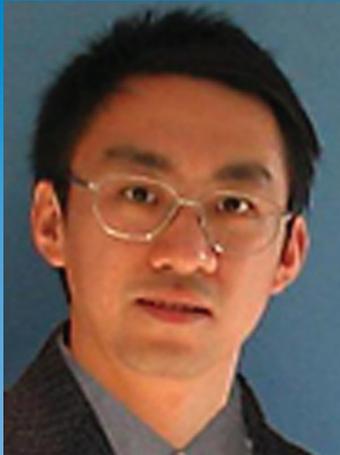




# Preferred Client UPDATE

Septembe · 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

*"Success is a decision, not a gift."*

- Steve Backley,  
The Champion in all of Us: 12 Rules for Success

LEADING REAL ESTATE  
COMPANIES OF THE WORLD

LUXURY  
PORT/OLIO  
INTERNATIONAL

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

**Calgary, September 3, 2013** - According to CREB (referencing metro Calgary stats only)... Residential sales within city limits totaled 2,196 units, an 27.5% increase over 2012 and 8.7% on a year-to-date basis.

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

	Count	Average Price	Ave. DOM
Single Family	4,740	\$630,900	74
Condominium	1,658	\$412,352	73
Combined Residential Active Listings	6,398		
Rural With Home	1,226	\$1,129,572	121
Rural Land	596	\$670,249	206
Total Rural	1,822		
Total MLS Active Listings	8,220		

### Sales for August 2013\*

	Count	Average Price	Ave. DOM
Single Family	2,021	\$484,801	42
Condominium	790	\$306,500	43
Combined Residential Sales	2,811		
Rural With Home	100	\$759,184	109
Rural Land	23	\$354,052	125
Total Rural	123		
Total MLS Sales	2,934		

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

## Your Home Maintenance Schedule

CMHC, the Canada Mortgage and Housing Corporation, offers a home maintenance calendar that provides a detailed list of the tasks to be performed every season; it can put a stop to the majority of the most common and costly problems **before** they occur. A variety of home components to be checked or replaced are included on the list. You can use this guide to inspect your home on a regular basis and develop an ongoing maintenance practice that will help you protect your investment. You can download and/or print the PDF guide at [www.cmhc.ca](http://www.cmhc.ca). To access the guide quickly, type the words "home maintenance" in the search box on the CMHC homepage and the first search result will be the Home Maintenance Schedule.

### CIR REALTY TIPS

#### Four Easy Ways to Get Your Home Sold Quickly and for Top Dollar

**MAKE REPAIRS:** When people are thinking about buying a house they are looking for reasons to rule it out and simple things like a leaky faucet or a missing floor tile can be a turn-off for buyers. Take the extra step and make these small repairs.

**STAGE YOUR HOME:** If you have fewer personal belongings, prospective owners can picture their own items in the home more easily. Bring in 'some' furniture to fill an empty room.

**KEEP IT CLEAN:** You never know when someone may stop by and want to see your home so keep it clean and tidy. Remove as much clutter as you can—this will help make the house look cleaner. Don't forget the outside too—keep your grass mowed and weeds out of flower beds.

**ONLINE PHOTOS:** The Internet is one of the first places buyers look for their new home. Attractive, high quality photos are crucial. The first image is very important to buyers using online search tools. They will either click on that home or skip it and move on.

\* 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™

Because a Great Experience Begins with a Great Agent.™

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