



## A Fresh Perspective

July 2015

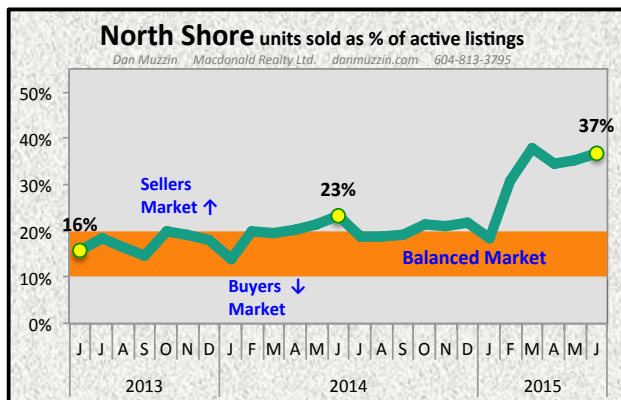
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### market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 4,375 units in June, representing an 8% increase from sales in May, and 28% more than in June 2014. At 12,181, the total number of residential property listings at June 30 was just over 1% fewer than at the end of May, and 24% fewer than at the end of June 2014. At 36%, the metro MLS® sales-to-active-listings ratio increased from 33% in May; the highest this ratio has been in metro Vancouver since June 2006 and reflects very strong market conditions throughout the region.



**North Shore** home sales in June, at 468 units, were 1 property sale fewer than the 469 properties sold in May, and 17% higher than the 400 sold in June 2014. The sales-to-active-listings ratio on the North Shore increased to 37%, from 35% in May, reflecting 26% higher-than-normal sales for this time of year and 15% fewer-than-normal # of properties for sale as at the end of June. North Shore houses that sold in June took an average of 8 weeks to sell, 2 weeks quicker than for May's

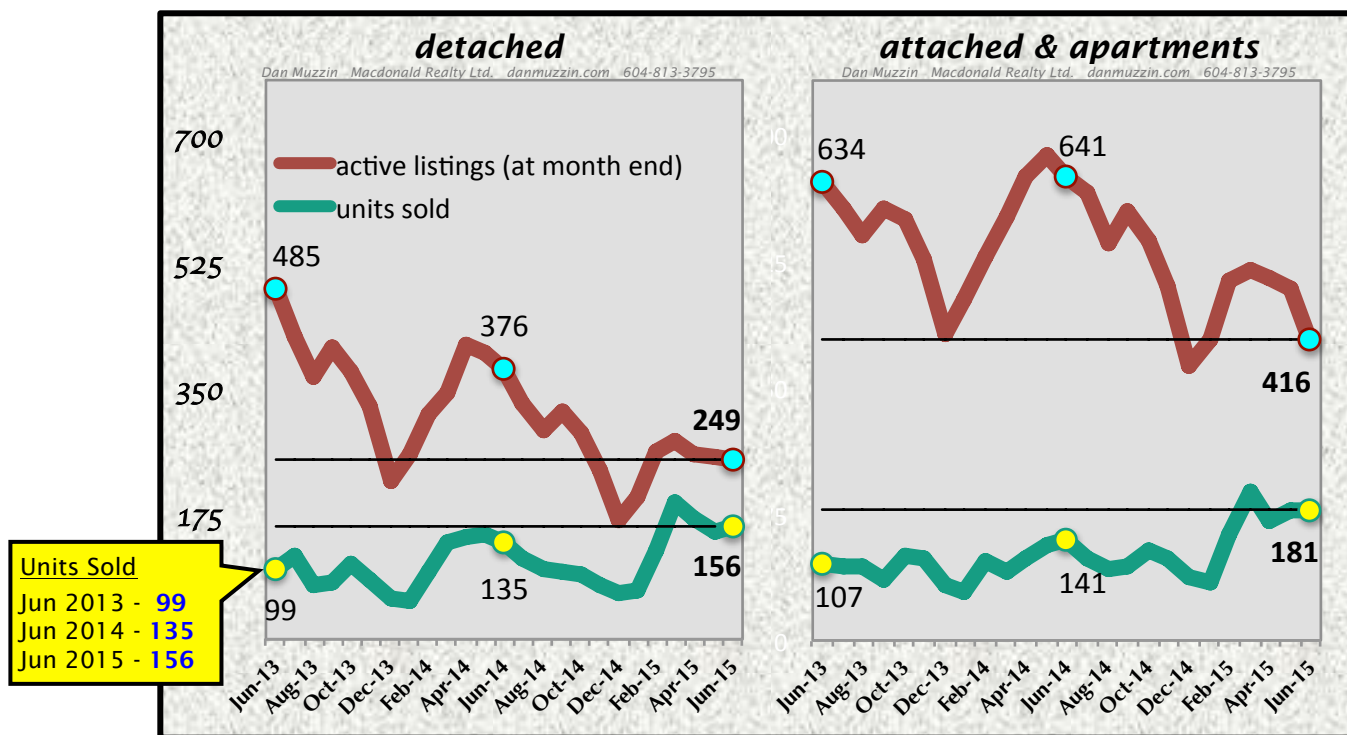
sales, and 4 weeks faster than the 12 weeks it took for houses that sold in June 2014. At June 30, there were 1,270 North Shore properties listed for sale (on MLS®) or 4% less than the 1,328 listings at the end of May, and 26% fewer than the 1,727 units for sale at June 30, 2014. Benchmark prices of houses rose by 16% in North Vancouver and by 13% in West Vancouver from those in June 2014.

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 June 2015 REBGV market report, visit [www.danmuzzin.com/news.html](http://www.danmuzzin.com/news.html).

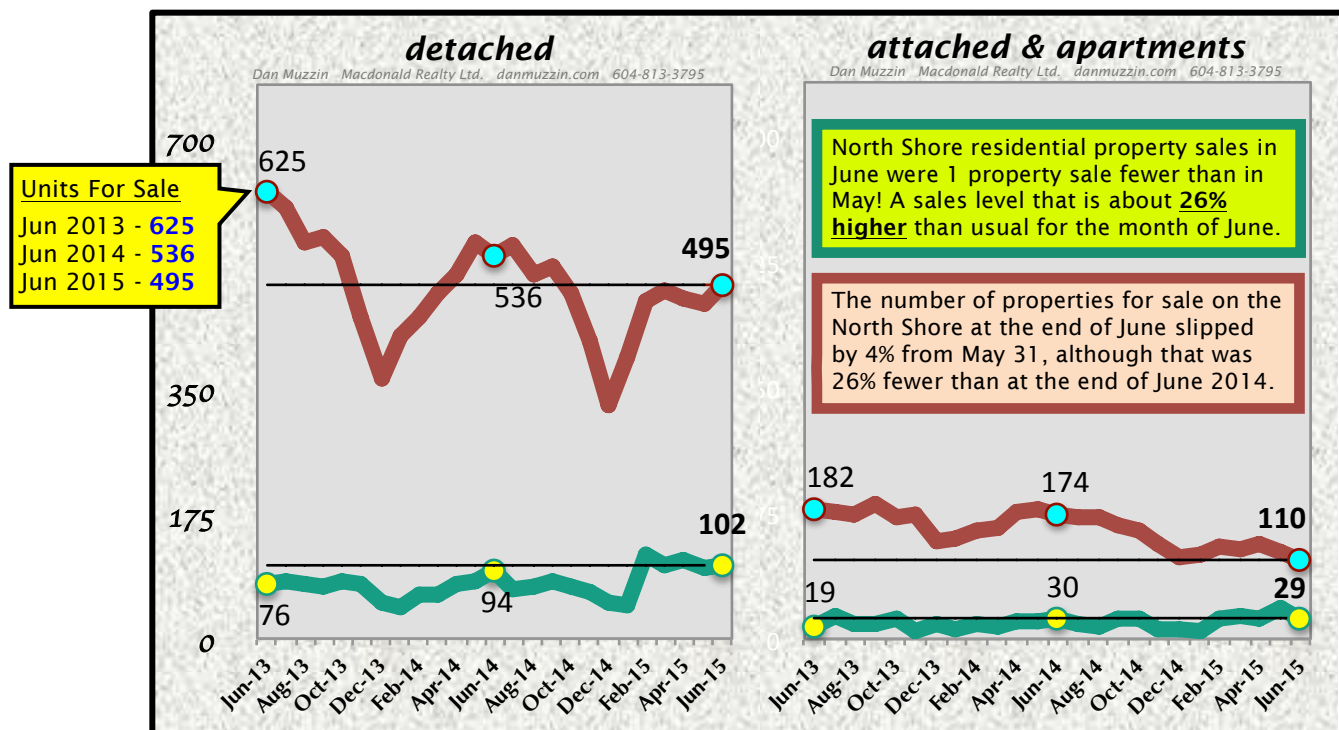


The following charts show the inventory of North Shore homes for sale on the last day of each month from June 2013 to June 2015, and the sales for each month.

## North Vancouver



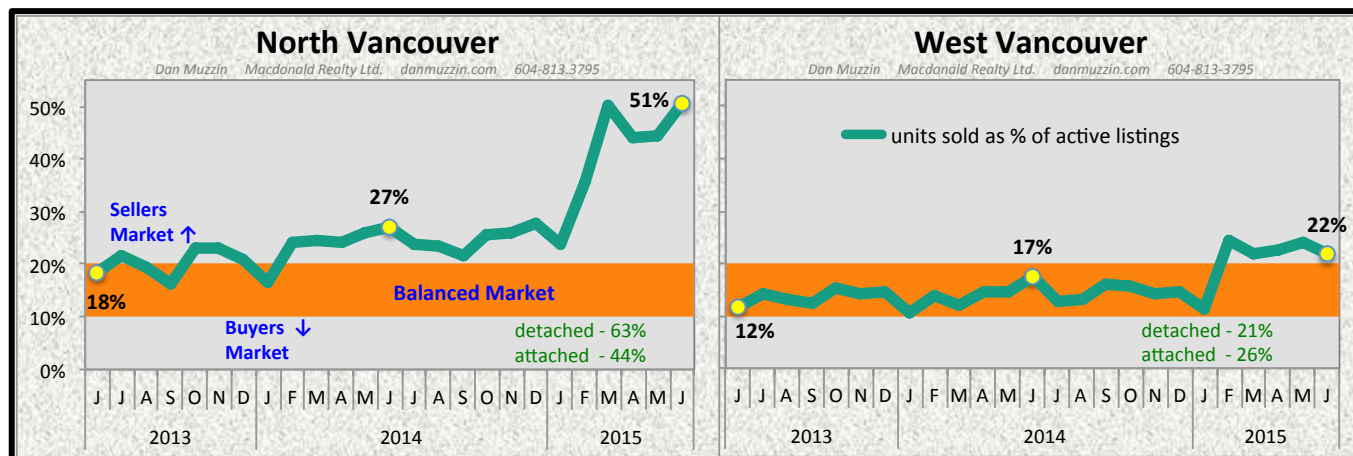
## West Vancouver



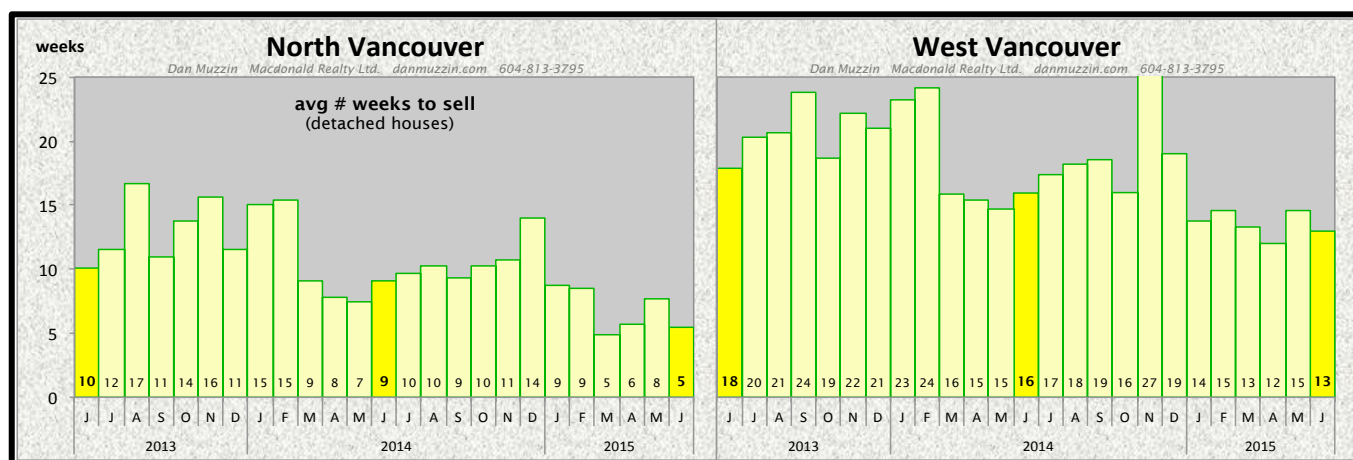


## selected sales details

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

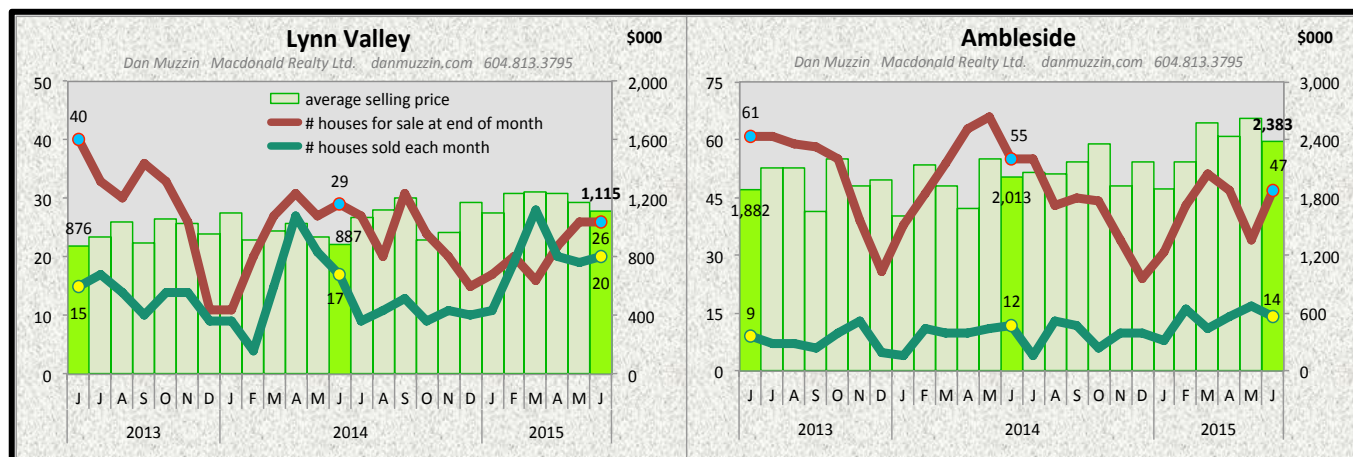


average # of weeks it took for houses to sell



house sales by neighbourhood

like to know how sales are doing in your neighbourhood? ...call Dan





## selling in summer

While summer may not be considered the best time to put your property up for sale, that doesn't mean that you can't sell your property, and sell it quickly. Every week throughout the year, new properties come up for sale.

There are several reasons why some sellers choose to put a "For Sale" sign on their property in July or August. Life can be unpredictable at times, and circumstances are not always under our control.

This isn't necessarily a bad time to sell your home ...as there is certainly plenty of demand from prospective buyers. In fact, a major frustration for buyers at the moment is having very few quality homes to choose from, as the number of available properties for sale in many metro Vancouver neighbourhoods is at historically low levels.

Homes sell every day in the summer. The keys are ensuring your home is priced correctly, that it shows well, and has a prominent online presence.

Having your home show its potential in the summer means taking full advantage of the season. Staging your home in the summer means also taking the time and effort to stage your outdoor spaces. If your home has a yard or a balcony, then they should be showcased. Create appealing spaces like a welcoming deck and barbeque area to ensure potential buyers easily see the extra living space that's available when the weather is good. If needed, try to make the space private by adding some fencing or shrubbery. In this way, you really are creating extra living space that prospective buyers can see for themselves.

Summer is also the time when curb appeal is an absolute must! Have your yard clean and clutter free. Ideally, ensure the gardens are topped up with some fresh soil, are well tended, have healthy & perky-looking flowers and shrubs, and few (*or no*) weeds. Freshly paint or clean the front door; mailbox and doormat too. It's worthwhile making an effort to have your home's exterior appear attractive and welcoming.

Call Dan for more on preparing your home, correctly pricing it, and on how to create a prominent online presence.

## great value – do it when it suits you

General consensus is that the springtime market is best with the fall market a close second. History has shown that those are the times of the year when most properties sell. They're also the times of year when sellers have the largest number of competing properties to deal with.

In summer, as in the winter, there are usually fewer competing properties on the market, as well as fewer potential buyers searching for properties.

Experience shows, however, that although there are fewer prospective buyers searching in the summer and winter, they tend to be very serious about buying.

Homes sell every day. Yours will sell too ...list it when the time is right for you.