



JANET RATHBUN



SHERI BROWN



JENNY MATCHES

# Home Team



## GET THE HOME TEAM ADVANTAGE



Performance Realty Ltd.

www.advantagehometeam.ca

## REAL ESTATE NEWS & VIEWS

FALL 2009

### For Our Friends & Clients ...

After taking a tumble, home prices appear to have regained much of their losses.

Over the summer we've seen a lot more activity - more homes selling faster - and a real strengthening of price and confidence.

Buyers are still a bit cautious so sharp pricing is very important for a quick sale.

The end-August median price for detached homes sold in the Fraser Valley - \$510,000 - is exactly the same as the one-year-ago number.

Residential property sales in the Valley increased by 96% in August 2009 compared to August a year ago (1786 sales, up from 910 in '08).

In our more balanced market today, the total number of active listings at the end of August was 8987, down 24% from August last year.

We're happy to see the market back - and we believe it will continue. See our Economic Forecast on the back page for some of the reasons for our confidence.

*Janet, Sheri & Jenny*



*the Advantage Home Team*

Statistics from Fraser Valley Real Estate Board

### Easy Energy Saving

1. Lower the thermostat when there's no one home.
2. Wash clothes in cold water.
3. Replace old light bulbs with compact fluorescents.
4. Turn down the hot water temperature.
5. Use low-flow shower heads and faucet aerators.



*Saving energy is great for the planet, your pocketbook and your peace-of-mind !*

Source: Light House Sustainable Building Centre

### HST Costs



The HST will add as much as \$6,000 to the cost of purchasing a "typical" Fraser Valley new house.

For resale homes, the costs will also increase: the tax will add 7% to services associated with a sale: Realtor® fees, home inspections, transfer fees, etc.

And even if you're not buying or selling, taxes on services such as gardening, landscaping, repairs, and utilities will all go up by 7% next year.

**INVESTOR ALERT:** New construction is down, rental vacancies very low, interest rates favourable and prices rebounding. This could be a great time to invest.

**We can help you make the right choices.**



## Economic Forecast

Here are some economic trends and indicators that we believe will affect demand – and prices – for housing in our area in the next year:

- Net migration into Canada in 2009 is expected to be about 250,000, of which over 60,000 new people will settle in BC.
- New home construction continues to trend down significantly from last year.
- The gap between new home prices and resale home prices will persist, dampening demand for new homes and reducing housing starts.
- BC homeowners will spend about \$6.4 Billion on home renovations in 2009, rising to about \$7 Billion in 2010.
- Rental vacancy rates in Greater Vancouver will climb only slightly, from 0.5% last year to a still-low 1.5% in 2010; vacancies in the Abbotsford metropolitan area are higher, at 5% this year, dropping to 4.5% in 2010.
- Mortgage rates should be relatively stable for at least a few months, then gradually increase next year; posted rates in 2010 are expected to be in the 4.0-5.25% range for a one-year term, and 5.5-6.75% for a five-year term.

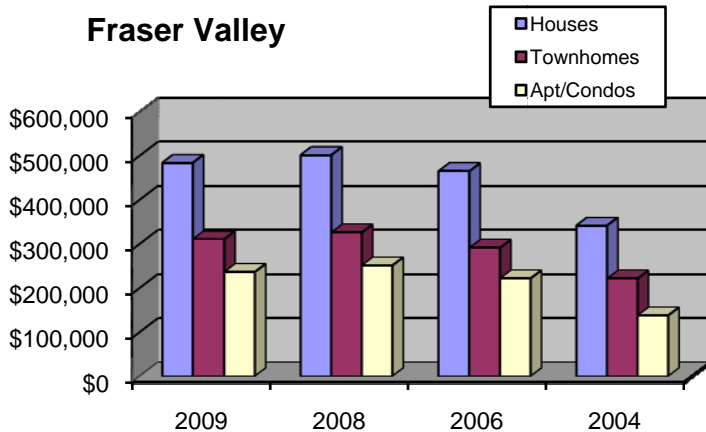


Source: Canada Mortgage & Housing Corp.

### Home Sales – August Stats

### Mortgage Rates – Sept. 8/09

#### Fraser Valley



Source: Fraser Valley Real Estate Board  
Benchmark Price: Estimated sale price of a "typical" property.

The Bank of Canada is committed to a 0.25% Overnight Rate through at least mid-2010 unless inflationary pressures warrant an increase.

Term	Posted Rate	Best Rate
1 Year	3.75%	2.55%
3 Year	4.65%	3.39%
5 Year	5.85%	4.14%
Prime		2.25%

Some lenders will advance mortgage money against the full value of a home PLUS the value of renos or upgrades. So you can buy a fixer-upper and immediately get to work increasing its value.

We can help you find a good mortgage broker to help you sort out the details.

check out our terrific website

at [www.advantagehometeam.ca](http://www.advantagehometeam.ca)

for great real estate tips & listing details



- Google Map
- Open House Schedules
- Virtual Tours
- Pictures
- Real Estate Info
- Video Tours
- Interactive Space Planner