



A Fresh Perspective

February 2013

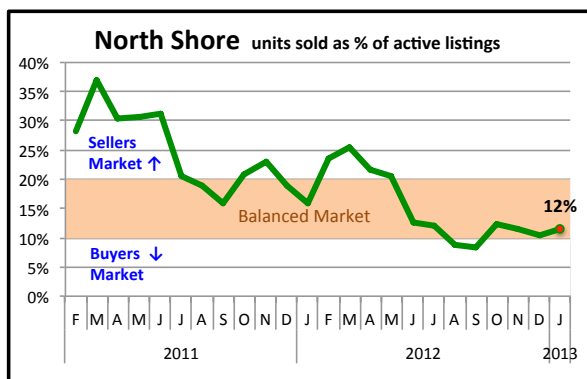
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market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 1,351 units in January representing a 18% increase over sales in December, and 14% fewer than in January 2012. At 13,426, the total number of residential property listings at January 31 was 5% fewer than at the end of December, although 6% more than at the end of January 2012. The metro MLS® sales-to-active-listings ratio of 10% remained within the 8% - 11% range experienced each month since last June, and confirms the metro region market continues to favour buyers.



North Shore home sales in January, at 153 units, were 20% higher than in December, and 16% fewer than in January 2012. The sales to active listings ratio on the North Shore rose to 12%, from 10% in December, reflecting some improvement in local market conditions. North Shore single-family homes that sold in January took an average of 108 days to sell, or about 2 weeks less than the average of 126 days for December's sales, although almost 5 weeks longer than the average of

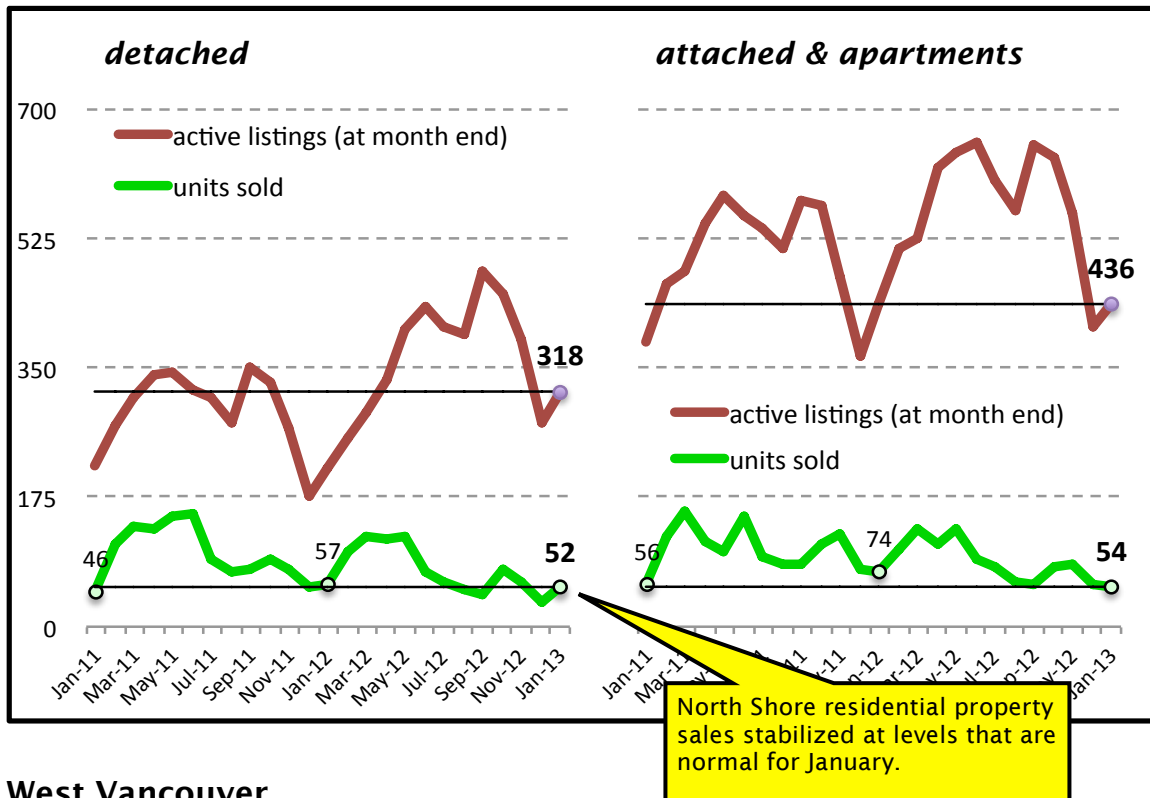
75 days for houses that sold in January 2012. At January 31, there were 1,325 North Shore properties listed for sale (on MLS) or 8% more than the 1,231 listings at the end of December 2012, and 16% more than the 1,145 units for sale at January 31, 2012. Compared to January 2012, benchmark prices of detached single-family homes were up by 1.4% in West Vancouver and down by 2.5% in North Vancouver, and both have dipped by 5% in the past six months.

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 January 2012 REBGV market report, visit www.danmuzzin.com/news.html.

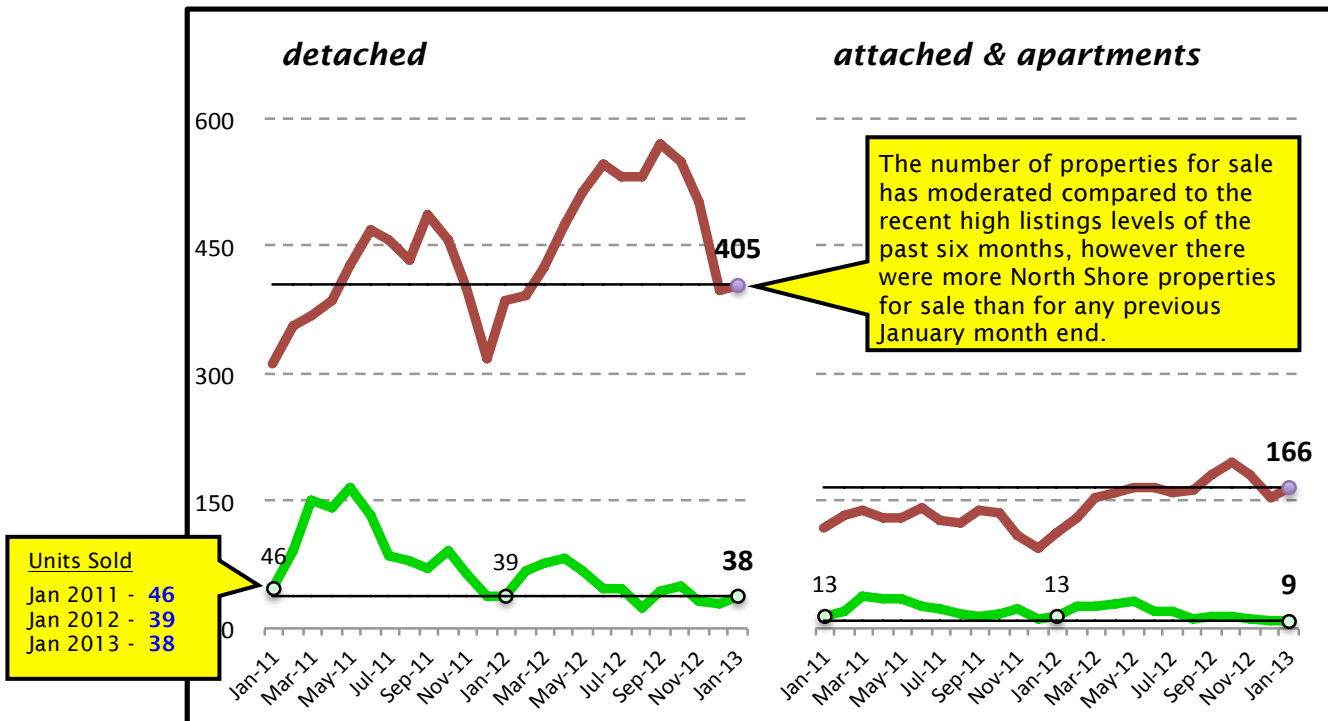


The following charts show the inventory of North Shore homes for sale on the last day of each month from Jan 2011 to Jan 2013, and the sales for each month.

North Vancouver



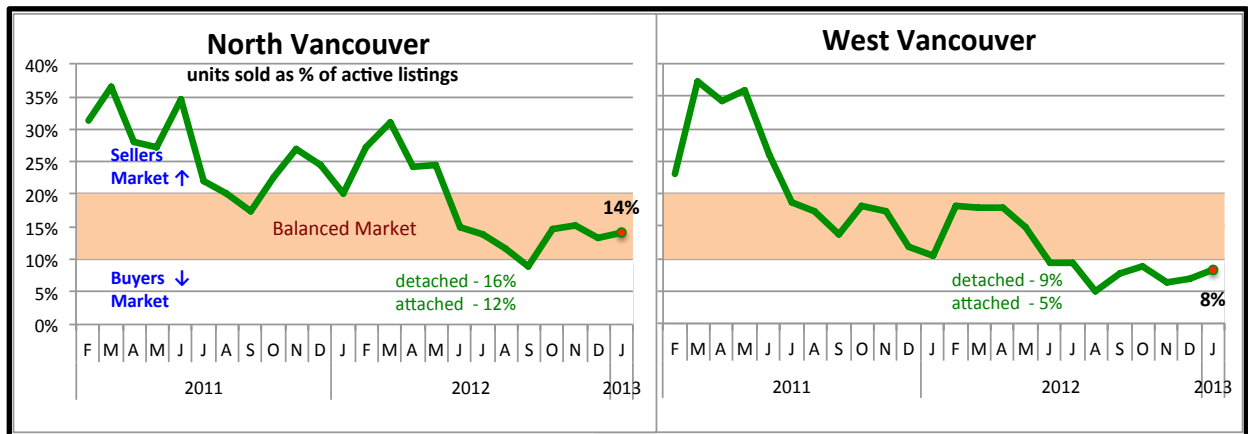
West Vancouver



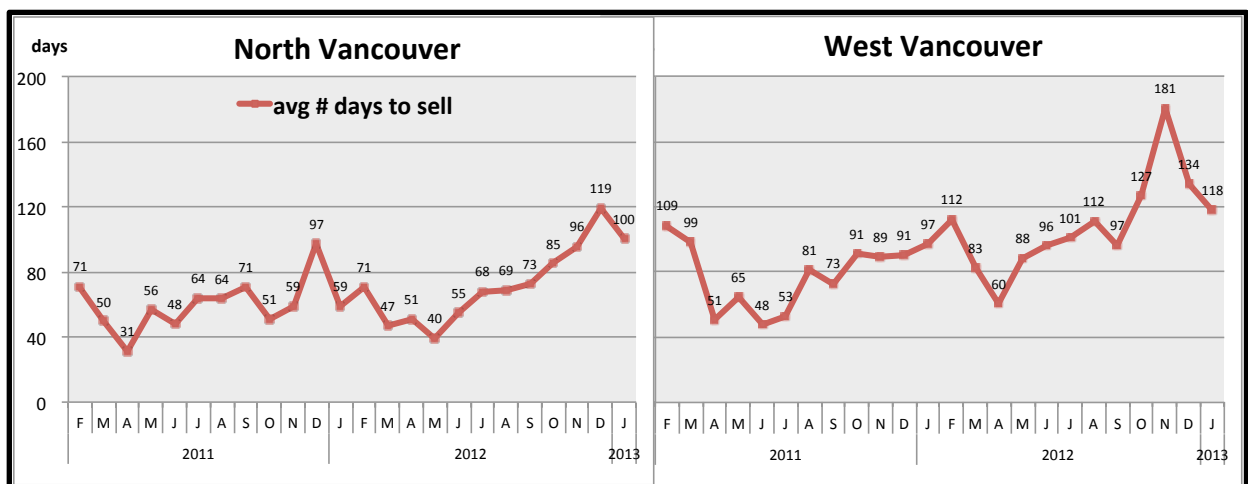


selected sales details

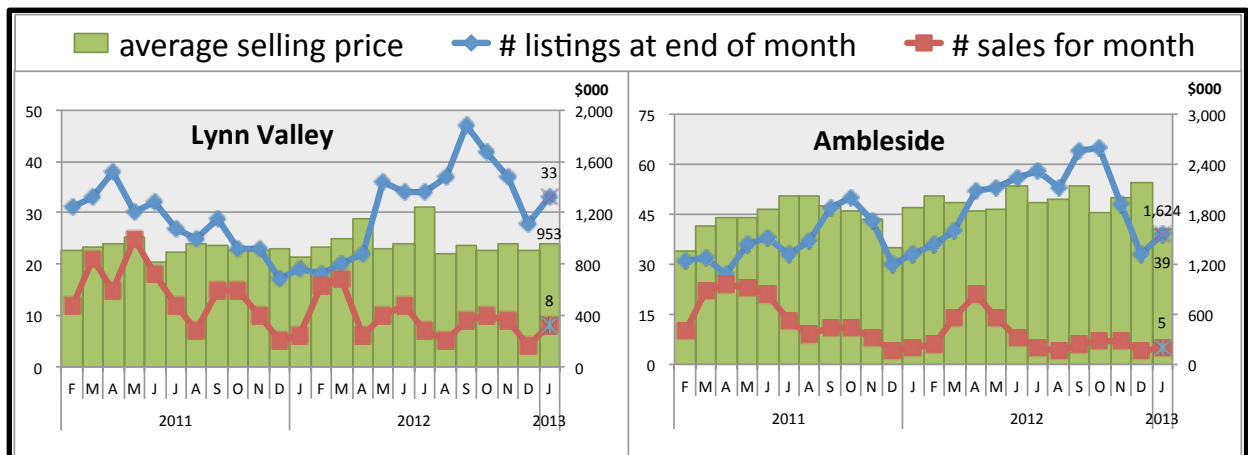
properties sold, as a % of # of properties for sale at end of month



average # of days it took for detached houses to sell



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





is now the right time?

"I will put my home on the market when we find the right house to buy."

You're probably thinking how nice it would be to be living in the right home right now.

I know how you might feel. As a matter of fact, I have a client who felt the same way, but what she found was she was in a much better position to negotiate once she had her home on the market.

What happens when you imagine that you have to finalize the sale of your current home only when you have fully negotiated acceptable terms on your new home?

Let me explain how the tactic, of making the sale of your current home contingent on the purchase of your new home, is a simple way to make your dream of living in the right home right now come true!

great value – first time new home buyers bonus

This is a reminder to first-time buyers who have been very active, short-listed to a property of high interest (or two) and are wondering if they should "wait 'til prices fall further" ...there's only a short time left to take advantage of this bonus.

The BC First-Time New Home Buyers' Bonus is a one-time payment worth up to \$10,000. BC residents who are first-time homebuyers and who purchase an eligible new home on or after Feb 21, 2012 and **before Apr 1, 2013** may be eligible.

You may qualify for the bonus if you meet all of the following criteria:

- you purchase or build an eligible new home in BC
- you and your spouse or common-law law partner are first-time homebuyers defined as having never owned a primary residence anywhere in the world
- you filed a 2011, or will file a 2012, BC resident personal income tax return (you are not eligible for the bonus if you move to BC after December 31, 2012)
- you are eligible for the BC HST New Housing Rebate
- you intend to live in the home as your primary residence
- no one else has claimed a bonus for the home

A primary residence is generally a house that you own, jointly or otherwise, and that you intend to live in on a permanent basis. You may have more than one place of residence, but you are considered to have only one primary residence.

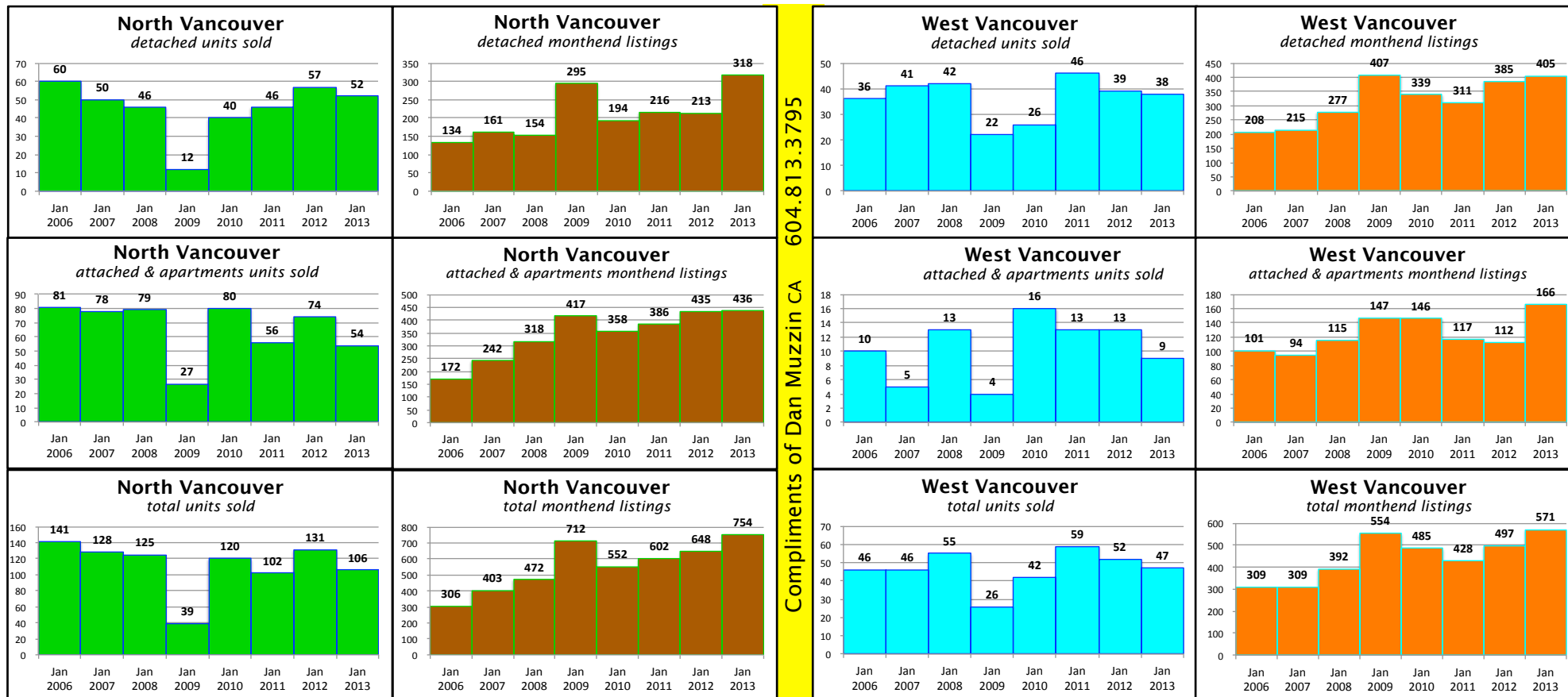
Eligible new homes include newly constructed homes and substantially renovated homes that are purchased from a builder, or owner-built homes.

A substantially renovated home is one where all, or substantially all, of the interior of the building has been removed or replaced. Generally, 90% or more of the interior must be renovated to qualify.

A Vancouver lawyer recently recorded a good, short video on this subject, which can be viewed at <http://www.bcrealestatelawyers.com/video.php#firsttime-video>.

...or for more details call me at 604-813-3795.

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



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Compliments of Dan Muzzin CA