

P R O S P E R I T A S

EUGEN KLEIN REAL ESTATE BROKERAGE & MARKETING SYSTEMS

JULY 2004

■ Pre-market Listings! ■ Top Story: RealCom 2004 ■ Inside: Investment Opportunities

Editorial



In the month of June, from the 3rd to the 4th, I found myself in San Francisco attending Realcomm 2004.

Realcomm's mission is to provide a single place where industry leaders can come together to discuss, analyze and debate the latest technological innovations that are impacting the commercial real estate industry.

This year, I attended the conference with several fellow directors of the Real Estate Board of Greater Vancouver Commercial Division and still found that there is too much to see and do at Realcomm. This conference is a must-attend for all real estate brokers; with technology now so intertwined in our business information is being demanded at a rapid rate from our clients.

You will find that recent issues of my newsletter have a host of new listings. We are making a push to raise our inventory to over 100 listings - so you will be able to get a good feel for the variety of opportunities our current market has to offer.

Contact me with any of your questions or concerns regarding the disposition of your commercial investments or business.

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Twenty Years ago, realtors would be seen carrying a large book filled with all the current listing and sales information – the Catalogue. The information was privileged, very hard for the average investor to track down. Many realtors would only let their very best clients glance at the Catalogue to look for the best opportunities.

Today, the internet, has dramatically changed the role of the broker. Investors now have access to thousands of properties for sale with varying levels of detail. Sure, much of the private income information and particulars about the property are still not published, but the awareness of the opportunity is. Investors are noticing two hurdles: first, as before, many of the best properties never make it to market and are sold; second, investors are being bludgeoned by so much information that many come to me to scrutinize the numbers and present the best option available.

The investor today is looking to be better informed and more involved in the acquisition or selling process. The concept of the NextGen Broker does not necessarily mean the broker with all the newest gadgets and gizmos, but more so the utilization of the technology to deliver, as efficiently and timely as possible, the best information.

RealComm 2004

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

The NextGen Broker will be the professional who can deliver ample, accurate market information before the decision has to be made, dig through the masses of information to find the best opportunities and to stay in touch with the client from the introduction, through the offer and post closing process. In last year's survey by the National Association of Realtors (NAR) over 78% of the consumers said that they would have used their previous broker again; only 19% of them did because they did not hear from them after the sale. The better we are connected to the client the better client retention we have.

A few highlights from RealComm 2004:

- CIO Roundtable – commercial real estate boards and associations gathered to talk about information

sharing, new technologies impacting our clients and our fellow brokers, the nature of information published on the internet. Talk about the future of the industry was also a main focus of discussion.

- 100+ leading vendors representing the most innovative ideas in the industry
- Document automation pavilion featuring the latest products, services

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

"We are writing to you to express our gratitude for your significant contribution to the MLS link project. For the first time in our history, REBGV will be implementing a new MLS system. This project will be the most important change in services REBGV has made on the way members do their business and we know from other Boards that have gone through this that it can be very traumatic. With input from members like you we hope to minimize or eliminate that trauma.

Thank you again for giving so generously of your time and expertise."

Bill Binnie
President, Real Estate Board of Greater Vancouver

Bob Wallace
Executive Officer, Real Estate Board of Greater Vancouver

"I have only had the pleasure of knowing Eugen Klein for nearly a year now and yet I feel strongly compelled to document what a remarkable agent and person he is. Rarely does someone come along who attacks life and business with such zeal."

B. Mark Thiessen
Commercial Real Estate Broker
Past-Chair Commercial Division,
Winnipeg Real Estate Board

"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.



BROADWAY MIXED-USE COMMERCIAL

- 18.73 acres
- Restaurant & Pub
- 3.2 Acre lots
- 26 Suites
- Private Chalets
- Canada Select 4 Star



\$3,585,000



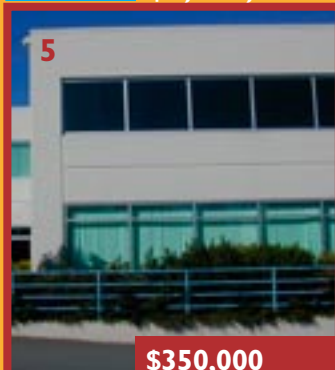
\$1,950,000



\$1,950,000



\$1,360,000



\$350,000



\$200,000



\$99,500



\$13 psf NNN



\$16 psf NNN



\$650,000

2. TRUCKING TRANSPORT BUSINESS

Serving all major southern BC highways.
17 years uninterrupted growth; 13 trucks in fleet.

3. MANUF. BUSINESS W/LAND

45,000 sq. ft. building on a 3 acre parcel.
Crane installed, major contracts in place;
business turn key.

4. ABBOTSFORD WAREHOUSE

2 levels, 10,000 sq. ft. warehouse, 4,000 sq. ft. office, in 12 zoned 3 yr old building. 22' clr ceiling height; close to freeway.

5. CHILLIWACK INVESTMENT

First office/retail building adjacent to CFB Chilliwack - largest development in Lower Mainland.

6. CHILLIWACK INVESTMENT

Second office/retail building adjacent to CFB Chilliwack - largest development in Lower Mainland.

7. CHILLIWACK INVESTMENT

Third office/retail building adjacent to CFB Chilliwack - largest development in Lower Mainland.

8. ABBOTSFORD AUTO MALL

30,000 square feet available for lease. Ideal for showroom or auto service/accessories. Can be subdivided as required.

9. WHISTLER LIGHT IND./COMM.

Lease: 40,000 sq. ft. available, max 15,000 sq. ft. contiguous - Opposite future sight of Olympic Village & 600 new res. suites.

10. MULTI FAMILY - FRASER VALLEY

Class A residential building; generating 7.4 % Cap, Low vacancy rates & stable tenancies.

WANTED

20,000 - 30,000 sq. ft. retail location in close proximity to downtown: lease or buy

WANTED

Mobile home parks, 30-60 units; waiting list of buyers!

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.

COMMUNITY

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.

BARFLY

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

BANK OF MONTREAL

Mr. Joe Corrado & Mr. Mark Tower
Vancouver (604) 665-2682

CAPITAL WEST MORTGAGE

Mr. Daymon Eng
Vancouver (604) 899-3799

CHARTERED ACCOUNTANT

Mr. Grant Gilmour
Langley (604) 888-4200

CIBC RESIDENTIAL FINANCE

Mr. Adam Beaudin-Ball
West Vancouver (604) 981-2549

CIBC RESIDENTIAL FINANCE

Mr. Derek Christiansen
Vancouver (604) 220-6161

COMFORT INN

Mrs. Valerie Orr
Vancouver (604) 605-4339

COMMERCIAL MORTGAGES

Mr. Gary Khangura
Vancouver (604) 879-0235

CYPRESS INSPECTIONS LTD.

Mr. Noel Murphy
West Vancouver (604) 312-8606

12. GLOBALSAFE DEALERSHIP

Cleaning & safety product endorsed by top international insurers - reduces slip fall claims. Profit \$1 per sq. ft. treated.

13. FOUR STAR RESORT HOTEL

Revelstoke, BC, 18+ acres of land, solid revenues winter and summer; major ski development nearby approved.

14. PICTURE FRAMER / GALLERY

Business running for five years, three at current location; net income ~ \$45,000

15. SOUND STUDIO W/BUILDING

State of the art sound equipment, 100,000+ owner improvements to building; owner will stay on to manage business.

16. SEAFOOD RESTAURANT

Heart of Walnut Grove; 50 seats & patio. Sales average \$700 per day, open for breakfast, lunch & takeout.

17. COFFEE BAR - FRANCHISE OP

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

18. TACO TIME

Three franchises available singly or together, Coquitlam, New Westminister, Langley. Excellent family-run opportunity.

19. ENGLISH LANGUAGE SCHOOL

Two locations: downtown Vancouver and New Westminister. >40% cap.

20 LANGLEY MULTI-FAMILY:

40 suites on 3.2 acres, 6% cap. at below market rent (no increases for past 4 years). Current zoning for 80 units, OCP mandates 160! Tremendous value rezoned.

WANTED

Vancouver residences for land assembly

WANTED

Industrial building; south side of Fraser River, 1.5 acre lot with building preferred.

Global Safe



Technologies

\$100k to 600k

GLOBALSAFE DISTRIBUTORSHIP

Exclusive distribution rights for revolutionary safety/cleaning product:


- Lower Mainland
- Vancouver Island
- Southern BC
- North-Central BC

12




\$10,000

13



\$4,250,000

14



\$84,500

15



\$425,000

16



\$64,000

17



\$175,000

18




\$120k-\$190k

19



\$385,000

20



\$4,400,000

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C O M M U N I T Y

DIGITAL PRINTING

Mr. Jason Romo
Vancouver (604) 420-3400

MAHOVLICH MARBLE & GRANITE

Mr. Frank Mahovlich
Vancouver (604) 293-0093

PINK LIME SALON & SPA

Mr. Youssef Jawhari
Vancouver (604) 683-7444

SCOTIA MCLEOD

Mrs. Vanessa Stenner-Campbell
White Rock (604) 535-4749

FLOWFORM DESIGN GROUP

Mr. George Verdolaga
Vancouver (604) 321-8008

MCKITRICK CLARK MCLEOD

Mr. Bruce J. Preston
Vancouver (604) 736-6717

POPCORN CREATIVE

Mr. Simon Dabbs
Vancouver (604) 408-7767

VANCITY CREDIT UNION

Mr. Joe Chan
Vancouver (604) 877-8296

GRAPHIC DESIGN & ART WORK

Mr. Denis Meyer Jr.
Burnaby (604) 777-0550

NATIONAL HOME REVIEWS

Mr. Dean Kazoleas
Vancouver (604) 681-2108

RENOVATIONS & APPRAISALS

Mr. Chris Lewin
North Vancouver (604) 562-5799

VANCITY VENTURE CAPITAL

Mr. Axel Christiansen
Vancouver (604) 877-6582

Fighting Fad Diets

Confusion prevails because of information overload.



Most of the popular diet books are not based on scientific evidence but on the often unscientific and well-marketed opinions of the authors.

The media adds another twist to the information by focusing on some flashy detail of the research or controversy surrounding this "new" weight loss phenomenon. Writers and publishers have their own interests to further the sale of their products or books.

All of this makes the facts pretty difficult to sift out of the vast amount of reading material available.

A good way to weed out "fad" diets is to watch for statements like "weight loss is effortless," or, "you will keep the weight off forever" and "these foods are bad for you." These promises often can't be substantiated. Beware also of diets that recommend you eliminate an entire food group, are advertised late at night on television, or demonstrate results with "before" and "after" pictures.

by Ali J. Chernoff
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Gender Roles:

Currently, about the same number of men (49 per cent) and women (51 per cent) are first-time homeowners; however, the gap is set to widen as women become an increasingly significant part of the market. Among those who have never owned a home and said they will potentially purchase their first property in the next three years, 55 per cent are women and 45 per cent are men.

While buying a first home was traditionally the domain of newly married couples, the market is now accommodating a broad range of entry-level buyers, including never-married single

women and men, divorced parents with children who are making their first purchase alone and unmarried couples.

"We have seen a marked change in the attitudes of women toward homeownership over the past several years," said Phil Soper, president and CEO of Royal LePage Real Estate Services. "Traditionally, marriage came before the mortgage, but goals have clearly changed. Women are using their purchasing power to invest in real estate and have little trepidation about doing it alone."

The most surprising finding of the study was the reorganization of



more "traditional" life priorities, particularly among female respondents. While 15 per cent of men planning to buy in the next three years said they would be "very likely" to forgo a wedding reception to put a larger down payment on their first home, the number jumped to 30 per cent for women when asked the same question.

Royal LePage, August 31, 2004. ■

Connected to the Client

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and case studies

- "Intelligent Building" Center Stage - presented by Cisco and Hewlett Packard
- "Business Automation" Center Stage presented by Property Line
- "Virtual Concierge" - a glimpse into the future of property management

Technology, business solutions, intelligent buildings and the internet are now the mainstream of business conversations inside the commercial real estate industry.

They exposed recent trends in the commercial real estate industry:

- Weak technology firms are gone from the real estate market while the strong are growing
- Smart commercial real estate companies never stopped automating after the dot.bomb period
- The NextGeneration intelligent buildings discussion has begun
- Commercial real estate data standards groups reaching new levels of acceptance

"...smart companies never stopped automating after the dot.bomb period..."



- The paperless/digital paradigm tipping point is in sight (music, video, paperless firms)
- Asia is beating US and Canada in vision and innovation as it relates to NextGeneration buildings and cities
- So what can we expect in the next 12 months, Realcomm experts gave a few indications:
 - Many industries will continue to eliminate paper in their business processes
 - Due to impressive results by early adopters, accelerated adoption will follow

- The fiber across the ocean and strong work ethic will increase international competition
- NextGen buildings will begin to be recognized and new performance criteria defined
- The gap between those real estate firms that "get it" and those who do not is growing
- Data standards in the industry will take hold and become an influence in business solutions
- Asia, Europe and the Middle East will continue to lead in innovation in NextGen projects. ■

INVESTMENT ■ BUSINESS BROKERAGE ■ SITE SELECTION ■ ASSEMBLY



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it is my pleasure to serve your real estate needs.**

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International Realty Inc.

