



A Fresh Perspective

June 2012

Thank you to Rick Moignard for introducing me to John & Betty Ann Vandermay, who are relocating from Ontario. The Vandermay family will soon be moving into their magnificent, newly constructed house in Anmore.

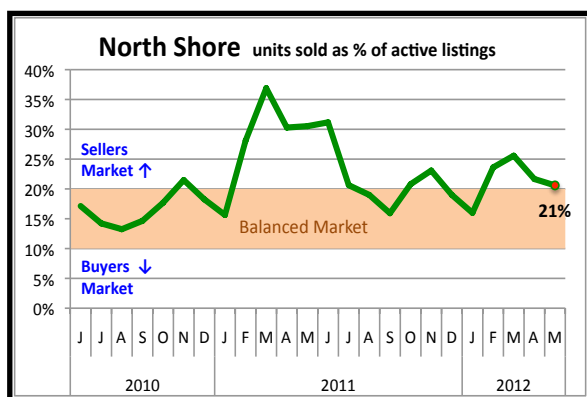


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market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 2,853 units in May representing a 2% increase from the levels of April, and 16% fewer than in May 2011. At 17,835, the total number of residential property listings at May 31 was 8% more than at the end of April, and 21% more than at the end of May 2011. The metro MLS® sales to active listings ratio slipped to 16%, continuing the market's balanced conditions that favour neither buyers nor sellers.



North Shore home sales in May, at 355 units, were 3% more than in April, although 22% less than in May 2011. The sales to active listings ratio on the North Shore also slipped, to 21%, from 22% in April, which suggests the local housing market continues to be in balance although leaning towards one favouring sellers. In April, North Shore single-family homes sold on average in 57 days compared to 55 days in April, and 61 days in May 2011. Total North Shore listings for

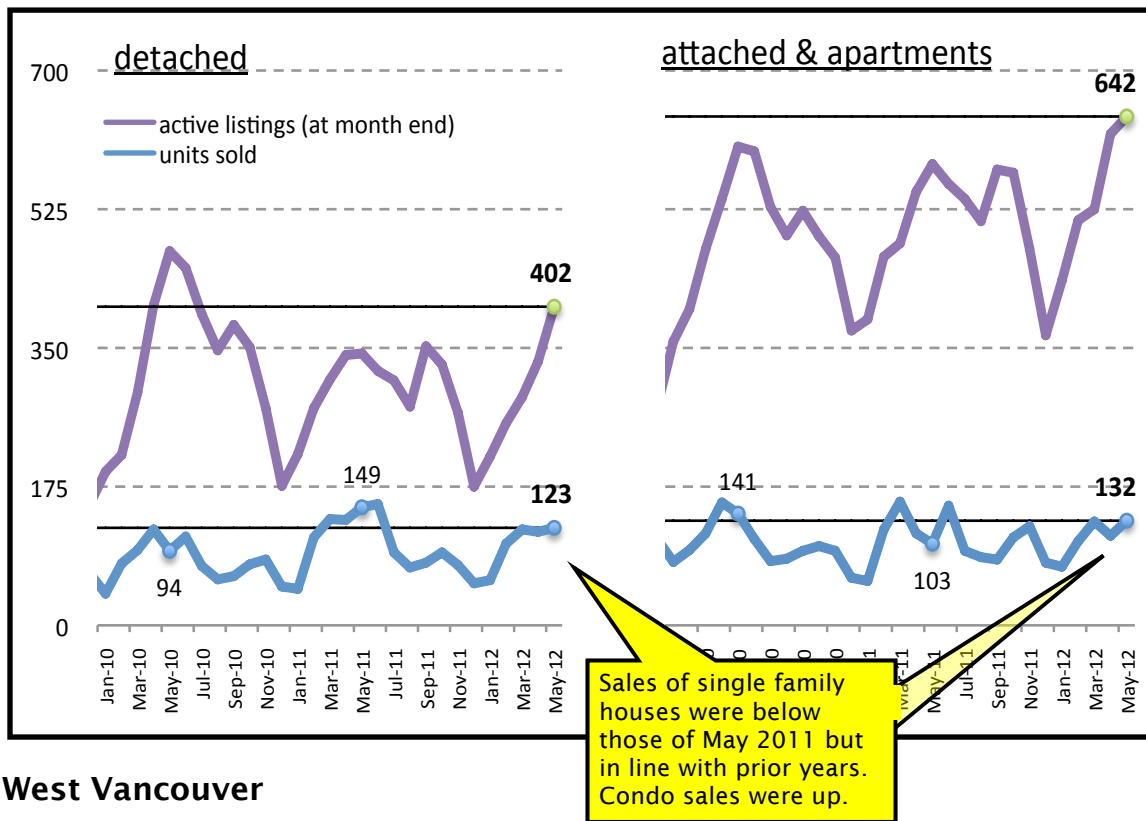
all property types are 16% higher than in May 2011, with 19% more detached houses and 14% more apartments & attached units for sale than at the same time last year.

As prices and sales can vary dramatically by neighbourhood, feel free to call me for market performance in your area. For the complete May 2012 REBGV market report, click on www.danmuzzin.com/news.html.

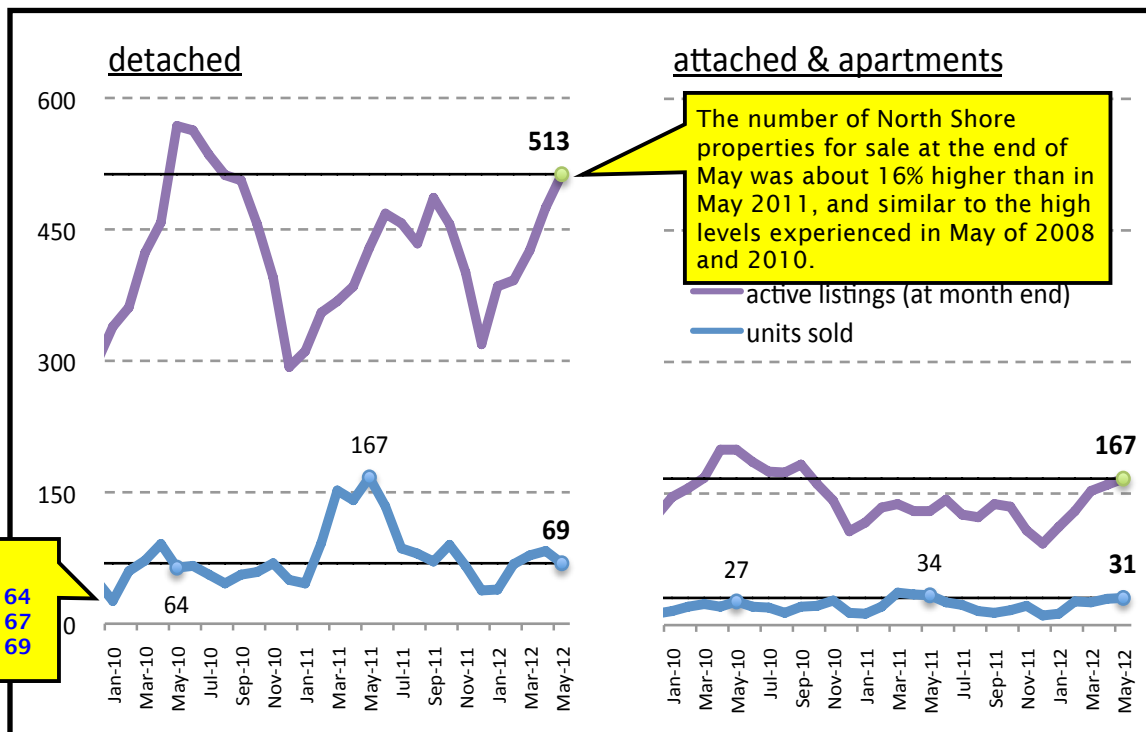


The following charts show the inventory of North Shore homes for sale on the last day of each month from January 2010 to May 2012, and the sales for each month.

North Vancouver



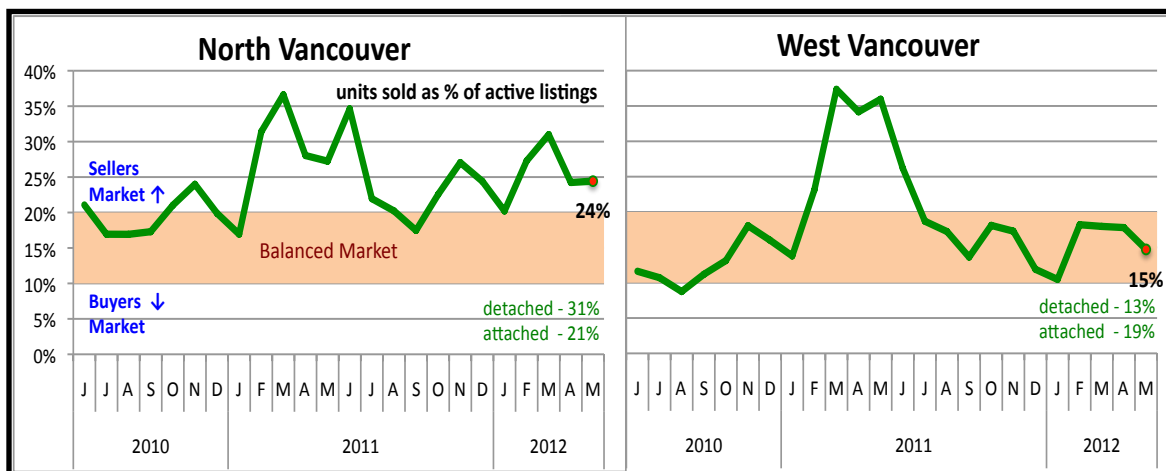
West Vancouver



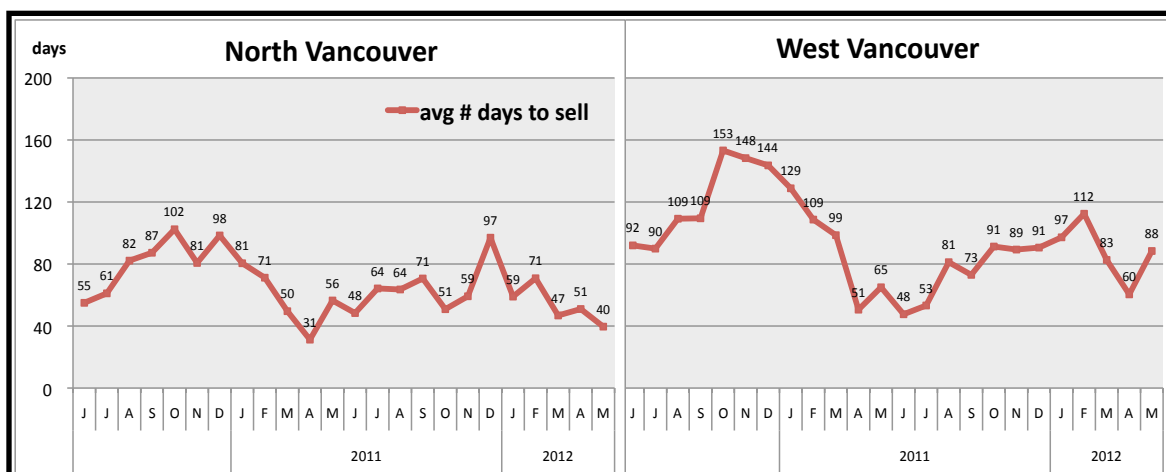


selected sales details

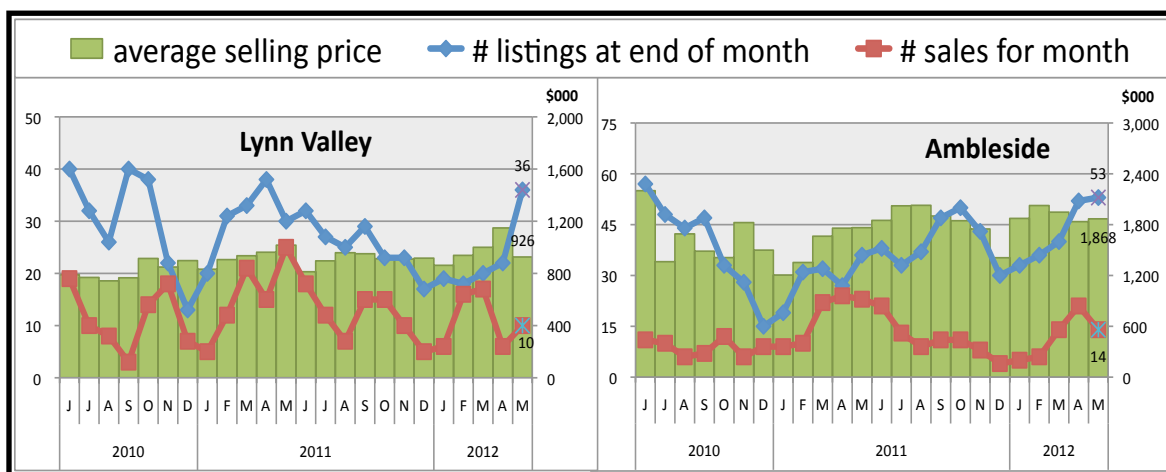
properties sold, as a % of # of properties for sale at end of month



average # of days it took for detached houses to sell



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



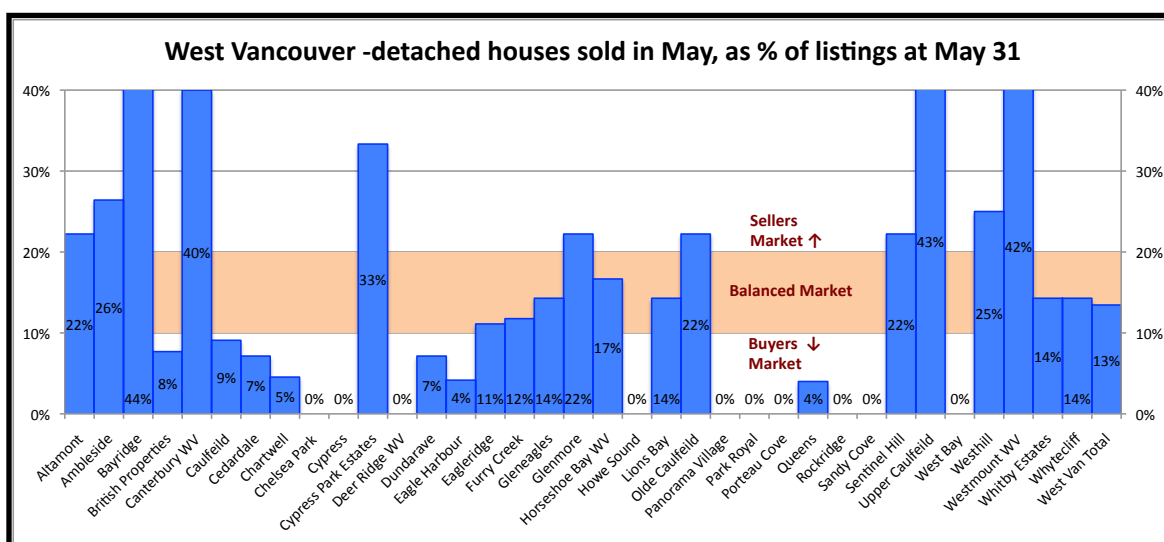
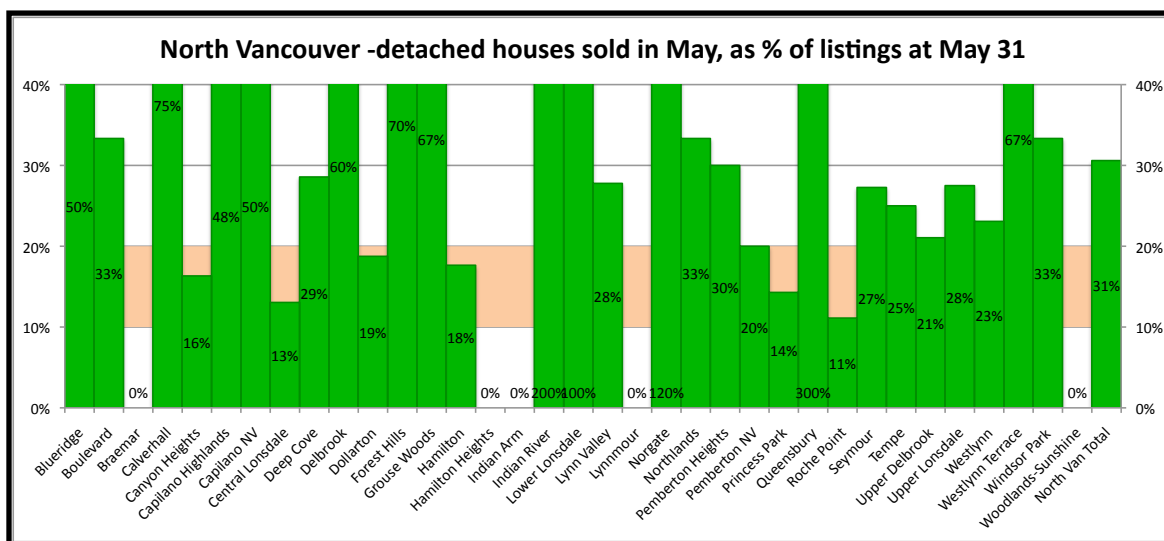


how's the market?

An appropriate answer to this question might be “it depends on where you live”. As a general rule of thumb, the real estate industry considers a market to be in balance, favoring neither buyers nor sellers, when the number of units sold during a period is about 10% - 20% of the # of listings at the end of that period. More than 20% reflects a sellers market and less than 10% a buyers market.

In May, for all types of housing in the metro Vancouver area this indicator came in at 16%, for the North Shore 21%, for North Van 24% and for West Van 15%. The charts below illustrate North Shore results for detached houses, by neighbourhood.

So ...how's the market where you live?



great value – good information

Information relevant to your circumstances is vital to making good housing decisions.