

P R O S P E R I T A S

EUGEN KLEIN REAL ESTATE BROKERAGE & MARKETING SYSTEMS

JULY 2003

■ Pre-market Listings! ■ Top Story: We Got The Bid! ■ Inside: Investment Opportunities

Editorial



According to the Chinese calendar this year is the "year of the sheep". Symbolizing prosperity and

comfort, the sheep encourages us to be introspective and make peace with ourselves - and spend more time with those who our dearest: our family. You will feel more sentimental and compassionate... and for all the Scotsmen, there will be a strange aversion to haggis...

I have had quite a few inquiries recently from people who are thinking of selling their real estate investments and moving into a rental apartment or commercial space, to take advantage of a seller's market. While low interest rates, rapid development and announcements like the coming of the Olympics are making it possible for people to profit on their capital investment, I caution that there must always be a good exit strategy. Renting only out-paces buying in the short term, so unless you are in a situation that requires you to move in the near future or on a frequent basis, owning is a better financial decision. ■

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We can't always find out everything about everything, but thanks to the internet we can find out a lot about most things... here are a few sites that we have found quite useful and informative:

Olympic bid information:
www.gov.bc.ca

Statistical Information:
www.statcan.ca

BC Encyclopedia:
www.knowbc.com

BC Bids Online:
www.bcbid.gov.bc.ca

Powerful Search Engine:
www.copernic.com

We Got the Bid!

By Eugen Klein, B.Comm(UREC), CRES, ARM®, R.I.(B.C.), FRI
Real Estate Broker

Yes, we were all listening to CKNW in our office Wednesday morning, in time to hear the jubilant shout of the crowd gathered at GM place when it was announced that Vancouver/Whistler will be hosting the 2010 Winter Olympic Games! Although it was a much closer race than many anticipated, the end result justified all our expectations.

In the residential and commercial real estate arena, you

could not ask for better news. A major provincial undertaking of this nature has a dynamic effect on the real estate market, which will last well beyond the final closing
(continued on page 4)

T E S T A M O N I A L S

"Never before we have seen the commitment for doing a good job in selling a property like in your case."
Daniel Schneider, Credit Suisse Banking, Switzerland

"Having met you has helped me regain my faith in the real estate sales system. Thank you for the special effort. ..."

Barrie Wamboldt, President
International H.O.M.E. Reserve Inc.

"Respect, dedication, dependability, passion and commitment to his causes, particularly in the areas of self-improvement and the service of his friendships, his family, his clients, his scholastic and business associates."

Chris Stringer, President
ActionView

"Eugen is very well qualified ...Eugen is a conscientious hard working member of our profession and I have every confidence in [him]"

John R. D'Eathe, LL.B., R.I.(B.C.),
Chairman Penreal Capital Management

"I have known Eugen Klein for approximately fifteen years. I am impressed by his commitment to life and all its opportunities and challenges. By my experience he is hard working, honest, intelligent, sincere and courteous."

John Windsor, R.I.(B.C.), F.R.I.C.S.,
President
North American Property Corporation

Please visit us on the world wide web at www.eugen-klein.com

Goddard & Smith
International Realty Inc.



1. 46 Acre Blaine Development
Between I-5 & Pacific Hwy; truck stop, manuf., duty free potential

- \$4.50 to \$6.50 / s.f.
- Border proximity
- 10 parcels, all serviced



\$10,000,000



\$1,000,000



Pre-Market: \$4,250,000



\$2,550,000



\$2,400,000



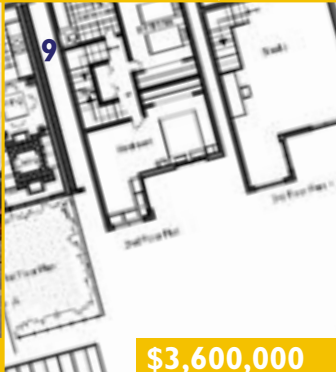
\$578,000



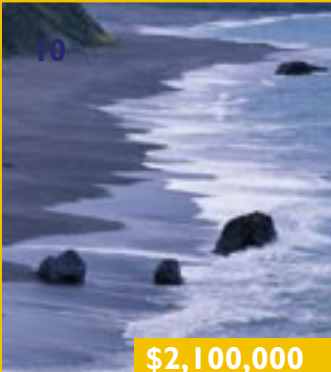
\$99,500



\$650,000



\$3,600,000



\$2,100,000

2. OPTICAL MANUFACTURING & RETAIL

Four retail outlets (Kitsilano, Vancouver, North Shore, Burnaby), manufacturing plant (Burnaby). 20 years of established success.

3. EXCLUSIVE RESORT

Near Revelstoke, BC. Newly built, year round activities: canoeing, heli-skiing, snowmobiling.

4. FAESSLER VINYARDS

On beautiful Serpentine River near Cloverdale, BC. Permit application pending for Winery License.

5. RAFTER LY RANCH

7 km frontage on Bulkley River near Smithers BC. 4000 acres, prime cattle ranching. Secluded, easily accessible.

6. TRAFFIC CONTROL COMPANY

Extremely lucrative business. Major contracts in place with city, municipalities, and blue chip companies. 34 years in oper.

7. DOWNTOWN STRATA OFFICE

Howe Street, Vancouver. Directly across the street from B.C. Supreme Court. Perfect for independent professional.

8. MIXED COMMERCIAL

Langley: two level, commercial lease space downstairs and residential space upstairs. Currently fully leased / owner occupied.

9. 48 UNIT STACKED TOWNHOUSE SITE

Zoned, plans approved for construction of 40+ townhomes. Owner flexible as sale, joint venture and/or staggered payout.

10. COMING SOON

Waterfront hotel site on Vancouver Island. Exceptionally beautiful site. Zoned, ready to build within building scheme.

COMING SOON

50 Room Hotel - \$3,500,000. - in B.C. interior, Visible from major highways.

COMING SOON

Investment property, North Vancouver - \$2,500,000 - Near Lonsdale Quay.

COMING SOON

Shopping mall for redevelopment into mixed commercial/residential tower, 14 storeys. Upper floors will have exceptional view of Vancouver Island & Puget Sound

This communication is not intended to induce a breach of already listed properties or businesses. All information must be verified by the purchaser. Images are representative only.

C O M M U N I T Y

My 'Community' section is dedicated to the extraordinary people who have contributed to my life with exceptional service. I would like to share my good fortune of knowing them with you. Please feel free to convey my recommendation.

ENGLAND PAINTING

Mr. Andrew Rabek
Vancouver (604) 377-0763

GRAPHIC DESIGNER

Mr. William Jones
North Vancouver (604) 984-2057

EVENT COORDINATOR

Ms. Malinda Poe
Vancouver (604) 738-2286

KAL-TIRE

Mr. Paul Ouellet
North Vancouver (604) 985-4221

MAGIC TOUCH AUTO CENTRE

Mr. Reza Akhavan
West Vancouver (604) 922-6666

PURPLE ONION CABARET

Mr. Ken Svazas
Vancouver (604) 602-9442

12. NIGHT CLUB - COUNTRY STYLE

Very popular and lucrative night club with corporate style management. Open option to purchase building as well. Cap 23+%

13. NIGHT CLUB - FRASER VALLEY

Established club with loyal clientele. Minutes from downtown Surrey. Excellent lease 5,000 sq.ft. currently undergoing full renovations.

14. COMMERCIAL INVESTMENT

Kingsway corridor, Burnaby. Fully leased, long term client; cap rate 8.1% Recently renovated. Corner location near Metrotown.

15. DENNY'S FRANCHISE

Greater Vancouver - rarely for sale. Successful franchise in major shopping mall. Profitable, projected traffic flows increase.

16. AUTO REPAIR, DETAIL & SALES

Located on the North Shore. Building purchase option. Exceptional reputation for quality of service in wealthy neighbourhood.

17. BED & BREAKFAST

Near Steveston in Richmond. Beautifully appointed and easy to run, especially busy in summer. Ideal for retirement couple.

18. ENGLISH TRAINING COLLEGE

Central Location in downtown Vancouver. \$800,000 in annual revenue in only third year of operation; ~35% Cap.

19. PRIME YALETOWN LEASE

2000 s.f. prime corner retail space, heart of Yaletown, a trendy high income district. High pedestrian traffic; accessibility and exposure.

20. YALETOWN BASEMENT STORAGE

8000 s.f. basement storage area (can be subdivided into 2000 s.f. parcels). Ideal for local retailers to save \$\$ off retail area.

COMING SOON

Large steel manufacturing facility with 100 employees. Estimated time to market 3 months. \$5,000,000.

WANTED

Land for residential or commercial development \$1,000,000+ Lower Mainland

WANTED

Commercial investment, \$1,000,000 to \$5,000,000; industrial, strip mall.

WANTED

Buyer for distress sale of mobile home park with redevelopment potential.

C O M M U N I T Y



TOWING COMPANY

Serving all major southern BC highways from Merritt location

- 13 years growth
- 13 trucks
- Major contracts
- Awesome cash flow!

\$1,950,000



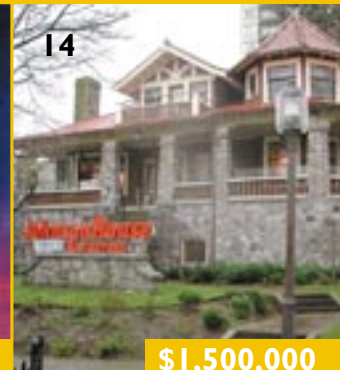
12

\$1,650,000



13

\$595,000



14

\$1,500,000



15

\$695,000



16

\$699,000



17

\$1,000,000



18

\$799,000



Pre-Market \$33/s.f.n.



Pre-Market \$8-\$12/s.f.g

C O M M U N I T Y

VANCITY CAPITAL

Mr. Axel Christiansen
Vancouver (604) 877-6582

CHARTERED ACCOUNTANT

Mr. Grant Gilmour
Langley (604) 888-4200

BARFLY

Mr. Jesse Bannister
New Westminster (604) 519-0333

EVERGREEN PRINTING

Mr. Shaf Malek
Vancouver (604) 734-3774

VANCITY CREDIT UNION

Mr. Joe Chan
Vancouver (604) 877-8296

MEGA ASSISTANCE

Mr. Alain Blancard
Vancouver (604) 669-7582

SIGNS ILLUMINATED

Mr. Dale Hammond
Vancouver (604) 930-8414

NATIONAL HOME REVIEWS

Mr. Dean Kazoleas
Vancouver (604) 681-2108

Property & Money

Courtesy of the Eugen Klein Real Estate Team. Feel free to use the coupons below!

Market Update - Vancouver:

Prospertitas (Latin for “success” or “good fortune”), is our team focus. To help bring our clients “prospertitas”, we like to keep an eye on how our city is prospering. The following facts and statistics come from BC Stats and Stats Canada. Results compare the end of 2002

against the end of 2001.

- residential home sales climbed to 34,909 from 28,176. Sales have increased by 78% over the past four years.
- Average price of a home rose to \$301,473 from \$284,806
- Unemployment decreased to 7.6% from 8.4%
- 53,500 new business licenses were granted, compared to 40,100 the previous year.
- New construction has added 1.03 million sq. ft. of office space downtown and another 209,000 sq. ft. along the Broadway Corridor. ■



Olympic Opportunities

(Continued from page 1)

ceremony in 2010. We only need to look to the continuing revitalization of false creek and Yaletown that can be traced back 17 years to Expo '86!

How have past Olympic host cities prospered from their games? A review done shortly after the Sydney Olympics in 2000 projected that the \$6.5 billion dollars spent on the games should be recouped by 2014, the majority of the money going to New South Wales, the state in which the games were held. We also know that there have been some notable olympic economic disasters (Montreal, 1976), and tremendous successes (Los Angeles, 1984). The most recent olympic games, the 2002 Salt Lake City Winter Olympics,

“... some notable disasters and tremendous successes...”



are currently projected to have a shortfall of \$168 million.

It is often difficult to trace with accuracy all the sources and destinations of revenue. What is important to recognize is the tremendous advantages that can grow out of improvements to existing infrastructure, revitalization of depressed neighbourhoods, construction of world class

sporting and convention facilities, and exposure of our city to the world.

As is always the case, the wisdom and planning of those in power will have a dramatic effect on success. Look for new investment opportunities along improved transit corridors and where redevelopment increases property values and density. ■



S A L E S ■ S E R V I C E ■ D E A L S ■ A D V I C E



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Please do not hesitate to call me at **604.818.5888**; it is my pleasure to serve your real estate needs.

