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Your Dedicated CIR REALTY Real Estate Representative

## HOME OWNER TIPS OF THE MONTH



### 3 Fall Maintenance Jobs We Often Forget About

**1. Examine the grounds of your property.**

Before snow is covering your grass or it's too cold to venture outside, check walkways for cracks and loose materials. Fix walkway and entryway areas before slippery weather can cause a tripping or falling accident.

**2. Leaky faucets? Fix them now.** Before the temperatures start to dip low, examine leaky faucets in the kitchen, bathrooms, and utility room locations. Most likely the time and money spent now to fix will be less than a broken pipe in the dead of winter.

**3. Drain your hot water heater.** We live in an area with hard water and extra amounts of sediments could be building up in your tank. Now is the perfect time to drain and make sure rust isn't developing in your tank as well. ■

## Are You Clear On What Is A Good Deal?

So often, in the beginning, investors focus on real estate investing techniques, and lose sight of the important issue—is this a good deal? Learning to recognize a good deal takes research, education and, above all, experience. Here are three considerations which will help determine whether a potential real estate purchase is a 'deal'.

**CASH FLOW** // Ask yourself, will this property cash flow? Well, that depends on a lot of factors, such as the strength of the local rental market, the interest rate on the financing and how much of a down

payment you contribute. Also, it depends on whether it is a single family or multi-family dwelling. Considering all of these factors, ask yourself, "Will this provide income for me?"

**LEVERAGE** // Leverage is important in investing, because the less cash you put down on each property, the more properties you can buy. If the properties go up in value, your rate of return goes up exponentially. However, if the properties go down in value and you have a lot of debt on the property, this can result in negative cash flow.

**EQUITY** // There are many ways to create equity, but buying into equity is your best bet. Find a motivated seller that wants out of his property, and is willing to give up his property for less than full value. Or, buy a property that needs work and can be done for 50 cents on the dollar or less. ■

## Market Stats

OCT 1, 2014 - ACCORDING TO CREB  
(referencing metro Calgary stats only)...

**Citywide year-over-year sales growth reaches double digits.** Calgary's condo sectors continue to set the pace for the city's residential resale housing market, which recorded 2,148 sales in September, nearly 12% higher than the same period last year.

**ACTIVE LISTINGS** as of Oct 1, 2014\* // **SALES** for September 2014\*

	COUNT	AVERAGE PRICE	AVERAGE DOM
Single Family	<b>5690</b> // 2015	<b>\$778,262</b> // \$544,176	<b>74</b> // 43
Condominium	<b>2224</b> // 908	<b>\$446,300</b> // \$329,722	<b>59</b> // 41
Combined	<b>7934</b> // 2923		
Rural with Home	<b>103</b> // 4	<b>\$278,371</b> // \$265,437	<b>229</b> // 110
Rural Land	<b>567</b> // 23	<b>\$944,317</b> // \$472,434	<b>199</b> // 147
Total Rural	<b>670</b> // 27		
<b>Total MLS</b>	<b>8584</b> // 2950		

\* All numbers gathered for the Listings and Sales stats are compiled from metro Calgary and rural southern Alberta areas



### 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.