

RECENT SALES



250 28th Street
West Vancouver



540 Hermosa Avenue
North Vancouver



3887 St. Georges Avenue
North Vancouver



1402 - 140 East Keith Road
North Vancouver

Real Estate Info Letter
September 2012
Compliments of:

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From the Desk of

Dodi Thorhaug

Servicing Vancouver's North Shore and Coal Harbour!



Welcome to Fall!

I hope everyone is enjoying our beautiful September weather!

As part of my ongoing commitment to keep you up-to-date on real estate news, I've summarized for you the latest stats from the Real Estate Board of Greater Vancouver along with my thoughts on how our micro markets have performed over the summer.

While we usually expect a slow down in sales during the summer months, due to vacations, the Board reports that in many parts of Greater Vancouver, such as Vancouver West and Richmond, sales were slower than expected. Sellers continued to outnumber Buyers during August.

Vancouver Westside reported a Buyer's market: 9 out of every 100 homes selling and the average sales price remained virtually unchanged at \$2,030,000. Richmond experienced a 10% drop in average sales price to \$925,000 with 6 in 100 homes selling.

In North Vancouver we fared better and continued to experience the lower end of a balanced market, in which both Sellers and Buyers achieved their real estate objectives with the right advice and strategy.

Overall our sales prices have remained relatively stable. In North Vancouver the average sales price for a detached home in August 2012 was \$1,060,000 compared to \$880,000 in August 2011. That's a 20% gain in price despite a 4% increase in homes listed for sale and a 13% decline in actual unit sales.

The same can be said for North Van attached properties. In August the average sales price for a condo was \$411,500 compared to \$365,000 in August 2011. That's 12.7% growth in average sales price despite a +13.6% in condo listings and a 4.8% decline in actual unit sales compared to 2011.

While the news about our prices can be reassuring, what do the average days on market tell us?

In North Vancouver the average days on market for a detached property was 33 days in 2012, 38 days in 2011 and 34 in 2010. I am quite proud to report that in 2012, my sales have paced better than normal with an average of 30 days on market. Proving that a well marketed and well priced house should sell ahead of the curve.

The average days on market for a North Van condo was 37 in 2012, 36 in 2011 and 29 in 2010. The increase in the time it takes a unit to sell relates directly to the +13.6% increase in inventory for sale in 2012. I'm personally keeping a close eye on this category. With the promise of employment growth along the harbour, the desire to live close to work should increase demand benefitting Sellers.

Real estate is my passion. I continue to work ahead of the market to ensure success for my clients, their families and friends. The fall is always a good time to revisit your Real Estate goals. If you have any questions, or know of someone who could benefit of my expertise, do not hesitate to call.

Dodi

North Vancouver Detached August 2012*

	July 2012	Aug 2012	+/-
Inventory	379	371	-2.11%
Units Sold	60	51	-15%
Average Price	\$1,017,500	\$1,060,000	+4.2%
Hot for Sellers	Boulevard, Forest Hills, Grousewoods, Pemberton Heights, Princess Park, Roche Point		
Hot for Buyers	Capilano Highlands, Westlynn		

North Vancouver Attached August 2012*

	July 2012	Aug 2012	+/-
Inventory	573	497	-13.3%
Units Sold	80	60	-25%
Average Price	\$419,950	\$411,500	-2.1%
Hot for Sellers	Canyon Highland, Pemberton		
Hot for Buyers	Central Lonsdale, Northlands, Seymour		

West Vancouver Detached August 2012*

	July 2012	Aug 2012	+/-
Inventory	499	479	-4.01%
Units Sold	46	24	-47.3%
Average Price	\$1,977,500	\$2,079,000	+5.3%
Hot for Sellers	Old Caulfield, Whytecliff		
Hot for Buyers	Altamont, Ambleside, British Properties, Dunderave, Eagle Harbour, Gleneagles, Queens		

Downtown Attached August 2012*

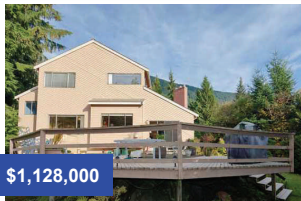
	July 2012	Aug 2012	+/-
Inventory	1334	1176	-11.8%
Units Sold	176	152	-13.6%
Average Price	\$467,000	\$505,000	+8.1%
Hot for Sellers	Yaletown		
Hot for Buyers	Coal Harbour		

Housing Sales January to August 2012

*Source: Real Estate Board of Greater Vancouver September 5 2012

PRICE RANGE	North Vancouver				West Vancouver				Vancouver West			
	DET	ATT	APT	TOTAL	DET	ATT	APT	TOTAL	DET	ATT	APT	TOTAL
UNDER \$199,999	2	0	6	8	3	0	1	4	0	0	19	19
200,000-299,999	0	1	130	131	0	0	6	6	1	2	154	157
300,000-399,999	0	12	190	202	0	0	15	15	1	12	612	625
400,000-499,999	1	21	130	152	0	0	12	12	1	14	601	616
500,000-599,999	4	51	69	124	0	1	7	8	3	39	350	392
600,000-699,999	15	56	20	91	1	4	18	23	1	52	239	292
700,000-799,999	85	36	15	136	4	3	12	19	1	34	132	167
800,000-899,999	126	22	3	151	6	10	9	25	2	55	109	166
900,000-999,999	109	8	4	121	12	6	4	22	7	33	67	107
1,000,000-1,099,999	86	3	2	91	10	1	4	15	14	33	48	95
1,100,000-1,199,999	65	4	0	69	19	5	5	29	16	25	31	72
1,200,000-1,299,999	63	7	0	70	23	3	6	32	29	29	21	79
1,300,000-1,399,999	44	0	0	44	27	4	3	34	40	17	29	86
1,400,000-1,499,999	26	0	0	26	21	3	2	26	45	6	22	73
1,500,000-1,599,999	21	0	0	21	26	5	2	33	67	3	16	86
1,600,000-1,699,999	15	0	0	15	29	2	3	34	55	6	7	70
1,700,000-1,799,999	12	0	0	12	22	0	3	25	58	1	10	69
1,800,000-1,899,999	7	0	0	7	29	1	0	30	46	3	11	60
1,900,000-1,999,999	2	0	0	2	16	2	0	18	46	2	8	56
2,000,000-2,099,999	5	0	0	5	15	1	1	17	36	3	4	43
2,100,000 +	18	0	0	18	190	5	5	200	454	13	55	522
TOTALS	708	221	569	1,496	267	32	64	363	544	201	1,291	2,036

Properties for Sale in your Neighbourhood...see www.dodisellshomes.com for details!



\$1,128,000

5573 Nancy Greene Way



\$1,588,000

4420 Starlight Way



\$999,000

554 East Braemar Road



\$969,000

1034 Cloverley Street



\$749,000

1314 Mountain Highway



\$675,000

206 - 3389 Capilano Crescent



\$399,000

313 - 2059 Chesterfield Ave



\$349,000

605 - 345 Lonsdale Avenue



\$329,900

906 - 124 West 1st Street



\$283,000

414 - 960 Lynn Valley Road



\$228,000

210 - 330 East 1st Street



\$219,900

202 - 2004 Fullerton Avenue

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

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