

## NORTH VANCOUVER MARKET UPDATE

‘Talk from Don’

### JUST THE FACTS! PLEASE!

Yes, the market is slower here in North Vancouver, and yes prices have dropped, in some cases more than others. In October we have seen house sales fall from 100 in 2007 to just 29\* sales so far this month.

Although these numbers seem more like doom and gloom, we need to keep in mind prices are still up 52% over the past 5 years. Also, the benchmark\*\* price is sitting around \$800,000.

The bottom line is that homes continue to sell albeit slower than the in last few years. Now more than ever it is important that you have an experienced agent to guide you through this challenging time.

It remains an exciting time in the real estate market here on the North Shore.



#### Testimonial from a Satisfied Client:

*“...One of the things I appreciate about you and your team was your realistic assessment of the market. Too often realtors are positive about the market to a point of having blinders. I appreciated you guys not blowing smoke. We wish you the best of luck. Should anyone ask about realtors on the North Shore, your team has our endorsement.”*

\*final October sales numbers not in at time of writing  
\*\*represents a “typical property” within each market

### WORKING HARD TO EARN YOUR FUTURE BUSINESS

Both Lauren and I continue 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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