

CODE'S CALL

THINGS YOU KNOW, SOME YOU DIDN'T AND A WHOLE LOT MORE.

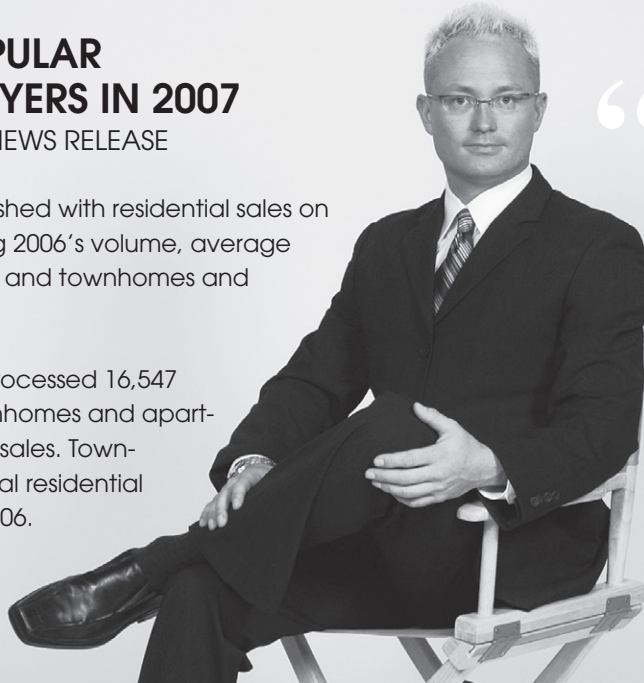
FRASER VALLEY WAS A POPULAR DESTINATION FOR HOMEBUYERS IN 2007

A FRASER VALLEY REAL ESTATE BOARD® NEWS RELEASE

The 2007 Fraser Valley real estate market finished with residential sales on the Multiple Listing Service® (MLS®) surpassing 2006's volume, average home prices showing double-digit increases and townhomes and condominiums proving more popular.

The Fraser Valley Real Estate Board's MLS® processed 16,547 sales of single family detached homes, townhomes and apartments, a 1% increase over last year's 16,435 sales. Townhomes and apartments made up 44% of total residential sales in 2007, a 3% increase compared to 2006.

For the complete report, visit www.KnowTheCode.ca.



QUOTE OF THE MONTH

It's tangible, it's solid, it's beautiful. It's artistic, from my standpoint, and I just love real estate.

- Donald Trump

Cody Lew
Cody Lew
RE/MAX Treeland Agent

CODE'S NOTES

Happy new year! I wish only the best for you and your family in 2008. With a thriving economy and plenty of exciting developments on the go, the odds are in our favour that it will be a prosperous one.

As shown here, the housing market in Langley continues to be strong. In fact, 2007 set a number of records, according to the Fraser Valley Real Estate Board. To get the full report, visit my website at: www.KnowTheCode.ca.

Congratulations to Tony Stricker who won December's prize. Remember to get the new CODE from the back of this letter. You could be next!

Also a special thanks to Jeff Davidson, who recently sent a referral. Jeff received a delicious dinner for two at The Keg for recommending my services.



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www.KnowTheCode.ca

MLS® SUMMARY - LANGLEY MARKET DATA

AS REPORTED BY MULTIPLE LISTING SERVICES: JANUARY 2008

	AVERAGE PRICE	MEDIAN PRICE	UNIT SALES
RESIDENTIAL DETACHED			
December 2007	527,878	519,000	70
November 2007	525,349	514,900	89
CHANGE	+0.5%	+0.8%	
December 2006	484,318	478,000	57
CHANGE	+9.0%	+8.6%	
TOWNHOUSES			
December 2007	325,419	310,000	33
November 2007	327,659	324,900	64
CHANGE	-0.7%	-4.6%	
December 2006	304,733	302,000	24
CHANGE	+6.8%	+2.6%	
APARTMENTS			
December 2007	250,131	242,000	48
November 2007	213,235	217,000	55
CHANGE	+17.3%	+11.5%	
December 2006	211,846	207,000	28
CHANGE	+18.1%	+16.9%	

FOR THE COMPLETE REPORT VISIT www.KnowTheCode.ca

Average Price: the dollar volume of all sales in a category, divided by the number of sales.

Median Price: the sale price at the mid-point of all sales in that category.



FEATURED PROPERTY: MLS#2727871

Price	\$669,900	Bedrooms	8+den
Tax	\$3,460	Bathrooms	4
Yr Built	2005	Building	3,590 ft ²
Style	2 stry+bsmnt	Lot	5,279 ft ²
Address	20464 68th Avenue, Langley		

What a fabulous place to call home! This 2 storey plus fully finished walk out basement Morningstar "Carmel plan" is a total of 3590 sq. ft. & offers 8 bedrooms plus den & 4 bathrooms located in the prestigious Tanglewood subdivision. 360° Virtual Tour, photos and full description at www.KnowTheCode.ca. Don't delay, call CODE today to view this marvelous property.



FEATURED PROPERTY: MLS#2729769

Price	\$379,900	Style	Townhouse
Maint.		Bedrooms	3
Tax	\$1,747	Bathrooms	3
Yr Built	1999	Size	1569 ft ²
Address	#37 18707 65th ave, Cloverdale		

Georgie Award winning 3 full level townhome in Legends at Clayton Hollow, Cloverdale. This BC Hydro "POWER SMART" home has h/w rad in-floor heating through out, 9 ft ceilings, great room, upgraded designer kitchen cabinets, washrooms on all levels, and a private deck complete with hot tub and a beautiful view of Golden Ears. Don't miss your opportunity to own this one of a kind townhome. Call Code today and see for yourself!

Before You Start Renovating Your Basement—Moisture Problems

EXCERPTS FROM THE CMHC PUBLICATION, "ABOUT YOUR HOUSE" FACT SHEETS

Remodelling your basement is one of the easiest and most cost-efficient ways of adding new living space to your house. Besides the traditional recreation room, more and more people are using basements for self-contained "granny flats", rental suites or home offices. No matter what the renovation purpose, ensuring that the space is clean, dry and healthy is a critical part of the project—and something that must be done before anything else.

COMMON SITUATIONS

Moisture is the most common problem in basements—either entering from outside sources or being produced inside by the occupants' activities.

The soil around the walls can contain a large amount of moisture from surface water that is seeping down or from a high water table. Water can find its way inside by gravity or through a crack or flaw in the water protection layer of the foundation. Water can also be pulled up by a "wicking action" or "pushed up" by hydrostatic pressure from the soil under the walls or floor. In summer, warm moist air from outside can enter the house and lead to

condensation on the cool basement walls or floor.

Daily activities also produce moisture that can be trapped inside the home.

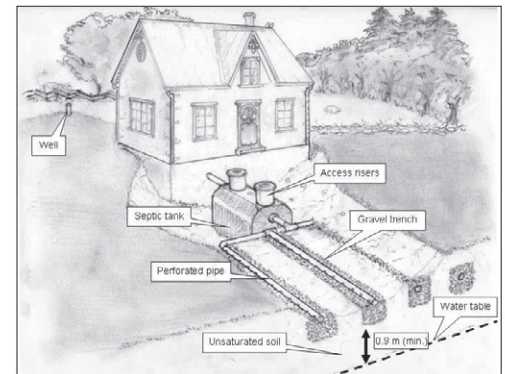
HEALTHY HOUSING

Renovating is an ideal time to make your house healthier for you, the community and the environment. When renovating your basement, be sure to consider:

- Occupant health—cleaning up mold, measures to prevent water and soil gas entry, prevention of spillage from combustion appliances, reducing contaminant exposure in workshops or craft rooms, low-emission materials, effective ventilation
- Energy efficiency—effective insulation, moisture and air barriers, energy-efficient lighting
- Resource efficiency—energyefficient, reused or recycled components, durable materials that will last longer
- Environmental responsibility—efficient use of space, reusing or recycling construction waste
- Affordability—energy-efficient appliances and fixtures to reduce operating costs, improved house durability to protect your investment

HOUSE AS A SYSTEM

A house is much more than just four walls and a roof—it's an interactive system made up of many



Septic System (credit: Eric Brunet, Ontario Rural Wastewater Centre, University of Guelph)

components including the basic structure, heating, ventilation and air conditioning (HVAC) equipment, the external environment and the occupants. Each component influences the performance of the entire system.

AVOID SURPRISES

Moisture problems are caused by a buildup of various water sources. Whether it comes from surface or ground water that leaks in, water that wicks up or water vapour that condenses, it must be controlled. The easiest way to control moisture is to stop it from coming in and to exhaust the water vapour produced in the house to the outside. Here are some of the likely situations that people encounter. However, every situation is unique.

Visit www.KnowTheCode.ca to see the entire fact sheet. CMHC is the Canadian Mortgage and Housing Corporation (www.cmhc.ca).

IT PAYS TO KNOW THE CODE

YOTRAT

YOU COULD WIN:

THE NEW 2008 ENTERTAINMENT™ BOOK FEATURING \$1000s IN LOCAL SAVINGS!

HERE'S HOW IT WORKS:

1. Go to www.KnowTheCode.ca and click on "IT PAYS TO KNOW THE CODE".
2. Enter the code printed in the white box above.
3. Fill in the entry ballot and enter to win - it's that easy!

Watch next month for a new **CODE** and another chance to win!