

Dan Schulz **INSIDER** **bcapartment**

REPORT & WEBSITE REALTOR® DEDICATED TO MULTI-FAMILY APARTMENT BUILDING OWNERS

Spring 2013 - Issue 6

Is it a Good Time for Purpose Built Rentals?

Page 8

Why is Arnold Schwarzenegger an Apartment Building Owner?

Page 13

**10
New
Listings
Inside**

Dan Schulz

778.999.5758



dan@bcapartmentinsider.com

www.bcapartmentinsider.com





Dan Schulz

778.999.5758

dan@bcapartmentinsider.com

15 Years of Experience:

Marketed and sold over \$400 Million in multi-family real estate in 20 cities and towns in the Greater Vancouver Regional District and throughout Western Canada.

Real Estate Services in German.



Accomplishments, Education and Affiliations

Dan Schulz is an apartment building specialist with 15 years of experience in facilitating major multifamily investment transactions. He has developed a targeted approach to multi-family investment marketing and sales through employing the best use of e-brochures and electronic media and the quarterly publication of BC Apartment Insider.

Dan has cultivated an extensive network of relationships with local, national and global investors who turn to him for superior insight into Greater Vancouver's commercial investment climate and accurate assessment of an asset's cash flow potential. He is proud to have had the opportunity to provide service for such valued clients such as Mainstreet Equity Corp, Empire Group, Abacus Capital, TransGlobe Property Management Services, Western Income Properties, Aquilini Group, Hollyburn Group, PCI Group, BC Housing. Dan is also well versed in British Columbia's Mobile Home Park Market and has access to a complete database of all owners in British Columbia.

Originally from Düsseldorf, Dan also provides real estate services in German. For 10 years, Dan was the Coordinator for European Investments at a leading international real estate brokerage where he forged relationships with key players of the German open-ended and closed-ended investment funds, as well as private individuals representing large pools of capital.

Professional Accomplishments

- Rookie of the Year 2001, Colliers International
Appointed Senior Associate (2004); Appointed Associate VP (2008), Colliers International
- Consistently among the Top Sales People in the Multi-Family Investment Industry
- Marketed and sold over \$400 Million in real estate in 20 cities and towns located throughout Western Canada, since 1998

Education

- BAH, Queen's University, Bachelor of Arts, Honours Economics, Class of 1996
- Graduate Program, Urban Planning Issues & Concepts, University of British Columbia
- Canadian Securities Course 1997

Affiliations

- Associate Member BC Apartment Owners and Managers Association (BCAOMA), Chair of Associate Committee & Golf Tournament.
- Full Commercial Member of the Real Estate Board of Greater Vancouver
- Associate Member Mobile Home Park Owner's Alliance of BC (MHOPABC) REALTY



What's Inside

- 4** **Current Listings**
- 8** **No Better Time for Purpose Built Rentals**
- 11** **"Times; They Are A-Changing"**
- 13** **Why is Arnold Schwarzenegger an Apartment Building Owner?**
- 16** **Why The Greater Vancouver Multifamily Real Estate Market Is, Well, Better Than Gold**
- 20** **GVRD Apartment Building Sales**

CURRENT LISTINGS

Download the full brochure for each listing at
bcapartmentinsider.com

8 Suite Multi-Family Investment Property

328 Fourth Street, New Westminster, BC



HIGHLIGHTS:

- Very Well Maintained Apartment Building With Income Upside
- Ideal Starter Investment Opportunity
- Prime New Westminster Queen's Park Location

ASKING PRICE: ~~\$1,190,000~~ **\$1,028,000**

Le Guernesey - 34 Suite Apartment Building

859 Thurlow Street, Vancouver, BC



HIGHLIGHTS:

- One Block off Robson Street
- New Plumbing, New Electrical & New Everything!
- Wireless Internet, Exercise Room and Private Garden

ASKING PRICE: \$8,500,000

CURRENT LISTINGS

Chinook Manor - 12 Suite Strata-Titled Apartment Building

1032 East 3rd Street, Brooks, AB



HIGHLIGHTS:

- 12 Strata Titled Condominiums
- Exceptional Cash Flow and Return
- Very Well Maintained Apartment Building

ASKING PRICE: ~~\$995,000~~ \$860,000

43 Pad - County Mobile Home Park

2355 Marshall Road, Kelowna, BC



HIGHLIGHTS:

- Outstanding Location in the Sunny Okanagan
- Surrounding Commercial Development Exploding
- On City Sewer & Water

ASKING PRICE: ~~\$5,550,000~~ \$4,250,000

15 Suites + 2 CRU's Available

1350 Kingsway, Vancouver, B.C.



THE OPPORTUNITY:

To acquire a concrete, vacant, prime Kingsway mixed-use residential investment property comprised of 15 residential suites and 2 commercial retail units.

ASKING PRICE: \$5,880,000 CAP RATE: 3.84%

Skyline Apartments - 9 Suite West End Apartment Building

1365 Burnaby Street, Vancouver, BC



HIGHLIGHTS:

- Prime West End Turnaround Opportunity
- Large Suite - Rents Well Below Market
- Ideal Starter Investment Property

ASKING PRICE: \$2,700,000



Dan Schulz

778.999.5758

dan@bcapartmentinsider.com

The Crosby House

Classic Architecture

1529 West 33rd Avenue, Vancouver, BC



The CROSBY HOUSE (3650 sq/ft) built in 1938, is one of only two examples remaining in Vancouver of houses of the early Modern period.

ASKING PRICE: \$5,388,000

The Garden Wall House

Contemporary Architecture

1519 West 33rd Avenue, Vancouver, BC



The GARDEN WALL HOUSE (3700 sq/ft) is located adjacent to the Crosby House which is currently undergoing heritage restoration to its original 1938 modern period aesthetic.

ASKING PRICE: \$4,388,000

(BUNDLE PRICE: \$8,776,000.00)

Creek Park Townhomes

39 Units

5332 207th Street, Langley, BC



Berry Road Apartments

54 Suites

5411 208th Street, Langley, BC



HIGHLIGHTS:

- 5.5 Acre Land Component
- Below Market Rents
- Future Development Potential

Contact Dan Schulz for further details

49 Suite Multi-family Investment Portfolio

The Ponderosa

26 Suites - 1040 Collins Road, Cache Creek, BC



Canyon Heights

23 Suites - 1571 Stage Road, Cache Creek, BC



THE PONDEROSA

Constructed in 1970, The Ponderosa features 26 suites comprised of 4 bachelors, 21 one-bedrooms and 1.

CANYON HEIGHTS

Constructed in 1977, Canyon Heights features 23 suites comprised of 12 one-bedrooms and 11 two-bedrooms.

- HIGHLIGHTS:**
- 49 Very well maintained suites
 - Exceptional Yield (8%)
 - Positive Cash Flow

ASKING PRICE: ~~\$1,688,000~~ **\$1,490,000**

The Château Delon 47 Suite Apartment Building 7425 18th Ave, Burnaby, BC



HIGHLIGHTS:

- Extensive recent renovations
- Very Well Maintained Apartment Building
- Large Land Component - 31,668 Square Feet

Dan Schultz **INSIDER**
bcapartment
REPORT & WEBSITE REALTOR® DEDICATED TO MULTI-FAMILY APARTMENT BUILDING OWNERS

Download the full brochure for each listing at
bcapartmentinsider.com

NO BETTER TIME FOR PURPOSE BUILT RENTALS

Derek Townsend

Vancouver's crowded apartment investment market coupled with historically low mortgage debt options is driving many to rethink purpose-built rental development. As Vancouver's population continues to grow and with the highest priced housing in the country, the city's apartment vacancy rate has dropped to one of the lowest in Canada with an average of 0.9 per cent the past 3 years.

The City of Vancouver is encouraging purpose built rental construction by creating Rental 100*, an incentive-based program to promote the private-sector development of housing where 100 per cent of the units built are rentals. Development cost levies are waived, parking and unit size requirements are reduced and an increase in density is considered, making these projects more affordable for renters and more appealing to developers.

With Canada's interest rates at historic lows, loan amounts determined on an income basis are at all-time highs allowing borrowers to reduce their cash equity. CMHC insures both construction and term financing, creating very attractive and affordable funding for the development, renovation and acquisition of rental buildings. Citifund is placing insured mortgages for 5 and 10 year rates at 2.24% and 2.95% per cent, respectively (using March 7th bonds). Meanwhile, the conventional pricing is still very competitive with rates in and around 3.20% and 3.75% for 5 and 10 year terms (using March 7th bonds).

New or renovated buildings allow for increased amortization periods above the standard 25-year term. Conventionally, 30-year amortizations are available and CMHC will allow up to 40 year amortizations. This increased payment period increases the loan amount available and improves the asset's cash flow.

The debt market is healthy and there are a wide variety of bridge and repositioning product available. Interest-Only loans with compressed debt cover ratios are available for projects looking to maximize cash flow. Construction loans are available for the development or renovation of buildings up to 85 per cent of costs for CMHC insured and up to 80 per cent from private or conventional lenders.

Vancouver is in need of new rental units due to low vacancy rates and aging stock. With the city's help, favourable interest rates and flexible mortgage products, the future of the purpose-built rental market is bright.

Citifund Capital Corporation is an independent commercial mortgage brokerage company based in Vancouver, BC. As market leaders, each year our brokers complete corporate financing for a significant number of projects that include many of the largest, most complicated deals in the country.

This volume of work provides us with an unmatched base of knowledge, unique market perspective and a vast network of active lender relationships. As a result, we're able to structure corporate loans in ways that will increase your liquidity, improve your return on equity and meet the most challenging deadlines. That's to say, not only do we deliver the best possible terms, we work hard to provide our clients with value beyond the rate.

Example: Effects of Interest Rates on Apartment Mortgage

Gross Effective Income: \$360,000

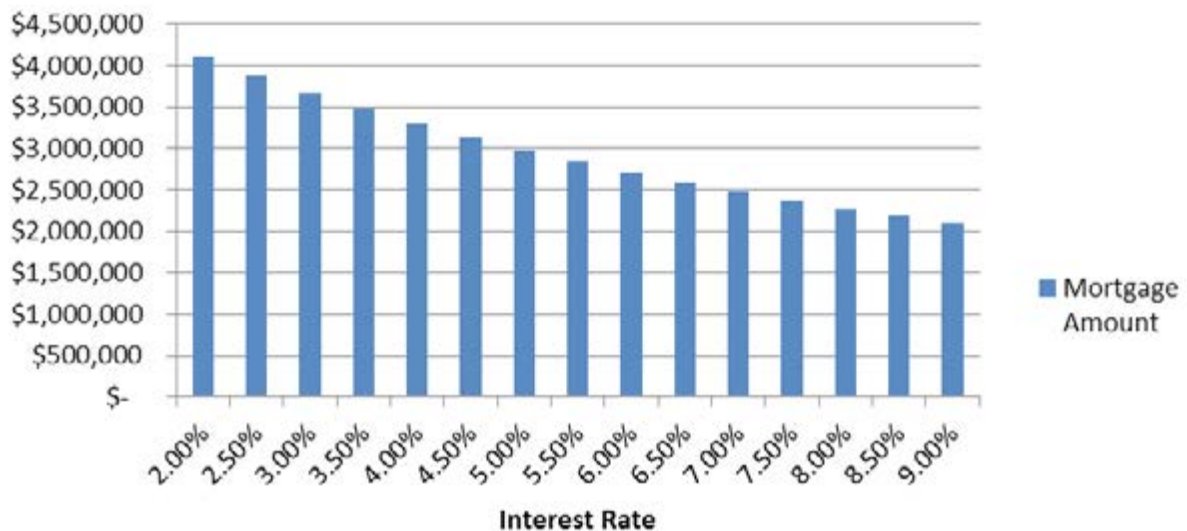
Operating Expenses: \$110,000

Net Operating Income: \$250,000

Amortization: 25 years

Debt service coverage ratio: 1.20

Effects of Interest Rate on Loan Amount



*All loans and interest rates are subject to the borrower's financial strength, the subject property and lender requirements.

More information can be found at:

- www.vancouver.ca/people-programs/creating-new-market-rental-housing.aspx
- www.citifund.com

Derek Townsend

Associate - Citifund Capital Corporation
dtownsend@citifund.com
604-683-2518



Dan Schulz
778.999.5758
dan@bcapartmentinsider.com

Go with Macdonald Commercial
and **leave the management to us.**



Property Management Services

We take care of everything so you don't have to

Financial Records + Transactions, Tenants, Emergency Services Repairs + Maintenance, Insurance, Site Staff Hiring + Supervision



For a no obligation management
proposal including rental analysis
and expense review please contact:

Nick Marini

604.736.5611

nmarini@macrealty.com

www.macdonaldcommercial.com



Your Real Estate Insurance Specialists
Residential & Commercial Condominiums

Exclusive Tenant Insurance Program

Commercial Real Estate

Schedules of Property

Apartments

Toll Free: 1 866 699 9602

Email: realestate@BFLCANADA.ca





“Times they are a-changing”

Metro Vancouver's 2015 Food Waste Ban

By Kevin Lee 604-710-2552

If you haven't heard already...be prepared! Metro Vancouver will be implementing a ban on all organic wastes from our landfills by 2015.

Why are we banning food scraps from landfills you may ask? Whether you are an apartment owner, a building manager, or resident this is an important question to ask and to be aware of.

Historically, all our end-products of consumables including food waste have been driven towards the landfills and left to rot while spewing methane into the atmosphere contributing to greenhouse gases.

As Bob Dylan, sang it “times they are a changing” and that time is now. The terms waste and garbage no longer carry the same negative meaning as they once did in the recent past. Waste and garbage are now becoming synonymous with the words resource and value.

What we once thought was simply “garbage” is now heating homes, providing fuel for transport, creating organic compost for farms and families, and much more!

Thus, this is the ultimate plan of Metro Vancouver and the city ban on food scraps to the landfills. It is estimated that 30% of our garbage are food scraps – this means that we

will be reducing up to 30% of our garbage from the landfills and directly transforming the materials to valuable resources.

The 2015 ban on food scraps to landfills will vary on its details depending on municipality however the one constant is that if food scraps are found in your regular waste you will be fined accordingly (yet to be determined amount). There are already municipalities involved in food scraps program and these pilot projects are quickly expanding – be a part of the solution and help our landfills now!

If you are an apartment owner or building manager and are using private services, this means that you will be responsible for adding food recycling to your existing program. As the services will be private, fines assessed will be determined by your provider and it is your responsibility to understand the agreement.

While it may feel inconvenient to recycle food scraps, we all need to step back and embrace the change for the betterment of our environment and future children, who will inevitably inherit our land and buildings.

GO GREENER!



Dan Schulz
778.999.5758
dan@bcapartmentinsider.com

BECK GLASS

Since 1978, Fred Beck has worked relentlessly in the auto glass replacement industry to set new standards in customer service. In March 2012, Fred decided to focus solely on the residential and commercial glass replacement markets and, with the rebranding to Beck Glass, continues to strive to set his companies apart from the competition in quality of products, range of services, warranty and guaranty. It is due to his hard work, unprecedented commitment to the service industry, that his name represents quality.



FRED BECK, PRESIDENT

(604) 421 - 8111
BECKGLASS.COM

GLASS & ALUMINUM
GLASS ASSURANCE CONTRACTS

24 HOUR EMERGENCY (604) 250 - 4047



For more than 30 years, Maple Leaf Self Storage has been providing families and businesses with convenient, flexible and affordable solutions to their storage needs.

With 10 convenient locations in the Lower Mainland, your perfect storage space solution is right around the corner. We invite you to stop by and see for yourself!

As a valued client of Dan Schultz, bring this coupon and get your **2nd month FREE!***

*PROMO CODE: **13GBAD1**. Some conditions apply.
Contact PJ Juneja at 604 375 2771 or email
at pjuneja@mapleleafstorage.com for details.

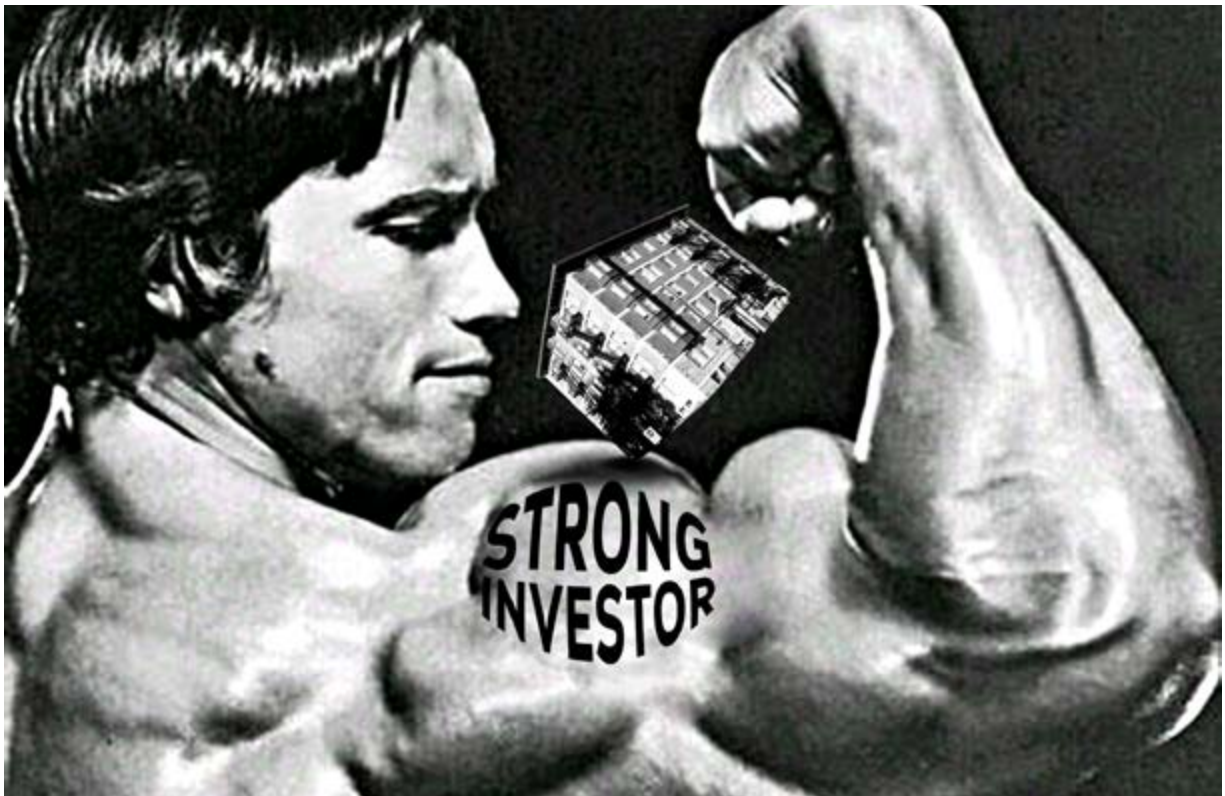


To learn more about us, visit us at mapleleafstorage.com

Why is Arnold Schwarzenegger an Apartment Building Owner?

He Came With Nothing and Reached the Pinnacle of Success.
Is this Kind of Success Story Still Possible in Vancouver?

By Dan Schulz



Arnold Schwarzenegger was a millionaire before he made his first major motion picture “Conan the Barbarian” in 1982. How did he do it? By 1974, his brick-laying business and his successful body-building-mail-order business had allowed Mr. Schwarzenegger to save enough money to buy a 6-unit apartment building in the Wilshire area of Los Angeles, California. He lived in and managed his first multi-family investment. If Arnold Schwarzenegger were my landlord I would pay the rent on time. I might even pay it a week early, give him 24 post-dated cheques, and volunteer to do the landscaping.

Mr. Schwarzenegger later traded up to a 12-suite apartment building, then a 30+-suite apartment block and after that undertook major commercial developments with a partner well versed in the real estate business. By the time “T2 - Terminator 2” was in production in the late 1980’s he owned three large apartment blocks with a total of more than 200 units as well as a substantial office/retail complex in Denver. You know the rest of this incredible success story because you watched it on the big screen and on television.

INTERVIEW WITH A COMMERCIAL REALTOR

In order to understand the history of Vancouver and to get the 'big picture' on what shaped the multi-family apartment building business in this great City, I recently interviewed Barry D. Groberman. Barry is a commercial Realtor® who has been selling apartment buildings in Vancouver since 1965.

DS: "Mr. Groberman, please tell me a little bit about the Vancouver apartment market and your experience in the early glory days of Vancouver?"

BG: "Back then, very successful and philanthropic BC families like Wall, Redekop, Wosk, Campbell, Ballard, Lesosky, and Jordan were flying high. Apartment buildings were not just bought and sold like today, they were being built. The building boom in Vancouver began in the late 1950's and by the time I entered the market in 1965 the apartment market was roaring at full force."

DS: "What were buildings selling for in the mid 1960's?"

BG: "Wood frame buildings were selling for \$8,000 per suite and concrete buildings were selling for \$10,000 per suite."

DS: "What happened next?"

BG: "In the 1970's the trend was to convert rental buildings into strata buildings. Investors were buying rental buildings at \$20,000 per door, converting them to strata, and selling them for \$40,000 per door. City Hall put a stop to this in the late 1970's as the rental pool was being depleted. In the 1980's, 1990's and the 2000's with Vancouver becoming the world's darling destination for travel and foreign investment, the condominium market flourished and the single-purpose rental stock was not increased because building condos was simply much more lucrative."

DS: "How else was the apartment building market affected by all this?"

BG: "Over the last 50 years, apartment building values have always gone up. Apartment Building prices either go up or they plateau and then they go up again. Rents continue to rise as the demand to be in Vancouver continues to rise. Vacancy rates in the core, fluctuate a little bit, depending on what the condo market is doing, but they are always almost non-existent. Buildings in the metropolitan core of Vancouver that are well-run usually haven't had a vacant suite in 20 years."

DS: "Thank you so much for your insights. So what's next Mr. Groberman?"

BG: "One day at a time son. Right now I'm going to step out onto my balcony to enjoy the view of our great City. Next week I might take a trip to the Caribbean with my lovely and beautiful wife Inga".

For decades Mr. Barry Groberman was the Arnold Schwarzenegger of the multi-family apartment building sales industry in Vancouver. The reason for his success is that Barry worked hard and that he loves people and all the fun that life has to offer. He built relationships by putting his clients first. His success, like Mr. Schwarzenegger's, is not an accident.

VANCOUVER TODAY: Is it Still Possible Get Ahead in Vancouver?

It seems very hard for newcomers to get in on the real estate action with Apartment Building values in the core of Vancouver reaching the \$300,000 per suite level. Vancouverites are moving further and further east as they buy their first home or condo as prices continue to rise due to the continued influx of foreign investment. According to a new study released last month, Vancouver has the second most unaffordable

housing among 337 metropolitan markets.

The Vancouver real estate landscape has changed a lot over the last Century and it will continue to change. There are two billion people in China and currently only 100 million travel. China is building airports in the next 10 years - 10 of them, the size of JFK. Vancouver continues to attract real estate

WHY IS **ARNOLD SCHWARZENEGGER** AN APARTMENT BUILDING OWNER?

investment dollars from around the world making us resilient to the world's financial woes. We encounter intermittent lags, but Apartment building values will go up over time.

I have yet to meet an apartment owner who did not make money after owning an apartment building for ten years or even less time. For example, Martin Sally, apartment building owner and long-time member of BCAOMA, was a school teacher in the 1970's. In 1979, he and his wife Sue decided to buy an apartment building in Kitsilano. They paid \$415,000 for 13 suites or, alternatively, \$32,000 per suite. In 1985 they bought a second building, also a 13-suite, for \$720,000, or \$55,000 per suite.

Today both of these buildings are worth exponentially more. Now in his 60's, having achieving financial freedom in part because of these purchases, Martin rides all over the world on his fine BMW cross country motorcycle. Martin's secret to success is that he bought two apartment buildings early on in life, but there is probably more to him and Sue than just the fact that they bought these buildings. How did they get there? They worked hard and were good to people.

Famous Vancouver developer and philanthropist, Mr. Peter Wall was quoted in the Vancouver Sun on January 24th, 2013: "Taking the cost of borrowing, real estate is possibly cheaper now than 10 or 12 years ago. Still, when you are doing business, turn your phone off and put your computer away. Pen, paper and arithmetic: Now you'll make money." In my opinion, you can make money in any market. In a



downward moving real estate market it will take extra savvy, but it is possible, especially if you have the financial backing to ride it out. Apartment Building ownership will allow you to do just that and such risk averse investments tend to plateau and then go up in value again. Apartment Building ownership also gives you the freedom to wait for the right deal to come along without getting emotional about it, just like Arnold Schwarzenegger had the luxury of waiting for the right movie scripts to come along.

The answer to the million dollar question: Yes, it is still possible to get ahead in Vancouver, anywhere, and it all depends on you and your life choices.

Apartment buildings are one of the best investments that exist in the Lower Mainland and the great province of British Columbia in the great country of Canada. If you can think of a better investment than apartment buildings, please call me and tell me about it. Your call is always welcome.

Buy Apartment Buildings and Take the Long View.

Dan Schulz
bcapartment INSIDER
REPORT & WEBSITE REALTOR® DEDICATED TO MULTI-FAMILY APARTMENT BUILDING OWNERS



Dan Schulz
778.999.5758
dan@bcapartmentinsider.com

Why The Greater Vancouver Multifamily Real Estate Market Is, Well, Better Than Gold

DAVID FITZGERALD

The Greater Vancouver multifamily market remains strong as developer's appetite to build purpose-built rental grows and owners consider their liquidity. This article will explain why the Greater Vancouver multifamily market has performed so well and what this means for the local investment and development community moving forward.

The 2008 debt crisis put a lack of confidence in financial institutions and volatile stock markets globally. Investment behaviour reacted to this with an increase in demand for hard assets with stable growth. The Greater Vancouver multifamily market fell within the scope of this investment behaviour, triggering a steady increase in value for property.

There has been continued growth since this trend began. 2012 produced record breaking sales volume for commercial real estate in British Columbia, much attributed to the multifamily asset class. Below are the variables which have supported this growth.

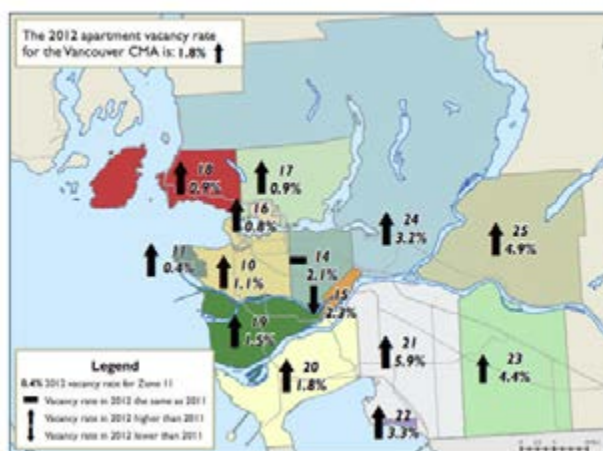
Favorable financing conditions:

Canada's conservative banking system kept the country out of hot water during the financial downturn and has given it stability on the international playing field. This stability allows Canada to maintain government bond yields at record lows, which translate into record-low financing rates for borrowers. Access to low-cost financing increases available funding to qualified investors and stirs up buying activity. It lets the market to breathe — money being its oxygen.



Low vacancy rates:

In 2012, Greater Vancouver multifamily saw a vacancy rate of 1.8% (lower in the urban core) – providing landlords the ability to quickly fill vacant units at desirable rates and use the most favorable terms. While vacancy has increased from 1.4% in 2011, this change is due to an increase in supply rather than a decrease in demand. This increase in supply is the beginning of our next market trend.



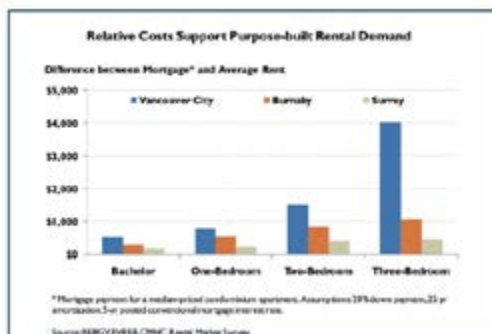
Low supply:

There has been very little purpose-built rental construction in Greater Vancouver in recent years – the average rental apartment building was built prior to the 1970s. Developers have had little incentive as the economics have favored the construction of condos. With almost no new rental stock, current supply is dated and often in disrepair. This offers great opportunities for value-add plays to the savvy investor.



High demand for rental units:

Affordability of housing in Vancouver is an ongoing concern. With high real estate prices pushing residents into more cost effective living options, tenant demand is only growing. Many prospective buyers interested in purchasing condo units are priced out of the market by lack of equity and tight lending requirements. This keeps vacancy rates low while increasing rental rates.



The above variables have provided stability within a growing market for many investors. With such a dramatic increase in demand, owners have been able to offer their properties for sale at a lower capitalization rate (rate of return).

$$\text{Value} = \text{Net Operating Income} / \text{Capitalization Rate}$$

By looking at the above equation you can see how a low capitalization rate translates into a high property value. Properties in prime downtown locations have been achieving capitalization rates below 3% in some cases.

Looking ahead for the development community:

With multifamily rental property values reaching new heights, it's begin-

ning to make sense economically for developers to incorporate purpose-built rental properties into their business models. We're continuously seeing this as a growing trend in Vancouver. Government is also getting involved by offering incentives to developers. These incentives include density and height bonuses, as well as easing of municipal costs associated with development for those who incorporate rental units into their projects.

In the months ahead, we can expect to see properties being sold as Transit Oriented Development sites (TODs) at high values due to density bonuses being granted and latent value becoming available. These density bonuses will be found around transportation hubs and arteries such as the Metrotown neighborhood, Cambie Corridor, Broadway Corridor, and East Hastings. In addition to development sites, the sale of new construction rental projects will be coming to market. Expect many of these rental projects to be sold before construction is completed.

Looking ahead for the investment community:

Owners of multifamily property within the Greater Vancouver area should be considering their current market conditions. There is ample opportunity to sell portfolios or single properties for rewarding values at this time.

Buyers should be looking for underperforming assets in stable/emerging markets. They should be prepared to act quickly if necessary as good opportunities will not last.

Variables to be cautious of:

Current financing rates will inevitably have to increase in time. While it's hard to say exactly when this will occur, the direct effect of an increase in government bond yields will be a decrease in money supply and thus, a decrease in value for investments.

The upcoming BC provincial elections have many forecasting the election of an NDP government. This may worry investors and ease buyer demand.

If you're interested in discussing market conditions and opportunities, please contact me at dfitzgerald@macrealty.com.

David FitzGerald

MacDonald Commercial
dfitzgerald@macrealty.com
604-736-5611



Dan Schulz
778.999.5758
dan@bcapartmentinsider.com



Greetings, I am Ted Letvinchuk a Residential Realtor® who can effectively put his feet in his customers shoes when it comes to buying the right home in your desired location.

- Expert on varied communities in Greater Vancouver
- Print and web marketing specialist for listing properties
- Proud member of the "Asian Real Estate Association of America"

Contact: Ted at 604 437 1123 / fax 604 437 9077 & cell number above or email: ted-letvinchuk@coldwellbanker.ca / www.tedletvinchuk.com

This is not intended to solicit properties currently being listed now or clients currently under contract with other realtors.



Your Worst Nightmare?

We Can Help You.



Call David 604.733.9440 (Ext 226)



#landlordnightmares



Protect Your Investment With Maintenance

We specialize in Roof Repairs and Maintenance on Stratas and Commercial Properties helping our clients save money in the long run

- | | |
|-----------------------------------|------------------------------|
| ✓ Repairs & Maintenance | ✓ Roof Replacements |
| ✓ Bird & Animal Control Solutions | ✓ 24 Hour Emergency Services |
| ✓ Specialty Snow Solutions | ✓ Customized Reporting |
| ✓ Gutters | ✓ Financing |

Contact
604.944.2977
www.designroofing.ca
design@designroofing.ca

Vancouver - Burnaby - North & West Vancouver - Langley - Surrey - Delta - Tri-Cities - Maple Ridge - Pitt Meadows - New West - White Rock - Abbotsford

TCMBS Commercial Financing Solutions

Loans for: Apartment Buildings, Hotels, Commercial, Industrial, Retail space, Warehouses, Construction Loans, Land Servicing, and Second Mortgages

Chris Jimenez: 604.307.7966

Sunil Prasad: 604.787.3573

We will get you the approval you need when others can't!

1000-850 West Hastings Street, Vancouver, BC V6C 1E1



Normac Appraisals is BC's insurance appraisal and depreciation report experts
Tele: 604-221-8258 Email: info@normac.ca Toll-Free: 1-888-887-0002



Whether your need is a trade show booth like the one we provided for Dan Schulz, signage for your building, designs for your windows or a wrap for your vehicle, SIGN SHOP can handle all projects regardless of the size. As our slogan states 'from business cards to billboards'

Call now to discuss ways we can help your company increase its image and exposure through signage.



Sign Shop 604-540-8495

signshopbc.ca - sales@signshopbc.ca

SPECIALIZED ASSETS MARKETING GROUP



SPECIALIZING IN BROKERAGE AND ADVISORY SERVICES FOR LOCAL, NATIONAL AND INTERNATIONAL PROPERTIES INCLUDING:

- PRIVATE ISLANDS
- WATERFRONT AND COASTAL ESTATES
- RANCHES
- AGRICULTURAL PORTFOLIOS
- GOLF COURSES
- SKI RESORTS
- MARINAS
- FORESTRY AND RESOURCE ASSETS

Mark Lester & Alan Johnson
SPECIALIZED ASSETS GROUP

T: 604.632.3345 / 604.632.3346

SpecializedAssets.com

GVRD APARTMENT BUILDING SALES

2013 GVRD Apartment Building Sales

ABBOTSFORD

Address	Sell Price	Unit Price	Suites
30226 Clearbrook Rd	\$24,229,261	\$109,921	221
32323 George Ferguson Way	\$750,000	\$125,000	6
32101 Mount Waddington Ave	\$9,000,000	\$142,857	63
TOTAL	\$33,979,261	\$377,778	290

BURNABY

Address	Sell Price	Unit Price	Suites
3839 Linwood Street	\$1,670,000	\$119,286	14
1280 Madison Avenue	\$2,910,000	\$132,273	22
TOTAL	\$4,580,000	\$251,559	36

COQUITLAM

Address	Sell Price	Unit Price	Suites
1411 Hachey Ave	\$1,125,000	\$51,136	22

ABBOTSFORD

Address	Sell Price	Unit Price	Suites
1916 McCallum Road	\$7,700,000	\$110,000	79
33095 Old Yale Road	\$3,660,166	\$87,147	42
33331 Old Yale Road	\$5,555,214	\$91,069	61
33415 Bourquin Place	\$4,700,000	\$111,905	42
33690 Marshall 1948/1695 McCallum Rd	\$13,855,785	\$76,131	182
TOTAL	\$35,471,165	\$476,252	406

BURNABY

Address	Sell Price	Unit Price	Suites
1325 Madison Ave	\$1,945,000	\$162,083	12
4916 Imperial St	\$3,380,000	\$16,900	20
5170 Hastings St	\$1,840,000	\$153,333	12
5285 Hastings St	\$3,753,450	\$170,611	22
5895 Barker Ave	\$12,500,000	\$260,417	48
6353 Royal Oak Avenue	\$4,930,000	\$170,000	29
6557 Burlington Ave	\$5,000,000	\$161,290	31
6580 Dunblane Ave	\$2,360,000	\$23,600	10
6678 Dow Ave	\$1,760,000	\$176,000	10
6692 Sussex Ave	\$2,000,000	\$181,818	11
6695 McKay Ave	\$10,150,000	\$163,710	62
6719 Silver Ave	\$6,900,000	\$164,286	42
6749 Sussex Ave	\$1,328,000	\$189,714	7
6769 Dow Ave	\$1,850,000	\$18,500	10
6780 Sussex Ave	\$2,500,000	\$208,333	12
7111,7195,7197 Canada Way	\$20,800,000	\$98,578	211
7425 18th Ave	\$6,100,000	\$129,787	47
7876, 13th Ave / 7705, 6th Street	\$975,000	\$121,875	8
9500 Erickson Drive / 9309 Salish Crt	\$90,000,000	\$164,234	548
TOTAL	\$180,071,450	\$2,735,069	1152

2012 GVRD Apartment Building Sales

ABBOTSFORD

Address	Sell Price	Unit Price	Suites
1916 McCallum Road	\$7,700,000	\$110,000	79
33095 Old Yale Road	\$3,660,166	\$87,147	42
33331 Old Yale Road	\$5,555,214	\$91,069	61
33415 Bourquin Place	\$4,700,000	\$111,905	42
33690 Marshall 1948/1695 McCallum Rd	\$13,855,785	\$76,131	182
TOTAL	\$35,471,165	\$476,252	406

BURNABY

Address	Sell Price	Unit Price	Suites
1325 Madison Ave	\$1,945,000	\$162,083	12
4916 Imperial St	\$3,380,000	\$16,900	20
5170 Hastings St	\$1,840,000	\$153,333	12
5285 Hastings St	\$3,753,450	\$170,611	22
5895 Barker Ave	\$12,500,000	\$260,417	48
6353 Royal Oak Avenue	\$4,930,000	\$170,000	29
6557 Burlington Ave	\$5,000,000	\$161,290	31
6580 Dunblane Ave	\$2,360,000	\$23,600	10
6678 Dow Ave	\$1,760,000	\$176,000	10
6692 Sussex Ave	\$2,000,000	\$181,818	11
6695 McKay Ave	\$10,150,000	\$163,710	62
6719 Silver Ave	\$6,900,000	\$164,286	42
6749 Sussex Ave	\$1,328,000	\$189,714	7
6769 Dow Ave	\$1,850,000	\$18,500	10
6780 Sussex Ave	\$2,500,000	\$208,333	12
7111,7195,7197 Canada Way	\$20,800,000	\$98,578	211
7425 18th Ave	\$6,100,000	\$129,787	47
7876, 13th Ave / 7705, 6th Street	\$975,000	\$121,875	8
9500 Erickson Drive / 9309 Salish Crt	\$90,000,000	\$164,234	548
TOTAL	\$180,071,450	\$2,735,069	1152

CHILLIWACK

Address	Sell Price	Unit Price	Suites
45750 Knight Road	\$2,600,000	\$130,000	20
46002 Cleveland Ave	\$433,750	\$86,750	5
46025 Cleveland Ave	\$3,950,000	\$98,750	4
46188 Cleveland Ave	\$559,000	\$96,167	6
46449 1st Ave	\$650,000	\$81,250	8
48000 Yale Road	\$1,100,000	\$44,000	25
7451 Shaw Ave	\$2,840,000	\$94,667	30
9133 School Street	\$440,000	\$73,333	6
9240 Corbould St	\$2,150,000	\$89,583	24
9416 Hazel Street	\$950,000	\$86,364	11
9424 Fletcher Street	\$750,000	\$83,333	9
TOTAL	\$16,422,753	\$964,197	148

COQUITLAM

Address	Sell Price	Unit Price	Suites
201 Laval Street	\$2,950,000	\$11,800	25
550 Cottonwood 675 Whiting Way	\$57,500,000	\$184,888	311
TOTAL	\$60,450,000	\$196,688	336

DELTA

Address	Sell Price	Unit Price	Suites
11030 River Road	\$1,130,000	\$80,714	14
4625 Evergreen Lane	\$3,750,000	\$150,000	25
TOTAL	\$4,880,000	\$230,714	39

LANGLEY

Address	Sell Price	Unit Price	Suites
20011 16th Ave	\$5,400,000	\$154,286	35
3136 268th Street	\$650,000	\$108,333	6
TOTAL	\$6,050,000	\$262,619	41

MAPLE RIDGE

Address	Sell Price	Unit Price	Suites
11698 224th St - Maple Ridge	\$1,735,000	\$78,864	22
11742 225th Street	\$1,849,999	\$56,061	33
22235 119th Ave	\$1,720,000	\$96,522	23
TOTAL	\$5,304,999	\$231,447	78

MISSION

Address	Sell Price	Unit Price	Suites
33333 12th Ave	\$4,928,835	\$83,540	59

NEW WESTMINSTER

Address	Sell Price	Unit Price	Suites
1210 1211 Cameron St	\$7,550,000	\$92,073	82
309 Agnes Street	\$2,620,000	\$119,091	22
331 Agnes Street	\$1,735,000	\$108,438	16
44 Leopold Place	\$1,250,000	\$113,636	11
604,607,609 3rd Ave	\$1,700,000	\$89,474	19
808 13th St / 1303 8th Ave	\$4,305,000	\$105,000	41
TOTAL	\$19,160,000	\$627,712	191

NORTH VANCOUVER

Address	Sell Price	Unit Price	Suites
3371 Chesterfield Ave	\$2,125,000	\$212,500	10
3701-3817 Princess Ave	\$17,110,000	\$330,175	57
TOTAL	\$19,235,000	\$542,675	67

PORT COQUITLAM

Address	Sell Price	Unit Price	Suites
1260,1268 Riverside Drive	\$26,800,000	\$339,241	79
2245 Kelly Ave	\$40,400,000	\$244,512	164
TOTAL	\$67,200,000	\$583,753	243

PORT MOODY

Address	Sell Price	Unit Price	Suites
125 Williams Street	\$6,600,000	\$206,250	32
160 Shoreline Circle	\$11,288,000	\$268,762	42
2010 St. Johns St - Port Moody	\$5,535,000	\$128,720	41
3008 Henry Street	\$3,920,000	\$170,435	23
TOTAL	\$27,343,000	\$774,167	138

SURREY

Address	Sell Price	Unit Price	Suites
11187 Ellendale Drive	\$1,399,055	\$139,906	10
13448 Hilton Road	\$899,900	\$149,983	6
17788 57th Ave	\$3,210,000	\$89,167	36
2068 2088 152nd Street	\$39,450,000		
6209 184th St	\$1,000,011	\$83,334	12
TOTAL	\$45,958,966	\$462,390	64

VANCOUVER

Address	Sell Price	Unit Price	Suites
1030 West 14th Ave	\$8,500,000	\$265,625	32
1040 Barclay St	\$10,298,000	\$257,450	40
111 East 27th Ave	\$2,321,502	\$193,459	12
1135 W 11th Ave	\$262,500	\$238,636	11
1150 Cotton Drive	\$3,300,000	\$206,250	16
11867 222nd St - Maple Ridge	\$1,960,000	\$93,333	21
1249,1253,1255 Granville Street	\$13,900,000	\$302,174	46
1364 West 10th Ave	\$3,150,000	\$286,364	11
1365 Burnaby Street	\$2,440,000	\$271,111	9
1588 Commercial Dr/1715 Gravelley St	\$262,500	\$291,667	9
1610 Haro Street	\$4,350,000	\$231,667	18
1617 Gravelley Street	\$4,600,000	\$148,387	31
1620 Haro Street	\$4,350,000	\$241,667	18
1689 Robson St	\$5,000,000	\$294,118	17
1817 Victoria Diversion	\$1,300,000	\$118,182	11
1906 Grant Street	\$930,000	\$116,250	8
196 East 21st Ave	\$1,400,000	\$233,333	6
1975 Balsam St	\$2,449,000	\$272,111	9
1999 Nelson Street	\$14,925,000	\$298,500	50
2001 Beach Ave	\$18,900,000	\$609,677	31
2045 Maple St	\$2,990,000	\$213,571	14
2121 Alma St	\$12,800,000	\$297,674	43
2154 Dundas Street	\$2,103,000	\$116,833	18
2164 Wall Street	\$1,300,000	\$162,500	8
2250 Dundas Street	\$2,745,000	\$152,500	18
2250 York Ave	\$4,800,000	\$342,847	14
2263 West 2nd Ave	\$1,863,000	\$20,700	9
2345 Dundas St	\$5,750,000	\$122,340	47
243 East 13th Ave	\$1,800,000	\$163,636	11
249 East Georgia Street	\$2,500,000	\$131,579	19
275 East 14th Ave	\$3,250,000	\$180,556	18
2975 Oak Street	\$4,600,000	\$328,571	14
3080 East 54th Ave	\$3,500,000	\$194,444	18
33 West Hastings Street	\$1,500,000	\$45,455	33
339 East 7th Ave	\$3,510,000	\$206,471	17
3484 Kingsway/5712 Tyne/5757 Battison	\$15,500,000	\$121,094	128
35, 37 West Hastings Street	\$2,071,300	\$64,728	32
435 Ash Street	\$4,515,000	\$105,000	43
488 Drake	\$78,620,000	\$346,334	227
5 West Hastings Street	\$1,320,000	\$44,000	30
50 52 East Cordova Street	\$1,654,060	\$39,382	42
532 Prior Street	\$759,000	\$126,500	6
5487 Cecil St /3219 Kingsway	\$6,825,000	\$296,739	23
5980 E Boulevard/2095 W 44th Ave	\$3,450,000	\$287,500	12
626 East 44th Ave	\$3,220,000	\$178,889	18
635, 637 East Hastings St	\$1,650,000	\$56,897	29
679 East Cordova St	\$1,250,000	\$104,167	12
688 East Hastings St / 405 Healy Ave	\$1,880,000	\$78,333	24
751 Clarke Road	\$4,420,000	\$130,000	34
8523 Nicola Street	\$3,645,000	\$227,813	16
8590 Osler Street	\$1,750,000	\$145,833	12
8620 Laurel St	\$4,150,000	\$180,435	23
8635 Shaughnessy Street	\$6,532,000	\$186,629	35
8644 Cartier Street	\$2,050,000	\$186,364	11
8735 Selkirk Street	\$3,850,000	\$175,000	22
8771 Granville Street	\$2,180,000	\$181,667	12
8780 Fremlin St	\$1,800,000	\$225,000	8
910 West 71st Ave	\$1,125,000	\$187,500	6
968 Nicola St - Vancouver	\$2,114,000	\$352,333	6
1256 West 11th Ave	\$2,358,000	\$262,000	9
TOTAL	\$318,297,862	\$14,049,775	1527

WEST VANCOUVER

Address	Sell Price	Unit Price	Suites
1740 Esquimalt Ave	\$15,657,000	\$364,116	43

WHITE ROCK

Address	Sell Price	Unit Price	Suites
1371 Fir Street	\$1,050,000	\$150,000	7
15088 Thrift Ave	\$2,100,000	\$233,333	9
TOTAL	\$3,150,000	\$383,333	16

GVRD Apartment Building Sales

2011 GVRD Apartment Building Sales

ABBOTSFORD

Address	Sell Price	Unit Price	Suites
32323 George Ferguson Way	\$800,000	\$133,333	6
33283 Bourquin Crescent East/33292 Robert	\$6,919,701	\$75,214	92
33710 Marshall Road	\$7,580,299	\$66,494	114
TOTAL	\$15,300,000	\$275,041	212

BURNABY

Address	Sell Price	Unit Price	Suites
4225 Grange Street	\$7,500,000	\$156,250	48
3836 Carrigan Court	\$8,793,000	\$135,277	65
4241 Maywood Street	\$3,080,000	\$162,105	19
9005 Centaurus Circle	\$7,600,000	\$138,182	55
6880 Balmoral Street	\$3,050,000	\$132,609	23
4330 Maywood Street	\$3,740,000	\$138,519	27
6509 McKay Ave	\$1,800,000	\$225,000	8
4379 Imperial / 4386 Maywood Street	\$2,038,000	\$169,833	12
6587 Burlington Ave	\$4,540,000	\$146,452	31
6730 Dunblane Avenue	\$2,038,600	\$185,327	11
4909 Imperial Street	\$1,230,000	\$153,750	8
6659, 6661 Dow Ave	\$2,870,000	\$179,375	16
TOTAL	\$48,279,600	\$1,922,679	323

CHILLIWACK

Address	Sell Price	Unit Price	Suites
9372 Fletcher Street	\$550,000	\$61,111	9
8583 Young Road	\$1,889,535	\$65,156	29
46179 Princess Ave	\$1,037,500	\$86,458	12
5905 Vedder Road	\$780,000	\$130,000	6
9465 Williams Street	\$1,110,000	\$85,385	13
9050 Mary Street	\$1,720,000	\$63,704	27
5810, 5820, 5830 Vedder Road	\$10,000,000	\$85,470	117
9396 Nowell Street	\$880,000	\$80,000	11
TOTAL	\$46,246,635	\$2,579,963	547

COQUITLAM

Address	Sell Price	Unit Price	Suites
1015 Howie Ave	\$5,900,000	\$107,353	68
TOTAL	\$5,900,000	\$107,353	68

DELTA

Address	Sell Price	Unit Price	Suites
4979 47A Ave / 4759 Delta Street	\$1,303,000	\$54,292	24
4807 Georgia Street	\$1,306,000	\$217,667	6
TOTAL	\$2,609,000	\$271,959	30

LANGLEY

Address	Sell Price	Unit Price	Suites
5521 203rd Street	\$3,160,000	\$175,556	18
20672 Eastleigh Crescent	\$2,958,000	\$105,643	28
TOTAL	\$6,118,000	\$281,199	46

MAPLE RIDGE

Address	Sell Price	Unit Price	Suites
11872 Laity Street	\$1,237,500	\$103,125	12
TOTAL	\$1,237,500	\$103,125	12

NEW WESTMINSTER

Address	Sell Price	Unit Price	Suites
333 10th Street	\$4,185,000	\$102,073	41
441 9th Street	\$1,710,000	\$142,500	12
417 Brunette Ave / 418 Rousseau Street	\$665,000	\$133,000	5
735, 737 Carmanvon Street	\$10,250,000	\$142,361	72
321 Hospital Street	\$3,250,000	\$87,838	37
706 Queen's Ave	\$14,975,000	\$133,705	112
520 10th Street	\$5,500,000	\$110,000	50
427,429 8th Street	\$3,650,000	\$125,862	29
430 11th Street	\$3,795,000	\$108,429	35
315 Agnes Street	\$4,560,000	\$108,571	42
515 9th Street	\$5,200,000	\$110,638	47
845 Royal Avenue	\$446,016	\$74,336	6
TOTAL	\$58,186,016	\$1,379,313	488

NORTH VANCOUVER

Address	Sell Price	Unit Price	Suites
362,364 East 3rd Street	\$1,300,000	\$260,000	5
220 E 12th Ave	\$2,240,000	\$203,636	11
1445 Chesterfield Ave	\$7,935,000	\$155,588	51
123 East 3rd St	\$1,635,000	\$233,571	7
372 East 3rd Street	\$2,975,000	\$185,938	16
216 East 12th Street	\$2,475,000	\$190,385	13
531 Lonsdale Ave	\$2,730,000	\$182,000	15
260 East 12th Street	\$9,000,000	\$150,000	60
130 West 5th Street	\$7,575,000	\$157,813	48
TOTAL	\$37,865,000	\$1,718,931	226

PORT COQUITLAM

Address	Sell Price	Unit Price	Suites
3035 Coast Meridian Road	\$793,000	\$132,167	6
2066 Coquitlam Ave	\$1,400,000	\$116,667	12
2110 Rowland Street	\$3,790,000	\$105,278	36
TOTAL	\$5,983,000	\$354,112	54

PORT COQUITLAM

Address	Sell Price	Unit Price	Suites
3033 Henry Street	\$625,000	\$156,000	4
TOTAL	\$625,000	\$156,000	4

RICHMOND

Address	Sell Price	Unit Price	Suites
11671 7th Ave	\$44,000,000	\$170,543	258
TOTAL	\$44,000,000	\$170,543	258

SURREY

Address	Sell Price	Unit Price	Suites
13746 Bentley Road	\$803,000	\$100,375	8
10425, 10463 150th Street	\$10,950,000	\$99,545	110
12730 66th Ave	\$12,200,000	\$230,189	53
TOTAL	\$23,953,000	\$430,109	171

VANCOUVER

Address	Sell Price	Unit Price	Suites
1420 Napier St	\$1,445,000	\$240,833	6
2165 Oxford Street	\$2,230,000	\$278,750	8
8638 Hudson Street	\$1,745,000	\$174,500	10
1615 Vine Street	\$5,150,000	\$286,111	18
1255 West 12th Ave	\$4,500,000	\$450,000	10
2230 Cornwall Ave	\$4,500,000	\$750,000	6
577 East 8th Ave	\$4,000,000	\$102,564	39
1873 Nelson Street	\$10,080,000	\$240,000	42
242 East Hastings Street	\$1,180,000	\$45,385	26
259 Powell Street	\$1,650,000	\$47,143	35
1546 Comox Street	\$1,788,000	\$298,000	6
1875, 1885 West 7th Ave	\$9,300,000	\$238,462	39
1995 W 19th Ave / 3494 Maple Street	\$4,630,000	\$463,000	10
2460 Trafalgar Street / 2581 W Broadway	\$11,115,000	\$444,600	25
5698 Aberdeen Street/3535 Kingsway	\$3,450,000	\$156,818	22
2375 York Avenue	\$3,180,000	\$397,500	8
1020 Chilco Street	\$2,010,000	\$335,000	6
3075 Willow Street	\$3,600,000	\$450,000	8
4906 Main Street	\$1,120,000	\$280,000	4
1850 Adanac Street	\$9,700,000	\$124,359	78
107 East Broadway	\$4,500,000	\$93,750	48
1190 E Hastings Street / 403 Vernon Dr.	\$1,286,000	\$40,188	32
520 North Nanaimo Street	\$3,037,500	\$151,875	20
2265 W 3rd Ave	\$5,630,000	\$255,909	22
1937 Pendrell Street	\$13,500,000	\$364,865	37
1996 Trutch Street	\$3,450,000	\$313,636	11
360 E 13th Ave	\$3,170,000	\$158,500	20
1864 W 12th Ave	\$2,137,000	\$305,286	7
2140 Grandview Hwy South	\$975,000	\$243,750	4
1549 Barclay Street	\$3,865,000	\$180,048	21
8676 Oak Street	\$1,445,000	\$180,625	8
2011 York Avenue	\$3,400,000	\$340,000	10
2225 Triumph Street	\$6,200,000	\$147,619	42
1184, 1186 Victoria Drive	\$1,340,000	\$223,333	6
2324 West Broadway	\$1,875,000	\$312,500	6
1657 East 12th Ave	\$1,418,000	\$118,167	12
8580 Oak Street	\$2,650,000	\$155,882	17
2425 West Broadway	\$2,190,000	\$243,333	9
1414 Davie Street	\$7,641,560	\$212,266	36
8781 Granville Street	\$1,380,000	\$172,500	8
148 W 13th Ave	\$1,750,000	\$350,000	5
644 East 8th Ave	\$1,910,000	\$173,636	11
1383 East Broadway	\$3,800,000	\$126,667	30
1175 West 11th Ave	\$2,775,000	\$252,273	11
8675 Fremlin Street	\$2,510,000	\$139,444	18
1255 West 12th Ave	\$2,100,000	\$233,333	9
1414 Davie Street	\$5,072,000	\$140,889	36
275 North Garden Drive	\$1,760,000	\$146,667	12
1725 East 1st Ave	\$906,164	\$226,541	4
234 East 14th Ave	\$5,400,000	\$245,455	22
1400 W 70th Ave	\$1,201,000	\$200,167	6
1169 Pacific Street	\$3,950,000	\$171,739	23
4141 Oak Street	\$2,160,000	\$180,000	12
935 Jervis Street	\$5,935,000	\$312,368	19
25 West 12th Ave	\$980,000	\$245,000	4
1310 Burnaby Street	\$5,150,000	\$183,929	28
2416 Fraser Street	\$2,025,000	\$184,091	11
1290 West 11th Ave	\$3,381,700	\$147,030	23
TOTAL	\$210,228,924	\$13,680,286	1066

WHITEROCK

Address	Sell Price	Unit Price	Suites
1340 Fir Street	\$1,278,000	\$127,800	10
TOTAL	\$1,278,000	\$127,800	10



Dan Schulz
778.999.5758
dan@bcapartmentinsider.com



HONOUR HOUSE

A Home Away From Home for Canadian Forces and First Responders



Honour House Society was established to provide support for the families of Canadian Forces personnel, veterans and first responders by providing temporary accommodation while receiving care in the Lower Mainland.

Located in the historical Queen's Park neighbourhood in New Westminster, the fully modernized 10,000 square foot home opened its doors in September, 2011, and has provided over 1100 night stays during its first year of operation.

The Society relies on volunteers, fundraising and donations to keep Honour House open and accessible. Please take a moment to consider: Making a onetime gift; Becoming a monthly donor; Hosting a fundraiser; Legacy giving; Memorial and tribute gifts; or a membership (\$20.00 per year). Visit our website, www.honourhouse.ca or call the Office at 778-397-4399 to discuss ways you can assist and get involved. Also stay tuned to our website for an announcement of our upcoming GALA on June 1st. Your support will help Honour House to continue providing accommodation and services to our heroes and will leave a lasting legacy.

REALTECH

Industry leader in multi-family apartment financing

2012 was a banner year for Realtech Capital Group in the apartment sector. In total our team arranged financing for more than 30 apartment buildings over the past 12 months.

Despite moderate increases, interest rates remain near historical lows and refinancing or acquiring apartment buildings has never made more sense. **Recent CMHC insured apartment loans have been funded as low as 2.40% for a 5 year fixed term and below 3.00% for a 10 year fixed term.**

There has never been a better time to do it.

Whether you are looking to simply take advantage of the interest rate savings available or to increase your existing loan amount, the time is now. You can contact Greg Perih, Bryan Dudley or James Paleologos for a “no obligation” assessment as to the amount, rate, and other terms available in today’s lending environment.

Realtech Capital Group is a leading provider of real estate based financial services in the Greater Vancouver area and has been providing these services for its clients since 1977.

REALTECH CAPITAL GROUP INC.

1210 - 1030 West Georgia St
Vancouver BC Canada V6E 2Y3
www.realtechcapital.com



Greg Perih
604 662 4804
greg@realtechcapital.com



Bryan Dudley
604 662 4812
bryan@realtechcapital.com



James Paleologos
604 662 4811
jamesp@realtechcapital.com



**Surround Yourself With the Right People...
...Get the Best Value.**

Dan Schulz INSIDER
bcapartment
REPORT & WEBSITE REALTOR® DEDICATED TO MULTI-FAMILY APARTMENT BUILDING OWNERS

www.bcapartmentinsider.com