



## A Fresh Perspective

### March 2013

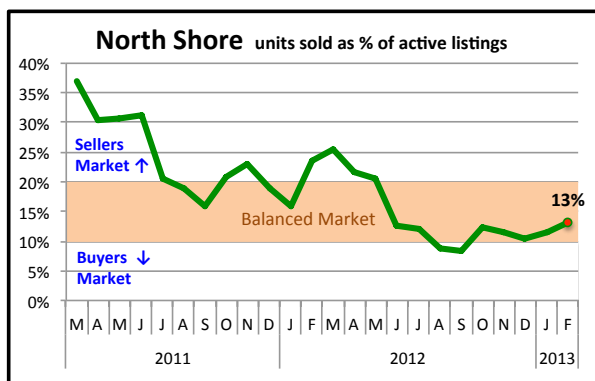
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### market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 1,797 units in February representing a 33% increase over sales in January, and 29% fewer than in February 2012. At 14,789, the total number of residential property listings at February 28 was 12% more than at the end of January, and 5% more than at the end of February 2012. The metro MLS® sales-to-active-listings ratio of 12% is up from 10% last month, and is the first time this ratio has been above 11% since last June.



**North Shore** home sales in February, at 201 units, were 31% higher than in January, and 34% fewer than in February 2012. The sales to active listings ratio on the North Shore rose to 13%, from 12% in January, illustrating a slight improvement in local market conditions. North Shore single-family homes that sold in February took an average of 99 days to sell, or about a week less than the average of 108 days for January's sales, although almost 2 weeks longer than the average of 87

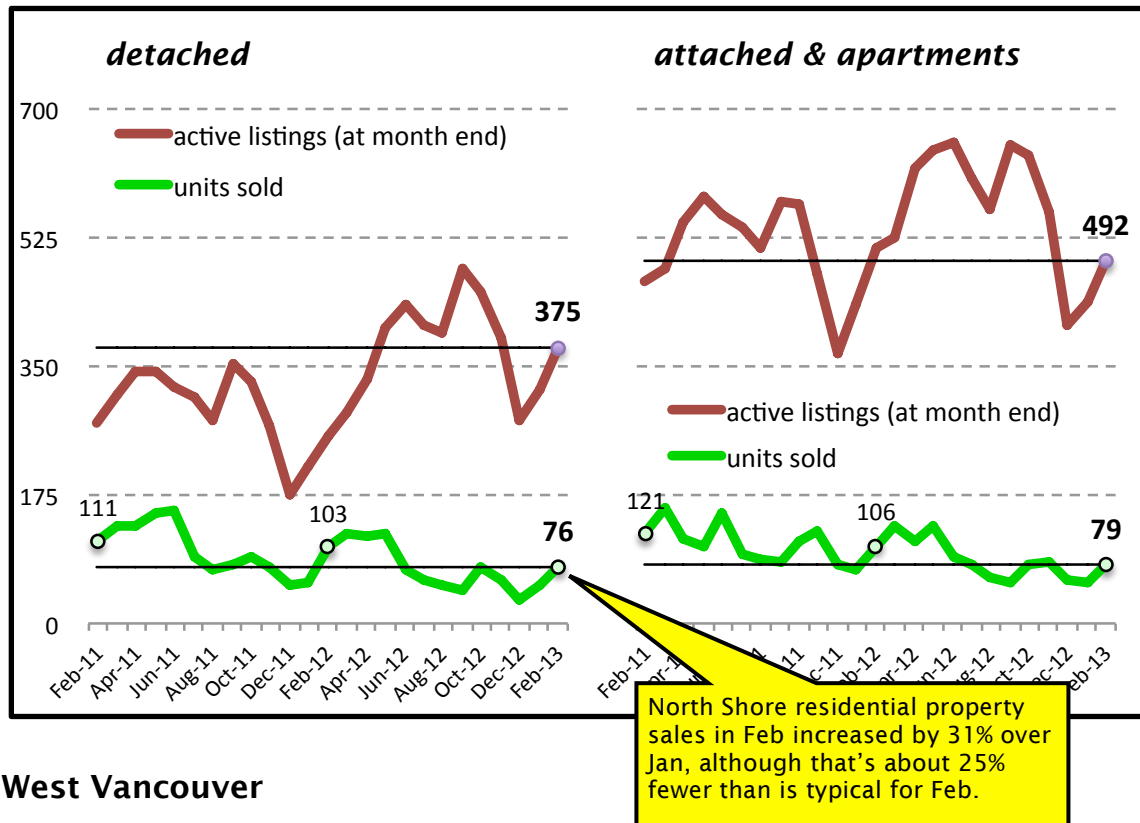
days for houses that sold in February 2012. At February 28, there were 1,541 North Shore properties listed for sale (on MLS) or 16% more than the 1,325 listings at the end of January, and 20% more than the 1,288 units for sale at February 29, 2012. Compared to February 2012, benchmark prices of detached single-family homes were down by 1.5% in West Vancouver and by 2.9% in North Vancouver, and both have dipped by 3-4% 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 February 2013 REBGV market report, visit [www.danmuzzin.com/news.html](http://www.danmuzzin.com/news.html).

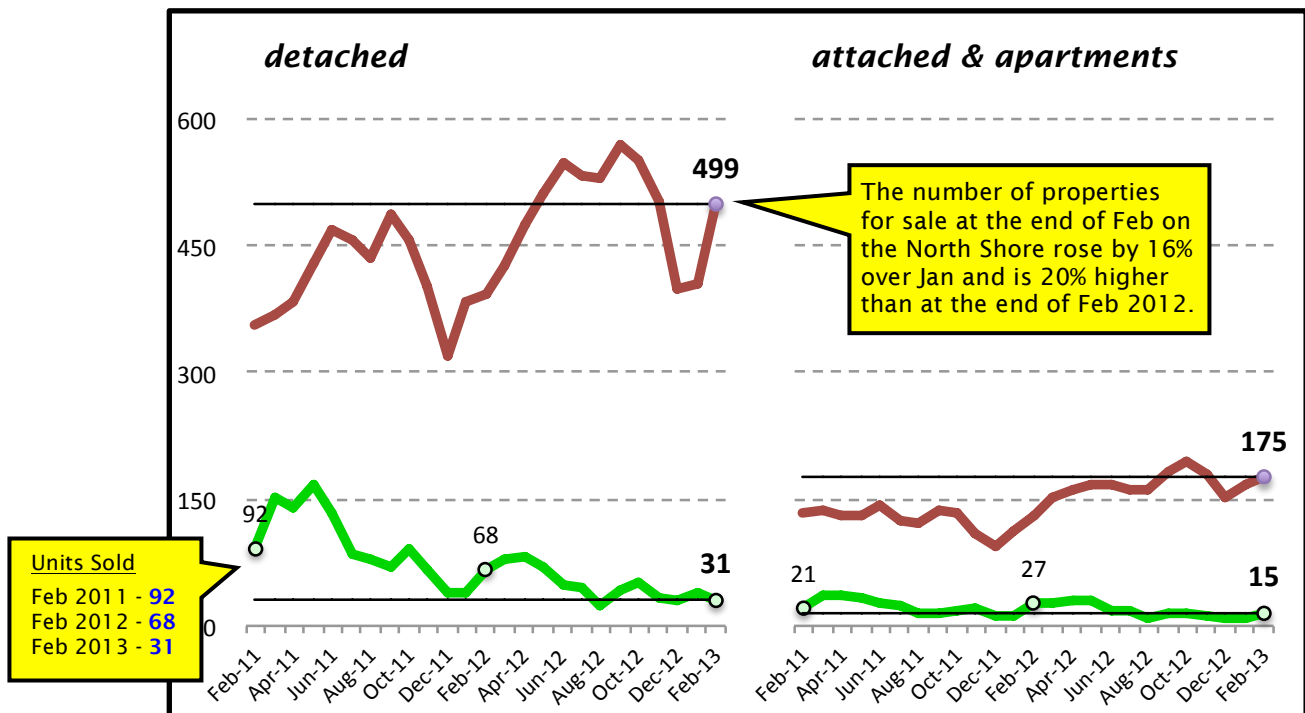


The following charts show the inventory of North Shore homes for sale on the last day of each month from Feb 2011 to Feb 2013, and the sales for each month.

## North Vancouver



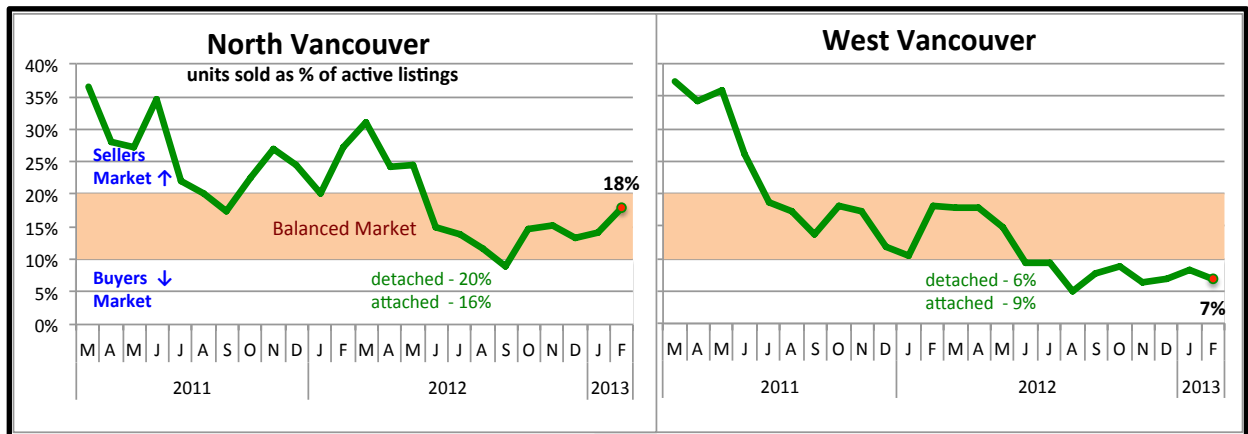
## West Vancouver



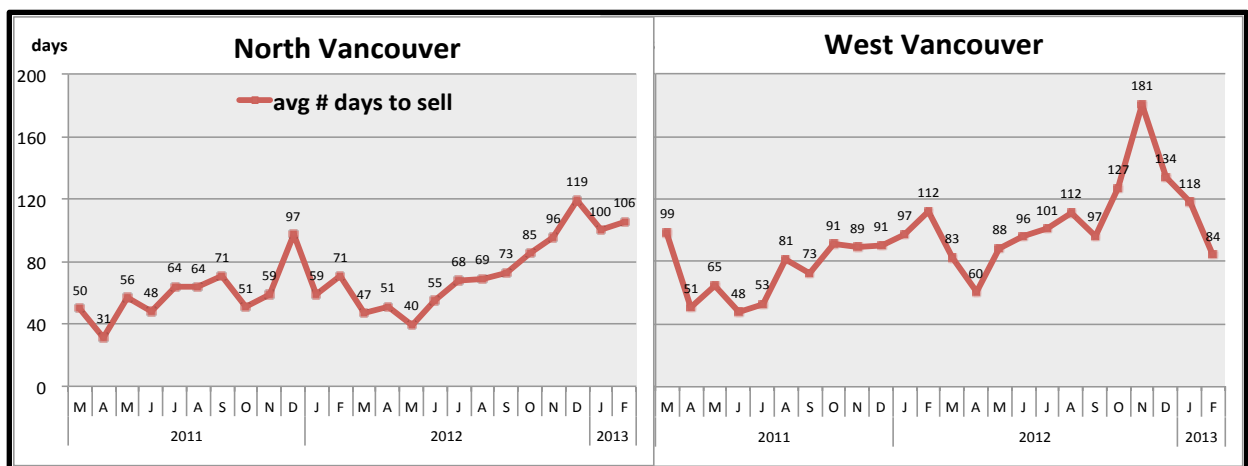


## selected sales details

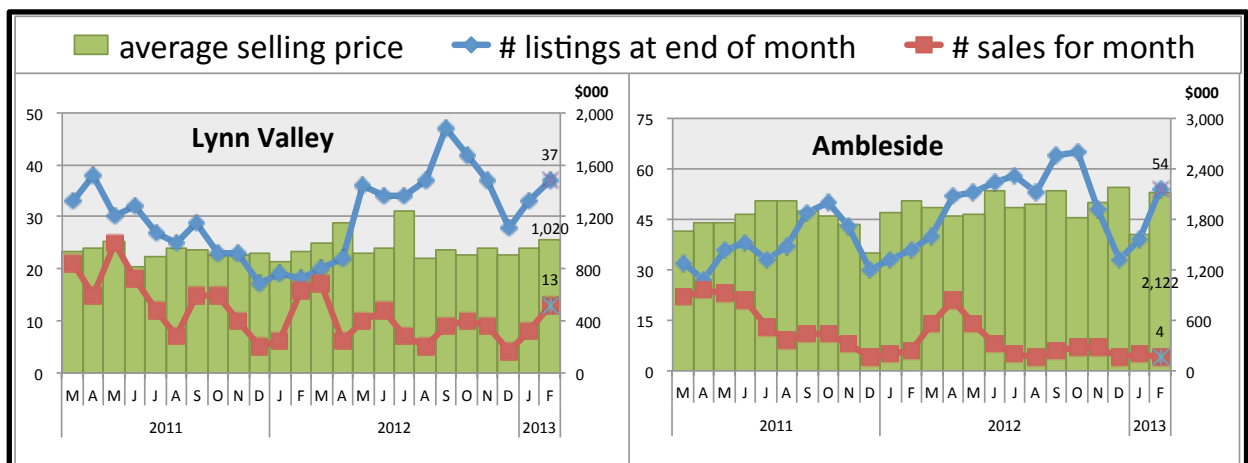
properties sold, as a % of # of properties for sale at end of month



average # of days it took for detached houses to sell



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





## decisions

Deciding to sell your home, or to purchase a home, is the first decision a prospective home seller or buyer must make. To help make that initial decision and inspire you to action, it will be essential to clearly understand *“what’s important about selling (or buying) your home ...to you”*.

For those who are first-time buyers and those who haven’t purchased or sold property in a while, here are some of the typical decisions buyers and sellers should prepare to make along the way.

Buyers decide	Sellers decide
<ul style="list-style-type: none"><li>• when to start</li><li>• amount to borrow</li><li>• price range</li><li>• choose to borrow from bank, credit union, mortgage broker (or mom &amp; dad?)</li><li>• where to buy</li><li>• what to buy (must-haves &amp; nice-to-haves)</li><li>• things to absolutely avoid</li><li>• research online or hire realtor, or both</li><li>• choose which realtor</li><li>• choose new home</li><li>• offer terms (price, timing, conditions)</li><li>• negotiate conditional agreement or agree to disagree</li><li>• choose which building inspector</li><li>• acceptability of inspection results, title search report, property disclosure statement and maybe strata documents</li><li>• choose which lawyer or notary</li><li>• choose which insurance company</li><li>• choose a moving company (or friends)</li></ul>	<ul style="list-style-type: none"><li>• when to start</li><li>• purchase or rent next home</li><li>• for sale by owner or realtor</li><li>• choose which realtor</li><li>• agree on listing terms</li><li>• how to prepare home to show buyers<ul style="list-style-type: none"><li>○ things to do</li><li>○ things to not do</li></ul></li><li>• appropriate asking price</li><li>• potentially, change asking price</li><li>• evaluate offers</li><li>• negotiate conditional agreement</li><li>• choose which lawyer or notary</li><li>• choose a moving company (or friends)</li></ul>

## great value –staging your home

For the past year or so now, in Greater Vancouver, it’s been difficult for buyers and sellers to reach agreement on property values. As always, but especially during these tough times, to successfully sell a home means assigning a realistic asking price and preparing the property so that it sparkles when presented to prospective buyers.

Staging your home works. Buyers have a tremendous selection to choose from and chances are they will usually offer full value for a home that looks clean, neat and tidy and smells good. Preparing your home can mean hiring someone to professionally stage your home, or by doing it yourself.

Need some assistance? Call me at 604-813-3795 for a free consultation, or introductions to professional staging businesses ...let me know if you’d like a free copy of my Home Seller *Room-By-Room Review* booklet full of home preparation tips (see next page for *What’s Inside*).



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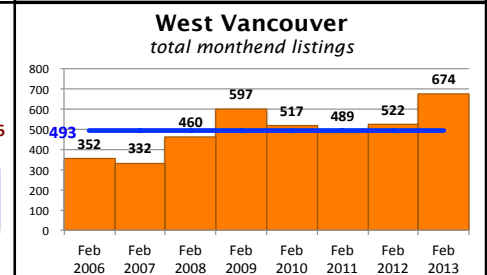
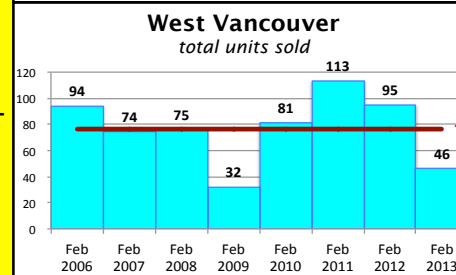
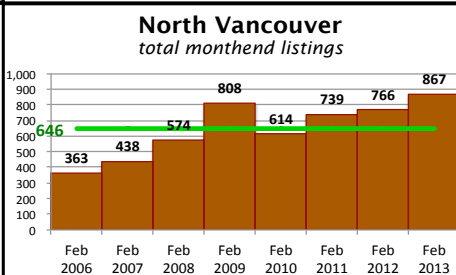
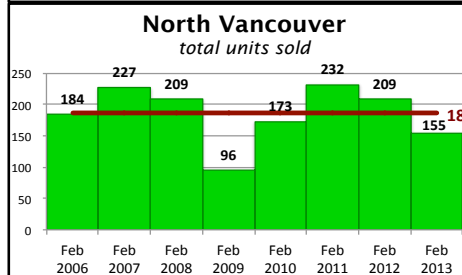
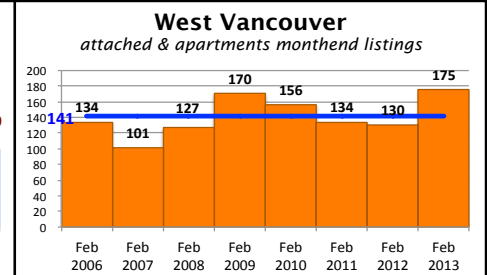
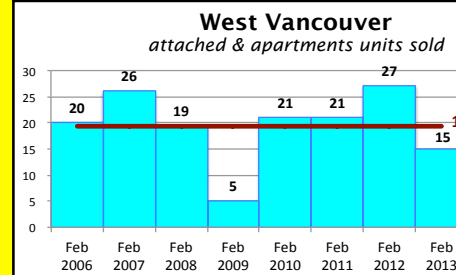
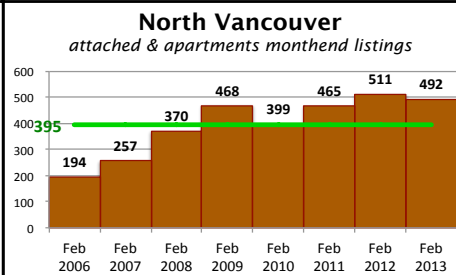
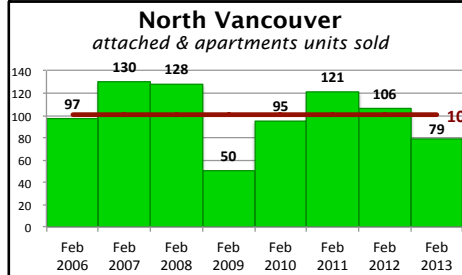
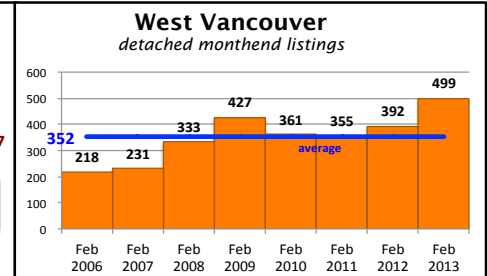
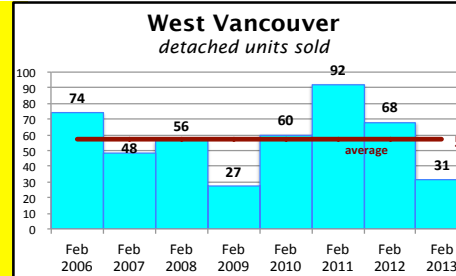
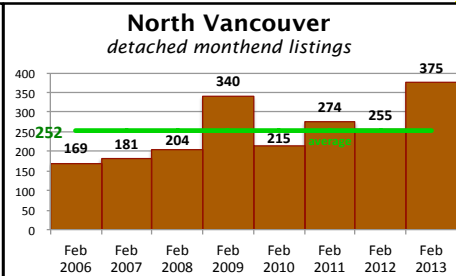
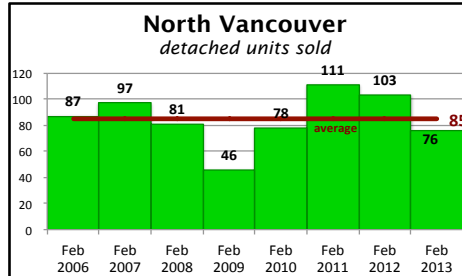
**Dan Muzzin, CA**

MACDONALD REALTY LTD. 1575 Marine Drive West Vancouver BC V7V 1H9

**604.813.3795**

**[www.danmuzzin.com](http://www.danmuzzin.com)**

## Compare 2006 - 2013 Sales and Listings for the month of February



Compliments of Dan Muzzin CA 604.813.3795



chart data obtained from Real Estate Board of Greater Vancouver  
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