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Your Dedicated CIR REALTY Real Estate Representative

## HOME OWNER TIPS OF THE MONTH



### Selling your home during the holidays. Should you decorate?

A lot of clients trying to sell during the holidays ask the question, "Can I put my tree up? Can I decorate?" **The answer is, Yes!** Just be mindful of a few things when you do it.

- 1. Don't overdo it.** Less is definitely more at this time of year. You want to give a cozy holiday feel, but too much can overwhelm a potential buyer and they can't picture what the house looks like the rest of the year.
- 2. Make sure anything you put out is in good repair.** If you put up Christmas lights make sure they all work and that they are hung neatly. If the wind blows some lights around, make sure you get up there and fix that.
- 3. If your home is open concept, make sure you're not blocking any views.** Also make sure that people can still move freely around your home, don't make it an obstacle course.
- 4. Make sure that none of your decorations are covering up or hiding key architectural features (fireplaces, built-in's, etc...).**

A decorated home at this time of year can really make your home feel inviting if you keep these things in mind. ■

## Selling in the Winter has Big Advantages!

According to an article published by the Redfin Research Centre, listing your home during the winter months can have some major perks!

Redfin analyzed homes listed from March 22, 2011 through March 21, 2013, and found that those listed in winter have a nine percentage point greater likelihood of selling, sell a week faster, and sell for 1.2 percentage points more relative to list price than homes listed in any other season!

The data contradicts the popular sentiment that selling a home during winter is more difficult because there are fewer people looking to buy. Further, the advantage of selling a home in winter holds true in temperate climates as well as those with harsh winters. In each of the 19 markets analyzed in this report, home sellers were better off listing their homes in the winter than during any other season.

For more information, visit [www.redfin.com](http://www.redfin.com) ■

## Market Stats

**DEC 1, 2014 - ACCORDING TO CREB**  
 (referencing metro Calgary stats only)...Price growth slows in Calgary. **Improving inventories help ease price growth pressure.** Calgary's residential resale housing market posted relatively strong November activity reaching 1,782 units, a 3% increase over the previous year, and nearly 13% above long term averages.

	ACTIVE LISTINGS as of Dec 1, 2014*		SALES for November 2014*		
	COUNT		AVERAGE PRICE	AVERAGE DOM	
Single Family	4685	// 1588	\$795,670	// \$534,141	86 // 44
Condominium	2008	// 734	\$455,886	// \$331,357	66 // 41
Combined	6693	// 2322			
Rural with Home	88	// 6	\$326,426	// \$175,371	249 // 175
Rural Land	496	// 15	\$1,070,481	// \$491,028	225 // 119
Total Rural	584	// 21			
<b>Total MLS</b>	<b>7277</b>	<b>// 2343</b>			

\* All numbers gathered for the Listings and Sales stats are compiled from metro Calgary and rural southern Alberta areas



### CALL NOW for A FREE MARKET EVALUATION

At CIR REALTY meeting all of your real estate needs is our goal.

We look forward to hearing from you as we are happy to answer any questions you may have.