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A Fresh Perspective

May 2012

Thank you to John Milkovich for introducing me to Inara Kundzins when she mentioned that it might be time to sell her house in Kitsilano.

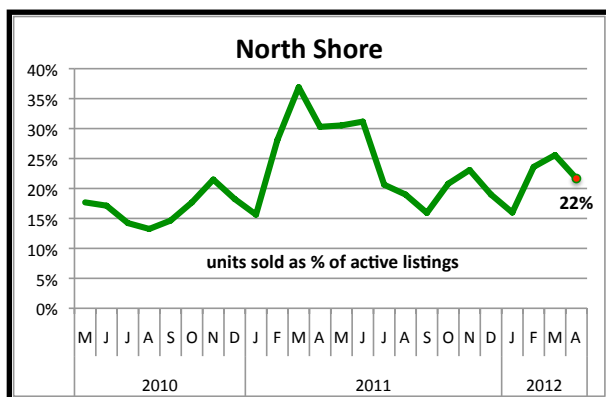


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market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 2,799 units in April representing a 3% decrease from the levels of March, and 13% fewer than in April 2011. At 16,538, the total number of residential property listings at April 30 was 9% more than at the end of March, and 16% more than at the end of April 2011. The metro MLS® sales to active listings ratio slipped to 17%, continuing the market's balanced conditions that favour neither buyers nor sellers.



North Shore home sales in April, at 344 units, were 3% fewer than in March, although 19% less than in April 2011. The sales to active listings ratio on the North Shore also slipped, to 22%, from 26% in March, 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 55 days compared to 61 days in March, and 41 days in April 2011. Although total

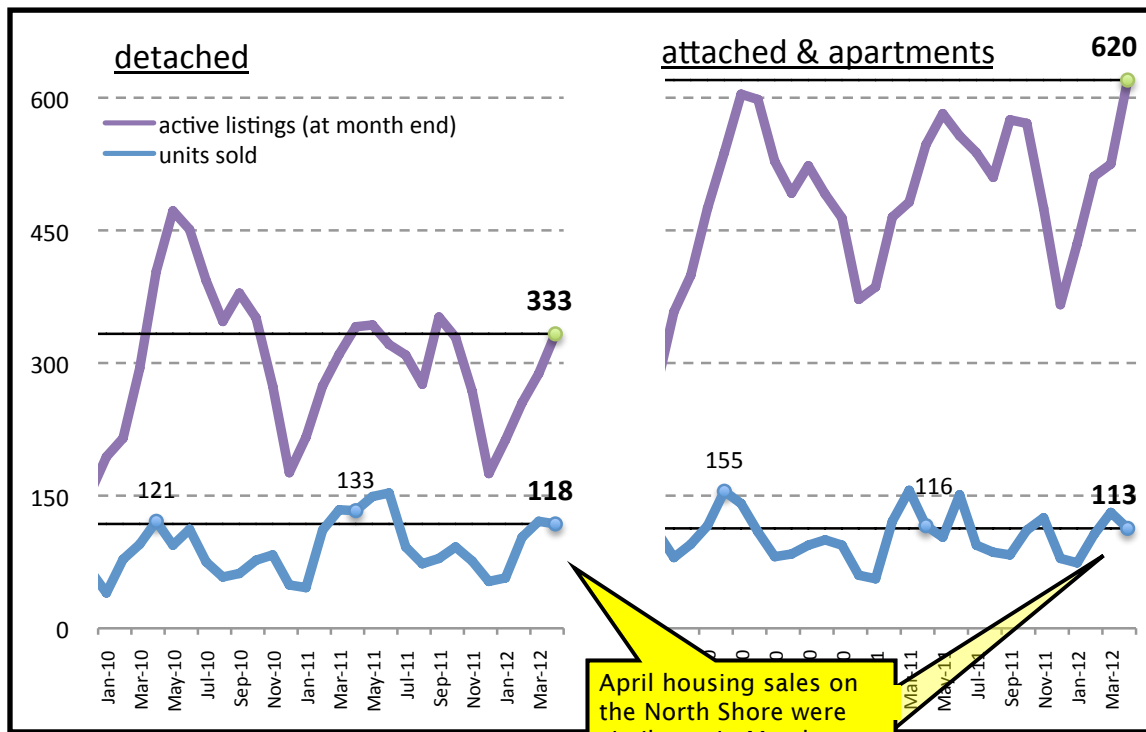
North Shore listings for all property types are 13% higher than in April 2011, there are actually fewer North Van detached houses for sale than at the same time last year.

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

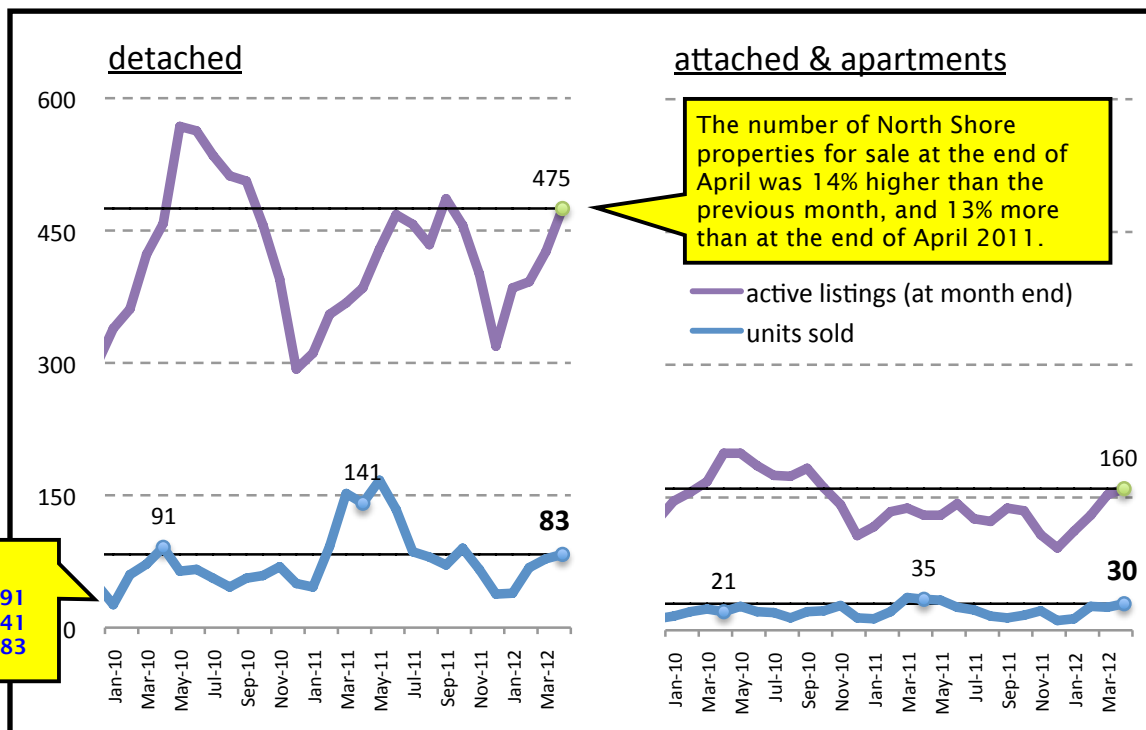


The following charts show the inventory of North Shore homes for sale on the last day of each month from January 2010 to April 2012, and the sales for each month.

North Vancouver



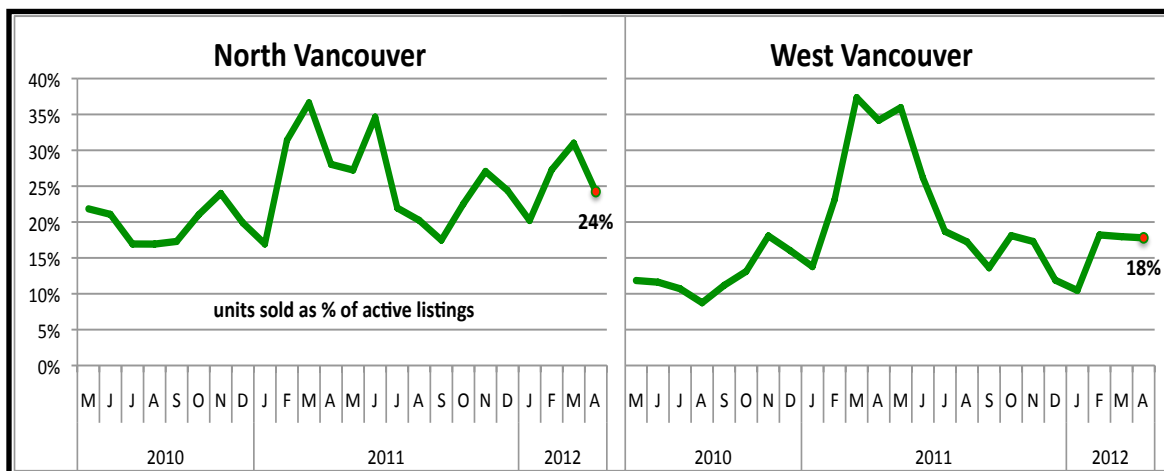
West Vancouver



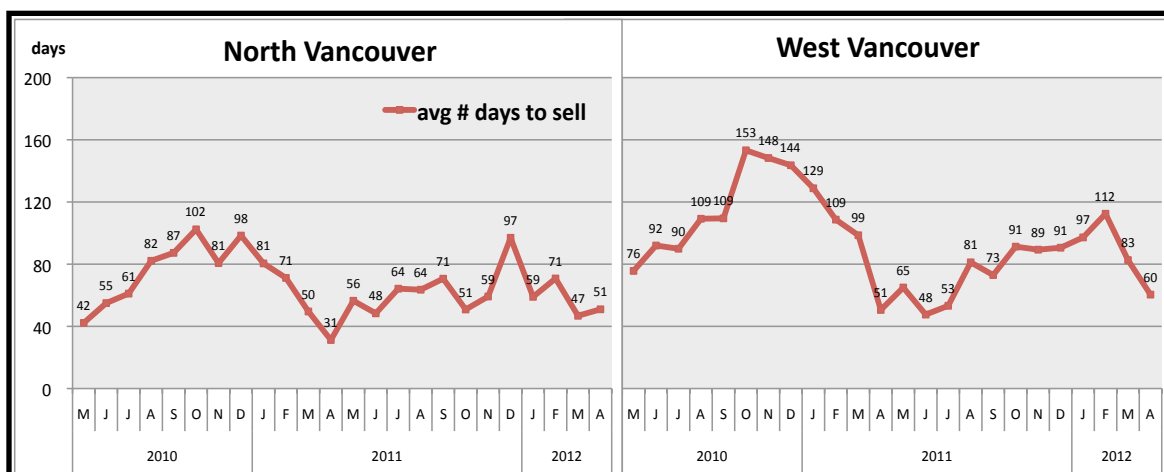


selected sales details

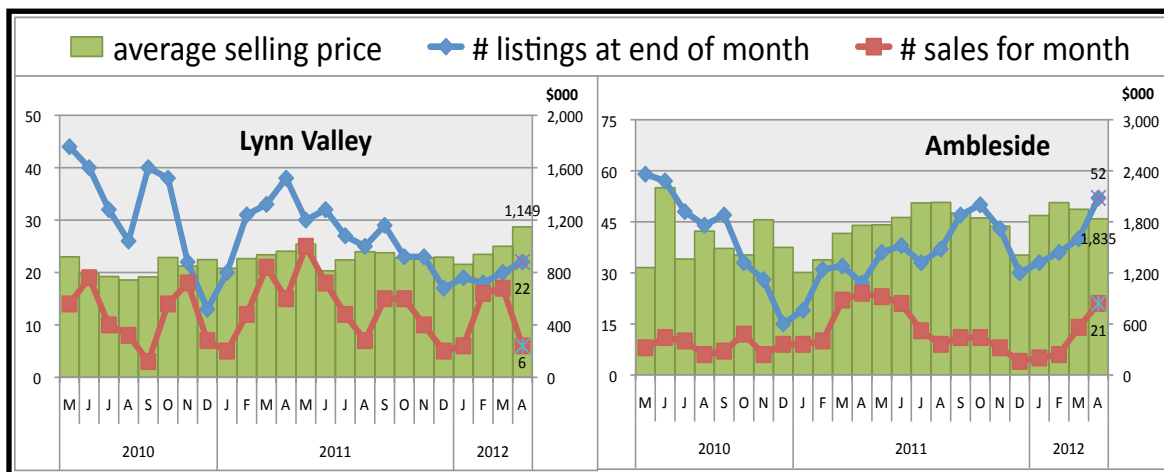
properties sold, as a % of # of properties for sale at end of month



average # of days it took for detached houses to sell



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





is now a good time to buy?

This often-asked question has a simple answer ...it's the right time to buy as long as you want to, you have a long term view, and you can afford to.

Usually, buying decisions are driven by changes in life circumstances, such as moving out of your parents' house, marriage, having a baby, divorce, employment location changes, and becoming an empty nester. To a lesser extent, buying decisions are also influenced by thoughts on what is going to happen in the real estate market.

So, what is going to happen in the real estate market?

Take this headline from the Globe and Mail: "Housing Market has Cracks". The article, which points to a Canadian housing market bubble, quotes economist David Rosenberg (who correctly forecasted the US housing crisis) as saying the Canadian housing market is "overvalued by 15-35%" and predicts that the market is "on the verge of collapse". It's a common theme in the news today. Except Mr. Rosenberg's article was written in 2009, right before the housing market rose by an additional 15%, in spite of his advice to "brace yourself for a rough 2010".

In the short term, it's very difficult to accurately predict what the housing market will do. In the long-term, real estate has been shown to appreciate by an average of more than 5% annually in many areas. Further, the gains on properties which qualify as owners' principal residences are income tax free.

If prices do fall in the short-run, you may feel like you've made a mistake. However, so long as you are living in a home that you love, and can afford, it doesn't really matter. In fact, if you expect to sell one day and upgrade to a more expensive property, you may actually be better off doing so in a falling market!

If you would like to learn more, please feel free to contact me.

great value – composting!

For gardening enthusiasts, and even gardener wannabees, you may be interested in composting tips provided by The North Shore Recycling Program. To access online tips and a short video, use the link that follows

http://www.northshorerecycling.ca/index.php?option=com_content&view=article&id=129&Itemid=213

As explained on that site, the "black gold" from your composter can serve all sorts of useful purposes in your yard and garden as top dress, worked into the soil, as mulch, potting soil, spread on your lawn, or as compost tea!

For example, put a shovel-full of compost in an old tea towel or burlap sack, tie and soak overnight in a garbage can full of water. Watering indoor and garden plants with the resulting tea will provide them with nutrients.

Nowhere to use your compost? Make a new friend ...an avid gardener in your neighbourhood or local community garden will be sure to want it if you don't.