

**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

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

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

Thanks for 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  
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 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) 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 for all of you who allowed me to help you with and thus 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 this 2012 year, please do not hesitate to call me!

FIRSTNAME so many ask me What is the marketing doing? Yes, it is very exciting times watching the many fast changes throughout the year. So to help you be in touch with the market as it happens I am now attaching my highly valuable “Monthly Market Reports” I wish to give you monthly. Now you can see your neighbourhood's monthly activity in detail as they happen. Feel free forward this report to friends and I invite them invite 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!

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

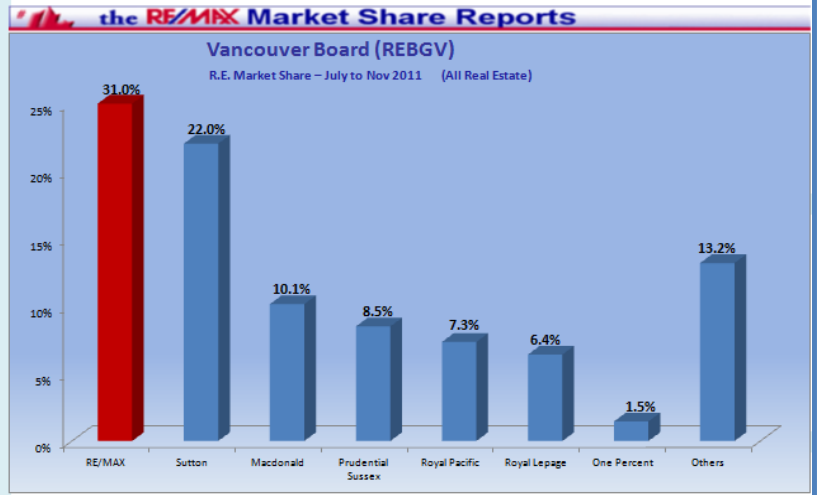
**Yes this is my best monthly “item of value” ever .. Thank you my Brain Buffini coach. Use your RE/MAX Market Reports as the big “Item of Value” to build client relationships. Now Look at some of the reports on the next pages that your client could be receiving.**



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>

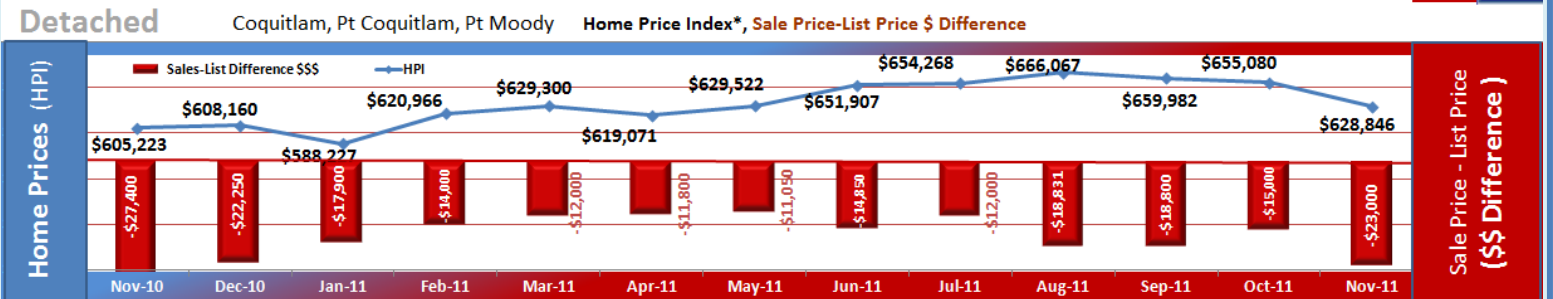
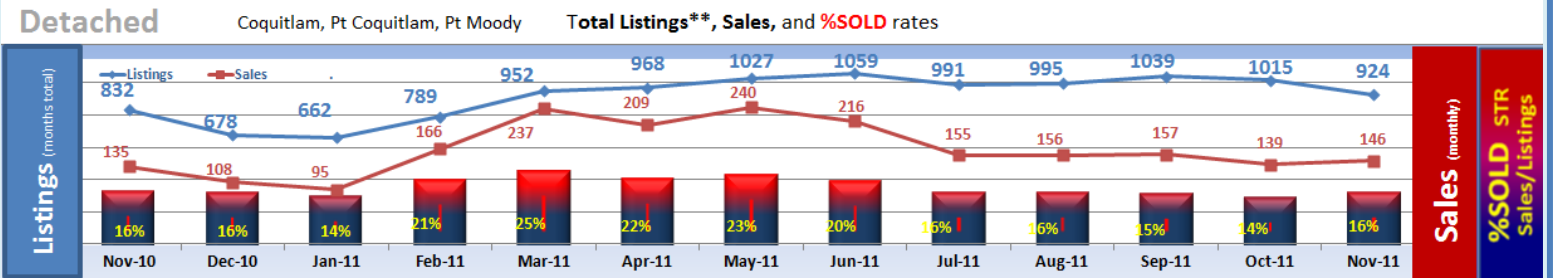
Home Price Range	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	% SOLD (STR)
0-\$500,000	76	14	32	95%	-\$20,400	18.4%
\$500,001-\$600,000	148	37	27	96%	-\$20,000	25.0%
\$600,001-\$700,000	171	37	34	96%	-\$24,900	21.6%
\$700,001-\$800,000	161	26	31	96%	-\$30,450	16.1%
\$800,001-\$900,000	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.



\*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



West Vancouver Sub areas Statistics - Nov 2011 Detached

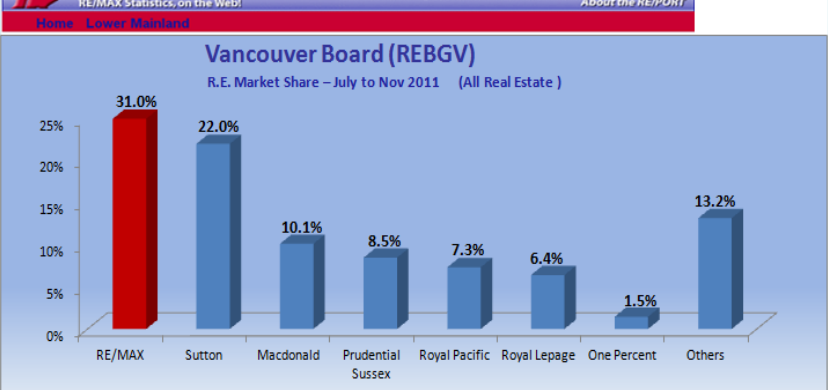
Neighbourhoods	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Altamont	17	2	90	89%	-\$323,000	11.8%
Ambleside	65	8	9	98%	-\$54,688	12.3%
British Properties	69	11	33	92%	-\$230,000	15.9%
Bayridge	18	3	38	95%	-\$68,000	16.7%
Caulfeild	41	4	95	93%	-\$215,000	9.8%
Canterbury WV	9	2	55	79%	-\$2,534,000	22.2%
Cedardale	12	2	15	100%	\$4,000	16.7%
Cypress Park Estates	14	1	95	89%	-\$290,000	7.1%
Chelsea Park	3	2	62	95%	-\$110,900	66.7%
Chartwell	17	4	50	94%	-\$145,500	23.5%
Cypress	12	1	57	85%	-\$1,080,000	8.3%
Deer Ridge WV	0	0				
Dundarave	25	5	16	97%	-\$80,000	20.0%
Eagle Harbour	29	3	54	93%	-\$83,000	10.3%
Eagleridge	7	1	6	93%	-\$198,000	14.3%
Furry Creek	12	0				0.0%
Gleneagles	14	0				0.0%
Glenmore	13	0				0.0%
Horseshoe Bay WV	13	3	53	94%	-\$73,000	23.1%
Howe Sound	13	1	84	79%	-\$470,000	7.7%
Lions Bay	31	3	47	95%	-\$48,000	9.7%
Olde Caulfeild	2	0				0.0%
Porteau Cove	0	0				
Park Royal	5	1	54	100%	\$0	20.0%
Panorama Village	0	0				
Queens	18	4	10	99%	-\$44,000	22.2%
Rockridge	4	0				0.0%
Sandy Cove	3	0				0.0%
Sentinel Hill	15	3	22	95%	-\$79,000	20.0%
Upper Caulfeild	5	2	16	95%	-\$97,500	40.0%
West Bay	14	1	52	94%	-\$298,000	7.1%
Whytecliff	8	1	21	98%	-\$25,000	12.5%
Whitby Estates	6	0				0.0%
Westhill	9	0				0.0%
Westmount WV	17	0				0.0%
<b>Total Activity</b>	<b>540</b>	<b>68</b>	<b>25</b>	<b>95%</b>	<b>-\$91,500</b>	<b>13%</b>

West Vancouver List Price Ranges Statistics - Nov 2011 Detached

List Price Range	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$1,250,000	66	11	54	94%	-\$68,000	16.7%
\$1,250,001-\$1,500,000	64	15	21	98%	-\$25,000	23.4%
\$1,500,001-\$2,000,000	103	9	53	93%	-\$135,000	8.7%
\$2,000,001-\$2,500,000	53	9	15	96%	-\$98,000	17.0%
\$2,500,001-\$3,000,000	61	9	11	91%	-\$250,000	14.8%
\$3,000,001-\$4,000,000	76	9	17	94%	-\$188,000	11.8%
\$4,000,001 and more	117	6	59	87%	-\$934,000	5.1%
<b>Total Activity</b>	<b>540</b>	<b>68</b>	<b>25</b>	<b>95%</b>	<b>-\$91,500</b>	<b>13%</b>

Summary of Monthly Changes	Sept	Oct	Nov	12/1/2011	Change
Total Listings (A,S,T,C,X)	629	624	540		-84
Active Listings	440	475	447	386	-61
Solds	69	90	68		-22
DOM	33	24	25		1
Sold-List Price % Difference	95%	95%	95%		0
Sold-List Price \$ Difference	-\$93,500	-\$98,000	-\$91,500		\$6,500
Home Price Index*	\$1,885,910	\$2,041,518	\$1,981,919		-\$59,599
STR % Sold	11%	14%	13%		-1%

the RE/MAX Market Share Reports



Dec 1 2011 West Vancouver Market Update (detached)

Current: West Vancouver has a stable market at **13% SOLD** rate, 25 days on the market DOM and with a 5% selling discount.

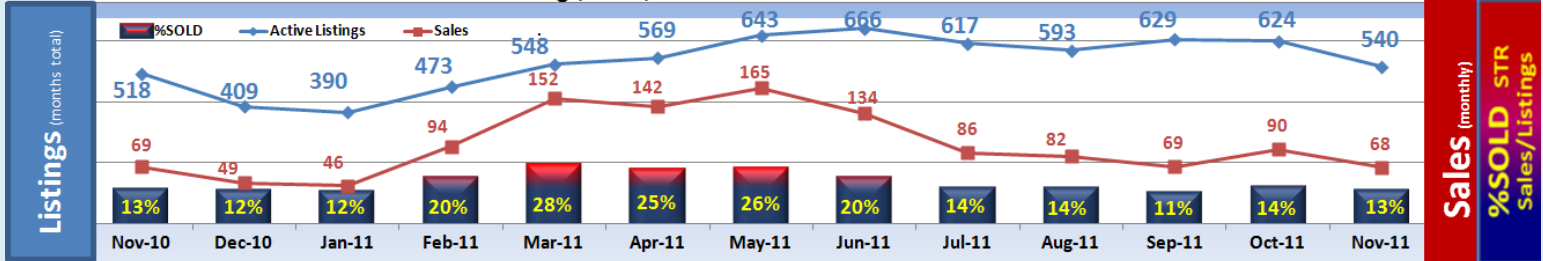
Most Active Price Range: Homes between 1.25 million 1.5 million are still in a sellers market with %SOLD rates between 31% to 33%

Least Active Price Range: Homes over \$4 million have **5.1% SOLD** rate, 59 DOM and discounts of -\$91500 (6%) from their original list price.

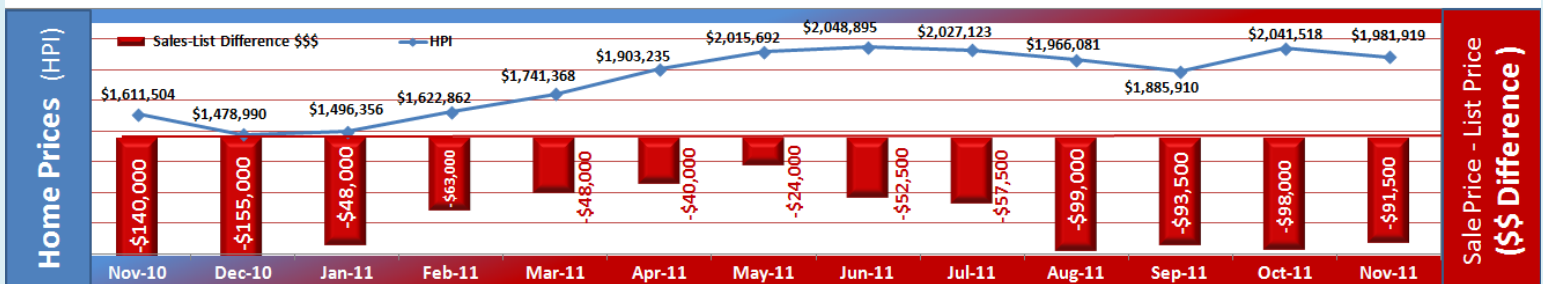
History: The West Van residential detached housing market had one of the strongest spring markets on record. January to June home price index\* shows a 37% increase of \$552,540. The Year-To-Date the (HPI)\* is up \$545,162.

Future Trend: Active listings have dropped 6% in the last month so the %Sold rate should maintain stable for the rest of the month.

Detached West Vancouver Total Listings, Sales, and %SOLD rates



Detached West Vancouver 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.

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

RE/MAX Reports produced: for Your Name





Richmond Sub areas Statistics - Nov 2011

Detached

Neighbourhoods	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$	%SOLD (STR)
Sea Island	9	4	68	96%	-\$34,000	44.4%
Bridgeport RI	17	0				0.0%
West Cambie	59	2	63	96%	-\$41,900	3.4%
East Cambie	40	2	15	98%	-\$15,250	5.0%
Terra Nova	36	3	29	93%	-\$138,000	8.3%
Riverdale RI	64	7	13	96%	-\$35,500	10.9%
Quilchena RI	38	8	34	90%	-\$105,000	21.1%
Granville	84	4	19	97%	-\$64,000	4.8%
Seafair	72	5	77	96%	-\$35,000	6.9%
Boyd Park	27	4	36	95%	-\$54,000	14.8%
Lackner	51	4	45	91%	-\$158,000	7.8%
Steveston Village	23	6	30	95%	-\$45,000	0.0%
Steveston North	51	5	28	95%	-\$43,000	9.8%
Steveston South	30	2	64	92%	-\$62,000	6.7%
Westwind	12	3	10	94%	-\$83,000	25.0%
Woodwards	57	5	47	93%	-\$55,000	0.0%
Broadmoor	62	6	55	92%	-\$76,500	9.7%
Garden City	49	6	68	94%	-\$70,250	12.2%
Saunders	57	6	66	89%	-\$128,000	10.5%
South Arm	24	1	62	94%	-\$49,000	4.2%
Brighthouse	7	0				0.0%
Brighthouse South	2	0				0.0%
McLennan North	11	1	3	97%	-\$32,000	9.1%
Gilmore	6	1	70	91%	-\$340,000	16.7%
McLennan	30	4	95	90%	-\$93,000	13.3%
East Richmond	17	0				0.0%
McNair	29	5	11	95%	-\$60,000	17.2%
Ironwood	43	4	8	96%	-\$29,501	9.3%
Hamilton RI	30	3	9	97%	-\$18,000	10.0%
<b>Total Activity</b>	<b>1037</b>	<b>101</b>	<b>35</b>	<b>95%</b>	<b>-\$55,000</b>	<b>10%</b>

Richmond List Price Ranges Statistics - Nov 2011

Detached

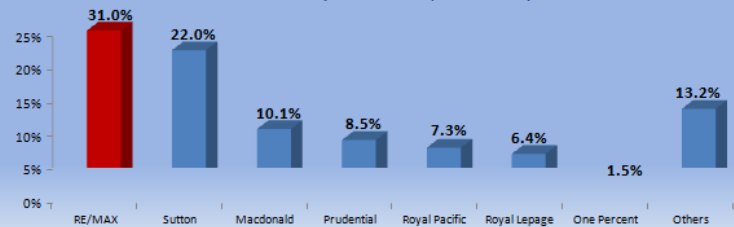
Home Price Range	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$	%SOLD (STR)
0-\$700,000	48	10	21	97%	-\$18,500	20.8%
\$700,001-\$800,000	77	13	34	95%	-\$36,000	16.9%
\$800,001-\$900,000	125	17	47	95%	-\$44,000	13.6%
\$900,001-\$1,000,000	143	14	46	95%	-\$49,875	9.8%
\$1,000,001-\$1,250,000	165	20	27	95%	-\$54,500	12.1%
\$1,250,001-\$1,500,000	154	13	35	95%	-\$70,000	8.4%
\$1,500,001 and more	325	14	50	91%	-\$163,000	4.3%
<b>Total Activity</b>	<b>1,037</b>	<b>101</b>	<b>35</b>	<b>95%</b>	<b>-\$55,000</b>	<b>10%</b>

Monthly Changes Summary	Sept	Oct	Nov	12/1/2011	Change
Total Listings** (A,S,T,C,X)	1213	1145	1037		-108
Active Listings	874	929	882	783	-99
Solds	109	106	101		-5
DOM	30	26	35		9
Sold-List Price % Difference	96%	95%	95%		0%
Sold-List Price \$ Difference	-\$49,800	-\$49,000	-\$55,000		-6000
Home Price Index*	\$1,026,507	\$1,004,543	\$977,068		-\$27,475
STR % Sold	11%	10%	10%		0%

the RE/MAX Market Share Reports

Vancouver Board (REBGV)

R.E. Market Share - July to Nov 2011 (All Real Estate)



Dec 1 2011 Richmond Market Update (Detached)

Current: Richmond is a buyers market with record listing inventory and with a LOW 10% SOLD rate and a 95% Sell/List Ratio.

(This means that there is an average of a -\$55,000 discount on a sale from the original list price)

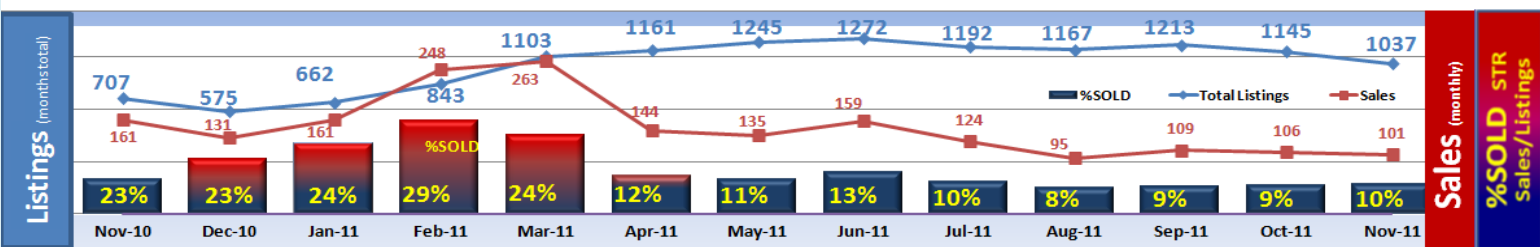
Most Active Price Range: Homes below the \$700,000 have 20% SOLD rate and prices are stable with average 21 days on market (DOM) and a sales discounts of \$18,500. (We suspect that most of these sales are for the lot value only.)

Least Active Price Range: Homes over \$1.5 million have a LOW 4.3% SOLD (= 4 sales of 100 listings/ month) with an average sales discount of \$163,000 from their original list price and average 50 days on market (DOM).

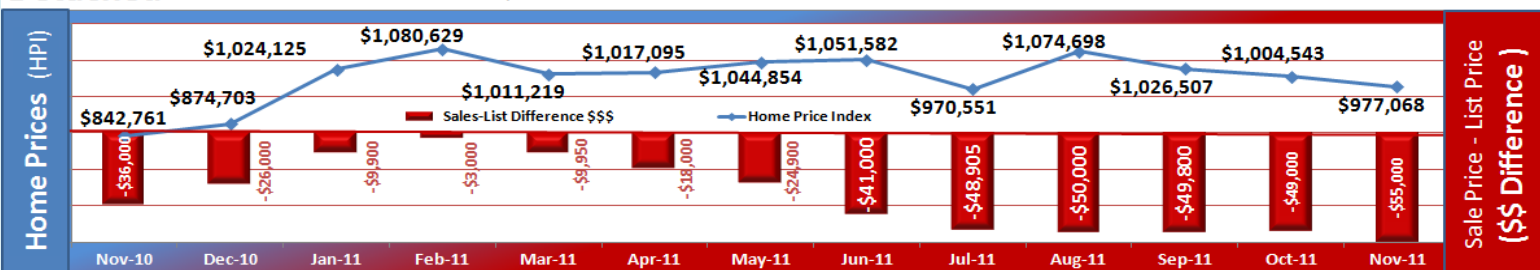
History: Richmond may have set a North American price increase record of 28% in just the 4 months of Nov-Feb or \$237,868 increase to \$1,080,629. Year-To-Date the Home Price Index\* has settled down to an increase of \$134,300.

Future: Record Active Listing Inventory (~40% higher than Nov 2010) has dropped just 11% 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 Richmond Total Listings, Sales, and %SOLD rates



Detached Richmond 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.

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

RE/MAX Reports produced: for Your Name



North Vancouver Sub areas Statistics -

Nov 2011 Detached

Neighbourhoods	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD /month
Boulevard	14	4	21	98%	-\$22,250	28.6%
Blueridge NV	18	3	48	95%	-\$49,000	16.7%
Braemar	4	0				0.0%
Capilano NV	6	1	29	96%	-\$44,900	16.7%
Capilano Highlands	17	5	19	95%	-\$63,000	29.4%
Central Lonsdale	21	8	32	96%	-\$36,500	38.1%
Calverhall	9	1	7	105%	\$33,000	11.1%
Canyon Heights NV	37	9	30	97%	-\$49,000	24.3%
Deep Cove	23	3	8	98%	-\$25,000	13.0%
Delbrook	2	0				0.0%
Dollarton	12	3	30	96%	-\$39,900	25.0%
Forest Hills NV	4	2	36	96%	-\$45,450	50.0%
Grouse Woods	10	0				0.0%
Hamilton Heights	1	0				0.0%
Hamilton	12	1	147	99%	-\$8,000	8.3%
Indian Arm	8	0				0.0%
Indian River	8	0				0.0%
Lower Lonsdale	6	2	122	95%	-\$36,000	33.3%
Lynn Valley	36	10	12	99%	-\$7,550	27.8%
Lynnour	3	0				0.0%
Norgate	3	2	49	96%	-\$36,216	66.7%
Northlands	3	0				0.0%
Pemberton Heights	15	3	20	97%	-\$29,000	20.0%
Pemberton NV	10	2	43	90%	-\$66,900	20.0%
Princess Park	7	2	7	102%	\$16,500	28.6%
Queensbury	8	2	5	103%	\$22,000	25.0%
Roche Point	4	1	31	97%	-\$24,000	25.0%
Seymour	14	1	3	99%	-\$8,000	7.1%
Tempe	3	0				0.0%
Upper Delbrook	13	2	57	95%	-\$55,500	15.4%
Upper Lonsdale	48	9	16	99%	-\$23,000	18.8%
Westlynn	4	1	6	104%	\$42,000	25.0%
Windsor Park NV	5	0				0.0%
Woodlands-Sunshine-Cascadi	4	0				0.0%
Westlynn Terrace	3	0				0.0%
<b>Total Activity</b>	<b>395</b>	<b>77</b>	<b>26</b>	<b>97%</b>	<b>-\$29,000</b>	<b>19%</b>

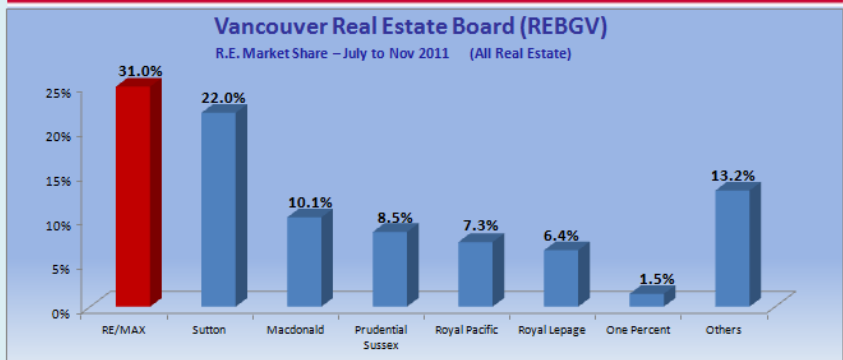
North Vancouver Price Ranges Statistics

Nov 2011 Detached

Home Price Range	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD /month
0-\$700,000	26	8	13	96%	-\$22,400	30.8%
\$700,001-\$800,000	40	11	26	96%	-\$33,000	27.5%
\$800,001-\$900,000	58	14	30	97%	-\$22,000	24.1%
\$900,001-\$1,000,000	38	8	22	97%	-\$31,500	21.1%
\$1,000,001-\$1,250,000	88	19	19	98%	-\$18,000	21.6%
\$1,250,001-\$1,500,000	77	12	35	96%	-\$56,950	15.6%
\$1,500,001 and more	68	5	16	98%	-\$50,000	7.4%
<b>Total Activity</b>	<b>395</b>	<b>77</b>	<b>26</b>	<b>97%</b>	<b>-\$29,000</b>	<b>19%</b>

Monthly Changes Summary	Sept	Oct	Nov	12/1/2011	Change
Total Listings (A,S,T,C,X)	480	463	395		-68
Active Listings	276	347	321	256	-65
Solds	77	93	77		-16
DOM	25	14	26		12
Sold-List Price % Difference	97%	98%	97%		-1%
Sold-List Price \$ Difference	-\$29,000	-\$14,000	-\$29,000		-\$15,000
Home Price Index*	\$946,471	\$985,500	\$998,931		\$13,431
%SOLD (STR)	16%	20%	19%		-1%

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Dec 1 2011 North Vancouver Market Update (detached)

**Current** North Vancouver is a **stable** market with record listings inventory with a solid **19% SOLD** rate. (This means 19 homes out of 100 sold in Nov)

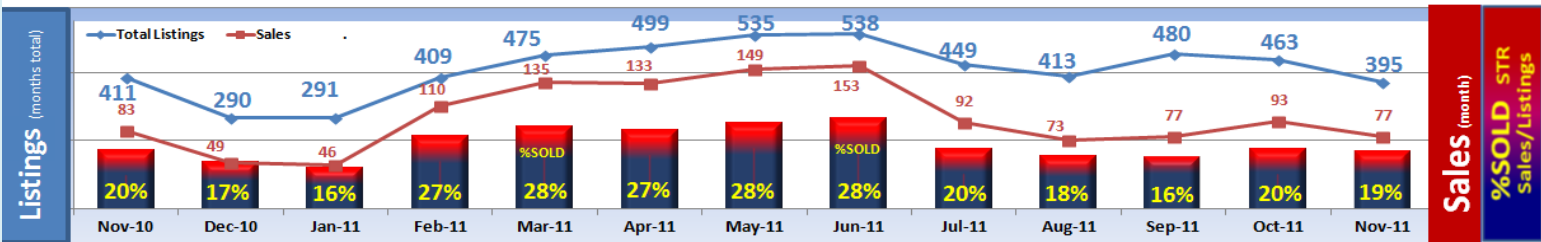
**Most Active Range:** Homes below the \$700,000 range have strong **30.8% SOLD** rate as a sellers market. The average sales discounts are only \$22,400 and days on market are averaging 26.

**Least Active Range:** Homes over \$1.5 million have a LOW **7.4% SOLD** rate (=7 sales of 100 listings/ month) with an average sales discount of \$50,000 from their original list price( 98% S/L ratio)

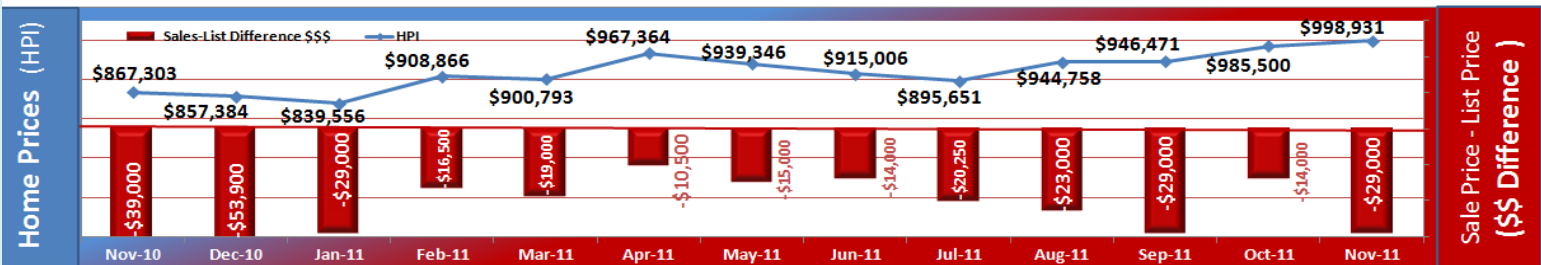
**History:** Jan-April had a possible record strong sales with average prices the **Home Price Index \*** increasing 15% \$127,807 to \$967,364. The Year-To-Date the (HPI)\* is up \$159,374.

**Future:** We have a near normal Active listings inventory but it is expected to drop fast. November's 103 new listings exceeded the 77 sales. This reduced inventory trend could put more sure on the market in December and January.

Detached North Vancouver Total Listings, Sales, and %SOLD rate



Detached North Vancouver Average Home Price (HPI)\*, Sale Price-List Price \$ Difference (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.

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**Burnaby Sub areas Statistics - Nov 2011 Detached**

Neighbourhoods	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
East Burnaby	26	4	33	96%	-\$25,900	15%
The Crest	21	4	34	83%	-\$167,500	19%
Edmonds BE	20	2	51	95%	-\$30,000	10%
Brentwood Park	10	3	25	99%	-\$9,000	30%
Cariboo	0	0				0%
Central BN	11	0				0%
Capitol Hill BN	30	6	24	96%	-\$34,450	20%
Forest Hills BS	4	0				0%
Government Road	16	2	68	94%	-\$77,150	13%
Lake City Industrial	0	0				0%
Montecito	18	3	17	96%	-\$48,000	17%
Oakdale	6	1	65	94%	-\$43,800	17%
Parkcrest	21	5	8	102%	\$18,000	24%
Sperling-Duthie	16	2	32	99%	-\$13,400	13%
Simon Fraser Univer.	16	0				0%
Sullivan Heights	7	2	67	97%	-\$25,400	29%
Simon Fraser Hills	0	0				0%
Vancouver Heights	18	4	13	98%	-\$19,950	22%
Willingdon Heights	25	8	9	98%	-\$21,750	32%
Westridge BN	16	2	110	92%	-\$72,500	13%
Big Bend	6	1	68	79%	-\$268,000	17%
Burnaby Hospital	22	3	38	94%	-\$68,000	14%
Buckingham Heights	7	1	17	92%	-\$59,000	14%
Burnaby Lake	19	2	27	102%	\$21,500	11%
Central Park BS	8	1	1	100%	\$0	13%
Deer Lake	17	1	0	87%	-\$428,000	6%
Deer Lake Place	10	2	39	95%	-\$39,750	20%
Forest Glen BS	11	2	24	97%	-\$34,000	18%
Greentree Village	4	0				0%
Garden Village	4	0				0%
Highgate	17	4	18	99%	-\$5,750	24%
Metrotown	27	5	12	93%	-\$52,000	19%
Oaklands	0	0				0%
Suncrest	5	0				0%
South Slope	53	9	32	94%	-\$54,000	17%
Upper Deer Lake	25	6	6	99%	-\$11,000	24%
<b>Total Activity</b>	<b>516</b>	<b>85</b>	<b>17</b>	<b>96%</b>	<b>-\$34,000</b>	<b>16%</b>

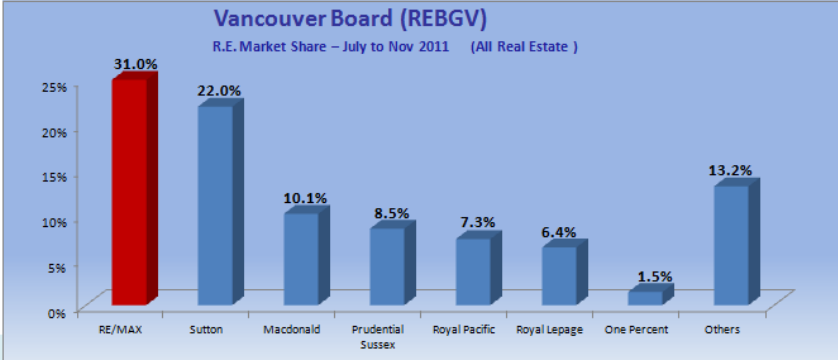
**Burnaby List Price Ranges Statistics - Nov 2011 Detached**

Home Price Range	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$700,000	37	16	17	97%	-\$19,450	43%
\$700,001-\$800,000	56	12	16	98%	-\$16,950	21%
\$800,001-\$900,000	94	20	11.5	97%	-\$23,750	21%
\$900,001-\$1,000,000	77	17	23	97%	-\$29,000	22%
\$1,000,001-\$1,250,000	86	12	26	94%	-\$64,444	14%
\$1,250,001-\$1,500,000	84	4	47	94%	-\$85,250	5%
\$1,500,001-\$1,750,000	82	4	45	96%	-\$77,000	5%
<b>Total Activity</b>	<b>516</b>	<b>85</b>	<b>17</b>	<b>96%</b>	<b>-\$34,000</b>	<b>16%</b>

Summary of Monthly Changes	Sept	Oct	Nov	12/1/2011	Change
Total Listings (A,S,T,C,X)	612	590	516		-74
Active Listings	398	450	413	343	-70
Solds	76	93	85		-8
DOM	14	18	17		-1
Sold-List % Price Difference	97%	97%	96%		-1%
Sold-List \$ Price Difference	-\$29,000	-\$28,000	-\$34,000		-\$6,000
Home Price Index*	\$915,753	\$874,382	\$916,034		\$41,652
STR % Sold	12%	16%	16%		0%

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Dec 1 2011 Burnaby Market Update (detached)

Current: Burnaby's Residential Detached housing market is stable with a **16% SOLD** rate. (This means 16 homes out of 100 sold in Nov)

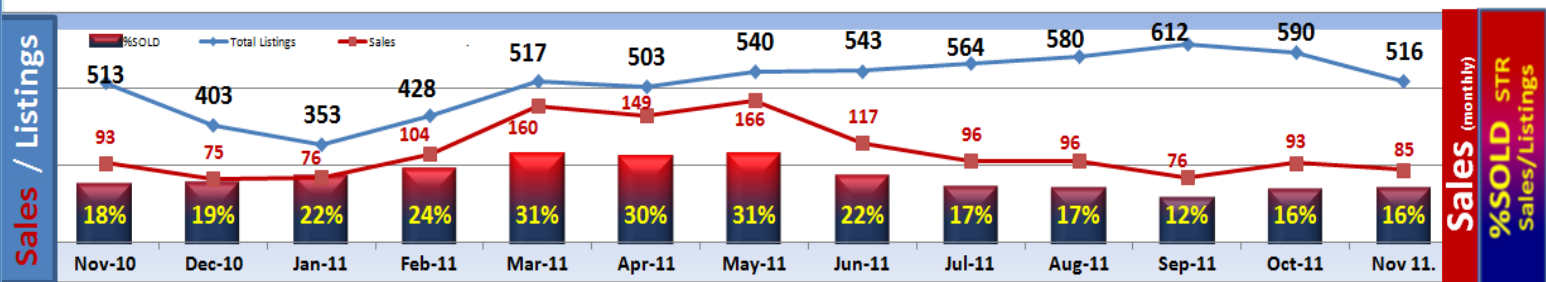
Most Active Range: Homes in the under \$700,000 range have very high **43% SOLD** rate with average sales discounts of only \$19,450 and 17 days on the market (DOM)

Least Active Range: Homes over \$1.25 million have a **LOW 5% SOLD** rate with an average sales discount of ~\$81,000 and 46 days on the market (DOM)

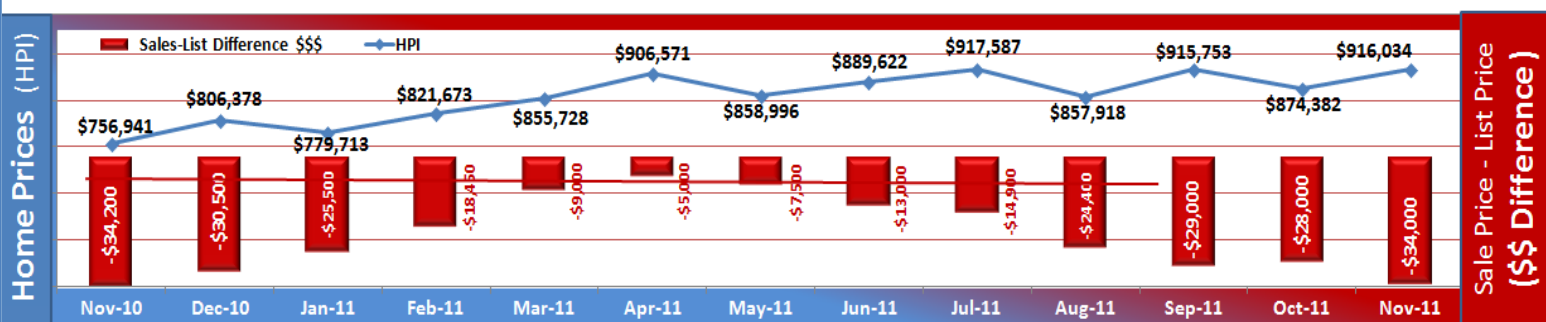
History: January -April had near record sales with average prices **Home Price Index\*** increasing 16% (\$126,857) to \$906,571. The Year-To-Date the (HPI) \* is up \$136,321

Future: Listing inventory levels are similar to last years and it is expected to drop substantially by the end of the year. November had only 74 new listings to balance the 77 sales. This reduced inventory trend should put more upward pressure on the market in December and January.

**Detached Burnaby Total Listings, Sales, and %SOLD rates**



**Detached Burnaby 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





## Supply and Demand

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

