

Over 20 Years Experience • Driven to Exceed Your Highest Expectations



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NEWSLETTER - MARCH 2018

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I strike the putt and it curls 10 feet downhill and plops into the cup for my 5th birdie in a row! I am well on my way to a career round of golf and it is only the Front nine...then a BLARE from my bedside radio slaps me back to reality. Damn! As someone once said, you can always dream. Right?



Struggling out of bed I manage to make it to the bathroom. The craggy looking man that stares back at me from the mirror each morning reminds me I am not getting any younger. To borrow another golf analogy, I am on the Back nine of my life. I do take some solace in that I have remained fairly young at heart and mind...some might say even immature or childish. In other words, I don't take too much of life too seriously. Life is too short. Right? I have kept my sense of humor, but when it comes to real estate, it is all business. And I can't believe I am entering my 26th year of selling Real Estate!

And selling real estate has definitely changed a lot in my time. It used to be that getting the business was the hard part, while putting together the deal would always sort itself out in the end. Not so much anymore! Thank goodness we have mandatory education to stay sharp and avoid the pitfalls of an ever changing industry. Constant new rules, regulations and legislation means a sharp realtor must keep abreast of any changes that may effect the transfer of property. Slowly our understanding and knowledge of items such as property condition disclosure, grow ops, and buried oil tanks, among others were added to our plate. Don't even get me started with the selling of strata properties! Of course along with this is the increasing amount of paper work. We may not be lawyers, but we must have some understanding of law and the writing of enforceable contracts. Most recently we have seen the addition of a foreign buyers tax, a school tax, a speculation tax and an increase in the Property Transfer Tax. Wow! Sigh! Don't get me wrong, I am all for any new regulations that will improve how real estate is handled in B.C. The point is that there is much more murk now to navigate thru when buying or selling a property. Much more than the space in my newsletter will allow for. It can be somewhat confusing!!!

If you have any questions I would love to sit down with you over coffee, or if more convenient, you can call or email anytime.

Well, its getting late! Let's see if the back nine treats me as well as the front...Night!

Ted

**Call for a complimentary Market Evaluation**

CORNER

## TIME TO MOVE?

The decision to finally move out of the house or apartment you have called home can be quite daunting. Many put this off and can justify it in some way. What I can tell you is that more time than naught, when people do make the move, they have told me they wish they would have done it sooner. You will know when the time is right for you. Just know that once you have gotten the ball rolling, it is much easier and less daunting than you might think.

**IT'S NOT AN  
ENDING.  
IT'S JUST THE  
POINT IN THE  
STORY WHERE  
YOU TURN  
THE PAGE**

### GOING GREEN IN 2018

Would you like to get my newsletter by email rather than Canada Post? If so, please send me a quick email at [ted@macrealty.com](mailto:ted@macrealty.com) to let me know and I will make the change for next time.

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