



A Fresh Perspective

July 2012

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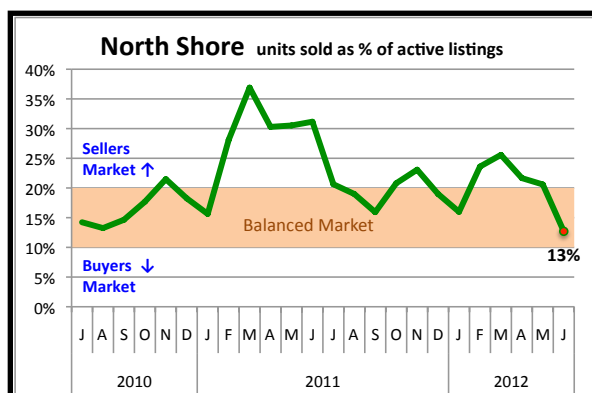
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market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 2,362 units in June representing a 17% decrease from the levels of May, and 28% fewer than in June 2011. At 18,493, the total number of residential property listings at June 30 was 4% more than at the end of May, and 22% more than at the end of June 2011. The metro MLS® sales to active listings ratio slipped to 13%, which puts it at the lower end of a balanced market. This ratio has been declining since the end of March, when it was at 19%.

North Shore home sales in June, at 229 units, were 35% lower than in May, and 51% less than in June 2011. The sales to active listings ratio on the North Shore dipped to



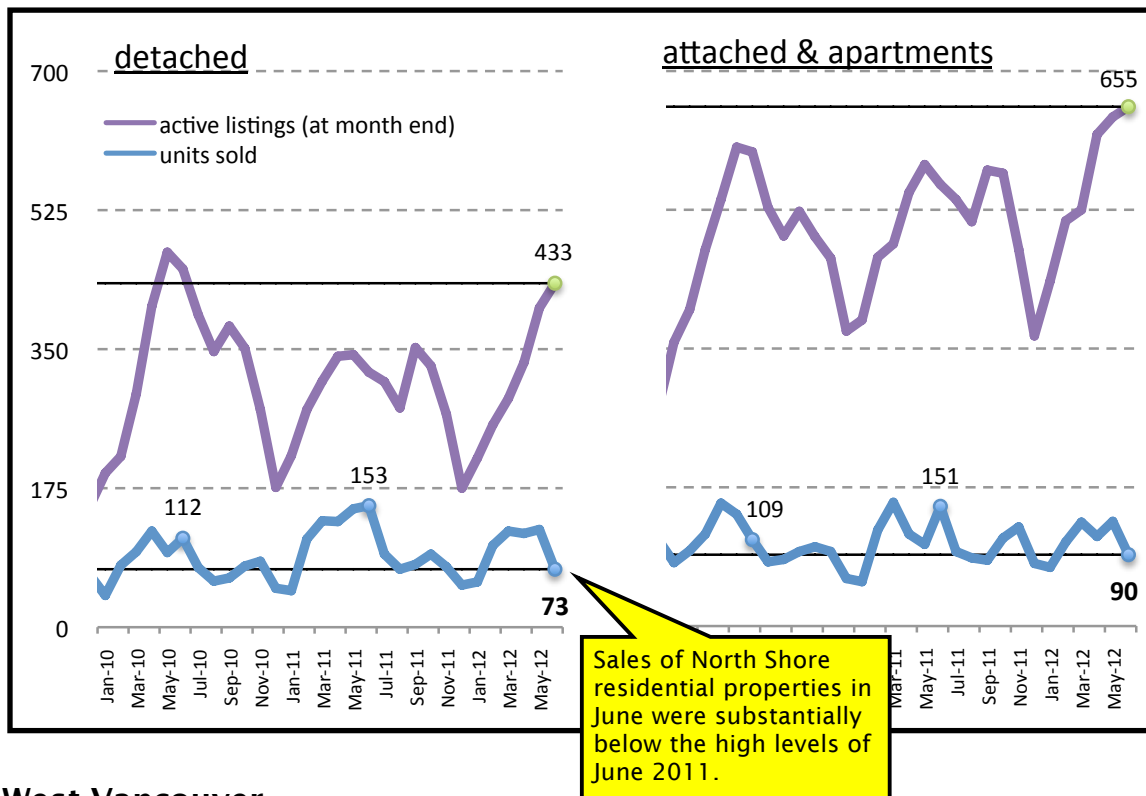
13%, from 21% in May that, although remaining in the Balanced Market range, suggests a significant slowdown in the local housing market. In June, North Shore single-family homes sold on average in 71 days compared to 57 days in May, and 48 days in June 2011. Total North Shore listings for all property types are 21% higher than in June 2011, with 24% more detached houses and 17% more apartments & attached units for sale than at the same time last year.

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 complete June 2012 REBGV market report, click on www.danmuzzin.com/news.html.

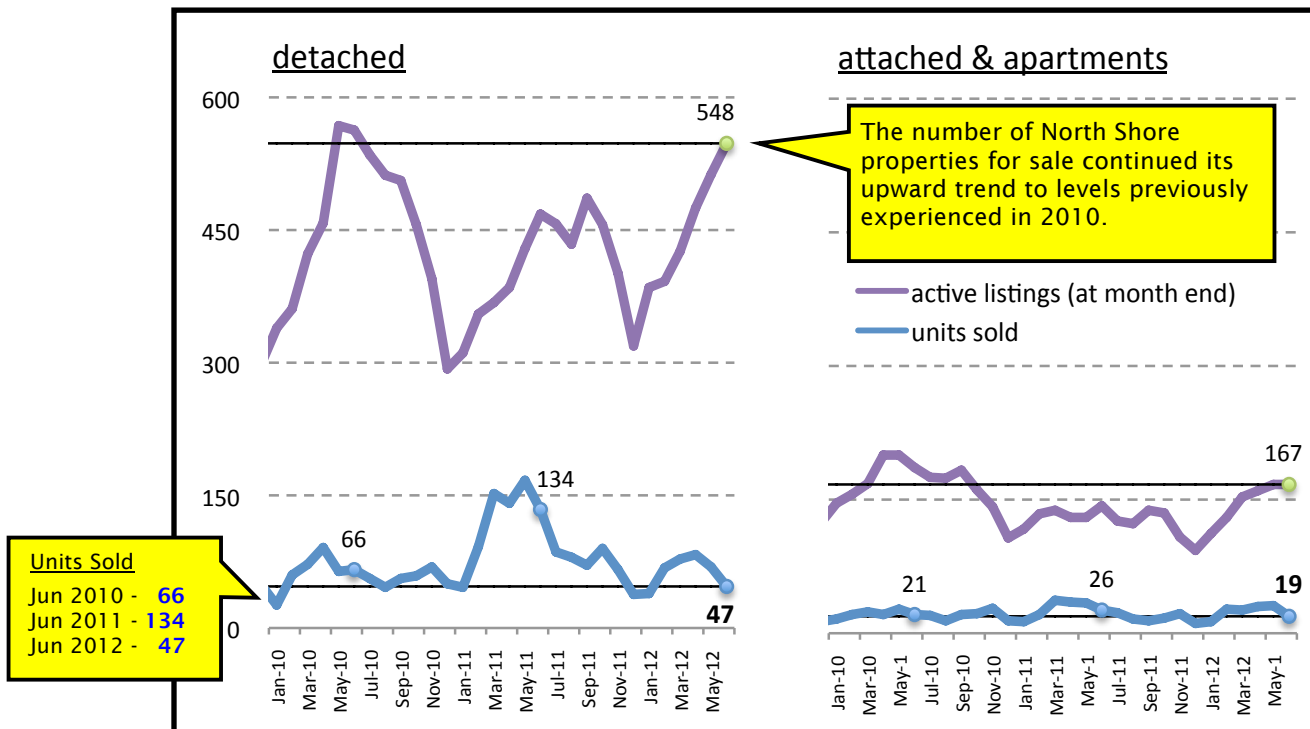


The following charts show the inventory of North Shore homes for sale on the last day of each month from January 2010 to June 2012, and the sales for each month.

North Vancouver



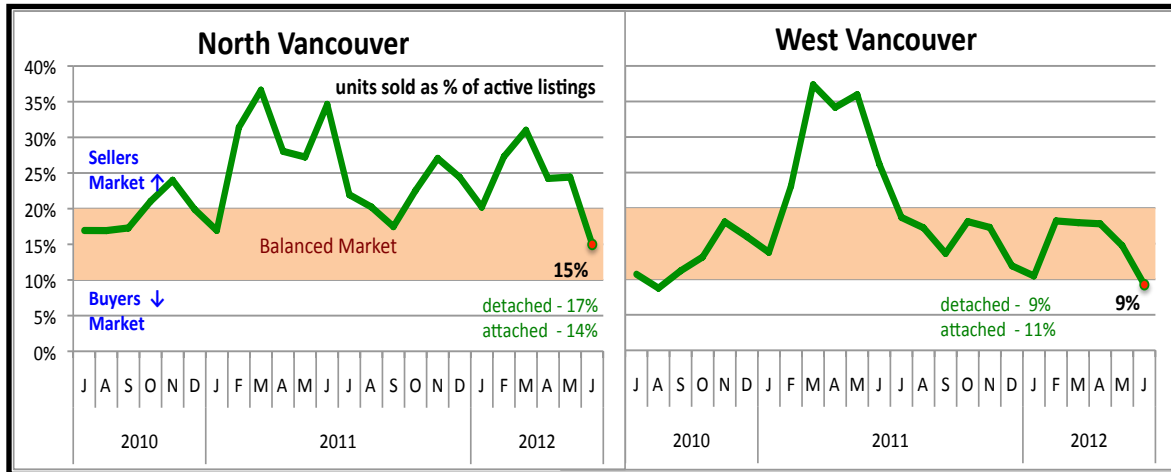
West Vancouver



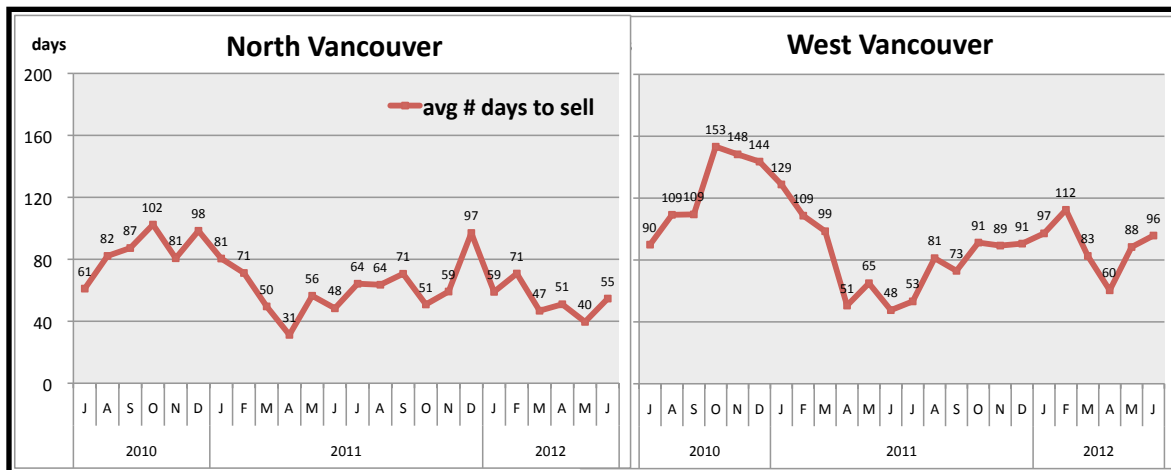


selected sales details

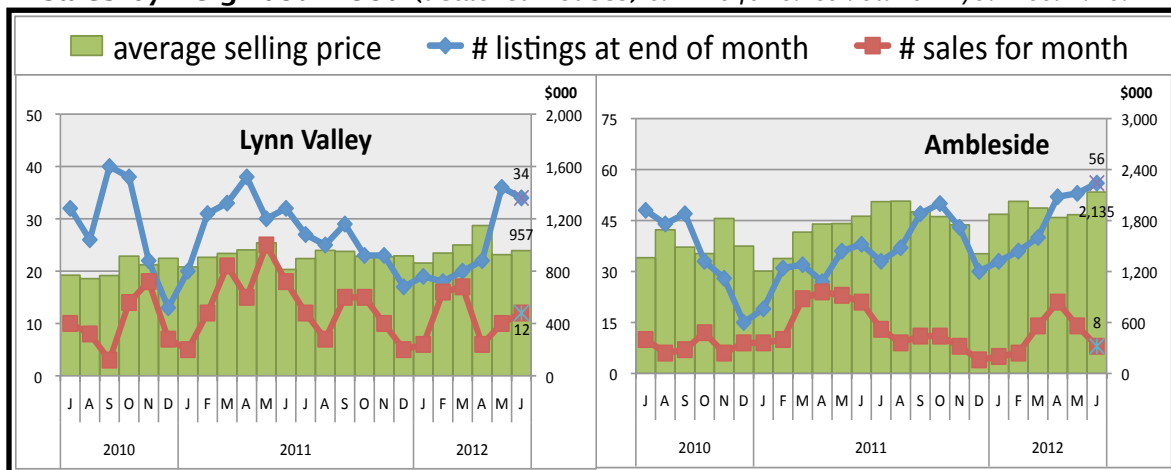
properties sold, as a % of # of properties for sale at end of month



average # of days it took for detached houses to sell



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





your credit report

Ever wonder what's in your credit report, or what your credit score is, or what they are used for?

As noted on the Equifax Canada Inc. website, "Credit information is gathered by credit reporting agencies, sometimes called credit bureaus. There are two major credit reporting agencies in Canada: Equifax, and TransUnion of Canada. Governed by provincial and federal laws, credit-reporting agencies store and maintain credit information about individual Canadian consumers for use by members of the credit-reporting agency. Members include banks, finance companies, auto leasing companies, credit card companies and retailers.

Credit grantors update individual credit reports regularly by providing information to credit reporting agencies about their customers' credit and payment activities. This ensures that credit reports remain up-to-date and as complete as possible. Other sources of the information contained in your credit report can include public records from courthouses across the country and collection agencies.

A credit score is a statistical formula that translates personal information from your credit report and other sources into a three-digit score. For example, when you fill out a loan application, pieces of information from the application along with information from your credit report will be used to compute a score that indicates to the lender the statistical probability that you will become delinquent on the loan.

It is important to understand that a credit score is only one criterion that a lender will use in making decisions. For example, in mortgage lending, the lender will take into account the property being purchased and the homeowner's equity. Many lenders look at their relationship with the customer, which may include other financial services. Each lender will have its own policies and you should feel comfortable asking a credit institution about these."

great value – buyers market

The recent slowdown in metro Vancouver housing sales, in combination with the near record high number of properties for sale, slipping prices, prevailing low interest rates, and the newly legislated mortgage rules provide a wonderful opportunity for homeowners wanting to move up, and to first time buyers.

Buyers have many more available properties to choose from than a year ago, and are generally in a much stronger bargaining position. Borrowing costs remain historically low and, for some, the new mortgage rules will limit household borrowing to lower amounts and result in quicker repayment.

For homeowners wanting to sell their properties, the keys to a successful sale are to do a good job of preparing your home for showing to potential buyers, pricing it realistically, and being patient. Good properties sell well, even in buyers markets!

Feel free to call for a copy of my free Room-by-Room Review booklet containing low cost and no cost tips for preparing each room in your home, or for a free evaluation of your property.