

Statistically Speaking

Market activity in the Fraser Valley Real Estate Board.

New Listings: Feb '07 - 2552 Jan '07 - 2425 Dec '06 - 940 Feb '06 - 2514
Number of sales: Feb '07 - 1413 Jan '07 - 1001 Dec '06 - 881 Feb '06 - 1672
Board Year to Date sale volume -14.8% Langley Year over Year Price Index value +20.4%

FREE BREAKFAST WINNER!

If your address is **3876 196 St.** you've just won



BREAKFAST FOR 2
at
DE DUTCH PANNEKOEK HOUSE



in the Langley Crossing Mall (value approx. \$25.00)
You must phone me by month's end to claim your prize.

FREE BREAKFAST OR LUNCH ENTREE

with the purchase of a second entree of equal or greater value.

Offer valid until March 31st 2007 at the Langley De Dutch Only
Offer Not Valid On Sundays

Please remember to tip on the full value of the meal



Jeremy Sutton



* A Full time Realtor for 23 years.

* Won lots of awards for top sales activity.

* 12 sales this year incl. 1 from this neighbourhood.

* In the top 2% of all Realtors in the R.E. Board.

MARKET SHARE*

January 1st - February 28th, 2007
LANGLEY

RE/MAX -	39.1%
Royal LePage -	17.9%
Homelife -	15.9%
Coldwell Banker -	6.8%

With 22.3% of Langley Realtors,
RE/MAX leads the way
*Based on MLS stats



Jeremy
of

RE/MAX

Treeland Realty
604-533-3491

THE SOUTHWEST BROOKSWOOD BULLETIN



Free Breakfast winner inside!

Check Out My Web-Site!

www.realestatelangley.com

This is not intended to cause or induce breach of an existing agency agreement.

#101 - 6337 198th Street, Langley B.C. V2Y 2E3

Each office independently owned and operated.

BEWARE OF THE BANK!

You can tell it's RRSP season. The ads on the TV and radio, the solicitous mailers from unknown financial institutions and the inserts that come with the monthly account statement. My banking is done mostly at VanCity C.U. There's a lot I like about their system and benefits. Their latest newsletter however made me cringe!

"RRSP or real estate?" the headline boldly asked. The article, obviously skewed in favour of the RRSP made mention of headaches like tenant complaints, delinquent rents, screening and so on along with the risk of the market's rise and fall. The article mentioned that the market growth in the last 5 years was 8.9% but only 2.3% in the 1990's. They don't mention that guaranteed investments like GIC's have barely topped 4% in the last decade.

Their real fraud is that real estate investment is not based on market growth but on leveraging your investment (read downpayment!) against market growth. Let me show you true numbers. I will compare an investment property I purchased 10 years ago with an RRSP Mutual Fund I own over that same period.

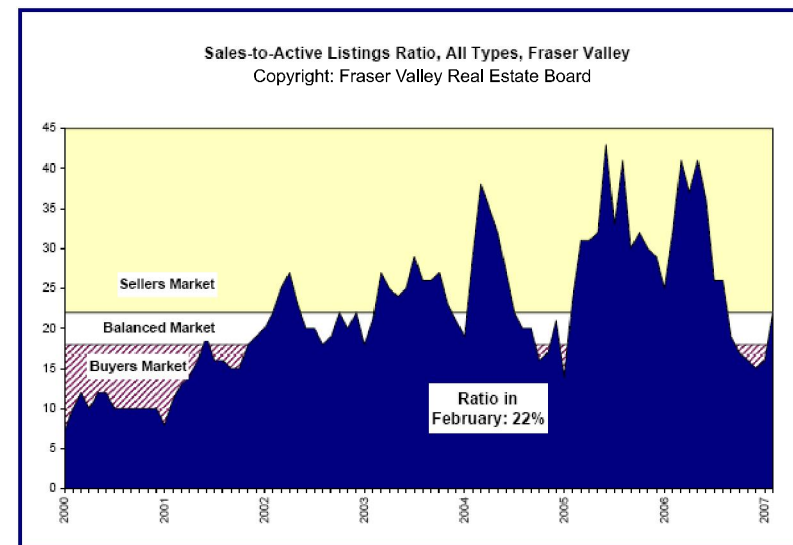
With the house it was purchased for \$170,000 with \$25,000 cash investment. The rents covered the mortgage and taxes without surplus. That property is now worth \$370,000 which is just over 8% per year growth. **BUT!!!** I didn't invest \$170,000. I invested \$25,000 and the mortgage paid down to \$112,000 which meant a \$258,000 return on my \$25,000 investment. That is an average growth of 26.3% per year for the 10 years.

The Mutual Fund is Dynamic Canadian Growth Fund, one of their better producing stocks over the period. Growth average the last 10 years was 11.7% per year. This means my \$25,000 invested over the 10 years would return \$75,500. That's pretty good but it's not \$258,000.

The lenders need your money so they push the RRSP idea, and it's good to have it as part of your portfolio but I'm glad I have real estate. Investing that money in an RRSP would have cost me \$180,000 in lost investment earnings. Sure I have to manage my properties but there are many good tenants out there some of whom become my customers later. Don't let the lender's intentionally misleading promotions turn your head away from investments like real estate. Remember all that market growth is also not taxed until I sell the property, which I'll do when I retire.

OUR LOCAL MARKET UPDATE - March 8, 2007

Current Listings	Style	Age	Square Feet	Bedrms	Bthrms	List Price
19964 36 Ave.	Rancher	34	1074	3	1	\$389,900
20014 38 Ave.	Split Entry	30	1968	4	3	\$445,000
3721 197A St.	Rancher	33	1710	4	2	\$449,000
3821 197 St.	3 Level Split	31	1610	3	2	\$459,000
4265 198 St.	Rancher / Basement	48	3287	6	3	\$474,500
19955 37 Ave.	2 Storey	47	3286	5	3	\$544,900
19938 37A Ave. - SOLD	Rancher	99	785	2	1	\$369,900
19856 36A Ave. - SOLD	Rancher	31	1462	3	2	\$419,900
19732 36 Ave. - SOLD	2 Storey	27	2131	4	3	\$425,000
3660 197 St. - SOLD	Basement	31	1810	4	1	\$439,900
3497 198A St. - SOLD	Rancher	32	1555	3	2	\$435,000
19663 35A Ave. - SOLD	3 Level Split	26	1851	4	3	\$469,000
3522 196A St. - SOLD	Basement	28	2300	4	3	\$599,900
3387 196A St. - SOLD	Rancher / Loft	19	2037	3	2	\$659,900



The above information is believed correct but not guaranteed. All details are as of date of printing.



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