



## A Fresh Perspective

March 2015

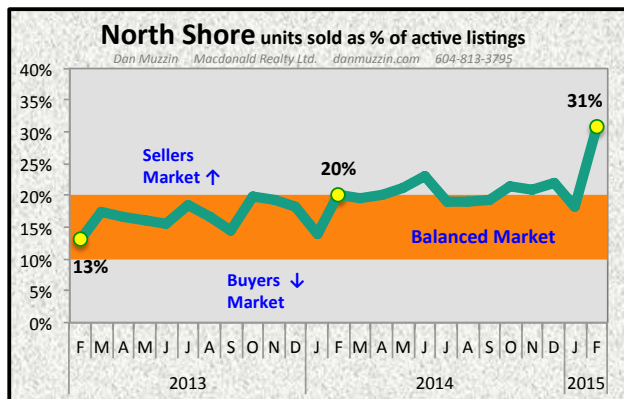
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### market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 3,061 units in February, representing a 60% increase from sales in January, and an increase of 21% compared to February 2014. At 11,898, the total number of residential property listings at February 28 was about 10% more than at the end of January, and 11% fewer than at the end of February 2014. At 26%, the metro MLS® sales-to-active-listings ratio was the highest this ratio has been since March 2011 and is consistent with strong market conditions throughout the region.



**North Shore** home sales in February, at 417 units, were 103% more than the 205 properties sold in January, and 44% higher than the 289 sold in February 2014. The sales-to-active-listings ratio on the North Shore soared to 31%, from 18% in January, reflecting very high sales for this time of year and a normal number of properties for sale as at the end of February. North Shore houses that sold in February took an average of 11 weeks to sell, the same as for January's sales, and

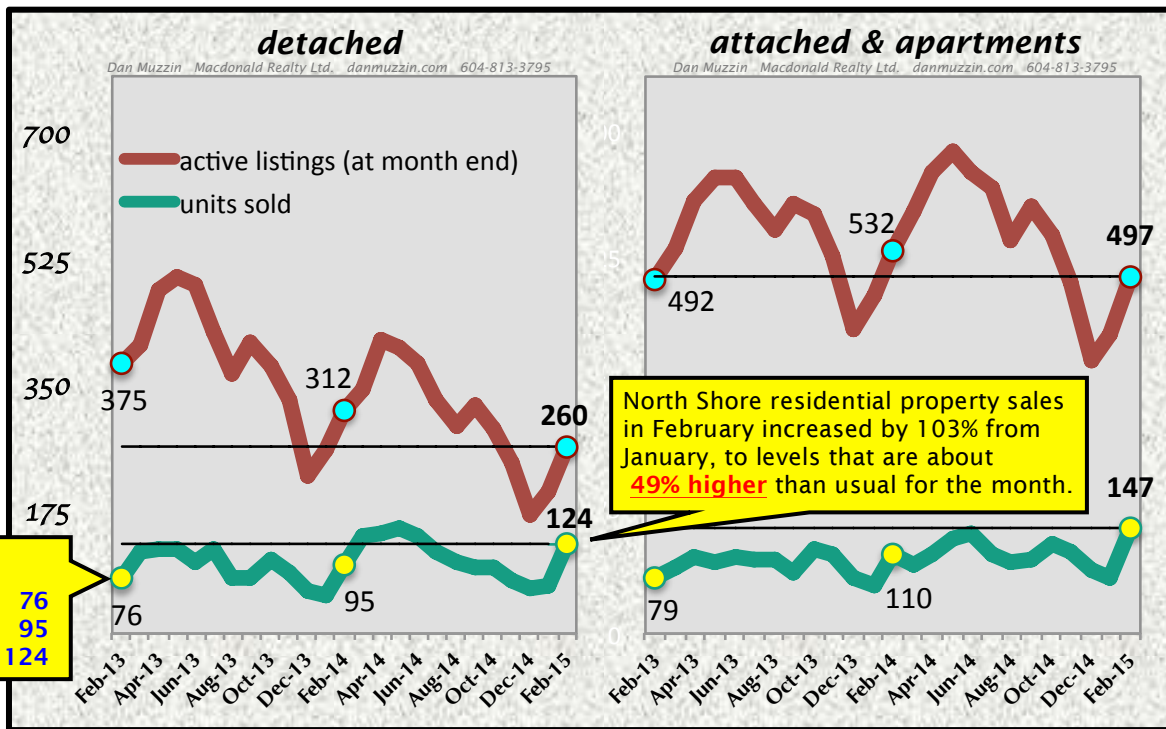
about 8 weeks quicker than the average of 19 weeks it took for houses that sold in February 2014. At February 28, there were 1,357 North Shore properties listed for sale (on MLS®) or 21% more than the 1,124 listings at the end of January, and 6% fewer than the 1,445 units for sale at February 28, 2014. Benchmark prices of houses rose by 12% in North Vancouver and by 10% in West Vancouver from those in February 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 February 2015 REBGV market report, visit [www.danmuzzin.com/news.html](http://www.danmuzzin.com/news.html).

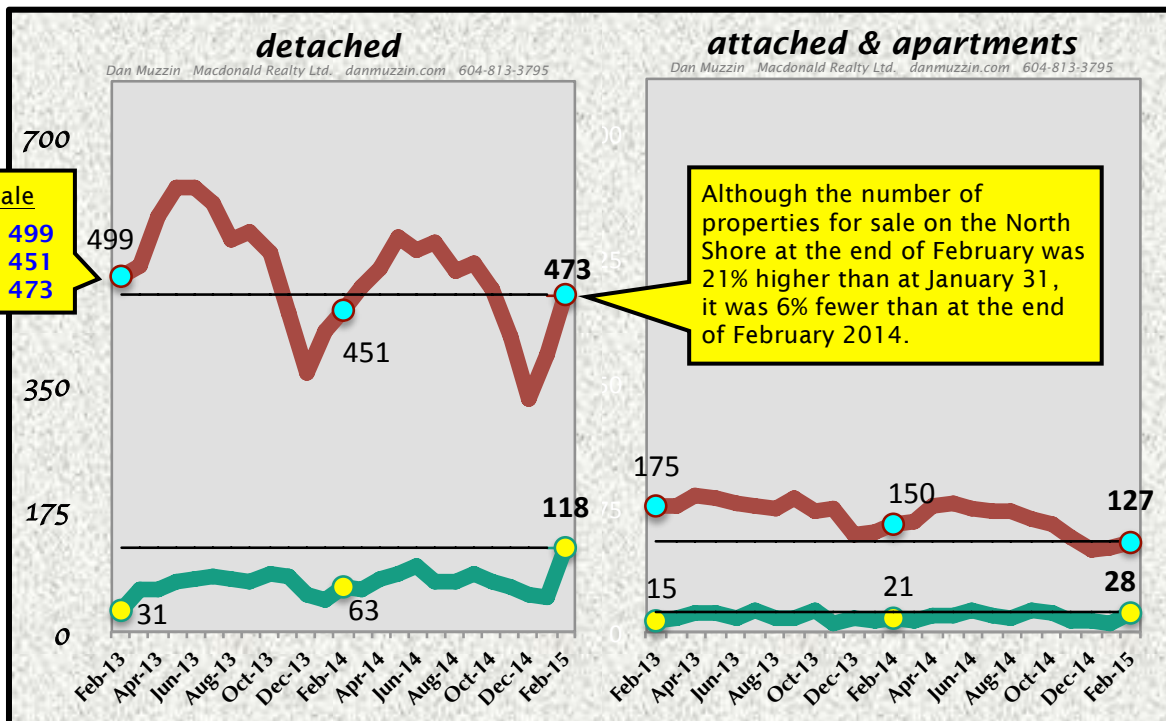


The following charts show the inventory of North Shore homes for sale on the last day of each month from Feb 2013 to Feb 2015, and the sales for each month.

## North Vancouver



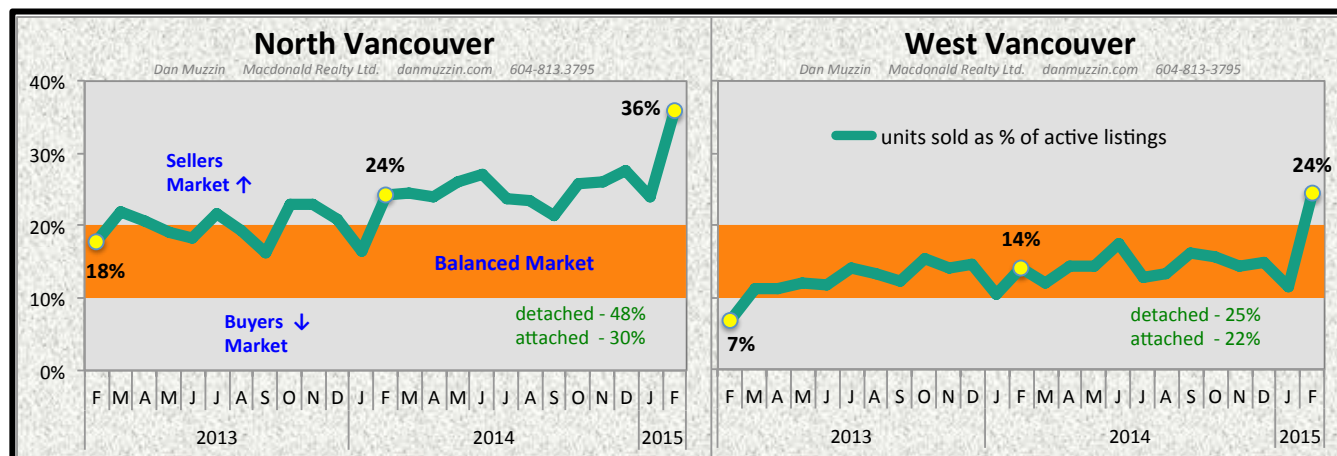
## West Vancouver



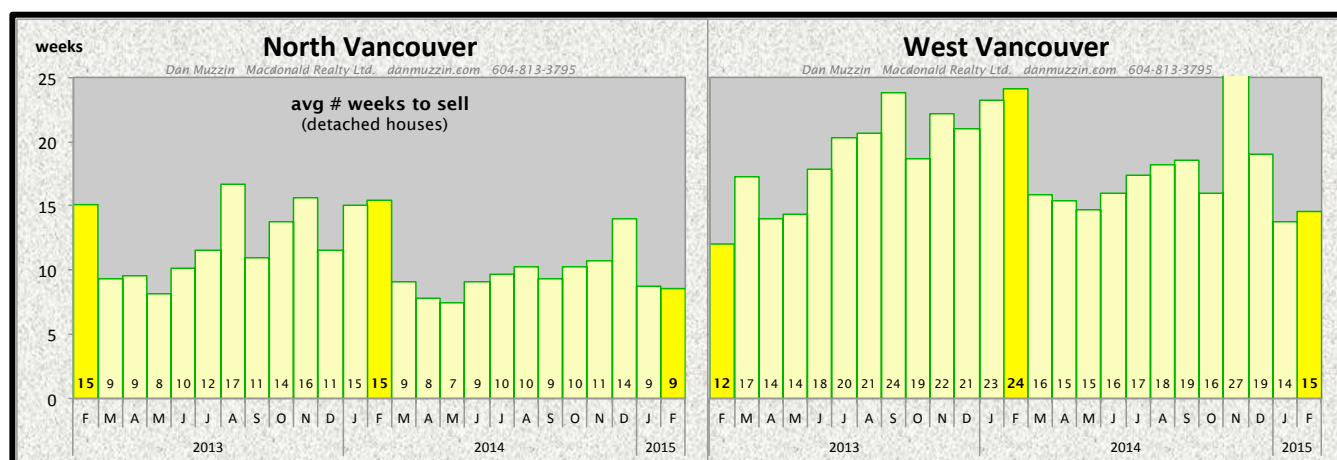


## selected sales details

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

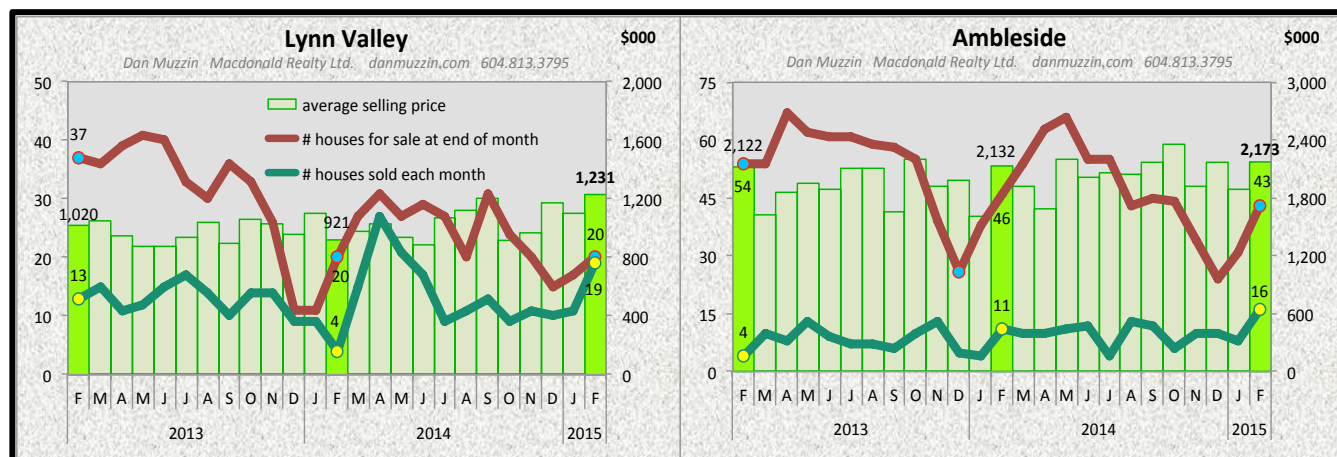


average # of weeks it took for houses to sell



house sales by neighbourhood

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





## preparing to sell your home

Thinking of selling your home soon? If so, one of the two key essentials for obtaining the highest possible selling price is preparing it so well that prospective buyers can't wait to make their offers.

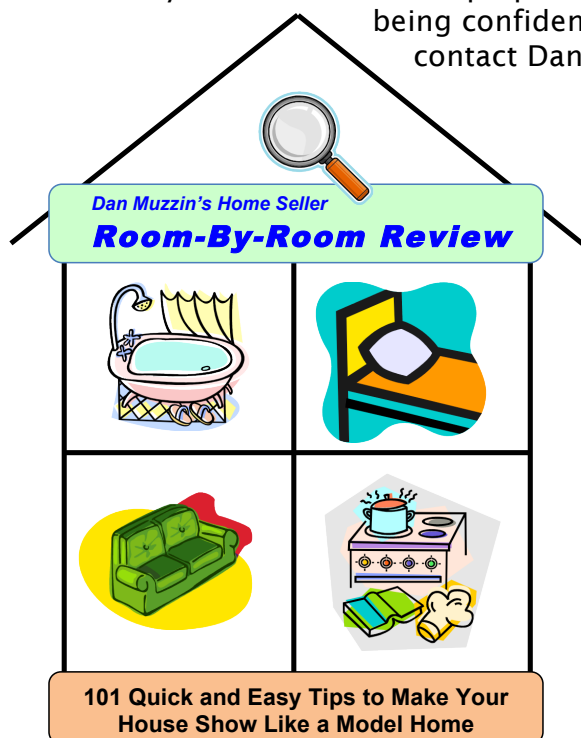
Some thoughts for preparing to show your property to buyers...

- Make them want to come inside.
- It's in the entryway that you set the stage for their experience throughout the rest of the house.
- The kitchen is the heart of the home, and it's the most highly valued room by buyers.
- The living and family rooms are where your buyers will do most of their living.
- Next to the kitchen, the bathroom is the room that gets the most scrutiny.
- Bedrooms are a key part of the home buying experience. Bigger is better.
- A functional home office space can give your home a competitive advantage.
- Make the most of the laundry space and basement by brightening them up and making sure they're clean and inviting.

Oh, and the other key essential? ...pricing the home realistically and strategically. For more, call Dan at 604-813-3795.

## great value – *Dan's room-by-room review*

If you're serious about preparing to sell your home in the next few months, and being confident of maximizing your sales proceeds, feel free to contact Dan for a copy of his **Room-By-Room Review** booklet.



## What's Inside

- It All Starts with Creating Curb Appeal
- The Entryway Sets the Stage
- Tips for Every Room In the House
- Making the Most of Your Kitchen and Dining Room
- Can Buyers See Themselves Living In the Living Room?
- Make the Bathroom Sparkle
- Look at These Big, Beautiful Bedrooms!
- Create a Clutter-Free and Functional Home office
- Making the Most Of the Basement/Laundry Spaces