



Preferred Client UPDATE

February · 2013

Working hard to keep you informed



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Call Now for a *Free* Market Evaluation

At CIR REALTY meeting all of your real estate needs is our goal. We look forward to hearing from you as we are happy to answer ANY questions you may have.

Inspiration of the Month

"You need to be aware of what others are doing, applaud their efforts, acknowledge their successes, and encourage them in their pursuits. When we all help one another, everybody wins".

- Jim Stovall



What's Happening in Calgary *(and area)...*

Calgary, Feb 1, 2013 - According to CREB... Residential real estate sales in the city of Calgary started the year on a positive note, increasing by 15 per-cent over the same month in 2012.

Active Listings as of February 1, 2013

	Count	Average Price	Ave. DOM
Single Family	3,633	\$617,900	76
Condominium	1,434	\$380,764	76
Combined Residential Active Listings	5,067		
Rural With Home	802	\$1,154,209	134
Rural Land	446	\$651,086	222
Total Rural	1,248		
Total MLS Active Listings	6,315		

Sales for January 2013

	Count	Average Price	Ave. DOM
Single Family	1,145	\$468,070	55
Condominium	413	\$266,210	63
Combined Residential Sales	1,558		
Rural With Home	37	\$721,357	149
Rural Land	15	\$324,750	197
Total Rural	52		
Total MLS Sales	1,610		

Calgary's Tight Rental Market

The surge in migrants to the city has fueled increased demand for rental accommodation. Demand is expected to remain high for two reasons: *migration will remain strong and mortgage rule changes will cause some prospective first time buyers to remain in the rental market longer.* The apartment vacancy rate dropped from more than **3% in 2010** to

1.3% in October 2012. With *no* significant additions in rental demand, vacancy rates are expected to remain low this year at only about 1.5%. **Tighter vacancy rates and rising rental rates will help support demand for ownership, and it is anticipated this will have a significant impact on the condominium market.**

CIR REALTY TIPS

Bringing Sustainable Design to Your Home

Sustainable design is a term that is thrown around a lot these days. But it isn't just about choosing earth-friendly materials, it's also about reupholstering a classic piece of furniture you already own and/or buying well-made, long-lasting pieces to begin with. Cheap furniture is likely to end up in a landfill. High-quality furniture will always be a "greener" alternative. *Keep this in mind as you look to update your home.*

* Not intended to solicit buyers or sellers currently under contract. If you do not wish to receive this publication, please contact the email sender to be removed from the mail list. Thank you, CIR REALTY®