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### B20 Stress Test Needs Revision

The British Columbia Real Estate Association (BCREA) is calling on the federal government to revisit the B-20 stress test so that more BC families can achieve their dream of homeownership. Mortgage lending rules, known as the B-20 stress test, have eroded housing affordability by reducing the purchasing power of families by as much as 20 per cent. Introduced last year, the stress test forces even the most credit-worthy borrowers with large down payments to qualify at an interest rate that is two percentage points above the rate they negotiate with their bank.

Check out the Full article on <https://rem.ax/stress>

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## BUYERS ENJOY INCREASED SELECTION, LOWER PRICES

The Real Estate Board of Greater Vancouver (REBGV) reports an increase in housing inventory and a decrease in home prices, resulting in positive conditions for buyers.

“For much of the past four years, we’ve been in a sellers’ market. Conditions have shifted over the last 12 months to favour buyers, particularly in the detached home market,” Phil Moore, REBGV president said. “This means that home buyers face less competition today, have more selection to choose from and more time to make their decisions.”

There were 11,590 homes listed for sale on the MLS® system in Metro Vancouver in February, a 48.2 percent increase compared to February 2018. Meanwhile, residential home sales lagged at 1,484 in February, a 32.8 percent decrease from February 2018 sales.

“Homes priced well for today’s market are attracting interest, however, buyers are choosing to take a wait-and-see approach for the time being,” Moore said.

Sales of detached homes in February 2019 reached 448, a 27.9 percent decrease from the 621 detached sales recorded in February 2018, while the benchmark price for detached

properties decreased by 9.7 percent to \$1,443,100.

Sales of apartment homes dropped by 35.9 percent to 759 in February 2019 as the benchmark price, at \$660,300, dropped by 4 percent from February 2018. Attached home sales in February 2019 totaled 277, a 30.9 percent decrease compared to February 2018 sales, while the benchmark price of \$789,300 was 3.3 percent less than in February 2018.

**Please call today for your complimentary price evaluation, and to receive the latest market update for your specific area.**



## Terminology Tip

### TOTAL DEBT SERVICE (TDS) RATIO

The calculation used by lenders to determine a borrower’s capacity to repay a mortgage. It is the percentage arrived at by dividing total shelter costs (principal, interest, property taxes, heating and half of condo fees if applicable) plus other debts (monthly obligations including personal loans, car payments, credit card payments, lines of credit, other mortgages, etc.) by the borrower’s gross annual income. A ratio of less than 40% means the borrower has an acceptable level of debt.







## WHY STAGE YOUR HOME?

**Interested in something that will attract more potential buyers, help your home sell faster and produce a higher selling price? Of course you are! So take a minute to learn about the benefits of staging.**

Staging a home involves completely decluttering, depersonalizing and then recreating the appearance of your living space to make it easier for potential buyers to picture themselves living there, which helps sell your home faster and for a higher dollar value. In fact, since a high percentage of homebuyers start their search online, posting eye-catching photos of staged properties can work as the seller's best friend in capturing immediate buyer interest well before they even step in the door.

The National Association of REALTORS® reports in their latest published Profile of Home Staging that nearly two-thirds of sellers' agents agree that staging a home decreases the amount of time a home stays on the market. As far as the monetary return on your staging investment, 31 percent of buyers' agents report that staging a home increases its dollar value by 1 to 5 percent, while another 13 percent say that staging increases the dollar value by 6 to 10 percent. From the perspective of sellers' agents, 29 percent reported an increase of 1 to 5 percent in dollar value offered by buyers, 21 percent reported an increase of 8 to 10 percent, and 5 percent reported an increase of 11 to 15 percent.

Staging ideally starts with a clean slate so, in addition to completely decluttering your home, it's vital to have it deep cleaned — including windows, carpets and the inside and outside of closets and cupboards. A professional home

stager will advise you on which furniture and other effects should stay and what needs to be removed, and may also take care of renting replacement furniture and home décor that will create a more fashionable, yet neutral visual. Seventy-seven percent of buyers' agents say that staging a home makes it easier for buyers to visualize the property as their future home, while 40 percent are more willing to walk through a staged home they first saw online.

Where should you focus your staging efforts? Both buyers' and sellers' agents agreed that the living room is the most important room to stage, followed by the master bedroom, and then the kitchen.

There are lots of details that go into successfully staging a home for sale, from the amount of light you bring into each room (hint: as much as possible!), to the little vignettes you set up to create mood (a cozy throw, an open book and a pair of glasses atop your most comfortable chair; a bowl of fresh fruit and a gourmet cookbook open to a scrumptious recipe in the kitchen; fresh flowers, a folded newspaper and a cappuccino cup on a bedside tray).

Of course, staging your home doesn't guarantee you'll be able to get any price you want for your home, but it will bring out the best in your property and present your home in the most flattering light, giving it the best chance of an expedient sale at the right price.

## HOUSEHOLD TIP: CLEANUP EFFICIENCY



**Want to cut down on the amount of time you spend cleaning your home? Try these tips!**

- **Organize your cleaning supplies.** The first step to cleaning efficiency is to ensure you're not wasting time scrambling around to find different cleaning

supplies for different purposes. Instead, assemble all your cleaning supplies into one, easy-to-access bucket or other handy carrier that you can grab and go. Include your rubber gloves, cleaning supplies, sprays, rags,

sponges, brushes and a roll of paper towels in your portable cleaning tote.

- **Cut the distractions.** With the possible exception of blaring your favorite, high-energy music to invigorate you while you clean, mute all your other electronics. That includes no peeking at your phone, your computer or your TV!
- **Start with the easy stuff.** Tackle the rooms that need the least work first, so you can enjoy some instant gratification — and therefore inspiration to keep going.
- **Avoid the detailed stuff — for now.** If you're in a hurry to spruce up your overall space, don't get bogged down with time-consuming projects that focus on one small area, such as organizing the linen closet or pantry. Save those for another time when you can concentrate only on those tasks, one at a time.

# IT'S (ACHOO) APRIL!

**The milder weather is finally here — time to fling open the window and let in all the fresh spring air, right? Maybe not, if you suffer from seasonal allergies ...**

Whether you're affected by hay fever in the great outdoors or dust in the great indoors, reducing allergens in your home requires a concentrated, daily effort. Here are some household tips to help you breathe easier.

1. Clean in an orderly fashion. And that order is: clean from the top of the room down, then dust, then vacuum last. The reason is because any crumbs and particles from dusting will settle onto the floor; vacuuming after dusting will allow any wayward dust particles to be sucked up, resulting in less dust in your home. Don't forget that dust settles everywhere, so elevate your vacuum onto your couches and chairs and vacuum them regularly, too.
2. Invest in the best equipment. Use a HEPA filter on your vacuum to trap not only dust and other allergens, but also pollen and ragweed particles that have floated into your home. In addition, a quality air filter in your home will help to reduce pollen, dust mites and pet dander without any additional effort on your part.
3. Wash pillows and bedding regularly. Dust doesn't just settle on the floor and furniture around your bed, it also lands on your pillows, blankets and sheets, so be sure to strip down and wash everything on your bed regularly to ensure you're not breathing in excess dust throughout the hours you spend snoozing every night.
4. In addition to controlling the dust in your home, discourage allergy-inducing mold by regularly cleaning your bathroom and wiping dry the shower walls, and ensuring you use the exhaust fan to reduce the steam and moisture in the air when showering.

## ~ Monthly Musing ~

*“Look to the future, because that is where you'll spend the rest of your life.”*

~ George Burns



## READY, SET, CLOSE!

**Every home sale is a unique transaction. However, there are some things every homeowner can do to help support the smooth closing of a sale.**

The most immediate issue is to address the conditions of the purchase agreement that require action by you, the seller. These contingencies must be fulfilled by specific dates; not meeting them means having to arrange for an extension or even losing the sale altogether.

Gather and make available to the buyer any paperwork relevant to the purchase and closing of your home, as called for in the purchase agreement. Making the documents available promptly is a basic courtesy and can help the buyer conclude the inspection phase.

Every buyer is entitled to a house inspection, so you should ensure your property is made accessible, while

the buyer needs to do his or her part by scheduling that inspection in a timely manner. In addition, you should make your home available for the buyer's final walkthrough the day of or before the closing. Allowing the buyer this opportunity to confirm that the house is ready and any conditions have been met will reduce the chance of problems at closing.

Get ready for moving day by contacting your utility, telephone and television providers well ahead of time, to arrange transferring service to your new home. Have your insurance agent arrange the transfer of your homeowner's insurance coverage. Send out change of address notices and advise the post office of your move. Contact a moving company and arrange your move on, or if possible prior to the date the buyer takes possession of your home.

Finally, it's important that you notify your real estate representative immediately should anything change about your property or your situation.







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.



**FAIRVIEW – VGH  
101 - 628 W 12TH FAIRVIEW \$995,000**

Spacious north facing ground floor unit at "Connaught Gardens", 1218 s/f 2 bed, 2 bath with huge 300 s/f private fenced patio & 2 UG parking stalls. Features incl; Gas FP, wood blinds, new stainless appliances incl Washer/Dryer and new HW tank.



**WEST END – THE HUNTINGTON  
2102 – 1816 HARO \$500,000**

#2102 – 1816 Haro (The Huntington) - 623 s/f 1 bedroom with big balcony facing south and east, Great un-obstructed views, parking and storage TBC, Vacant and easy to show, Estate Sale, in the process of being transferred to executer (2 weeks) \$500K



**THE ST. PIERRE – WEST END  
301 – 1534 HARWOOD \$349,888**

550 s/f 1 bed leased building located in West end- this corner suite facing south west is in move in condition. Price includes all furniture, plates & cutlery. Perfect for students or investors! 35% Down Needed.



**THE PALLADIO – COAL HARBOUR  
2302 – 1228 W HASTINGS \$2,280,000**

The Palladio - Completely renovated North/West corner unit with the stunning views of Coal Harbour and Stanley Park from every room. Over 1250 sq.ft. with floor to ceiling windows to capture the light, this 2 bed, 2 bath + office has gone through a complete renovation with no expense spared.



**ONE WALL – SW OCEAN VIEW  
4004 – 938 NELSON \$2,388,000**

"One Wall Centre" Lux High rise living at its best with Incredible S/W views of the ocean & mtns from this 1491 s/f spacious open concept unit. Suite Feat. incl; huge 1 BD & 2 Baths, H/W floors, Hunter Douglas auto roller blinds, A/C, new Gas F/P & BONUS TWO S/S park stalls.

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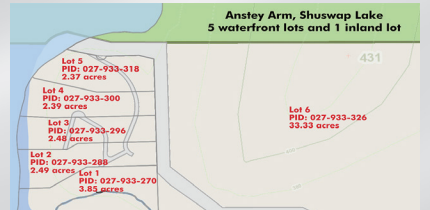
**SPECTRUM TOWER 2 – ABOVE COSTCO  
1608 – 668 CITADEL \$899,000**

N/E corner, 800 s/f, SPECTRUM 2 by Concord Pacific, N/E corner 2 bed+Den, 2 bath home w/ great city views. Features include; O/D balcony, floor to ceiling windows, open Kitchen, I/S storage & an Office/Den. Enjoy Club Ozone Rec Fac incl; 80 ft I/D pool, hot tub, steam/sauna rooms, fully equipped gym, 1 parking stall incl.



**WHITE ROCK HOUSE- SOUTH SURREY  
1166 KEIL CRESCENT \$2,380,000**

Located in a private Cul de Sac, this very high-quality European OWNER built home with partial ocean views has a combined total of 4951 sqft on 3 levels (reverse plan) with 5 bed, 8 baths, 6 skylights and 2 fireplaces. For more information visit our website.



**SHUSWAP LAKE WATERFRONT LOTS  
5 WATERFRONT LOTS \$600,000 - \$1,000,000**

Shuswap Lake, Waterfront Lots in North Queest, Sicamous, BC – First time on the market, a unique opportunity to purchase one of these Waterfront 2 Acre Lots + a 6th Lot behind that is 40 Acres in size. All being sold individually – (six PID's) – See map or check out the video on our web site. Don't miss this opportunity to live on spectacular Anstey Arm Shuswap Lake at an affordable price.

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