

Market analysis: current, history and future!

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# RE/MAX Market Reports



## Advanced Marketing Tools





## Advanced Marketing Tools

These advanced tools are here to help you have bigger neighbourhood stats and graphs for CMA's, Price Reductions, Buyer Aids and web content. We have created about 40 custom reports so far so this is a small sampling.

Our goal is to have you hire us to do your custom presentation materials and let you do what you do best SELL HOMES !

Please remember that your personalized stats are licensed to you only and I need to watermark them if you plan to put them on the web. The previous Jim Lees reports were public WebPages and often used by the competition when the reports made them look good. Here we need the individuals that use these stats to pay for the license to do so. Thank you for your cooperation.

1. Time to produce a Local REMAX Market Share Report 4-5 hours per month/ city ( Jim Lees advanced report)
2. Time to produce a Local REMAX Market Report ( Portrait) 3-4 hours per month/ city
3. Time to produce the Local REMAX Market Report Landscape : extra hour
4. Time to customize your reports 1.5 to 3 hours of setup.

Marketing beyond your market area is reserved for Most Referred Services so please check with us before doing any national or major marketing programs. Eg: we reserve the rights to put the stats in the Real Estate Weekly's at this time. But are very open to marketing ideas like in Starbucks etc.

Do watch the movie on the many ways to market with these stats.

**Below are your individual landscape stats at 200% size for easy printing  
Plus we will supplement it with any new stats we have**

**Bonus: some extra cities stats provided by our sponsoring members and the RE/MAX Referral Network Group**

( Note.. Currently we have a readership of 773 RE/MAX agents throughout the lower mainland.

That is the best referral networks group ever! .. If you would like to be part of the Team let us know about 40% of the spots are tentatively available. Note: we will have about 3-4 agents in Vancouver Westside to represent the many market areas.



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# RMR Referral Network

*Committed in our quest for knowledge, skills, and to serve!*

*Tentative members*



*The network is growing and growing!!!*

1-778-374-3744

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Mar 1 /12 Vancouver Westside

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| Neighbourhoods        | Total Listings (mmonth) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|-------------------------|------------|-----------|-------------------|--------------------------|-------------|
| Arbutus               | 73                      | 6          | 23        | 94%               | -\$154,000               | 8.2%        |
| Cambie                | 76                      | 8          | 19        | 94%               | -\$149,500               | 10.5%       |
| Dunbar                | 140                     | 32         | 14        | 98%               | -\$44,000                | 22.9%       |
| Fairview VW           | 3                       | 1          | 20        | 99%               | -\$37,000                | 33.3%       |
| Kerrisdale            | 66                      | 8          | 7         | 105%              | \$110,000                | 12.1%       |
| Kitsilano             | 79                      | 22         | 11        | 99%               | -\$16,500                | 27.8%       |
| MacKenzie Heights     | 50                      | 13         | 11        | 100%              | \$0                      | 26.0%       |
| Mount Pleasant VW     | 4                       | 1          | 79        | 92%               | -\$145,000               | 25.0%       |
| Marpole               | 69                      | 10         | 16        | 96%               | -\$76,500                | 14.5%       |
| Oakridge VW           | 25                      | 4          | 8         | 101%              | \$11,000                 | 16.0%       |
| Point Grey            | 100                     | 21         | 10        | 97%               | -\$95,000                | 21.0%       |
| Quilchena             | 30                      | 5          | 22        | 97%               | -\$48,000                | 16.7%       |
| South Cambie          | 28                      | 3          | 11        | 93%               | -\$303,000               | 10.7%       |
| South Granville       | 123                     | 11         | 32        | 93%               | -\$272,000               | 8.9%        |
| Shaughnessy           | 115                     | 11         | 21        | 95%               | -\$178,000               | 9.6%        |
| Southlands            | 49                      | 9          | 34        | 92%               | -\$178,000               | 18.4%       |
| S.W. Marine           | 45                      | 6          | 20        | 97%               | -\$40,875                | 13.3%       |
| University VW         | 24                      | 6          | 12        | 96%               | -\$39,450                | 25.0%       |
| <b>Total Activity</b> | <b>1099</b>             | <b>177</b> | <b>12</b> | <b>97%</b>        | <b>-\$68,000</b>         | <b>16%</b>  |

| Home Price Range        | Total Listings (mmonth) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-------------------------|-------------------------|------------|-----------|-------------------|--------------------------|-------------|
| \$0-\$1,250,000         | 25                      | 7          | 8         | 97%               | -\$29,000                | 28.0%       |
| \$1,250,001-\$1,500,000 | 59                      | 19         | 10        | 102%              | \$37,000                 | 32.2%       |
| \$1,500,001-\$1,750,000 | 70                      | 23         | 10        | 100%              | \$0                      | 32.9%       |
| \$1,750,001-\$2,000,000 | 113                     | 29         | 10        | 97%               | -\$62,000                | 25.7%       |
| \$2,000,001-\$2,250,000 | 65                      | 5          | 11        | 94%               | -\$138,000               | 7.7%        |
| \$2,250,001-\$2,500,000 | 107                     | 19         | 13        | 98%               | -\$48,000                | 17.8%       |
| \$2,500,001-\$2,750,000 | 91                      | 12         | 16        | 97%               | -\$80,000                | 13.2%       |
| \$2,750,001-\$3,000,000 | 113                     | 23         | 20        | 97%               | -\$95,000                | 20.4%       |
| \$3,000,001-\$3,500,000 | 108                     | 9          | 31        | 93%               | -\$249,000               | 8.3%        |
| \$3,500,001-\$4,000,000 | 114                     | 7          | 32        | 93%               | -\$272,000               | 6.1%        |
| \$4,000,001-\$4,500,000 | 65                      | 6          | 24        | 94%               | -\$240,500               | 9.2%        |
| \$4,500,001-\$5,000,000 | 64                      | 5          | 8         | 93%               | -\$338,000               | 7.8%        |
| \$5,000,000 and more    | 105                     | 13         | 22        | 94%               | -\$379,000               | 12.4%       |
| <b>Total Activity</b>   | <b>1,099</b>            | <b>177</b> | <b>12</b> | <b>97%</b>        | <b>-\$68,000</b>         | <b>16%</b>  |

| Monthly Changes Summary             | Jan-12      | Feb-12      | 3/1/2012 | Change    |
|-------------------------------------|-------------|-------------|----------|-----------|
| Total Listings** (A,S,T,C,X)        | 961         | 1099        |          | 138       |
| Active Listings (1st of the month)  | 478         | 773         | 772      | -1        |
| Solds                               | 85          | 177         |          | 92        |
| Days on Market (DOM)                | 11          | 12          |          | 1         |
| Sold-List Price % Difference        | 97.4%       | 96.9%       |          | -0.6%     |
| Sold-List Price \$\$ Difference     | -\$50,000   | -\$68,000   |          | -\$18,000 |
| HPI Lower End Home Price Index*     | \$1,686,021 | \$1,708,461 |          | \$22,440  |
| HPI2 Higher End Home Price Index*   | \$2,777,231 | \$2,852,726 |          | \$75,495  |
| %SOLD (Sales/ Listings /mthly rate) | 9%          | 16%         |          | 7%        |

### Mar 1 2012 Vancouver Westside Market Update (Detached)

**Current:** Vancouver Westside ranges from a HOT to a stable market with record listing inventories, an average **16 %SOLD** rate and a 97% Sell/List Ratio with a \$68,000 average sale discount from the original list price. **(16 %SOLD** means 16 out of 100 homes sold in February).

**Most Active Price Range:**

Homes between \$1.5 and \$1.75 million have **32.9 %SOLD** rate. These home sales had no discounts on average and just 10 DOM.

**Least Active Price Range:**

Homes above \$3.5 and \$4 million have low **6.1 %SOLD** and 32 DOM.

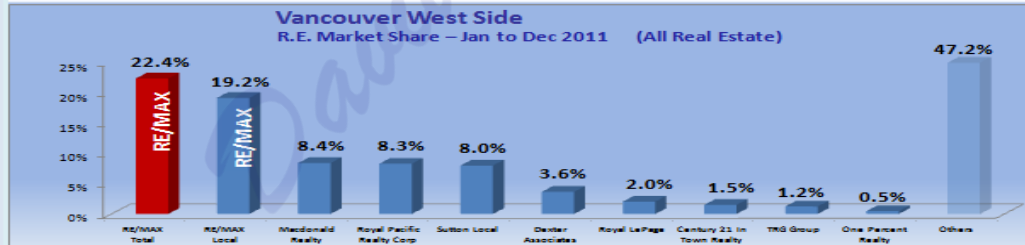
**History:** The Vancouver Westside Home Price Index 1\* (Lower 50%) shows a 11% price increase in the 8 mths from December - August 2011. This \$307,265 increase brought the HPI1 to \$1,696,543. Year-To-Date this Home Price Index\* has increased \$162,619.

The Vancouver Westside Home Price Index 2\* (High End - top 50%) shows a probable North American record price increase in just the 8 mths of December to July 2011 of an amazing 35%. This \$884,829 price increase brought the Vancouver HPI2\* to \$3,142,433. Year-To-Date this Home Price Index\* has increased \$226,913.

**Future:** Westside is many diverse markets but in general we have record active listing Inventory ~40% higher than Feb 2011 and has increased 14% this month. New listings still far exceed the sales meaning that we would expect to see listing levels increase in the next month. Fortunately these large inventory levels are met with strong local buyer demand and is resulting a rising prices in many Westside areas and lower price ranges.

**Analytical Methods:** The Vancouver Westside represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the market into two parts with the Vancouver Westside HPI 1 being the lower 50% priced homes sales; with an average of 2,490 finished SQFT, age of 68 and lot size of 4,129 sqft. The Vancouver Westside HPI 2 being the Top 50% representing the higher end sales with an average finished home of 3,677 sqft, 32 years old and a 6,729 sqft lot. Each HPI is determined by adjusting all of the monthly sales for their finished sqft, age and lot size to produce one the most accurate HPI indexes at this time. This is an on going project; market enthusiasts are invited to help us make these Home Price Indexes even better. For a more accurate price change analysis for your home ....please request a CMA from your REALTOR.

### the RE/MAX Market Share Reports



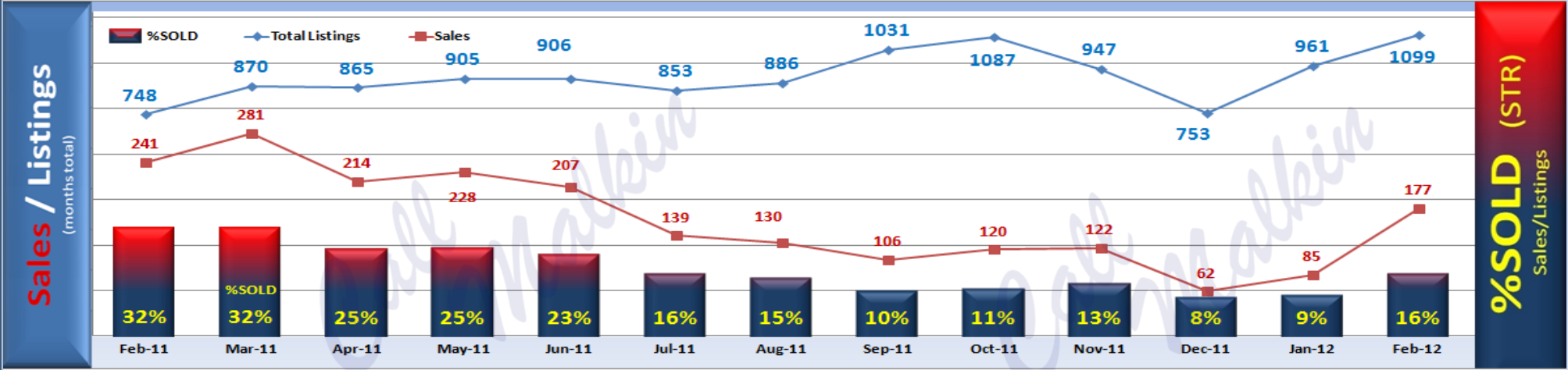
\* Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: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

David Malkin

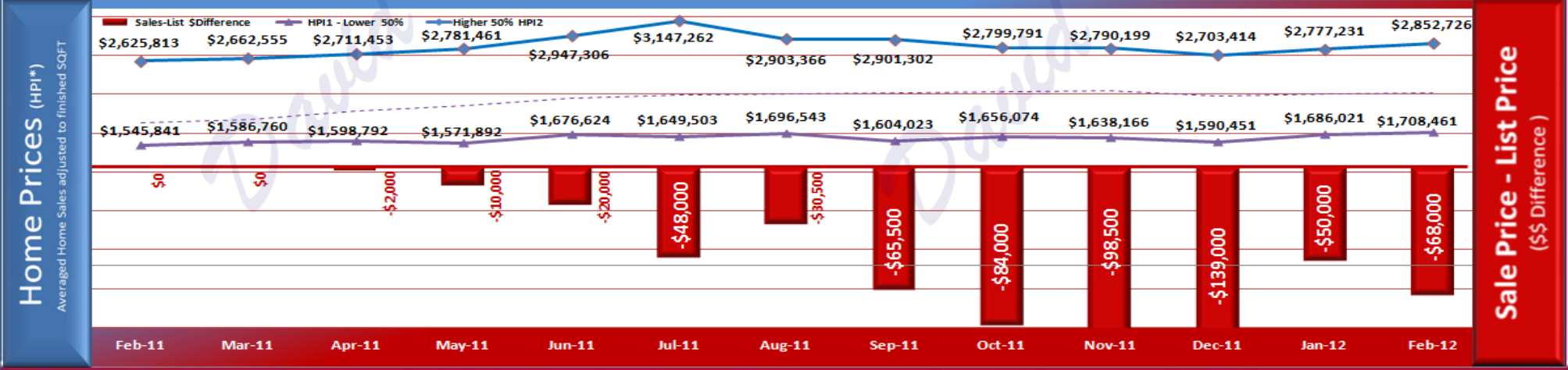
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**Detached Vancouver Westside Total Listings, Sales, and %SOLD rates**



**Detached Vancouver Westside Home Price Index\* (Lower 50% & Higher 50%), 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. & age. 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.

**David Malkin**

# #1 the RE/MAX Market Reports: detached homes

RE/MAX Statistics, on the Web!



stevestoncondoliving.com  
Ed Ganeff

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Mar 1 /12 Richmond

## Richmond Sub areas Statistics - Feb 2012

| Neighbourhoods        | Total Listings (month) | Sales      | DOM       | Sell / List Ratio | Sell - List Diff \$\$\$ | %SOLD (STR) |
|-----------------------|------------------------|------------|-----------|-------------------|-------------------------|-------------|
| Sea Island            | 5                      | 0          |           |                   |                         | 0.0%        |
| Bridgeport RI         | 18                     | 3          | 111       | 95%               | -\$49,900               | 16.7%       |
| West Cambie           | 54                     | 5          | 9         | 99%               | -\$13,000               | 9.3%        |
| East Cambie           | 41                     | 3          | 59        | 93%               | -\$69,000               | 7.3%        |
| Terra Nova            | 39                     | 6          | 33        | 94%               | -\$91,000               | 15.4%       |
| Riverdale RI          | 78                     | 11         | 13        | 95%               | -\$73,000               | 14.1%       |
| Quilchena RI          | 44                     | 9          | 10        | 100%              | -\$2,000                | 20.5%       |
| Granville             | 97                     | 9          | 37        | 96%               | -\$58,000               | 9.3%        |
| Seafair               | 82                     | 10         | 17        | 95%               | -\$64,400               | 12.2%       |
| Boyd Park             | 25                     | 3          | 118       | 93%               | -\$78,000               | 12.0%       |
| Lackner               | 59                     | 4          | 31        | 98%               | -\$17,301               | 6.8%        |
| Steveston Village     | 23                     | 5          | 11        | 95%               | -\$34,000               | 21.7%       |
| Steveston North       | 50                     | 5          | 28        | 97%               | -\$38,000               | 10.0%       |
| Steveston South       | 33                     | 3          | 38        | 96%               | -\$50,000               | 9.1%        |
| Westwind              | 16                     | 2          | 13        | 99%               | -\$10,400               | 12.5%       |
| Woodwards             | 70                     | 8          | 21        | 97%               | -\$30,000               | 11.4%       |
| Broadmoor             | 76                     | 9          | 35        | 95%               | -\$78,000               | 11.8%       |
| Garden City           | 48                     | 3          | 9         | 94%               | -\$48,000               | 6.3%        |
| Saunders              | 66                     | 7          | 36        | 94%               | -\$58,000               | 10.6%       |
| South Arm             | 28                     | 4          | 9         | 95%               | -\$49,939               | 14.3%       |
| Brighthouse           | 2                      | 0          |           |                   |                         | 0.0%        |
| Brighthouse South     | 4                      | 0          |           |                   |                         | 0.0%        |
| McLennan North        | 9                      | 0          |           |                   |                         | 0.0%        |
| Gilmore               | 10                     | 0          |           |                   |                         | 0.0%        |
| McLennan              | 19                     | 1          | 45        | 91%               | -\$148,000              | 5.3%        |
| East Richmond         | 17                     | 1          | 15        | 90%               | -\$96,000               | 5.9%        |
| McNair                | 37                     | 6          | 34        | 94%               | -\$44,900               | 16.2%       |
| Ironwood              | 37                     | 3          | 43        | 97%               | -\$25,000               | 8.1%        |
| Hamilton RI           | 31                     | 1          | 35        | 99%               | -\$9,000                | 3.2%        |
| <b>Total Activity</b> | <b>1118</b>            | <b>121</b> | <b>24</b> | <b>96%</b>        | <b>-\$48,000</b>        | <b>11%</b>  |

## Detached

## Richmond List Price Ranges Statistics - Feb 2012

| Home Price Range        | Total Listings (month) | Sales      | DOM       | Sell / List Ratio | Sell - List Diff \$\$\$ | %SOLD (STR) |
|-------------------------|------------------------|------------|-----------|-------------------|-------------------------|-------------|
| 0-\$700,000             | 45                     | 7          | 11        | 97%               | -\$16,000               | 15.6%       |
| \$700,001-\$800,000     | 54                     | 9          | 63        | 96%               | -\$28,000               | 16.7%       |
| \$800,001-\$900,000     | 121                    | 24         | 17        | 95%               | -\$38,944               | 19.8%       |
| \$900,001-\$1,000,000   | 149                    | 19         | 15        | 98%               | -\$23,000               | 12.8%       |
| \$1,000,001-\$1,250,000 | 195                    | 19         | 15        | 97%               | -\$38,000               | 9.7%        |
| \$1,250,001-\$1,500,000 | 177                    | 21         | 18        | 95%               | -\$68,000               | 11.9%       |
| \$1,500,001-\$1,750,000 | 105                    | 5          | 37        | 94%               | -\$98,000               | 4.8%        |
| \$1,750,001-\$2,000,000 | 101                    | 11         | 61        | 94%               | -\$120,000              | 10.9%       |
| \$2,000,001 and more    | 171                    | 6          | 24        | 92%               | -\$190,000              | 3.5%        |
| <b>Total Activity</b>   | <b>1,118</b>           | <b>121</b> | <b>24</b> | <b>96%</b>        | <b>-\$48,000</b>        | <b>11%</b>  |

## Detached

## Monthly Changes Summary

|                                       | Jan-12    | Feb-12      | 3/1/2012 | Change   |
|---------------------------------------|-----------|-------------|----------|----------|
| Total Listings** (A,S,T,C,X)          | 1007      | 1118        |          | 111      |
| Active Listings                       | 520       | 819         | 875      | 56       |
| Solds                                 | 88        | 121         |          | 33       |
| DOM                                   | 37        | 24          |          | -13      |
| Sold-List Price % Difference          | 96%       | 96%         |          | 0%       |
| Sold-List Price \$ Difference         | -\$41,000 | -\$48,000   |          | -\$7,000 |
| Home Price Index*                     | \$989,849 | \$1,014,435 |          | \$24,586 |
| %SOLD (Sales/ Listings /mnlthly rate) | 9%        | 11%         |          | 2%       |

## Mar 1 2012 Richmond Market Update (Detached)

**Current:** Richmond: a buyers market with record listings, a **11 %SOLD** rate and a 96% Sell/List Ratio.

(This means that there is an average of a \$48,000 discount on a sale from the original list price)

**Most Active Price Range:** Homes between \$800,000-\$900,000 have **19.8 %SOLD** rate and prices are stable with average 17 (DOM) and sales discounts of \$38,944.

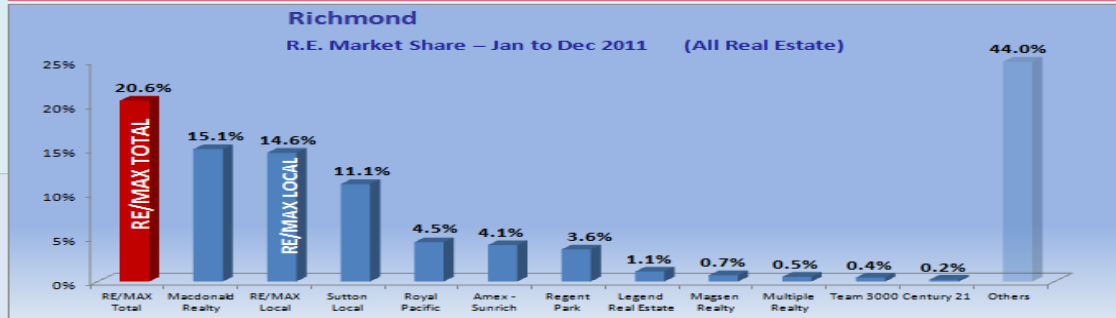
**Least Active Price Range:** Homes over \$2.0 million have a **LOW 3.5 %SOLD** rate (meaning that there are 3-4 sales out of 100 listings/ month) with a high average sales discount of \$190,000 from their original list price and averaging 24 days on market (DOM).

**History:** Last year Richmond may have set a North American price increase record of 14% in just the 2 months of Dec-Feb 2011 for a \$123,899 increase to \$1,005,302. Year-To-Date the **Home Price Index \*** shows an increase of just \$9,132.

**Future:** Record Active Listing Inventory for February is ~33% higher than Feb 2011. New listings still exceed the sales by double meaning that we will see listings levels increase next month extending buyer's market with continued over supplied inventory. Today even a lower **11 %Sold** rate is enough to stabilize the market and diminish the discount on sale.

Note\*: The **Home Price Index \*** (HPI) is all the detached home sales averaged & adjusted for finished sqft, age and lot size. (This HPI excludes the mobile home, duplex and the house and acreage sales.) Richmonds has many sub-markets showing varied price changes! For a more accurate price change for your home request a personal Comparative Market Analysis (CMA).

## the RE/MAX Market Share Reports



\* Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. 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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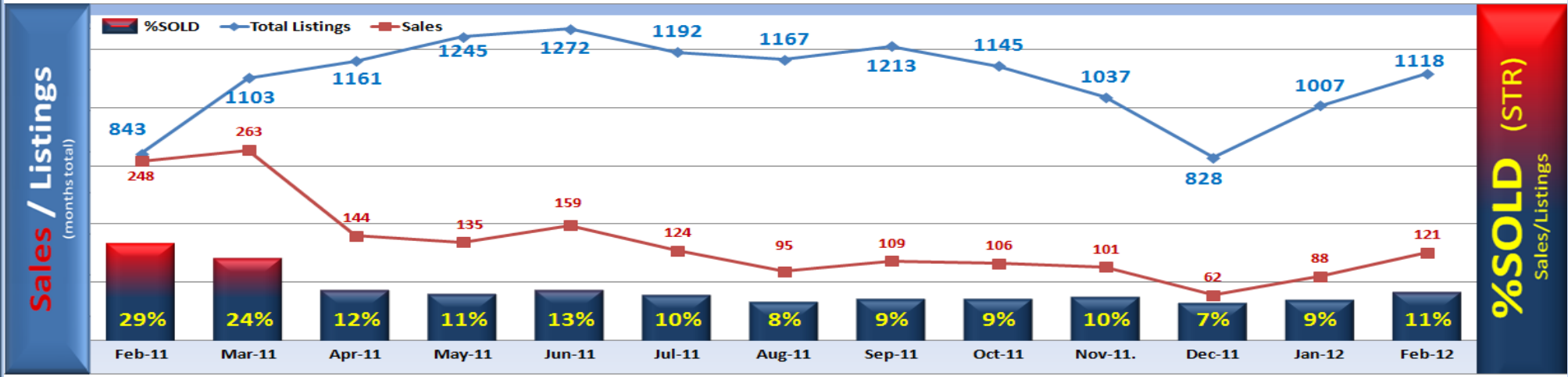
Ph: 1-604-723-2417



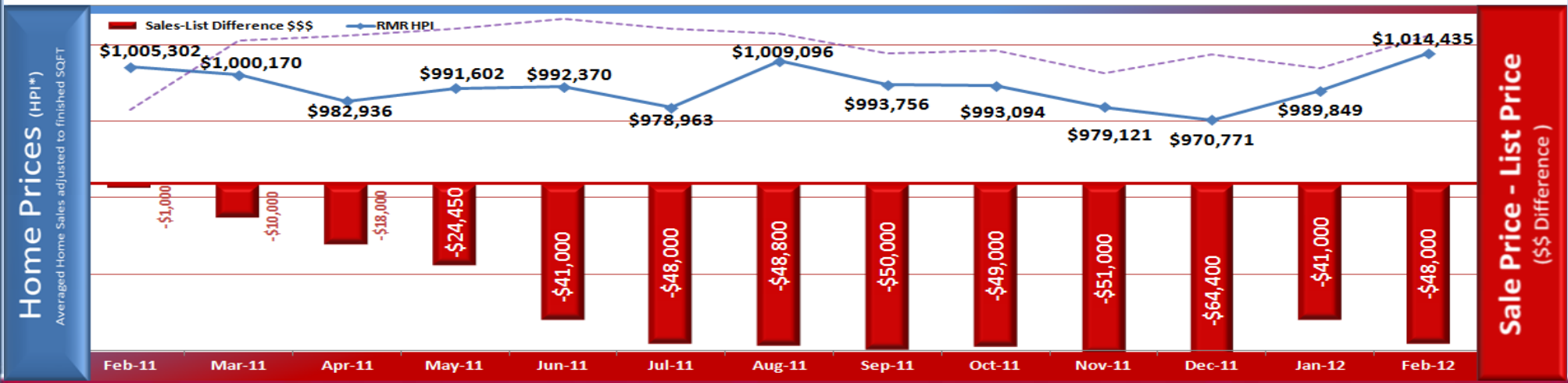
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Mar 1 /12 Richmond

**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. & age. 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.

**ED Ganeff**

# #1 the RE/MAX Market Reports: detached homes

RE/MAX Statistics, on the Web!



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| Neighbourhoods        | Total Listings (month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|------------------------|------------|-----------|-------------------|--------------------------|-------------|
| Champlain Heights     | 0                      | 0          |           |                   |                          | 0.0%        |
| Collingwood Van East  | 62                     | 6          | 63        | 95%               | -\$37,400                | 9.7%        |
| Fraser VE             | 41                     | 9          | 9         | 106%              | \$47,000                 | 22.0%       |
| Fraserview VE         | 51                     | 4          | 11        | 103%              | \$40,650                 | 7.8%        |
| Grandview VE          | 32                     | 7          | 12        | 98%               | -\$17,700                | 21.9%       |
| Hastings              | 8                      | 2          | 124       | 89%               | -\$114,900               | 25.0%       |
| Hastings East         | 26                     | 7          | 12        | 102%              | \$12,000                 | 26.9%       |
| Killarney VE          | 89                     | 13         | 33        | 99%               | -\$5,000                 | 14.6%       |
| Knight                | 73                     | 21         | 26        | 97%               | -\$29,000                | 28.8%       |
| Main                  | 36                     | 11         | 9         | 108%              | \$57,000                 | 30.6%       |
| Mount Pleasant VE     | 21                     | 1          | 7         | 104%              | \$28,100                 | 4.8%        |
| Renfrew VE            | 67                     | 20         | 26        | 97%               | -\$22,750                | 29.9%       |
| Renfrew Heights       | 61                     | 13         | 18        | 97%               | -\$32,000                | 21.3%       |
| South Vancouver       | 54                     | 8          | 24        | 97%               | -\$30,000                | 14.8%       |
| Victoria VE           | 35                     | 3          | 10        | 100%              | \$0                      | 8.6%        |
| <b>Total Activity</b> | <b>656</b>             | <b>125</b> | <b>17</b> | <b>98%</b>        | <b>-\$18,800</b>         | <b>19%</b>  |

| Home Price Range        | Total Listings (month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-------------------------|------------------------|------------|-----------|-------------------|--------------------------|-------------|
| \$0-\$700,000           | 59                     | 24         | 10        | 99%               | -\$7,100                 | 40.7%       |
| \$700,001-\$800,000     | 117                    | 24         | 13        | 99%               | -\$5,500                 | 20.5%       |
| \$800,001-\$900,000     | 115                    | 27         | 24        | 97%               | -\$26,000                | 23.5%       |
| \$900,001-\$1,000,000   | 93                     | 18         | 16        | 98%               | -\$15,000                | 19.4%       |
| \$1,000,001-\$1,250,000 | 126                    | 21         | 18        | 97%               | -\$30,000                | 16.7%       |
| \$1,250,001-\$1,500,000 | 93                     | 10         | 31        | 97%               | -\$43,312                | 10.8%       |
| \$1,500,001 and more    | 53                     | 1          | 36        | 89%               | -\$170,000               | 1.9%        |
| <b>Total Activity</b>   | <b>656</b>             | <b>125</b> | <b>17</b> | <b>98%</b>        | <b>-\$18,800</b>         | <b>19%</b>  |

|                                       | Jan-12    | Feb-12    | 3/1/2012 | Change     |
|---------------------------------------|-----------|-----------|----------|------------|
| Total Listings** (A,S,T,C,X)          | 571       | 656       |          | 85 ↑       |
| Active Listings (1st of the month)    | 328       | 403       | 461      | 58 ↑       |
| Solds                                 | 95        | 125       |          | 30 ↑       |
| DOM                                   | 13        | 17        |          | 4 ↑        |
| Sold-List Price % Difference          | 98%       | 98%       |          | 0%         |
| Sold-List Price \$ Difference         | -\$18,000 | -\$18,800 |          | -\$800 ↑   |
| Home Price Index*                     | \$847,556 | \$860,813 |          | \$13,257 ↑ |
| %SOLD (Sales/ Listings /mnlthly rate) | 16.6%     | 19.1%     |          | 2.4% ↑     |

## Mar 1 2012 East Vancouver Market Update (Detached)

**Current:** East Vancouver is a strong market with record listing inventory and with a stable **19 %SOLD** rate and a 98% Sell/List Ratio and 17 DOM. (This means an average of a -\$18,800 discount on a sale from the original list price)

**Most Active Price Range:** Homes below \$700,000 have high **40.7 %SOLD** rate and prices are increasing with an average 10 days on market (DOM) and a List- Sales discounts of \$7,100.

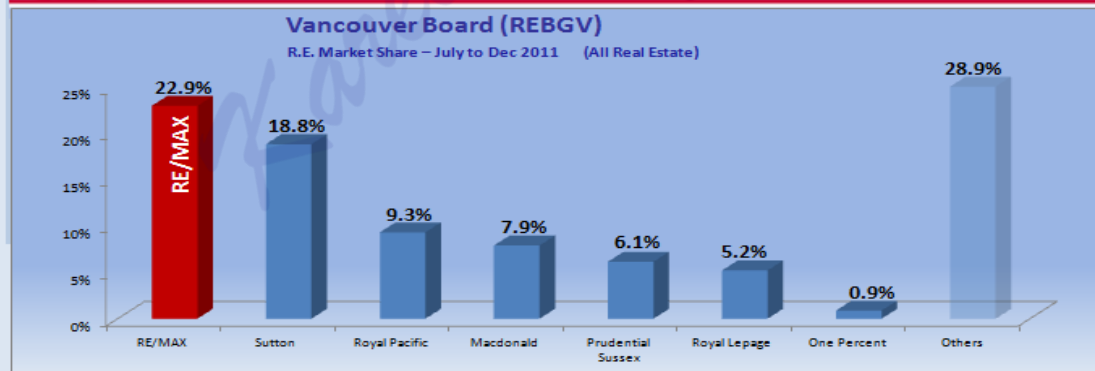
**Least Active Price Range:** Homes over \$1.5 million have a low **1.9 %SOLD** rate (= 2 sales of 100 listings/ month) with an average sales discount of \$170,000 down from their original list price and 36 DOM.

**History:** East Van saw very strong price increases of 15% in just the 5 months of January to May 2011. This \$109,313 increased the average RMR Home Price Index\* to \$845,523. Year-To-Date the **RMR Home Price Index\*** has increased \$76,187.

**Future:** Higher Listing Inventory (~14% higher than Feb 2011). New listings exceed the sales by double meaning that we would see listings increase next month .

NOTE: The HPI is calculated from all home sales averaged & adjusted for finished square footage, age and lot size. This HPI excludes all duplexes and homes on acreage sales. For a more accurate price change for your home request a CMA.

## the RE/MAX Market Share Reports



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. 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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# #1 the RE/MAX Market Reports: detached homes

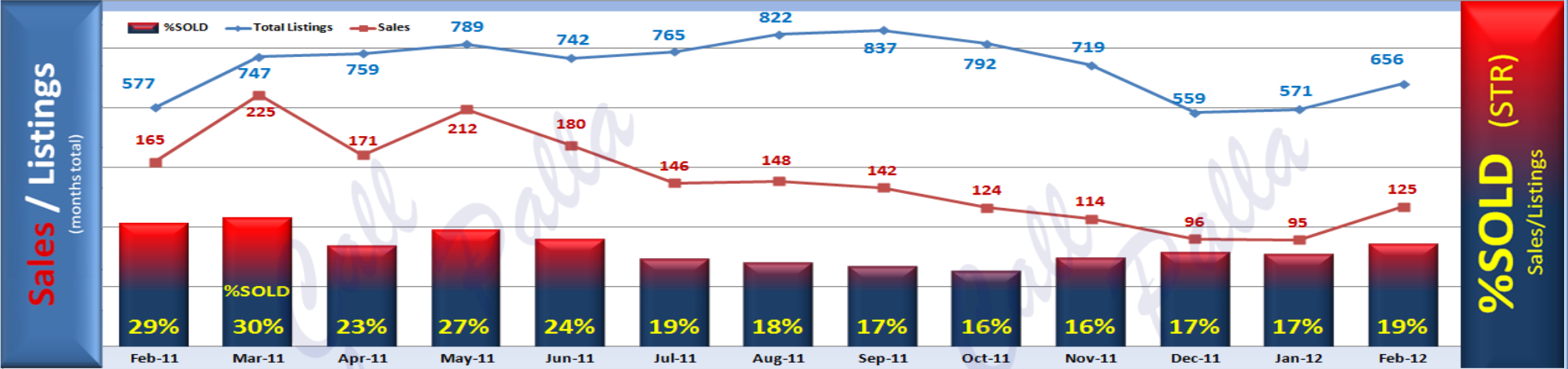
RE/MAX Statistics, on the Web!



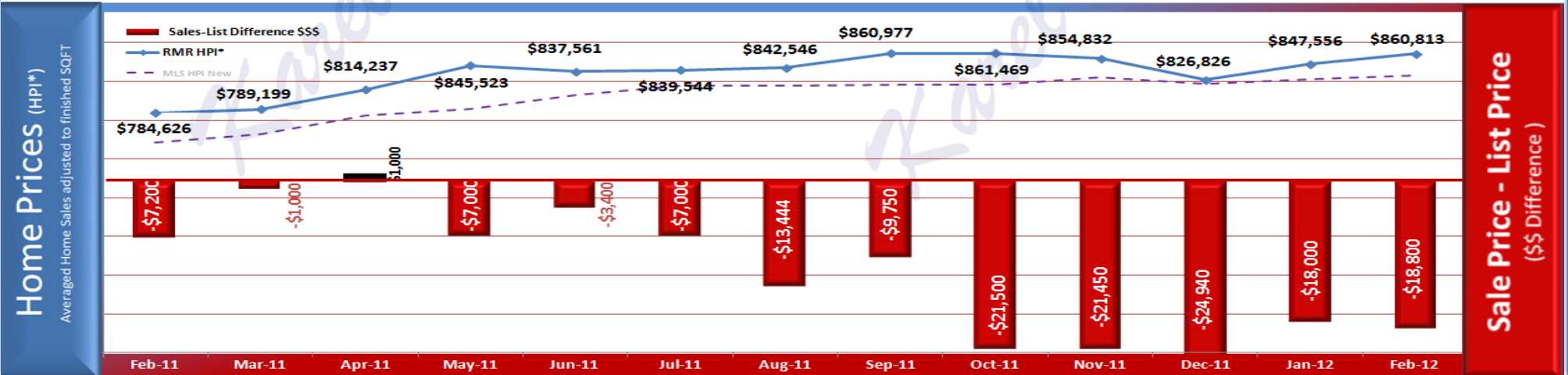
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Market analysis: current, history and future! Mar 1 /12 East Vancouver

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



## Detached East Vancouver Home Price Index\*, Sale Price-List Price (\$ Difference) (average home sold for 5 less than their original list price)



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. 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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# #1 the RE/MAX Market Reports: detached homes

RE/MAX Statistics, on the Web!

Market analysis: current, history and future!

Mar 1 /12 West Vancouver



## West Vancouver Sub areas Statistics - Feb 2012

| Neighbourhoods        | Total Listings (1month) | Sales     | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|-------------------------|-----------|-----------|-------------------|--------------------------|-------------|
| Altamont              | 19                      | 1         | 81        | 87%               | -\$830,000               | 5.3%        |
| Ambleside             | 46                      | 6         | 16        | 99%               | -\$32,000                | 13.0%       |
| British Properties    | 76                      | 6         | 21        | 93%               | -\$123,000               | 7.9%        |
| Bayridge              | 13                      | 5         | 26        | 90%               | -\$169,000               | 38.5%       |
| Caulfeild             | 34                      | 8         | 30        | 97%               | -\$94,000                | 23.5%       |
| Canterbury WV         | 7                       | 0         |           |                   |                          | 0.0%        |
| Cedardale             | 11                      | 0         |           |                   |                          | 0.0%        |
| Cypress Park Estates  | 11                      | 3         | 89        | 93%               | -\$195,000               | 27.3%       |
| Chelsea Park          | 5                       | 0         |           |                   |                          | 0.0%        |
| Chartwell             | 16                      | 1         | 7         | 107%              | \$162,000                | 6.3%        |
| Cypress               | 9                       | 3         | 36        | 93%               | -\$149,000               | 33.3%       |
| Deer Ridge WV         | 0                       | 0         |           |                   |                          | 0.0%        |
| Dundarave             | 36                      | 9         | 12        | 100%              | \$0                      | 25.0%       |
| Eagle Harbour         | 23                      | 2         | 55        | 95%               | -\$71,500                | 8.7%        |
| Eagleridge            | 8                       | 1         | 33        | 88%               | -\$109,000               | 12.5%       |
| Furry Creek           | 14                      | 1         | 254       | 91%               | -\$118,000               | 7.1%        |
| Gleneagles            | 12                      | 1         | 20        | 98%               | -\$18,800                | 8.3%        |
| Glenmore              | 12                      | 3         | 7         | 97%               | -\$48,000                | 25.0%       |
| Horseshoe Bay WV      | 7                       | 1         | 90        | 96%               | -\$28,000                | 14.3%       |
| Howe Sound            | 11                      | 1         | 15        | 95%               | -\$93,000                | 9.1%        |
| Lions Bay             | 22                      | 1         | 139       | 91%               | -\$85,000                | 4.5%        |
| Olde Caulfeild        | 4                       | 1         | 132       | 94%               | -\$95,000                | 25.0%       |
| Porteau Cove          | 0                       | 0         |           |                   |                          | 0.0%        |
| Park Royal            | 3                       | 0         |           |                   |                          | 0.0%        |
| Panorama Village      | 1                       | 0         |           |                   |                          | 0.0%        |
| Queens                | 21                      | 4         | 18        | 100%              | \$6,500                  | 19.0%       |
| Rockridge             | 5                       | 1         | 34        | 87%               | -\$768,000               | 20.0%       |
| Sandy Cove            | 4                       | 0         |           |                   |                          | 0.0%        |
| Sentinel Hill         | 6                       | 2         | 44        | 96%               | -\$98,500                | 33.3%       |
| Upper Caulfeild       | 4                       | 1         | 8         | 99%               | -\$8,000                 | 25.0%       |
| West Bay              | 16                      | 1         | 41        | 97%               | -\$50,000                | 6.3%        |
| Whytecliff            | 9                       | 1         | 61        | 97%               | -\$44,000                | 11.1%       |
| Whitby Estates        | 13                      | 3         | 130       | 93%               | -\$318,000               | 23.1%       |
| Westhill              | 9                       | 1         | 26        | 82%               | -\$488,000               | 11.1%       |
| Westmount WV          | 12                      | 0         |           |                   |                          | 0.0%        |
| <b>Total Activity</b> | <b>499</b>              | <b>68</b> | <b>20</b> | <b>96%</b>        | <b>-\$79,000</b>         | <b>14%</b>  |

## Detached

## West Vancouver List Price Ranges Statistics - Feb 2012

| Home Price Range        | Total Listings (1month) | Sales     | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-------------------------|-------------------------|-----------|-----------|-------------------|--------------------------|-------------|
| \$0-\$1,250,000         | 47                      | 8         | 81        | 97%               | -\$29,000                | 17.0%       |
| \$1,250,001-\$1,500,000 | 42                      | 12        | 16        | 97%               | -\$36,000                | 28.6%       |
| \$1,500,001-\$2,000,000 | 83                      | 15        | 18        | 97%               | -\$44,000                | 18.1%       |
| \$2,000,001-\$2,500,000 | 53                      | 9         | 18        | 94%               | -\$138,000               | 17.0%       |
| \$2,500,001-\$3,000,000 | 64                      | 12        | 30        | 97%               | -\$90,000                | 18.8%       |
| \$3,000,001-\$3,500,000 | 45                      | 2         | 15        | 97%               | -\$106,500               | 4.4%        |
| \$3,500,001 and more    | 165                     | 10        | 86        | 88%               | -\$530,500               | 6.1%        |
| <b>Total Activity</b>   | <b>499</b>              | <b>68</b> | <b>20</b> | <b>96%</b>        | <b>-\$79,000</b>         | <b>14%</b>  |

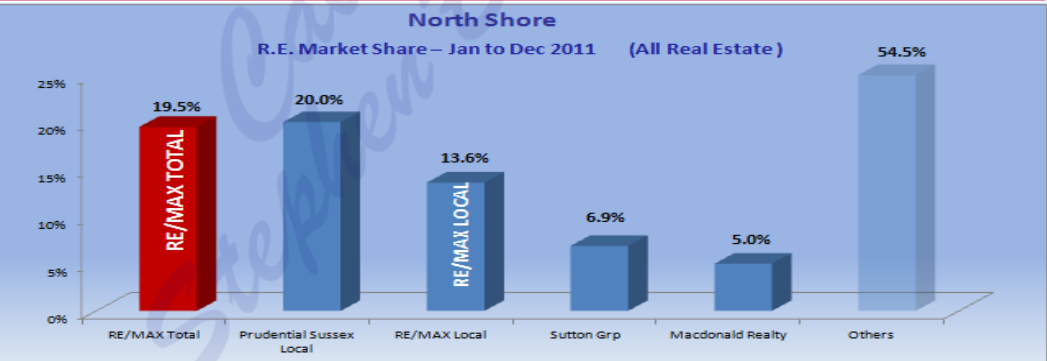
## Detached

## Monthly Changes Summary

|                                      | Jan-12      | Feb-12      | 3/1/2012 | Change   |
|--------------------------------------|-------------|-------------|----------|----------|
| Total Listings (A,S,T,C,X)           | 484         | 499         |          | 15       |
| Active Listings (1st of the month)   | 288         | 375         | 392      | 17       |
| Solds                                | 39          | 68          |          | 29       |
| DOM                                  | 42          | 20          |          | -22      |
| Sold-List Price % Difference         | 94.5%       | 96.4%       |          | 1.9%     |
| Sold-List Price \$ Difference        | -\$119,000  | -\$79,000   |          | \$40,000 |
| Home Price Index*                    | \$1,998,950 | \$2,020,563 |          | \$21,614 |
| %SOLD (Sales/ Listings /mnthly rate) | 8%          | 14%         |          | 6%       |

## the RE/MAX Market Share Reports

RE/MAX Statistics, on the Web! About the RE/PORT



## Mar 1 2012 West Vancouver Market Update (detached)

**Current:** West Vancouver has a stable market with a **14 %SOLD** rate, 20 days on the market (DOM) and with a 4% selling discount or \$79,000 off the original list price.

**Most Active Price Range:** Homes between \$1.25 million - \$1.5 million are still in a sellers market with **28.6 %SOLD** rates with average sales discounts of \$36,000 and 16 (DOM)

**Least Active Price Range:** Homes between \$3 - \$3.5 million have low **4.4 %SOLD** rate with average sales discounts of \$106,500 and a long 15 days on the market (DOM)

**History:** The West Van residential detached housing market had one of the strongest spring markets on record. In the months January to August the Home Price Index\* shows a 40% price increase. This \$582,747 lifted the median home value RMR HPI\* up to \$2,048,733. The Year-To-Date the (HPI)\* is up \$531,970.

**Future:** Active listings have increased 5% over February levels last year. February also had far more new listings than sales thus increasing listing inventory in the following months.

NOTE: The HPI\* is calculated from all home sales averaged & adjusted for finished square footage, age and lot size. This HPI may exclude duplexes and homes on acreage sales.

The West Vancouver market has some very diverse price ranges with lots with million dollar views so the RMR HPI is a poor example of real home price changes. For a more accurate price change for your home do request a CMA.



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. 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.

produced for: **Steve Burk**

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# #1 the RE/MAX Market Reports: detached homes

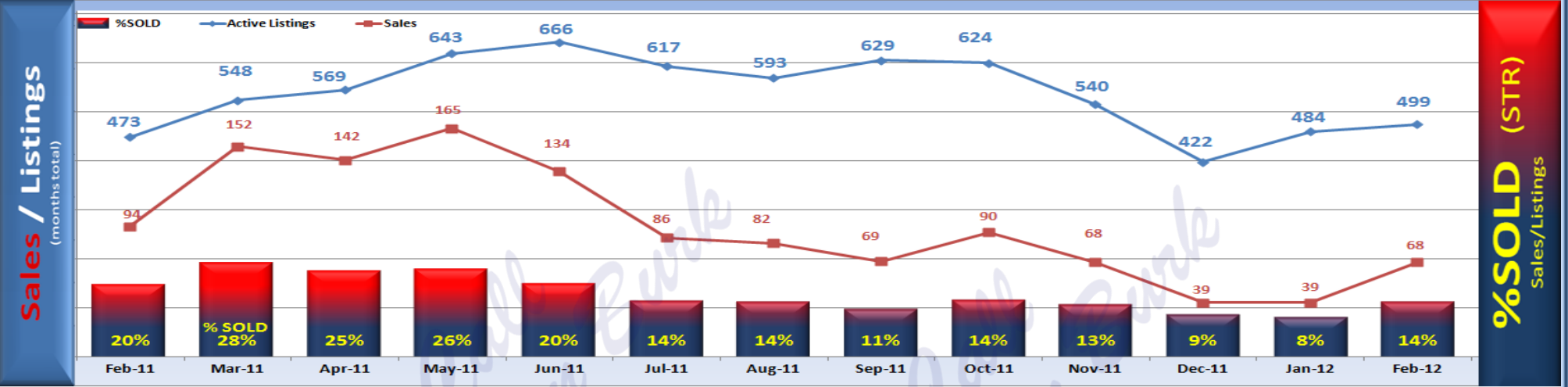
RE/MAX Statistics, on the Web!



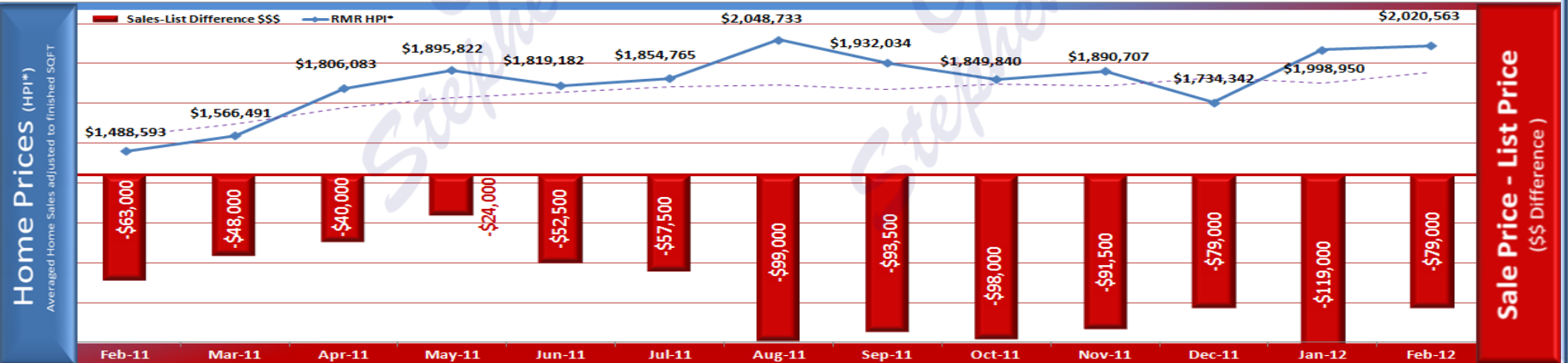
Market analysis: current, history and future!

Mar 1 /12 West Vancouver

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



## Detached West Vancouver Home Price Index (HPI)\*, Sale Price-List Price \$ Difference (sold for less \$ than their original list price)



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# #1 the RE/MAX Market Reports: detached homes

RE/MAX Statistics, on the Web!



Market analysis: current, history and future!

Mar 1 /12 North Vancouver

## North Vancouver Sub areas Statistics -Feb 2012

| Neighbourhoods          | Total Listings (month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-------------------------|------------------------|------------|-----------|-------------------|--------------------------|-------------|
| Boulevard               | 11                     | 4          | 13        | 103%              | \$23,900                 | 36.4%       |
| Blueridge NV            | 12                     | 5          | 62        | 97%               | -\$24,000                | 41.7%       |
| Braemar                 | 5                      | 1          | 37        | 98%               | -\$34,000                | 20.0%       |
| Capilano NV             | 6                      | 0          |           |                   |                          | 0.0%        |
| Capilano Highlands      | 14                     | 5          | 6         | 106%              | \$67,000                 | 35.7%       |
| Central Lonsdale        | 22                     | 10         | 27        | 99%               | -\$11,500                | 45.5%       |
| Calverhall              | 8                      | 3          | 7         | 97%               | -\$33,800                | 37.5%       |
| Canyon Heights NV       | 40                     | 10         | 15        | 98%               | -\$31,000                | 25.0%       |
| Deep Cove               | 22                     | 3          | 11        | 95%               | -\$64,000                | 13.6%       |
| Delbrook                | 4                      | 1          | 2         | 100%              | \$0                      | 25.0%       |
| Dollarton               | 15                     | 3          | 14        | 94%               | -\$63,000                | 20.0%       |
| Forest Hills NV         | 8                      | 1          | 10        | 104%              | \$41,000                 | 12.5%       |
| Grouse Woods            | 4                      | 1          | 19        | 99%               | -\$6,000                 | 25.0%       |
| Hamilton Heights        | 1                      | 1          | 6         | 102%              | \$37,000                 | 100.0%      |
| Hamilton                | 10                     | 4          | 20        | 97%               | -\$25,500                |             |
| Indian Arm              | 3                      | 0          |           |                   |                          | 0.0%        |
| Indian River            | 6                      | 1          | 15        | 100%              | \$900                    | 16.7%       |
| Lower Lonsdale          | 7                      | 2          | 13        | 98%               | -\$10,500                | 28.6%       |
| Lynn Valley             | 35                     | 16         | 17        | 98%               | -\$14,000                | 45.7%       |
| Lynnmour                | 3                      | 0          |           |                   |                          | 0.0%        |
| Norgate                 | 6                      | 2          | 11        | 99%               | -\$8,333                 | 33.3%       |
| Northlands              | 5                      | 1          | 55        | 90%               | -\$173,000               | 20.0%       |
| Pemberton Heights       | 10                     | 0          |           |                   |                          | 0.0%        |
| Pemberton NV            | 13                     | 1          | 9         | 96%               | -\$30,000                | 7.7%        |
| Princess Park           | 5                      | 3          | 7         | 98%               | -\$24,000                | 60.0%       |
| Queensbury              | 5                      | 2          | 30        | 98%               | -\$13,950                | 40.0%       |
| Roche Point             | 6                      | 1          | 13        | 99%               | -\$5,000                 | 16.7%       |
| Seymour                 | 16                     | 3          | 20        | 98%               | -\$14,000                | 18.8%       |
| Tempe                   | 1                      | 0          |           |                   |                          | 0.0%        |
| Upper Delbrook          | 14                     | 3          | 87        | 94%               | -\$98,000                | 21.4%       |
| Upper Lonsdale          | 49                     | 11         | 9         | 99%               | -\$9,950                 | 22.4%       |
| Westlynn                | 10                     | 1          | 9         | 100%              | \$1,112                  | 10.0%       |
| Windsor Park NV         | 7                      | 3          | 19        | 99%               | -\$8,800                 | 42.9%       |
| Woodlands-Sunshine-Casc | 2                      | 0          |           |                   |                          | 0.0%        |
| Westlynn Terrace        | 6                      | 1          | 8         | 102%              | \$19,000                 | 16.7%       |
| <b>Total Activity</b>   | <b>391</b>             | <b>103</b> | <b>14</b> | <b>98%</b>        | <b>-\$14,000</b>         | <b>26%</b>  |

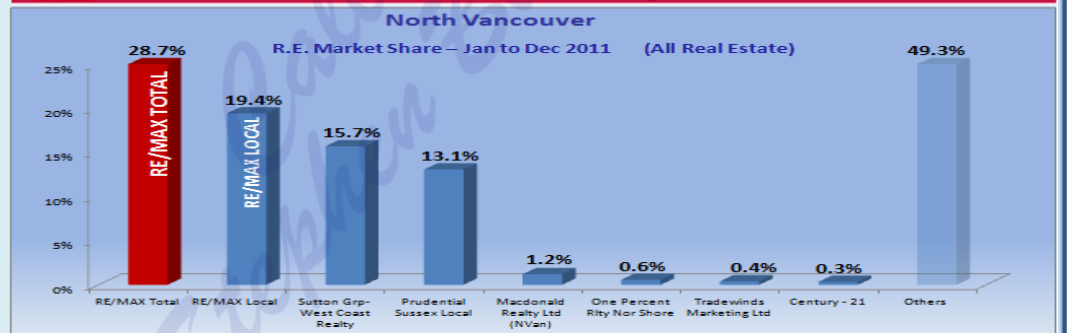
## North Vancouver Price Ranges Statistics - Feb 2012

| Home Price Range        | Total Listings (month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-------------------------|------------------------|------------|-----------|-------------------|--------------------------|-------------|
| 0-\$800,000             | 58                     | 17         | 13        | 98%               | -\$14,000                | 29.3%       |
| \$800,001-\$900,000     | 57                     | 22         | 14        | 99%               | -\$9,900                 | 38.6%       |
| \$900,001-\$1,000,000   | 45                     | 15         | 11        | 100%              | -\$4,000                 | 33.3%       |
| \$1,000,001-\$1,250,000 | 82                     | 27         | 15        | 99%               | -\$14,000                | 32.9%       |
| \$1,250,001-\$1,500,000 | 73                     | 12         | 22        | 98%               | -\$33,850                | 16.4%       |
| \$1,500,001 and more    | 76                     | 10         | 27        | 95%               | -\$103,500               | 13.2%       |
| <b>Total Activity</b>   | <b>391</b>             | <b>103</b> | <b>14</b> | <b>98%</b>        | <b>-\$14,000</b>         | <b>26%</b>  |

## Monthly Changes Summary

|                                       | Jan-12    | Feb-12    | 3/1/2012 | Change   |
|---------------------------------------|-----------|-----------|----------|----------|
| Total Listings (A,S,T,C,X)            | 307       | 391       |          | 84       |
| Active Listings (1st of the month)    | 153       | 207       | 255      | 48       |
| Solds                                 | 57        | 103       |          | 46       |
| DOM                                   | 16        | 14        |          | -2       |
| Sold-List Price % Difference          | 98%       | 98%       |          | 0%       |
| Sold-List Price \$ Difference         | -\$19,000 | -\$14,000 |          | \$5,000  |
| Home Price Index*                     | \$953,590 | \$987,120 |          | \$33,529 |
| %SOLD (Sales/ Listings / mnthly rate) | 19%       | 26%       |          | 8%       |

## the RE/MAX Market Share Reports



## Mar 1 2011 North Vancouver Market Update (detached)

**Current:** North Vancouver is a **strong** market with record listings inventory with a solid **26% SOLD** rate. (This means 26 homes out of 100 sold in the last month)

**Most Active Range:** Homes between \$800,000 - \$900,000 range have strong **38.6 % SOLD** rate as a sellers market. The average sales discounts are only \$9,900 and averaging 14 days on the market.

**Least Active Range:** Homes above \$1.5 million have a **LOW 13.2 % SOLD** rate (=13 sales of 100 listings/ month) with an average sales discount of \$103,500 from their original list price (95% S/L ratio) and 27 days on the market.

**History:** Dec-April 2011 had very strong sales with the average RMR **Home Price Index \*** increasing 16% or \$130,260 to \$953,616 . The Year-To-Date the RMR HPI\* is up \$97,085 .

**Future:** We have a near normal Active-Listing inventory that is almost at identical levels to the same month last year. Februarys onslaught of new listings has far exceeded the sales by 81 homes. This increasing inventory trend could be matched with more buyers and stabilize this market in the coming months.

**NOTE:** The HPI is calculated from all home sales averaged & adjusted for finished sqft, age and lot size. This HPI excludes duplexes and homes on acreage sales. For a more accurate price change for your home do request a personal Comparative Market Analysis.



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# #1 the RE/MAX Market Reports: detached homes

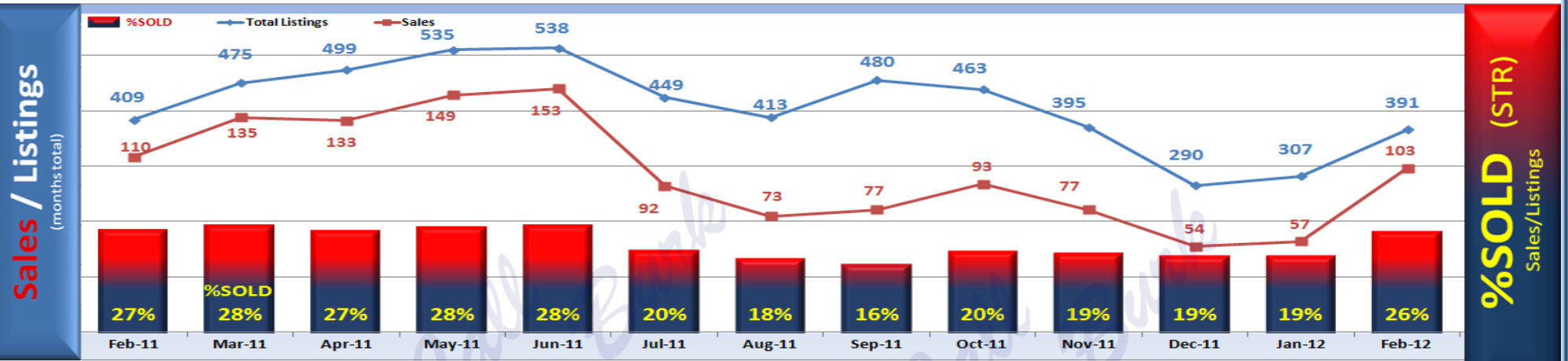
RE/MAX Statistics, on the Web!



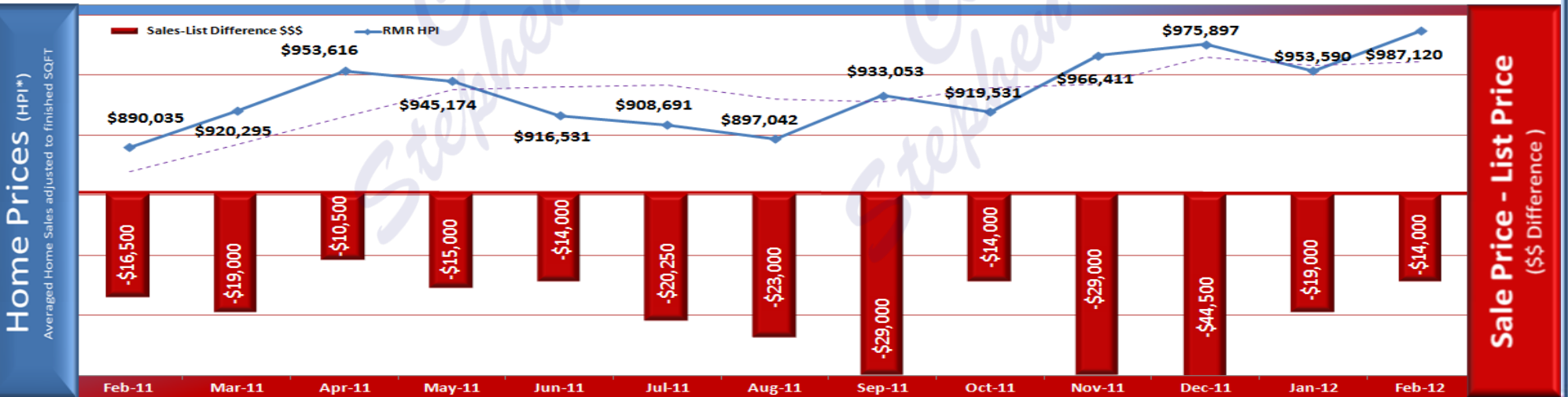
Market analysis: current, history and future!

Mar 1 /12 North Vancouver

## Detached North Vancouver Total Listings, Sales, and %SOLD Rate



## Detached North Vancouver Home Price Index (HPI)\*, Sale Price-List Price \$ Difference (sold for less \$ than their original list price)



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**Burnaby Sub areas Statistics - Feb 2012**

| Neighbourhoods        | Total Listings (/month) | Sales      | DOM       | Detached          |                          | %SOLD (STR) |
|-----------------------|-------------------------|------------|-----------|-------------------|--------------------------|-------------|
|                       |                         |            |           | Sell / List Ratio | Sell - List \$Difference |             |
| East Burnaby          | 28                      | 11         | 23        | 95%               | -\$39,000                | 39%         |
| The Crest             | 19                      | 2          | 13        | 100%              | \$50                     | 11%         |
| Edmonds BE            | 25                      | 5          | 12        | 96%               | -\$29,000                | 20%         |
| Brentwood Park        | 7                       | 2          | 39        | 98%               | -\$11,950                | 29%         |
| Cariboo               | 0                       | 0          | 0         |                   |                          | 0%          |
| Central BN            | 10                      | 2          | 17        | 99%               | -\$21,750                | 20%         |
| Capitol Hill BN       | 35                      | 6          | 15        | 99%               | -\$12,710                | 17%         |
| Forest Hills BS       | 2                       | 1          | 12        | 98%               | -\$21,000                | 50%         |
| Government Road       | 22                      | 0          | 0         |                   |                          | 0%          |
| Lake City Industrial  | 0                       | 0          | 0         |                   |                          | 0%          |
| Montecito             | 20                      | 5          | 26        | 97%               | -\$24,000                | 25%         |
| Oakdale               | 7                       | 3          | 18        | 95%               | -\$34,000                | 43%         |
| Parkcrest             | 17                      | 4          | 65        | 96%               | -\$31,900                | 24%         |
| Sperling-Duthie       | 15                      | 3          | 13        | 94%               | -\$90,000                | 20%         |
| Simon Fraser Univer.  | 12                      | 3          | 69        | 98%               | -\$16,000                | 25%         |
| Sullivan Heights      | 6                       | 1          | 5         | 105%              | \$32,000                 | 17%         |
| Simon Fraser Hills    | 0                       | 0          | 0         |                   |                          | 0%          |
| Vancouver Heights     | 17                      | 7          | 25        | 98%               | -\$23,000                | 41%         |
| Willingdon Heights    | 22                      | 3          | 13        | 101%              | \$4,200                  | 14%         |
| Westridge BN          | 17                      | 6          | 29        | 96%               | -\$45,700                | 35%         |
| Big Bend              | 4                       | 0          | 0         |                   |                          | 0%          |
| Burnaby Hospital      | 18                      | 4          | 14        | 98%               | -\$29,255                | 22%         |
| Buckingham Heights    | 8                       | 1          | 4         | 100%              | \$0                      | 13%         |
| Burnaby Lake          | 15                      | 2          | 70        | 96%               | -\$36,900                | 13%         |
| Central Park BS       | 8                       | 1          | 24        | 98%               | -\$17,800                | 13%         |
| Deer Lake             | 17                      | 1          | 20        | 92%               | -\$198,000               | 6%          |
| Deer Lake Place       | 6                       | 0          | 0         |                   |                          | 0%          |
| Forest Glen BS        | 19                      | 6          | 17        | 94%               | -\$59,500                | 32%         |
| Greentree Village     | 5                       | 0          | 0         |                   |                          | 0%          |
| Garden Village        | 10                      | 2          | 7         | 109%              | \$88,050                 | 20%         |
| Highgate              | 19                      | 2          | 26        | 100%              | \$938                    | 11%         |
| Metrotown             | 19                      | 6          | 24        | 98%               | -\$17,150                | 32%         |
| Oaklands              | 0                       | 0          | 0         |                   |                          | 0%          |
| Suncrest              | 9                       | 1          | 16        | 95%               | -\$39,900                | 11%         |
| South Slope           | 50                      | 12         | 28        | 96%               | -\$33,000                | 24%         |
| Upper Deer Lake       | 17                      | 3          | 41        | 95%               | -\$79,000                | 18%         |
| <b>Total Activity</b> | <b>505</b>              | <b>105</b> | <b>20</b> | <b>97%</b>        | <b>-\$28,000</b>         | <b>21%</b>  |

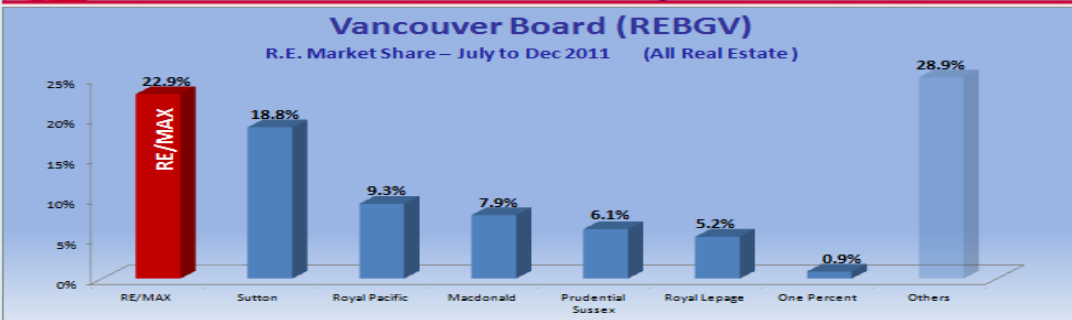
**Burnaby List Price Ranges Statistics - Feb 2012**

| Home Price Range        | Total Listings (/month) | Sales      | DOM       | Detached          |                          | %SOLD (STR) |
|-------------------------|-------------------------|------------|-----------|-------------------|--------------------------|-------------|
|                         |                         |            |           | Sell / List Ratio | Sell - List \$Difference |             |
| 0-\$700,000             | 29                      | 18         | 15        | 96%               | -\$23,950                | 62%         |
| \$700,001-\$800,000     | 61                      | 17         | 19        | 97%               | -\$19,900                | 28%         |
| \$800,001-\$900,000     | 73                      | 13         | 37        | 95%               | -\$38,000                | 18%         |
| \$900,001-\$1,000,000   | 76                      | 21         | 15        | 98%               | -\$18,888                | 28%         |
| \$1,000,001-\$1,250,000 | 88                      | 17         | 19        | 98%               | -\$23,800                | 19%         |
| \$1,250,001-\$1,500,000 | 85                      | 13         | 23        | 96%               | -\$59,500                | 15%         |
| \$1,500,001 and more    | 93                      | 6          | 24        | 95%               | -\$83,500                | 6%          |
| <b>Total Activity</b>   | <b>505</b>              | <b>105</b> | <b>20</b> | <b>97%</b>        | <b>-\$28,000</b>         | <b>21%</b>  |

**Monthly Changes Summary**

|                                     | Jan-12    | Jan-12    | 2/1/2012 | Change   |
|-------------------------------------|-----------|-----------|----------|----------|
| Total Listings (A,S,T,C,X)          | 410       | 505       |          | 95       |
| Active Listings (1st of the month)  | 229       | 303       | 347      | 44       |
| Solds                               | 59        | 105       |          | 46       |
| DOM                                 | 36        | 20        |          | -16      |
| Sold-List % Price Difference        | 98%       | 97%       |          | -1%      |
| Sold-List \$ Price Difference       | -\$24,000 | -\$28,000 |          | -\$4,000 |
| Home Price Index*                   | \$922,123 | \$921,609 |          | -\$514   |
| %SOLD (Sales/ Listings /mthly rate) | 14.4%     | 20.8%     |          | 6.4%     |

**the RE/MAX Market Share Reports**



**Mar 1 2012 Burnaby Market Update (detached)**

**Current:** Burnaby's Residential Detached housing market is strong with a **21 %SOLD** rate. (This means 21 homes out of 100 sold in February)

**Most Active Range:** Homes below \$700,000 have **very high 62 %SOLD** rate with average sales discounts of \$23,950 and 15 days on the market (DOM)

**Least Active Range:** Homes above \$1.5 million have low **6 %SOLD** rate with average sales discounts of \$83,500 and 24 days on the market (DOM).

**History:** January -June 2011 had near record sales with average prices **RMR Home Price Index** \* increasing 16% or \$128,679 to \$924,483 .

The Year-To-Date the **(RMR HPI)** \* is up \$88,037.

**Future:** Listing inventory levels are up 18% as compared to Feb last year. February had a large increase of new listings over the months sales. This increased inventory trend should put a more stable balance on the market for the month of February.

Note\*: The **Home Price Index** \* (RMR HPI) is all the detached home sales averaged & adjusted for finished sqft, age and lot size. (This HPI excludes mobile home, duplex and the house and acreage sales.)

For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA)

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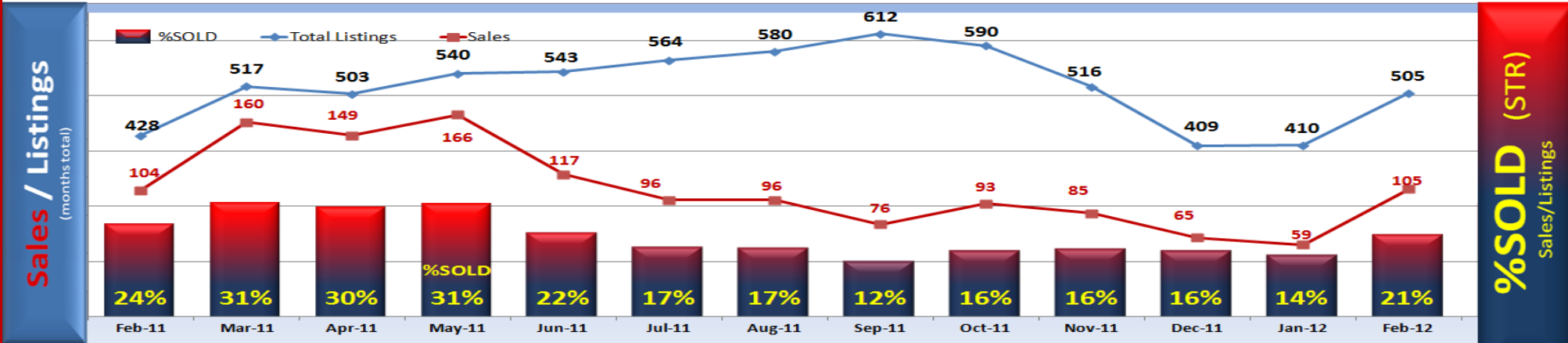
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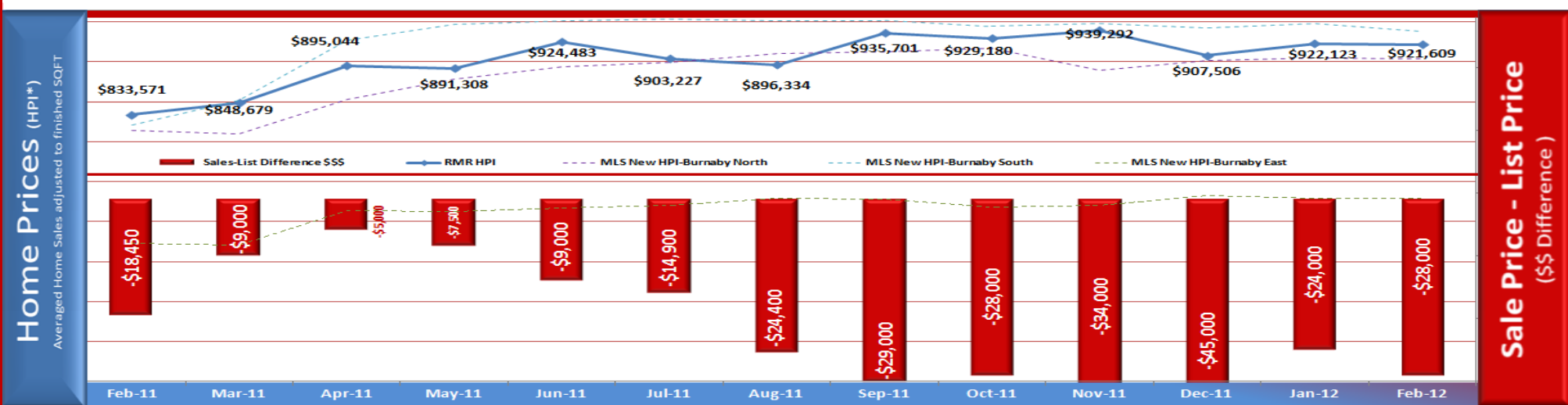
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**Detached Burnaby Total Listings, Sales, and %SOLD rates**



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





Market analysis: current, history and future!

Mar 1/12 New West – E. Burnaby

| Neighbourhoods        | Total Listings (f/month) | Sales     | DOM       | Sell / List | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|--------------------------|-----------|-----------|-------------|--------------------------|-------------|
| East Burnaby          | 28                       | 11        | 23        | 95%         | -\$39,000                | 39%         |
| The Crest             | 19                       | 2         | 13        | 100%        | \$50                     | 11%         |
| Edmonds BE            | 25                       | 5         | 12        | 96%         | -\$29,000                | 20%         |
| Connaught Heights     | 3                        | 1         | 8         | 93%         | -\$38,000                | 33%         |
| Fraserview NW         | 3                        | 2         | 5         | 99%         | -\$8,400                 | 67%         |
| GlenBrooke North      | 9                        | 3         | 5         | 98%         | -\$9,000                 | 33%         |
| Moody Park            | 5                        | 1         | 11        | 96%         | -\$30,000                | 20%         |
| North Arm             | 1                        | 0         |           |             |                          | 0%          |
| Queensborough         | 39                       | 7         | 18        | 98%         | -\$11,900                | 18%         |
| Queens Park           | 11                       | 2         | 19        | 98%         | -\$21,000                | 18%         |
| Sapperton             | 8                        | 2         | 24        | 100%        | -\$3,700                 | 25%         |
| The Heights NW        | 14                       | 5         | 10        | 102%        | \$16,000                 | 36%         |
| Uptown NW             | 7                        | 3         | 15        | 99%         | -\$4,400                 | 43%         |
| West End NW           | 18                       | 5         | 34        | 98%         | -\$12,000                | 28%         |
| <b>Total Activity</b> | <b>190</b>               | <b>49</b> | <b>15</b> | <b>97%</b>  | <b>-\$18,400</b>         | <b>26%</b>  |

| Home Price Range      | Total Listings (f/month) | Sales     | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|--------------------------|-----------|-----------|-------------------|--------------------------|-------------|
| 0-\$500,000           | 12                       | 5         | 7         | 96%               | -\$18,400                | 42%         |
| \$500,001-\$600,000   | 21                       | 7         | 21        | 98%               | -\$12,000                | 33%         |
| \$600,001-\$700,000   | 36                       | 13        | 15        | 98%               | -\$16,000                | 36%         |
| \$700,001-\$800,000   | 42                       | 14        | 12        | 100%              | -\$2,000                 | 33%         |
| \$800,001-\$1,000,000 | 37                       | 6         | 18.5      | 97%               | -\$33,000                | 16%         |
| \$1,000,001 and more  | 42                       | 4         | 32        | 95%               | -\$56,000                | 10%         |
| <b>Total Activity</b> | <b>190</b>               | <b>49</b> | <b>15</b> | <b>97%</b>        | <b>-\$18,400</b>         | <b>26%</b>  |

| Monthly Changes Summary               | Jan-12    | Jan-12    | 2/1/2012 | Change   |
|---------------------------------------|-----------|-----------|----------|----------|
| Total Listings** (A,S,T,C,X)          | 156       | 190       |          | 34       |
| Active Listings (1st of the month)    | 95        | 121       | 131      | 10       |
| Solds                                 | 19        | 49        |          | 30       |
| DOM                                   | 56        | 15        |          | -41      |
| Sold-List % Price Difference          | 98.9%     | 97.5%     |          | -1.4%    |
| Sold-List \$ Price Difference         | -\$8,800  | -\$18,400 |          | -\$9,600 |
| Home Price Index*                     | \$716,674 | \$730,673 |          | \$13,999 |
| %SOLD (Sales/ Listings /monthly rate) | 12%       | 26%       |          | 14%      |

### Mar 1 2012 New West, E. Burnaby Market Update (detached)

**Current:** New West, E. Burnaby's Residential Detached housing market is a seller's market with a strong **26 %SOLD** rate.

(This means 26 homes out of 100 sold in February)

**Most Active Range:** Homes under \$500,000 have **42 %SOLD** rate with average sales price discount of \$18,400 and 7 DOM.

**Least Active Range:** Homes above \$1,000,000 have **10 %SOLD** rate with average sales price discount of \$56,000 and 32 DOM.

**History:** January -May 2011 had a strong spring market with average prices (RMR Home Price Index \*) increasing 10% or \$62,073 to **\$691,714**. The Year-To-Date the RMR HPI\* is up \$98,437.

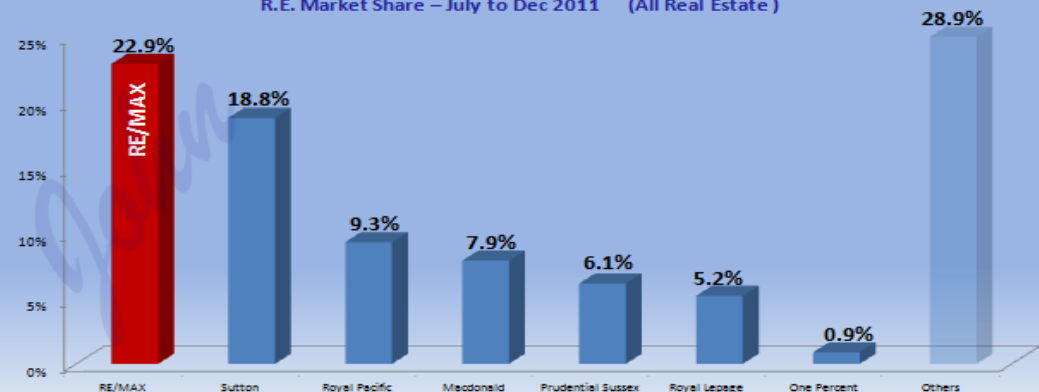
**Future:** Listing inventory levels are almost same as last year this month. The new listings exceed the sales by 21 listings meaning that we are seeing the listings supply stabilize in the coming months.

Note\*: The Home Price Index\* (HPI) is all the detached home sales averaged & adjusted for finished sqft, age and lot size. (This HPI excludes the mobile home, duplex and the house and acreage sales.) For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA).

### the RE/MAX Market Share Reports

#### Vancouver Board (REBGV)

R.E. Market Share – July to Dec 2011 (All Real Estate)



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. 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.





# #1 the RE/MAX Market Reports: detached homes

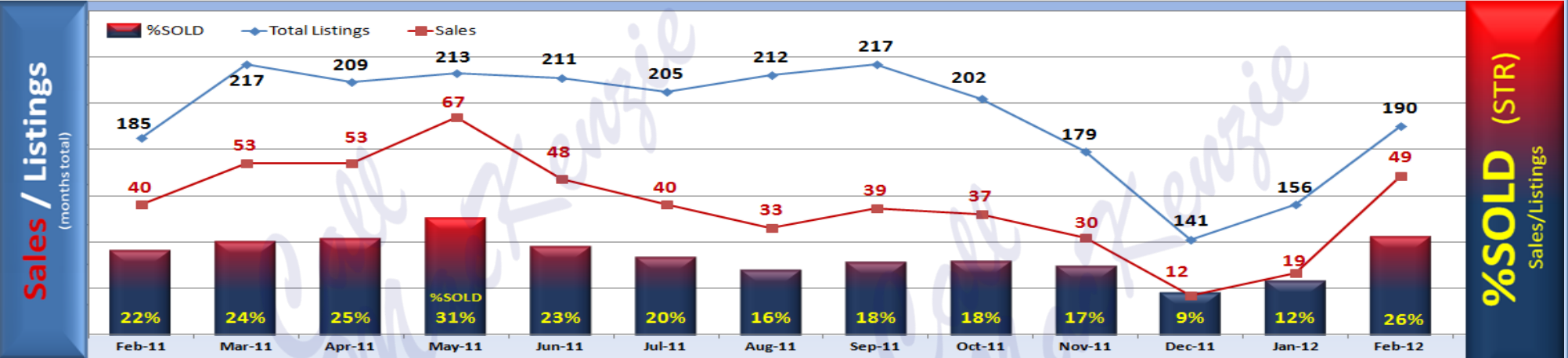
RE/MAX Statistics, on the Web!



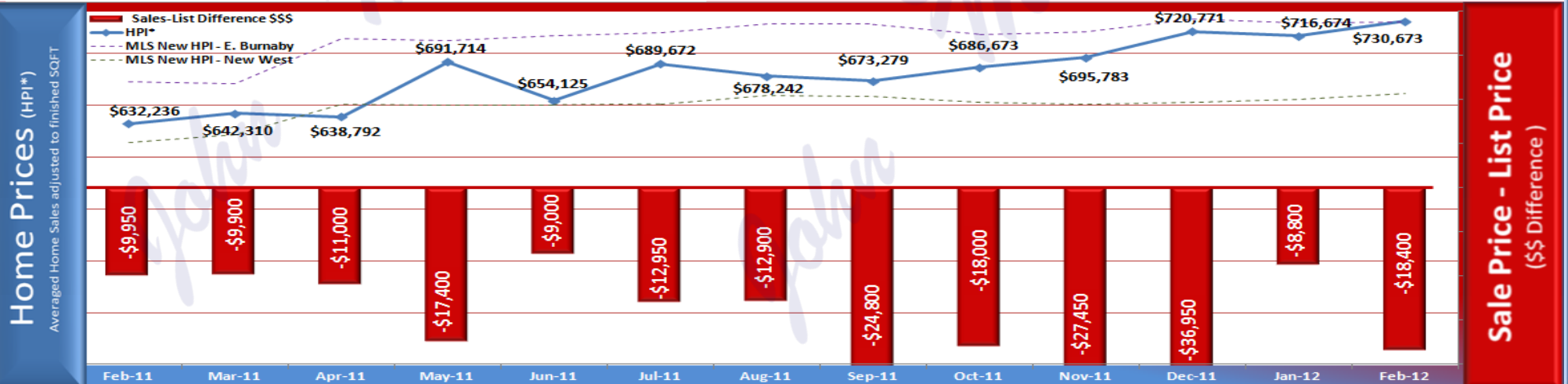
**John MacKenzie**  
**RE/MAX Advantage Realty**  
 New Westminister, British Columbia  
 Bus: (604) 526-2888 - Cell: (604) 789-9534

Market analysis: current, history and future! Mar 1/12 New West – E. Burnaby

## Detached New West, E. Burnaby Total Listings, Sales, and %SOLD rates



## Detached New West, E. Burnaby Home Price Index\*, Sale Price-List Price (\$ Difference) (average home sold for \$Less than their original list price)



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Market analysis: current, history and future!

Mar 1/12 Coquitlam

## Coquitlam Sub areas - Feb 2012

| Neighbourhoods        | Total Listings (month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|------------------------|------------|-----------|-------------------|--------------------------|-------------|
| Burke Mountain        | 114                    | 24         | 16        | 100%              | \$0                      | 21.1%       |
| Central Coquitlam     | 68                     | 27         | 10        | 97%               | -\$20,000                | 39.7%       |
| Coquitlam East        | 27                     | 6          | 31        | 98%               | -\$16,750                | 22.2%       |
| Cape Horn             | 14                     | 5          | 16        | 95%               | -\$29,900                | 35.7%       |
| Chineside             | 12                     | 2          | 18        | 93%               | -\$37,700                | 16.7%       |
| Coquitlam West        | 58                     | 9          | 17        | 95%               | -\$75,000                | 15.5%       |
| Canyon Springs        | 7                      | 2          | 41        | 97%               | -\$23,500                | 28.6%       |
| Eagle Ridge CQ        | 6                      | 0          |           |                   |                          | 0.0%        |
| Harbour Chines        | 5                      | 1          | 103       | 83%               | -\$400,000               | 20.0%       |
| Hockaday              | 5                      | 2          | 50        | 95%               | -\$44,500                | 40.0%       |
| Harbour Place         | 6                      | 1          | 18        | 95%               | -\$34,000                | 16.7%       |
| Meadow Brook          | 10                     | 3          | 73        | 96%               | -\$16,000                | 30.0%       |
| Maillardville         | 40                     | 8          | 29        | 96%               | -\$4,650                 | 20.0%       |
| New Horizons          | 22                     | 11         | 9         | 98%               | -\$9,900                 | 50.0%       |
| Park Ridge Estates    | 1                      | 0          |           |                   |                          | 0.0%        |
| Ranch Park            | 16                     | 3          | 137       | 93%               | -\$44,000                | 18.8%       |
| River Springs         | 6                      | 0          |           |                   |                          | 0.0%        |
| Scott Creek           | 9                      | 5          | 4         | 98%               | -\$18,500                | 55.6%       |
| Summitt View          | 3                      | 1          | 125       | 94%               | -\$40,000                | 33.3%       |
| Upper Eagle Ridge     | 16                     | 0          |           |                   |                          | 0.0%        |
| Westwood Plateau      | 107                    | 16         | 31        | 97%               | -\$27,500                | 15.0%       |
| Westwood Summit CQ    | 3                      | 2          | 50        | 97%               | -\$22,000                | 66.7%       |
| <b>Total Activity</b> | <b>555</b>             | <b>128</b> | <b>18</b> | <b>97%</b>        | <b>-\$18,700</b>         | <b>23%</b>  |

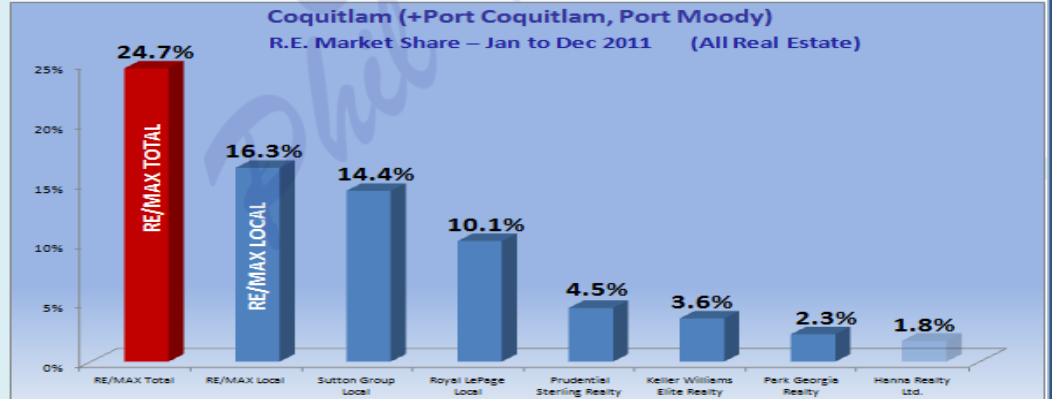
## Coquitlam Price Range Statistics - Feb 2012

| Home Price Range        | Total Listings (month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-------------------------|------------------------|------------|-----------|-------------------|--------------------------|-------------|
| 0-\$600,000             | 91                     | 30         | 12        | 98%               | -\$9,950                 | 33.0%       |
| \$600,001-\$700,000     | 77                     | 24         | 11        | 97%               | -\$19,450                | 31.2%       |
| \$700,001-\$800,000     | 102                    | 24         | 15        | 99%               | -\$9,400                 | 23.5%       |
| \$800,001-\$900,000     | 115                    | 23         | 26        | 98%               | -\$19,900                | 20.0%       |
| \$900,001-\$1,000,000   | 55                     | 14         | 44        | 97%               | -\$30,500                | 25.5%       |
| \$1,000,001-\$1,250,000 | 49                     | 6          | 61        | 93%               | -\$76,000                | 12.2%       |
| \$1,250,001 and more    | 66                     | 7          | 34        | 93%               | -\$103,000               | 10.6%       |
| <b>Total Activity</b>   | <b>555</b>             | <b>128</b> | <b>18</b> | <b>97%</b>        | <b>-\$18,700</b>         | <b>23%</b>  |

## Monthly Changes Summary

|                                       | Jan-12    | Feb-12    | 3/1/2012 | Change   |
|---------------------------------------|-----------|-----------|----------|----------|
| Total Listings (A,S,T,C,X)            | 465       | 555       |          | 90       |
| Active Listings                       | 290       | 336       | 378      | 42       |
| Solds                                 | 75        | 128       |          | 53       |
| DOM                                   | 38        | 18        |          | -20      |
| Sold-List % Price Difference          | 97.5%     | 97.4%     |          | -0.1%    |
| Sold-List Price \$ Difference         | -\$14,400 | -\$18,700 |          | -4300    |
| Home Price Index*                     | \$715,106 | \$725,217 |          | \$10,110 |
| %SOLD (Sales/ Listings /mnlthly rate) | 16%       | 23%       |          | 7%       |

## the RE/MAX Market Share Reports



## Mar 1 2012 Coquitlam Market Update

(Detached)

**Current:** Coquitlam **23 %SOLD** rate indicates a strong market, but do check the many micro-markets %SOLD rates for each neighbourhood.

**Most Active Price Range:** Homes below \$600,001 have a **strong market** with a **33 %SOLD** rate, an average of 12 (DOM) and sales -list price discounts of only \$9,950.

**Least Active Price Range:** Homes above \$1.25 million range have a slower market with a low **10.6 %SOLD** rate, an average of 34 (DOM) and a minimal List-Sales price discount of \$103,000 or a 93% Sale/List ratio.

**History:** The city had an average price increase of 10% from January to August. This \$67,840 increased the average home value to \$727,664. Year-To-Date the **Home Price Index \*** came up \$41,409 to the average price of \$725,217.

**Future:** Lower Active Listing Inventory is 23% lower than February 2011. New January listings outpaced the sales at a 2 to 1 rate and that means that we should see listings levels increase in the next month. Overall it looks like a balanced strong sellers market for a while.

**Note\*:** The **Home Price Index \*** (HPI) is all the detached home sales averaged & adjusted for finished sqft, age and lot size. (This HPI excludes the mobile home, duplex and the house and acreage sales.) For a more accurate price change for your home request a personal Comparative Market Analysis.

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. 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.

produced for: **Phil Haig**

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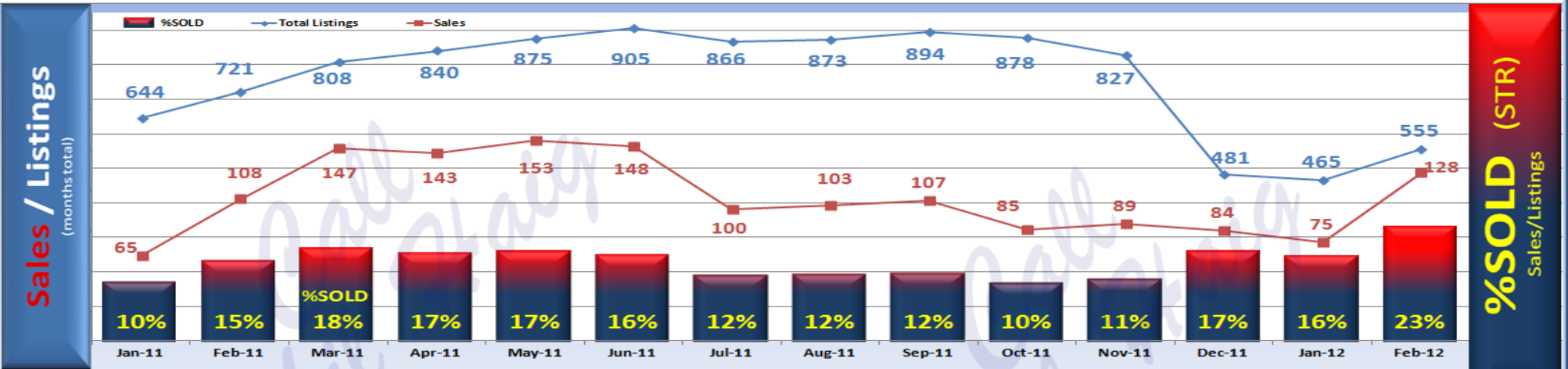
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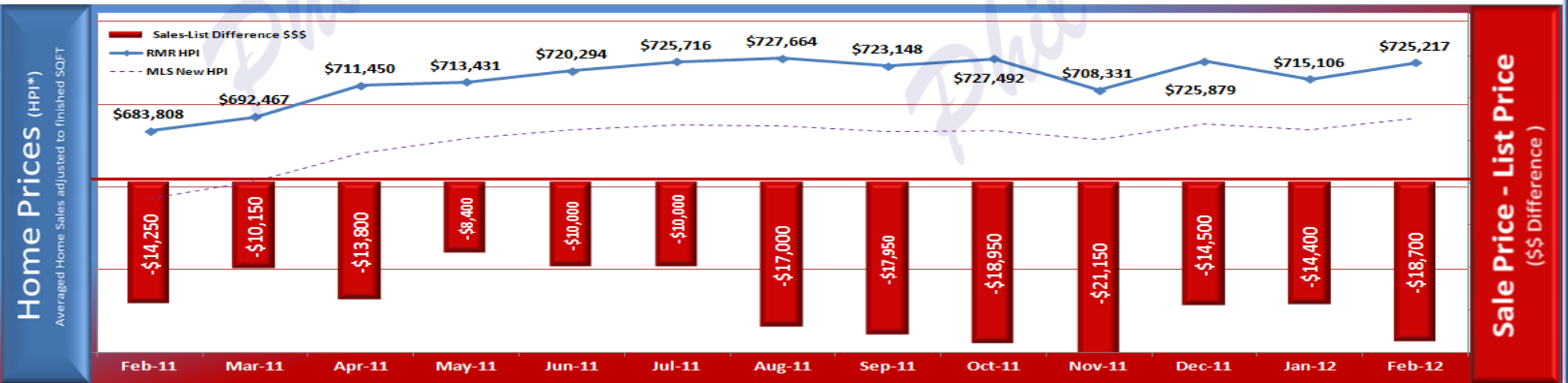
Market analysis: current, history and future!

Mar 1/12 Coquitlam

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



## Detached Coquitlam Home Price Index\*, 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. & age. 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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Market analysis: current, history and future!

Mar 1/12 Port Coquitlam P Moody

## Port Coquitlam, Port Moody Sub areas - Feb 2012

Detached

| Neighbourhoods        | Total Listings (/month) | Sales     | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|-------------------------|-----------|-----------|-------------------|--------------------------|-------------|
| Anmore                | 39                      | 3         | 59        | 94%               | -\$11,700                | 7.7%        |
| Belcarra              | 14                      | 1         | 125       | 86%               | -\$172,000               | 7.1%        |
| Barber Street         | 11                      | 2         | 49        | 96%               | -\$41,450                | 18.2%       |
| College Park PM       | 9                       | 2         | 16        | 99%               | -\$4,950                 | 22.2%       |
| Glenayre              | 4                       | 1         | 76        | 94%               | -\$34,400                | 25.0%       |
| Heritage Mountain     | 15                      | 1         | 8         | 98%               | -\$20,000                | 6.7%        |
| Heritage Woods PM     | 17                      | 3         | 27        | 99%               | -\$9,900                 | 17.6%       |
| Mountain Meadows      | 3                       | 2         | 11        | 100%              | \$1,550                  | 66.7%       |
| North Shore Pt Moody  | 7                       | 2         | 27        | 93%               | -\$46,900                | 28.6%       |
| Port Moody Centre     | 10                      | 6         | 4         | 100%              | -\$1,950                 | 60.0%       |
| Birchland Manor       | 1                       | 0         |           |                   |                          | 0.0%        |
| Central Pt Coquitlam  | 16                      | 2         | 102       | 98%               | -\$11,450                | 12.5%       |
| Citadel PQ            | 33                      | 3         | 43        | 95%               | -\$27,900                | 9.1%        |
| Glenwood PQ           | 28                      | 4         | 47        | 96%               | -\$21,950                | 14.3%       |
| Lower Mary Hill       | 6                       | 2         | 41        | 98%               | -\$4,900                 | 33.3%       |
| Lincoln Park PQ       | 16                      | 2         | 100       | 91%               | -\$50,400                | 12.5%       |
| Mary Hill             | 15                      | 6         | 11        | 99%               | -\$4,950                 | 40.0%       |
| Oxford Heights        | 9                       | 3         | 91        | 93%               | -\$41,500                | 33.3%       |
| Riverwood             | 20                      | 4         | 24        | 98%               | -\$13,450                | 20.0%       |
| Woodland Acres PQ     | 4                       | 0         |           |                   |                          | 0.0%        |
| <b>Total Activity</b> | <b>277</b>              | <b>49</b> | <b>20</b> | <b>98%</b>        | <b>-\$13,400</b>         | <b>18%</b>  |

## Port Coquitlam, Port Moody Price Range Statistics - Feb 2012

Detached

| Home Price Range      | Total Listings (/month) | Sales     | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|-------------------------|-----------|-----------|-------------------|--------------------------|-------------|
| 0-\$500,000           | 32                      | 13        | 54        | 97%               | -\$11,700                | 40.6%       |
| \$500,001-\$600,000   | 68                      | 10        | 29        | 97%               | -\$19,150                | 14.7%       |
| \$600,001-\$700,000   | 54                      | 13        | 20        | 97%               | -\$18,000                | 24.1%       |
| \$700,001-\$800,000   | 27                      | 5         | 9         | 101%              | \$10,000                 | 18.5%       |
| \$800,001-\$900,000   | 28                      | 4         | 37        | 98%               | -\$14,950                | 14.3%       |
| \$900,001 and more    | 68                      | 4         | 47        | 94%               | -\$70,500                | 5.9%        |
| <b>Total Activity</b> | <b>277</b>              | <b>49</b> | <b>20</b> | <b>98%</b>        | <b>-\$13,400</b>         | <b>18%</b>  |

## Monthly Changes Summary

|                                       | Jan-12    | Feb-12    | 3/1/2012 | Change  |
|---------------------------------------|-----------|-----------|----------|---------|
| Total Listings (A,S,T,C,X)            | 242       | 277       |          | 35      |
| Active Listings                       | 150       | 170       | 204      | 34      |
| Solds                                 | 37        | 49        |          | 12      |
| DOM                                   | 44        | 20        |          | -24     |
| Sold-List % Price Difference          | 97%       | 98%       |          | 1%      |
| Sold-List Price \$ Difference         | -\$19,000 | -\$13,400 |          | \$5,600 |
| Home Price Index*                     | \$583,361 | \$588,325 |          | \$4,965 |
| %SOLD (Sales/ Listings /mnlthly rate) | 15.3%     | 17.7%     |          | 2.4%    |

## Mar 1 2012 Port Coquitlam, Port Moody Market Update (Detached)

**Current:** Pt Coquitlam, Pt Moody has a very mixed markets and with hot /cold markets. Do check each neighbourhood's %SOLD rates .

**Most Active Price Range:** Homes below \$500,000 have **strong market** with a very strong **40.6 %SOLD** rate, an average of 54 (DOM) and a sales and List-Sales price discounts of \$11,700.

**Least Active Price Range:** Homes above \$900,000 have **slow market** with a low **5.9 %SOLD** rate, an average of 47 (DOM) and a minimal sales and List-Sales price discounts of \$70,500.

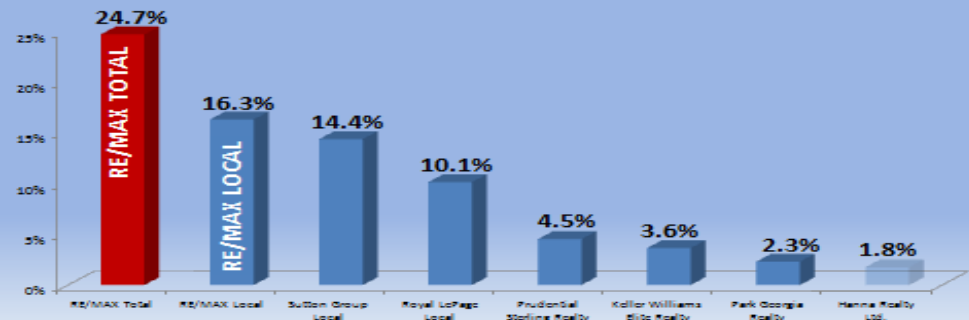
**History:** These duo-Cities had an average price increase of 11% from January to June last year. This \$60,946 increased the average home value to \$594,112. Year-To-Date the **RMR Home Price Index\*** came up \$28,828 to bring the average price to \$588,325.

**Future:** Lower Active Listing Inventory is 20% lower than February 2011. New January listings outpaced the sales at a 2 to 1 rate and that means that we should see listings levels increase in the next month. Overall it looks like a balanced sand table market for a while.

**Note\*:** The **Home Price Index\*** (HPI) is all the detached home sales averaged & adjusted for finished sqft, age and lot size. (This HPI excludes the mobile home, duplex and the house and acreage sales.) For a more accurate price change for your home request a personal Comparative Market Analysis.

## the RE/MAX Market Share Reports

Coquitlam (+Port Coquitlam, Port Moody)  
R.E. Market Share - July to Dec 2011 (All Real Estate)



\* Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. 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.

produced for: **Phil Haig**

RE/MAX Sabre Realty 102-2748 Lougheed Highway, Port Coquitlam, BC V3B 6P2

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# #1 the RE/MAX Market Reports:

RE/MAX Statistics, on the Web!

detached homes

team phil haig

TriCity's #1 RE/MAX  
Real Estate Team

For 2010

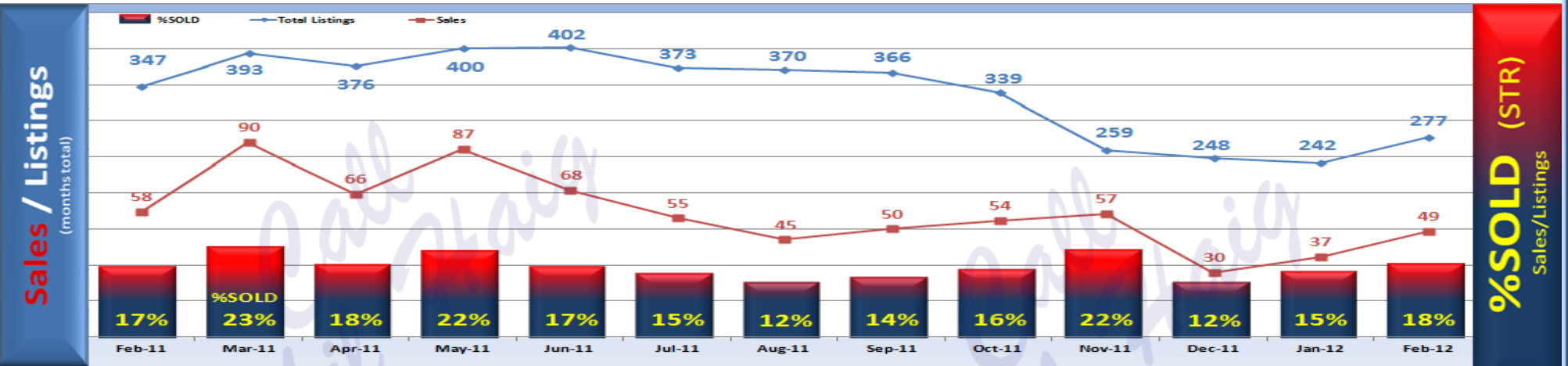
We sell homes but  
people are our business



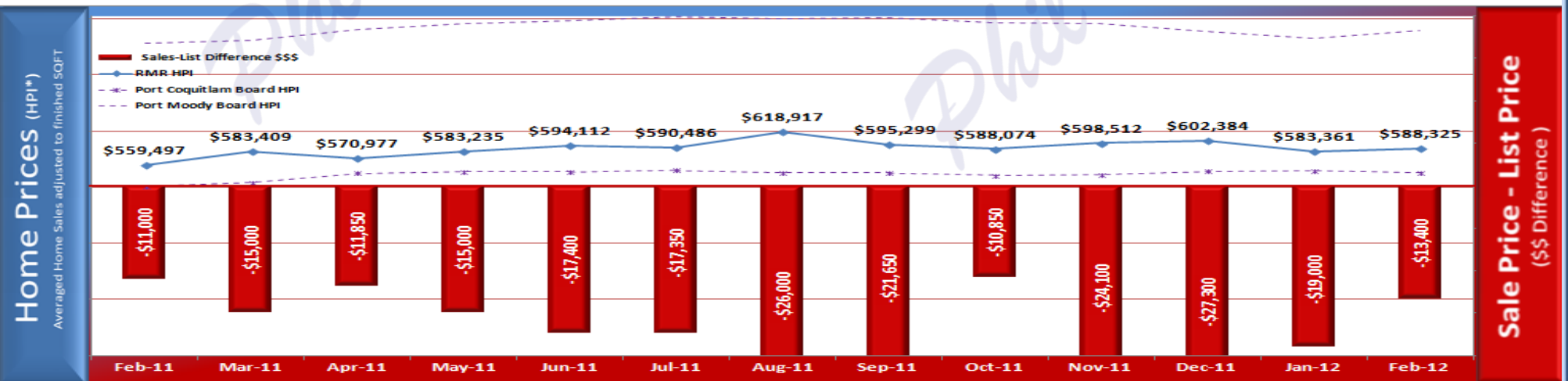
Market analysis: current, history and future!

Mar 1/12 Port Coquitlam P Moody

## Detached Port Coquitlam, Port Moody Total Listings\*\*, Sales, and %SOLD rates



## Detached Port Coquitlam, Port Moody Home Price Index\*, 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. & age. 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.

produced for: Phil Haig



# #1 the RE/MAX Market Reports:

RE/MAX Statistics, on the Web!

attached homes

# DAVID MALKIN

Personal Real Estate Corporation

Market analysis: current, history and future!

Mar 1 /12 Vancouver Westside

REALTOR® 604.880.5037



Vancouver West Side Sub areas Statistics - Feb 2012

| Neighbourhoods        | Total Listings (/month) | Sales      | DOM       | Sell / List | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|-------------------------|------------|-----------|-------------|--------------------------|-------------|
| Arbutus               |                         |            |           |             |                          | 0.0%        |
| Cambie                | 13                      | 3          | 13        | 99%         | -\$7,000                 | 23.1%       |
| Dunbar                | 16                      | 2          | 76        | 96%         | -\$19,800                | 12.5%       |
| Fairview VW           | 228                     | 41         | 16        | 98%         | -\$11,000                | 18.0%       |
| False Creek           | 117                     | 22         | 30        | 97%         | -\$14,000                | 18.8%       |
| Kerrisdale            | 70                      | 11         | 38        | 97%         | -\$21,000                | 15.7%       |
| Kitsilano             | 220                     | 32         | 8         | 99%         | -\$6,500                 | 14.5%       |
| MacKenzie Heights     | 0                       | 0          |           |             |                          | 0.0%        |
| Mount Pleasant VW     | 19                      | 3          | 9         | 99%         | -\$3,900                 | 15.8%       |
| Marpole               | 54                      | 13         | 55        | 97%         | -\$10,000                | 24.1%       |
| Oakridge VW           | 39                      | 4          | 133       | 98%         | -\$5,950                 | 10.3%       |
| Point Grey            | 28                      | 6          | 8         | 99%         | -\$4,450                 | 21.4%       |
| Quilchena             | 57                      | 8          | 25        | 96%         | -\$30,250                | 14.0%       |
| South Cambie          | 16                      | 1          | 14        | 99%         | -\$8,000                 | 6.3%        |
| South Granville       | 11                      | 1          | 182       | 86%         | -\$71,000                | 9.1%        |
| Shaughnessy           | 8                       | 2          | 26        | 92%         | -\$153,500               | 25.0%       |
| Southlands            | 1                       | 0          |           |             |                          | 0.0%        |
| S.W. Marine           | 5                       | 0          |           |             |                          | 0.0%        |
| University VW         | 253                     | 27         | 31        | 99%         | -\$10,000                | 10.7%       |
| <b>Total Activity</b> | <b>1155</b>             | <b>176</b> | <b>18</b> | <b>98%</b>  | <b>-\$10,000</b>         | <b>15%</b>  |

Vancouver West Side List Price Ranges Statistics - Feb 2012

| Home Price Range        | Total Listings (/month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-------------------------|-------------------------|------------|-----------|-------------------|--------------------------|-------------|
| 0-\$300,000             | 39                      | 6          | 13        | 99%               | -\$2,000                 | 15.4%       |
| \$300,001-\$400,000     | 157                     | 35         | 13        | 98%               | -\$8,800                 | 22.3%       |
| \$400,001-\$500,000     | 174                     | 35         | 12        | 98%               | -\$9,500                 | 20.1%       |
| \$500,001-\$600,000     | 151                     | 22         | 31        | 98%               | -\$13,450                | 14.6%       |
| \$600,001-\$700,000     | 149                     | 14         | 37        | 97%               | -\$18,500                | 9.4%        |
| \$700,001-\$800,000     | 103                     | 13         | 13        | 99%               | -\$11,000                | 12.6%       |
| \$800,001-\$900,000     | 89                      | 16         | 27        | 100%              | -\$3,500                 | 18.0%       |
| \$900,001-\$1,000,000   | 72                      | 8          | 7         | 100%              | -\$1,944                 | 11.1%       |
| \$1,000,001-\$1,250,000 | 80                      | 13         | 20        | 99%               | -\$15,000                | 16.3%       |
| \$1,250,001-\$1,500,000 | 68                      | 8          | 33        | 97%               | -\$40,500                | 11.8%       |
| \$1,500,001 and more    | 73                      | 6          | 26        | 91%               | -\$159,000               | 8.2%        |
| <b>Total Activity</b>   | <b>1,155</b>            | <b>176</b> | <b>18</b> | <b>98%</b>        | <b>-\$10,000</b>         | <b>15%</b>  |

Monthly Changes Summary

|                                       | Jan-12    | Feb-12    | 3/1/2012 | Change   |
|---------------------------------------|-----------|-----------|----------|----------|
| Total Listings** (A,S,T,C,X)          | 939       | 1155      |          | 216      |
| Active Listings (1st of the month)    | 532       | 717       | 862      | 145      |
| Solds                                 | 95        | 176       |          | 81       |
| DOM                                   | 24        | 18        |          | -7       |
| Sold-List Price % Difference          | 97%       | 98%       |          | 1%       |
| Sold-List Price \$ Difference         | -\$15,000 | -\$10,000 |          | \$5,000  |
| Home Price Index* (Apartments)        | \$457,362 | \$477,592 |          | \$20,230 |
| Home Price Index* (Townhouses)        | \$846,779 | \$873,814 |          | \$27,035 |
| %SOLD (Sales/ Listings /mnlthly rate) | 10%       | 15%       |          | 5%       |

## Mar 1 2012 Vancouver West Side Market Update (Attached)

**Current:** Vancouver West Side: a stable market with record listings, a **15% SOLD** Rate and 98% Sell/List Ratio.  
(This means that there is an average of a \$10,000 discount on a sale from the original list price)

**Most Active Price Range:** Multi-family homes between \$300,000 and \$400,000 have a **22.3% SOLD** rate and the prices are stable with average 13(DOM) and sales discounts of \$8,800.

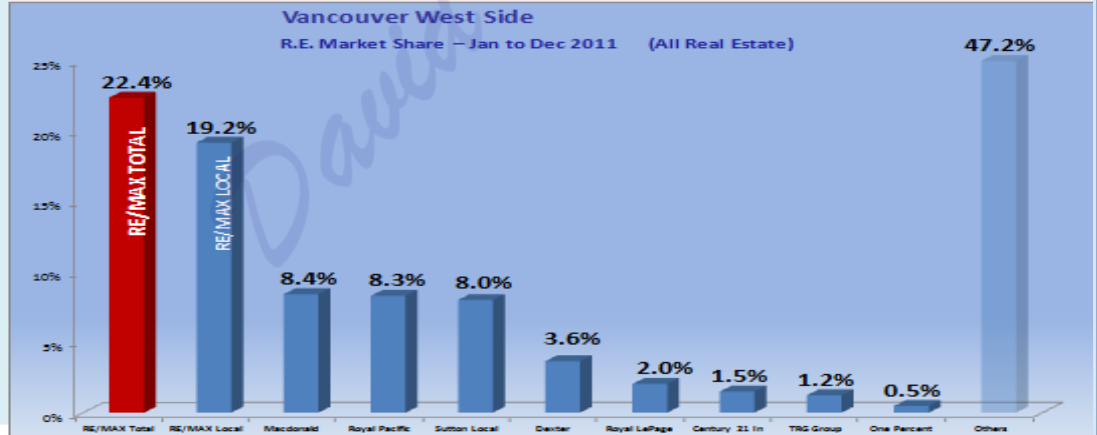
**Least Active Price Range:** Condos and townhomes above \$1.5 million have a **LOW 8.2% SOLD** rate (meaning that there are 8 sales out of 100 listings/month) with an average sales discount of \$159,000 from their original list price and 26 days on market (DOM).

**History:** Vancouver Westside Condos HPI had a 6% price increase Jan to Aug 2011. This \$29,256 price increase brought the Condos HPI to \$523,027. Year-To-Date the RMR Condo Home Price Index\* has now decreased \$17,106.

Vancouver Westside's Townhome HPI had a 27% price increase from Jan-Oct 2011. This \$137,649 price increase brought the Townhome HPI to \$973,956. Year-To-Date the RMR Townhome Home Price Index\* has increased \$27,400.

**Future:** The high listing inventory in February is 11% higher than the same month last year. New listings exceeded the months sales by 256. This means that we will see listings inventory increase next month and these trends will potentially maintain this buyers market. Note: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA).

## the RE/MAX Market Share Reports



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

David Malkin

# #1 the RE/MAX Market Reports:

RE/MAX Statistics, on the Web!

attached homes

# DAVID MALKIN

Personal Real Estate Corporation

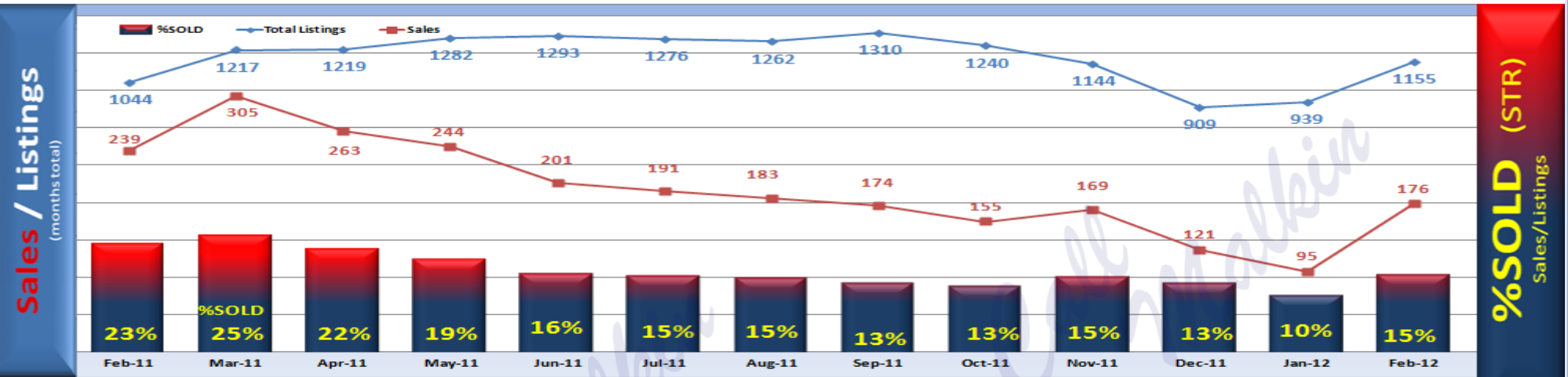
Market analysis: current, history and future!

Mar 1 /12 Vancouver Westside

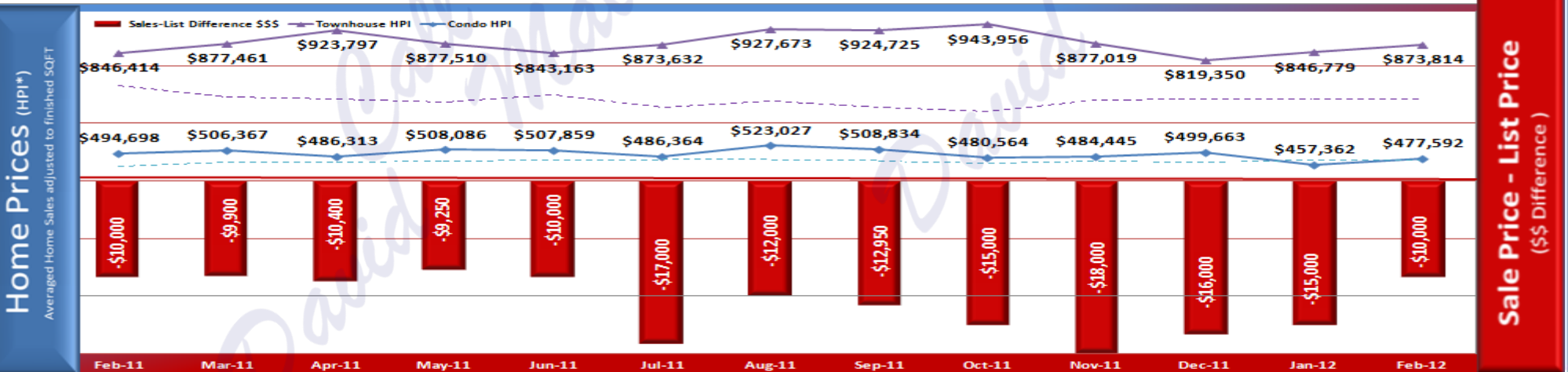
REALTOR® 604.880.5037



## Attached Vancouver West Side Total Listings, Sales, and %SOLD rates



## Attached Vancouver West Side 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. & age. Total Listings \*\*all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.



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Cell: 604-880-5037

# #1 the RE/MAX Market Reports:

RE/MAX Statistics, on the Web!

attached homes



Market analysis: current, history and future!

Mar 1 /12 Vancouver Downtown

## Vancouver Downtown Sub areas Statistics - Feb 2012

Attached

| Neighbourhoods        | Total Listings (month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|------------------------|------------|-----------|-------------------|--------------------------|-------------|
| Coal Harbour          | 266                    | 26         | 26        | 97%               | -\$14,500                | 10%         |
| Downtown VW           | 561                    | 70         | 22        | 97%               | -\$12,400                | 12%         |
| West End VW           | 278                    | 32         | 19        | 97%               | -\$13,500                | 12%         |
| Yaletown              | 388                    | 68         | 20        | 98%               | -\$15,750                | 18%         |
| <b>Total Activity</b> | <b>1493</b>            | <b>196</b> | <b>21</b> | <b>97%</b>        | <b>-\$13,900</b>         | <b>13%</b>  |

## Vancouver Downtown List Price Ranges Statistics - Feb 2012

Attached

| Home Price Range        | Total Listings (month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-------------------------|------------------------|------------|-----------|-------------------|--------------------------|-------------|
| 0-\$300,000             | 79                     | 7          | 16        | 96%               | -\$9,500                 | 9%          |
| \$300,001-\$400,000     | 214                    | 50         | 23        | 97%               | -\$9,450                 | 23%         |
| \$400,001-\$500,000     | 243                    | 39         | 16        | 98%               | -\$9,000                 | 16%         |
| \$500,001-\$600,000     | 210                    | 21         | 16        | 97%               | -\$18,000                | 10%         |
| \$600,001-\$700,000     | 147                    | 15         | 12        | 98%               | -\$11,900                | 10%         |
| \$700,001-\$800,000     | 94                     | 11         | 32        | 94%               | -\$42,000                | 12%         |
| \$800,001-\$900,000     | 83                     | 12         | 14        | 97%               | -\$23,900                | 14%         |
| \$900,001-\$1,000,000   | 61                     | 9          | 48        | 96%               | -\$38,000                | 15%         |
| \$1,000,001-\$1,500,000 | 159                    | 16         | 19        | 98%               | -\$28,500                | 10%         |
| \$1,500,001-\$2,000,000 | 56                     | 7          | 22        | 94%               | -\$118,000               | 13%         |
| \$2,000,001 and more    | 147                    | 9          | 44        | 90%               | -\$288,000               | 6%          |
| <b>Total Activity</b>   | <b>1493</b>            | <b>196</b> | <b>21</b> | <b>97%</b>        | <b>-\$13,900</b>         | <b>13%</b>  |

## Mar 1 2012 Vancouver Downtown Market Update (attached)

**Current:** Vancouver Downtown's Residential Attached housing market is a **low** market with **13% SOLD** rate and a 97% sell / List ratio.

(This means 13 homes out of 100 sold in January with an average of \$13,900 discount on a sale from original list price.)

**Most Active Range:** Homes between \$300,000 and \$400,000 have a **23% SOLD** rate with average sales price decrease of \$9,450 and 23 Days On the Market. (DOM)

**Least Active Range:** Homes above \$2 million have a **LOW 6% SOLD** rate. (= 6 sales of 100 listings / month) with an average sales discount of \$288,000 from their original list price and 41 DOM. This is a Buyers Market.

**History:** January August had very strong spring market with average price (**RMR Condo Townhouse Price Index\***) increasing 11% or \$51,003 to \$511,145. The Year-To-Date the (HPI)\* is up only \$116.

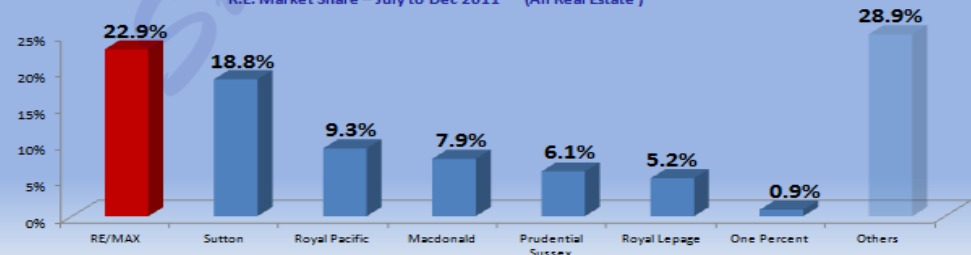
**Future:** We currently have record Active Listing Inventories that are ~6% higher than Feb 2011. New listings exceeded the sales by 305 meaning that we are seeing the listings supply increase thus continuing the buyers market.

Note\*: The **Home Price Index\*** (HPI) is all the attached home sales averaged & adjusted for finished sqft and age. For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA).

| Monthly Changes Summary               | Jan-12    | Feb-12    | 3/1/2012 | Change    |
|---------------------------------------|-----------|-----------|----------|-----------|
| Total Listings** (A,S,T,C,X)          | 1289      | 1493      |          | 204 ↑     |
| Active Listings (1st of the month)    | 758       | 979       | 1166     | 187 ↑     |
| Solds                                 | 141       | 196       |          | 55 ↑      |
| DOM                                   | 48        | 21        |          | -27 ↓     |
| Sold-List % Price Difference          | 97%       | 97%       |          | 0%        |
| Sold-List \$ Price Difference         | -\$14,000 | -\$13,900 |          | \$100 ↑   |
| Home Price Index*                     | \$474,162 | \$479,659 |          | \$5,497 ↑ |
| %SOLD (Sales/ Listings /mnlthly rate) | 11%       | 13%       |          | 2% ↑      |

## #1 the RE/MAX Market Share Reports

Vancouver Board (REBGV)  
R.E. Market Share - July to Dec 2011 (All Real Estate)



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

produced for: **Steve Burk**



# #1 the RE/MAX Market Reports: attached homes

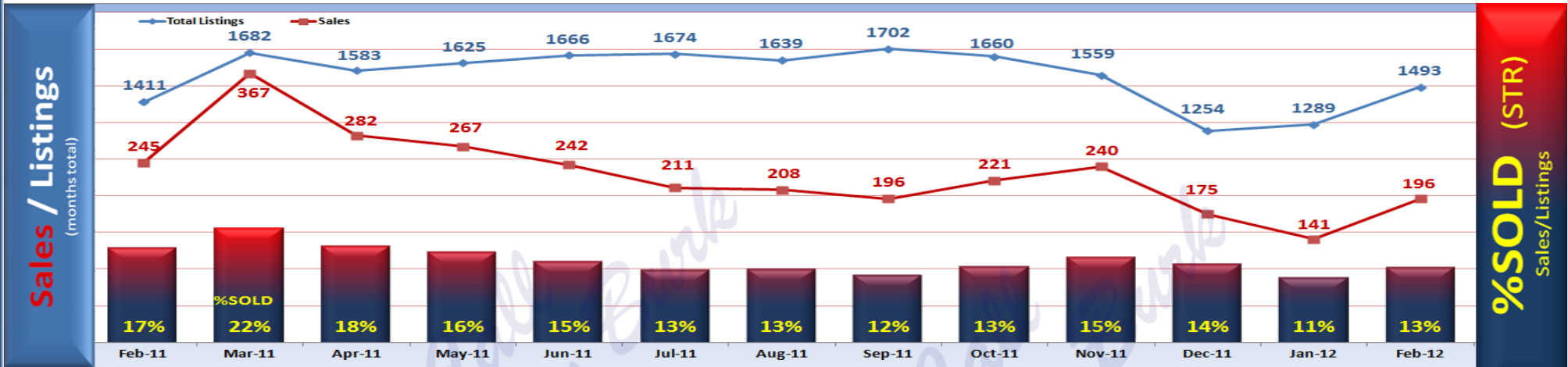
RE/MAX Statistics, on the Web!



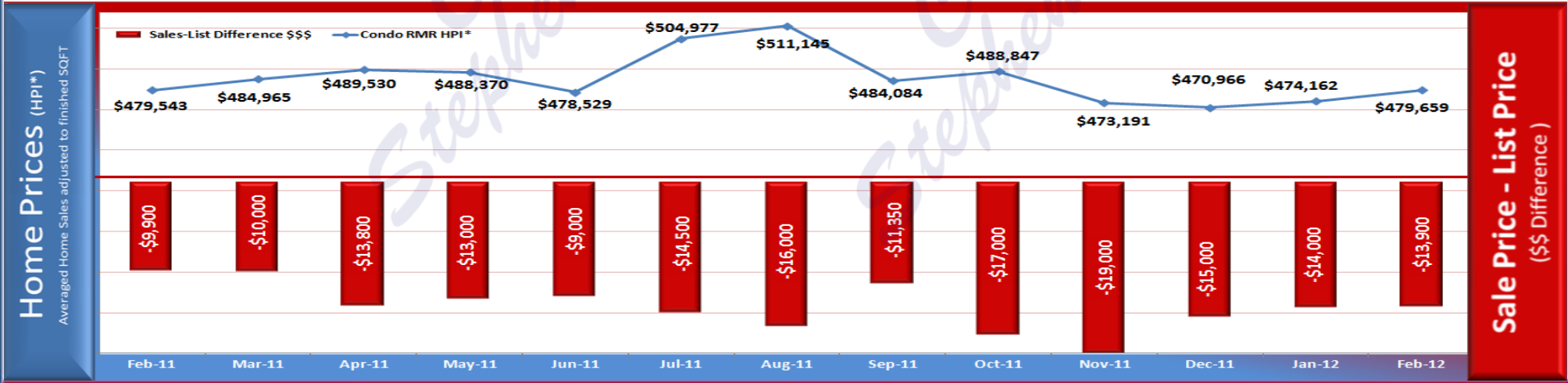
Market analysis: current, history and future!

Mar 1 /12 Vancouver Downtown

## Attached Vancouver Downtown Total Listings, Sales, and %SOLD rates



## Attached Vancouver Downtown RMR Condo Price Index\*, Sale Price-List Price (\$ Difference) (average home sold for less than their original list price)



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produced for: **Steve Burk**

# #1 the RE/MAX Market Reports:

RE/MAX Statistics, on the Web!

attached homes



**Darryl Sjerven & Karel Palla**  
 RE/MAX Select Realty  
 VANCOUVERSBESTLISTINGS.COM  
 email: kpalla@shaw.ca

Market analysis: current, history and future! Mar 1 /12 **East Vancouver**

East Vancouver Sub areas Statistics - Feb 2012

| Neighbourhoods            | Total Listings (1month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|---------------------------|-------------------------|------------|-----------|-------------------|--------------------------|-------------|
| Champlain Heights         | 27                      | 8          | 29        | 99%               | -\$4,500                 | 29.6%       |
| Collingwood Vancouver Ea. | 135                     | 19         | 44        | 96%               | -\$15,000                | 14.1%       |
| Downtown VE               | 17                      | 3          | 60        | 96%               | -\$14,900                | 17.6%       |
| Fraser VE                 | 47                      | 14         | 21        | 100%              | -\$750                   | 29.8%       |
| Fraserview VE             | 49                      | 10         | 19        | 97%               | -\$10,426                | 20.4%       |
| Grandview VE              | 59                      | 16         | 15        | 99%               | -\$2,500                 | 27.1%       |
| Hastings                  | 63                      | 10         | 19        | 98%               | -\$7,250                 | 15.9%       |
| Hastings East             | 15                      | 1          | 5         | 106%              | \$22,100                 | 6.7%        |
| Killarney VE              | 23                      | 3          | 159       | 102%              | \$15,998                 | 13.0%       |
| Knight                    | 52                      | 14         | 68        | 100%              | \$0                      | 26.9%       |
| Main                      | 18                      | 2          | 5         | 99%               | -\$6,900                 | 11.1%       |
| Mount Pleasant VE         | 225                     | 34         | 10        | 99%               | -\$4,950                 | 15.1%       |
| Renfrew VE                | 15                      | 2          | 18        | 96%               | -\$10,800                | 13.3%       |
| South Vancouver           | 8                       | 2          | 53        | 97%               | -\$7,050                 | 25.0%       |
| Victoria VE               | 36                      | 3          | 19        | 99%               | -\$3,000                 | 8.3%        |
| <b>Total Activity</b>     | <b>789</b>              | <b>141</b> | <b>22</b> | <b>99%</b>        | <b>-\$4,900</b>          | <b>18%</b>  |

Attached

East Vancouver List Price Ranges Statistics - Feb 2012

| Home Price Range      | Total Listings (1month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|-------------------------|------------|-----------|-------------------|--------------------------|-------------|
| \$0-\$300,000         | 178                     | 29         | 18        | 97%               | -\$5,500                 | 16.3%       |
| \$300,001-\$400,000   | 261                     | 44         | 32        | 99%               | -\$2,500                 | 16.9%       |
| \$400,001-\$500,000   | 137                     | 25         | 12        | 99%               | -\$5,000                 | 18.2%       |
| \$500,001-\$600,000   | 65                      | 16         | 14        | 99%               | -\$8,400                 | 24.6%       |
| \$600,001-\$700,000   | 56                      | 16         | 22        | 98%               | -\$9,950                 | 28.6%       |
| \$700,001-\$800,000   | 52                      | 9          | 33        | 100%              | \$0                      | 17.3%       |
| \$800,001 and more    | 40                      | 2          | 12        | 98%               | -\$19,900                | 5.0%        |
| <b>Total Activity</b> | <b>789</b>              | <b>141</b> | <b>22</b> | <b>99%</b>        | <b>-\$4,900</b>          | <b>18%</b>  |

Attached

| Monthly Changes Summary              | Jan-12    | Feb-12    | 3/1/2012 | Change   |
|--------------------------------------|-----------|-----------|----------|----------|
| Total Listings** (A,S,T,C,X)         | 640       | 789       |          | 149      |
| Active Listings (1st of the month)   | 414       | 485       | 592      | 107      |
| Solds                                | 82        | 141       |          | 59       |
| DOM                                  | 47        | 22        |          | -25      |
| Sold-List Price % Difference         | 97%       | 99%       |          | 2%       |
| Sold-List Price \$ Difference        | -\$9,000  | -\$4,900  |          | \$4,100  |
| Home Price Index* (Apartments)       | \$330,089 | \$343,667 |          | \$13,578 |
| Home Price Index* (Townhouses)       | \$578,175 | \$596,972 |          | \$18,797 |
| %SOLD (Sales/ Listings /mnthly rate) | 13%       | 18%       |          | 5%       |

## Mar 1 2012 East Vancouver Market Update (Attached)

**Current:** East Vancouver is a solid market with record listing inventory and with an increased **18% SOLD** rate and a 99% Sell/List Ratio. (This means an average of a \$4,900 discount on a sale from the original list price)

**Most Active Price Range:** Homes between \$600,000 - \$700,000 have highest **28.6% SOLD** rate and the market is stable with an average 22 days on market (DOM) and a List- Sales discounts of only \$4,900.

**Least Active Price Range:** Homes above \$800,000 have a low **5% SOLD** rate (= 5 sales of 100 listings/ month) with an average sales discount of \$19,900 from their original list price and 12 DOM.

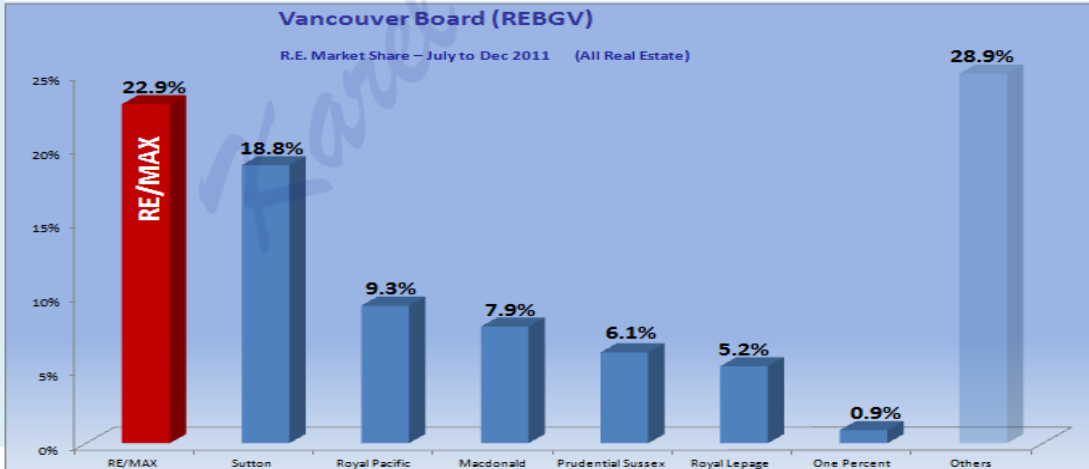
**History:** East Vancouver RMR **Condos HPI** increased 6% Jan -Aug /2011 This \$20,536 price increase brought the Condos HPI to \$352,049. Year-To-Date the RMR **Condo Home Price Index** \* increased \$6,768.

East Vancouver's RMR **Townhome HPI** had a 11% price increase from Jan-Oct 2011. This \$61,193 price increased the Townhome HPI to \$626,441. Year-To-Date the **Home Price Index** \* increased \$34,475.

**Future:** The February listing inventory is 28% higher than the same month last year. This will potentially maintain this buyers market if this trend continues. There were 158 extra new listings beyond the recent sales, this means that the listing inventory is increasing next month.

Note: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA).

## the RE/MAX Market Share Reports



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**Darryl Sjerven & Karel Palla**

# #1 the RE/MAX Market Reports:

attached homes

RE/MAX Statistics, on the Web!



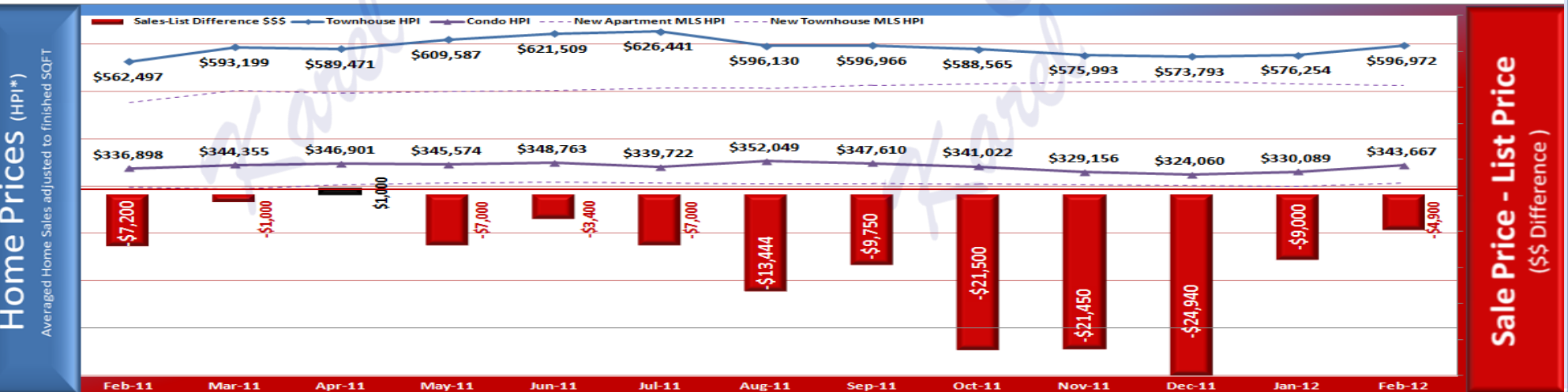
Darryl Sjerven & Karel Palla  
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VANCOUVERSBESTLISTINGS.COM  
email: kpalla@shaw.ca

Market analysis: current, history and future! Mar 1 /12 East Vancouver

Attached East Vancouver Total Listings, Sales, and %SOLD rates



Attached East Vancouver Home Price Index, Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)



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# #1 the RE/MAX Market Reports:

attached homes

RE/MAX Statistics, on the Web!



stevestoncondoliving.com

Market analysis: current, history and future!

Mar 1 /12 Richmond

Richmond Sub areas Statistics - Feb 2012

| Neighbourhoods        | Total Listings (month) | Sales      | DOM       | Sell / List | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|------------------------|------------|-----------|-------------|--------------------------|-------------|
| Sea Island            | 0                      | 0          |           |             |                          | 0.0%        |
| Bridgeport RI         | 5                      | 0          |           |             |                          | 0.0%        |
| West Cambie           | 126                    | 25         | 2         | 100%        | \$0                      | 19.8%       |
| East Cambie           | 16                     | 1          | 47        | 99%         | -\$5,000                 | 6.3%        |
| Terra Nova            | 31                     | 3          | 6         | 99%         | -\$5,000                 | 9.7%        |
| Riverdale RI          | 54                     | 9          | 86        | 95%         | -\$20,000                | 16.7%       |
| Quilchena RI          | 8                      | 1          | 107       | 96%         | -\$14,900                | 12.5%       |
| Granville             | 23                     | 1          | 314       | 77%         | -\$23,000                | 4.3%        |
| Seafair               | 8                      | 2          | 6         | 98%         | -\$10,900                | 25.0%       |
| Boyd Park             | 40                     | 3          | 49        | 93%         | -\$33,000                | 7.5%        |
| Lackner               | 5                      | 0          |           |             |                          | 0.0%        |
| Steveston Village     | 10                     | 0          |           |             |                          | 0.0%        |
| Steveston North       | 26                     | 1          | 16        | 98%         | -\$5,800                 | 3.8%        |
| Steveston South       | 91                     | 18         | 18        | 97%         | -\$14,400                | 19.8%       |
| Westwind              | 3                      | 1          | 71        | 96%         | -\$18,000                | 33.3%       |
| Woodwards             | 18                     | 3          | 18        | 95%         | -\$26,800                | 16.7%       |
| Broadmoor             | 21                     | 4          | 19        | 97%         | -\$15,450                | 19.0%       |
| Garden City           | 21                     | 5          | 38        | 96%         | -\$18,000                | 23.8%       |
| Saunders              | 23                     | 2          | 31        | 94%         | -\$29,400                | 8.7%        |
| South Arm             | 35                     | 3          | 48        | 96%         | -\$19,800                | 8.6%        |
| Brighthouse           | 476                    | 50         | 39        | 96%         | -\$13,950                | 10.5%       |
| Brighthouse South     | 231                    | 22         | 26        | 96%         | -\$12,450                | 9.5%        |
| McLennan North        | 198                    | 38         | 23        | 98%         | -\$9,894                 | 19.2%       |
| Gilmore               | 0                      | 0          |           |             |                          | 0.0%        |
| McLennan              | 2                      | 2          | 5         | 100%        | \$0                      | 100.0%      |
| East Richmond         | 18                     | 2          | 47        | 95%         | -\$25,500                | 11.1%       |
| McNair                | 8                      | 0          |           |             |                          | 0.0%        |
| Ironwood              | 41                     | 6          | 61        | 100%        | \$0                      | 14.6%       |
| Hamilton RI           | 17                     | 4          | 92        | 95%         | -\$23,000                | 23.5%       |
| <b>Total Activity</b> | <b>1555</b>            | <b>206</b> | <b>27</b> | <b>97%</b>  | <b>-\$12,400</b>         | <b>13%</b>  |

Richmond List Price Ranges Statistics - Feb 2012

| Home Price Range      | Total Listings (month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|------------------------|------------|-----------|-------------------|--------------------------|-------------|
| 0-\$200,000           | 64                     | 3          | 48        | 96%               | -\$8,000                 | 4.7%        |
| \$200,001-\$300,000   | 277                    | 39         | 27        | 97%               | -\$9,800                 | 14.1%       |
| \$300,001-\$400,000   | 355                    | 58         | 29        | 97%               | -\$9,894                 | 16.3%       |
| \$400,001-\$500,000   | 352                    | 41         | 37        | 96%               | -\$16,000                | 11.6%       |
| \$500,001-\$600,000   | 278                    | 37         | 27        | 98%               | -\$10,000                | 13.3%       |
| \$600,001-\$700,000   | 141                    | 19         | 17        | 97%               | -\$17,000                | 13.5%       |
| \$700,001 and more    | 88                     | 9          | 31        | 97%               | -\$22,000                | 10.2%       |
| <b>Total Activity</b> | <b>1,555</b>           | <b>206</b> | <b>27</b> | <b>97%</b>        | <b>-\$12,400</b>         | <b>13%</b>  |

| Monthly Changes Summary               | Jan-12    | Feb-12    | 3/1/2012 | Change  |
|---------------------------------------|-----------|-----------|----------|---------|
| Total Listings** (A,S,T,C,X)          | 1392      | 1555      | 1230     | 163     |
| Active Listings (1st of the month)    | 815       | 1109      | 1230     | 121     |
| Solds                                 | 124       | 206       |          | 82      |
| DOM                                   | 50        | 27        |          | -23     |
| Sold-List Price % Difference          | 96%       | 97%       |          | 1%      |
| Sold-List Price \$ Difference         | -\$14,900 | -\$12,400 |          | \$2,500 |
| Home Price Index* (Apartments)        | \$332,235 | \$334,241 |          | \$2,007 |
| Home Price Index* (Townhouses)        | \$513,804 | \$519,448 |          | \$5,644 |
| %SOLD (Sales/ Listings /monthly rate) | 9%        | 13%       |          | 4%      |

## Mar 1 2012 Richmond Market Update (Attached)

**Current:** Richmond is a buyers market with record listings & with a **13% SOLD** rate and a **97% Sell/List Ratio**.

(This means that there is an average of a \$12,400 discount on a sale from the original list price)

**Most Active Price Range:** Multi family homes between \$300,000-\$400,000 have **16.3% SOLD** rate and prices are stable with an average 29 days on the market (DOM) and sales discount of \$9,894.

**Least Active Price Range:** Homes below \$200,000 have a **LOW 4.7% SOLD** rate (meaning that there are 5 sales out of 100 listings/ month) with an average sales discount of \$8,000 from their original list price and average 48 days on market (DOM).

**History:** Richmond's **RMR Condos HPI** had a solid 13% price increase from Dec 2010 to May 2011. This \$42,053 price increase brought the RMR Condos HPI to \$368,341.

Year-To-Date the **RMR Condo Home Price Index\*** has decreased \$11,587.

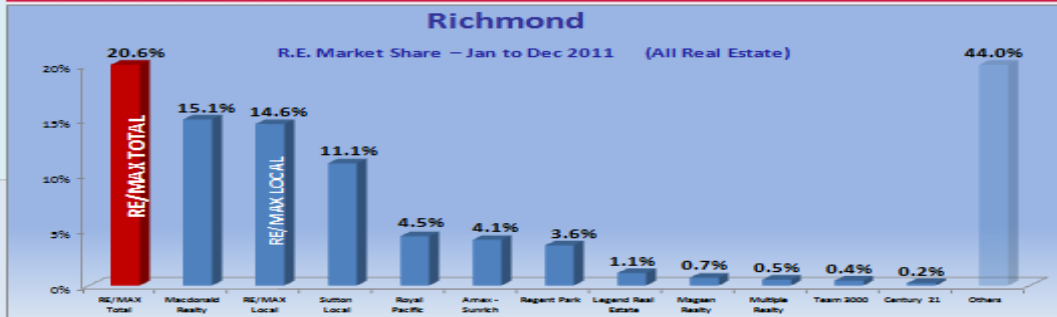
Richmond's **Townhome HPI** had a 9% price increase from January to May 2011. This \$45,405 price increase brought the Townhome HPI to \$563,307.

Year-To-Date the **RMR Townhome Home Price Index\*** has decreased \$5,298.

**Future:** We had a record Active Listing Inventory for February (~37% higher than Feb 2011.. New listings still exceed the sales by double meaning that we would see listings increase next month increasing the already over supplied market. These trends indicate we will keep Richmond as a buyers market for months to come.

**Note\*:** The **Home Price Index\*** (HPI) is all the attached home sales averaged & adjusted for finished sqft and age  
For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA).

## the RE/MAX Market Share Reports



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

ED Ganeff



# the RE/MAX Market Reports:

RE/MAX Statistics, on the Web!

attached homes

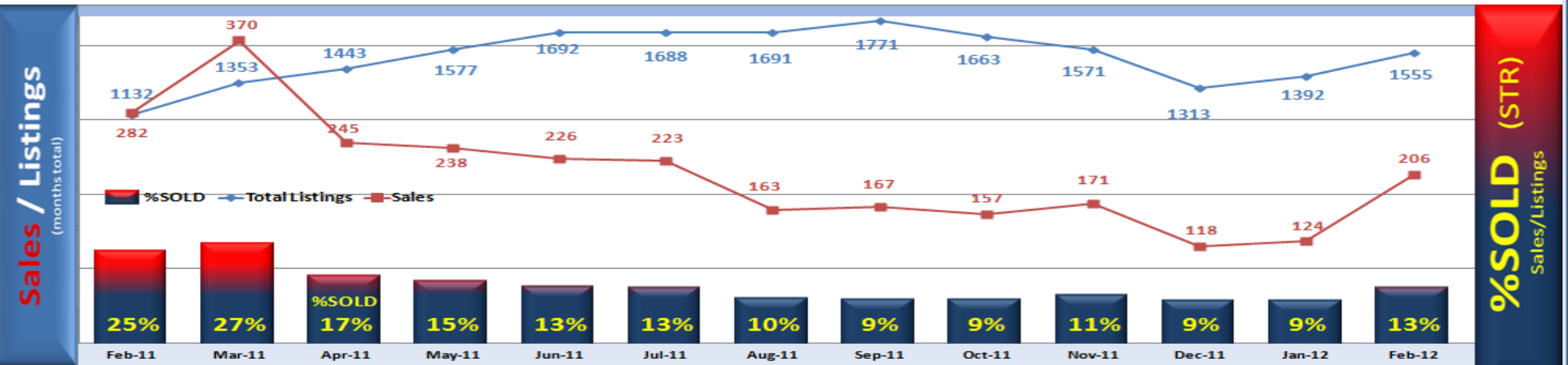


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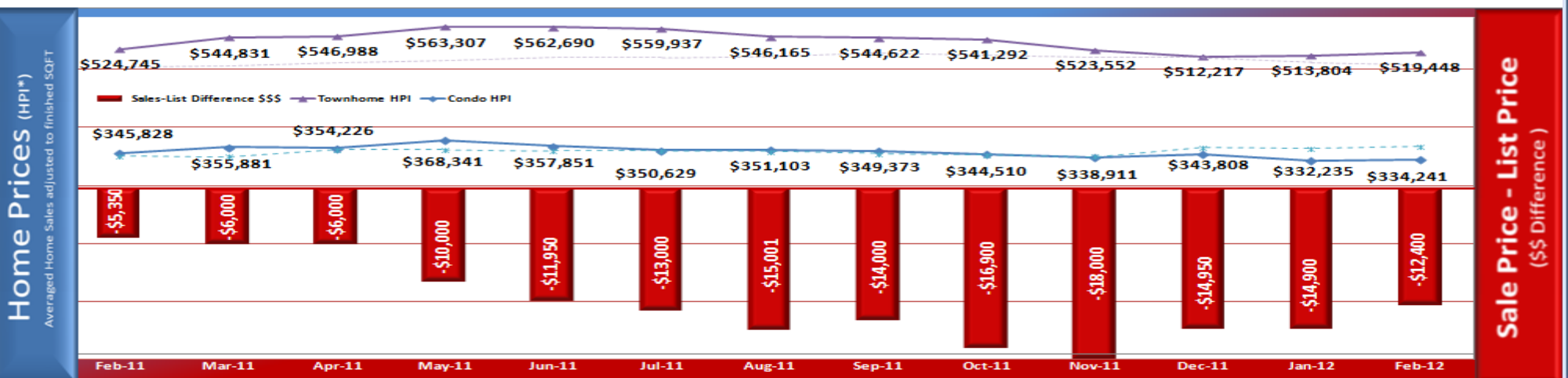
Market analysis: current, history and future!

Mar 1 /12 **Richmond**

## Attached Richmond Total Listings\*\*, Sales, and %SOLD Rates



## Attached 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. & age. Total Listings \*\*all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.



# #1 the RE/MAX Market Reports:

RE/MAX Statistics, on the Web!

attached homes



Market analysis: current, history and future!

Mar 1 /12 North Vancouver

North Vancouver Sub areas Statistics - Feb 2012

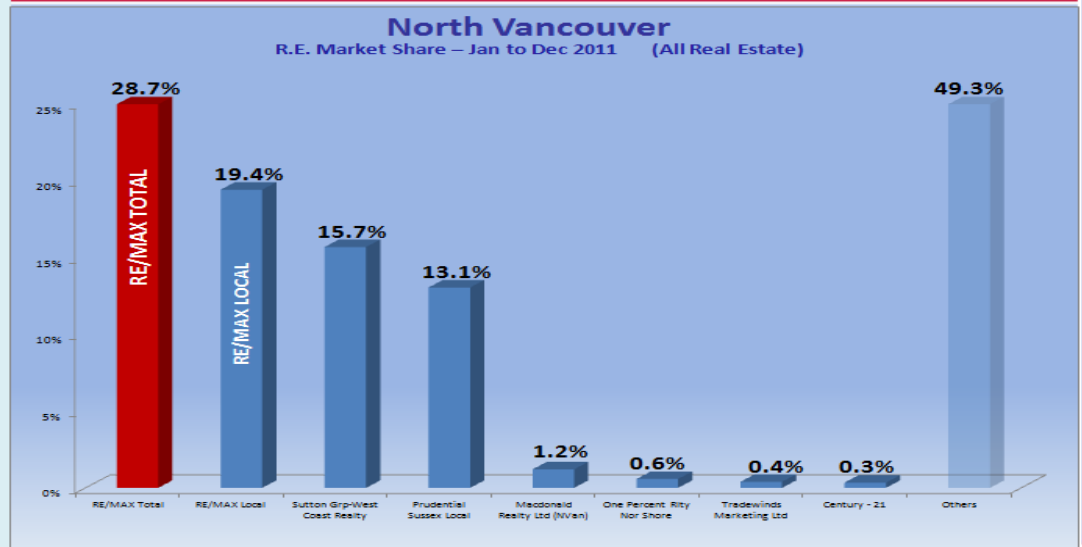
| Neighbourhoods        | Total Listings (/month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|-------------------------|------------|-----------|-------------------|--------------------------|-------------|
| Blueridge NV          | 1                       | 0          |           |                   |                          | 0.0%        |
| Capilano NV           | 5                       | 1          | 42        | 98%               | -\$22,000                | 20.0%       |
| Capilano Highlands    | 7                       | 1          | 42        | 98%               | -\$19,000                | 14.3%       |
| Central Lonsdale      | 142                     | 18         | 24        | 98%               | -\$8,900                 | 12.7%       |
| Deep Cove             | 3                       | 0          |           |                   |                          | 0.0%        |
| Delbrook              | 5                       | 1          | 92        | 100%              | \$1,000                  | 20.0%       |
| Grouse Woods          | 2                       | 0          |           |                   |                          | 0.0%        |
| Hamilton              | 33                      | 1          | 11        | 99%               | -\$4,900                 | 3.0%        |
| Indian River          | 8                       | 1          | 12        | 100%              | \$0                      | 12.5%       |
| Lower Lonsdale        | 197                     | 28         | 29        | 98%               | -\$8,500                 | 14.2%       |
| Lynn Valley           | 35                      | 9          | 16        | 98%               | -\$8,900                 | 25.7%       |
| Lynnmoor              | 18                      | 4          | 103       | 93%               | -\$22,000                | 22.2%       |
| Norgate               | 21                      | 4          | 110       | 98%               | -\$9,450                 | 19.0%       |
| Northlands            | 37                      | 6          | 8         | 100%              | \$0                      | 16.2%       |
| Pemberton Heights     | 4                       | 1          | 1         | 100%              | \$0                      | 25.0%       |
| Pemberton NV          | 34                      | 9          | 15        | 97%               | -\$9,900                 | 26.5%       |
| Roche Point           | 56                      | 15         | 28        | 98%               | -\$6,400                 | 26.8%       |
| Seymour               | 20                      | 2          | 144       | 99%               | -\$4,500                 | 10.0%       |
| Upper Delbrook        | 16                      | 2          | 108       | 99%               | -\$3,450                 | 12.5%       |
| Westlynn              | 5                       | 2          | 4         | 100%              | -\$4,350                 | 40.0%       |
| Windsor Park NV       | 5                       | 1          | 58        | 99%               | -\$4,000                 | 20.0%       |
| <b>Total Activity</b> | <b>654</b>              | <b>106</b> | <b>22</b> | <b>98%</b>        | <b>-\$7,900</b>          | <b>16%</b>  |

North Vancouver Price Ranges Statistics - Feb 2012

| Home Price Range      | Total Listings (/month) | Sales      | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|-------------------------|------------|-----------|-------------------|--------------------------|-------------|
| 0-\$300,000           | 90                      | 14         | 31        | 97%               | -\$6,900                 | 15.6%       |
| \$300,001-\$400,000   | 189                     | 40         | 20        | 98%               | -\$6,200                 | 21%         |
| \$400,001-\$500,000   | 105                     | 19         | 19        | 98%               | -\$9,000                 | 18.1%       |
| \$500,001-\$600,000   | 84                      | 8          | 24        | 98%               | -\$10,500                | 9.5%        |
| \$600,001-\$700,000   | 76                      | 13         | 34        | 100%              | \$0                      | 17.1%       |
| \$700,001-\$800,000   | 39                      | 2          | 13        | 97%               | -\$20,000                | 5.1%        |
| \$800,001 and more    | 71                      | 10         | 42        | 98%               | -\$23,500                | 14.1%       |
| <b>Total Activity</b> | <b>654</b>              | <b>106</b> | <b>22</b> | <b>98%</b>        | <b>-\$7,900</b>          | <b>16%</b>  |

| Monthly Changes                     | Jan-12    | Feb-12    | 3/1/2012 | Change    |
|-------------------------------------|-----------|-----------|----------|-----------|
| Total Listings (A,S,T,C,X)          | 569       | 654       |          | 85        |
| Active Listings (1st of the month)  | 330       | 424       | 510      | 86        |
| Solds                               | 74        | 106       |          | 32        |
| DOM                                 | 45        | 22        |          | -23       |
| Sold-List Price % Difference        | 98%       | 98%       |          | 0%        |
| Sold-List Price \$ Difference       | -\$7,000  | -\$7,900  |          | -\$900    |
| Home Price Index* (Condos)          | \$388,764 | \$377,984 |          | -\$10,781 |
| Home Price Index* (Townhomes)       | \$634,997 | \$640,524 |          | \$5,527   |
| %SOLD (Sales/ Listings /mthly rate) | 13%       | 16%       |          | 3%        |

## the RE/MAX Market Share Reports



### Mar 1 2012 North Vancouver Market Update (Attached Townhomes/ Condos)

**Current:** North Vancouver is a **stable** market with record listings inventory, a **16% SOLD** rate and a 98% sell/list ratio. (This means 16 attached homes out of 100 sold in the last month with an average of \$7,000 discount from the original list price.)

**Most Active Range:** Homes between \$300,000 and \$400,000 range have a strong **21% SOLD** rate as a sellers market. The average sales discounts are \$6,200 and the days on market are 20.

**Least Active Range:** Homes between \$700,000 - \$800,000 have a **LOW 5.1% SOLD** rate (=5 sales of 100 listings/ month) with an average sales discount of \$20,000 from their original list price (97% S/L ratio) and 12 days on the market.

**History:** North Van's Condo RMR Home Price Index\* shows an increase from January to June 2011 of \$26,292 or 7% to \$380,127. Currently Year-To-Date RMR HPI\* show a price increase of \$20,565.

**North Van's Townhome** RMR Home Price Index\* shows an increase from January to July 2011 of \$103,144 or 18% to \$668,428. Currently the Year-To-Date RMR HPI\* shows an increase of \$32,773.

**Future:** Our total Listings inventory for February was 55% higher than YTD. New listings exceeded the sales by 121 meaning that we are seeing the listings supply increase thus possibly converting this area to a buyers market.

**NOTE:** The HPI\* is calculated from all home sales averaged & adjusted for finished sqft and age. For a more accurate price change do request a personal Comparative Market Analysis for your home.

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

produced for: **Steve Burk**

# #1 the RE/MAX Market Reports:

RE/MAX Statistics, on the Web!

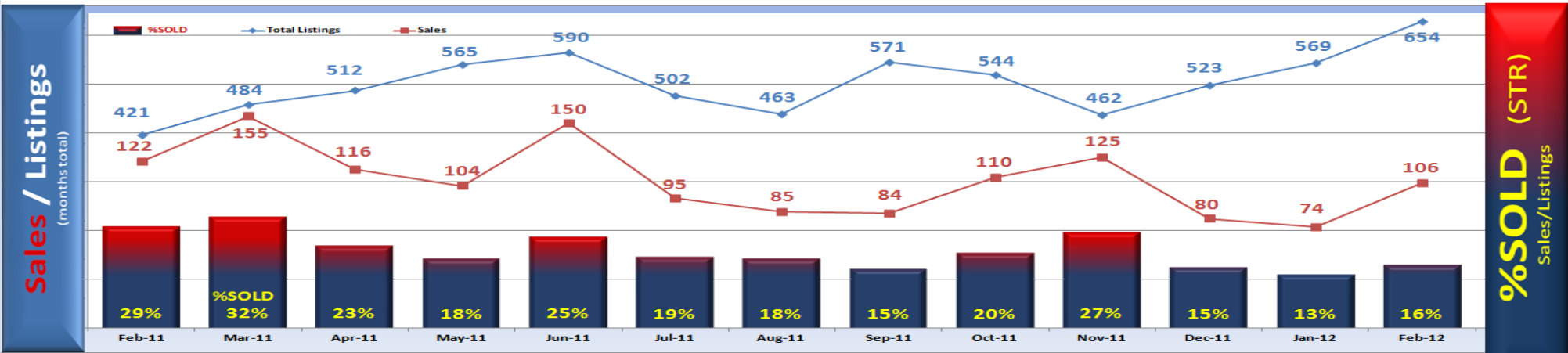
attached homes



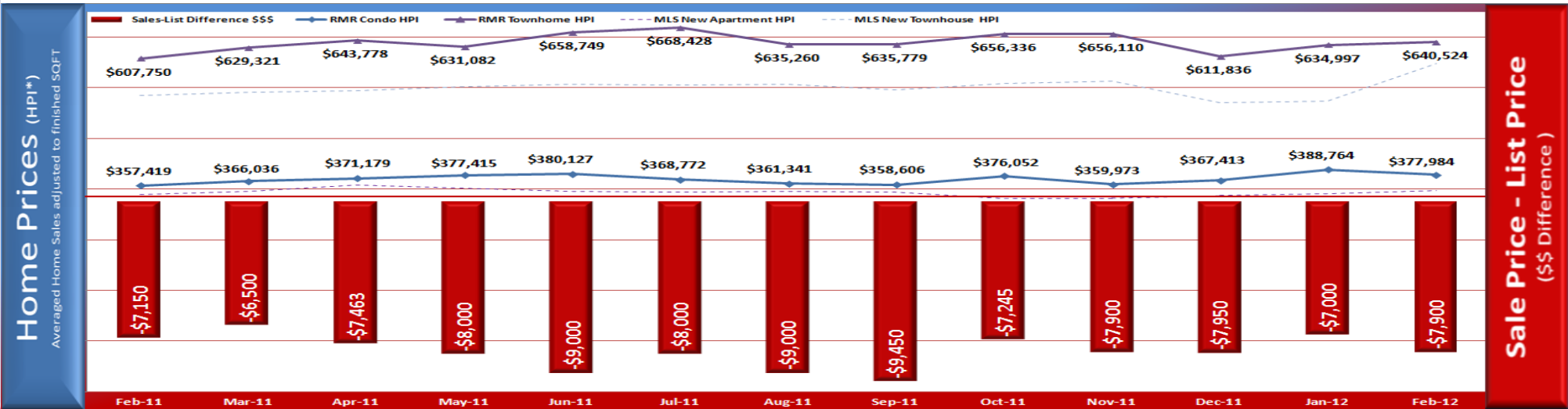
Market analysis: current, history and future!

Mar 1 /12 North Vancouver

## Attached Townhomes/ Condos North Vancouver Total Listings, Sales, and %SOLD Rate



## Attached Townhomes/ Condos North Vancouver Home Price Indexes (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. & age. Total Listings \*\*all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

produced for: **Steve Burk**

# #1 the RE/MAX Market Reports:

RE/MAX Statistics, on the Web!

attached homes



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Market analysis: current, history and future!

Mar 1/12 New West – E. Burnaby

| Neighbourhoods        | Total Listings (month) | Sales     | DOM       | Sell / List | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|------------------------|-----------|-----------|-------------|--------------------------|-------------|
| East Burnaby          | 18                     | 0         |           |             |                          | 0%          |
| The Crest             | 11                     | 5         | 6         | 101%        | \$7,000                  | 45%         |
| Edmonds BE            | 76                     | 15        | 33        | 98%         | -\$7,000                 | 20%         |
| West End NW           | 4                      | 0         |           |             |                          | 0%          |
| Downtown NW           | 102                    | 19        | 14        | 98%         | -\$6,900                 | 19%         |
| Fraserview NW         | 107                    | 14        | 24        | 97%         | -\$11,600                | 13%         |
| GlenBrooke North      | 6                      | 0         |           |             |                          | 0%          |
| Moody Park            | 8                      | 0         |           |             |                          | 0%          |
| Queensborough         | 39                     | 5         | 45        | 98%         | -\$6,900                 | 13%         |
| Queens Park           | 1                      | 0         |           |             |                          | 0%          |
| Quay                  | 63                     | 14        | 44        | 95%         | -\$16,550                | 22%         |
| Sapperton             | 34                     | 4         | 28        | 98%         | -\$3,700                 | 12%         |
| The Heights NW        | 2                      | 0         |           |             |                          | 0%          |
| Uptown NW             | 147                    | 20        | 26        | 96%         | -\$10,900                | 14%         |
| <b>Total Activity</b> | <b>618</b>             | <b>96</b> | <b>50</b> | <b>97%</b>  | <b>-\$11,850</b>         | <b>16%</b>  |

| Home Price Range      | Total Listings (month) | Sales     | DOM       | Sell / List Ratio | Sell - List \$Difference | %SOLD (STR) |
|-----------------------|------------------------|-----------|-----------|-------------------|--------------------------|-------------|
| 0-\$200,000           | 59                     | 10        | 34        | 92%               | -\$14,100                | 17%         |
| \$200,001-\$300,000   | 178                    | 27        | 19        | 97%               | -\$8,400                 | 15%         |
| \$300,001-\$400,000   | 202                    | 34        | 26.5      | 97%               | -\$11,200                | 17%         |
| \$400,001-\$500,000   | 93                     | 11        | 28        | 97%               | -\$17,000                | 12%         |
| \$500,001-\$600,000   | 57                     | 12        | 13        | 100%              | \$0                      | 21%         |
| \$600,001 and more    | 29                     | 2         | 63        | 100%              | -\$720                   | 7%          |
| <b>Total Activity</b> | <b>618</b>             | <b>96</b> | <b>25</b> | <b>97%</b>        | <b>-\$9,450</b>          | <b>16%</b>  |

| Monthly Changes Summary                     | Jan-12    | Feb-12    | 3/1/2012 | Change     |
|---|-----------|-----------|----------|------------|
| Total Listings** (A,S,T,C,X)                | 514       | 618       |          | 104 ↑      |
| Active Listings (1st of the month)          | 289       | 379       | 464      | 85 ↑       |
| Solds                                       | 70        | 96        |          | 26 ↑       |
| DOM   | 50        | 25        |          | -25 ↓      |
| Sold-List % Price Difference                | 97%       | 97%       |          | 0%         |
| Sold-List \$ Price Difference               | -\$11,850 | -\$9,450  |          | \$2,400 ↓  |
| RMR Home Price Index* (Apartments)          | \$294,768 | \$304,059 |          | \$9,291 ↑  |
| MLS Home Price Index* (New West Townhouses) | \$384,200 | \$398,800 |          | \$14,600 ↑ |
| %SOLD (Sales/ Listings /mnthly rate)        | 14%       | 16%       |          | 2% ↑       |

## Feb 1 2012 New West, E. Burnaby Market Update

**Current:** New West - E. Burnaby's Residential attached housing market is a stable market with a solid **16 %SOLD** rate.

(This means 16 homes out of 100 sold in January)

**Most Active Range:** Attached homes in the between \$500,000-\$600,000 have a **21 %SOLD** rate with an average 100% sale/List ratio and 13 DOM.

**Least Active Range:** Homes above \$700,000 have a **7 %SOLD** rate 63 DOM.

**History:** The **NW -E.B's Condo** Year-To-Date RMR Home Price Index\* shows an increase of \$9,291 to \$304,059.

The **NW -E.B's Townhouse** Year-To-Date MLS New Home Price Index for New West shows an increase of \$14,600 to \$398,800.

**Future:** The Total Listing Inventory for the last month is ~10% higher as compared to the same month last year. New listings far exceed the sales (234 to 96) meaning that we will see listing levels increase next month. It appears we will move towards a buyers market for the foreseeable future.

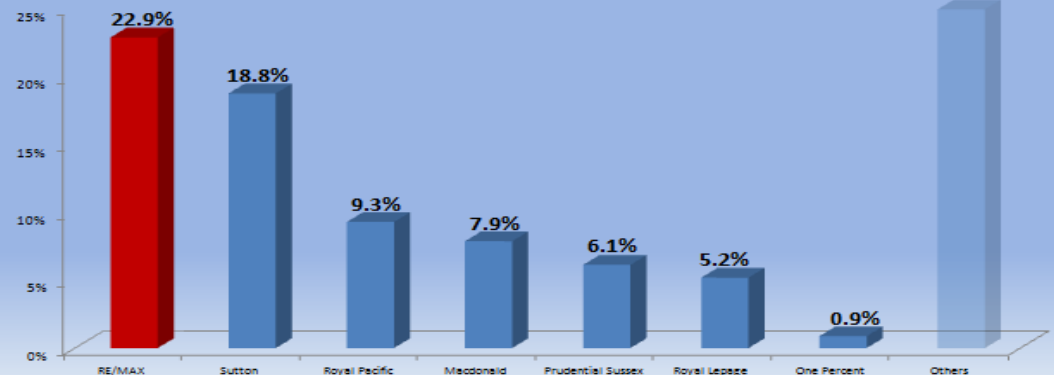
We are all waiting to see if the Chinese buyers materialize in the volumes we saw last year as it has a domino effect on our market place.

**NOTE:** The HPI\* is calculated from all home sales averaged & adjusted for finished sqft and age. For a more accurate price change do request a personal Comparative Market Analysis for your home.

## the RE/MAX Market Share Reports

### Vancouver Board (REBGV)

R.E. Market Share – July to Dec 2011 (All Real Estate)



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





# #1 the RE/MAX Market Reports:

RE/MAX Statistics, on the Web!

attached homes

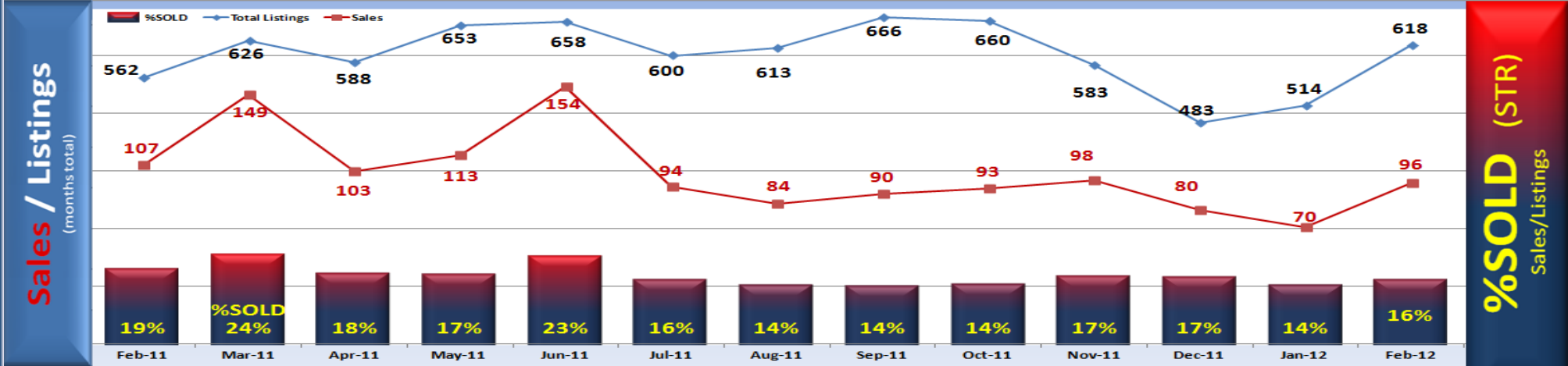


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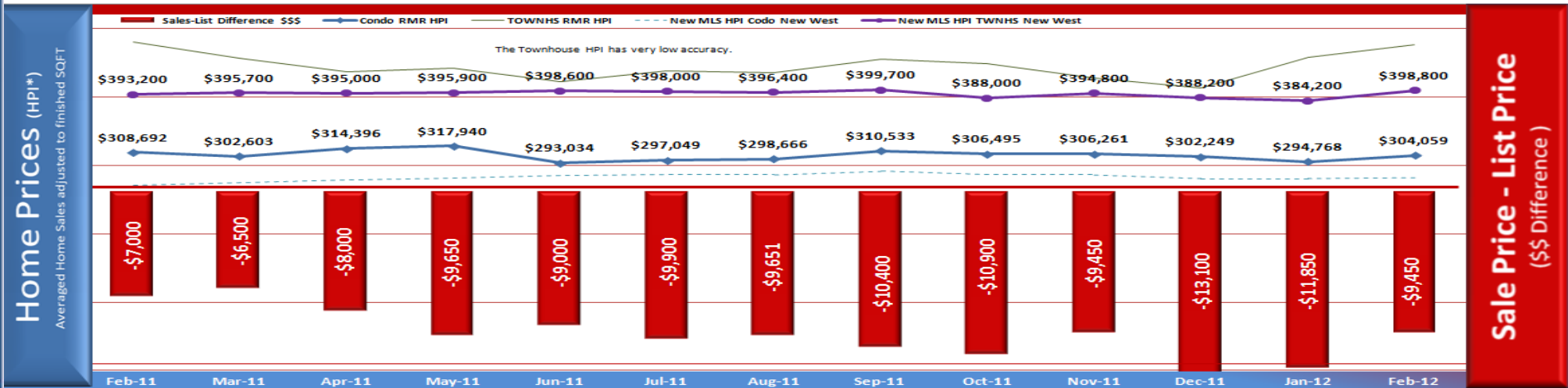
Market analysis: current, history and future!

Mar 1/12 New West – E. Burnaby

## Attached Townhomes/ Condos New West, E. Burnaby Total Listings, Sales, and %SOLD rates



## Attached Townhomes/ Condos New West, E. 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. & age. Total Listings \*\*all marketed listings /month.  
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# #1 the RE/MAX Market Reports:

RE/MAX Statistics, on the Web!

attached homes

team phil haig

TriCity's #1 RE/MAX  
Real Estate Team

For 2010

We sell homes but  
people are our business



Market analysis: current, history and future!

Mar 1/12 Coquitlam

## Coquitlam Sub areas Statistics - Feb 2012

| Neighbourhoods        | Total Listings (Month) | Sales      | DOM       | Sell / List Ratio | Sell - List Diff \$\$\$ | %SOLD (STR) |
|-----------------------|------------------------|------------|-----------|-------------------|-------------------------|-------------|
| Burke Mountain        | 50                     | 6          | 21        | 100%              | \$0                     | 12.0%       |
| Central Coquitlam     | 27                     | 3          | 87        | 98%               | -\$14,000               | 11.1%       |
| Coquitlam East        | 13                     | 3          | 9         | 98%               | -\$10,900               | 23.1%       |
| Coquitlam West        | 131                    | 15         | 17        | 97%               | -\$10,900               | 11.5%       |
| Canyon Springs        | 43                     | 7          |           | 98%               | -\$4,400                | 16.3%       |
| Eagle Ridge CQ        | 20                     | 4          | 78        | 98%               | -\$4,700                | 20.0%       |
| Maillardville         | 58                     | 9          | 15        | 98%               | -\$6,000                | 15.5%       |
| North Coquitlam       | 195                    | 22         | 61        | 96%               | -\$9,900                | 11.3%       |
| New Horizons          | 39                     | 6          | 37        | 98%               | -\$8,500                | 15.4%       |
| Ranch Park            | 2                      | 1          | 86        | 96%               | -\$13,000               | 50.0%       |
| Scott Creek           | 1                      | 0          |           |                   |                         | 0.0%        |
| Upper Eagle Ridge     | 5                      | 1          |           | 96%               | -\$14,500               | 20.0%       |
| Westwood Plateau      | 138                    | 27         | 72        | 99%               | -\$3,800                | 19.6%       |
| <b>Total Activity</b> | <b>722</b>             | <b>104</b> | <b>26</b> | <b>98%</b>        | <b>-\$7,650</b>         | <b>14%</b>  |

## Coquitlam List Price Ranges Statistics - Feb 2012

| Home Price Range      | Total Listings (Month) | Sales      | DOM       | Sell / List Ratio | Sell - List Diff \$\$\$ | %SOLD (STR) |
|-----------------------|------------------------|------------|-----------|-------------------|-------------------------|-------------|
| 0-\$200,000           | 51                     | 6          | 106       | 92%               | -\$13,450               | 11.8%       |
| \$200,001-\$300,000   | 223                    | 31         | 24        | 98%               | -\$5,500                | 13.9%       |
| \$300,001-\$400,000   | 219                    | 38         | 32        | 98%               | -\$7,440                | 17.4%       |
| \$400,001-\$500,000   | 126                    | 15         | 16        | 99%               | -\$5,300                | 11.9%       |
| \$500,001-\$600,000   | 66                     | 9          | 23        | 97%               | -\$16,000               | 13.6%       |
| \$600,001 and more    | 37                     | 5          | 16        | 98%               | -\$10,900               | 13.5%       |
| <b>Total Activity</b> | <b>722</b>             | <b>104</b> | <b>26</b> | <b>98%</b>        | <b>-\$7,650</b>         | <b>14%</b>  |

## Monthly Changes Summary

|                                | Jan-12    | Jan-12    | 2/1/2012 | Change   |
|--------------------------------|-----------|-----------|----------|----------|
| Total Listings** (A,S,T,C,X)   | 598       | 722       |          | 124      |
| Active Listings                | 378       | 462       | 542      | 80       |
| Solds                          | 70        | 104       |          | 34       |
| DOM                            | 49        | 26        |          | -23      |
| Sold-List Price % Difference   | 97%       | 98%       |          | 1%       |
| Sold-List Price \$ Difference  | -\$8,000  | -\$7,650  |          | \$350    |
| Home Price Index* (Apartments) | \$298,908 | \$296,588 |          | -\$2,320 |
| Home Price Index* (Townhouses) | \$457,507 | \$473,809 |          | \$16,302 |
| STR %Sold                      | 11.7%     | 14.4%     |          | 2.7%     |

## Mar 1 2012 Coquitlam Market Update Attached Townhomes/Condos

**Current:** Coquitlam is a **stable** market with record listing inventory, a **14 %SOLD** rate and a 98% Sell/List Ratio.

(This means that there is an average of a \$7,650 discount on a sale from the original list price)

**Most Active Price Range:** Condos between \$200,000 - \$300,000 have **17.4 %SOLD** rate with average 32 days on market (DOM) and a current average sales discount of \$7,400.

**Least Active Price Range:** Attached homes below \$200,000 have a **LOW 11.8 %SOLD** rate (= 12 sales of 100 listings/ month) with an average sales discount of \$13,450 from their original list price and average 106 days on market.

**History:** Coquitlam's Condos Year-To-Date RMR Home Price Index\* shows an increase of \$10,385 to \$298,908.

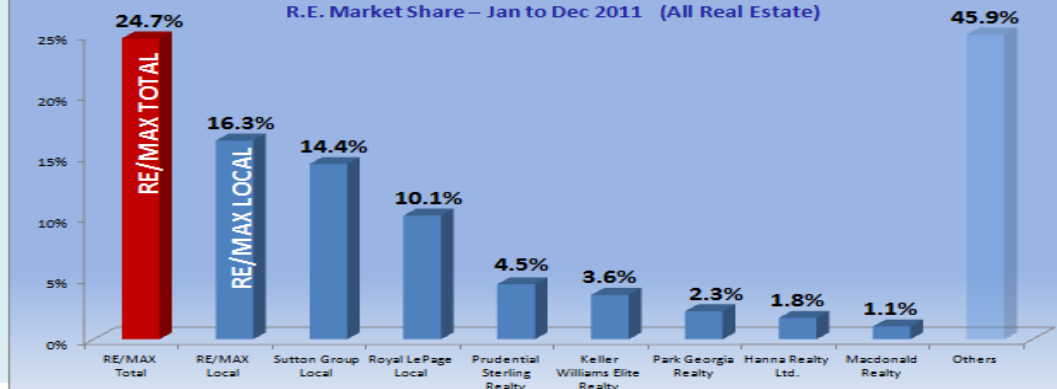
Coquitlam's Townhouses Year-To-Date RMR Home Price Index\* shows an increase of \$36,808 to \$473,809.

**Future:** We currently have record Active Listing Inventories that are ~19% higher than Feb 2011. New listings exceeded the sales by 156 meaning that we are seeing the listings supply increase thus continuing the buyers market.

Note\*: The RMR Home Price Index\* (HPI) is all the attached home sales averaged & adjusted for finished sqft and age. For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA).

## #1 the RE/MAX Market Share Reports

Coquitlam (+Port Coquitlam, Port Moody)  
R.E. Market Share - Jan to Dec 2011 (All Real Estate)



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



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produced for: Phil Haig



# #1 the RE/MAX Market Reports:

RE/MAX Statistics, on the Web!

attached homes

team phil haig

TriCity's #1 RE/MAX Real Estate Team

For 2010

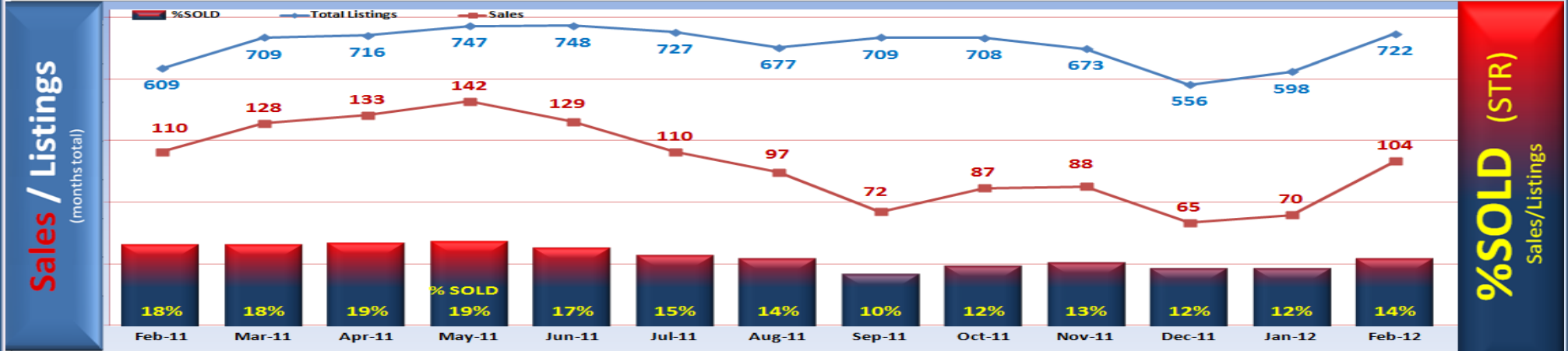
We sell homes but people are our business



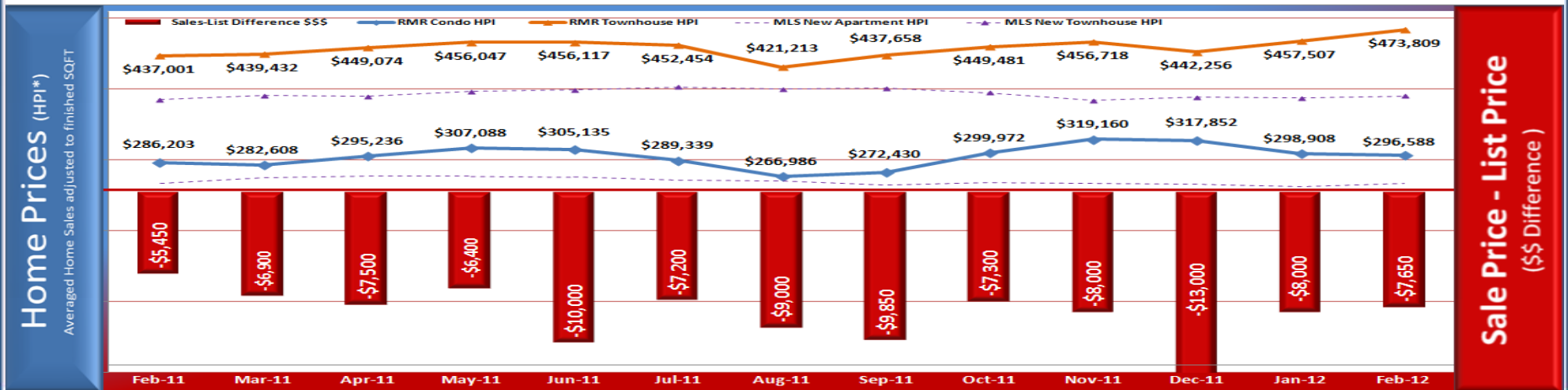
Market analysis: current, history and future!

Mar 1/12 Coquitlam

## Attached Townhomes/ Condos Coquitlam Total Listings, Sales, and %SOLD rates



## Attached Townhomes/ Condos Coquitlam 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. & age. Total Listings \*\*all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.





# the RE/MAX Market Share Reports

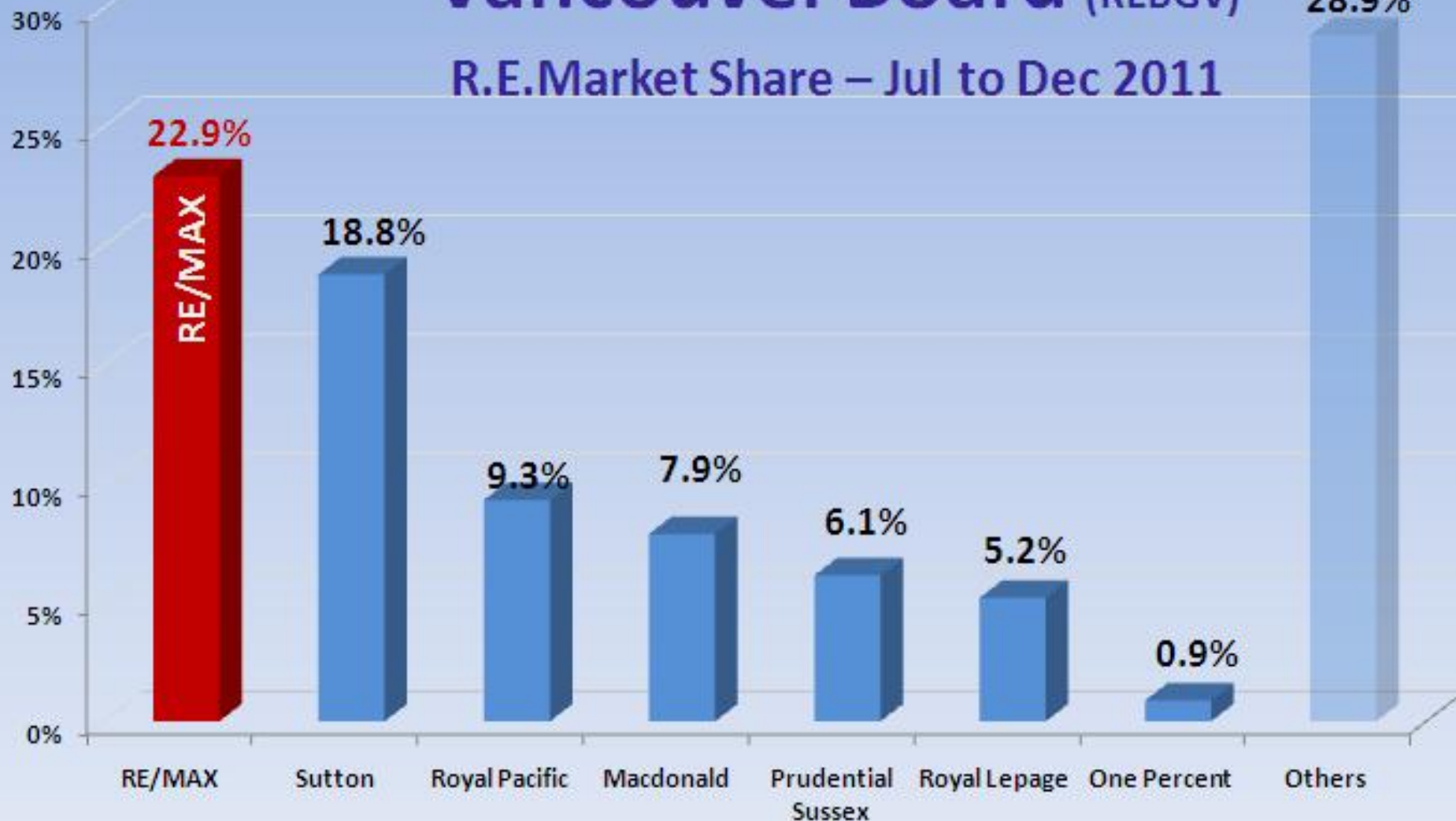
RE/MAX Statistics, on the Web!

About the RE/PORT

Home Lower Mainland

## Vancouver Board (REBGV)

R.E. Market Share – Jul to Dec 2011



The market share reports counts both the listings and the sale volume separately.

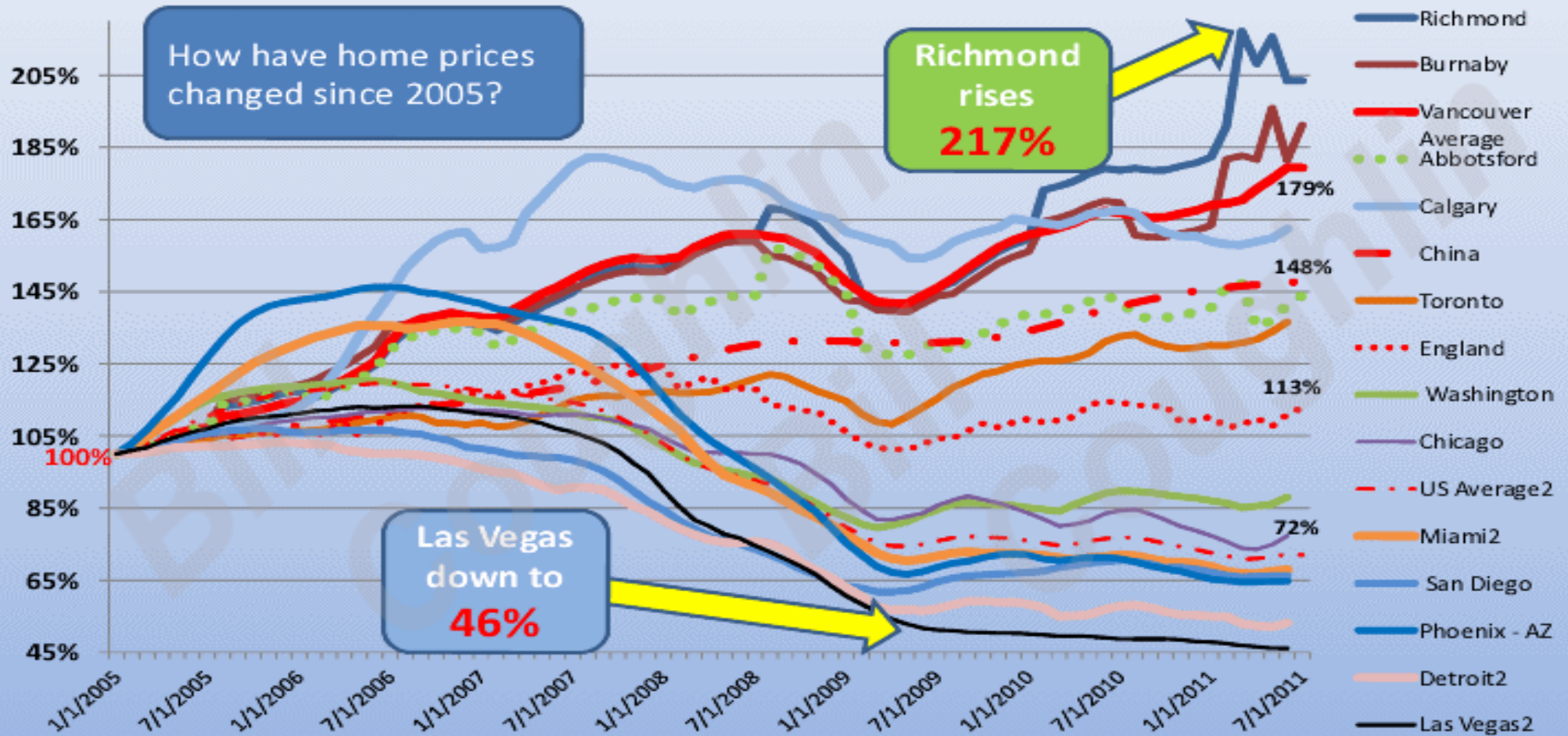
The stats are from the real estate boards as per processed dates.

Sept 20 2011  
w8c

# Home Price Indexes

Major Cities and Canada/USA /England/China National Averages  
Jan 2005 is the base price=100% (Sources: Single Family Home Sales when possible) ( China=Condo Sales)

Sources:  
Government agencies,  
S&P/Case-Shiller,  
National Bank of  
Canada, China's NBS  
national index, Real  
Estate Boards, + more



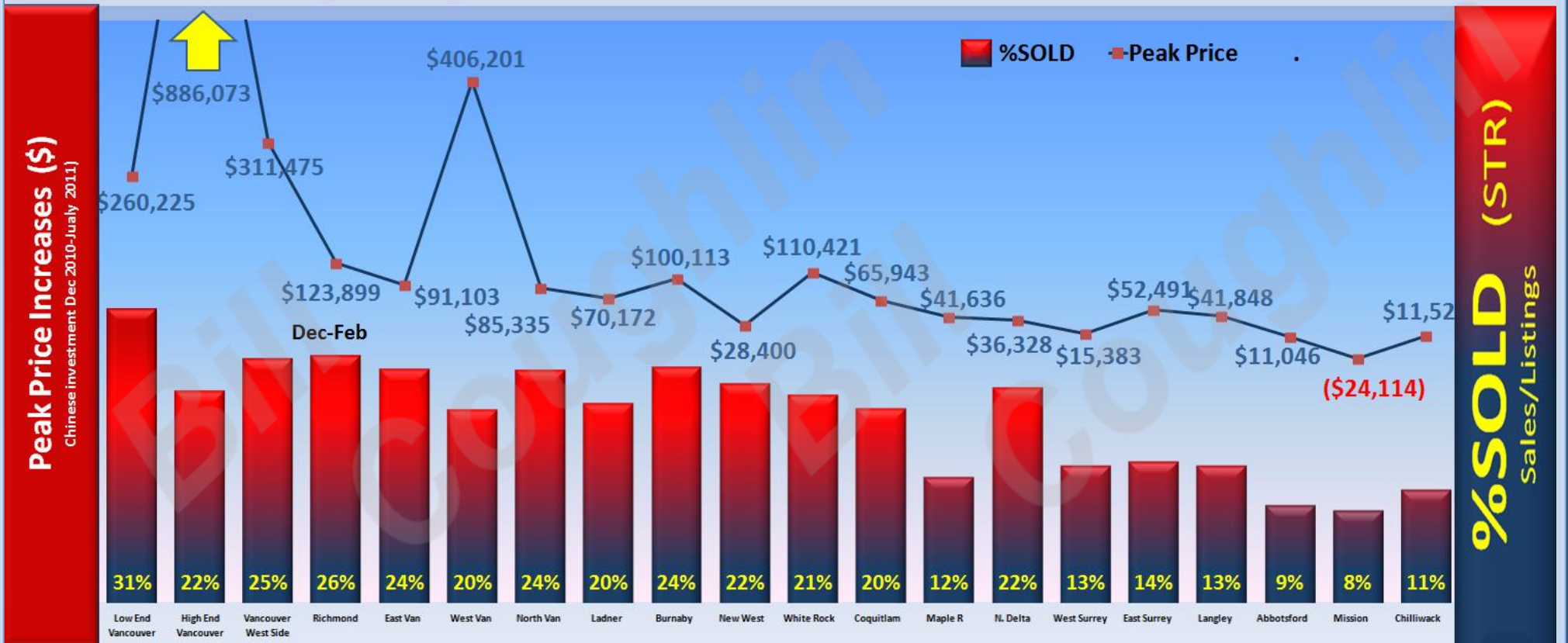
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Market analysis: current, history and future!

Lower Mainland's 2011 Peak Home Price Changes (\$) (Dec - July)  
 (The study of the of Chinese Investment 2011 Peak Price Increases and the %SOLD rates)

Dec - July 2011 Study Peak Prices Vrs %SOLD Rates



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. 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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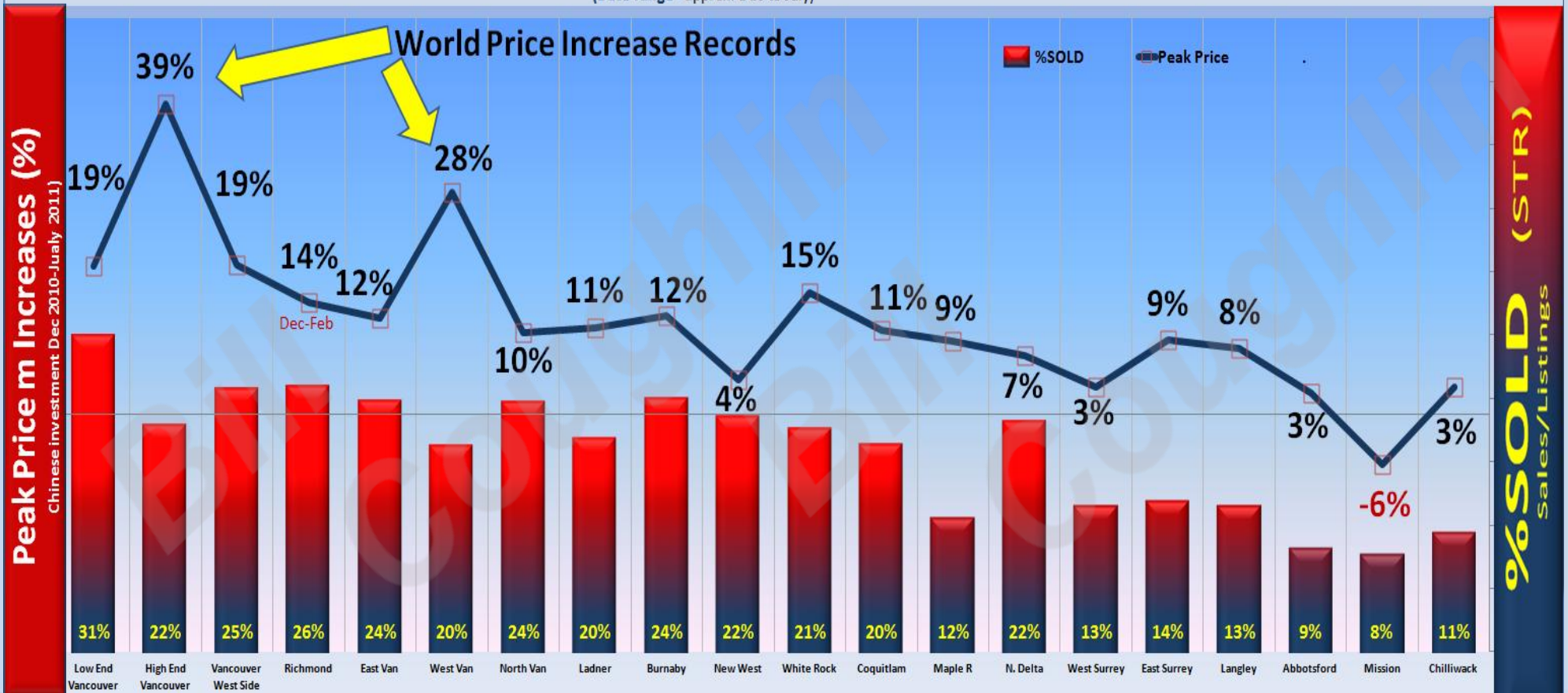


Market analysis: current, history and future!

## 2011 Lower Mainland Home Peak Price Changes (%)

Percentage Increase%, vs %SOLD Rates

(Date range= approx: Dec to July)



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. 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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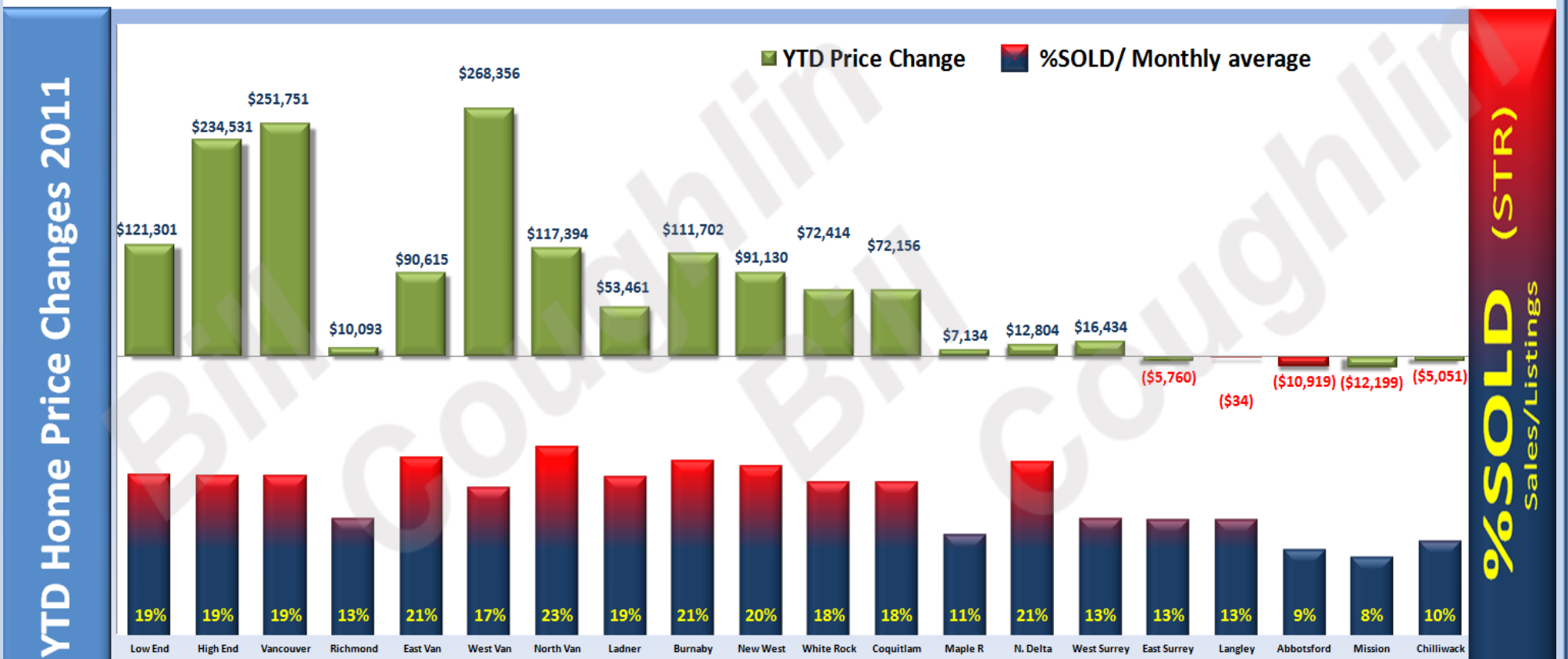
Market analysis: current, history and future!

## Vancouver's 2011 Home Price Changes (\$)

The Study of the Chinese Annexation of Vancouver

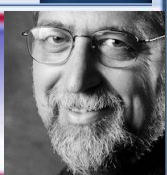
Jan - Dec 2011

YTD Price Change vs %SOLD Monthly Rate



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. 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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Market analysis: current, history and future!

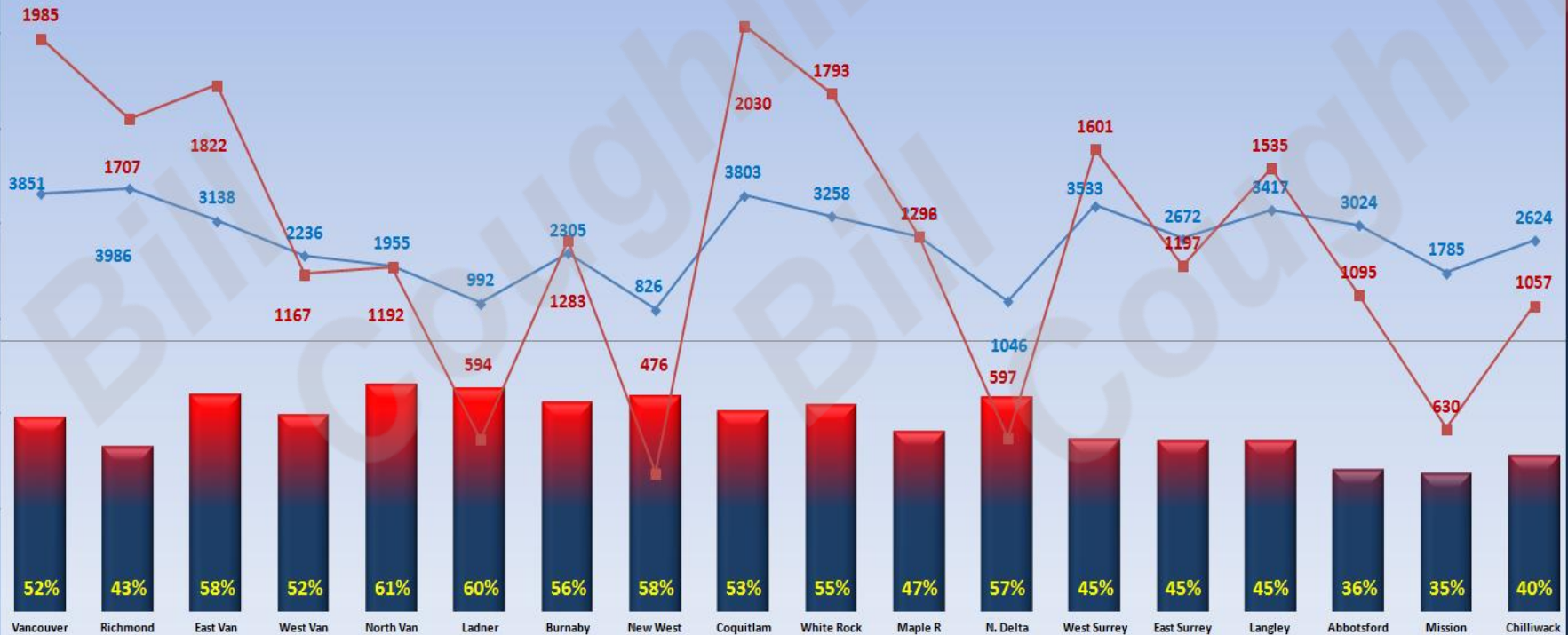
## 2011 Sales Stats Lower Mainland (18 cities)

Jan - Dec 2011

Total Listings\*\*, Sales, and %SOLD Rates

%SOLD Total Listings Sales

Sales / Listings (months total)

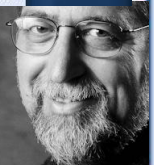


%SOLD (STR) Sales/Listings



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. 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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# #1 the RE/MAX Market Reports: detached homes

RE/MAX Statistics, on the Web!

Market analysis: current, history and future!



# CoughlinTeam.com

Why We Love Living Here.com

Vancouver & Fraser Valley

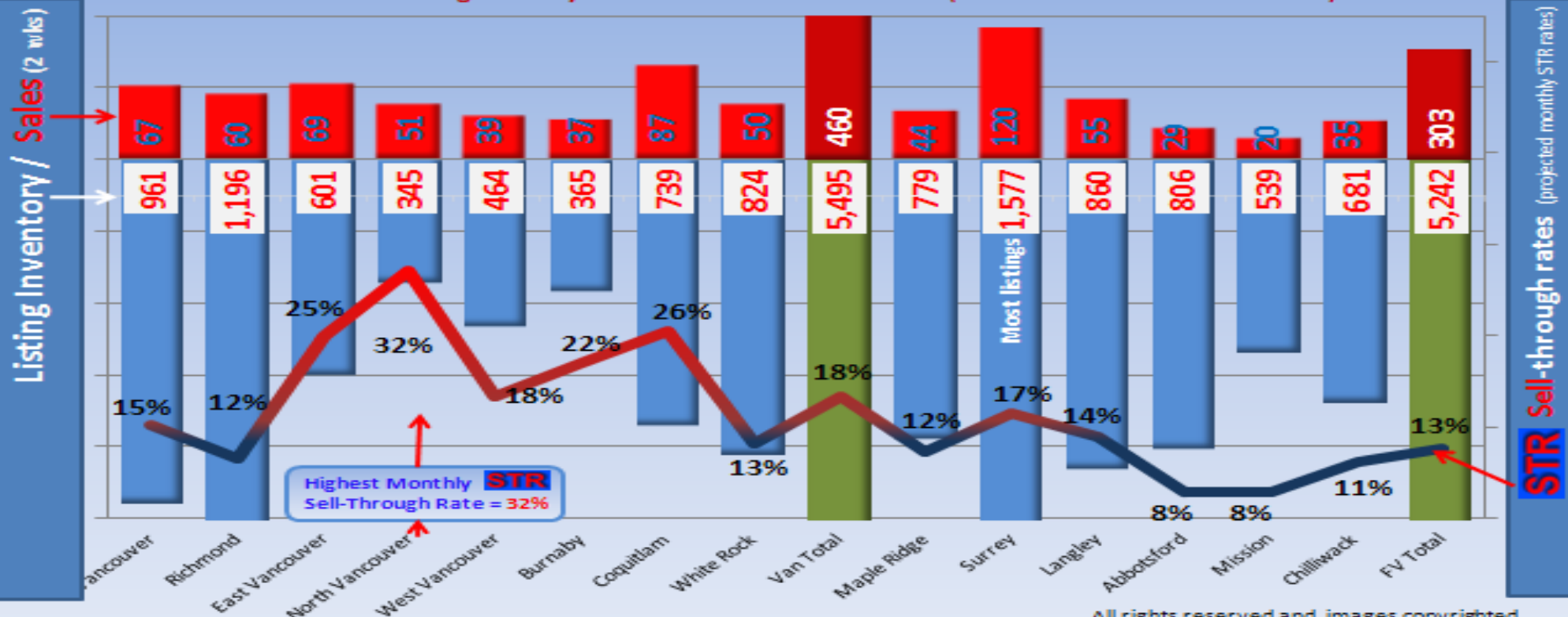
## Sales (2 wks)/ Listings Graph

Mar 9 2012 (2 weeks)

**STR** %SOLD Monthly Sell-Through Rates (adsorption rates)

Note: 2 week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)



All data deemed accurate but the Real Estate Boards assume no responsibility for its accuracy. Please verify if important. By: Vancouver Market Reports



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produced by: **Bill Coughlin**



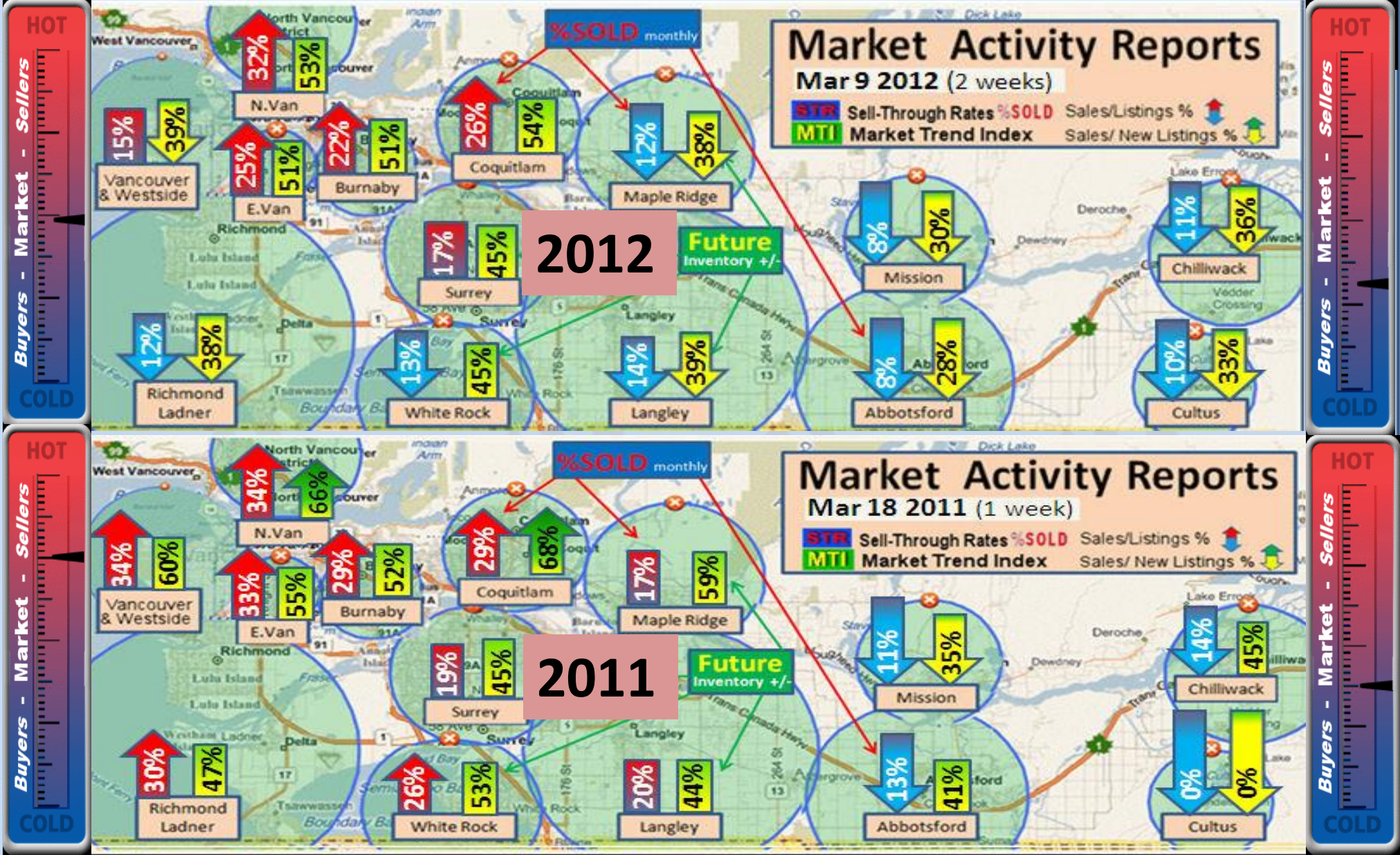
# #1 the RE/MAX Market Reports: detached homes

RE/MAX Statistics, on the Web!

COMPARE to LAST YEAR



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Market analysis: current, history and future!

Market analysis: current, history and future!

# Supply and Demand

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

