



"The Dallas News"

It's a HOT Market!

Sales in Greater Victoria this year are continuing to be brisk for 2 apparent reasons: lack of inventory and low interest rates. The recent poor performance of the stock market is another factor which turns people to an investment they can at least live in. People, as well, are looking for investment properties, which they can rent out and from which they can gain income. My 2 most recent sales are a good case in point: 1 home in South Oak Bay was listed at \$599,900. Within 24 hours we had 5 offers and it sold for \$640,000. Another listing in Saanich was listed for \$325,000 and sold within a day with 3 competing offers for \$352,000. Are we in a price bubble? At a recent seminar I attended, the guest speakers, Peggy Brill from CMHC and Ken Stratford of the Economic Development Commission of Victoria, indicated that this turn to real estate was nation-wide and that Victoria's climate and safe environment offered an appealing lifestyle attractive to Canadians and American's alike. If you have property to sell this is the market in which to do it!

Sales Steady, Prices Robust in February

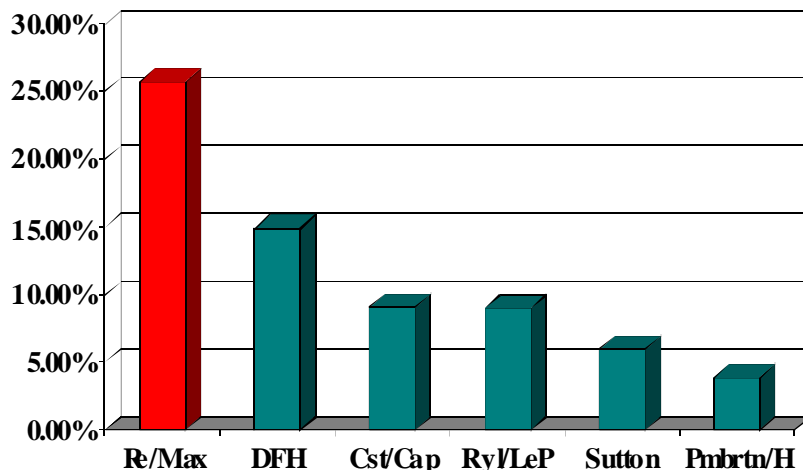
March 3, 2003

Victoria's real estate market remained strong in February with steady sales and robust prices. There were 594 sales through the Victoria Real Estate Board's Multiple Listing Service® (MLS®) in February, up from 493 sales in January. Sales last month were down only slightly from the 614 sales in February of last year. Prices showed continuing strength, especially for single family homes.

The VREB President notes that prices for single family homes in particular show continuing strength with the February average price in Greater Victoria reaching \$303,980. "Monthly averages must always be viewed with some caution as they can fluctuate significantly depending on the properties sold." Devin added that five sales of over \$20,000 including three in Saanich East, one in Esquimalt and one on the Gulf Islands, helped push the average higher. The average price of single family homes for the last six months was \$293,253 while the median price in February was \$270,000. The average price of all condominium homes sold in February was \$169,181. The average for the last six months was \$165,297. The average price of all townhomes sold last month was \$230,412. The average for the last six months was \$225,937.

MLS® sales in Greater Victoria last month included 357 single-family homes, 116 condominiums, 62 townhomes and 14 manufactured homes. There were 2,199 properties available for sale at the end of last month compared to 2,466 at the end of February last year.

Victoria MLS Market Share for the Month of Feb. 2003



KL/MLA CAMOSUI
4440 Chatterton Way, Victoria, BC, V8X 5J2

DAILLAS



Recipe from Don and Sheila Connelly, many thanks, Dallas

Macaroni and Cheese in the Microwave!

- 1/4 cups uncooked macaroni
- tablespoons butter
- tablespoons flour
- 1/4 teaspoon salt
- 1/2 teaspoon Worcestershire sauce
- cup milk
- cup grated Cheddar cheese, divided
- 1/4 cup cracker crumbs

Cook macaroni in pot on stove while preparing sauce. In a 4-cup glass measure melt butter on HI for 45 seconds. Stir in flour, salt, Worcestershire, mustard, and pepper. Set aside. Pour milk in 2-cup glass measure and cook on HI 1 minute, or until warm. Gradually stir milk into our mixture. Cook on HI 3 minutes, stirring at least once during cooking. Stir, cook on HI for 1 minute, or until smooth and thickening. Blend in 1 1/2 cups of cheese. Stir until melted. In 1 1/2-quart casserole, combine sauce and cooked macaroni. Combine remaining cheese and cracker crumbs. Sprinkle over top of casserole. Cook on Med-HI to 6 minutes, or until mixture is bubbling. Let stand, covered, 5 minutes before serving.



Sold in One Day

#2- 3633 Cedar Hill and 651 Beach Drive



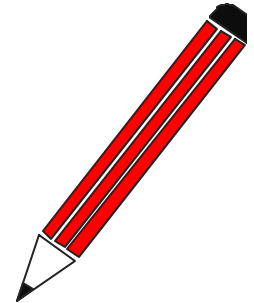
Testimonial Letter

Dear Dallas,

Don and I would like to thank you so much for all your help in both the sale of our home and the purchase of our new one; you made it all seem so easy. When the time came to make a change there was no question who we were going to deal with. You found our last home for us, and you understood our needs so well that when the show came on the market you called immediately. We so appreciated not being pressured by you, rather you listened to our needs and rose to the challenge. In your business, knowledge is so important, but equally important are diplomacy, integrity, and the ability to understand people. In all these areas you naturally excel. I'd like to think that the house we bought and the one we sold spoke for themselves; however, without your guidance our tasks would have been made more difficult. I cannot tell you how much we trusted you in all aspects of the purchase and sale of both homes. Would we call you again if we were to sell? In a heartbeat.

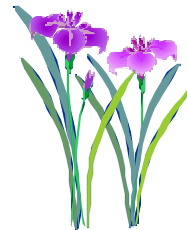
Kind regards,

Don and Sheila Connelly



Inspirational Quote

No road is long with good company!



Thank you for sharing!

\$500

If you recommend someone who buys or sells a property through me I will give you a \$500 Cash "Thank You" Award.
Repeat clients receive a \$500 discount on each subsequent transaction.



Tel: (250) 744-3301

Dallas Chapple

A Heartfelt thank you

**Molly Edgar
Mike Bröderick
Penny Mitchell
Doug & Penny
Marshall**



been renovated into 3 townhomes. This one is the penthouse. **Great views of water and gardens.** Three bedrooms, 2 baths, great storage, 18' ceilings; this home has old world charm. Spacious living room, kitchen and separate dining room. A must see!
\$475,000

#3-906 St. Charles



Beautiful, affordable waterfront property! Watch kayaks, canoes from any of the principal rooms, both up or down in this waterfront duplex, or take your boat out from your own dock. Both units have 2 bedrooms, 1 bathroom, fireplace, laundry and great views. Great tenants down would like to stay!
\$399,900

#1160-1162 Rhoda Lane



**Urgently Needed!
 Listings
 Thinking of selling?**

**Now is the perfect time to get top dollar.
 Call Dallas for a free computerized market evaluation.
 744-3301**



3089 Brittany



Perfect family home! Living and dining rooms lead to eat-in kitchen with Bay window. Spacious family room with fireplace opens to patio and beautiful backyard. Three bedrooms upstairs, a 3 pc. ensuite and 4 pc bath plus a bonus room which could be used as a children's play area and/or guest room. **\$284,900**

2610 Ernhil Drive



Come and see the vistas! This home has mountain views and a lovely private yard. A three bedroom rancher with a large deck perfect for a small family or retired couple. There are new fixtures, doors and moldings throughout.
\$219,900