



# Preferred Client UPDATE

June · 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

*"To dream by night is to escape your life.*

*To dream by day is to make it happen."*

- Stephen Richards



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

**Calgary, June 3, 2013** - According to CREB (referencing metro Calgary stats only)... City of Calgary residential monthly sales improved over the previous year, mostly driven by increased demand in the condominium market.

### Active Listings as of June 3, 2013\*

	Count	Average Price	Ave. DOM
Single Family	5,476	\$630,159	64
Condominium	2,063	\$382,432	64
Combined Residential Active Listings	7,539		
Rural With Home	1,242	\$1,145,429	110
Rural Land	592	\$647,864	198
Total Rural	1,834		
Total MLS Active Listings	9,373		

### Sales for May 2013\*

	Count	Average Price	Ave. DOM
Single Family	2,311	\$491,225	39
Condominium	917	\$320,890	41
Combined Residential Sales	3,228		
Rural With Home	108	\$757,587	94
Rural Land	39	\$699,955	162
Total Rural	147		
Total MLS Sales	3,375		

\* All numbers gathered for the Listings and Sales stats are compiled from metro Calgary and rural southern Alberta areas

## 70% of What Keeps a Home from Selling

Did you know that 71% of the conditions that prevent a home from selling quickly and at list price, are conditions a seller can do something about, including—odor, clutter, décor, carpet and minor repair?

The **number one easy-to-fix problem** that sellers don't fix before showing a home is freshening up with new paint. The next largest segment was cleaning to sell, which is different than cleaning to live. And guess what the **number one condition** that prevents a home from selling quickly and at list price? You may have guessed it—household odors.

If you are considering selling your home, talk to your REALTOR® about simple solutions like the ones mentioned above to make sure your home sells quickly and for every penny it is worth!.

### CIR REALTY TIPS

## Three Factors That Affect Your Mortgage Application

**1. CREDIT** Credit is a huge factor in approving a mortgage. If you don't have good credit, you won't qualify for a conventional mortgage and the alternative can be costly. Before you apply, check your credit score and work on fixing it if you need to. Pay down credit cards, pay everything on time and don't open new credit. A score above 720 is optimal.

**2. EMPLOYMENT** A strong employment history shows stability and proves you have the means to pay the loan. Most lenders want to see you at the same job for two or more years.

**3. DOWN PAYMENT** By saving a large down payment, lenders see you as less of a risk. This shows financial responsibility by showing you can save money.

\* 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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