

September 2008

Welcome to the first issue of my real estate newsletter! No snazzy title yet ...one day!

Each month I'll provide readers with useful information on home improvements, real estate trends, upcoming community activities or valuable offers from local businesses.

This introductory issue includes:

- short biography
- comment on why I chose to become a REALTOR®
- update on the current state of the real estate market in Greater Vancouver, particularly on the North Shore, and
- introduction to a Lynn Valley restaurant of terrific value.



If you have suggestions for future issues, please call me at 604.813.3795, or send me an email to dan@danmuzzin.com.

bio

Born and raised in BC, I spent my earliest years in Woodfibre, lived in Campbell River through high school, and then attended UBC.

After obtaining a Bachelor of Commerce degree, I became a Chartered Accountant, enjoying stints in the Vancouver and Sydney, Australia offices of a large international accounting firm. Afterward I entered the world of industry, experiencing a variety of senior management roles over a period of more than 20 years, primarily in the forest industry.

My wife, Sharon, and I have had the pleasure of living on the North Shore for almost 25 years during which time our daughter and two sons attended Upper Lynn Elementary School and St. Thomas Aquinas High School in North Van.

Over the years, I was active in youth sports as a coach and as a director on club boards. My recreational activities are presently limited to running the Baden Powell trails and Seymour Demonstration Forest, and other interests include travelling, everything sports, cooking, wine and gardening.

why real estate?

Real estate investments are important to almost everyone I know, and being a REALTOR® presents me with a great opportunity to assist people achieve their residential lifestyle and property investment goals.

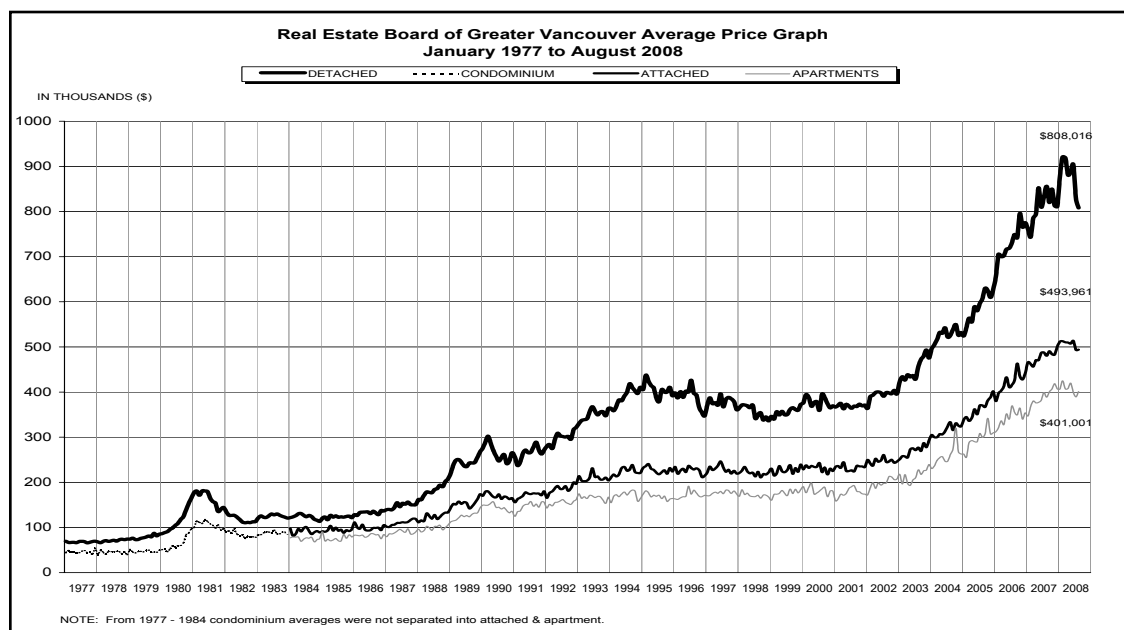
While taking into account your financial circumstances and lifestyle wishes, my business background and thorough understanding of the North Shore enables me to guide you through the process of selling your current property or acquiring a new one.

market update

Buyers and sellers create the market ...and it is flush with opportunity.

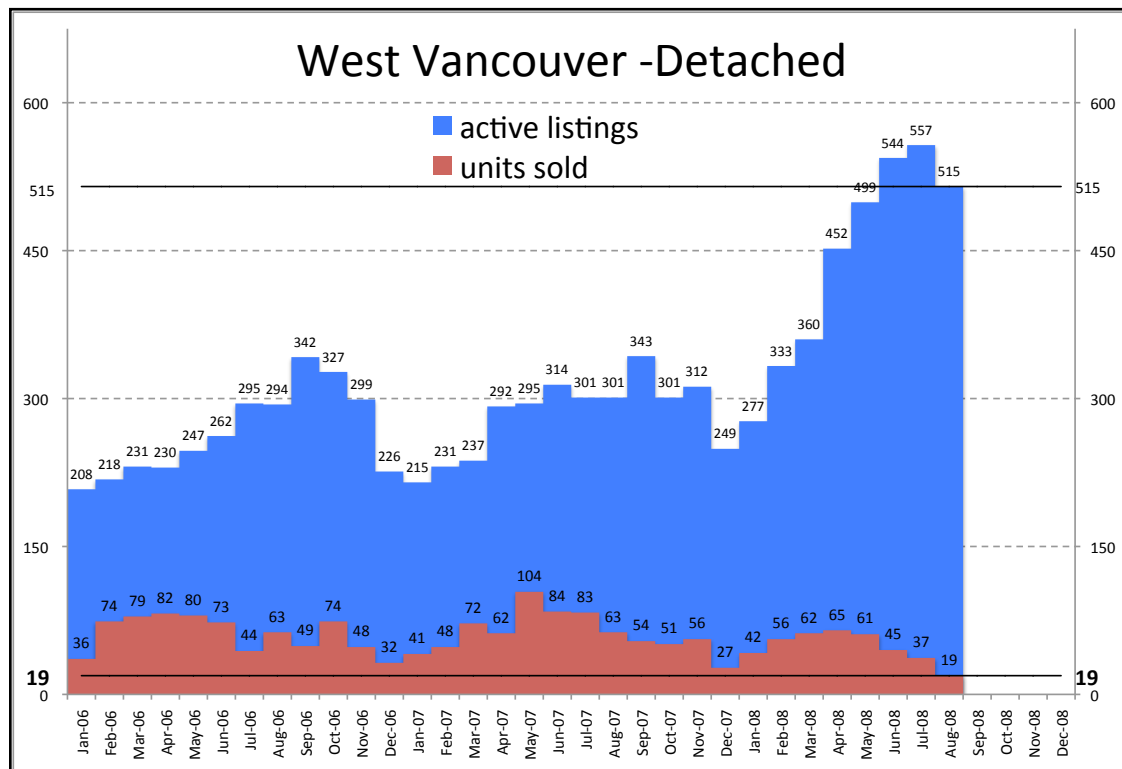
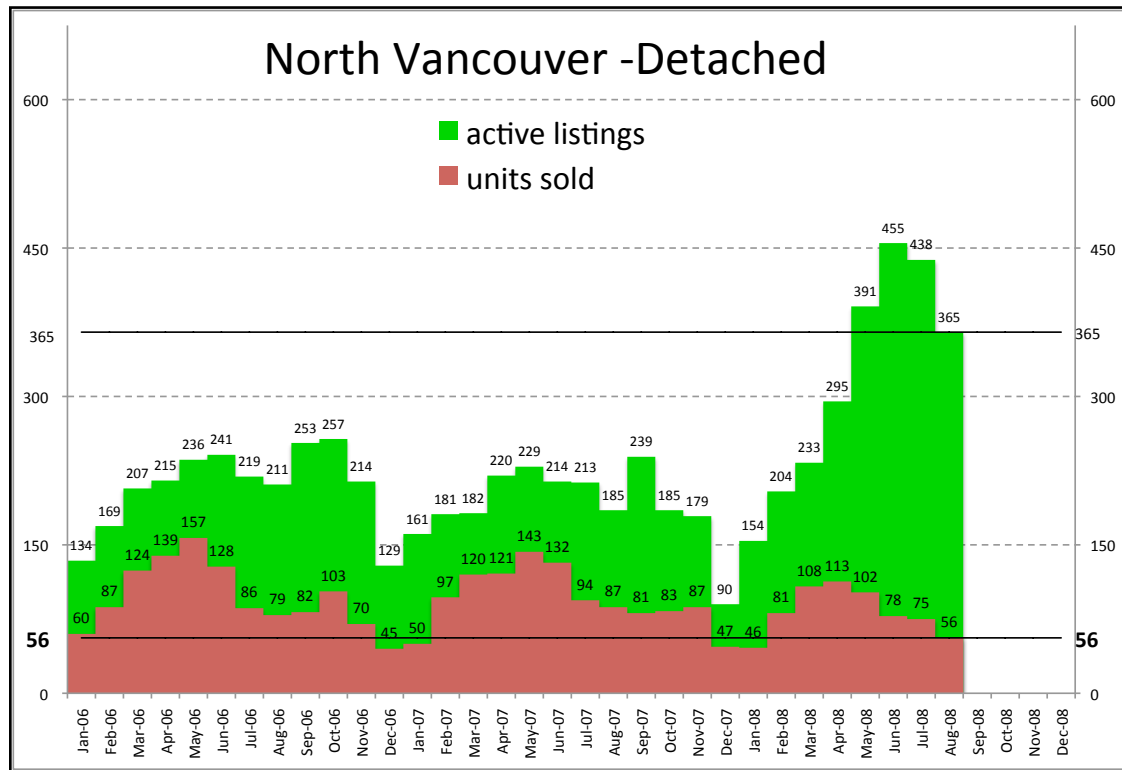
Homeowners who have owned property for several years and want to liquidate may still realize handsome profits. However, there are now very few auction-type situations like those which until only recently had sellers rubbing their hands with great anticipation.

For buyers, property is becoming a bit more affordable, as shown by the chart below. This is particularly good news for 1st time buyers and for those wishing to move up.



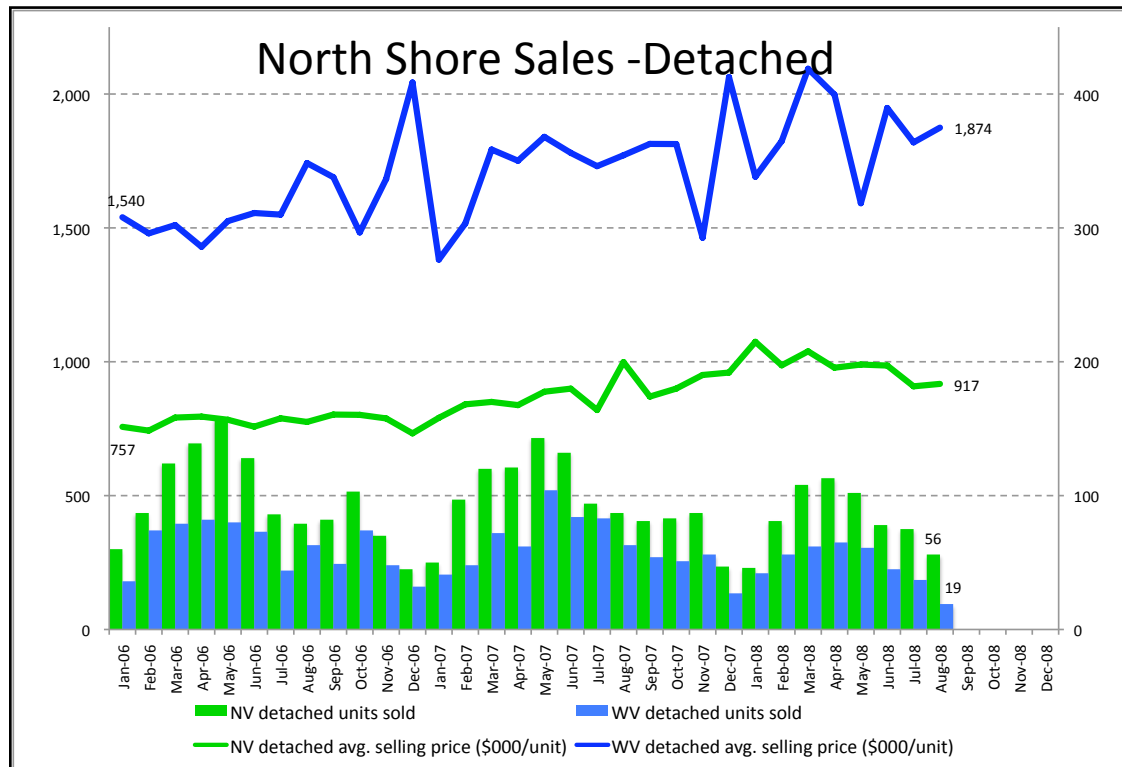
As dramatically illustrated in the charts on the next page, listings are up substantially while sales volumes are down. This has translated into downward pressure on prices to levels prevailing near the end of 2007. They also demonstrate the cyclical nature of listings and monthly sales volumes of detached homes in North and West Vancouver.

All statistics provided by the Real Estate Board of Greater Vancouver.



The next chart suggests the upward price trend for detached homes on the North Shore may have crested.

Of interest is that the relative average house prices over this period, between West Vancouver and North Vancouver, is virtually unchanged at about 2:1.



What's next? More opportunities!

great value

Every once in awhile you come across a business that provides terrific value. One of those spots is a small restaurant in Lynn Valley that I've had the pleasure to visit several times, called Aristos' Greek Taverna. For the past six years it's been serving up hearty, tasty dinners seven days a week.

I highly recommend the Roast Lamb special!

Aristos' Greek Taverna 1238 Ross Road, North Vancouver 604-988-4462