 3589 Granville St. \$13,999,000

4 level mansion with 8 bedrooms, 8 bathrooms, leaded glass windows, oak & mahogany paneled. Elegant, spacious, bright, including custom wine cellar. High def theatre room, rec room, wet bar & exercise area.



SHAUGHNESSY LUXURY
 3812 Osler \$8,600,000

6000 sq/ft heritage style home with 8 bedrooms and 4 bathrooms on 4 levels. Gourmet chef's kitchen appointed with high end appliances and finishes. Large principal rooms for entertaining, media room and wine cellar. 10,000 sq/ft lot.



MOUNT PLEASANT - VAN EAST
 790 E Georgia St. \$1,799,000

A California inspired 2100 s/f executive home with a quick walk to Downtown. Features incl. extensive use of decorative stone with luxurious wood cabinets. The appliance package: Sub-Zero, Bosh & Viking Kitchen brands. (\$500K spent)



RICHMOND BLUEBERRY FARM
 9660 No. 6 Road \$3,488,000

9.7 acres. Best priced Blueberry farm in Richmond. Duke and Bluecrop varieties. Includes approximately 3,000 sf 6 bedroom, 3 bathroom home with 2 car garage. Low taxes (\$457/yr), close to Silver City Riverport Cinemas.



MCNAIR - RICHMOND
 10391 Dennis Crescent \$1,479,000

2 level, 4 bed, 3 bath, 4,294 s/f home on a 9,800 s/f lot (82x118). H/W flooring with in-floor heating, dble-pane windows, 9.5' ceilings, 2 gas f/p, wrap-around deck, solarium, 3 car garage w/workshop. Buyer to verify measurements.

APARTMENT DEVELOPMENT SITES & BUILDING LOTS

- 3311 W 39th, 46x105 Lot \$2,100,000
- 1366-1374 Cartier, 38x102 \$1,350,000 ea
- 2254-2268 Triumph, 3 houses side by side, lot 7622 s/f \$2,876,000
- 1st & Cotton, Vancouver, 4 houses potential land assembly 2.4 FSR Call for price
- 5509 E Hastings, apartment development site, 133x133, rented at \$10K/mo \$5,000,000 or 266 x 133 site \$10,000,000

RESTAURANTS FOR SALE Portabello Italian Restaurant.

1429 W Broadway (at Granville). 1000 S/F, 48 seats, 5 employees, sales \$225K/year, lease \$3560/mo (all in). Over \$50K spent on recent renos & equipment. \$149,000

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SYMPHONY - NORTH VANCOUVER PH
 PH1600-120 W 16th St., NV \$1,998,000

Breathtaking views in all direction. 1935 s/f penthouse 1 level 2 bed + den with 2-1/2 bath and 1040 s/f patio. Feature incl: Brazilian H/W floor, 10' ceilings, 2 F/P, high end appliance and more.



YALETOWN - DT VANCOUVER
 #507-550 Pacific St. \$399,000

Aqua at the Park - Fabulous 550 s/f 1 bed, 1 bath + den NE corner unit by Concord Pacific. Large open floorplans w/floor-to-ceiling windows and gourmet kitchen. 24 hrs concierge. 2 Pets and rentals allowed. 1 parking no locker. Tenanted at \$1500/mo.

TELUS GARDEN ASSIGNMENTS

777 Richards Street

- 4706 - (40th floor), 1112 S/F, 2 bedrooms, 2 bathrooms, 1 parking + flex space, hi-end appliances \$1,338,000
- 4609 - (42nd floor), 1580 S/F, 3 bedrooms, 2 bathrooms, 2 parking spots + 150 S/F balcony, high end appliances \$1,849,000
- PH8 - (45 & 46 floor) 1671 S/F, 2 bedrooms, 2 bathrooms + family room + 150 S/F balcony \$1,949,000