



RE/MAX
MASTERS REALTY
REALTOR®



Staying In Touch

Penny Mitchell

Staying in Touch

Strong, Stable Market ...



Total residential sales in the Greater Vancouver area reached 3,387 units in April, an increase of 1.3% compared to last year.

The total number of active listings increased by 25.8% to 11,347. The resulting listings-to-sales ratio of 3.35:1 indicates a strong, stable market.

"We're still in one of the best markets real estate has ever had in Greater Vancouver.

Sales are higher than historical norms and homes are selling very quickly, usually with multiple-offers," says REBGV president.

Sales of apartment properties measured 1,350 in April with a benchmark price of \$355,108 – a 14.7% increase over last year. Delta South recorded increased sales of 31.3% over last years' numbers.

Sales of attached properties numbered 634, an increase of 17.6% over last year. The benchmark price of an attached unit was \$432,490, up 13.8% from one year ago. Burnaby, Richmond and Vancouver West all recorded increased apartment sales of more than 20% over last April.

Sales in the detached property market segment recorded at 1,403 units compared to 1,440 unit sales last year. The benchmark price registered at \$695,069. Delta South and Port Moody/Belcarra recorded the highest increased sales of 25% and 44.4% respectively. VA-06/07

Collect this market report to watch *your* market trends.

Penny Mitchell *Can be reached at 604.816.7825*

Notable Quote

"Everyone wants to be appreciated, so if you appreciate someone, don't keep it a secret."

*Mary Kay Ash, 1915-2001
 Founder of Mary Kay Cosmetics*





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You can be Mortgage Free Sooner than You Think

Are you feeling weighed down by the years remaining on your mortgage? Worried about when you should lock in your variable rate, or unsure of refinancing with rates on the rise? Getting a good interest rate is crucial, but there's a lot more you can do to ensure that you are mortgage free sooner. Flexibility and options are key - and the advice of an unbiased mortgage professional can help you make the most of these alternatives.

1. Match your mortgage payments with your pay periods. Not only does it make budgeting easier, but if you have bi-weekly payments you'll be making an extra payment each year (and you won't even feel it!)

2. Shorten your amortization. If you can budget for the higher monthly payments, this will help you build equity faster and take years off your mortgage.

3. Use your pre-payment option. Many people get a mortgage with this feature, but only 3% actually take advantage of it. A few hundred here and there can add up to thousands saved later on.

4. Income increasing? Consider permanently increasing your payments to

match. Again, you won't feel the strain, but your equity is increasing and interest decreasing with every extra dollar you put in.

5. Most mortgages allow a lump sum payment in any one calendar year - and if you don't use it, you lose it. Just because you don't have a huge sum to put away doesn't mean it isn't worth it.

6. Shop around for better terms at renewal. Most people renew at rates higher than what they could have achieved if they had negotiated. Your mortgage professional is not just there for the purchase, but throughout the life of your mortgage. (NC)06/07

Typical Bank Mortgage Rates

Open	6 month	7.91
Closed	6 month	6.06
	1 year	5.81
	2 year	6.32
	3 year	5.77
	4 year	5.80
	5 year	5.61
	7 year	6.02
	10 year	6.21

* 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

Four Easy Steps to Rejuvenate Your Deck

With the warmer temperatures upon us, backyards across the country become the gathering places of choice for many friends and families.

Now is the time to transform your wooden deck into a beautiful outdoor living space.

Step 1 - Restoration

The first step you need to take is to tighten loose screws and nails and secure floor boards on your deck. Look for mildew or rotting wood by inspecting underneath. Be sure to sink any protruding nails.

Step 2 - Surface Preparation

A good cleaning will remove dirt, grime and the grey colour from your deck. Bleach is recommended to eliminate mould and mildew.

Step 3 - Protection

To preserve that beautiful natural look, you need to protect your surface. A polymerized tung oil-based finish works. It's a clear, tough coating varnish that protects and beautifies all exterior wood surfaces. Its unique formula provides a breathable water repellent surface.

Rain and snow cannot penetrate the coating to damage the wood. Transparent absorbers screen out UV rays to inhibit the greying and fading effects of the sun. A superior fungicide is included to retard mildew.

Step 4 - Decoration

Let your imagination take over. Try adding a trellis with hanging plants, potted plants around the deck, or flower boxes on the rail. Alter the mood of your entire backyard with unique outdoor lighting fixtures like lanterns, torches or railing lights. For a two-toned look on your deck, try finishing your railings and posts in a different accent colour. Varnish now comes with a selection of tinting colours that will help you create a customized look. (NC) 06/07





Referral and Repeat Customers
are the Mainstay of My Business!

Penny Mitchell

To My Valued Clients:

As we experience the adjustment of increased listings in the market place, give yourself the advantage of my knowledge and experience if your intentions are to buy or sell over the next 6 months or so. My daily awareness of any new listings will enable you to view properties that best suit your personal real estate requirements, improving the chances of finding exactly what you're looking for.

If your thoughts are of selling, I can offer you first-hand knowledge of properties that will compete against yours for buyers in your specific market. Pricing your property correctly has never been more important to make sure you get the most value for your home while remaining a competitive option of choice.

Now is an exciting time to be buying or selling. I'll partner with you, your friends and your family to ensure the experience is successful and stress-free

with a rewarding outcome. Call me early in the process so that we'll have the time you deserve to secure the outcome you want.

Best regards,

PS. 07/07/07 – Stay tuned to this most important date. Together we can turn the tide of Global warming. www.liveearth.org

S O S



T I C CAMPAIGN FOR ADJUTANT, CREG

Penny Mitchell

HIGHLY RECOMMENDED

Keeping You Informed

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