



SERVING YOUR REAL ESTATE NEEDS IN VICTORIA, BC CANADA

Joseph's December Update

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*Everything that is done in the world is done by hope.
Dr. Martin Luther King, Jr.*

*The capacity for hope is the most significant fact of life. It
provides human beings with a sense of destination and the
energy to get started.
Norman Cousins*

*What oxygen is to the lungs, such is hope to the meaning of
life.
Emil Brunner*

*The important thing is not that we can live on hope alone,
but that life is not worth living without it.*

Harvey Milk

*The natural flights of the human mind are not from pleasure
to pleasure but from hope to hope.*

Samuel Johnson

*Optimism is the faith that leads to achievement. Nothing
can be done without hope or confidence.*

Helen Keller

*Practice hope. As hopefulness becomes a habit, you can
achieve a permanently happy spirit.*

Norman Vincent Peale

Market Strength Extends Through 2010 *BCREA Fall 2009 Housing Forecast*

Vancouver, BC – November 13, 2009. The British Columbia Real Estate Association (BCREA) released its Fall 2009 Housing Forecast today.

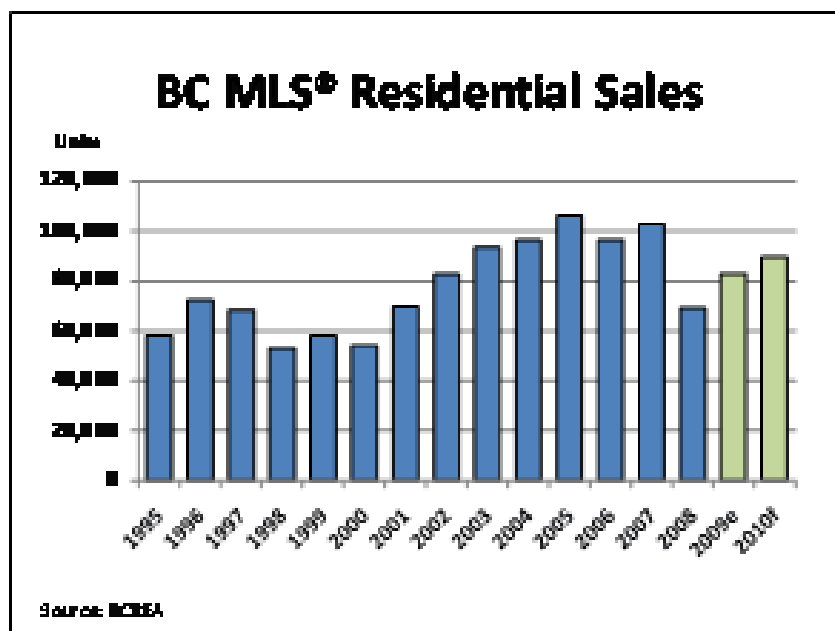
BC Multiple Listing Service® (MLS®) residential sales are estimated to increase 20 per cent to 82,900 units this year from 68,923 units in 2008. Residential sales in 2010 are forecast to increase a further 8 per cent to 89,600 units. The ten-year average is 82,800 units.

"A sharp rebound in consumer demand turned a potentially dismal year into a very strong year for home sales," said Cameron Muir, BCREA Chief Economist. "Vancouver and Victoria, in particular, are posting near record unit sales this fall."

BC interior housing markets are also experiencing robust consumer demand as low mortgage rates and stronger market confidence drive home sales higher.

The average annual MLS® residential price in the province is expected to post a new record this year, rising 2 per cent to \$463,200 and is forecast to climb an additional 4 per cent to \$482,800 in 2010.

"Recovery in the BC economy will unfold gradually next year," added Muir. "With sales prices in some markets flirting with record highs, affordability constraints will limit home price inflation over the next year."



November has been another strong month for our Victoria Real Estate market. As you can see from the above graph, 2010 is poised to be another strong year of Real Estate growth in Victoria.

Cameron Muir, chief economist for the BC Real Estate Association says: *"Victoria, in particular, (is) posting near record unit sales this fall."*

Personally, I'm very grateful for another successful month working with many new Buyers, some of them first-time Buyers. **My revised 50-page Buyer's Handbook** has been a great benefit for those who need to understand all the many "ins and outs" of buying a home in Victoria.

Both my Buyer's Handbook and **my revised 50-page Seller's Handbook** can be found as a free download on my Real Estate website, www.JosephBarryMartin.com

I have been very busy doing Feng Shui with my Real Estate listings and for many homeowners and homesellers in the last few months. Here are some of their comments:

Joseph Martin was our REALTOR® in the selling of our property at 812 Finlayson Arm Road, the Highlands. As you may already know or are about to learn, selling or buying a house can be a very stressful venture. Having a REALTOR® who has integrity, market knowledge and comes with a number of contacts who can make the process easier can

reduce that stress considerably. Fortunately we had Joseph Martin. In addition to all of the above, Joseph came with a terrific sense of humour and was a calming presence throughout the entire deal. He was a friend and a guide through the tangle of bylaws, selling practices, house preparation and de-cluttering we had to work through.

If you choose Joseph Martin to sell your house or to help you buy one, rest assured that you will come out of that experience richer by at least one friend.

Jim and Bev Miller

When you have a property to sell, I would be happy to Feng Shui your home & garden as part of my REALTOR® fee with you, so that you can realize your goal easily, naturally and quickly, and for **MORE MONEY!**

And when you're ready to buy a home, with these low interest rates and home availability, I will also create harmony, peace, warmth and balance in your new home with Feng Shui and Vaastu.

I would be happy to speak with your organization, family, group function or gathering to share with you the useful and healthy tips of Feng Shui and Vaastu.

BOOK REVIEW

THE CARBON BUSTER'S HOME ENERGY HANDBOOK: Slowing Climate Change and Saving Money (170 pages)

**Godo Stoyke
Gabriola Island, BC: New Society Publishers, 2007**

"This book is a dream come true for anyone who wants to reduce carbon emissions in the most cost-effective way. Godo Stoyke plays the carbon numbers like Mozart played the piano – with joy, inspiration, and accuracy."

Guy Dauncey, author of *Stormy Weather: 101 Solutions to Global Climate Change*

The Carbon Buster's Home Energy Handbook reveals North America's best-kept investment secret: that the highest rates of return can be found not at your bank – but in your home! Environmental problems such as climate change can be easily avoided, at a profit, through the intelligent application of appropriate technology.

The first book in North America to provide a detailed carbon accounting of a typical family's carbon emissions and how to reduce them by as much as 73%, this handbook systematically analyzes energy costs and evaluates which measures yield the highest returns for the environment and the pocketbook.

It provides answers to questions such as:

- **Which measure is more effective: putting solar panels on the roof, or buying a hybrid car?**
- **Where do I need to invest first: in high-efficiency showerheads, or solar tubes?**
- **Is a \$500 fridge that uses 800 kWh of power per year a good buy?**

While government savings bonds may yield a financial return of around 5% per annum, and pension funds in 2005 yielded 11%, the Carbon Buster strategies described in this book have an average annual return of 32%. At the same time, they allow a typical family to reduce its carbon emissions far below the levels targeted under the Kyoto Protocol.

RECEIVE ANNUAL FINANCIAL RETURNS OF 32% WHILE EXCEEDING THE REQUIREMENTS OF THE KYOTO PROTOCOL BY 860%!

Godo Stoyke is President of Carbon Busters Inc., an energy efficiency consultancy that has reduced carbon dioxide emissions of buildings in North America and Europe by 121 million pounds, saving clients over US\$16 million.

Joseph's Listings

For more photos, please go to
www.JosephBarryMartin.com

SELF-SUSTAINABLE LIVING
181 Beaver Point Road, SaltSpring Island
\$1,165,500 MLS 267434

Greener than Green. One-of-a-kind Straw Bale House Requires One-of-a-Kind Owner. Light-filled, fresh, energizing; this beautifully built Straw Bale home- each room hexagonally (open) shaped, is situated amongst a synergetic, eclectic mix of perennials, self-seeding annuals, bulbs, herbs, shrubs, arboretum-type trees, fruit & nut trees, vegetables, small fruits, native plants & water gardens. There is a guest cottage & a hidden knoll with fantastic harbour views. 2 Carports, Orchard, garden space & chicken coop. Ready for sustainable, self-sufficient living. This is your chance to have a Dream Home on an Island.



SELLERS!

Do you want to sit on the market or sell your house?
The truth that any seller must know is that in the end,
pricing gets you in the game – and Feng Shui and
Prepping™ or my Advanced Staging gets you the offer.
My 38 years proven experience with this can help you sell
in this or any market.

BUYERS!

Do you know which house suits you best according to the
science of Feng Shui and Vaastu? I can find you the right
home that is healthy, harmonious and peaceful according
to the Feng Shui scientific principles. You need a home
that you will be happy, prosperous and relaxed in for a
long time to come.

Let me find your dream home with you.

For a Feng Shui consultation for harmony, balance, energy revitalization and peace for home and/or office,
or for Prepping™ (Advanced Staging) a house for an easy, quick sale, please contact Joseph at

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www.HouseOfLightHarmony.com • www.JosephBarryMartin.com



Welcome to your increased energy, prosperity, health and happiness!