



A Fresh Perspective

December 2011

To you, my family and friends, thank you for allowing me to send you these newsletters each month. May you have a Merry Christmas and best wishes for much peace, love and happiness in 2012!

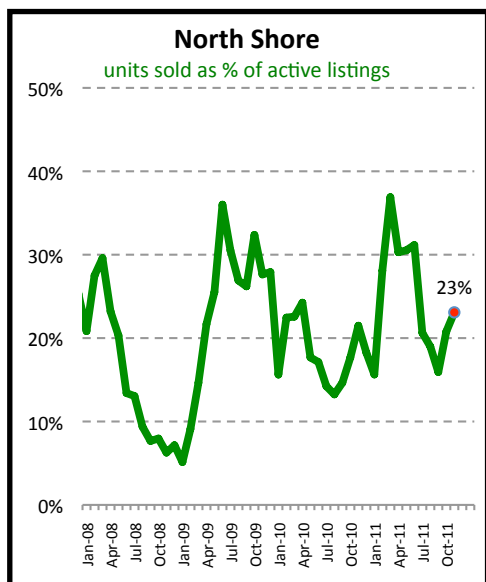


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market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 2,360 units in November representing a 2% increase over the levels of October, and 6% fewer than in November 2010. At 14,090, the total number of residential property listings at November 30 was 9% less than at the end of October, and 13% more than at the end of November 2010. The metro MLS® sales to active listings ratio reversed its recent downward trend and increased to almost 17%, representing a return to balanced market conditions.



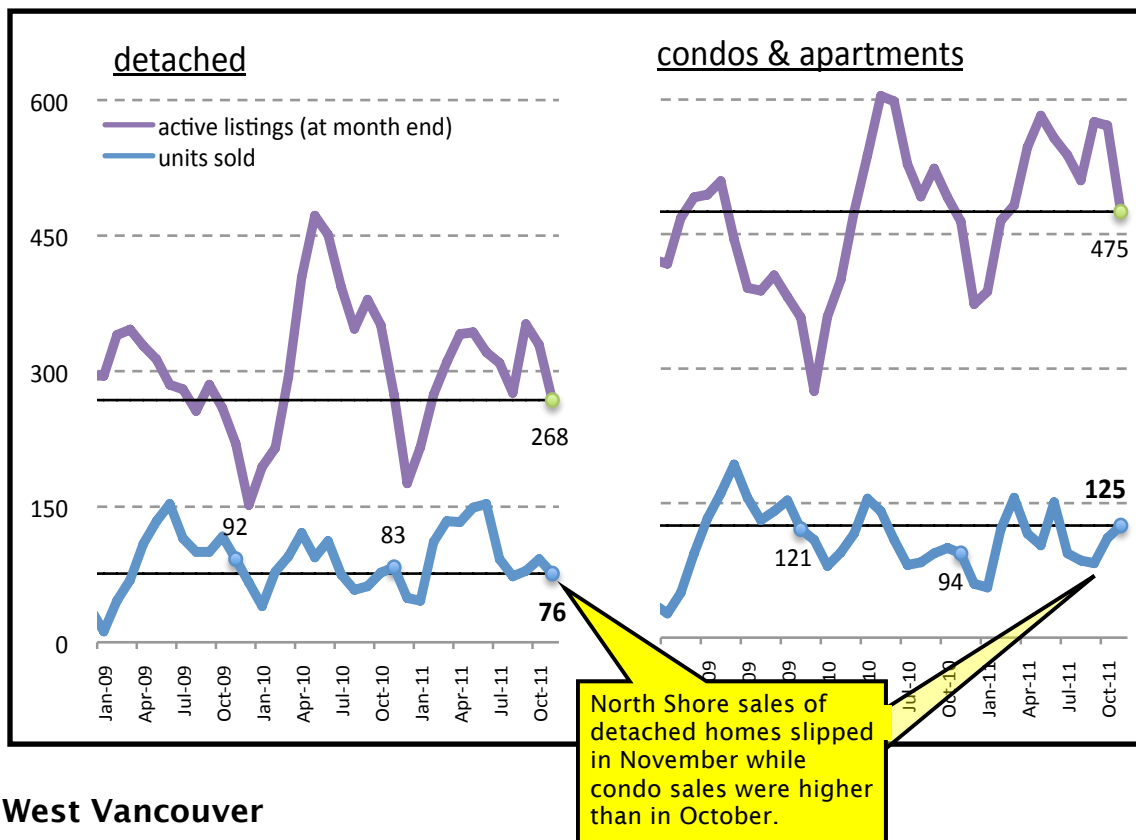
North Shore home sales, at 289 units, were down by 7% from October although 5% higher than in November 2010. Of note, sales of North Shore single-family homes fell by 22% while condo sales increased by 13%, compared to October. The sales to active listings ratio on the North Shore rose to 23%, up from 21% in October, and suggests the local housing market is firmly in balance and favoring neither buyers nor sellers.

In November, North Shore single-family homes sold on average in 73 days compared to 71 days in October, and 111 days in November 2010. For the complete November 2011 REBGV market report, click on www.danmuzzin.com/news.html.

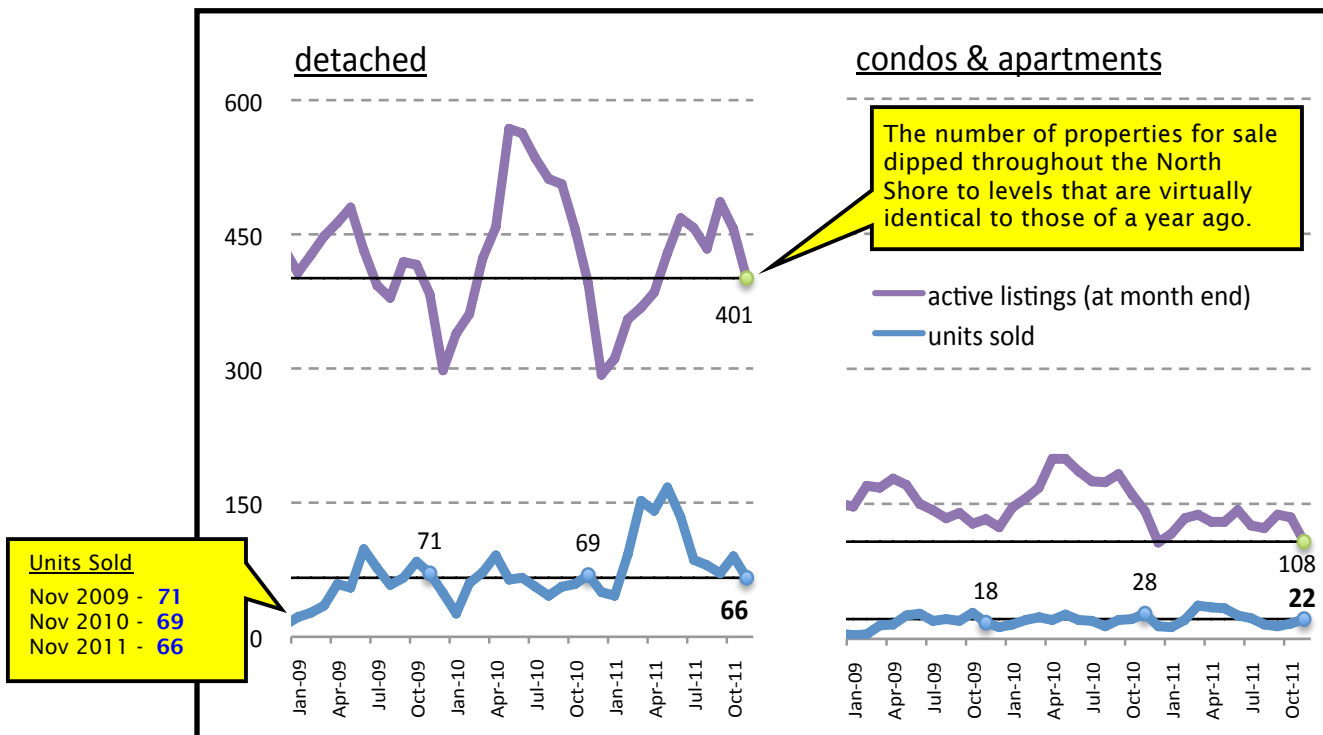


The following charts show the inventory of homes for sale on the last day of each month from Jan 2009 to November 2011, and the sales for each month.

North Vancouver



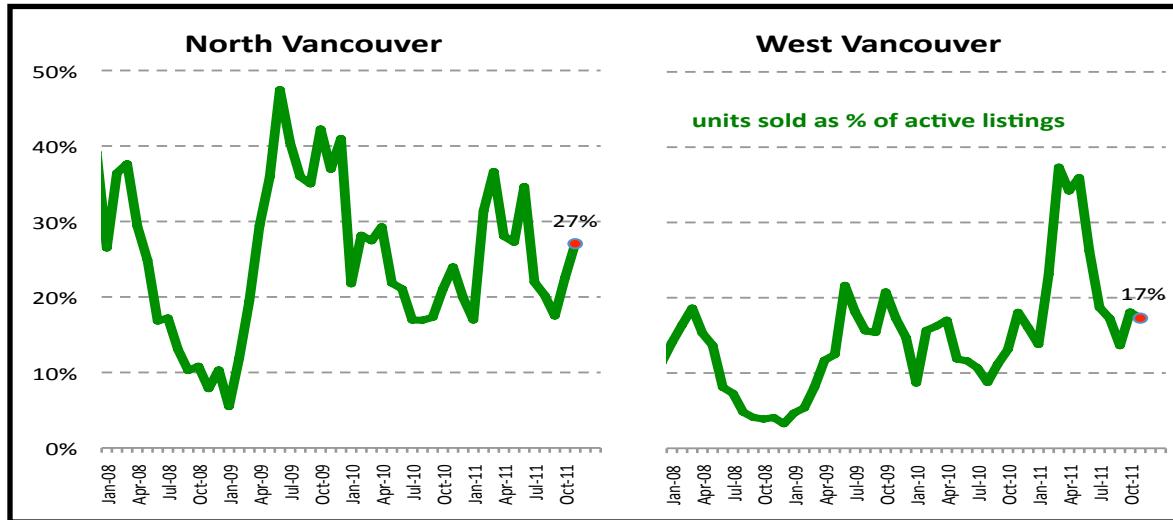
West Vancouver



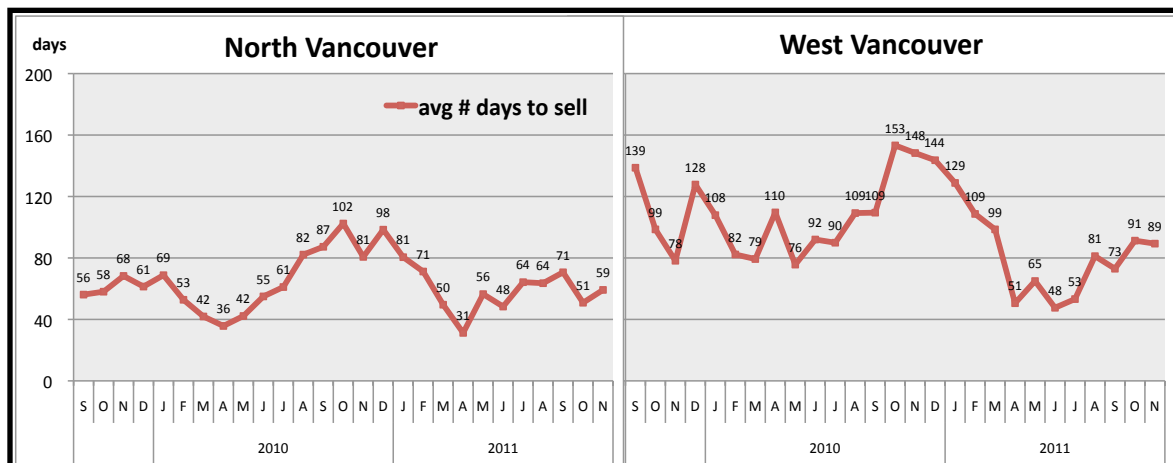


selected sales details

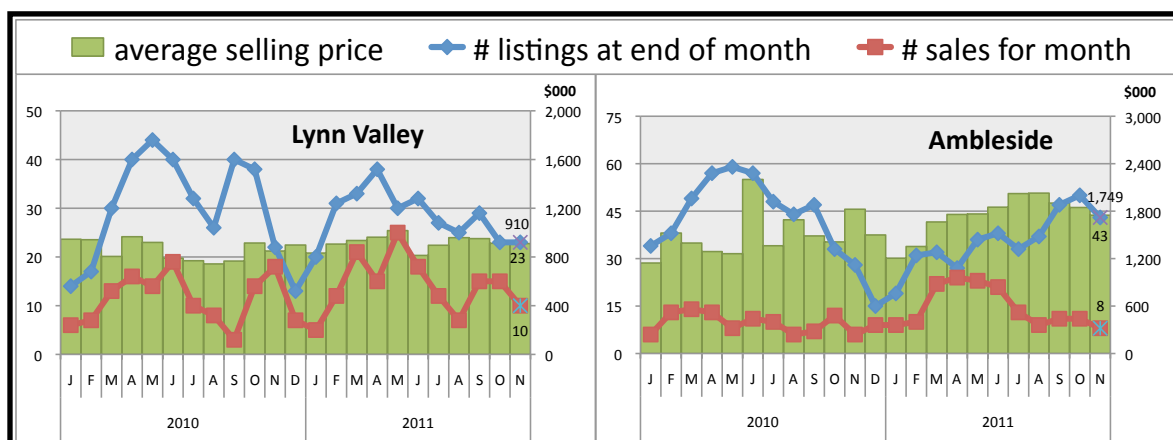
properties sold, as a % of # of properties for sale at end of month



average # of days it took for detached houses to sell



sales by neighbourhood (detached houses) call me for sales details in your local area





winterize your home

We've had a bit of snow, some freezing temperatures and the usual wind and rain. Surely, there is much more winter weather on its way! For tips to ensure your home is protected from the toughest winter conditions Mother Nature will likely send our way, consider entering "winterize your home in Canada" in your favorite web browser.

great value – love!

I recently read about a group who posed the question "What does love mean?" to a group of 4 to 8 year-olds, Hope you enjoy their answers as much as I did.

When my grandmother got arthritis, she couldn't bend over and paint her toenails anymore. So my grandfather does it for her all the time, even when his hands got arthritis too. That's love.
-Rebecca, 8

When someone loves you, the way they say your name is different. You know that your name is safe in their mouth. -Billy, 4

Love is when a girl puts on perfume and a boy puts on shaving cologne and they go out and smell each other. -Karl, 5

Love is when you go out to eat and give somebody most of your french fries without making them give you any of theirs. -Chrissy, 6

Love is what makes you smile when you're tired. -Terri, 4

Love is when my mommy makes coffee for my daddy and she takes a sip before giving it to him, to make sure the taste is ok. -Danny, 7

Love is what's in the room with you at Christmas if you stop opening presents and listen.
-Bobby, 7

If you want to learn to love better, you should start with a friend you hate. -Nikka, 6

There are two kinds of love. Our love. God's love. But God makes both kinds of them. -Jenny, 8

Love is when you tell a guy you like his shirt then he wears it everyday. -Noelle, 7

Love is like a little old woman and a little old man who are still pals even after they know each other so well. -Tommy, 6

During my piano recital, I was on a stage and I was scared. I looked at all the people watching me, and saw my daddy waving and smiling. He was the only one doing that. I wasn't scared anymore. -Cindy, 8

Love is when mommy gives daddy the best piece of chicken. -Elaine, 5

Love is when your puppy licks your face even after you left him alone all day.
-Mary Ann, 4

You really shouldn't say 'I love you' unless you mean it. But if you mean it, you should say it a lot. People forget. -Jessica, 8

And finally... There was a 4-year-old child whose next-door neighbour was an elderly gentleman who had recently lost his wife. Upon seeing the man cry, the little boy went into the old gentleman's yard, climbed onto his lap, and just sat there. When his mother asked him what he had said to the neighbour, the little boy said, "Nothing, I just helped him cry."

May you know the real meaning of love at the holidays ...and always!