



francis & hawthorne team

Your Realtors for Life.



Summer 2010

Our Mission:

To achieve our clients' goals in such an effective, timely, personal manner, that they feel compelled to recommend our services to everyone they know.

THE FRANCIS & HAWTHORNE TEAM is your effective Real Estate choice for the Tri-Cities area - top RE/MAX Realtors for over 30 years. Our team, licensed realtors - **Sheila Francis**, **Terry Willies**, and **Michelle Hawthorne**, along with dynamic administrative support will help you with anything from listing a condo or an executive home, to finding your first new home.

We are your Realtors for life!

FRANCIS & HAWTHORNE TEAM CHARITY RUMMAGE SALE

"One person's trash is another person's treasure!"

Date: Saturday, July 17, 2010

Time: 11:00am to 3:00pm

Wanted: Your donation of unwanted, gently used, household items (no clothing please). Please call us (604-936-7653) to arrange pick-up in advance or if you would like to drop off items at our office - all items must be received by Friday, July 16th.

* Hot dogs and drinks available by donation - sponsored by Leah Clark at TD Canada Trust.

ALL PROCEEDS GOING TO THE CHILDREN'S MIRACLE NETWORK



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GO COUNTRY! TOP FARMER'S MARKETS TO VISIT THIS SUMMER:

- **Coquitlam Farmer's Market:** Sundays 9-1 at the Dogwood Pavilion on Poirier Street
- **Port Moody Pocket Market:** Sundays 10-2 at the Port Moody Rec Centre
- **Haney Farmer's Market:** Saturdays 9-2 at Memorial Peace Park in Maple Ridge
- **Ladner Village Market:** Sundays 10-4 off Elliot Street in the centre of Ladner Village (follow the posted signs)
- **Langley Community Farmer's Market:** Wednesdays 3-7 at Kwantlen University Langley campus parking lot on Glover Road.
- **Burnaby Farmer's Market:** Saturdays 9-2 at City Hall, Burnaby
- **Lonsdale Quay Farmer's Market:** Saturdays 10-3 at the Quay in North Vancouver



CURRENT MARKET UPDATE

Looking for that next step up the housing ladder? Too many kids – not enough bedrooms? Timing is everything – now is your moment!

Inventory has been steadily growing since March with sales simultaneously declining making for downward pressure on the prices and a softer market. Time to price a home sharply, get it sold with a long completion date then house shop – lots of choice out there and of course, there'll be more come September!

With interest rates predicted to rise and lots of great condos on the market, now is also the time for first time buyers to enter the market. So.... if your kids/friends/colleagues are contemplating the big step, give them a push and our phone number!

As sellers, we have no trouble accepting and understanding a swift 10% increase in home prices, but we have a great deal of trouble accepting the reverse – a similarly rapid decline. Yet that's what happened – if you sold your home between last October and March in the Tri-Cities you were lucky enough to land in that brief bubble of low, low inventory and increasing prices. IT IS OVER! Time to look at the big picture and remember Ozzie Jurock's words of wisdom – "You make your money in real estate the day you buy, not the day you sell." And the time is now ideal to buy well.

Sheila and Terry have been taking a client empathy course, called "selling our home" – realtors need to do it every now and then to keep them in the real world with you!

Let's keep our Olympic spirit alive, remember how extremely fortunate we are to live in this wonderful city and province and ENJOY THE SUMMER... whenever it arrives.

We respect your privacy,
If you wish to be removed from our mailing list, please let us know. You may contact us either via email, phone or fax:
Email: team@francishawthorne.com
Phone: 604-936-7653
Fax: 604-936-7654

Recipe of the Month:

By Tracey Bates, owner of Eden West Fine Foods & Gifts



SUMMER SANGRIA

You will need:

- 1 - 750ml bottle of inexpensive red wine
- 1/2 jug of orange juice
- 1.5 litres of 7-Up
- 375ml Triple Sec
- Ice
- Sliced fruit (lemons, limes, oranges, etc.)

Preparation:

Mix wine, juice, Triple Sec and refrigerate for at least a couple of hours. Add 7-Up and ice just before serving.



Mortgage Rates from TD Canada Trust Mortgage Manager Leah Clark

6 Month Convertible	4.75%
1 Year Closed	2.80%
2 Year Closed	3.55%
3 Year Closed	4.00%
4 Year Closed	4.39%
5 Year Closed	4.49%

- Variable interest rate - 5 year: prime + .25
- Prime Rate: 2.50%



Leah Clark
Manager, Residential Mortgages,
TD Canada Trust
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* rates current as of: June 30, 2010

UPCOMING LOCAL EVENTS



July 10 - 'Fair in the Square' at Carre Heritage Square in Coquitlam

July 11 - Symphony in the Park at Deer Lake Park in Burnaby

July 16-18 - Fraser Fest 2010 at various locations in New Westminister

July 17 - Our charity Rummage Sale at 2346 Clarke Street

July 17 & 18 - Blue Mountain Music Festival at Blue Mountain Park in Coquitlam

July 22-25 - Bard on the Bandstand 'The Tempest' at Memorial Peace Park in Pitt Meadows

August 6 - Cinema Under the Stars at Gates Park in Port Coquitlam featuring: Charlie & the Chocolate Factory

August 8 - Coquitlam Farmer's Market 6th Annual Blueberry Pancake Breakfast at Dogwood Pavillion on Poirier Street

August 14 - 11th Annual Burnaby Blues + Roots Festival at Deer Lake Park in Burnaby

August 15 - Moonlight Movie in the Park at Swangard Stadium in Burnaby

Summer Gardening Tips



TIP To conserve water, spread mulch over bare soil once it is thoroughly watered to retain moisture.

- Deadhead annuals frequently to encourage continuous blooms throughout the summer.
- Weed regularly and keep an eye out for insects and disease.
- Check taller plants to see if they need staking.
- Container gardens may need to be watered on a daily basis in hotter weather.
- Mix and moisten your compost regularly.

 **francis&hawthorneteam** Your Realtors For Life.

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