

#1 the RE/MAX Market Reports: detached homes

RE/MAX Statistics, on the Web!

Market analysis: current, history and future!

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%
Total Activity	1099	177	12	97%	-\$68,000	16%

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%
Total Activity	1,099	177	12	97%	-\$68,000	16%

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 /mnthly 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.

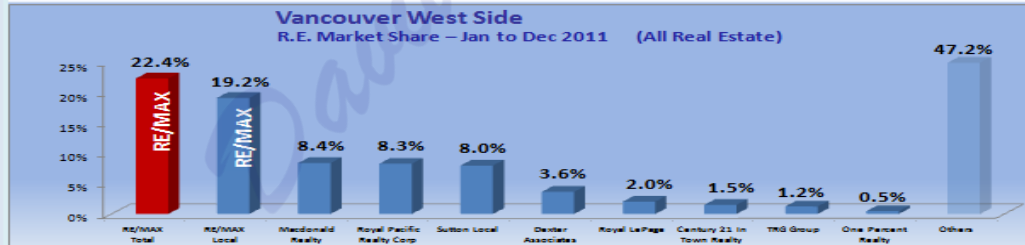
History: The Vancouver Westside Home Price Index 1* (Lower 50%) shows a 11% price increase in the 8 mnths from December - August 2011. This \$307,265 increase brought the HPI1 to \$1,696,543. Year-To-Date this Home Price Index* has increased \$162,619.

The Vancouver Westside Home Price Index 2* (High End - top 50%) shows a probable North American record price increase in just the 8 mnths 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 homeplease request a CMA from your REALTOR.

the RE/MAX Market Share Reports



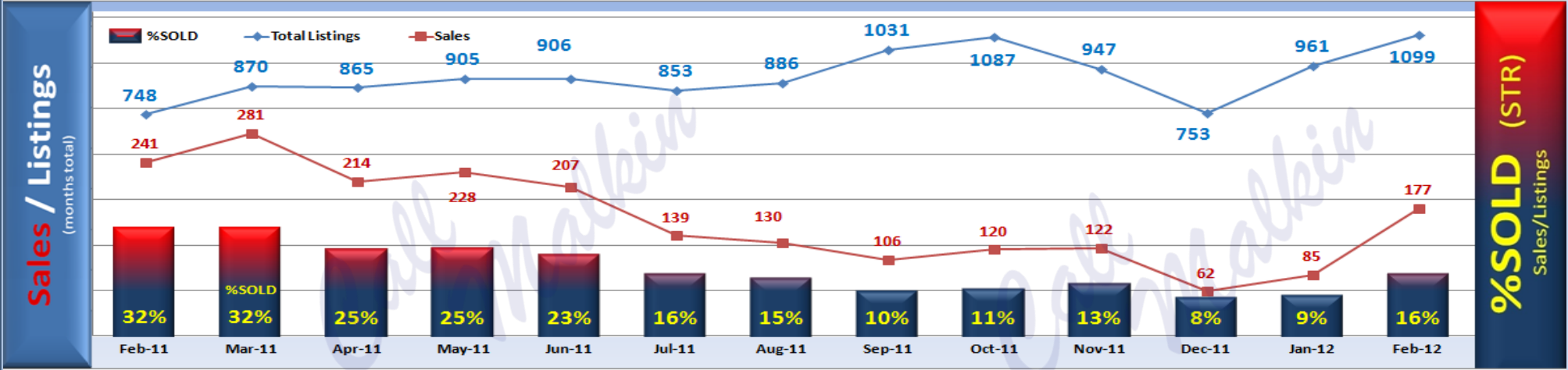
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The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

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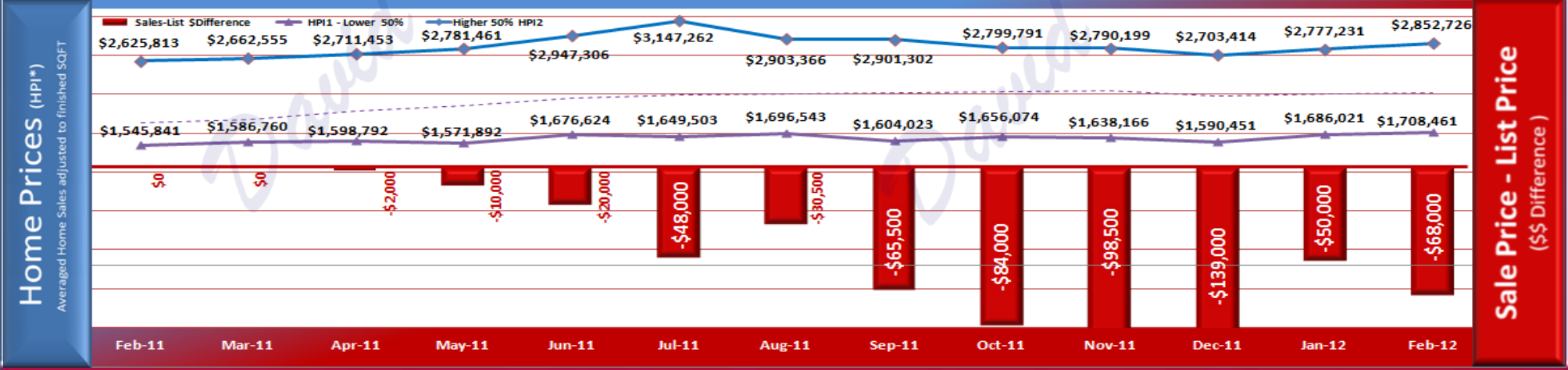
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Detached Vancouver Westside Total Listings, Sales, and %SOLD rates



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)



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attached homes

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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%
Total Activity	1155	176	18	98%	-\$10,000	15%

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%
Total Activity	1,155	176	18	98%	-\$10,000	15%

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.

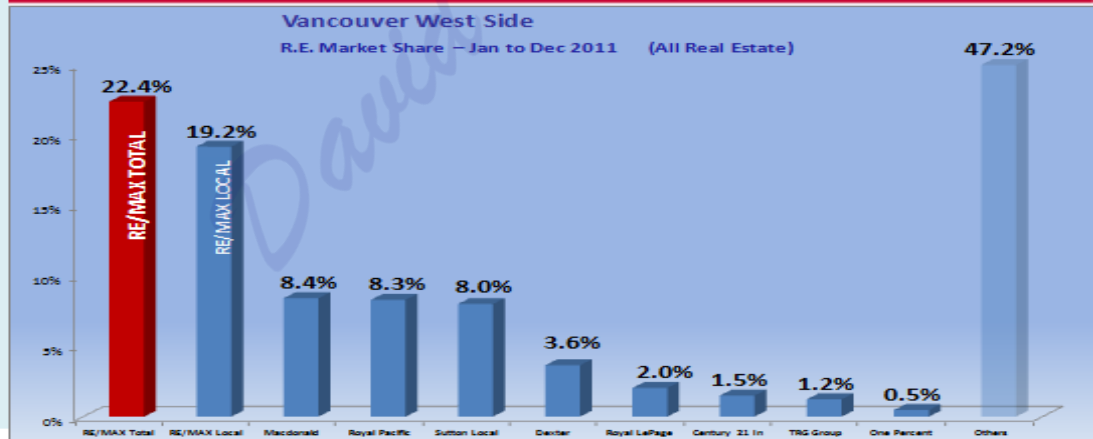
Least Active Price Range: Condos and townhomes above \$1.5 million have a **LOW 8.2% SOLD** rate (meaning that there are 8 sales out of 100 listings/month) with an average sales discount of \$159,000 from their original list price and 26 days on market (DOM).

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



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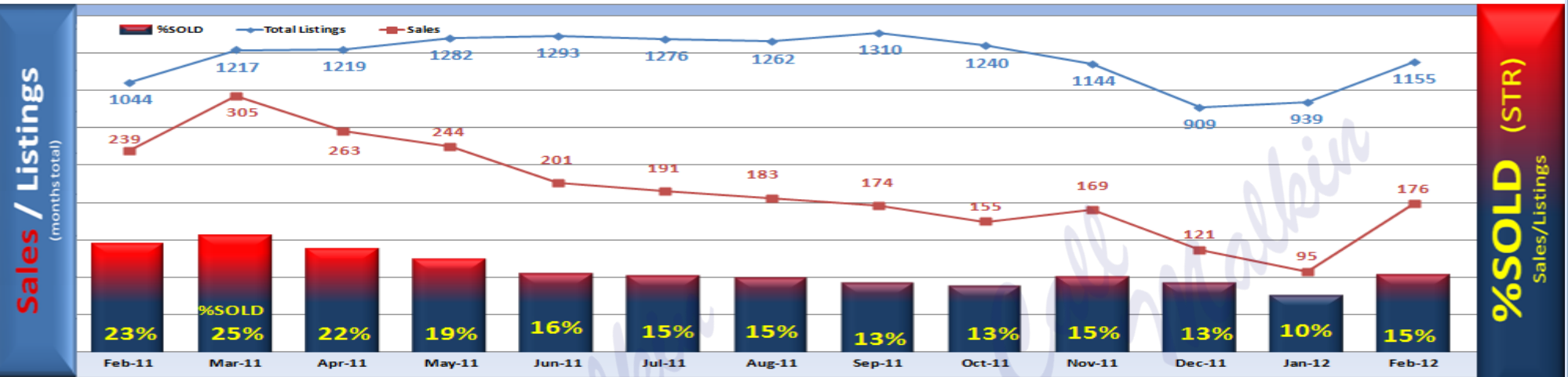
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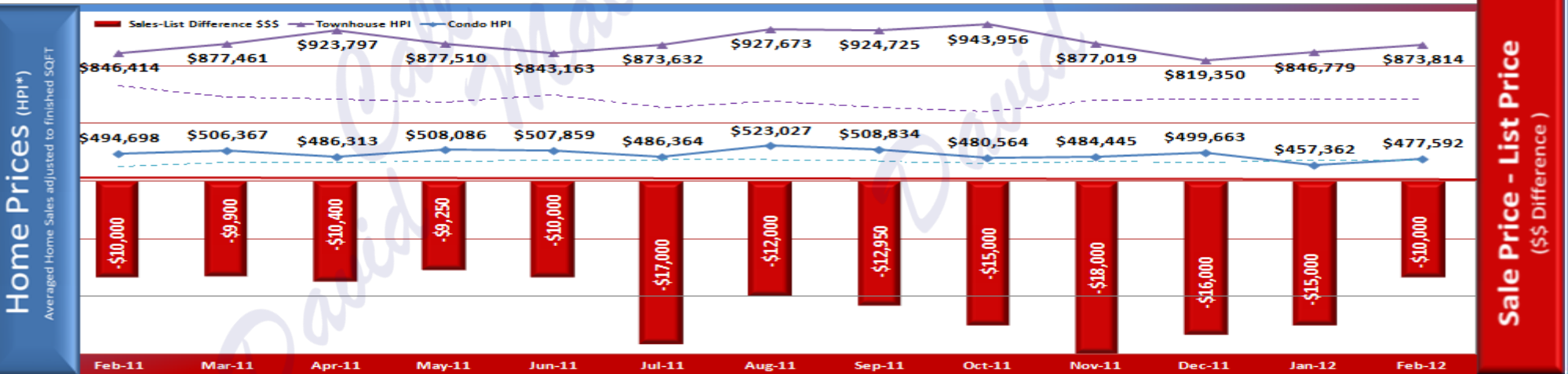
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Attached Vancouver West Side Total Listings, Sales, and %SOLD rates



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



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Supply and Demand

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

