



Royal LePage Coast Capital Realty

(250) 592-4422

dave@davelynn.com

www.DaveLynn.com



Spring 2008

## Keeping in Touch

Welcome to the Spring edition of "Keeping in Touch". This issue looks at CMHC's Outlook for 2008. The winter months have been busy with Tara and Darcy opening "Sugar Boy Bakery" and Tara obtaining her Realtor's License and joining me in the office. As usual we have the latest in sights, sounds and tastes from our contributing writers and a continuation of my fishing stories in "Tacks & Tales". You can also find the past newsletters at [www.davelynn.com](http://www.davelynn.com).

Hope you can make it to our **Annual Open Garden on Sunday May 4** at 3913 Woodhaven Terrace.

*Dave Lynn*

### CMHC 2008 First Quarter Housing Market Outlook

The British Columbia economy will grow at a slightly slower pace in 2008 and 2009. Following three consecutive years of strong job gains, employment growth will slow as key sectors of the economy adjust to weaker US demand and a higher Canadian dollar. However, new jobs added in 2007 will drive housing demand through 2008. Tight labour markets will keep wages and incomes rising, and people moving to the province. BC's natural beauty, mild climate and abundant recreational opportunities will cause retirees from other parts of Canada to gravitate to Vancouver Island and interior communities. The increase in population will fuel demand for both home ownership and rental accommodation.

Consumer spending and investment will be the key drivers of economic growth. Consumer confidence, while down a bit, is relatively positive, boosted by past strong job growth and the increased buying power of the high Canadian dollar.

Financial market volatility and uncertainty stemming from the US housing slowdown are clouding the economic outlook for British Columbia. A strong Canadian dollar and low level of new home construction south of the border will have a negative impact on the province's exports, particularly softwood lumber and tourism. Retail trade may also take a hit as more British Columbians shop in the US.

Existing home sales through the Multiple Listings Service (MLS) will edge lower in 2008 as buyers face higher mort-

gage rates, both in terms of rising posted mortgage rates and smaller discounts. First-time buyers and buyers with small down payments will play a diminishing role in the market. The negative demand effects of growing mortgage carrying costs will be offset somewhat by those homebuyers opting for longer amortization periods. Homebuyers will see more choice in existing home markets as listings rise, keeping re-sales above their average level.

Price growth will slow as increased listings and fewer re-sales bring supply and demand for existing homes into balance. Growth in the average MLS price will outpace the general rate of inflation. High home prices in the Vancouver area will result in some people selling their homes and relocating to other less expensive areas of the province.

*continued on page 2*



**Tara Lynn**

#### Welcome to Royal LePage Coast Capital Realty Oak Bay

Born and raised in Victoria, Tara Lynn is a second generation realtor. Tara Lynn graduated from the University of Victoria with a Bachelor of

Arts Degree. From there she went into sales where she gained experience identifying and meeting the needs of her clients. She has also been a professional musician and an active member in the music community for many years.

Housing starts will be above average, but decline slightly in 2008 and 2009 as economic and job growth slow. Single-detached home starts will move lower to levels very near their 10-year average. High land, labour and material costs will result in even higher home prices and an above average share of multiple-unit projects.

Single-detached home starts will move lower to average just over 12,000 units annually in each of the next two years. While detached homes are popular, shifting consumer preferences for features including less home maintenance, access to amenities, proximity to urban centres, as well as relatively lower prices of denser housing forms, will draw homebuyers to multiple-unit homes. Multiple-family starts will decline slightly in 2008 and 2009 after reaching a 14-year peak in 2007.

## Many Boomers Have No Clear Retirement Plan

Close to half of Canadian baby boomers are still spending more time planning their exercise, diet, home renovations and travel than planning their retirement, according to an RRSP-season poll. The survey of Canadians aged 45 to 60, conducted by Ipsos Reid for BMO Financial Group, indicates more than half don't have a written financial plan and 22% describe their strategy as "hoping for the best." Forty-nine percent of the boomers polled said they spend more time planning their exercise than their retirement, a proportion that rose to 53% in B.C. According to the survey, 30% of Canadian boomers don't have a registered retirement savings plan, and of those who do, 48% consider the RRSP to be their financial plan. The early-December poll of 1,411 people also found 33% of boomers expect to spend less than a decade in retirement, while only 18% believe they will be retired for 20 years or more. Your best retirement plan can be cash-flowing real estate in Canada, specifically in B.C. and Alberta. A choice investment today will appreciate in value and will offer rental income in your golden years. The trick is you have to invest right now, the sooner the better.

*Ozzie Jurock*

### Agnes' Garden Tips



*You are Invited to our  
Open Garden  
3913 Woodhaven Terrace*

*Dave and Agnes are holding their  
Annual Open Garden  
Sunday May 4 from 1 to 4 pm.  
The garden is at its peak at that time.  
It contains over 2000 shrubs,  
rhododendrons and native plants.  
You are welcome to bring your family  
and friends.*

## More Choices for Buyers

*Victoria Real Estate Board*

Real estate buyers in the Victoria area have a growing number of properties from which to choose. The total number of properties available for sale rose to 3,591 in March - a 17 per cent increase over March of last year. Victoria Real Estate Board President, Tony Joe, says the return to a balanced market is good news for both buyers and sellers. "With more properties available for sale, buyers now have a greater choice, but the continued demand for homes and steady prices mean sellers can anticipate strong interest in properties that are realistically priced." There were 707 sales through the Victoria Real Estate Board's Multiple Listing Service® (MLS®) in March, down from the 833 sales in the same month a year ago but up 14 per cent from the 619 sales in February.

Joe added that prices remained steady last month, "Twenty-eight per cent of single family homes sold for under \$450,000 while nearly 36 per cent of condominiums sold for under \$275,000." At the higher end of the market, Joe noted that there were 20 sales in Greater Victoria and two sales on the Gulf Islands of over \$1 million.

The average price of single family homes sold in March in Greater Victoria was \$597,176; the median price was lower at \$529,625. The six-month average for single family homes was \$591,439. The average price of all condominiums sold in March was \$328,734; the average for the last six months was \$332,552. The median was again lower at \$300,000. The average price of all townhomes sold last month was \$458,378; the six month average was \$437,523. The median price was \$411,500.

MLS® sales last month included 407 single family homes, 170 condominiums, 68 townhomes and 16 manufactured homes.

## Dave's Tacks & Tales

### Chapter 5: Fun & Games with Dave & Tom

When family friend and deckhand George had to return home to Duncan, Tom, a friend from university, volunteered to come out with me. Tom was building his own sail boat so this sounded like a natural fit. After Dave, Agnes and Tom arrived at Ostrom's Machine Shop, where I'd tied up, we decided to take the weekend off and head to Pachena Beach for a barbeque. First thing we had to do was to screw all the knobs back onto the dashboard of the car that had fallen off on the logging roads. We loaded everything into the car including the dingy from the boat. It was a Sportyack, a glorified plastic life ring with a floor. Pachena Beach was spectacular (still is) but then we were the only ones on the beach. It was a rare sunny day on the West Coast. A westerly had been blowing for a couple of days so the surf was up. We spent the day roasting salmon, corn and potatoes and trying to body surf. We discovered the Sportyack made for a lousy surf board. The wave would just start to pick you up, then dump you and boat upside down – lots of sand in the trunks. After the weekend, Tom and I went back to looking for fish. We got a little more adventurous and started exploring the tacks off Pachena Bay, then offshore to the 7 Mile and 12 Mile banks. Back in "town", the entertainment (especially on Friday) consisted on walking to the head of the bay to the local coffee shop, a.k.a. the G&P (gag & puke). There we would order a hamburger and chocolate shake which would be slid down the length of the counter to us. Everyone would be trading fishing lies and watching the one channel on the TV. You got it, the Tommy Hunter Show. Meanwhile the cook's dog would chase the cat around the tables until the poor thing would have a seizure and lose all bladder control. Good times at the G&P.

We noticed the bigger boats would go out for several days at a time and ice their fish down. Getting ice in Bamfield was interesting. Each company would save some ice for the boats that fished for them. McCallum's fish packer was the "Gryme". It was a classic east coast trawler design, forward hatches and aft wheel house. She would arrive in the middle of the night, GM diesels screaming and its captain bellowing orders out the wheelhouse window when not chewing on his cigar. The Gryme would off-load empty fish totes and ice to the camp. Then, if they had enough ice left they would ice up a few fish boats before loading the camp's totes filled with fish into its hold. We'd tie alongside and remove our hatch cover. With Tom in the hold to deflect the ice into the rear portion of the hold, the Gryme would lower a net brailer full of 1800 pounds of ice over the hatch opening. When the brailer was in place we'd pull the trip cord to open the bottom of the brailer dumping the 1800 pounds into the hold. "Tom, are you down there?". Now we were set for anchoring out. We'd head out to the 7 Mile and anchor on the bank or in Pachena Bay if it was rough out. One morning, coming out of the bay, we trolled into a fog bank. It was so thick we had to bring our far lines in closer so we could see them. The good thing was that it was flat calm and you could see the sun above through the fog. We just pointed the bow out to sea and stretched out in the cockpit to wait for the fish to bite. After an hour or so we could hear some heavy engines off to our port side. They were getting louder, much louder. Suddenly we could make out a dark shape with a large white bow wake heading straight for us at about 15 knots (seemed like 60). I ran for the wheelhouse, spun the wheel to star-

board and goosed the throttle. The tug materialized out of the fog and, sounding its horn, swung to port. Ha, missed us. We did a lazy circle and headed back out to sea while breathing a sigh of relief just as a large empty log barge ghosted by our bow. Holy Smokes! (or something like that). That was enough for one day, we turned around and headed for Pachena Bay to anchor up, easier said than done. As we got close to where we thought the entrance to the bay was, we were still in thick fog. The old war surplus Loran set on board was only good to within a quarter of a mile at the best of times. So to find the bay I had Tom stand out on the bow and listen for breakers as we shallowed up to 5 fathoms. If he could hear the waves, we'd move down the beach until we reached 5 fathoms, calm water, and no breakers. Then we anchored. Through the evening we could here other anchors going out around us. When we woke the next morning, we were surrounded by boats nicely centered in the bay. Another day, another adventure. Next issue: The Dog Kickers of Bamfield

### Darcy's Gourmet Corner

### Just opened!!

Welcome to  
SugarBoy Bakery!

Our Cakes and Desserts are  
truly a memorable experience.

A purely indulgent moment to be savoured and enjoyed.  
With the training and talent from places like the Sooke  
Harbour House, Whistler's Bearfoot Bistro and The  
Santa Monica Beach Hotel in Los Angeles,  
SugarBoy Bakery is sure to impress. Call 857-6566.

[www.SugarBoyBakery.ca](http://www.SugarBoyBakery.ca)



## Rate Watch

From Prime Mortgage Works Inc  
As of April 18, 2008

Term	Best Rate	Bank Rate
6 Month Open	7.50%	7.80%
6 Month Closed	5.79%	7.10%
1 Year	4.90%	7.40%
2 Year	5.50%	7.55%
3 Year	5.25%	7.55%
4 Year	5.50 %	7.55%
5 Year	5.35%	7.55%
6 Year	6.00%	7.85%
7 Year	5.95%	7.85%
8 Year	6.10%	7.85%
9 Year	6.10%	7.85%
10 Year	6.15%	7.80%
15 Year	6.75%	7.30%
18 Year	6.75%	7.30%
25 Year	6.85%	7.40%
Prime Rate	5.25%	

## World's Most Expensive

London, New York and Moscow are the world's most expensive cities for residential apartment buyers in 2008, according to the Global Property Guide ([www.globalpropertyguide.com](http://www.globalpropertyguide.com)). Residential apartments in Central London are among the priciest in the world at \$2,100 to \$3,600 per square foot.

New York comes in at second place with property prices in Upper Manhattan between \$1,370 and \$2,923 psf and in Lower Manhattan are around \$1,250 to \$2,045 psf.

Moscow comes in third place with prices ranging from \$1,764 to \$2,500 psf.

Prices in Paris are around \$1,290 to \$1,870 psf. In Spain, prices of flats in Barcelona are between \$916 and \$987 psf. In Geneva, Switzerland, prices are around \$687 to \$1,400 per square foot. Of the three German cities in the study, Munich is the most expensive with prices of flats at around \$350 psf.

Hong Kong leads the Asian markets, with prices ranging from \$1,490 to \$1,748 psf. In Tokyo, the price is in the \$760 to \$1,100 psf range.

In Canada, condos in Toronto are relatively more expensive than those in Montreal. Apartment prices in Toronto range from \$460 to \$640 per square foot. Top Montreal condos are priced at around \$360 to \$550 per square foot while prime downtown Vancouver condos are in the \$800 to \$1,200 per square foot range.

## For the Birds



The Lynns' yard is "Hummingbird Heaven" with Anna's and Rufous Hummingbirds. The Anna's started to spend winters in the Cadboro Bay area in the early 60's. Now they are extending their winter range on the island each year. They have been recorded as far west as Jordan River and up island as far as Campbell River. They don't appear to go much farther north than the island even in the summer time. The winter range of the Anna's extends to southern California. The Rufous spend winters in areas such as Mexico and the Gulf Coast of the US and travel as far north as Alaska in the spring. The Rufous arrive here in March when the Salmonberry and the Red-flowering Currant are in bloom with males arriving first. Likewise in the fall, the male Rufous head south sooner with the last Rufous leaving the area in September. Both Anna's and Rufous breed in the Victoria area. The Anna's start to breed in January. A local birder, Cam Finlay, has been trying to learn more about the hummingbird's northern range so has been banding hummingbirds for several years now at various sites on the island and in other spots in BC and Alberta. He hopes his data will give more accurate records for their distribution and help to protect their precious habitat. Very little is known about the 'resident' Anna's travels. The males decrease in numbers over the summer. It was assumed that they headed into the high country to feed on the high-elevation flowers as is the case with the southern US hummers. However, using radio-isotope studies on the feathers, beginning results show that these Vancouver Island birds have spent some time south as far as Oregon. Anna's have been banded at the Lynns' house since January 2004. It is one of the few winter banding locations in Canada. Do you know that close to 70 Anna's have been banded in this one yard?

## I Referrals

### Better than a Free Lunch? A Free Dinner!

Marketing for new clients cost me a lot of time and money. Time I'd rather spend with friends and clients. A major part of my business is built on referrals from friends and satisfied clients. So here's the deal.

If you know of somebody thinking of buying or selling, ask if you can pass their name on to me. I'll look after them promptly and professionally.

I won't let you down. They are under no pressure or obligation to work with me.

If the referral results in a sale, I would like to treat you to a dinner for two at your favorite restaurant as a token of my appreciation.