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A Fresh Perspective

October 2010

Thank you to Romano Acconci for asking me to help him sell his father's Central Lonsdale apartment in North Vancouver. Romano and his team took great care to prepare the unit and ensure it presented well to buyers, and their efforts were instrumental in its successful sale.



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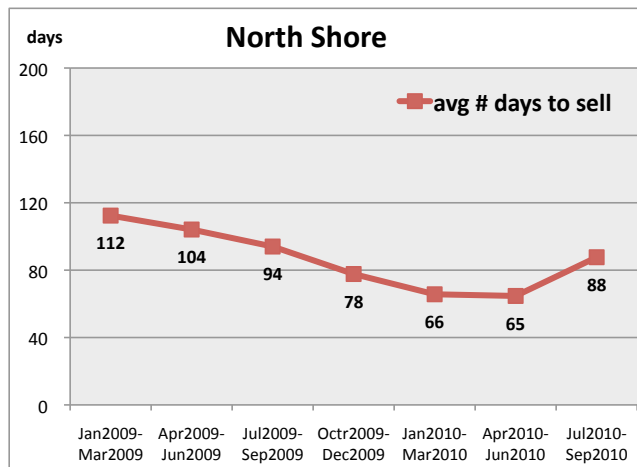
market update

Although, the number of homes for sale on the North Shore was up slightly, September home sales and prices were virtually unchanged compared to activity experienced in the preceding two months, across most categories.

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

When discussing market conditions, we tend to focus on listings, sales and prices. Another measure, of particular interest to sellers, is how long it takes to sell a home.

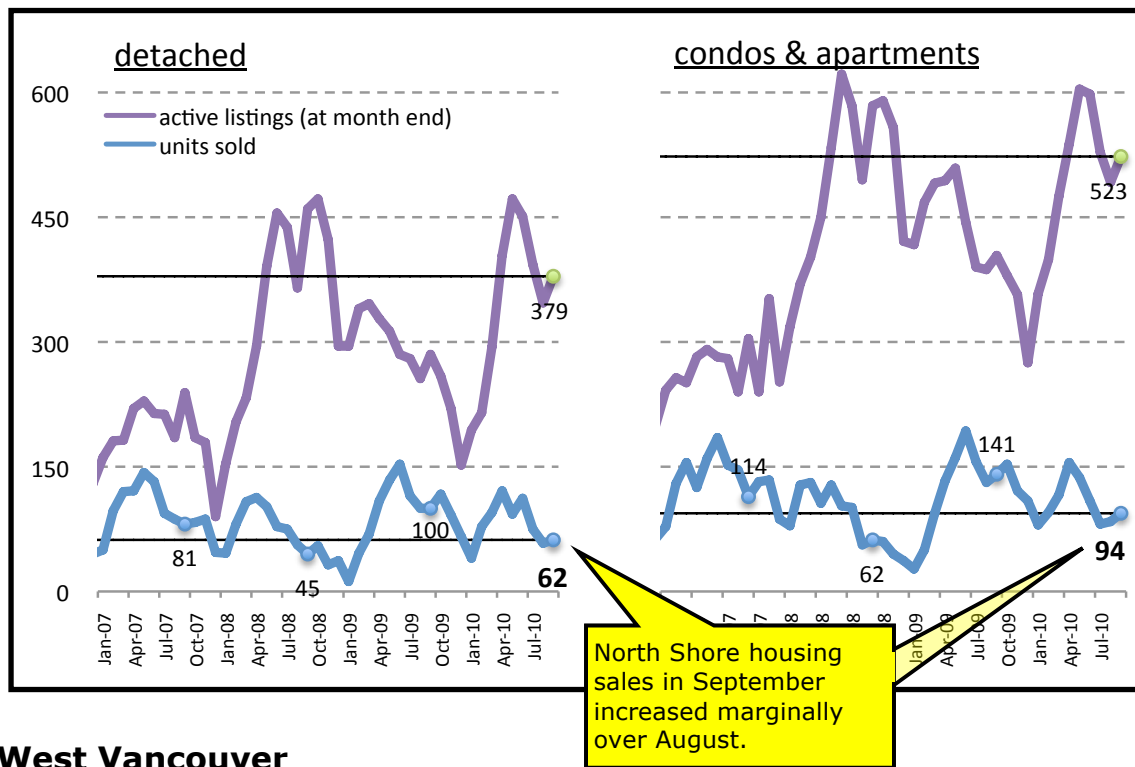
This month, I'm including several charts that will shed some light on how long it took, on average, to sell single-family homes on the North Shore. Call me for more information about your area.



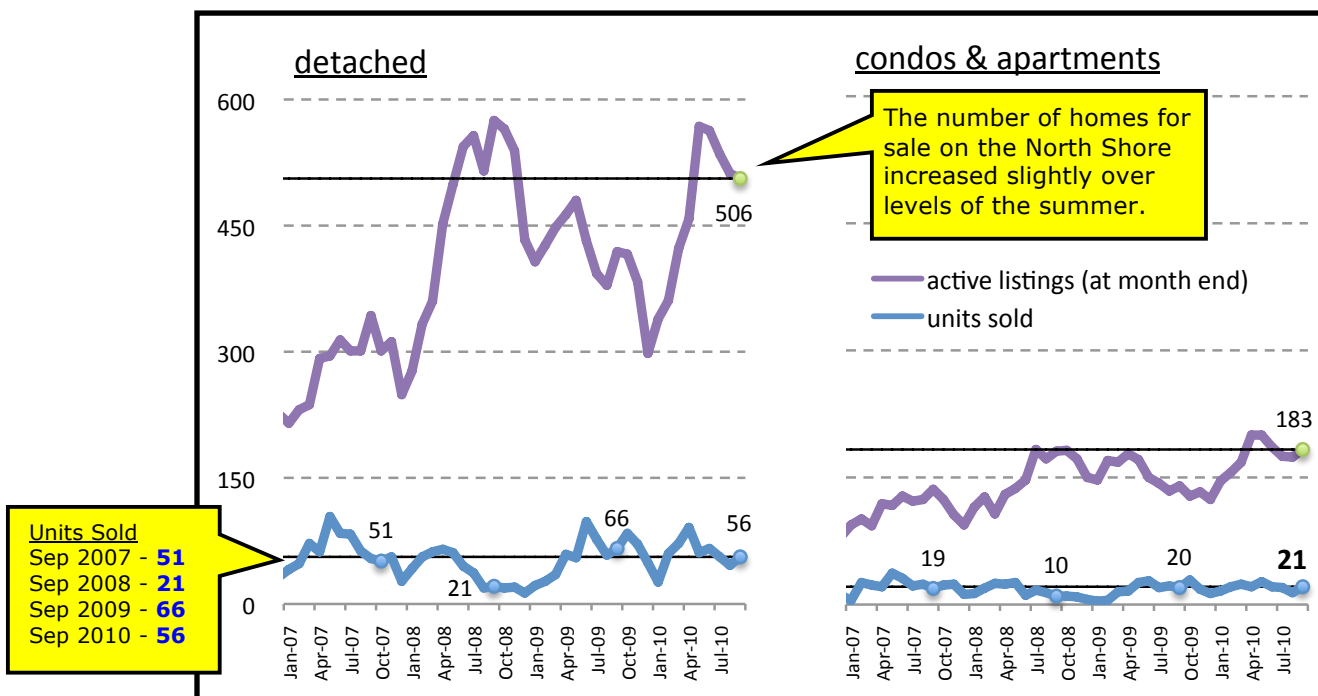


The following charts show the inventory of homes for sale on the last day of each month from Jan 2007 to September 2010, and the sales for each month.

North Vancouver



West Vancouver

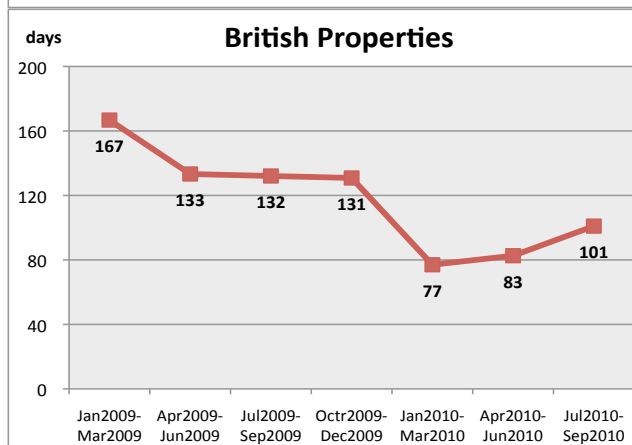
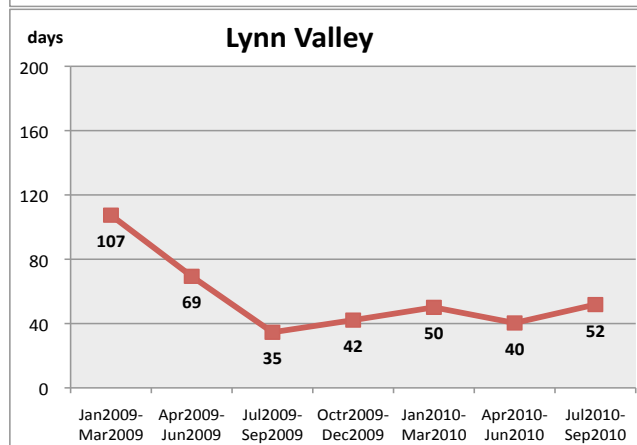
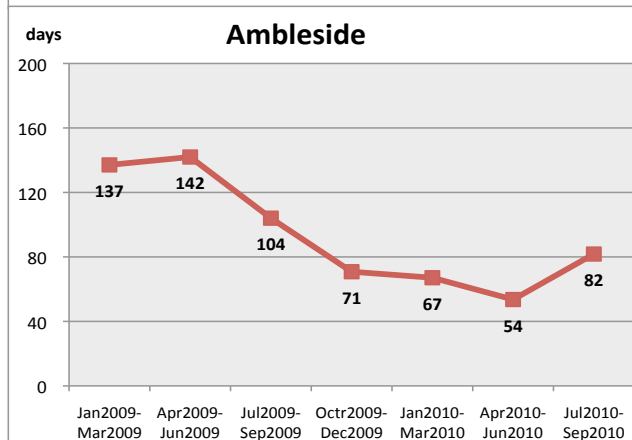
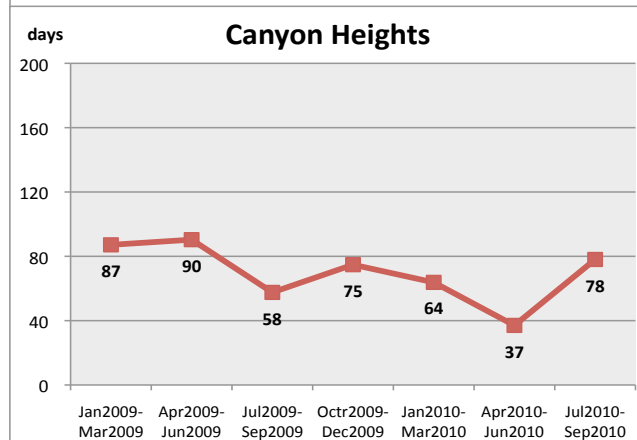
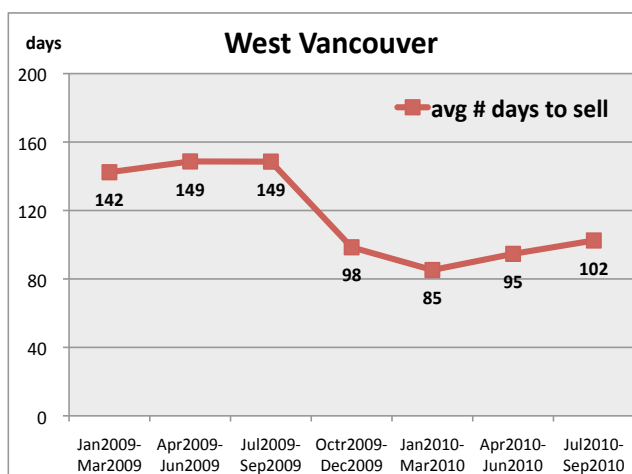
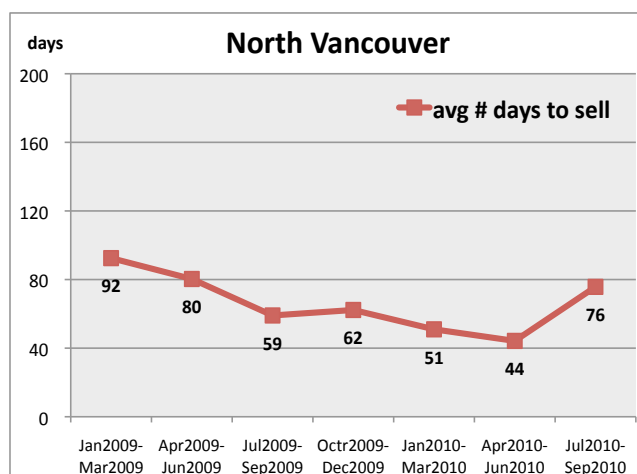




days to sell

How long will it take to sell? If you are like most of us, once the decision to sell our home is made, we take great pains to clean, de-clutter, repair, paint and do whatever it takes to make it look as appealing as possible. Then we hope buyers will line up in week 1 to present their above-asking offers.

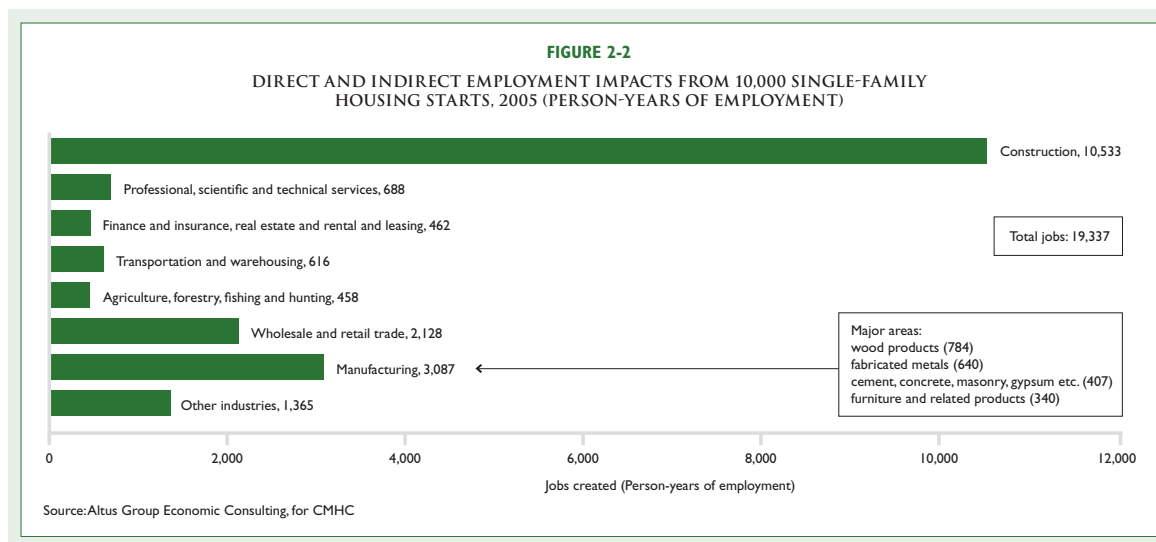
Unfortunately, quick-sale scenarios are rare, and have been for some time. The charts below relate to single-family homes on the North Shore and are intended to provide realistic insight to those considering selling soon.





housing & jobs

Recently, I came across the following chart that shows building 10,000 single-family homes in Canada created over 19,000 person-years of employment.



great value – credible REALTORS®

Most people hire REALTORS® to guide them when buying and selling residential property. Clients expect their REALTORS® to help stick handle through the home buying process, be good negotiators and, most importantly, to be highly credible.

Ways that the credibility of your REALTOR® should be evident include providing:

- Accurate information (core facts).
In a way that is easy to understand and without bias or opinion.
- Personalized interpretation of the information.
Explain what the facts mean to you in your personal circumstances.
- Personalized recommendations.
Your best 3 or 4 options and the consequences of each, based on factors that are important to you.
- Protection.
Clarify what the roadblocks or implications of your decision are expected to be.
- Inspiration.
Keep you inspired and on track.

If I can be of help to you or someone you know, please call me now.