

# RE/MAX Market Reports



## Advanced Market Analysis



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



produced for: **Steve Burk**



Market analysis: current, history and future! Feb 1 /12 Vancouver Westside

Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$ Difference	%SOLD (STR)
Arbutus	69	7	8	97%	-\$78,800	10.1%
Cambie	66	6	51	95%	-\$94,000	9.1%
Dunbar	109	14	8	98%	-\$37,000	12.8%
Fairview VW	2	0			0.0%	
Kerrisdale	50	1	32	99%	-\$20,000	2.0%
Kitsilano	63	12	10	100%	-\$5,000	19.0%
MacKenzie Heights	43	3	11	100%	\$0	7.0%
Mount Pleasant VW	3	0			0.0%	
Marpole	60	5	44	96%	-\$48,000	8.3%
Oakridge VW	25	3	56	98%	-\$31,000	12.0%
Point Grey	95	9	9	99%	-\$35,000	9.5%
Quilchena	32	5	10	98%	-\$60,000	15.6%
South Cambie	29	2	5	95%	-\$97,500	6.9%
South Granville	113	6	39	93%	-\$219,000	5.3%
Shaughnessy	106	0			0.0%	
Southlands	37	2	40	97%	-\$55,000	5.4%
S.W. Marine	44	8	15	95%	-\$97,000	18.2%
University VW	15	2	9	103%	\$116,000	13.3%
<b>Total Activity</b>	<b>961</b>	<b>85</b>	<b>11</b>	<b>97%</b>	<b>-\$50,000</b>	<b>9%</b>

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$ Difference	%SOLD (STR)
\$0-\$1,250,000	22	3	13	96%	-\$42,000	13.6%
\$1,250,001-\$1,500,000	44	11	44	97%	-\$38,000	25.0%
\$1,500,001-\$1,750,000	56	11	10	98%	-\$30,000	19.6%
\$1,750,001-\$2,000,000	94	15	11	99%	-\$21,000	16.0%
\$2,000,001-\$2,250,000	44	10	7	100%	\$6,000	22.7%
\$2,250,001-\$2,500,000	99	10	11	96%	-\$93,000	10.1%
\$2,500,001-\$2,750,000	71	8	8	97%	-\$84,400	11.3%
\$2,750,001-\$3,000,000	112	7	5	95%	-\$135,000	6.3%
\$3,000,001-\$4,000,000	199	5	61	96%	-\$138,000	2.5%
\$4,000,001 and more	220	5	16	100%	\$0	2.3%
<b>Total Activity</b>	<b>961</b>	<b>85</b>	<b>11</b>	<b>97%</b>	<b>-\$50,000</b>	<b>9%</b>

Monthly Changes Summary	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	947	753	961		208
Active Listings (1st of the month)	785	654	478	773	295
Solds	122	62	85		23
Days on Market (DOM)	31	55	11		-44
Sold-List Price % Difference	94.9%	93.1%	97.4%		4.3%
Sold-List Price \$\$ Difference	-\$98,500	-\$139,000	-\$50,000		\$89,000
HPI Lower End Home Price Index*	\$1,638,166	\$1,590,451	\$1,686,021		\$95,570
HPI2 Higher End Home Price Index*	\$2,790,199	\$2,703,414	\$2,777,231		\$73,817
%SOLD (Sales/ Listings /monthly rate)	12.9%	8.2%	8.8%		0.6%

Feb 1 2012 Vancouver Westside Market Update (Detached)

**Current:** Vancouver Westside should be a buyers market with record listing inventories, a LOW 9 %SOLD rate and a 97% Sell/List Ratio. (9 %SOLD means 9 out of 100 home sold in January with an average of a \$50,500 discount on a sale from the original list price. But in ways we are acting like a sellers market with sales resulting in a LOW 11 days on market and higher prices.

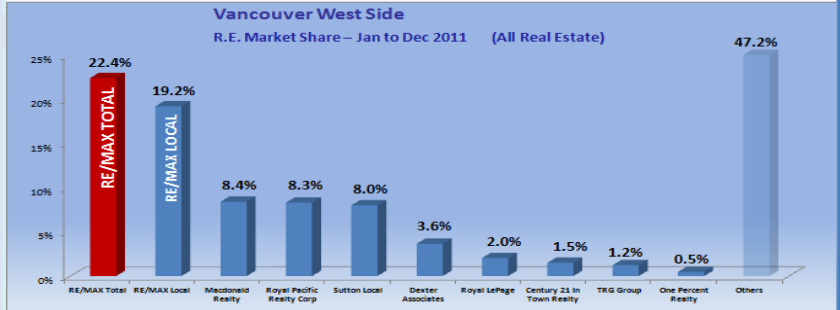
**Most Active Price Range:** Homes between \$1.25 and \$1.5 million have 25.0 %SOLD rate. These home sales have average discounts of \$38,000 and 44 Days-On-Market.

**Least Active Price Range:** Homes above \$4 million have low 2.3 %SOLD but with 16 DOM.

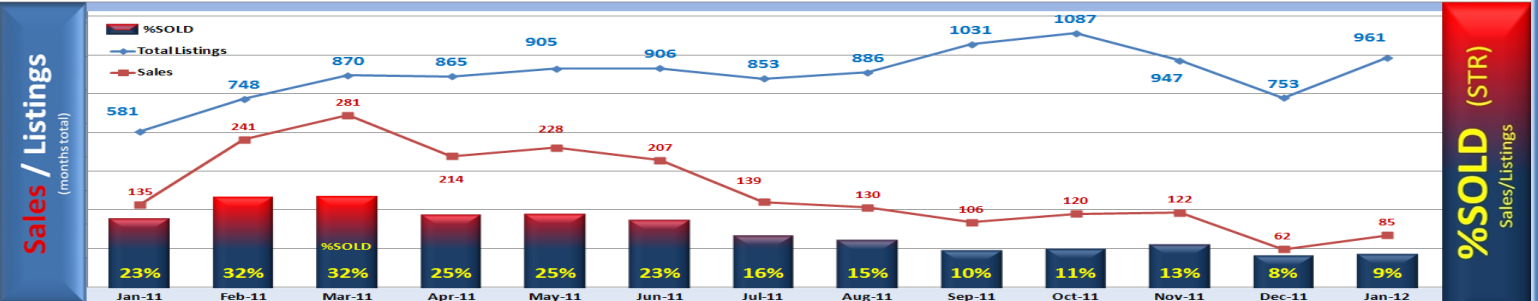
**History:** The Vancouver Westside Home Price Index 1\* (Lower 50%) shows a 11% price increase in the 8 mths from December - August 2011. This \$307,265 increase brought the HPI1 to \$1,696,543. Year-To-Date this Home Price Index HPI1\* has increased 11% or \$216,871. The Vancouver Westside Home Price Index 2\* (High End - top 50%) shows a probable North American record price increase in just the 8 mths 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 HPI2\* has increased 12% or \$308,348.

**Future:** Record Active Listing Inventory (~56% higher than January 2012) has increased 19% this last month. New listings far exceed the sales meaning that we will expect to see listing levels increase next month. On the demand side the Chinese New Year started on Jan 23 with moderate indications of more new buyers. We had 85 January sales which is down from the 135 for the same time last year. 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 HPI1 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 HPI2 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 of 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 home...please request a CMA from your REALTOR.

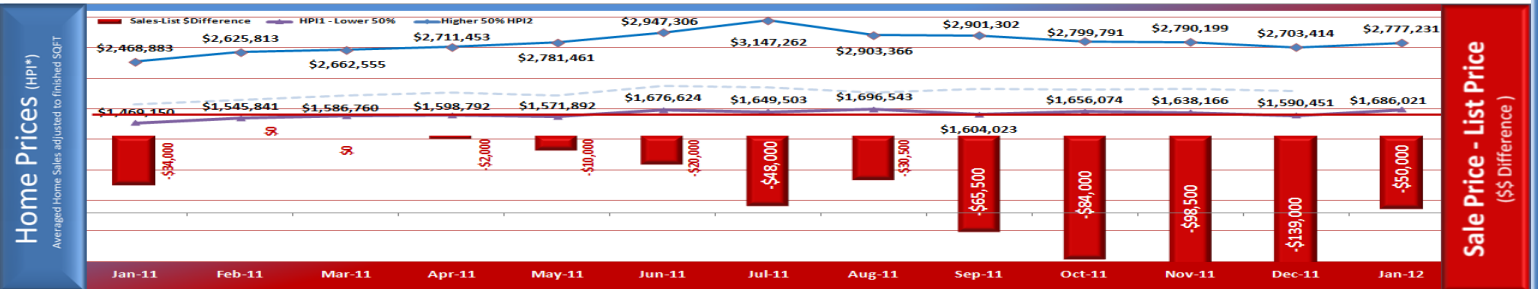
the RE/MAX Market Share Reports



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)



\*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: Steve Burk

### Market analysis: current, history and future! Feb 1 /12 West Vancouver

West Vancouver Sub areas Statistics - Jan 2012

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Altamont	18	2	108	88%	-\$1,438,500	11.1%
Ambleside	43	5	32	98%	-\$22,000	11.6%
British Properties	66	6	6	97%	-\$75,000	9.1%
Bayridge	13	3	69	93%	-\$115,000	23.1%
Caulfeild	33	1	123	91%	-\$216,920	3.0%
Canterbury WV	9	0				0.0%
Cedardale	7	1	101	94%	-\$135,000	14.3%
Cypress Park Estates	14	2	7	97%	-\$43,900	14.3%
Chelsea Park	5	0				0.0%
Chartwell	15	2	143	91%	-\$270,000	13.3%
Cypress	15	3	44	97%	-\$50,000	20.0%
Deer Ridge WV	0	0				0.0%
Dundarave	26	1	3	108%	\$200,000	3.8%
Eagle Harbour	24	1	82	98%	-\$29,000	4.2%
Eagleridge	6	0				0.0%
Furry Creek	13	0				0.0%
Gleneagles	13	0				0.0%
Glenmore	13	2	74	94%	-\$90,000	15.4%
Horseshoe Bay WV	10	1	8	95%	-\$123,000	10.0%
Howe Sound	10	0				0.0%
Lions Bay	26	2	135	90%	-\$164,000	7.7%
Olde Caulfeild	3	0				0.0%
Porteau Cove	0	0				0.0%
Park Royal	6	3	76	95%	-\$106,000	50.0%
Panorama Village	1	0				0.0%
Queens	19	1	62	91%	-\$223,000	5.3%
Rockridge	7	1	235	75%	-\$1,895,000	14.3%
Sandy Cove	2	0				0.0%
Sentinel Hill	8	1	16	95%	-\$73,000	12.5%
Upper Caulfeild	4	0				0.0%
West Bay	15	0				0.0%
Whytecliff	7	0				0.0%
Whitby Estates	10	0				0.0%
Westhill	11	1	13	95%	-\$130,000	9.1%
Westmount WV	12	0				0.0%
<b>Total Activity</b>	<b>484</b>	<b>39</b>	<b>42</b>	<b>95%</b>	<b>-\$119,000</b>	<b>8%</b>

### Feb 1 2012 West Vancouver Market Update (detached)

**Current:** West Vancouver has a buyer's market with a LOW 8 %SOLD rate, 42 days on the market (DOM) and with a 5% selling discount or \$119,000 off the original list price.

**Most Active Price Range:** Homes between \$1.25 million \$1.5 million are still in a sellers market with 18.4 %SOLD rates with average sales discounts of \$29,000 and 76 (DOM)

**Least Active Price Range:** Homes over \$3.5 million have low 2.4 %SOLD rate with average sales discounts of \$1,197,500 and a long 127 days on the market (DOM)

**History:** The West Van residential detached housing market had one of the strongest spring markets on record. In the months January to August the Home Price Index\* shows a 40% price increase. This \$582,747 lifted the median home value RMR HPI\* up to \$2,048,733. The Year-To-Date the (HPI)\* is up \$532,964.

**Future:** Active listings have increased 24% over January levels last year. January also had far more new listings than sales thus increasing listing inventory in the following months.

NOTE: The HPI\* is calculated from all home sales averaged & adjusted for finished square footage, age and lot size. This HPI may exclude duplexes and homes on acreage sales.

The West Vancouver market has some very diverse price ranges with lots with million dollar views so the RMR HPI is a poor example of real home price changes. For a more accurate price change for your home do request a CMA.

West Vancouver List Price Ranges Statistics - Jan 2012

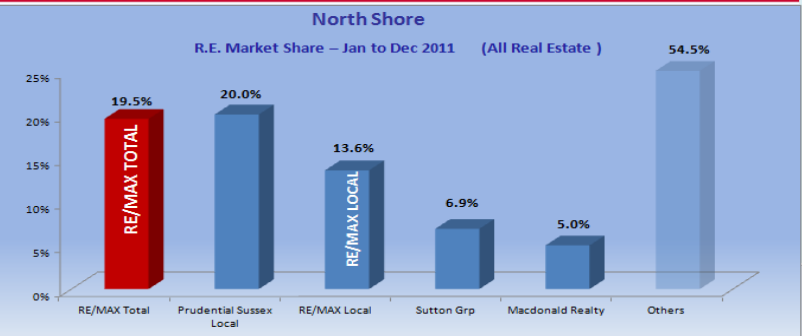
Home Price Range	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
\$0-\$1,250,000	50	5	25	96%	-\$40,000	10.0%
\$1,250,001-\$1,500,000	49	9	76	98%	-\$29,000	18.4%
\$1,500,001-\$2,000,000	63	4	39	96%	-\$78,000	6.3%
\$2,000,001-\$2,500,000	47	6	112	91%	-\$219,960	12.8%
\$2,500,001-\$3,000,000	59	8	8	95%	-\$126,500	13.6%
\$3,000,001-\$3,500,000	48	3	65	91%	-\$290,000	6.3%
\$3,500,001 and more	168	4	127	83%	-\$1,197,500	2.4%
<b>Total Activity</b>	<b>484</b>	<b>39</b>	<b>42</b>	<b>95%</b>	<b>-\$119,000</b>	<b>8%</b>

### Monthly Changes Summary

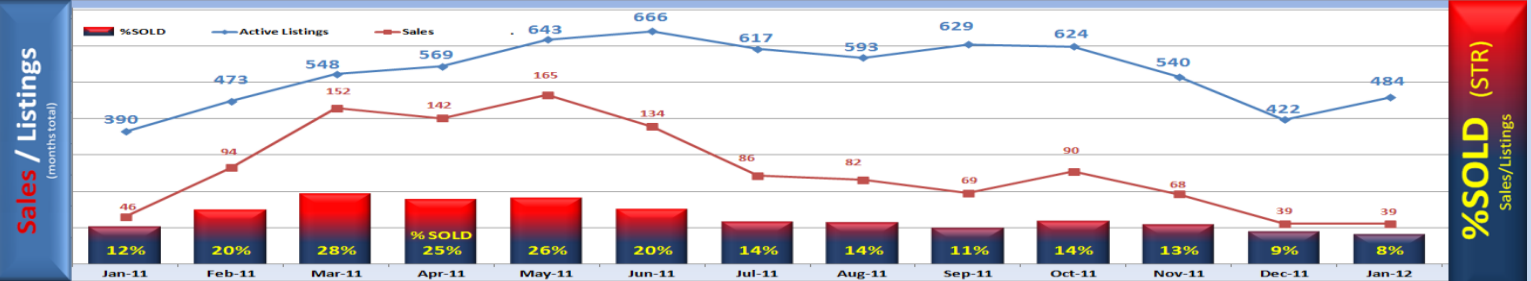
	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings (A,S,T,C,X)	540	422	484	62	87
Active Listings (1st of the month)	447	386	288	375	0
Solds	68	39	39	7	-7
DOM	25	49	42		
Sold-List Price % Difference	95.1%	95.7%	94.5%		-1.2%
Sold-List Price \$ Difference	-\$91,500	-\$79,000	-\$119,000		-\$40,000
Home Price Index*	\$1,890,707	\$1,734,342	\$1,998,950		\$264,607
%SOLD (Sales/ Listings /mthly rate)	12.6%	9.2%	8.1%		-1.2%

### the RE/MAX Market Share Reports

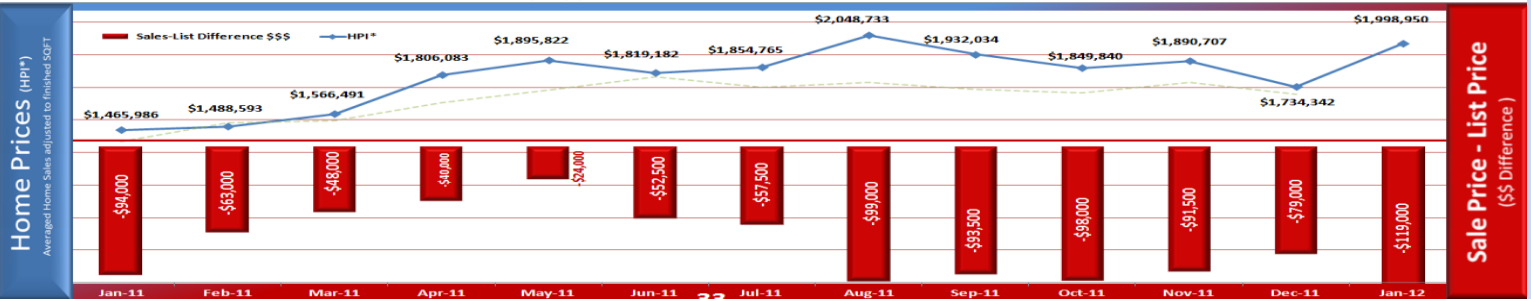
Home - Lower Mainland



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



Detached West Vancouver Home Price Index (HPI)\*, Sale Price-List Price \$ Difference (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.

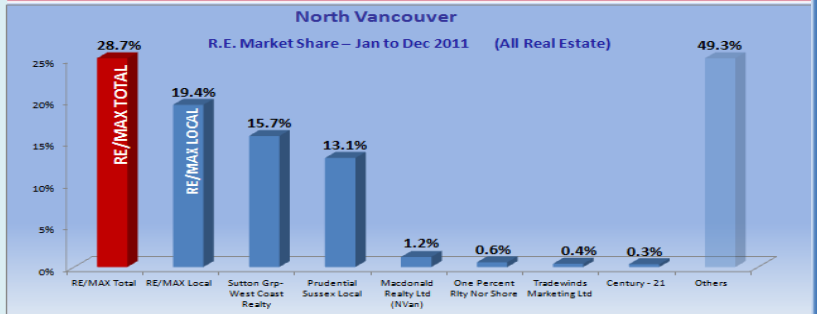
Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

North Vancouver Sub areas Statistics -Jan 2012						
Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Boulevard	7	0				0.0%
Blueridge NV	17	4	49	97%	-\$25,450	23.5%
Braemar	4	0				0.0%
Capilano NV	7	3	13	100%	\$0	42.9%
Capilano Highlands	5	2	37	98%	-\$30,500	40.0%
Central Lonsdale	17	1	27	99%	-\$4,800	5.9%
Calverhall	11	2	58	95%	-\$45,000	18.2%
Canyon Heights NV	31	8	22	96%	-\$49,500	25.8%
Deep Cove	20	2	4	101%	\$11,500	10.0%
Delbrook	3	0				0.0%
Dollarton	9	0				0.0%
Forest Hills NV	5	2	1	110%	\$81,688	40.0%
Grouse Woods	8	2	59	90%	-\$95,650	25.0%
Hamilton Heights	1	0				0.0%
Hamilton	14	4	75	95%	-\$36,000	28.6%
Indian Arm	2	0				0.0%
Indian River	5	2	40	100%	-\$5,500	40.0%
Lower Lonsdale	5	1	7	105%	\$52,000	20.0%
Lynn Valley	28	6	10	99%	-\$7,086	21.4%
Lynnmoor	3	0				0.0%
Norgate	3	1	14	99%	-\$9,000	33.3%
Northlands	4	1	79	94%	-\$110,000	25.0%
Pemberton Heights	7	1	5	100%	\$0	14.3%
Pemberton NV	11	2	6	101%	\$5,500	18.2%
Princess Park	3	0				0.0%
Queensbury	6	2	91	97%	-\$36,450	33.3%
Roche Point	3	0				0.0%
Seymour	12	1	41	92%	-\$99,000	8.3%
Tempe	2	1	57	99%	-\$10,000	50.0%
Upper Delbrook	6	0				0.0%
Upper Lonsdale	35	7	23	98%	-\$20,000	20.0%
Westlynn	2	0				0.0%
Windsor Park NV	6	1	4	98%	-\$14,800	16.7%
Woodlands-Sunshine-Casc	1	0				0.0%
Westlynn Terrace	4	1	7	104%	\$30,100	25.0%
<b>Total Activity</b>	<b>307</b>	<b>57</b>	<b>16</b>	<b>98%</b>	<b>-\$19,000</b>	<b>19%</b>

North Vancouver Price Ranges Statistics - Jan 2012						
Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$800,000	53	15	9	99%	-\$4,800	28.3%
\$800,001-\$900,000	45	11	14	98%	-\$15,000	24.4%
\$900,001-\$1,000,000	31	7	11	98%	-\$20,000	22.6%
\$1,000,001-\$1,250,000	65	14	39	98%	-\$26,600	21.5%
\$1,250,001-\$1,500,000	52	5	42	98%	-\$22,000	9.6%
\$1,500,001 and more	61	5	36	98%	-\$33,000	8.2%
<b>Total Activity</b>	<b>307</b>	<b>57</b>	<b>16</b>	<b>98%</b>	<b>-\$19,000</b>	<b>19%</b>

Monthly Changes Summary	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings (A,S,T,C,X)	395	290	307		17
Active Listings (1st of the month)	321	256	153	207	54
Solds	77	54	57		3
DOM	26	54	16		-38
Sold-List Price % Difference	97%	96%	98%		2%
Sold-List Price \$ Difference	-\$29,000	-\$44,500	-\$19,000		\$25,500
Home Price Index*	\$966,411	\$975,897	\$953,590		-\$22,306
%SOLD (Sales/ Listings /mnlthly rate)	19.5%	18.6%	18.6%		0%

## the RE/MAX Market Share Reports



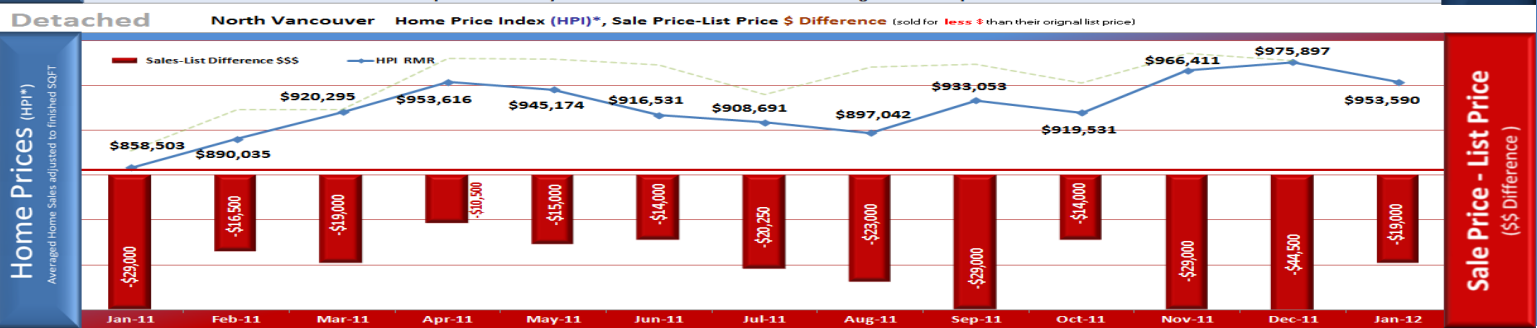
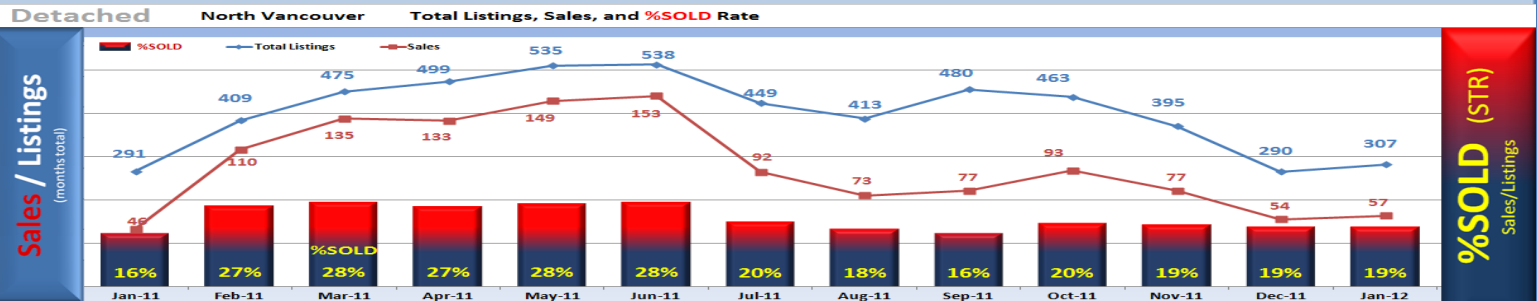
### Feb 1 2011 North Vancouver Market Update (detached)

**Current:** North Vancouver is a **stable** market with record listings inventory with a solid **19 %SOLD** rate. (This means 19 homes out of 100 sold in the last month)  
**Most Active Range:** Homes below \$800,000 range have strong **28.3 %SOLD** rate as a sellers market. The average sales discounts are only \$4,800 and averaging 9 days on the market.  
**Least Active Range:** Homes above \$1.5 million have a **LOW 8.2 %SOLD** rate (=8 sales of 100 listings/ month) with an average sales discount of \$33,000 from their original list price (98% S/L ratio) and 36 days on the market.

**History:** Dec-April 2011 had very strong sales with the average RMR **Home Price Index\*** increasing 16% or \$130,260 to \$953,616 . The Year-To-Date the RMR HPI\* is up \$95,087 .

**Future:** We have a near normal Active-Listing-Inventory that almost at identical levels to the same month last year. January's onslaught of new listings has far exceeded the 57 sales. This increasing inventory trend could be matched with more buyers and stabilize this market in the coming months.

**NOTE:** The HPI is calculated from all home sales averaged & adjusted for finished sqft, age and lot size. This HPI excludes duplexes and homes on acreage sales. For a more accurate price change for your home do request a personal Comparative Market Analysis.



\*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.

Market analysis: current, history and future! Feb 1 /12 Vancouver Westside

Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Arbutus						0.0%
Cambie	11	3	66	94%	-\$60,000	27.3%
Dunbar	11	0				0.0%
Fairview VW	189	28	16	98%	-\$11,000	14.8%
False Creek	91	8	26	97%	-\$24,900	8.8%
Kerrisdale	68	7	116	93%	-\$16,900	10.3%
Kitsilano	172	15	11	98%	-\$7,800	8.7%
MacKenzie Heights	0	0				0.0%
Mount Pleasant VW	12	2	4	100%	-\$1,000	16.7%
Marpole	50	8	6	93%	-\$15,000	16.0%
Oakridge VW	33	5	7	98%	-\$14,900	15.2%
Point Grey	22	4	46	97%	-\$9,500	18.2%
Quilchena	50	5	11	98%	-\$29,900	10.0%
South Cambie	13	0				0.0%
South Granville	12	0				0.0%
Shaughnessy	6	0				0.0%
Southlands	2	1	53	98%	-\$9,000	50.0%
S.W. Marine	4	0				0.0%
University VW	193	9	34	96%	-\$25,500	4.7%
<b>Total Activity</b>	<b>939</b>	<b>95</b>	<b>24</b>	<b>97%</b>	<b>-\$15,000</b>	<b>10%</b>

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$300,000	40	12	10	93%	-\$14,450	30.0%
\$300,001-\$400,000	129	22	15	98%	-\$6,000	17.1%
\$400,001-\$500,000	143	13	11	98%	-\$9,000	9.1%
\$500,001-\$600,000	106	5	73	96%	-\$23,000	4.7%
\$600,001-\$700,000	120	12	23	97%	-\$20,250	10.0%
\$700,001-\$800,000	87	11	34	97%	-\$24,900	12.6%
\$800,001-\$900,000	71	2	33	98%	-\$17,750	2.8%
\$900,001-\$1,000,000	50	1	66	94%	-\$60,000	2.0%
\$1,000,001-\$1,250,000	68	8	65	98%	-\$22,000	11.8%
\$1,250,001-\$1,500,000	63	4	32	98%	-\$26,000	6.3%
\$1,500,001 and more	62	5	27	97%	-\$45,000	8.1%
<b>Total Activity</b>	<b>939</b>	<b>95</b>	<b>24</b>	<b>97%</b>	<b>-\$15,000</b>	<b>10%</b>

	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	1144	909	939		30
Active Listings (1st of the month)	891	815	532	717	185
Solds	169	121	95		-26
DOM	30	37	24		-13
Sold-List Price % Difference	97%	97%	97%		0%
Sold-List Price \$ Difference	-\$18,000	-\$16,000	-\$15,000		\$1,000
Home Price Index* (Apartments)	\$484,445	\$499,663	\$457,362		-\$42,301
Home Price Index* (Townhouses)	\$877,019	\$819,350	\$846,779		\$27,429
%SOLD (Sales/Listings /mnlthly rate)	15%	13%	10%		-3%

### Feb 1 2012 Vancouver West Side Market Update (Attached)

**Current:** Vancouver West Side: a buyers market with record listings, a 10 %SOLD Rate and 97% Sell/List Ratio. (This means that there is an average of a \$15,000 discount on a sale from the original list price)

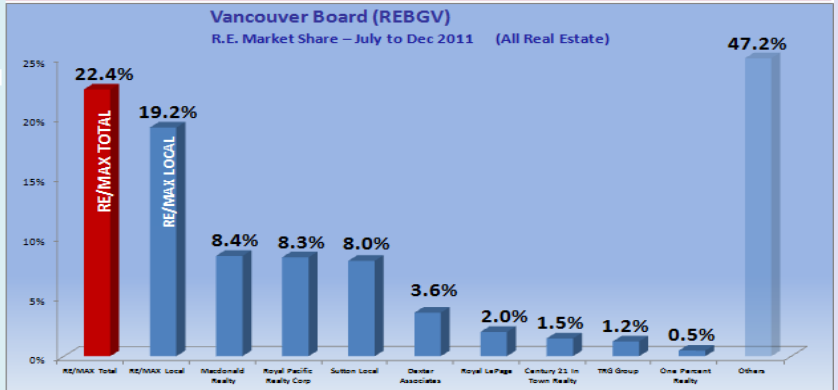
**Most Active Price Range:** Multi-family homes below \$300,000 have a 30 %SOLD rate and the prices are stable with average 10 (DOM) and sales discounts of \$14,450.

**Least Active Price Range:** Condos and townhomes between \$900,000 and \$1 million have a LOW 2 %SOLD rate (meaning that there are 2 sales out of 100 listings/month) with an average sales discount of \$60,000 from their original list price and 60 days on market (DOM).

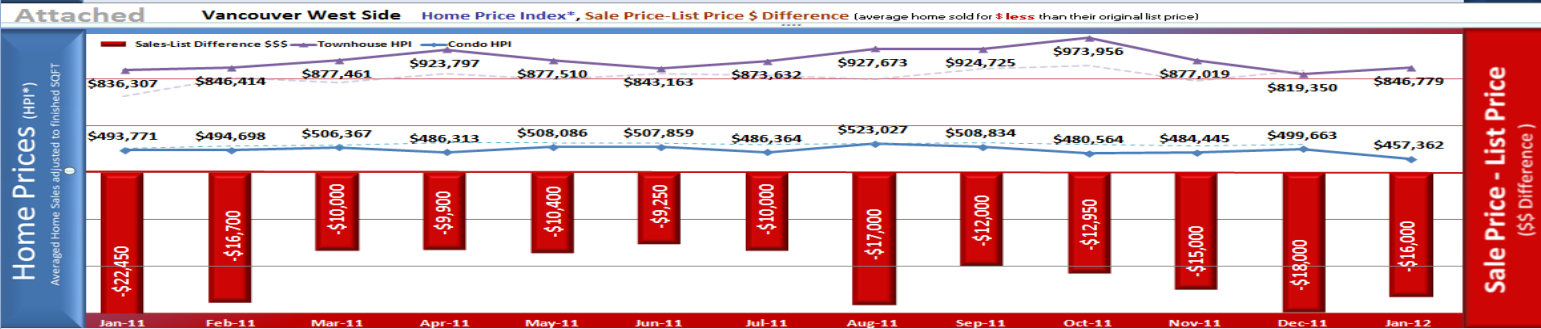
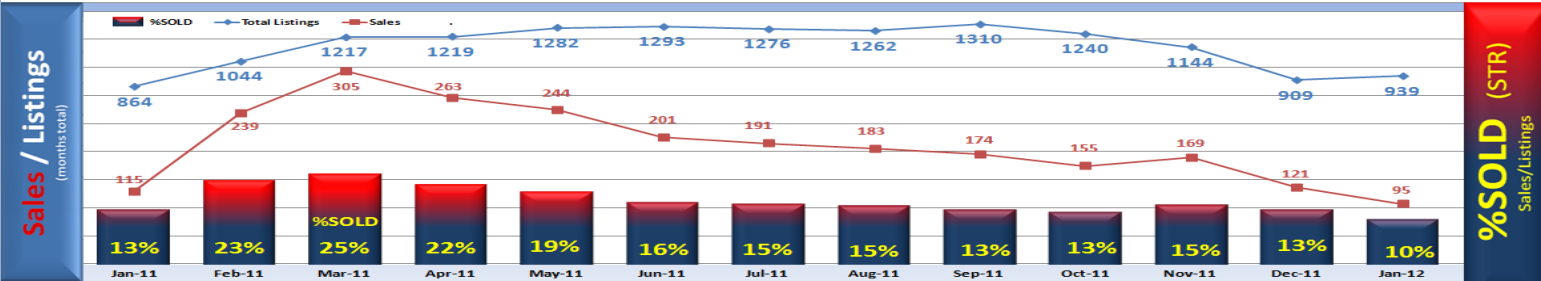
**History:** Vancouver Westside Condos HPI had a 6% price increase Jan to Aug 2011. This \$29,256 price increase brought the Condos HPI to \$523,027. Year-To-Date the RMR Condo Home Price Index\* has now decreased \$36,409. Vancouver Westside's Townhome HPI had a 27% price increase from Jan-Oct 2011. This \$137,649 price increase brought the Townhome HPI to \$973,956. Year-To-Date the RMR Townhome Home Price Index\* has increased \$10,472.

**Future:** The high listing inventory in January is 9% higher than the same month last year. New listings exceeded the months sales by almost 4 times. 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



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



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*all marketed listings /month. 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: Steve Burk

# Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

