



RE/MAX Market Reports



Advanced Market Analysis



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





Market analysis: current, history and future!

Feb 1 /12 Chilliwack

Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Chilliwack W Yale-Well	48	6	60	95%	-\$10,700	12.5%
Chilliwack E Young-Yale	62	4	45	93%	-\$19,900	6.5%
Chilliwack N Yale-Well	49	1	2	100%	-\$900	2.0%
Chilliwack Yale Rd West	1	0				0.0%
Little Mountain	13	1	14	96%	-\$19,000	7.7%
Chilliwack Mountain	17	1	78	104%	\$15,001	5.9%
Fairfield Island	24	2	40	96%	-\$12,500	8.3%
East Chilliwack	10	1	96	96%	-\$29,000	10.0%
Eastern HillSides	36	4	39	92%	-\$12,450	11.1%
Sardis W Vedder Rd	56	10	60	96%	-\$12,400	17.9%
Sardis E Vedder Rd	67	4	113	94%	-\$22,700	6.0%
Vedder S Watson-Promontory	108	12	50	98%	-\$3,186	11.1%
Promontory	103	6	117	96%	-\$15,000	5.8%
Yarrow	21	1	31	91%	-\$32,000	4.8%
Majuba Hill	2	0				0.0%
Greendale Chilliwack	15	0				0.0%
Ryder Lake	14	1	159	88%	-\$74,900	7.1%
Chilliwack River Valley	29	0				0.0%
Total Activity	675	54	69	96%	-\$11,500	8%

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$200,000	69	6	71	87%	-\$5,950	8.7%
\$200,001-\$300,000	122	15	37	96%	-\$9,900	12.3%
\$300,001-\$400,000	228	22	70	97%	-\$10,650	9.6%
\$400,001-\$500,000	114	6	100	94%	-\$26,145	5.3%
\$500,001-\$600,000	62	3	63	100%	\$0	4.8%
\$600,001-\$700,000	37	1	8	94%	-\$39,900	2.7%
\$700,001 and more	43	1	96	96%	-\$29,000	2.3%
Total Activity	675	54	69	96%	-\$11,500	8%

Monthly Changes Summary	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	854	725	675	675	-50
Active Listings (1st of the month)	718	677	490	537	47
Solds	70	68	54	54	-14
Days on Market (DOM)	61	72	69	69	-3
Sold-List Price % Difference	95.2%	94.5%	96.3%	96.3%	1.8%
Sold-List Price \$\$ Difference	-\$13,900	-\$19,900	-\$11,500	-\$11,500	\$8,400
Home Price Index*	\$330,059	\$317,499	\$317,537	\$317,537	\$39
%SOLD (Sales/Listings /mnlthly rate)	8.2%	9.4%	8.0%	8.0%	-1.4%

Feb 1 2012 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 96% Sell/List Ratio.

(This means that there is an average of a \$11,500 discount on a sale from the original list price)

Most Active Price Range: Homes between \$200,000 and \$300,000 have **12.3 %SOLD** rate. Home sales have average discounts of \$9,900 and 37 days on the market.

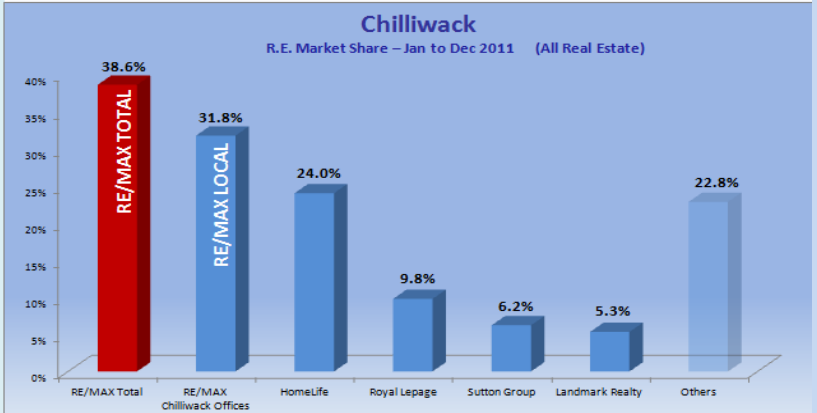
Least Active Price Range: Homes above \$700,000 have a **LOW 2.3% SOLD** (=2 sales of 100 listings/ month) with an average sales discount of \$29,000 from their original list price and average 96 DOM.

History: The average Chilliwack home experienced a 7% price increase from Jan- June. This \$22,749 increase brought the home Price index to \$355,837. The Year-To-Date **RMR Home Price Index*** has decreased (**\$5,012**) to \$317,537.

Future: Total Listing Inventory are 1% less than the same month last year. The 154 new listings far exceeding the 70 sales this month meaning that we would see listing levels increase next month adding to the over supplied market.

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

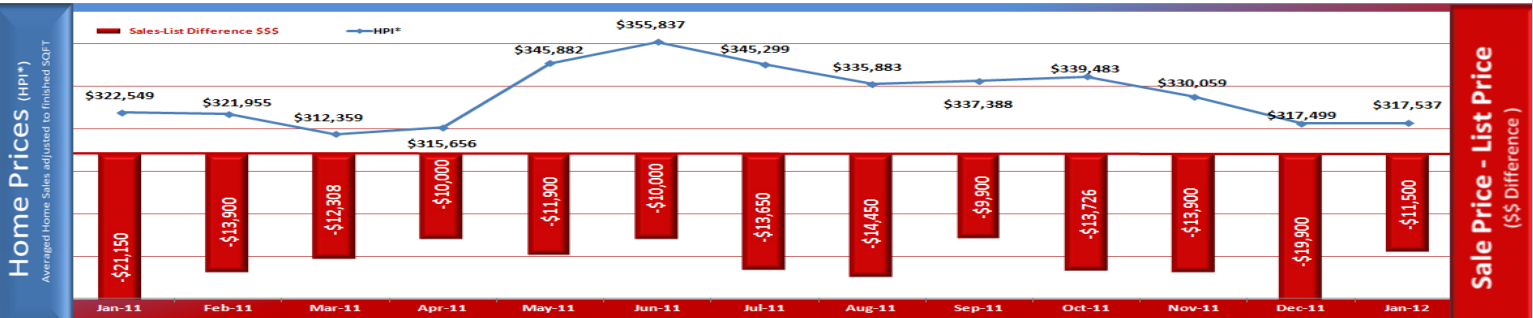
the RE/MAX Market Share Reports



Detached Chilliwack (+Yarrow and Sardis) Total Listings*, Sales, and %SOLD rates



Detached Chilliwack (+Yarrow and Sardis) Home Price Index*, Sale Price-List Price (\$ Difference) the average home sold for \$ less than their original list price)



*Home Price Index = average home prices; adjusted to yearly average finished sqft. Lot sqft, & age. ** Total Listings: all marketed listings /mnlthly
 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: **Corney Les**

Market analysis: current, history and future!

Feb 1 /12 Abbotsford

Abbotsford Sub areas Statistics - Jan 2012

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Poplar	46	1	270	90%	-\$195,000	2.2%
Bradner	32	0				0.0%
Matsqui	24	0				0.0%
Sumas Mountain	6	0				0.0%
Abbotsford West	179	21	66	94%	-\$24,900	11.7%
Abbotsford East	280	20	73	95%	-\$23,600	7.1%
Aberdeen	84	4	69	92%	-\$39,394	4.8%
Sumas Prairie	21	1	50	92%	-\$125,000	4.8%
Central Abbotsford	110	12	77	92%	-\$32,000	10.9%
Total Activity	782	59	46	95%	-\$18,950	8%

Detached

Abbotsford List Price Ranges Statistics - Jan 2012

Home Price Range	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$300,000	33	3	11	95%	-\$10,500	9.1%
\$300,001-\$400,000	160	18	62	95%	-\$19,850	11.3%
\$400,001-\$500,000	194	23	77	93%	-\$28,900	11.9%
\$500,001-\$600,000	123	7	73	90%	-\$57,900	5.7%
\$600,001-\$700,000	84	4	149	96%	-\$25,700	4.8%
\$700,001-\$900,000	87	1	69	90%	-\$88,000	1.1%
\$900,001-\$1,500,000	66	2	30	88%	-\$162,500	3.0%
\$1,500,001 and more	35	1	270	90%	-\$195,000	2.9%
Total Activity	782	59	46	95%	-\$18,950	8%

Detached

Feb 1 2012 Abbotsford Market Update

(Detached)

Current: Abbotsford is a **buyers** market with record listing inventory and with a near record low **8 %SOLD** rate and a 95% Sell/List Ratio. (This means that on an average sale their is a **\$18,950** discount from the original list price)

Most Active Price Range: Homes between \$400,000 and \$500,000 have a solid **11.9 %SOLD** rate with an average of 77 days on market (DOM) and a high sales discount averaging **\$28,900**.

Least Active Price Range: Of the 87 homes priced between \$700,000 and \$900,000 - we had 1 single sale that is a horrible- **1.1% SOLD** rate, an average 10% sales discount of **\$88,000** and with 270 days on market (DOM). There is no way to candy coat this....When combined with 2.99%/5 years financing this is a **major opportunity** for some incredible home buys.

History: Abbotsford Home Price Index* shows a peak increase of \$17,850 to \$430,446 in the 9 months from December 2010 to August 2011.

The Year-To-Date RMR Home Price Index * decreased (**-\$9,090**) to \$408,291.

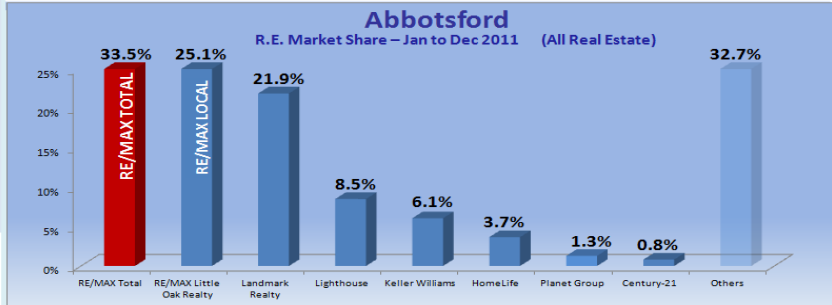
Future: Record Listing Inventory are ~7% higher than the same month in 2011. 200 New listings in January far exceeded the 59 monthly sales. This means that we will now see a large listing increases next month adding to the already over supplied market. Bottom-line, this is a great buyers opportunity for months to come.

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.)

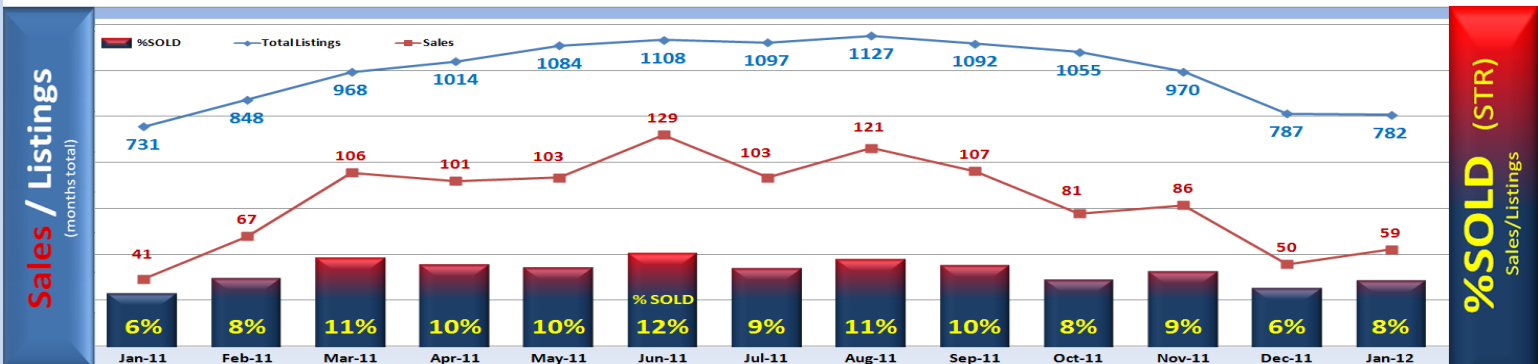
Monthly Changes Summary

	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	970	787	782		-5
Active Listings (1st of the month)	840	774	570	623	53
Solds	86	50	59		9
DOM	46	49	46		-3
Sold-List Price % Difference	95%	95%	95%		0%
Sold-List Price \$ Difference	-\$18,950	-\$22,000	-\$18,950		\$3,050
Home Price Index*	\$415,837	\$406,461	\$408,291		\$1,829
%SOLD (Sales/ Listings /mthly rate)	8.9%	6.4%	7.5%		1.2%

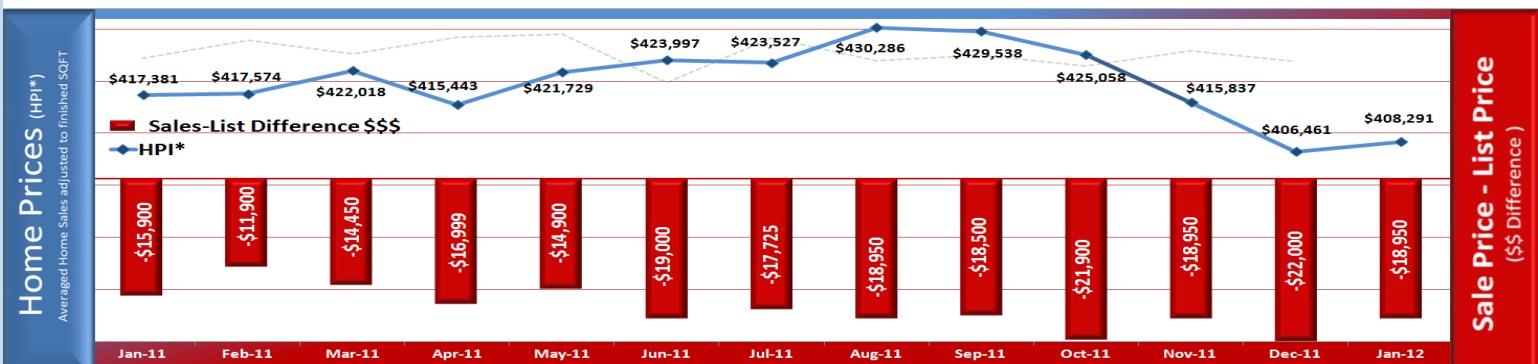
the RE/MAX Market Share Reports



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 = average home prices; adjusted to yearly average finished sqft. Lot sqft, & age. ** Total Listings: all marketed listings /mth
 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: **Corney Les**

RE/MAX Corney Les Realty 7300 Vedder Road #1, Chilliwack, BC V2R 4G6 Phone: 604-795-6938



Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

