

## VANCOUVER INVESTMENT UPDATE

By Andrea Eng

2010 March 1

As Vancouver winds down from the success of the 2010 Winter Olympics, the political and business leaders will focus their efforts on ways to fund their aspirations. Once again, their efforts are disjointed. Vancouver has only recently realized the enormity of the task of dealing with global visitors. Vancouver at this time presents an excellent place for doing business on a global platform.

Canada has performed well in the economic turmoil with annualized growth in 4Q2009 of over 4% and their banks are unscathed from the global financial meltdown that started with the subprime mortgages in the USA. Meanwhile, China continues to lead the world in growth despite adjustments, which they also are trying accommodate. It's no wonder that Vancouver will outperform most property markets in North America as its reputation as a *Recreation Home* or politically safe city to park money. Increasingly the city is one of the "hot spots" of the global investment community.

During the Olympics, international visitors discovered Vancouver and no more so than the new rich of the People's Republic of China. This new "Asian rich" is a younger crowd (28-43 yrs) than past investors, most of which are millionaires through entrepreneurial talent. Residential agents selling retail can confirm that over 2010 Chinese New Year, there were many real estate deals brokered during their visit. This is the busiest time of the business year--when Asians around the world travel and reside in Vancouver-- an opportunity for overseas visitors and real decision makers who are used to writing cheques for much larger figures for equivalent bricks and mortar and strategic businesses to see for themselves what value there is in Vancouver real estate. Asians and other foreign investors are buying *Relative Value* as similar condos or real estate in their home countries could be valued at significantly more, and / or strategic businesses to expand their global empires. For the *Serious Rich* anyway... Some from China are looking to set up their own distribution outlets on this side of the pond and one cannot miss the fact that in the energy sector, China's acquisitions are a highlight on the investment scene and at Husky Oil, which is controlled by global billionaire Li Ka-Shing, the operations teams are re-positioning leaders for the next business cycle.

The key to making money is investing right — the right place at the *right* time — and this implies that some skill is involved. For example, it is not readily apparent that the Canadian real estate market is highly concentrated and dominated by a handful of institutional investors or key private equity stakeholders. Trusted lieutenants who work with *Brains Trust* based elsewhere in the world, is one of Canada's secret weapons. The tech industry already knows that but mainstream *Establishment* has yet to engage in this territory. For key facts on the Vancouver investment market including commercial and investment real estate see [RealEstateFundManager.com](http://RealEstateFundManager.com).

Contact: [HelloTaiTai@gmail.com](mailto>HelloTaiTai@gmail.com)