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A Fresh Perspective

November 2010

Thank you to Suzanne Saint Pierre for introducing me to Robin Hackl. A thorough search of properties from Deep Cove to Horseshoe Bay resulted in Robin purchasing the fixer-upper house with an extraordinary view that he had dreamed of.



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- some of my recent sales
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market update

North Shore housing sales increased moderately in October for the second consecutive month as the market shows good stability. While the number of homes for sale has started to slip towards traditional Christmas season lows, motivated sellers and buyers have been putting deals together.

For a complete copy of the October 2010 Real Estate Board of Greater Vancouver ("REBGV") market report, call me or visit my website at www.danmuzzin.com/news.html.

Along with my focus on North Shore housing, I am frequently asked about the condition of the Downtown Vancouver condo market. The table to the right shows that sales of Downtown apartments and townhouses have been steady in recent months while the number of units for sale has been falling.

Of note in this region is that a sizeable percentage of the units are tenant-occupied and so listing prices are largely determined by the motivation of investor-owners to sell. Vacancy rates often determine motivation levels!

Downtown Vancouver -Apts & THs

	# units sold	# units for sale on last day of month
Aug	104	734
Sep	106	708
Oct	114	650
Nov -1st week	36	612

When looking for a new home

If you find a property you love and you can afford it, you buy it regardless of market conditions ...you will be living in a home you really like and can pay for.

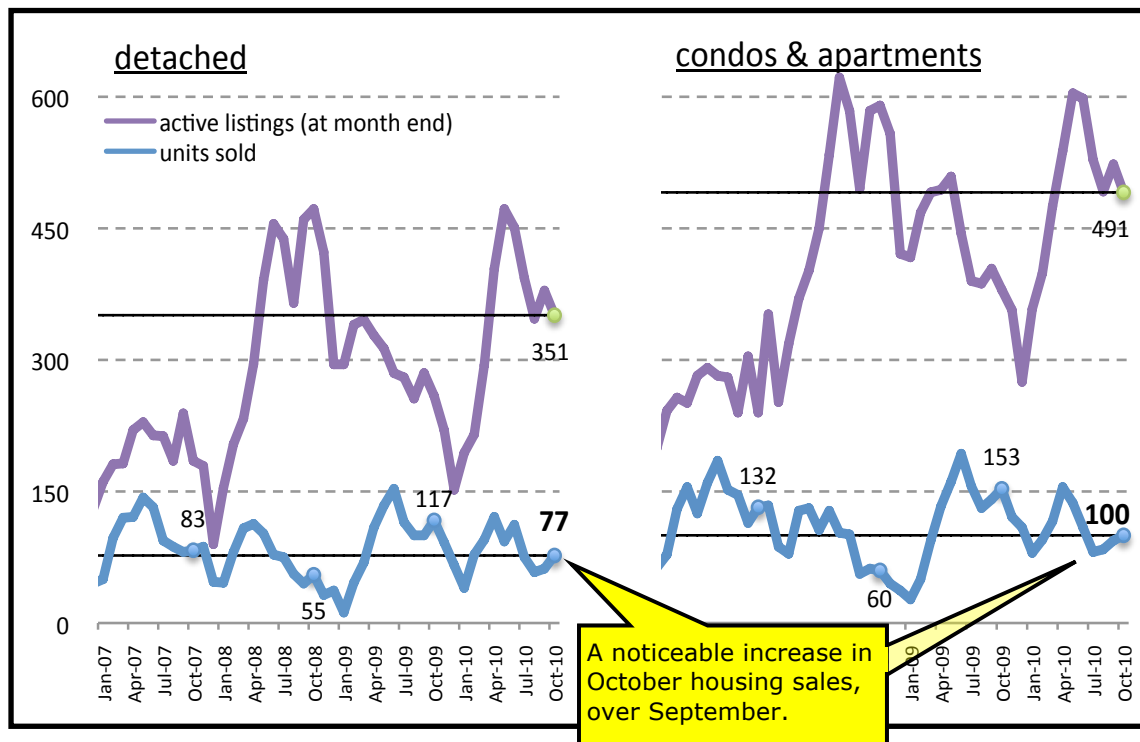


1575 Marine Drive
West Vancouver BC
Canada V7V 1H9

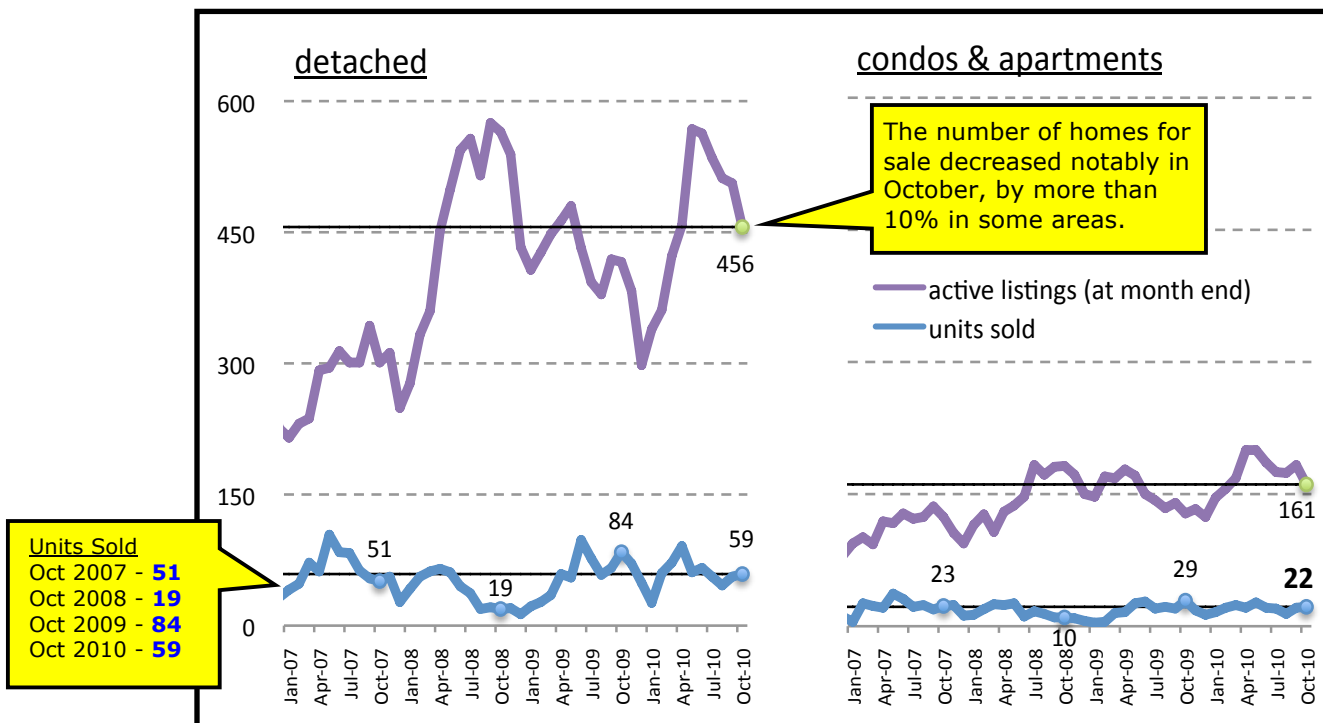


The following charts show the inventory of homes for sale on the last day of each month from Jan 2007 to October 2010, and the sales for each month.

North Vancouver



West Vancouver





some of my recent sales



#1902 – 7077 Beresford St
Highgate, Burnaby
List \$318,000



#210 – 809 W 16th St
Hamilton, North Vancouver
List \$329,000



3752 Calder Ave
Upper Lonsdale, North Vancouver
List \$828,000



#210 – 145 W 18th St
Central Lonsdale, North Vancouver
List \$163,000



4482 Prospect Rd
Upper Delbrook, North Vancouver
List \$899,000



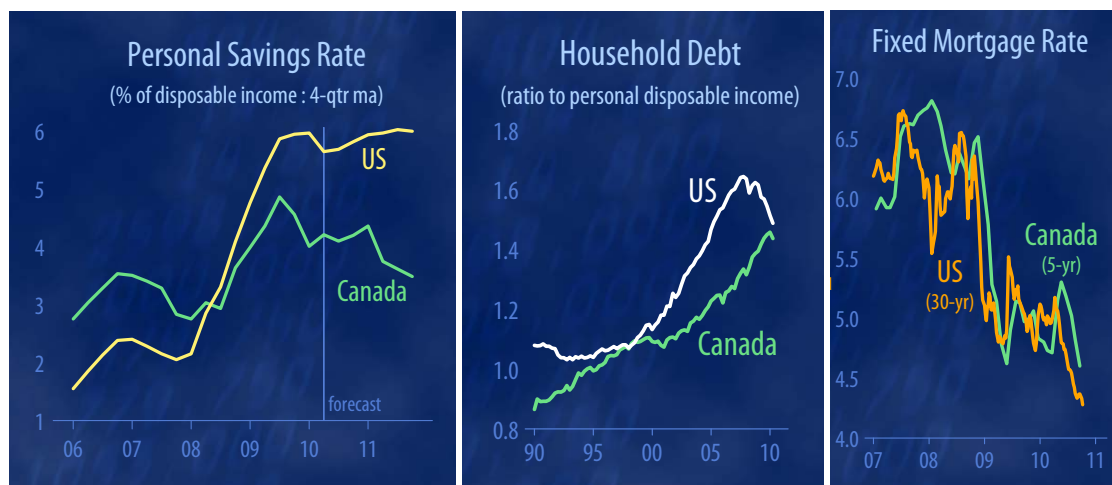
borrowing today

The table to the right compares discounted mortgage rates, which some lenders are now offering to customers having very good credit, with the lenders' posted rates. Most borrowers are offered rates that fall between the two.

The level of debt that borrowers incur is largely determined by the amount available based on their credit worthiness, and how much debt they can comfortably tolerate.

	discounted rates	posted rates
variable	2.27%	prime 3.00%
1 yr	2.46%	3.37%
2 yr	3.01%	3.67%
3 yr	3.07%	4.22%
4 yr	3.46%	5.04%
5 yr	3.41%	5.39%
7 yr	4.65%	6.31%
10 yr	5.02%	6.50%

Mr. Douglas Porter, Deputy Chief Economist and Managing Director, BMO Capital Markets presented the charts below at the 2010 Macdonald Realty Conference, in October. They illustrate trends in savings as a % of disposable income since 2006, in household debt levels compared to disposable income over the last 20 years, and in fixed mortgage rates since 2007.



great value – informed mortgage advisers

According to a 2009 study by Maritz Research at least 70% of Canadian mortgage-holders are satisfied with their overall experience with getting their mortgage, while the rest are either neutral or dissatisfied. The experience is similar whether the mortgage originators are banks, credit unions or brokers.

Maritz found that the three key drivers to determining customer satisfaction were the interest rate obtained, borrower's confidence in the lending institution, and having a knowledgeable mortgage adviser.