

IN THIS ISSUE:



### ***Predictions and Predicaments!!***

So you heard it here first, Cosmo's 2011 Predictions and Predicaments.

The real estate market picks up steam but will remain extremely average. Gordon Campbell will not be premier, nor will Carol James. We will have one last nasty snow storm, followed by torrential rain, and yes the Vancouver Canucks win the Stanley Cup, maybe. By the time you read this, you've probably forgotten about any resolution, but don't feel so bad, so has everybody else, including me!

So just how hot is this market. One of my colleagues had a first open on the weekend where over 350 parties went thru. It was so busy the neighbour called the cops to deal with all the cars on the street. Ultimately he received 38 offers and sold it for \$150,000 over asking! So ironic that the last time I wrote I introduced **Mrs. Balanced Market**. So what is driving this market is the question and again is it sustainable? All my indicators tell me that the mainland Chinese are big buyers, starting in Richmond, Vancouver's Westside and then the domino effect takes over and the Lower Mainland is hot as well. To complicate matters, the mortgage rules have changed again making it a bit more difficult for the first time buyer to qualify so now they're in the game before changes take effect in March. Its hard to say whether this is sustainable nor will we know until the Spring whether this is a blip or the start of another great run in the most beautiful city in the world! **Mr. Sellers Market** may have came back for a visit, whether he sticks around for a while is yet to be determined.

So it's now official, after much resistance I am now on Facebook, LinkedIn and soon to be on Twitter. Yes, I have finally embraced all this new technology to not only help myself but to service my younger clientele who don't know how to pick up a phone. So please check out my Facebook page for all the latest news as well as to just say hello and yes I am always looking for new friends.

In an effort to streamline my business practice as well as save a tree one page at a time, these letters are also going to be available via email. If you prefer to receive via email, please send me your preferred email address and I'll make sure your added to the list.

Finally a warm thank you for all your referrals. Its this that makes my job so much more enjoyable and is the greatest compliment. So whether your buying, selling or looking for friendly advise, please don't hesitate to put my 26 years of experience to work for you.



**Cosmo Valente**  
Sales Associate  
RE/MAX Crest Realty

This mailer is not intended to solicit already listed properties.