

# ERNA MAKI

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## YOUR NORTH SHORE CONNECTION

If you are a first time buyer, developer/builder, downsizing, or upgrading, there is more to buying and selling Real Estate than meets the eye.



### For First Time Buyers

it is about having all the information available to you including total costs, lenders, lawyers and the New CMHC requirements.

#### Can you afford to buy a home?

With interest rates at record lows many people are considering buying a home. The first thing any prospective home buyer needs to do is determine whether they can afford to buy the home they want. Many people believe they have to save a large down payment. Not now. A down payment of 20% or more will qualify for a conventional mortgage and with mortgage insurance there are various programs that enable homeownership with little or NO down payment at all. As a result of the recent Federal Legislation changes, effective immediately, mortgage insurance is only required on loans with greater than 80% LTV. Also CMHC is helping mortgage applicants keep their mortgage payments down by offering a 40 year amortization so You Can Afford to buy that home.



### For the Builder/Developer

it is about having the right contacts and the right information regarding size, setbacks height and the new building code requirements. Did you know new construction now requires a capillary break? Changes in the new 2006 BC Building Code now requires any new construction to have a



capillary break or "rain screen". In West Vancouver all new homes and larger additions also require an architect or consultant to design and review the envelope components of your new or renovated building.

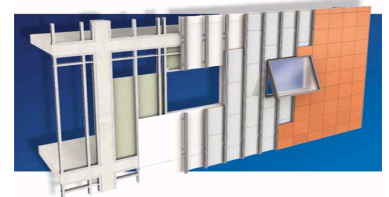
### Building to the Max

is a sensitive issue in many neighbourhoods. You don't always have to maximize a building's design and site development to ensure a maximum yield on your property value. A good architect or designer can design a building to meet bylaw requirements that are sensitive to a neighborhood and yet has good value while meeting your design parameters. I have first hand knowledge of local bylaws and codes and can assist my clients with the "RIGHT" information, which is essential.



### What is "Rain Screen"?

Rain screen is a wall assembly which provides a drainage layer behind a buildings exterior finish, referred to in the 2006 Building Code as a capillary break. Strips of wood or furring are placed vertically on the building paper behind the siding material to act as a second line of defense to prevent water entry into the wall cavity.



### For the Homeowner's

that want to down size it is about knowing your product, realizing value in the condo market and working through all the emotions that come with leaving the family home. For the homeowner's that need more space it is key to get the right advice on selling or renovating and what renovations give the best return. When purchasing in a new neighborhood it is important to have information about the community for everyone in the family. I have the knowledge and understanding to care for my clients making it stress free and exciting as they move into the next phase of their life.





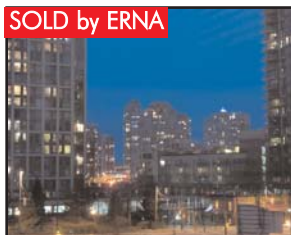
4271 No. 5 Road, Richmond



310 East Kings Road, N.V.



1052 West 21st Street, N.V.



#608-939 Expo Blvd, Van.



1588 Inglewood Avenue, W.V.



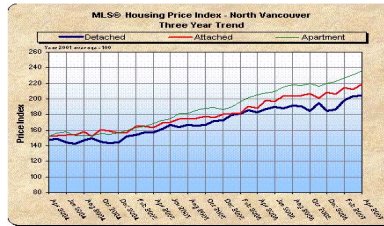
422 East 13th Street, N.V.



1932 Larson Road, N.V.

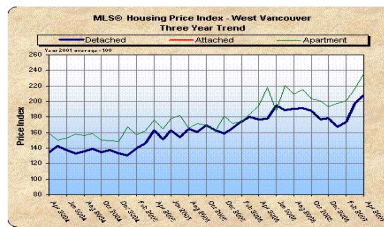
# Your Current Market Report by ERNA MAKI

**The Current Market** – We hear so many variables about the market situation. The North Shore prices continue to climb and people continue to pay over asking. This leaves people wondering, when is it going to slide? Well obviously there is still good value compared to the rest of the world. According to some we will follow the U.S. with rapid declination, but there is no evidence of this, as the market on the North Shore stays strong.



### In North Vancouver the benchmark price is at \$ 849,269

Total listings including detached homes, apartments, and townhomes for May 2007 listings were 536, sales were 303  
for April 2007 listings were 484, sales were 246  
for May 2006 listings were 521, sales were 323  
The total number of sales allocated just to detached homes for May 2007 was 143 with a Median selling price of \$ 829,450.  
for April 2007 was 121 with a Median selling price of \$ 762,500.



### In West Vancouver the benchmark price is at \$ 1,405,122

Total listings including detached homes, apartments and townhomes for May 2007 listings were 416 and sales were 141  
for April 2007 listings were 358, sales were 83  
for May 2006 listings were 414, sales were 121  
The total number of sales allocated just to detached homes for May 2007 was 62 with a Median selling price of \$ 1,440,000  
for April 2007 was 80 with a Median selling price of \$ 1,235,000

**I am committed to helping you with all your Real Estate needs.  
Please give me a call.**

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



3520 Frederick, N.V.



#301-146 East 18th St. N.V.



1861 Westview Road, N.V.



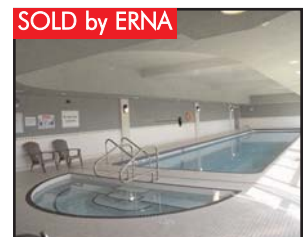
4063 St. Georges Ave. N.V.



6639 Nelson Ave. W.V.



#9 Britannia, Squamish



#1602 - 939 Expo Blvd. Van



4235 Evergreen, W.V.