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***"Hindsight is 20/20, but only when I'm right!"***

If you recall from my last letter *Predictions and Predicaments*, I would say that hindsight is definitely a beautiful thing, but keep in mind that even a broken clock is right twice a day. So here we are, April 14 and yes, 2 hours ago it was snowing not heavily but nevertheless it's SNOW! Things that make you go hmmm...and yes the Canucks are on their way to finally bringing Lord Stanley home! And wow how time flies, it wasn't that long ago that we were planning our boys soccer tour of Holland and Spain and now that's come and gone as well. Spring will spring and summer will come but like everything in life, patience is the virtue of all good things.

So what's up with this real estate market you ask? Can you say *Mainland China!* ***"The Real Estate Board of Greater Vancouver (REBGV) reports that residential property sales of detached, attached and apartment properties in Greater Vancouver reached 4,080 in March 2011. This represents a 31.7 per cent increase compared to the 3,097 sales recorded in February 2011, an increase of 30.1 per cent compared to the 3,137 sales in March 2010 and an 80.1 per cent increase from the 2,265 home sales in March 2009. The all-time sales record for March occurred in 2004 when 4,371 transactions were recorded"*** To me this is a mirror image of what happened after

Expo 86 and we had the Hong Kong boom where we experienced record sales and record price increases which lasted well into the late eighties. Now it's the folks from Mainland China who have discovered our beautiful city and they're going back home and telling all their friends and so on and so on. The domino effect is now in full force which started in Richmond and has now spread throughout Greater Vancouver. So what happens now is a better question and where do we go from here? I don't see this slowing down anytime soon as there are far too many buyers for good listings vs the amount of good listings coming to market. Didn't I introduce *Mr. Sellers Market* to you quite some time ago?

Don't get me wrong, this is not a fun market to work in unless you have lots of listings. I feel sorry for the buyers who are trying to buy in this market and getting out bid, repeatedly!

***So in closing, I need more listings! If you know of anyone thinking of making a move and you refer me, I will put you up in our luxurious 2 bedroom cottage at the famous Predator Ridge Golf Resort for 2 nights plus 2 rounds of golf or a pampered Aveda spa package for two, your choice!!***

Finally, a warm thank you for all your referrals. It's this that makes my job so much more enjoyable and is the greatest compliment. So whether you're buying, selling or looking for friendly advice, please don't hesitate to put my 26 years of experience to work for you.



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