



July 2013

604.644.3634

dodi.t@shaw.ca

www.dodisellshomes.com

DodiSellsHomes

RE/MAX Dodi Thorhaug Realty Inc.

101 - 2609 Westview Drive, North Vancouver, V7N 4M2



Know the name...
...Trust the service!

Your insight into the current real estate market.

Just sold!

2551 Belloc Street
3498 Anne Macdonald Way
12 - 849 Tobruck Avenue
438 Crestwood Avenue
581 Silverdale Place



From The Desk of Dodi

Top 1% of all REALTORS® In Greater Vancouver

Welcome to the official start of summer!

I hope you enjoyed the latest issue of the Blockwatch newsletter, they are a great organization and I'm proud to sponsor them. Stay tuned for news about the RCMP Musical Ride, galloping into North Vancouver on August the 21st .

As part of my ongoing commitment to keeping you informed about your real estate market, this issue of my newsletter focuses on the five year trends, how they compare to the first half of 2013, and what we are forecasting for the rest of the year.

Inside you'll find the 2008 to 2012 recaps on key market indicators: median sales price, sale price/sq.ft., sales to list price, average days on market, and units sold for North Vancouver, West Vancouver and Coal Harbour.

I've also included the latest stats for March, April and May of 2013, where we have experienced balanced or better conditions.

I hope you find the data helpful. If you would like to discuss the trends, or how to capitalize on the current market, call me to discuss your plans. And if you know of someone who needs my services, your referrals are always welcome.

Real estate is my passion, and I continue to stay focused on the demands of the market. Let's talk soon.

Detached Property Median Sales Price

Average Growth	2012 vs 2011	2012 vs 2008
Vancouver Westside	0%	41%
Richmond	0%	38%
North Vancouver	6%	13%
Neighbourhoods that exceeded North Vancouver averages	Canyon Heights, Capilano, Delbrook, Dollarton, Hamilton Heights, Lynnmour, Norgate, Pemberton, Queensbury, Seymour and Tempe	
West Vancouver	6%	28%
Neighbourhoods that exceeded West Vancouver averages	Altamont, Ambleside, British Properties, Caulfeild, Cedardale, Chartwell, Cypress Park, Gleneagles, Panorama Village, Queens, Rockridge	
	*Upper Caulfeild & Whitby Estates posted +20% growth in 2012	

*Complete 5 Trend Comparisons for North Vancouver, West Vancouver and Coal Harbour are on reverse page.

The Five Year Trend:

After 5 years of challenging economic news, and predictions about looming market corrections in Greater Vancouver, the results are in and tell a somewhat different story for the North Shore. There were fewer overall sales in our market compared to peak years, but homes are still selling well and equity growth was positive, if moderate. The average price of a detached home in North Vancouver grew by 13% over the last 5 years and by 28% in West Vancouver, while attached properties maintained their value with growth of 3% despite the economic concerns post 2008. Where we have seen the most change is in the decrease in units sold, specifically in 2012. One can speculate the tightening of mortgage rules has had an affect on buyers. For most of 2012 our micro markets were hovering in balanced territory - good opportunities for both sellers and buyers with negotiations close to asking price.

“Despite the economic news throughout 2008 to 2012 predicting market corrections, property values on the North Shore experienced growth.”

Coal Harbour	2008	2009	2010	2011	2012	Variance 2012 vs 2011	Variance 2012 vs 2008
Median Sales Price	\$417,000	\$430,000	\$428,000	\$457,500	\$490,000	-7%	2%
Sale Price/sq.ft.	\$621	\$596	\$635	\$656	\$651	-1%	5%
Sales to List Price	97%	97%	98%	98%	98%	0%	1%
Days on market	26	23	29	26	31	19%	19%
Units sold	2,172	3,359	2,817	2,793	2,174	-22%	0%

North Vancouver Detached	2008	2009	2010	2011	2012	Variance 2012 vs 2011	Variance 2012 vs 2008
Median Sales Price	\$875,000	\$825,000	\$870,000	\$930,000	\$988,000	6%	13%
Sale Price/sq.ft.	\$359	\$333	\$364	\$384	\$397	3%	11%
Sales to List Price	98%	99%	99%	99%	99%	0%	1%
Days on market	19	21	19	17	18	6%	-5%
Units sold	812	1,097	942	1,179	919	-22%	0%

North Vancouver Condo & Townhome	2008	2009	2010	2011	2012	Variance 2012 vs 2011	Variance 2012 vs 2008
Median Sales Price	\$412,500	\$394,000	\$420,000	\$414,000	\$425,000	3%	3%
Sale Price/sq.ft.	\$426	\$402	\$425	\$420	\$420	0%	-1%
Sales to List Price	98%	99%	98%	99%	97%	-2%	-1%
Days on market	22	23	23	28	29	4%	32%
Units sold	997	1,395	1,169	1,214	1,024	-16%	3%

West Vancouver Detached	2008	2009	2010	2011	2012	Variance 2012 vs 2011	Variance 2012 vs 2008
Median Sales Price	\$1,469,000	\$1,295,000	\$1,485,000	\$1,775,000	\$1,882,500	6%	28%
Sale Price/sq.ft.	\$503	\$420	\$470	\$556	\$603	8%	20%
Sales to List Price	94%	94%	99%	99%	96%	-3%	2%
Days on market	43	53	39	20	31	55%	-28%
Units sold	43	684	707	1,149	596	-48%	32%

Spring Market 2013

The BC Real Estate Association forecasts 2013 will be a year of transition for BC's housing market, with predictions of a faster growing economy in the 2nd half of 2013 through 2014 supporting a growth trend in housing demand. This Spring the market showed signs their forecast is proving true. Over the last three months a closer relationship between home buyer demand and the supply of homes for sale has been having a stabilizing impact on home prices in Greater Vancouver. There is strong evidence consumer confidence is returning and the "wait-and-see" approach is slowly changing.

"Spring delivered greater balance to Greater Vancouver housing markets, stabilizing home prices over the last three months."

Vancouver Downtown	March 2013	April 2013	May 2013	2011	2012
Average Sale Price	\$506,250	\$467,000	\$467,000	\$457,500	490,000
Total Inventory	178	190	178		
Total Sales	29	18	27		
Days on Market	30	28	25	26	31
% to List Price	97.6%	97.6%	96.4%	98%	98%

The current market absorption rate of listings in downtown Vancouver averages at 9.5 months. With the sales to listing ratio indicating a balanced market.

North Vancouver Detached	March 2013	April 2013	May 2013	2011	2012
Average Sale Price	\$936,000	\$1,025,000	\$935,500	\$930,000	\$988,000
Total Inventory	374	461	462		
Total Sales	113	119	118		
Days on Market	13	18	12	17	18
% to List Price	98.5%	97.6%	98.6%	99%	99%

The current market absorption rate of listings for North Vancouver Detached averages at 5 months. With the sales to listing ratio indicating a Seller's market.

North Vancouver Condo & Townhome	March 2013	April 2013	May 2013	2011	2012
Average Sale Price	\$422,000	\$437,000	\$487,250	\$414,000	\$425,000
Total Inventory	488	576	597		
Total Sales	88	100	94		
Days on Market	29	34	40	28	29
% to List Price	98.5%	97.6%	98%	99%	97%

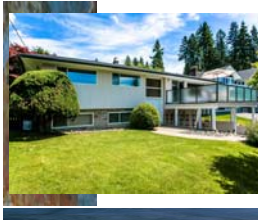
The current market absorption rate of listings for North Vancouver Attached averages at 7.2 months. With the sales to listing ratio indicating a balanced market.

West Vancouver Detached	March 2013	April 2013	May 2013	2011	2012
Average Sale Price	\$1,800,000	\$2,138,750	\$1,797,750	\$1,775,000	\$1,882,500
Total Inventory	160	175	170		
Total Sales	18	21	24		
Days on Market	38	37	70	20	31
% to List Price	98.3%	97.4%	94.4%	99%	97%

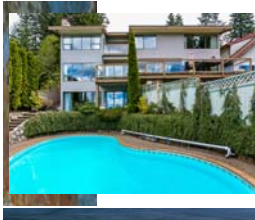
The current market absorption rate of listings for West Vancouver Detached averages at 11.5 months. With the sales to listing ratio hovering at the low end of a balanced market.

FOR SALE

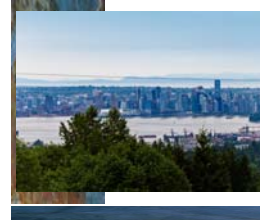
More details at:
dodisellshomes.com



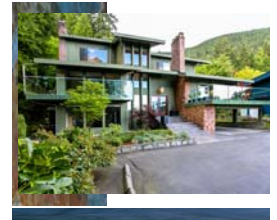
460 Genoa Crescent
Spotless. 10,850 sq.ft. lot
\$1,288,000



200 Montroyal Blvd
Harbour views. 3,998 sq.ft.
\$1,399,000



4420 Starlight Way
180° views. Dream garden
\$1,588,000



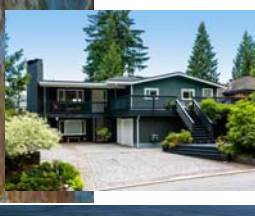
5190 Redonda Drive
Fabulous reno & views!
\$1,749,000



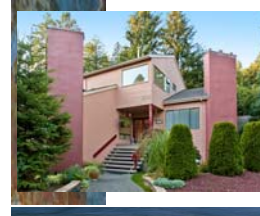
1205 - 199 Victory Ship Way
Sub penthouse. Views!
\$869,900



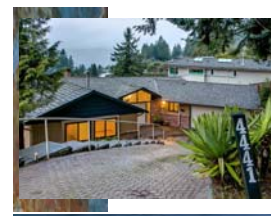
659 East St. James Rd
Princess Park charmer
\$999,000



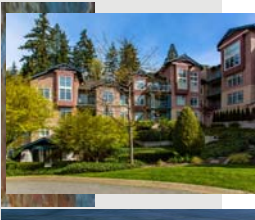
1685 Langworthy St
Perfect family home & pool
\$1,048,000



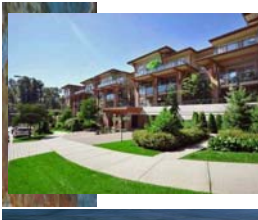
5573 Nancy Greene Way
Immaculate. Grousewoods
\$1,088,000



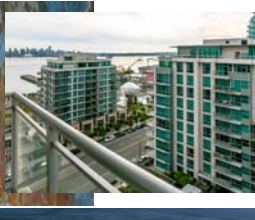
4441 Prospect Road
Prime Upper Delbrook
\$1,168,000



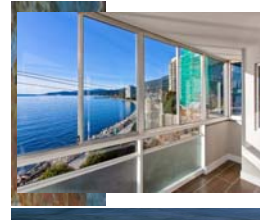
106 - 1140 Strathaven Dr
2 Bedroom 2 Bathroom
\$499,000



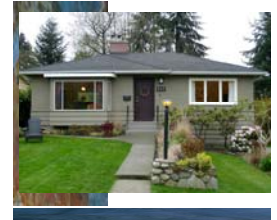
329 - 1633 MacKay Ave
2 Bedroom 2 Bathroom
\$419,000



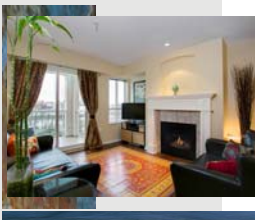
1508 - 188 E. Esplanade
15th floor. View 2 bedroom
\$589,000



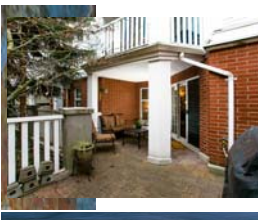
304 - 2246 Bellevue Ave
Stunning view 1 bedroom
\$699,900



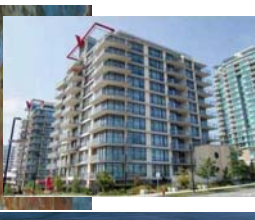
547 West 24th St
1,954 sq.ft. family home
\$799,000



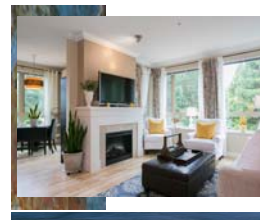
205 - 365 East 1st St.
Upgraded 1 bedroom
\$338,000



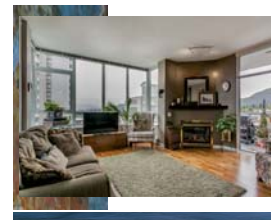
112 - 147 East 1st Street
Garden 1 bedroom & den
\$368,900



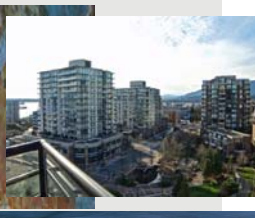
707 - 172 Victory Ship Way
Water view 1 bedroom
\$499,000



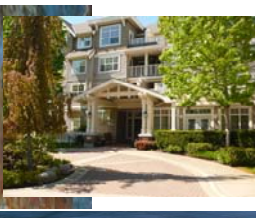
311 - 1111 East 27th St
Corner 2 bedroom & Den
\$599,000



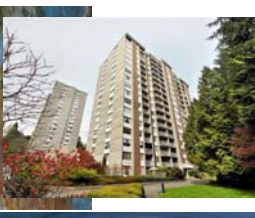
402 - 120 West 16th St
Corner 2 bedroom
\$599,900



906 - 124 West 1st St
9th Floor 1 bedroom gem
\$335,000



414 - 960 Lynn Valley Rd
55+ Top floor 1 bedroom
\$269,000



202 - 2004 Fullerton Ave
Riverside 1 bedroom
\$239,000

Great Things Happen
When We Work Together!



Dodi Thorhaug



604.644.3634



Rachael Heron, PREC

