

A Message From Patrick

The Bank of Canada reported on Sept. 6th that one of the key risks to the Canadian economy, potentially leading to inflation, is that **housing prices will continue to rise**, riding their recent momentum.

Coupled with statistics for August just released by the Vancouver Real Estate Board showing about a 20% increase in home values over August 2005 – and comments from Board president Rick Valouche who says "We aren't seeing signs of a significant market slowdown anytime soon" – we can see that our strong real estate market is continuing.

In August, unit sales were down a bit from last year's frenzy but still higher than 2004's record, prices are up in all categories (19.1% for detached houses, 25.4% for attached and 20% for condos over last August according to the Greater Vancouver Real Estate Board), and the number of listings is beginning to rise slightly, climbing back to historical rates.

I have compiled a **full report comparing these trends in detail** for the last 3 years' August sales – just call me if you would like a copy to do your own analysis.

Patrick

Vancouver Westside Home Sales (August)

	2006	2005	2003
Houses	\$1,158,220	\$919,222	\$549,774
Attached	\$597,280	\$507,029	\$312,210
Apt/Condos	\$424,583	\$353,819	\$222,808

Mortgage Rate News

Canadian Real Estate Association chief economist Gregory Klump says "Interest rates should hold steady over the rest of the year," and suggests "the five year conventional mortgage has also peaked."

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Benchmark Prices: Estimated sale prices of a "typical" property.

Did You Know?

- ☐ The Lower Mainland Population grew from about 1,000,000 people in 1964 to 2.5 million today (an average annual growth rate of about 2.1%)
- ☐ By 2024, the Lower Mainland population is projected to be 3.3 million; an increase of 35% (at an average annual growth rate of about 1.5%)
- ☐ Of the population increase, the number of first-time homebuyers will grow by about 18%; the number of retirees will more than double
- ☐ By 2024, demand for apartments is projected to increase by 49% over the 2006 number; demand for "ground-oriented units" will increase 36%

Source: Canadian Real Estate Association

RE/MAX *Helping Families Grow*



Mortgage Rates (Sept. 12/06)

Term	Bank Rate	Broker Rate
1 Year	6.40%	5.20%
3 Year	6.50%	5.25%
5 Year	6.75%	5.35%
10 Year	7.25%	5.74%

If you are considering a move or a real estate investment within the next year, call me now so we can lay the groundwork for your best advantage.

I can provide market knowledge, reports and experience so you can make decisions with confidence – call me!

604.671.5112

Patrick



Housing Market Outlook

Across Canada, resales of existing homes will enjoy the second-best year on record with 481,700 units sold in 2006.

Of the 2006 sales, 100,000 (over 20%) will be in British Columbia.

In 2005, roughly 7% of BC's housing stock changed hands.

Average prices across the country are expected to grow about 12% in 2006, and a further 6.4% next year.

In BC 37,000 new housing units will start construction in 2006, up 6.7% from last year, dropping slightly next year to 34,900; this is the 6th consecutive annual increase – the longest steady growth period on record.

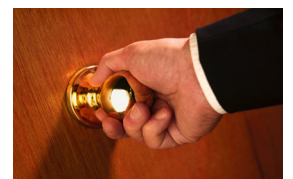
Source: Canada Mortgage & Housing Corp.



For some of us, "Our home is our castle" is more than just a saying!



Strategic Real Estate Planning
is my *specialty*.



PATRICK MELANSON REAL ESTATE

RE/MAX Select Properties, 250-4255 Arbutus Street, Vancouver, BC V6J 4R1

Cell: 604.671.5112 • Bus: 604.737.8865 • Fax: 778.371.9112 • Email: Patrick@patrickmelanson.com • Website: www.patrickmelanson.com