

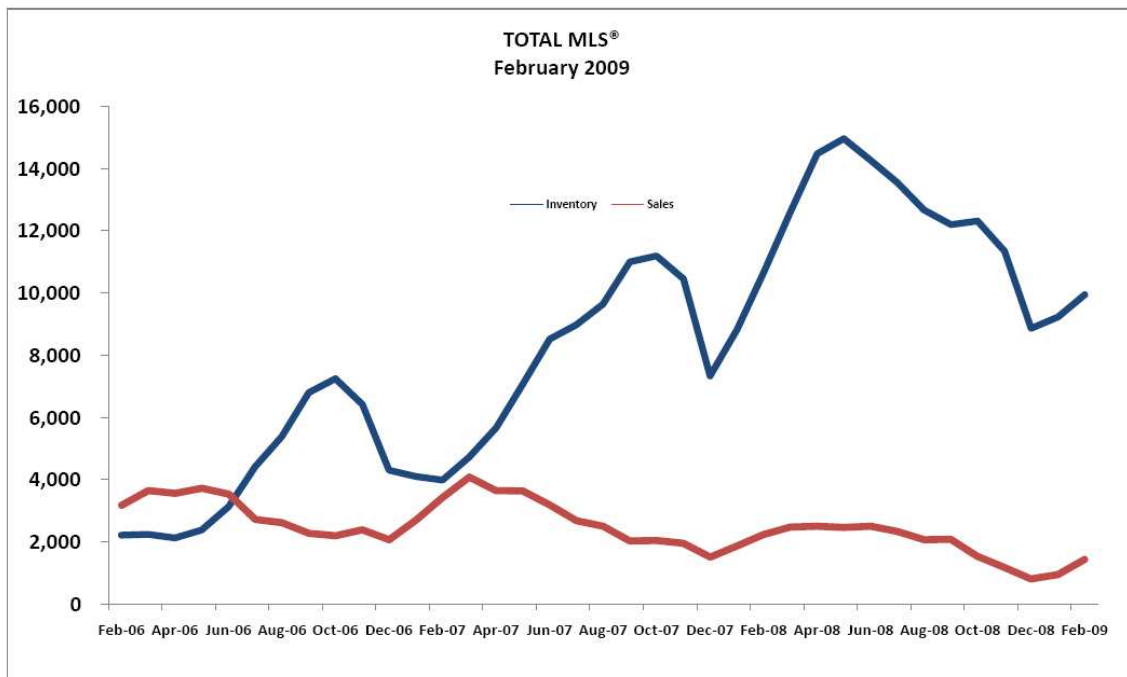
March, 2009

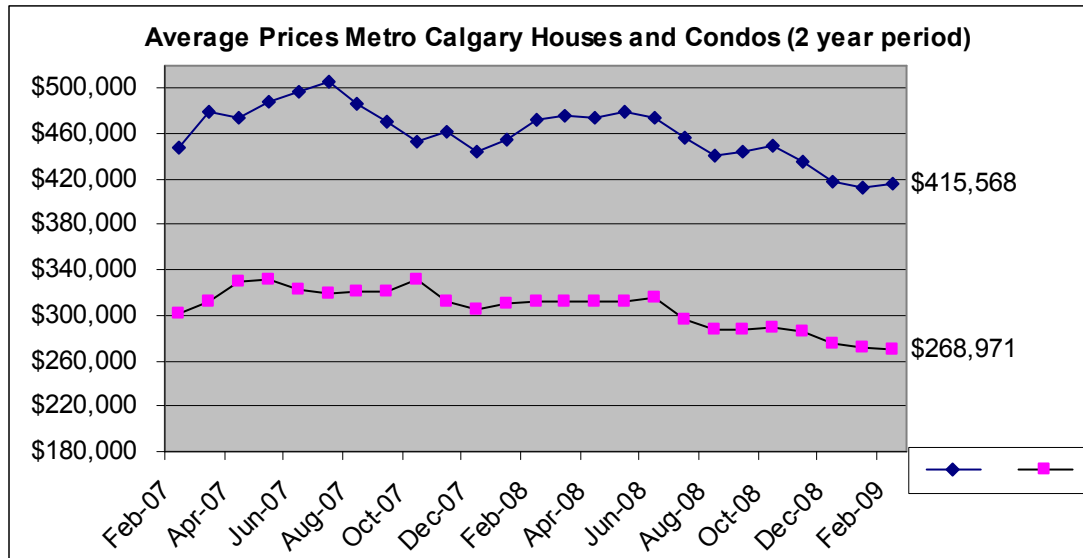
These certainly are interesting times! As a home owner I am sure you are wondering how the Calgary housing market is holding up with all the negative news about. This update will focus on the impact on the market today and where you can expect the market to be heading.

Overview of Calgary's Market:

We have been and currently are in a buyer's market. The market changed in the summer of 2007 as home sellers flooded the market. Inventory of properties in Calgary rose to record levels by May of 2008. At the same time property sales dropped in 2008 by 27%. This ultimately had an affect on home prices, with average prices falling by 18% since May of 2007. It feels like we have experienced a terrible market but if you look at the last time house prices were at this level it was not too long ago (May of 2006).

We are currently experiencing a lower level of sales activity. With all the negative talk buyers are postponing purchasing their next home. Sales for the last three months are down about 40% from the previous year. On a positive note, inventory has been substantially reduced as only the serious sellers remain. February's activity was also positive as sales in the lower end of the market have started to make a comeback. In fact 55% of the sales in February were under \$400,000. This has strengthened the lower end of the market and may have bottomed out the price declines.





The Future: The decrease in house prices and interest rates have created affordability and many first time home buyers who were previously pushed out of the housing market are looking to return. These buyers are wishing to capitalize on the lower prices, historically low interest rates and the Federal Government tax credit incentive for first time home buyers. As well builders continue to reduce the number of homes they are building on speculation which in turn is controlling the overall housing inventory. Finally consumer sentiment is changing. A recent survey suggested that 38% of Albertans say they're at least somewhat likely buy a home within the next two years and 68% feel prices will be higher a year from now.

Your Advantage: With lower house prices it is a great time to consider moving up in the market. Selling your home is difficult, but with our help we have assisted many sellers in accomplishing this goal. By selling you can become buyers in this attractive market. Buyer's are in a fabulous position with a good selection of homes to choose from and motivated sellers needing to deal with their properties. If you or someone you know is thinking of making a move, I would be happy to discuss the market and explain how to take advantage of this unique time we find ourselves in.

Please feel free to call. You can reach me at 403-249-4322 or toll free at 1-888-681-6683.