



## A Fresh Perspective

### June 2018

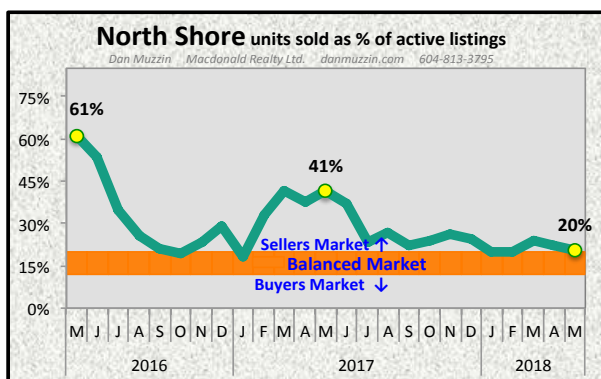
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### market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 2,833 units in May, which represented just over 10% more sales than in April and, notably, 35% fewer sales than in May 2017. Total residential sales activity for the month for all property-types throughout the metro region, came in at 19% below the 10-year historical average for May. At 11,292 the total number of residential property listings at May 31 was 15% higher than at the end of April, and about 38% higher than at May 31, 2017. At 25%, the metro MLS® sales-to-active-listings ratio slipped marginally from 26% in April.



**North Shore** home sales in May, at 300 units, was 9% higher than the 276 properties sold in April, and 29% fewer than the 423 sold in May 2017. The sales-to-active-listings ratio on the North Shore slipped to 20%, down from 22% in April, reflecting 23% lower-than-normal total sales for May and 2% fewer listings than the normal # of properties for sale as at the end of May (*details on page 7*). The North Shore detached homes that sold in May took an average of 11 weeks to sell, the same as the average time it took for those that sold in April, and 5 weeks longer than the

average of 6 weeks it took for houses that sold in May 2017. At May 31, there were 1,464 North Shore properties listed for sale on MLS® or 17% more than the 1,250 listings at the end of April, and 43% more than the 1,021 units for sale at May 31, 2017. Benchmark prices of detached homes are slightly higher by 1% in North Vancouver and lower by just over 2% 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 May 2018 REBGV market report, visit [www.danmuzzin.com/news.html](http://www.danmuzzin.com/news.html).



## getting dizzy

Some noteworthy factors that affect general housing market activity include demographics, economics, public policy and underlying motivations of buyers and sellers. For example...

### *Demographics*

Demand for 2-3 bedroom condos and townhomes rises as young first or second-time buyers who can't afford detached homes (or who would rather not have one at any price) often find themselves competing with downsizing seniors who are looking for something smaller that requires less maintenance.

### *Economics*

The cost of housing as compared to income levels of homeowners and those wishing to purchase varies dramatically around BC. The federal government considers it reasonable that housing costs would represent 30% of a household's income, or less. In metro Vancouver, a recent report indicates that owning a home requires an "astounding 85% of a typical household's income."

Vital to (most) households' income is regular employment, which can be affected by public policy decisions, made domestically or elsewhere. Examples include the recent US tariff announcements, NAFTA discussions and even the proposed Fed Gov't pipeline purchase.

Interest rates have remained at historically low levels for several years although widespread expectations are for upcoming increases. As for when and to what effect...

Currency stability and exchange rates also profoundly impact local housing activity.

### *Public Policy*

Legislation at all levels of government to introduce or change mortgage rules, empty homes tax, foreign buyers' tax, speculation tax, property transfer tax, school tax, property tax and immigration policy have contributed to consumer uncertainty and, in many cases, stifled decision-making for those contemplating an upcoming property purchase or sale.

### *Motivations*

Many housing transactions are motivated by so-called "life events" such as marriage, divorce, growing families, death, healthcare needs and job relocation. And, of course, regardless of the level of housing market activity, those life events continue. After any sustained period of housing market inactivity, pent-up demand will drive motivated people to act, spurring on housing sales and affecting prices.

So... what's your next move?

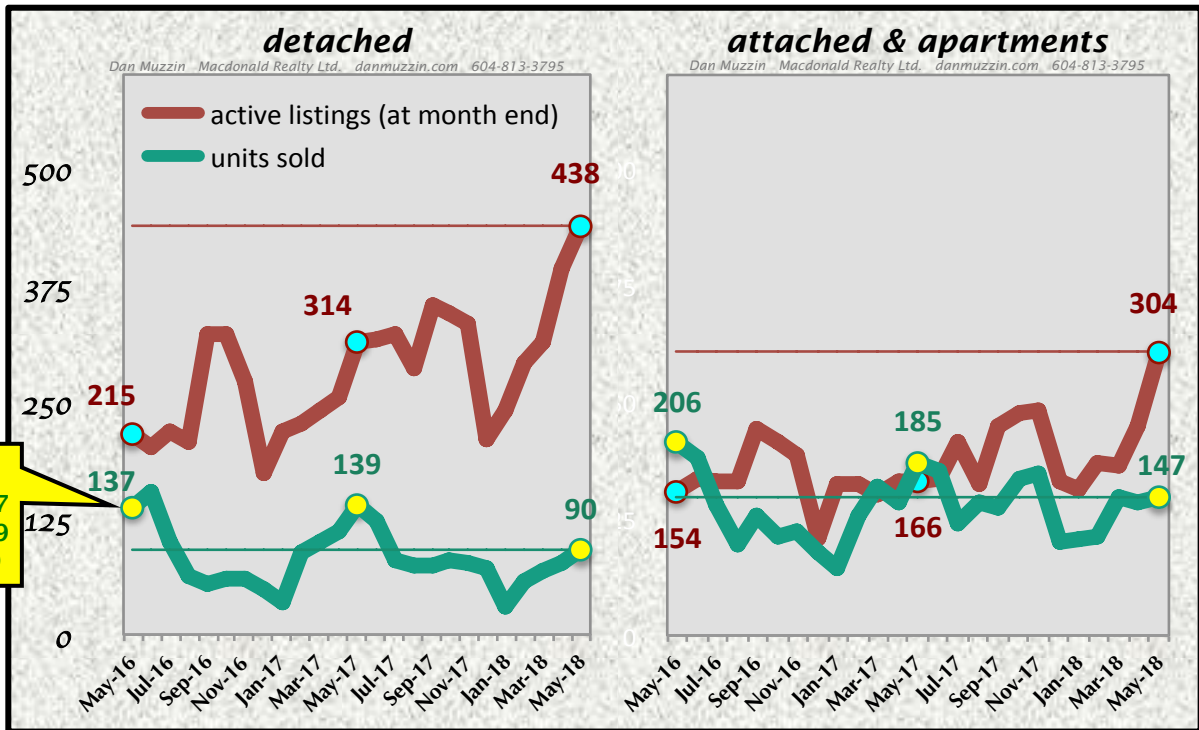
## great value – uncertainty and opportunity

History has shown that times of general uncertainty can equate to times of wonderful opportunity. One quite recent example... although most consumers chose not to purchase real estate in 2008 and 2009, those that did were substantially rewarded.

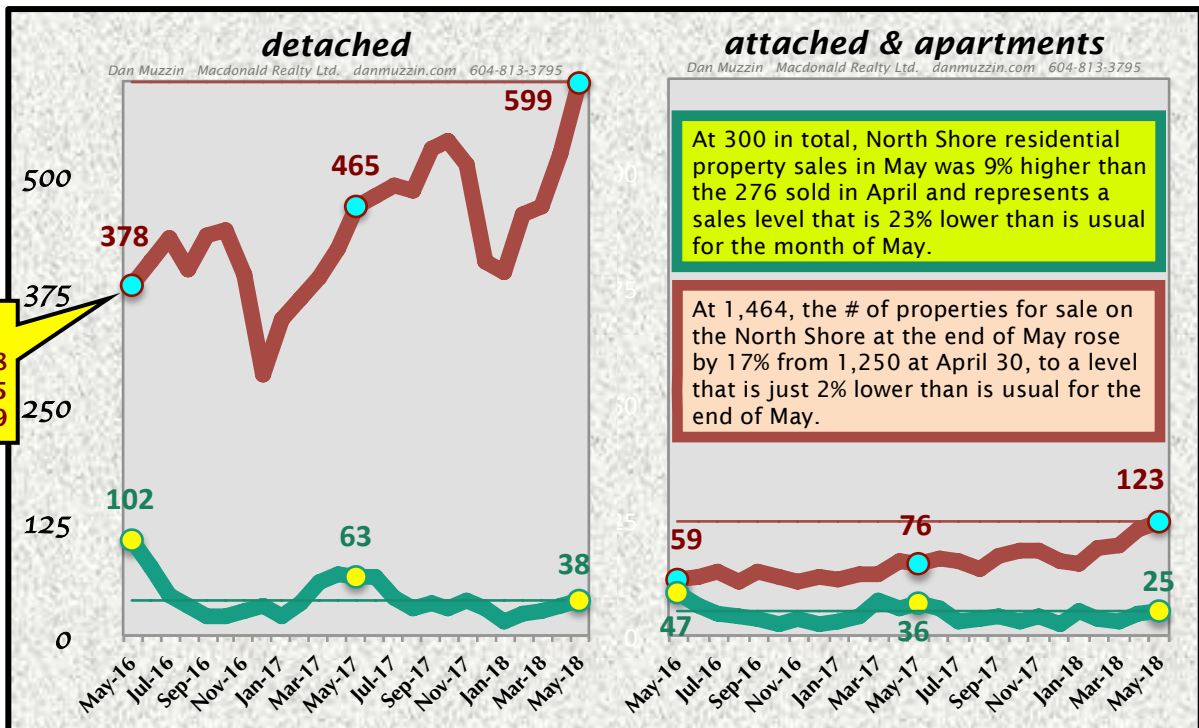


The following charts show the inventory of North Shore homes for sale on the last day of each month from May 2016 to May 2018, and the sales for each month.

## North Vancouver



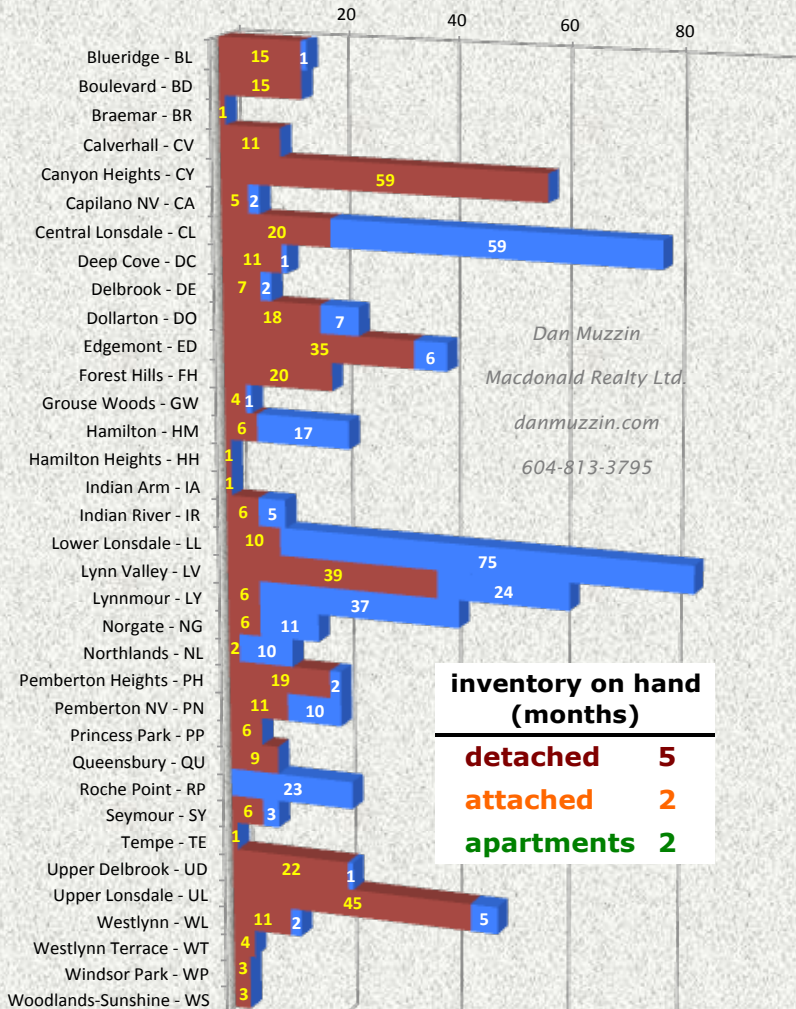
## West Vancouver



## # of North Shore properties for sale at May 31, 2018 (on MLS®)

### North Vancouver

■ detached (438) ■ attached & apts (304)

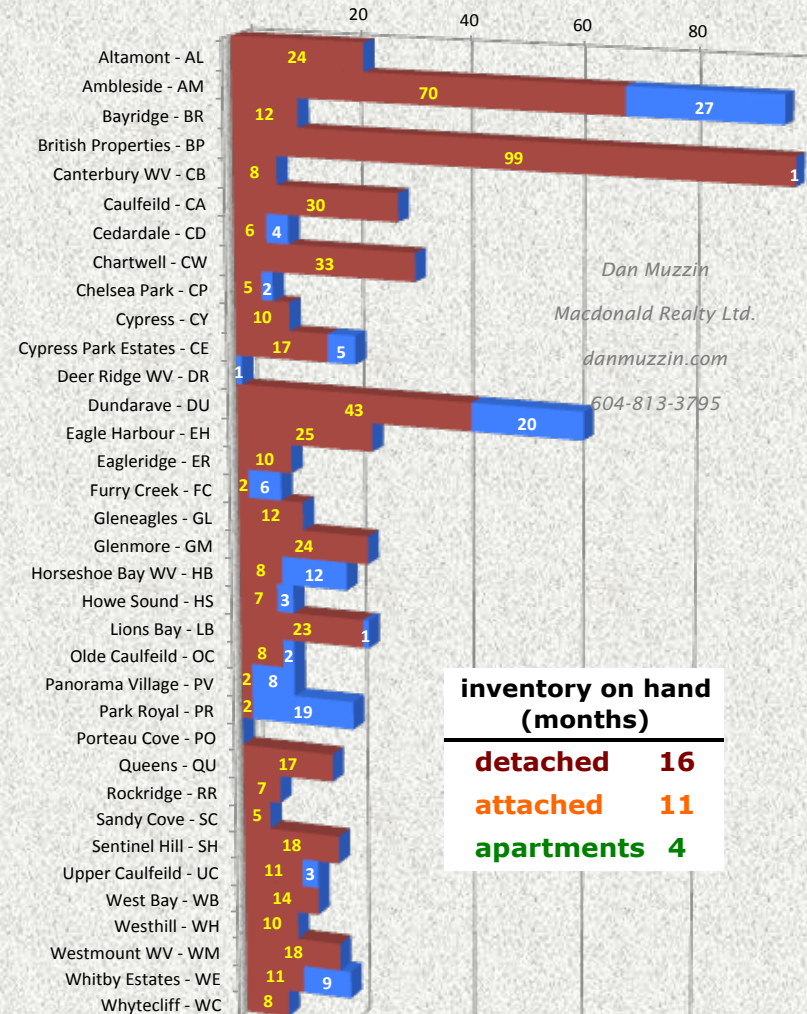


inventory on hand  
(months)

detached 5  
attached 2  
apartments 2

### West Vancouver

■ detached (599) ■ attached & apts (123)



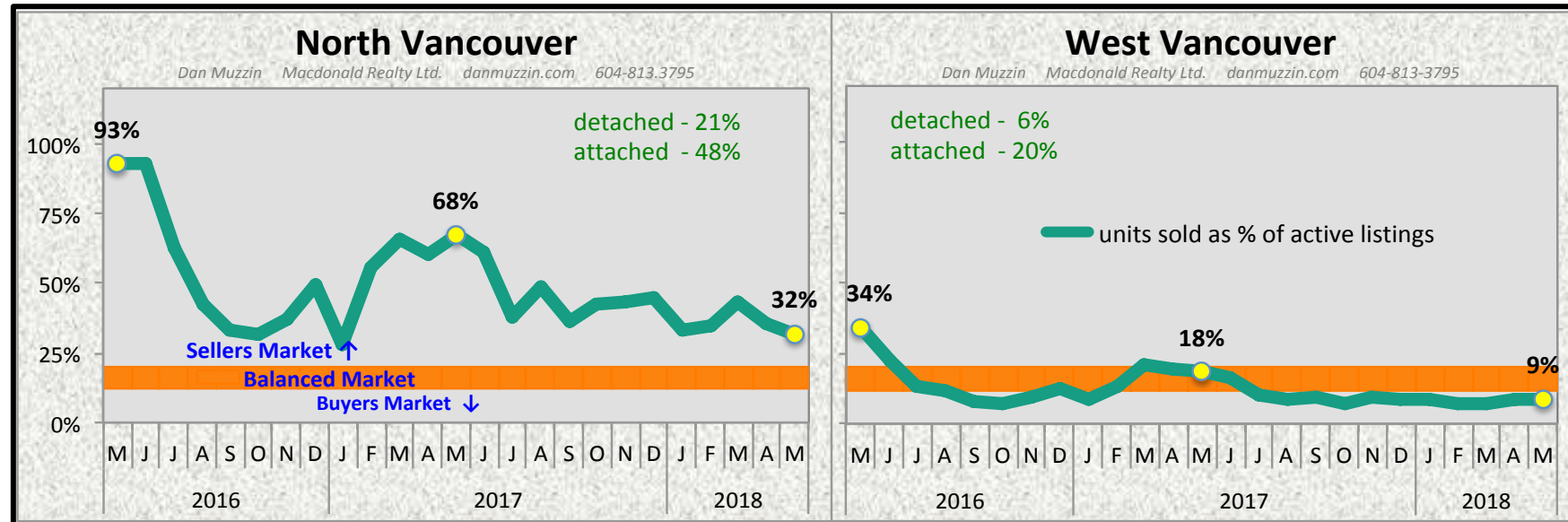
inventory on hand  
(months)

detached 16  
attached 11  
apartments 4

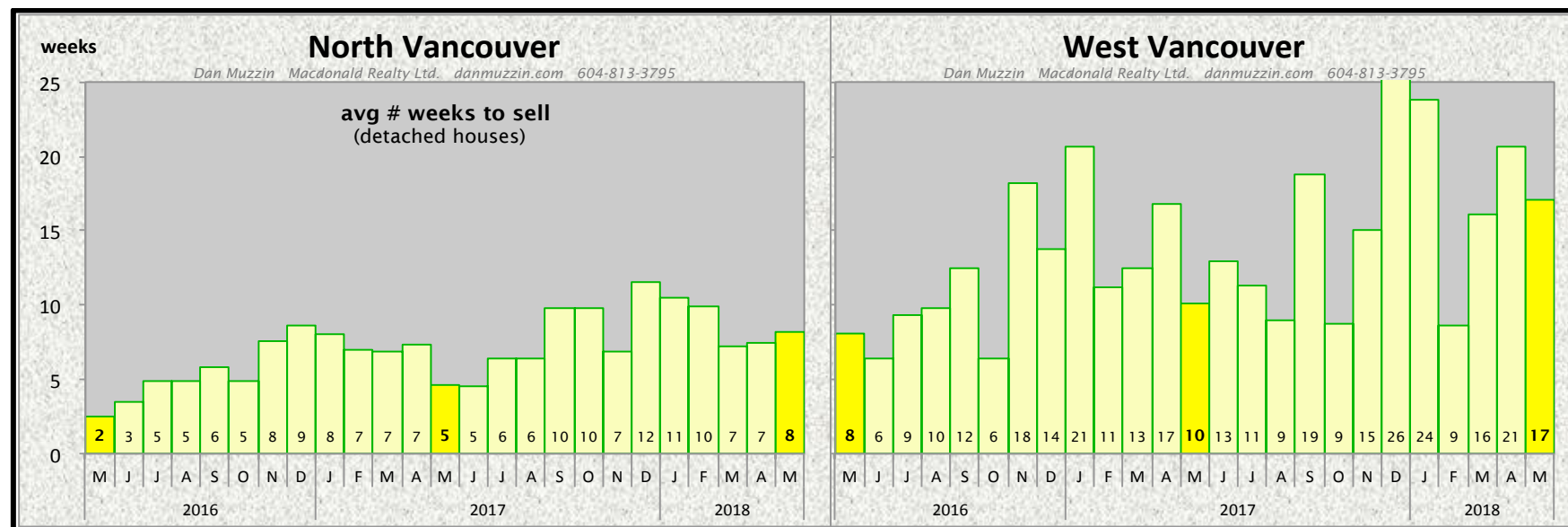




*properties sold during the month, as a % of properties for sale at end of the month*

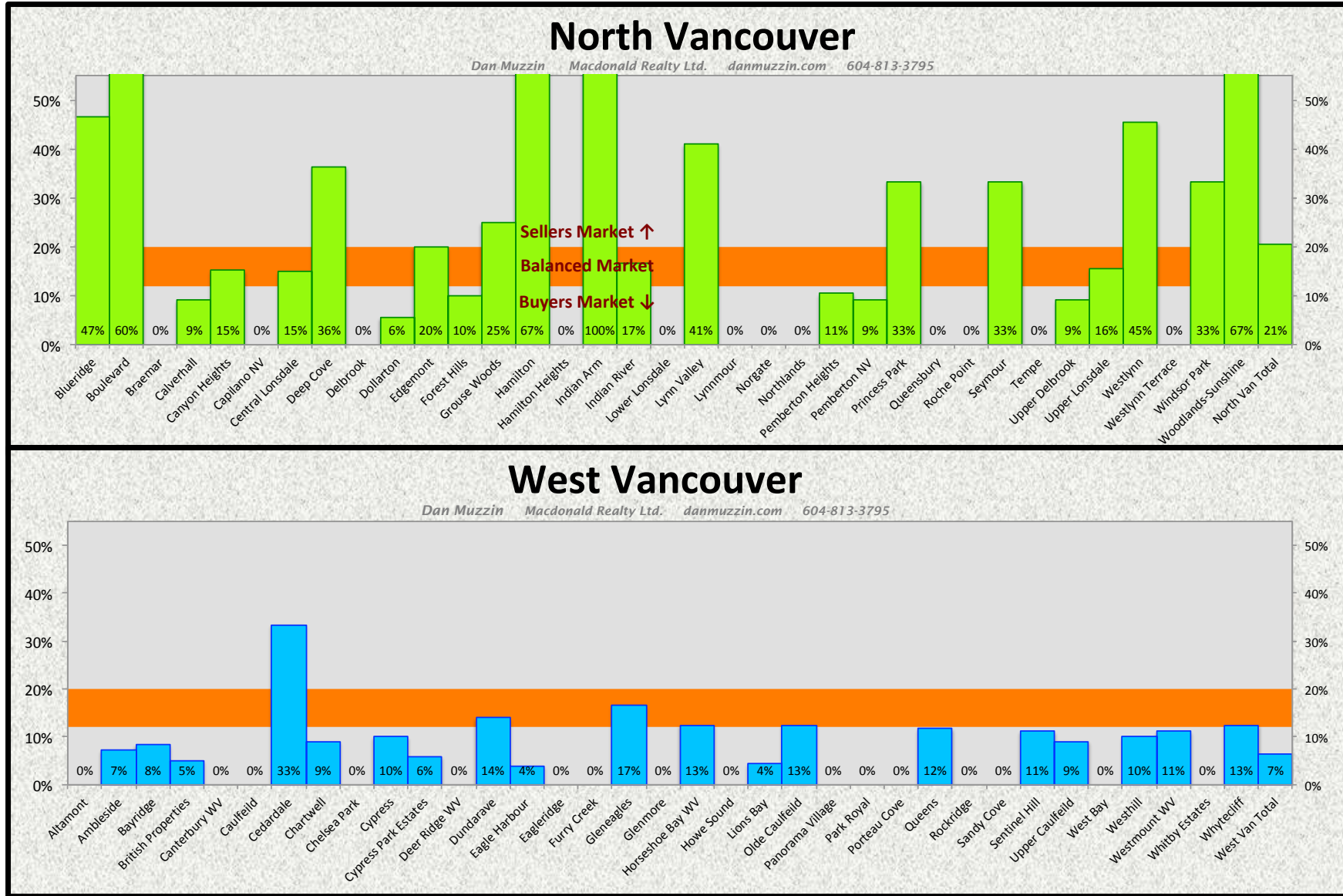


*average # of weeks it took for detached houses to sell*

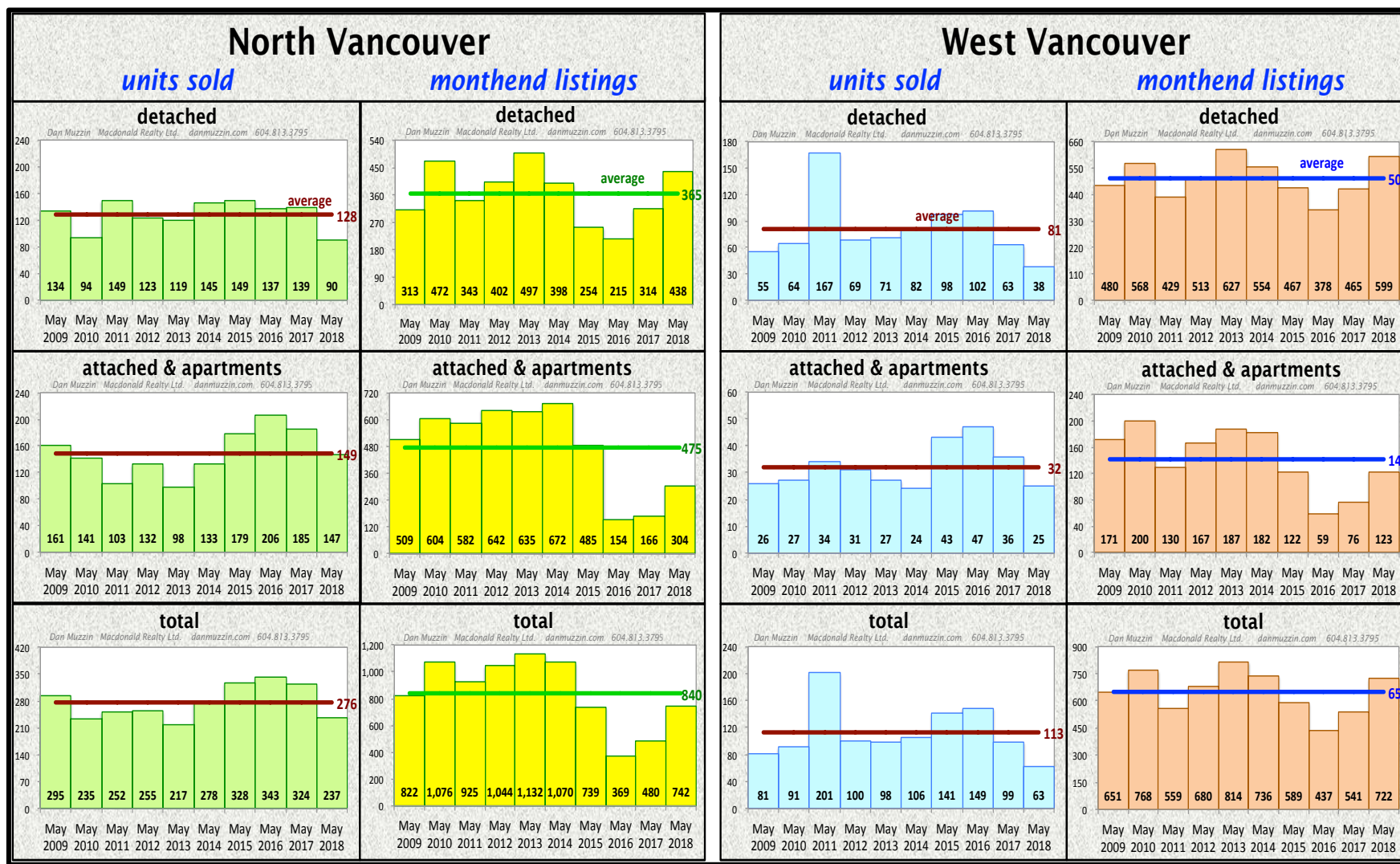


do housing conditions in your neighbourhood favour sellers, buyers or are they in balance?

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

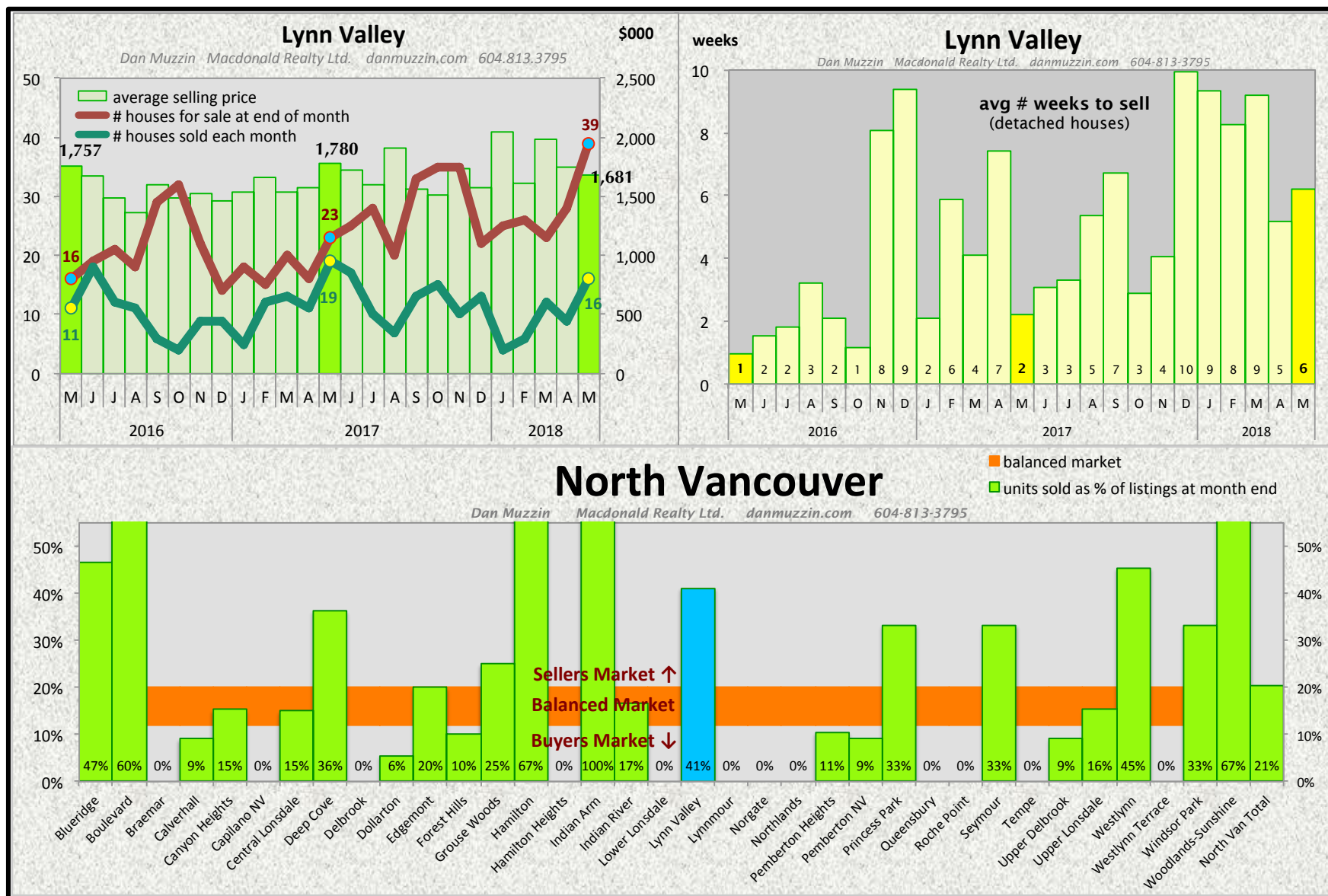


## compare 2009 – 2018 Sales and Listings for the month of May



## Lynn Valley housing snapshot – May 31, 2018

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

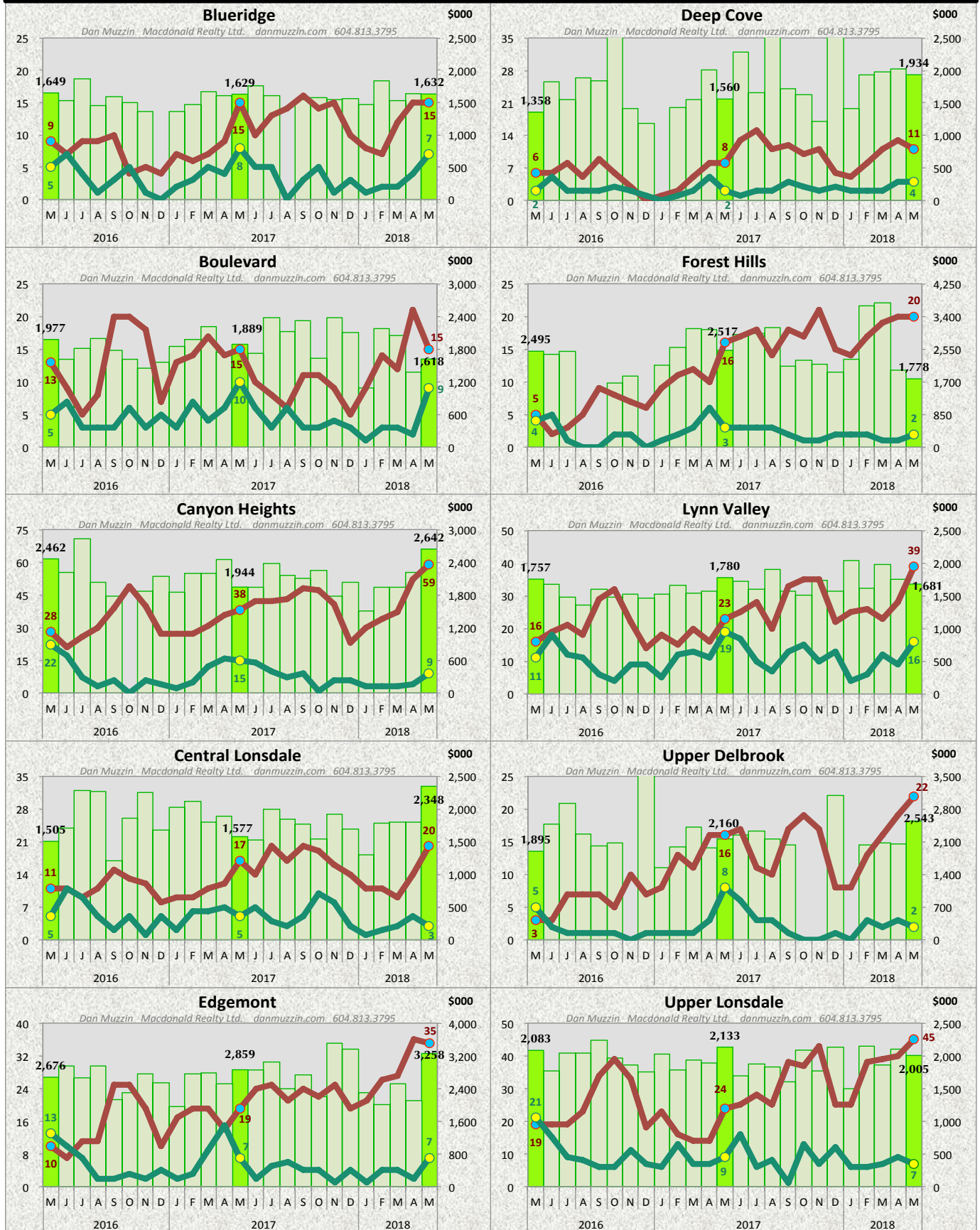




# sales details for selected North Vancouver neighbourhoods



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



# sales details for selected West Vancouver neighbourhoods



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

