

RE/MAX Market Reports



Advanced Market Analysis



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



East Surrey Sub areas Statistics - Jan 2012 Detached

Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$ Difference	%SOLD (STR)
Fraser Heights	123	10	83	96%	-\$34,350	8.0%
Guildford	27	4	132	94%	-\$38,200	15.4%
Port Kells	23	1	60	97%	-\$21,900	0.0%
Fleetwood Tynehead	182	27	56	96%	-\$18,800	14.8%
Panorama Ridge	114	13	59	97%	-\$14,900	11.3%
Sullivan Station	100	7	85	92%	-\$48,040	12.0%
Total Activity	569	62	66	96%	-\$28,800	11%

East Surrey List Price Ranges Statistics - Jan 2012 Detached

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$ Difference	%SOLD (STR)
0-\$500,000	67	12	67	96%	-\$14,350	17.9%
\$500,001-\$600,000	116	20	68	96%	-\$22,950	17.2%
\$600,001-\$700,000	134	15	70	96%	-\$25,000	11.2%
\$700,001-\$800,000	89	7	36	96%	-\$29,000	7.9%
\$800,001-\$1,000,000	72	6	68	93%	-\$63,900	8.3%
\$1,000,001 and more	91	2	62	90%	-\$135,000	2.2%
Total Activity	569	62	66	96%	-\$28,800	11%

Feb 1 2012 East Surrey Market Update (Detached)

Current: East Surrey is a buyers market with a low **11 %SOLD** rate, a long 66 DOM and a high discount on sale : a 96% Sell/List Ratio. (This means that there is an average of a \$28,800 sales discount from the original list price)

Most Active Price Range: Homes below \$500,000 and have **17.9 %SOLD** rate keeping prices stable. Home sales have averaged discounts of \$14,350 and 67 days on the market.

Least Active Price Range: Homes above \$1 million have a **2.2 %SOLD** rate (meaning 2 sales for 100 listings/ month). Home sales have averaged sales discounts of \$135,000 and 62 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 decreased (-\$7,041) to **\$587,449**

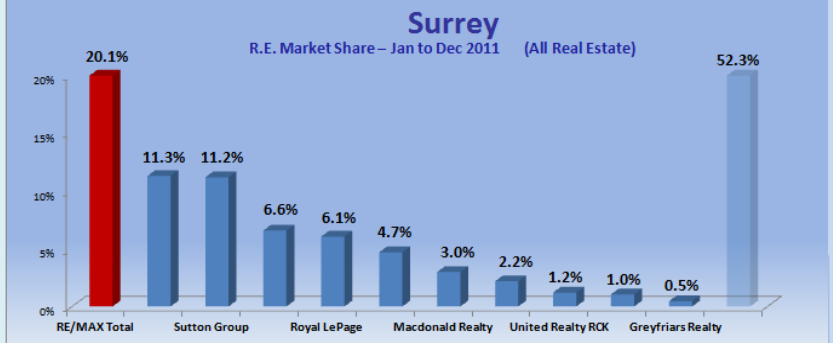
Future: January's total listings count is a very close to the same period YTD. The new listings exceeded the sales last month meaning that we are seeing listing levels really increase. This will continue to be a buyers market for the next month or more.

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.

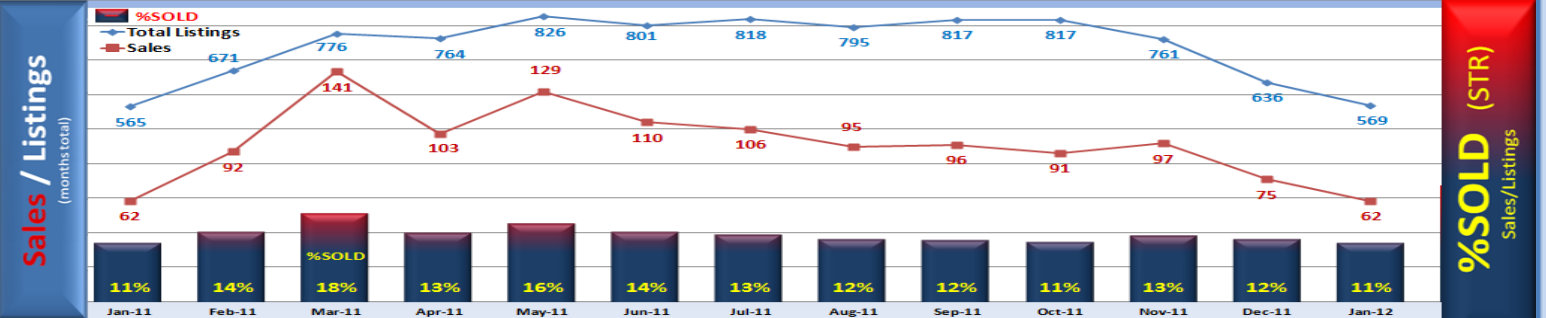
Monthly Changes Summary

	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	761	636	569		-67
Active Listings (1st of the month)	635	571	396	432	36
Solds	97	75	62		-13
Days on Market (DOM)	35	48	66		18
Sold-List Price % Difference	97%	96%	96%		0%
Sold-List Price \$ Difference	-\$19,900	-\$20,000	-\$28,800		-\$8,800
Home Price Index*	\$599,277	\$588,729	\$587,449		-\$1,280
%SOLD (Sales/ Listings /mthly rate)	13%	12%	11%		-1%

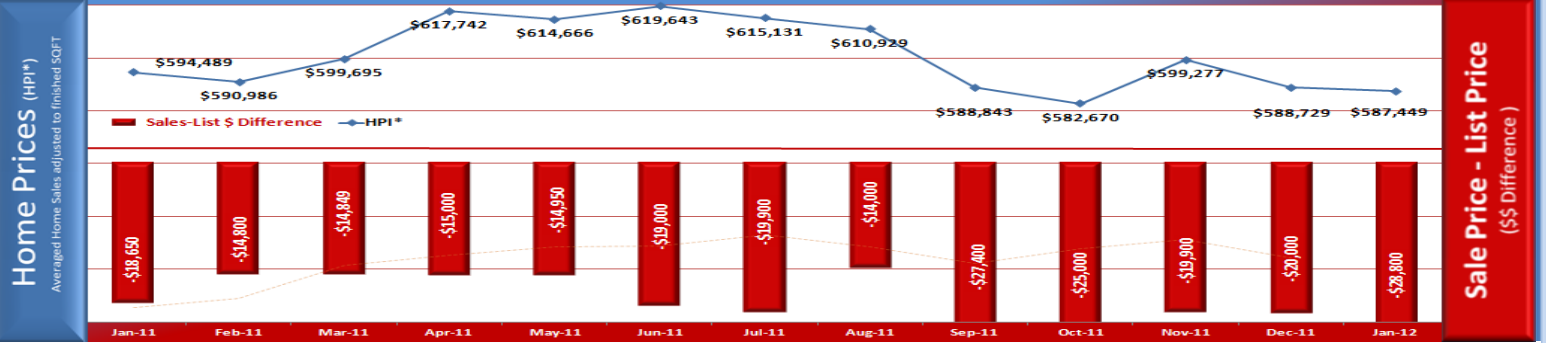
the RE/MAX Market Share Reports



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

Market analysis: current, history and future! Feb 1 /12 Langley - Walnut Grove

Langley Sub areas Statistics - Jan 2012

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Murrayville	36	5	10	99%	-\$4,900	13.9%
Walnut Grove	93	8	31	98%	-\$12,500	8.6%
County Line Glen Valley	22	0			0.0%	
Willoughby Heights	241	11	34	96%	-\$23,000	4.6%
Salmon River	57	2	100	93%	-\$74,250	3.5%
Brookwood Langley	86	9	36	96%	-\$16,000	10.5%
Aldergrove Langley	53	9	44	97%	-\$11,900	17.0%
Campbell Valley	54	4	61	94%	-\$80,950	7.4%
Otter District	42	4	123	95%	-\$48,500	9.5%
Fort Langley	33	4	53	90%	-\$76,950	12.1%
Langley City	74	6	45	97%	-\$16,450	8.1%
Total Activity	791	62	35	97%	-\$14,500	8%

Detached

Langley List Price Ranges Statistics - Jan 2012

Home Price Range	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$400,000	87	10	56	94%	-\$11,850	11.5%
\$400,001-\$500,000	87	12	34	95%	-\$22,500	13.8%
\$500,001-\$600,000	142	17	28	97%	-\$15,000	12.0%
\$600,001-\$700,000	200	8	36	98%	-\$13,200	4.0%
\$700,001-\$800,000	54	2	21	94%	-\$45,440	3.7%
\$800,001-\$900,000	23	1	117	89%	-\$98,500	4.3%
\$900,001-\$1,000,000	29	2	3	94%	-\$61,390	6.9%
\$1,000,001-\$1,250,000	39	5	96	93%	-\$78,000	12.8%
\$1,250,001-\$1,500,000	33	2	85	88%	-\$199,000	6.1%
\$1,500,001-\$2,000,000	40	2	79	95%	-\$95,000	5.0%
\$2,000,001 and more	57	1	164	100%	\$0	1.8%
Total Activity	791	62	35	97%	-\$14,500	8%

Detached

Feb 1 2012 Langley Market Update (Detached)

Current: Langley city and the Langley district is a buyers market with high listing inventories, a 12 %SOLD rate and a 97% Sell/List Ratio.

(This means that there is an average of a \$14,500 discount on a sale from the original list price)

Most Active Price Range: Homes between \$400,000 and \$500,000 have 13.8 %SOLD rate resulting in a sellers market. Home sales have average discounts of \$22,500 and 34 days on the market.

Least Active Price Range: Homes over \$2 million have a 1.8 %SOLD (Resulting in 2 sales of 100 listings/ month) with average 164 DOM.

History: The average home according to Langley Home Price Index* shows price increases of 8% in the months from Dec-July 2011. This \$41,848 increase brought the Home Price Index* to \$546,459

Year-To-Date the Home Price Index* is virtually the same.

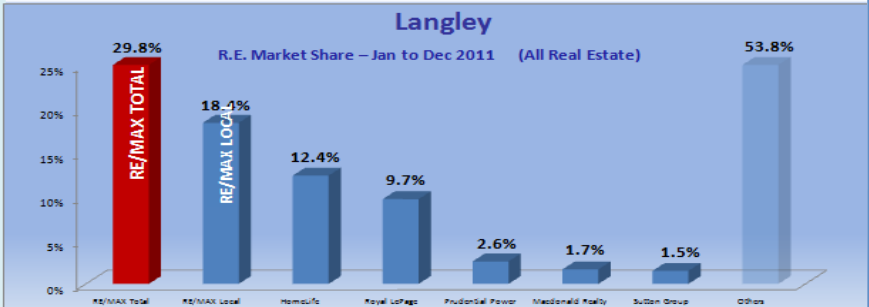
Future: Active Listing Inventory is ~5% higher than the same month YTD. New listings barely exceed the sales last month meaning that we would see listing levels increase next month that may possibly stabilize the over supplied market.

Note*: The Langley Home Price Index* covers many markets and is a general indicator of price change. 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

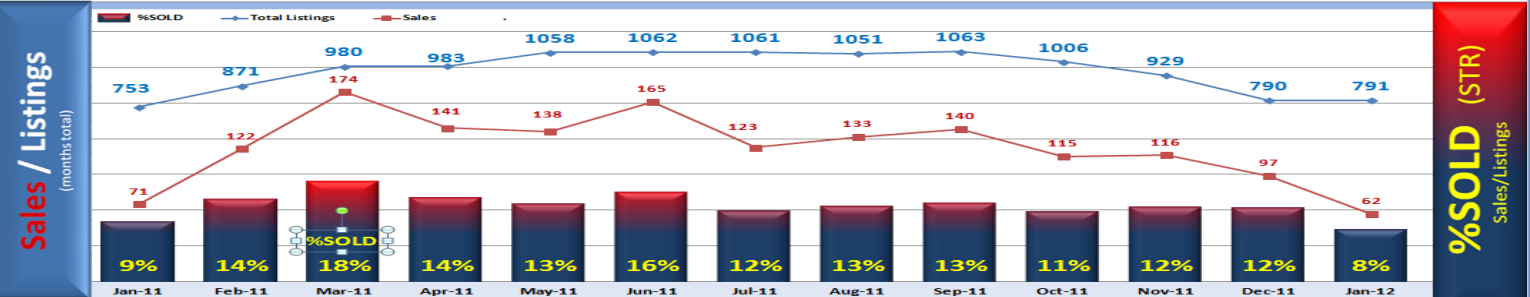
Monthly Changes Summary

	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	929	790	791		1
Active Listings	753	686	547	634	87
Solds	116	97	62		-35
Days on Market (DOM)	43	49	35		-14
Sold-List Price % Difference	95.0%	95.8%	97.4%		1.6%
Sold-List Price \$\$ Difference	-\$21,950	-\$25,650	-\$14,500		\$11,150
Home Price Index*	\$540,022	\$530,997	\$532,534		\$1,537
%SOLD (Sales/ Listings /monthly rate)	12%	12%	8%		-4%

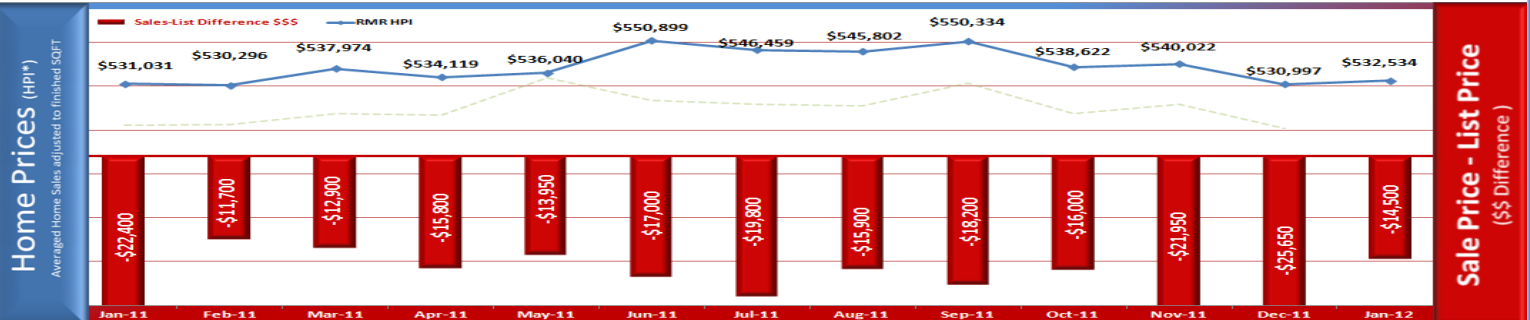
the RE/MAX Market Share Reports



Detached Langley Total Listings, Sales, and %SOLD Rates



Detached Langley Home Price Index*, Sale Price-List Price (\$ Difference = 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: **Randy Dyck**

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.

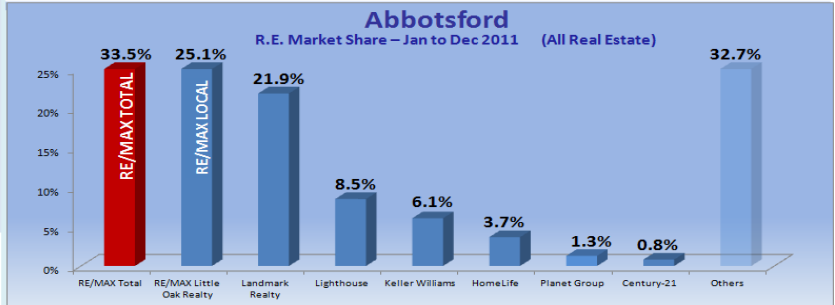
Future: Record Listing Inventory are ~7% higher than the same month in 2011. 200 New listings in January far exceeded the 59 monthly sales. This means that we will now see a large listing increases next month adding to the already over supplied market. Bottom-line, this is a great buyers opportunity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

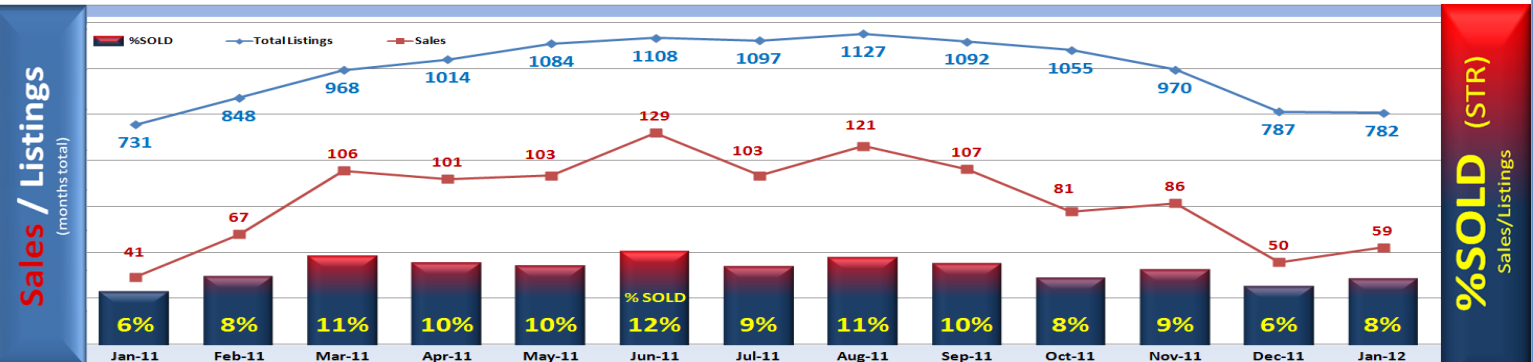
Monthly Changes Summary

	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%

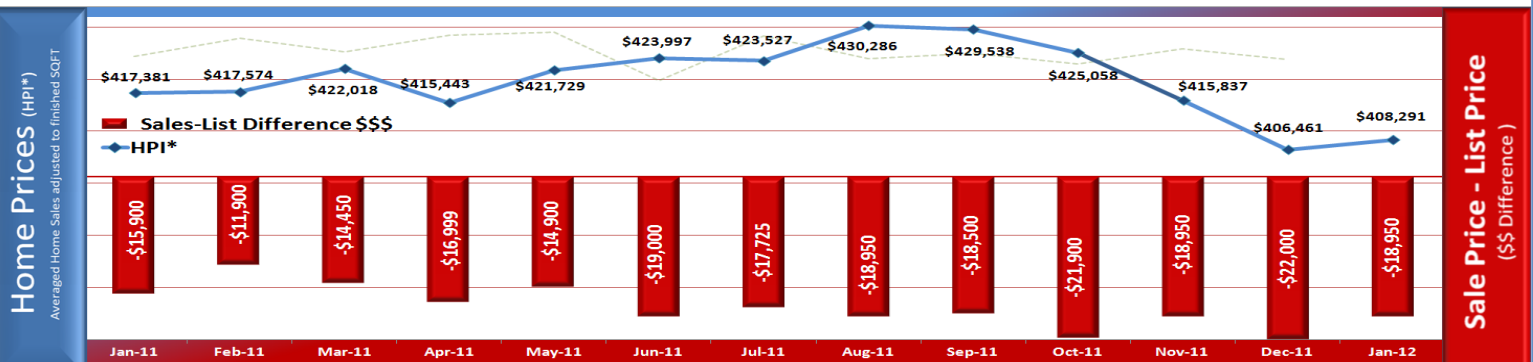
the RE/MAX Market Share Reports



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 /mthly
 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: **Randy Dyck**

Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

