



RE/MAX
MASTERS REALTY
REALTOR®



Staying In Touch Penny Mitchell

Staying in Touch

REAL ESTATE ACTIVITY REMAINS STRONG



Overall Greater Vancouver residential sales numbered 2776 units in September 2007, an increase of 10.2% over last year.

The inventory of residential properties listed for sale remains stable, with an overall year-to-date increase of 4.1%. The number of new listings increased 8.2% over new listings coming to market in August this year.

"There is no single demographic of buyers. They include first-time buyers, people choosing to take advantage of current home equity to 'move up' in the market, as well as people coming into Greater Vancouver from other areas. Our data indicates that the majority are purchasing a principal residence," says REBGV president. 45% of homes for sale are priced below \$500,000 and approximately 18% are priced above \$1-million.

New Westminister, Richmond and Vancouver East topped increased sales in the single-family unit market segment. In the townhouse market segment, Port Moody/Belcarra, Vancouver West, Richmond and Burnaby all recorded increased sales of more than 38% over last September results. Whistler/Pemberton area, Port Moody/Belcarra and New Westminister were the highlighted spots for increased sales in the apartment category, all recording sales higher than 17% over last year. VA-11/07

Collect this report to compare market indicators.

Penny Mitchell *Can be reached at 604.816.7825*

Notable Quote

"It is inevitable that some defeat will enter even the most victorious life. The human spirit is never finished when it is defeated... it is finished when it surrenders."

*Ben Stein
Professor and Writer*





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SAVE MONEY AND CONSERVE ENERGY THIS HOLIDAY SEASON

Want to save money during the holidays? This year, consider making the switch from your old incandescent string lights to energy-efficient seasonal LEDs. The sparkling lights will keep you in the holiday spirit all season long and you'll notice savings on your electricity bill.

The savings really add up when you undergo a complete LED conversion. Instead of adding a new string of seasonal LEDs to your existing roster of incandescent holiday lights, you can count on better savings and a more aesthetically pleasing look when you switch over all your seasonal lights at once.

Here are the top five reasons why homeowners should consider making the switch to LED string lights this holiday season:

1. Consider the long-term savings when purchasing seasonal LED string lights. They have been rated to last an amazing 200,000 hours and will continue working for many seasons to come.
2. Seasonal LED string lights are 95 per cent more energy efficient than traditional string lights. An old, 70-bulb

incandescent light string can cost more than \$10 to light for the holiday season, while the equivalent in Seasonal LEDs costs just 33 cents.

3. Seasonal LED string lights are available for both indoor and outdoor use to help you save inside and out.
4. Coloured LED bulbs never flake or fade so you don't have to examine bulbs for paint chips and deal with costly replacements each year.
5. Durable LED bulbs are made with cool-to-the-touch plastic that's almost impossible to break. So they're safer and longer-lasting than old, incandescent strings. (NC) 11/07

Typical Bank Mortgage Rates

Open	6 month	8.21
Closed	6 month	6.36
	1 year	6.29
	2 year	6.99
	3 year	6.41
	4 year	6.49
	5 year	6.31
	7 year	6.50
	10 year	6.65

* Rates subject to change.

There are better rates than these.

Call for more information before you buy or renew!

Call Penny



Call Penny at 604.816.7825

DECORATE YOUR HOME FOR THE HOLIDAYS

The festive season is here. It will soon be time to receive family, friends and out of town guests for the holidays. Ensure your home is looking its best before guests arrive, without too much fuss.

Dress up the front yard by hanging outdoor LED lights on the trees and along the edge of your roof. Feel good about using LED lights, they use 80 to 90 per cent less energy than traditional light sets and now come in a variety of colours and sizes. Next, consider adding solar lighting along the walkway leading to the front door. A lit pathway will help guide your guests to your front step, while officially creating an entrance.

The foyer is the first area of your home guests will see so make an impression. Adding a couple of decorative chairs, or a round table with a holiday floral arrangement will make the foyer feel intimate and inviting. Go one step further and add a lush area rug to the space, and warm your guests' feet.



Infuse the home with colour. Drape garlands - real or fake - over mirrors, railing and along the mantle and string with white LED lights. Consider painting the room a rich seasonal hue to give it a fresh look and add some matching pillows or window coverings to dramatically change the look of the room.



Consider adding wall decals or framing wallpaper to use as art to give the room a different look. Both options come in a variety of styles and are removable after the guests leave so there is no long term commitment. A decorative mirror is another great option for the wall - it will help open up the space and reflect the rest of your seasonal décor.

A lit fireplace warms any room and creates an inviting atmosphere for family and guests alike. If your home isn't equipped with a fireplace, consider an electric fireplace. They come in a variety of sizes, colours, and styles and are easy to install. (NC) 11/07



Referral and Repeat Customers
are the Mainstay of My Business!

Penny Mitchell

To My Valued Clients:

A well-executed plan is the only way to move toward the ultimate real estate goal you have in mind. The most rewarding part of my career is to help you or your friends and family take one more step toward making your final dream a reality, whether that step is purchasing property or realizing your equity in the property you have.

If you or someone close to you is thinking of buying or selling, let's talk now. I can keep you up-to-date on market trends but we need to discuss your specific questions ahead of time. This gives us the time to gather your

information and strategize your next step. It is the wisest way to ensure your next move takes you closer to your envisioned goal.

Kindest regards,

Penny

Penny Mitchell

HIGHLY RECOMMENDED

Keeping You Informed

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