



## Do the legwork and be ready to seize the day

BY OZZIE JUROCK, THE PROVINCE - APRIL 10, 2011

Q: We have been waiting for some time to get into the market. Is this a good time?

A: Most of the questions I get these days have to do with: "Is this a good market"; "Is the boom over?"; or "Can I write a low offer in today's market?" And so on.

In 40 years, I have never seen the "great deal of a lifetime" advertised. I have never seen a realtor who really liked lowball offers, including myself, and I have never read in the paper that "this is without doubt the best market ever," when it really was.

In real estate the only time to do it is now. Identify a neighbourhood, look at everything for sale there. Get an idea of what presents value and take action. All good deals are negotiated. So, storm the net, hit hard, and keep shooting on the net. Don't ice that puck.

Q: I would like to know how can I screen my tenants more carefully and what questions I can ask?

A: Legally, you are allowed to ask for information on who their previous landlord was, who their employer is, where they bank and permission to obtain a credit check.

The B.C. Apartment Owners and Managers Association ([www.bcaoma.com](http://www.bcaoma.com)) has produced application forms, which ask all the above questions. Call (604) 733-9440. Also, visit [www.tenantverification.com](http://www.tenantverification.com).

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