



A Fresh Perspective

December 2013

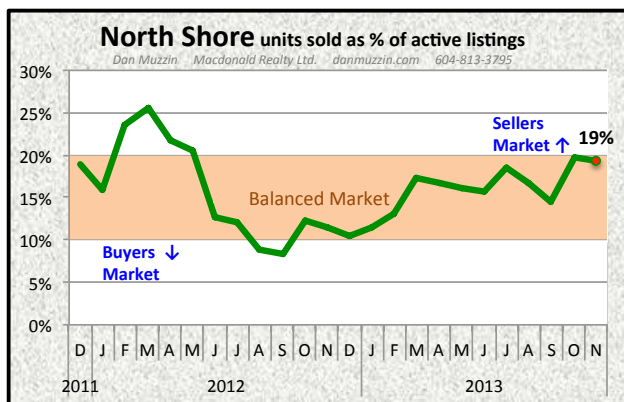
In this issue:

- market update
- selected sales details
- leasehold properties are not all the same
- great value – building inspections



market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 2,321 units in November, a 13% decline from sales in October, and an increase of 38% compared to November 2012. At 13,986, the total number of residential property listings at November 30 was down by 8% from the end of October, and was 11% fewer than at the end of November 2012. The metro MLS® sales-to-active-listings ratio of 17% is unchanged from last month, and remains consistent with generally balanced market conditions throughout the region.



North Shore home sales in November, at 283 units, were 14% fewer than in October, and 51% more than in November 2012. The sales-to-active-listings ratio on the North Shore slipped to 19%, from 20% in October, reflecting solid market conditions. Sales activity in some neighbourhoods continues to greatly outperform sales in other areas. North Shore single-family homes that sold in November took an average of 19 weeks to sell, three weeks longer than

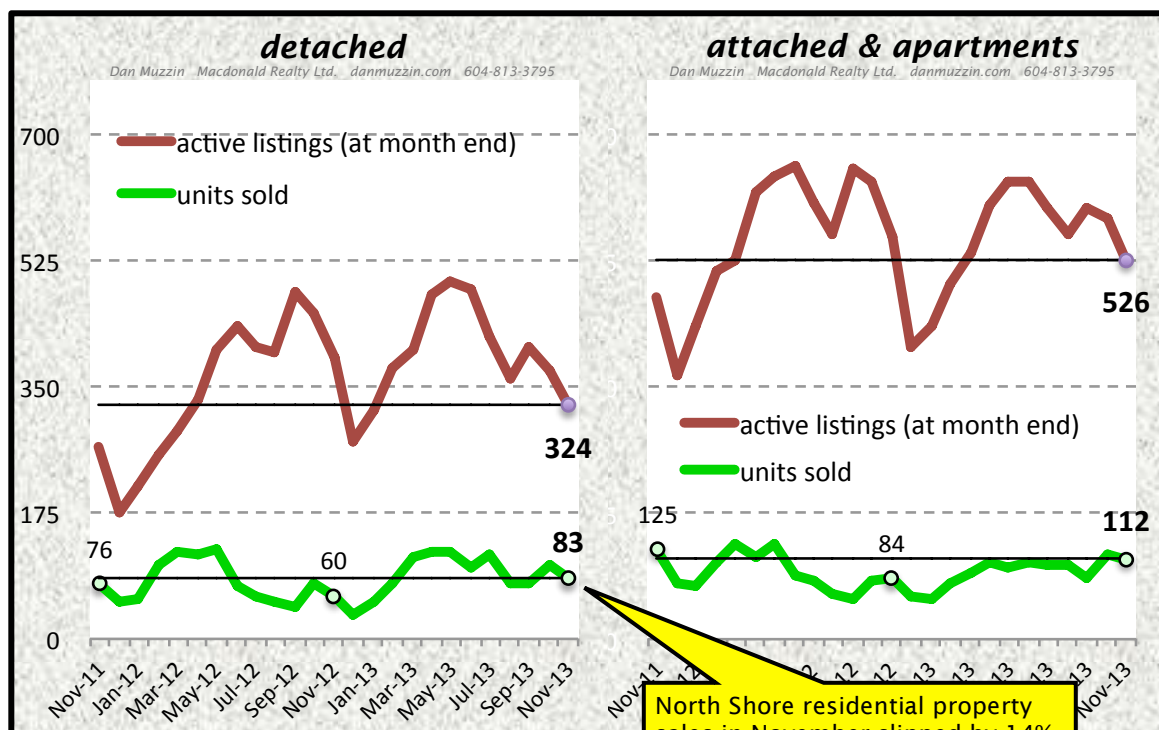
the average of 16 weeks for October's sales, and about a week longer than the average of 18 weeks for houses that sold in November 2012. At November 30, there were 1,473 North Shore properties listed for sale (on MLS®) or 11% fewer than the 1,660 listings at the end of October, and 10% fewer than the 1,629 units for sale at November 30, 2012. Benchmark prices of detached single-family homes rose by 8% in West Vancouver and 2% in North Vancouver from those in November 2012.

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 2013 REBGV market report, visit www.danmuzzin.com/news.html.

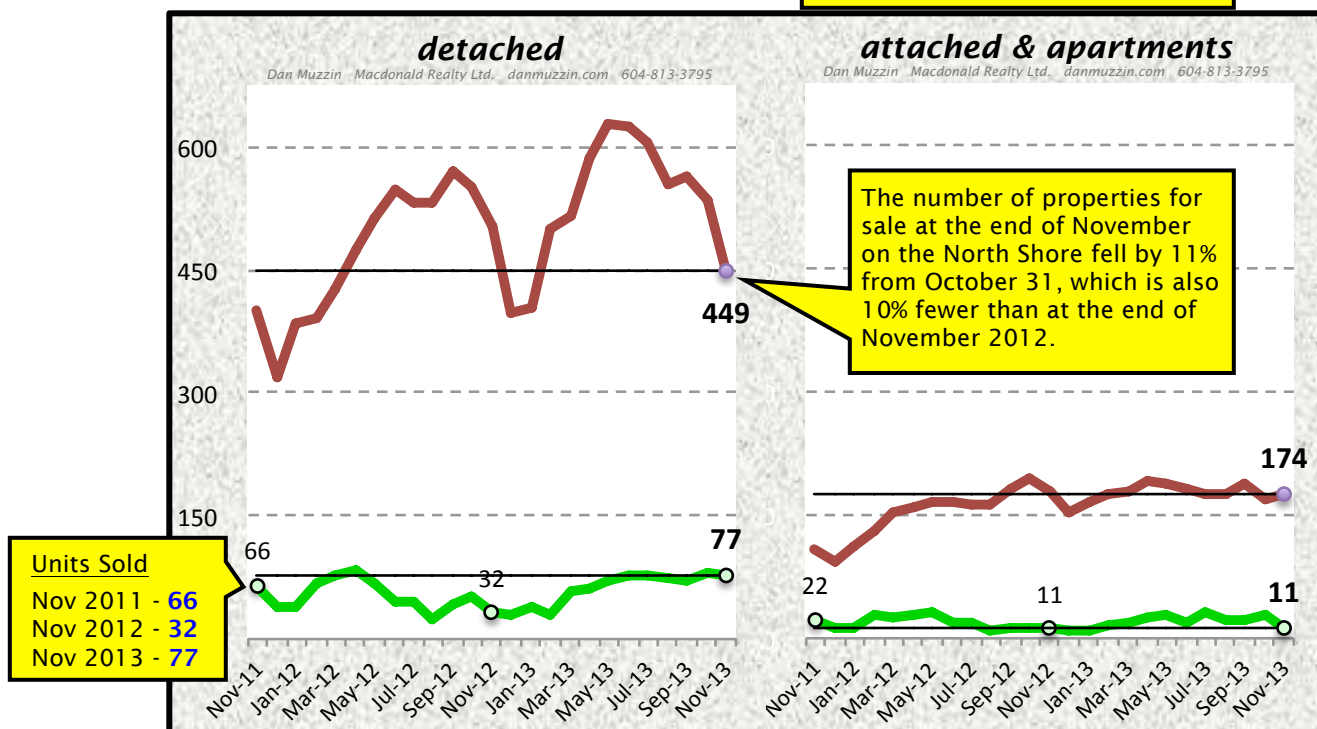


The following charts show the inventory of North Shore homes for sale on the last day of each month from Nov 2011 to Nov 2013, and the sales for each month.

North Vancouver



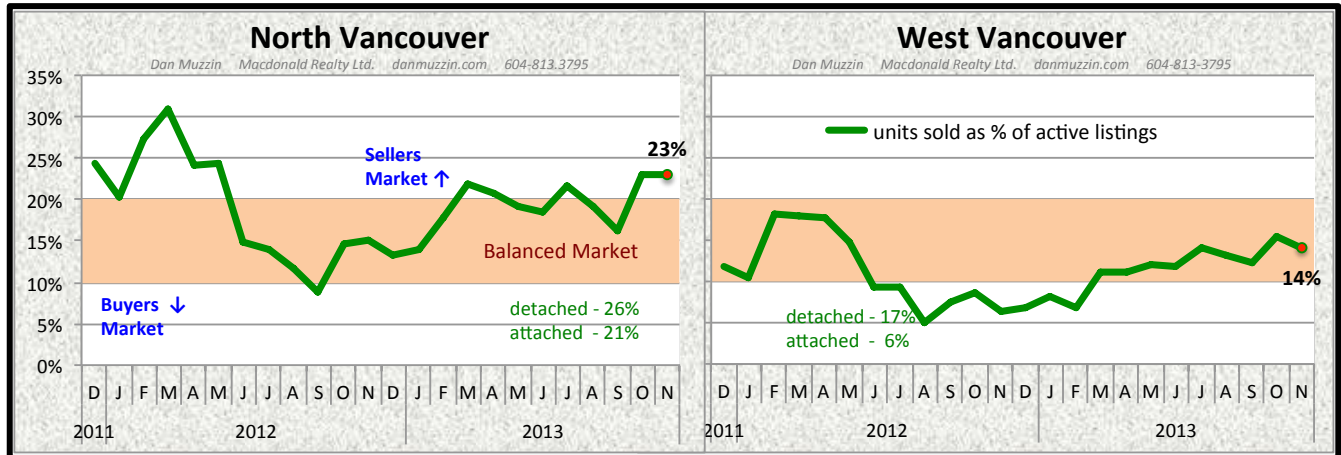
West Vancouver



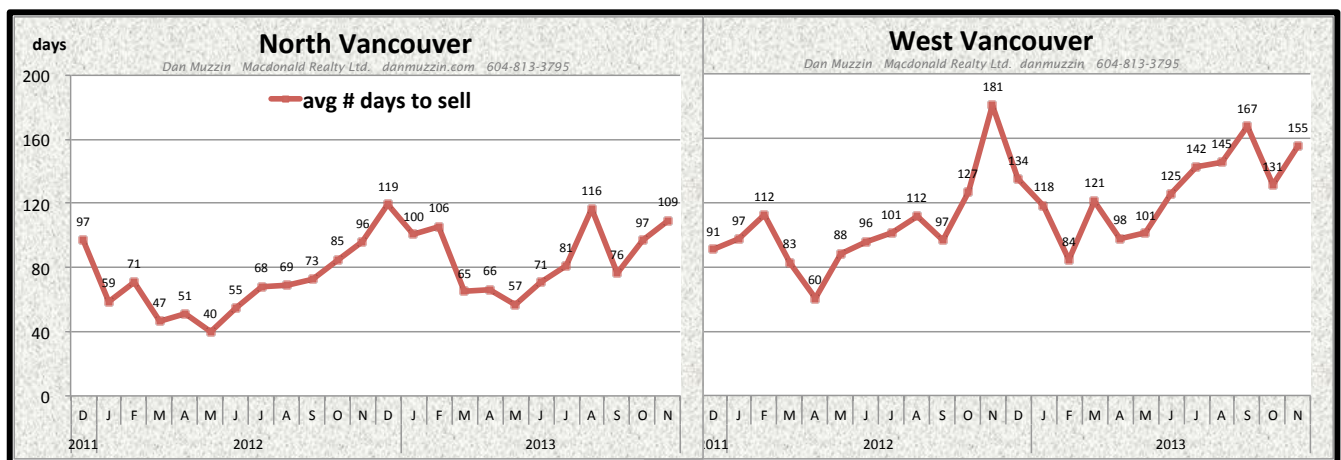


selected sales details

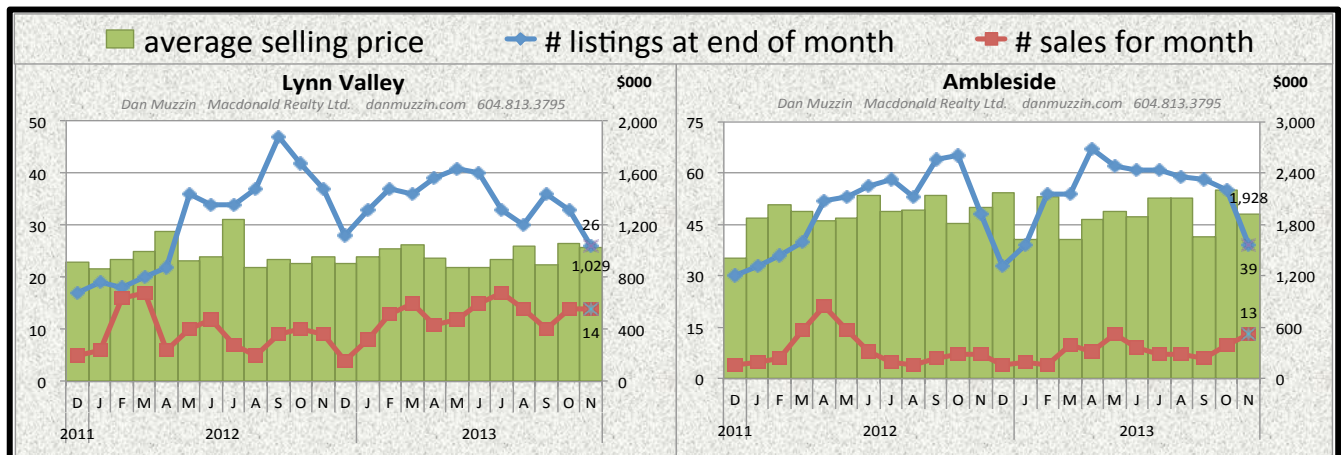
properties sold, as a % of # of properties for sale at end of the month



average # of days it took for detached houses to sell



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





leasehold properties are not all the same

All leasehold properties are NOT the same. Types of leasehold properties in the Greater Vancouver region could include leasehold strata developments, leaseholds of reserve land, of manufactured homes and leases of treaty lands. Failing to properly investigate differences among these types of leaseholds can lead to unforeseen and unpleasant consequences for all parties involved in a purchase.

Land owned by a government or other public authority (such as UBC and SFU) can be the subject of a leasehold strata. The government or other public authority leases the land to a developer, who then files a strata plan creating leasehold strata units. The filing of the plan converts the ground lease to the developer into individual leases for each strata lot, which is what the purchaser acquires. Therefore, in addition to typical strata obligations, the underlying lease will also affect the purchaser's rights and obligations.

A purchaser should determine when the lease would expire because occupancy of the unit is only guaranteed until that date and the leasehold landlord has the option to renew or terminate the lease. Further, although the leasehold landlord is required to purchase the tenant's interest in the strata lot in the event of termination, this amount will not necessarily be the fair market value of the strata lot as the landlord may have already negotiated the purchase price based on a formula set out in the strata lot lease. A prospective purchaser should also determine if the lease over the land is prepaid or paid in installments.

Leaseholds of reserve lands present additional matters to consider and prudent purchasers would be well advised to have a lawyer review the terms of the lease.

The above is excerpted from an article called "Leasehold Properties: Certainly Not All the Same" written by Bruce Woolley, Senior Associate at Stikeman Elliot LLP, in the November 2013 edition of The Bulletin, a BC Real Estate Association publication. For a copy of the entire article, please contact Dan Muzzin.

great value – building inspections

Under the category of "things to be aware of when buying real estate"...

A buyer is responsible to discover all property defects that could be discovered upon a reasonable inspection by a qualified person.

If there is a post-closing discovery of property defects, a buyer who chooses to purchase a used property without first having it inspected by a qualified person takes a significant risk and may have no recourse against the seller or REALTORS® involved.

Although useful, the court has concluded that a Property Disclosure Statement completed by a seller is only a starting point and that once a buyer obtained a home inspection then, "absent fraud or concealment, reliance shifts (from the PDS) to the home inspector."¹

¹ *Potter and Paragallo v. Montpetit et al.*, 2013 BCPC 129

Compare 2006 - 2013 Sales and Listings for the month of November

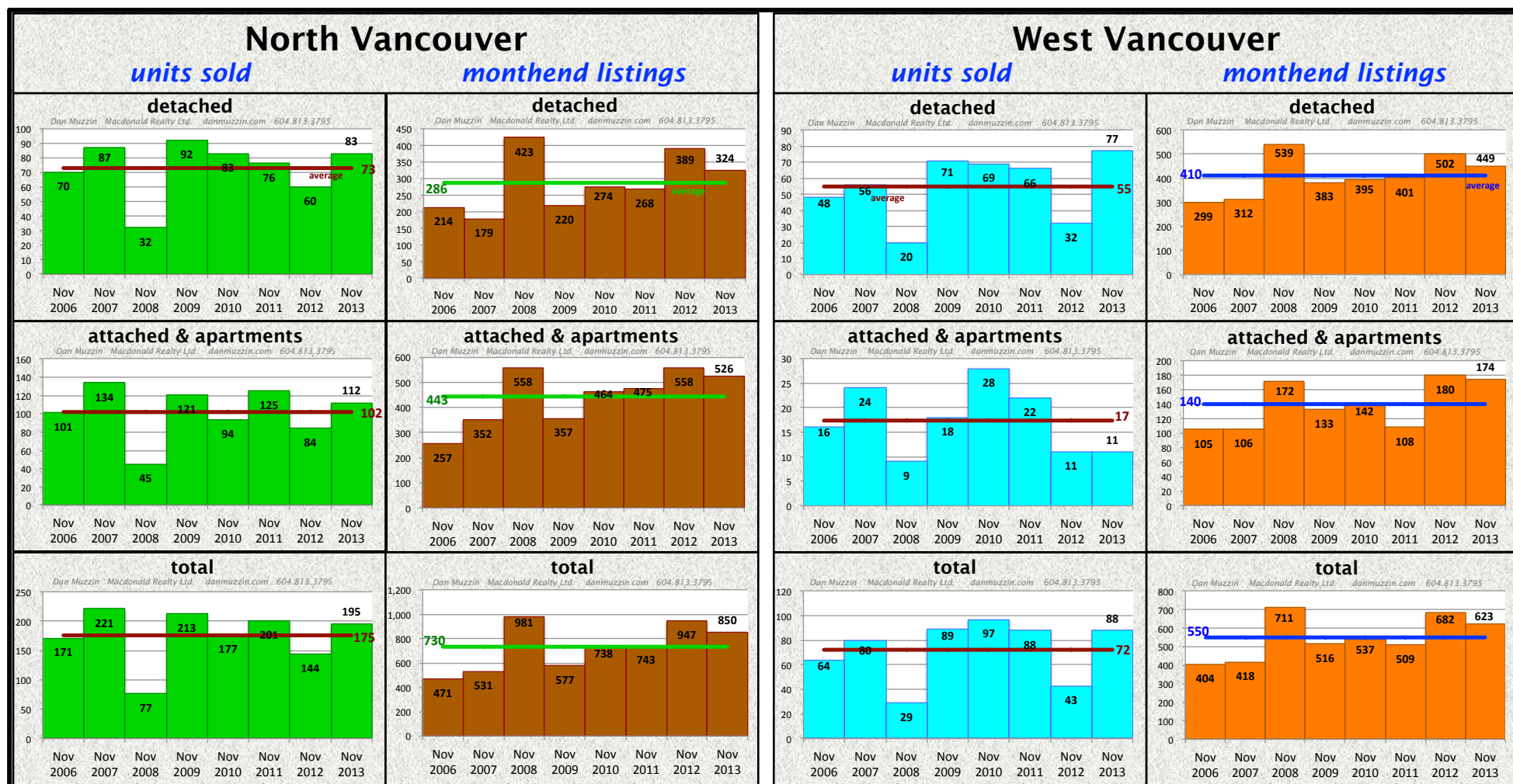


chart data obtained from Real Estate Board of Greater Vancouver
this communication is not intended to cause or induce breach of an existing agency agreement