



GLORIA SANTANA'S OCTOBER 2012 MARKET REPORT

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7 Ways to Save on Supplies for Your Home Renovation

A Feng Shui bedroom, a retro bathroom, a cottage kitchen; there's so many creative ways to perk up the look of your home. But if the costs of your next home reno just aren't adding up for you, it's time to get equally creative with ways to save, and it starts with supplies. Here are seven tips to help you save on building supplies for your next big project:

1. Time it Right

Upgrading your kitchen or bathroom? The new year is your best time to buy. Building a deck or a gazebo for your garden? Aim to buy in late summer or fall. Time your project after the season is over, because that's when stores discount their supplies to make room for the next season's materials.

2. Don't Underestimate Estimates

Get at least three estimates for your project to ensure you're getting the best value. Ask each contractor to break their quote down between labour and materials. Make sure you're not charged for any materials that go unused or can be returned.

3. Think Outside of the Box-store

When shopping for supplies, get creative. Think liquidation stores that often have low-prices on overstocked materials, classified ads where people may have leftover supplies, and second hand building supply stores.

4. Don't Pay for the Load

Having a store transport your building supplies can be very expensive. If possible, transport the supplies yourself or rent a discount truck or trailer to save on costs.

5. Save on the Small Things

If a contractor's quote exceeds your budget, negotiate a better price by offering to take care of some of the smaller tasks that you have the skill set to take on. Perhaps you can help with the clean up, the painting, the picking up of supplies, or even the light demolition duties if you're willing to get a little dirty.

6. Use the Internet for Hard-to-Find Fixtures

Can't find the perfect pot lights, retro curtain rods, or the most fitting faucet? The Internet puts a huge selection of hard to find products at your fingertips. Look for specials with daily deal sites, seek out coupon and promotional codes that can give you deep discounts during checkout, and ensure you're comfortable with the company's return policy and shipping costs before you buy.

7. Ask and You May Receive!

Never be afraid to ask for a discount, especially when making large or bulk purchases. If working with a contractor, ask for a better price if you offer to give them a testimonial, or write a blog for their website with before and after photos of your project.

*Not Intended to Solicit Those Under a Brokerage Contract

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CALGARY AREA SALES AND PRICE GROWTH CONTINUE, DESPITE NATIONAL TRENDS

Resale market continues slow and steady recovery

Calgary, October 1, 2012 – Residential sales activity continues to improve in the Calgary area, as year-over-year sales for the month of September increased by 11 per cent. After the first three quarters of the year, residential sales within city limits totaled 17,018, a 15-per-cent increase over 2011.

There has been significant discussion over the slowing national market. However, Calgary is seeing improving sales activity and price growth with no indication that market is poised for a correction. In fact, for the first time in several years, the Calgary housing market is demonstrating typical behavior for this time of year.

Single family sales activity is rising, even though new listings are steadily declining. The total number of active listings has slightly improved over August. This slight increase, combined with slower unadjusted sales activity in September compared to August, helped push the months of supply into a balanced position.

As of September, the benchmark single family home price totaled \$432,900. While this figure is eight-per-cent higher than levels recorded in September 2011, prices appear to have leveled off over the past 3 months, not considering any potential seasonal factors.

Year-to-date condominium apartment sales totaled 2,762 units, a 10-per-cent increase over 2011. With new listings in decline and improving demand for condominiums, overall inventory levels are down and this has started to translate into moderate improvements in pricing. The apartment benchmark price for September was \$249,300, a four-per-cent increase over September 2011.

Condominium townhouse sales totaled 2,061 units after the first three quarters of the year, 14-per-cent higher than last year. The benchmark price for a townhouse in September was \$277,700, a two-per-cent improvement over September 2011. These recent significant gains are returning the resale market to average levels of activity and price recovery. The resale market at the end of 2011 was well below typical levels of activity.

While much of this uncertainty in the economy persists, consumers' confidence in the prairie region has improved, compared to last year. This does not come as a surprise, given our province has recorded strong economic growth relative to Canada-wide figures. Calgary's unemployment rate continues to fall, wages are improving, and our full time employment growth is far outpacing national averages.



Source: CREB