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Sylvania's new line of LED items includes lighted placemats. Perfect for creating a great presentation for a special someone. See Sylvania.com for more. **METRO NEWS SERVICES**

Metro Homes

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Sylvania goes LED

Sustainable lighting technology never looked so good with Sylvania's latest line of LED displays, from table runners, left, to hallway guide lights, bottle toppers and colour changing coasters. See Sylvania.com for more.

The return of the cottage

Suite Talk

Cottage country is catching on in Western Canada with the launch of Phase 2 of The Cottages at Cultus Lake, which is about 90 minutes outside of Vancouver.

A popular vacation tradition for generations in Ontario, the family cottage is finally coming to the forefront of summer activities in British Columbia.

Close to 50 cottages have already been built and another 40 are underway at Cultus Lake.

Homebuyers purchasing in Phase 2 will also have access to "The Treehouse," a \$5-million community centre.

This extensive 10,000-square-foot building features two outdoor pools, hot tubs, a fireside lounge, a games room, kids club, fully equipped business centre, fitness centre and outdoor barbecue.

"It was only a matter of



The cottages are available in a variety of floor plans and feature gabled roofs and attractive landscaping.



The open floor plans were designed for social gatherings.

time before B.C. residents realized the value in purchasing a legacy property to be enjoyed by family members of all ages and passed on to future generations," said developer Jon Van Geel of Cultus Country Investments Ltd. "And Cultus Lake has been a cherished vacation spot for more than 50 years. It's a weekend get-

away within easy driving distance."

When complete, the development will include 230 cottages. The cottage-style design includes gabled roofs, spacious front porches, and an open floor design.

The 45-acre project is bordered by Frosst Creek, a provincial park and a golf course.

METRO VANCOUVER

Cultus cottages

- Cottages range from 966 to 1,900 square feet. Prices start at \$339,000. For more information, visit cultuslakecottages.com or call 1-877-888-4950. E-mail inquiries can also be sent to info@cultuslakecottages.com



The \$5-million, 10,000-square-foot "Treehouse" has two outdoor pools, a gym and a theatre among other amenities.

Selling homes in the summer can be a tough task

Summer is here. The great weather, the beaches, the vacations.

All these wonderful things we look so forward to can spell disaster for a homeowner looking to sell. Summer and Winter tend to be the slowest

times of the year to sell a home so here are some things you can do to get the best deal with fewer buyers.

In a slow market, take advantage of the so called "looky-loos." These are people who may just book to view your unit even if

they do not have any intention of buying.

While you may see it as a waste of your time to give top notch attention to those who are obviously not looking to buy, you never know if they have friends or family who may be a perfect match for your home. This means hosting open houses even when the streets are blocked off so that residents of the neighbourhoods who are passing by can have a look.

It is also a great idea to

HouseLeague



metronews.ca/houseleague

advertise in publications that also advertise for the events. Local publications with weekly advertisements for citywide events very often have a listing

section for homes. Placing an add in these publications just prior to and during these events will be noticed by a larger percentage of readers than may normally pick up a paper when nothing is going on.

Make sure to not only advertise your home, but all open houses as well.

Similarly to last week's tips on construction noise, ensure that if you are showing your home during louder festivals, your

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home is well insulated against noise.

Keep the windows closed and use a fan to circulate the air instead.

Let your neighbours know when you are hosting potential buyers so they can keep their celebratory noise to a minimum for the duration of your showing.

Let buyers know how often they can expect to hear the festival noise and when it ends.

It is easy for buyers to assume when they hear excessive noise outside, that your home will always be noisy even though this is not the case.

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