

RENTAL/INVESTMENT — PROPERTIES —

UPDATE

WINTER/SPRING 1998

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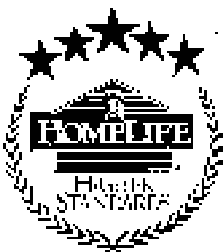
Food for thought . . .

“The shortest distance between two points is always under construction.”

. . . Noelle Alito

Courtesy of:

ROB DRYSDALE



**Homelife Benchmark
Realty Corp**

#35, 7035 120th Street,
Delta, B.C. V4E 2A9

Phone: (604) 597-7292
Fax: (604) 597-4721

LOW RETURN ON EQUITY? NOW IS THE TIME . . .

Sell your home, your building, your investment property. When interest rates rise they get the buyer's juices flowing. Motivation shoots up. The pre-approval crowd, clutching that 6.10%, 5 year mortgage passionately to its heart will want to buy something and now. Something that closes within the next 90 days. When buyers see the new 5 year bank rate edging higher they are motivated to action. So, take note . . . Investors, developers and vendors; when you see interest rates nudging up and they will, immediately launch your best advertising effort, ask for your strongest sales commitment from your Realtors, the (sales) window is opening. If rates were to rise a full point (unlikely) really pull out all stops.

As rates rise, perversely the market will do better (initially) than when they fall. Remember in February 1994 when the real estate market took off like a rocket until May driven by sharply higher rates and buyers eager to lock in. A similar scenario could be in the works now. As a seller this calls for a focused marketing effort to attract the motivated buyer.

Call **ROB DRYSDALE** for an up-to-date market evaluation at **597-7292**.

ASSESS YOUR ASSESSMENT

1.5 million property owners will receive their Notices during January in B.C. While generally assessments are not up by much, values, particularly of vacant lots, rural real estate and some new homes have dropped. **THIS YEAR TO CHECK.** Most owners throw their notice into a drawer with a vague feeling of “I should do something.” If you feel your assessment is not reflective of the true market value (as of July 1, 1997) or if you feel any other information on your Assessment Notice is not correct, call your local assessment office. They'll be expecting your call in January.

If you need evaluation information call **ROB DRYSDALE** at **597-7292**. Remember your assessment must be appealed by January 31, 1997.

**Disclaimer: Not intended to solicit properties already listed*