

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



### NEW! Discounts, Workshops and Home Advice with Best My Nest by CIR REALTY

**Best My Nest is a new CIR REALTY program specifically designed to enhance your homeownership experience and is exclusive to CIR clients!**

By creating valuable partnerships with local businesses who offer home products, or home related services, we have put together a vast network of vendors who all offer special discounts and service add-ons specifically for YOU! In addition to special cost savings, our vendors are also committed to providing you with practical, fun and educational "house hacks" through our blog and monthly newsletter that will help you live your best and most efficient life in your home. Best My Nest VIP Members will also have access to a variety of hands-on classes and seminars, brought to you by CIR and our Partner Vendors, to help teach skills and inspire creativity that you can use in your day to day home life.

This program is **FREE** for our clients—**ask me to sign you up today and I will send you your Best My Nest VIP Membership Card!**

Learn more at [www.bestmynest.com](http://www.bestmynest.com) ■

## Opportunities to "Move-Up" in this Market

According to the Calgary Real Estate Board, there were 511 luxury home sales in the city last year, down from a record 846 in 2014—the lowest level of sales for that price market since 2011. That being said, due to current market conditions prices have also declined, and are continuing to decline, making purchasing higher priced homes more affordable than in previous years.

For buyers who are able to purchase and have mid to long range investment strategies in their home, this "move-up market" offers a very unique opportunity for people to get into homes that were previously anywhere from \$50,000–\$150,000 above their price range. Since real estate is cyclical, when the market returns and prices begin to climb, the value in such purchases will grow and may provide a lucrative return on investment. The current buyers market we are in is full of unique opportunities, and speaking to your REALTOR® and our financing experts on how you can make the most of those opportunities is always advised. ■

## Market Stats

FEB 1, 2016 - ACCORDING TO CREB (referencing metro Calgary stats only)...

Slow sales activity and inventory gains place downward pressure on prices.

### Housing market remains unchanged in January.

Calgary's housing market is starting 2016 firmly in buyers' market territory, much the same as last year ended.

**ACTIVE LISTINGS** as of February 1, 2016\* // **SALES** for Jan 2016\*

	COUNT	AVERAGE PRICE	AVERAGE DOM
Single Family	4520 // 710	\$659,000 // \$489,196	66 // 54
Condominium	2553 // 287	\$396,817 // \$324,646	69 // 61
Combined	7073 // 997		
Rural with Home	504 // 20	\$1,336,921 // \$636,285	145 // 110
Rural Land	532 // 13	\$878,041 // \$318,300	315 // 181
Total Rural	1036 // 33		
<b>Total MLS</b>	<b>8109 // 1030</b>		

\* 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.