



a fresh perspective

April 2020

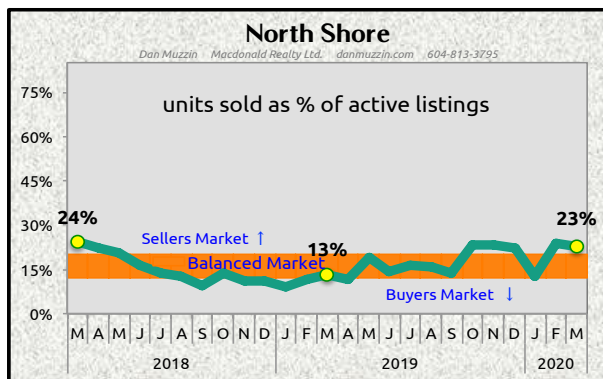
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market update



The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 2,524 units in March, which represented a 17% sales increase from February and 46% higher sales than in March 2019. Total residential sales activity for the month for all property-types throughout the metro region, came in at 20% below the 10-year historical average for March. At 9,606 the total number of residential property listings at March 31 was 5% higher than at the end of February, and 25% fewer than at March 31, 2019. At 26%, the metro MLS® sales-to-active-listings ratio was 3% higher than in February. The Home Price Index composite benchmark price for all residential properties in Greater Vancouver is 2% higher than that of 12 months ago and 4% higher than 6 months ago.



North Shore home sales in March, at 259 units, were exactly the same as the 259 properties sold in February, and 30% more than the 199 sold in March 2019. The sales-to-active-listings ratio on the North Shore slipped to 23%, from 24% in February, reflecting 28% fewer-than-normal total sales for March and 10% fewer listings than the average # of properties for sale as at the end of March (*details on page 7*). The North Shore detached homes that sold in March took an average of 13 weeks to sell, about 2 weeks longer than the 11 weeks it took for those that sold in February, and 2 weeks quicker than the 15

weeks it took for houses that sold in March 2019. At March 31, there were 1,131 North Shore properties for sale on MLS® or 3% more than the 1,093 listings at the end of February, and 25% fewer than the 1,501 units for sale at March 31, 2019. Benchmark prices of detached homes are higher by 3% in North Vancouver and lower by 1% in West Vancouver, from 12 months ago.

As prices and market conditions can vary dramatically by neighbourhood, feel free to call Dan to better understand how the market is doing where YOU live. For the entire March 2019 REBGV market report, visit www.danmuzzin.com/news.html.



Covid-19 and our homes

What a month its been!

Although the real estate industry has been advised not to hold any open houses, private showings for interested buyers are allowed and continue to be arranged during which Covid-19 safety-respecting protocols are being adhered to.

For example, Macdonald Realty requires the following showing requirements document to be read and the associated waiver document to be signed by visitors before they will be allowed to enter a property that is for sale.

Properties continue to be purchased and sold even during these uncertain times.

COVID-19 Showing Requirements

The health and safety of our families, colleagues and everyone in our society is of the utmost importance during this time. Thank you for your patience and cooperation.

Before making a request for a private showing we ask that you do the following:

- Please review the MLS® listing in full.
- Please review and understand the strata plan (if applicable).
- Please review the floor plan (if available).
- Please review the property photos and/or watch the property video.
- Please drive by and familiarize yourself with the location of the property.
- Please ask any questions by phone, text or email.


In order to protect everyone, we ask that you do not book a private showing or enter the property if:

- You are experiencing flu-like symptoms.
- You have travelled outside Canada within the last 14 days.
- You know or suspect that you have been in close contact with anyone who has experienced points 1 or 2 above or who has been diagnosed with COVID-19.

When entering the property we ask that you:

- Do not touch or sit on any furniture.
- Do not use the bathroom.
- Allow us to open doors or cupboards and turn on lights as required.
- Maintain a mandatory 2 metre distance from anyone outside your group.

THESE APPLY TO REAL ESTATE PROFESSIONALS, SERVICE PROVIDERS & THE PUBLIC
This communication is not intended to cause or induce breach of an existing agency agreement.





Real Estate Property Access Waiver

Property Address: _____

Dated this _____ day of _____, 2020

Please understand that with the outbreak of the recent COVID-19 VIRUS, there is a risk associated with entering or permitting others to enter this property.

By entering or permitting others to enter, you assume all risk and liability with regard to the COVID-19 virus and will hereby waive any claims against and responsibility of the property owner(s), their designated agent(s), the listing brokerage(s), and/or any other person(s) permitted to enter the property.

I HEREBY AGREE TO ALL OF THE ABOVE AND THE COVID-19 SHOWING REQUIREMENTS:

PERSON 1: _____

SIGNATURE: _____

PERSON 2: _____

SIGNATURE: _____

PERSON 3: _____

SIGNATURE: _____

PERSON 4: _____

SIGNATURE: _____

Thank you for your cooperation and understanding.

It seems that very day we receive new guidance on how to deal with Covid-19 ...here's more!
You may find the following to be helpful online advice for cleaning and disinfecting our homes.

Cleaning and Disinfection for Households – Centers for Disease Control and Prevention (USA)

- general recommendations
- how to clean and disinfect
 - hard (non-porous) surfaces
 - soft (porous) surfaces
 - electronics
 - linen, clothing, and other items that go in the laundry

click on this link

https://www.cdc.gov/coronavirus/2019-ncov/prevent-getting-sick/cleaning-disinfection.html?CDC_AA_refVal=https%3A%2F%2Fwww.cdc.gov%2Fcoronavirus%2F2019-ncov%2Fprepare%2Fcleaning-disinfection.html

selected sales details

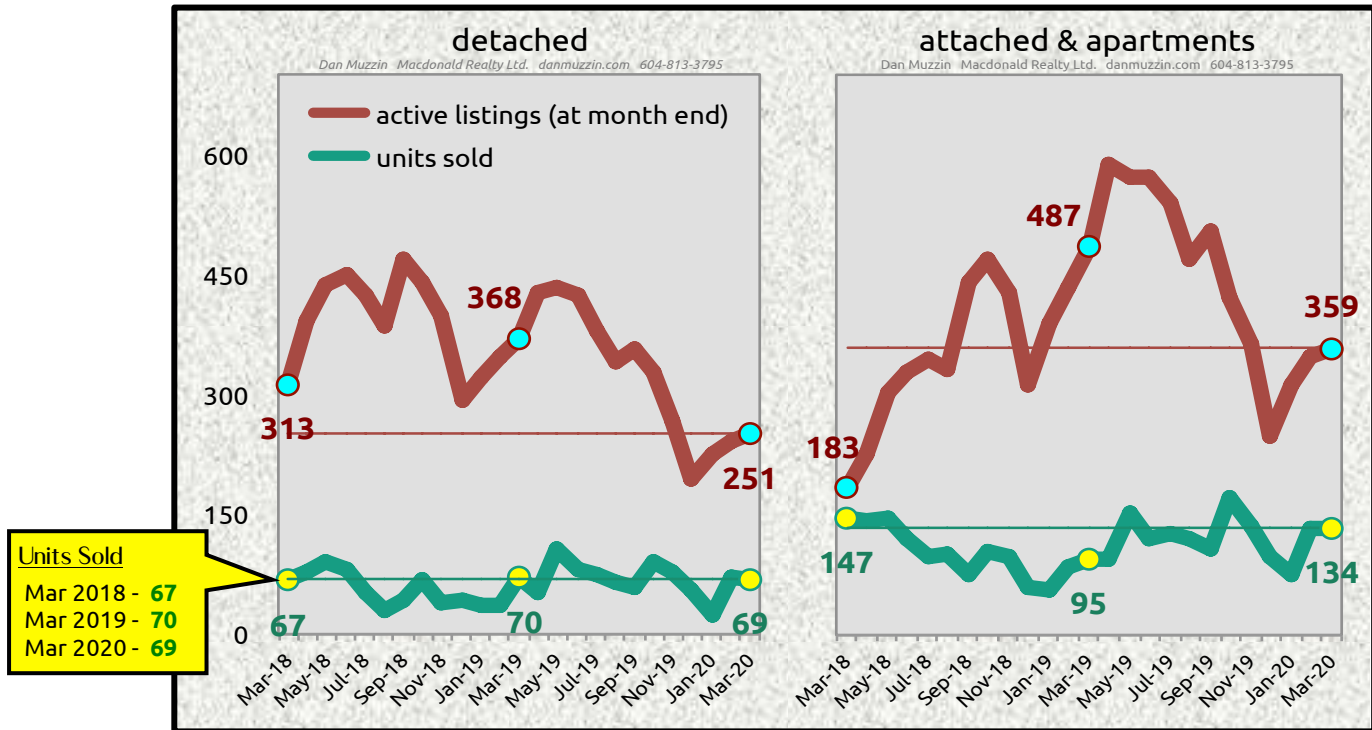


Dan Muzzin 604-813-3795



The following charts show the inventory of North Shore homes for sale on the last day of each month from March 2018 to March 2020, and the sales for each month.

North Vancouver



West Vancouver

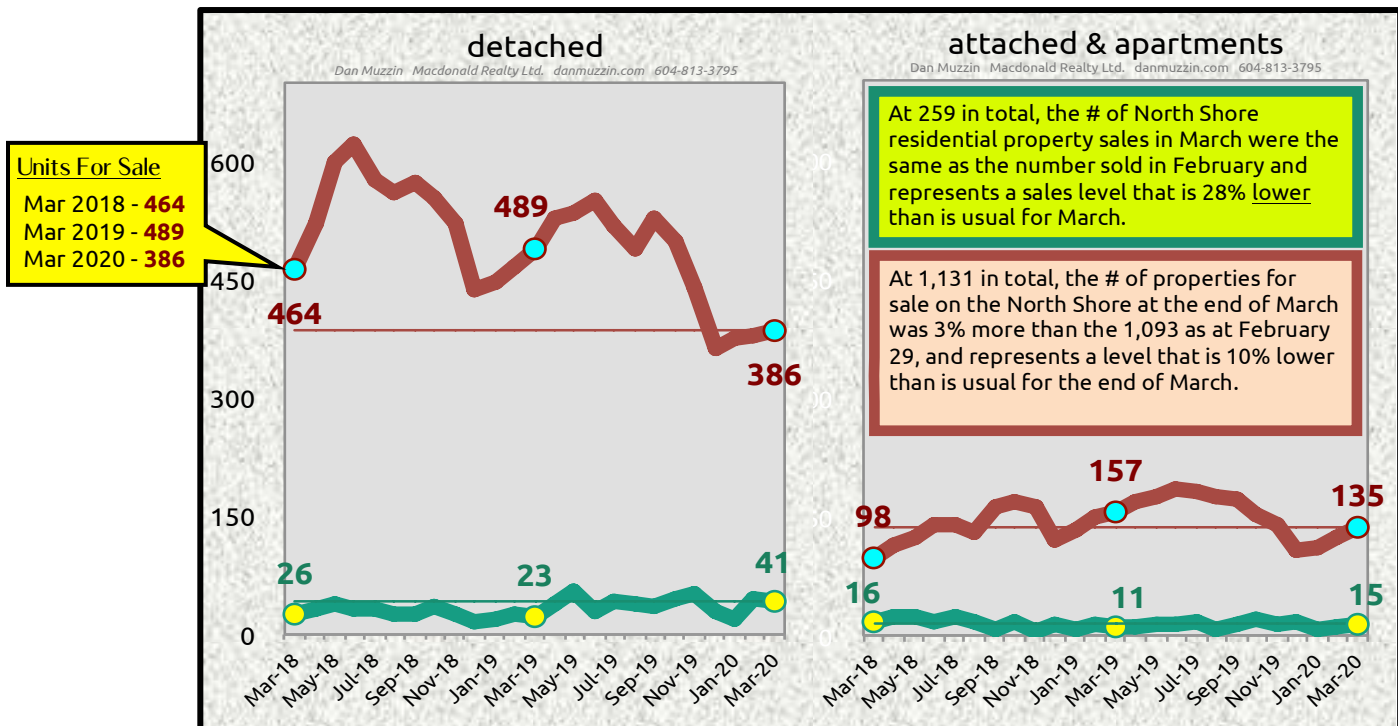


chart data obtained from Real Estate Board of Greater Vancouver

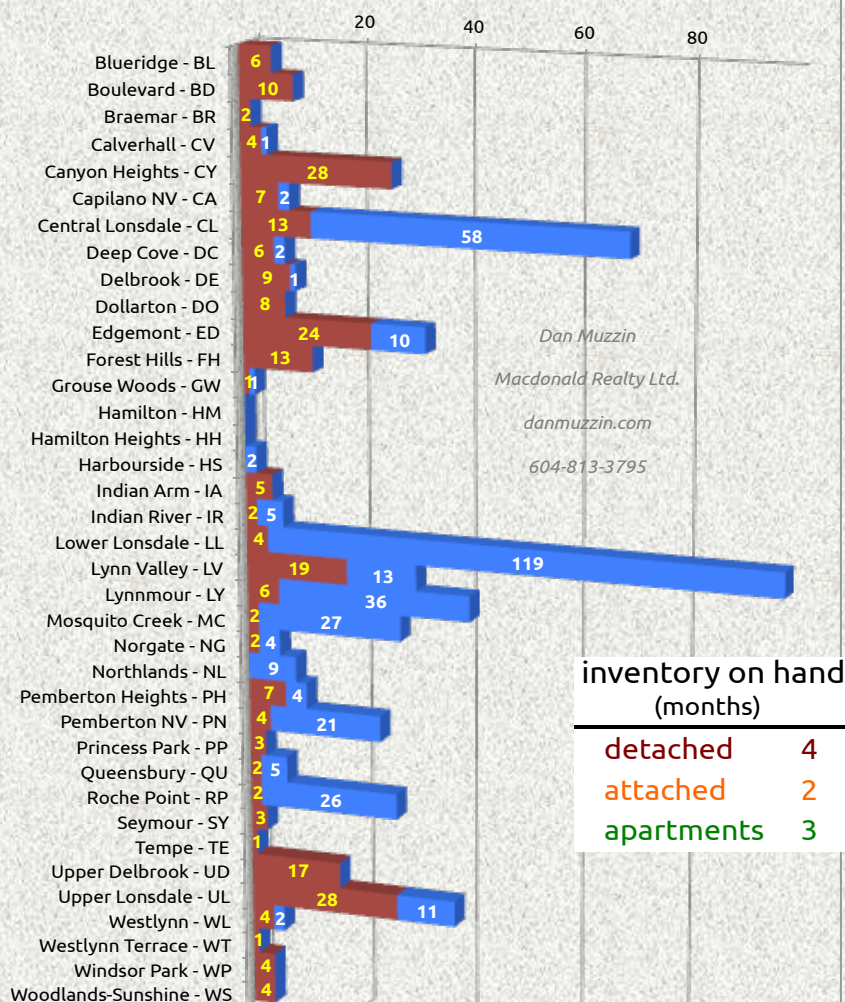
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of North Shore properties for sale at March 31, 2020 (on MLS®)

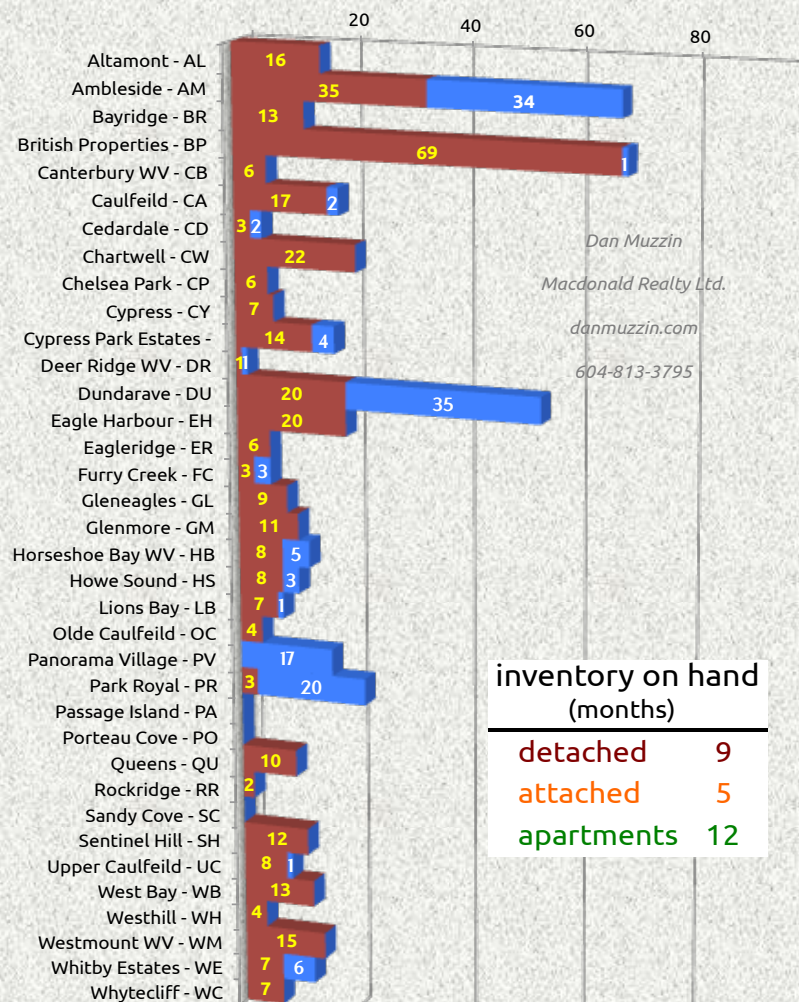
North Vancouver

■ detached (251) ■ attached & apts (359)



West Vancouver

■ detached (386) ■ attached & apts (135)



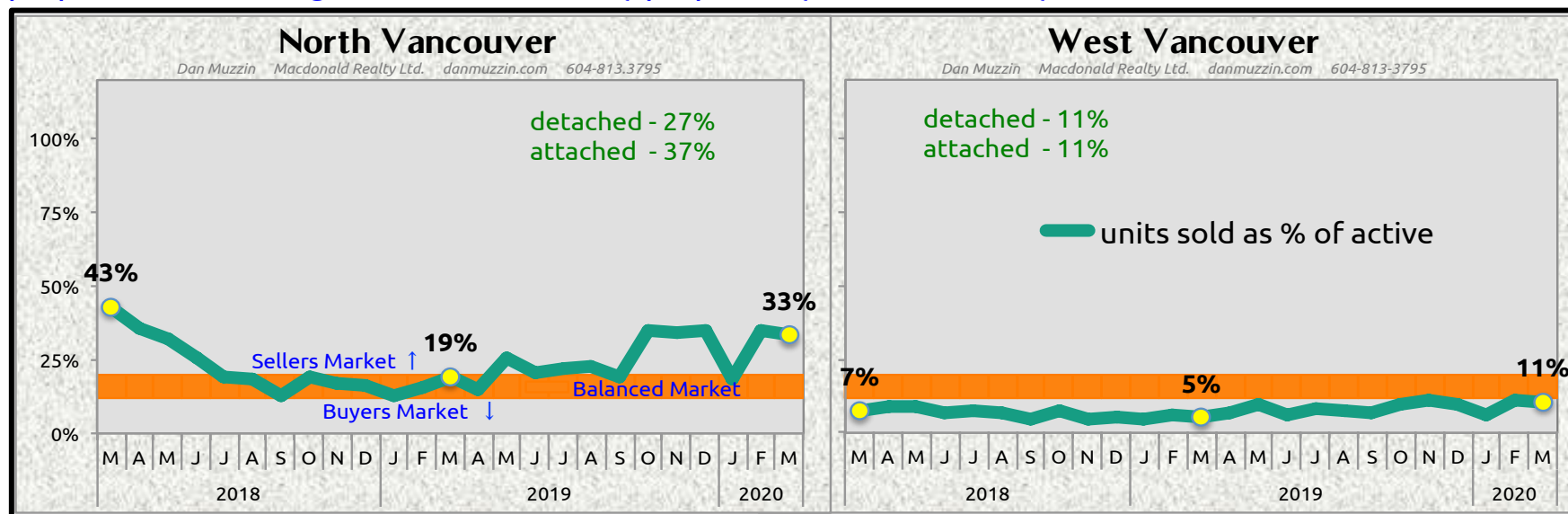
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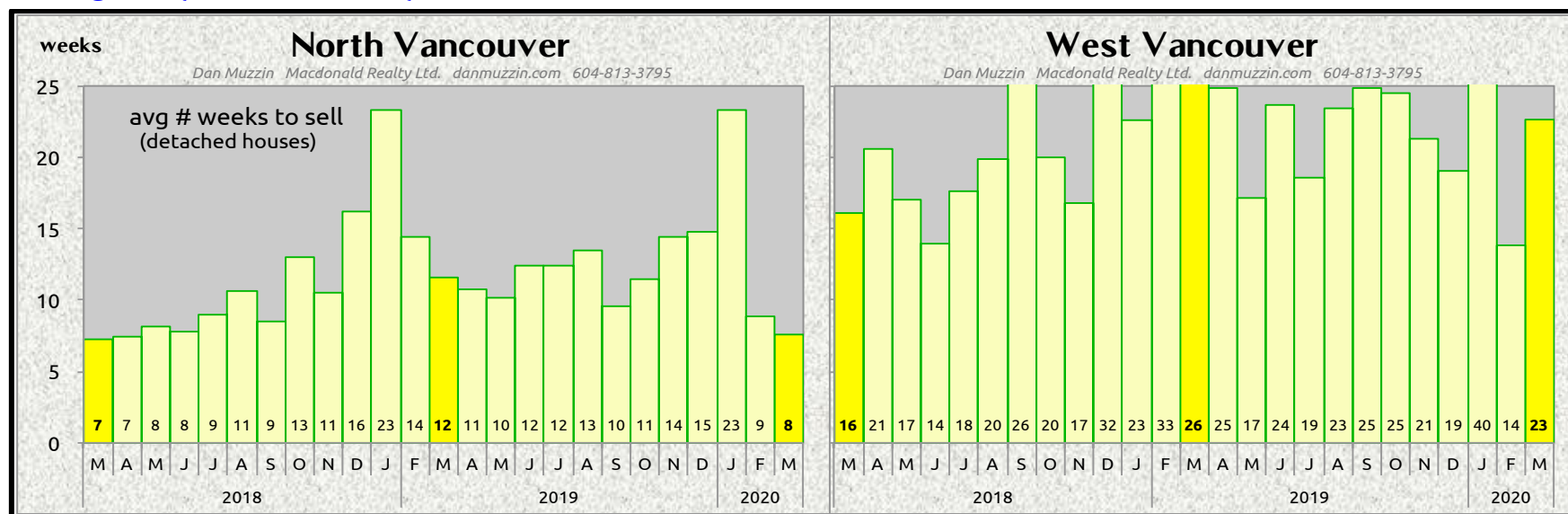
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properties sold during the month, as a % of properties for sale at end of the month



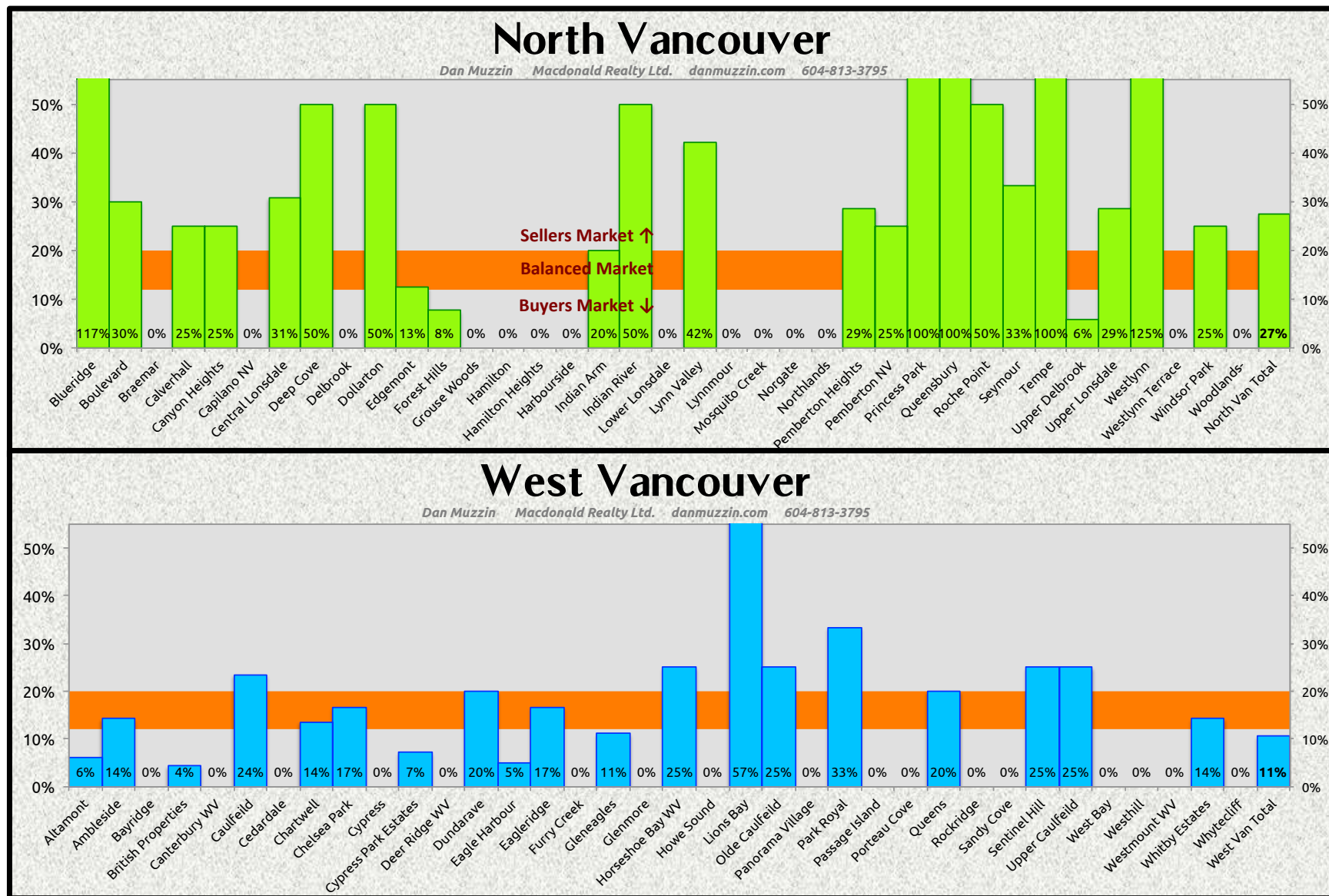
average # of weeks it took for detached houses to sell





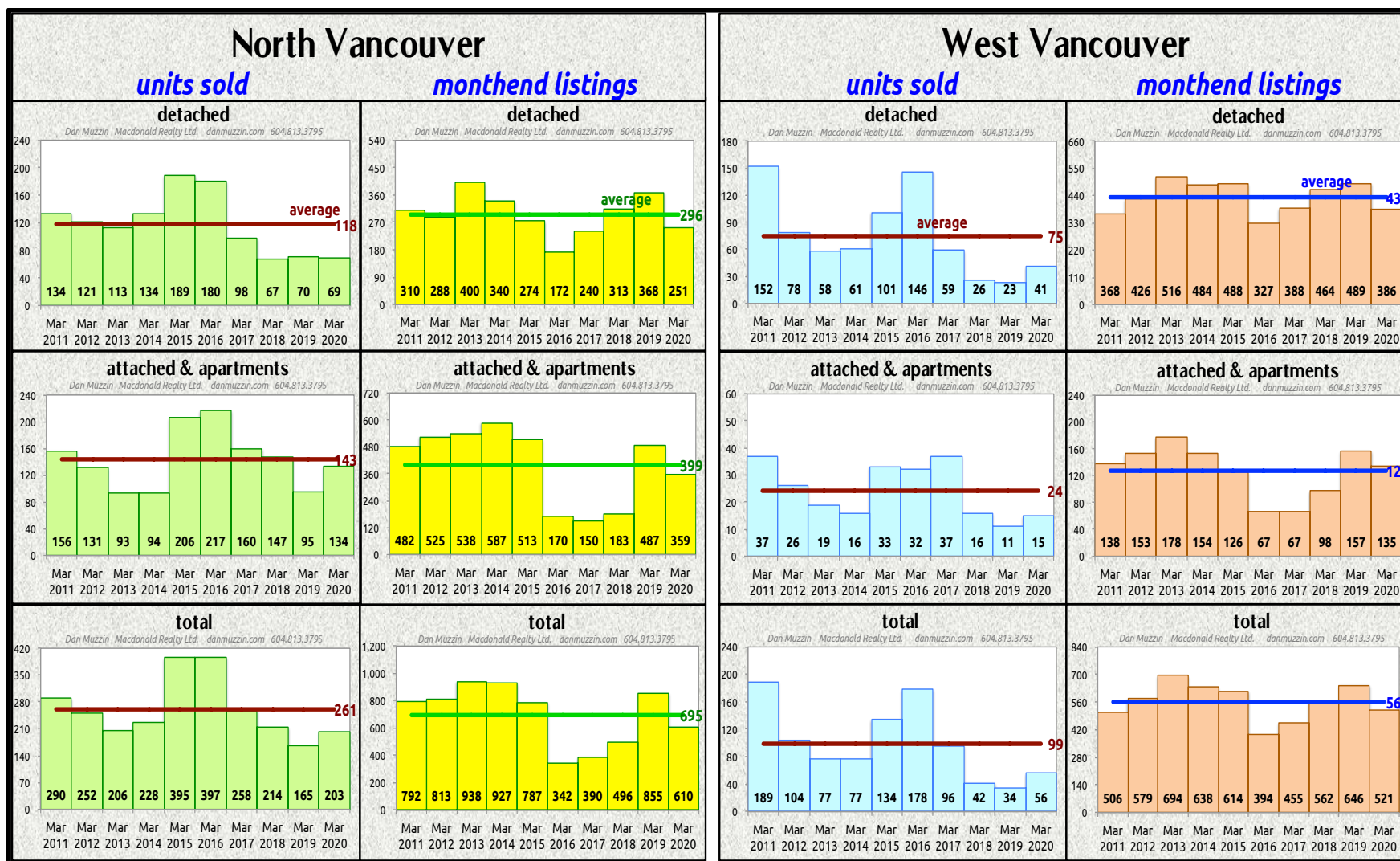
do housing conditions in your neighbourhood favour sellers, buyers or are they in balance?

single-family detached houses sold in March 2020, as % of the number of houses for sale at March 31, 2020





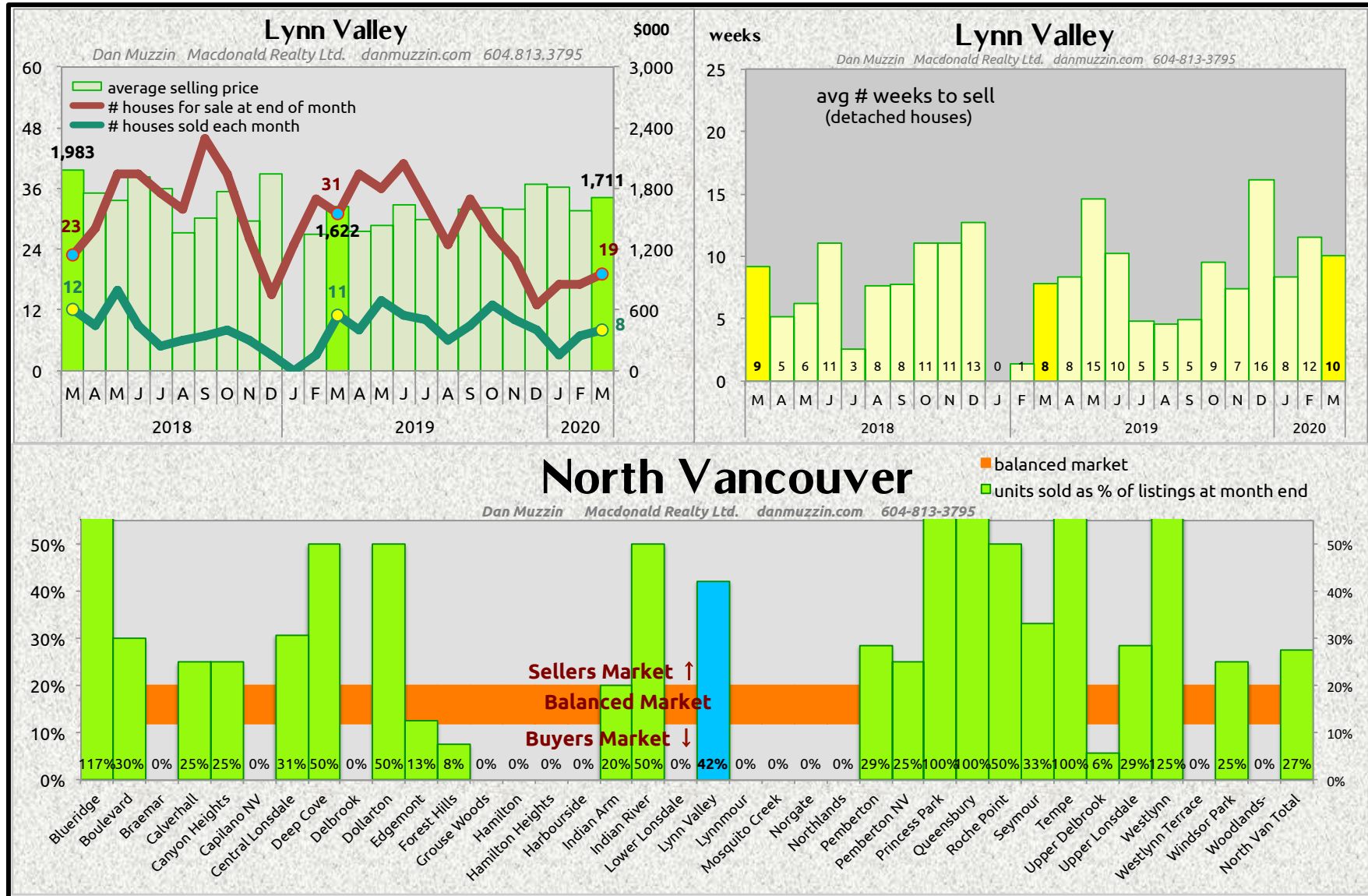
compare 2011 – 2020 Sales and Listings for the month of March





Lynn Valley housing snapshot – March 31, 2020

For a housing snapshot of **your** neighbourhood ...call Dan



sales details for selected North Vancouver neighbourhoods



■ average selling price
 — # houses for sale at end of month
 — # house sales for month

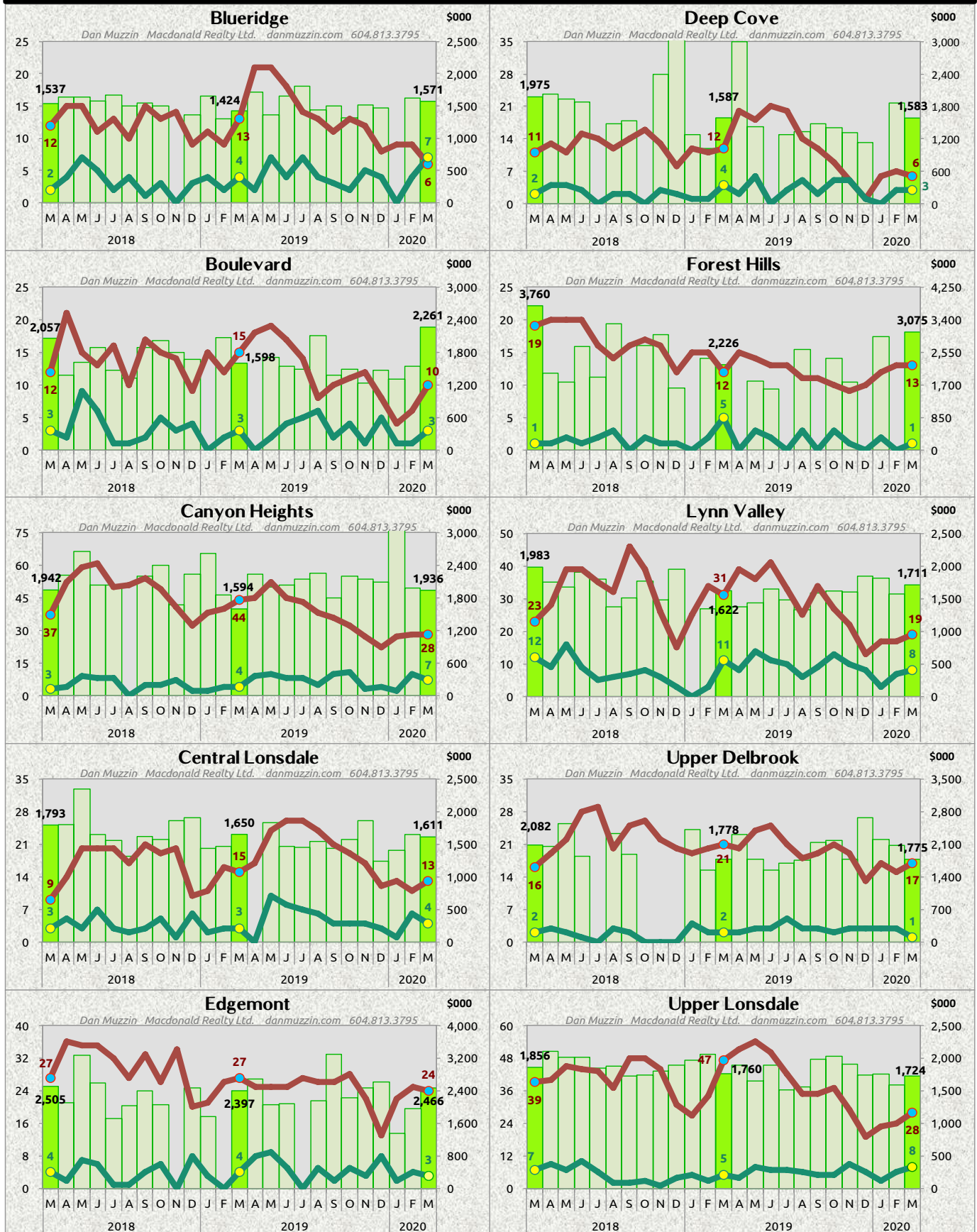


chart data obtained from Real Estate Board of Greater Vancouver

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sales details for selected West Vancouver neighbourhoods



average selling price # houses for sale at end of month # house sales for month

