



A Fresh Perspective

April 2014

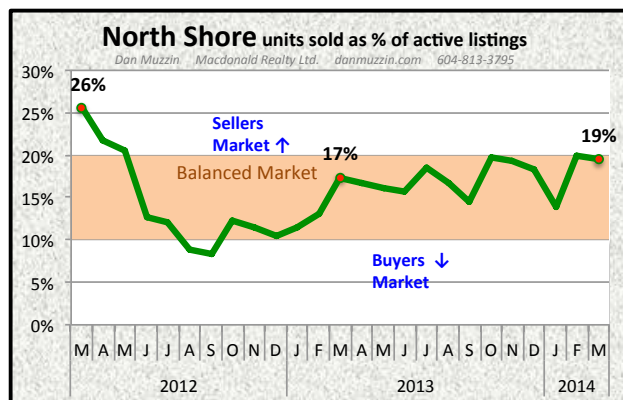
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market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 2,641 units in March, a 4% increase over sales in February, and an increase of 13% compared to March 2013. At 14,472, the total number of residential property listings at March 31 was up by 8% from the end of February, and was 6% fewer than at the end of March 2013. The metro MLS® sales-to-active-listings ratio of 18% was down slightly from 19% last month, and remains consistent with generally balanced market conditions throughout the region.



North Shore home sales in March, at 305 units, were 6% higher than in February, and 8% more than in March 2013. The sales-to-active-listings ratio on the North Shore slipped to 19%, from 20% in February, reflecting predictably higher demand during this time of year. Sales activity in some neighbourhoods continues to greatly outperform sales in other areas. North Shore single-family homes that sold in March took an average of 11 weeks to sell, down

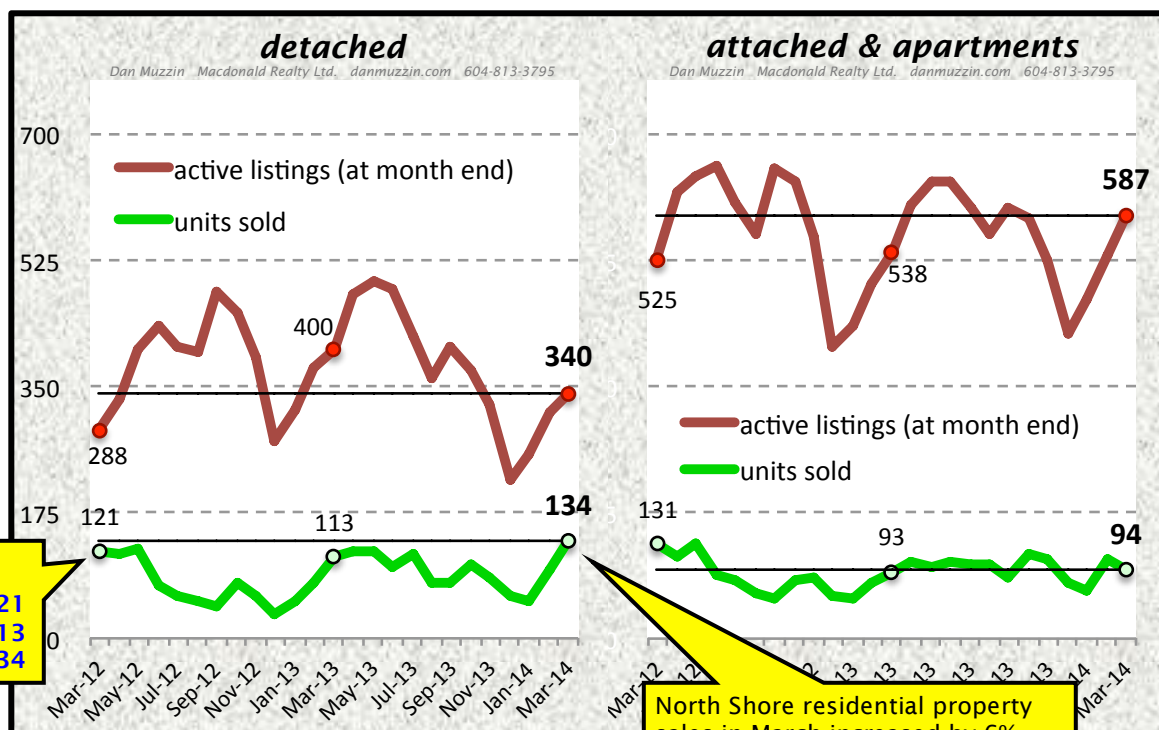
substantially from the average of 19 weeks for February's sales, and one week fewer than the average of 12 weeks for houses that sold in March 2013. At March 31, there were 1,565 North Shore properties listed for sale (on MLS®) or 8% more than the 1,445 listings at the end of February, and 4% fewer than the 1,632 units for sale at March 31, 2013. Benchmark prices of detached single-family homes rose by almost 7% in West Vancouver and by over 3% in North Vancouver from those in March 2013.

As prices and market conditions can vary dramatically by neighbourhood, feel free to call me to better understand how the market is doing where YOU live. For the entire March 2014 REBGV market report, visit www.danmuzzin.com/news.html.

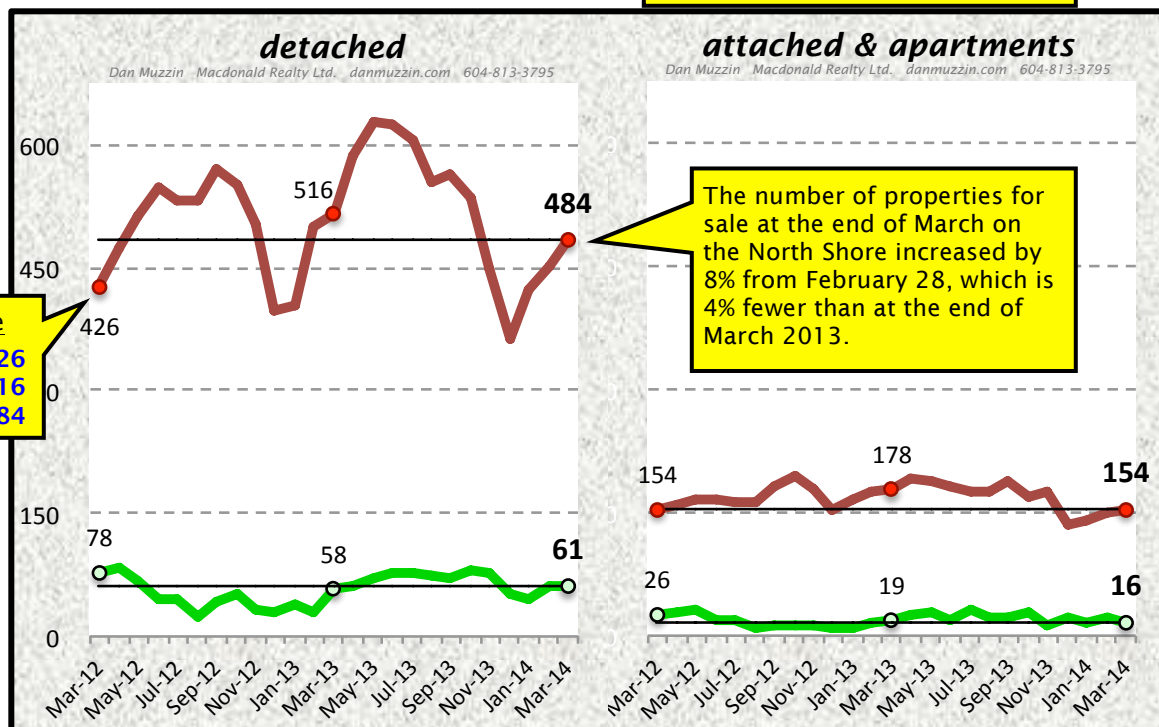


The following charts show the inventory of North Shore homes for sale on the last day of each month from Mar 2012 to Mar 2014, and the sales for each month.

North Vancouver



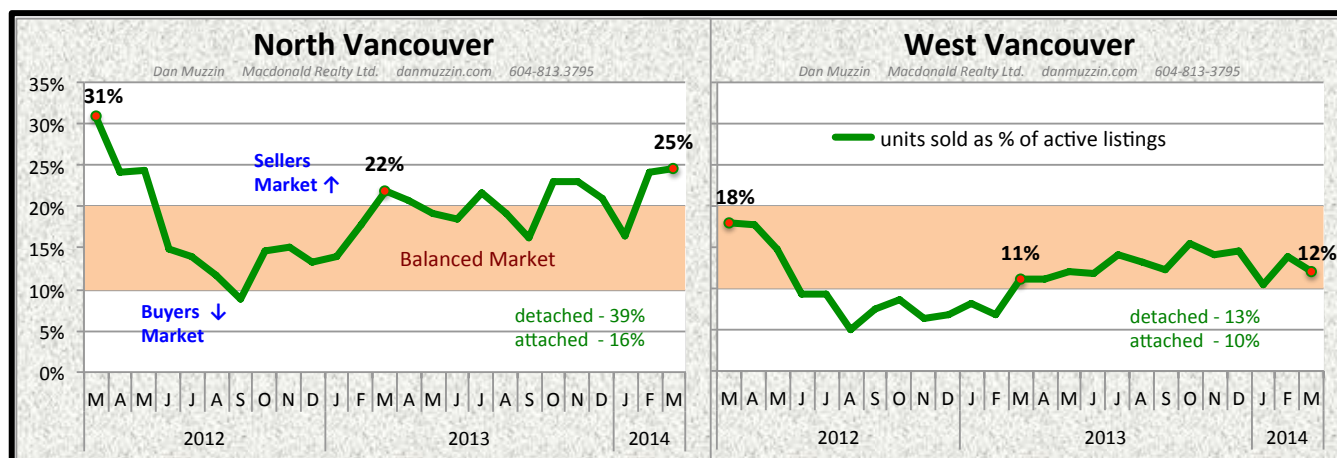
West Vancouver



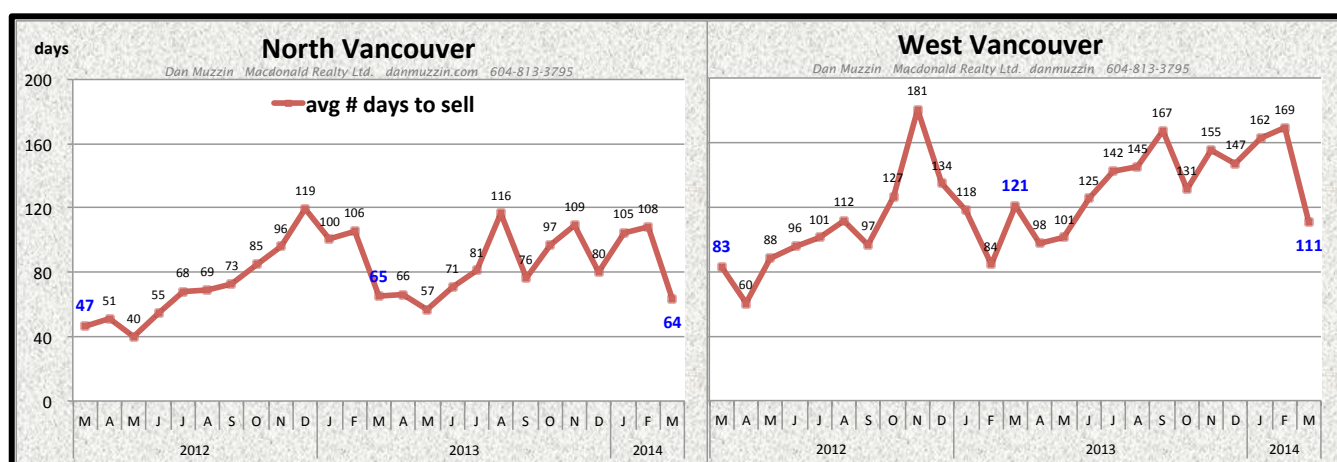


selected sales details

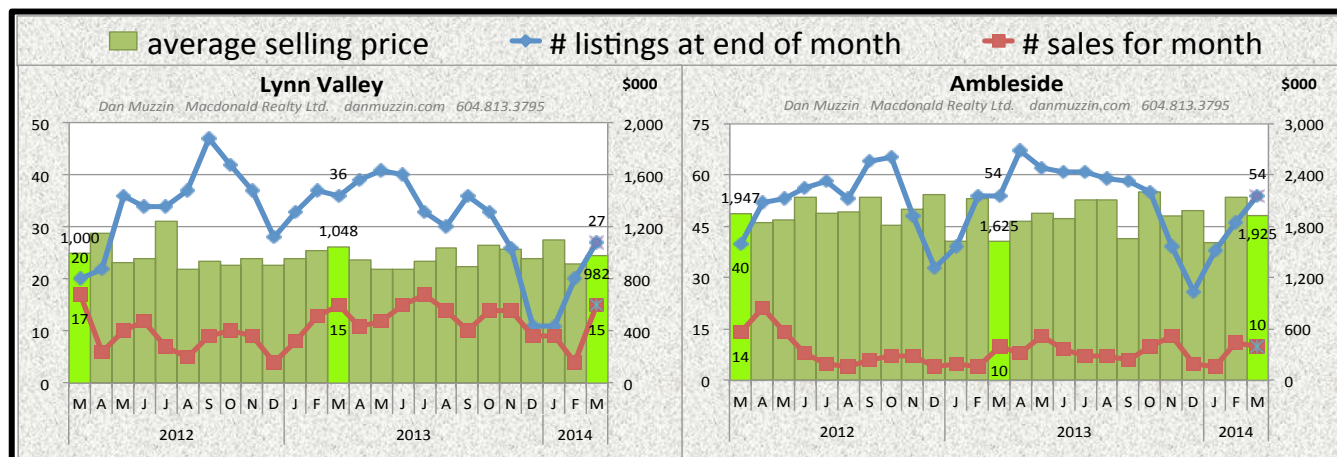
properties sold, as a % of # of properties for sale at end of the month



average # of days it took for detached houses to sell



sales by neighbourhood (detached houses) call me for sales details in your local area





time to sell the family home?

What's important about downsizing ...to you?

The driving factors may be financial or practical or a combination of the two. Have the kids moved away so now your home is too big? Would you like to monetize a portion of the equity in your house to help the kids purchase a home of their own? Do you want to move closer to those who are most important to you, such as your grandchildren? Do you travel several months of the year so you'd rather not spend the money needed to upkeep your house? Would you simply rather live in a smaller, low maintenance home?

Once you honestly understand what's important to you about moving to a smaller space, you will need to have a plan, have realistic expectations, and be emotionally ready for the move.

Planning should include taking your time to research so that you have a good understanding of what your life will be like in your new home.

- Be realistic when assessing your present and anticipated needs, interests and health.
- Decide where you'd like to live.
- Realize that smaller homes aren't necessarily cheaper. Crunch the numbers, or hire a financial advisor to help draw up a financial plan.
- If moving from a house to a condo, or moving to a new city, consider renting for a year or so, at first. It will give you an idea of whether living in a strata community, or in a new city, is right for you in the long term.

Preparing yourself emotionally shouldn't be underestimated. You may be more attached to the family home, where all those special family occasions took place, than you'd like to admit! ...same with that old dining room suite that can seat 12 that you inherited from grandma, and dad's massive old oak desk, and special memorabilia hanging in the closet like your old red Engineer's jacket from UBC.

Though there can be drawbacks, downsizing effectively can pay off very nicely!

great value – knowing your listing agreement

Think you might want to sell your home soon and you're wondering what might be in that MLS® listing agreement you might be signing? Although it will be written in legalese, the standard contract describes:

- the parties to the contract
- the property being sold
- the asking price
- the commission to be paid by the seller
- the share to be paid to the cooperating brokerage representing the buyer
- personal information clauses
- rights and obligations of the parties
- a Schedule A which details other services your REALTOR® agrees to provide

Note that the Schedule A can also include specific instructions provided by the sellers such as "listing REALTOR® to personally attend all showings" or "no lockboxes".

Compare 2006 - 2014 Sales and Listings for the month of March

