

THE GREENVIEW REPORT



Jane Smith's Real Estate Newsletter

October 2018



HOW TO BRIGHTEN YOUR CONDO DURING SHORTER WINTER DAYS

Many condo units struggle to get natural light as it is. Unfortunately, as the days get shorter and shorter, that problem only gets worse. This winter, resolve to make your condo a sunnier space with strategic decor. Here are some simple decorating tips that will make you forget all about the dreary dark days ahead.

Mirrors, mirrors, mirrors

Even if you've got the tiniest slice of sunlight coming into your condo, strategically placed mirrors will help maximize the little light you have. Large mirrors should be hung directly across from a window, so light can bounce off the reflective surface and brighten up the rest of your space.

Lay down a colourful rug

A large, bright rug can immediately boost the mood of the whole room, not to mention show off your design chops. Plus, it serves multiple purposes. Your feet stay nice and cozy and you've automatically defined your space.

Use matte paint on the walls

Glossy paint creates glare. You'd think that would make a room appear brighter but in fact, it can lead

to unwanted shadows. With matte walls, the light in your condo will be more evenly reflected.

Ditch the thick curtains

As the sun goes down earlier than usual, you'll have less need for thick curtains. To update your window treatments for the winter, opt for sheer shades that still give you the privacy you need while allowing sunshine to peek through.

Clean your windows

This is not a decor tip, but it's a step that will quickly improve how sun filters into your condo. Watermarks, dust and grime can prevent natural lighting from spilling into your space, so a quick wipe-down can easily fix that.

Create artificial sunlight

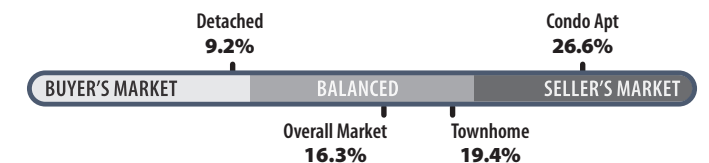
If the above tips don't give you all the vitamin D that you need, then try mimicking natural sunlight with daylight-toned LED light bulbs. These bulbs emit a pure white light without any tinge of yellow, making it as close to outdoor lighting as possible. Place these in areas of your condo where light is lacking. Pro tip: aim the lighting upwards so that it illuminates the ceiling.

VANCOUVER RESALE MARKET CONTINUES TO LAG

MARKET HIGHLIGHTS

- August sales of 1,929 units were down by 36.6% versus last year; also 25.2% below the 10-year August average
- Despite soft volume, MLS Home Price Index composite price for all properties is still up by 4.1% versus last year (\$1,083,400)
- That said, detached homes recorded a MLS Home Price decline of 3.1% versus last year (\$1,561,000)
- With a sales-to-active listings ratio of 9.2% in August, detached homes slipped further into "buyer's market" territory

Sales-to-Listings Ratio



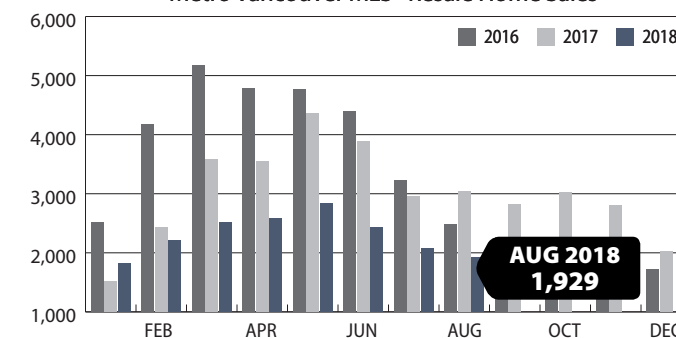
Resale Transactions

-36.6% year/year
 Aug 2018: **1,929**
 Aug 2017: **3,043**

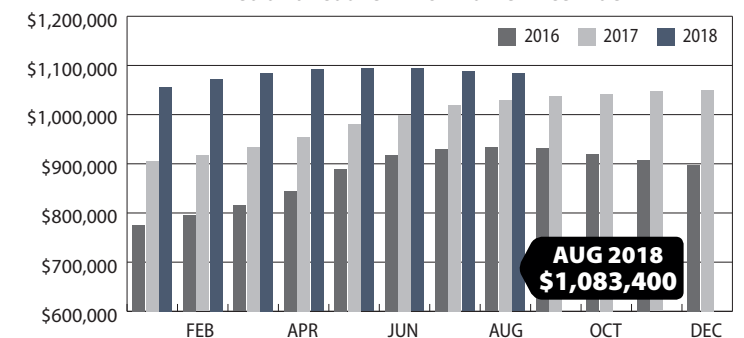
Total Inventory

+34.3% year/year
 Aug 2018: **11,284**
 Aug 2017: **8,807**

Metro Vancouver MLS® Resale Home Sales



Metro Vancouver MLS® Home Price Index



FOR SALE



Stunning Offering!

26 Nicholls Road West #1401 – Sunny north-facing bachelor unit features open-concept floor-plan and a short walk to every amenity you can think of. Includes parking and locker. **\$349,000**

FOR SALE



2 Bedroom, 3 Bathroom + Den

73 Vallejo Avenue West #2101 – Bright and open, double master split bedroom 1,100 sq. ft. unit with one of the hottest addresses in the city! **This won't last, call me today for details!**

FOR SALE



2,350 Sq. Ft. Beauty!

98 Pontiff Street East #710 – Bright southeast views can be seen from this 1 bedroom, 1 bathroom unit in one of the fastest-growing boroughs in the city. **\$2,252,995**

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Message from Jane...

Airbnb rule breakers could be fined \$1,000 a day

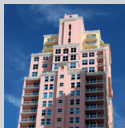
Condo owners could soon be slapped with fines of up to \$1,000 a day if they break their strata's rules and rent out their unit through short-term rental sites like Airbnb. Currently, stratas are allowed to ban short-term rentals but can only penalize owners up to \$200 per week if they're caught renting out their units for short-term stays. The province says the increased daily fine should discourage owners from breaking the rules and improve the province's long-term rental vacancy rate, which is currently very low. "With \$200 dollars a week, it wasn't a disincentive. But at \$1,000 it will make a significant difference in terms of eating into whatever profits people are making," said B.C. Housing Minister Selina Robinson. The new fines are expected to come into effect on November 30th.

6 Month Greenview Mar 1st 2018 - Aug 31st 2018 Market Watch – For more detailed statistics, visit www.Greenview.info!


| | # sold | avg price | high price | days on market | |
|--|--|-----------|------------|----------------|----|
|  | The Vellen – 98 Pontiff Street East | | | | |
| | less than 700 sq. ft. | | | | |
| | 1 bed, 1 bath | 9 | 495,833 | 550,000 | 16 |
| | 1 bed, 2 bath | 3 | 555,333 | 585,000 | 11 |
| 700-1000 sq. ft. | | | | | |
| | 1 bed, 2 bath | 1 | 535,000 | 535,000 | 40 |
| | 2 bed, 2 bath | 5 | 633,560 | 698,000 | 15 |
| 1000-1400 sq. ft. | | | | | |
| | 2 bed, 2 bath | 1 | 818,000 | 818,000 | 22 |
| penthouses | | | | | |
| less than 700 sq. ft. | | | | | |
| | 1 bed, 1 bath | 1 | 580,000 | 580,000 | 7 |
| Total | | 20 | | | 16 |



| The Seven Three – 73 Vallejo Avenue West less than 700 sq. ft. | | | | |
|---|----|---------|---------|----|
| 0 bed, 1 bath | 2 | 390,000 | 417,000 | 20 |
| 1 bed, 1 bath | 8 | 527,625 | 601,000 | 12 |
| 700-1000 sq. ft. | | | | |
| 1 bed, 2 bath | 1 | 595,000 | 595,000 | 18 |
| 2 bed, 2 bath | 2 | 726,500 | 765,000 | 10 |
| Total | 13 | | | 14 |





| | | | | |
|---|---|---------|---------|---|
| Celebrity Tower I – 416 Lumins Street 700-1000 sq. ft. | | | | |
| 2 bed, 2 bath | 2 | 785,000 | 800,000 | 6 |
| 1000-1400 sq. ft. | | | | |
| 2 bed, 2 bath | 2 | 897,500 | 905,000 | 7 |
| Total | 4 | | | 7 |




| Celebrity Tower II – 418 Lumins Street | | | | |
|--|---|-----------|-----------|----|
| 700-1000 sq. ft. | | | | |
| 2 bed, 1 bath | 1 | 781,250 | 781,250 | 7 |
| 1000-1400 sq. ft. | | | | |
| 1 bed, 1 bath | 1 | 915,000 | 915,000 | 18 |
| 2 bed, 2 bath | 2 | 1,410,000 | 1,445,000 | 59 |
| Total | 4 | | | 36 |

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| | | | | | |
|---|---|---|---------|---------|----|
|  | Grovsner Place – 647 Chancellor Road | | | | |
| | less than 700 sq. ft. | | | | |
| | 1 bed, 1 bath | 4 | 457,475 | 515,000 | 10 |
| | 700-1000 sq. ft. | | | | |
| | 2 bed, 2 bath | 1 | 680,000 | 680,000 | 20 |
| Total | | 5 | | | 12 |




| Hale Tower – 905 Marcel Avenue | | | | |
|--------------------------------|----|---------|---------|----|
| less than 700 sq. ft. | | | | |
| 0 bed, 1 bath | 3 | 393,333 | 411,000 | 11 |
| 1 bed, 1 bath | 2 | 481,500 | 545,000 | 10 |
| 700-1000 sq. ft. | | | | |
| 1 bed, 1 bath | 1 | 625,000 | 625,000 | 7 |
| 1 bed, 2 bath | 2 | 650,000 | 650,000 | 3 |
| 2 bed, 1 bath | 1 | 615,000 | 615,000 | 8 |
| 2 bed, 2 bath | 6 | 706,769 | 751,113 | 15 |
| Total | 15 | | | 11 |




| Slade Residences – 2042 Macallion Boulevard less than 700 sq. ft. | | | | | |
|--|----|---------|---------|--|----|
| 1 bed, 1 bath | 4 | 531,625 | 588,000 | | 9 |
| 1 bed, 2 bath | 1 | 625,000 | 625,000 | | 13 |
| 700-1000 sq. ft. | | | | | |
| 1 bed, 2 bath | 1 | 643,000 | 643,000 | | 12 |
| 2 bed, 1 bath | 1 | 627,400 | 627,400 | | 7 |
| 2 bed, 2 bath | 3 | 715,000 | 750,000 | | 18 |
| Total | 10 | | | | 12 |

| | # sold | avg price | high price | days on market | |
|---|---|-----------|------------|----------------|----|
|  | Greenview Condos I – 26 Nicholls Road West less than 700 sq. ft. | | | | |
| | 1 bed, 1 bath | 2 | 519,444 | 550,000 | 6 |
| | 700-1000 sq. ft. | | | | |
| | 1 bed, 2 bath | 2 | 594,500 | 599,000 | 28 |
| | 2 bed, 2 bath | 2 | 614,000 | 618,000 | 14 |
| | Total | 6 | | | 16 |





| Greenview II Condos – 28 Nicholls Road West less than 700 sq. ft. | | | | |
|--|----|---------|---------|----|
| 0 bed, 1 bath | 1 | 415,000 | 415,000 | 27 |
| 1 bed, 1 bath | 7 | 519,000 | 562,000 | 10 |
| 700-1000 sq. ft. | | | | |
| 1 bed, 1 bath | 2 | 574,500 | 599,000 | 12 |
| 1 bed, 2 bath | 4 | 582,750 | 593,000 | 40 |
| 2 bed, 2 bath | 5 | 645,600 | 718,000 | 13 |
| 1000-1400 sq. ft. | | | | |
| 2 bed, 2 bath | 2 | 924,500 | 980,000 | 14 |
| Total | 21 | | | 18 |




| Greenview Coop – 30 Nicholls Road West less than 700 sq. ft. | | | | |
|--|----|---------|---------|----|
| 0 bed, 1 bath | 1 | 450,000 | 450,000 | 1 |
| 1 bed, 1 bath | 11 | 513,327 | 581,000 | 6 |
| 700-1000 sq. ft. | | | | |
| 1 bed, 2 bath | 4 | 580,975 | 589,000 | 5 |
| 2 bed, 2 bath | 7 | 654,864 | 780,000 | 15 |
| Total | 23 | | | 8 |

| The Regional – 12 Pontiff Street East less than 700 sq. ft. | | | | |
|--|----|-----------|-----------|-----|
| 1 bed, 1 bath | 2 | 627,500 | 705,000 | 4 |
| 700-1000 sq. ft. | | | | |
| 1 bed, 1 bath | 1 | 744,000 | 744,000 | 7 |
| 2 bed, 1 bath | 1 | 790,000 | 790,000 | 6 |
| 2 bed, 2 bath | 4 | 1,051,000 | 1,176,000 | 20 |
| 1000-1400 sq. ft. | | | | |
| 2 bed, 2 bath | 1 | 1,080,000 | 1,080,000 | 142 |
| 1400-2000 sq. ft. | | | | |
| 3 bed, 2 bath | 2 | 2,716,500 | 2,833,000 | 77 |
| Total | 11 | | | 36 |

| | # sold | avg price | high price | days on market | |
|---|--|-----------|------------|----------------|----|
|  | The Bridge – 2184 Maybelle Road less than 700 sq. ft. | | | | |
| | 1 bed, 1 bath | 5 | 506,600 | 535,000 | 15 |
| | 1 bed, 2 bath | 12 | 590,138 | 620,000 | 12 |
| | 700-1000 sq. ft. | | | | |
| | 1 bed, 2 bath | 3 | 618,333 | 625,000 | 11 |
| | 2 bed, 2 bath | 1 | 700,000 | 700,000 | 8 |
| | 1000-1400 sq. ft. | | | | |
| | 2 bed, 2 bath | 1 | 1,055,000 | 1,055,000 | 7 |
| | Total | 22 | | | 12 |

| | | | | | |
|---|--------------------------------------|----|---------|---------|----|
|  | Tidal I – 3718 Bronson Street | | | | |
| | less than 700 sq. ft. | | | | |
| | 0 bed, 1 bath | 6 | 394,750 | 415,000 | 8 |
| | 1 bed, 1 bath | 13 | 536,177 | 590,000 | 14 |
| | 1 bed, 2 bath | 1 | 640,000 | 640,000 | 8 |
| 700-1000 sq. ft. | | | | | |
| | 1 bed, 2 bath | 4 | 647,500 | 705,000 | 12 |
| | 2 bed, 2 bath | 2 | 701,500 | 735,000 | 10 |
| 1000-1400 sq. ft. | | | | | |
| | 2 bed, 2 bath | 1 | 910,000 | 910,000 | 8 |
| Total | | 27 | | | 12 |

| | | | | | |
|---|---------------------------------------|----|---------|---------|----|
|  | Tidal II – 3720 Bronson Street | | | | |
| | less than 700 sq. ft. | | | | |
| | 1 bed, 2 bath | 9 | 545,167 | 577,000 | 13 |
| | 700-1000 sq. ft. | | | | |
| | 1 bed, 2 bath | 2 | 739,500 | 780,000 | 8 |
| | 2 bed, 2 bath | 1 | 830,000 | 830,000 | 7 |
| | 1000-1400 sq. ft. | | | | |
| | 2 bed, 2 bath | 1 | 788,000 | 788,000 | 12 |
| | Total | | | | |
| | | 13 | | | 11 |

| | | | | | |
|---|---|----|-----------|-----------|----|
|  | Grundle – 9214 Michaels Avenue less than 700 sq. ft. | | | | |
| | 1 bed, 1 bath | 1 | 575,000 | 575,000 | 6 |
| | 700-1000 sq. ft. | | | | |
| | 1 bed, 1 bath | 5 | 765,500 | 825,000 | 17 |
| 1400-2000 sq. ft. | | | | | |
| | 2 bed, 2 bath | 4 | 1,297,500 | 1,400,000 | 11 |
| Total | | 10 | | | 14 |