



# Preferred Client update

MAR 2012

Working hard to keep you informed



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### Call Now for a Free Market Evaluation

*My goal is to meet all of your real estate needs. I look forward to hearing from you as I am happy to answer ANY questions you may have.*

*Inspiration of the Month*

*"You attract more money by creating more value."  
- Anonymous*

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

**Calgary, March 1, 2012** - Sales activity improved across all residential sectors this month compared to a year ago, according to CREB® data released today. Calgary and area sales growth pushed February total residential activity up by 11.6% compared Feb 2011, mainly due to increased activity in the surrounding towns.

### Active Listings as of March 1, 2012

	Count	Average Price	Ave. DOM
Single Family	5,065	\$540,881	74
Condominium	2,184	\$319,461	73
<b>Combined Residential Active Listings</b>	<b>7,249</b>		
Rural With Home	924	\$1,116,696	131
Rural Land	5519	\$682,856	245
<b>Total Rural</b>	<b>1,443</b>		
<b>Total MLS Active Listings</b>	<b>8,692</b>		

### Sales for February 2012

	Count	Average Price	Ave. DOM
Single Family	1,571	\$447,550	54
Condominium	531	\$286,391	55
<b>Combined Residential Sales</b>	<b>2,102</b>		
Rural With Home	69	\$804,739	105
Rural Land	16	\$521,312	145
<b>Total Rural</b>	<b>85</b>		
<b>Total MLS Sales</b>	<b>2,187</b>		

## Thinking of selling? Do this first & make more on your sale later

As the spring season falls upon us, so does the real estate industry's busiest time of year. If you are thinking of selling your home in the next few months, here are some important steps you are going to want to take before you list for sale.

**Paint the interior** - Most buyers appreciate a good fresh coat of paint and this will help enhance your properties value. It will also help brighten your rooms giving a new clean appearance.

**Have Your Carpets Cleaned!** - It's a good idea to have your carpets cleaned or your hardwood floors polished or waxed. This is normally not too expensive and can usually add a lot of appeal to potential buyers.

**Pick Up Any Outside Debris, Trash or Clutter** - Should your property have unwanted clutter at the initial greeting to consumers when your property is shown, it will not help in the marketing and

selling of your home. A few hard hours of raking cleaning and picking up odds and ends could add "thousands" to the sales price of your home.

**Paint the outside** - Curb appeal is important and there is nothing worse for real estate professional to try and market a home that has peeling paint or is in desperate need of painting

**Reduce Extras & Odds-n-Ends From Your Home!** - Rooms with too much furniture or decorations can often detract from the showing of your home. Usually too much décor can make the rooms look smaller and hurt your chances of selling your home.

### CIR REALTY TIPS

#### Should You Get a Home Inspection in Competing Offers?

A home inspection is very important. Purchasing a home is one of the largest purchases a person will ever make, but few buyers are experienced in building construction—overlooking a serious problem could result in costly problems later on.

If two offers are almost identical in competing offers, the seller is more likely to accept the offer with no conditions, possibly putting you at a disadvantage. Some buyers will choose to forgo the home inspection condition. If you are already paying top dollar in a multiple offer situation do you really want to move in and find a \$10,000 water leak, or other large repair?

*Your REALTOR® will guide you, but ultimately it is your decision to make.*

\* Not intended to solicit buyers or sellers currently under contract. If you do not wish to receive this publication, please contact the writer to be removed from the mail list. Thank you, CIR REALTY®

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