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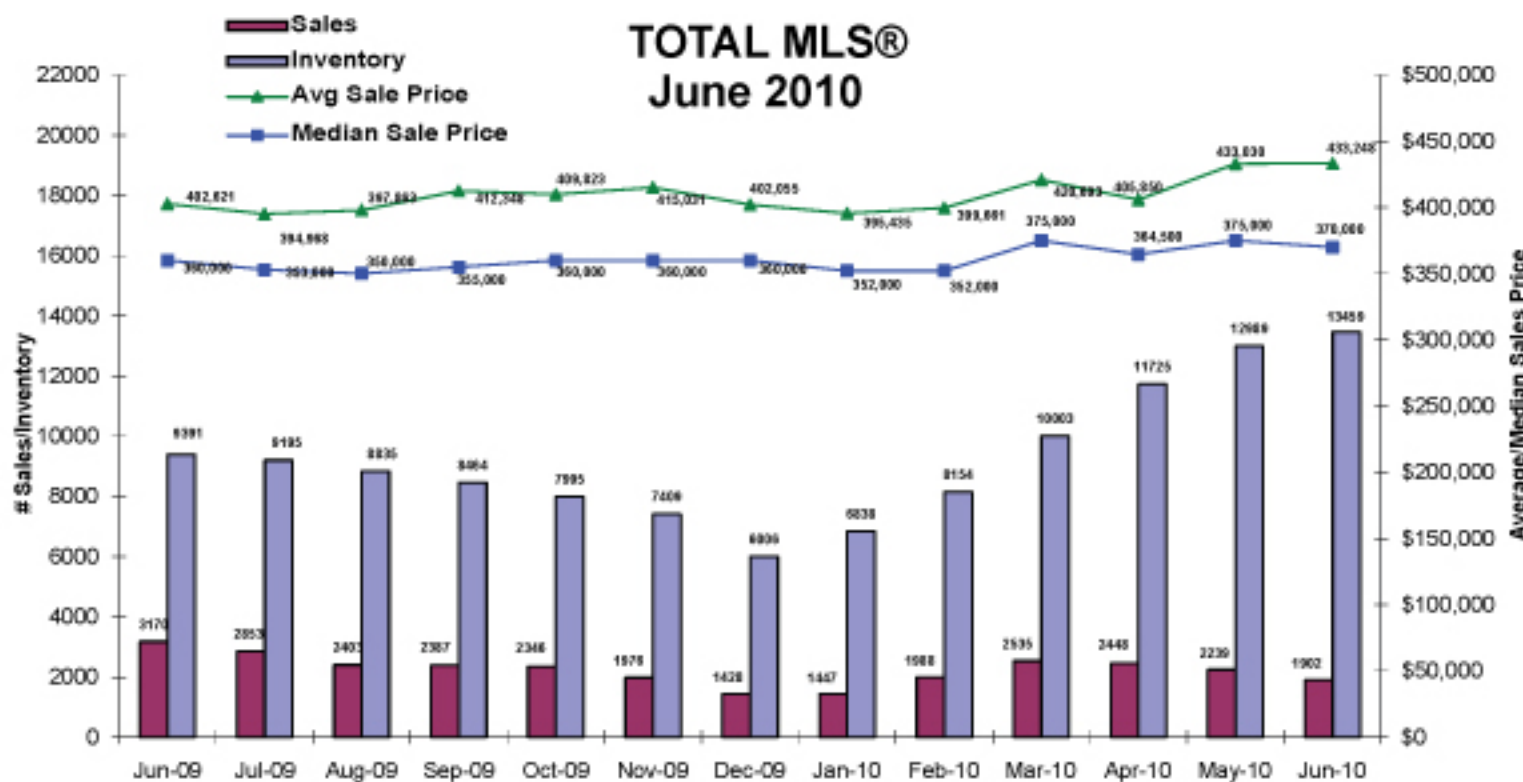
## FIRST-TIME HOMEBUYERS RETREAT AS LUXURY BUYERS ADVANCE Mortgage trends cool Calgary home sales

Calgary, July 2, 2010 – Calgary home sales continued to show a marked year-over-year decline in the month of June, according to figures released today by the Calgary Real Estate Board (CREB®).

The number of single family homes sold in June 2010 in the city of Calgary was down 42 per cent from the same time a year ago, and condominium sales saw a decrease of 40 per cent from the same time a year ago. June 2010 saw 1,061 single family homes sold in the city of Calgary. This is a decrease of 16 per cent from 1,262 sales in May 2010. In June 2009, single family home sales totaled 1,837. The number of condominium sales for the month of June 2010 was 445. This was a decrease of 14 per cent from the 518 condominium transactions recorded in May 2010. In June 2009, condominium sales were 738. Conversely, sales of million-dollar-plus properties jumped by nearly 42 per cent year-to-date until the end of June, compared with the same period a year ago.

"We are seeing continued moderation in Calgary's home sales in the face of higher mortgage rates, increased inventory levels and a decreasing number of first-time homebuyers entering the market," says Diane Scott, president of CREB®. "Our sales trends in June reflect much of what we saw in May. Changes to mortgage rules meant a good portion of homebuyers wanted to get in before the new regulations took effect in April. This, along with rising interest rates on the horizon, pulled forward sales we might have expected in May and June."

The average price of a single family home in the city of Calgary in June 2010 was \$481,964, showing no significant change from May 2010, when the average price was \$483,240, and showing an increase of 8 per cent from June 2009, when the average price was \$447,142. The average price of a condominium in the city of Calgary was \$292,238, showing a 4 per cent decrease from May 2010, when the average price was \$304,662 and a 2 per cent increase over last year, when the average price was \$285,595. Average price information can be useful in establishing trends over time, but does not indicate actual prices in centres comprised of widely divergent neighbourhoods, or account for price differentials between geographical areas.



For more information, visit [www.creb.com](http://www.creb.com)

## COOL DRINKS FOR HOT DAYS

### TEA FOR EVERYONE!!

The swimming pools are full, the sun is blazing and the mercury is rising fast. You know you need plenty of fluids especially during this kind of weather, but water can get a bit ho-hum -- and you want to avoid the artificial colors additives of commercial drinks. So make hydrating fun with great-tasting beverages like iced tea, lemonade and other natural summertime drinks!

Although certain aspects of the history of iced tea may be in dispute, there is no doubt about the beverage's popularity. Tea is the most widely consumed beverage in the world next to water, with North Americans consuming over 2.25 billion gallons of it last year -- and about 85% of that 2.25 billion gallons was iced tea.

Iced tea is not only refreshing, this classic summer drink is a healthy choice. Virtually calorie-free, it has no sodium, fat or sugar and contains valuable antioxidants. Scientific studies have identified many health benefits associated with drinking tea, especially green tea.



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"The one market that seems to be bucking this moderating trend is the luxury or higher-end market," notes Scott. "Calgary home sales continue to shift to higher price points. This has resulted in our average price holding firm. Homes in the higher price range have performed well and account for a larger portion of sales as move-up buyers enter the market. In the first six months of this year, 187 single-family homes in the city of Calgary sold for \$1 million or more, compared with 132 in 2009."

The median price of a single family home in the city of Calgary for June 2010 was \$418,900, showing no significant change from May 2010, when the median price was \$420,000, and a 5 per cent increase from June 2009, when the median price was \$399,000. The median price of a condominium in June 2010 was \$269,900, showing a 4 per cent decrease from May 2010, when the median was \$279,900. That's up 2 per cent from June 2009, when the median price was \$265,500.

All city of Calgary MLS® statistics include properties listed and sold only within Calgary's city limits. The median price is the price that is midway between the least expensive and most expensive home sold in an area during a given period of time. During that time, half the buyers bought homes that cost more than the median price and half bought homes for less than the median price.

Single family listings in the city of Calgary added for the month of June totaled 2,733, a decrease of 8 per cent from May 2010 when 2,966 new listings were added, and showing an increase of 22 per cent from June 2009, when 2,244 new listings came to the market. Condominium new listings in the city of Calgary added for June 2010 were 1,084, down 11 per cent from May 2010, when the MLS® saw 1,221 condo listings coming to the market. This is an increase of 17 per cent from June 2009, when new condominium listings added were 927.

"We had an impressive housing recovery in the late spring and summer of 2009. As expected this rate of recovery will moderate in the latter half of 2010 in the face of rising mortgage rates and slowing demand—keeping Calgary's housing market in balance," says Scott. "Nonetheless the economic outlook for Calgary and for Canada remains upbeat and should ensure consumer confidence remains in positive territory for the balance of 2010," adds Scott.

CREB® is a professional body of 5,530 licensed brokers and registered associates, representing 246 member offices and is dedicated to enhancing the value, integrity and expertise of its REALTOR® members. REALTORS® are committed to a high standard of professional conduct, ongoing education, and a strict Code of Ethics and Standards of Business Practice.

# 10 Things you should know before Buying a Home

### 1. Don't buy if you can't stay put.

If you can't commit to remaining in one place for at least a few years, then owning is probably not for you, at least not yet.

### 2. Start by shoring up your credit.

A few months before you start house hunting, get copies of your credit report. Make sure the facts are correct, and fix any problems you discover.

### 3. Aim for a home you can really afford.

The rule of thumb is that you can buy housing that runs about two-and-one-half times your annual salary.

### 4. Don't worry if you can't put down the usual 20 percent.

There are a variety of public and private lenders who, if you qualify, offer low-interest mortgages that require a down payment as small as 3 percent of the purchase price.

### 5. Buy in a district with good schools.

In most areas, this advice applies even if you don't have school-age children. Reason: When it comes time to sell, you'll learn that strong school districts are a top priority for many home buyers, thus helping to boost property values.

### 6. Use your Realtor.

Using the services of a professional REALTOR® can help consumers take full advantage of real estate opportunities while reducing their risks when buying or selling real estate.

### 7. Short or long term.

When picking a mortgage in these times of fluctuating interest rates, you will need to choose carefully between a short, longer term or variable mortgage. Your mortgages specialist will help you determine between your risk factor, potential savings and the flow of the markets money supply both short and long-term.

### 8. Before house hunting, get pre-approved.

Getting pre-approved will you save yourself the grief of looking at houses you can't afford and put you in a better position to make a serious offer when you do find the right house.

### 9. Do your homework before bidding.

Your opening bid should be based on the sales trend of similar homes in the neighborhood. So before making it, consider sales of similar homes in the last three months. This is where your Realtor comes in, ask me how I can help.

### 10. Hire a home inspector.

You should hire your own home inspector, preferably an engineer with experience in doing home surveys in the area where you are buying. His or her job will be to point out potential problems that could require costly repairs down the road.



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