

Royal LePage Shelter Foundation

Restoring hope and rebuilding lives



A house is only a home if it's safe. That's why Royal LePage started its own charitable foundation which helps to create safer homes and safer communities. Since 1998, the Royal LePage Shelter Foundation has raised \$16 million and is now Canada's largest public foundation dedicated exclusively to funding women's shelters and violence prevention and education programs.

Many Royal LePage agents donate a portion of their commissions to the Royal LePage Shelter Foundation when they help you buy or sell a home. Royal LePage offices also host special events, such as gala dinners and golf tournaments, to raise funds and awareness for our charity.

This much-needed support is helping to provide a safe place for women and children to rebuild their lives after violence. Shelters use our funding to provide job training initiatives, renovate and build new shelters, and provide counselling and other support to more than 30,000 women and children each year. The Royal LePage Shelter Foundation also supports programs focused on stopping the cycle of violence by educating youth on healthy relationships. Royal LePage is the only real estate company with its own charity and since the company covers all the administrative costs of the Shelter Foundation, 100% of all funds raised go toward our cause.

"Helping You Is What We Do™ is not just a tagline, it is our corporate philosophy and it translates into a collective commitment to giving back to the community," says Phil Soper, President and CEO of Royal LePage.

Why We Help

Royal LePage agents help Canadians find their dream homes. For those who don't have safe and peaceful homes, Royal LePage agents are also there, making a difference in the neighbourhoods where we live and work.

Research tells us:

- 51% of women in Canada have experienced at least one incident of physical or sexual violence since the age of 16.
- 360,000 children are exposed to domestic violence each year.
- On any given day in Canada, 3,000 women and their 2,500 children are living in an emergency shelter to escape domestic violence.
- Every six days in Canada, a woman is murdered by her current or former partner.

"Violence against women happens in all communities – cultural, religious, ethnic and racial – and at every age and income level," says Shanan Spencer-Brown, Executive Director of the Royal LePage Shelter Foundation. "We are proud to work with 200 women's shelters across the country and other local and national partners to provide hope to women and children escaping domestic violence. Our goal is to save lives by putting an end to abuse."

"The Royal LePage Shelter Foundation has greatly assisted our shelter in many ways and we are so appreciative. The Shelter Foundation has donated tens of thousands of dollars each year to support our programs and services, which directly benefits the women and children who so desperately need our help. As well, we have worked with some incredible men and women from Royal LePage who have generously donated their time and resources to our organization in many ways."

Carmela Bozzo, Development Manager,
Halton Women's Place (Oakville, ON)

To learn more about the Shelter Foundation or to make a donation to help women and children who have experienced abuse, visit www.royallepage.ca/shelter. To read brave stories of hope by women who are survivors of family violence, visit www.shelterfoundation.ca.

Royal LePage Shelter Foundation Charitable registration number: 88253 1304 RR0001



Helping you is what we do.™

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The Homeowner



Helping you is what we do.™



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www.TheoWu.com

"A realtor you can trust"

I hope you find this newsletter informative and entertaining.

Whether you are making a move or curious about the real estate trend in your area, please feel free to contact me at the number below. I am always happy to answer your real estate needs.

Fluent in English and Cantonese

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Canada's Housing Market Begins the Year with Slightly Positive Price Trends

The Royal LePage House Price Survey released in April showed that house prices remained relatively flat in the first quarter of 2013 compared to the first quarter of 2012, recording that the average price of a home in Canada increased between 1.2 per cent and 2.4 per cent. An unprecedented combination of flat or in some regions decreasing house prices, inexpensive mortgages and the confidence brought on by an improving economy has resulted in a unique residential real estate environment.

In the first quarter of 2013, the national average price of a standard two-storey home increased 2.2 per cent, compared to the previous year. Over the same period, the national average price of a detached bungalow increased 2.4 per cent and the average price of a standard condominium increased 1.2 per cent.

"2013 finds the Canadian housing industry in a highly unusual place. The combination of very low mortgage rates and flat home prices, against a background of general economic improvement across the nation, is not something we've seen before," said Phil Soper, president and chief executive of Royal LePage. "Typically one of these variables is moving hard in an opposite direction. While some have spoken loudly about impending market volatility and dramatic downward pressure on home prices, we are simply not seeing evidence of this. The current environment is very supportive for housing. Those waiting for big declines in home prices will likely be disappointed."

The Canadian economy stabilized during the first quarter of 2013 and the country surpassed expectations with the addition of 51,000 jobs during the month of February (source: Statistics Canada). Domestic economic strength is

buttressed by an improving U.S. economy and the expectations of a growth in resource consumption driven by China. At the same time, despite the improving economy, the Bank of Canada has been clear about its intention to keep interest rates low for the near- and mid-term.

"There is some degree of uncertainty regarding the length of time these factors will remain in place," said Soper. "Of the three variables we identified, economic strength is the most likely to persist based upon the upswing in employment, our well-educated workforce, a solid financial sector and the influence of our natural resource sector. Given recent and repeated signals from the Bank of Canada, we can expect interest rates to remain low for some time to come. The continued stability of house prices is much harder to gauge."

"Timing house prices to trends in a given neighbourhood is very difficult," said Soper. "And it is important to remember that Canada is a collection of regional markets. Case in point, we see renewed strength in the Alberta and Saskatchewan markets in early 2013, based on the health of the energy sector. Across the mountains in Vancouver, affordability concerns dampened demand significantly. The resultant correction in home prices there may attract a new round of buyers before year end."

For more information, please see the Royal LePage Survey of Canadian House Prices at www.royallepage.ca.

If you are wondering what your home is worth, please contact me and let me put my expertise to work for you!

Survey of Canadian Average House Prices in the First Quarter 2013

| | Detached Bungalow | | Standard Two Storey | | Standard Condominium | |
|---------------|-------------------|----------|---------------------|----------|----------------------|----------|
| | Q1 2013 Average | % Change | Q1 2013 Average | % Change | Q1 2013 Average | % Change |
| St. John's | \$ 290,000 | 10.5% | \$ 387,667 | 10.6% | \$ 309,000 | 9.5% |
| Halifax | \$ 294,667 | 7.8% | \$ 319,833 | 4.3% | \$ 215,950 | 7.4% |
| Charlottetown | \$ 173,000 | 1.8% | \$ 205,000 | 2.5% | \$ 128,000 | 2.4% |
| Moncton | \$ 158,000 | 8.4% | \$ 137,200 | 1.8% | N/A | N/A |
| Fredericton | \$ 207,000 | 1.0% | \$ 220,000 | 5.8% | \$ 158,000 | 0.6% |
| Saint John | \$ 176,000 | -7.9% | \$ 275,000 | -6.2% | \$ 153,000 | -5.3% |
| Montreal | \$ 287,850 | 0.6% | \$ 392,929 | 1.4% | \$ 240,044 | 0.4% |
| Ottawa | \$ 388,583 | 0.8% | \$ 391,250 | 0.9% | \$ 262,500 | 1.9% |
| Toronto | \$ 565,700 | 3.9% | \$ 671,252 | 4.0% | \$ 359,671 | 1.8% |
| Winnipeg | \$ 302,896 | 6.9% | \$ 319,409 | 3.3% | \$ 194,269 | 4.4% |
| Regina | \$ 329,250 | 4.0% | \$ 377,000 | 26.3% | \$ 208,500 | 4.8% |
| Saskatoon | \$ 352,500 | 4.1% | \$ 384,000 | 3.2% | \$ 261,333 | 10.3% |
| Calgary | \$ 451,833 | 6.8% | \$ 439,800 | 5.2% | \$ 260,767 | 5.1% |
| Edmonton | \$ 329,679 | 1.7% | \$ 357,109 | 0.7% | \$ 202,838 | -0.2% |
| Vancouver | \$ 1,013,750 | -5.1% | \$ 1,116,250 | -5.6% | \$ 481,250 | -5.6% |
| Victoria | \$ 452,140 | -3.8% | \$ 452,115 | -1.5% | \$ 267,000 | -7.0% |
| National | \$ 364,857 | 2.4% | \$ 407,044 | 2.2% | \$ 246,071 | 1.2% |

Founder A.E.LePage Left a Legacy That Guides Royal LePage Today

Editor's note: July 2, 2013 marks the official date of the 100th anniversary of Royal LePage. To commemorate this historical event, The Homeowner shares a brief biography of the company's founder A.E. LePage.

Born in Charlottetown, PEI in 1887, Albert Edward LePage moved with his family as a youngster to Toronto in 1891. By age 12, following a tragic fire in his father's factory that killed his cousin and younger brother, LePage was brought to work to help rebuild the business. He earned a mere \$1 per 64-hour work week, plus room and board, while continuing his education through correspondence courses.

Pioneering Professional Service

In 1913, at 26-years of age, LePage entered the business of real estate and established his company as "A.E. LePage, Bungalow Specialist" on July 2, 1913. At a time when most real estate salesmen rode bicycles to call on their customers or had clients tour prospective homes on their own, LePage had a leg up on his dishevelled competition. Looking much like a cultured country doctor, with a straw summer hat and bow tie, he distinguished himself by driving his customers to and from properties.

A Natural Marketer

LePage was an innovator with a nose for marketing and public relations. He was the first to place descriptive ads in daily newspapers to highlight his available properties. His first ad in the Toronto Telegram ran under the headline "Bungalow Among the Trees" for a seven room, two storey house listed at \$5,700. The ad attracted 57 inquiries, each of which LePage called upon personally to show the home.

On May 21, 1921, A.E. LePage used his close relationship with builders and his keen public relations instincts to attract the attention of local newspapers by building a five-room bungalow in a single day complete with plumbing, electric wiring, two coats of plaster, sodded lawn and a picket fence. The build began at sunrise and the home was complete before the sunset. The house was auctioned off the same day for \$2,950 (\$250 over the \$2,700 asking price) and the publicity wave led to the sale of other houses in the development. LePage repeated a similar stunt a year later putting on a dramatic display of his fireproof four-room bungalow built from Gyproc floors, ceilings and walls.

Raising the Standards of an Industry

Recognizing the importance of good business practices and ethics, LePage was one of the most active promoters behind the establishment of the Toronto Real Estate Board (TREB) in 1920, to create regulations and standards for REALTORS® and brokers. In 1928, LePage was elected TREB's president. A.E. LePage retired in 1953 at the age of 66, but maintained close contact with his successors, often sending referrals.



His career spanned close to 55 years. Along with a flourishing company, LePage left a reputation for integrity, honesty and his enduring belief that a REALTORS® main purpose is to sell exceptional service above property.

How to Choose a BBQ That's Right for You

The BBQ is synonymous with summer. They've changed over the years, from small charcoal grills tucked off to one side of the garden, to sizable stainless steel structures taking centre stage on decks and patios.

Your choice of grill is all about lifestyle. So determine before you shop how often you will cook on it, for how many people, and what add-on features you want.

Here's some tips for choosing the right BBQ for you:

Charcoal Grills: Barbecue aficionados swear by charcoal grilling for a truly superior taste. They are simple and usually the least expensive of grills to buy, but do come with a messy clean-up. A charcoal grill will take longer to heat-up, but for you and your guests, good things come to those who wait.



Bring the Outdoors Inside This Summer

Just as a drab, grey winter garden eventually transitions to a riot of colour and greenery in summer, the inside of your home can reflect seasonal changes for maximum enjoyment. Whether you live in a downtown condo, a country retreat, or somewhere in between, bring the outdoors inside by following these tips:

Lighten Up

Invite summer inside by changing curtains to a sheer or light fabric, or doing away with them altogether. Put away dark cushions, throws and any winter clothing left in your front hallway. Roll up heavy wool rugs and replace with lighter ones or sisal matting, which feel more natural on your feet in warm weather.

Repaint and Refresh

Freshen any room with light paint tones and accessorize with this summer's hot colours: yellow and lime green. All it takes is a couple of toss cushions to give your space zing, or fill a glass vase or bowl with lemons and limes for a cool centerpiece. Pale greens create a feeling of calm and beautifully bridge the space between indoors and out.

Grow Your Garden Indoors

Fill your home with fresh flowers and greenery. If you have a balcony, use oversize pots for plants and tomatoes and put down some outdoor matting or carpeting. No balcony? No problem. Just grow your favourite herbs in an indoor window box, or cultivate an easy to care for asparagus fern for a feathery light look.

Keep Your Cool

Air conditioning is a boon on really hot humid days, but the transition from indoors to outdoors can feel abrupt and



unnatural. Opt instead for ceiling fans throughout your home. They are cool, calming, and suggestive of a light summer breeze rather than a blast of arctic air.

Create a Getaway

Paint a room in soft blue, and add a nautical theme with an old fashioned trunk as a coffee table, striped cushions, seafaring artwork and a hurricane lamp filled with seashells. If you prefer the country look, wallpaper one wall of a room with a fabulous floral print to bring a sense of garden indoors. Position a wicker garden chaise and plant in a quiet corner for an instant reading oasis.

No matter where you live, enjoy the sounds of summer with a relaxing nature CD: birdsong, a bubbling brook, waves lapping on shore. A miniature indoor fountain invites you to listen and relax, and isn't that what summer is all about?

Gas Grills: Using propane or natural gas, these are easy to clean, with no mess. They're quick to light up, and you have more control over the heat settings compared to charcoal grills. Gas grills usually come with multiple burners so you can cook a variety of foods at once. You can be a more attentive host, avoiding frequent runs to the inside cooker.

Charcoal Gas Grills: Charcoal grills with a small propane tank for lighting the coals, just like a gas grill, give you the best of

both worlds. You get the high heat and smokiness of a charcoal BBQ with the no-mess convenience of a gas grill. Your guests will be impressed.

Electric Grill: Electric grills, although technically not barbecues, are ideal for condo owners who cannot use charcoal or gas. Modern models let you sear, cook and bake at very little cost.

Custom BBQ: The sky's the limit for designing your own BBQ. But whether you choose an outdoor kitchen, stone fireplace, or BBQ pit, build your BBQ in keeping with the design of your home. You want to make the transition from inside to outside as seamless as possible.

Once you have your chosen BBQ in place, consider the experience whether dining, entertaining or just plain relaxing. Plug in a small water feature, hang soothing wind chimes, or connect outdoor speakers to soak up the sounds. Please your eyes with vibrant flowers and lush plants, and choose dishes and napkins in festive colours. Install patio lights and place candles around your backyard to define your manicured space after dark. Inhale deeply as you grill up mouth-watering goodies and relish the scene you have set for al fresco dining at its summertime best.