



A Fresh Perspective

October 2013

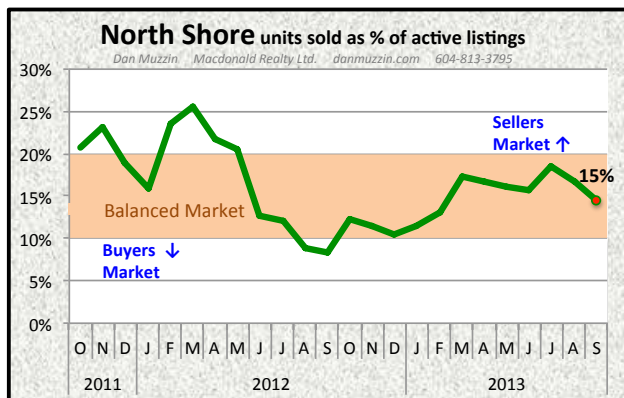
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market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 2,483 units in September, a 1% slip from sales in August, although up by a considerable 64% compared to September 2012. At 16,115, the total number of residential property listings at September 30 was up by 1% from the end of August, and was 12% fewer than at the end of September 2012. The metro MLS® sales-to-active-listings ratio of 15% is down slightly from 16% last month, and remains consistent with generally balanced market conditions throughout the region.



North Shore home sales in September, at 255 units, were 7% fewer than in August, and 62% more than in September 2012. The sales-to-active-listings ratio on the North Shore slipped to 15%, from 17% in August, reflecting balanced market conditions. One should note that sales activity in some neighbourhoods continues to greatly outperform sales in other areas. North Shore single-family homes that sold in September took an average of 120 days

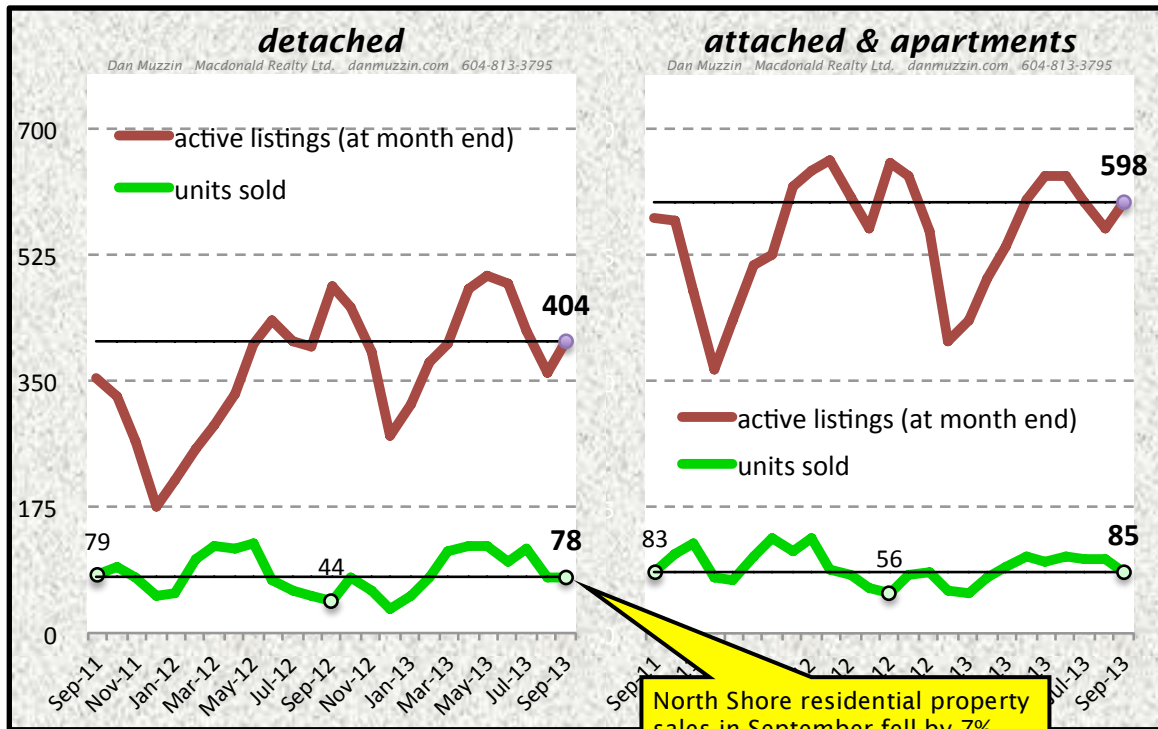
to sell, almost 2 weeks less than the average of 131 days for August's sales, and about 5 weeks longer than the average of 85 days for houses that sold in September 2012. At September 30, there were 1,753 North Shore properties listed for sale (on MLS®) or 6% more than the 1,650 listings at the end of August, and 7% fewer than the 1,882 units for sale at September 30, 2012. Benchmark prices of North Shore detached single-family homes were unchanged from those in September 2012.

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 September 2013 REBGV market report, visit www.danmuzzin.com/news.html.

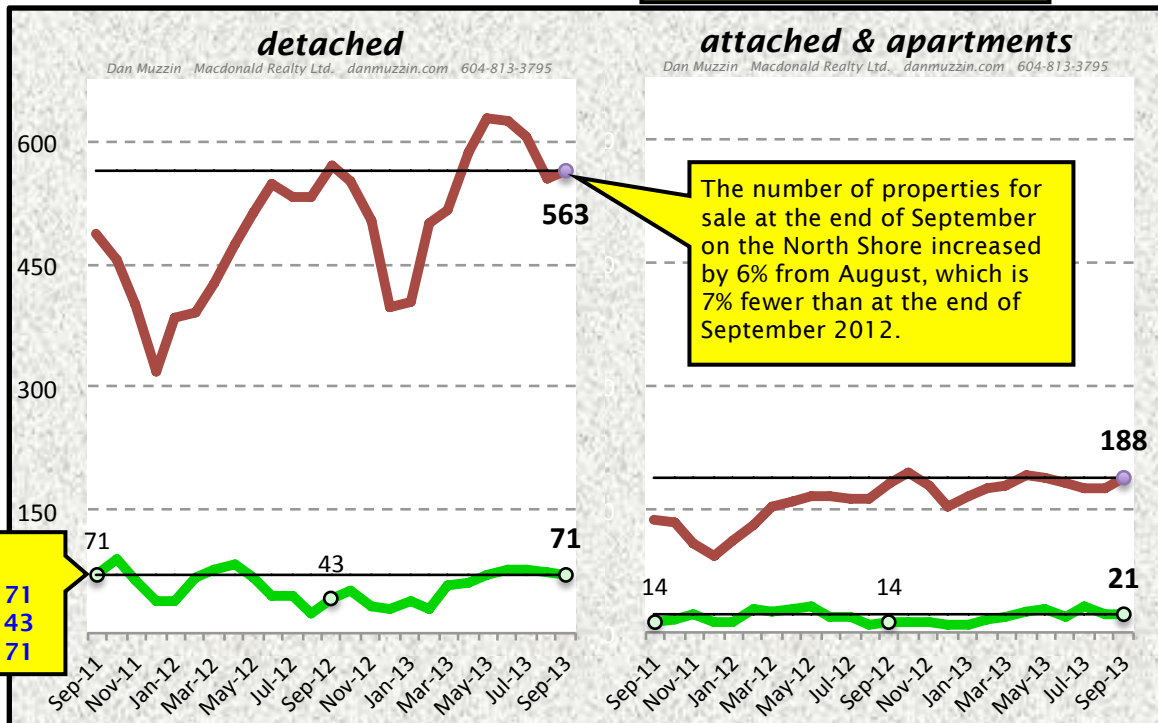


The following charts show the inventory of North Shore homes for sale on the last day of each month from Sep 2011 to Sep 2013, and the sales for each month.

North Vancouver



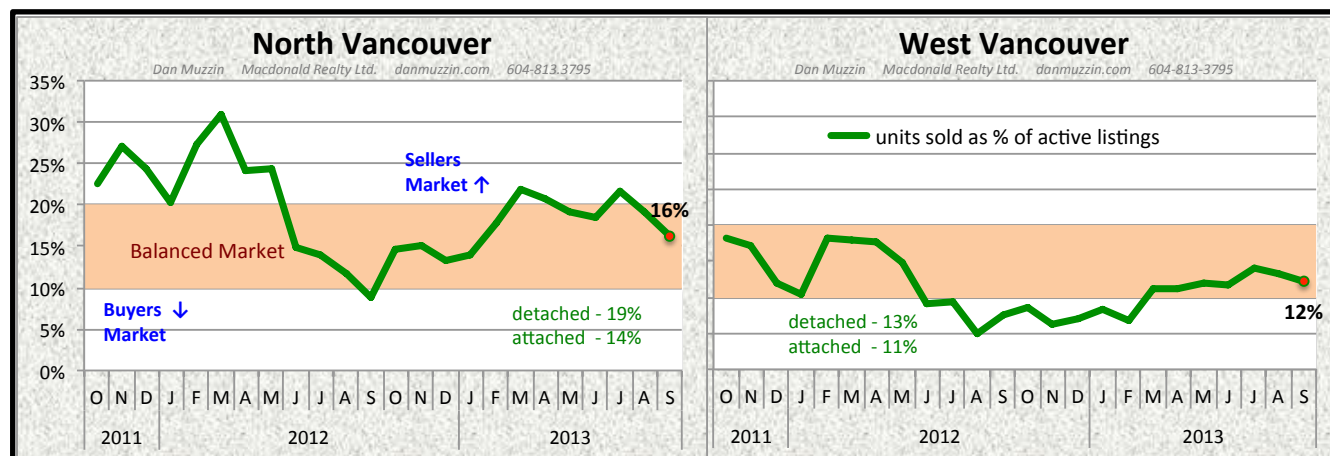
West Vancouver



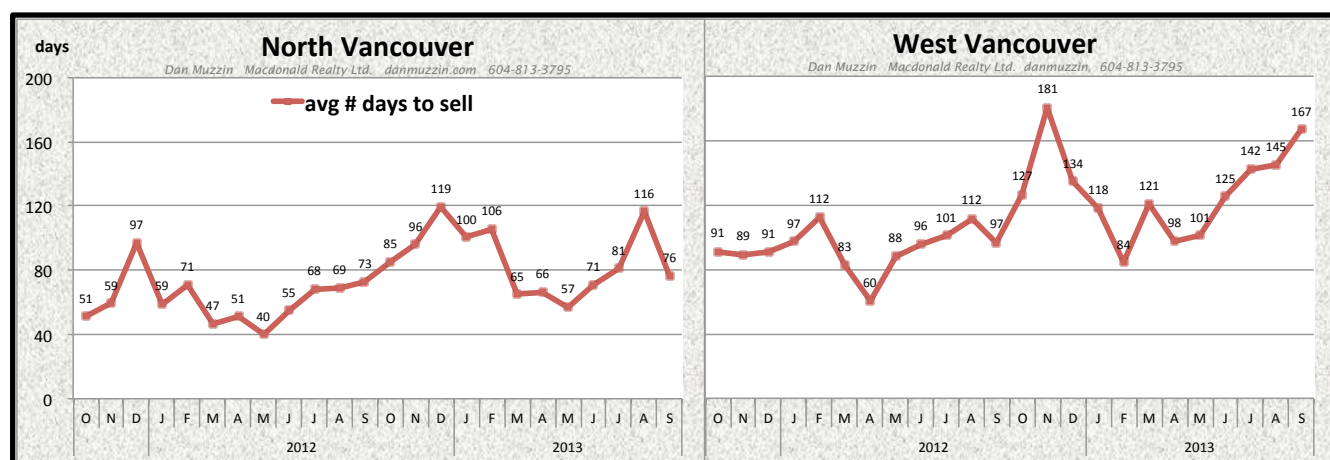


selected sales details

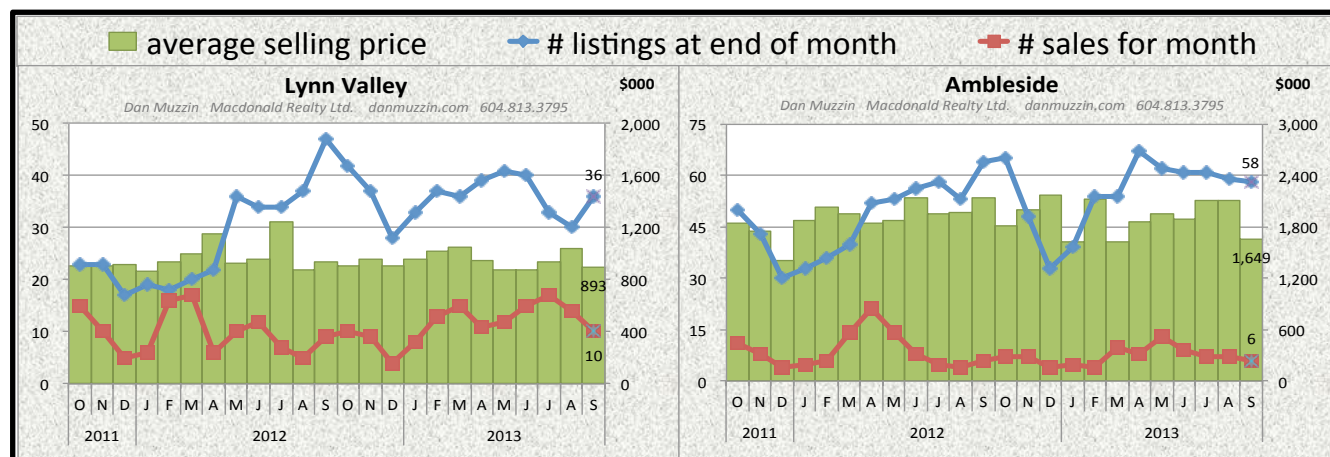
properties sold, as a % of # of properties for sale at end of the month



average # of days it took for detached houses to sell



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





fixtures and chattels

When determining the property rights of a purchaser or vendor in a sale of land, the courts distinguish between fixtures and chattels. Items that are fixtures go with the land and will belong to the purchaser upon completion while chattels remain the personal property of the vendor.

The courts have adopted a two-part test, to determine whether an item is a fixture or a chattel, that concern the **degree** to which an item is affixed to the land and the **purpose** of affixation. *(you are welcome to call me for more details)*

Because the test is highly subjective, to avoid major misunderstandings it is essential to itemize important chattels and/or fixtures which are to be included and/or excluded, in the contract of purchase and sale.

Some of the many potential items that buyers and sellers should consider expressly including in their contract include the following:

- kitchen and laundry appliances
- built-in vacuum canister and attachments
- wall-mounted TVs
- air-conditioners
- humidifiers
- air & water filters
- hot tub and equipment/heater
- pool equipment and heaters
- thermal blankets
- pool dome
- fans
- solar panels
- window coverings
- loose carpeting
- mirrors on hooks
- under-cupboard appliances attached by screws
- workbenches
- built-in or loose shelving
- closet organizers, built-in bars
- laundry hoses for washer and dryer
- satellite dish and decoder
- gas fireplace key
- garage door remote control
- any other remote controls
- alarm systems
- fireplace inserts.

great value – bylaw matrixes

Within the REBGV boundaries there are 22 local governments, three regional and one treaty first nation (the Tsawwassen First Nation). Each has different bylaws and policies that can affect property buyers, sellers, and owners.

The REBGV has prepared several matrixes of bylaws and policies on the following subjects, organized alphabetically by local governments from Anmore to Whistler.

- Underground fuel storage tanks
- Secondary suites
- Laneway houses
- Trees
- Grow operations/controlled substances

Feel free to contact me for details that interest you ...or simply click on the following link to access the bylaw matrixes you are interested in.

<http://danmuzzin.com/resources.html>

Compare 2006 - 2013 Sales and Listings for the month of September

