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CRAFTING REAL ESTATE SUCCESS

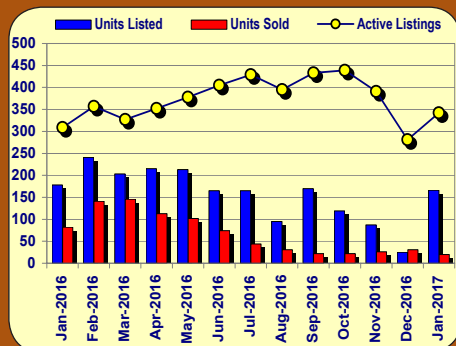
THE SNAPSHOT FOR FEBRUARY 2017

NORTH SHORE REAL ESTATE IN A WORD ... QUIET!

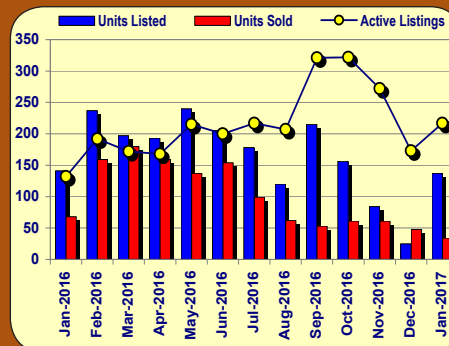
Home sales and inventory of listings are below our 10-year average which has been a troubling trend over the past 6 months. Sales in West Vancouver in the month of January 2017 were just 20 detached homes versus 82 in January of 2016. Sales in North Vancouver also fell dramatically with 34 detached homes selling in the month of January versus 68 in January of 2016.

The inventory of homes continues to remain low which is helping keep prices stable, however, I feel that as more homes come on the market (as we head toward the traditionally busy spring market), we will see a softening of prices throughout the remainder of the year.

WEST VANCOUVER - DETACHED



NORTH VANCOUVER - DETACHED



Over the past 24 years that I have been in the Real Estate business I have seen our market take some radical shifts which I have successfully navigated our clients through. Over 50% of my fellow Real Estate Professionals have joined this business since 2009 and do not know or understand 'Market Shifts'. Experience counts and our team has more than 50 years' experience buying and selling real estate in all types of markets.

As always Lauren, Jill and I would welcome the opportunity to assist you. From questions about your current tax assessment to what's going on in your neighbourhood, we are here to be your real estate advisors so don't hesitate to contact us at any time.

Cheers,

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