

**the RE/MAX Market Reports: detached homes**  
 RE/MAX Statistics, on the Web!  
 Market analysis when you need it!  
 Vancouver and the Fraser Valley  
 Real Estate Market Forecasts  
 778.374.3744  
 ...statistics to help you to see **market changes** as they happen and **before** they happen!  
 RE/MAX

Thanks for all your help:

Yes this is a big day! After 28 years of just loving and using stats all the time, I need to prove to you I can save you hours and hours of market research each month and give you incredible value to help you be the local market expert with our ALL-IN ONE RE/MAX Market Reports.

*Please don't waist one more minute on research the market ..  
 .... Let me help you and you can go sell some more homes.*

Yes in just 5 months 53% of the RE/MAX agents in 14 cities have being reading many of my daunting 40 different market reports this year ..

what an amazing faithful crowd .. I thank you  
 .... and the common choir has been "***Your Stats are TOO Complicated!***"

*Yes most everyone said.... **Bill we don't need to PREDICT the market we just want local stats for our customers!***

Ok Ok I am finally listening and we have now constructed the one page Easy-to-Share RE/MAX Market Report and best of all..... we can personalize it for you and customize it for your client base or market area.

Please review the neighbourhood detailed stats , and show them to some clients and see if I have the right amount of data.

In advance ..I thank you so much for your input 😊

...trying hard to listen to your needs!

**Bill Coughlin**  
 RE/MAX Little Oak Realty  
 Ph: 778-374-3744  
 Coughlinb@gmail.com

**I believe this to be the best monthly “item of value” ever.**

Use your RE/MAX Market Reports as your actual newsletter...Your big “Item of Value” Do your clients really want a calendar or do they want to know if their home went up? We can give you your Ready-To-Go newsletter or email content every month and you can really impress your clients with your market knowledge and maybe even get you more referrals.. Just look at this sample newsletter below.

**COMPOSE**

Mail -

Real Estate Courses - [www.scitraining.ca](http://www.scitraining.ca) - Learn From Within The Comfort Of Your Own Home. Request Info Now!

BILL CHRISTMAS GIFT... Your Be-All REMAX Reports Inbox x

Intramail - Bill Coughlin [donotreply@mostreferredservices.com](mailto:donotreply@mostreferredservices.com) to me 5:52 PM (5 hours ago)

### Merry Christmas, Happy Holidays FIRSTNAME!

It's the season for giving and gratitude ...

I just want to say a huge thank you to all of you who allowed me to help you with and as a result helped my business have a great 2011!

I am so grateful for the opportunity to serve each and every one of you and if there is anything I can do for you during this coming 2012 year, please do not hesitate to call me!

So many people ask me: What is the marketing doing? Yes, these have been very exciting times watching the many fast changes throughout the year.

FIRSTNAME So, to help you stay in touch with the market as it happens, I am pleased to attach my highly valuable “Monthly Market Report”. Now every month you will be able to see your neighbourhood’s activity in detail as it happens. Feel free to forward this report to your friends and colleagues and invite them to join my Market Reports Update group.

2012 will be a good year again to buy and sell, so if you or someone you know is thinking of buying or selling real estate in the next few months, please contact me ASAP! : )

Best Wishes  
YOUR NAME

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...statistics to help you to see **market changes** as they happen and **before** they happen!

**Bill Coughlin**  
RE/MAX Little Oak Realty

1 attachment — [Download](#)  
YOUR NAME REMAX Monthly Market Reports Newsletter December 2011.pdf

**Yes this is my best monthly “item of value” eve .. Thank you to my Brian Buffini coach. Use your RE/MAX Market Reports as the big “Item of Value” to build client relationships. Now Look at **some of the reports** on the next pages that your client could be receiving.**



Surrey, N.Surrey, N. Delta Sub areas Statistics - Nov 2011 Detached

Neighbourhoods	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Annieville	41	13	18	97%	-\$14,900	31.7%
Nordel	67	8	14	97%	-\$17,900	11.9%
Scottsdale	66	10	16	97%	-\$14,144	15.2%
Sunshine Hills Woods	69	7	22	96%	-\$27,200	10.1%
Bridgeview	25					0.0%
Bolivar Heights	56	4	53	95%	-\$23,150	7.1%
Fraser Heights	162	27	36	97%	-\$16,800	16.7%
Royal Heights	30	1	14	98%	-\$8,277	3.3%
Cedar Hills	80	8	18	99%	-\$5,450	10.0%
Whalley	64	10	27	95%	-\$24,850	15.6%
Guildford	45	5	16	99%	-\$6,000	11.1%
Port Kells	23					0.0%
Queen Mary Park Surrey	111	11	26	98%	-\$7,000	9.9%
Bear Creek Green Timbers	168	17	33	97%	-\$9,777	10.1%
Fleetwood Tynehead	242	33	33	96%	-\$28,000	13.6%
West Newton	136	21	23	96%	-\$23,000	15.4%
East Newton	235	22	45	96%	-\$19,000	9.4%
Panorama Ridge	159	19	39	98%	-\$14,900	11.9%
Sullivan Station	123	13	37	97%	-\$15,900	10.6%
<b>Total Activity</b>	<b>1902</b>	<b>229</b>	<b>32</b>	<b>97%</b>	<b>-\$16,999</b>	<b>12%</b>

Surrey, N.Surrey, N. Delta List Price Ranges Statistics - Nov 2011 Detached

Home Price Range	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$400,000	170	22	28	96%	-\$6,950	12.9%
\$400,001-\$500,000	371	67	24	97%	-\$12,950	18.1%
\$500,001-\$600,000	402	60	33	96%	-\$19,650	14.9%
\$600,001-\$700,000	367	41	32	96%	-\$23,888	11.2%
\$700,001-\$800,000	280	22	54	95%	-\$35,000	7.9%
\$800,001-\$900,000	117	9	36	97%	-\$27,800	7.7%
\$900,001-\$1,000,000	66	3	59	95%	-\$48,000	4.5%
\$1,000,001-\$1,500,000	83	3	185	91%	-\$133,000	3.6%
\$1,500,001 and more	46	2	61	88%	-\$221,000	4.3%
<b>Total Activity</b>	<b>1,902</b>	<b>229</b>	<b>32</b>	<b>97%</b>	<b>-\$16,999</b>	<b>12%</b>

Monthly Changes Summary	Sept	Oct	Nov	12/1/2011	Change
Total Listings** (A,S,T,C,X)	2105	2053	1902		-151
Active Listings	1591	1574	1565	1416	-149
Solds	259	233	229		-4
Days on Market (DOM)	30	32	32		0
Sold-List Price % Difference	96%	96%	97%		1.0%
Sold-List Price \$\$ Difference	-\$19,900	-\$21,300	-\$16,999		\$4,301
Home Price Index*	\$515,464	\$501,257	\$526,166		\$24,909
%SOLD (Sales/ Listings /mthly rate)	12%	11%	12%		1%

Dec 1 2011 Surrey, N.Surrey, N. Delta Market Update (Detached)

**Current:** Surrey, N.Surrey, N. Delta is a **buyers** market with record listing inventories, a **12 %SOLD** rate and a 97% Sell/List Ratio.  
 (This means that there is an average of a -\$16,999 discount on a sale from the original list price)

**Most Active Price Range:** Homes between \$400,000 and \$500,000 and have 18.1 %SOLD keeping prices stable.  
 Home sales have averaged discounts of \$12,950 and 24 days on the market.

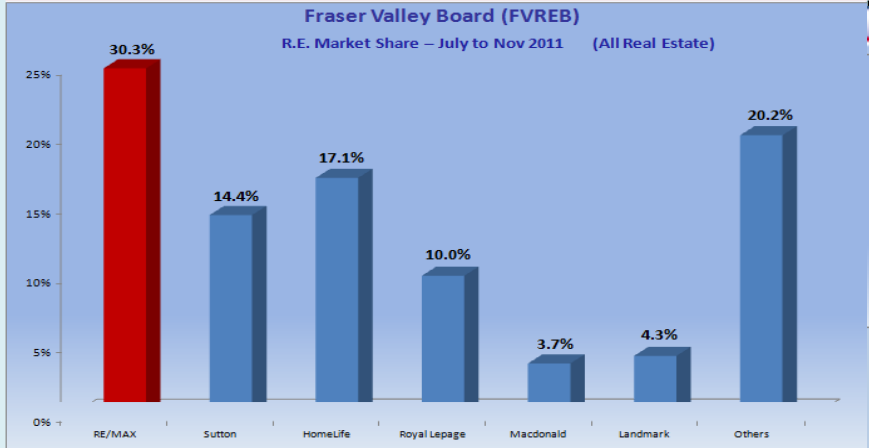
**Least Active Price Range:** Homes between \$1-1.5 million have a LOW 3.6 %SOLD (means 3-4 sales of 100 listings/ month), an average sales discount of \$133,000 from their original list price and average 30 DOM.

**History:** The Home Price Index shows that average Surrey home had a price increase of 10% from Dec- April 2011.  
 This \$51,228 increase brought the home Price index to \$530,911.  
 Year-To-Date the **Home Price Index** \* has increased to \$526,166

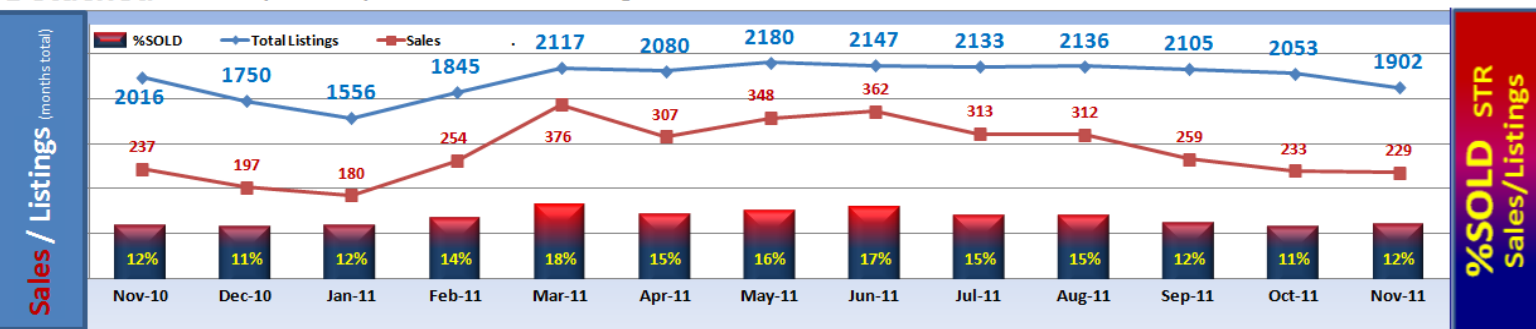
**Future:** November's Active Listing Inventory (~6% lower than Nov 2010) has dropped 7% in this month. New listings exceed the sales in November meaning that we would see listing levels increase next month, but we will have a lot of December expiries that may possibly stabilize the well supplied market.

**Note:** The Surrey Home Price Index\* covers many market areas and is a very general indicator of price change.

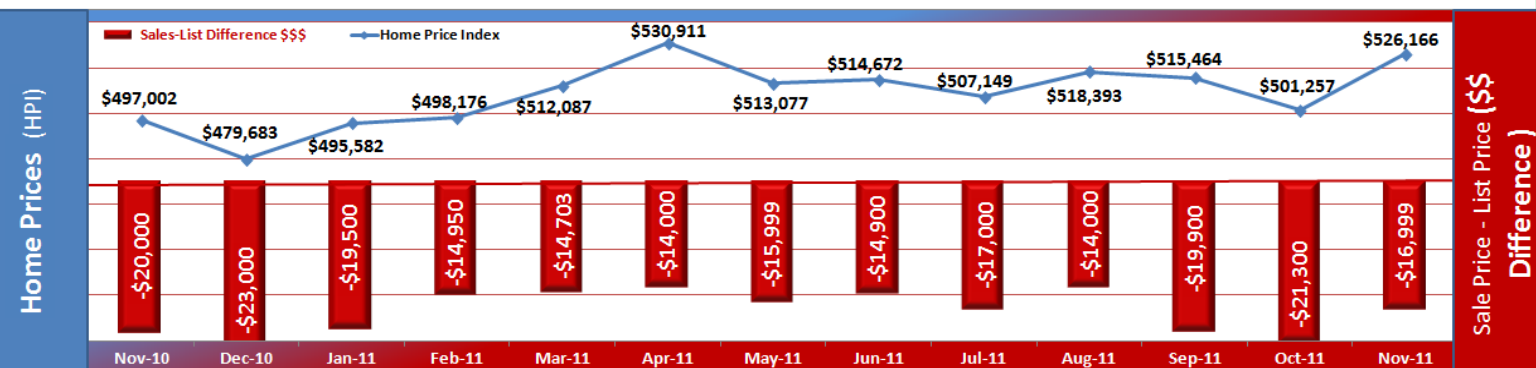
the RE/MAX Market Share Reports



Detached Surrey, N.Surrey, N. Delta Total Listings\*, Sales, and %SOLD rates



Detached Surrey, N.Surrey, N. Delta Home Price Index\*, Sale Price-List Price \$ Difference (average home sold for less than their original list price)



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy. RE/MAX Reports produced: for Your Name



# RE/MAX Market Reports



**So that is what the market Is doing?**  
**How did I ever live without them?**

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. Total Listings includes all listings marketed for the month. The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy. RE/MAX Reports produced: for Your Name



Langley Sub areas Statistics - Nov 2011

Neighbourhoods	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Murrayville	41	4	68	96%	-\$22,298	9.8%
Walnut Grove	127	26	26	98%	-\$14,275	20.5%
County Line Glen Valley	27	1	29	86%	-\$109,000	3.7%
Willoughby Heights	249	29	47	94%	-\$33,000	11.6%
Salmon River	66	8	62	92%	-\$51,000	12.1%
Brookwood Langley	107	10	11	97%	-\$14,000	9.3%
Aldergrove Langley	57	8	30	96%	-\$17,450	14.0%
Campbell Valley	68	6	84	90%	-\$152,500	8.8%
Otter District	58	6	100	89%	-\$29,400	10.3%
Fort Langley	48	6	40	96%	-\$23,000	12.5%
Langley City	81	12	38	95%	-\$20,500	14.8%
<b>Total Activity</b>	<b>929</b>	<b>116</b>	<b>43</b>	<b>95%</b>	<b>-\$21,950</b>	<b>12%</b>

Detached

Langley List Price Ranges Statistics - Nov 2011

Home Price Range	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$400,000	101	8	40	91%	-\$8,800	7.9%
\$400,001-\$500,000	134	31	40	96%	-\$19,900	23.1%
\$500,001-\$600,000	167	34	43	97%	-\$15,391	20.4%
\$600,001-\$700,000	197	21	35	95%	-\$37,000	10.7%
\$700,001-\$800,000	64	6	29	97%	-\$23,870	9.4%
\$800,001-\$900,000	39	4	71	95%	-\$41,700	10.3%
\$900,001-\$1,000,000	35	4	130	90%	-\$96,500	11.4%
\$1,000,001-\$1,500,000	86	6	80	89%	-\$134,000	7.0%
\$1,500,001 and more	106	2	71	91%	-\$212,500	1.9%
<b>Total Activity</b>	<b>929</b>	<b>116</b>	<b>43</b>	<b>95%</b>	<b>-\$21,950</b>	<b>12%</b>

Detached

Dec 1 2011 Langley Market Update (Detached)

**Current:** Langley city and the Langley district is a **buyers** market with high listing inventories, a 12 %SOLD rate and a 97% Sell/List Ratio.

(This means that there is an average of a \$21,950 discount on a sale from the original list price)

**Most Active Price Range:** Homes between \$400,000 million and \$500,000 million have 23.1 %SOLD rate resulting in a sellers market. Home sales have average discounts of \$12,950 and 24 days on the market.

**Least Active Price Range:** Homes between \$1 and \$1.5 million have a 3.6 %SOLD (Resulting in 3-4 sales of 100 listings/ month) with an average sales discount of \$133,000 from their original list price and average 30 DOM.

**History:** The average Langley home Home Price Index \*shows price increases of 7% in just the 9 months from Dec-May 2011.

This \$33,818 increase brought the Home Price Index\* to \$533,372 .

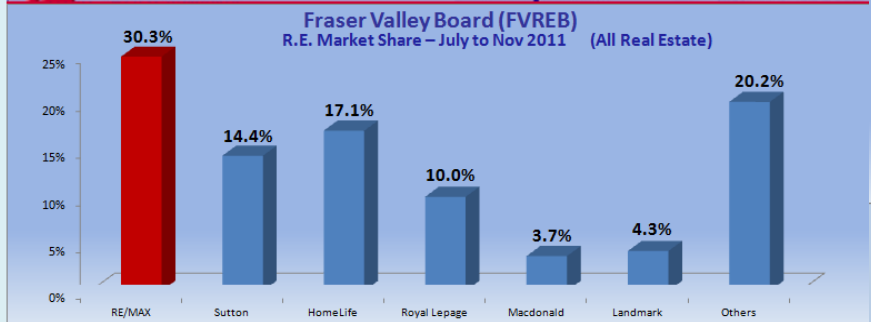
Year-To-Date the **Home Price Index \*** has decreased 3% to \$509,233

**Future:** Active Listing Inventory is high (~4% higher than Nov 2010) and has dropped 8% in this month. New listings exceed the sales in November meaning that we would see listing levels increase next month too, but we will have a lot of December expiries that may possibly stabilize the over supplied market.

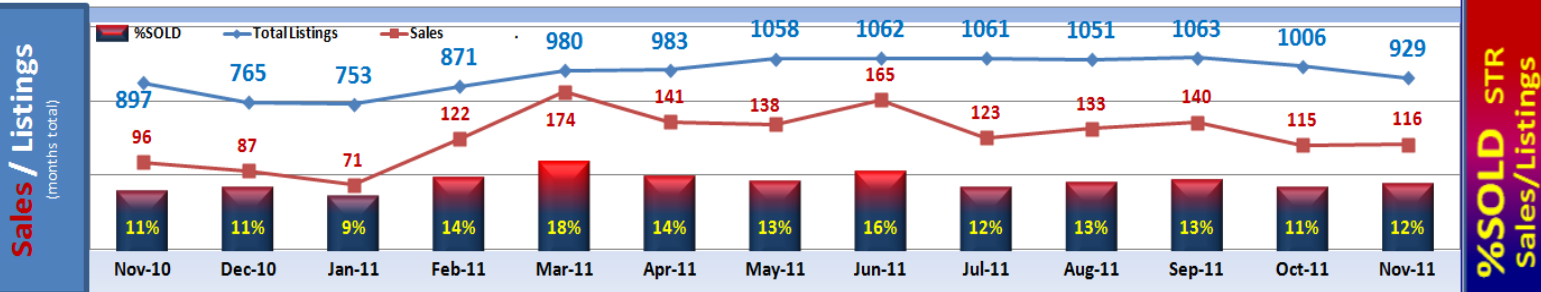
**Note:** The Langley Home Price Index\* covers many market areas and is a very general indicator of price change.

Monthly Changes Summary	Sept	Oct	Nov	12/1/2011	Change
Total Listings** (A,S,T,C,X)	1063	1006	929	686	-77
Active Listings	808	786	753	686	-67
Solds	140	115	116	116	1
Days on Market (DOM)	30	33	43	43	10
Sold-List Price % Difference	96%	97%	95%	95%	-2%
Sold-List Price \$\$ Difference	-\$18,200	-\$16,000	-\$21,950	-\$21,950	-\$5,950
Home Price Index*	\$523,078	\$532,624	\$509,233	\$509,233	-\$23,391
%SOLD (Sales/ Listings /mntly rate)	13%	11%	12%	12%	1%

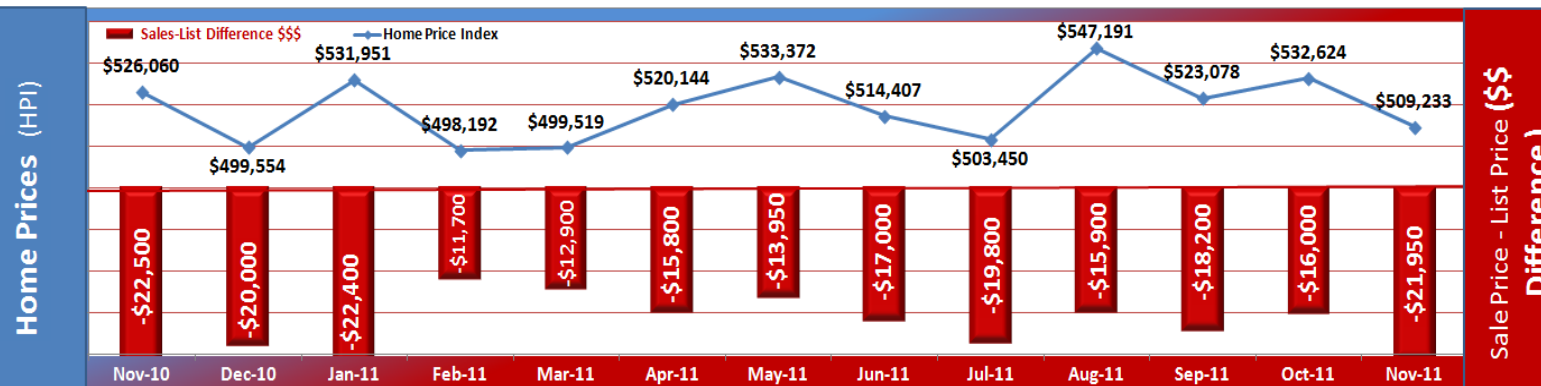
## the RE/MAX Market Share Reports



### Detached Langley Total Listings\*, Sales, and %SOLD rates



### Detached Langley Home Price Index\*, Sale Price-List Price \$ Difference (average home sold for \$ less than their original list price)



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types.

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

RE/MAX Reports produced: for Your Name



Market analysis when you need it!

Dec 1 /11 Abbotsford

Abbotsford Sub areas Statistics - Nov 2011

Neighbourhoods	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Poplar	66	6	69	90%	-\$23,350	9.1%
Bradner	42	5	174	87%	-\$129,000	11.9%
Matsqui	21	0				0.0%
Sumas Mountain	14	0				0.0%
Abbotsford West	226	16	53	92%	-\$31,450	7.1%
Abbotsford East	355	37	42	96%	-\$19,000	10.4%
Aberdeen	82	7	54	96%	-\$14,900	8.5%
Sumas Prairie	22	0				0.0%
Central Abbotsford	142	15	18	96%	-\$9,900	10.6%
<b>Total Activity</b>	<b>970</b>	<b>86</b>	<b>46</b>	<b>95%</b>	<b>-\$18,950</b>	<b>9%</b>

Detached

Abbotsford List Price Ranges Statistics - Nov 2011

Home Price Range	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$200,000	23	6	41	83%	-\$9,950	26.1%
\$200,001-\$300,000	30	5	35	90%	-\$24,900	16.7%
\$300,001-\$400,000	200	22	25	97%	-\$12,850	11.0%
\$400,001-\$500,000	245	32	42	96%	-\$18,900	13.1%
\$500,001-\$600,000	154	7	94	96%	-\$20,700	4.5%
\$600,001 and more	318	14	113	91%	-\$80,450	4.4%
<b>Total Activity</b>	<b>970</b>	<b>86</b>	<b>46</b>	<b>95%</b>	<b>-\$18,950</b>	<b>9%</b>

Detached

Dec 1 2011 Abbotsford Market Update (Detached)

**Current:** Abbotsford is a buyers market with record listing inventory and with a low 9% SOLD rate and a 95% Sell/List Ratio.  
(This means that there is an average of a -\$18,950 discount on a sale from the original list price)

**Most Active Price Range:** Homes below the \$200,000 have 26% SOLD rate and prices are increasing with average 41 days on market (DOM) and a sales discounts of only \$18,950.

**Least Active Price Range:** Homes over \$600,000 million have a LOW 4.4% SOLD (= 4 sales of 100 listings/ month) with an average sales discount of \$80,450 from their original list price and average 113 days on market.

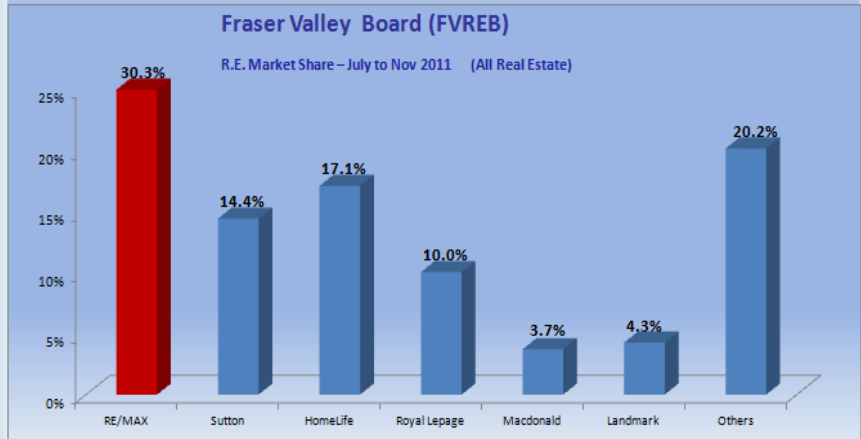
**History:** Abbotsford Home Price Index shows an increase of \$25,747 to \$443,551 in the months from Jan to Aug 2011.

Year-To-Date Home Price Index \* have decreased -\$11,999 .

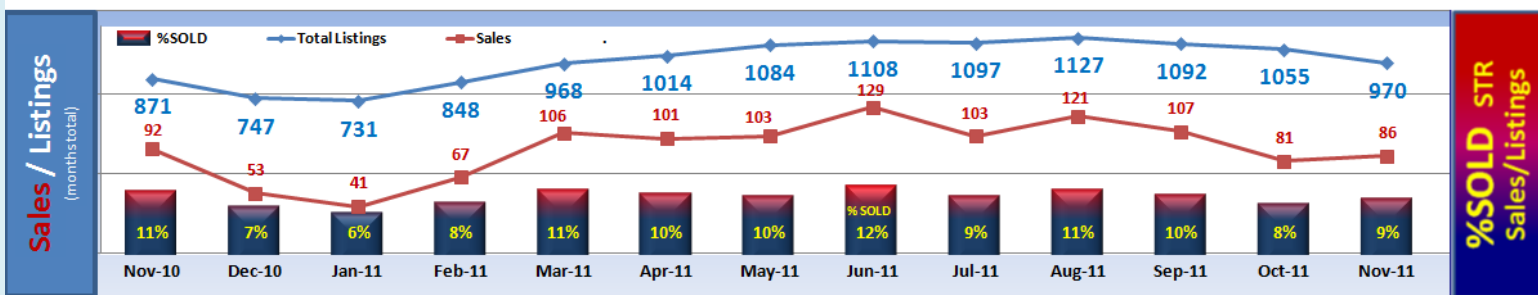
**Future:** Record Active Listing Inventory are ~11% higher than Nov 2010 . in November. New listings still exceed the sales meaning that we would see listings increase next month but we will have a lot of December expiries that may possibly stabilize the over supplied market.

Monthly Changes Summary	Sept	Oct	Nov	12/1/2011	Change
Total Listings** (A,S,T,C,X)	1092	1055	970		-85
Active Listings	890	850	840	774	-66
Solds	107	81	86		5
DOM	34	46	46		0
Sold-List Price % Difference	96%	95%	95%		0%
Sold-List Price \$ Difference	-\$18,500	-\$21,900	-\$18,950		2950
Home Price Index*	\$430,568	\$444,392	\$411,292		-\$33,100
STR % Sold	10%	8%	9%		1%

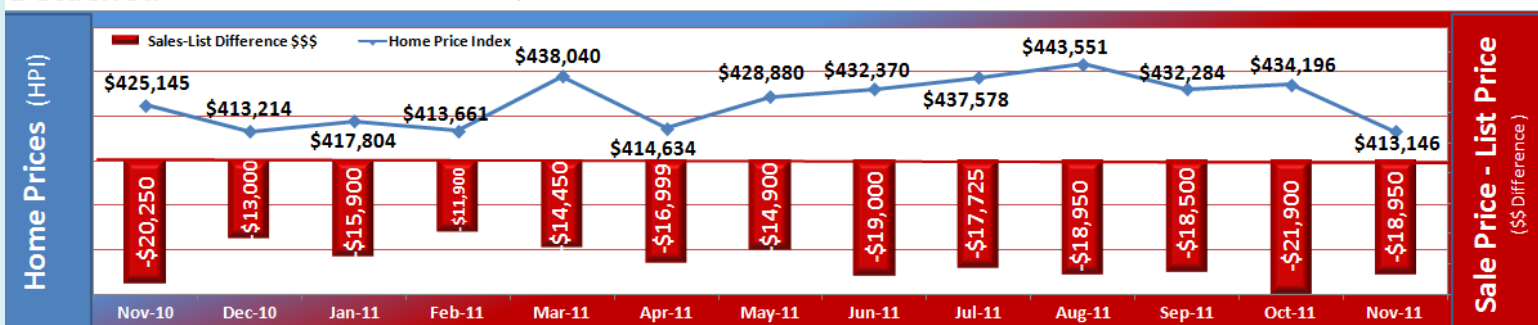
the RE/MAX Market Share Reports



Detached Abbotsford Total Listings\*\*, Sales, and %SOLD rates



Detached Abbotsford Home Price Index\*, Sale Price-List Price \$ Difference (average home sold for \$ less than their original list price)



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. \*\*Total Listings includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy. RE/MAX Reports produced: for Your Name



### Maple Ridge, Pitt Meadows Sub areas Statistics - Nov 2011 Detached

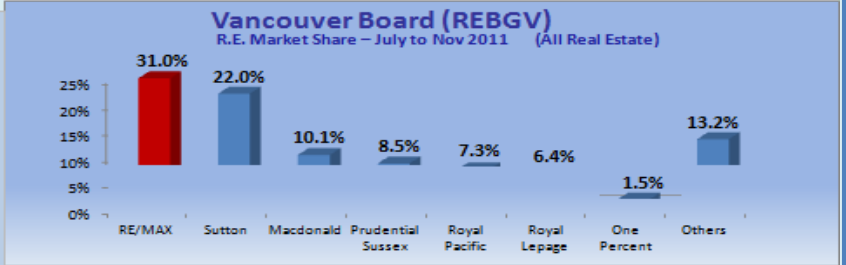
Neighbourhood	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Albion	124	11	68	98%	-\$9,800	8.9%
Cottonwood MR	97	5	145	94%	-\$39,000	5.2%
East Central	126	13	48	94%	-\$26,900	10.3%
Northeast	14	1	317	93%	-\$30,900	7.1%
North Maple Ridge	3	0				0.0%
Northwest Maple Ridge	42	10	35	95%	-\$23,350	23.8%
Silver Valley	87	11	76	101%	\$6,859	12.6%
Southwest Maple Ridge	69	6	57	96%	-\$16,900	8.7%
Thornhill	44	4	40	93%	-\$46,450	9.1%
Websters Corners	54	4	61	95%	-\$29,350	7.4%
West Central	96	12	42	97%	-\$11,450	12.5%
Whonnock	27	3	23	96%	-\$24,000	0.0%
Central Meadows	26	5	93	97%	-\$9,900	19.2%
Mid Meadows	16	1	82	96%	-\$25,000	6.3%
North Meadows	19	1	211	93%	-\$54,900	5.3%
South Meadows	29	7	76	95%	-\$32,400	0.0%
West Meadows	2	0		92%		0.0%
<b>Total Activity</b>	<b>875</b>	<b>94</b>	<b>68</b>	<b>96%</b>	<b>-\$23,494</b>	<b>11%</b>

### Maple Ridge, Pitt Meadows List Price Ranges Statistics - Nov 2011 Detached

Home Price Range	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$400,000	140	19	82	95%	-\$18,800	13.6%
\$400,001-\$500,000	233	41	48	97%	-\$14,400	17.6%
\$500,001-\$600,000	222	16	84	95%	-\$26,000	7.2%
\$600,001-\$700,000	122	10	74	96%	-\$24,650	8.2%
\$700,001 and more	158	8	65	90%	-\$102,400	5.1%
<b>Total Activity</b>	<b>875</b>	<b>94</b>	<b>68</b>	<b>96%</b>	<b>-\$23,494</b>	<b>11%</b>

Monthly Changes Summary	Sept	Oct	Nov	12/1/2011	Change
Total Listings (A,S,T,C,X)	931	947	875		-72
Active Listings	724	745	750	658	-92
Solds	77	85	94		9
DOM	56	48	68		20
Sold-List % Price Difference	96%	96%	96%		0%
Sold-List \$ Price Difference	-\$17,888	-\$16,500	-\$23,494		-\$6994
Home Price Index	\$472,283	\$439,302	#####		\$38,128
STR % Sold	8%	9%	11%		2%

### the RE/MAX Market Share Reports



### Dec 1 2011 Maple Ridge, Pitt Meadows Market Update (Detached)

**Current:** Maple Ridge, Pitt Meadows is a buyers market with record listing inventory and with a LOW 11% SOLD rate and a 96% Sell/List Ratio. (This means that there is an average of a -\$23,494 discount on a sale from the list price)

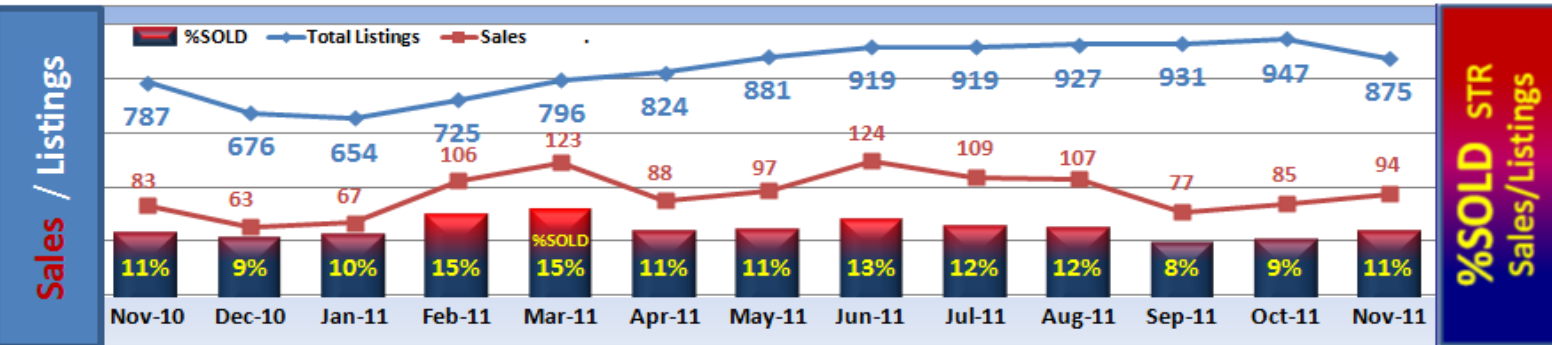
**Most Active Price Range:** Homes between \$400,000-\$500,000 have 17.6% SOLD rate and prices are stable with median of 68 days on market (DOM) and a sales discounts of \$14,400.

**Least Active Price Range:** Homes over \$500,000 million have a LOW 5.1% SOLD (= 5 sales of 100 listings/ month) with an average sales discount of \$102,400 from their original list price and median 65 days on market (DOM).

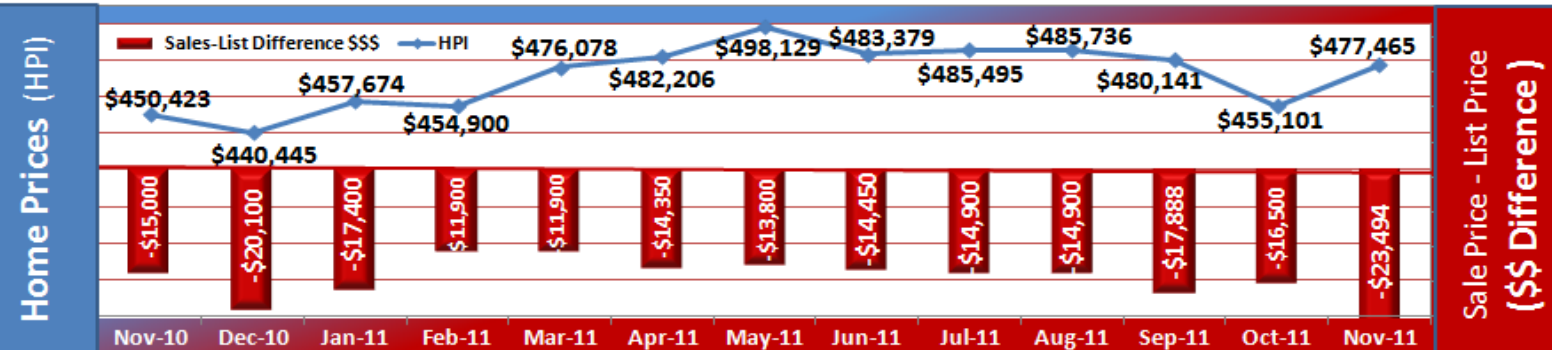
**History:** Maple Ridge area has 13% Home Price Increase (HPI) from Dec-May 2011 ( \$57,684 increase to \$498,129 Year-To-Date the Home Price Index\* up to \$27,042 over the Nov 2010 average home price.

**Future:** Record Active Listing Inventory (~20% higher than Nov 2010) has dropped just 8% in November. New listings still exceed the sales meaning that we would see listings increase next month but we will have a lot of December expiries that may possibly stabilize the over supplied market.

### Detached Maple Ridge, Pitt Meadows Total Listings\*\*, Sales, and %SOLD rates



### Detached Maple Ridge, Pitt Meadows Home Price Index\*, Sale Price-List Price \$ Difference



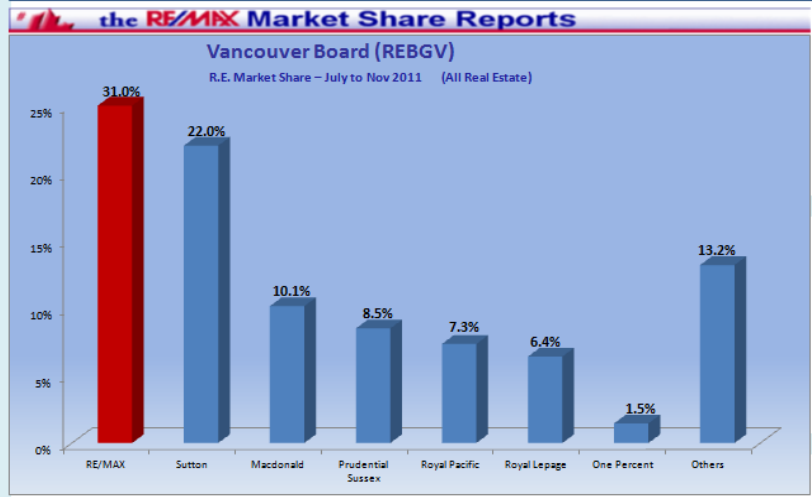
\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy. RE/MAX Reports produced: for Your Name



Neighbourhoods	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	% SOLD (STR)
Burke Mountain	125	17	41	100%	\$0	13.6%
Central Coquitlam	70	14	35	95%	-\$29,450	20.0%
Coquitlam East	26	4	18	97%	-\$15,150	15.4%
Cape Horn	15	1	10	97%	-\$14,400	6.7%
Chineside	9	5	53	98%	-\$13,000	55.6%
Coquitlam West	54	8	11	97%	-\$23,400	14.8%
Canyon Springs	12	2	25	97%	-\$25,650	16.7%
Eagle Ridge CQ	6	2	22	97%	-\$17,200	33.3%
Harbour Chines	6	2	82	101%	\$800	33.3%
Hockaday	11	2	25	98%	-\$17,450	18.2%
Harbour Place	8	3	21	99%	-\$9,800	37.5%
Meadow Brook	12	2	105	90%	-\$32,100	0.0%
Maillardville	29	3	60	91%	-\$71,900	10.3%
New Horizons	21	5	27	97%	-\$16,000	23.8%
Park Ridge Estates	6	3	41	93%	-\$49,000	50.0%
Ranch Park	23	3	42	92%	-\$49,000	0.0%
River Springs	9	1	6	98%	-\$9,800	11.1%
Scott Creek	10	2	45	91%	-\$76,000	20.0%
Summitt View	2	0				0.0%
Upper Eagle Ridge	13	2	42	91%	-\$68,900	15.4%
Westwood Plateau	128	8	58	95%	-\$48,350	6.3%
Westwood Summit CQ	5	0				0.0%
Anmore	35	0				0.0%
Belcarra	14	0				0.0%
Barber Street	20	5	75	92%	-\$64,999	25.0%
College Park PM	13	1	82	94%	-\$35,000	7.7%
Glenayre	4	2	21	99%	-\$7,450	50.0%
Heritage Mountain	14	4	17	98%	-\$19,450	28.6%
Heritage Woods PM	17	2	46	97%	-\$26,450	11.8%
Mountain Meadows	4	0				0.0%
North Shore Pt Moody	14	2	30	94%	-\$32,000	14.3%
Port Moody Centre	13	2	29	95%	-\$28,650	15.4%
Birchland Manor	4	2	6	98%	-\$10,000	50.0%
Central Pt Coquitlam	8	1	110	95%	-\$24,100	12.5%
Citadel PQ	29	9	35	96%	-\$28,800	31.0%
Glenwood PQ	30	5	17	97%	-\$20,000	16.7%
Lower Mary Hill	11	1	84	98%	-\$11,500	9.1%
Lincoln Park PQ	25	1	109	96%	-\$24,000	4.0%
Mary Hill	15	3	18	94%	-\$32,000	20.0%
Oxford Heights	25	8	29	98%	-\$9,400	32.0%
Riverwood	19	6	75	97%	-\$20,400	31.6%
Woodland Acres PQ	10	3	13	97%	-\$19,888	30.0%
<b>Total Activity</b>	<b>924</b>	<b>146</b>	<b>34</b>	<b>96%</b>	<b>-\$23,000</b>	<b>16%</b>

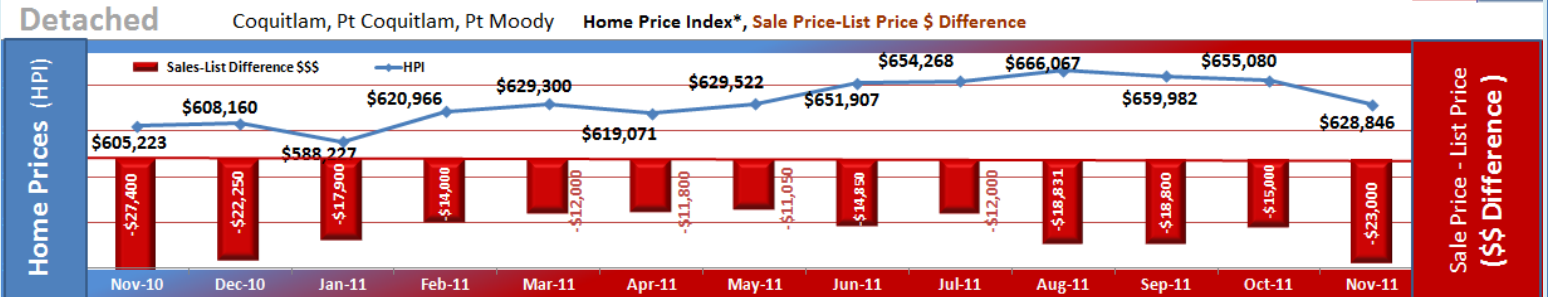
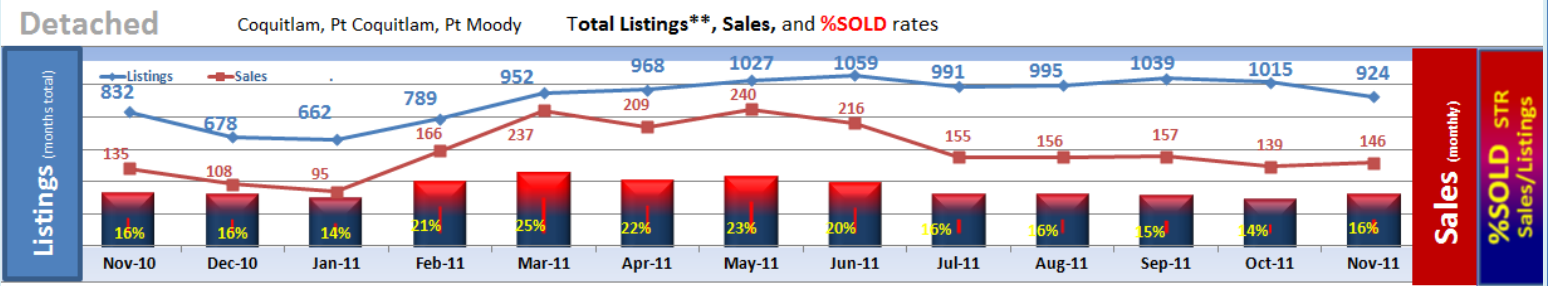
Home Price Range	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	% SOLD (STR)
0-\$500,000	76	14	32	95%	-\$20,400	18.4%
\$500,001-\$600,000	148	37	27	96%	-\$20,000	25.0%
\$600,001-\$700,000	171	37	34	96%	-\$24,900	21.6%
\$700,001-\$800,000	161	26	31	96%	-\$30,450	16.1%
\$800,001-\$900,000	118	19	45	98%	-\$18,000	16.1%
\$900,001-\$1,000,000	71	6	26	100%	-\$4,500	8.5%
\$1,000,001 and more	179	7	45	96%	-\$48,800	3.9%
<b>Total Activity</b>	<b>924</b>	<b>146</b>	<b>34</b>	<b>96%</b>	<b>-\$23,000</b>	<b>16%</b>

Monthly Changes Summary	Sept	Oct	Nov	12/1/2011	Change
Total Listings (A,S,T,C,X)	1039	1015	924		-91
Active Listings	711	763	733	646	-87
Solds	157	139	146		7
DOM	26	19	34		15
Sold-List % Price Difference	97%	98%	96%		-2%
Sold-List \$ Price Difference	-\$18,800	-\$15,000	-\$23,000		-8000
Home Price Index*	\$659,982	\$655,080	\$628,846		-\$26,234
STR % Sold	15%	14%	16%		2%



**Dec 1 2011 Coquitlam, Port Coquitlam, Port Moody Market Update (Detached)**

**Current:** Coquitlam, Pt Coquitlam, Pt Moody has a very mixed market and with hot /cold markets, do check the %SOLD rates for each neighbourhood.  
**Most Active Price Range:** Homes in the \$500,001-\$600,000 have **SELLERS MARKET** with a strong 25% SOLD rate, an average of 21 (DOM) and a sales and List-Sales price discounts of \$20,000.  
**Least Active Price Range:** Homes over \$1million have a LOW 3.9% SOLD rate with an average sales discount of \$48,800 from their original list price and average of 50 days on market (DOM). **History:** The Tri-Cities had an average price increase of 13% in from January to August. This \$77,839 increased the average home to \$666,067.  
 Year-To-Date the **Home Price Index\*** came up \$40,619 to the average price of \$628,846  
**Future:** Record Active Listing Inventory (~10% higher than Nov 2010) has dropped just 9% in November. 191 new listings in Nov exceeds the 146 sales meaning that we would usually see listings increase next month but we will have a lot of December expiries that may stabilize the over supplied market.



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## Supply and Demand

How **%SOLD** Rates Affect Price Changes  
Sell-Through-Rates (STR) - Adsorption Rates

