



# RE/MAX Market Reports



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



**Karel Palla & Darryl Sjerven**

Vancouver Westside Sub areas Statistics - Jan 2012

Neighbourhoods	Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Arbutus	57	5	81	91%	-\$250,000	8.8%
Cambie	63	6	31	87%	-\$278,500	9.5%
Dunbar	71	5	18	93%	-\$110,000	7.0%
Fairview VW	3	0				0.0%
Kerrisdale	35	6	66	94%	-\$153,000	17.1%
Kitsilano	52	8	25	97%	-\$46,500	15.4%
Mackenzie Heights	27	1	83	97%	-\$48,000	3.7%
Mount Pleasant VW	2	0				0.0%
Marpole	51	1	81	92%	-\$151,900	2.0%
Oakridge VW	26	4	39	92%	-\$112,000	15.4%
Point Grey	68	8	81	90%	-\$263,000	11.8%
Quilchena	25	2	5	104%	\$96,000	8.0%
South Cambie	15	1	57	93%	-\$140,000	6.7%
South Granville	97	4	54	97%	-\$66,500	4.1%
Shaughnessy	85	5	53	92%	-\$499,000	5.9%
Southlands	26	1	147	88%	-\$332,894	3.8%
S.W. Marine	40	5	58	92%	-\$230,000	12.5%
University VW	10	0				0.0%
<b>Total Activity</b>	<b>753</b>	<b>62</b>	<b>55</b>	<b>93%</b>	<b>-\$139,000</b>	<b>8%</b>

Detached

Vancouver Westside List Price Ranges Statistics - Jan 2012

Home Price Range	Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
\$0-\$1,250,000	23	4	46	94%	-\$67,000	17.4%
\$1,250,001-\$1,500,000	41	6	21	98%	-\$24,000	14.6%
\$1,500,001-\$1,750,000	42	7	18	95%	-\$80,000	16.7%
\$1,750,001-\$2,000,000	69	12	63	94%	-\$128,000	17.4%
\$2,000,001-\$2,250,000	31	2	48	90%	-\$213,500	6.5%
\$2,250,001-\$2,500,000	75	7	11	102%	\$37,000	9.3%
\$2,500,001-\$2,750,000	46	4	68	90%	-\$272,947	8.7%
\$2,750,001-\$3,000,000	86	7	16	93%	-\$188,000	8.1%
\$3,000,001-\$3,500,000	78	1	214	93%	-\$208,000	1.3%
\$3,500,001-\$4,000,000	80	3	58	92%	-\$325,000	3.8%
\$4,000,001-\$4,500,000	45	0				0.0%
\$4,500,001-\$5,000,000	57	4	149	83%	-\$887,140	7.0%
\$5,000,001 and more	80	5	140	90%	-\$988,000	6.3%
<b>Total Activity</b>	<b>753</b>	<b>62</b>	<b>55</b>	<b>93%</b>	<b>-\$139,000</b>	<b>8%</b>

Detached

Jan 1 2012 Vancouver Westside Market Update (Detached)

**Current:** Vancouver Westside is a buyers market with record listing inventories, a LOW 8 %SOLD rate and a 93% Sell/List Ratio. (8 %SOLD means 8 out 100 home sold in December with an average of a \$139,500 discount on a sale from the original list price)

**Most Active Price Range:**

- a) Homes below \$1.25 million have 17.4 %SOLD rate. These home sales average discounts of \$67,000 and 46 days on the market.
- b) Homes between \$1.5 and \$1.75 million also have 17.4 %SOLD rate. These sales have average discounts of \$128,000 and 63 days on the market.

**Least Active Price Range:**

Homes between \$4 and \$4.5 million sport 45 listings and have had no sales in December.

**History:** The Vancouver Westside Home Price Index 1\* (Lower 50%) shows a 11% price increase in the 8 months from December - August 2011. This \$307,265 increase brought the HPI1 to \$1,696,543. Year-To-Date this Home Price Index\* has increased \$201,172.

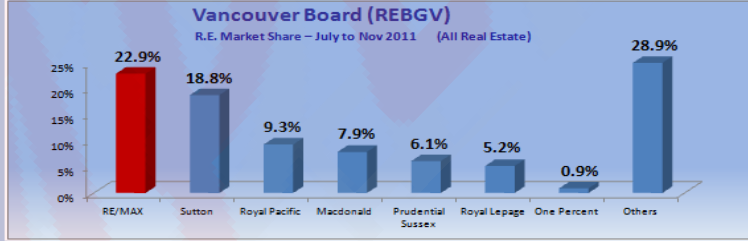
The Vancouver Westside Home Price Index 2\* (High End - top 50%) shows a probable North American record price increase in just the 8 months Dec-July 2011 of an amazing 35%. This \$884,829 price increase brought the Vancouver HPI2\* to \$3,142,433

**Future:** Record Active Listing Inventory (~40% higher than Dec 2010) has dropped just 13% this December. New listings still exceed the sales meaning that we would expect to see listing levels increase next month but we have to see if the December expires relist and over supply the market. On the demand side the Chinese New Year starts on Jan 23 with many indications of more new buyers.

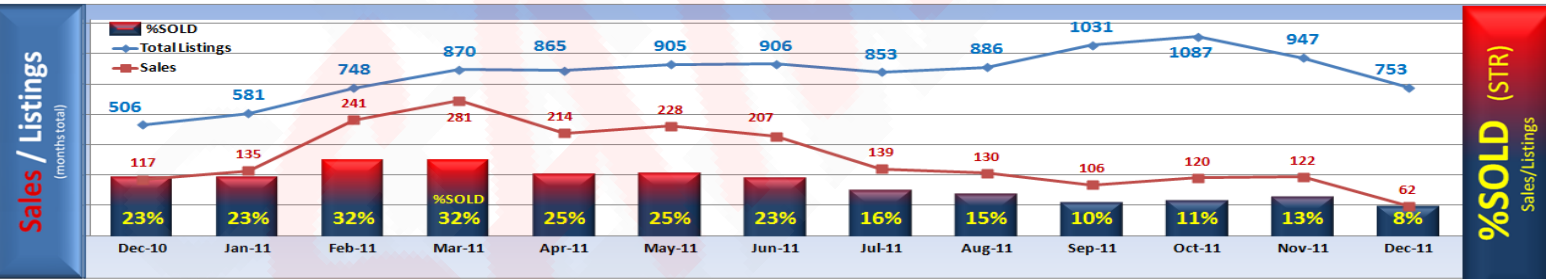
Analytical Methods: The Vancouver Westside represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the market into two parts with the Vancouver Westside HPI 1 being the lower 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 of the most accurate HPI indexes at this time. This is an on going project and all 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.

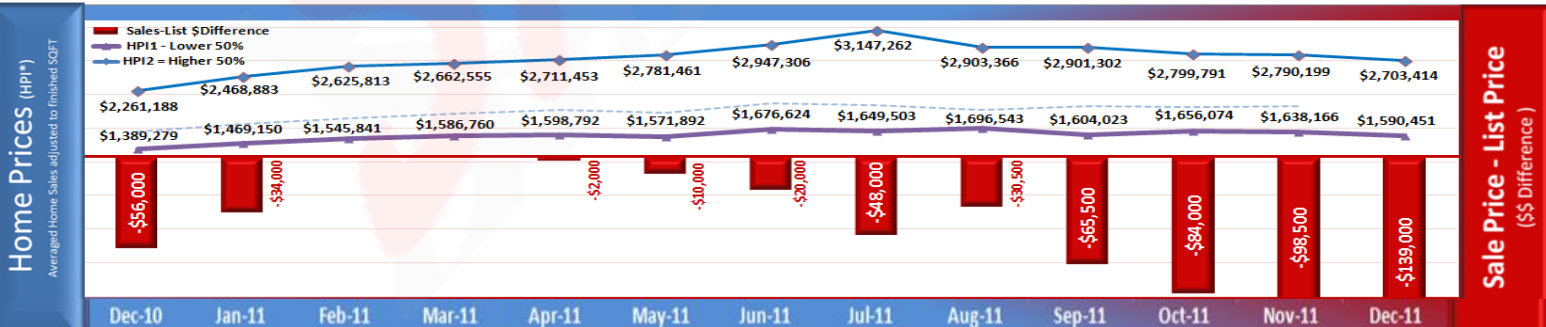
the RE/MAX Market Share Reports



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

David Malkin

the **RE/MAX** Market Reports: detached homes  
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 Vancouver and the Fraser Valley  
 Real Estate Market Forecasts  
 778.374.3744  
 ...statistics to help you to see **market changes** as they happen and **before** they happen!  
 RE/MAX

Thanks for your help:

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

*Please don't waist one more minute researching the market ..  
 .... Let me help you, save you time and you can go sell some more homes.*

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

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

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

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

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

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

...trying hard to listen to your needs!

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

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

Use your RE/MAX Market Reports as your **actual newsletter**...Your big “Item of Value”  
Do your clients really want a calendar or do they want to know if their home went up?  
We can give you your Ready-To-Go newsletter or email content every month and you  
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Intramail - Bill Coughlin [donotreply@mostreferredservices.com](mailto:donotreply@mostreferredservices.com)  
to me

5:52 PM (5 hours ago)

### Merry Christmas, Happy Holidays FIRSTNAME!

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

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

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

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

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

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

Best Wishes  
YOUR NAME

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Vancouver and the Fraser Valley

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

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

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

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



Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Champlain Heights	2	1	83	93%	-\$90,120	50.0%
Collingwood Van East	59	8	20	97%	-\$28,000	13.6%
Fraser VE	26	5	15	97%	-\$20,000	19.2%
Fraserview VE	46	5	82	96%	-\$40,000	10.9%
Grandview VE	25	4	23	100%	\$500	16.0%
Hastings	17	3	10	100%	\$2,000	17.6%
Hastings East	24	4	66	96%	-\$29,850	16.7%
Killarney VE	79	14	39	96%	-\$35,500	17.7%
Knight	60	8	36	99%	-\$11,500	13.3%
Main	19	3	32	97%	-\$26,500	15.8%
Mount Pleasant VE	17	6	20	96%	-\$33,100	35.3%
Renfrew VE	51	10	8	101%	\$7,000	19.6%
Renfrew Heights	51	13	42	95%	-\$47,900	25.5%
South Vancouver	57	9	95	96%	-\$34,800	15.8%
Victoria VE	26	3	4	98%	-\$11,000	11.5%
<b>Total Activity</b>	<b>559</b>	<b>96</b>	<b>36</b>	<b>97%</b>	<b>-\$24,940</b>	<b>17%</b>

Home Price Range	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
\$0-\$700,000	40	12	40	96%	-\$31,100	30.0%
\$700,001-\$800,000	117	28	28	98%	-\$15,500	23.9%
\$800,001-\$900,000	111	22	61	97%	-\$24,500	19.8%
\$900,001-\$1,000,000	85	15	20	98%	-\$19,000	17.6%
\$1,000,001-\$1,250,000	104	13	42	97%	-\$32,000	12.5%
\$1,250,001-\$1,500,000	68	5	11	95%	-\$70,000	7.4%
\$1,500,001 and more	34	1	88	93%	-\$160,000	2.9%
<b>Total Activity</b>	<b>559</b>	<b>96</b>	<b>36</b>	<b>97%</b>	<b>-\$24,940</b>	<b>17%</b>

	Oct	Nov	Dec	1/1/2012	Change
Total Listings** (A,S,T,C,X)	792	719	559		-160
Active Listings (1st of the month)	593	567	488	328	-160
Solds	124	114	96		-18
DOM	21	22	36		14
Sold-List Price % Difference	97%	98%	97%		-1%
Sold-List Price \$ Difference	-\$21,500	-\$21,450	-\$24,940		-\$3,491
Home Price Index*	\$861,469	\$854,832	\$826,826		-\$28,006
%SOLD (Sales/ Listings /mnlthly rate)	16%	16%	17%		1%

Jan 1 2012 East Vancouver Market Update (Detached)

**Current:** East Vancouver is a stable market with record listing inventory and with a diminished but stable 17 %SOLD rate and a 97% Sell/List Ratio. (This means an average of a -\$24,940 discount on a sale from the original list price)

**Most Active Price Range:** Homes below the \$700,000 have high 30 %SOLD rate and prices are increasing with an average 40 days on market (DOM) and a List- Sales discounts of only \$31,100.

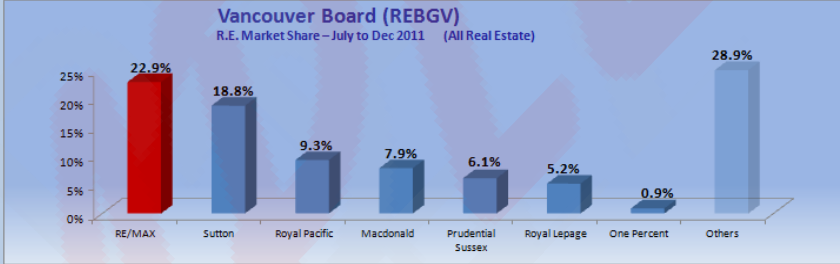
**Least Active Price Range:** Homes over \$1.5 million have a low 2.9 %SOLD rate (= 3 sales of 100 listings/ month) with an average sales discount of \$160,000 down from their original list price and 88 DOM.

**History:** East Van saw very strong price increases of 14% in just the 5 months of January to May. This \$109,313 increased the average Home Price Index\* to \$845,523.

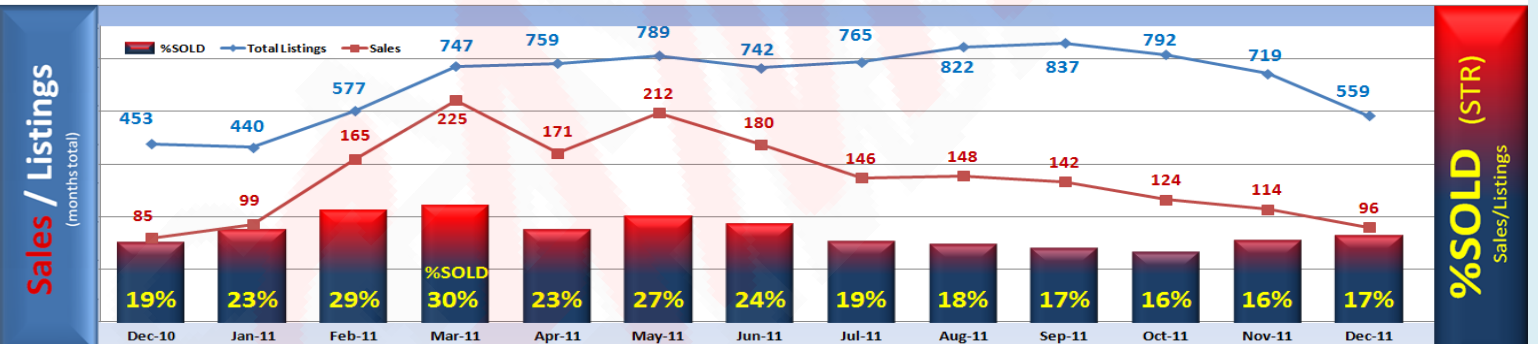
Year-To-Date the **Home Price Index\*** has stabilized to an increase of \$78,385

**Future:** Record Active Listing Inventory (~23% higher than Dec 2010). New listings did not keep pace with the sales meaning that we would see listings increase next month but we will have to see how many of December expiries relist.

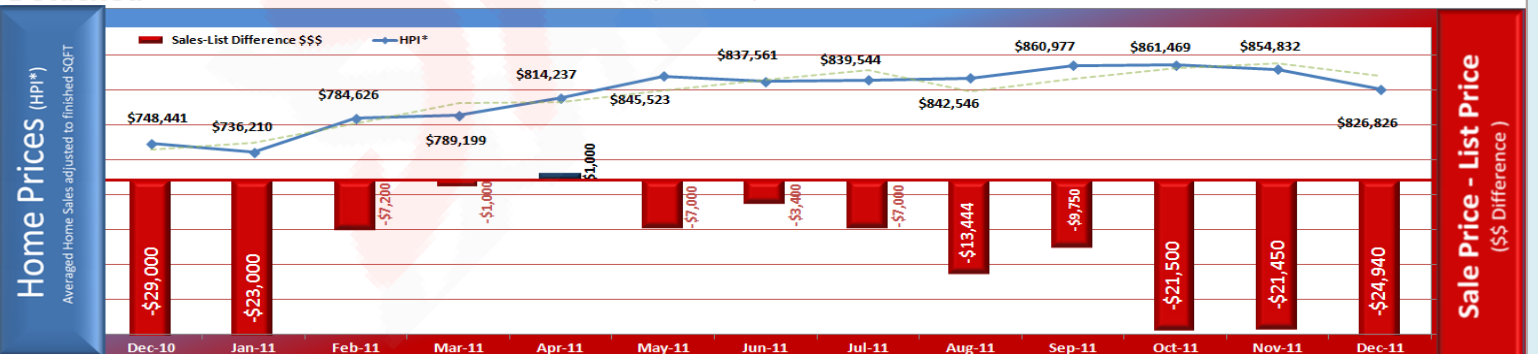
the RE/MAX Market Share Reports



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



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



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

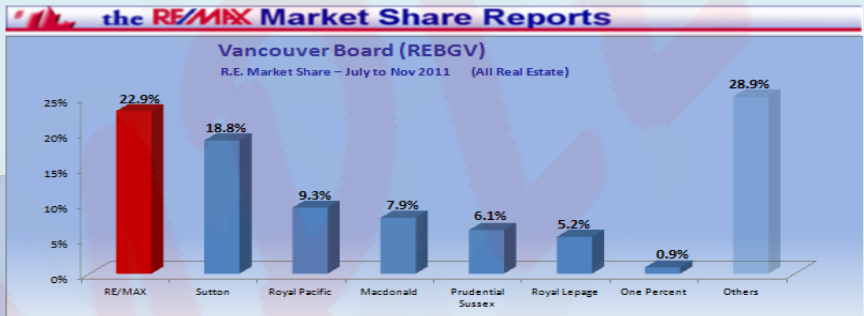
Darryl Sjerven & Karel Palla



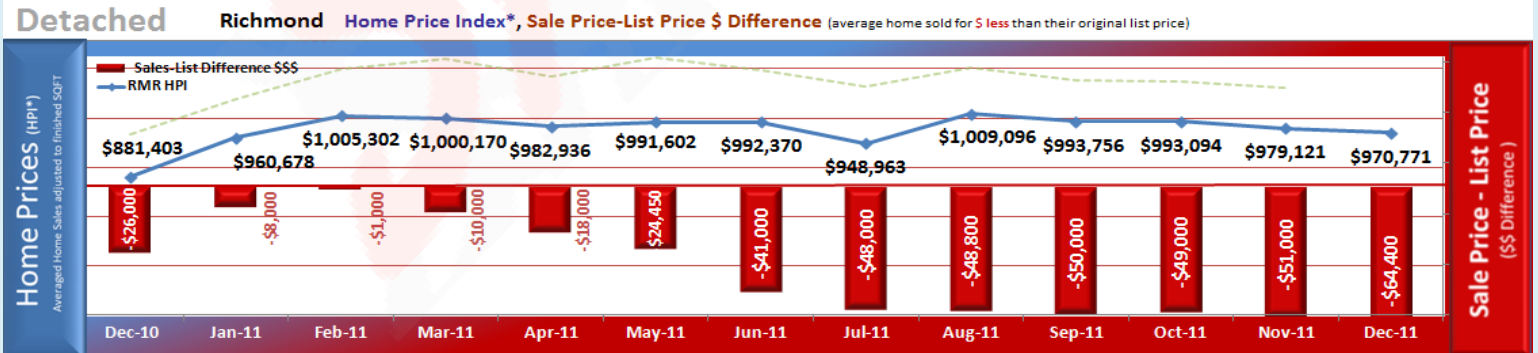
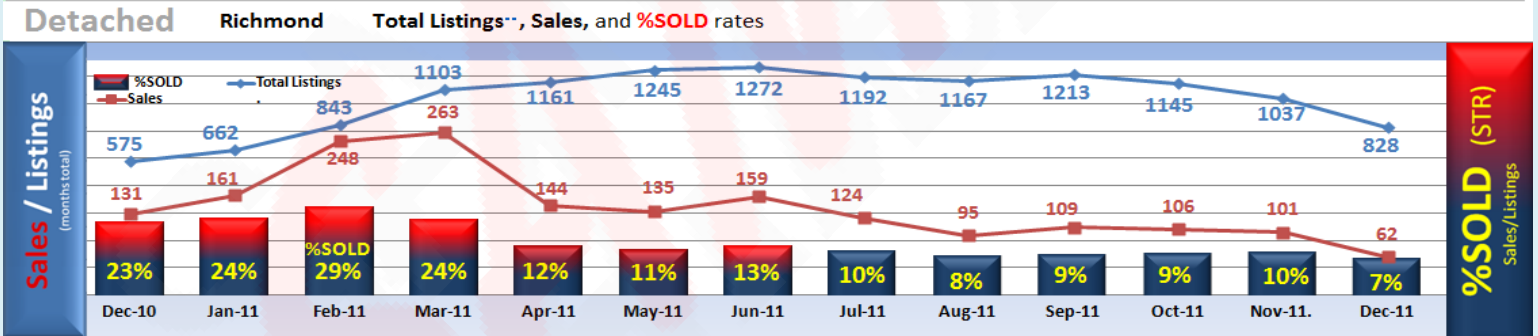
Neighbourhoods	Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Sea Island	5	2	34	94%	-\$34,850	40.0%
Bridgeport RI	15	0		0.0%		
West Cambie	44	0		0.0%		
East Cambie	39	2	71	97%	-\$23,150	5.1%
Terra Nova	30	2	58	90%	-\$168,000	6.7%
Riverdale RI	46	3	89	84%	-\$282,000	6.5%
Quilchena RI	24	2	42	92%	-\$121,569	8.3%
Granville	76	2	52	96%	-\$47,944	2.6%
Seafair	63	10	22	95%	-\$50,160	15.9%
Boyd Park	20	2	27	88%	-\$141,400	10.0%
Lackner	44	2	4	96%	-\$37,500	4.5%
Steveston Village	14	0		0.0%		
Steveston North	40	4	90	87%	-\$121,875	10.0%
Steveston South	25	4	37	97%	-\$39,950	16.0%
Westwind	7	2	31	96%	-\$44,400	28.6%
Woodwards	47	5	59	93%	-\$88,000	0.0%
Broadmoor	48	4	71	92%	-\$142,000	8.3%
Garden City	32	2	65	95%	-\$65,250	6.3%
Saunders	38	3	69	93%	-\$69,200	7.9%
South Arm	20	2	123	91%	-\$71,500	10.0%
Brighthouse	5	0		0.0%		
Brighthouse South	2	0		0.0%		
McLennan North	9	1	0	81%	-\$220,000	11.1%
Gilmore	7	0		0.0%		
McLennan	23	1	35	95%	-\$39,000	4.3%
East Richmond	17	2	37	88%	-\$170,000	11.8%
McNair	28	4	97	93%	-\$56,000	14.3%
Ironwood	34	0		0.0%		
Hamilton RI	26	1	20	96%	-\$29,900	3.8%
<b>Total Activity</b>	<b>828</b>	<b>62</b>	<b>47</b>	<b>94%</b>	<b>-\$64,400</b>	<b>7%</b>

Home Price Range	Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$700,000	32	3	15	94%	-\$34,800	9.4%
\$700,001-\$800,000	54	7	53	92%	-\$62,000	13.0%
\$800,001-\$900,000	107	9	66	94%	-\$56,000	8.4%
\$900,001-\$1,000,000	114	13	39	95%	-\$46,320	11.4%
\$1,000,001-\$1,250,000	127	7	19	94%	-\$65,000	5.5%
\$1,250,001-\$1,500,000	121	12	42	93%	-\$93,000	9.9%
\$1,500,001-\$1,750,000	73	4	75	92%	-\$142,000	5.5%
\$1,750,001-\$2,000,000	81	5	78	92%	-\$143,138	6.2%
\$2,000,001-\$2,500,000	56	1	56	85%	-\$398,000	1.8%
\$2,500,001 and more	63	1	69	90%	-\$298,000	1.6%
<b>Total Activity</b>	<b>828</b>	<b>62</b>	<b>47</b>	<b>94%</b>	<b>-\$64,400</b>	<b>7%</b>

Monthly Changes Summary	Oct	Nov	Dec	12/1/2011	Change
Total Listings** (A,S,T,C,X)	1145	1037	828		-209
Active Listings	929	882	783	520	-263
Solds	106	101	62		-39
DOM	26	35	47		12
Sold-List Price % Difference	95%	95%	94%		-1%
Sold-List Price \$ Difference	-\$49,000	-\$55,000	-\$64,400		-\$9,400
Home Price Index*	\$993,094	\$979,121	\$970,771		-\$8,350
%SOLD (Sales/ Listings /mnlthly rate)	9.3%	9.7%	7.5%		-2.3%



**Jan 1 2012 Richmond Market Update (Detached)**  
**Current:** Richmond: a **buyers** market with record listings & **7 %SOLD** Rate a 94% Sell/List Ratio.  
 (This means that there is an average of a \$64,400 discount on a sale from the original list price)  
**Most Active Price Range:** Homes between \$700,000-\$800,000 have 13 %SOLD rate and prices are stable with average 53 (DOM) and big sales discounts of \$62,000.  
**Least Active Price Range:** Homes over \$2.5 million have a LOW 1.6 %SOLD rate (meaning that there are 1-2 sales out of 100 listings/ month) with an average sales discount of \$298,000 from their original list price and average 69 days on market (DOM).  
**History:** Richmond may have set a North American price increase record of 14% in just the 2 months of Dec-Feb for a \$123,899 increase to \$1,005,302 .  
 Year-To-Date the **Home Price Index \*** has an increase of \$132,737. BTW HPI index for Richmonds selected hot sub-markets show much higher increases!  
**Future:** Record Active Listing Inventory for December (~44% higher than Dec 2010) has dropped just 11% in November. New listings still exceed the sales meaning that we would see listings increase next month but we will have a lot of December expiries that may possibly stabilize the over supplied market.  
 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 (CMA).



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



# ALBERT YEN

PERSONAL REAL ESTATE CORPORATION



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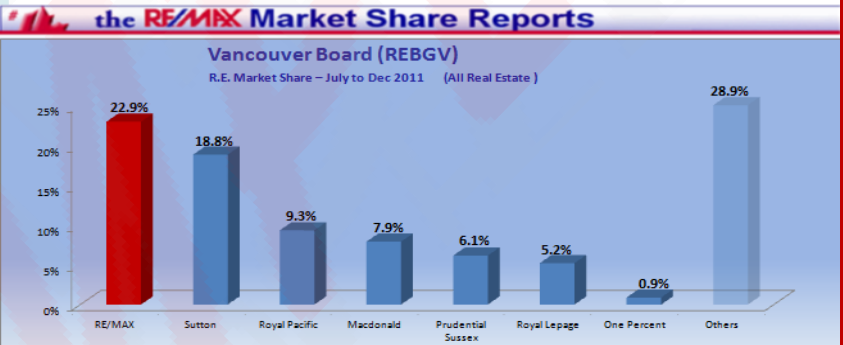
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Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
East Burnaby	22	3	47	96%	-\$45,000	14%
The Crest	16	2	36	95%	-\$64,900	13%
Edmonds BE	17	1	103	95%	-\$50,000	6%
Brentwood Park	9	2	106	92%	-\$82,450	22%
Cariboo	0	0	0	0%	0%	0%
Central BN	12	1	197	86%	-\$178,000	8%
Capitol Hill BN	18	4	93	92%	-\$115,750	22%
Forest Hills BS	2	0	0	0%	0%	0%
Government Road	15	2	62	93%	-\$63,000	13%
Lake City Industrial	0	0	0	0%	0%	0%
Montecito	14	1	7	101%	\$6,200	7%
Oakdale	6	0	0	0%	0%	0%
Parkcrest	18	4	16	96%	-\$42,450	22%
Sperling-Duthie	11	3	12	100%	-\$3,000	27%
Simon Fraser Univer.	15	3	62	98%	-\$19,000	20%
Sullivan Heights	4	0	0	0%	0%	0%
Simon Fraser Hills	0	0	0	0%	0%	0%
Vancouver Heights	14	3	5	100%	\$0	21%
Willingdon Heights	17	3	29	90%	-\$100,000	18%
Westridge BN	14	1	130	99%	-\$10,000	7%
Big Bend	5	0	0	0%	0%	0%
Burnaby Hospital	19	8	57	93%	-\$60,000	42%
Buckingham Heights	5	0	0	0%	0%	0%
Burnaby Lake	17	4	25	97%	-\$30,900	24%
Central Park BS	3	2	33	98%	-\$20,400	67%
Deer Lake	15	0	0	0%	0%	0%
Deer Lake Place	9	4	82	95%	-\$45,500	44%
Forest Glen BS	9	1	105	93%	-\$80,000	11%
Greentree Village	5	0	0	0%	0%	0%
Garden Village	5	0	0	0%	0%	0%
Highgate	14	2	16	96%	-\$31,000	14%
Metrtown	17	2	7	101%	\$10,090	12%
Oaklands	0	0	0	0%	0%	0%
Suncrest	4	1	33	96%	-\$34,000	25%
South Slope	40	6	25	96%	-\$35,500	15%
Upper Deer Lake	18	2	27	94%	-\$63,900	11%
<b>Total Activity</b>	<b>409</b>	<b>65</b>	<b>43</b>	<b>95%</b>	<b>-\$45,000</b>	<b>16%</b>

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$700,000	23	2	38	96%	-\$24,500	9%
\$700,001-\$800,000	50	17	24	95%	-\$34,900	34%
\$800,001-\$900,000	64	14	52.5	96%	-\$37,500	22%
\$900,001-\$1,000,000	57	11	47	96%	-\$44,900	19%
\$1,000,001-\$1,250,000	69	11	34	95%	-\$50,000	16%
\$1,250,001-\$1,500,000	78	5	46	95%	-\$70,800	6%
\$1,500,001-\$2,000,000	41	5	80	92%	-\$139,000	12%
\$2,000,001 and more	27	0	0	0%	0%	0%
<b>Total Activity</b>	<b>409</b>	<b>65</b>	<b>43</b>	<b>95%</b>	<b>-\$45,000</b>	<b>16%</b>

Monthly Changes Summary	Oct	Nov	Dec	1/1/2012	Change
Total Listings (A,S,T,C,X)	590	516	409		-107
Active Listings (1st of the month)	450	413	343	229	-114
Solds	93	85	65		-20
DOM	18	17	43		26
Sold-List % Price Difference	97%	96%	95%		-1%
Sold-List \$ Price Difference	-\$28,000	-\$34,000	-\$45,000		-\$11,000
Home Price Index*	\$929,276	\$939,351	\$907,506		-\$31,845
%SOLD (Sales/ Listings /mnlthly rate)	15.8%	16.5%	15.9%		-0.6%



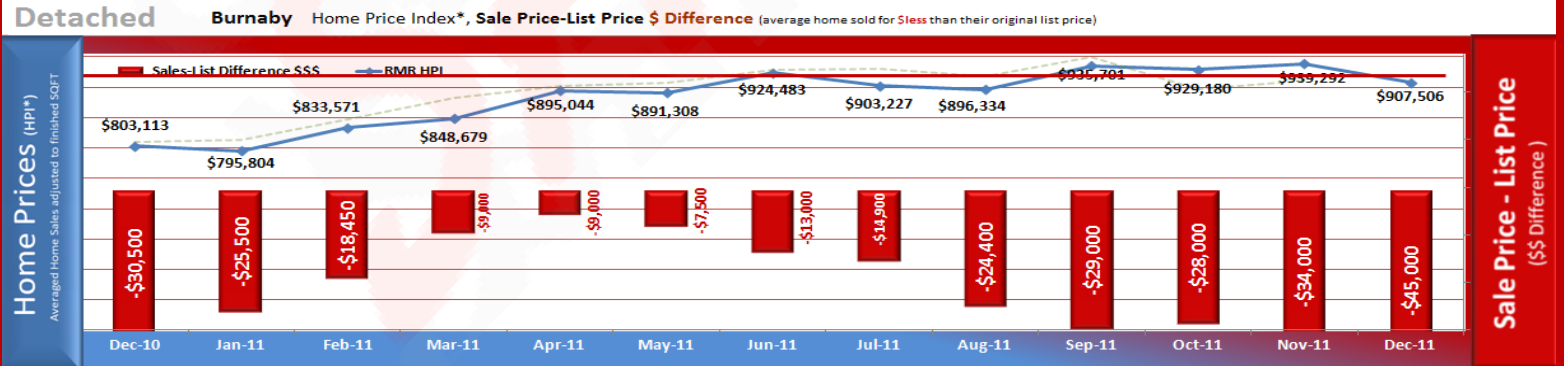
Jan 1 2012 Burnaby Market Update (detached)

**Current:** Burnaby's Residential Detached housing market is stable with a 16 %SOLD rate. (This means 16 homes out of 100 sold in Dec)  
**Most Active Range:** Homes between \$700,000 and \$800,000 range have very high 34 %SOLD rate with average sales discounts of \$34,900 and 24 days on the market (DOM)  
**Least Active Range:** Homes over \$2 million have 27 listings and has no sales in the month of December.

**History:** January -June had near record sales with average prices **Home Price Index** \* increasing 16% or \$128,679 to \$924,483.  
 The Year-To-Date the (HPI) \* is up \$104,458.

**Future:** Listing inventory levels are similar to last years as it just dropped substantially at the end of December. December had almost the same new listings that balanced out the months sales. This reduced inventory trend should put more upward pressure on the market in January.

Note\*: The Home Price Index\* (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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Market analysis when you need it! **Jan 1 /12 West Vancouver**

West Vancouver Sub areas Statistics - Dec 2011

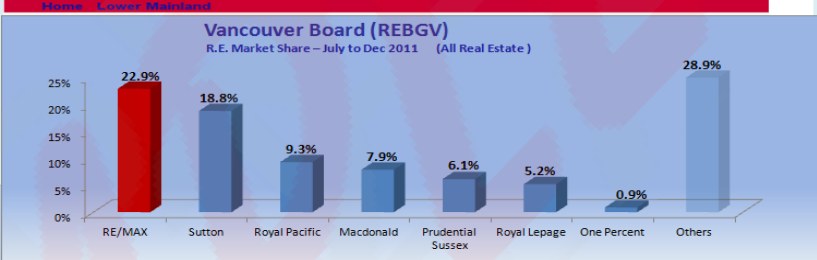
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Altamont	16	1	22	93%	-\$125,000	6.3%
Ambleside	47	4	49	97%	-\$51,000	8.5%
British Properties	53	7	73	85%	-\$238,000	13.2%
Bayridge	11	3	74	94%	-\$85,500	27.3%
Caulfeild	26	1	105	77%	-\$349,000	3.8%
Canterbury WV	7	0				0.0%
Cedardale	7	3	16	97%	-\$41,000	42.9%
Cypress Park Estates	12	2	75	93%	-\$113,250	16.7%
Chelsea Park	2	0				0.0%
Chartwell	12	0				0.0%
Cypress	10	0				0.0%
Deer Ridge WV	0	0				0.0%
Dundarave	20	3	5	97%	-\$69,000	15.0%
Eagle Harbour	21	2	69	92%	-\$124,000	9.5%
Eagleridge	5	0				0.0%
Furry Creek	12	0				0.0%
Gleneagles	11	1	29	89%	-\$363,000	9.1%
Glenmore	12	2	95	99%	-\$14,000	16.7%
Horseshoe Bay WV	8	1	80	97%	-\$20,000	12.5%
Howe Sound	11	0				0.0%
Lions Bay	28	1	63	97%	-\$23,000	3.6%
Olde Caulfeild	2	0				0.0%
Porteau Cove	0	0				0.0%
Park Royal	5	0				0.0%
Panorama Village	0	0				0.0%
Queens	13	0				0.0%
Rockridge	5	0				0.0%
Sandy Cove	1	1	3	95%	-\$200,000	100.0%
Sentinel Hill	11	3	10	97%	-\$58,000	27.3%
Upper Caulfeild	2	0				0.0%
West Bay	15	0				0.0%
Whytecliff	7	0				0.0%
Whitby Estates	6	0				0.0%
Westhill	9	2	28	95%	-\$130,000	22.2%
Westmount WV	15	2	115	95%	-\$131,000	13.3%
<b>Total Activity</b>	<b>422</b>	<b>39</b>	<b>49</b>	<b>96%</b>	<b>-\$79,000</b>	<b>9%</b>

West Vancouver List Price Ranges Statistics - Dec 2011

Home Price Range	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$1,000,000	29	5	63	97%	-\$23,000	17.2%
\$1,000,001-\$1,250,000	20	2	83	92%	-\$103,750	10.0%
\$1,250,001-\$1,500,000	45	9	63	97%	-\$48,500	20.0%
\$1,500,001-\$1,750,000	34	5	22	96%	-\$58,000	14.7%
\$1,750,001-\$2,000,000	39	8	15	96%	-\$82,000	20.5%
\$2,000,001-\$2,500,000	41	4	152	95%	-\$107,500	9.8%
\$2,500,001-\$3,000,000	49	3	49	96%	-\$124,000	6.1%
\$3,000,001-\$3,500,000	33	1	29	89%	-\$363,000	3.0%
\$3,500,001-\$4,000,000	27	0				0.0%
\$4,000,001-\$5,000,000	37	1	3	95%	-\$200,000	2.7%
\$5,000,001-\$6,000,000	20	1	97	81%	-\$1,230,000	5.0%
\$6,000,001 and more	48	0				0.0%
<b>Total Activity</b>	<b>422</b>	<b>39</b>	<b>49</b>	<b>96%</b>	<b>-\$79,000</b>	<b>9%</b>

Monthly Changes Summary	Oct	Nov	Dec	1/1/2012	Change
Total Listings (A,S,T,C,X)	624	540	422	422	-118
Active Listings (1st of the month)	475	447	386	288	-98
Solds	90	68	39	39	-29
DOM	24	25	49	49	24
Sold-List Price % Difference	95%	95.1%	95.7%	95.7%	0.6%
Sold-List Price \$ Difference	-\$98,000	-\$91,500	-\$79,000	-\$79,000	\$12,500
Home Price Index*	\$1,849,840	\$1,890,707	\$1,734,342	\$1,734,342	-\$156,364
%SOLD (Sales/ Listings /mthly rate)	14.4%	12.6%	9.2%	9.2%	-3.4%

the RE/MAX Market Share Reports



Jan 1 2012 West Vancouver Market Update (detached)

**Current:** West Vancouver has a buyer's market with a low 9% SOLD rate, 49 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 1.75 million to 2 million are still in a seller's market with 20.5% SOLD rates.

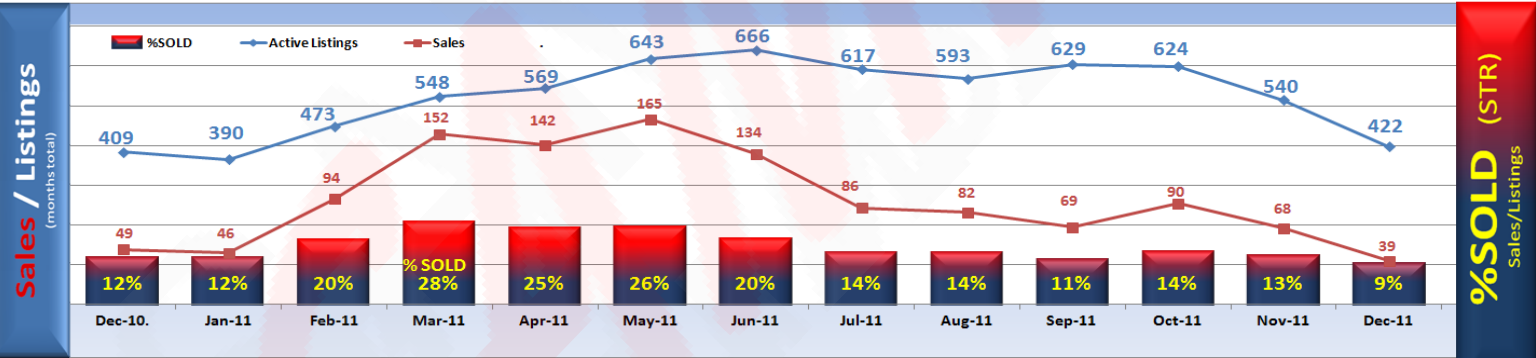
**Least Active Price Range:** Homes between \$3.5 million and \$4 million have 27 listings and no sales, similarly the 48 homes listed over \$6 million also have no sales for the month.

**History:** The West Van residential detached housing market had one of the strongest spring markets on record. January to August the Home Price Index\* shows a 40% price increase of \$582,747 lifting the median home value HPI\* up to \$2,048,733. The Year-To-Date the (HPI)\* is up \$468,016.

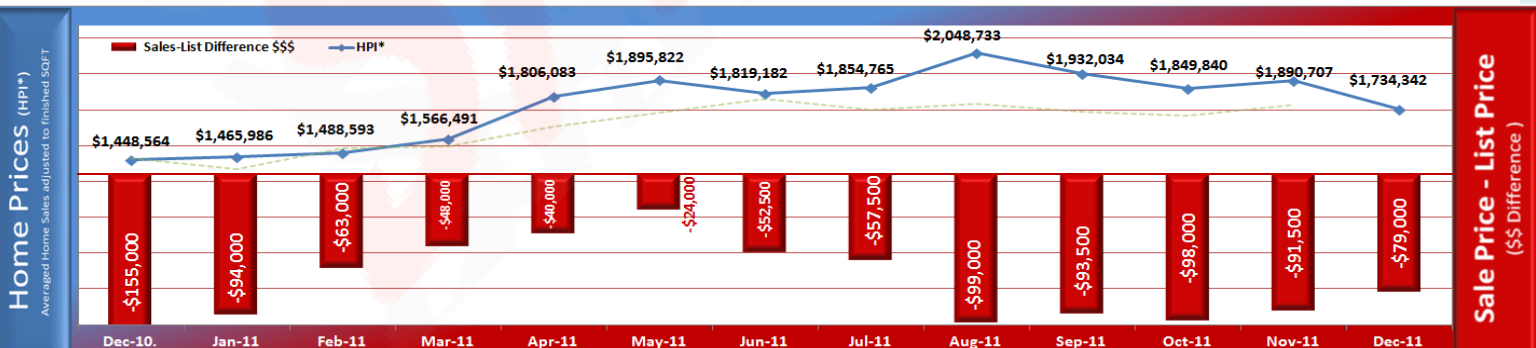
**Future:** Active listings have dropped 6% in November but the new listings exceeded the months sales. With many listings expiring in December we should maintain a stable listing inventory.

**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. For a more accurate price change for your home do request a CMA.

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)



\*Home Price Index = median home prices are adjusted to the yearly average finished sqft., age and lot sqft. Total Listings includes all listings marketed for the month.

The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types.

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

produced by: **Rhonda Roe**

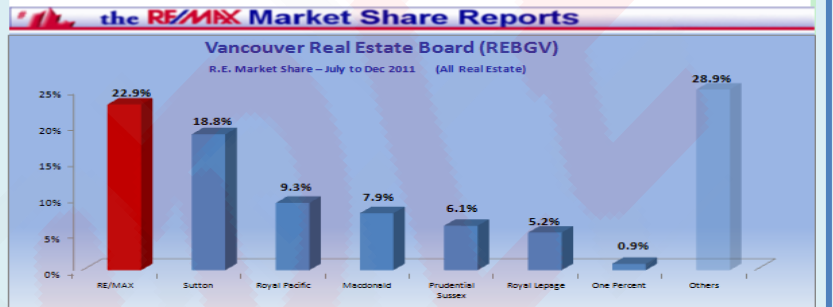




Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Boulevard	8	2	66	98%	-\$18,200	25.0%
Blueridge NV	15	3	60	96%	-\$59,000	20.0%
Braemar	3	0				0.0%
Capilano NV	3	1	85	93%	-\$66,500	33.3%
Capilano Highlands	9	4	57	94%	-\$66,000	44.4%
Central Lonsdale	14	2	38	95%	-\$70,500	14.3%
Calverhall	8	1	113	92%	-\$68,000	12.5%
Canyon Heights NV	29	4	27	101%	\$6,300	13.8%
Deep Cove	17	2	54	92%	-\$86,500	11.8%
Delbrook	2	0				0.0%
Dollarton	10	1	151	98%	-\$50,000	10.0%
Forest Hills NV	2	1	46	96%	-\$53,000	50.0%
Grouse Woods	8	2	57	92%	-\$106,000	25.0%
Hamilton Heights	0	0				0.0%
Hamilton	11	0				0.0%
Indian Arm	8	0				0.0%
Indian River	8	3	40	97%	-\$30,000	37.5%
Lower Lonsdale	2	0				0.0%
Lynn Valley	23	5	30	97%	-\$33,000	21.7%
Lynnmour	3	0				0.0%
Norgate	1	1	134	91%	-\$83,000	100.0%
Northlands	4	0				0.0%
Pemberton Heights	10	3	78	97%	-\$24,000	30.0%
Pemberton NV	7	2	53	95%	-\$34,000	28.6%
Princess Park	3	1	34	94%	-\$69,000	33.3%
Queensbury	7	1	23	97%	-\$30,000	14.3%
Roche Point	2	0				0.0%
Seymour	8	1	17	98%	-\$14,900	12.5%
Tempe	3	0				0.0%
Upper Delbrook	11	1	95	94%	-\$79,000	9.1%
Upper Lonsdale	38	8	50	96%	-\$35,950	21.1%
Westlynn	3	2	33	96%	-\$32,000	66.7%
Windsor Park NV	4	0				0.0%
Woodlands-Sunshine-Ca.	4	2	176	90%	-\$299,400	50.0%
Westlynn Terrace	2	1	90	94%	-\$55,000	50.0%
<b>Total Activity</b>	<b>290</b>	<b>54</b>	<b>54</b>	<b>96%</b>	<b>-\$44,500</b>	<b>19%</b>

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$700,000	15	4	60	95%	-\$34,000	26.7%
\$700,001-\$800,000	32	4	41	98%	-\$15,700	12.5%
\$800,001-\$900,000	40	13	68	95%	-\$45,000	32.5%
\$900,001-\$1,000,000	25	6	15	98%	-\$20,900	24.0%
\$1,000,001-\$1,250,000	62	13	60	94%	-\$69,000	21.0%
\$1,250,001-\$1,500,000	58	8	34	98%	-\$84,000	13.8%
\$1,500,001-\$2,000,000	26	2	57	94%	-\$89,000	7.7%
\$2,000,000 and more	32	4	100	94%	-\$163,400	12.5%
<b>Total Activity</b>	<b>290</b>	<b>54</b>	<b>54</b>	<b>96%</b>	<b>-\$44,500</b>	<b>19%</b>

Monthly Changes Summary	Oct	Nov	Dec	1/1/2012	Change
Total Listings (A,S,T,C,X)	463	395	290		-105
Active Listings (1st of the month)	347	321	256	153	-103
Solds	93	77	54		-23
DOM	14	26	54		28
Sold-List Price % Difference	98%	97%	96%		-1%
Sold-List Price \$ Difference	-\$14,000	-\$29,000	-\$44,500		-\$15,500
Home Price Index*	\$919,531	\$966,411	\$975,897		\$9,485
%SOLD (Sales/Listings/monthly rate)	20%	19.5%	18.6%		-0.9%



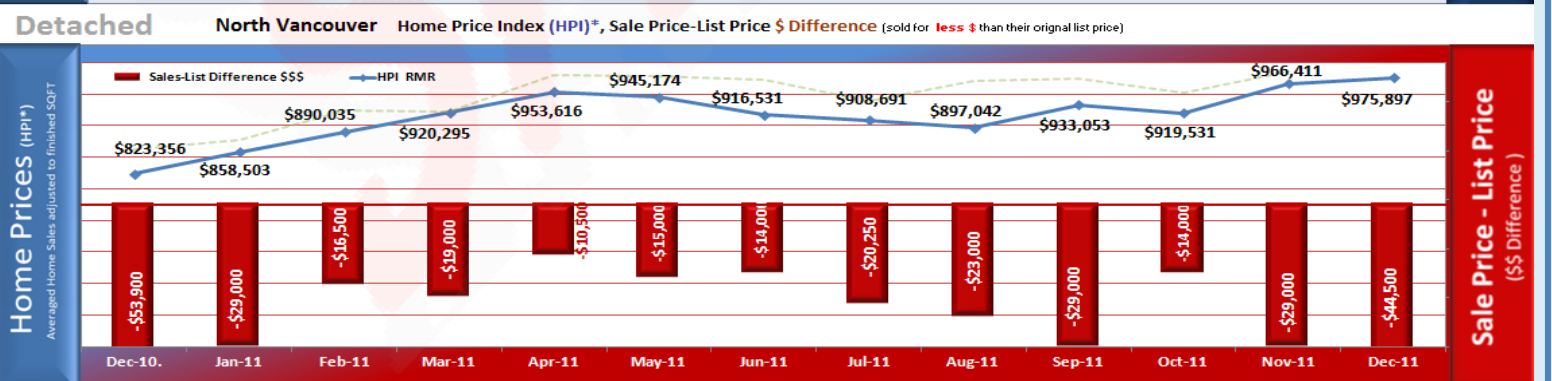
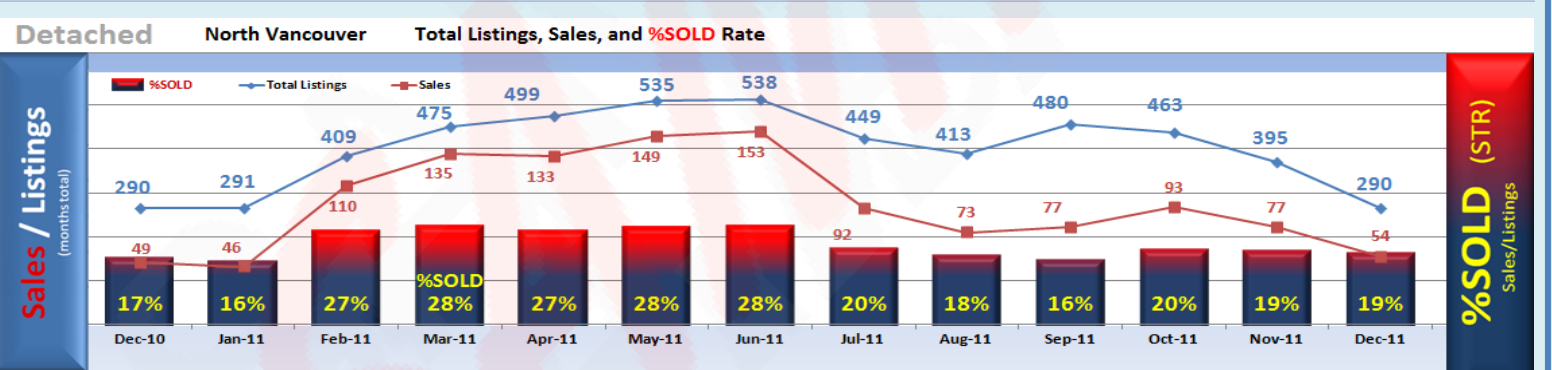
**Jan 1 2011 North Vancouver Market Update (detached)**

**Current:** North Vancouver is a **stable** market with record listings inventory with a solid **19% SOLD** rate. (This means 19 homes out of 100 sold in the last month)  
**Most Active Range:** Homes between \$800,000 and \$900,000 range have strong **32.5% SOLD** rate as a sellers market. The average sales discounts are only \$45,000 and days on market are averaging 68.  
**Least Active Range:** Homes between \$1.5 million and \$2.0 million have a **LOW 7.7% SOLD** rate (=7-8 sales of 100 listings/ month) with an average sales discount of \$89,000 from their original list price (94% S/L ratio)

**History:** Dec-April had very strong sales with the average **Home Price Index \*** increasing 16% or \$130,260 to \$953,616. The Year-To-Date the (HPI)\* is up \$152,541.

**Future:** We have a near normal active listings inventory that is similar to Year-to-date. December's 32 new listings were less than the 54 sales.  
 This reduced inventory trend could put more upward pressure on the market this next month.

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.



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

produced for: **Steve Burk**

**Burnaby Sub areas Statistics - Dec 2011**

Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$ Difference	%SOLD (STR)
East Burnaby	22	3	47	96%	-\$45,000	14%
The Crest	16	2	36	95%	-\$64,900	13%
Edmonds BE	17	1	103	95%	-\$50,000	6%
Brentwood Park	9	2	106	92%	-\$82,450	22%
Cariboo	0	0				0%
Central BN	12	1	197	86%	-\$178,000	8%
Capitol Hill BN	18	4	93	92%	-\$115,750	22%
Forest Hills BS	2	0				0%
Government Road	15	2	62	93%	-\$63,000	13%
Lake City Industrial	0	0				0%
Montecito	14	1	7	101%	\$6,200	7%
Oakdale	6	0				0%
Parkcrest	18	4	16	96%	-\$42,450	22%
Sperling-Duthie	11	3	12	100%	-\$3,000	27%
Simon Fraser Univer.	15	3	62	98%	-\$19,000	20%
Sullivan Heights	4	0				0%
Simon Fraser Hills	0	0				0%
Vancouver Heights	14	3	5	100%	\$0	21%
Willingdon Heights	17	3	29	90%	-\$100,000	18%
Westridge BN	14	1	130	99%	-\$10,000	7%
Big Bend	5	0				0%
Burnaby Hospital	19	8	57	93%	-\$60,000	42%
Buckingham Heights	5	0				0%
Burnaby Lake	17	4	25	97%	-\$30,900	24%
Central Park BS	3	2	33	98%	-\$20,400	67%
Deer Lake	15	0				0%
Deer Lake Place	9	4	82	95%	-\$45,500	44%
Forest Glen BS	9	1	105	93%	-\$80,000	11%
Greentree Village	5	0				0%
Garden Village	5	0				0%
Highgate	14	2	16	96%	-\$31,000	14%
Mettroun	17	2	7	101%	-\$10,090	12%
Oaklands	0	0				0%
Suncrest	4	1	33	96%	-\$34,000	25%
South Slope	40	6	25	96%	-\$35,500	15%
Upper Deer Lake	18	2	27	94%	-\$63,900	11%
<b>Total Activity</b>	<b>409</b>	<b>65</b>	<b>43</b>	<b>95%</b>	<b>-\$45,000</b>	<b>16%</b>

**Detached**

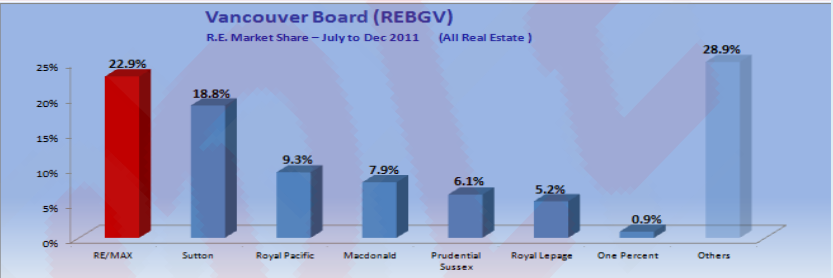
**Burnaby List Price Ranges Statistics - Dec 2011**

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$ Difference	%SOLD (STR)
0-\$700,000	23	2	38	96%	-\$24,500	9%
\$700,001-\$800,000	50	17	24	95%	-\$34,900	34%
\$800,001-\$900,000	64	14	52.5	96%	-\$37,500	22%
\$900,001-\$1,000,000	57	11	47	96%	-\$44,900	19%
\$1,000,001-\$1,250,000	69	11	34	95%	-\$50,000	16%
\$1,250,001-\$1,500,000	78	5	46	95%	-\$70,800	6%
\$1,500,001-\$2,000,000	41	5	80	92%	-\$139,000	12%
\$2,000,001 and more	27	0				0%
<b>Total Activity</b>	<b>409</b>	<b>65</b>	<b>43</b>	<b>95%</b>	<b>-\$45,000</b>	<b>16%</b>

**Detached**

Monthly Changes Summary	Oct	Nov	Dec	1/1/2012	Change
Total Listings (A,S,T,C,X)	590	516	409		-107
Active Listings (1st of the month)	450	413	343	229	-114
Solds	93	85	65		-20
DOM	18	17	43		26
Sold-List % Price Difference	97%	96%	95%		-1%
Sold-List \$ Price Difference	-\$28,000	-\$34,000	-\$45,000		-\$11,000
Home Price Index*	\$929,276	\$939,351	\$907,506		-\$31,845
%SOLD (Sales/ Listings /mthly rate)	15.8%	16.5%	15.9%		-0.6%

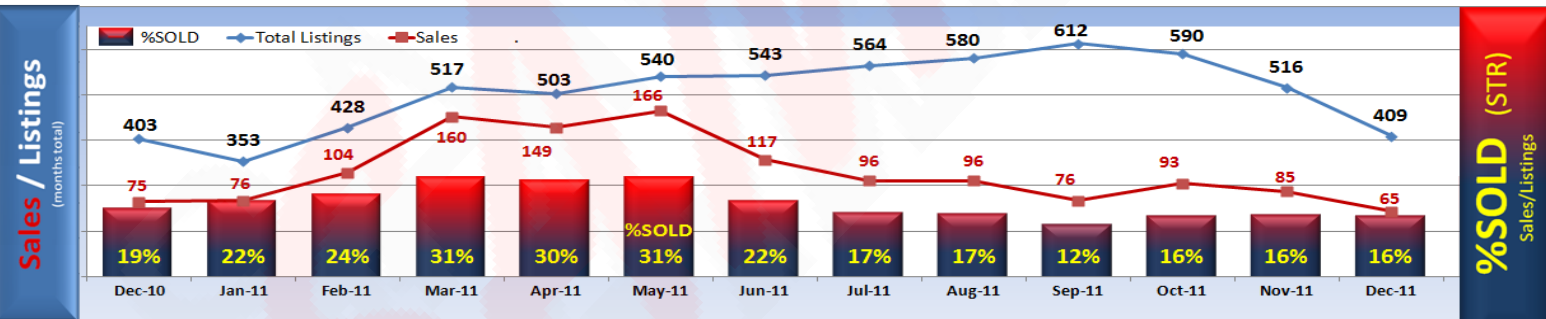
**the RE/MAX Market Share Reports**



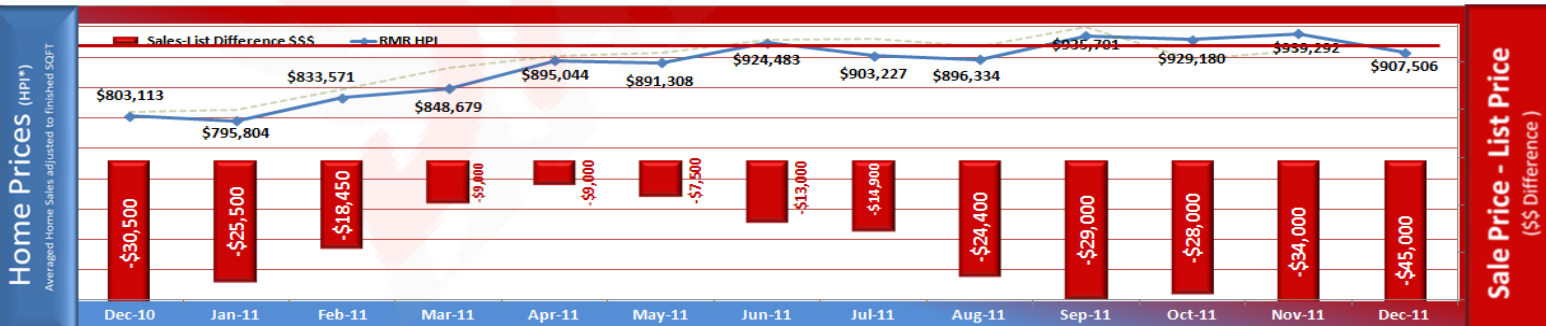
**Jan 1 2012 Burnaby Market Update (detached)**

**Current:** Burnaby's Residential Detached housing market is stable with a 16 %SOLD rate. (This means 16 homes out of 100 sold in Dec)  
**Most Active Range:** Homes between \$700,000 and \$800,000 range have very high 34 %SOLD rate with average sales discounts of \$34,900 and 24 days on the market (DOM)  
**Least Active Range:** Homes over \$2 million have 27 listings and has no sales in the month of December.  
**History:** January -June had near record sales with average prices **Home Price Index** \* increasing 16% or \$128,679 to \$924,483 .  
 The Year-To-Date the (HPI) \* is up \$104,458.  
**Future:** Listing inventory levels are similar to last years as it just dropped substantially at the end of December. December had almost the same new listings that balanced out the months sales. This reduced inventory trend should put more upward pressure on the market in January.  
 Note\*: The Home Price Index\* (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.)  
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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)**



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

produced for: **Rachel Wolski**



## Supply and Demand

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

