



A Fresh Perspective

April 2018

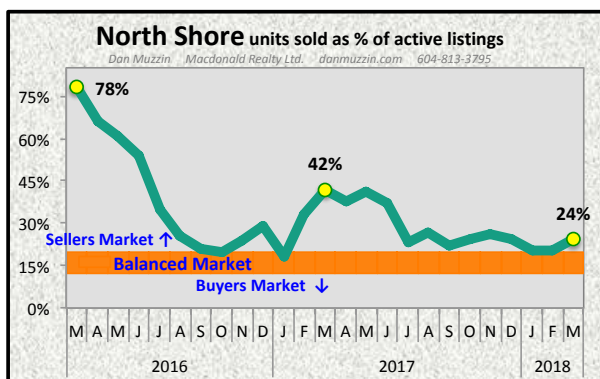
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market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 2,517 units in March, which represented 14% higher sales than in February and, notably, 30% lower than in March 2017. Total residential sales activity throughout the metro region, for all property-types including apartments, slipped to 23% below the 10-year historical average for March. At 8,380 the total number of residential property listings at March 31 was 7% higher than at the end of February, and about 11% more than at March 31, 2017. At 30%, the metro MLS® sales-to-active-listings ratio was 2% higher than in February.



North Shore home sales in March, at 256 units, was 24% higher than the 206 properties sold in February, and 28% fewer than the 354 sold in March 2017. The sales-to-active-listings ratio on the North Shore rose to 24%, up from 20% in February, reflecting 30% lower-than-normal total sales for March and 17% fewer listings than the normal # of properties for sale as at the end of March (*details on page 7*). The North Shore detached homes that did sell in March took an average of 10 weeks to sell, 1 week slower than the 9 weeks average it took for those that sold in

February, and 1 week slower than the average of 9 weeks it took for houses that sold in March 2017. At March 31, there were 1,058 North Shore properties listed for sale on MLS® or 3% more than the 1,026 listings at the end of February, and 25% more than the 845 units for sale at March 31, 2017. Benchmark prices of detached homes are higher by 8% in North Vancouver and by 5% 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 2018 REBGV market report, visit www.danmuzzin.com/news.html.



speculation tax revised

On March 26, 2018, the Ministry of Finance released a Tax Information Sheet containing details of the revised Speculation Tax that was initially announced in February's BC Government Budget. Some excerpts from that tax information sheet...

- The tax is designed to capture foreign and domestic speculators, satellite families who live in B.C. but do not pay their share of income taxes, as well as homeowners who hold vacant property in designated urban centres. Over 99% of British Columbians are estimated to be exempt, because they will not have a vacant second home in the affected areas.
- The speculation tax applies to residential property in British Columbia's largest urban centres facing the housing affordability crisis. These are regions with low vacancy rates that are facing severe affordability challenges in which home prices drastically exceed local incomes.
- The tax applies in the Metro Vancouver Regional District (excluding Bowen Island and Electoral Area A, except the part of the electoral area that is the UBC and University Endowment Lands), the Capital Regional District (excluding the Gulf Islands and Juan de Fuca), Kelowna-West Kelowna, Nanaimo-Lantzville (excluding Protection Island), Abbotsford, Chilliwack, and Mission. Most islands are excluded.
- Properties that are used as qualifying long-term rentals are exempt from the tax. Homes will need to be rented out for at least three months to qualify for an exemption in 2018. Starting in 2019, homes will need to be rented out for at least six months, in increments of 30 days or more, to qualify for an exemption.
- In 2018, the tax rate for all properties subject to the tax is 0.5% on the property value.
- In 2019 and subsequent years, the tax rates will be as follows:
 - 2% for foreign investors and satellite families;
 - 1% for Canadian citizens and permanent residents who do not live in British Columbia; and
 - 0.5% for British Columbians who are Canadian citizens or permanent residents (and not members of a satellite family).
- British Columbians who are Canadian citizens or permanent residents, and not part of a satellite family, will be eligible for a tax credit that is immediately applied against the speculation tax. This credit will offset a total of \$2,000 in speculation tax payable. For homeowners with multiple properties, the tax credit will only apply to one property.
- This tax credit will ensure that British Columbians do not pay tax on a second home valued up to \$400,000. For more expensive vacant properties, the credit ensures that tax only applies to the value of the property above \$400,000.

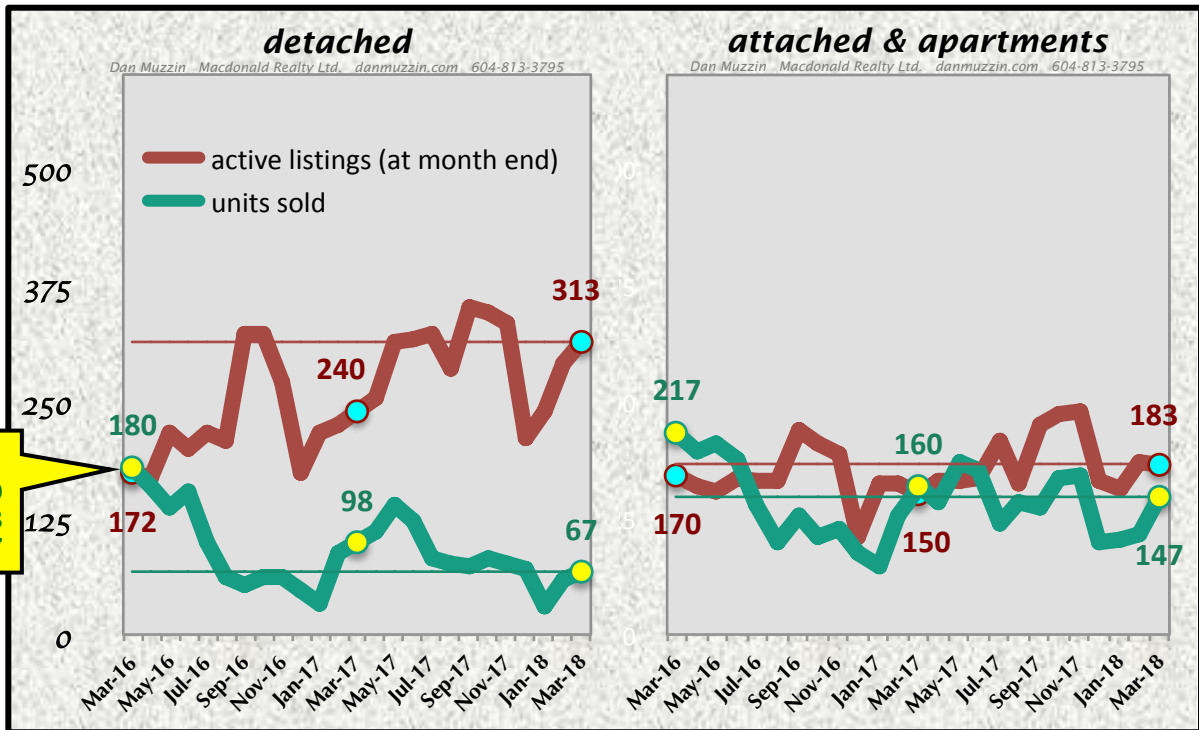
great value – the upside

Also, from the tax information sheet... *"The speculation tax works to ensure that British Columbians can afford to live in their own province."* Will this be a step in the right direction?

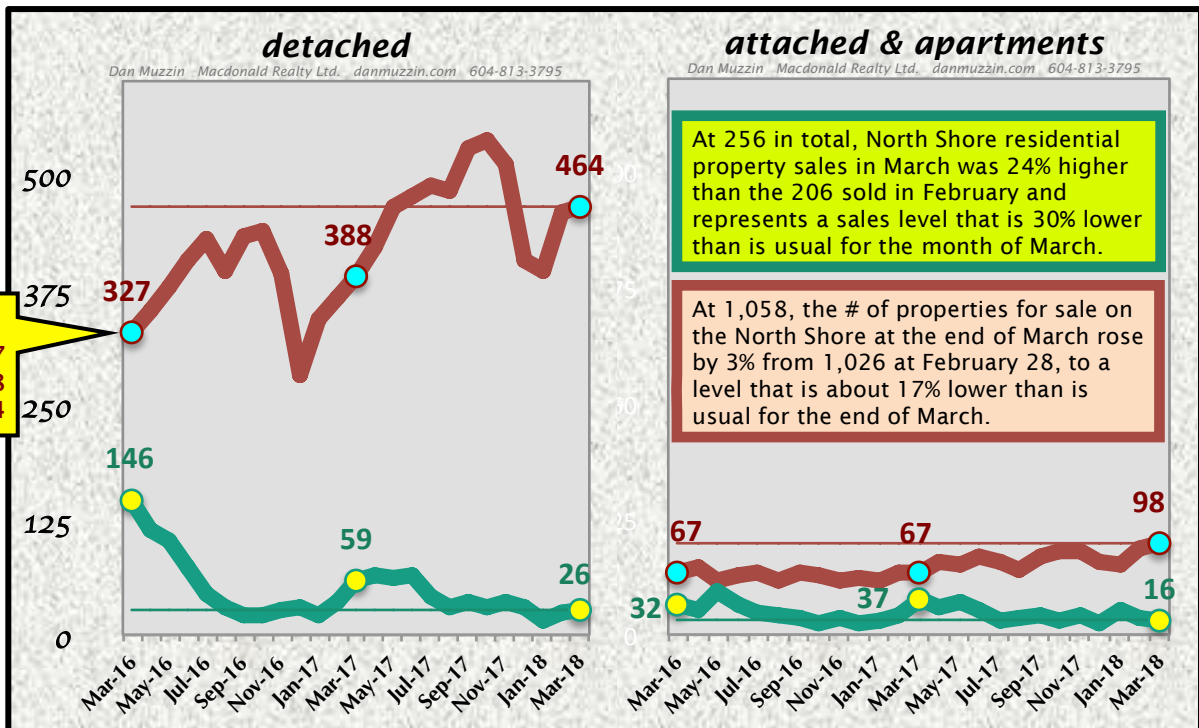


The following charts show the inventory of North Shore homes for sale on the last day of each month from March 2016 to March 2018, and the sales for each month.

North Vancouver



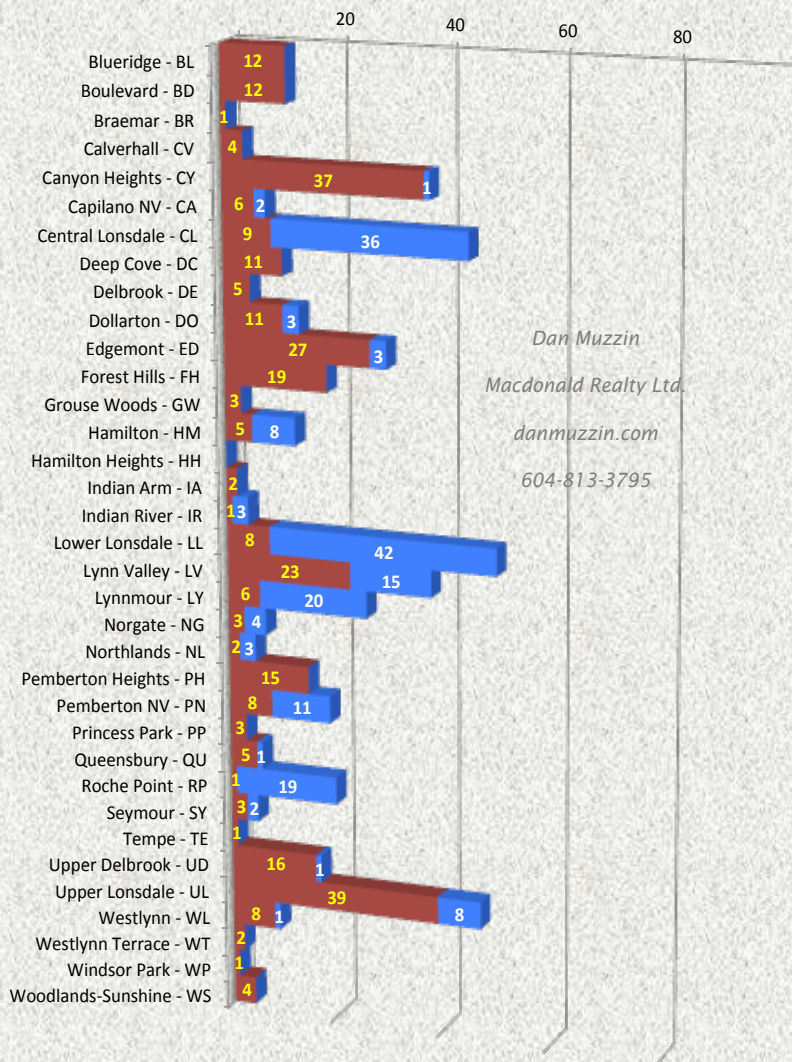
West Vancouver



of North Shore properties for sale at March 31, 2017 (on MLS®)

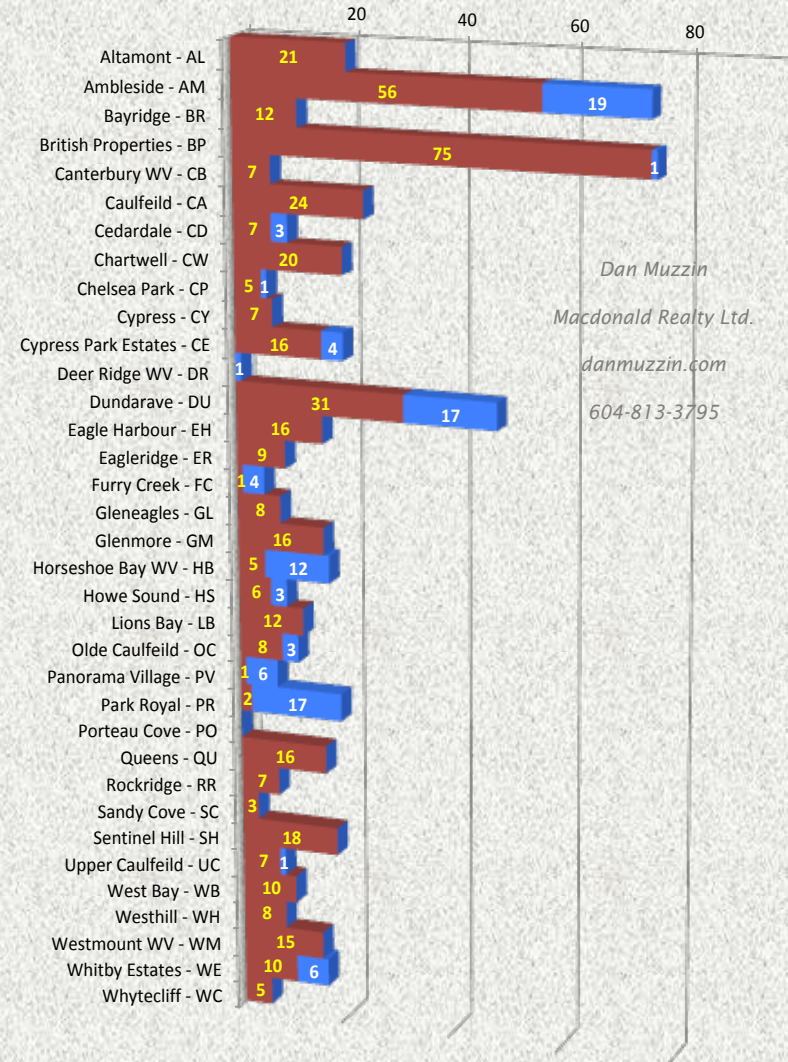
North Vancouver

■ detached (313) ■ attached/apts (183)

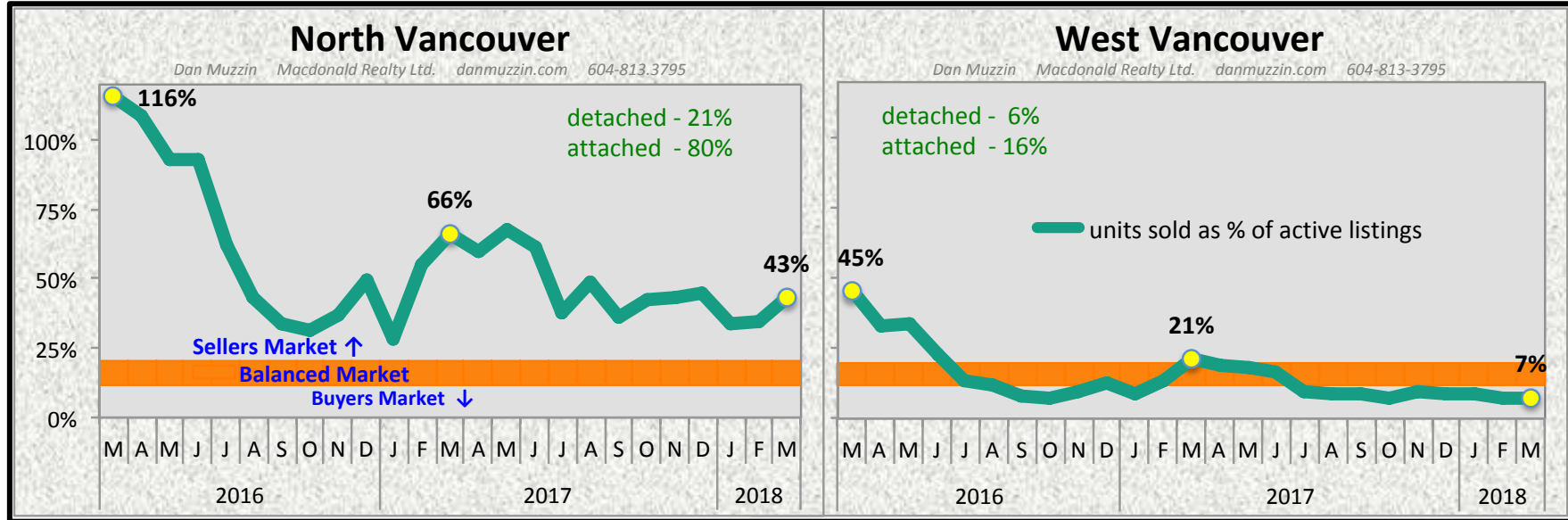


West Vancouver

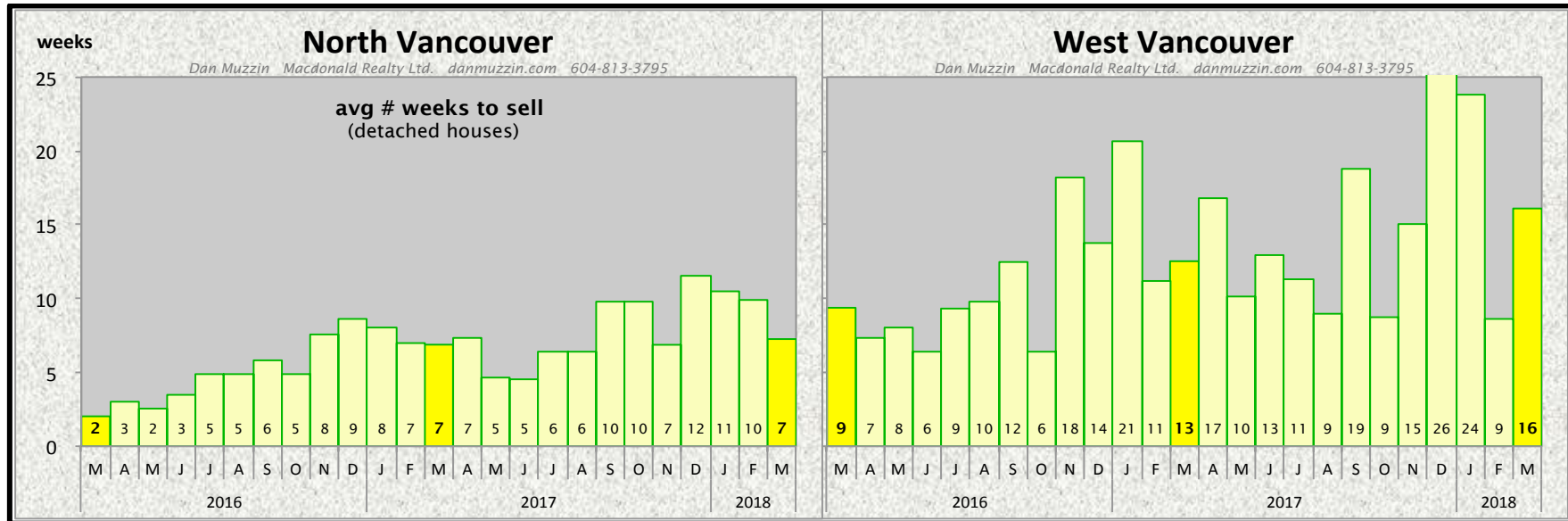
■ detached (464) ■ attached/apts (98)



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

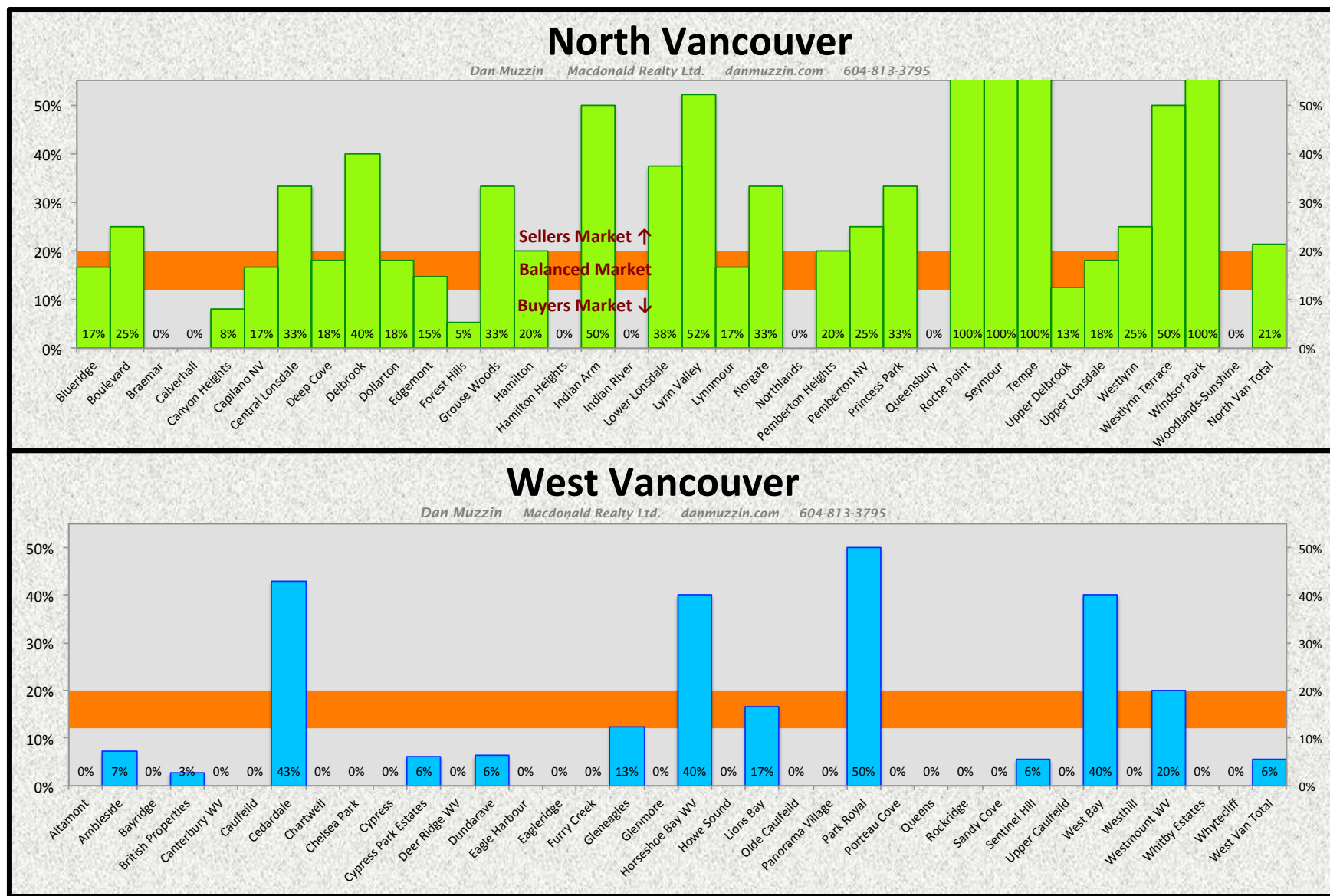


average # of weeks it took for detached houses to sell

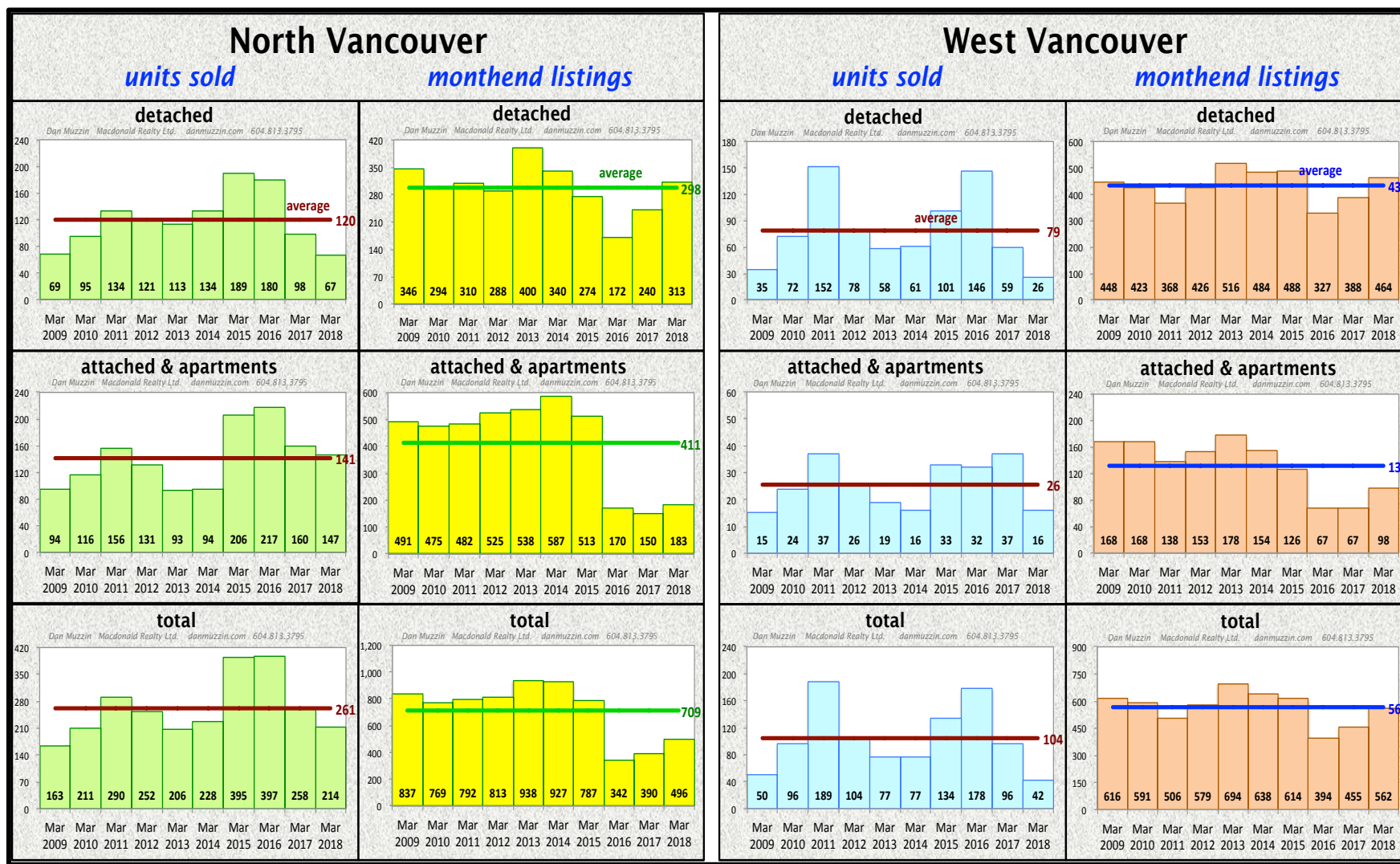


do housing conditions in your neighbourhood favour sellers, buyers or are they in balance?

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



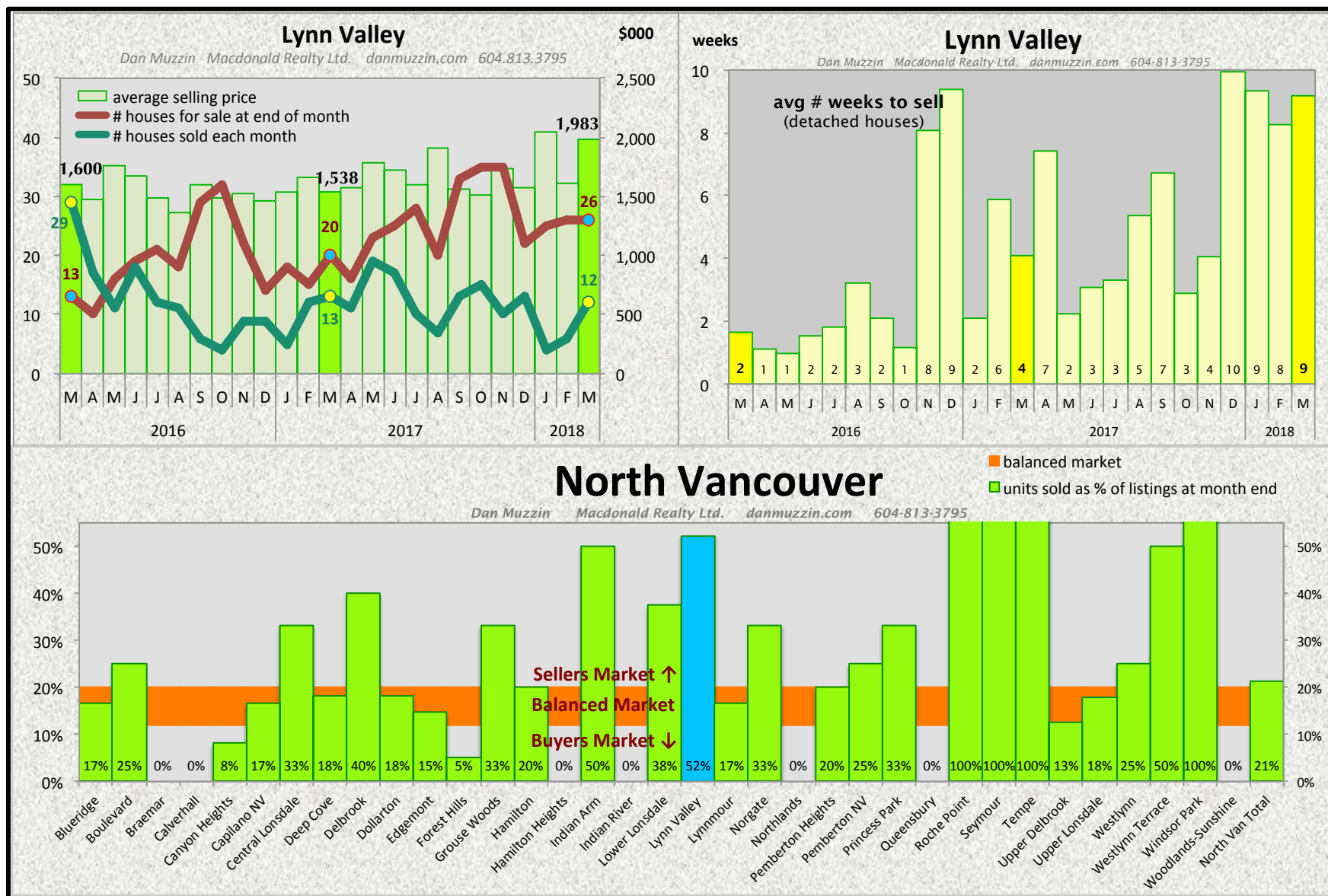
compare 2009 – 2018 Sales and Listings for the month of March





Lynn Valley housing snapshot – March 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

