

Because a Great Experience Begins with a Great Agent.™

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Your Dedicated CIR REALTY Real Estate Representative

HOME OWNER TIPS OF THE MONTH



Why the media is 100% wrong...or are they?

Do you ever have that nagging feeling that you're not getting the entire truth behind a news story? *Us too!* We all know the media's job is to create an exciting story to draw in viewers or sell papers. The unfortunate part is that they typically don't use all the facts. While there is generally some truth to every story, it is imperative to gather all the facts when making a decision about what is typically the largest investment in a persons life, their home.

All of CIR's clients have the opportunity to have an annual real estate review so they know exactly what is going on not only in the Calgary market, but on a provincial and National level as well. This review will make sure you are up to date with the most current and relevant data and that you know how your property value may be affected, good or bad. Next time you are having coffee with your friends and they say "did you see that story on the news, can you believe what the market is doing?", you will be able to educate them on what it is actually doing. ■

Tapping The Home for Retirement Income: Should I Stay or Should I Go?

With many Canadians heading toward retirement carrying debt, those who own homes may be forced to turn to their lodging for extra income.

But some may not be eligible for home equity loans, leaving them with choices that include downsizing or a reverse mortgage.

A recent survey on debt by Manulife Financial Corp. found that almost one in five Canadians expect to tap into home equity to top up their retirement income. 10% of the respondents said they plan to remain in their houses and borrow against home equity, while a further 8% are considering downsizing and using the extra equity to generate retirement income.

For more information on home ownership into retirement, talk to you CIR REALTOR®.

- Courtesy of The Globe and Mail ■

Market Stats

APR 1, 2015 - ACCORDING TO CREB

(referencing metro Calgary stats only)...

Inventory Gains Influence Housing Prices. **First quarter activity reflects economic uncertainty.** Elevated inventory levels and low sales for three consecutive months caused unadjusted benchmark prices to ease by 0.44% in March, relative to the previous month, for a total of \$454,300. Based on first quarter statistics, conditions are consistent with buyers' market conditions.

ACTIVE LISTINGS as of Apr 1, 2015* // **SALES** for March 2015*

	COUNT	AVERAGE PRICE	AVERAGE DOM
Single Family	5844 // 1601	\$747,986 // \$524,422	69 // 45
Condominium	2875 // 664	\$447,158 // \$329,491	63 // 44
Combined	8719 // 2265		
Rural with Home	26 // 1	\$385,923 // \$155,000	195 // 288
Rural Land	541 // 19	\$876,903 // \$440,159	219 // 217
Total Rural	567 // 20		
Total MLS	9286 // 2285		

* 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.