

## RECENT SALES



4180 Madeley Road  
North Vancouver



4164 Madeley Road  
North Vancouver



5799 Grousewoods Cres  
North Vancouver



500 Ventura Crescent  
North Vancouver

Real Estate Info Letter  
March 2012  
Compliments of:

**Dodi Thorhaug**

RE/MAX

Dodi Thorhaug Realty  
101 - 2609 Westview Drive  
North Vancouver, BC V7N 4M2  
604.644.3634

dodi.t@shaw.ca  
www.dodisellshomes.com  
www.facebook.com/dodisellshomes  
www.twitter.com/dodisellshomes



**Know the Name....  
Trust the Service!**



From the Desk of

Servicing Vancouver's North Shore and Coal Harbour!

## In The News

Welcome to Spring!

As a full service REALTOR® my commitment has always been to ensure you are up-to-date with the most timely real estate market information.

Our micro markets are often in the news and sometimes with conflicting stories. Many clients find it difficult to filter through the reports for clarification on how their real estate market is truly performing.

Each month the Real Estate Board of Greater Vancouver compiles and releases to its licensed brokers and agents a wealth of information. These statistics are a valuable tool for clients too. They offer insight on pricing, market inventory, best areas for Selling or Buying and market performance: is it a Seller's, a Buyer's, or balanced market?

Let's take a look at the performance of North Vancouver, West Vancouver and Coal Harbour during the first few months of 2012.

### North Vancouver Condos and Townhomes:

In February the most active price bands for sales of attached homes in North Van were \$300,000 to \$400,000 and \$800,000 to \$900,000. Both ranges were firmly in a Seller's market and show one bedroom are moving well compared to the high demand for 2-3 bedroom properties.

Unit sales increased 46% in February compared to January with an average sales price of \$395,000 and Seller's getting close to asking on average. Total days on market fell from 44 days in January to 23 days in February.

The best options for Buyers were listings between \$300,000 to \$400,000 and \$600,000 to \$700,000 in Central Lonsdale,

Hamilton, Indian River and Seymour. Where inventory is selling but at a slower pace than the markets listed below.

Sellers can capitalize on demand when located in: Capilano, Delbrook, Lynn Valley, Lynnmour, Pemberton Heights, Pemberton, Roche Point and Westlynn neighbourhoods.

### North Vancouver Detached:

Sales for detached homes in February grew by 80% compared to January as the demand for single family properties continued to heat up. Almost all neighbourhoods performed in Seller's market territory. The most active price range was \$700,000 to \$1.25 million. The average sales price continues to be \$1 million. The average days on market dropped drastically from 44 days in January to 16 days in February.

Due to high demand Buyers must be fully informed and ready to write. Deals can be made with strong negotiating and this is where I can help you. Areas to look at may be: Capilano, Indian Arm, Lynnmour, Pemberton Heights, and Tempe.

For Sellers: Blueridge, Boulevard, Calverhall, Hamilton, Forest Hills, Queensbury, Capilano, Capilano Highlands, Grousewoods, Central & Lower Lonsdale, Lynn Valley, Norgate, Princess Park, Queensbury, and Windsor Park are all neighbourhoods that Buyers are showing great interest in.

### West Vancouver Detached:

In February sales for detached homes in West Vancouver grew by 71% over January with listing inventory remaining unchanged. The most active price ranges fell into a wide variety of price bands: \$800,000 to \$900,000, \$1.25 to

\$1.5 million, \$2 to \$2.25 million and \$2.5 to \$2.75 million, with these ranges performing in Seller's market territory. However, overall West Van is in the lower end of a Buyer's market.

In February the average sales price for a home was \$2 million with Buyer habits indicating they are negotiating 5% less than list. Average days on market in February dropped to 20 from 42 in January.

In February the best opportunities for Buyers were homes listed between \$1.5 to \$1.75 million and +\$2.75 million in: Caulfield, Dundarave, Eagle Harbour and Queens. However by the end of the month, as properties sold, the best bets for March may be homes between \$3 to \$4 million and +\$5 million in softer neighbourhoods. Call me to discuss.

For Sellers, there is strong Buyer demand in: Bayridge, Caulfield, Cypress, Sentinel Hill, Park Royal and Rockridge, and if the property is priced right: Glenmore, Rockridge, Dundarave, Old Caulfield and Upper Caulfield neighbourhoods.

### Downtown Vancouver & Coal Harbour:

Downtown is a condo market, and the hot price points are \$300,000 to \$500,000 and \$2.5 to \$2.7 Million.

The best opportunities for Buyers are in Coal Harbour within the \$500,000 to \$600,000 and \$800,000+ and between \$2 to \$2.25 million and \$2.75 to \$3 million. The most stable neighbourhood continues to be Central Downtown which remains firmly in balanced market territory, benefitting both Buyers and Sellers.

Con't page 2...

# Housing Sales for 2012

\*Source: Real Estate Board of Greater Vancouver March 2, 2012

PRICE RANGE	North Vancouver				West Vancouver				Vancouver West			
	DET	ATT	APT	TOTAL	DET	ATT	APT	TOTAL	DET	ATT	APT	TOTAL
UNDER \$199,999	0	0	3	3	1	0	0	1	0	0	7	7
200,000-299,999	0	0	25	25	0	0	2	2	1	0	24	25
300,000-399,999	0	1	52	53	0	0	6	6	0	2	144	146
400,000-499,999	0	2	29	31	0	0	4	4	1	8	115	124
500,000-599,999	1	9	13	23	0	1	1	2	1	8	55	64
600,000-699,999	2	13	5	20	0	1	4	5	0	9	48	57
700,000-799,999	28	12	1	41	2	1	2	5	0	7	32	39
800,000-899,999	29	6	1	36	2	5	3	10	0	11	22	33
900,000-999,999	22	4	1	27	2	1	0	3	1	3	15	19
1,000,000-1,099,999	26	2	0	28	1	0	0	1	2	7	11	20
1,100,000-1,199,999	12	1	0	13	6	0	1	7	3	5	9	17
1,200,000-1,299,999	12	0	0	12	5	1	1	7	7	6	4	17
1,300,000-1,399,999	10	0	0	10	9	0	0	9	8	1	9	18
1,400,000-1,499,999	3	0	0	3	7	0	1	8	12	0	7	19
1,500,000-1,599,999	3	0	0	3	4	1	0	5	16	1	7	24
1,600,000-1,699,999	5	0	0	5	3	0	0	3	13	0	3	16
1,700,000-1,799,999	2	0	0	2	3	0	1	4	21	0	3	24
1,800,000-1,899,999	0	0	0	0	7	1	0	8	13	2	4	19
1,900,000-1,999,999	0	0	0	0	1	0	0	1	15	1	1	17
2,000,000-2,099,999	1	0	0	1	4	0	0	4	11	0	0	11
2,100,000 +	4	0	0	4	50	1	1	52	138	2	14	154
<b>TOTALS</b>	<b>160</b>	<b>50</b>	<b>130</b>	<b>340</b>	<b>107</b>	<b>13</b>	<b>27</b>	<b>147</b>	<b>263</b>	<b>73</b>	<b>534</b>	<b>870</b>

Con't from previous page... For Sellers, Yaletown is showing signs of increased growth and has shifted from a balanced market in January to the top range of a Seller's market, indicating now is a good time to sell.

The average sales price was \$500,000. Sales grew by 39% compared to January.

In January, downtown Buyer habits indicated people were happy to pay 2% below list price, but in February they were paying 4% of list price on average.

I hope you found this information useful. If you would like to receive these monthly reports, please call me at 604.644.3634 or

email [dodi.t@shaw.ca](mailto:dodi.t@shaw.ca) to ensure we include you in next month's distribution. If you have any questions about your community or property I am always available to help. And if you know of anyone embarking on a Change of Lifestyle in 2012 your referrals are always welcome too!

*Dodi*

## Properties for Sale in your Neighbourhood



\$1,438,000

400 Monterey Avenue

2,968 sq.ft. 2 level  
5 bedroom & 4 bath  
In-Law suite

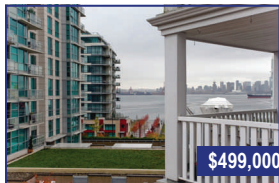
Prime Upper Delbrook with Views



\$599,000

201 - 3377 Capilano Crescent

Character, traditional detailing & charm!  
2 bedroom 2 bath corner unit  
Walking distance to Edgemont Village  
Immediate Possession!



\$499,000

307 - 137 East 1st Street

10 out of 10!  
Classic 2 bedroom 2 bath  
981 sq.ft. of customized finishing  
Heart of Lower Lonsdale!



\$1,546,000

584 Barnham Place

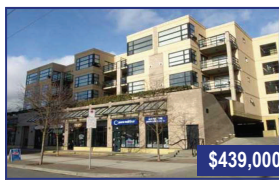
British Properties 20,825 sq.ft. Lot!  
Immaculate 4 bedroom & 3.5 bath  
Beautiful mountain views  
Immediate Possession!



\$988,000

3420 Delbrook

A real family home!  
Newly renovated 4 bedroom & 2 bath  
3,226 sq.ft. 2 level  
Views of scarlet sunsets!



\$439,000

410 - 124 West 3rd Street

A dream priced below assessed value!  
2 bedroom 2 bath & den  
875 sq.ft. open plan at The Vogue  
Immediate Possession!

**For properties in your price range call... 604.644.3634**

The material in this publication is provided for your informational purpose only and is not intended to substitute professional advice. Information is from sources believed reliable but should not be relied upon without verification. This communication is not intended to induce a breach of an existing agency agreement.