



Myrna Higgs` Market Report

Helping you is what we do.™

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Happy New Year!



New Years Resolution Tips

1. Create a Plan

Setting a goal without formulating a plan is merely wishful thinking. In order for your resolution to *have resolve*, (as the word "resolution" implies), it must translate into clear steps that can be put into action. A good plan will tell you A) What to do next and B) What are all of the steps required to complete the goal.

2. Create Your Plan IMMEDIATELY

If you're like most people, then you'll have a limited window of opportunity during the first few days of January to harness your motivation. After that, most people forget their resolutions completely.

3. Write Down Your Resolution and Plan

Commit your resolution and plan to writing someplace, such as a notebook or journal.

4. Think "Year Round," Not Just New Year's

Nothing big gets accomplished in one day. Resolutions are set in one day, but accomplished with a hundred tiny steps that happen throughout the year. New Year's resolutions should be nothing more than a starting point. You must develop a ritual or habit for re-visiting your plan.

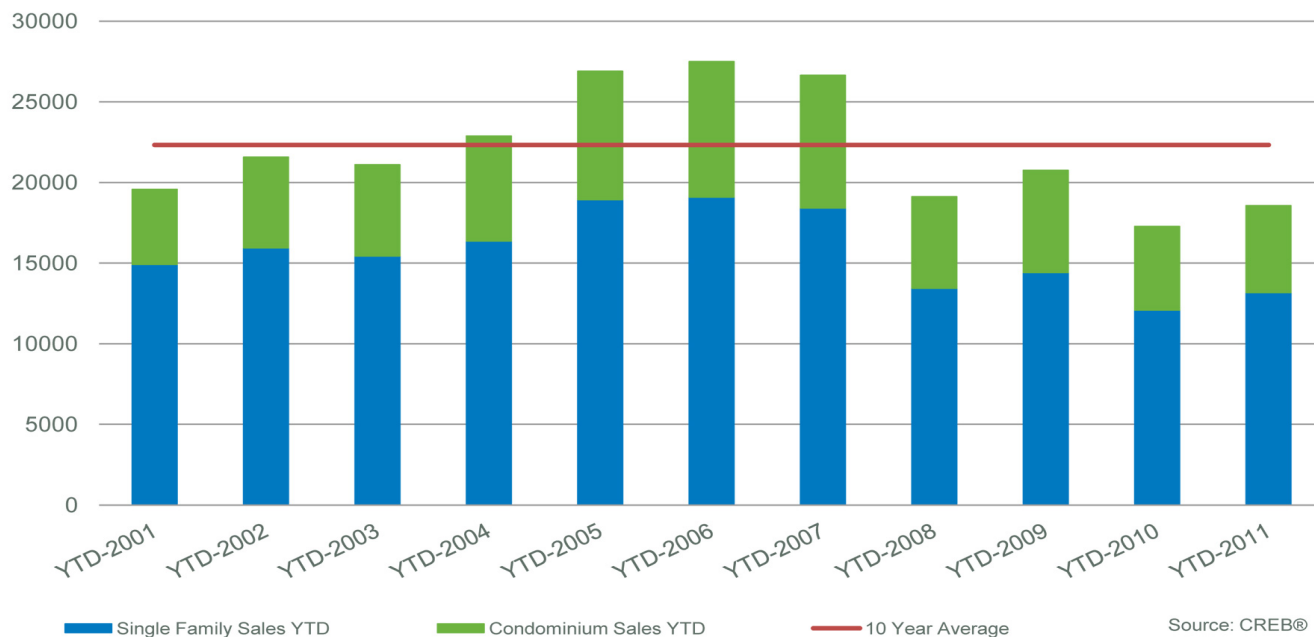
5. Remain Flexible

Expect that your plan can and will change. Life has a funny way of throwing unexpected things at us, and flexibility is required to complete anything but the simplest goal. Sometimes the goal itself will even change. Most of all, recognize partial successes at every step along the way. Just as a resolution isn't accomplished the day it's stated, neither is it accomplished the day you reach your goal. Rather, it's accomplished in many small increments along the way. Acknowledge these incremental successes as they come.



The Year Of The Dragon

The key to the Dragon personality is that Dragons are the free spirits of the Zodiac. Conformation is a Dragon's curse. Rules and regulations are made for other people. Restrictions blow out the creative spark that is ready to flame into life. Dragons must be free and uninhibited. The Dragon is a beautiful creature, colorful and flamboyant. An extroverted bundle of energy, gifted and utterly irrepressible, everything Dragons do is on a grand scale - big ideas, ornate gestures, extreme ambitions. However, this behavior is natural and isn't meant for show. Because they are confident, fearless in the face of challenge, they are almost inevitably successful. Dragons usually make it to the top. However, Dragon people be aware of their natures. Too much enthusiasm can leave them tired and unfulfilled. Even though they are willing to aid when necessary, their pride can often impede them from accepting the same kind of help from others. Dragons' generous personalities give them the ability to attract friends, but they can be rather solitary people at heart. A Dragon's self-sufficiency can mean that he or she has no need for close bonds with other people.



Year-end figures demonstrate stable growth

2011 a year of steady improvement for the housing market

Calgary, January 3, 2012 – According to figures released today by CREB®, Calgary residential sales in 2011 increased eight per cent over last year, with 18,568 sales for 2011 compared to 17,267 in 2010.

Recovering from tepid sales activity in the first half of 2011, early improvements in employment and migration resulted in a pickup in housing demand in the second half of the year. By the end of June 2011, year-to-date sales activity had only increased by two per cent compared to the second half of the year, where residential sales improved by 15 per cent.

While sales activity in 2011 remained below the long run average by 17 per cent, monthly figures point towards the trend of this gap narrowing. 2011 single family sales totaled 13,186, a nine per cent increase over last year. While sales increased, listings remained low, with an annual total of 24,245, six per cent lower than 2010 levels. The decline in listings relative to sales pushed down inventory levels to 2,761, resulting in four months of supply.

Meanwhile, the condominium market recorded declining sales for nearly half of the year, but favorable pricing and improved economic conditions pushed sales up by double digit rates for the second half of the year. 2011 condo sales totaled 5,382, a 4 per cent increase over the previous year. The rise in sales was complemented by an annual 12 per cent decline in listings. This helped to tighten the condominium market, causing inventories to decline to 1,287 and months of supply to remain just above four months.

The demand recovery in the condominium market lagged the single family market, as price adjustments in both the single family and condominium markets resulted in more selection for consumers. For the first time in several years, consumers had additional selection of single family homes at a lower price range, which directly competed with the condominium market. Single family average price in 2011 reached \$466,402, a one per cent increase over last year. While there have been some strong monthly increases, primarily due to sales in the upper end skewing the prices, overall prices have remained fairly stable. Meanwhile, the year-end median price of 405,000 remains at levels similar to 2010.

Condominium prices have remained persistently low in 2011, while some of the monthly figures have been boosted by high end penthouse sales. By the end of 2011, the average price of \$287,172 remained one per cent lower than the previous year.

Throughout 2011, elevated levels of inventories have limited price growth as consumers benefitted from sufficient supply of housing to choose from; however, as these inventories drop to levels more consistent with a balanced market, we can expect some moderate price growth moving forward.

Source: CREB

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