

**DON EILERS**

July 2010

## **WEST VANCOUVER MARKET UPDATE**



‘Talk from Don’

### **LET’S BE BLUNT!**

The market continues to plod along here in West Vancouver. Looking more closely at the market, we see homes that are priced to sell (and I mean *sharply* priced) continue to get multiple offers and sell for the correct price. Homes that are at all over priced are just sitting, hence why we have seen the inventory of homes for sale reach 574 this month. A more normal amount would be 425 to 450 homes for sale at this time of year.

As far as sales go we are at about 50% of last year’s June market, and at the same level as June 2008. To be blunt, it’s a tough market and absolutely everything must be done all the time in order to generate a sale. There are buyers, but they are not willing to overpay for a home in a market like we have now.

As always, it remains an exciting time in the real estate market here on the North Shore.

#### **WORKING HARD TO EARN YOUR FUTURE BUSINESS**

The Don Eilers Team continues to strive to give you a world class real estate experience. We want to earn your trust and appreciation for our advice, counsel and service, so much so, that you won’t “keep us a secret” and will recommend us to friends, again and again.

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