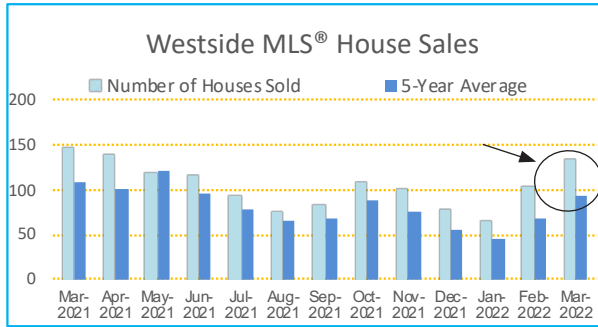
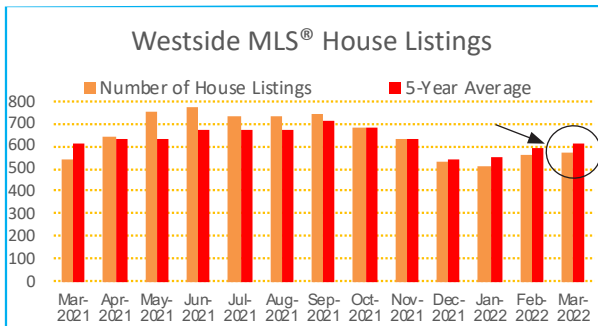


March 2022 Westside MLS® house sales (estimated by doubling the sales reported in the first 15 days of March 2022) are projected to be significantly above their 5-year average (see table below).



March 2022 Westside MLS® house listings (estimated using the number reported on March 15, 2022) are projected to be marginally below their 5-year average (see table below).



“I want to sell and know that prices are fantastic, but fear not having enough time to find a new home.”

Three effective strategies that I use to deal with this are:

1. Negotiating a delayed closing date on the sale of your home.
2. Negotiating a free 3 to 12 month rent back period for your home.
3. Negotiating the purchase of your new home prior to selling your existing one.

Call me today to discuss which strategy is best for you.



B.C. Vacancy Tax Filing Deadline

Don't forget to make your **B.C. Speculation and Vacancy Tax** property status declaration by March 31, 2022. Failure to do so could result in you being subject to a tax of:

- 2% of assessed property value for foreign owners and satellite families
- 0.5% of assessed property value for Canadian citizens or permanent residents of Canada who are not members of a satellite family

For more information go to:

www2.gov.bc.ca/gov/content/taxes/speculation-vacancy-tax

Gordon Ugraschart

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604.626.5092



great homes

SPRING

Westside Market Report 2022



Best Market Ever?

Gordon Ugraschart



25 years
of Real Estate Sales in your community.

Inside the Westside

This Spring Market is shaping up to be one of the best ever for Westside houses.

4 Reasons To Consider Selling This Spring:

- Multiple Offers.** In the first half of March 2022, multiple offers pushed 51% of all Westside MLS® house sales above their asking price. With multiple offers, Sellers are more likely to receive "all cash subject free" offers and their preferred closing dates.
- Near Record High Prices.** Westside house prices as measured by the MLS® HPI (see graph right) are up 6.1% in the past 12 months and within 5.5% of the all-time high set in July 2017.
- Seller's Market.** The Westside house market (as of March 15, 2022) is classified as a strong Seller's Market with a 4.3 month inventory of houses listed for sale on the MLS® (see pie chart top right). This Seller's Market is characterized by both strong demand and short supply of houses (see tables on back page).
- Houses are Selling Fast.** In the first 15 days of March 2022, the median number of days to sell a Westside house on the MLS® was 10.

In Summary...

The Spring Market is traditionally one of the best times of the year to sell and this season should prove to be no exception.

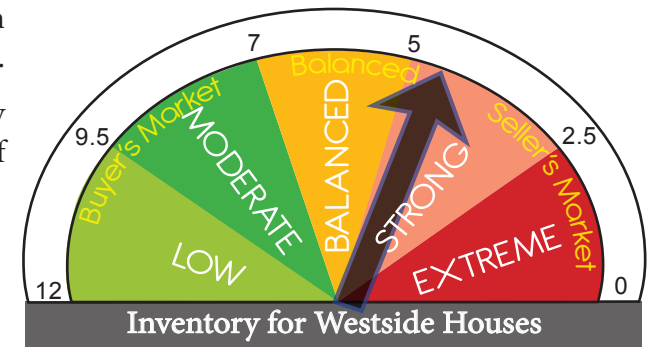
This communication is not intended to cause or induce breach of an existing agency agreement.

If you are considering selling, call me today for an honest, professional and free valuation of your home.

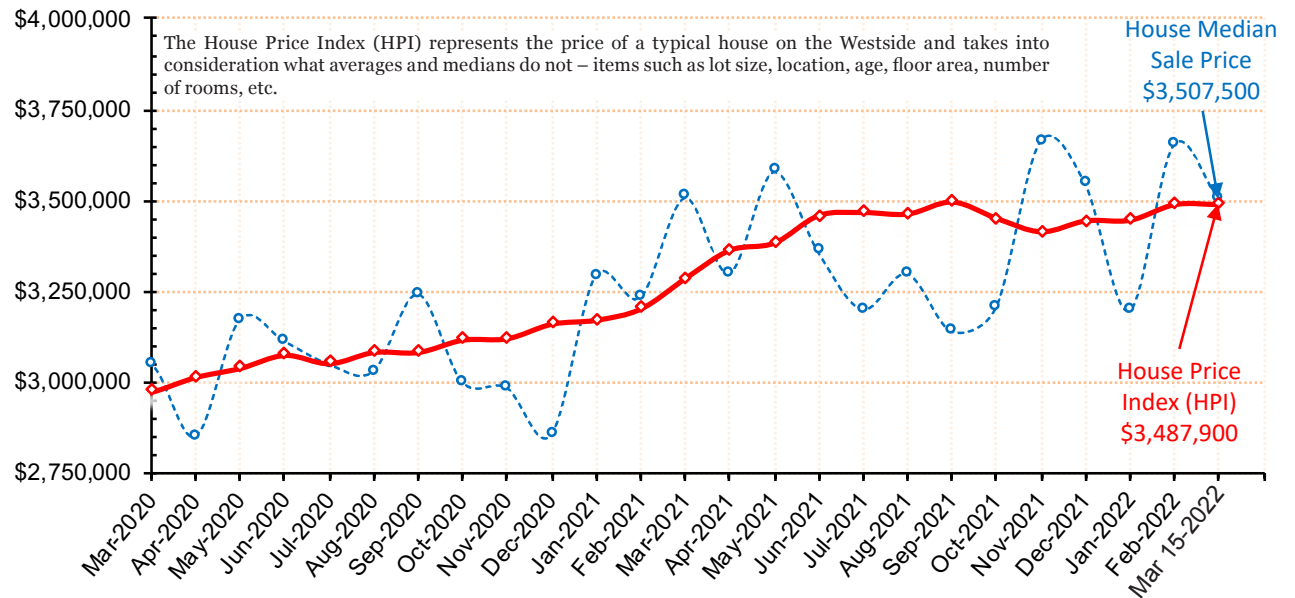
Covid-19 has changed many things, but not my commitment to providing you with a leading level of service and results.

It will be your satisfaction that defines my success.

Thank you.



Westside House Price Index (HPI) and Median Sale Price



Call me today:

604.626.5092

gordon@macrealty.com

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Personal Real Estate Corporation

www.gordonuquhart.ca

Macdonald
Realty

