



TAKING THE STRESS OUT OF BUYING OR SELLING YOUR HOME!

Keith Ferguson

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February 2012 Newsletter



JAN 2012 shows Increased Activity in Victoria Real Estate Market

While the average price for a single family home in Greater Victoria softened slightly (3.62%) in January 2012 when compared to January 2011, sales over the same period have increased by 9.4%.

"These numbers definitely match what we have been hearing from our Members," says Carol Crabb, President of the Victoria Real Estate Board. "Showings have increased, sales are slowly increasing and there is a sense of optimism among area REALTORS®.

"Buyers are still price sensitive and very aware of the market values of homes. Sellers need to be aware that average prices trending up or down may not apply to their market area. They should consult with REALTORS® regarding prices in their own neighbourhood communities." "The number of active listings continues to decrease from a high of 5,094 in July 2011, creating more balance in the market. When supply exceeds demand, buyers can afford to be choosier and wait for the right house, at the right price." "That said, buyers seem to be tired of all the doom and gloom stories about the global economy," Crabb adds. "Interest rates are good and they are keeping our Members busy with showings."

Mortgage rates February 1, 2012

Term	Posted rates	Best rates
Variable 5 yr close	Prime	P-0.20%
1 year	3.50%	*2.74%
3 year	3.95%	*2.89%
5 year	5.14%	*2.99%
7 year	6.35%	3.99%
Today's Prime :		3.00%



Data Release:

Canadian housing market ends year with a whimper

January 16, 2012

- Canadian existing home sales increased for the fourth consecutive month, rising by 1.8% in December on a seasonally-adjusted basis. Home sales have been on an upward trend since last May and have risen by 8.4% since then. On a year-over-year basis, sales were up by 4.6%.
- The gain in sales was broad-based, with 7 of 10 provinces recording advances on a month-over-month basis.
- The average home price fell by 0.9% month-over-month in December to \$358,500, after a downwardly revised 0.2% decline in November. Average prices edged up by 0.9% year-over-year in December, but have been falling since early last year and are now down by almost 3.0% since April.
- In the Greater Vancouver Area, sales and prices fell by a seasonally-adjusted 4.1% and 2.0%, respectively, in December. Activity in the Vancouver area has essentially mirrored the national market as prices have fallen by 10% since April, while sales are down by more than 28% since February.
- This is in contrast to the Greater Toronto Area, where sales rose by 1.8% in December and prices fell by 2.4%. Up to this point, the Toronto area had avoided much of the softening that has hit the broader Canadian housing market. GTA sales have consistently gained since the middle of 2010 and are now up by 36% since July 2010, while prices have been mostly flat since April.

REFERRALS ARE THE "FOUNDATION" OF MY BUSINESS. (PLEASE KEEP ME IN MIND FOR YOUR NEXT REFERRAL.)

contact us!

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Put Your Heart Into It
February is Heart Month

The Heart & Stroke Foundation of Canada has proclaimed February to be more than just a heart-shaped, one day holiday—it should be an entire month devoted to doing something better for yourself to prevent heart disease or stroke.

We are all at risk.

Heart disease and stroke truly affect us all. Today, nine in 10 Canadians have at least one factor. No one is immune to the threat.

- * Younger people are facing obesity, high blood pressure and diabetes—putting them at risk of early heart disease.
* New Groups are facing a heightened risk of heart disease, such as the Boomers, our Aboriginal peoples and some of Canada’s fastest growing ethno-cultural communities.
* More Women are dying from heart disease and stroke every year than all forms of cancer combined—with young Canadian women being increasingly vulnerable due to lifestyle choices such as inactivity, unhealthy weight and smoking.

TOGETHER, we can change our future.

It is never too late to change your lifestyle. Walk, exercise, eat healthy and avoid smoking.

Take a Look at our Listings:

- MLS# 301369 921 Lilmac Rd 3bdm 4bth 3154 sq ft \$649,900
MLS# 302713 613 Amble Pl 3bdm 4bth 2686 sq ft \$519,900
MLS# 301450 2118 James White Blvd 2bdm 1bth 895 sq ft \$407,900
MLS# 303097 362 Pooley Pl 3bdm 2bth 1453 sq ft \$429,900
MLS# 300280 1179 Gait Ln 4bdm 3bth 2600 sq ft \$799,900
MLS# 303736 1607-647 Michigan St Bach suite 1bth 460sqft \$147,900

Recent Sales:

- * 1679 Donnelly Ave *Pending
* 2013 Govenlock *Pending
* 636 Granderson *SOLD
* 600 Amble Place *Pending
* 2581 Kinnoul Cres. *SOLD
* 2482 Mill Bay Rd. *SOLD
* 2482 Mill Hill *Pending

Call Keith to view any of the properties listed!

250-744-3301



Keith's Corner

Talk about us! Tell your Friends! Win some CASH!

It's Simple:

- * Refer a friend/colleague/family member to Keith
* We do business and you could win CASH toward a holiday of YOUR choice!
* The More referrals, the More chances you get!

CONGRATULATIONS!

Our latest REFERRAL WINNER : Glen Poffenroth

Glen will be putting his winnings towards a vacation of his choice!



Keith Ferguson-RealEstate



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