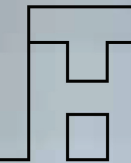


ALTAMONT  
AMBLESIDE  
DUNDARAVE

CEDARDALE  
SENTINEL HILL  
QUEENS



## MARKET TRENDS - SUMMER 2013

What an amazing summer in Vancouver! Hopefully you were able to enjoy quality time with your family. I know my family enjoyed many summer activities on the North Shore including the Harmony Arts Festival and the opening of the new John Lawson Adventure Park.

Real Estate activity on the North Shore had a slow start in 2013 as we adapted to an International driven market in 2011 and 2012 to a more balanced market of offshore and local buyers. I am pleased to report as of September 2013 we are in full recovery mode for most neighbourhoods in West Vancouver. Please note specific neighbourhood average prices vary and I have compiled exact averages on the back page of this Newsletter.

I am very pleased to report that I have just hired a full time Mandarin Speaking Assistant to deal with servicing the real estate needs of both Buyers and Sellers from Mainland China. This Manager of International Marketing will be translating all marketing materials, accompany me on all properties where Mandarin translation is requested and oversee the launch of my Mandarin Website. With over one-third of homes selling to this important demographic in specific neighbourhoods, I really feel I am providing Buyers and Sellers first class International marketing services and a competitive advantage.

**Average Price in West Vancouver** is currently \$2,281,000 compared to \$2,350,000 in 2012. A decrease of only 3%. 404 homes have sold in 2013 compared to 430 at the same time in 2012. A decrease of 6%. 592 homes are listed right now compared to 531 in 2012, which is an increase of 11 percent..

**Average Price in North Vancouver** is \$1,125,000 compared to \$1,170,000 in 2012. A decrease of 3%. 711 homes have sold in 2013 compared to 706 at the same time in 2012. Effectively no change. 399 homes are listed right now compared to 396 in 2012 which again is no change.

**Average Price in Vancouver Westside** is \$2,525,000 compared to \$2,451,000 in 2012. An increase of 3%. There has been an increase of 4% of the number of houses sold in 2013 compared to 2012.

Predictions for the next several months are a balanced and buoyant market for specific neighbourhoods in both North and West Vancouver.

**Thank you** for all your past and future referrals. It is always a great compliment to be able to help your family and friends with their real estate needs.

If you require any additional information, feel free to contact me.

**604.809.9777** [www.tomhassan.com](http://www.tomhassan.com)

Sincerely,  
*Tom*



# TOM HASSAN

Integrity. Every step of the way.



### NEIGHBOURHOOD COMPARISON REPORT - NORTH VANCOUVER

AREA	YEAR	AVERAGE	SALES	CHANGE	AREA	YEAR	AVERAGE	SALES	CHANGE
Blueridge	2013	26	\$984,000	1%	Lynn Valley	2013	91	\$964,000	-2%
	2012	32	\$974,000	▲		2012	76	\$992,000	▼
Boulevard	2013	36	\$1,185,000	18%	Lynnmour	2013	5	\$707,000	76%
	2012	16	\$997,000	▲		2012	2	\$401,000	▲
Braemar	2013	7	\$1,474,000	-1%	Norgate	2013	14	\$772,000	-1%
	2012	4	\$1,495,000	▼		2012	14	\$783,000	▼
Calverhall	2013	23	\$965,000	4%	Northlands	2013	6	\$1,245,000	-23%
	2012	16	\$929,000	▲		2012	7	\$1,623,000	▼
Canyon Heights	2013	69	\$1,276,000	-3%	Pemberton	2013	7	\$873,000	3%
	2012	63	\$1,322,000	▼		2012	9	\$846,000	▲
Capilano	2013	9	\$910,000	-24%	Pemberton Hts.	2013	21	\$1,010,000	-1%
	2012	11	\$1,207,000	▼		2012	17	\$1,030,000	▼
Central Lonsdale	2013	43	\$933,000	-5%	Princess Park	2013	14	\$1,027,000	3%
	2012	34	\$984,000	▼		2012	11	\$998,000	▲
Deep Cove	2013	24	\$1,117,000	-2%	Queensbury	2013	11	\$855,000	-18%
	2012	28	\$1,146,000	▼		2012	10	\$1,042,000	▼
Delbrook	2013	6	\$1,064,000	-8%	Roche Point	2013	8	\$1,178,000	34%
	2012	8	\$1,162,000	▼		2012	9	\$876,000	▲
Dollarton	2013	15	\$1,749,000	24%	Seymour	2013	12	\$911,000	-16%
	2012	17	\$1,406,000	▲		2012	17	\$1,089,000	▼
Edgemont	2013	38	\$1,508,000	10%	Tempe	2013	6	\$1,091,000	-3%
	2012	41	\$1,362,000	▲		2012	6	\$1,134,000	▼
Forest Hills	2013	29	\$1,406,000	-8%	Upper Delbrook	2013	24	\$1,209,000	-1%
	2012	29	\$1,534,000	▼		2012	20	\$1,219,000	▼
Grouse Woods	2013	9	\$1,022,000	-3%	Upper Lonsdale	2013	59	\$987,000	-9%
	2012	10	\$1,058,000	▼		2012	83	\$1,087,000	▼
Hamilton	2013	18	\$977,000	12%	Westlynn/ WL Terrace	2013	31	\$862,000	-3%
	2012	14	\$869,000	▲		2012	30	\$894,000	▼
Hamilton Height	2013	2	\$756,000	-32%	Windsor Park	2013	6	\$771,000	10%
	2012	3	\$1,115,000	▼		2012	11	\$865,000	▲
Indian River	2013	12	\$871,000	-8%	North Vanc. Apt.	2013	648	\$489,000	2%
	2012	16	\$951,000	▼		2012	743	\$479,000	▲
Lower Lonsdale	2013	14	\$826,000	-10%	North Vancouver	2013	696	\$1,080,000	-2%
	2012	10	\$920,000	▼		2012	676	\$1,101,000	▼

### NEIGHBOURHOOD COMPARISON REPORT - WEST VANCOUVER

AREA	YEAR	AVERAGE	SALES	CHANGE	AREA	YEAR	AVERAGE	SALES	CHANGE
Altamount	2013	14	\$4,044,000	-13%	Horseshoe Bay	2013	17	\$1,077,000	-20%
	2012	11	\$4,670,000	▼		2012	8	\$1,353,000	▼
Ambleside	2013	53	\$1,862,000	-4%	Howe Sound	2013	6	\$1,573,000	-2%
	2012	67	\$1,942,000	▼		2012	5	\$1,605,000	▼
Bayridge	2013	11	\$2,405,000	19%	Lions Bay	2013	9	\$827,000	-21%
	2012	21	\$2,028,000	▲		2012	14	\$1,054,000	▼
British Properties	2013	60	\$2,518,000	-7%	Queens	2013	14	\$2,765,000	-6%
	2012	53	\$2,717,000	▼		2012	13	\$2,962,000	▼
Canterbury	2013	4	\$4,379,000	7%	Rockridge	2013	3	\$2,970,000	-37%
	2012	3	\$4,064,000	▲		2012	4	\$4,738,000	▼
Caulfield	2013	27	\$1,991,000	-28%	Sentinel Hill	2013	18	\$1,900,000	20%
	2012	33	\$2,764,000	▼		2012	16	\$1,576,000	▲
Cedardale	2013	15	\$1,526,000	-10%	Upper Caulfield	2013	6	\$1,825,000	-13%
	2012	6	\$1,697,000	▼		2012	10	\$2,094,000	▼
Chartwell	2013	20	\$4,007,000	24%	Westbay Westmount	2013	16	\$2,752,000	8%
	2012	13	\$3,225,000	▲		2012	22	\$2,545,000	▲
Chelsea Park	2013	3	\$1,916,000	-4%	Westhill	2013	4	\$2,220,000	-19%
	2012	1	\$1,998,000	▼		2012	5	\$2,754,000	▼
Cypress & Sandy Cove	2013	4	\$1,182,000	-52%	Whitby Estates	2013	11	\$4,621,000	-13%
	2012	8	\$2,472,000	▼		2012	11	\$5,295,000	▼
Dundarave	2013	36	\$2,209,000	-1%	Whytecliff	2013	7	\$1,816,000	21%
	2012	34	\$2,225,000	▼		2012	4	\$1,498,000	▲
Eagle Harbour	2013	24	\$1,342,000	0.05%	Waterfront	2013	18	\$3,995,000	-13%
	2012	12	\$1,339,000	▲		2012	12	\$4,603,000	▼
Eagleridge Gleneagles	2013	11	\$2,234,000	11%	Ambleside Apt	2013	33	\$923,000	23%
	2012	15	\$2,016,000	▲		2012	44	\$748,000	▲
Glenmore	2013	4	\$1,121,000	-7%	Dundarave Apt	2013	37	\$1,280,000	5%
	2012	13	\$1,210,000	▼		2012	34	\$1,216,000	▲
					West Vancouver	2013	404	\$2,281,000	-2%
						2012	430	\$2,350,000	▼

**TOM HASSAN HAS BEEN ONE OF THE NORTH SHORES TOP AGENTS FOR OVER 22 YEARS.**

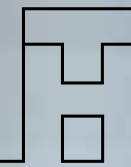
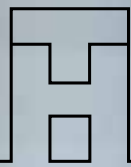
- Top 1% in North America (Prudential Real Estate) • #4 Prudential Sussex Realty (British Columbia) 2011, 2012.
- #1 Agent in Ambleside, Cedardale, Dundarave, Sentinel Hill and Queens, 2011 (Based on REBGV-Units Sold)

Choosing a REALTOR® who specializes in your neighbourhood provides a definite competitive advantage when buying or selling real estate. My goal is to attain the highest sale price for your home. Whether buying or selling, I commit to providing the highest level of customer service and integrity.



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# HOMES SOLD BY TOM HASSAN

# NEIGHBOURHOOD UPDATE

749 Anderson	1208 Gordon	910 Jefferson	3349 Marine	1840 Queens
856 Anderson	1217 Gordon	916 Jefferson	1086 Mathers	1511 Rena
2120 Argyle	1225 Gordon	1170 Jefferson	1166 Mathers	2490 Rosebery
1846 Bellevue	1259 Gordon	1227 Jefferson	1349 Mathers	2730 Rosebery
2119 Bellevue	1328 Gordon	1397 Jefferson	1538 Mathers	888 Sentinel
2150 Bellevue	1364 Gordon	1528 Jefferson	2304 Mathers	950 Sentinel
2203 Bellevue	1449 Gordon	1929 Jefferson	2337 Mathers	954 Sentinel
2271 Bellevue	2293 Gordon	235 Keith	2522 Mathers	2195 Shaftern
2246 Bellevue	1105 Haywood	465 Keith	3090 Mathers	945 Sherwood
2395 Bellevue	1155 Haywood	1105 Keith	3660 Mathers	914 Sinclair
2513 Bellevue	1408 Haywood	1261 Keith	3666 Mathers	814 Younette
1010 Braeside	1519 Haywood	974 Kings	3670 McKechnie	824 Younette
655 Burley	1544 Haywood	1010 Kings	1930 Nelson	848 Younette
860 Burley	2316 Haywood	1126 Kings	2650 Nelson	960 Younette
1027 Clyde	2460 Haywood	1434 Kings	2686 Nelson	910 3rd
1363 Clyde	620 Inglewood	1902 Kings	1240 Nepal	950 11th
3305 Craigend	865 Inglewood	1969 Kings	435 Newlands	1050 11th
3185 Dickinson	915 Inglewood	1990 Kings	630 Newdale	1370 11th
6424 Douglas	943 Inglewood	2378 Kings	535 Newcroft	1185 13th
609 Duchess	1031 Inglewood	315 Lawson	1125 Ottaburn	215 14th
663 Duchess	1144 Inglewood	2732 Lawson	1348 Ottawa	1520 19th
1340 Duchess	1240 Inglewood	906 Leyland	2568 Ottawa	1655 19th
1455 Duchess	1314 Inglewood	915 Leyland	2352 Palmerston	866 20th
1737 Duchess	1435 Inglewood	975 Leyland	2358 Palmerston	733 20th
1809 Duchess	1581 Inglewood	235 Maple	3040 Procter	1397 24th
1075 Esquimalt	1714 Inglewood	885 Margaree	1390 Queens	2040 26th
1156 Fulton	2215 Inglewood	1767 Marine	1395 Queens	1891 27th
1357 Fulton	2317 Inglewood	2418 Marine	1770 Queens	1650 29th
1836 Fulton	880 Jefferson	2647 Marine	1820 Queens	

## West Vancouver

**Ambleside:** It looks like Grosvenor's Ambleside development will be built following a suspenseful council vote in June. West Vancouver council voted 4-2 in favour of pushing Grosvenor's proposal for the 1300-block of Marine Drive to the development consideration process. The proposal consists of two mid-rise towers peaking at seven and six storeys, respectively and contain 100 units.

**Park Royal:** Park Royal is aiming to be less of a mall and more of a neighbourhood. The mall's management announced plans to add 2 residential towers (24 and 19 stories) holding 289 units at the White Spot location.

# INTERNATIONAL MARKETING PROGRAM



Mandarin Version  
www.tomhassan.com



Mandarin Advertising  
Sing Tao Newspaper



Video Tour and Brochures  
Mandarin Version



**1259 Gordon \$2,130,000**  
Highest Priced Land Sale  
In Ambleside in 2013.



**1388 21st St. \$1,735,000**  
Best view & price in Dunderave  
6 bdrms, 4500 sq.ft., renovated.



**1168 Jefferson \$1,899,000**  
Completely re-built and  
Effectively brand new!

## GET THE EXPERT

Call for a Free Home Evaluation  
**604.809.9777**

604.921.1166 Mandarin Speaking Buyers or Sellers

