



# Preferred Client update

MAY 2012

Working hard to keep you informed



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### Call Now for a Free Market Evaluation

*My goal is to meet all of your real estate needs. I look forward to hearing from you as I am happy to answer ANY questions you may have.*

*Inspiration of the Month*

*"They may forget what you said, but they will never forget how you made them feel."*

- Carl W. Buechner

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## What's Happening in Calgary<sub>(and area)</sub>...

**Calgary, May 1, 2012** - For the month of April 2012, year-over-year sales activity improved across all sectors in the city. Calgary residential sales total 2,200 for the month, a 26 percent increase over levels recorded last year.

### Active Listings as of May 2, 2012

	Count	Average Price	Ave. DOM
Single Family	5,953	\$551,552	66
Condominium	2,445	\$331,091	68
<b>Combined Residential Active Listings</b>	<b>8,398</b>		
Rural With Home	1,164	\$1,077,663	119
Rural Land	596	\$714,772	224
<b>Total Rural</b>	<b>1,760</b>		
<b>Total MLS Active Listings</b>	<b>10,158</b>		

### Sales for April 2012

	Count	Average Price	Ave. DOM
Single Family	1,987	\$463,334	46
Condominium	716	\$286,652	52
<b>Combined Residential Sales</b>	<b>2,703</b>		
Rural With Home	95	\$771,309	96
Rural Land	22	\$559,761	184
<b>Total Rural</b>	<b>117</b>		
<b>Total MLS Sales</b>	<b>2,820</b>		

## Three Home Maintenance Tips for Spring

- 1 Check gutters and downspouts:** Look for areas where the fasteners may have pulled loose, and for any sags in the gutter run. Also, check for water stains that may indicate joints that have worked loose and are leaking. Clean leaves and debris to be ready for spring and summer rains.
- 2 Roofing repairs:** If you suspect winter storms may have damaged your roof, it needs to be inspected. (If you're not comfortable with the height or steepness of your roof, hire a licensed roofing contractor for the inspection.) Look for missing or loose shingles, including ridge-cap shingles.
- 3 Check smoke detectors:** Daylight Savings Time snuck up early again this year, and that's usually the semi-annual reminder to check your smoke alarms. So if you haven't already done it, now's the time. Replace the batteries, clean the covers, and test the detector's operation before it's too late.

### CIR REALTY TIPS

#### Your First Showing May Not Really Be Your First Showing

Your first showing is long before the first potential buyers arrive at your doorstep: it's actually the moment your listing appears on the MLS. The photos of your house along with the pricing and listing description determine whether or not your house is considered good enough for an in-person look, or placed on the "do-not-see" list.

Your house needs to stand out from the competition and great photography can help with this. Ask your REALTOR® if they use a professional photographer, and look at photos of their other listings. Make sure the simple issues are addressed—no toilet seats up, no pets in the pictures, not blurry or poorly lit shots, etc...

Make sure your first showing allows a buyer to experience "love at first sight!"

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

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