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### *The Headlines are Dancing, are you confused?*

Just the other day I was writing my last letter, sitting on the patio enjoying the summer days of August...not quite the same today as I sit by the fireplace wondering, *where did the summer go?* I guess we turn our thoughts from lakes and beaches to mountains and fireplaces and Christmas! Can't believe I just said that, mind you it's been Christmas at Walmart and Costco since August! So lately the big question I get is "*How's the Market?*" Well that depends on the headline of the day. Here are some of the most recent headlines I read from the most respected and popular newspapers:

**"House prices on healthy rise: Royal LePage"** **"Canadian housing sales rise for second-straight month"**  
**"B.C. real estate sales beat previous month in September"** **"Real-estate market cools as HST bites into Vancouver prices"** **"Vancouver home prices increasing; but sales slower than 2009"** **"Housing market levelling out: RE/MAX"** **"Home sales slide by more than one-third over last year"**  
**"House sales, prices dip"** **"House price growth expected City"** **"Foreign buyers drive luxury real estate in Vancouver"** **"Vancouver's Real Estate Bubble Trouble"** **"Real Estate Market Tanks"**  
**"Has the Bubble Burst?"**

So has the market shown signs of a recovery? Absolutely. Have prices come down? Maybe. I have seen homes that were on the market forever that now have sold, just look at the sold signs as you drive around. Are sales down from last year? Approx. 40% but keep in mind that 2009 was an incredibly record year and even if sales were up dramatically, they would still be down from the 2009 benchmark! **Welcome to a normal and stable market!**

**"We saw signs of more stability in our marketplace last month than we have seen since Spring based on a variety of indicators that we look at each month. "At 56 days, it took, on average, three days less to sell a home in our region compared to August. This is the first month over month decline we've seen in this category since April. Sales of detached properties in September 2010 decreased 39.1% from sales recorded in September 2009, and a 58.6% increase from September 2008", reports the REBGV.**



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This mailer is not intended to solicit already listed properties.