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Food for thought...

“We must use time wisely and forever realize that the time is always ripe to do right”

...Nelson Mandela

**Courtesy of
ROB DRYSDALE**
Emerald Master Medallion



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Evaluating Prospective Tenants

Every landlord wants to find good tenants - ones who pay the rent on time and take care of their rental property. Finding the best tenant can be offset by the need to have the premises rented within a narrow timeframe. While time to show the unit, accept and review applications and do background checks may be limited, a hasty decision could cost you money in the long run. If the wrong tenant moves in, you may end up losing money due to damages or disputes.

You should thoroughly research a prospective tenant before making a final decision. Getting candidates to fill in a rental application and properly screening for applicant suitability before accepting a new tenant are vital. If you accept tenants without screening and verifying their information, terminating the rental agreement may be difficult even if you discover they provided false information.

Changing Times

In many areas information beyond basic financial data was previously available in a credit bureau report. However, in many areas this information is no longer being collected. Rent Check Credit Bureau is a Canada-wide tenant screening service that will provide information that can be used to assess potential tenants that goes beyond the basic financial data. The company collects information on rental payment habits and judicial decisions from landlords, non-profit housing corporations and collection agencies and have developed their own scoring tool. RentScore, to help landlords evaluate tenants. Since there is no national legislation for rent bureau, they have been licensed as a credit bureau in several provinces.

Rent Check Credit Bureau

1010 - 100 Adelaide Street West

Toronto, Ontario

M5H 1S3

1-800-661-7312

<http://www.rentcheckcorp.com>

www.RobDrysdale.ca

Check out my website. On the site you will find the last fourteen years of the 'Investment Update Newsletter' and other information, such as the "Residential Agreement for Crime Free Housing". On this site you can also receive information on new listings 48 hours faster than Realtor.ca and with much more detail. There are also direct links to the Residential Tenancy Office, city halls and more. You can email me directly at rob@robdrysdale.ca.

If you do not want to receive the newsletter or to be contacted by phone please email or page me through my office at 604-575-5262

RENTAL/INVESTMENT — PROPERTIES —

↑ ROB'S UPDATE

SUMMER/FALL 2013

2013 MID YEAR MARKET STATISTICS

In June the Fraser Valley Real Estate Board posted 1,327 sales, a decrease of 3.8% compared to May and 9% fewer than the 1,463 sales on the Boards Multiple Listing Services (MLS®) during June 2012. At the same time the Board received 2,625 new listings in June - 9% fewer the same month last year leaving the volume of active listings at 10,515, a decrease of 1% compared to June 2012 and 1% fewer than were available in May.

In June, the composite benchmark prices of single family detached homes in the Fraser Valley was \$552,200, an increase of 0.2% compared to \$551,000 during the same month last year. For townhouses, the benchmark price was \$298,700, a decrease of 2.1% compared to \$305,000 in June 2012 and the benchmark price of apartments was \$202,500, 0.8% less than in June 2012 when it was \$204,200.

In general, prices are flat and firm. They remain on par with what they were a year ago and that stability is thanks to inventory levels remaining in check, but again similar to sales, price increases or decreases vary.

For example, the price of a typical detached home in Langley has increased 3.5% over the last year while detached homes in South Surrey/White Rock have decreases in value by the same amount. That variation is the same whether we're talking about single family homes, townhouses or apartments. Real estate is local.

It is interesting to note that the 5 year mortgage interest rate has jumped close to half a point (.5%) over the last month, this may give a slight push to the market over the next couple months while those purchasers with a 90 to 120 rate hold look to buy. It seems that this mortgage rate increase has been repeated late spring and early summer for the last five years with it easing back off late in the year in time for an early spring "rate sale". However, 2014 may be an exception. As usual more will be revealed.

Buying or Selling:

For local Real Estate expertise, experience and results call Rob at 604-575-5262.

Many housing bears think that the recent increase in mortgage rates is the beginning of the end for the Canadian housing market. I'm not convinced; here are some reasons why.

Fixed-mortgage rates have gone up because they are tied to bond yields, which have been rising lately. That's because investors are selling bonds and other defensive holdings on signs the North American economy is gaining momentum. What's also to be expected as the economy gathers steam is growth in employment and household incomes. Important for housing, this will serve as an offset to the drag of rising interest rates. Fears about tumbling house prices at the national level thus seem overblown at this stage. In fact, a recent empirical study found that the majority of increases between 1980 and mid-2010 did not undermine house prices. **To discuss options and rates call Bill Outhwaite of Dominion Lenders 778-896-9085**



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Bill Outhwaite

Mortgage Consultant

778-896-9085

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Thought of the Month:

"Your present circumstances don't determine where you can go, they merely determine where you start."

...Nido Qubein

MARKET EVALUATION

Whether you are considering selling your rental property in order to take out your equity, take advantage of your capital gains tax exemption reservation made in 1994 or **planning to sell your principal residence**, I will be pleased to do an up to date Market Evaluation at no cost or obligation to you.

Please call 604-575-5262.

EXPERIENCE - TO SERVE YOU BEST



Rob Drysdale

For more than 25 years Rob has been working as a professional Realtor in the Fraser Valley. Specializing in residential and investment property sales, his knowledge of the market and community is impressive, and has served his clients exceptionally well over the past years.



Company Profile

Benchmark Realty was established in Langley in 1983 with 7 salespeople. Within one year additional branches were added in White Rock and Surrey and boasted 75 salespeople. In 1986 a long search for a franchise partner ended by hooking up with Homelife Realty Services. Homelife Realty with 8 offices and over 560 salespeople is a major force in the Fraser Valley Real Estate Market.