

DON EILERS

May 2010

WEST VANCOUVER MARKET UPDATE



'Talk from Don' INVENTORY ON THE RISE

Although we have seen a substantial increase in sales over the last year at this time, we have clearly not seen the same level of activity other areas of the Lower Mainland have seen. This would be partly due to our increasing inventory of homes for sale, which has currently reached 483 homes. This gives buyers a lot of choice within virtually all price ranges. In a market like this patience is the key, as well as being sharply priced. We are expecting the activity to remain stable throughout the month of May and into June.

Another interesting tidbit is that we have also noticed builders have been stepping back into the market. They are building spec homes even though we have the looming HST coming into effect July 1st. The return of builders is good news as they are demonstrating some confidence in the market, which has not lately been the case.

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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