

# CALGARY

## REAL ESTATE REPORT

February

2016

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Dear Friends,

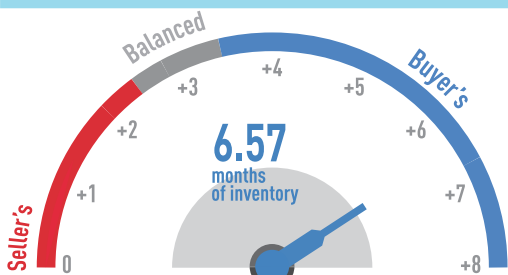
We are settling into 2016 and starting to see the signs of winter almost behind us. With better weather on the horizon and Valentine's Day and Family Day falling on one weekend this month, there will be lots to celebrate and do. In honour of family and loved ones, we've prepared a checklist of how to sell a home with pets who really are beloved furry members of our family. Hopefully it helps take some of the stress off you and your pet.

February is also tax assessment month in our city. You've received your notice from the City by now, so we provide resources on how to understand your assessment and what to do if you disagree with the evaluation. We hope you find time to spend quality time with your family and loved ones this month.

If you, your friends or family are looking to buy or sell real estate please keep me in mind. Your referral is the best compliment I can receive.

## CALGARY MARKET REPORT

### Market Status



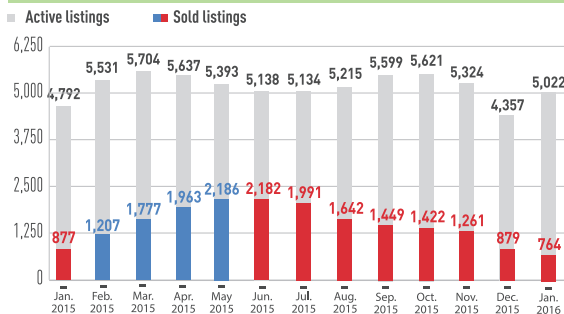
Jan 2016 = 50 average Days On Market

Jan 2015 = 41, compared to LAST YEAR, homes are selling -18.0% slower

Dec 2015 = 49, compared to LAST MONTH, homes are selling -2.0% slower

### Inventory

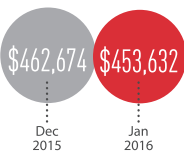
#### Listing inventory & SOLD (13 months history)



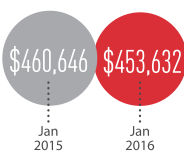
### Average Prices

#### City of Calgary average SOLD price

Month to Month



Year to Year

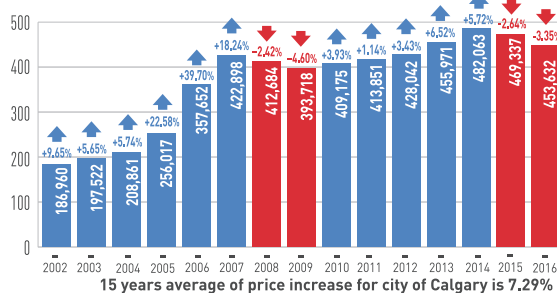


Compared to LAST MONTH, homes are selling for

Compared to LAST YEAR, homes are selling for

#### Years - Residential Average Price

Prices in \$ and Price movement in percentage



### Transactions Data

#### How much buyers negotiated off asking price

Month to Month



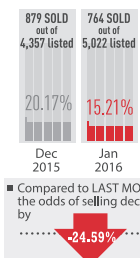
Year to Year



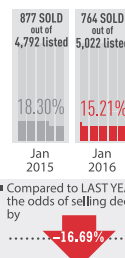
### Transactions Data

#### Odds of selling (Percentage of Homes Sold VS Listings)

Month to Month



Year to Year



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Real Estate (Central)

### Events & Attractions

- Skate in Nature  
- January to Sunday, February 28  
[www.calgary.ca](http://www.calgary.ca)

- Reflections in Chrome  
- A Motorcycle Retrospective  
- Friday, Feb 5 - Sunday, April 24  
[www.heritagepark.ca](http://www.heritagepark.ca)

- BLOCK HEATER  
- Friday, February 12 - Sunday, February 14  
[www.calgaryfolkfest.com](http://www.calgaryfolkfest.com)

- In The Heat of the Night  
- Saturday, February 13 - Sunday, February 14  
[www.calgaryzoo.com](http://www.calgaryzoo.com)

- We Are Family  
- Saturday, February 13 - Monday, February 15  
[www.calgary.ca](http://www.calgary.ca)

- Valentine's Day Dinner at the Selkirk Grille  
- Sunday, February 14  
[www.heritagepark.ca](http://www.heritagepark.ca)

- Calgary Midwinter Bluesfest  
- Monday, February 22 - Sunday, February 28  
[www.calgarybluesfest.com](http://www.calgarybluesfest.com)

- Calgary Home and Garden Show  
- Thursday, February 25 - Sunday, February 28  
[www.calgaryhgs.com](http://www.calgaryhgs.com)

## PROPERTY TAX



You should have already received your City of Calgary 2016 Annual Assessment Notices by now. This is the assessed value of your property, which substantiates how much tax you have to pay on it. Simply speaking, the assessment places a dollar value on your home for tax reasons.

It is not possible for the City of Calgary to physically appraise each house, so assessments are based on the fair market value of the property. A number of key factors such as age, size, layout, traffic noise, proximity to establishments like schools, parks, restaurants, etc. help determine the assessment amount.

Your property assessment should manifest the overall market of the previous year; for example, the assessed value of your property will most likely decrease if houses in your neighbourhood didn't sell as well as they did the year before. Alternatively, the assessed value of your property may increase if either renovations or upgrade has been done on your house.

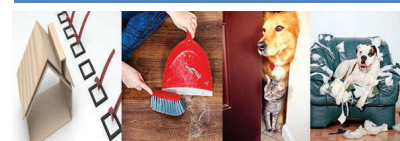
With the use of your access code from your Assessment Notice, you may review a full report of your assessment here - <https://assessmentsearch.calgary.ca/login.aspx>

Following the mailing date of the Assessment Notices on January 05, 2016, a Customer Review Period is held until March 7th, 2016 when you can arrange to speak with an assessor concerning any disagreement you may have with the assessed value of your property.

However, if you still disagree with the assessed value, you may file a complaint with the Assessment Review Board here - <http://calgaryassessmentreviewboard.ca/eCourtPublic/>. The formal complaint must be filed prior to the deadline on March 07, 2016 in order for the Board to review your case. Regardless if a formal complaint has been filed, you still need to pay your taxes on time or you'll be penalized.

Property tax bills are mailed out May 27th and are due June 30th. The City allows you to pay in multiple ways; in person, online banking, credit card or cheque. If you don't want to have the financial burden of paying all at once, you can set up a Tax Instalment Payment Plan (TIPP), which allows you to pay monthly. You can request an application to join TIPP here - <http://www.calgary.ca/CA/fs/Pages/Property-Tax/Property-Tax-Payment.aspx>.

## When Selling a Home with Pets



Our furry or feathered friends are lovable and very much a part of our families. When it comes to selling your home, pets can sometimes inconvenience or even hinder the selling process. There are a few extra steps you can take to ensure the process is a little easier on you, your pet and a potential buyer.

### Preparing your Home to Sell

- Freshen the Air – You may not know or have become used to it, but pet homes tend to smell. Pet smell is a major turn-off. Freshen up the air with a thorough clean up. Replace or have the carpets professionally cleaned. Remove stained pet beds and litter boxes. Neutralise the air with natural air fresheners such as flowers, bowls of fruits, aromatic spices like nutmeg and cinnamon, or freshly baked goodies. Using neutralizing essential oils and diffuser is also a great way to eliminate odours.

- Repair pet destruction – Scratched doors or posts, scuffed floors, damaged furniture, and chewed off carpets should be repaired or replaced.

- Clean up the fur – Many people are allergic to pet fur and dander. Be sure to vacuum, sweep and launder anything with traces of fur.

- Tidy pet clutter – Remove all pet evidence from the house. Pet bowls, water fountains, beds, litter boxes, carriers, and toys can add to the clutter.

Clean the yard – Patches of yellowed grass, droppings, dug holes, damaged plants, and abandoned toys can be taken as signs of neglect.

### Showing

- Relocate pets – Arrange for a friend or family to look after your pet during a showing. Relocating your pet for few days or weeks will help keep the house clean and minimize maintenance.

- Remove pets from the house – If relocation is not an option, make sure to remove your pet during showings. Hide all pet paraphernalia like pet bowls and beds away from plain sight.

- Quickly run the vacuum or sweep before showings.

## Purrfect Cat Furniture for Conservative Cat Homes

