

the RE/MAX Market Reports: detached homes
 RE/MAX Statistics, on the Web!
Market analysis when you need it!

Vancouver and the Fraser Valley
 Real Estate Market Forecasts
 778.374.3744

Bill Coughlin
 RE/MAX Little Oak Realty

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

Thanks for your help:

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

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

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

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

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

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

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

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

...trying hard to listen to your needs!

Bill Coughlin
 RE/MAX Little Oak Realty
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 Coughlinb@gmail.com

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

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

COMPOSE

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Real Estate Courses - www.scitraining.ca - Learn From Within The Comfort Of Your Own Home. Request Info Now!

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

Intramail - Bill Coughlin donotreply@mostreferredservices.com
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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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.



RE/MAX Market Reports



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



Karel Palla & Darryl Sjerven

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

Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Annieville	33	5	59	96%	-\$19,000	15.2%
Nordel	59	19	65	94%	-\$39,000	32.2%
Scottsdale	60	10	38	96%	-\$23,400	16.7%
Sunshine Hills Woods	55	7	51	97%	-\$19,000	12.7%
Bridgeview	23	4	59	96%	-\$16,200	17.4%
Bolivar Heights	50	11	55	97%	-\$15,000	22.0%
Fraser Heights	125	10	31	97%	-\$18,900	8.0%
Royal Heights	27	1	16	97%	-\$14,900	3.7%
Cedar Hills	84	9	21	98%	-\$11,000	10.7%
Whalley	54	8	28	97%	-\$10,350	14.8%
Guildford	39	6	34	95%	-\$29,900	15.4%
Port Kells	21	0				0.0%
Queen Mary Park Surrey	86	13	52	96%	-\$16,900	15.1%
Bear Creek Green Timbers	141	13	41	97%	-\$14,000	9.2%
Fleetwood Tynehead	210	31	57	97%	-\$18,300	14.8%
West Newton	115	13	64	95%	-\$25,900	11.3%
East Newton	209	15	25	96%	-\$16,000	7.2%
Panorama Ridge	133	15	57	93%	-\$35,900	11.3%
Sullivan Station	108	13	46	96%	-\$25,000	12.0%
Total Activity	1632	203	45	96%	-\$20,000	12%

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

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$300,000	78	9	19	97%	-\$3,900	11.5%
\$300,001-\$400,000	66	13	27	97%	-\$12,000	19.7%
\$400,001-\$500,000	303	67	36	96%	-\$16,900	22.1%
\$500,001-\$600,000	332	48	48	96%	-\$19,450	14.5%
\$600,001-\$700,000	336	32	70	96%	-\$30,250	9.5%
\$700,001-\$800,000	250	19	51	95%	-\$34,000	7.6%
\$800,001-\$900,000	98	5	70	96%	-\$32,400	5.1%
\$900,001-\$1,000,000	57	4	179	95%	-\$55,000	7.0%
\$1,000,001-\$1,250,000	41					0.0%
\$1,250,001-\$1,500,000	30	3	97	91%	-\$126,000	10.0%
\$1,500,001-\$2,000,000	20	2	287	95%	-\$95,500	10.0%
\$2,000,000 and more	21	1	47	75%	-\$800,000	4.8%
Total Activity	1,632	203	45	96%	-\$20,000	12%

Monthly Changes Summary	Oct	Nov	Dec	1/1/2012	Change
Total Listings** (A,S,T,C,X)	2053	1902	1632	1014	-270
Active Listings (1st of the month)	1574	1565	1416	1014	-402
Solds	233	229	203		-26
Days on Market (DOM)	32	32	45		13
Sold-List Price % Difference	96%	97%	96%		-0.8%
Sold-List Price \$ Difference	-\$21,300	-\$16,999	-\$20,000		-\$3,001
Home Price Index*	\$521,936	\$523,604	\$520,920		-\$2,684
%SOLD (Sales/Listings/mnthly rate)	11%	12%	12%		0%

Jan 1 2012 Surrey, N.Surrey, N. Delta Market Update (Detached)

Current: Surrey, N.Surrey, N. Delta is a **buyers** market with record listing inventories, a **12 %SOLD** rate and a 96% Sell/List Ratio.

(This means that there is an average of a \$20,000 sales discount from the original list price)

Most Active Price Range: Homes between \$400,000 and \$500,000 and have **22 %SOLD** rate keeping prices stable. Home sales have averaged discounts of \$16,900 and 36 days on the market.

Least Active Price Range: Homes between \$1-1.25 million have no sales with the month of marketing 41 listings.

History: The Home Price Index* (HPI) shows that average Surrey home had a strong price increase of 6% from Dec- April 2011. This \$31,473 increase brought the Home Price Index* to \$532,736.

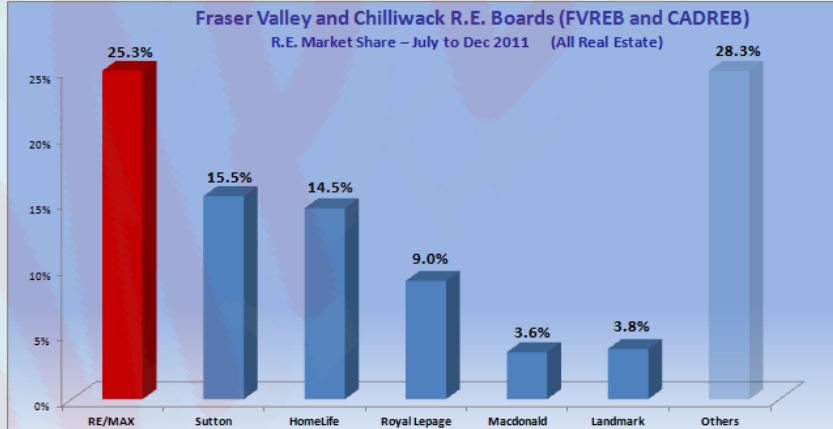
Year-To-Date the **Home Price Index*** has increased \$19,657 to \$520,920.

Future: Jan 1st Active Listing Inventory of 1,400 listings is 400 less than the previous month and this is lower than YTD. New listings exceeded the sales last month meaning that we would see listing levels increase next, but we will anxiously watch how many of December's expiries are relisting in January.

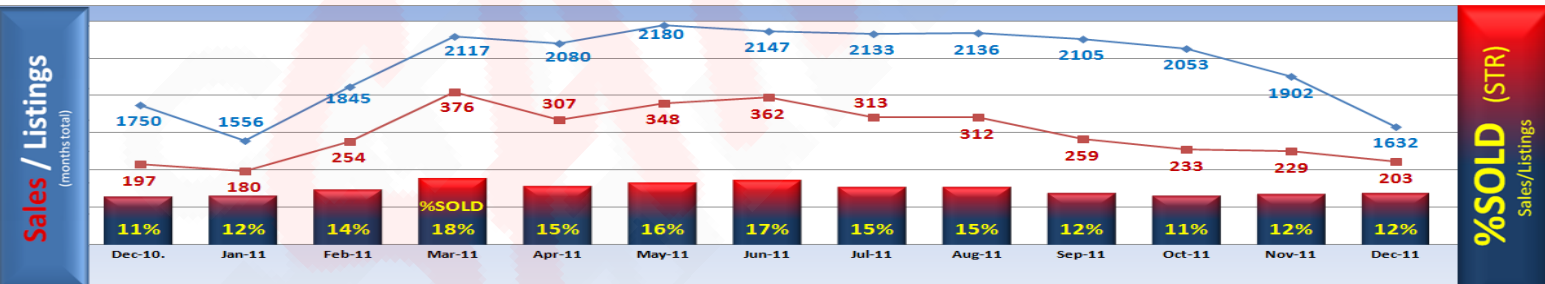
Note*: HPI is all the detached home sales averaged & adjusted for finished sqft, age & lot sqft. (This HPI excludes the mobile homes and the house and acreage sales.)

For a more accurate price change for your home request a Comparative Market Analysis.

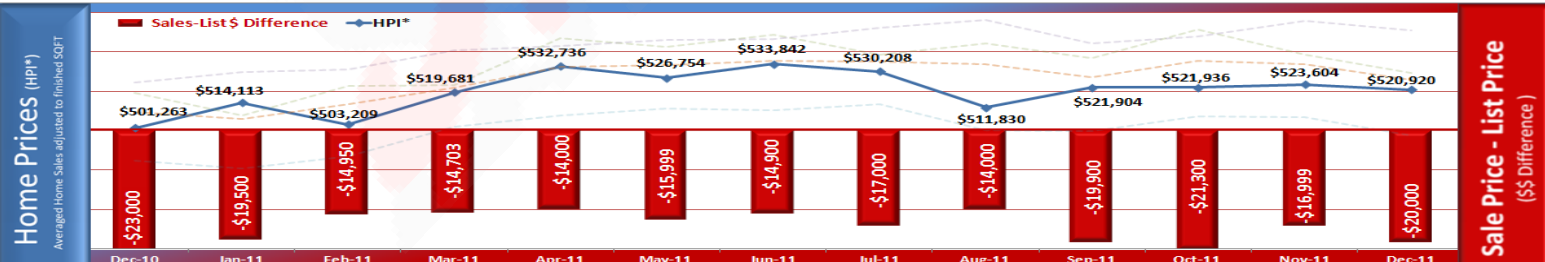
the RE/MAX Market Share Reports



Detached Surrey, N.Surrey, N. Delta Total Listings, Sales, and %SOLD Rates



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



*Home Price Index = 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: **Tom Edwards**

Market analysis when you need it!

Jan 1 /12 **West Surrey**

West Surrey Sub areas Statistics - Dec 2011

Neighbourhoods	Total Listings (months)	Sales	DOM	Sell / List Ratio	Sell - List \$ Difference	%SOLD (STR)
Bridgeview	23	4	59	96%	-\$16,200	17.4%
Bolivar Heights	50	11	55	97%	-\$15,000	22.0%
Royal Heights	27	1	16	97%	-\$14,900	3.7%
Cedar Hills	84	9	21	98%	-\$11,000	10.7%
Whalley	54	8	28	97%	-\$10,350	14.8%
Queen Mary Park Surrey	86	13	52	96%	-\$16,900	15.1%
Bear Creek Green Timbers	141	13	41	97%	-\$14,000	9.2%
West Newton	115	13	64	95%	-\$25,900	11.3%
East Newton	209	15	25	96%	-\$16,000	7.2%
Total Activity	789	87	42	97%	-\$16,450	11%

West Surrey List Price Ranges Statistics - Dec 2011

Home Price Range	Total Listings (months)	Sales	DOM	Sell / List Ratio	Sell - List \$ Difference	%SOLD (STR)
0-\$300,000	67	7	24	96%	-\$4,900	10.4%
\$300,001-\$400,000	57	11	28	97%	-\$10,800	19.3%
\$400,001-\$500,000	176	36	26	98%	-\$11,500	20.5%
\$500,001-\$600,000	152	16	41	96%	-\$21,150	10.5%
\$600,001-\$700,000	156	10	72	95%	-\$35,500	6.4%
\$700,001-\$800,000	109	5	63	95%	-\$43,800	4.6%
\$800,001-\$900,000	41	1	190	97%	-\$27,000	2.4%
\$900,001 and more	31	1	221	92%	-\$85,000	3.2%
Total Activity	789	87	42	97%	-\$16,450	11%

Jan 1 2012 **West Surrey Market Update**

(Detached)

Current: West Surrey is a **buyers market** with sizable listing inventory, a **11% SOLD** rate and a **97% Sell/List Ratio**.

(This means that there is an average of a \$16,450 sales discount from the original list price)

Most Active Price Range: Homes between \$400,000 and \$500,000 and have **20.5% SOLD rate** keeping prices stable. Home sales have average discounts of \$11,500 and 36 days on the market.

Least Active Price Range: Homes between \$800,000 and \$900,000 have **2.4% SOLD rate** (meaning 2 sales for 100 listings/ month). The 1 Home sale from the 41 listings had a discount of \$27,000 and long 190 DOM.

History: The Home Price Index* (HPI) shows that average Surrey home had a minimal price increase of 1% from Jan- July 2011. This \$6,858 increase brought the Home Price Index* to \$470,299.

Year-To-Date the **Home Price Index*** has increased \$24,959 to \$479,875.

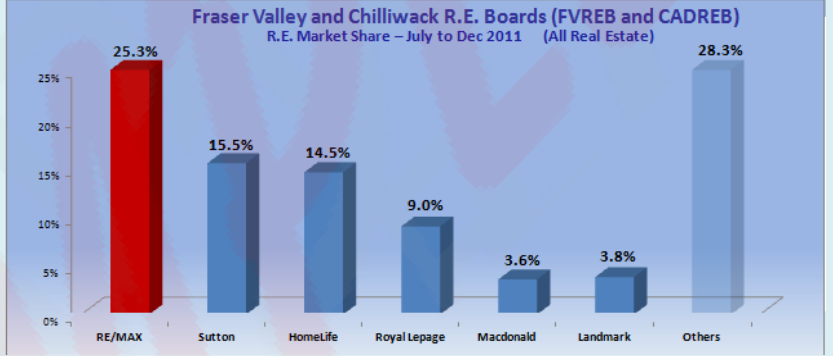
Future: Decembers' total listings Inventory is 159 less for the same period YTD. The new listings exceeded the sales last month meaning that we would see listing levels increase, but we will anxiously watch how many of December's expiries are relisting in January.

Note*: HPI is all the detached home sales averaged & adjusted for finished sqft, age & lot sqft. (This HPI excludes the mobile homes and the house and acreage sales.)

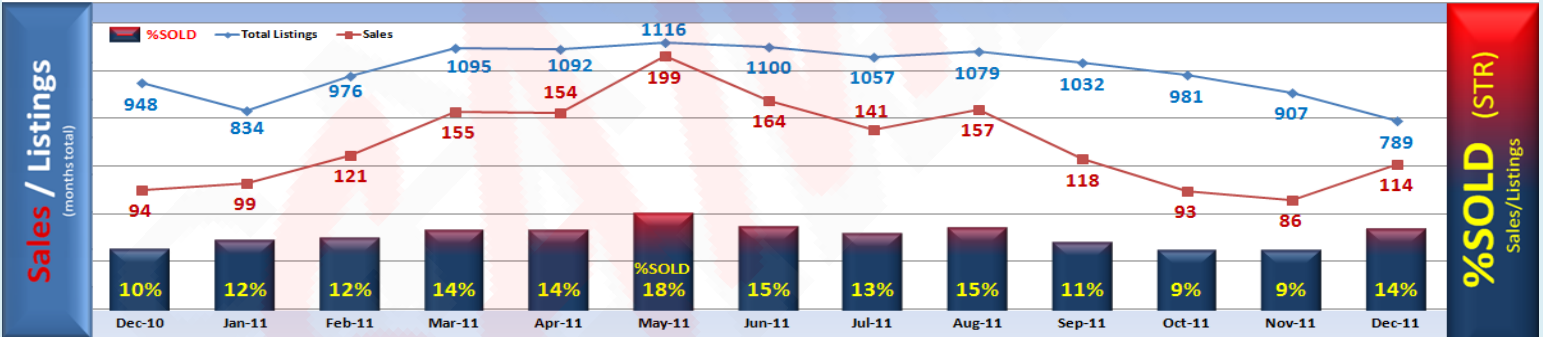
For a more accurate price change for your home request a Comparative Market Analysis.

Monthly Changes Summary	Oct	Nov	Dec	1/1/2012	Change
Total Listings** (A,S,T,C,X)	981	907	789		-118
Active Listings (1st of the month)	775	754	681	502	-179
Solds	99	94	87		-7
Days on Market (DOM)	37	32	42		10
Sold-List Price % Difference	96%	97%	97%		0%
Sold-List Price \$ Difference	-\$19,900	-\$15,000	-\$16,450		-\$1,450
Home Price Index*	\$478,957	\$481,445	\$479,875		-\$1,570
%SOLD (Sales/ Listings/ mnthly rate)	10%	10%	11%		1%

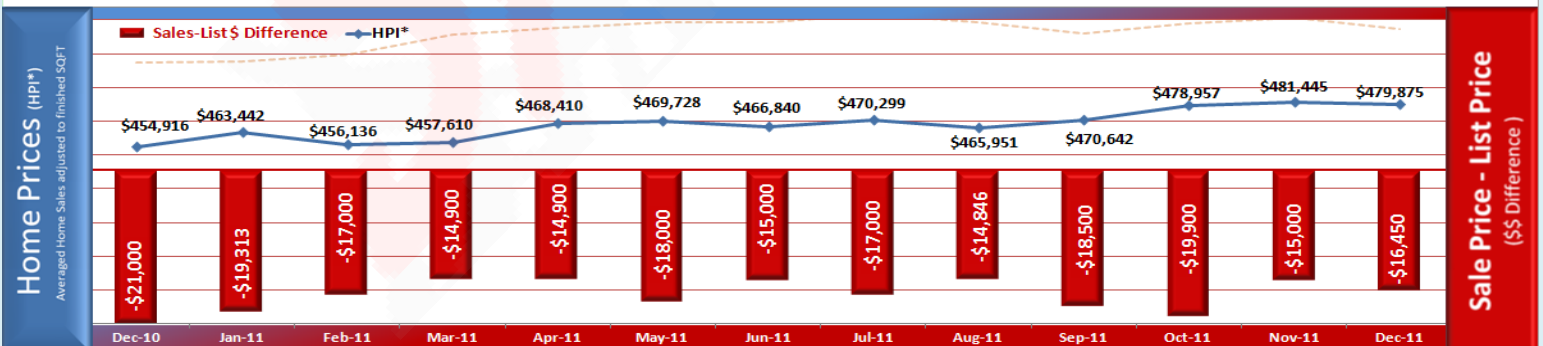
the RE/MAX Market Share Reports



Detached West Surrey Total Listings, Sales, and %SOLD Rates



Detached West Surrey 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., and 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: **David West**

East Surrey Sub areas Statistics - Dec 2011

Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$ Difference	%SOLD (STR)
Fraser Heights	125	10	31	97%	-\$18,900	8.0%
Guildford	39	6	34	95%	-\$29,900	15.4%
Port Kells	21	0				0.0%
Fleetwood Tynehead	210	31	57	97%	-\$18,300	14.8%
Panorama Ridge	133	15	57	93%	-\$35,900	11.3%
Sullivan Station	108	13	46	96%	-\$25,000	12.0%
Total Activity	636	75	48	96%	-\$20,000	12%

East Surrey List Price Ranges Statistics - Dec 2011

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$ Difference	%SOLD (STR)
0-\$500,000	87	16	23	96%	-\$15,450	18.4%
\$500,001-\$600,000	122	22	57	97%	-\$17,900	18.0%
\$600,001-\$700,000	139	15	50	97%	-\$19,000	10.8%
\$700,001-\$800,000	103	10	26	96%	-\$32,500	9.7%
\$800,001-\$900,000	51	3	43	96%	-\$32,400	5.9%
\$900,001-\$1,000,000	37	3	140	97%	-\$25,000	8.1%
\$1,000,001-\$1,500,000	62	3	97	91%	-\$126,000	4.8%
\$1,500,000 and more	35	3	116	90%	-\$192,000	8.6%
Total Activity	636	75	48	96%	-\$20,000	12%

Jan 1 2012 East Surrey Market Update (Detached)

Current: East Surrey is a **buyers** market with record listing inventories, a **12 %SOLD** rate and a 96% Sell/List Ratio.

(This means that there is an average of a \$20,000 sales discount from the original list price)

Most Active Price Range: Homes below \$500,000 and have **18.4 %SOLD rate** keeping prices stable. Home sales have averaged discounts of \$15,450 and 23 days on the market.

Least Active Price Range: Homes between \$1-1.5 million have **4.8 %SOLD rate** (meaning 5 sales for 100 listings/ month). Home sales have averaged discounts of \$126,000 and 97 days on the market.

History: The Home Price Index* (HPI) shows that average East Surrey home had a strong price increase of 6% from Dec- April 2011. This \$23,253 increase brought the Home Price Index* to \$617,742.

Year-To-Date the Home Price Index* has increased \$26,088 to \$588,729.

Future: December's total listings is a very close number to the same period YTD.

The sales exceeded the new listings last month meaning that we would see listing levels decrease, but we will anxiously watch how many of December's expiries are relisting in January.

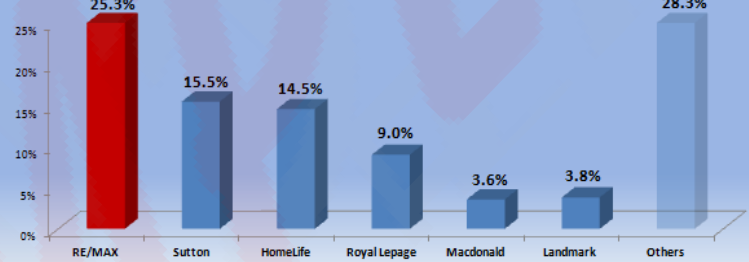
Note*: HPI is all the detached home sales averaged & adjusted for finished sqft, age & lot sqft. (This HPI excludes the mobile homes and the house and acreage sales.)
For a more accurate price change for your home request a Comparative Market Analysis.

Monthly Changes Summary	Oct	Nov	Dec	1/1/2012	Change
Total Listings** (A,S,T,C,X)	817	761	636		-125
Active Listings (1st of the month)	619	635	571	396	-175
Solds	91	97	75		-22
Days on Market (DOM)	33	35	48		13
Sold-List Price % Difference	96%	97%	96%		-1%
Sold-List Price \$ Difference	-\$25,000	-\$19,900	-\$20,000		-\$100
Home Price Index*	\$582,670	\$599,277	\$588,729		-\$10,549
%SOLD (Sales/ Listings /mnlthly rate)	11%	13%	12%		-1%

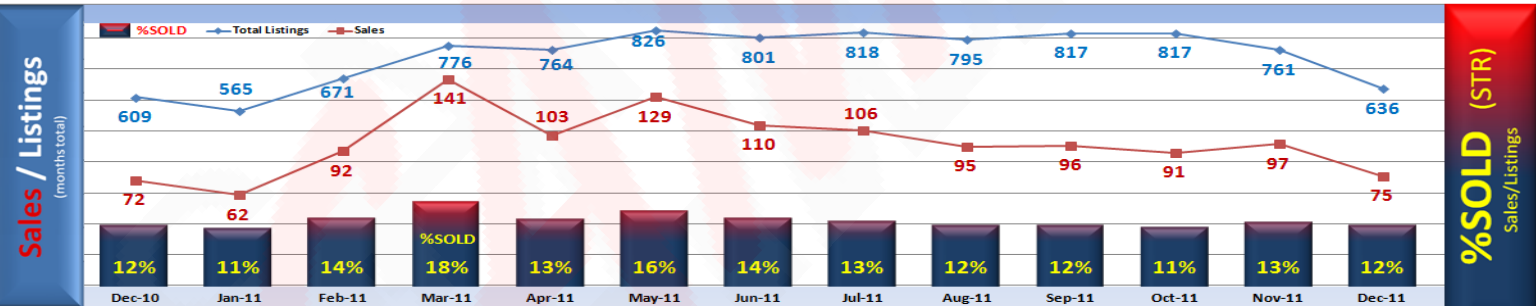
the RE/MAX Market Share Reports

Fraser Valley and Chilliwack R.E. Boards (FVREB and CADREB)

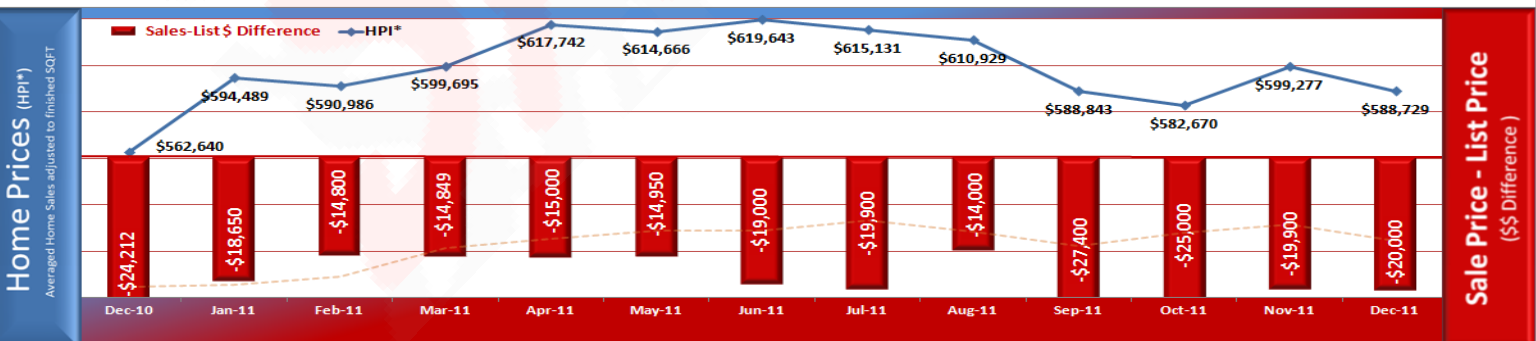
R.E. Market Share - July to Dec 2011 (All Real Estate)



Detached East Surrey Total Listings*, Sales, and %SOLD Rates



Detached East Surrey 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., and 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.



ALBERT YEN

PERSONAL REAL ESTATE CORPORATION



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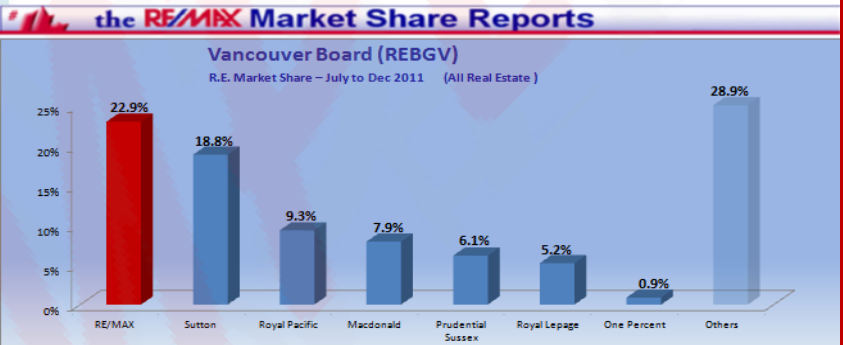
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Burnaby Sub areas Statistics - Dec 2011						Detached	
Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)	
East Burnaby	22	3	47	96%	-\$45,000	14%	
The Crest	16	2	36	95%	-\$64,900	13%	
Edmonds BE	17	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%	
Total Activity	409	65	43	95%	-\$45,000	16%	

Burnaby List Price Ranges Statistics - Dec 2011						Detached	
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%	
Total Activity	409	65	43	95%	-\$45,000	16%	

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%



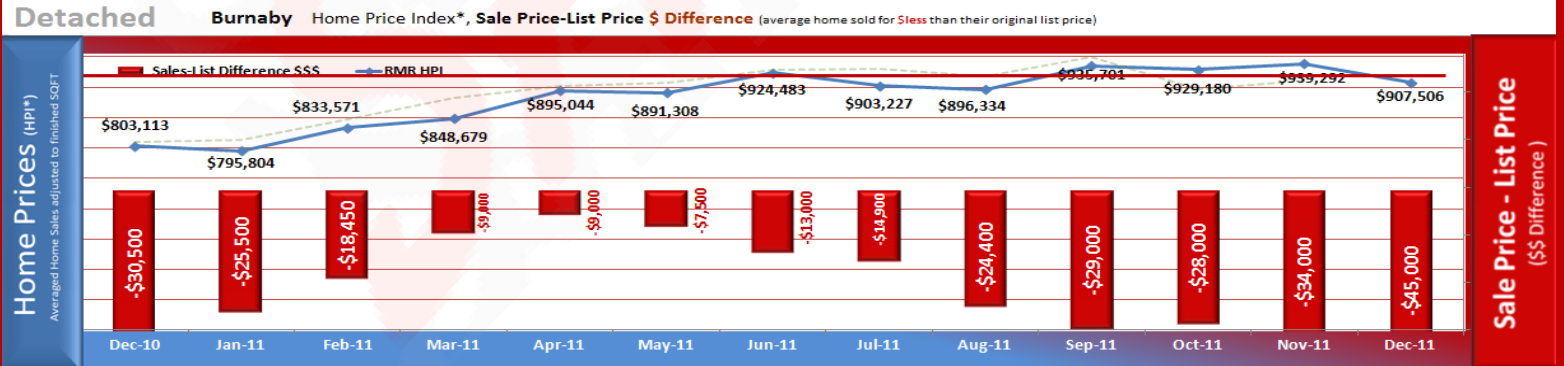
Jan 1 2012 Burnaby Market Update (detached)

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 2012 Vancouver Downtown**

Neighbourhoods	Total Listings (Dec)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Coal Harbour	216	16	47	95%	-\$39,450	7%
Downtown VW	503	71	29	97%	-\$13,000	14%
West End VW	235	33	47	97%	-\$12,900	14%
Yaletown	300	55	33	97%	-\$17,500	18%
Total Activity	1254	175	35	97%	-\$15,000	14%

Home Price Range	Total Listings (Dec)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$300,000	60	9	34	97%	-\$9,500	15%
\$300,001-\$400,000	176	42	31	97%	-\$9,950	24%
\$400,001-\$500,000	226	50	29	97%	-\$14,950	22%
\$500,001-\$600,000	167	27	52	97%	-\$15,000	16%
\$600,001-\$700,000	104	10	45.5	95%	-\$32,500	10%
\$700,001-\$800,000	91	15	49	98%	-\$15,000	16%
\$800,001-\$900,000	59	5	75	96%	-\$39,000	8%
\$900,001-\$1,000,000	47	3	28	96%	-\$33,000	6%
\$1,000,001-\$1,250,000	66	4	23.5	97%	-\$30,000	6%
\$1,250,001-\$1,500,000	68	2	30	97%	-\$39,500	2.9%
\$1,500,001-\$2,000,000	53	3	43	94%	-\$98,000	6%
\$2,000,001-\$3,000,000	60	2	105	91%	-\$194,000	3.3%
\$3,000,001 and more	77	3	105	92%	-\$480,000	4%
Total Activity	1254	175	35	97%	-\$15,000	14%

Jan 1 2012 **Vancouver Downtown Market Update** (attached)

Current: Vancouver Downtown's Residential Attached housing market is a **stable** market with **14 %SOLD** rate.

(This means 14 homes out of 100 sold in Dec)

Most Active Range: Homes between \$300,000 and \$400,000 have a **24 %SOLD** rate with average sales price increase of \$9,950 and 31 Days On the Market. (DOM)

Least Active Range: Homes between \$1.25 and \$1.5 million have a **LOW 2.9 %SOLD** rate. (= 3 sales of 100 listings/ month) with an average sales discount of \$39,500 from their original list price and 30 DOM. This is a Buyers Market.

History: January August had very strong spring market with average price (**Home Price Index***) increasing 11% or \$51,003 to \$511,145. The Year-To-Date the (HPI)* is up \$27,497.

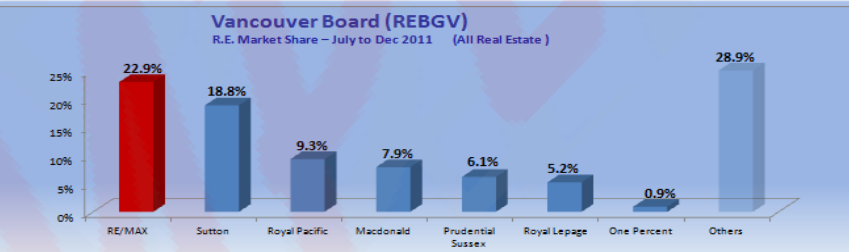
Future: On the Supply side: Listing inventory levels is very similar to this time last year and it is looking like current listing supply should be able to maintain a stable market.

On the demand side: Last year the market was driven by an unprecedented wave of mainland Chinese buyers caused in part with new government rules pushing money out of China. The Chinese New Year starts Jan 23 with indications of more new money buyers.

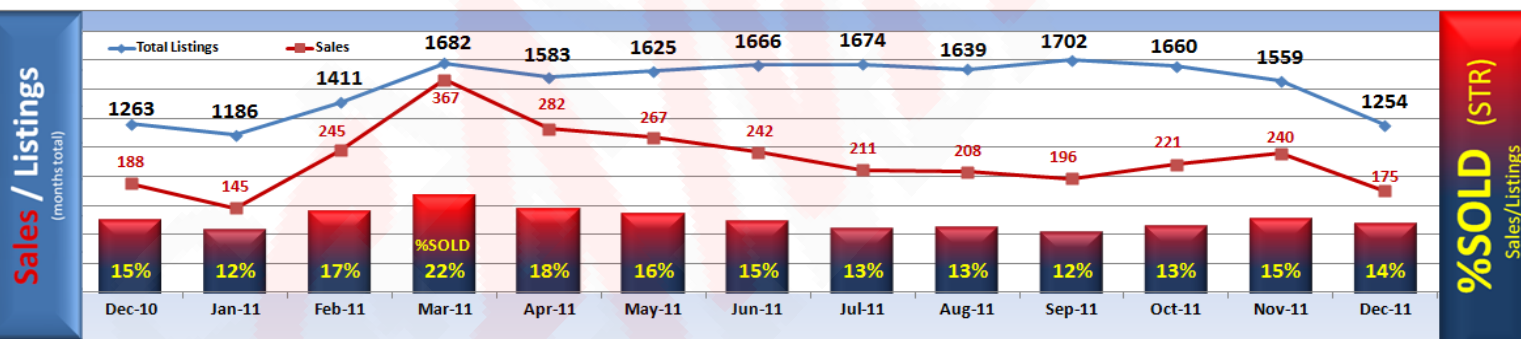
Note*: The Home Price Index* (HPI) is all the attached home sales averaged & adjusted for finished sqft and age. For a more accurate price change for your

Monthly Changes Summary	Oct	Nov	Dec	1/1/2012	Change
Total Listings** (A,S,T,C,X)	1660	1559	1254	758	-305
Active Listings	1244	1227	1104	758	-346
Solds	221	240	175	758	-65
DOM	24	40	35	35	-5
Sold-List % Price Difference	97%	96%	97%	97%	0.5%
Sold-List \$ Price Difference	-\$18,000	-\$27,450	-\$15,000	-\$15,000	\$12,450
Home Price Index*	\$488,847	\$473,191	\$470,966	\$470,966	-\$2,226
%SOLD (Sales/ Listings /mthly rate)	13%	15%	14%	14%	-1%

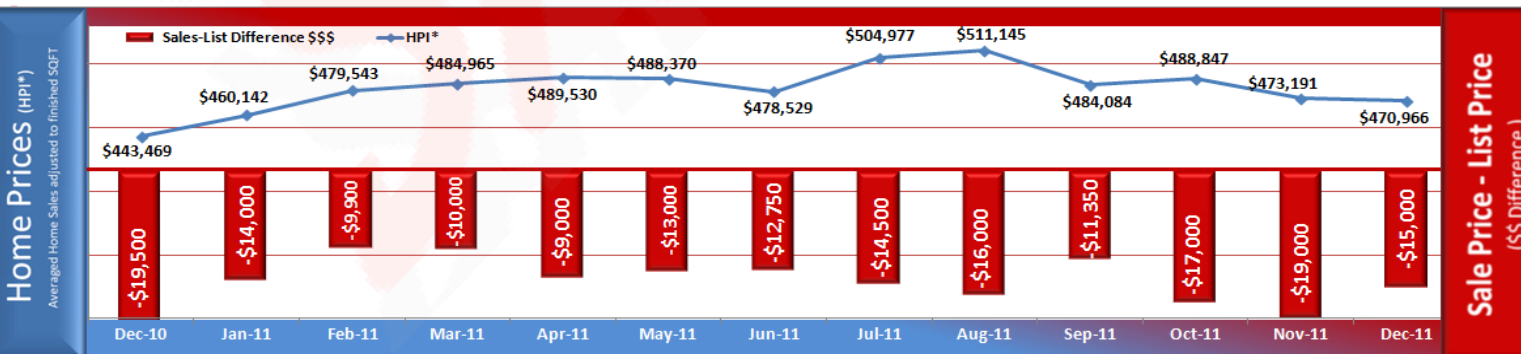
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Attached Vancouver Downtown Total Listings, Sales, and %SOLD rates



Attached Vancouver Downtown 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., and 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.

Darryl Sjerven & Karel Palla

Maple Ridge, Haney and Pitt Meadows Sub areas Statistics - Dec 2011 Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Albion	107	10	53	94%	-\$39,450	9.3%
Cottonwood MR	79	8	78	96%	-\$18,400	10.1%
East Central	113	9	49	95%	-\$29,000	8.0%
Northeast	10	0				0.0%
North Maple Ridge	2	0				0.0%
Northwest Maple Ridge	28	5	88	93%	-\$35,400	17.9%
Silver Valley	76	9	67	96%	-\$24,000	11.8%
Southwest Maple Ridge	62	6	54	95%	-\$21,400	9.7%
Thornhill	33	7	98	92%	-\$80,000	21.2%
Websters Corners	42	3	65	96%	-\$30,000	7.1%
West Central	75	9	56	96%	-\$23,000	12.0%
Whonnock	26	1	115	98%	-\$18,800	3.8%
Central Meadows	15	1	53	95%	-\$24,000	6.7%
Mid Meadows	13	0				0.0%
North Meadows	16	1	282	86%	-\$124,900	6.3%
South Meadows	21	4	56	96%	-\$19,950	19.0%
West Meadows	3	0				0.0%
Total Activity	721	73	56	95%	-\$22,150	10%

Maple Ridge, Haney and Pitt Meadows List Price Ranges Statistics - Dec 2011 Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$400,000	123	13	63	94%	-\$25,000	10.6%
\$400,001-\$500,000	183	25	53	95%	-\$21,900	13.7%
\$500,001-\$600,000	178	15	48	97%	-\$16,900	8.4%
\$600,001-\$700,000	104	8	106	95%	-\$34,950	7.7%
\$700,001-\$800,000	36	4	68	92%	-\$67,000	11.1%
\$800,001-\$900,000	27	5	115	93%	-\$59,900	18.5%
\$900,001-\$1,000,000	14	1	105	89%	-\$100,000	7.1%
\$1,000,001 and more	56	2	93	87%	-\$232,900	3.6%
Total Activity	721	73	56	95%	-\$22,150	10%

Monthly Changes Summary	Oct	Nov	Dec	1/1/2012	Change
Total Listings (A,S,T,C,X)	947	875	721	512	-154
Active Listings	745	750	658	512	-146
Solds	85	94	73		-21
DOM	48	68	56		-12
Sold-List % Price Difference	96.3%	95.9%	95.4%		-0.5%
Sold-List Price \$\$ Difference	-\$16,500	-\$23,494	-\$22,150		\$1,344
Home Price Index	\$467,679	\$467,481	\$461,518		-\$5,963
%SOLD (Sales/ Listings /mthly rate)	9%	11%	10%		-1%

Jan 1 2012 Maple Ridge, Pitt Meadows Market Update (Detached)

Current: Maple Ridge, Pitt Meadows is a buyers market with record listing inventory and with a LOW 10 %SOLD rate and a 95% Sell/List Ratio. (This means that there is an average of a -\$22,150 discount on a sale from the list price)

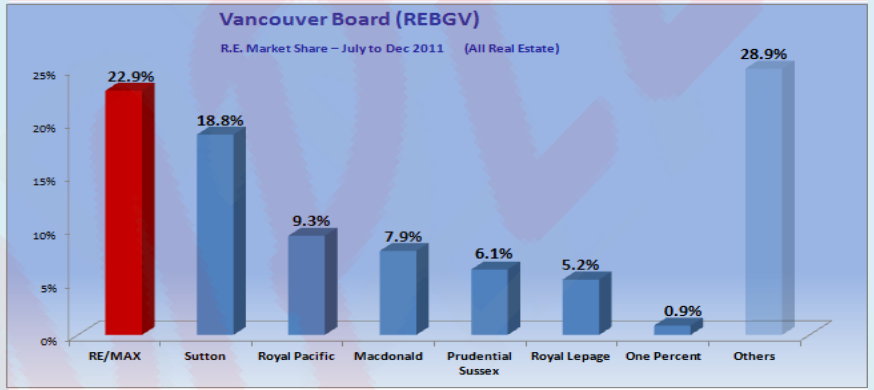
Most Active Price Range: Homes between \$800,000 -\$900,000 have a 18.5 %SOLD rate and prices are stable with 115 days on market (DOM), and a sales discounts of \$59,900 on average.

Least Active Price Range: Homes over \$1 million have a LOW 3.6% SOLD rate (meaning 4 sales for 100 listings/ mth) with an average sales discount of \$232,900 from their original list price and median 93 days on market (DOM).

History: Maple Ridge area experienced a 10% Home Price Increase* (HPI) from Jan-May 2011 of a \$43,518 increase to \$497,902 Year-To-Date the Home Price Index* is up \$9,787 over the same month YTD average home prices.

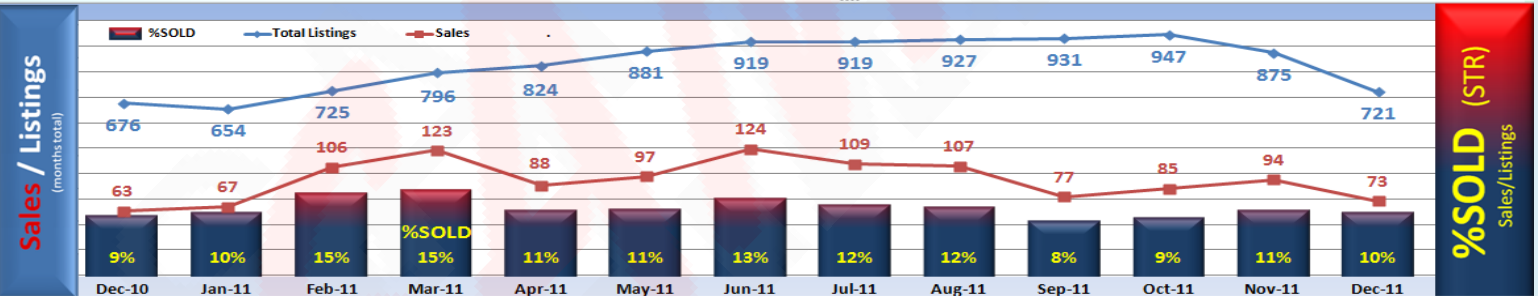
Future: Active Listing Inventory has dropped 16% last month and are at similar levels to the same period last year. The 114 New sales exceeded the 89 new listings but we expect to see listings stay normal levels this month.

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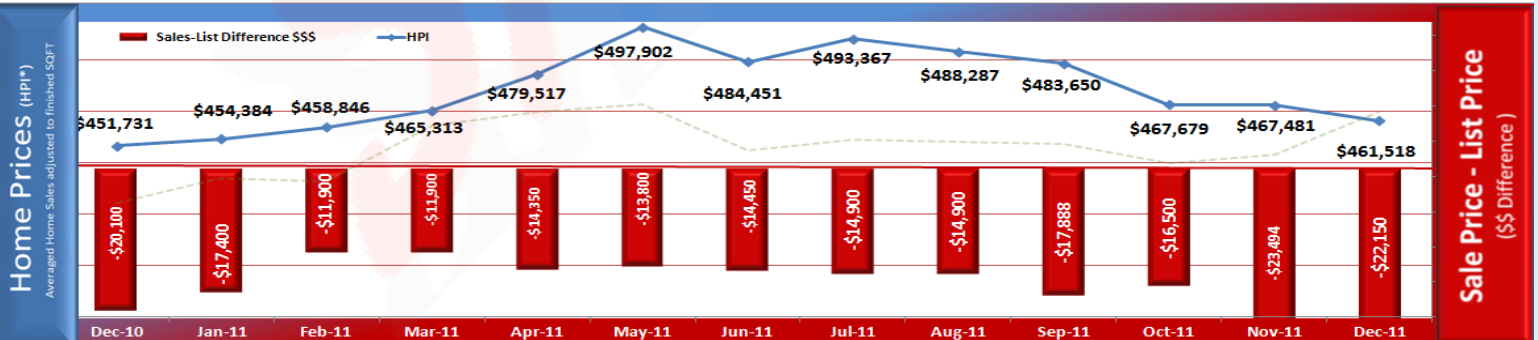


Note: HPI is all the detached home sales averaged & adjusted for finished sqft, age, and the lot size. (This HPI excludes the mobile homes and the house and acreage sales.) For a more accurate price change for your home request a personal Comparative Market Analysis

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



Detached Maple Ridge, Pitt Meadows Home Price Index*, 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 for: Gary Fraipont & Lorraine Manyk

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Poplar	59	5	57	95%	-\$18,400	8.5%
Bradner	35	2	374	84%	-\$272,450	5.7%
Matsqui	21	2	59	90%	-\$55,450	9.5%
Sumas Mountain	13	0				0.0%
Abbotsford West	201	12	31	95%	-\$20,900	6.0%
Abbotsford East	298	21	52	96%	-\$24,900	7.0%
Aberdeen	84	2	11	97%	-\$21,271	2.4%
Sumas Prairie	22	2	174	87%	-\$84,900	9.1%
Central Abbotsford	107	4	59	96%	-\$16,400	3.7%
Total Activity	840	50	49	95%	-\$22,000	6%

Home Price Range	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$300,000	36	3	28	96%	-\$12,450	8.3%
\$300,001-\$400,000	169	16	32	95%	-\$17,300	9.5%
\$400,001-\$500,000	203	13	52	95%	-\$22,400	6.4%
\$500,001-\$600,000	137	7	52	94%	-\$30,000	5.1%
\$600,001-\$700,000	90	3	86	94%	-\$39,700	3.3%
\$700,001-\$800,000	53	4	15	97%	-\$23,450	7.5%
\$800,001-\$900,000	40	0				0.0%
\$900,001-\$1,000,000	22	1	0	98%	-\$24,900	4.5%
\$1,000,001-\$1,250,000	28	2	158	84%	-\$200,950	7.1%
\$1,250,001-\$1,500,000	28	1	737	72%	-\$525,000	3.6%
\$1,500,001 and more	34	0				0.0%
Total Activity	840	50	49	95%	-\$22,000	6%

Jan 1 2012 Abbotsford Market Update (Detached)

Current: Abbotsford is a **buyers** market with record listing inventory and with a low **6 %SOLD** rate and a **95% Sell/List Ratio**.
(This means that on an average sale their is a \$22,000 discount from the original list price)

Most Active Price Range: Homes between \$300,000 and \$400,000 have **9.5 %SOLD** rate and prices stabilizing with an average of 32 days on market (DOM) and a sales discounts of **\$17,300**.

Least Active Price Range: Homes priced between \$800,000 and \$1,000,000 had 1 single sale from the 62 active listings. Similarly 34 homes marketed over 1.5 \$million resulted in no actual sales in December.

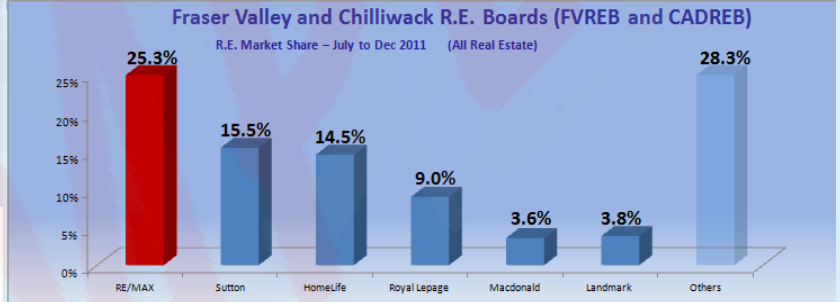
History: Abbotsford Home Price Index* shows an increase of \$17,850 to \$430,446 in the 9 months from December 2010 to August 2011.
The Year-To-Date Home Price Index * has decreased \$6,020 to \$406,461.

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

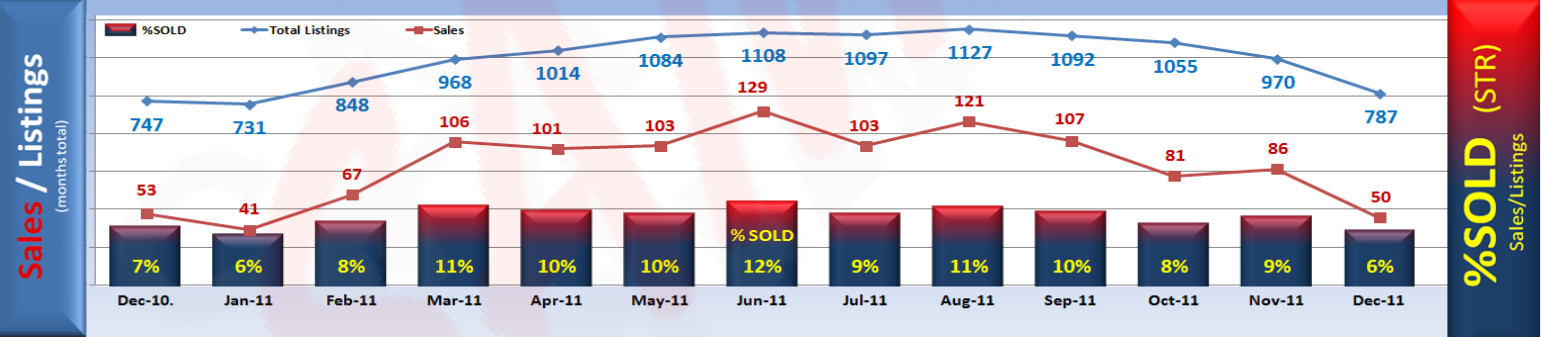
Note*: HPI is all the detached home sales averaged & adjusted for finished sqft, age, and the lot size. (This HPI excludes the mobile home and the house and acreage sales.)
For a more accurate price change for your home do request a Comparative Market Analysis .

	Oct	Nov	Dec	1/1/2012	Change
Total Listings** (A,S,T,C,X)	1055	970	787		-183
Active Listings (1st of the month)	850	840	774	570	-204
Solds	81	86	50		-36
DOM	46	46	49		3
Sold-List Price % Difference	95.1%	95.1%	94.9%		-0.3%
Sold-List Price \$ Difference	-\$21,900	-\$18,950	-\$22,000		-\$3,050
Home Price Index*	\$425,058	\$415,837	\$406,461		-\$9,375
%SOLD (Sales/ Listings /mthly rate)	8%	9%	6%		-3%

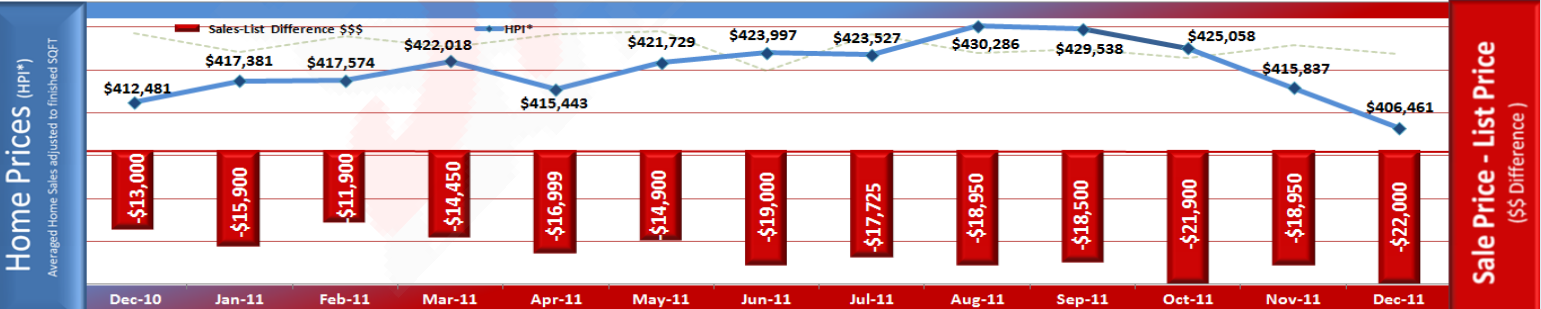
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Detached Abbotsford Total Listings, Sales, and %SOLD Rates



Detached Abbotsford Home Price Index*, Sale Price-List Price (\$ Difference = the 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 by: **Bill Coughlin**

Abbotsford Sub areas Statistics - Nov 2011						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Poplar	42	7	53	97%	-\$4,900	16.7%
Matsqui	1					0.0%
Abbotsford West	211	25	54	96%	-\$8,900	11.8%
Abbotsford East	73	9	44	95%	-\$16,900	12.3%
Central Abbotsford	300	28	40	95%	-\$9,450	9.3%
Total Activity	627	69	44	95%	-\$9,500	11%

Abbotsford List Price Ranges Statistics - Nov 2011						
Home Price Range	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$100,000	26	6	32	90%	-\$9,450	23.1%
\$100,001-\$200,000	301	26	69	95%	-\$8,350	8.6%
\$200,001-\$300,000	198	27	25	97%	-\$7,900	13.6%
\$300,001-\$400,000	78	7	44	95%	-\$19,786	9.0%
\$400,001 and more	24	3	80	97%	-\$14,900	12.5%
Total Activity	627	69	46	95%	-\$18,950	11%

Dec 12011 Abbotsford Market Update Attached Townhomes/Condos

Current: Abbotsford is a buyers market with record listing inventory, a low 11 %SOLD rate and a 95% Sell/List Ratio.
(This means that there is an average of a \$18,950 discount on a sale from the original list price)

Most Active Price Range: Condos below the \$100,000 have 23 %SOLD rate with average 32 days on market (DOM) and a current average sales discount of \$9,450.

Least Active Price Range: Attached homes between \$100,000 and \$200,000 have a LOW 8.6 %SOLD rate (= 8 sales of 100 listings/ month) with an average sales discount of \$8,350 from their original list price and average 69 days on market.

History: Abbotsford's Condos Year-To-Date Home Price Index* shows an increase of \$11,771 to \$169,991.

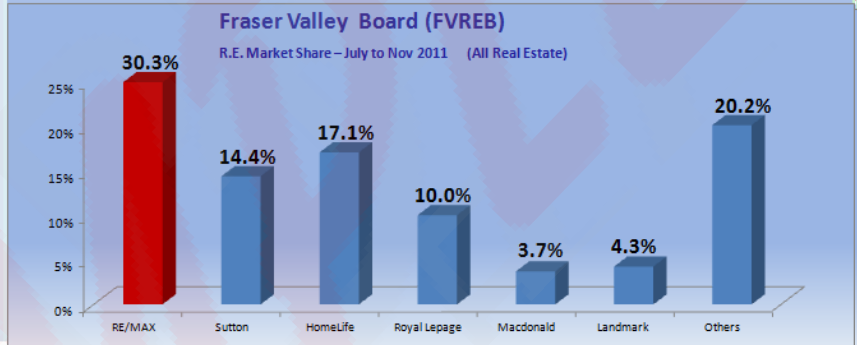
Abbotsford's Townhouses Year-To-Date Home Price Index* shows an increase of \$29,317 to \$275,632.

Future: Active Listing Inventories are nearly the same as Nov 2010. New listings still exceed the sales meaning that we will probably see listings increase next month. It appears to continue to be a buyers markets for the foreseeable future.

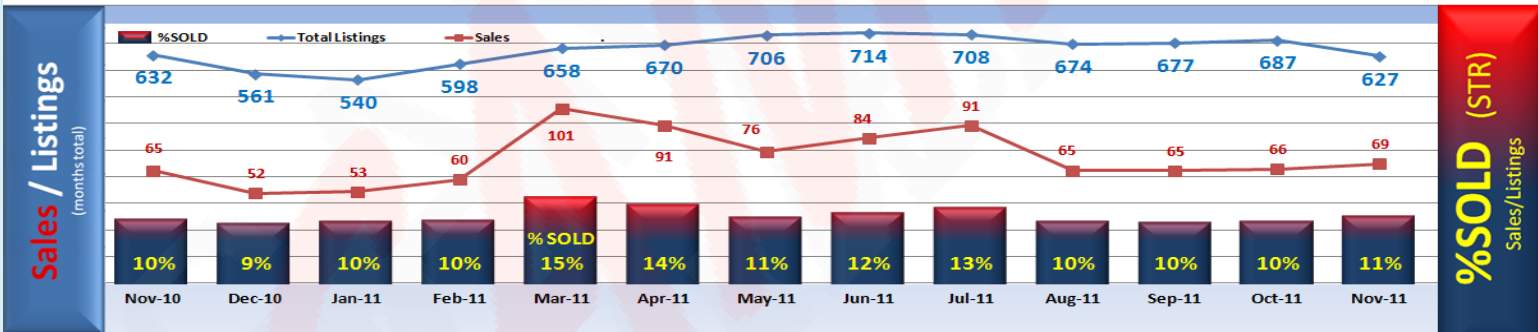
Note*: The Home Price Index * (HPI) is all the attached home sales averaged & adjusted for finished sqft and age. For a more accurate price change for your home do request a personal Comparative

Monthly Changes Summary	Sept	Oct	Nov	12/1/2011	Change
Total Listings** (A,S,T,C,X)	677	687	627		-60
Active Listings	543	541	524	496	-28
Solds	65	66	69		3
DOM	50	59	44		-15
Sold-List Price % Difference	96.1%	94.7%	95.4%		0.7%
Sold-List Price \$ Difference	-\$9,900	-\$11,100	-\$9,500		1600
Home Price Index* (Apartments)	\$164,082	\$177,715	\$166,680		-\$11,035
Home Price Index* (Townhouses)	\$272,089	\$261,225	\$281,806		\$20,581
STR %SOLD	10%	10%	11%		1%

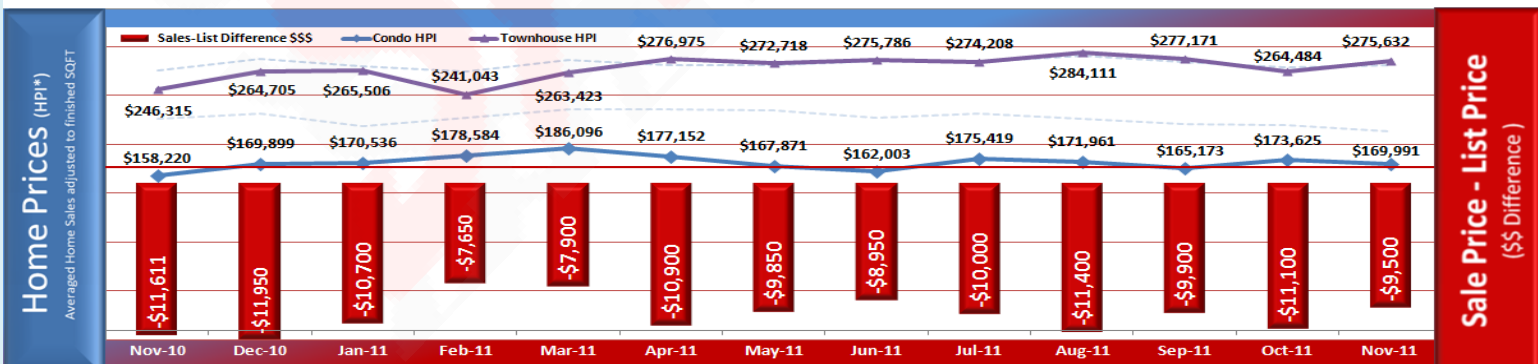
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Attached Townhomes/Condos Abbotsford Total Listings, Sales, and %SOLD rates



Attached Townhomes/Condos Abbotsford 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., and 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.

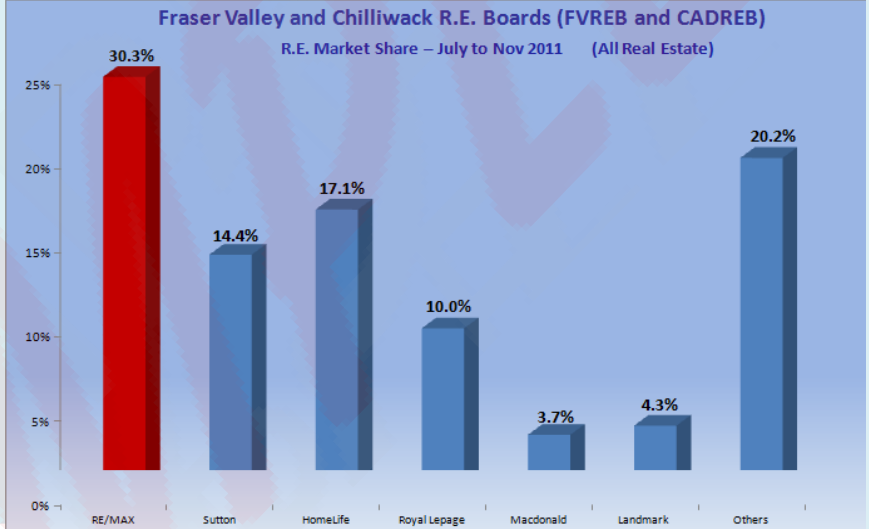
produced for: **Ray Yenkana**

Neighbourhoods	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Chilliwack W Yale-Well	68	9	85	89%	-\$24,900	13.2%
Chilliwack E Young-Yale	90	13	71	94%	-\$15,000	14.4%
Chilliwack N Yale-Well	54	5	62	97%	-\$12,900	9.3%
Chilliwack Yale Rd West	2	0				0.0%
Little Mountain	16	1	21	90%	-\$49,000	6.3%
Chilliwack Mountain	21	0				0.0%
Fairfield Island	30	3	35	97%	-\$9,900	10.0%
East Chilliwack	10	1	14	96%	-\$17,000	10.0%
Eastern Hillside	42	2	102	94%	-\$31,400	4.8%
Sardist W Vedder Rd	61	7	50	95%	-\$11,900	11.5%
Sardist E Vedder Rd	71	6	107	98%	-\$9,500	8.5%
Vedder S Watson-Promon	137	11	58	97%	-\$9,900	8.0%
Promontory	137	7	54	98%	-\$11,400	5.1%
Yarrow	28	2	42	89%	-\$28,000	7.1%
Majuba Hill	6	0				0.0%
Greendale Chilliwack	22	1	45	94%	-\$14,900	4.5%
Ryder Lake	21	1	225	78%	-\$184,000	4.8%
Chilliwack River Valley	38	1	100	90%	-\$21,900	2.6%
Total Activity	854	70	61	95%	-\$13,900	8%

Home Price Range	Total Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$200,000	79	8	29	91%	-\$12,975	10.1%
\$200,001-\$300,000	173	25	62	95%	-\$12,000	14.5%
\$300,001-\$400,000	271	27	64	96%	-\$12,900	10.0%
\$400,001-\$500,000	132	8	79	96%	-\$18,900	6.1%
\$500,001 and more	199	2	162	93%	-\$72,450	1.0%
Total Activity	854	70	43	95%	-\$21,950	8%

Monthly Changes Summary	Sept	Oct	Nov	12/1/2011	Change
Total Listings** (A,S,T,C,X)	938	913	854		-59
Active Listings	748	748	718	677	-41
Solds	85	78	70		-8
Days on Market (DOM)	46	47	61		14
Sold-List Price % Difference	96%	95%	95%		0%
Sold-List Price \$\$ Difference	-\$9,900	-\$13,726	-\$13,900		-\$175
Home Price Index*	\$336,291	\$337,176	\$323,128		-\$14,048
%SOLD (Sales/ Listings /monthly rate)	9.1%	8.5%	8.2%		-0.3%

#1 the RE/MAX Market Share Reports



Dec 1 2011 Chilliwack (+Yarrow and Sardis) Market Update (Detached)

Current: Chilliwack (+Yarrow and Sardis) is a **buyers** market with record listing inventories, a **8 %SOLD** rate and a 95% Sell/List Ratio.
(This means that there is an average of a \$13,900 discount on a sale from the original list price)

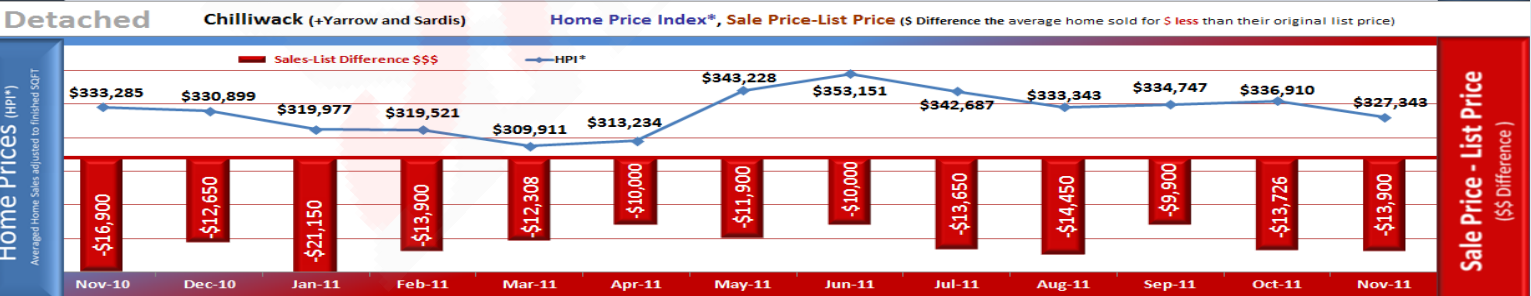
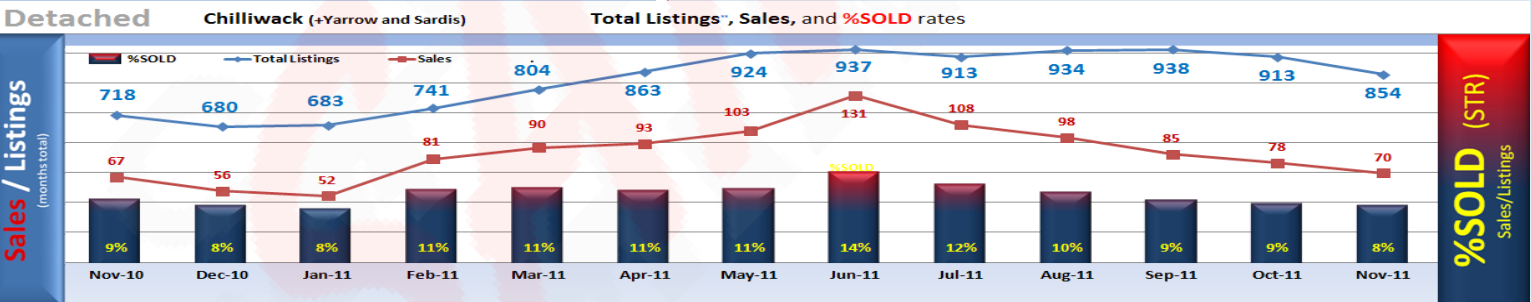
Most Active Price Range: Homes between \$200,000 and \$300,000 have 14.5 %SOLD rate pushing prices higher.
Home sales have average discounts of \$12,000 and 62 days on the market.

Least Active Price Range: Homes over \$500,000 have a LOW 1% SOLD (=1 sales of 100 listings/ month) with an average sales discount of \$72,450 from their original list price and average 162 days on the market.

History: The average Chilliwack home experienced a price increase of 10% in just the 6 months from January - June 2011.
This \$33,174 increase brought the home Price index to \$353,151 54,589.
The Year-To-Date Home Price Index* has decreased -\$5,942 to \$327,343

Future: November's Total Listing Inventory (~19% greater than Nov 2010) has dropped 6% in this month. New listings exceed the sales in November meaning that we would see listing levels increase next month, but we will have a lot of December expiries that may possibly stabilize the over supplied market.

Note*: HPI is all the detached home sales averaged & adjusted for finished sqft, age, and the lot size. (This HPI excludes the mobile homes and the house and acreage sales.)
For a more accurate price change for your home 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 by: **Bill Coughlin**



Supply and Demand

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

