



# Glen Foreman

Trusted and Experienced

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## Real Estate: Buy, Sell or Hold?

- In general, prices are holding in our Lower Mainland real estate market; benchmark prices were down in July 2010 about 2.8% from their peak, but up more than 9% compared to July one year ago.
- Sales have slowed somewhat over the summer, but year-to-date performance (Jan through July) was almost identical in 2010 (19,428 homes sold) and 2009 (19,367 homes sold).

### Through market variations some things never change:

- Stable markets with good selection – like today's – are generally good for everyone but speculators.
- Low mortgage rates – like today's – make real estate more affordable.
- People who Buy & Sell in the same market – like most people do – are largely insulated from price fluctuations.
- People who trade up in a soft market generally get a leverage advantage.
- As long as the economy and population is growing – like BC's is – and mortgage rates stay low – like ours are forecast to do – the long term outlook for housing prices remains positive.



**If you're thinking of a move, every situation is different. Let's talk about yours.**

*Source: Real Estate Board of Greater Vancouver*

**Call me for the statistics in your neighbourhood.**

Providing Outstanding Client Services

[www.glenforeman.com](http://www.glenforeman.com)



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