



from the office of  
**Eugen Klein**



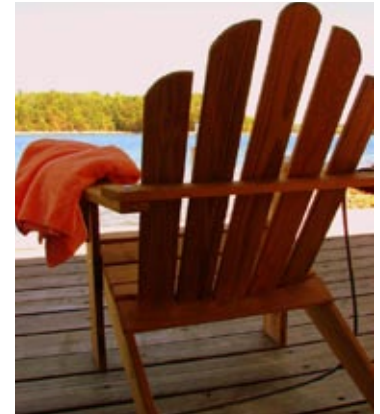
The investment demands of our clients continue to change each year more rapidly. International investment opportunity and changing demographic trends are the strongest contributing factors.

From the first time investor to the seasoned REITs (Real Estate Investment Trust), each investor has specific investment goals and risk levels. Our job is to match those targets with investment product that maximizes yield and minimizes their level of risk.

In this issue, I look at the baby boomers and the options available to them given the built up liquidity in their homes and investments. How do we maximize lifestyle and ensure minimal risk longterm?

If you are considering a lifestyle change, consider our investment real estate services. We can point out some of the best resort real estate, succession planning choices and industry professionals.

In a later issue, I intend to look at investment options for the first time investor, the young family, and the seasoned investor. ■



## What Are You Saving It For?

Matching Your Lifestyle With Your True Wealth  
- Eugen Klein, B.Comm(UREC), CRES, ARM®, RI, FRI, CCIM

Millionaire. The term once used to conjure up images of top hats and caviar. Think back a decade or two; to when a million dollars used to be the movie-villain ransom of choice. The dollar amount seemed inextinguishable, limitless, and flush with possibilities of sports cars and exotic trips. Fast-forward to the present day, and it seems like every Vancouverite and their dog has a property that has risen to drive their personal equity into the millions of dollars. So where are the good times? The endless days on the golf course, or the long quiet nights in the country with a bottle of BC's finest wine - might be just around the corner.

The issue that British Columbia's cash-poor homeowners are really suffering from, is a direct result of the giant boom in residential Real Estate - paralleled with general incomes that have remained roughly flat.

This equation leaves homeowners with lot of dollars tied up in home equity, and less left in liquid assets to spend on their lifestyle. When we examine the facts, general wages per worker in B.C. increased only 5.5 % between 1984 and 2004, compared to a gain of 17 % across the Canada. Compare this with average residential home

(continued on page 2)

### VISION

The 'Professional Directory' is dedicated to a few of the extraordinary people who have contributed to the value of our service to our clients. I would like to share my good fortune of knowing them with you. Please feel free to convey my recommendation.

### INSIGHT

### ENGAGEMENT

#### FRANCHISE / BUSINESS LAW

Mr. Logan Nainaar  
Vancouver 604 434 2977

#### GRAPHIC ILLUSTRATION

Mr. Denis Mayer Jr.  
Burnaby 604 777 0550

#### RBC FINANCIAL PLANNING

Ms. Vanessa Stenner  
White Rock 604 541 6682

### SOLUTIONS

#### MEDIATION & ARBITRATION

Mr. Kenneth J. Glasner, Q.C.  
Vancouver 604 683 4181

#### MARBLE & GRANITE

Mr. Frank Mahovlich  
Vancouver 604 293 0093

#### HOME INSPECTION

Mr. Dean Kazoleas  
Vancouver 604 681 2108

### EXECUTION

#### VANCITY MEZZ. FINANCING

Mr. Axel Christiansen  
Vancouver 604 877 6582

### EXCELLENCE



# What Are You Saving It For?

(continued from page 1)



prices more than tripling in this same period, and one can see why many Vancouverites have little expendable "lifestyle money" in reality, but are seen as millionaires on paper.

Another hindrance to homeowners enjoying the lifestyle they really want, is the maintenance and upkeep of some of their larger homes. Particularly in West Vancouver, where baby boomers nearing retirement may be spending close to 70% of their yearly-allotted income, simply to upkeep their mortgage and property quality. Although these homes may be large, hold emotional value, and are no doubt beautiful; they may very well be holding their residents hostage from getting out and experiencing their "millionaire" status.

Sometimes it just takes a small nudge to realize the possibilities that your real estate investment might actually afford you. One can easily get caught in a groove or line of thinking that puts blinders on what type of lifestyle

might be within grasp. Recreation homes or a condo in a vibrant urban centre might seem to be just for "other" people, but guess what? You may always been one of the "other" people. You just haven't realized it yet.

**"Sometimes it just takes a small nudge to realize the possibilities that your real estate investment might actually afford you."**

So what are the facts? How might one take ownership of their millions, and take advantage of BC's growing recreational real estate market? Here's how that might play out: If the net profit of selling your home is near a million dollars or more you could easily slide into the lifestyle of a true millionaire. Remember that the sale of your home is one of the last true tax shelters, and the net profit is yours to spend.

Here's a scenario that could easily be you: Downsize into a beautiful and modern condo - your new home-base to enjoy life. Then, take regular trips to your very own recreational paradise in the Okanagan, along the Sunshine Coast, or further east in Alberta's recreational backdoor - the Columbia Valley. Even more varieties of get-away properties exist on scenic Vancouver Island, or at one of the many four season resorts located throughout the province. Add to that enough liquid cash in your pocket to not only enjoy a fine French Chardonnay, but enjoy it in the vineyard it was grown - in France.

Ask yourself - what are you saving it for? It's about time to live life to the fullest - and establish a legacy for your family to enjoy for generations.

If you are thinking of changing your real estate portfolio to match your lifestyle, feel free to contact us or visit [www.eugen-klein.com](http://www.eugen-klein.com) to realize the lifestyle you deserve. ■



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.

VISION

INSIGHT

ENGAGEMENT

SOLUTIONS

EXECUTION

EXCELLENCE

THE EUGEN KLEIN REAL ESTATE TEAM



Eugen Klein

B.Comm(UREC), CRES, ARM®, RI, FRI, CCIM

O 604 684 8844  
F 604 684 8844  
C 604 818 5888  
TF 1 877 877 0417

[eklein@kleincms.com](mailto:eklein@kleincms.com)



Natasha Butenko

BA

O 604 684 8844  
F 604 684 8844  
C 604 727 1652  
TF 1 877 877 0417

[nbutenko@kleincms.com](mailto:nbutenko@kleincms.com)

For our newest offerings, visit us at [www.eugen-klein.com](http://www.eugen-klein.com)

Royal LePage City Centre



KLEIN