

IN THIS ISSUE:



“Funny thing happened on the way to the office...”

So as I sit here and ponder what to write this time, I think to myself, what has happened here? If you recall back in January I wrote, **“Is the glass half empty or half full?”**. The real estate market was really in bad shape, prices were falling and sales were down dramatically! Then in March I wrote, **“It is what it is”**. Signs of a recovery were starting to appear with sales up 40% from the January doldrums. With all the Government Stimulus and Tax Credits in place, interest rates free falling, did someone finally turn the switch back on? Then in May I wrote, **“Recovery, what recovery, or is it?”** Sales were up across the board dramatically, month over month & year over year and everything was showing positive signs including the stock market.

So here we are in July. The Real Estate Board reports **“Market conditions drive strong June housing sales. The combination of lower interest rates and more affordable housing prices has helped propel Greater Vancouver home sale numbers to the second all-time highest total for the month of June”**. Sales across the board were up a whopping 75.6% from June of 2008, just shy of the record set in June 2005. More importantly, listing numbers were down 17.9% from June of last year, so has the tide shifted again? Just go out for a drive and you’ll notice all the SOLD signs. New homes in the 2 million dollar range, which have been sitting forever, all SOLD! I’m not sure where all these buyers are coming from, but I’m sure the domino effect has something to do with it. Remember back in March I said **“what a great opportunity to upgrade to that dream home”**

So here we are, kids are out of school, lazy summer days are upon us, golf courses are green, and the lakes are warm and waiting to be re-acquainted. Yes, the last 8 months have been quite a ride but after being in this business for so long, you become accustomed to it all.

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 earn that business.

P.S. Take the time to smell the flowers because that thing they call rain will be here before we know it!!



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This mailer is not intended to solicit already listed properties.