



BERMUDA REALTY

NEWS RELEASE

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COLDWELL BANKER OFFERS MARKET INSIGHT

(Hamilton, Bermuda – 26th June 2013) Hosted by HSBC the full complement of Coldwell Banker Bermuda Realty Residential Real Estate Representatives were on hand last week for approximately 80 of the lending institutions customers interested in the possibility of buying or selling a home.

Sales Representative, Heather Chilvers, provided the audience with market insights into today's pricing strategies and shifts in the real estate market that predict the economy in Bermuda is once again on the rise. Ms. Chilvers, who has been in the real estate business for nearly 25 years and has seen the cyclical nature of the market first hand also reported that new demand from PRCs (Permanent Residence Certificate holders) had been generated in Q2 as a result of government policy changes to licensing fees.

Also among attendees was Makee Tucker, the newest member of staff at locally owned real estate company Coldwell Banker Bermuda Realty. Mr. Tucker has a proven background in sales and has recently embarked on his real estate career. He anticipates that changes in the local real estate market will provide opportunities for young Bermudians like himself. He was pleased to learn that although property prices have fallen in recent years, owners are still finding reasons to sell and his new colleagues at Coldwell Banker Bermuda Realty have retained an average list to sell ratio of 92% for their clients (i.e. property selling at 92% of initial list price).

"We are very pleased to have worked with HSBC on this joint venture presentation and hope to provide additional opportunities in the future." says Susan Thompson, Agency Manager. "It gave us a venue to display many of the fantastic properties currently on the market and also to let the audience know that real estate is still a solid investment".

Coldwell Banker Bermuda Realty is a trade name of Bermuda Realty Company Limited, serving Bermuda's real estate and land surveying needs for more than a quarter of a century. The Coldwell Banker system is a leader in specialty markets such as resort, new homes and luxury properties. Visit Coldwell Banker Bermuda Realty at 11 Par-la-Ville Road, Hamilton or online at www.bermudarealty.com.