



Diane Allan, Your Real Estate Professional

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Happy New Year! Here's To You!

Well, we are in the season of awards again. People's Choice, Golden Globes, Oscars, etc. etc. So, I thought I might take this opportunity to hand out a few accolades of my own. These awards are not for celebrity. Instead, they are for those people who quietly go about their lives largely unnoticed. Still, by very simple daily acts they make my life and yours a little bit brighter and definitely better.

Here's to the neighbour who appears beside you with a giant vacuum when your basement is flooded and the neighbour who shovels the snow off his driveway and includes yours as well. What about the clients who write up an offer with you at the office at night, and stay to make sure you reach your car safely. Cheers to the folks who let you know that the house they just bought is wonderful. Then, there is the husband and wife who relieve your stress by pitching in and helping with the planning and execution of an event without being asked. What can you say about the lady who has cancer and going through her own treatment takes the time out to help you with another medical problem.

Give a hand to a caseworker who listens, empathizes and manages to get the medical bureaucracy to respond and do what should be done. Not enough can be said about those whose sunny dispositions make the lives of the elderly and infirm a little better every day. Don't you feel better when you get that unexpected greeting from someone in your past.

I love all the thoughtful feedback I get after one of my newsletters is published and sent out. Isn't it great when one of your kids asks you out for lunch or a colleague touches base and lets you know you are not alone. Look around and you'll find many who choose to make their world and yours a better place.

Perhaps, we should just be glad that we are here, participating in life on a day to day basis. The alternative is not great! If we can all keep this in mind maybe we wouldn't be so hard on others or ourselves. Cut yourself some slack and enjoy yourself..... and the award goes to.....you!

email your thoughts to me at: diane.allan@shaw.ca

Comparing Dec 2010 to Dec 2011

	2010	2011
Net Unconditional Sales	349	339
New Listings	522	505
Active Listings	3252	3780

Looking forward to a vigorous Market in 2012!

Remember, if you refer a client to me, upon completion of a sale, I will pay you a referral fee of \$500



Getting Started With Your Sale

Carol Crabb, President of the Victoria Real Estate Board, recently cited that the housing prices have softened since December 2010, when the average single family home sold for \$647,063. In 2011 average prices fluctuated and now rest at \$592,582. However, the Board cautions that an average price does not indicate the actual value of any particular property. There are many mitigating factors to be taken into consideration, including location, location, location. If you are considering putting your home on the market, you need to contact a Realtor who is familiar with the market, what it will currently bear, what has been going on in your neighborhood for the last 6 months and many more factors that could determine the listing price. Have a Cost Market Analysis done on your home, find out what you are up against. You are under no obligation and the Market Analysis is done free of charge. Please give me a call I would be glad to help!



The Litigators John Grisham

A young but already burnt-out attorney, David Zinc, walks out of his fast-track job at a fancy downtown law firm one morning, into a bar for the day, and then, very drunk, stumbles into the offices of Finely and Figg and asks for a job. This law firm refers to itself as a boutique law firm but is anything but, and is basically two lawyers who are ambulance chasers. However one of the partners sees a chance to get on the coat tails of something big to do with a huge pharmaceutical company. So begins a typical John Grisham novel, a good, entertaining and fast read.

YOUR BASIC NAVY BEAN SOUP

- 1 or 2 smoked ham hocks (a hambone may be used instead)
- 2 to 3 stalks celery, with leaves
- 2 med. onions
- 2 bags dried navy beans
- salt and pepper to taste
- 1 tsp. garlic powder
- 4 quarts or more water



Soak navy beans in water overnight. In a stock pot or pressure cooker, boil hocks and or hambone with onions and celery until the meat falls off the bone. Remove bones and meat. Puree onions, celery and stock with stick blender. Clean and chop meat. Return to stock. Drain rinse and add beans. Bring to boil and simmer until beans are fully cooked and tender.

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