



## A Fresh Perspective

### December 2012

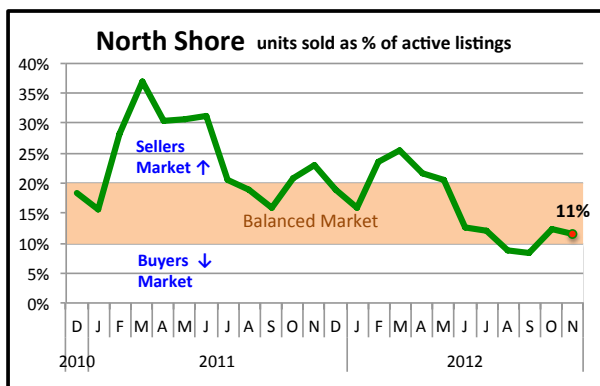
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### market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 1,686 units in November representing a 13% decrease from sales in October, and 29% fewer than in November 2011. At 15,689, the total number of residential property listings at November 30 was 10% fewer than at the end of October, although 13% more than at the end of November 2011. The metro MLS® sales to active listings ratio of 11% was unchanged from October, suggesting the metro region market continues to favour buyers.



**North Shore** home sales in November, at 187 units, were 17% fewer than in October, and 35% fewer than in November 2011. The sales to active listings ratio on the North Shore slipped to 11%, from 12% in October, reflecting generally sluggish market conditions, although there was noticeable improvement for condo sales in North Vancouver. North Shore single-family homes that sold in November took an average of 125 days to sell, or about 3 weeks longer than the average of 102

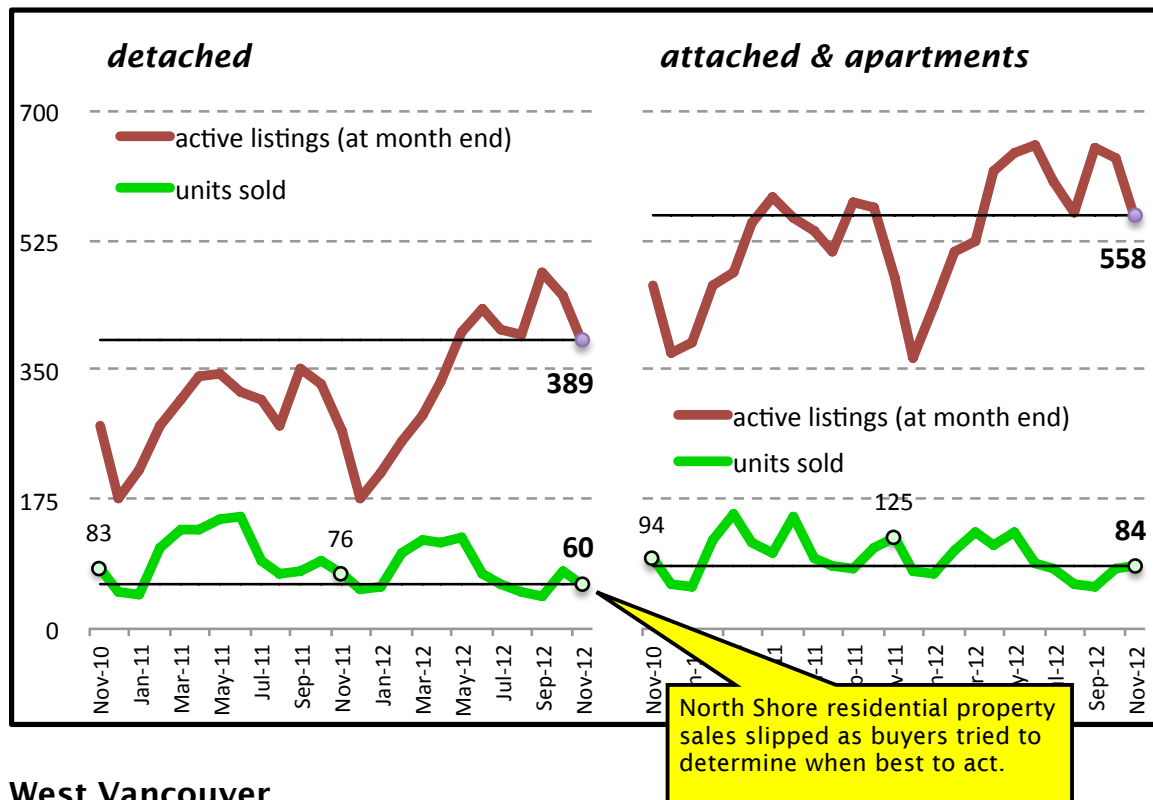
days for October's sales, and over 7 weeks longer than the average of 73 days for houses that sold in November 2011. At November 30, there were 1,629 North Shore properties listed for sale (on MLS) or 30% more than the 1,252 listings at the end of November 2011. Compared to November 2011, benchmark prices of detached single-family homes decreased by 1.1% in West Vancouver and increased by 0.3% in North Vancouver.

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 November 2012 REBGV market report, visit [www.danmuzzin.com/news.html](http://www.danmuzzin.com/news.html).

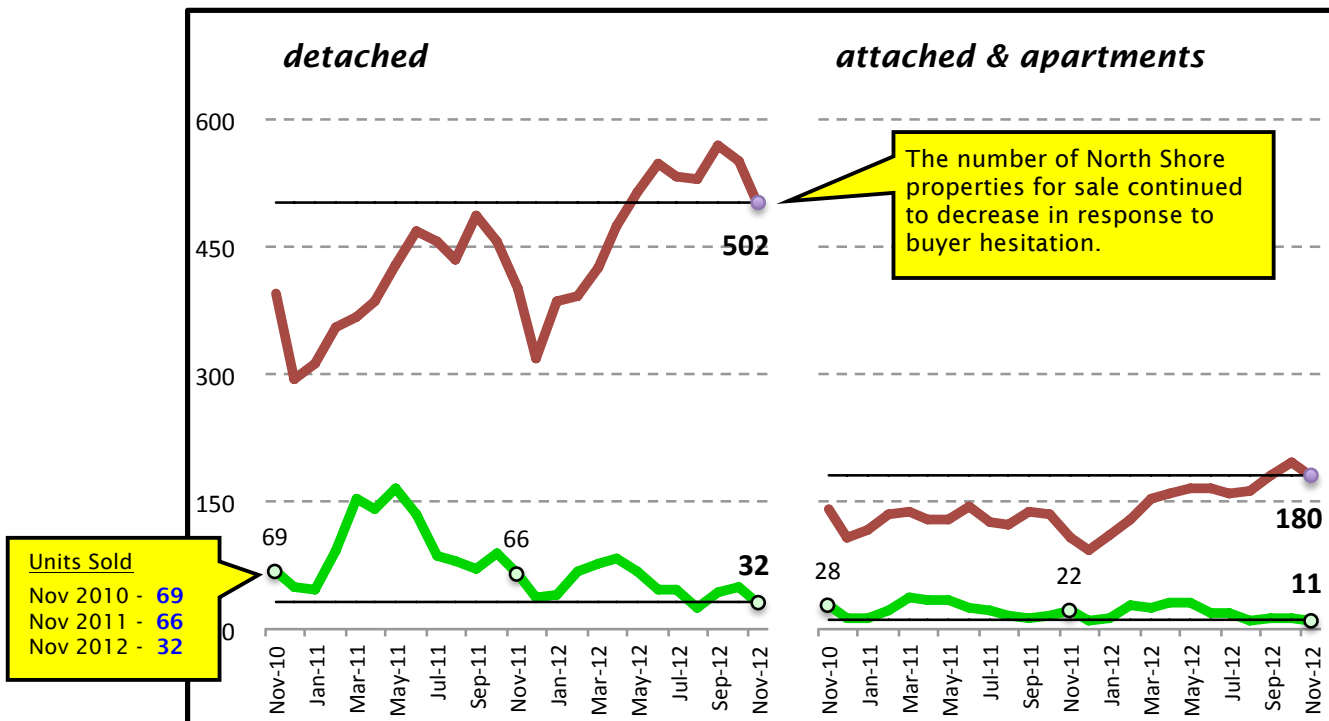


The following charts show the inventory of North Shore homes for sale on the last day of each month from Nov 2010 to Nov 2012, and the sales for each month.

### North Vancouver



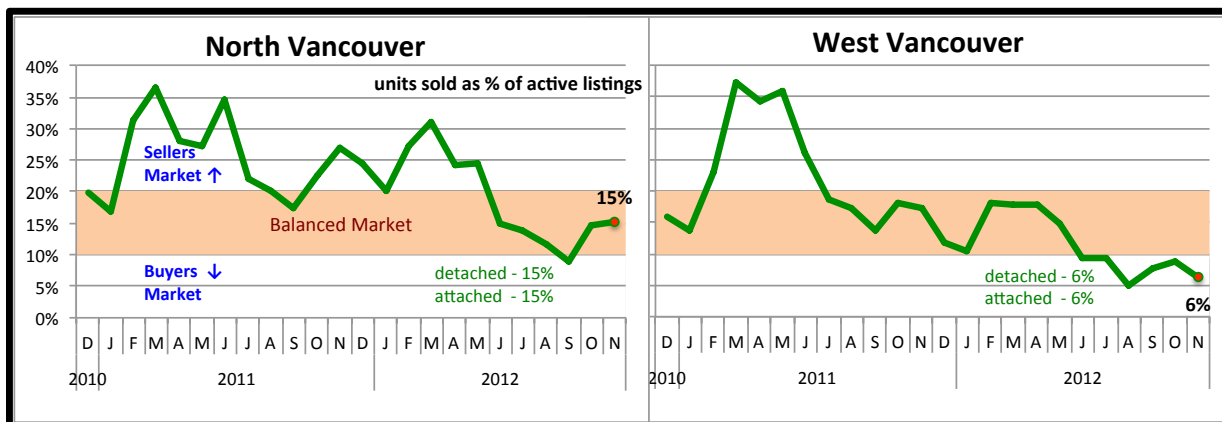
### West Vancouver



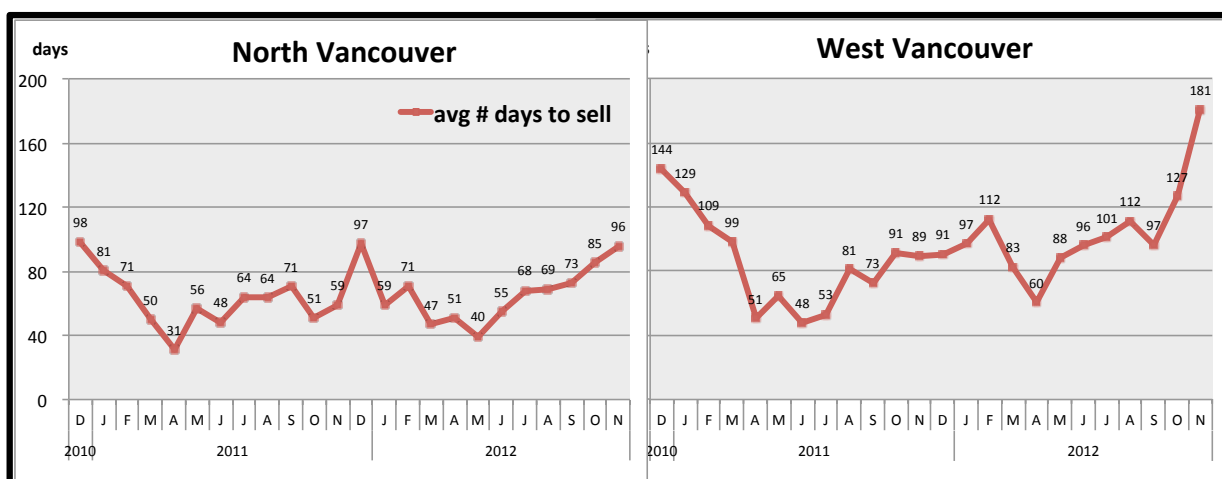


## selected sales details

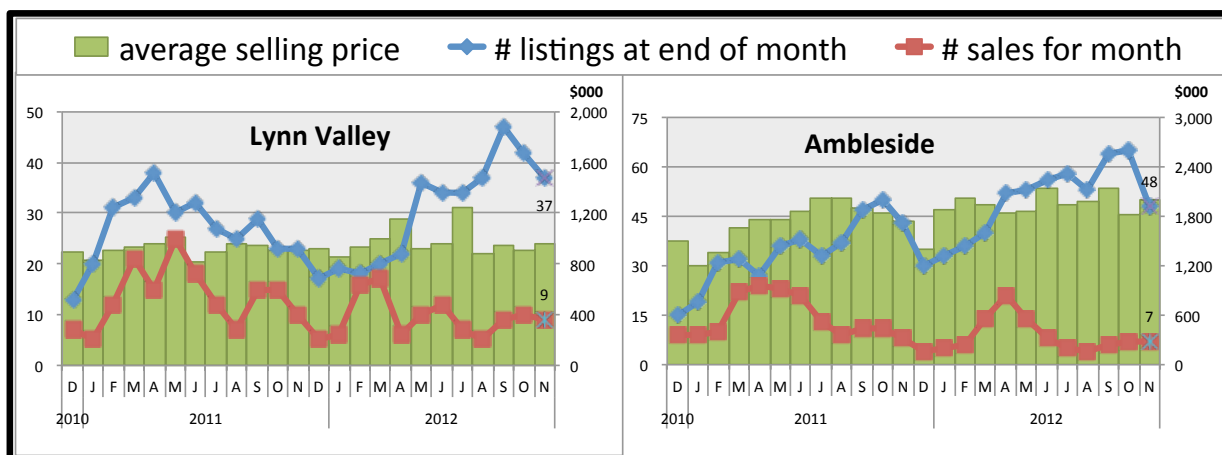
properties sold, as a % of # of properties for sale at end of month



average # of days it took for detached houses to sell



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





## home buying process

Regular readers of this newsletter will be aware that local housing market conditions have favoured buyers for several months now.

For prospective buyers who believe they may be ready to take advantage of these favourable conditions, but aren't sure how to start, the chart on the right illustrates the buying process when assisted by a Macdonald Realty realtor.

Your realtor will discuss these steps more fully and, if you like, will recommend qualified professionals to assist along the way such as mortgage lenders, building inspectors, and notaries and lawyers.

For further assistance, please feel free to call me at 604-813-3795.



## great value – emergency preparedness

Fortunately, emergencies seldom occur. (what about the Mayan-predicted doomsday of Dec 21, 2012?)

From time to time, however, they do happen and they can take many forms such as house fires, car accidents, and natural disasters like earthquakes, tsunamis and floods.

Preparing yourself and your family for possible emergencies means understanding the risks, preparing a plan, and assembling an emergency kit.

If you'd like some help with your emergency preparedness, consider visiting these two excellent websites created by the governments of Canada and the USA.

- Canada <http://www.getprepared.gc.ca/index-eng.aspx>
- USA <http://www.ready.gov>