

IN THIS ISSUE:



“It is what it is”

Lately it seems to be the phrase of the times. Think about it, how many times a day do you hear someone say *“it is what it is”*.

Well, it's now been over 5 months of these so called “interesting times” and interesting they are indeed. So what has changed? Are sales down? Absolutely. Have prices dropped? Definitely. Does any of this really matter? In my opinion, not really but that's just me. Has the market started to show signs of a somewhat recovery? Sales are up approx 40% from the January doldrums! Remember from my last letter that we cannot sustain record years forever. Nor can a market such as ours in one of the most desirable cities in the world stay down for long as well. Is it a great time to buy? What I can tell you is this. Interest rates have not been this low since WW2 (maybe longer). With the prime rate down to 2.5% and the overnight bank rate down to .5% (yes that's right, .5%) how much further can they go*. I can assure you that there is no such thing as a free lunch nor an interest free mortgage. Also, the gap between the higher end homes and the median priced homes has narrowed substantially, making this a great opportunity to upgrade to that dream home coupled with record low rates!

** All rates courtesy of Bob Richardson, Mortgage Specialist, RBC, 604 220-5329.*

And least I mention all the Government's help from the last budget.

Temporary Home Renovation Tax Credit.

This will allow taxpayers to claim a 15% credit on eligible renovation expenses costing between \$1000 and \$10,000. This temporary tax break is worth up to a max of \$1350.

Increasing Withdrawal Limits under the Home Buyers Plan.

Increased RRSP Withdrawal Limit up to \$25,000 per individual for eligible first time home buyers. Two buyers purchasing jointly can now use \$50,000 of RRSP with sufficient funds.

First Time Homebuyers Tax Credit.

This program provides up to \$750 for costs associated with first time purchase costs including legal fees and land transfer fees.

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.

Just remember that *“it is what it is”*



Cosmo Valente
Sales Associate
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This mailer is not intended to solicit already listed properties.