

**DON EILERS**

October 2008

## **WEST VANCOUVER MARKET UPDATE**

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**'Talk from Don'**

### **CHALLENGING TIMES... CHANGING MARKETS...**

Although statistically we are only down 4% in West Vancouver year over year, that's not telling the whole story. In the month of September we only had 21 sales, versus 54 for September 2007. When there are so few sales statistics become misleading as a super high sale of \$7,000,000 can skew the results.

Interestingly, we continue to see many people out shopping for homes, the rental market continues to be tight, and

interest rates are coming down further. This is all positive, yet the uncertainty out there in the world markets is affecting peoples' buying decisions. Buyers are still nervous even as prices have come down and buyers are seeing great value.

Once again as a vendor, patience and an experienced Realtor are the key to managing a successful sale through these challenging times and changing markets.

### **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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