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**Welcome to our
September 2015 newsletter**

This month we want to introduce you to our new comprehensive MLS search engine that is on our website. Please check it out at www.6717000.com/mls.

You can now search for detached properties by price, lot size, house area, sub area, address and if it is a condo, you can search by building name, building address, developer, property management company, type of condo (live/work, co-op, leasehold, lofts) or title to land etc.

We can also set you up on an auto email to receive new listings before they hit the public MLS system called PCS. Call us for all your real estate needs. We have 6 full time agents that are all eager to assist.



HOT SUMMER SALES FIRE UP SELLER'S MARKET

The Real Estate Board of Greater Vancouver (REBGV) reports that residential property sales in Metro Vancouver reached 3,978 on the Multiple Listing Service® (MLS®) in July 2015, a 30 percent increase compared to July 2014 sales and 33.5 percent above the 10-year sales average for the month.

"Today's activity continues to benefit sellers as home buyers compete for the homes available for sale," Darcy McLeod, REBGV President said.

The total number of properties listed for sale on the region's MLS® in July was 11,505, a 26.3 percent decline compared to July 2014 and a 5.5 percent decline compared to June 2015.

"Much of today's activity can be traced to strong consumer confidence, low interest rates, and a reduced supply of homes for sale," McLeod said. "We have about 5,000 to 6,000 fewer homes for sale today than we've seen at this time of year over the last five to six years."

The benchmark price for a detached property in Metro Vancouver increased 16.2 percent from July 2014 to \$1,141,800 in July 2015, while the benchmark price of an apartment property increased 5.9 percent to \$400,900 and

attached units increased 7.8 percent to \$511,500.

Please call with your questions on how to effectively navigate through today's busy market!



Terminology Tip

SELLER'S AGENT: A Seller's Agent is engaged by the seller to represent the seller's interests. This includes the responsibility of securing a buyer for the seller's home at a price and on terms acceptable to the seller. The seller and agent have a written contractual agreement that outlines the role of the seller's agent and confirms the commission and the terms of the listing, and how the agent will market the property.

BUYER'S AGENT: A Buyer's Agent is engaged by a homebuyer to represent the buyer's interests. The buyer's agent shows the buyer all properties that fit the buyer's budget and criteria, and negotiates the offers in the buyer's best interests. Buyer's agents and the buyer generally sign a buyer's broker agreement, which specifies the duties and obligations of the agent.





DRAPERY DEVELOPMENTS

Were mini blinds the height of popularity the last time you updated your window treatments? Even if it's not been quite that long, you might be surprised to learn what features and functionality are now available in everything from drapes to shades. Read on to discover the latest developments in window coverings.

High-Tech Treatments

Imagine being able to program your blinds to open automatically every morning so sunlight can flood your bed without your having to leave it, or being able to close all the shades at once from the comfort of your couch after settling down to watch a movie. With motorized window coverings, conveniences like these are possible at the touch of a button, whether that button is on a remote control, wall switch, or even your smartphone or tablet. Motorization is available for just about every window-treatment style and is a great advancement for hard-to-access windows, homes with lots of windows, and homeowners who have dexterity issues.

Safety First

Corded window coverings are one of the top household safety hazards for children and pets due to the danger of strangulation they pose. Features like retractable pull-cords, continuous cord loops, and cord cleats and tensioners make corded coverings safer, but the latest and safest in child- and pet-safe products is the cordless window treatment. The high-tech variety mentioned above is a handy, state-of-the-art solution, but if you're looking for something a little less pricey, there are manually operated cordless blinds and shades, too. They feature a hidden pulley system that's activated by gently pulling down or pushing up the handle or bottom rail.

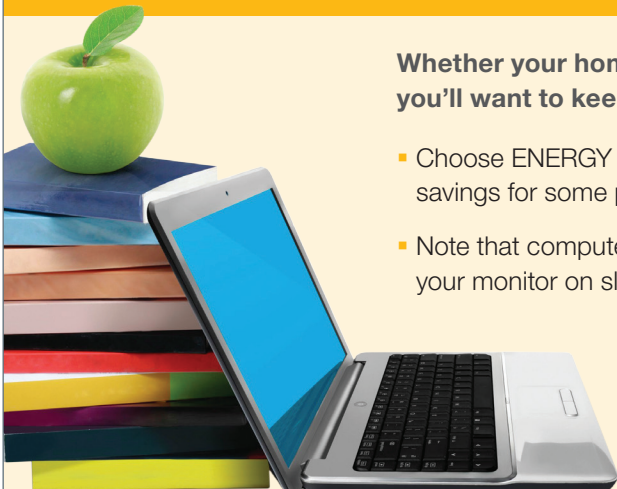
High Efficiency

Window coverings have always provided privacy and blocked light, but today's offerings can also help lower your energy consumption, reducing both the cost and environmental impact of maintaining your home. How? By insulating it against heat and cold. Cellular shades are especially effective in reducing energy loss. Also called honeycomb shades, their pockets trap air inside, stopping or slowing the transfer of heat or cold through your windows. They're available in single-, double-, and triple-cell construction; more cells and bigger pleats mean more insulation. Solar shades also make for energy-efficient window treatments – they block the heat without blocking your view.

Modern Materials

Increasingly aware of health and environmental concerns, homeowners have become more conscientious about the kinds of products they'll bring into their homes. Window-treatment manufacturers have stepped up to address these concerns in a few ways, offering a wider variety of natural, organic materials, such as cotton, jute, hemp, sisal, bamboo, rattan, and even driftwood. An increasing number of products do use non-toxic dyes and don't use VOCs (volatile organic compounds). Those with allergies, asthma, or other respiratory issues can consider window coverings with anti-bacterial properties, making them resistant to dust, mold and mildew.

BACK-TO-SCHOOL ENERGY SAVINGS



Whether your home electronics are used for business, homework or personal use, you'll want to keep your energy bills as low as possible with these tips:

- Choose ENERGY STAR-labeled office equipment. It can provide as much as 75% energy savings for some products.
- Note that computer screen savers don't really reduce a monitor's energy use – instead, place your monitor on sleep mode, or simply turn it off at the end of your work session.
- Plug all home office electronics – computers, printers, etc. – into a power strip that can be switched off in one easy step.
- Replacing a desktop computer? Consider buying a laptop – they're much more energy efficient.

DON'T FORGET!

Given the amount of time buyers spend viewing a property, and how high emotions can run when they do, it's no wonder they often forget to check the following before they buy.

- **The commute.** However and whenever you travel to work, do a dry run of the commute from any home you're seriously considering, as it'll be a daily part of your life there. You don't want to find out after you've moved in that the trip is too long, too stressful, or, if you rely on public transit, not even possible.
- **Water pressure.** Low water pressure can be symptomatic of plumbing problems and affect how the home's appliances perform. Don't neglect to turn on the taps, flush the toilets, and run the showers throughout any home you're getting serious about. Better yet, do a couple of those things at the same time to see how water pressure is affected.
- **Storage space.** Lack of storage can make an otherwise great home hard to live in day to day. But despite its importance, buyers often don't think about it until they're moved in and looking for places to put everything away. You might not need a lot of storage space, but however much you need, check to see it's there before you buy.
- **Noise.** Many buyers end up sorry that they didn't listen as well as look during showings, or visit prospective properties at different times of the day and weekend. If they had, maybe they'd have noticed the noise from those early morning deliveries, or from the heavy diesel-engine vehicles on the nearby thoroughfare, disrupting the late-night quiet on weekends.



SELLER'S REMORSE

Just as buyers can experience remorse, so can sellers. What are some of home sellers' most common regrets? Find out below, so you can avoid such regrets when you decide to sell!

~ Monthly Musing ~

"In the end, it's not the years in your life that count. It's the life in your years."

~ Abraham Lincoln

- **Not taking early offers seriously.** Sellers often assume early offers are the first of many, or think they've priced too low when offers come quickly. So they wait. But offers decrease, in frequency and price, the longer a property's on market. That's why early offers are typically the best. Buyers who jump on your listing early are motivated – exactly the kind you want.

- **Buying before selling.** Saddled with two mortgages (an especially dicey position to be in if the market cools between buying and selling) and finding themselves in a weaker position as a buyer (whose money is tied up in their current home) and a seller (who might get desperate to sell), many sellers have regretted buying their next home before selling their current one.
- **Not disclosing property defects.** Sellers who try to keep secrets from buyers and even their own real estate sales representatives inevitably regret not being honest and upfront about their property's condition. Why? At best, they've lost the sale altogether when the buyer's home inspection uncovers the problem; at worst, they've found themselves tangled in a lawsuit long after selling.
- **Selling without representation.** When you consider the time and effort required for marketing; the complexity of the paperwork; and, above all, that fact that FSBO properties take longer to sell and sell for significantly less money than homes listed with a professional real estate salesperson, it's no wonder so many homeowners regret selling their properties without any help.





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**

Rockland Mansion, Shaughnessy 1 – 9000 S/F, 4 level, 8 beds 8 baths HERITAGE A designated home on a huge 33,000 S/F corner lot (Matthews and Granville) This beautiful home has been completely restored with all its heritage features intact and is air conditioned.



SHAUGHNESSY LUXURY
3812 OSLER **\$7,880,000**

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 with wine cellar. 10,000 sq/ft lot.



SHAUGHNESSY VANCOUVER WEST
1080 WOLFE AVE. **\$8,380,000**

Stunning 6000 sq.ft 5 bed, 5 bath Tudor Mansion sits on over 27,000 sqft of beautifully landscaped gardens. Large principal rooms on the main floor with all heritage features intact. The quality and craftsmanship in this beautiful home cannot be matched today.

1ST SHAUGHNESSY EXCLUSIVES

- 17,500 s/f lot, 8,000s/f totally remodelled house (\$4M spent) U/G parking \$20M
- 12,500 s/f lot, pre 1940 house \$6.5M
- 13,500 s/f lot, approved plans for 7,000 s/f house, corner lot \$8.9M
- 17,000 s/f lot, 2nd Shaughnessy, post 1940 house - can build new home \$8.9 M



VANCOUVER EAST
790 E GEORGIA **\$1,800,000**

VILLA IN STRATHCONA - A 2,200 s/f 4 bed, 2 bath California inspired executive home. This newly renovated home on Desirable Georgia Street of Uncompromised Quality and Character. Extensive use of Travertine, Marble, Granite and Slate, Mahogany, Private, Seconds from park.



TWO 40,000 SQ.FT. WATERFRONT LOTS
SHUSWAP LAKE, BC, CANADA
OFFERED AT \$1.5 MILLION EACH

2449 Blind Bay Rd. - 40,000 sq.ft. lot with 500 ft. waterfront and a 1,600 sq.ft. house
2457 Blind Bay Rd. - 41,000 sq.ft. waterfront lot with a 1,600 sq.ft. modular home
Also available the house at 2450 Blind Bay Rd. across the street

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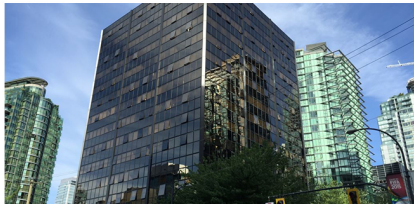
RE/MAX Crest Realty (Westside), 1428 W 7th Avenue, Vancouver, BC

604.671.7000



SYMPHONY - NORTH VANCOUVER PH
PH1600-120 W 16TH ST., NV **\$1,998,000**

Beathtaking 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.



514 1333 WEST GEORGIA STREET
VANCOUVER, BC, V6E 4V3

The "Qube" 2-bed, 2 bath at heart of Coal Harbour. High quality finish S/W corner bright unit. Reno'd kitchen, new appliance, bathroom upgrades, new flooring. Parking Stall #172, no storage locker. Rentals & pets ok. Tenanted at \$2,100/mo.



WATERFRONT CONDO
502 - VILLA 4 ELZALATE (KM 29) **\$499,000**

- 1400 s/f, 2Bdrm, 2 Bath Suite on 4th floor facing East (Water) Rental income \$40h/yr USD
- 3000 s/f NEW house on a 4000 s/f lot over looking "Club Campestre Golf Course" \$699,000

Notes:
