

“Fraser Valley Real Estate Sales Reverse Trend!”

Beating January 2005's Multiple Listings Service numbers 'a great start'

2006 Winter Update

Fraser Valley realtors recorded their third-best January sales month with *“The Cindy Russell Team”* making significant contributions, racking up 1,165 Multiple Listing Service recorded transactions, 38-per-cent higher than the same month last year, the Fraser Valley Real Estate Board reported Thursday.

January's sales were lower than December's 1,218 MLS sales, however *Jake Siemens*, president of the Fraser Valley Real Estate board, said that January's drop is the "typical market trend," and he considers beating the January 2005 sales results to be "a great start."

"In December, experts forecasted more moderation for the year ahead," Siemens said in a news release. "So far, that's not the case for the Fraser Valley."

Siemens was surprised, but not concerned, to see a dramatic increase in new listings in January. Some 2,127 homeowners put their properties on the market in January, up 84.5 per cent from December, giving the Valley an inventory of 4,722 homes.

"That absolutely helped the supply-and-demand issues," Siemens said. With an especially massive influx into the White Rock/South Surrey real estate markets this the trend over the past 4+ years will continue just as we at *The Cindy Russell Team* have forecasted at all of our public real estate conferences we have held in the past four years.

Fraser Valley housing values also continued to rise. The average price for a single-family home hit \$444,471, up 26.5 per cent from

January a year ago and higher than the \$410,246 average recorded in December.

The average Fraser Valley townhouse sold for \$260,445 in January, up 11.8 per cent from January a year ago and still marginally higher than the \$259,348 average recorded in December.

And an average apartment in the Fraser Valley sold for \$169,473 in January, 24.5-per-cent more than it did a year ago, and slightly more than the \$168,465 average price in December.

White Rock had the most expensive real estate in the region, where the average single family home sold for \$777,702, which was 49.3-per-cent higher than January, 2005 and even 25.2-per-cent higher than December. Remember our reports entitled “Homeowners are B.C.s New Millionaires” and “Luxury Selling in White Rock” or “Duck Hunting With Cindy and the Economic Boom” just to name a few? Well if you the home owner and real estate investor had read and followed our forecasting guidelines in all of your real estate investing..you would have either become “Millionaires” or at the very least you and your family would have been well on your way there by now!

In Surrey, the average single family home hit a price of \$436,749, up 23.8 per cent from a year ago and 5.3 per cent from December.

"January has been great, but it's not necessarily an indication of what's going to happen for the rest of the year," Siemens said.

For the rest of the year, Canada Mortgage and Housing Corp. analyst Cameron Muir said Fraser Valley markets should see price gains slow as listing activity continues to rise.

Muir said it is not surprising to see higher sales in the Fraser Valley because affordability "is becoming increasingly important

in the marketplace," and the Fraser Valley "is increasing being seen as an affordable option."

Muir added that some of the January buyers may have been drawn into the market to beat mortgage interest-rate increases that are expected to take hold later in the year.

Muir was also not surprised to see more new listings hit the Fraser Valley market in January. He said CMHC is forecasting increased listing activity both in the valley and in Greater Vancouver, which is one of the factors that will slow down price gains. "It's good news to see such strong listing activity as early as January," Muir said. "I think most homebuyers would appreciate having greater selection to choose from." Sellers should also be reveling in this opportunity! Call the *Cindy Russell* today and just ask us to become your real estate investment team, **#1** in customer service and the **#1** real estate agent web site in the entire Fraser Valley!

The Fraser Valley Real Estate market got off to a very brisk start in 2006!

+38%: Increase in unit sales in January 2006 compared to January 2005.

1,165: January unit sales processed on the Multiple Listing Service.

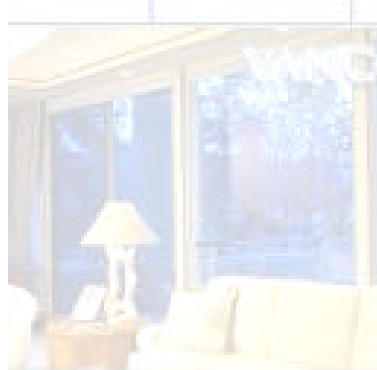
+71%: Increase in dollar value of January 2006 sales compared to January 2005.

\$428,455,291: Dollar value of January 2006 sales, up from \$250,131,033 in January 2005.

+26.5%: percentage increase in average price of a single-family-detached house in one year.

+\$93,000: average price increase of a single-family-detached house in one year, from \$351,500 to \$444,771.

+11.8%: percentage increase in average price of townhouses, up just over \$27,500 to \$260,445.



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It's Never a Bad Time to Get into the Real Estate Market is "The Cindy Russell Team" perspective. In life you, sadly, don't get what you deserve, you get what you negotiate! All good deals are created. No one will call you and say: Just for you, I will knock \$50,000 off the price... just for you.

Your Satisfaction Always Guaranteed

Whether you are buying or selling property, you need to have a plan of action... something that Cindy Russell is a specialist in! It is always about the good deal you make for yourself through your Realtor or in our case your real estate Team. Order is one of the first laws of expansion whether it's your family or holdings. We don't remember who said it but it is true. Make a plan, get into "order," and you will expand and get whatever it is you want. As a Real Estate Team we have a wonderful job, one where we on a daily basis really make a difference in many peoples lives, not only our clients.

When I began writing our "Mission Statement" for "The Cindy Russell Team" I didn't want to write some long self involved thesis on "why I love real estate" but wanted to keep it very simple. What it comes down to for most of our clients is this, "creating win-win buying and selling solutions of all kinds." Yes, there is so very much more to it than that but basically that is what it comes down to. It is not always easy, particularly in a hot market as now but in our experience you can't force any deal...and Cindy Russell nor her Team will never broach either their moral or ethical beliefs to do so! We realize that for many clients it's not easy being patient but in real estate there is another train along every ten minutes! The oft asked question: Is it over? Should I sell now and wait for the market to drop? Is it too late to find a good deal in real estate? These are all valid questions, if we had not heard the same ones for many years, you know our answer already: It is never over.

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