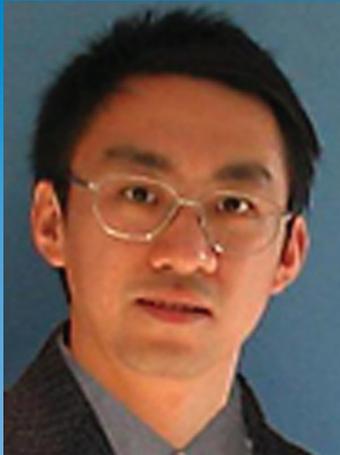




Preferred Client UPDATE

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®

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