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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

"The secret of life, though, is to fall seven times and to get up eight times."

- Paulo Coelho, Alchemist

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

Calgary, December 2, 2013 - According to CREB (referencing metro Calgary stats only)... City residential sales totaled 1,730 units in November, a 19% increase in sales volume over the previous year.

Active Listings as of December 2, 2013*

	Count	Average Price	Ave. DOM
Single Family	3,774	\$661,981	81
Condominium	1,424	\$447,750	75
Combined Residential Active Listings	5,198		
Rural With Home	886	\$1,200,700	139
Rural Land	561	\$852,198	218
Total Rural	1,447		
Total MLS Active Listings	6,645		

Sales for November 2013*

	Count	Average Price	Ave. DOM
Single Family	1,536	\$494,194	46
Condominium	627	\$331,842	44
Combined Residential Sales	2,163		
Rural With Home	82	\$907,175	110
Rural Land	18	\$493,856	190
Total Rural	100		
Total MLS Sales	2,263		

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

Staging Tips for Selling During the Holidays

During this festive time of year, it may seem that no one is going to be looking at your listing, but the good news is that the few brave house-hunters who do venture out are serious about buying a house; stylish trimmings will make them want to ring in the new year in your home. *Try these tips to get buyers in the right spirit:*

- **CLEAN AND STAGE.** If your living room is already piled high with clutter, your ceramic reindeer collection is only going to add to the sense of overcrowding.
- **CREATE A COZY VIBE.** It's tempting to feel like you shouldn't decorate, but subtle touches like a bowl of pinecones can create a warm and festive feeling.
- **ACCENTUATE THE POSITIVE.** Too many trimmings may distract buyers, but the right accessories can draw attention to your home's best features. Dangle mistletoe in an arched doorway, or display your menorah on the ledge of a bay window.
- **GO LIGHT ON LIGHTS.** Tone down any light displays while your home is on the market. Instead, use simple string lighting to play up your home's architecture or draw attention to the gorgeous fir tree in your front yard.!

CIR REALTY TIPS

Recycle Your Christmas Tree

Each January The City of Calgary collects real Christmas trees from homes that receive black cart garbage collection. Temporary drop-off locations are also available.

Remove all decorations, tinsel, plastic and string before placing your tree out for collection. The trees are diverted from the landfill and turned into mulch. Visit the City of Calgary website or contact 311 to learn more about the **Christmas Tree Recycling Program.**

Need some mulch? It is available for residential use at the East Calgary Landfill, free of charge while quantities last!

* 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™