



Compliments of Les Twarog

RE/MAX Crest Realty (Westside)



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Metro Vancouver January 2018 Market Highlights

DETACHED

Active Listings - 4,204
Sales - 487
Benchmark Price - \$1,601,500
Avg. Days on Market - 54

APARTMENT

Active Listings - 1,769
Sales - 1,012
Benchmark Price - \$665,400
Avg. Days on Market - 28

TOWNHOUSE

Active Listings - 974
Sales - 319
Benchmark Price - \$803,700
Avg. days on Market - 30

Any questions, call me, or info at
www.6717000.com/marketupdate
www.LesTwarog.com



CONDOS AND ATTACHED HOMES IN DEMAND

The Real Estate Board of Greater Vancouver (REBGV) reports a shift in buyer demand in today's market, with attached and apartment homes rising in demand across Metro Vancouver as detached homebuyers face less competition.

Residential home sales in the region rose to 1,818 in January 2018, a 19.4 percent increase from January 2017 sales and 7.1 percent above the 10-year January sales average. It's when the January 2018 sales numbers are broken down by property type that the changing real estate landscape is revealed: Detached sales dropped 24.8 percent from the 10-year January average, while attached sales increased 14.3 percent and apartment sales jumped 31.6 percent over the same period.

"Demand remains elevated and listings scarce in the attached and apartment markets across Metro Vancouver," Jill Oudil, REBGV president said. "Buyers in the detached market are facing less competition and have much more selection to choose from. For detached home sellers to be

successful, it's important to set prices that reflect today's market trends."

The benchmark price for detached properties came in at \$1,601,500, reflecting an 8.3 percent increase from January 2017, while the benchmark price of apartment homes jumped by 27.4 percent to \$665,400. Attached home sales in January 2018 had a benchmark price of \$803,700, which represented a 17.5 percent increase from January 2017.

The market will continue to evolve as we fully enter the busiest time of the real estate season. Please call now, whether you'd like to discuss your buying and selling plans, or whether you're simply just curious about how much homes are selling for in your area.



Terminology Tip

AMORTIZATION SCHEDULE

A table that details the payment amount, interest, principal and unpaid balance of a mortgage loan, allowing you to see exactly when your mortgage would be paid off. At the start of the schedule, the majority of each periodic payment is applied to interest since the interest is based on the outstanding balance; toward the end of the table, the majority of each payment is applied to the principal since the balance is much lower, gradually decreasing the balance of the loan until it reaches zero.



AMORTIZATION SCHEDULE FOR MONTHLY PAYMENTS			
Regular payment	Interest paid	Principal paid	End balance
942.70	208.33	734.37	99265.63
942.70	206.80	735.90	98529.74
942.70	205.27	737.43	97792.31
942.70	203.73	738.97	97053.34
942.70	202.19	740.50	96312.84
942.70	200.65	742.05	95570.79
942.70	199.11	743.59	94827.10
942.70	197.56	745.14	94081.96
942.70	196.00	746.70	93335.26
942.70	194.45	748.25	92587.01

SHINE A LIGHT ON SPRING CLEANING

When it comes to ensuring the shiniest results from your spring-cleaning, it's most effective to start from the top and work your way down. Here's why.



The laws of gravity are never so apparent than after you think you've finally conquered your spring-cleaning, only to look up and realize your ceiling fan is coated in dust. Start dusting the fan and see how fast the shine goes off all your hard work underneath.

This year, start spring-cleaning by dusting ceiling fans, light fixtures, the tops of bookshelves and window frames, and the cobwebs from the corners of your ceiling first, before working your way down.

When cleaning light fixtures, don't forget to dust the light bulbs too. Dust and dead bugs need to be wiped away not only because they look bad, but also because they are dimming the light emitting from the bulbs. Today's LED and CFL technology allow for a longer bulb life, so it's just logical that the longer the bulbs last, the more time they'll be around to collect dust.

Wipe light bulbs carefully with a dry cloth — a microfiber cloth works well; used dryer sheets are also effective and are an inexpensive, disposable way to get the job done too. Don't spray cleaners on light bulbs or even use a damp cloth on them as this may force water into crevices and result in not only a dangerous electrical situation for you, but may also cause damage to your lamps and light fixtures too. When deep cleaning, you may even want to turn off the circuit breaker that's connected to the lighting, just to be completely safe.

Illuminating your home means making sure your windows are squeaky-clean too, to allow in as much natural light as

possible. That means rolling up your sleeves and following these window-cleaning tips:

- Assemble equipment: bucket, warm water, dishwashing liquid, sponge or scrubber, squeegee, clean towels.
- Pick a time of day when the sun is not shining directly on the windows, as the heat can cause the water to dry too quickly, and streak or leave water spots.
- Fill a bucket with warm water and a squirt of dishwashing liquid.
- Dip a sponge or a scrubber into the bucket and squeeze out the excess water.
- Scrub the glass with a sponge or scrubber. If cleaning indoor windows, lay a large towel below the windows to catch any drips.
- Starting at the top, drag the squeegee horizontally across the glass to remove dirt and soapy water, wiping the blade on a clean towel as you go along.
- Wipe away any excess water with a lint-free cloth — microfiber towels are ideal.

If you believe in the practice of feng shui, the ancient Chinese practice that promotes bringing positive energy into your home, then encouraging light from all sources is paramount. Feng shui follows the theory that light is the strongest manifestation of energy, so take the time now to clear the way to a bright, healthy, energized home!

HOUSEHOLD TIP: A FRESH APPROACH TO HOUSEHOLD SPRAYS



Spring cleaning shouldn't leave your home smelling like harsh chemicals. Check out these more natural, but equally effective alternatives to store-bought sprays.

1. For windows, glass and greasy stovetops: Fill a spray bottle with 1/3 vinegar and 2/3 water and simply spray and wipe clean. If you like, you can cut the vinegar smell with natural additives: pack orange, grapefruit or lemon peels, or even lavender flowers and leaves, into a jar and pour white vinegar over them. Leave for about three weeks then strain vinegar into a spray bottle.
2. For a sprayable air or fabric freshener: Mix 2 cups vodka with peels from 2 oranges, grapefruits or lemons, and add a sprig of mint or rosemary. Allow one week or two for all contents to infuse, then strain and discard solids. Mix liquid with an equal amount of distilled water, pour into a spray bottle and add about 20 drops of sweet orange or lavender essential oil. Shake well and use as an air freshener or to freshen up clothing, linens and fabric furniture. (Always test a small area before spraying on a larger surface.)

HOW MAY I HELP YOU?

The services of a real estate sales representative are invaluable when it comes to selling your home. But by the same token, the “insider” information you can provide to your sales rep can propel your property to the top of the “sold” list that much faster. What can you do to help? Here are some suggestions!

- **PHOTOGRAPHS.** A house owner whose garden is still in its early spring slumber can provide quality photos of their property from the previous summer, when the gardens were in full bloom; a condo owner can similarly provide bright views of the extra space provided by their furnished balcony, during summery weather.
- **WARRANTIES.** Gather together valid warranties for any of the appliances that will be included in the sale, as well as any warranties covering the materials and workmanship for work you’ve had done on your home.
- **INSPECTION REPORT.** Some sellers pre-empt questions about their home’s conditions by having a pre-listing inspection performed on their property. Doing so lets buyers know homeowners are serious about selling, and confident about their home’s condition. If you’ve had an inspection done, be sure your real estate sales representative gets a copy of the report. If you haven’t had an inspection, talk to your real estate sales representative about whether it would be beneficial to do so in your particular case.
- **HOUSEHOLD “SPEC SHEET.”** Besides listing upgrades like granite countertops and hardwood flooring, list any chattels or extras you’re willing to include in the sale. On a non-tangible scale, write down what you’ve loved about living in your home and in your area. This could include everything from the view and how the sunlight brightens the home throughout the day, to the friendly neighbors, parking convenience, walkable shopping options, convenient transportation, close-by parks, and the delicious restaurants just down the street.

~ Monthly Musing ~
“I don't mind going back to daylight saving time. With inflation, the hour will be the only thing I've saved all year.”

~ Victor Borge



HOW MUCH IS MY HOME WORTH?

We’re just on the cusp of the busy real estate season, so if you’re thinking of selling your home, you’ll want to touch base with your real estate sales representative right now, even if you’re not planning to put your home on the market for another few months.

The top question you may have is, “How much can I get for my home?”

To assess your home’s true market value, REALTORS® consider various social, political and economic factors. But that’s only part of the picture. Your home’s value also depends on specifics like location, size, condition, strengths and weaknesses, and the prices of comparable recently sold homes.

As part of the home selling service, your real estate sales representative will assess these factors in what’s known as a Comparative Market Analysis (CMA).

CMAs compare your home to similar homes, taking into account factors like number of bedrooms and baths, square footage, listing prices and selling prices, adjusting for any differences. The fewer adjustments necessary, the better the comparison, which is why realtors base their CMAs on the properties best fitting the criteria.

CMAs can list homes currently on the market, expired from the market, and sold. It is primarily the sold properties that are relevant to your CMA – the listing price of a home on the market isn’t always a good indication of its value, and those that have expired likely didn’t sell due to being overpriced.

CMAs are based on fact, rather than opinions, which makes them a very valuable tool in helping you arrive at a selling price that’s fair and will make for a speedy sale.





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

This First Shaughnessy 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.

Hastings Development Site

NORTH BURNABY	
5509 HASTINGS	\$10,000,000

Land Assembly - Development Site (2PID's) totaling 133'x133' (17,689 sf). Currently being used as a used car sales lot. Potential for re-development to a 4 storey strata building with retail on ground floor, 2nd level Live/Work and 2 levels of market condos.



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 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.



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

Quiet corner TH in Shaughnessy 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
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"Paradise Trails" 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

Coquitlam West Development Site

**COQUITLAM WEST
DEVELOPMENT SITE CALL FOR PRICE**

RM-3 Multi-Storey, Medium Density Development Opportunity/Land Assembly East of Lougheed Highway and North Road. Located along major transit nodes including new Evergreen SkyTrain expansion. OCP allows for a medium density development site, 2.45 FSR 7-8 stories or a 2.3 FSR 4-6 story development.

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

GIBSON'S DEVELOPMENT SITE
895 - 909 GIBSON'S 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:
