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HAPPY NEW YEAR 2010!

How to Make Good Decisions in the Real Estate Market

Matters of the heart tend to hurt rather than help the negotiation process when it comes to buying and selling real estate. The following tips will help you manage the emotional ties that bind buyers and sellers to bad decisions.

Use an Agent: Agents do more than just show a home. They provide an impartial and objective opinion about the condition of a property, pricing and comparable real estate on the market.

Establish a Priority List - Then Stick to It: Every stakeholder in the buying and selling process should have a priority list that includes needs and wants. Creating such a list helps you stay organized and reduces the risk of becoming emotionally entangled in a bidding war or falling in love with unnecessary yet expensive features that won't add to

the functionality of the home. Ask your agent to focus on finding buyers or homes that meet the main needs on your priority list, and move to the wants later.

Get a Second Opinion: Ask a friend or family member for his or her opinion, especially if you aren't certain. But be prepared to listen to constructive criticism. Appraisers, inspectors and agents are also vital sources of expert information.

Document: Take plenty of photographs when buying or selling so you can share them with others. Sellers can assist buyers by providing a fact sheet that includes room dimensions, existing warranties, upgrades and other important features of the property. Or buyers can bring along a tape measure and a notebook to jot down important details.

Don't forget Cherri and Sandra's Referral Program!

If you refer our services to a family member, neighbour or friend who is looking for a realtor in the Fraser Valley, we will say "thank you" by rewarding you with our **Referral Bonus of \$500** (when the lead results in a completed sale).

Year of the Real Estate Rebound for the Fraser Valley

FVREB News Release, January 5, 2010

"In 12 months, we went from the worst January in 20 years to the third best December," said Paul Penner, President of the Board. "Home buyers took Boxing Day shopping to new levels with some Fraser Valley REALTORS® showing multiple homes per day between Christmas and New Years."

According to Penner, a significant portion of the 148 per cent increase in activity in December's sales, 1,260 compared to 508 in December 2009, can be attributed to first-time home buyers confident with the current economic conditions and taking advantage of all-time low interest rates. "An informal poll of our members in December revealed 40 per cent of home sales were by first-time buyers when it would normally be in the 25 per cent range."

The trend overall for 2009 was one of increasing sales, decreasing inventory and prices rebounding. The Board's MLS® processed 16,721 sales in 2009, compared to 13,194 the previous year, an increase of 26 per cent. However, it received 15 per cent fewer new listings during the same time period – 30,221 in 2009 compared to 35,651 in 2008. Over the year, the number of active listings for buyers to choose from dropped by 34 per cent going from 9,960 properties in December 2008 to 6,534 in December 2009. "We're seeing the combined effect of fewer homes being listed, which is normal for this time of year, a flurry of buying activity, plus a decrease in the number of new homes being built. This has put pressure on prices in the Fraser Valley, particularly on homes in the lower to mid-range markets," explained Penner.

Cherri and Sandra's Fort Langley and Walnut Grove Listings



#26—9036 208th Street

\$289,900

Bright 2 bedroom, 2 bathroom corner home in Hunters Glen. Great room concept, large kitchen island, laminate floors, warm designer colors, crown mouldings and a west facing deck.



#30—20761 Telegraph Trail

\$394,900

Woodbridge—immaculate, 2,100 square feet, 4 bedroom with master on the main, 3 level townhouse with gas fireplace, large rec room, ample storage and double-car garage!



9381 Singh Street

\$629,000

Fantastic boulevard location in Bedford Landing! This home has lots of upgrades—hardwood floors, granite countertops, additional custom cabinets in the kitchen, professional landscaping front and back and more!



9451 216B Street

\$639,900

Backing onto a green-space, this 3-level, 4 bedroom executive home is ready to move in! Large great room, floor to ceiling river rock fireplace, huge recreation room, hardwood floors, and more!

Why Goals Are Better Than Resolutions This New Year

You can start off the New Year on the right foot by setting your goals in advance.

Many people find that establishing goals is more beneficial than setting resolutions.

Try the following simple starters to make sure that each goal you set is achievable and memorable and encompasses every aspect of your life:

Goals Rather Than Resolutions: By their very nature, goals tend to be positive and achievement oriented, but it's still possible to take it a step further. Write down each goal and the benefit to be derived from reaching that goal. Keep it in a visible place as a constant reminder.

Round It Out: A healthy body leads to a healthy mind, but both are necessary for maximum performance. Take time to select at least one goal for your body, mind, spirit, finances and social life, and then share your goals with others. Don't focus on the negative. Emphasize the positive instead. You'll be surprised to learn how quickly each builds upon the success of the other and how willing others are to help you reach your goals once they know about them.

Reward Yourself: Make sure that you reward the small stepping stones of success along the way. Each goal should consist of smaller steps that are significant enough to garner recognition while remaining within reach for the allotted time. If you keep it up, it won't be long before you begin to truly enjoy a New Year that transforms all your wishes into reality.