



## A Fresh Perspective

### May 2019

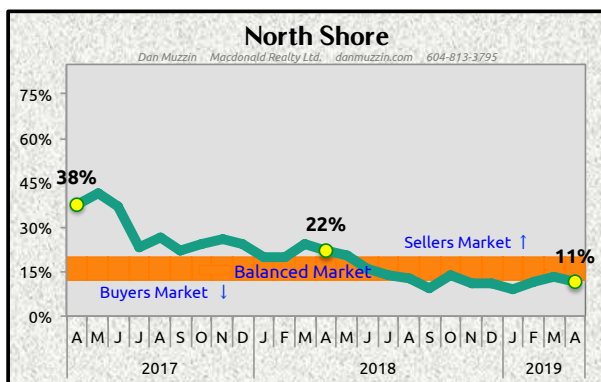
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### market update



The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 1,829 units in April, which represented 6% more sales than in March and 29% fewer sales than in April 2018. 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 April. At 14,357 the total number of residential property listings at April 30 was 12% higher than at the end of March, and 46% higher than at April 30, 2018. At 13%, the metro MLS® sales-to-active-listings ratio slipped slightly from 13.5% in March, and the Home Price Index composite benchmark price for all residential properties in the metro region is 9% lower than that of 12 months ago.



**North Shore** home sales in April, at 196 units were 2% fewer than the 199 properties sold in March, and 33% fewer than the 276 sold in April 2018. The sales-to-active-listings ratio on the North Shore dipped to 11%, from 13% in March, reflecting 46% fewer-than-normal total sales for April and 21% more listings than the normal # of properties for sale as at the end of April (*details on page 7*). The North Shore detached homes that sold in April took an average of 17 weeks to sell, 2 weeks longer than it took for those that sold in March, and 6 weeks longer than the average of 11 weeks it took for houses that sold in April 2018. At

April 30, there were 1,711 North Shore properties for sale on MLS® or 14% more than the 1,501 listings at the end of March, and 37% more than the 1,250 units for sale at April 30, 2018. Benchmark prices of detached homes are lower by 12% in North Vancouver and lower by 16% 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 April 2018 REBGV market report, visit [www.danmuzzin.com/news.html](http://www.danmuzzin.com/news.html).



## things to hide from open house visitors

*-extracted from a REALTOR.ca article written by Wendy Helffenbaum*

Everyone knows not to leave cash or jewelry sitting around before an open house but there are other things besides valuables you should think about stashing away. With potentially lots of visitors coming and going, you still want to be sure to secure, hide or remove these items from visitors' view.

### **Mail, private documents and passwords**

If identity thieves don't mind rooting through your garbage to find personal information, they will happily swipe it off your desk. Tuck away your mail, social insurance card, bank statements, passport, utility bills and credit cards. If you can't take these things with you, hide them somewhere visitors won't find them. This also goes for your Wifi and other online passwords.

### **Ashtrays**

You may already know the smell of smoke is a huge turnoff to home buyers, but even the suggestion people light up in your home is enough to make them move on to the next property.

### **Plug-in air fresheners**

Yes, you want your house to look and smell fresh, but buyers might be sensitive to that flowery mist. Worse, they might wonder if you're trying to cover up a bigger problem. While you're at it, avoid sloshing bleach or other harsh chemical cleaners everywhere before the open house begins as buyers might think you're concealing mould issues and could be off put by the harsh smell.

### **Fans or space heaters**

Neither of these items will do you any favours in the décor department, but buyers who see spot heaters plugged in everywhere may also wonder if something is wrong with the heating system or if your home is poorly insulated. On the flipside, fans may suggest the house can get too hot.

### **Pets and their stuff**

We know you'd never leave your dog during an open house, but you may also want to pick up food dishes, slobbery toys, litter boxes and other things that suggest an animal lives in the house. Buyers who don't like cats or dogs don't want to wonder if your pet has peed all over the basement carpets. Any signs that an animal is part of the household should be removed from sight. Don't forget to thoroughly vacuum furniture if your furry friend sheds everywhere.

### **Prescription drugs**

Thieves are more likely to steal valuable medication than wander off with a piece of jewelry, so don't make it easy for them to find any. That means clearing out the medicine cabinet, your night table drawer and your kitchen cupboard if you store meds there.

### **Fridge magnets and family photos**

Take down the wedding photos, kids' awards, plaques, school photos and even magnets on your fridge. Items that might make clients uncomfortable should be put away as well, such as toothbrushes, sponges in showers, hygiene items and dirty laundry. Not only is this a good way to declutter, but buyers will be able to see themselves living in the space if it doesn't seem so personal.

### **Valuable paintings, sculptures or heirlooms**

Electronics are not the only items that can mysteriously disappear during an open house, so keep expensive things away from view. Even if thieves can't walk out with a large sculpture, don't tempt them to come back and steal it another time.

### **Your keys and remotes**

Nothing screams *Come back some time and rob our house or steal our car!* more than extra keys or a garage door opener dangling from hooks in your entry hall. Store these items in a safe, secure place or bring keys and remotes with you when the open house begins.

# selected sales details

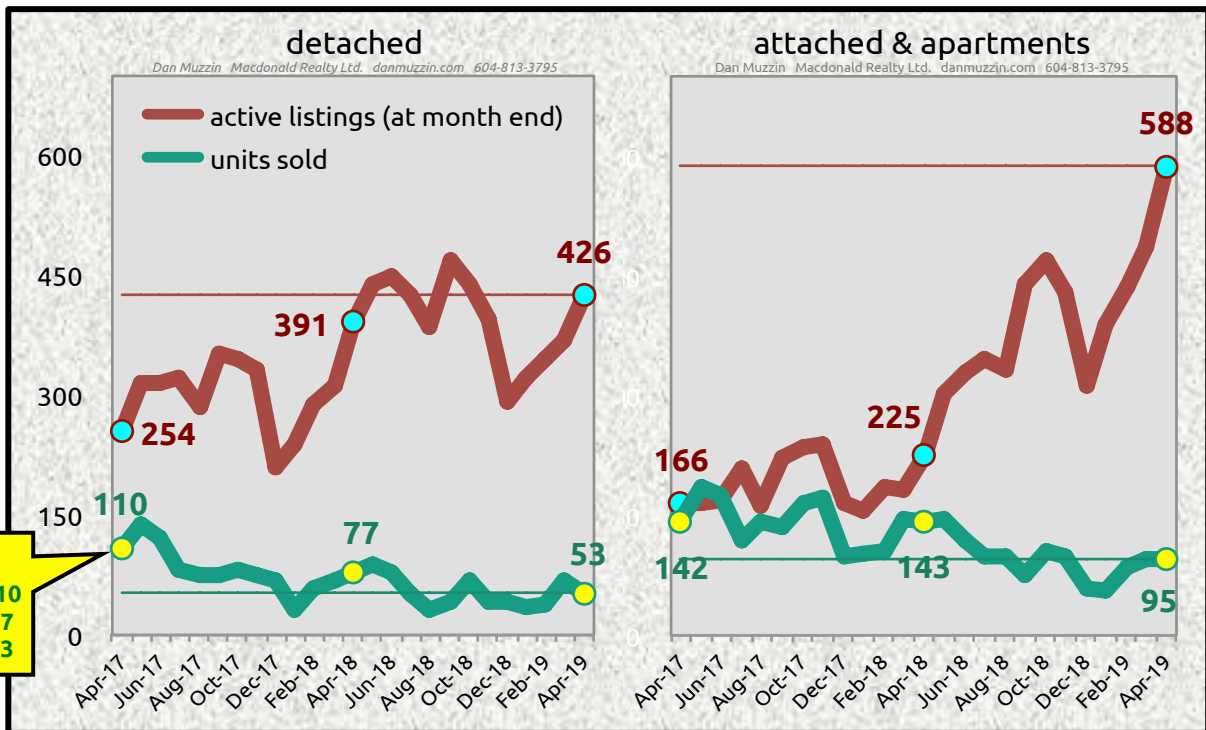


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The following charts show the inventory of North Shore homes for sale on the last day of each month from April 2017 to April 2019, and the sales for each month.

## North Vancouver



## West Vancouver

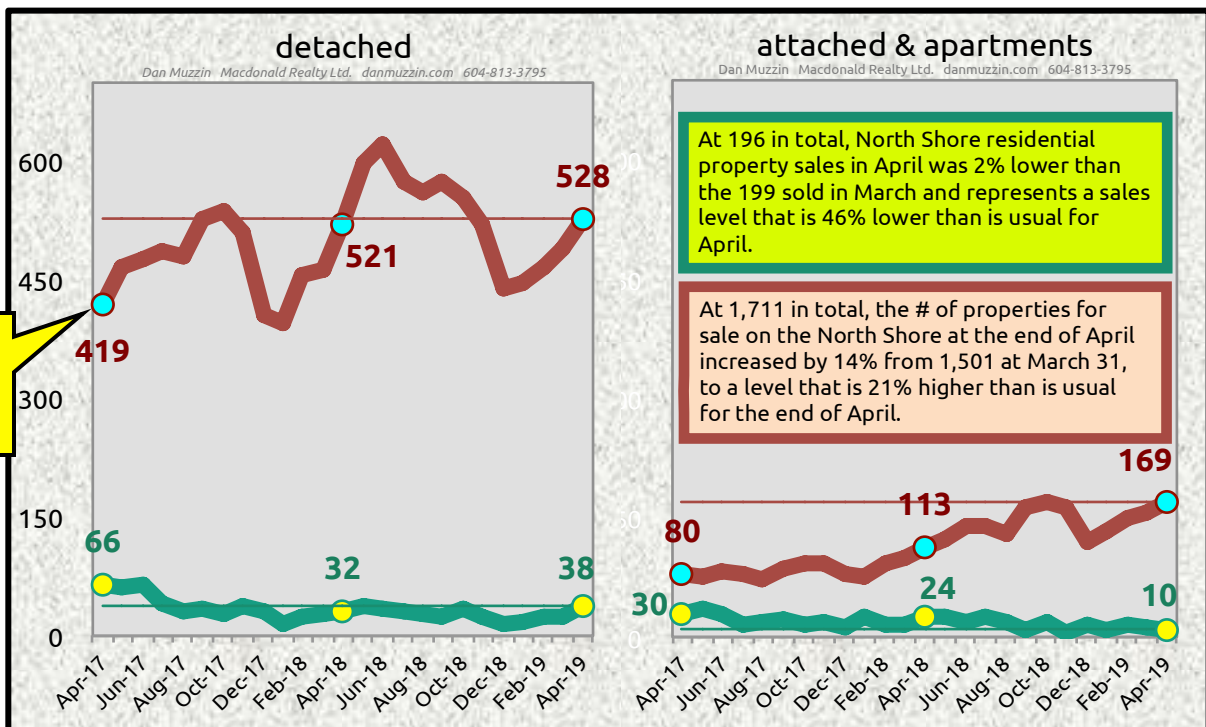


chart data obtained from Real Estate Board of Greater Vancouver

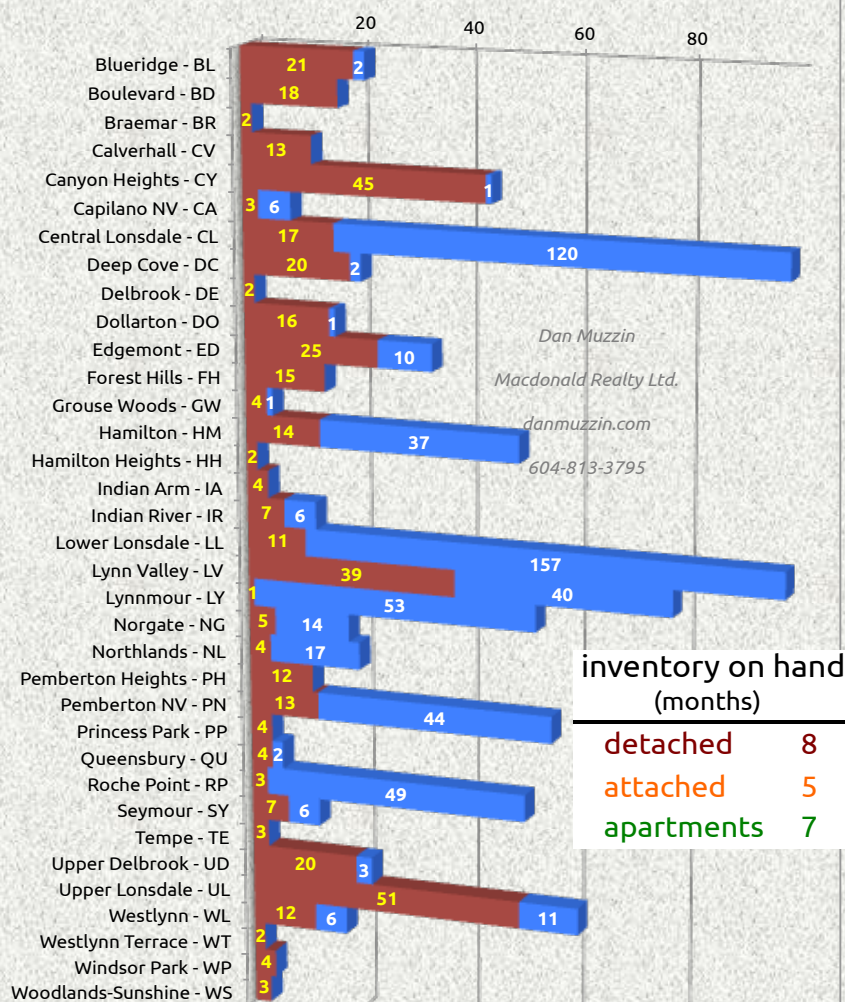
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## # of North Shore properties for sale at April 30, 2019 (on MLS®)

### North Vancouver

■ detached (426) ■ attached & apts (588)

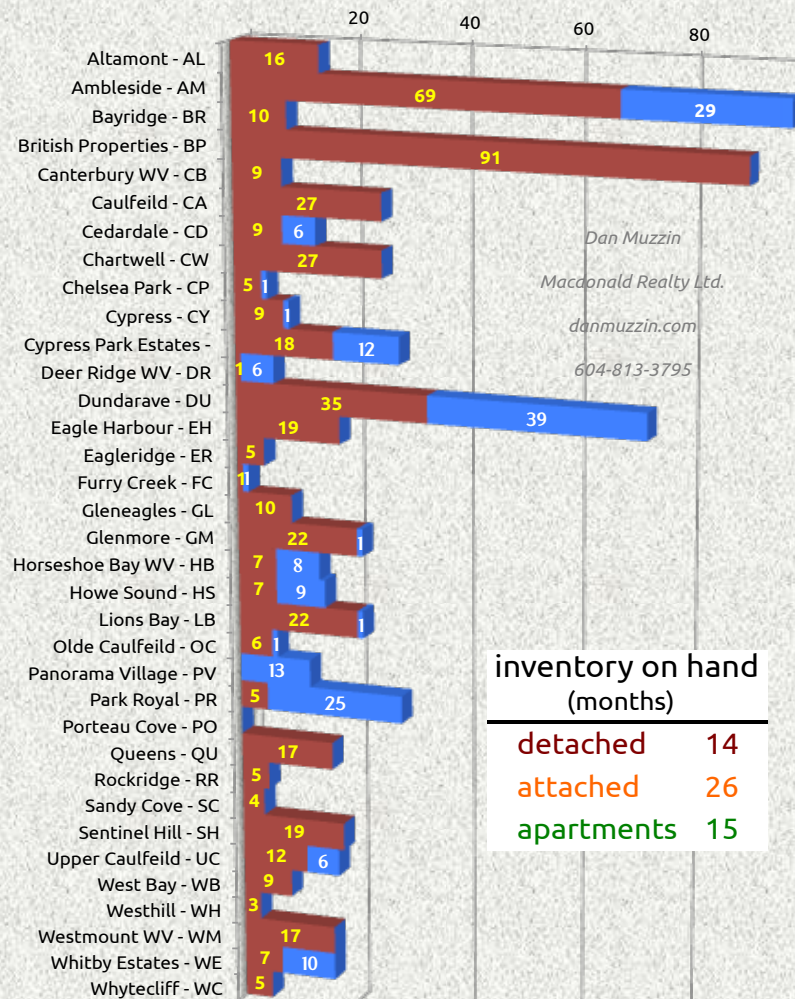


inventory on hand  
(months)

detached 8  
attached 5  
apartments 7

### West Vancouver

■ detached (528) ■ attached & apts (169)



inventory on hand  
(months)

detached 14  
attached 26  
apartments 15



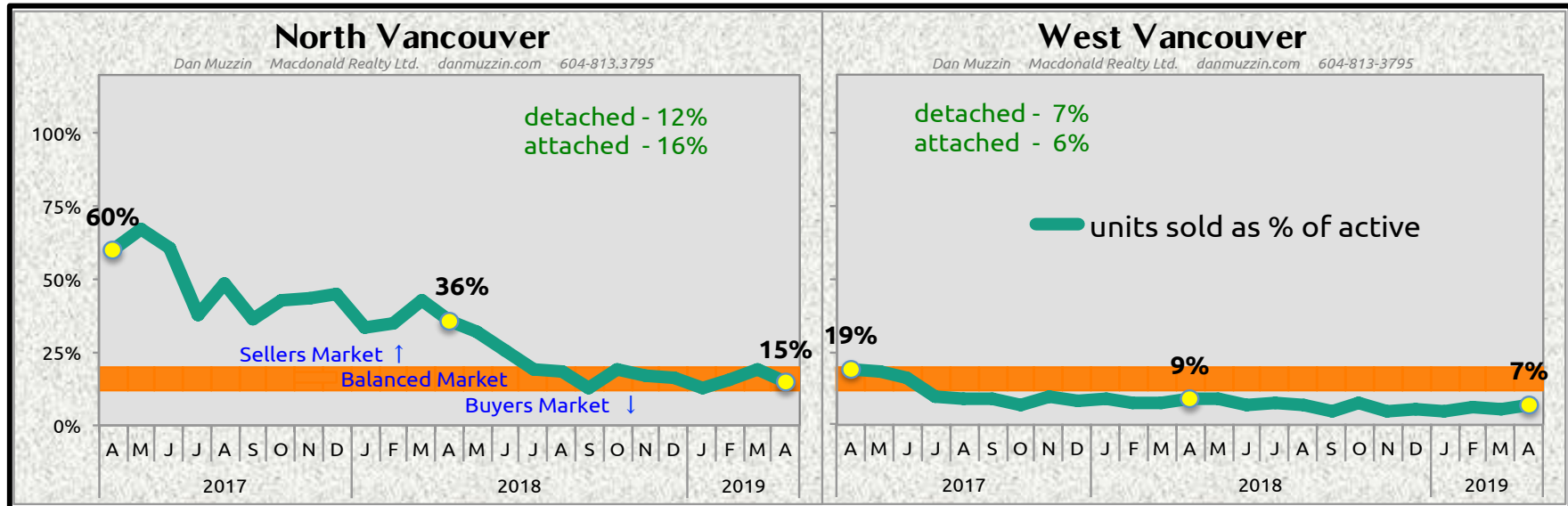
## selected sales details



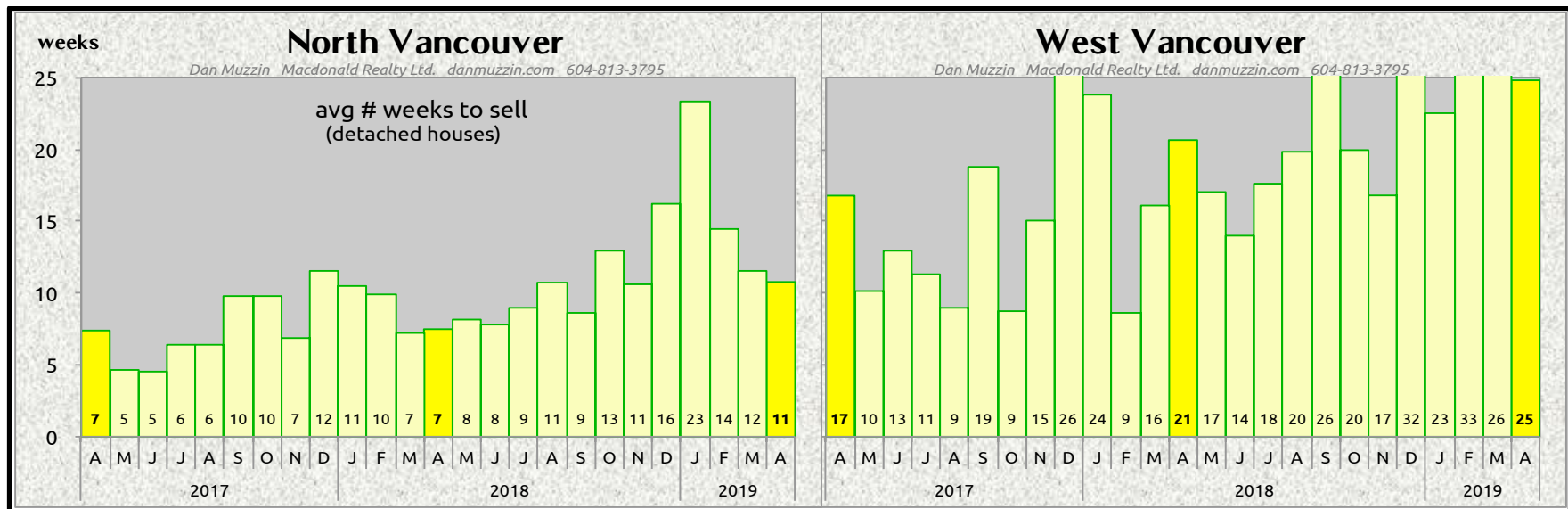
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*properties sold during the month, as a % of properties for sale at end of the month*



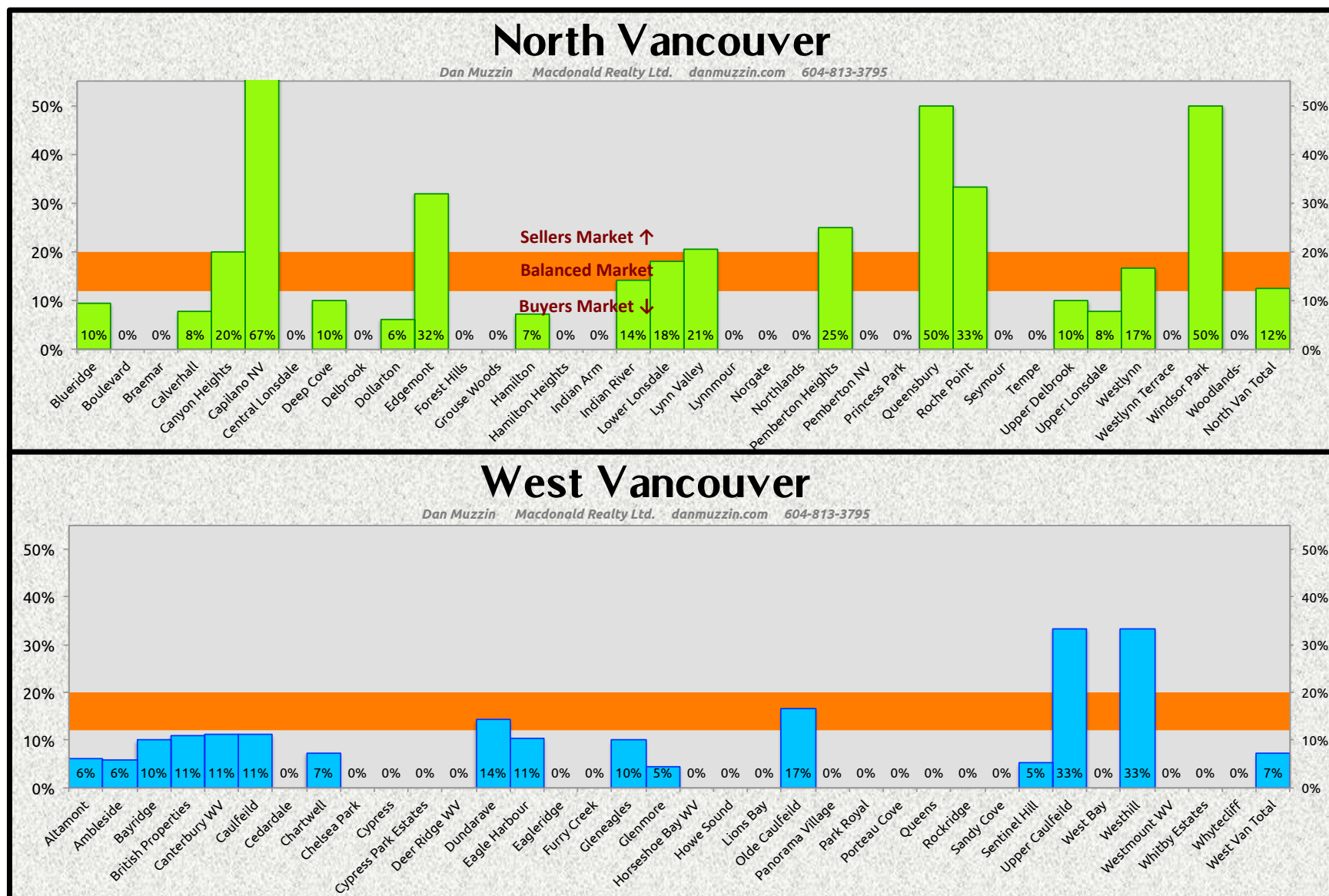
*average # of weeks it took for detached houses to sell*





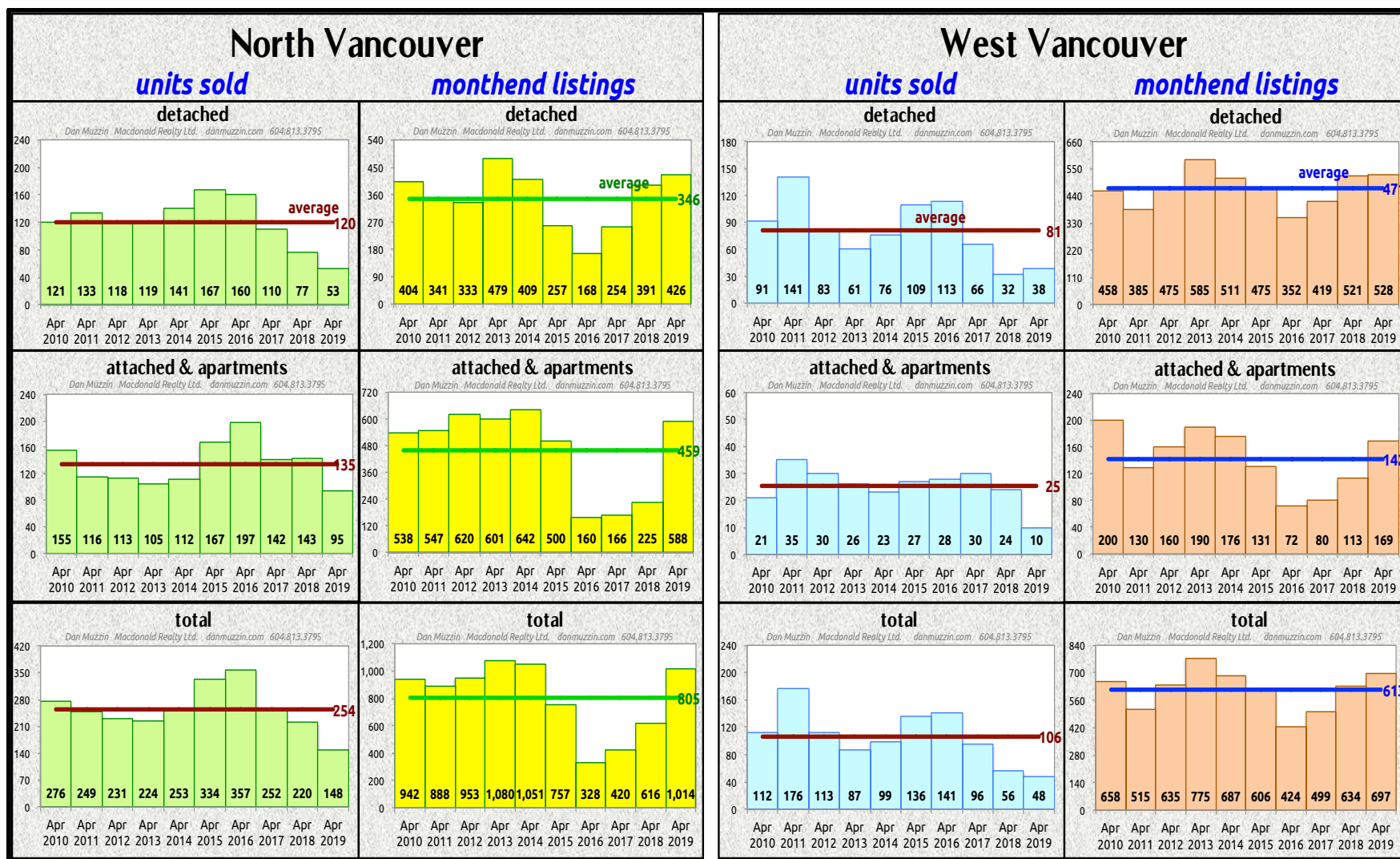
## do housing conditions in your neighbourhood favour sellers, buyers or are they in balance?

single-family detached houses sold in April 2019, as % of the number of houses for sale at April 30, 2019





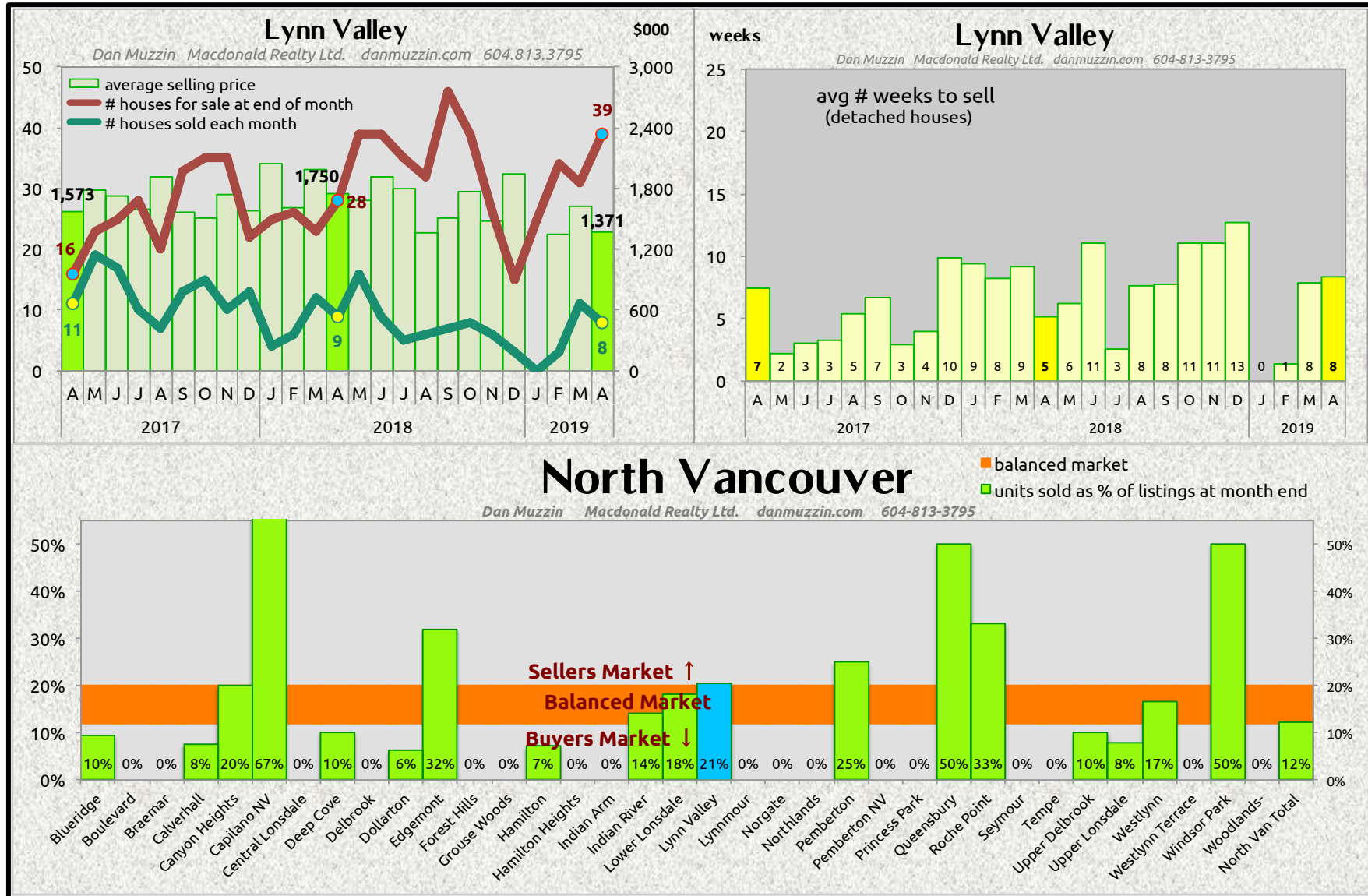
## compare 2010 – 2019 Sales and Listings for the month of April





Lynn Valley housing snapshot – April 30, 2019

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

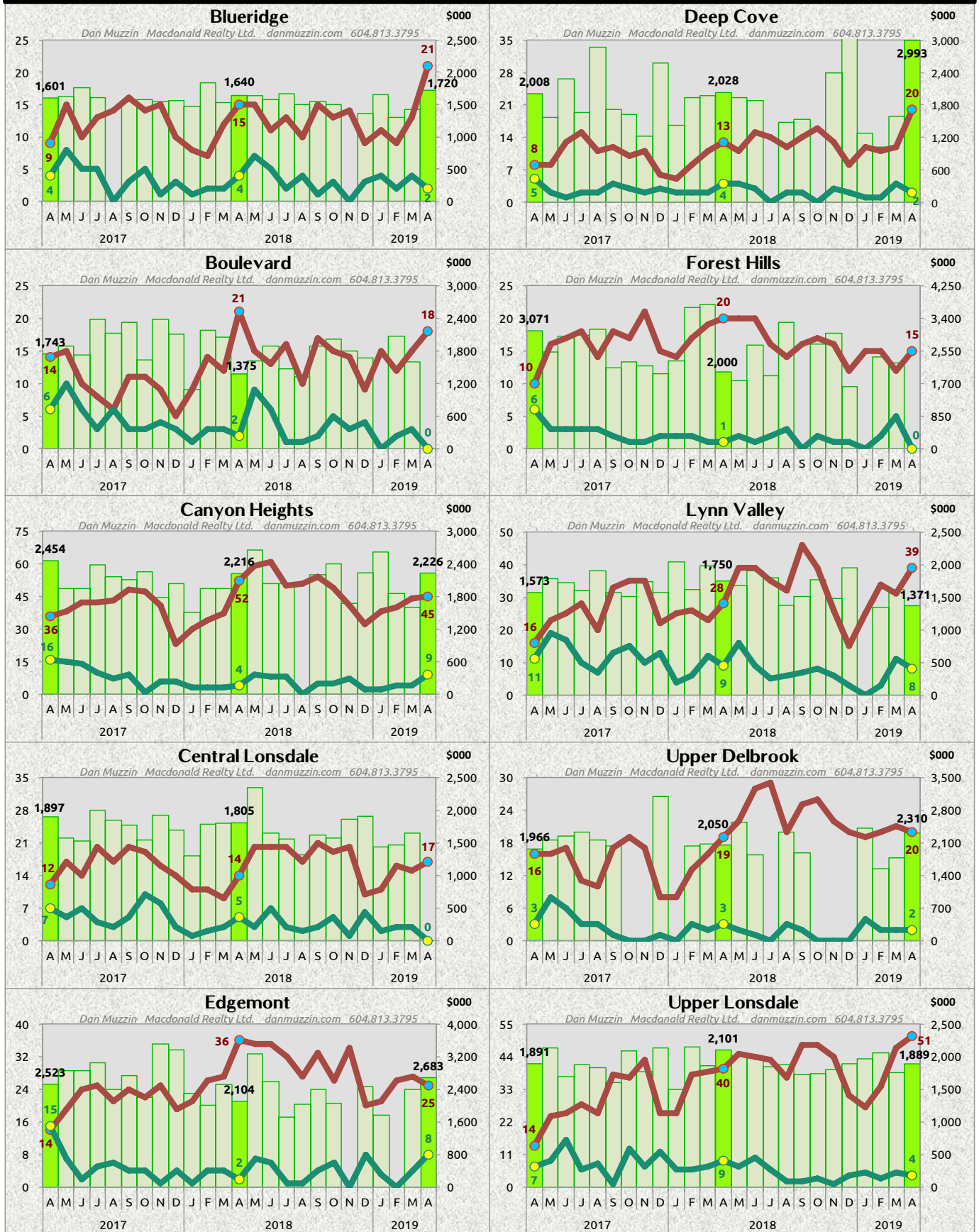


chart data obtained from Real Estate Board of Greater Vancouver

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