

DON EILERS

January 2009

NORTH VANCOUVER MARKET UPDATE

'Talk from Don'

STATISTICS

According to the statistics if you bought your home prior to 2003 your home has appreciated in value 36% since then. If, however, you bought it in 2007 you are down 17%. The market correction has been swift, widespread and ruthless, leaving no one untouched!

So far this year sales volume hasn't improved at all with homes taking longer to sell and purchasers calling the shots. Realistically if the vendor is unwilling to reduce their price to today's new market values, then the chances of getting an offer let alone a sale are very remote.

The number of sales fell dramatically in 2008 to 821 homes versus 1140 home sales in 2007. 289 sales were below \$800,000, 293 sales were between \$800,000 and \$1 million, and 248 sold for over a million dollars, topping out with a Deep Cove waterfront home that sold for \$3.1 million.

In today's market patience and an experienced Realtor[®] are the keys to a successful sale of your home. To get the facts on today's market value of your home, "Talk to Don".



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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