



A Fresh Perspective

October 2011

Thank you to John Milkovich for introducing me to Michael and Rosemary Newman. The Newmans' picturesque Marinaside Resort condo in Yaletown is now for sale.

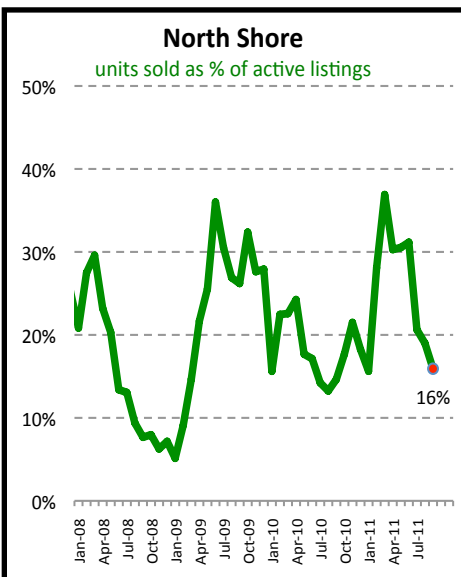


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market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS®



residential property sales of 2,246 units in September representing a 6% decrease from the levels of August, and 1% more than in September 2010. At 16,085, the total number of residential property listings at September 30 was 5% higher than at the end of August, and 4% more than at the end of September 2010. The metro MLS® sales to active listings ratio slipped to 14%, the lowest it's been this year and suggests the beginning of a buyers' market.

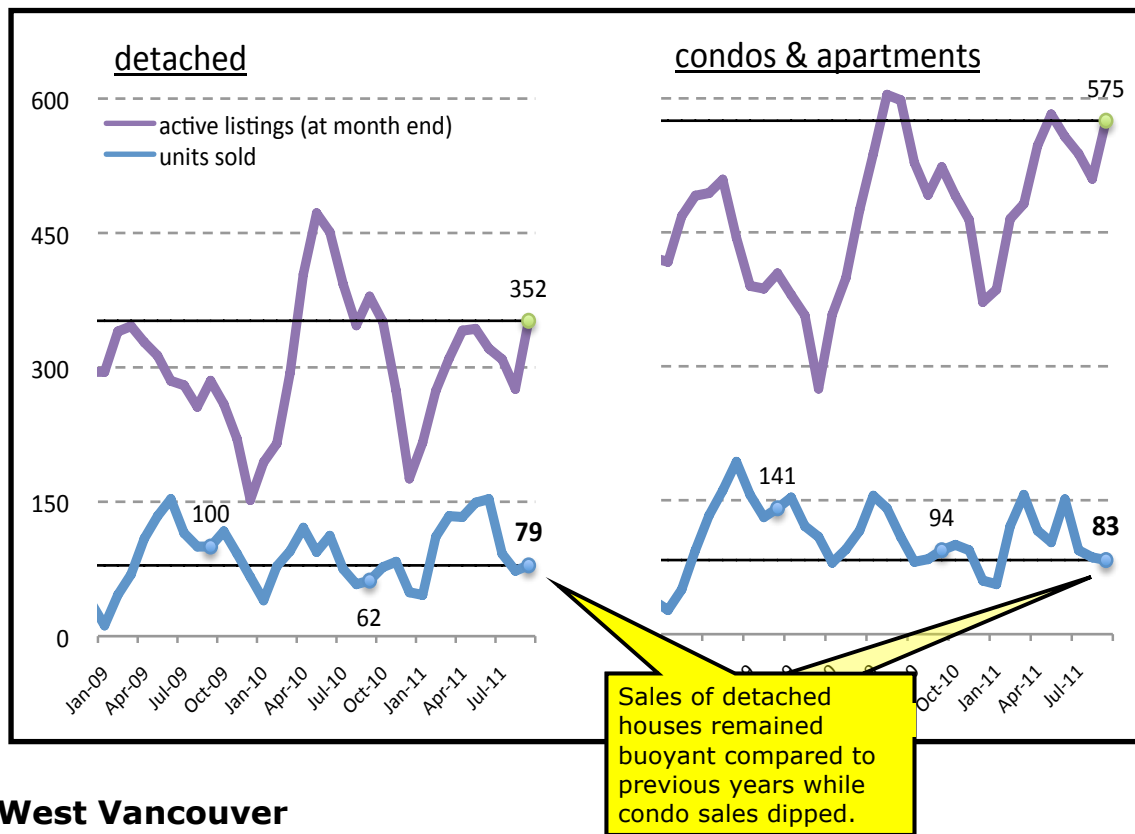
North Shore home sales, at 247 units, were down by 3% from August and were 6% higher than in September 2010. The sales to active listings ratio on the North Shore continued its steep decline of recent months

to 16%, down from 19% in August, indicating that although still in balance, like elsewhere in the metro region, North Shore market conditions are quickly trending towards those favoring buyers. For the complete September 2011 REBGV market report, go to www.danmuzzin.com/news.html.

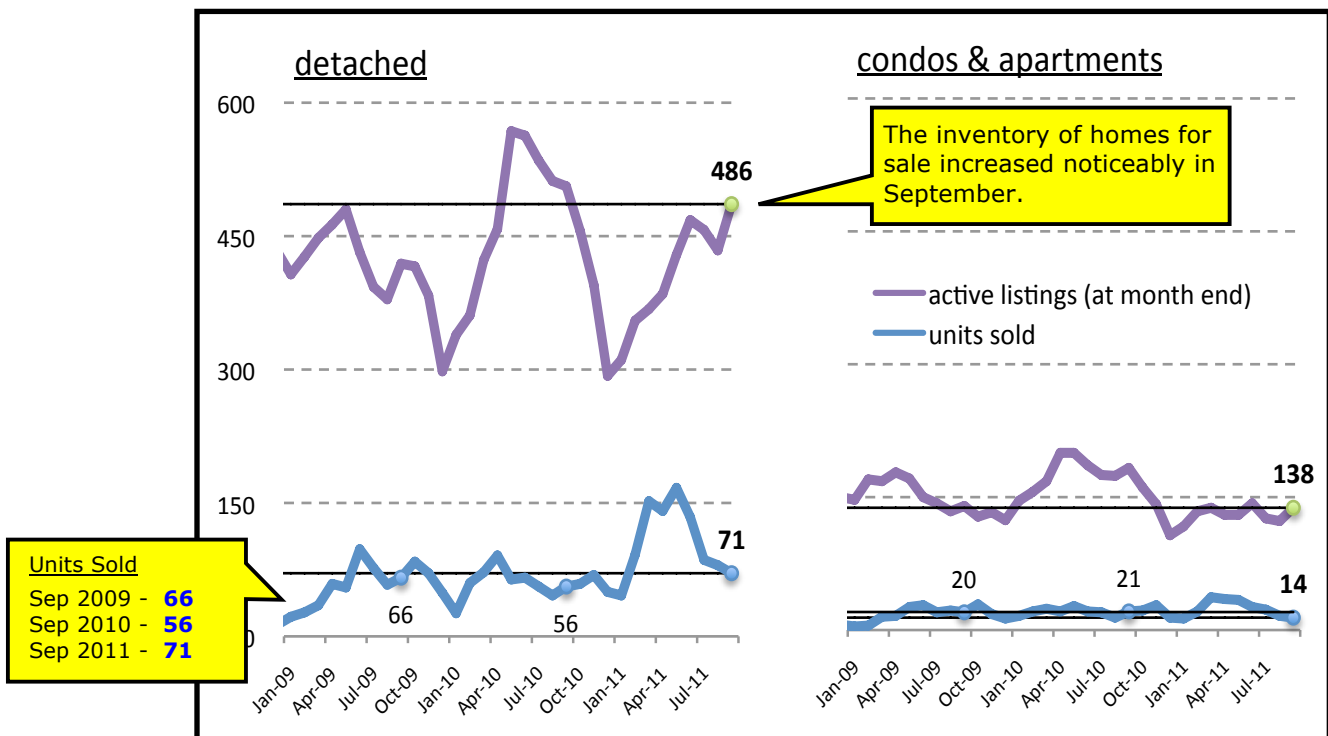


The following charts show the inventory of homes for sale on the last day of each month from Jan 2009 to September 2011, and the sales for each month.

North Vancouver



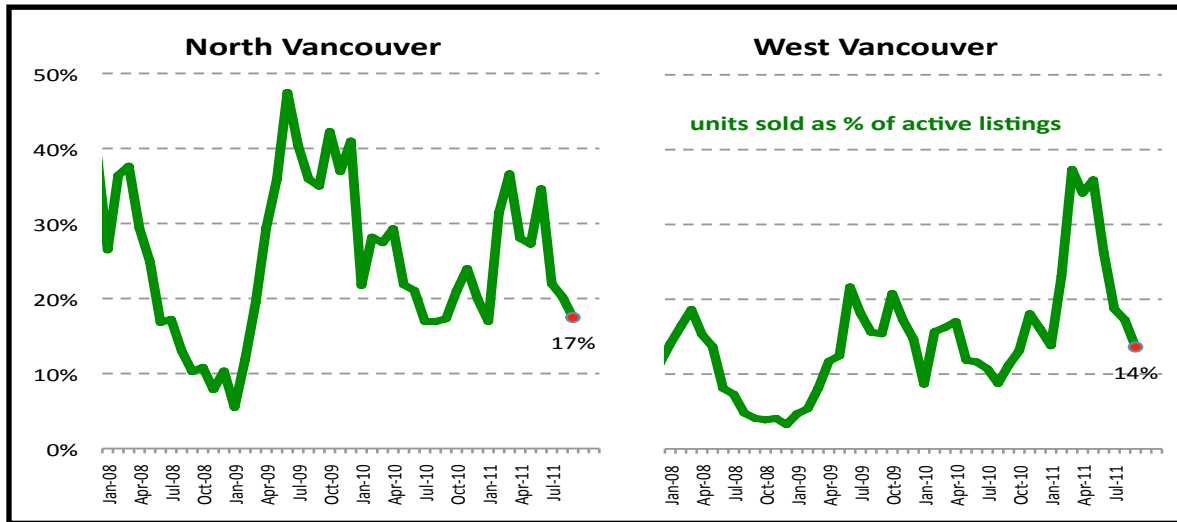
West Vancouver



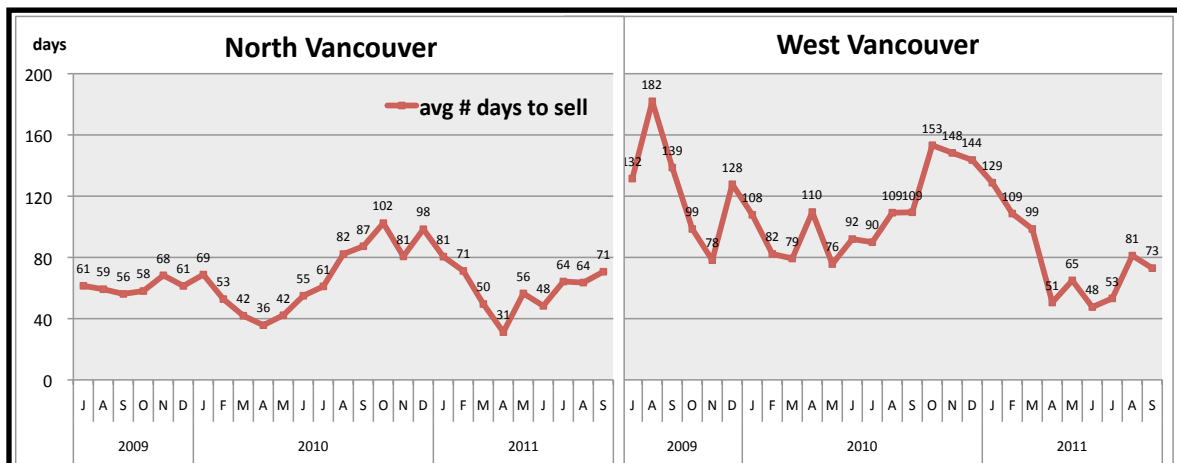


selected sales details

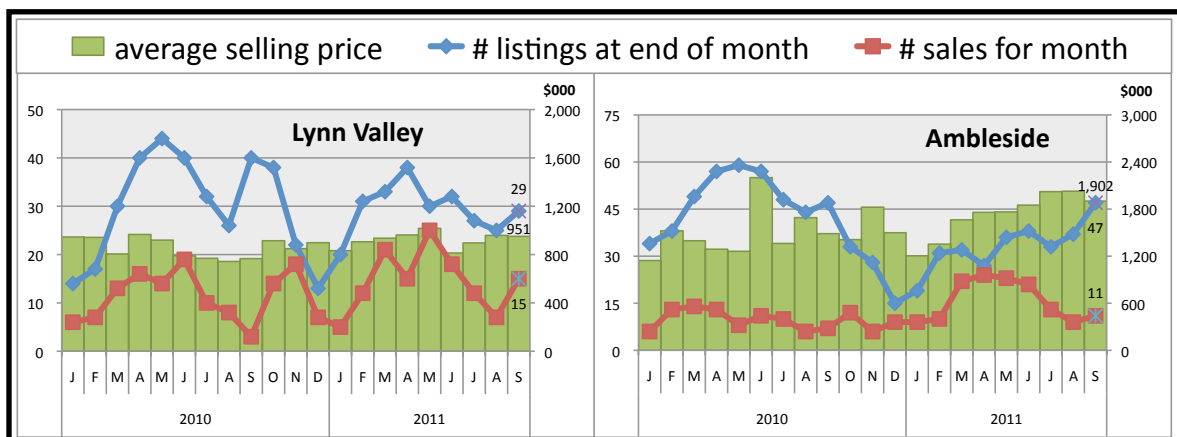
properties sold, as a % of properties for sale at end of month



average # of days on market



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





for landlords and tenants

Whether you rent out a small secondary suite or multiple units in a high-rise tower, your role as a landlord means having significant financial and legal obligations, as do tenants whether they rent month-to-month or on a long-term lease. Here are some resources to help landlords and tenants to manage their responsibilities.

BC Residential Tenancy Branch - www.rto.gov.bc.ca - this site offers access to information on matters such as rights and responsibilities, security and pet deposits, inspections, rent increases, and free landlord forms such as rental applications and notice to end tenancy. Click on Publications then look for the useful (and free) *A Guide for Landlords and Tenants in British Columbia*.

Canada Mortgage and Housing - www.cmhc.ca/en/co/reho/index.cfm - refer to the helpful *Your Guide to Renting a Home* which provides guidance, fact sheets, sample letters, worksheets and more for landlords and renters.

Tenant Resource and Advisory Centre - www.tenants.bc.ca - provides guides for landlords and tenants in a number of languages including a *Tenant Landlord Guide for Newcomers to BC* in the Publications section.

Additional resources you may find useful include Chapter 13 "Landlord and Tenant Law" of the **UBC Law School's Legal Advice Program** publication *LSLAP Manual* www.lslap.bc.ca/main/?Manual_download, and **BC Apartment Owners and Managers Association** www.bcapartmentowners.com.

Thank you to *The Open House* ...an REBGV publication.

great value – GardenSmart

"GardenSmart is an outreach and education initiative of the North Shore Recycling Program whose goal is to provide programs and support that will help your household reduce waste. One of the best ways to reduce your household waste is to create a healthy yard and garden that meets your needs today without compromising the ability of future generations to meet their needs. In practice, this includes using resources wisely, improving your soil naturally and creating a healthy and diverse garden."

Current initiatives of the GardenSmart program:

- composter and aerator sales
- workshops ("Growing Great Garlic" –Oct 22, John Braithwaite Centre, and "Planning Your First Vegetable Garden" –Nov 5, Lynn Canyon Ecology Centre)
- custom programs, such as garden parties and compost coaching
- monthly updates of upcoming gardening events on the North Shore

To learn more click on www.gardensmart.ca or call 604-984-9730.