



## A Fresh Perspective

### January 2019

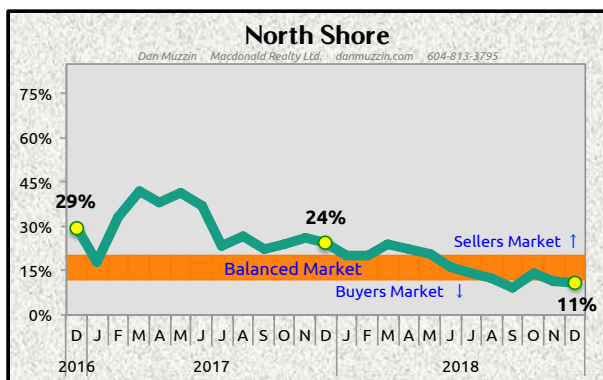
in this issue...

- market update
- gardens make a difference
- great value – garden space
- selected sales details



### market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 1,072 units in December, which represented 33% fewer sales than in November and 47% fewer sales than in December 2017. Total residential sales activity for the month for all property-types throughout the metro region, came in at 43% below the 10-year historical average for December. At 10,275 the total number of residential property listings at December 31 was 17% lower than at the end of November, and 48% higher than at December 31, 2017. At 10%, the metro MLS® sales-to-active-listings ratio slipped from 13% in November. Total sales in 2018 was the lowest since 2000.



**North Shore** home sales in December, at 129 units were 24% lower than the 169 properties sold in November, and 39% fewer than the 210 sold in December 2017. The sales-to-active-listings ratio on the North Shore held at 11%, the same as in November, reflecting 34% fewer-than-normal total sales for December and 24% more listings than the normal # of properties for sale as at the end of December (*details on page 7*). The North Shore detached homes that sold in December took an average of 20 weeks to sell, 7 weeks longer than it took for those that sold in November, and 4 weeks

longer than the average of 16 weeks it took for houses that sold in December 2017. At December 31, there were 1,161 North Shore properties for sale on MLS® or 23% fewer than the 1,509 listings at the end of November, and 35% more than the 861 units for sale at December 31, 2017. Benchmark prices of detached homes are lower by 8% in North Vancouver and lower by 14% 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 December 2018 REBGV market report, visit [www.danmuzzin.com/news.html](http://www.danmuzzin.com/news.html).



## gardens make a difference

For most, this is a difficult time to sell a home. As a result, adding value to your property and differentiating it from the competition is extremely worthwhile. Before selling their property, most people try to spruce up the inside living spaces by decluttering and doing a thorough clean. Often, however, the area that gives a first impression is ignored ...the gardens.

We all like to get outside and enjoy a sunny summer afternoon, so make sure your garden looks appealing for a potential buyer. Depending on their situation, buyers could see the garden as entertaining space, a hobby, the place where their children will play, space for their pets, a source of food or a combination of any or all of these. It's crucial then that sellers place as much importance on the presentation of the garden as they would on the presentation of the house. Good gardens can add value to a home and poorly kept gardens can detract from it. Here are some tips to follow to make your gardens add value to your property...

### ***Spruce up the space that is seen first***

Start where potential buyers will start, the front yard. To boost the selling price the first impression really does count. Never forget curb appeal and, more relevant in this online age, photo appeal. Just like inside your home, some decluttering, tidying up and garden maintenance is advisable.

### ***Add some seasonal colour***

Once your garden is tidy, make it into a key selling point that potential buyers will love. Buyers will visualize living there, so tastefully plant flowers to give gardens some colour, and keep the lawn well fertilized, watered and neatly mowed. In the spring and summer months, show off your garden to its full potential. Also, don't underestimate the impact of a bit of paint as a low cost way to freshen up fences, sheds and other garden features and adding value to your property.

### ***Secure the garden***

If the people viewing the house have young children or pets, they will want to see a garden that is fully secured to avoid an escaped child or dog. It is important to invest in secure fencing, walls or gates. People like to feel secure in their gardens so that they can relax. If needed, adding hedges or trees in key spots can also add to a sense of privacy.

### ***Think about patios and decks***

Investing in a good quality patio or decking will enhance the overall appearance of your outside space. Decent sized patio and decking areas add value, as they are great for entertaining. Suitably discreet lighting helps create a desirable garden setting for those long summer nights. Ideally, have garden furniture set up so buyers can imagine themselves comfortably enjoying an al fresco evening.

### ***Add a key selling point***

If space permits, adding something more to a well-maintained garden can make potential buyers want to buy your property above any others they have seen. Examples include a well-designed shed, or a designated children's play area (maybe a tree house) that could offer something unique and a lifestyle image that potential buyers can see the value in.

## great value – garden space

Whether meant for a hobby gardener, a children's play area or a place to kick back and relax with family and friends, an attractive garden space could be the difference-maker to selling your home.

# selected sales details

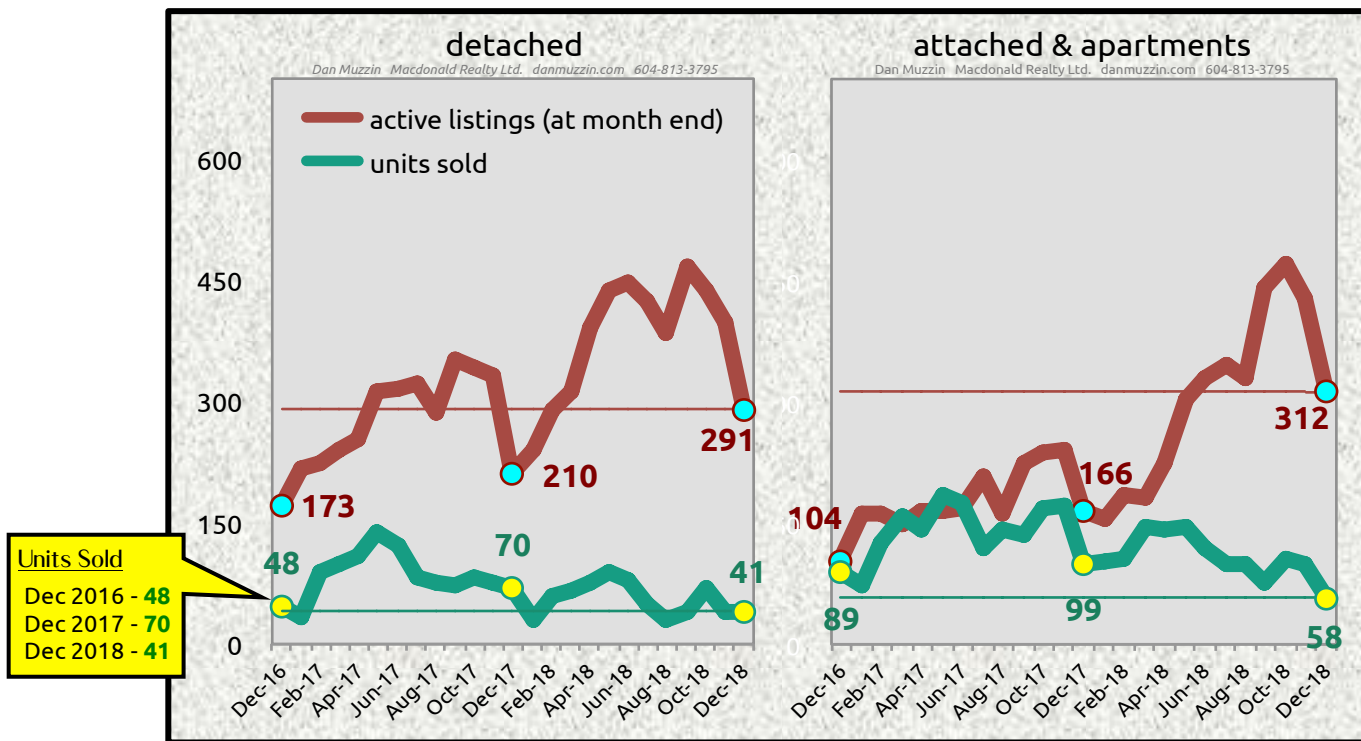


Dan Muzzin 604-813-3795



The following charts show the inventory of North Shore homes for sale on the last day of each month from December 2016 to December 2018, and the sales for each month.

## North Vancouver



## West Vancouver

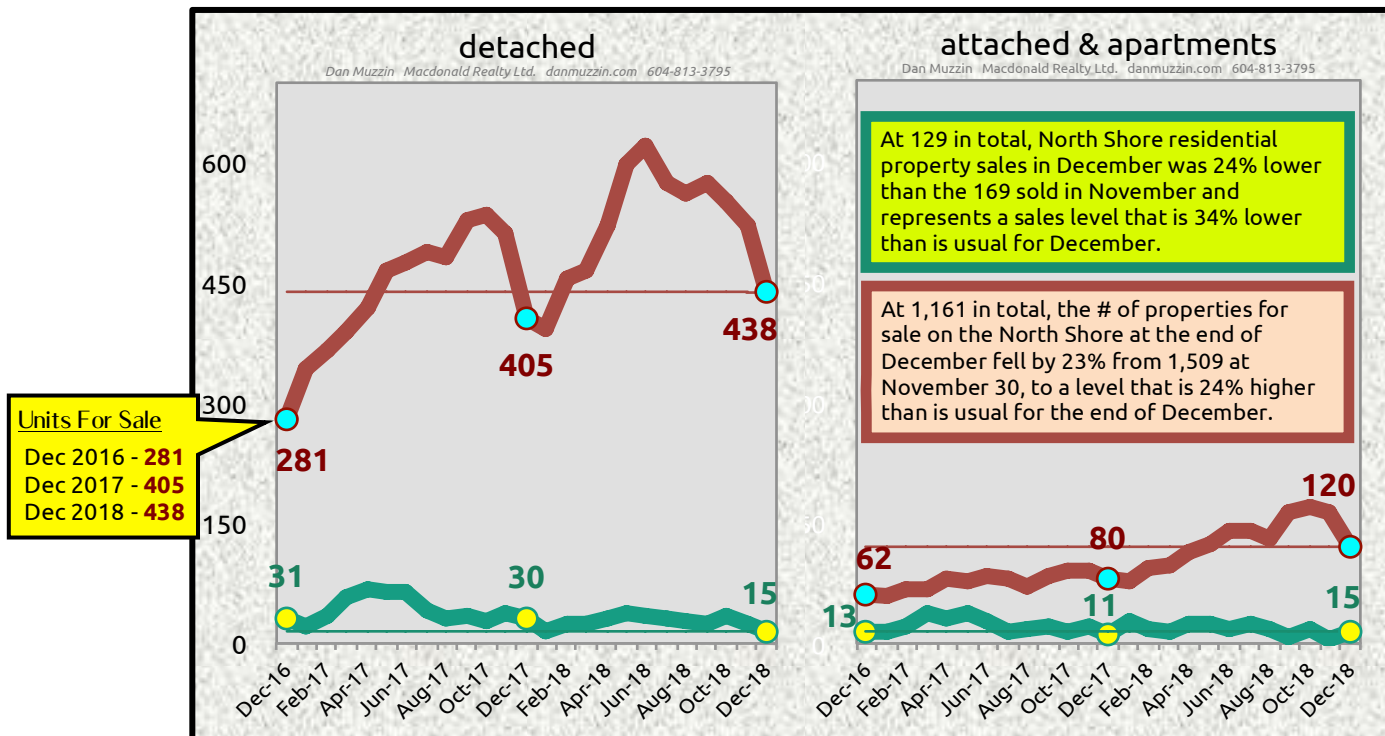
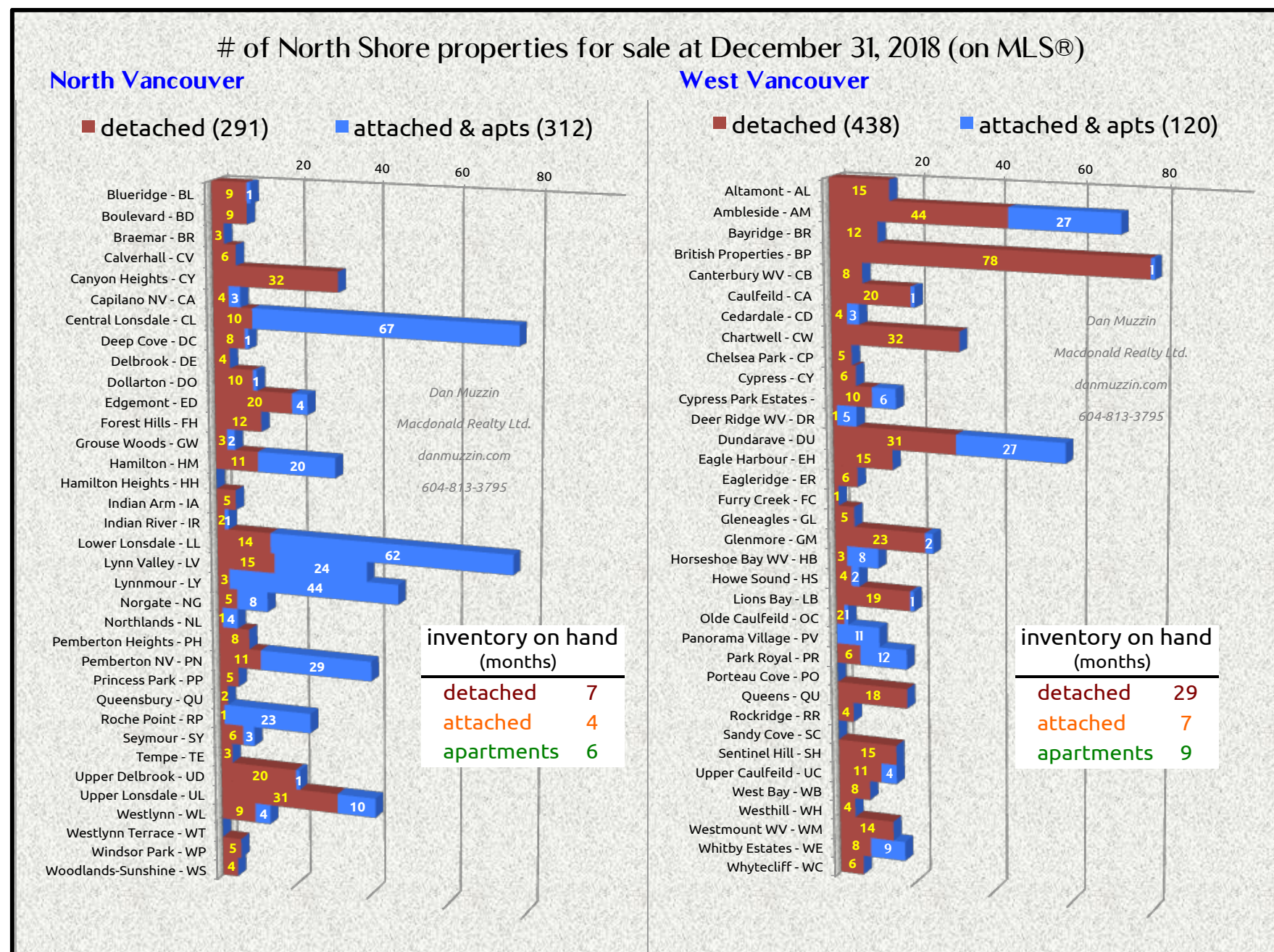


chart data obtained from Real Estate Board of Greater Vancouver

[danmuzzin.com](http://danmuzzin.com)





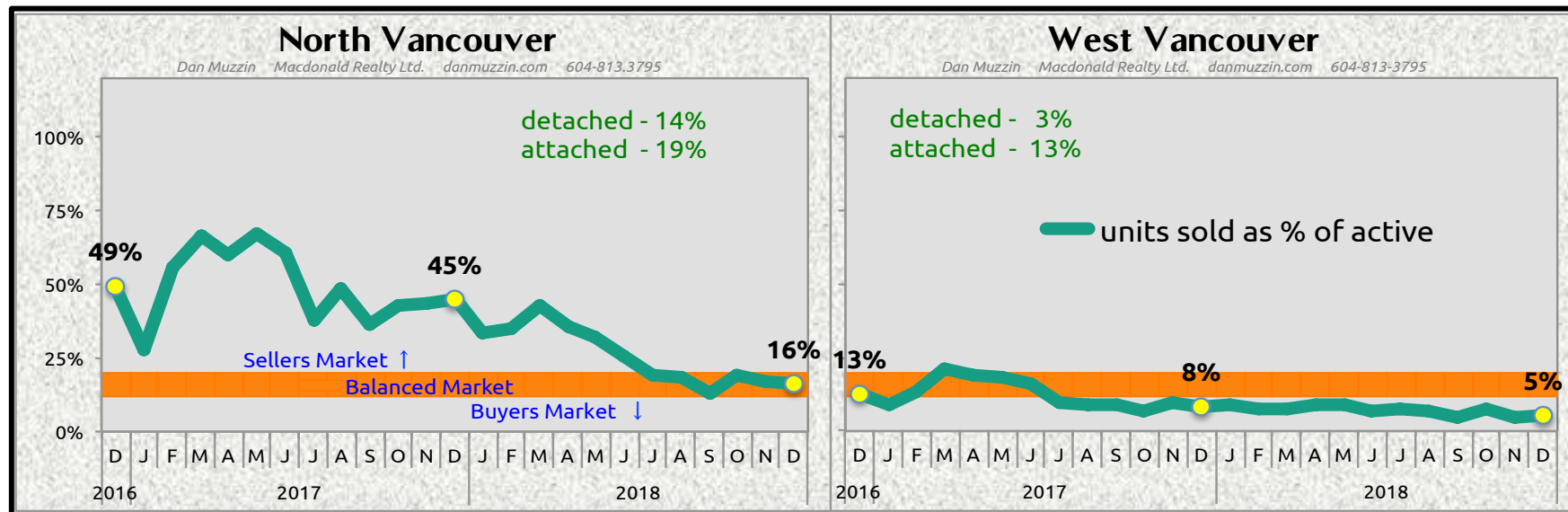
# selected sales details



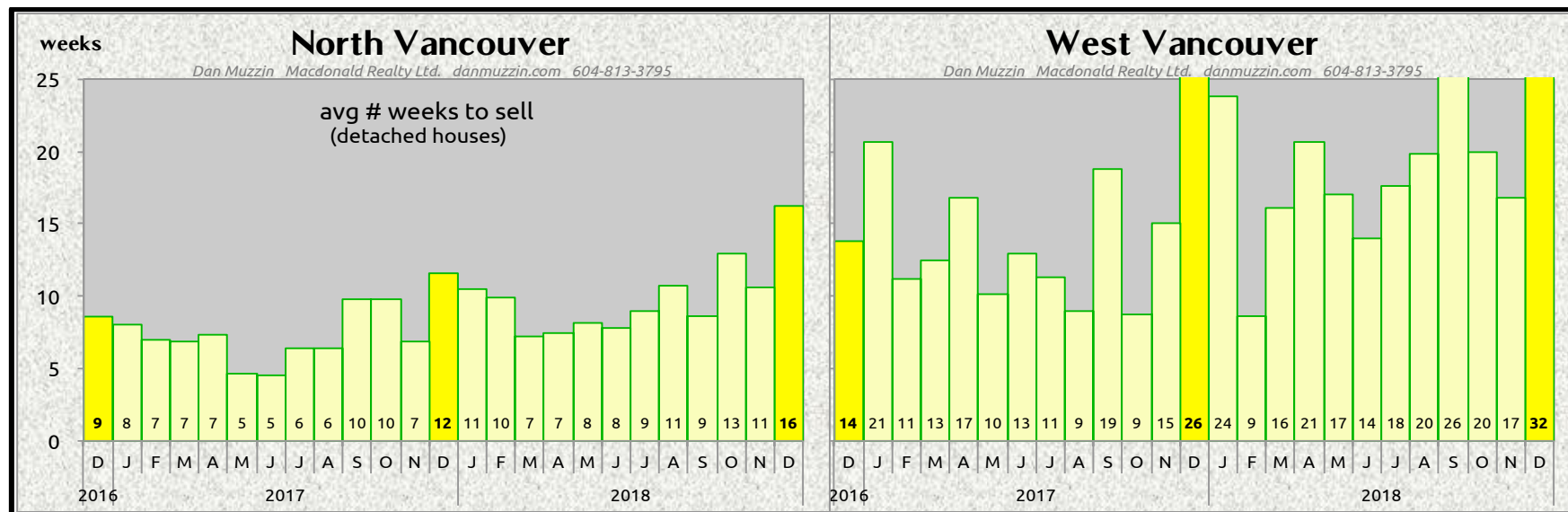
Dan Muzzin 604-813-3795



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



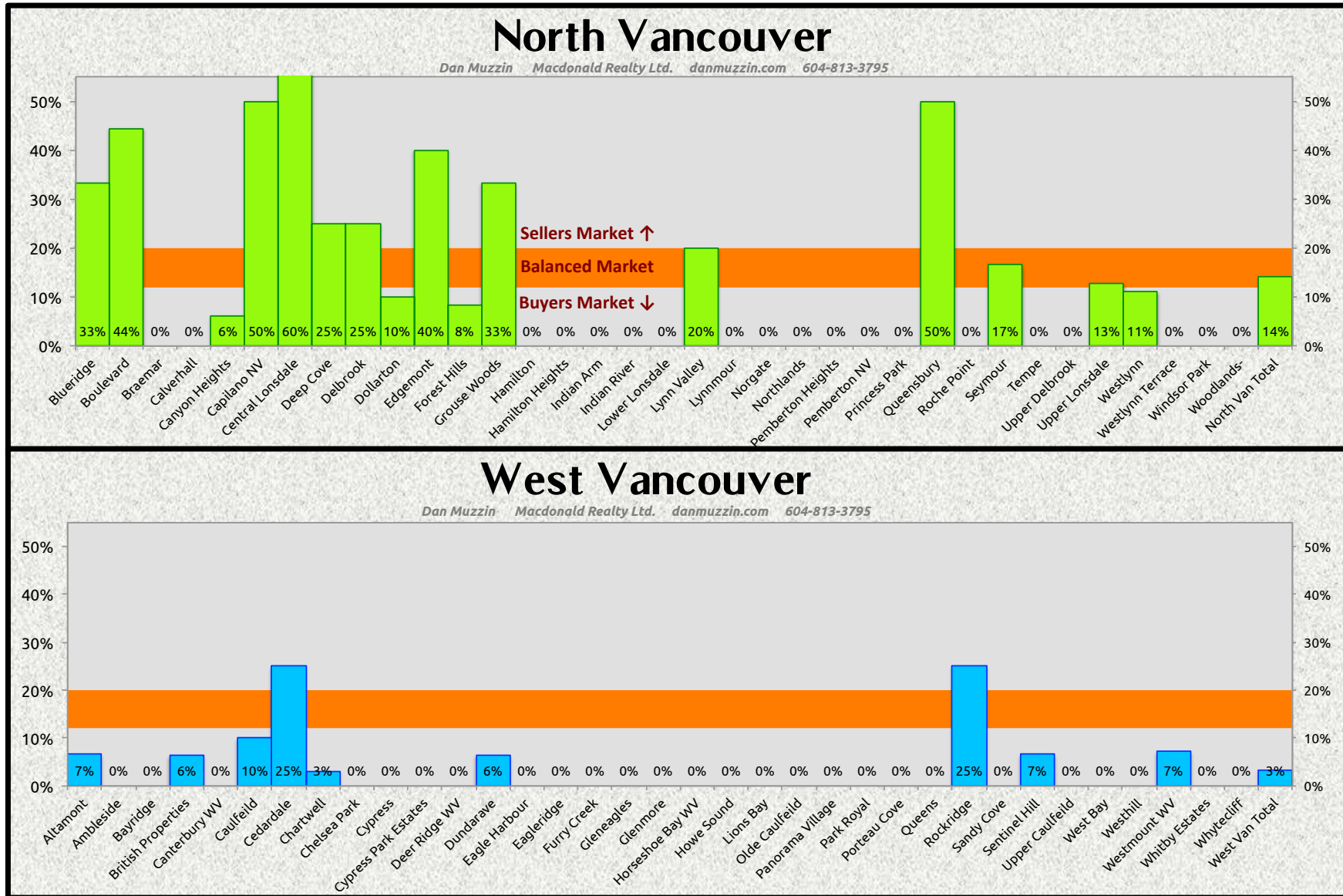
*average # of weeks it took for detached houses to sell*





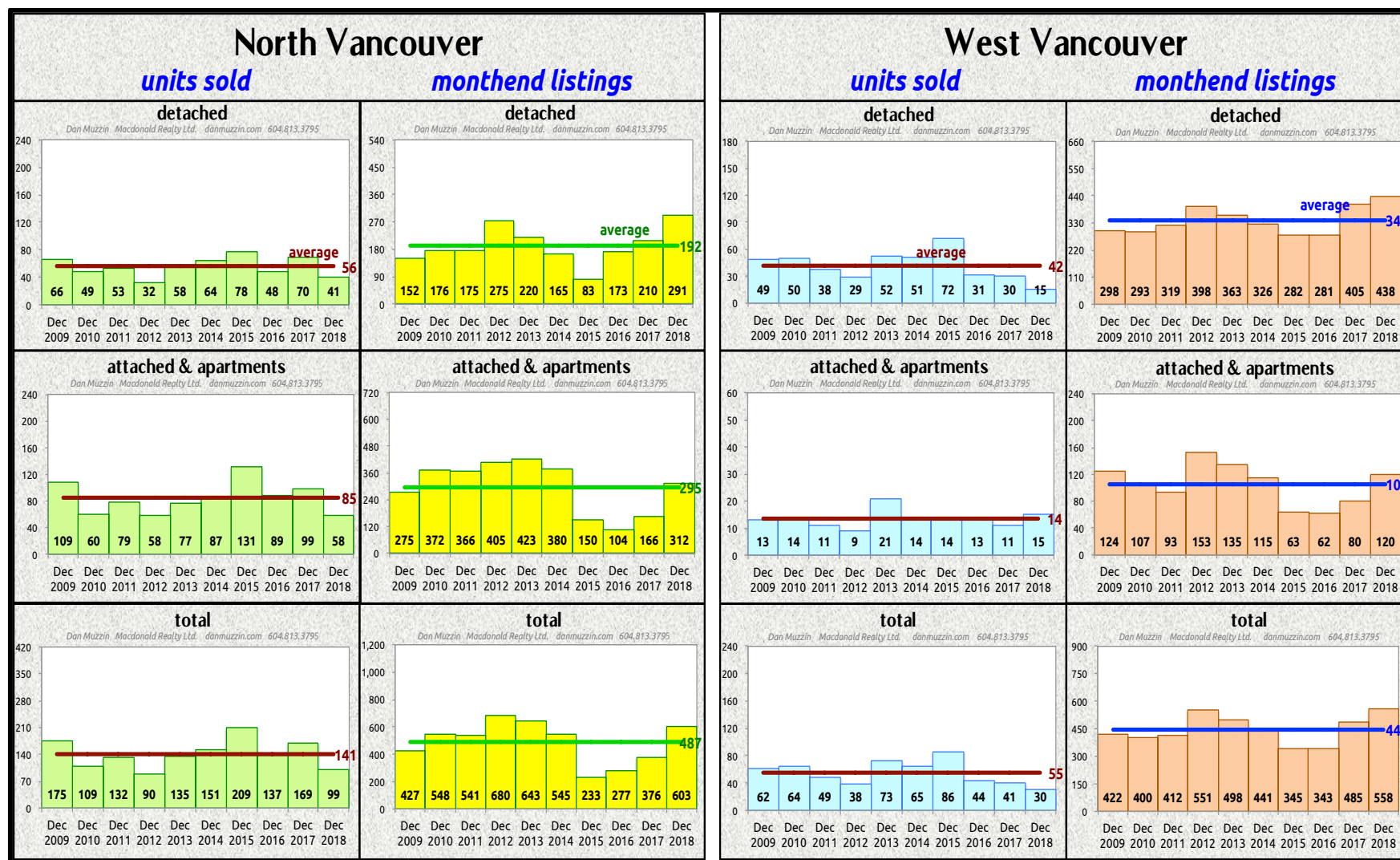
## do housing conditions in your neighbourhood favour sellers, buyers or are they in balance?

single-family detached houses sold in December 2018, as % of the number of houses for sale at December 31, 2018





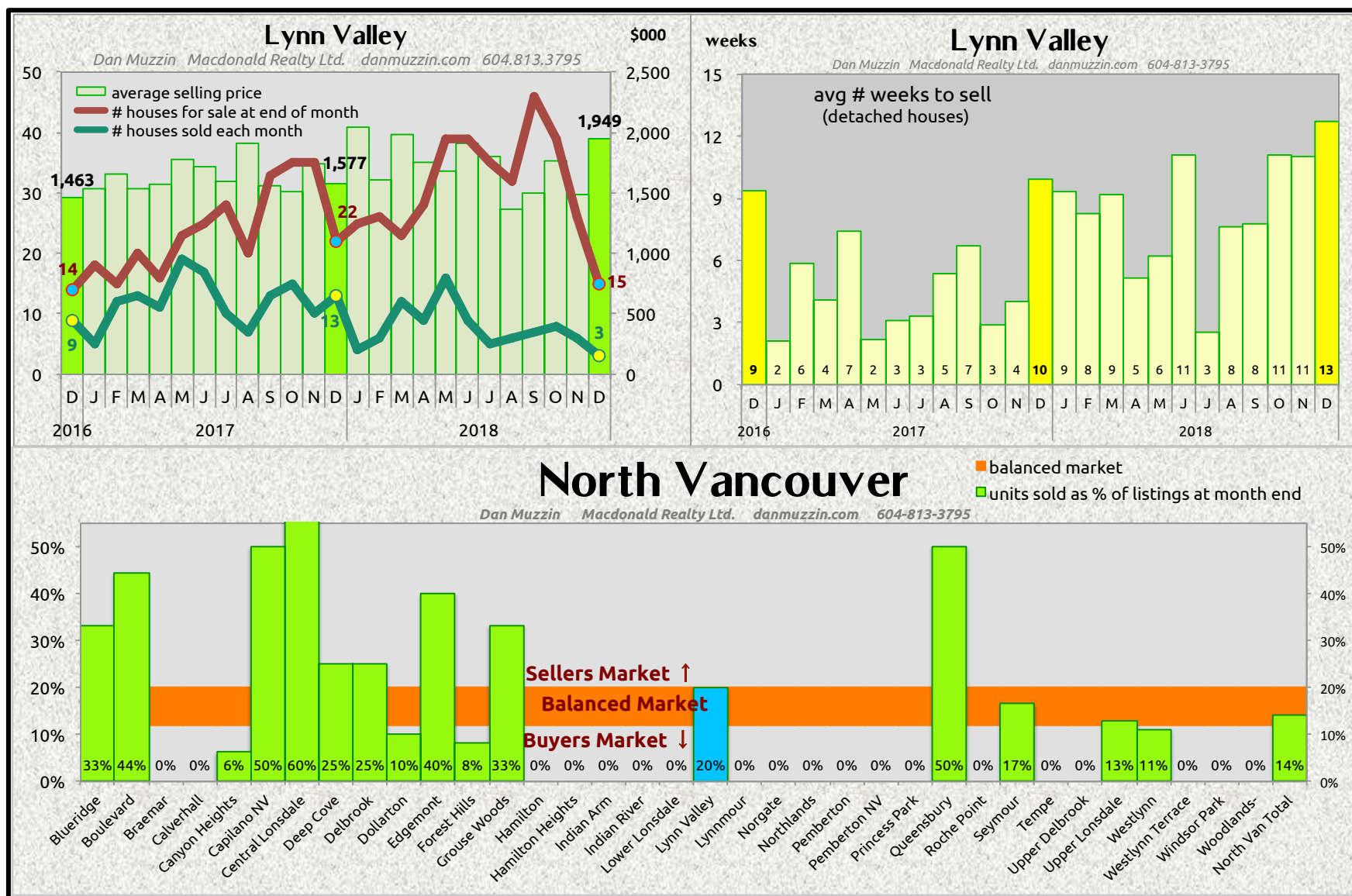
## compare 2009 – 2018 Sales and Listings for the month of December





## Lynn Valley housing snapshot – December 31, 2018

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

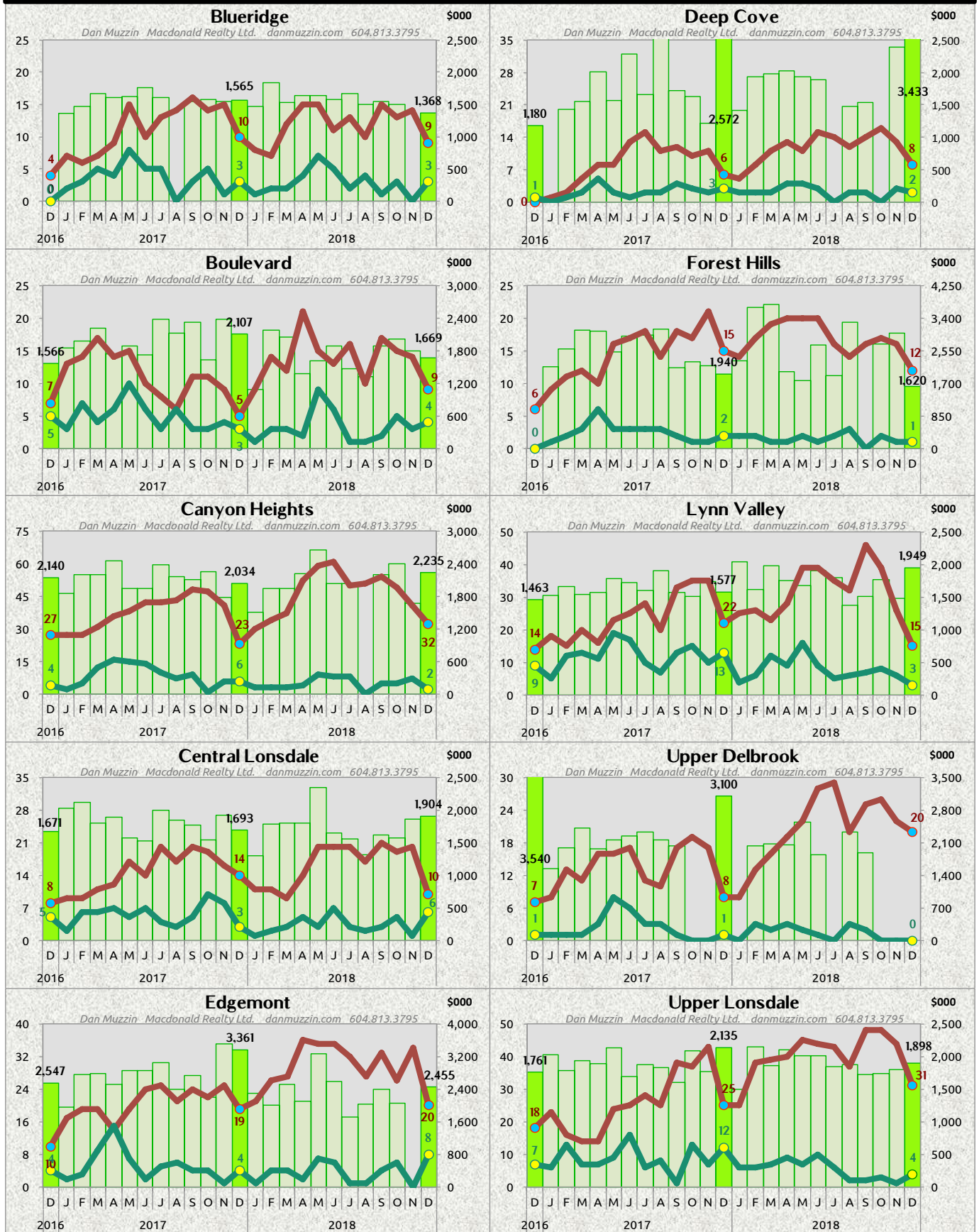


chart data obtained from Real Estate Board of Greater Vancouver

[danmuzzin.com](http://danmuzzin.com)

# sales details for selected West Vancouver neighbourhoods



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

