



A Fresh Perspective

October 2014

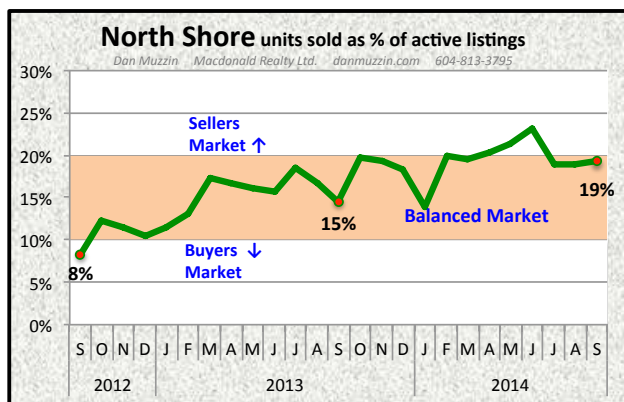
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market update

The Real Estate Board of Greater Vancouver (REBGV) reported total MLS® residential property sales of 2,922 units in September, representing a 5% increase from sales in August, and an increase of 18% compared to September 2013. At 14,832, the total number of residential property listings at September 30 was about the same as at the end of August, and 8% fewer than at the end of September 2013. At almost 20%, the metro MLS® sales-to-active-listings ratio was slightly higher than last month and remains consistent with generally balanced market conditions in the region.



North Shore home sales in September, at 306 units, were 7% higher than in August, and 20% more than in September 2013. The sales-to-active-listings ratio on the North Shore was 19%, unchanged from August, reflecting normal sales for this time of year and slightly more properties for sale than is usual for September, except for in North Vancouver where there are fewer houses for sale than normal. North Shore houses that sold in September took an average

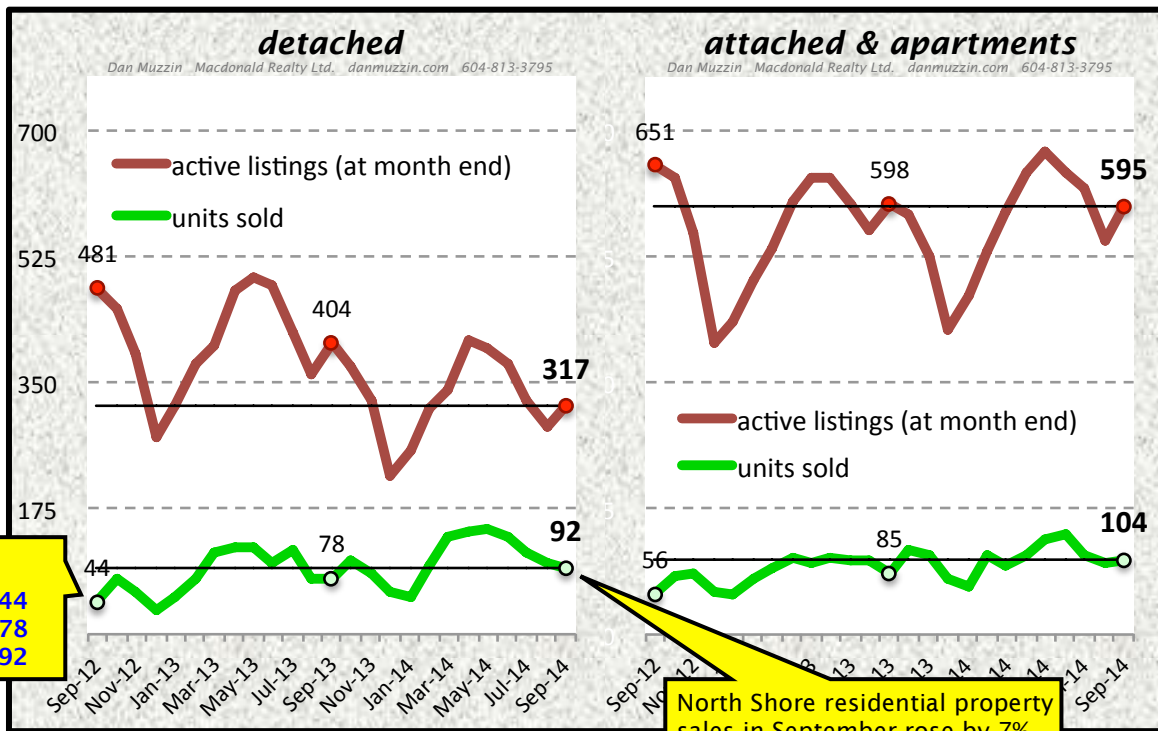
of just about 14 weeks to sell, the same as for August's sales, compared to the average of 12 weeks for houses that sold in September 2013. At September 30, there were 1,591 North Shore properties listed for sale (on MLS®) or 5% more than the 1,515 listings at the end of August, and 9% fewer than the 1,753 units for sale at September 30, 2013. Benchmark prices of houses rose by 9% in West Vancouver and by 8% in North Vancouver from those in September 2013.

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 2014 REBGV market report, visit www.danmuzzin.com/news.html.

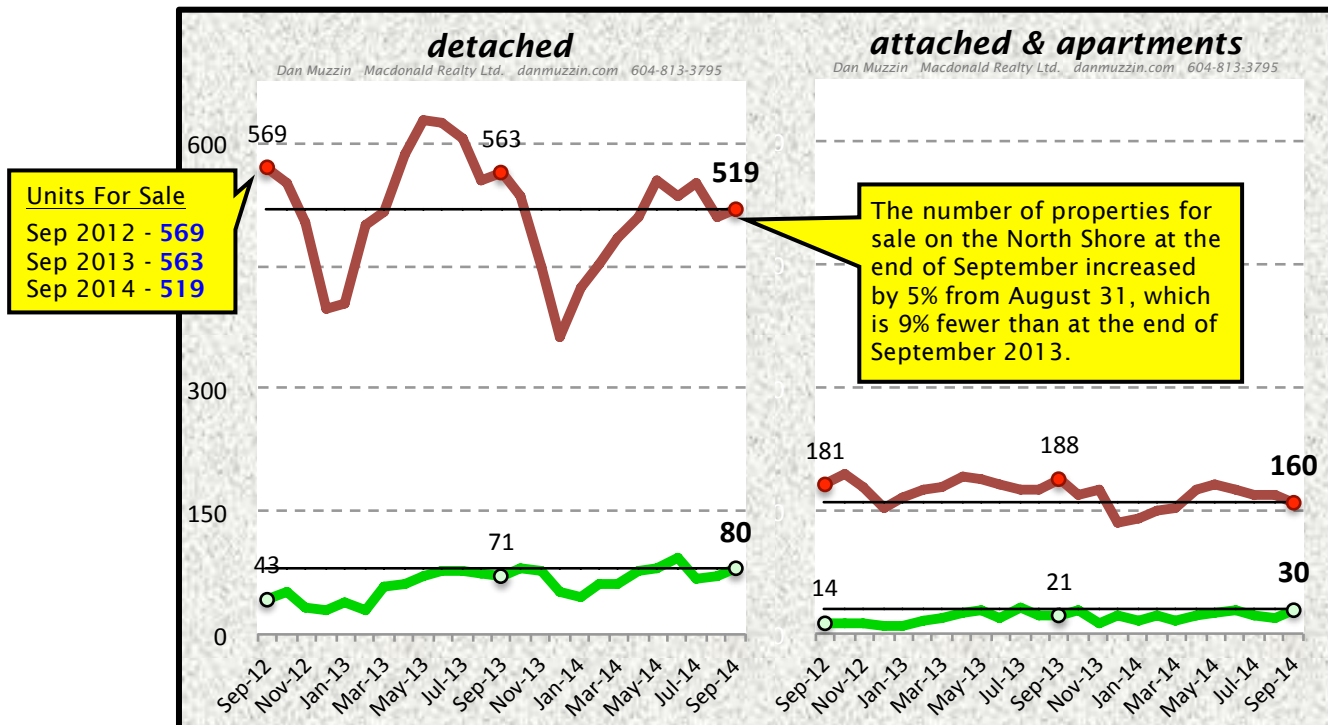


The following charts show the inventory of North Shore homes for sale on the last day of each month from September 2012 to Sep 2014, and the sales for each month.

North Vancouver



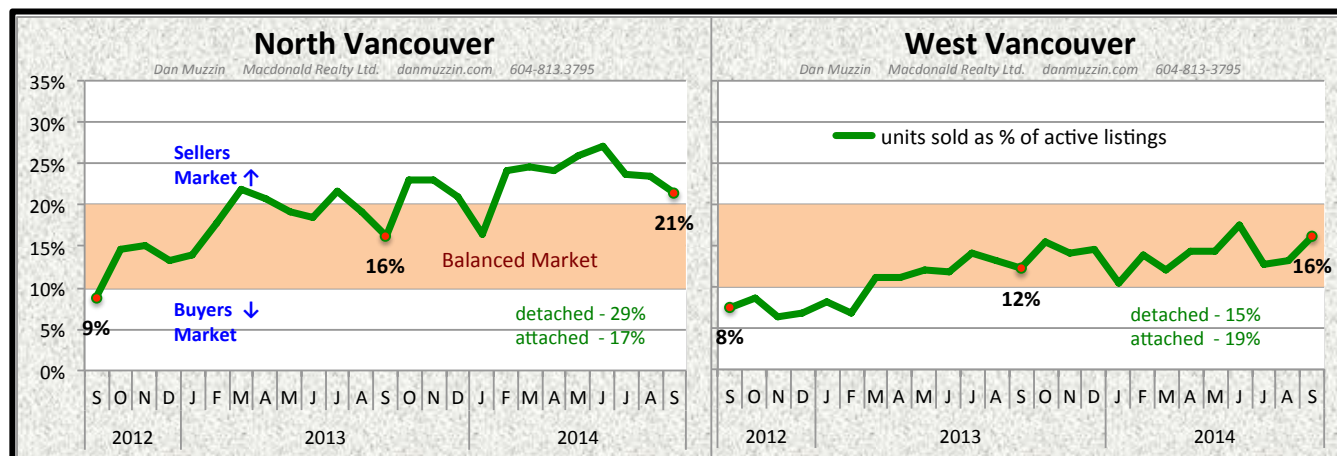
West Vancouver



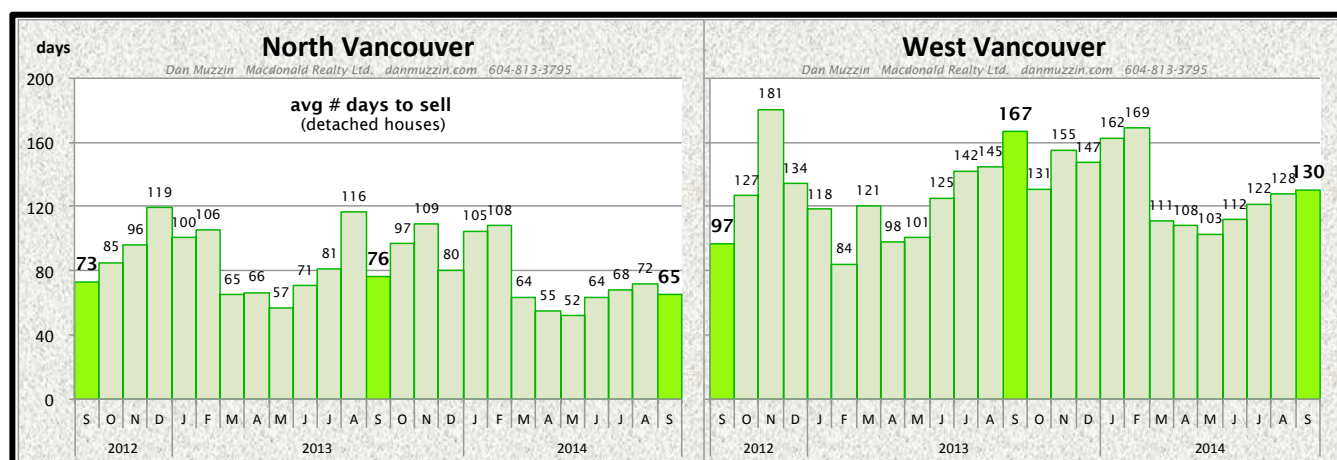


selected sales details

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

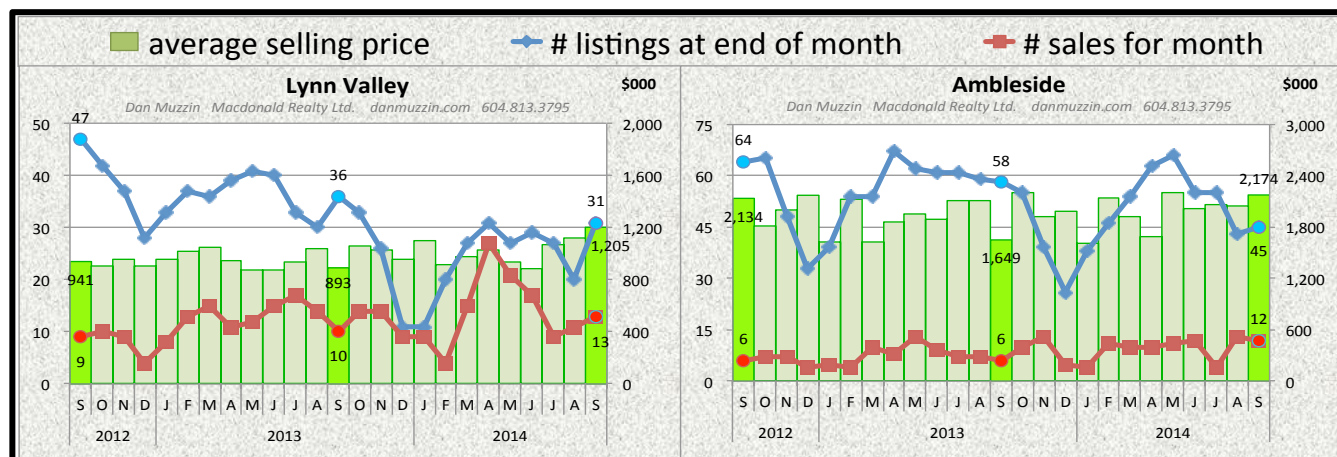


average # of days it took for houses to sell



house sales by neighbourhood

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





preparing for an earthquake

If you ever wonder about what effects an earthquake in the metro Vancouver might look like, check out the virtual event on this City of Vancouver web page <http://vancouver.ca/home-property-development/earthquake.aspx> and the earthquake preparedness suggestions that can also be found on that web page.

Some related suggestions...

For your family:

- Identify objects in your home that could be dangerous during an emergency
- Plan evacuation routes from every room in your home
- Pick two meeting places where you and your family can get back together if you get separated - one close to your home, and one a little further away
- Ask an out-of-province relative or friend to be your family contact person
- Prepare your emergency kits
- Teach family how to turn off utilities, use a fire extinguisher, and call 911
- Make arrangements for seniors and family members with special needs
- Save digital copies of important documents, such as birth certificates and financial records, on a memory stick, or make photocopies of them
- Think about what you might be able to contribute to your community; sharing a meal, tools, or a phone charger are especially meaningful in the days after an emergency

For your home:

- Install latches on cupboards
- Refer to emergency preparedness manuals in bookstores and libraries.
- Place large and heavy objects on lower shelves
- Fasten tall furniture to the walls
- Store breakable items such in low closed cabinets with latches
- Hang heavy items, such as pictures and mirrors, away from beds, couches, or anywhere people sit
- Anchor overhead lighting fixtures securely to the ceiling
- Know the locations of electric fuse or circuit breaker box, water service shut-off, and natural gas main shut-off as you may need to turn them off after the earthquake
- Purchase earthquake insurance

great value – patience

Sometimes a home doesn't sell right away. Avoid the urge to pull your home off the market. Be persistent! Generally, there are three reasons why a home may not sell as fast as others... location, condition, and asking price.

You can't change your home's location, however, you can improve the condition of your home and you can adjust your price. Throughout the selling process, you should be constantly comparing your asking price against those of similar properties in your area that are for sale and that have sold. It's important to have realistic expectations and review your selling strategy regularly.