

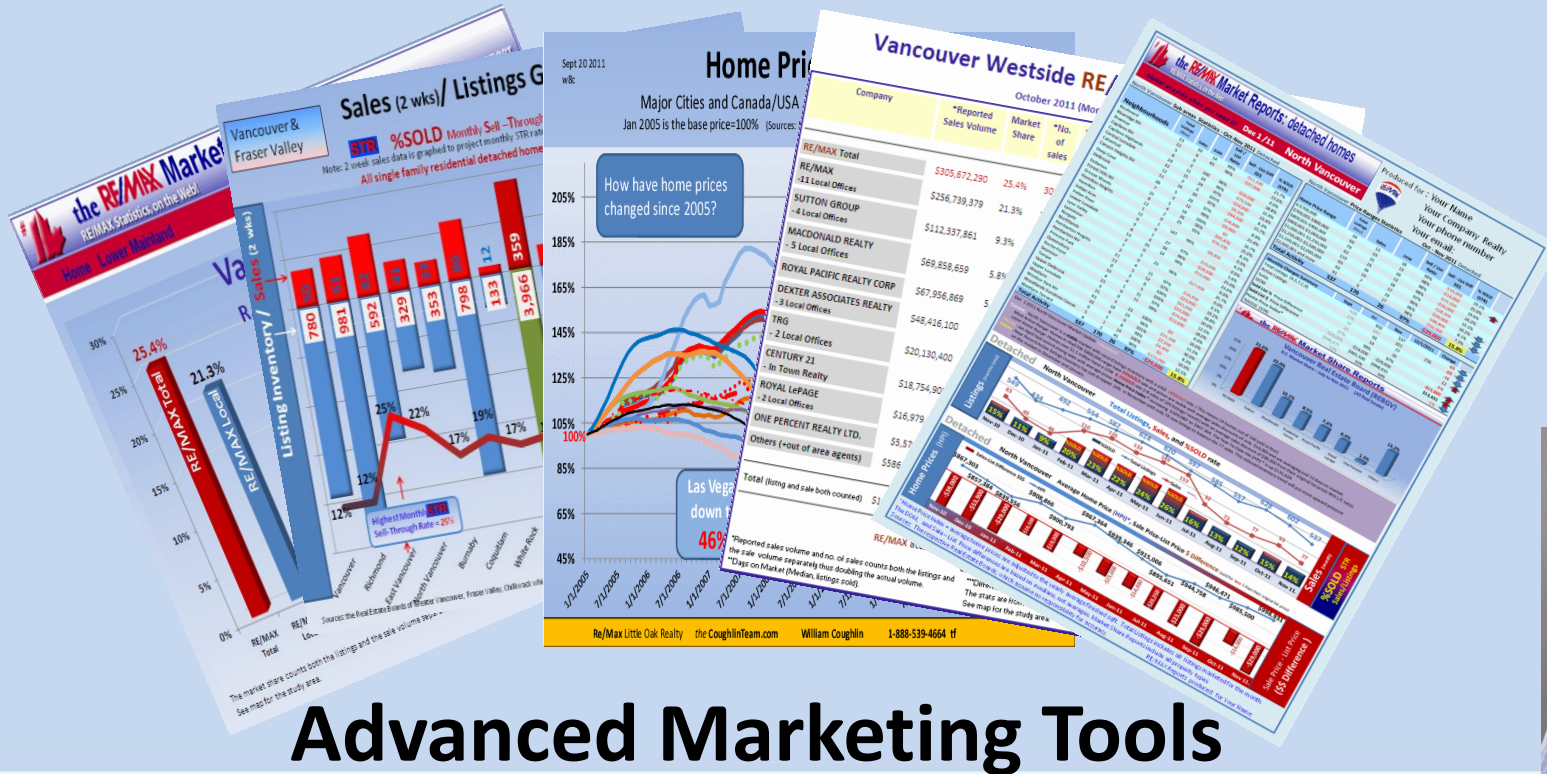


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RE/MAX Market Reports



Advanced Marketing Tools



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#1 the RE/MAX Market Reports: detached homes

RE/MAX Statistics, on the Web!

Market analysis: current, history and future!

Mar 1/12 New West – E. Burnaby

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New West, E. Burnaby Sub areas Statistics - Feb 2012

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

New West, E. Burnaby List Price Ranges Statistics - Feb 2012

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

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

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

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

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

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

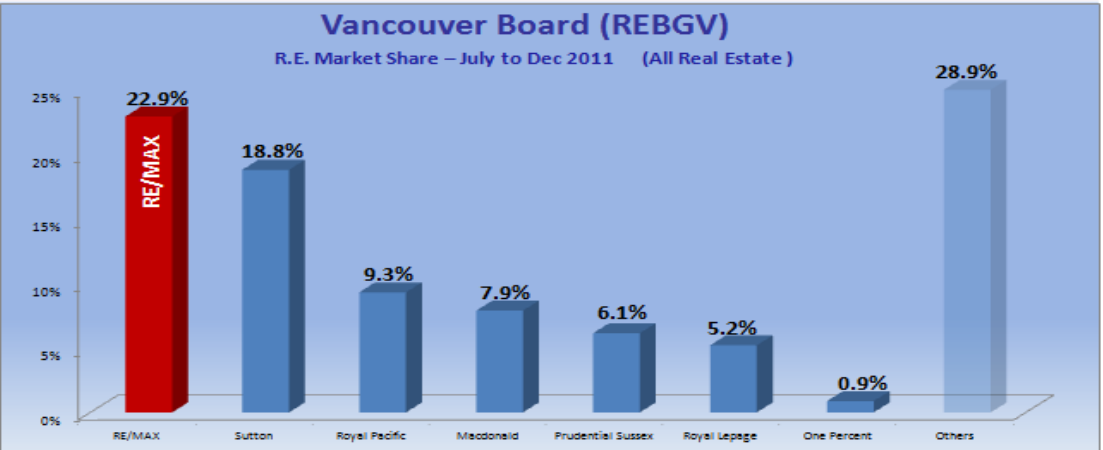
Least Active Range: Homes above \$1,000,000 have **10 %SOLD** rate with average sales price discount of \$56,000 and 32 DOM.

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

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

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

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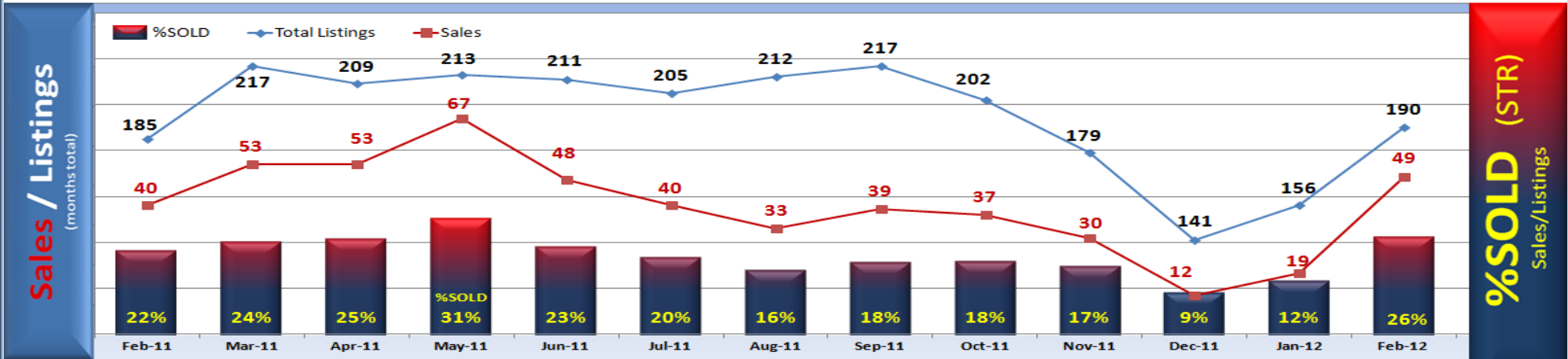
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Mar 1/12 New West – E. Burnaby

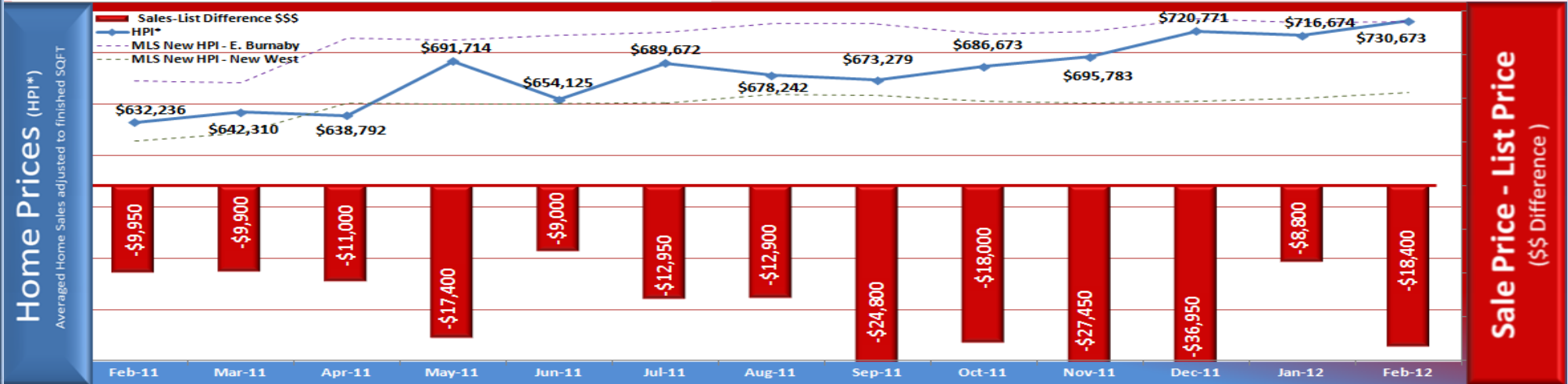
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Detached New West, E. Burnaby Total Listings, Sales, and %SOLD rates



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



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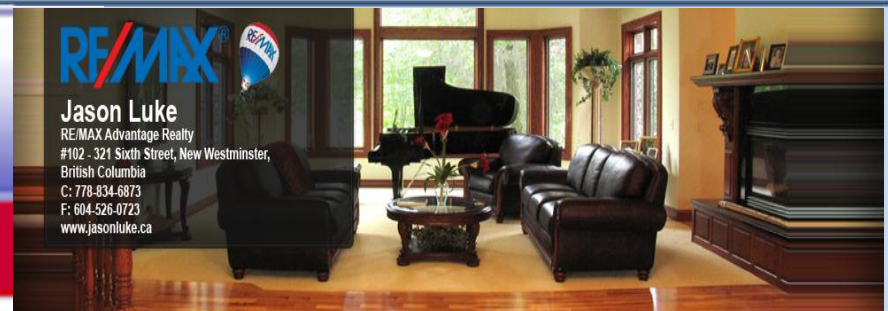
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detached homes

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Mar 1/12 Coquitlam

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Coquitlam Sub areas - Feb 2012

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

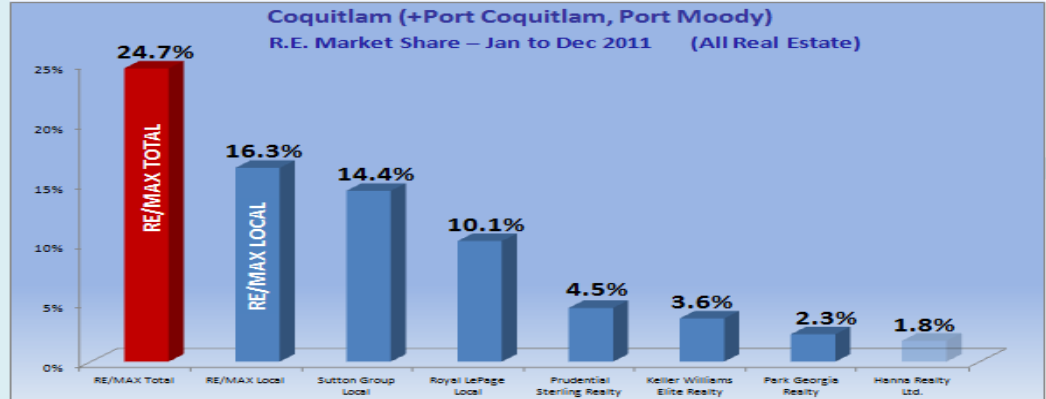
Coquitlam Price Range Statistics - Feb 2012

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

Monthly Changes Summary

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

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Mar 1 2012 Coquitlam Market Update (Detached)

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

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

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

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

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

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

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

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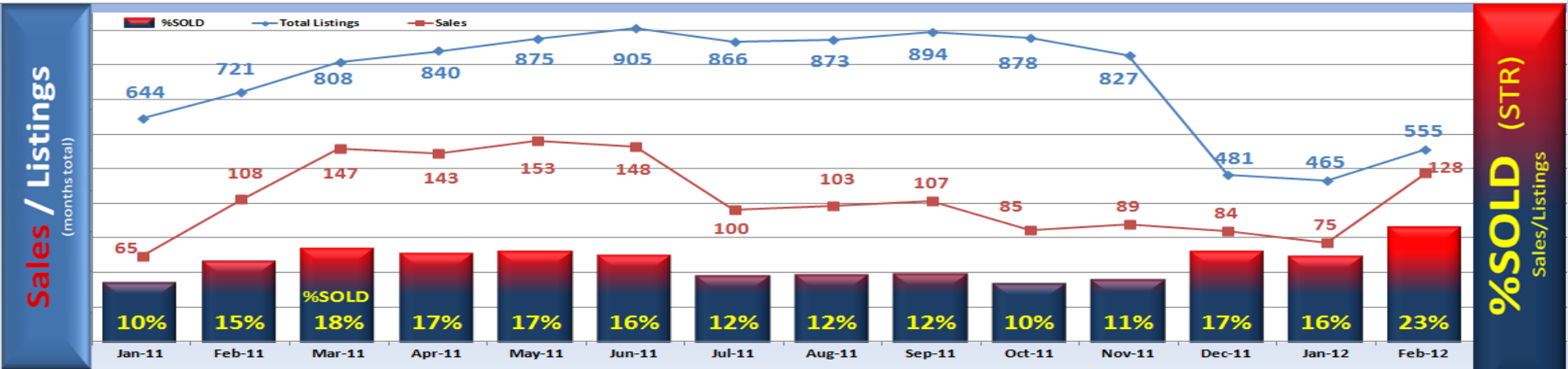
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Mar 1/12 Coquitlam

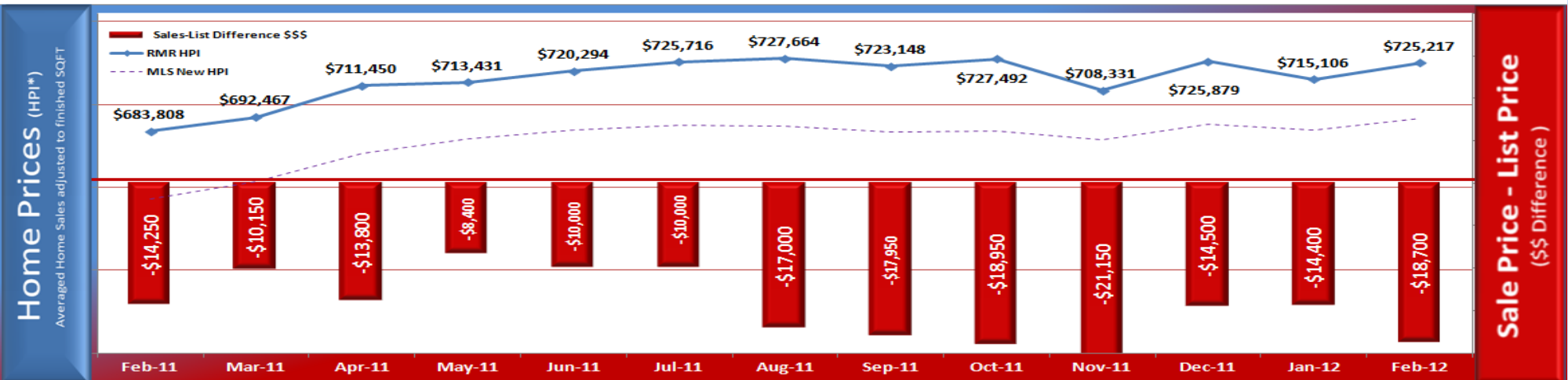


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Detached Coquitlam Total Listings**, Sales, and %SOLD rates



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



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attached homes

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Mar 1/12 New West – E. Burnaby

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

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

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

Feb 1 2012 New West, E. Burnaby Market Update

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

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

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

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

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

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

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

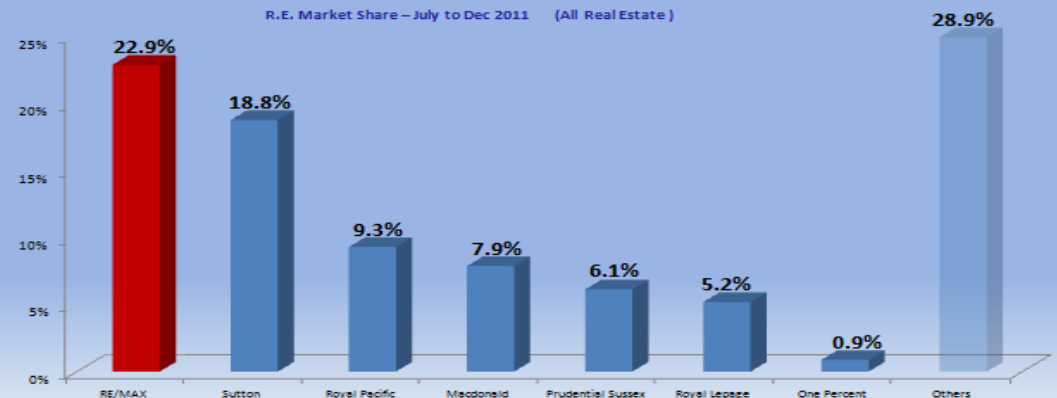
We are all waiting to see if the Chinese buyers materialize in the volumes we saw last year as it has a domino effect on our market place.

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

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Vancouver Board (REBGV)

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



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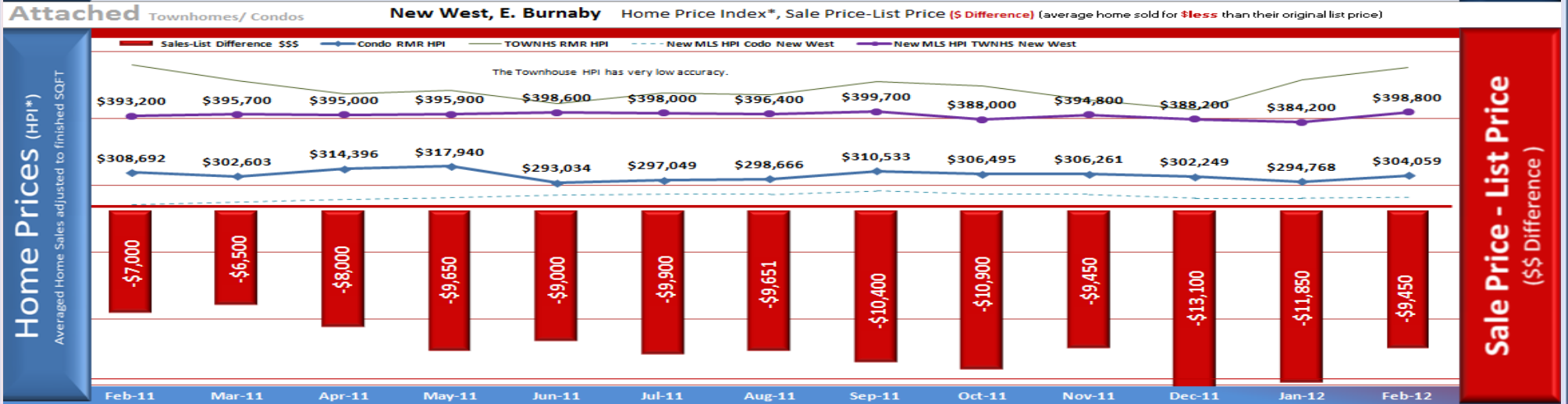
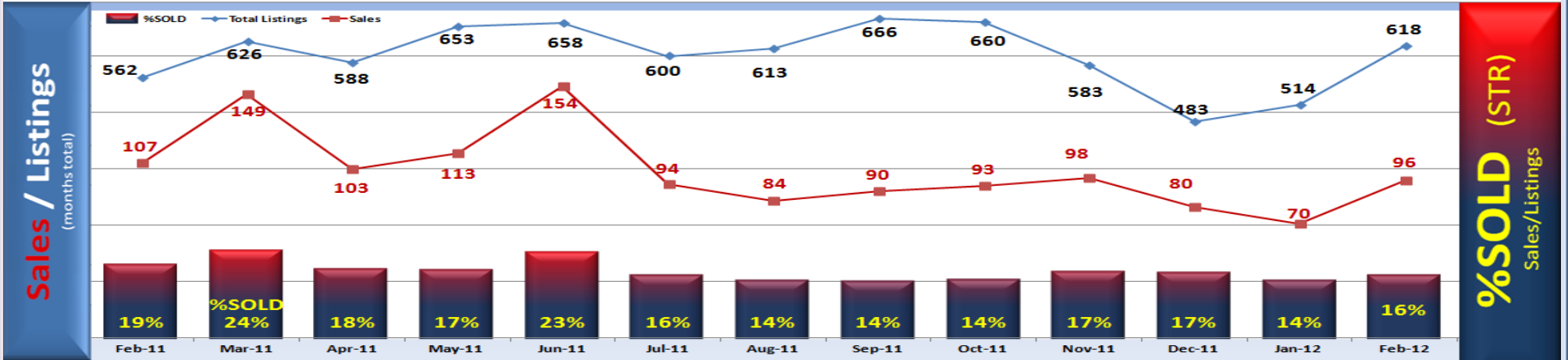


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Attached Townhomes/ Condos New West, E. Burnaby Total Listings, Sales, and %SOLD rates



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Supply and Demand

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

