

IN THIS ISSUE:



Wow, how was that for a ride!!

Not even the best Hollywood writer could have scripted the last year. Can you imagine, almost a year to the date, I sat here and wrote my January letter, watching the *Inauguration of Barack Obama*, snow was knee high (waist for me), uncertainty was everything and everywhere, doom & gloom ruled the tube, oh did I say the world was coming to an end. Not only was everyone cold from the unusually cold winter, the housing market was hardest hit as buyers and sellers froze in fear of whatever bad news lurked around the corner.

Fast forward to today and it's as though we had a bad dream. After beginning the year at near record low sales levels, buyers' confidence in the Greater Vancouver housing market quickly returned, allowing for significant and sustained increases in the number of residential property sales for much of 2009. ***"Low interest rates, an economy emerging from recession and continuing to improve, and consumer confidence led to the resurgence experienced in the Greater Vancouver housing market in 2009," Scott Russell, REBGV president said. "Home sales neared or passed monthly records in Greater Vancouver throughout the latter half of 2009. In fact, last month's home sales rank as the third highest selling December in the 90-year history of our organization."***

So where do we go from here? Is this market momentum sustainable? Will history repeat itself, if you can remember what happened to the market here after Expo '86. My thoughts are that we will continue to experience this positive momentum going into a traditionally strong Spring market. Interest rates are still at very low levels and as we come out of this recession, market confidence will only increase, pulling all sectors of the market with it. The spread between the higher end and lower end market is still off kilter, making for a great opportunity to upgrade to that dream home!

So, from my family to yours, we wish you a Healthy & Happy 2010 and don't forget to take in the Olympics as this will truly be a once in a lifetime local event for the greatest city in the world!

And finally, to all of you who have referred your family and friends to me, thank you for placing your trust in me. The greatest compliment to me is a referral. If you know of anyone looking to buy or sell or have any real estate questions, I would love the opportunity to put my 25 years of experience to work for you.



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This mailer is not intended to solicit already listed properties.