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Metro Vancouver continues to experience above-average demand and below-average supply.

- Last month's sales were 17% above the 10 year November sales average.
- The sales-to-active listings ratio for November 2017 is 32%, which is up 3% since September 2017.
- The MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver is currently \$1,046,900. This represents a 14% increase over November 2016 and a 0.4% increase compared to October 2017.

Any questions, call me, or info at
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YEAR-END SALES SIZZLE

The Real Estate Board of Greater Vancouver (REBGV) reported 2,795 residential home sales in the REBGV region in November 2017, a 26.2 percent increase from November 2016 sales, and 17 percent above the 10-year November sales average.

“We’re seeing steady demand in today’s market. Home buyer activity is operating above our long-term averages, particularly in our townhome and condominium markets,” said Jill Oudil, REBGV president.

There were 4,109 detached, attached and apartment properties newly listed for sale on the Multiple Listing Service® (MLS®) in Metro Vancouver in November 2017, a 30.6 percent increase compared to November 2016 new listings.

Although Ms. Oudil notes there were more listings entering the market than at the same time the previous year, “...we have a long way to go before our home listing inventory rises back to more historically typical levels.”

November 2017 detached property sales reached 841, a 31.8 percent

increase over the November 2016 result, while the \$1,608,000 benchmark price represented a 6.1 percent year-over-year increase.

Sales of apartment properties totaled 1,508 in November 2017, a 25.7 percent increase compared to sales in November 2016. The benchmark price of an apartment property was \$648,200, a 23.9 percent increase from November 2016. Meanwhile, attached property sales in November 2017 reached 446, an 18.6 percent increase compared to November 2016 sales. The benchmark price of an attached unit came in at \$805,200, a 17.9 percent year-over-year jump.

Thinking of making a move in 2018? Please call today for the latest, no-obligation market updates!



Terminology Tip

HOUSING STARTS

“Housing start” refers to the beginning of construction work for a new single or multi-family housing unit – the pouring of the foundation of the building. “Housing starts” refers to the number of new properties begun during a particular period. This number is used as a key economic indicator as it has an important impact on building-dependant industries, including retail, manufacturing and utilities.



SETTING THE STAGE FOR A SUCCESSFUL SALE

You may have heard the word “staging” when prepping a home for sale, and wondered if it’s something you should consider. Here’s some information about what staging is ... and what it isn’t!



The purpose of staging is to remove all traces of the current resident’s personal style and ownership by replacing the homeowner’s belongings with a generic decorating style that visually appeals to the broadest segment of buyer demographic. Staging typically neutralizes and brightens, plays up the assets of the home and also suggests uses for spaces within the home, no matter what the owner currently uses those spaces for.

Professional stagers aim to create a neutral backdrop where any potential buyers can envisage themselves living, with a clean slate into which the buyer can apply their own tastes and lifestyle.

What staging *isn’t*, is interior design. Interior designers work with the current residents of a home to personalize spaces that reflect the owner’s needs, wants, personality and preferences.

Here are some home staging basics to start with:

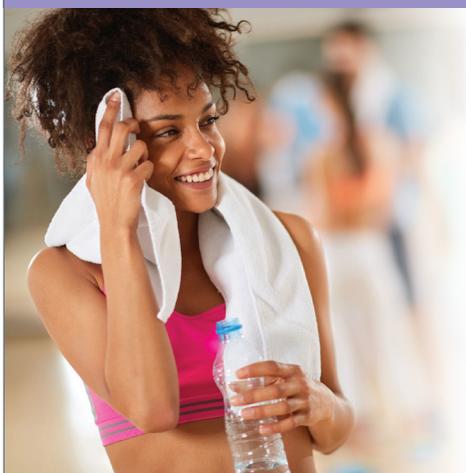
- **Declutter and un-decorate.** The holidays are over and New Year’s cleaning resolutions are in full gear, so you may already be feeling motivated to plow through your home, pack away holiday decorations and toss or donate things you don’t need or want anymore. The more clutter you can move out, the bigger your square footage appears. Remember that storage space sells, so don’t just jam stuff into closets; be ruthless about clearing out closets and all other storage areas in the home, too. You may want to consider renting out a storage unit for items you need to get out of the way for showings, but will need for your next home.
- **Clean and depersonalize.** Along with decluttering, organizing and deep-cleaning the home, a key staging requirement is to remove any personal reflections of who

lives in the home. That means not only taking yourself out of the picture by putting away family photos, but also removing any collectibles, personal awards, and religious, hobby and sports team-related displays. Start in one room and systematically go through every wall, shelf, drawer, closet and other surface. If this sounds like a lot of work, remember that you’ll need to declutter and pack for your move anyway, so consider it a good head start on the job!

- **Neutralize walls and furniture.** A new paint job using light, neutral shades goes far in creating a fresh appeal to buyers. Professional stagers also tend to replace some of the homeowner’s own furniture with rented furniture that blends into the new, simplified look of the home. They will also suggest the type of bedding, pillows, towels, even shower curtains needed to create a neutral yet upscale look.
- **Lighten up!** Winter brings shorter days, so compensate for the lack of light by opening up all your blinds and curtains to reveal your sparkling clean windows. Keep lamps and lights on throughout the house during showings. Consider replacing old or dated light fixtures and light switches and outlets while you have lighting on your mind.
- **Take a deep breath.** Along with visual appeal, keep in mind that you also need to remove any solvable sources of offensive smells within your home. That could mean ripping up and replacing old carpeting, and staying on top of daily food, diaper and pet odors. Consider having a friend come by to conduct an honest “smell test” to let you know if there’s something in the air you’ve become immune to.

Talk to your real estate sales representative for staging suggestions and/or a referral to a professional stager, to ensure your home presents at its best!

HOUSEHOLD TIP: SWEATING OVER THE LAUNDRY?



If you’re following your New Year’s resolution of going to the gym more often, good for you! You may, however, have noticed how difficult it is to get your workout clothes smelling fresh again, even after you launder them. It’s because many synthetic fabrics are designed to repel moisture—great for wicking away sweat and keeping you dry, but a challenge when you need water and detergent to get in and do its job.

Try these tips to work the stink out of your workout gear:

- Don’t allow sweaty gym clothes to fester in the laundry hamper.
- Try a detergent specially-designed for sports clothing.
- Avoid fabric softeners as they can negatively affect both the stretch and the wicking ability of your workout gear.
- Air-dry clothes; avoid the dryer. A hot dryer can not only cause your gym gear to lose some of its elasticity, but it can also bake odors right into those clothes.

HAVE A SAFE MOVE!

When planning a move from one home to another, be sure to protect not only your belongings but also yourself! Here are a few tips to get you through your move safely and efficiently.

1. Invest in quality packing materials. While free boxes from the grocery store no doubt fit nicely into your moving budget, specially-designed moving boxes and packing materials will stand up better to the task of keeping your belongings safe throughout your move.
2. Keep weight in mind when packing your moving boxes. You're better off having to move a few more smaller boxes of under 50 pounds each than a fewer amount of large boxes that contain heavier contents, which will not only be unwieldy but can also potentially strain your back.
3. Rent a dolly to roll boxes to the moving truck, to be both efficient and back-friendly.
4. Load the heaviest boxes first. Putting the heavy boxes on the bottom of the moving truck and stacking the lighter ones on top will help protect your back while loading them, prevent your lighter items from being crushed, and also help with the truck's weight distribution and stability.
5. Wear protective footwear with a good grip on the bottom, especially if you'll be carrying boxes between your home and the moving truck in wet or slippery weather.
6. Finally, even if you want to save money by doing most of the move yourself, consider professional movers to take care of the heavy, bulky items like appliances and pianos.



PAY MORE TO PAY LESS?

New Year's resolutions often include plans to cut down on the amount of household spending. While this is a noble goal, consider how, in some cases, by paying out more now, you can save money down the road. Here are some ideas:

~ Monthly Musing ~

"Be at war with your vices, at peace with your neighbors, and let every New Year find you a better man."

~ Benjamin Franklin

- Pay your mortgage bi-weekly instead of monthly. At the end of the year, your 26 half-payments will add up to 13 full payments, or an extra monthly mortgage payment each year!
- Did you get a holiday bonus from your employer in 2017? If so, why not put it directly towards your mortgage? An extra mortgage payment each year, applied directly to your principal, can save thousands of dollars in interest in the long run and could also cut years off the life of the loan.

- If you own a house, make sure you have enough attic insulation to keep heat in during the winter, and cool air in during the summer. Adding extra insulation is a relatively simple project that can immediately lower your heating and cooling costs.
- Insulate doors and windows with weather stripping, an easy and economical DIY project that prevents the inside air from escaping, and the outside air and wet weather from intruding. Recognize that the space behind indoor electrical outlets and light switches that back onto an outside wall also need to be insulated—they're a sneaky source of air leaks!
- Install a programmable thermostat to keep the inside air comfortable when you're at home, and save you money when you're not.
- Replace old appliances with energy-efficient ones. Older dishwashers, washing machines and water heaters, for example, use more water and energy than the newer, more efficient models.





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SHAUGHNESSY MANSION - 9000 S/F
1138 MATTHEWS \$16,980,000

This First Shaghnessy Home with 5 bedrooms and 5 bathrooms sits on almost 22,000 s/f of beautifully landscaped gardens with lush south facing yard. Recently updated gourmet chef's kitchen with island, large rooms with oak HW floors. Home is post 1940s with a buildable lot, if desired.



SQUAMISH HOME
38565 HIGH CREEK DRIVE \$2,299,000

New home built in 2016 sits on 15,069 s/f of beautifully landscaped multi-level gardens with a south facing yard & mountain views. This 3,660 s/f 6 bed, 5 bath home features hardwood floors, gas fireplace, high ceilings, radiant floor heating in all bathrooms and close to shopping.



YALETOWN - 3 BED, 1500 S/F
1201-1177 PACIFIC \$1,450,000

1447 s/f 3 bed + den with 2 baths, this suite features S/W water views, updated European kitchen with high-end AEG induction cook top & fan. Bathrooms have been completely redone with European fixtures that are rarely found in a condo and the unbeatable location is in the heart of Yaletown.



PENTICTON, BC - DOUBLE LOT
167 ELM AVE \$2,100,000

Double lot, beautifully remodelled 2000 s/f, 2 bed, 2 bath waterfront rancher on Skaha Lake. Features include HW floors, 12ft ceilings, 2 skylights, crown moldings, double garage with carport, lots of storage and large professionally landscaped yard.



SOUTH VANCOUVER SPECIAL
362 E. 56TH AVE \$1,628,000

Great family home in a quiet neighbourhood in South Vancouver - 5-Bdrms (3 up, 2 down) 4 Baths over 1,932 s/f. Downstairs has additional kitchen with separate entrance - possible basement suite conversion. Features city views from the large deck, fenced yard and detached double garage.



SHAUGHNESSY 2400 S/F TOWNHOME
68-4900 CARTIER \$2,638,000

Quiet corner TH in Shaghnessy Place with 24 hr guarded entry. This 3 bdrm & den unit features approx. 2400 s/f living space + 800 s/f attached 3 car garage, spacious rooms, large windows on all 3 sides & vaulted ceilings in the living room. Outdoor space includes private balcony off the master, garden deck and wrap around patio.

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**Squamish 170 Acre
Development site with 82
Approved Lots
\$16,000,000**

170 ACRE LAND ASSEMBLY
SQUAMISH \$16,000,000

"Paradise Trials" a unique equestrian community located in the Chekamus Valley, Squamish BC consisting of 82 lots and a proposed 10 Acre horse riding centre. More info at www.6717000.com/squamish



SOUTH GRANVILLE HOME
1541 W. 60TH AVE \$3,480,000

Charming 5 bed + den character home sits on a pretty tree lined street in a fabulous sought after South Granville neighbourhood. Features include beautiful hardwood floors, large master with walk in closet, fully renovated mortgage helper in the basement and close to shopping & restaurants.

**Sunshine Coast Development
Opportunity on Gibsons Way
\$7,500,000
2.11 A (92,000sf)**

GIBSONS DEVELOPMENT SITE
895 - 909 GIBSONS WAY \$7,500,000

895 Gibsons Way, Cedars in Hotel 62,000 sf lot. 909 Gibsons Way, Gibsons Cinema 30,000. Great development opportunity. Only a 7 minute drive from the Langdale Ferry terminal. Seller may carry.

Notes:
