

## RECENT SALES

**14 - 2246 Folkestone Way**  
West Vancouver

**903 - 567 Lonsdale Avenue**  
North Vancouver

**202 Rondoal Crescent**  
North Vancouver

**767 East St. James Road**  
North Vancouver

Real Estate Info Letter  
Winter 2012  
Compliments of:

**Dodi Thorhaug**

RE/MAX

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**From the Desk of**

*Dodi Thorhaug*

Servicing Vancouver's North Shore and Coal Harbour!

## Welcome to 2012

In January, The Real Estate Board of Greater Vancouver reported that overall home prices continued to experience more stability & less fluctuation compared to the beginning of 2011. January 2012's new listing count was the highest January in Greater Vancouver since 1995. "We're seeing trends emerge in our market that favour buyers, such as increased selection and more stability in pricing compared to this time last year." Rosario Setticas, REBGV president said. "Last month's activity tells us that competition amongst home buyers was reduced in January, which means that individuals looking to purchase a home had more time to do their homework, consult with their REALTOR® & make a decision."

Even with the increase in new listings, detached home prices are not dropping. Equity earned in your home is stable. Compared to 1 year ago, the benchmark price for a detached property increased by 11.3% in Greater Vancouver, by 11% in North Vancouver, & 18.2% in West Vancouver. The benchmark price for Townhomes remained flat in our markets, & condos averaged between 2.4% to 4.8% growth in their benchmark prices.

How does this translate if you plan on selling? The current market will bring out the Buyers, qualified serious Buyers. Pricing your home right will be vitally important. Driving more offers will depend on maximizing the marketing reach of your property in front of potential Buyers. As we move into the New Year I see stability in a tight economic market. Good product will sell extremely fast. The absorption rate on condos will be strong, and overall we will stay in balanced market territory, where both Sellers and Buyers can benefit. I believe every property I list has a market. My marketing strategies bring the perfect Buyer to your door. Success starts with a plan, let's get started!

*Dodi*

## Real Estate Rocks!

Owning a home is an investment. It's not usually a sure-fire way to get rich quick but over the course of many years, even through times of economic turmoil, you can build wealth.

Just for fun, let us take a look back through the centuries and see what others had to say about home ownership and see if public opinion changed between then and now.

"I would give a thousand rulings of sea for an acre of barren ground." Shakespeare (1763-1616)

"Buy on the fringe and wait. Buy land near a growing city! Buy real estate when other people want to sell. Hold what you buy!" Jon Jacob Astor (1763-1848)

"Landlords grow rich in their sleep." Jon Stuart Mill (1806-1873)

"Ninety percent of all millionaires become so through owning real estate." Andrew Carnegie (1835-1919)

"Buying real estate is not only the best way, the quickest way, the safest way, but the only way to become wealthy." Marshall Field (1835-1906)

"Every person who invests in a well-selected real estate in a growing section of a prosperous community adopts the surest and safest method of becoming independent, for real estate is the basis of wealth." Theodore Roosevelt (1858-1919)

"Real estate cannot be lost or stolen, or can't be carried away. Purchased with common sense, paid for in full, and managed with reasonable care, it is about the safest investment in the world." Franklin D. Roosevelt (1882-1945)

Let's take a snapshot of BC Real estate just ten years ago to see if these quotes still ring true today.

At that time you could pick up a single detached home in Greater Vancouver for an average price of \$369,000 and in Victoria \$259,000 and the Fraser Valley \$253,000.



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page 2...

## Carbon Monoxide: What You Need To Know



Carbon monoxide (CO) is an odorless, colorless and toxic gas.

Because it is impossible to see, taste or smell the toxic fumes, CO can make you very sick, or even kill you before you are aware it is in your home.

It is produced when fuels such as wood, propane, oil, natural gas, kerosene, gasoline, diesel, coal or charcoal do not burn properly.

### Health effects associated with Carbon Monoxide

CO can have a significant impact on human health. It enters the bloodstream through the lungs and forms carboxyhemoglobin, a compound that inhibits the blood's capacity to carry oxygen to organs and tissues.

Persons with heart disease are especially sensitive to CO poisoning. Infants, elderly persons, and individuals with respiratory diseases are also particularly sensitive. CO can affect healthy individuals, impairing exercise capacity, visual perception, manual dexterity, learning functions, and ability to perform complex tasks.

A person exposed to CO at low concentrations may display flu-like symptoms, such as headaches, nausea, fatigue, dizziness, drowsiness, burning eyes, confusion & unconsciousness. In severe

cases, prolonged exposure to CO could result in death. If anyone in your home experiences symptoms of carbon monoxide poisoning, leave your home immediately, seek medical help and call 911 or your local fire department.

### How to protect yourself

Proper installation, inspection and maintenance of fuel-burning equipment is your first line of defence against harmful releases of CO in your home. Have your fuel burning equipment checked regularly by a licensed heating, ventilation and air conditioning (HVAC) contractor. As a second line of defence, install one or more CO Alarms.

### Other steps to reduce exposure to Carbon Monoxide in your home

- Keep gas appliances properly adjusted.
- Consider purchasing a vented space heater when replacing an unvented one.
- Use proper fuel in kerosene space heaters.
- Install and use an exhaust fan vented to outdoors over gas stoves.
- Open flues when fireplaces are in use.
- Choose properly sized wood stoves that are certified to meet EPA emission standards. Make certain that doors on all wood stoves fit tightly.
- Have a trained professional inspect, clean, and tune-up central heating systems (furnaces, flues, and chimneys) annually. Repair any leaks promptly.
- Do not idle the car inside garage.

Be Safe!

## REAL ESTATE ROCKS!

Con't from page 1

Those days are long gone of course, but these figures should leave no doubt that real estate is a great place to park your money because as of the end of August, 2011 the average prices were \$1,180,947, \$619,000 and \$573,599 respectively.

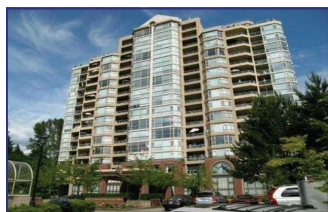
Basically, housing prices have risen steadily over the last 25 years. While there are different reasons for this, one of the most important is the fact the Lower Mainland is hemmed in by borders, mountains and ocean. Our inability to grow outward puts constraint on the land and pushes the price of that land up.

So what are the real estate gurus in this day and age saying about real estate ownership?

Well, internationally acclaimed personal finance expert Suze Orman says, "Owning a home is a keystone to wealth...both financial affluence and emotional security." Donald Trump says, "Well real estate is always good."

Some things never change!

## Condos for Sale in your Neighbourhood



**401 - 1327 East Keith Road**  
2 bedroom 2 bath  
1,088 sq.ft. SW Corner Unit  
Proudly offered at \$399,000



**302 - 183 West 23rd Street**  
Professionally decorated 1 bedroom  
Live local everyday  
Proudly offered at \$329,000



**211 - 1345 Comox Street**  
Sunny South facing 1 bedroom  
Heart of The West End  
Proudly offered at \$349,000



**204 - 137 East 1st Street**  
Stunning 1 bedroom & den  
Live the lifestyle in Lo Lo!  
Proudly offered at \$369,000

## Selling Your House: When Will You Get the Best Value?



People decide to sell for a wide variety of reasons. It could be a work related move, expansion to make space for new arrivals, or less need for space as people downsize in retirement. Some people just fancy a change every once in a while and others decide to cash in when they think they've ridden prices as far as they can.

So is there a good time of the year to sell? In most cases certain times of the year are definitely more favourable than others.

### Should I list my house in the Spring?

The Spring Market is the most traditional time to list a property for sale. Buyer demand builds steadily, sales usually peak in April and May, and stay strong in June and July .

The days are getting longer, the sun is shining brighter, the tulips are blooming, and Buyers are motivated to change their lifestyles.

Tax refunds have arrived to help with down payments, and it's a good time of the year to target families planning to move. A full 60 percent of real estate moves take place in Summer, which means the purchase would be made in Spring.

For families, purchasing a property now, means children will have time to adjust to the new neighbourhood over the Summer before starting at a new school in September. Many families will buy as early January or February to take possession in June.

Closing a sale can take weeks, so it's a good idea to list your home early in the season.

### The downsides to the Spring Real Estate Market

You are not the only Seller who is aware of the importance of selling now. You may find the competition against comparable properties like yours is high, and in some areas there may be a market slow down which may drive prices down further. Your pricing strategy to drive Buyers and offers will be very important now.

In addition, there may be more 'lookers' in Spring, nosy neighbours and window shoppers.

### What about selling my house in the Summer?

Sales activity during late Summer may not be as busy as in the Spring, but listing now still has its advantages.

Buyers during this time are serious about buying, and are very motivated to find their dream home.

At this time of year, there may be less inventory on the market, increasing the chance yours will sell at a good price. Longer daylight hours assist with showings, and accommodate more potential Buyers.

Showing your house to its best advantage is always very important, and the easiest time to do this is in the Summer. By creating curb appeal, highlighting the outdoor lifestyle, and making the property sparkle you will attract Buyers to make strong offers.

### Selling your property in the Fall

The Fall is probably the second busiest time in real estate. Kids are back at school, vacation time is over and many people use this time to look for new houses. Often the Buyers will target Christmas vacation as a good time to move. You will find that this market kicks in right after Labour Day and runs through late November.

Inventory may jump slightly, so be aware Winter is coming. If you are selling during the Fall, be sure not to overprice your property. If it does not sell before the holidays you may be forced to reduce the price more than you would like.

### Is it possible to still sell in Winter?

Absolutely! There are many good reasons to put your property on the market at this time of year. In Winter it is essential to price your house correctly. There will be a limited amount of Buyers, so make sure that they don't over look the property because of price.

The good news regarding Winter Buyers is that you can be sure they are serious and qualified. Most people don't have the time to be window shopping or looking at houses with no intention of buying during the holiday season. The same will hold true for the cold month of January. If a Buyer makes an appointment to see your house during this time of year, he or she will most likely be a serious Buyer.

In addition, your house may be decorated for the holidays and this is a great time to show potential buyers how warm and inviting your home is.

### Talk to Dodi

Seasonal ups and downs in the market are not absolutes. On the West Coast people house-hunt year round.

Of course selling in the 'hot season' isn't the whole story. For the most impact try to list in a Seller's or balanced market.

You also need to pay attention to the economy of your micro market, the demand for properties in your neighbourhood and the current forecast on mortgage rates.

The housing market's seasonal swings are just one of the many factors you will want to take into your account when deciding what time of the year to sell your home.

Everything has a season including selling your house. Listing at the right moment could mean more money in your pocket.

If you are planning on changing your lifestyle in 2012 know that every property has a market. My marketing strategies bring the perfect Buyer to your door.

Success starts with a plan. Let's get started!

# Housing Sales for 2012

\*Source: Real Estate Board of Greater Vancouver February 6, 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	5	5
200,000– 299,999	0	0	9	9	0	0	1	1	1	0	14	15
300,000-399,999	0	0	13	13	0	0	3	3	0	1	57	58
400,000-499,999	0	1	13	14	0	0	2	2	0	2	49	51
500,000-599,999	0	7	7	14	0	0	0	0	0	1	17	18
600,000-699,999	1	4	2	7	0	0	2	2	0	5	21	26
700,000-799,999	13	9	1	23	0	0	0	0	0	4	16	20
800,000-899,999	10	2	0	12	1	1	1	3	0	2	4	6
900,000-999,999	8	2	0	10	0	0	0	0	0	0	3	3
1,000,000-1,099,999	11	1	0	12	0	0	0	0	2	4	3	9
1,100,000-1,199,999	1	0	0	1	3	0	0	3	1	1	3	5
1,200,000-1,299,999	3	0	0	3	3	0	0	3	3	2	2	7
1,300,000-1,399,999	5	0	0	5	5	0	0	5	4	1	2	7
1,400,000-1,499,999	0	0	0	0	1	0	0	1	3	0	2	5
1,500,000-1,599,999	1	0	0	1	1	0	0	1	6	1	3	10
1,600,000-1,699,999	2	0	0	2	0	0	0	0	3	0	1	4
1,700,000-1,799,999	1	0	0	1	1	0	0	1	5	0	2	7
1,800,000-1,899,999	0	0	0	0	2	1	0	2	5	1	1	7
1,900,000-1,999,999	0	0	0	0	1	0	0	1	7	0	1	8
2,000,000-2,099,999	0	0	0	0	1	0	0	1	3	0	0	3
2,100,000 +	1	0	0	1	19	1	1	21	43	1	1	45
<b>TOTALS</b>	<b>57</b>	<b>26</b>	<b>48</b>	<b>131</b>	<b>39</b>	<b>3</b>	<b>10</b>	<b>52</b>	<b>86</b>	<b>26</b>	<b>211</b>	<b>323</b>

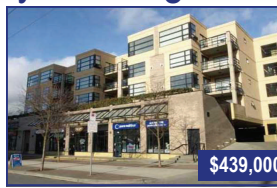
## Properties for Sale in your Neighbourhood



270 East 2nd Avenue

Stunning ground level live/work!  
1,208 sq.ft. Loft  
2 bedroom 2 bath with private entrance  
Immediate possession!

\$695,000



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!

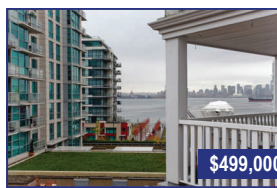
\$439,000



500 Ventura Crescent

Prime Upper Delbrook!  
Rare opportunity to custom build  
Expand harbour views  
15,040 sq.ft. Lot on cul-de-sac!

\$909,000



307 - 137 East 1st Street

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

\$499,000



483 West Queens Road

4 bedroom & 2 bath!  
Central Lonsdale 2 level  
Inviting covered deck  
Recently renovated!

\$799,000



5799 Grousewoods Crescent

Quiet crescent & south facing  
Immaculate 5 bedroom & 3.5 baths  
3,226 sq.ft. 3 level  
Beside babbling brook & quiet green space

\$1,060,000



4164 Madeley Road

3,757 sq.ft. of quality finishing!  
Immaculate 5 bedroom & 3.5 bath  
Tranquil setting & impeccable gardens  
Room for nanny & home office!

\$1,249,000



4180 Madeley Road

3,325 sq.ft. 3 level Cape Cod!  
5 bedroom & 3.5 baths  
Cherry maple kitchen  
Tranquil & private on Mission Creek!

\$1,198,000

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

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