



A Fresh Perspective

June 2015

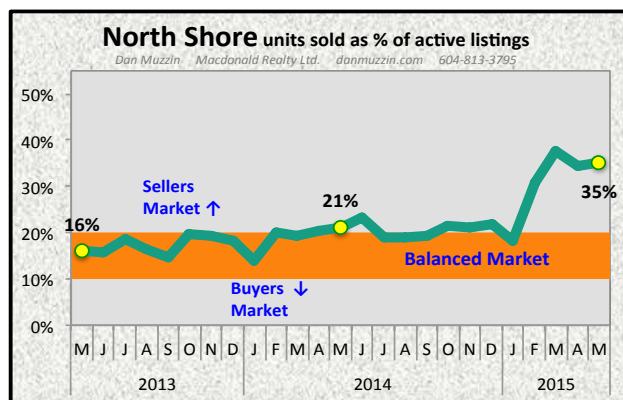
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market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 4,056 units in May, representing a 3% decrease from sales in April, and an increase of 23% compared to May 2014. At 12,336, the total number of residential property listings at May 31 was slightly fewer than at the end of April, and 23% fewer than at the end of May 2014. At 33%, the metro MLS® sales-to-active-listings ratio slipped from 34% in April; although, it remains at levels last seen in mid-2007 and reflects very strong market conditions throughout the region.



North Shore home sales in May, at 469 units, were 1 property sale fewer than the 470 properties sold in April, and 22% higher than the 384 sold in May 2014. The sales-to-active-listings ratio on the North Shore increased slightly to 35%, from 34% in April, reflecting continued high sales for this time of year and 11% fewer-than-normal number of properties for sale as at the end of May. North Shore houses that sold in May took an average of 10 weeks to sell, 2 weeks longer than

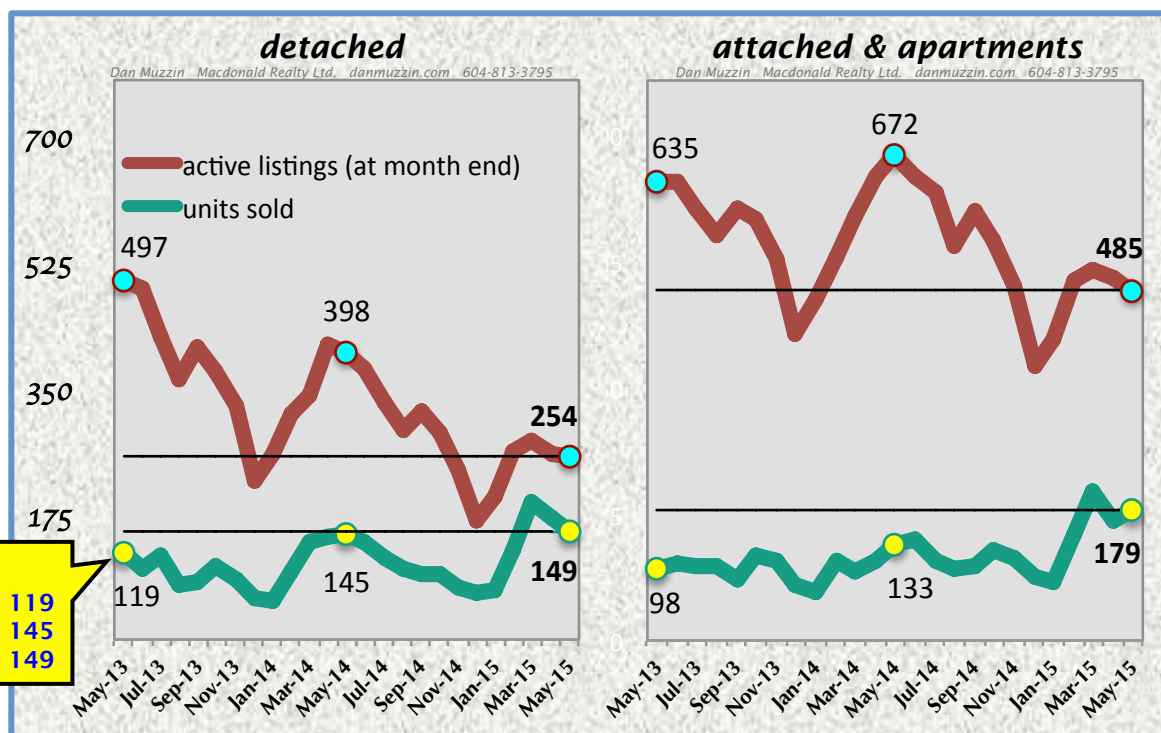
for April's sales, and the same as the average of 10 weeks it took for houses that sold in May 2014. At May 31, there were 1,328 North Shore properties listed for sale (on MLS®) or 3% less than the 1,363 listings at the end of April, and 26% fewer than the 1,806 units for sale at May 31, 2014. Benchmark prices of houses rose by 17% in North Vancouver and by 14% in West Vancouver from those in May 2014.

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 May 2015 REBGV market report, visit www.danmuzzin.com/news.html.

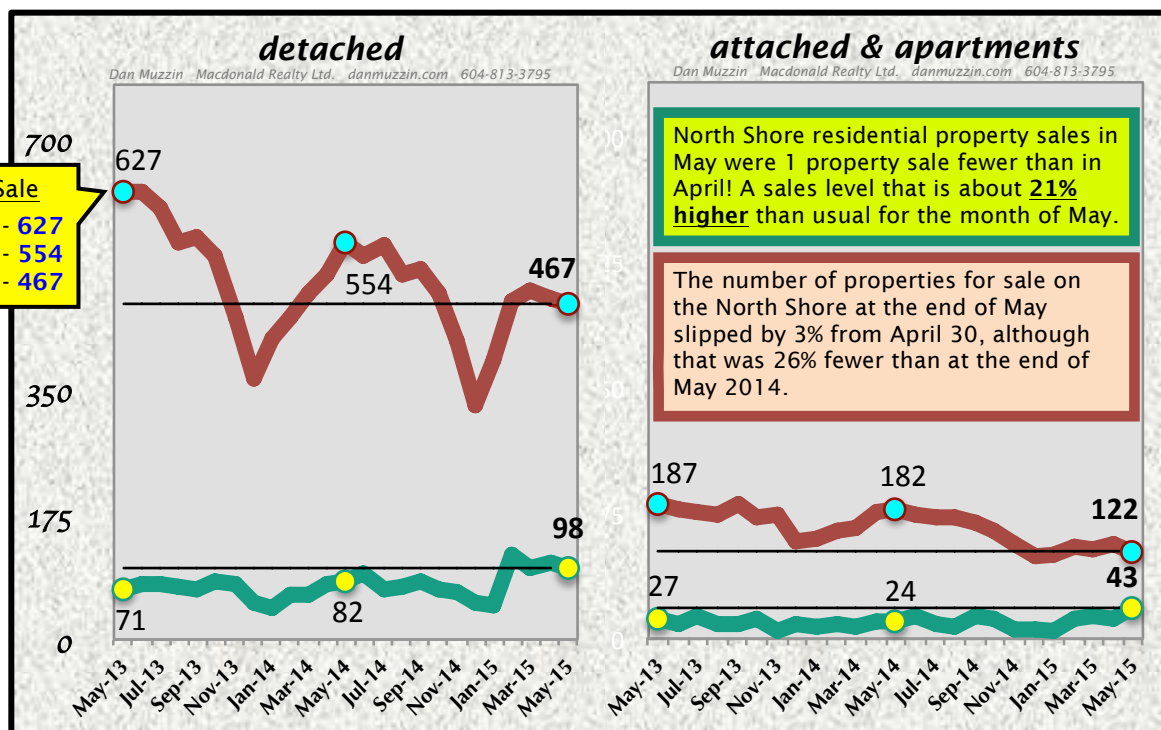


The following charts show the inventory of North Shore homes for sale on the last day of each month from May 2013 to May 2015, and the sales for each month.

North Vancouver



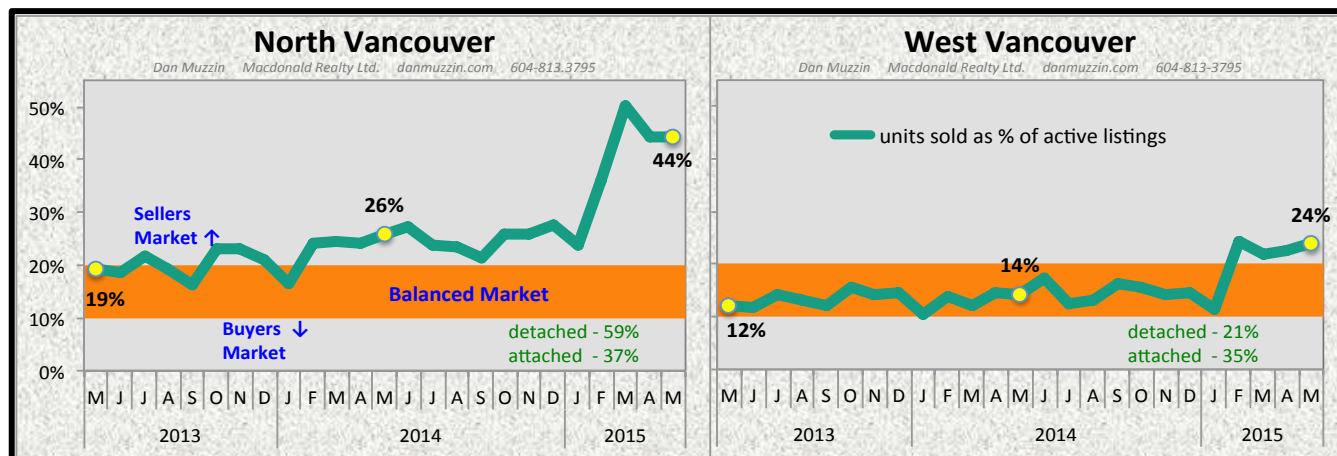
West Vancouver



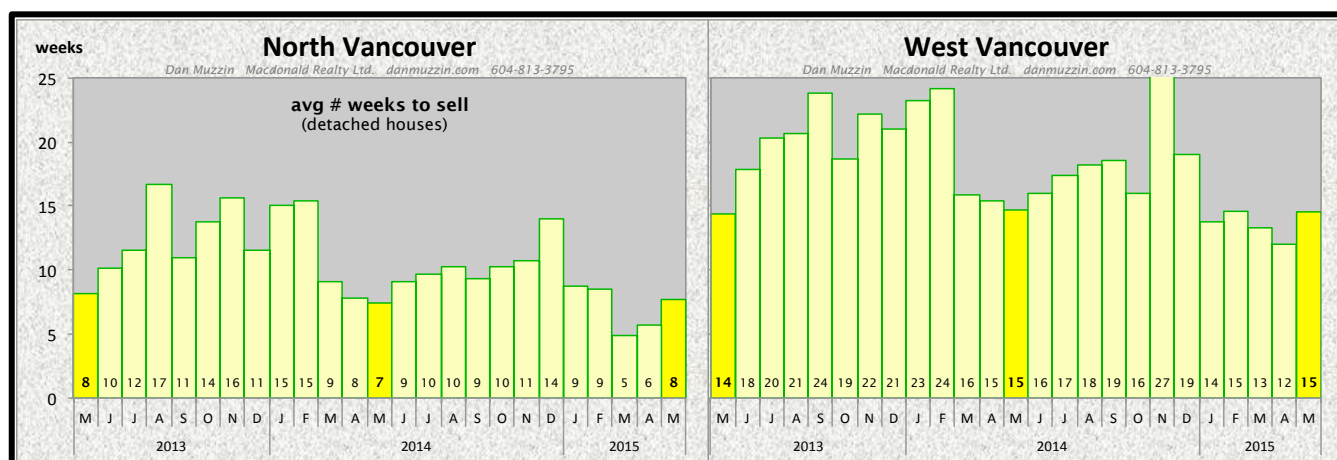


selected sales details

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

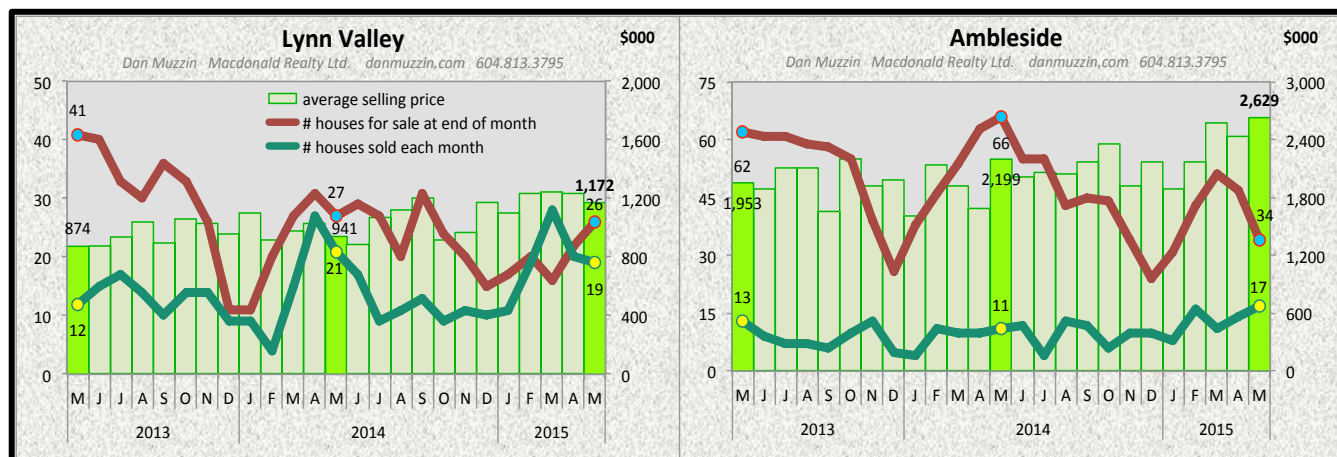


average # of weeks it took for houses to sell



house sales by neighbourhood

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





powerful first impression

Even in a strong sellers' market, there are strategic matters to attend to when preparing to sell a home such as pricing, a thoughtful marketing plan and showing it to buyers. As they say, you only get one chance to make a great first impression.

Here are some home selling hints for creating that powerful first impression with prospective buyers...

- Open curtains to allow sunlight in; this enlarges the room.
- Air out rooms before a showing.
- Keep floors vacuumed; steam-clean carpets so they show clean and fresh!
- Have live plants or flower arrangements around ...flowers add freshness, colour, and help make a house a home.
- Spot-clean walls ...especially by light switches and doors.
- Remove from countertops as many objects as possible such as toaster, blender, coffee pot & knife block.
- TAKE OUT THE GARBAGE!
- Clean appliances, especially the oven ...new burner pans are good!
- Clean the windows.
- Fix leaky faucets & running toilets.
- Clean the light fixtures and put in bright bulbs.
- Tighten all doorknobs.
- Remove or replace worn rugs.
- Keep a set of guest towels on hand to put out before showing.
- Fix any damaged doors or drawers.
- Remove items you don't need from your closets ...buyers like to see ample storage.
- Don't burn incense.
- Empty clothes hampers.
- Turn on all lights throughout the house before showing.
- Find a temporary home for pets.
- If it's a cold day, have a cozy fire burning; if it's warm out, try keeping the indoor temperature comfortable.
- Open shower curtain to enlarge the bathroom; replace curtain if needed.
- Keep lawn in good repair ...cut, fertilize, and edge regularly.
- Mend fences as needed.
- Remove any debris cluttering the yard.
- Paint as needed ...shutters, trim, entire house, and especially the front door!
- Keep cars in garage – put your **home** in the spotlight!
- Clean out the garage for the look of more space.
- Remove grease spots from driveway and garage floor.

great value – prepare yourself

Whether you are thinking of selling your home, purchasing a new home, or both, chances are you will be most successful if you are well prepared.

This year, throughout the Greater Vancouver region, good properties that are appropriately priced and market-ready have been selling quickly.

Buyers and sellers, who understand current market conditions and have a plan for achieving their housing objectives, are enjoying much success. Call Dan, for more.