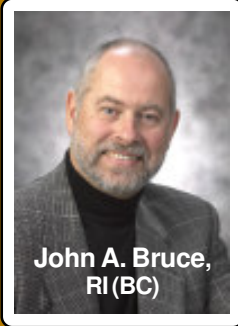


# John Bruce



Providing superior service.

Residential & Commercial

- Sidney
- N.Saanich
- C.Saanich

John A. Bruce,  
RI (BC)

*Whether we met for the first time this year, or we've done business for a long time, I very much appreciate being your Realtor.*

*I've seen amazing market growth this past year in all areas of Greater Victoria, including my specialty areas of Central Saanich, North Saanich, and Sidney.*

*I would be pleased to accept referrals in the new year from you, so I may extend my services to your friends, family and associates.*

*All the best to you and yours for a positive, prosperous year in 2007.*

# REAL ESTATE NEWS

YEAR-END ISSUE



Phone:

**250-656-0131**

Email: [john@johnbruce.ca](mailto:john@johnbruce.ca)

Web: [www.johnbruce.ca](http://www.johnbruce.ca)



DFH Real Estate Ltd. - Sidney BC

## Heading into 2007 after two years of price increases

It's been another amazing year in Greater Victoria area real estate. On the heels of a record-setting year in 2005, in 2006 prices kept rising. Sales were robust until summer (and steady through fall), and housing inventory reached a 5-year high of 3,449 by September.

Sellers enjoyed good pricing on their properties and buyers benefitted by a wide selection of properties to choose from. Residents who resell in the same market and new buyers from other regions are all keenly aware of how real estate has retained its value over recent years -- especially on the peninsula where we have a special natural ambience found nowhere else.

Looking at the numbers, we see that the average single family home price peaked in March 2006 (at \$565,217) but that condos and townhomes spiked their average pricing three times this year --

condos reached their highest price in November (\$359,742) and townhomes also peaked in November (\$390,148).

At mid-December, mortgage interest rates which held steadily all year went down half a point on average. This brings homebuyer opportunities into clearer view for many buyers.

With two years of steady price increases behind us, it's anybody's guess as to how much prices will rise in 2007.

### Price increases - over 2 years

Greater Victoria	Increase in 2005 over 2004*	Increase in 2006 over 2005**
Property Type:		
Single Family	20%	8%
Condos	16%	16%
Townhomes	15%	6%

\* monthly averages \*\* 6-month averages

## Happy Holidays!

December is a busy season in everyone's lives, planning for and attending holiday celebrations with family and friends. And this year we've had 'weather issues' to contend with as well! But I find the year-end is also a time for reflection upon successes and lessons. As this year closes I hope you are looking forward with anticipation to a fresh year ahead.

In Greater Victoria real estate, 2006 has been a hard-working year. The market has been not quite as hectic as it was in 2004-2005, but most people involved in real estate this past year (Realtors and lenders, as well as buyers and sellers) seem to have been on their toes all year over continued price

increases and a moderate sales slowdown after May's peak sales performance. Inventory increased substantially to 3,449 properties for sale in the second half of the year.

Susan has been doing very well with her new home re-design real estate staging and colour consulting service in the past year. Sue has worked on several projects, helping sellers to prepare their homes for showings.

On a personal note, Sue and I are delighted to announce we are now grandparents! Our daughter Melissa and her husband David had Foster Ewan on October 23. Who knew how much our lives would change!

I look forward to assisting you with property sales and purchases in 2007. Please call or email me with any questions about property values in your area, investment opportunities, property financing, or anything else you might be wondering about the local real estate market.

*John*



Merry Christmas!

## PENINSULA FACTS

	CENTRAL SAANICH	NORTH SAANICH	SIDNEY
Population (2006):	16,697	11,395	12,087
20-Year Population Projection (2026):	17,700 (up 5.7%)	13,000 (up 12.4%)	15,600 (up 22.6%)
Average Household Income (2000):	\$69,461	\$81,989	\$50,934

Happy New Year!

Statistics from CRD Regional Planning Services

## COMMERICAL PROPERTIES



**Active  
60-unit  
RV Resort  
\$3.975  
million**

### Rare Business Opportunity

**WEIR'S BEACH:** On the best beach on the lower island. On 4.12 acres overlooking Victoria in the distance. Buy and run the business, or buy and hold the site. Recreational C-1 zoning. Clubhouse, office, laundry, 3-bedroom suite.



**Units for lease  
or purchase  
starting at  
\$229,900**

**WEST SIDNEY BUSINESS PARK:** In a 32-unit warehouse/industrial/manufacturing complex, built in 2005-2006. Unit sizes available from 1,620 to 1,674 sq.ft. including office and 2-piece bathroom. Wide range of uses under the existing Industrial zoning. Located in Sidney at Henry and Galaran Roads. At a gateway to the island -- easy access to airport and ferries. Great opportunity for small business or investors.

## MLS SALES PRICES VICTORIA & THE PENINSULA

SELECTED AVERAGE SALE PRICES  
in Nov. 2006 (# of sales)

### SINGLE FAMILY HOMES

Victoria (central): \$480,290 (39)  
Central Saanich: \$527,476 (17)  
North Saanich: \$616,750 (10)  
Sidney: \$308,350 (4)  
**Greater Victoria:** \$534,734 (295)

### TOWNHOMES

Victoria (central): \$415,556 (9)  
Central Saanich: \$344,267 (3)  
Sidney: \$286,750 (2)  
Waterfront (all areas): \$650,000 (1)  
**Greater Victoria:** \$390,148 (50)

### CONDOMINIUMS

Victoria (central): \$397,169 (83)  
Saanich East: \$344,020 (15)  
Saanich West: \$248,670 (10)  
Sidney: \$350,875 (4)  
Waterfront (all areas): \$480,440 (10)  
**Greater Victoria:** \$359,742 (152)

More statistics at [www.vreb.org](http://www.vreb.org)

## Scheming with colour!

Beautiful homes don't just happen, they need careful thought and planning, and colour scheming is probably the most important feature of redecorating your home that you can do. When colour scheming is right, it will really make your home a beautiful and special place and can make an enormous difference to the overall effect it has on you or potential buyers when you sell your home.

Strategic use of colour can hide unattractive flaws and highlight a room's architectural features; it can celebrate the character of a room or compensate for weaknesses. Colour affects the amount of light absorbed and reflected, directly affecting how we feel and work in the space.

While we all have preferences when it comes to living with colour, many of us aren't confident about choosing and using colour in our homes. Colour consultant, real estate stager and home redeigner, Susan Bruce,

uses her understanding of colour combinations and colour theory to work with you in putting together a colour palette that suits the size, position and function of a room so that it conveys the mood you want.

**Quick Tip:** if you are presently considering selling your existing home, the interior would benefit from the application of fresh paint in one of today's soothing neutrals. Nothing improves a room and is more economical than a new coat of paint.

Reflect your unique personal style or, if you are planning to sell, redesign with neutrals for appealing to the broadest range of potential buyers. To contact Susan for an appointment to discuss your needs, she can be reached at 656-6151 or 881-6086.



Susan Bruce

## RESIDENTIAL PROPERTIES FOR SALE:



**10955 Marti Lane**  
North Saanich  
**\$899,000**

Oceanfront  
Cul-de-sac  
Fireplace  
F,S,W,D

4-bedroom, 4-bath  
family home. 3,464 sq.ft.

Fabulous new home (2005), near North Saanich Marina. Built with the finest products. Huge family kitchen with an island, solid cherry cabinetry, granite countertops, bar sink, all appliances. A couple can live comfortably on the main; also 3 more bedrooms, 2 bathrooms and an office on that level. A dramatic open interior keeps the living areas in touch. The master bedroom suite allows for sanctuary-escape. Over-size RV garage (with workshop) completes the home.



**2135 Colinwood Rd.**  
Sidney  
**\$585,000**

Cul-de-sac  
F,S,W,D, DW  
Central vac

3-bedroom, 3-bath  
family home. 2,427 sq.ft.

Fabulous home for a family, located at the end of a quiet cul de sac and ready to move into. Gorgeous hardwood floors on both levels, solid wood cabinetry, granite counters and an island in the kitchen, gas fireplace in the family room. Up you have 3 huge bedrooms, 2 baths, laundry room and a craft room. East-facing lot with private patio and irrigation system. Double garage. A good solid home in a good area. Won't last long on the market! Floorplan available.



**1265 Laurel Rd.**  
North Saanich  
**\$635,000**

Finished basement  
1-acre lot

4-bedroom, 4-bath  
family home. 2,699 sq.ft.

West Coast retreat on a private 1-acre lot. Almost 2,700 sq.ft. on three levels. Could be configured with 3 to 6 bedrooms giving maximum flexibility. Appliances include counter top range, built-in oven, dishwasher. Fully finished walk-out basement with windows. Lots of cedar, vaulted ceilings and deck space. Very little yard to maintain with a maximum of trees. Floorplan available.



**1907 Cultra Ave.**  
Central Saanich  
**\$399,500**

Wheelchair friendly.  
Built 1978.

3-bedroom, 2-bath  
"move-in" home. 1,240 sq.ft.

Spotless no-step home. Located a short walk from Saanichton shopping area close to shops, bus, pharmacy, bank, restaurants. Corner location with very private back yard. Move-in condition. Master bedroom on main. Hardwood floors, fireplace in living room, south-facing sunroom and fabulous separate 14'x14' studio in rear yard. Immediate possession possible. Floorplan available.

**John Bruce**



Phone: **250-656-0131**

Email: [john@johnbruce.ca](mailto:john@johnbruce.ca)

Web: [www.johnbruce.ca](http://www.johnbruce.ca)



**DFH Real Estate Ltd. - Sidney BC**  
2395 Beacon Ave., Sidney, BC V8L 1W9

Toll Free: 1-800-485-8188  
Fax: 250-656-0893

