

Happy New Year to our valued clients and neighbours!

As always, it is hard to believe that another year is upon us. The Sawler Real Estate Team continues to be active in your neighbourhood. We predict that 2012 will be an excellent year in the HRM and look forward to assisting with your real estate needs.

- Andy, Don, Dorothy



2012 Market Outlook

After moderate growth in 2011, Canada Mortgage and Housing is forecasting real estate prices in Halifax-Dartmouth to increase nearly 6% in 2012.

The final quarter of 2011 was clearly highlighted by the shipbuilding contract announcement. This news coupled with a number of other local high profile projects has created a noticeably positive mood in the market. Improved economic growth and a rebound in employment figures will no doubt lead to an increase in housing demand. CMHC is forecasting an average price of home in Halifax-Dartmouth in 2012 to be \$275,000.

Over the past couple months, excluding the holiday season; we've seen a greater level of urgency with buyers to enter the market. There has also been a noticeable increase in the number of investors looking for rental opportunities. We will continue to monitor market conditions as we move into the early spring market in an effort to provide the best level of council we can. Should you have any questions about your specific neighbourhood or a niche market, don't hesitate to contact us - we are here to help.

- Andy Sawler



Winter is the time for comfort, for good food and warmth, for the touch of a friendly hand and for a talk beside the fire: it is the time for home. ~Edith Sitwell

Whether you're selling or not...

put your home on a diet. Shed excess! Be ruthless on clutter as you go room to room. Tables covered in knickknacks, doilies, copious houseplants, and assorted small items on the walls, rather than a few larger pieces with impact, date your home and prevent the lean and modern look buyers want.

- Susan LeBlanc, Silver Interiors

Announcement

Andy Sawler has recently been awarded the professional designation of FRI (Fellow of the Real Estate Institute of Canada). The FRI is recognized as Canada's pre-eminent real estate designation for top professionals who demonstrate an ongoing commitment to the highest standards of education, experience and ethical conduct in the industry.

Pre-listing Tips

It is never soon to start prepping your home. During the long days of winter you can accomplish a lot towards being ready for show day. We have lots of ideas and tips. Take some pretty winter pictures and locate your best summer shots of lawns and gardens. We can refer you to some excellent trades people for needed projects. Also, we offer clients a complimentary consultation with one of our stagers/designers to guarantee your home has the "Wow factor" when prospective buyers come knocking.

Winter is on my head, but eternal spring is in my heart.
- Victor Hugo

Recipe for January

Blueberry Sauce: Nutritionally good for you and so easy!

- 2 cups frozen blueberries
- 1/3 cup sugar
- 1 Tbsp. lemon juice
- 1/4 tsp. salt
- 1/2 tsp. vanilla



Place blueberries in saucepan. Add sugar, lemon juice and salt. Stir. Let the mixture gradually warm up. Bring to boiling point. Boil one minute. Let cool, then chill in refrigerator. Note: You can use splenda if counting calories. This is excellent over angel food cake, low fat ice cream, or cheesecake, whatever you like!