

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

'MOVE-UP' BUYERS RETURN TO FRASER VALLEY REAL ESTATE IN AUGUST

A FRASER VALLEY REAL ESTATE BOARD® NEWS RELEASE

(Surrey, BC) – The Fraser Valley Real Estate Board credits 'move-up' buyers and greater affordability for the second best August in its real estate sales history, bolstered by a summer of historically low interest rates. There were 1,786 sales processed in August, an increase of 96 per cent compared to the 910 sales during the same month last year. Add in sales from June and July generated by many first-time buyers and the result is 5,857 sales – outperforming the summer of 2007, at 5,800.

"Our August market poll reveals how much price matters. Over half of Fraser Valley buyers qualified for a conventional mortgage putting 25 per cent or more down, yet 39 per cent of REALTORS® who participated in our survey reported challenges in closing sales due to their clients' inability to reach financing terms."

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



QUOTE OF THE MONTH

An investment in knowledge always pays the best interest.

- Benjamin Franklin

Cody Lew
RE/MAX Treeland Agent

CODE'S NOTES

School is back in session and my wife Myrna is happy to see fresh smiling faces, all eager to learn!

With so many kids walking to and from school, let's all be extra cautious when out in our vehicles.

Referrals are the lifeblood of my business. What friend or family member do you know who is considering a move next? Kindly let me know who they are so that I may casually contact them to find out how I may help. They'll be pleased that you did!

Also a special thanks to Shannon and Joel Mash, who recently sent a referral. Shannon and Joel received a delicious dinner for two at The Keg for recommending my services.



Cody Lew is an agent for RE/MAX Treeland Realty in Langley.

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www.KnowTheCode.ca

MLS® SUMMARY - LANGLEY MARKET DATA

AS REPORTED BY MULTIPLE LISTING SERVICES: AUGUST 2009

	AVERAGE PRICE	MEDIAN PRICE	UNIT SALES
RESIDENTIAL DETACHED			
August 2009	515,061	502,000	149
July 2009	510,196	499,500	180
CHANGE	1.0%	0.5%	-17.2%
August 2008	541,145	532,000	84
CHANGE	-4.8%	-5.6%	77.4%
TOWNHOUSES			
August 2009	313,190	305,000	71
July 2009	314,972	310,000	116
CHANGE	-0.6%	-1.6%	-38.8%
August 2008	317,097	309,900	47
CHANGE	-1.2%	-1.6%	51.1%
APARTMENTS			
August 2009	210,133	215,000	42
July 2009	208,791	200,000	57
CHANGE	0.6%	7.5%	-26.3%
August 2008	226,658	225,000	34
CHANGE	-7.3%	-4.4%	23.5%

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#F2909858

NEW Price	\$329,000	Bedrooms	3
Tax	\$1,823	Bathrooms	2
Year Built	2006	Building	1,406 ft ²
Style	Townhouse	Maint.	\$154.00
Address	12-16233 83 Avenue, Surrey		

VERANDA TOWN HOUSE built by award winning ADERA GROUP in FANTASTIC FLEETWOOD. Just over 2 YEARS NEW, NO G.S.T. this lovely unit includes 3 BEDROOMS & 2 FULL BATHROOMS UPSTAIRS. The main level OFFERS a BRIGHT & OPEN FLOOR PLAN from the north entrance through the living & dining rooms into the SPACIOUS KITCHEN & EATING AREA. Enjoy SUMMER BBQs on the SOUTH BALCONY accessed off the kitchen. BONUS FAMILY ROOM (w/R.I. plumbing for additional washroom) in basement perfect for your HOME OFFICE or KIDS RECROOM. Located close to SCHOOLS, PARKS, REC CENTRE, TRANSIT & SHOPPING.



FEATURED PROPERTY: MLS#F2919860

Price	\$319,900	Bedrooms	3
Tax	\$1,568	Bathrooms	3
Year Built	2004	Building	1,416 ft ²
Style	Townhouse	Maint.	\$150.00
Address	24 12738 66 Avenue, Surrey		

Sensational STARWOOD!! NO G.S.T!! Fabulous living in this near new & SHOW HOME CONDITION, centrally located WEST NEWTON, 3 level 3 BEDROOM 1416 sqft townhouse (measurements from plans). Lovely LAMINATE throughout the MAIN LEVEL, UP-DATED modern PAINT THROUGHOUT, built in SURROUND SOUND, BONUS KITCHEN CABINETRY at time of construction, BALCONY off the kitchen to enjoy BBQs, FULL SIZE DRIVEWAY, WALK OUT to PRIVATE HOT TUB & FENCED SECLUDED BACKYARD...

SEE PHOTOS, VIRTUAL TOURS AND MORE INFO FOR ALL OF MY LISTINGS AT WWW.KNOWTHECODE.CA

IT PAYS TO KNOW THE CODE

SCHOOL IS COOL

YOU COULD WIN:

THE NEW 2010 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 TIME FOR A NEW CODE AND ANOTHER CHANCE TO WIN!

UNDERSTANDING AND DEALING WITH INTERACTIONS BETWEEN TREES, SENSITIVE CLAY SOILS AND FOUNDATIONS

EXCERPT FROM THE CMHC PUBLICATION, "ABOUT YOUR HOUSE" FACT SHEETS, AVAILABLE AT [KNOWTHECODE.CA](http://WWW.KNOWTHECODE.CA)

Do you live in an area of Canada that has sensitive clay soils? Such areas are at risk for soil shrinkage that can lead to foundation problems. Are you wondering whether trees are a contributing factor to soil shrinkage? Here is some background information on sensitive clay soils, why problems can sometimes occur, and assistance in evaluating your circumstances. Also provided are some tips for what you can do to minimize potential problems. Firstly, the range of potential factors contributing to foundation damage is complex (for example, amount of rainfall, soil type and cover, foundation type, age and depth, among others). Therefore all of the factors should be carefully evaluated on a situation-by-situation basis before taking any action. The amount of risk, if any, trees may contribute to soil shrinkage should be weighed against their benefits. In addition to making your home and community pleasing to the eye, trees provide many other important benefits. Trees can increase your property value; their shade helps keep cities cooler in the summer; groupings of trees can help break up harsh winds and control snow drifting in winter; the leaves of trees intercept rainfall which helps

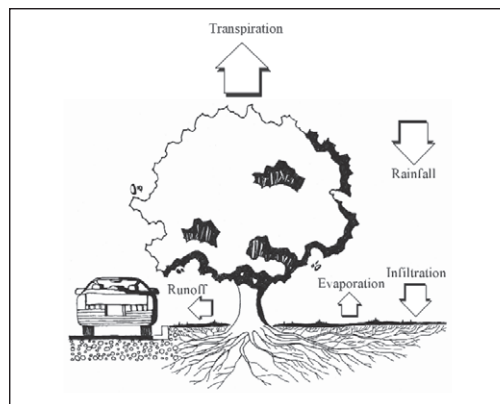


Figure 2: Main water movements in urban areas

reduce and slow down the surface runoff; and trees provide wildlife with a source of food and a place to live. In short, trees are essential to the quality of life in our neighbourhoods.

POTENTIAL ROLE OF TREES IN SOIL SHRINKAGE

Sensitive clay soil is subject to soil shrinkage when its water content is reduced. Trees require water for many biological functions, but the function requiring the greatest quantity of water is transpiration (Fig. 2). Transpiration is the movement of water vapour from the leaves of plants to the atmosphere. The soil in which trees grow is the reservoir from which tree roots draw water. Transpiration from trees is highest during the warm relatively dry months of June, July and August. In urban areas, particularly downtown

areas, the amount of water transpired by trees is almost always more than that provided by natural rainfall, especially during the growing season. When the soil experiences a water deficit, trees can be expected to exploit all sources of water at their immediate disposal. The longer drought conditions exist, the higher the risk that trees will contribute to the shrinkage of sensitive clay soils. The zone of influence of trees is generally related to the extent of their root growth. The lateral spread of roots is typically 2 to 4 times the height of the tree. For most tree species, 80 per cent of roots are found in the upper 30 cm of soil.

Most of the remaining 20 per cent of roots are typically found within the top 1.0 to 1.5 metres of soil, with some growing to 2.0 metres, and less frequently to as deep as 3.0 metres. In clay soils and/or in urban areas where soil compaction occurs, root penetration is difficult and the percentage of roots in the upper layer can be expected to be greater than 80 per cent, and the maximum depth of deeper roots is likely to be shallower. Generally, trees take up water where the soil is in contact with the fine or small feeder roots. Once the soil dries out around the root, roots are capable of withdrawing water from surrounding soil areas, but only within an area about 30 cm from the tips of tree roots.

For the complete CMHC booklet, including a handy Assessment Worksheet, visit: www.KnowTheCode.ca