



Preferred Client UPDATE

April · 2013

Working hard to keep you informed



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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

"Everyone who achieves success in a great venture, solves each problem as they came to it. They helped themselves. And they were helped through powers known and unknown to them at the time they set out on their voyage. They keep going regardless of the obstacles they met."

- W. Clement Stone



What's Happening in Calgary_(and area)...

Calgary, April 2, 2013 - According to CREB (referencing metro calgary stats only)... The inventory of active homes for sale in Calgary are the lowest March levels in more than five years. The decline in new listings hampered resale sales growth, which declined by more than two per cent in March compared to March 2012.

Active Listings as of April 1, 2013

	Count	Average Price	Ave. DOM
Single Family	4,633	\$623,065	66
Condominium	1,801	\$388,991	68
Combined Residential Active Listings	6,434		
Rural With Home	985	\$1,166,320	115
Rural Land	512	\$678,448	210
Total Rural	1,497		
Total MLS Active Listings	7,931		

Sales for March 2013

	Count	Average Price	Ave. DOM
Single Family	1,910	\$489,369	39
Condominium	709	\$318,282	44
Combined Residential Sales	2,619		
Rural With Home	71	\$769,128	106
Rural Land	12	\$632,291	142
Total Rural	83		
Total MLS Sales	2,702		

The Canadian Real Estate Association's Updated Housing Predictions

As of March 15, 2013 - National sales activity has held fairly stable after gearing down last August in the wake of changes to mortgage lending rules and guidelines. Supply is responding to lower demand, keeping the housing market in balanced territory and resulting in stable average prices. However, national housing market trends continue to mask some increasingly divergent regional trends.

Alberta and Manitoba are the only provinces where sales are expected to rise in 2013, albeit modestly. The percentage decline in sales in Saskatchewan, Ontario, Quebec, and Nova Scotia is forecast to exceed the national result this year. The percentage decline in sales in British Columbia, New Brunswick, and Newfoundland and Labrador is forecast to be less than the national result.

CIR REALTY TIPS

Condo Fees – What's Included?

Unit owners pay a monthly condo fee to cover their portion of the operating expenses of the common property. These fees may include:

- Day-to-day care and upkeep of the common property elements (e.g., snow removal, landscaping, cleaning of common elements including carpets, heating/cooling system maintenance)
- Property management fees
- Building repair and maintenance

- Salaries of condominium employees (e.g. superintendent, security guards, concierge);
- Amenities (e.g., pool, recreational facilities, party room)
- Utilities, where applicable
- The corporation's insurance policies
- Contributions to the reserve fund, which is used to pay for major repairs to, and replacement of, common building systems to ensure the condominium is kept in good repair

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