



Sutton - Centre Realty  
AN INDEPENDENT MEMBER BROKER

## Fortunato Pagliaro

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Staying in Touch - February 2009  
Fortunato's News Letter

**"Our Real Estate Market"**... I think we all know that the news is not as rosy as in the past and that the media already does a great job of reminding us on a daily basis. Being the optimist, I am hoping that things return to a normal sales cycle soon. The record years we have enjoyed for some time were great but obviously unsustainable year over year. Quite honestly, I prefer a more normal market. Where Buyers and Sellers can actually think things over and make rational and educated decisions.

There is no question that these are challenging times. Nor am I about to sugar coat it and tell you they're not. But if I can offer any wisdom it's this. I have been a licensed realtor since 1986 near the end of a deep recession when interest rates were in the mid to high teens. Things weren't much better in the mid to late 90's and then the tech crash in the early 2000's. Somehow we fought through these cycles and came out stronger and for the better. Things always work themselves out in time and this cycle is no different! President Obama said it perfectly, ***"Starting today, we must pick ourselves up, dust ourselves off, and begin again the work of remaking America"*** Ok, I know we're in Canada but the message remains the same.

In a challenging real estate market, it takes the experience and market knowledge of an established realtor to guide buyers and sellers expertly through these changing times. I offer you my years of experience to help you with your real estate needs. With the real estate market values adjusting and interest rates at an all time low this may be a good opportunity to start considering getting into the market.

Note:

Since mid February, the market has picked up with more sales in the Lower Mainland and favorable interest rates.

Thanks again for your continued support and referrals!

If you have any questions or just want information on the market  
Call,

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*p.s. Have a Great Day!!*

*"Professional and Dedicated Service Since 1986"*