



A Fresh Perspective

April 2017

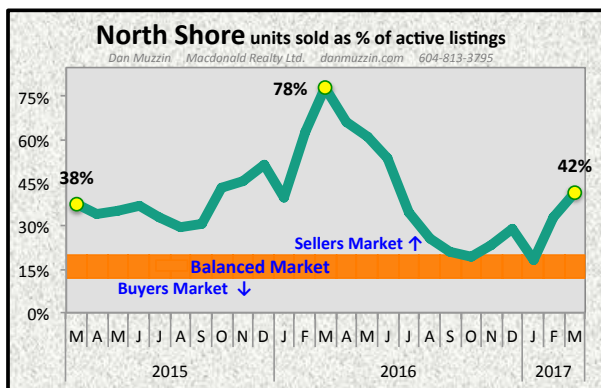
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market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 3,579 units in March, representing 48% higher sales than in February, and 31% less than in March 2016. Despite the reluctance of sellers “to put their homes on the market”, the REBGV surprisingly reported that sales in March were 8% above the 10-year average for the month. At 7,586, the total number of residential property listings at March 31 was about the same as at the end of February, and approximately 3% higher than at the end of March 2016. At 47%, the metro MLS® sales-to-active-listings ratio was 15% higher than in February.



North Shore home sales in March, at 354 units, were 30% more than the 272 properties sold in February, and 38% fewer than the 575 sold in March 2016. The sales-to-active-listings ratio on the North Shore climbed to 42%, from 33% in February, reflecting 5% fewer-than-normal sales for March and 34% fewer listings than the normal # of properties for sale as at the end of March. The North Shore houses that did sell in March took an average of 9 weeks to sell, 1 week longer than it took for those that sold in February, and 4 weeks longer than the

average of 5 weeks it took for houses that sold in March 2016. At March 31, there were 845 North Shore properties listed for sale (on MLS®) or 3% more than the 821 listings at the end of February, and 15% more than the 736 units for sale at March 31, 2016. Benchmark prices of houses are higher by 11% in North Vancouver and by 6% 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 2017 REBGV market report, visit www.danmuzzin.com/news.html.



preparing to sell your house

Ok, you've decided it's time to sell your house and maybe move into a smaller property that's easier to maintain, and maybe newer, and closer to people or amenities that are really important to you (like health care or recreation facilities, shopping or public transit).

Now, where do you start? Of course you can call a good REALTOR® (ahem) who will advise you throughout or you can start preparing the house now because you know it will take several weeks to get it ready to show prospective buyers.

If you decide to start on your own, it'll be helpful to emotionally reframe your outlook from *"this is my home and it's special"* to something like *"this is a property that I plan to realize as much as I can from selling it in order to help financially support me in future."*

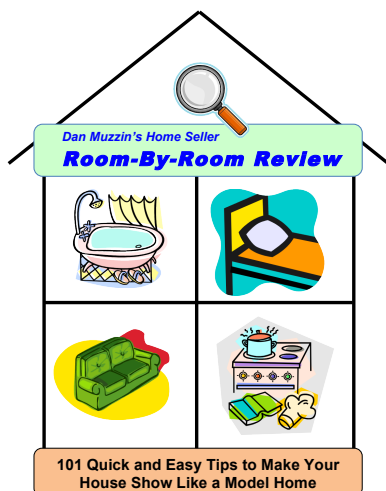
Then you get to work depersonalizing and de-cluttering. It all starts with creating curb appeal. The first impression people have of your house is what it looks like from the outside. Some tips to make them want to come inside...

- Tidy up the outside by removing any leaves, debris, branches, and other yard clutter to make a neat and tidy appearance.
- Pick up things like garden equipment, buckets & lawn mower and coil hoses neatly.
- Give the hedges a fresh trim, paying special attention to anything blocking windows or getting in the way of walking to and from the house.
- Wash (power wash?) the driveway, walkway, patio, and deck.
- Neaten and refresh any play areas; maybe some fresh sand in the sandbox, fix any rusted or dirty swings, slides or other playground equipment.
- Spruce up the lawn by cutting, trimming, weeding, and fertilizing where necessary.
- Colour it up by adding some bright annuals in places that could use some brightening, or add a colourful potted plant at the entryway.
- Make the garage and front door look as inviting as you can. If it needs it, a fresh coat of paint and kick-plate can inexpensively transform a front door.

Then be sure to call your REALTOR® for the rest of the story!

great value – Room-By-Room Review

Call Dan for a copy of his (free) Room-by-Room Review booklet...



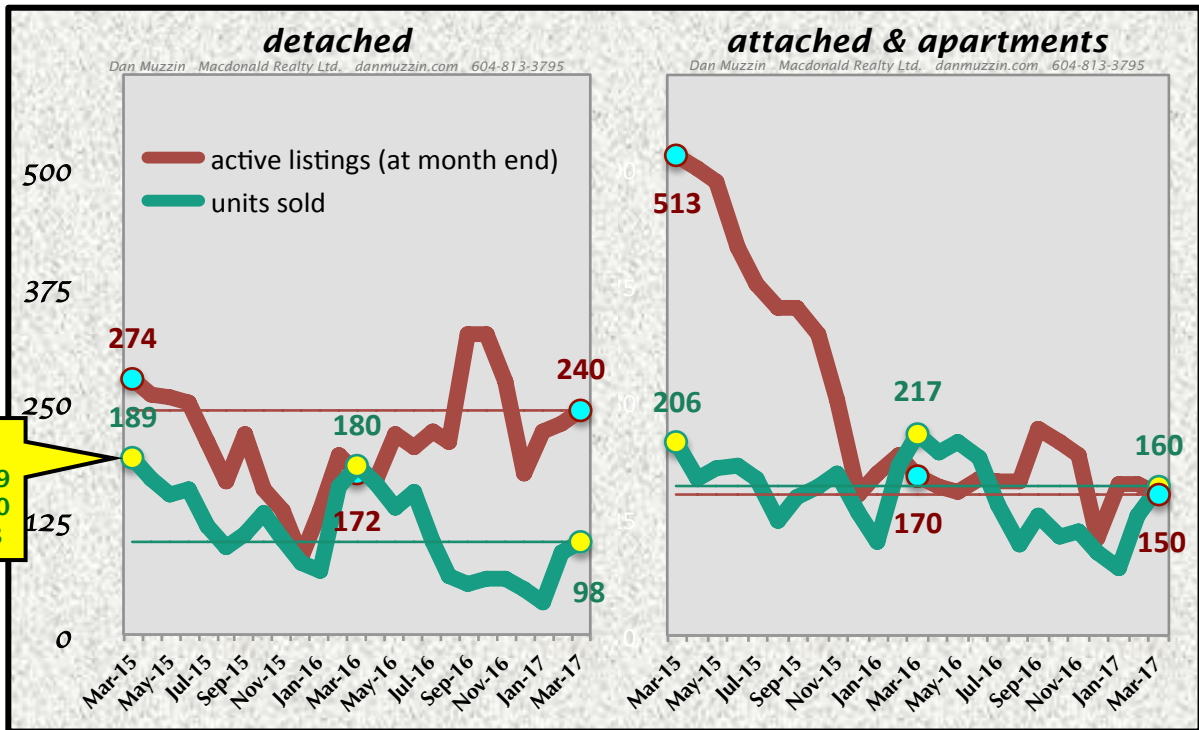
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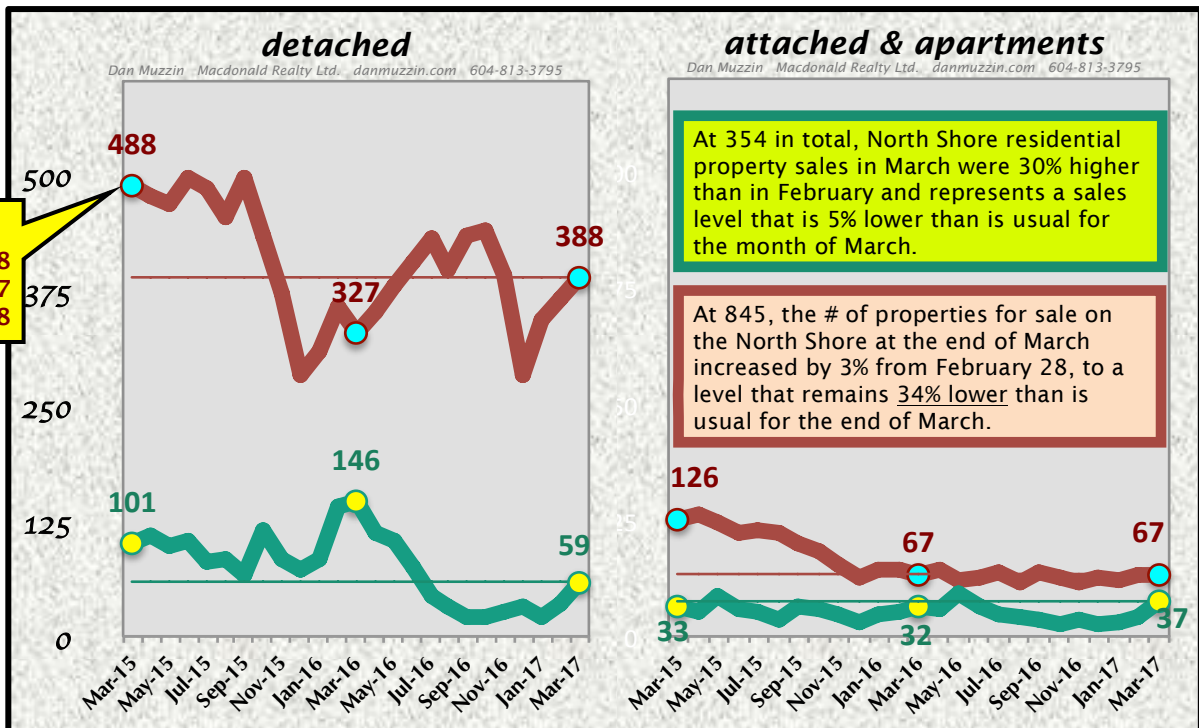


The following charts show the inventory of North Shore homes for sale on the last day of each month from March 2015 to March 2017, and the sales for each month.

North Vancouver



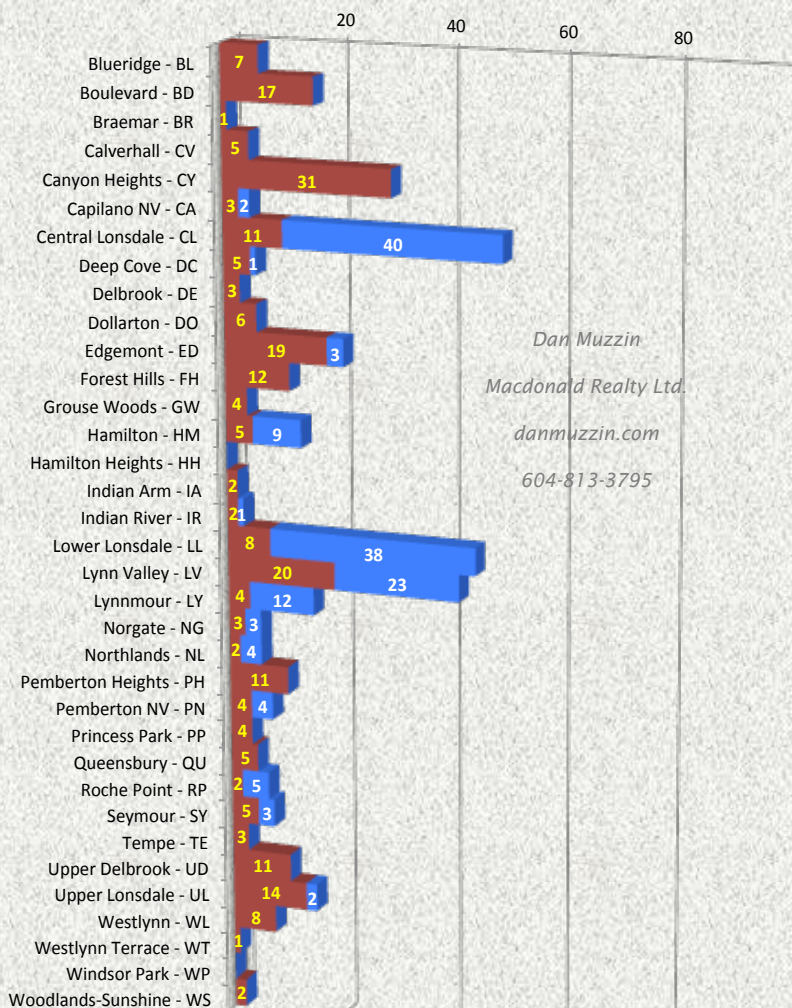
West Vancouver



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

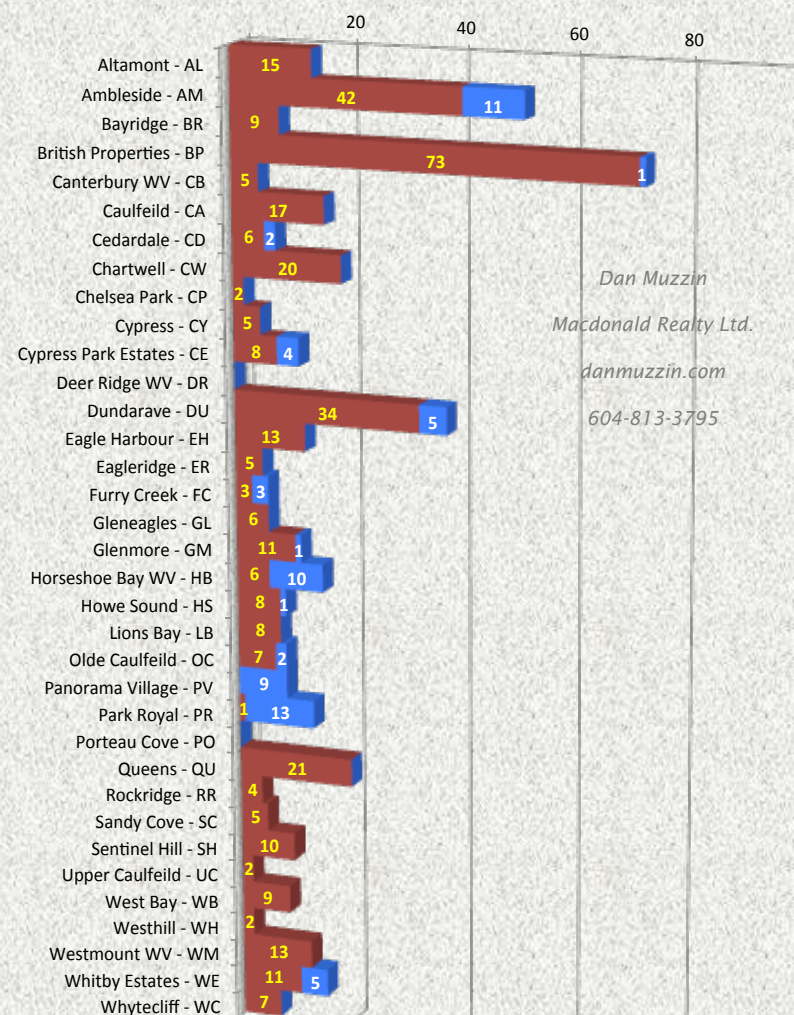
North Vancouver

■ detached (240) ■ attached/apts (150)

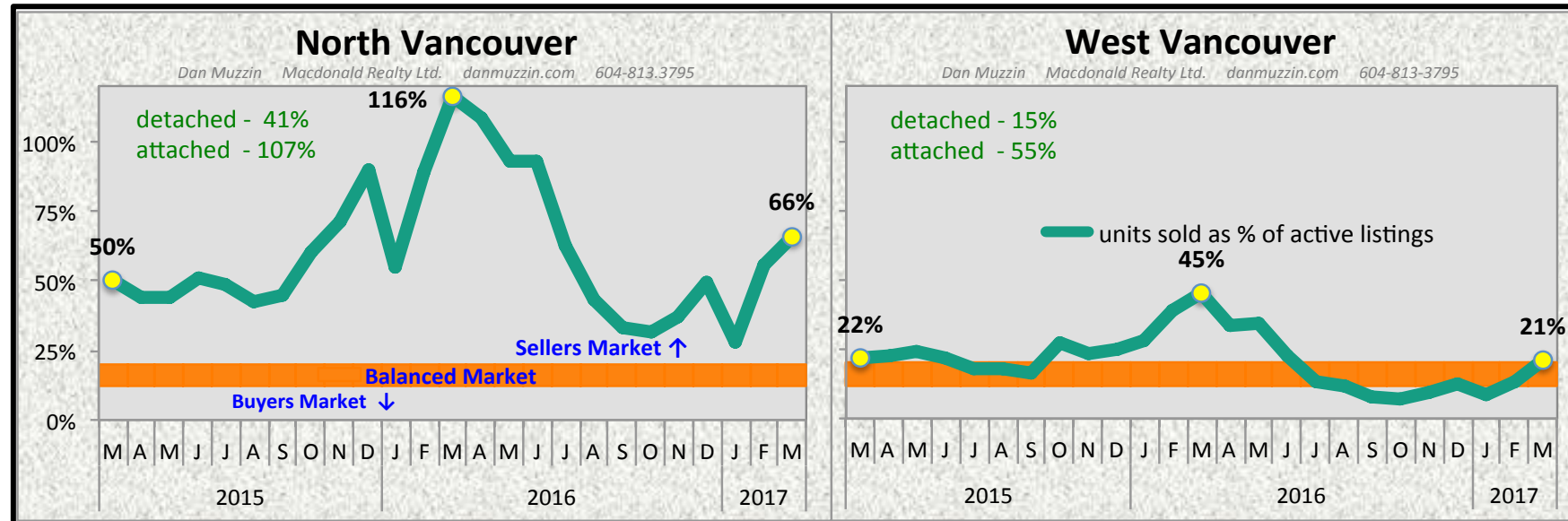


West Vancouver

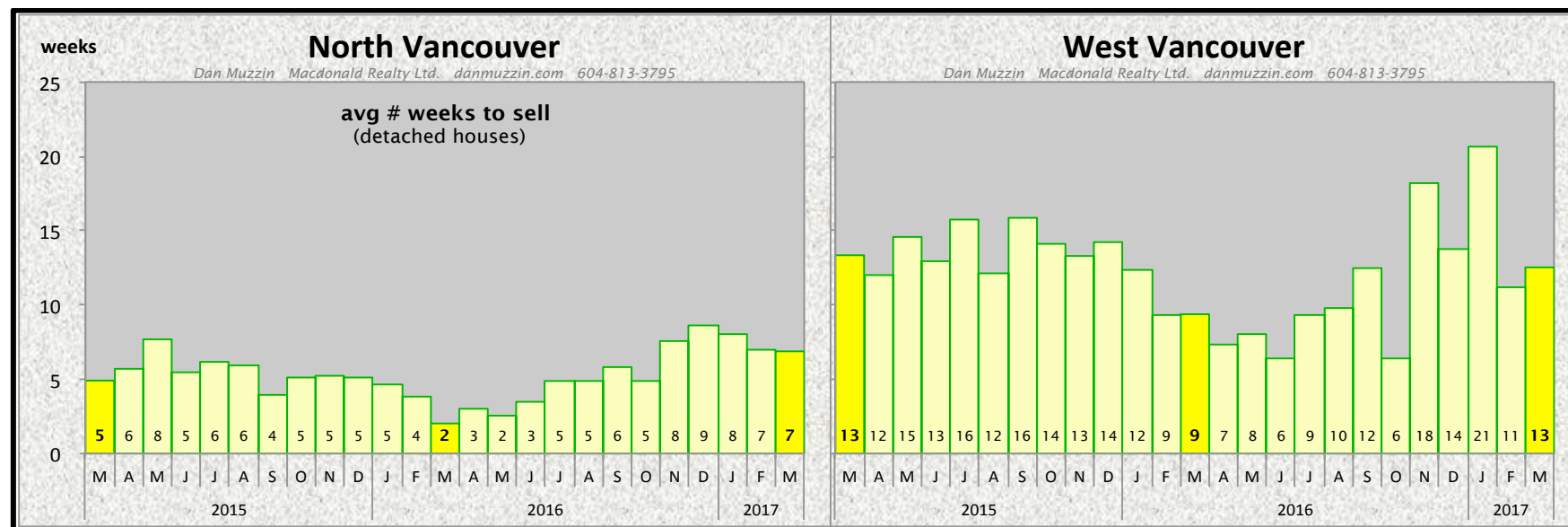
■ detached (388) ■ attached/apts (67)



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

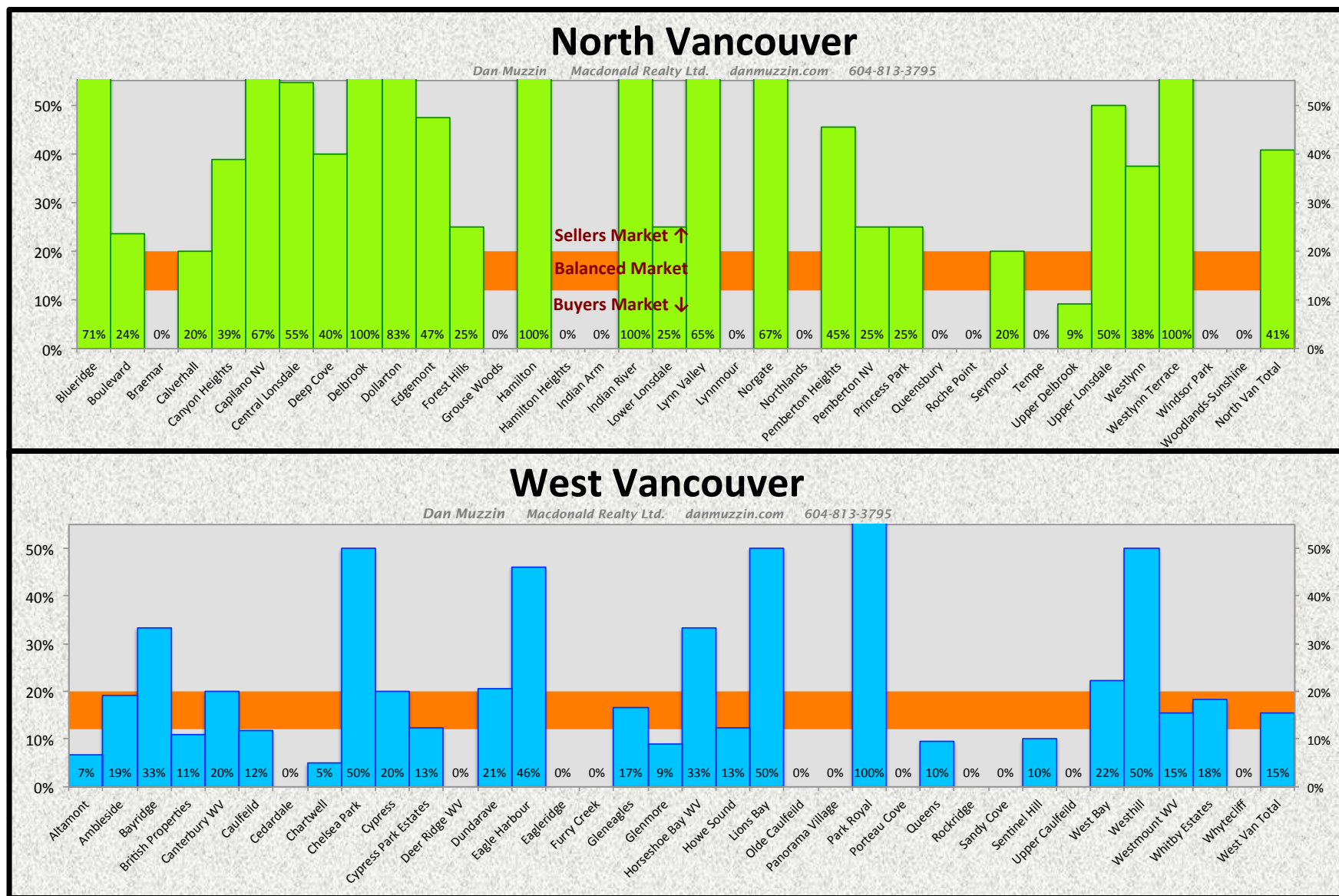


average # of weeks it took for detached houses to sell

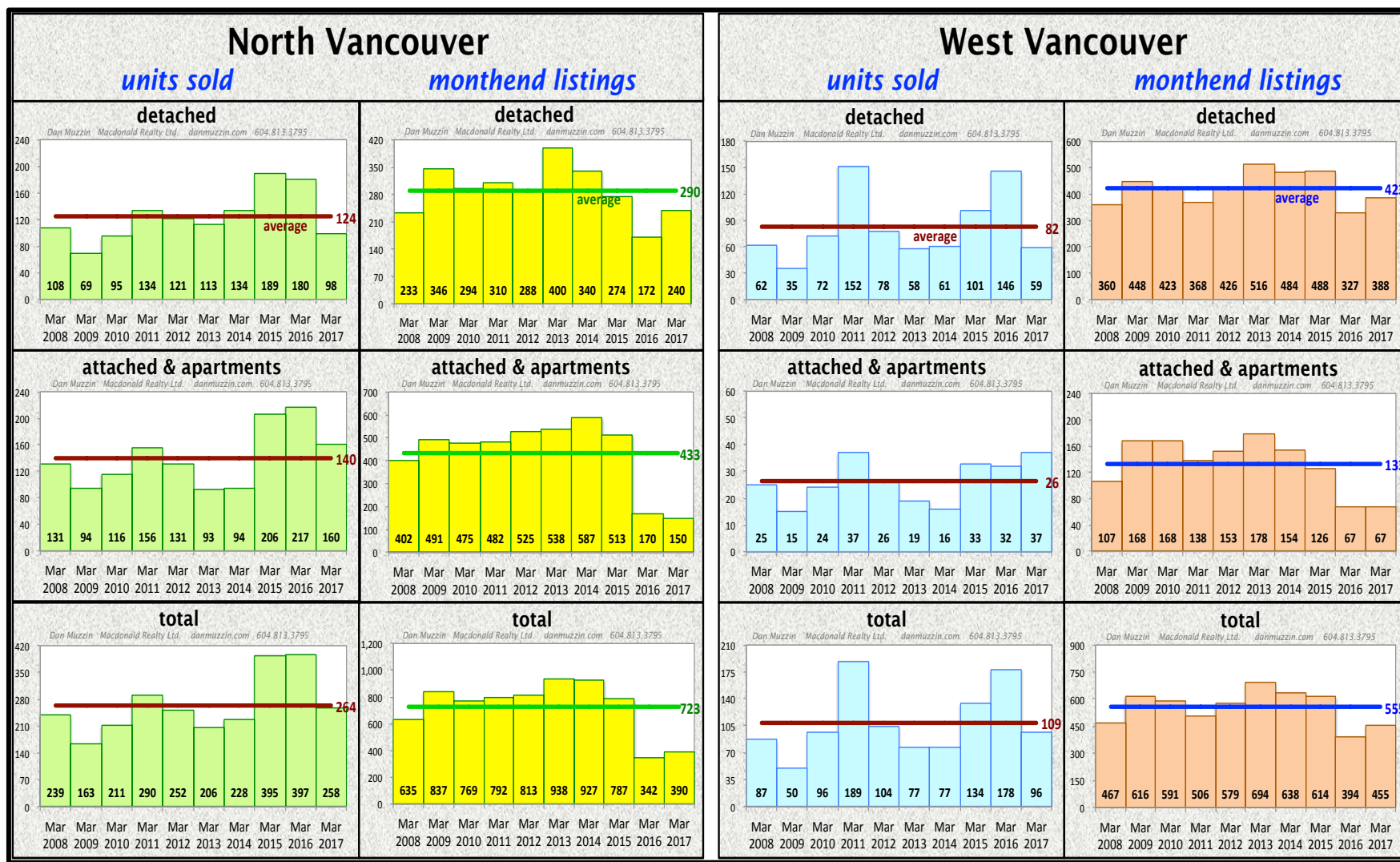


do housing conditions in your neighbourhood favour sellers, buyers or are they in balance?

single-family detached houses sold in March 2017, as % of the number of houses for sale at March 31, 2017

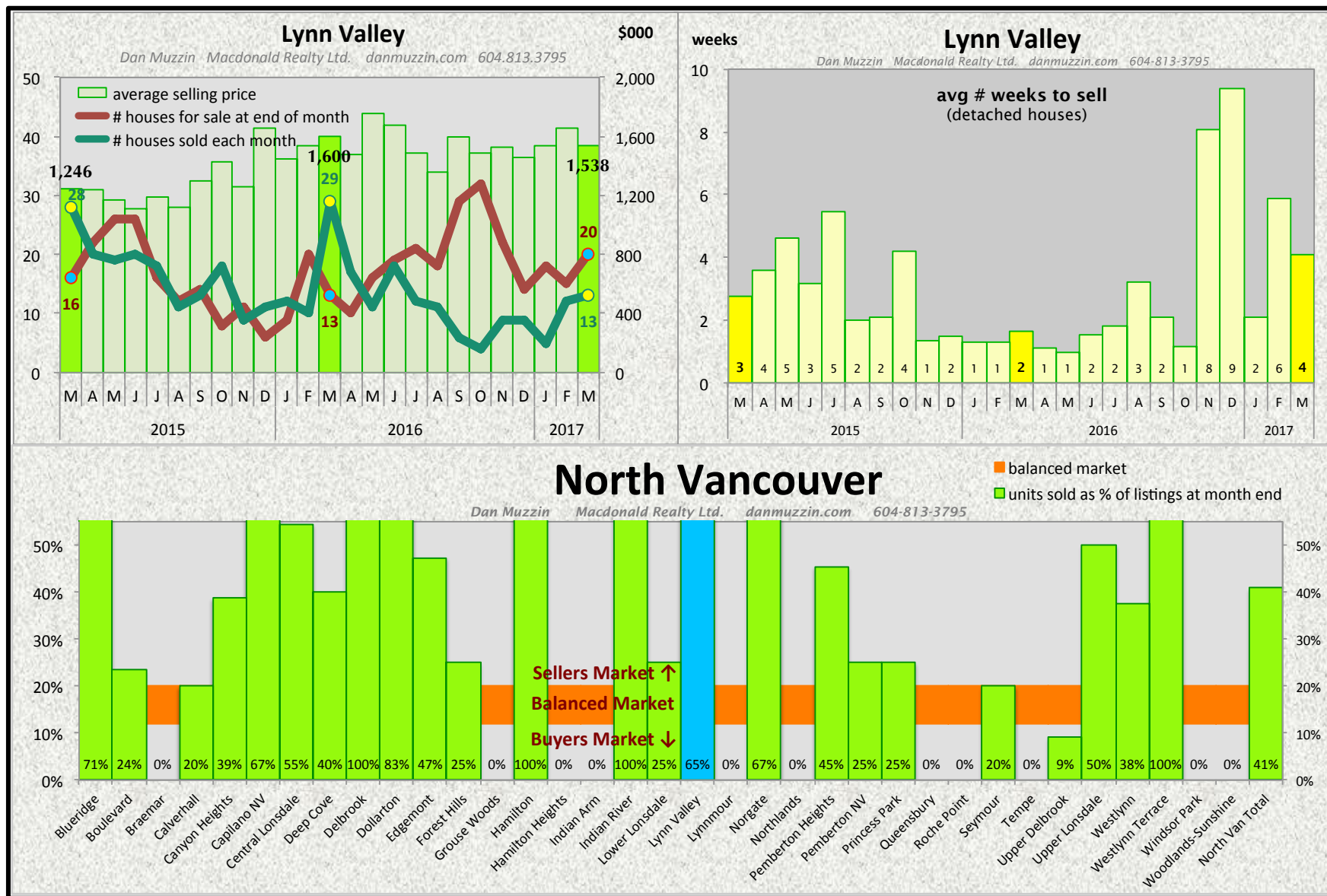


compare 2008 – 2017 Sales and Listings for the month of March

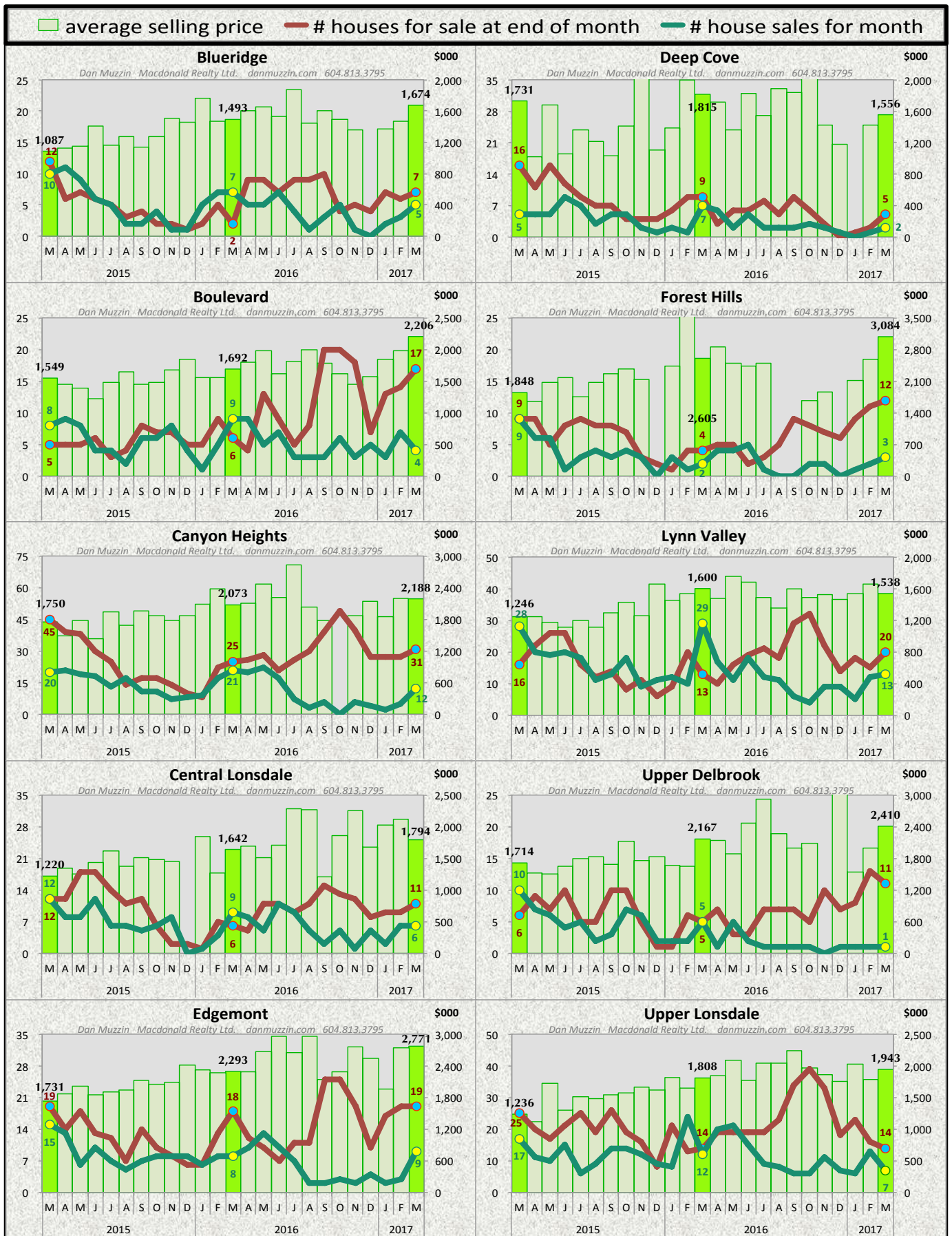


Lynn Valley housing snapshot – March 31, 2017

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



sales details for selected North Vancouver neighbourhoods



sales details for selected West Vancouver neighbourhoods



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

