

# Dan Muzzin CA

604 813 3795

www.danmuzzin.com  
dan@danmuzzin.com



## A Fresh Perspective

### July 2011

Thank you to Alex & Craig Spence for introducing me to Andrea & Mark Kettering. The Ketterings will soon be moving into their beautiful, newly-built townhouse, in Langley.



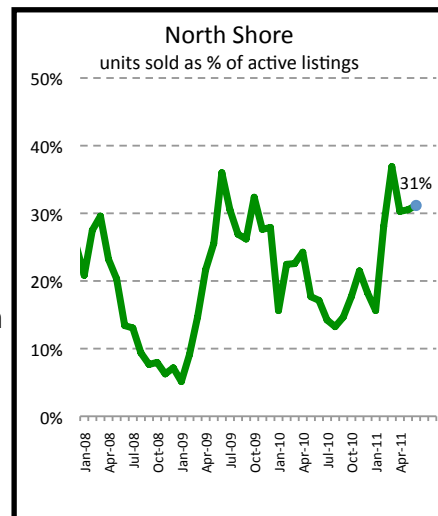
#### In this issue:

- market update
- selected sales details
- HST referendum
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### market update

Home sellers outpaced buyers on Greater Vancouver's MLS® in June, suggesting the market may be trending back toward balance, favouring neither sellers nor buyers. Residential property sales amounted to 3,262 units in June representing a 3% decrease from May and 10% more than in June 2010. At 15,106, the total number of residential property listings on the MLS® at June 30 was 3% higher than at the end of May, although 14% lower than in June 2010. The sales to active listings ratio slipped to just under 22%.

In June, North Shore home sales amounted to 464, 2% more than in May, and 46% more than were sold in June 2010. As illustrated above, the sales to active listings ratio on the North Shore was 31%, the same as in May and indicative of market conditions that continue to favour sellers.

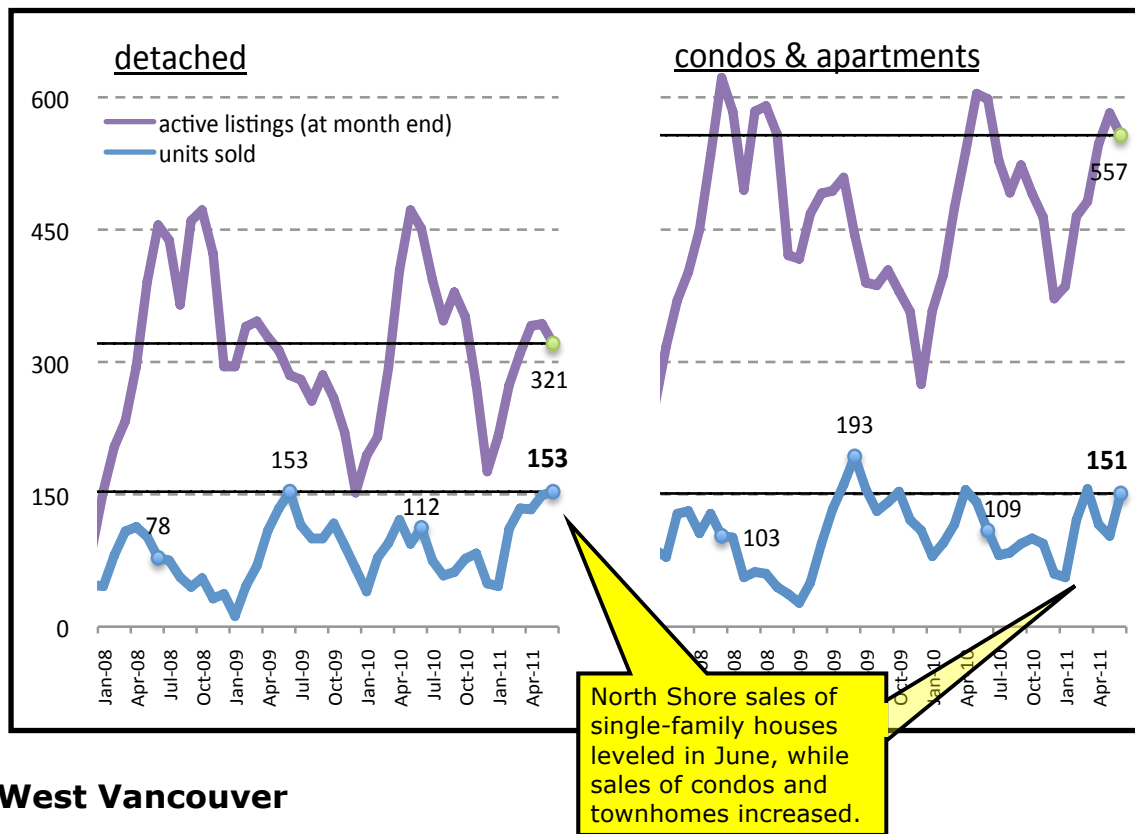


For a complete copy of the June 2011 REBGV market report, go to [www.danmuzzin.com/news.html](http://www.danmuzzin.com/news.html).

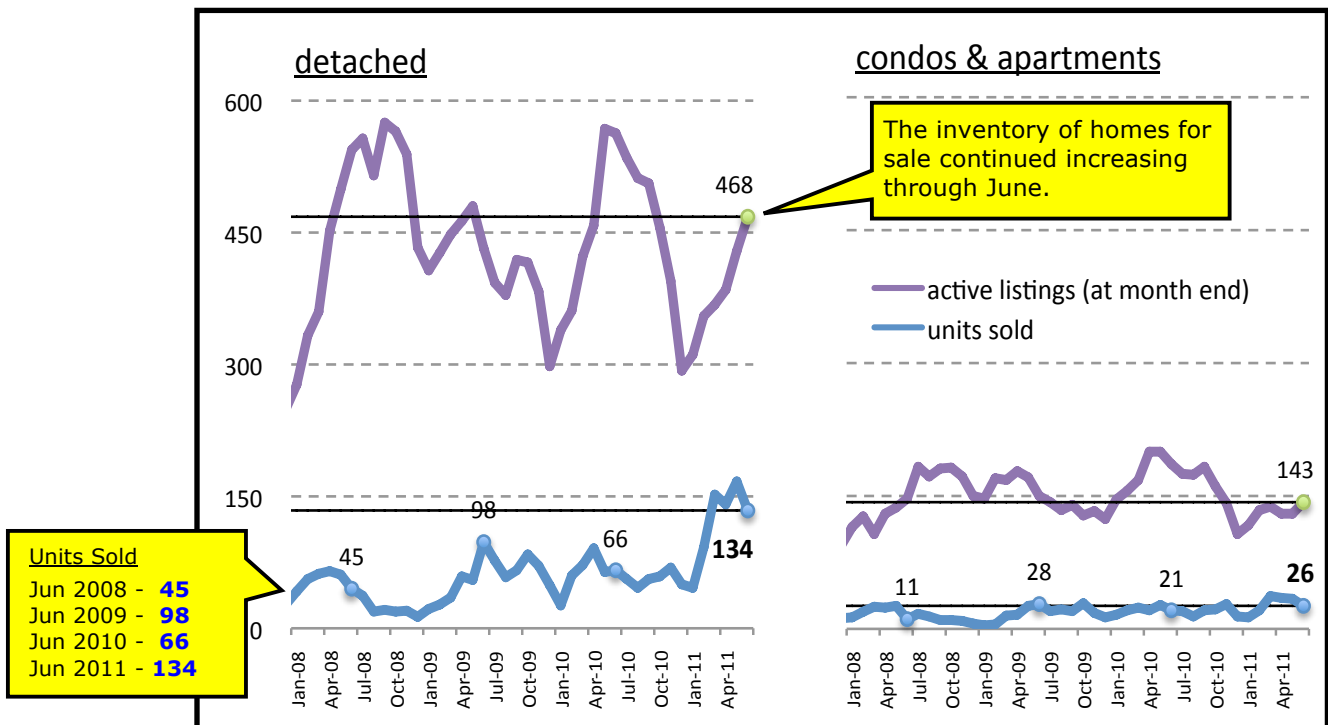


The following charts show the inventory of homes for sale on the last day of each month from Jan 2008 to June 2011, and the sales for each month.

### North Vancouver



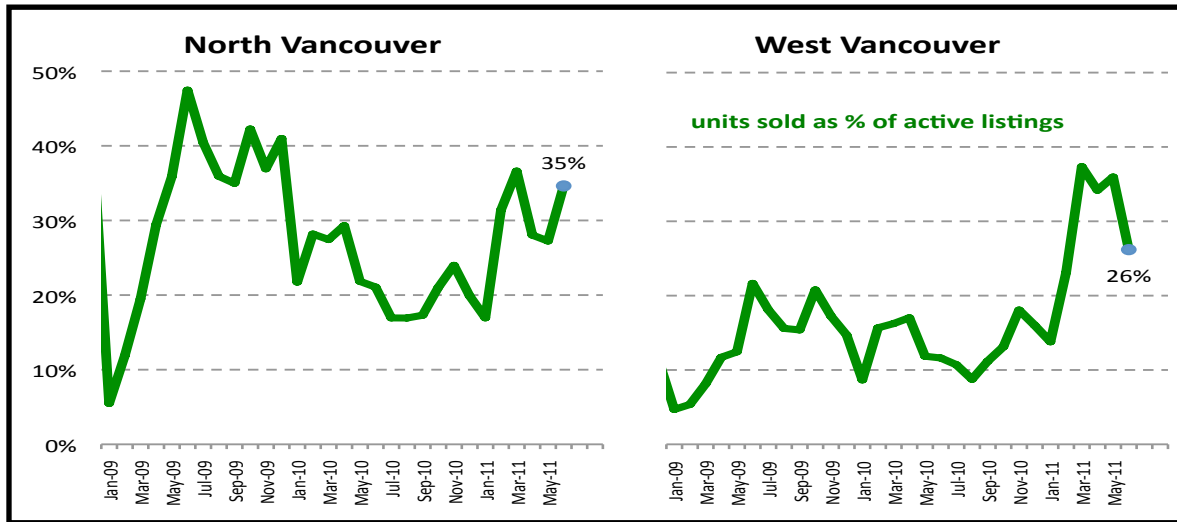
### West Vancouver



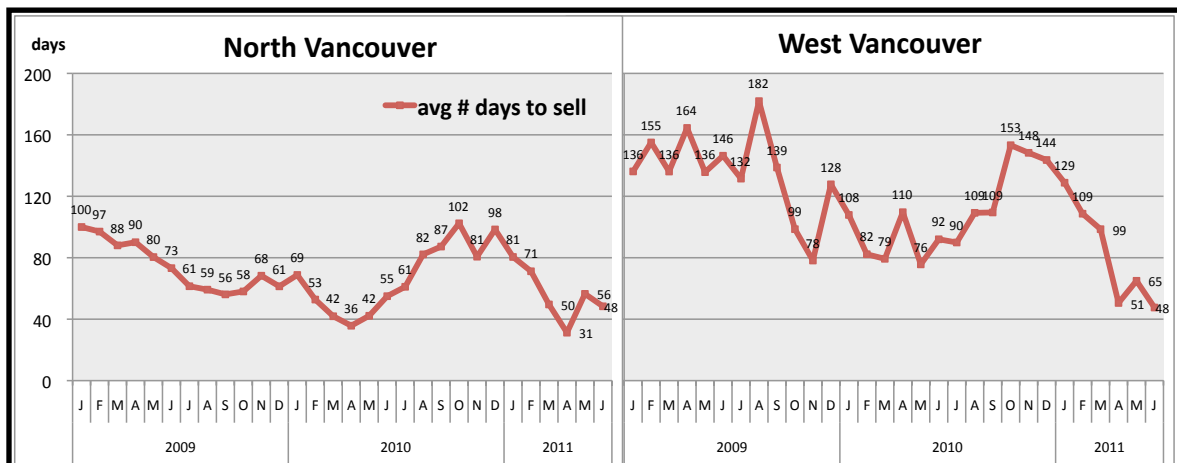


## selected sales details

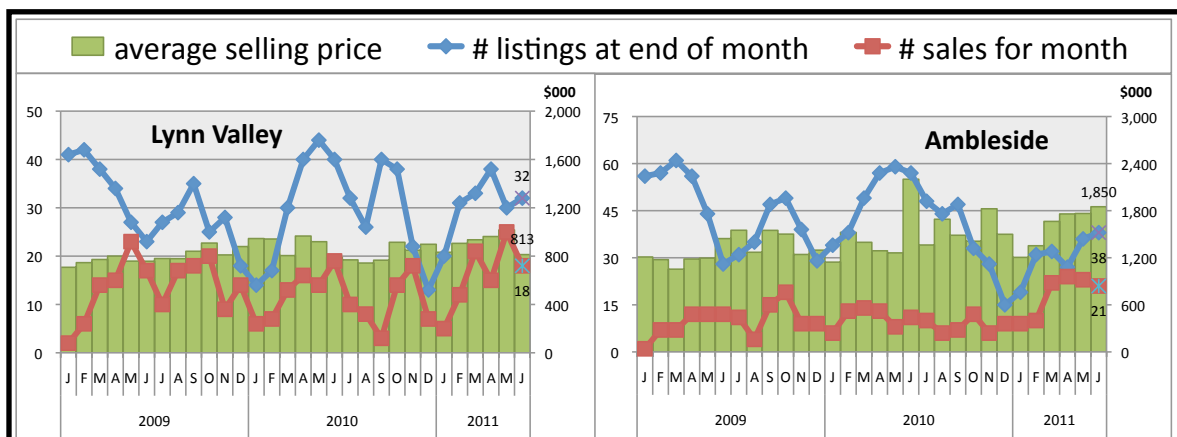
properties sold, as a % of properties for sale at end of month



average # of days on market



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





## **HST referendum**

HST referendum ballots have now started arriving in voters' mailboxes. Due to delays resulting from the Canada Post labour dispute, the referendum deadline has been extended to 4:30 p.m. on August 5, 2011 (even though the voting package instructions still show the deadline to be July 22).

Voters are asked to vote **No** if they want to keep the HST. Premier Christy Clark has vowed to reduce the tax from its present 12% rate to 11% in 2012 and to 10% in 2014.

Voters are asked to vote **Yes** to eliminate the HST and return to the combined Federal GST (5%) and Provincial PST (7%?).

<p>Are you in favour of extinguishing the HST (Harmonized Sales Tax) and reinstating the PST (Provincial Sales Tax) in conjunction with the GST (Goods and Services Tax)?</p>	<p>Yes <input type="radio"/></p> <p>No <input type="radio"/></p>
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Voters can either mail in their ballot using the postage paid envelope provided with the ballots, or return their ballot to a Service BC or Elections BC collection centre. For in-person return locations, visit [www.elections.bc.ca](http://www.elections.bc.ca).

If you don't receive a ballot or you lose your ballot and need a replacement, phone Elections BC at 1.800.661.8683 toll-free. The deadline to request a ballot is midnight, July 22, 2011.

Referendum results will be released by September 2011.

## **great value – room-by-room review**

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|--|---|
| <ul style="list-style-type: none"><li>• if needed, wash the driveway, paint front door, plant flowers, replace mailbox</li><li>• replace light bulbs to brighten entryway, clean out front closet</li><li>• pack up everything you don't use</li><li>• clean &amp; deodorize carpets, replace burned out light bulbs</li></ul> | <ul style="list-style-type: none"><li>• apply WD-40 to squeaky doors</li><li>• Remove window screens</li><li>• Keep counters spotless</li><li>• Remove notes &amp; photos from fridge door</li><li>• Clean the fireplace</li><li>• Open the drapes &amp; blinds</li><li>• Replace shower curtains, repair leaky faucets</li></ul> |
|--|---|

If you're thinking of selling your home and would like some ideas to best prepare it for market, I would be happy to send you my free Room-by-Room Review booklet containing tips like those above, for every room in the house.