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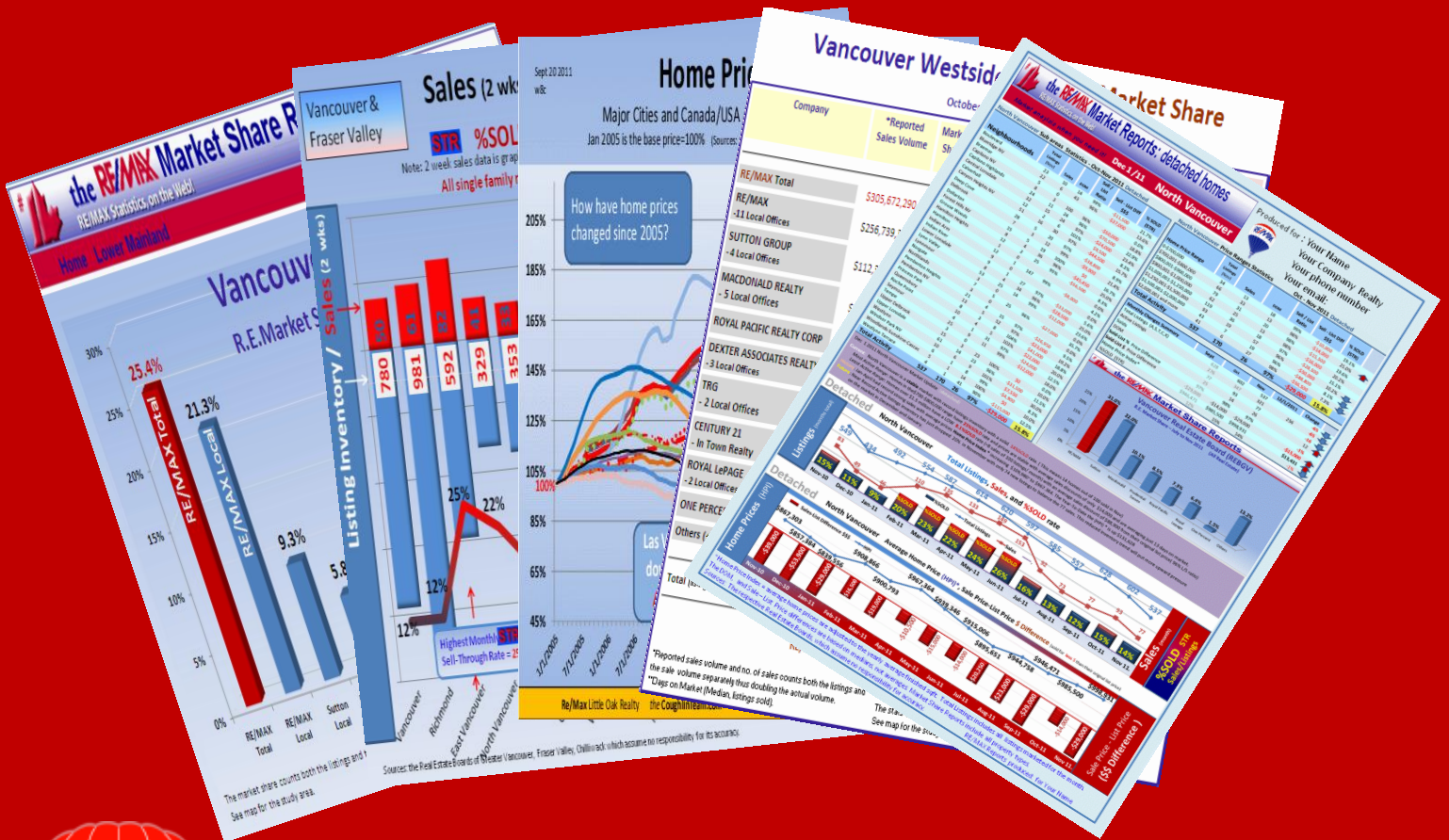
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Vancouver Westside Sub areas Statistics - Jan 2012

Neighbourhoods	Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Arbutus	57	5	81	91%	-\$250,000	8.8%
Cambie	63	6	31	87%	-\$278,500	9.5%
Dunbar	71	5	18	93%	-\$110,000	7.0%
Fairview VW	3	0				0.0%
Kerrisdale	35	6	66	94%	-\$153,000	17.1%
Kitsilano	52	8	25	97%	-\$46,500	15.4%
MacKenzie Heights	27	1	83	97%	-\$48,000	3.7%
Mount Pleasant VW	2	0				0.0%
Marpole	51	1	81	92%	-\$151,900	2.0%
Oakridge VW	26	4	39	92%	-\$112,000	15.4%
Point Grey	68	8	81	90%	-\$263,000	11.8%
Quilchena	25	2	5	104%	\$96,000	8.0%
South Cambie	15	1	57	93%	-\$140,000	6.7%
South Granville	97	4	54	97%	-\$66,500	4.1%
Shaughnessy	85	5	53	92%	-\$499,000	5.9%
Southlands	26	1	147	88%	-\$332,894	3.8%
S.W. Marine	40	5	58	92%	-\$230,000	12.5%
University VW	10	0				0.0%
Total Activity	753	62	55	93%	-\$139,000	8%

Vancouver Westside List Price Ranges Statistics - Jan 2012

Home Price Range	Listings (Nov)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
\$0-\$1,250,000	23	4	46	94%	-\$67,000	17.4%
\$1,250,001-\$1,500,000	41	6	21	98%	-\$24,000	14.6%
\$1,500,001-\$1,750,000	42	7	18	95%	-\$80,000	16.7%
\$1,750,001-\$2,000,000	69	12	63	94%	-\$128,000	17.4%
\$2,000,001-\$2,250,000	31	2	48	90%	-\$213,500	6.5%
\$2,250,001-\$2,500,000	75	7	11	102%	\$37,000	9.3%
\$2,500,001-\$2,750,000	46	4	68	90%	-\$272,947	8.7%
\$2,750,001-\$3,000,000	86	7	16	93%	-\$188,000	8.1%
\$3,000,001-\$3,500,000	78	1	214	93%	-\$208,000	1.3%
\$3,500,001-\$4,000,000	80	3	58	92%	-\$325,000	3.8%
\$4,000,001-\$4,500,000	45	0				0.0%
\$4,500,001-\$5,000,000	57	4	149	83%	-\$887,140	7.0%
\$5,000,001 and more	80	5	140	90%	-\$988,000	6.3%
Total Activity	753	62	55	93%	-\$139,000	8%

Monthly Changes Summary	Oct	Nov	Dec	1/1/2012	Change
Total Listings** (A,S,T,C,X)	1087	947	753		-194
Active Listings	794	785	654	478	-176
Solds	120	122	62		-60
Days on Market (DOM)	21	31	55		24
Sold-List Price % Difference	96.4%	94.9%	93.1%		-1.8%
Sold-List Price \$\$ Difference	-\$84,000	-\$98,500	-\$139,000		-\$40,500
HPI Lower End Home Price Index*	\$1,656,074	\$1,638,166	\$1,590,451		-\$47,715
HPI2 Higher End Home Price Index*	\$2,799,791	\$2,790,199	\$2,703,414		-\$86,785
%SOLD (Sales/ Listings /mthly rate)	11.0%	12.9%	8.2%		-4.6%

Jan 12 2012 Vancouver Westside Market Update (Detached)

Current: Vancouver Westside is a buyers market with record listing inventories, a LOW 8 %SOLD rate and a 93% Sell/List Ratio. (8 %SOLD means 8 out of 100 home sold in December with an average of a \$139,500 discount on a sale from the original list price)

Most Active Price Range:

- a) Homes below \$1.25 million have 17.4 %SOLD rate. These home sales average discounts of \$67,000 and 46 days on the market.
- b) Homes between \$1.5 and \$1.75 million also have 17.4 %SOLD rate. These sales have average discounts of \$128,000 and 63 days on the market.

Least Active Price Range:

Homes between \$4 and \$4.5 million sport 45 listings and have had no sales in December.

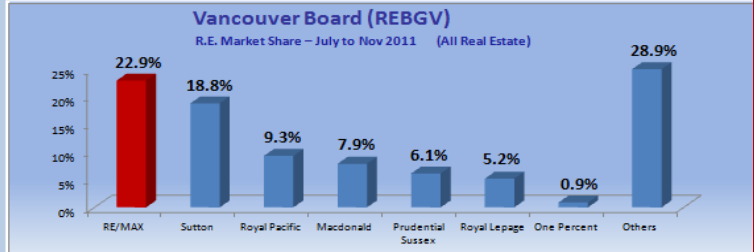
History: The Vancouver Westside Home Price Index 1* (Lower 50%) shows a 11% price increase in the 8 months from December - August 2011. This \$307,265 increase brought the HPI1 to \$1,696,543. Year-To-Date this Home Price Index* has increased \$201,172.

The Vancouver Westside Home Price Index 2* (High End - top 50%) shows a probable North American record price increase in just the 8 months Dec-July 2011 of an amazing 35%. This \$884,829 price increase brought the Vancouver HPI2* to \$3,142,433

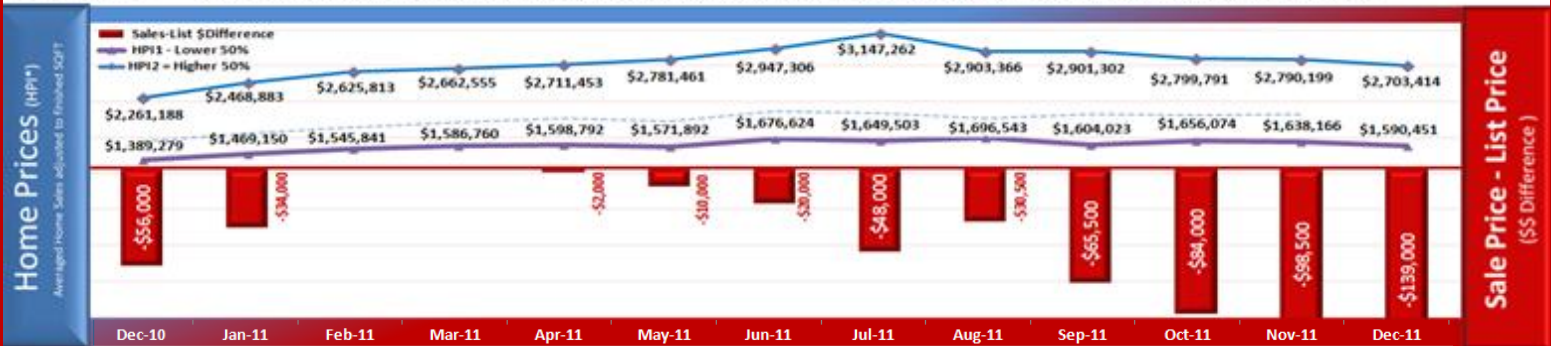
Future: Record Active Listing Inventory (~40% higher than Dec 2010) has dropped just 13% this December. New listings still exceed the sales meaning that we would expect to see listing levels increase next month but we have to see if the December expiries relist and over supply the market. On the demand side the Chinese New Year starts on Jan 23 with many indications of more new buyers.

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 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 and all 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.

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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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Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$ Difference	%SOLD (STR)
Champlain Heights	1	0				0.0%
Collingwood Van East	65	13	41	93%	-\$57,000	20.0%
Fraser VE	29	9	10	100%	\$0	31.0%
Fraserview VE	44	6	7	100%	-\$1,240	13.6%
Grandview VE	33	7	8	102%	\$21,000	21.2%
Hastings	10	1	12	100%	\$0	10.0%
Hastings East	25	6	75	93%	-\$56,000	24.0%
Killarney VE	81	13	19	98%	-\$24,500	16.0%
Knight	53	7	13	98%	-\$11,000	13.2%
Main	24	4	46	101%	\$5,550	16.7%
Mount Pleasant VE	17	4	7	101%	\$9,000	23.5%
Renfrew VE	61	8	73	98%	-\$12,900	13.1%
Renfrew Heights	47	6	25	95%	-\$50,000	12.8%
South Vancouver	54	8	17	98%	-\$18,000	14.8%
Victoria VE	27	3	59	99%	-\$11,000	11.1%
Total Activity	571	95	13	98%	-\$18,000	17%

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$ Difference	%SOLD (STR)
\$0-\$700,000	44	6	27	98%	-\$11,500	13.6%
\$700,001-\$800,000	96	24	28	97%	-\$26,250	25.0%
\$800,001-\$900,000	107	24	9	97%	-\$25,350	22.4%
\$900,001-\$1,000,000	94	21	13	99%	-\$11,000	22.3%
\$1,000,001-\$1,250,000	109	14	27	99%	-\$14,000	12.8%
\$1,250,001-\$1,500,000	76	4	5	99%	-\$15,000	5.3%
\$1,500,001 and more	45	2	63	92%	-\$145,000	4.4%
Total Activity	571	95	13	98%	-\$18,000	17%

	Nov	Dec	Dec	1/1/2012	Change
Total Listings** (A,S,T,C,X)	719	559	571		12
Active Listings (1st of the month)	567	488	328	403	75
Solds	114	96	95		-1
DOM	22	36	13		-23
Sold-List Price % Difference	98%	97%	98%		1%
Sold-List Price \$ Difference	-\$21,450	-\$24,940	-\$18,000		\$6,940
Home Price Index*	\$854,832	\$826,826	\$847,556		\$20,730
%SOLD (Sales/ Listings /mthly rate)	16%	17.2%	16.6%		-0.5%

Feb 1 2012 East Vancouver Market Update (Detached)

Current: East Vancouver is a strong market with record listing inventory and with a diminished but good 17 %SOLD rate and a 98% Sell/List Ratio and 13 DOM. (This means an average of a -\$18,000 discount on a sale from the original list price)

Most Active Price Range: Homes between \$700,000 and \$800,000 have high 25 %SOLD rate and prices are increasing with an average 28 days on market (DOM) and a List- Sales discounts of \$26,250.

Least Active Price Range: Homes over \$1.5 million have a low 4.4 %SOLD rate (= 4 sales of 100 listings/ month) with an average sales discount of \$145,000 down from their original list price and 63 DOM.

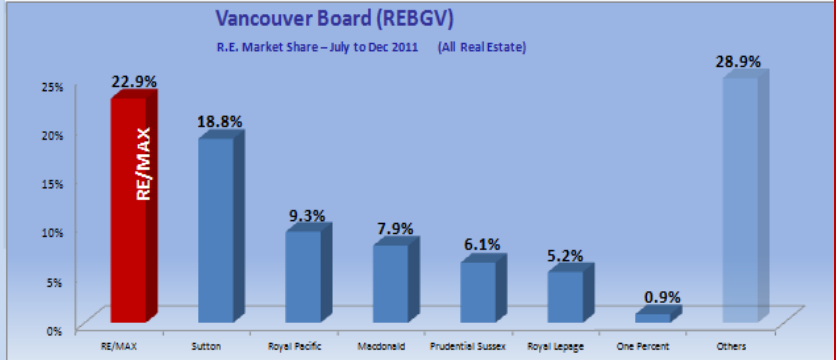
History: East Van saw very strong price increases of 15% in just the 5 months of January to May. This \$109,313 increased the average Home Price Index* to \$845,523.

Year-To-Date the Home Price Index* has increased \$111,346.

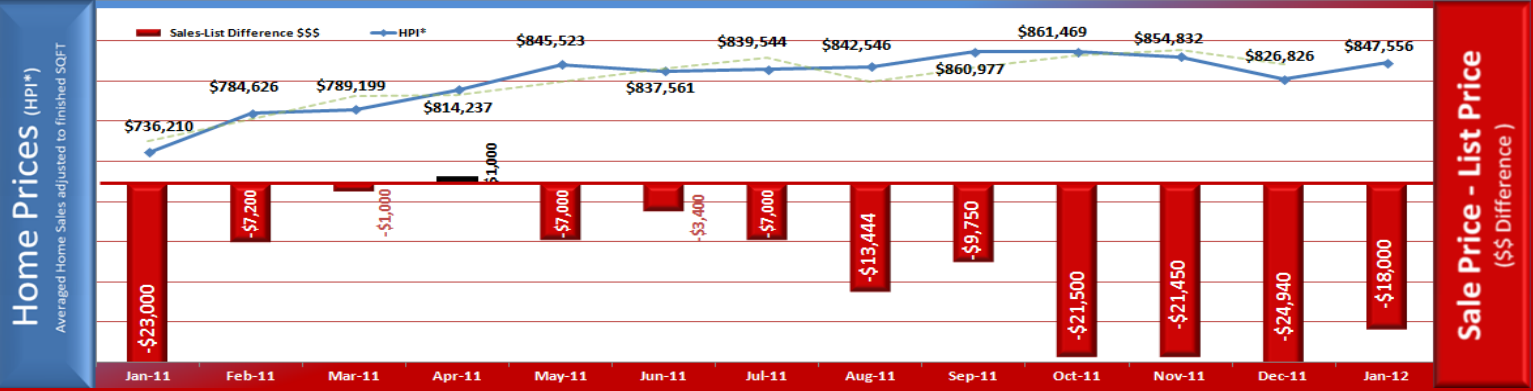
Future: Record Active Listing Inventory (~30% higher than Jan 2011). New listings did not keep pace with the strong sales meaning that we would see listings increase next month

NOTE: The HPI is calculated from all home sales averaged & adjusted for finished square footage, age and lot size. This HPI excludes all duplexes and homes on acreage sales. For a more accurate price change for your home request a CMA.

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



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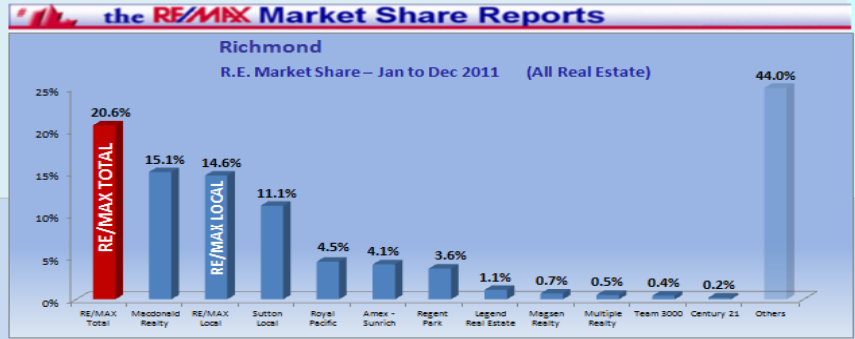
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Richmond Sub areas Statistics - Jan 2012						
Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Sea Island	5	0				0.0%
Bridgeport RI	15	2	111	90%	-\$76,500	13.3%
West Cambie	54	9	54	96%	-\$35,000	16.7%
East Cambie	39	2	99	91%	-\$79,500	5.1%
Terra Nova	32	1	6	98%	-\$29,000	3.1%
Riverdale RI	67	3	64	97%	-\$38,000	4.5%
Quilchena RI	34	2	11	96%	-\$45,500	5.9%
Granville	94	3	12	83%	-\$178,000	3.2%
Seafair	79	6	71	94%	-\$71,000	7.6%
Boyd Park	22	1	290	88%	-\$140,000	4.5%
Lackner	57	7	74	96%	-\$64,000	12.3%
Steveston Village	20	4	57	98%	-\$22,440	20.0%
Steveston North	42	3	103	87%	-\$150,000	7.1%
Steveston South	29	2	22	97%	-\$27,000	6.9%
Westwind	12	2	61	97%	-\$27,000	16.7%
Woodwards	50	6	25	95%	-\$70,000	12.0%
Broadmoor	63	7	3	98%	-\$29,200	11.1%
Garden City	45	4	15	98%	-\$35,000	8.9%
Saunders	62	5	26	93%	-\$78,000	8.1%
South Arm	25	2	21	103%	\$20,500	8.0%
Brighthouse	3	1	5	106%	\$54,000	33.3%
Brighthouse South	3	0				0.0%
McLennan North	7	1	144	94%	-\$89,999	14.3%
Gilmore	11	0				0.0%
McLennan	18	1	67	88%	-\$211,700	5.6%
East Richmond	18	0				0.0%
McNair	36	6	15	97%	-\$26,500	16.7%
Ironwood	38	6	14	99%	-\$10,250	15.8%
Hamilton RI	27	2	7	97%	-\$24,500	7.4%
Total Activity	1007	88	37	96%	-\$41,000	9%

Richmond List Price Ranges Statistics - Jan 2012						
Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$700,000	38	6	30	97%	-\$23,000	15.8%
\$700,001-\$800,000	64	14	33	94%	-\$43,400	21.9%
\$800,001-\$900,000	105	13	21	97%	-\$29,000	12.4%
\$900,001-\$1,000,000	123	14	36	97%	-\$30,500	11.4%
\$1,000,001-\$1,250,000	179	16	48	94%	-\$65,500	8.9%
\$1,250,001-\$1,500,000	160	12	59	95%	-\$68,500	7.5%
\$1,500,001-\$1,750,000	88	4	37	93%	-\$118,000	4.5%
\$1,750,001-\$2,000,000	87	5	68	94%	-\$118,000	5.7%
\$2,000,001 and more	163	4	32	94%	-\$151,500	2.5%
Total Activity	1,007	88	37	96%	-\$41,000	9%

Monthly Changes Summary					
	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	1037	828	1007		179
Active Listings	882	783	520	819	299
Solds	101	62	88		26
DOM	35	47	37		-10
Sold-List Price % Difference	95%	94%	96%		2%
Sold-List Price \$ Difference	-\$55,000	-\$64,400	-\$41,000		\$23,400
Home Price Index*	\$979,121	\$970,771	\$989,849		\$19,078
%SOLD (Sales/ Listings /mnlthly rate)	9.7%	7.5%	8.7%		1.3%



Feb 1 2012 Richmond Market Update (Detached)

Current: Richmond: a buyers market with record listings (60% higher than last year), a **9 %SOLD** rate and a 96% Sell/List Ratio. (This means that there is an average of a \$41,000 discount on a sale from the original list price)

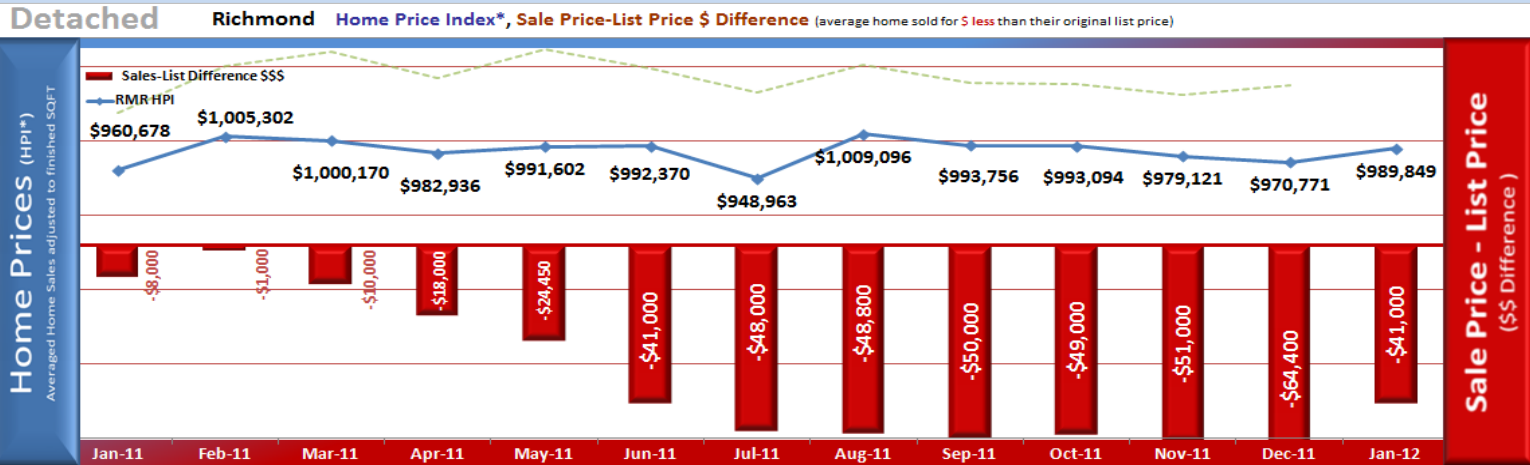
Most Active Price Range: Homes between \$700,000-\$800,000 have **21.9 %SOLD** rate and prices are stable with average 53 (DOM) and sales discounts of \$43,400.

Least Active Price Range: Homes over \$2.0 million have a **LOW 2.5 %SOLD** rate (meaning that there are 2-3 sales out of 100 listings/ month) with a high average sales discount of \$151,500 from their original list price and averaging 32 days on market (DOM).

History: Last year Richmond may have set a North American price increase record of 14% in just the 2 months of Dec-Feb 2011 for a \$123,899 increase to \$1,005,302. Year-To-Date the **Home Price Index *** shows an increase of just \$29,171.

Future: Record Active Listing Inventory for January are ~60% higher than Jan 2010. New listings still exceed the sales meaning that we will see listings levels increase next month extending buyer's market with continued over supplied inventory.

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.)





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Burnaby Sub areas Statistics - Jan 2012

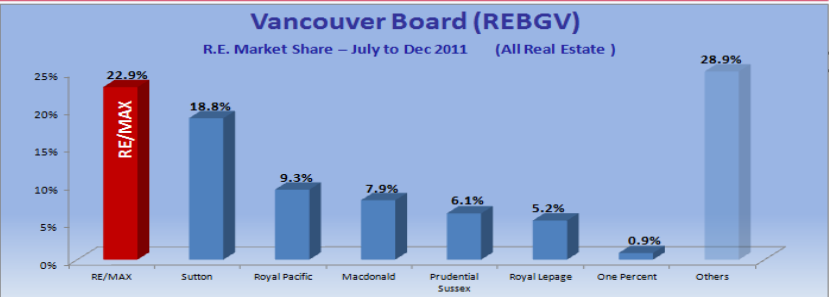
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
East Burnaby	26	4	9	101%	\$11,050	15%
The Crest	14	2	91	92%	-\$56,700	14%
Edmonds BE	17	0				0%
Brentwood Park	10	3	36	99%	-\$12,500	30%
Cariboo	0	0				0%
Central BN	11	2	8	99%	-\$12,000	18%
Capitol Hill BN	29	5	54	99%	-\$8,002	17%
Forest Hills BS	1	0				0%
Government Road	20	1	8	97%	-\$38,000	5%
Lake City Industrial	0	0				0%
Montecito	16	2	100	93%	-\$73,056	13%
Oakdale	6	0				0%
Parkcrest	13	4	50	98%	-\$26,750	31%
Sperling-Duthie	14	4	43	96%	-\$46,400	29%
Simon Fraser Univer.	12	1	3	100%	\$0	8%
Sullivan Heights	3	0				0%
Simon Fraser Hills	0	0				0%
Vancouver Heights	13	3	6	99%	-\$8,000	23%
Willingdon Heights	16	3	10	101%	\$10,000	19%
Westridge BN	14	1	167	84%	-\$187,612	7%
Big Bend	4	0				0%
Burnaby Hospital	12	2	48	79%	-\$232,500	17%
Buckingham Heights	3	0				0%
Burnaby Lake	10	3	46	95%	-\$39,000	30%
Central Park BS	4	0				0%
Deer Lake	15	2	118	86%	-\$321,400	13%
Deer Lake Place	8	4	6	97%	-\$23,500	50%
Forest Glen BS	14	3	56	92%	-\$60,000	21%
Greentree Village	4	1	28	100%	\$100	25%
Garden Village	5	1	43	92%	-\$180,000	20%
Highgate	16	1	16	98%	-\$27,900	6%
Metrotown	18	2	31	97%	-\$39,400	11%
Oaklands	0	0				0%
Suncrest	7	0				0%
South Slope	36	3	63	97%	-\$33,800	8%
Upper Deer Lake	19	2	22	99%	-\$10,500	11%
Total Activity	410	59	36	98%	-\$24,000	14%

Burnaby List Price Ranges Statistics - Jan 2012

Home Price Range	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$700,000	25	11	35	99%	-\$5,000	44%
\$700,001-\$800,000	51	7	10	100%	\$0	14%
\$800,001-\$900,000	52	7	30	95%	-\$39,000	13%
\$900,001-\$1,000,000	68	12	37	98%	-\$15,900	18%
\$1,000,001-\$1,250,000	70	15	54	97%	-\$33,800	21%
\$1,250,001-\$1,500,000	71	3	55	96%	-\$60,000	4%
\$1,500,001 and more	73	4	93	90%	-\$216,400	5%
Total Activity	410	59	36	98%	-\$24,000	14%

Monthly Changes Summary	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings (A,S,T,C,X)	516	409	410		1
Active Listings (1st of the month)	413	343	229	303	74
Solds	85	65	59		-6
DOM	17	43	36		-7
Sold-List % Price Difference	96%	95%	98%		3%
Sold-List \$ Price Difference	-\$34,000	-\$45,000	-\$24,000		\$21,000
Home Price Index*	\$939,351	\$907,506	\$922,123		\$14,617
%SOLD (Sales/ Listings /mthly rate)	16.5%	15.9%	14.4%		-1.5%

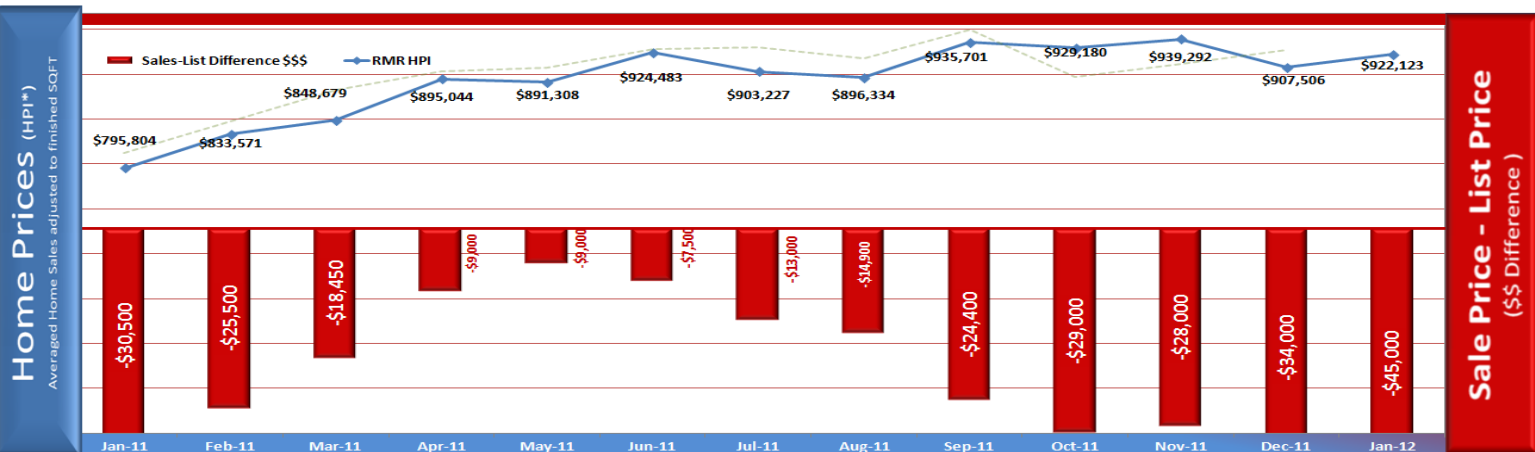
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Feb 1 2012 Burnaby Market Update (detached)

Current: Burnaby's Residential Detached housing market is low with a **14% SOLD** rate. (This means 14 homes out of 100 sold in Dec)
Most Active Range: Homes below \$700,000 have very high **44% SOLD** rate with average sales discounts of \$5,000 and 35 days on the market (DOM)
Least Active Range: Homes between \$1.25 million and \$1.5 million have low **4% SOLD** rate with average sales discounts of \$216,400 and 93 days on the market (DOM).
History: January - June 2011 had near record sales with average prices **RMR Home Price Index *** increasing 16% or \$128,679 to \$924,483.
 The Year-To-Date the **(RMR HPI) *** is up \$126,319.
Future: Listing inventory levels are up 16% as compared to Jan last year. January had a large increase of new listings over the months sales. This increased inventory trend should put more a stable balance on the market in for the month fo February.
 Note*: The **Home Price Index *** (RMR HPI) is all the detached home sales averaged & adjusted for finished sqft, age and lot size. (This HPI excludes 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)

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



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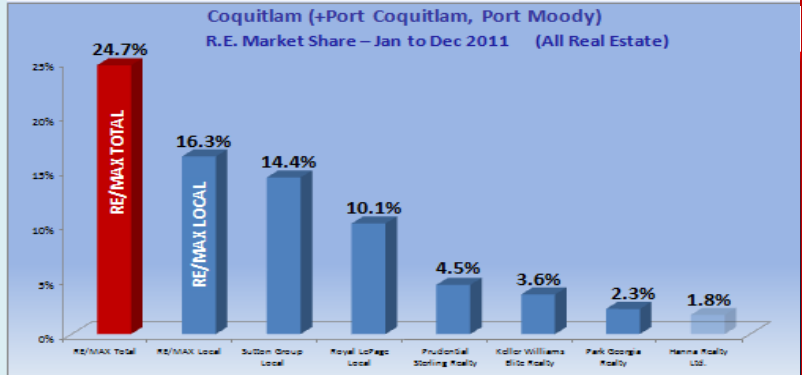
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Coquitlam Sub areas - Jan 2012				Detached		
Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Burke Mountain	105	17	19	100%	\$0	16.2%
Central Coquitlam	51	7	38	98%	-\$29,900	13.7%
Coquitlam East	19	5	85	96%	-\$28,888	26.3%
Cape Horn	18	1	108	98%	-\$14,000	5.6%
Chineside	8	2	25	98%	-\$10,450	25.0%
Coquitlam West	44	9	50	99%	-\$7,000	20.5%
Canyon Springs	12	2	9	98%	-\$14,900	16.7%
Eagle Ridge CQ	2	0				0.0%
Harbour Chines	4	1	50	95%	-\$32,500	25.0%
Hockaday	8	3	16	100%	\$0	37.5%
Harbour Place	4	0				0.0%
Meadow Brook	7	0				0.0%
Maillardville	30	2	34	97%	-\$28,650	6.7%
New Horizons	16	4	37	99%	-\$7,500	25.0%
Park Ridge Estates	0	0				0.0%
Ranch Park	14	4	30	97%	-\$16,950	28.6%
River Springs	8	2	38	97%	-\$13,450	25.0%
Scott Creek	7	1	62	96%	-\$48,000	14.3%
Summitt View	3	0				0.0%
Upper Eagle Ridge	11	1	6	98%	-\$16,400	9.1%
Westwood Plateau	90	14	76	96%	-\$35,900	15.6%
Westwood Summit CQ	4	0				0.0%
Total Activity	465	75	38	98%	-\$14,400	16%

Coquitlam Price Range Statistics - Jan 2012						Detached		
Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)		
0-\$600,000	68	9	37	98%	-\$11,500	13.2%		
\$600,001-\$700,000	79	21	30	98%	-\$12,800	26.6%		
\$700,001-\$800,000	83	17	30	99%	-\$8,000	20.5%		
\$800,001-\$900,000	90	12	12	99%	-\$8,500	13.3%		
\$900,001-\$1,000,000	45	6	49	98%	-\$21,950	13.3%		
\$1,000,001-\$1,250,000	41	4	35	99%	-\$8,500	9.8%		
\$1,250,001 and more	59	6	101	93%	-\$95,000	10.2%		
Total Activity	465	75	38	98%	-\$14,400	16%		

Monthly Changes Summary	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings (A,S,T,C,X)	600	481	465		-16
Active Listings	476	419	290	336	46
Solds	89	84	75		-9
DOM	35	30	38		8
Sold-List % Price Difference	96.2%	98.1%	97.5%		-0.6%
Sold-List Price \$ Difference	-\$21,150	-\$14,500	-\$14,400		100
Home Price Index*	\$708,331	\$725,879	\$715,106		-\$10,773
%SOLD (Sales/ Listings /monthly rate)	15%	17%	16%		-1%

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Feb 1 2012 Coquitlam Market Update (Detached)

Current: Coquitlam 15 %SOLD rate indicates a stable market, but do check the many micro-market's %SOLD rates for each neighbourhood.

Most Active Price Range: Homes in the \$600,001-\$700,000 have a **strong market** with a **26.6 %SOLD** rate, an average of 30 (DOM) and a sales and List-Sales price discounts of only \$12,800.

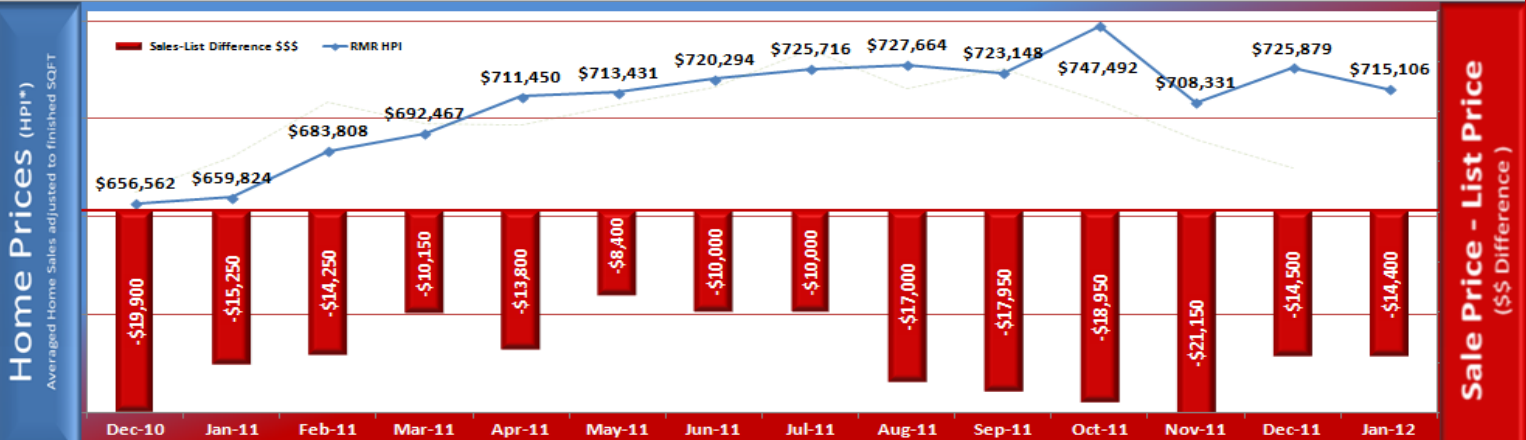
Least Active Price Range: Homes in the \$1 million and 1.25 million have slower market with a low **9.8 %SOLD** rate, an average of 35 (DOM) and a sales but minimal List-Sales price discounts of \$8,500, or a 99% Sale/List ratio.

History: The City had an average price increase of 12% in from January to June. This \$72,984 increased the average home value to \$689,086. Year-To-Date the **Home Price Index** * came up \$69,389 to the average price of \$688,869.

Future: Lower Active Listing Inventory is 27% lower than January 2011 and it has actually dropped in the last month. 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 stable 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.

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



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Neighbourhoods	Total Listings (f/month)	Sales	DOM	Sell / List	Sell - List \$Difference	%SOLD (STR)
East Burnaby	26	4	9	101%	\$11,050	15%
The Crest	14	2	91	92%	-\$56,700	14%
Edmonds BE	17	0				0%
Connaught Heights	2	0				0%
Fraserview NW	2	0				0%
GlenBrooke North	8	2	32	97%	-\$18,950	25%
Moody Park	3	0				0%
North Arm	1	0				0%
Queensborough	35	1	44	98%	-\$14,800	3%
Queens Park	12	2	51	94%	-\$99,400	17%
Sapperton	7	2	95	95%	-\$38,450	29%
The Heights NW	9	2	9	100%	-\$1,950	22%
Uptown NW	6	2	131	96%	-\$20,750	33%
West End NW	14	2	4	101%	\$8,500	14%
Total Activity	156	19	56	99%	-\$8,800	12%

Home Price Range	Total Listings (f/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$500,000	10	2	131	96%	-\$20,750	20%
\$500,001-\$600,000	16	3	5	99%	-\$4,900	19%
\$600,001-\$700,000	31	6	50	98%	-\$16,900	19%
\$700,001-\$800,000	32	5	12	99%	-\$8,800	16%
\$800,001-\$1,000,000	30	1	123	94%	-\$58,000	3%
\$1,000,001 and more	37	2	46	94%	-\$95,000	5%
Total Activity	156	19	56	99%	-\$8,800	12%

Monthly Changes Summary	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	179	141	156		15
Active Listings (1st of the month)	147	123	95	121	26
Solds	30	12	19		7
DOM	33	47	56		9
Sold-List % Price Difference	96%	95%	99%		4%
Sold-List \$ Price Difference	-\$27,450	-\$36,950	-\$8,800		\$28,150
Home Price Index*	\$695,783	\$720,771	\$716,674		-\$4,097
%SOLD (Sales/Listings /mthly rate)	17%	8.5%	12.2%		3.7%

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

Current: New West, E. Burnaby's Residential Detached housing market is a **buyers** market with a **LOW 12 %SOLD** rate.

(This means 12 homes out of 100 sold in December)

Most Active Range: Homes in the under \$500,000 have **20 %SOLD** rate with average sales price discount of \$20,750 and 131 DOM.

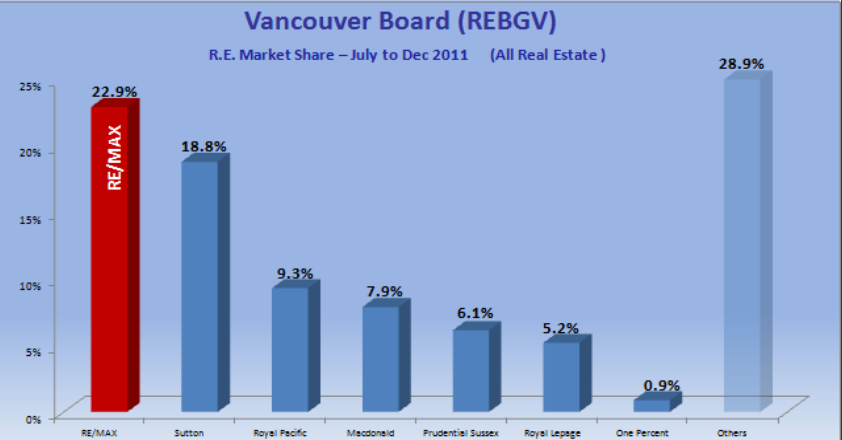
Least Active Range: Homes between \$800,000 and \$1,000,000 have **3 %SOLD** rate with average sales price discount of \$58,000 and 123 DOM.

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 \$87,033.

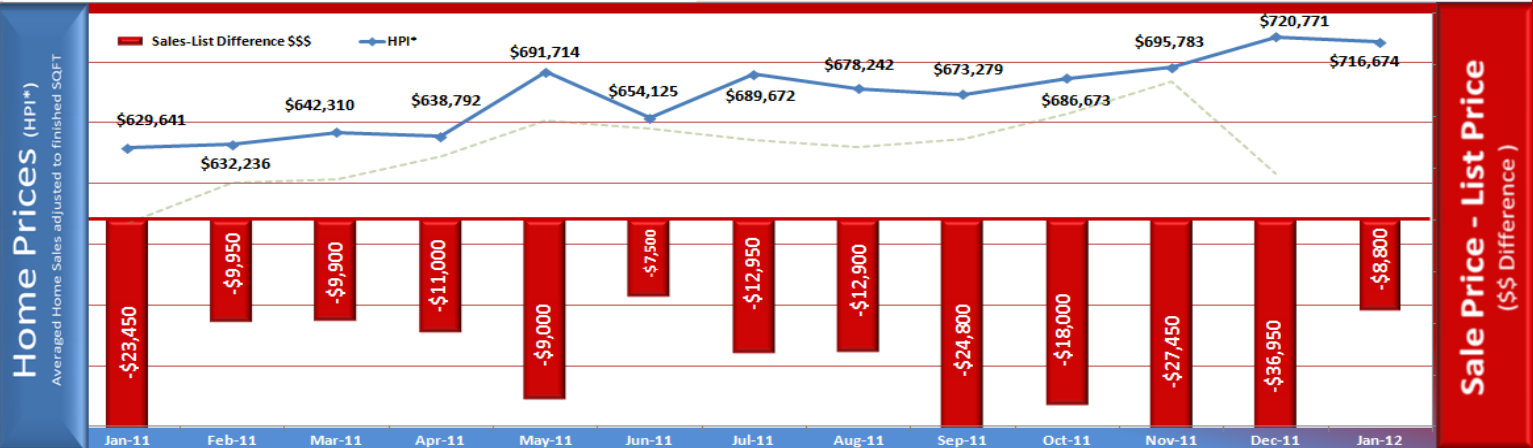
Future: Listing inventory levels are less than last years but with a lack of buyers it is looking like it could quickly become a buyers market. The new listings out pace the sales by 3 to 1 and this increased inventory trend may be enough to put downward pressure on the market in the next few months.

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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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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Vancouver West Side Sub areas Statistics - Jan 2012

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%
Total Activity	939	95	24	97%	-\$15,000	10%

Attached

Vancouver West Side 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	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%
Total Activity	939	95	24	97%	-\$15,000	10%

Attached

Monthly Changes Summary	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 /mthly 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)

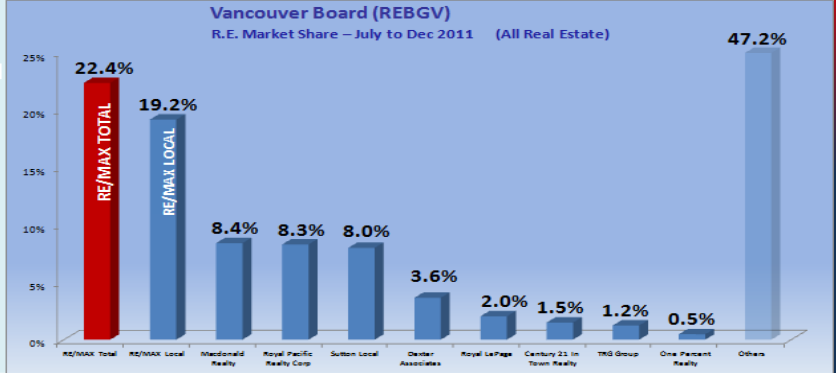
Most Active Price Range: Multi-family homes below \$300,000 have a 30 %SOLD rate and the prices are stable with average 10 (DOM) and sales discounts of \$14,450.

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).

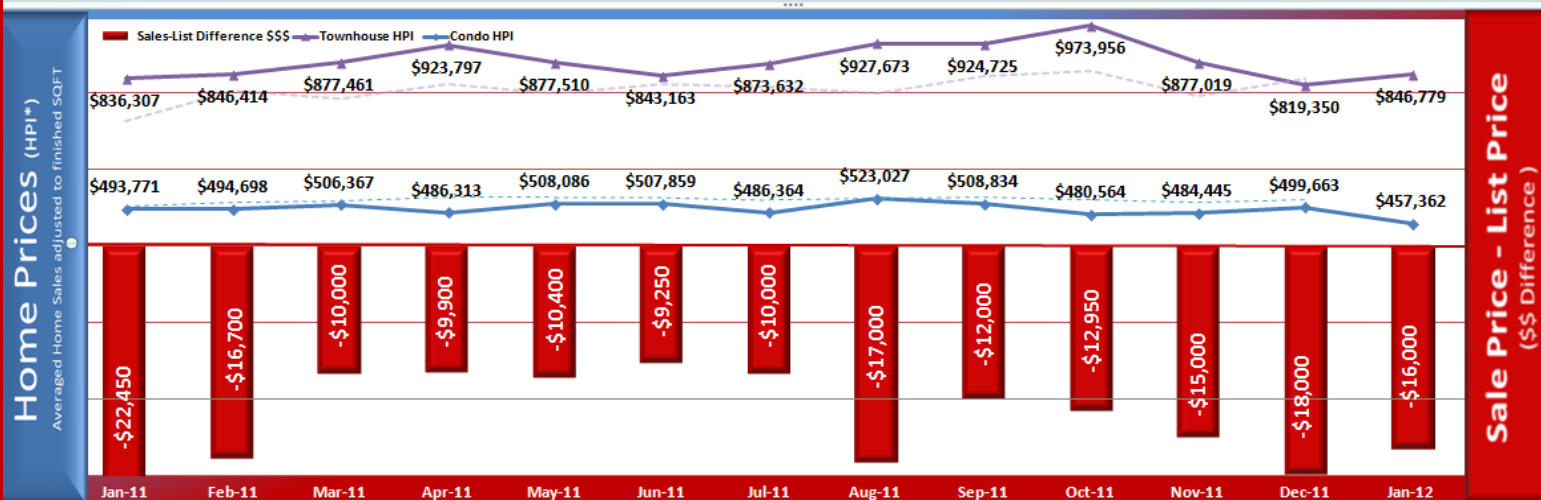
History: Vancouver Westside Condos HPI had a 6% price increase Jan to Aug 2011. This \$29,256 price increase brought the Condos HPI to \$523,027. Year-To-Date the RMR Condo Home Price Index* has now decreased \$36,409. Vancouver Westside's Townhome HPI had a 27% price increase from Jan-Oct 2011. This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

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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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Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Sea Island	0	0				0.0%
Bridgeport RI	5	0				0.0%
West Cambie	112	13	50	97%	-\$16,000	11.6%
East Cambie	17	2	136	95%	-\$20,500	11.8%
Terra Nova	26	3	94	95%	-\$28,000	11.5%
Riverdale RI	43	6	19	96%	-\$13,450	14.0%
Quilchena RI	8	0				0.0%
Granville	21	0				0.0%
Seafair	7	0				0.0%
Boyd Park	32	1				3.1%
Lackner	5	0				0.0%
Steveston Village	8	0				0.0%
Steveston North	17	2	173	92%	-\$29,450	11.8%
Steveston South	89	9	18	97%	-\$14,900	10.1%
Westwind	3	0				0.0%
Woodwards	17	3	7	98%	-\$9,800	17.6%
Broadmoor	24	6	32	95%	-\$23,500	25.0%
Garden City	19	2	48	93%	-\$49,000	10.5%
Saunders	12	0				0.0%
South Arm	32	2	18	97%	-\$14,950	6.3%
Brighthouse	426	30	65	96%	-\$10,350	7.0%
Brighthouse South	220	22	91	96%	-\$15,900	10.0%
McLennan North	181	18	29	98%	-\$10,000	9.9%
Gilmore	0	0				0.0%
McLennan	2	0				0.0%
East Richmond	12	1	196	79%	-\$102,000	8.3%
McNair	8	0				0.0%
Ironwood	34	3	80	95%	-\$14,900	8.8%
Hamilton RI	12	1	135	95%	-\$23,500	8.3%
Total Activity	1392	124	50	96%	-\$14,900	9%

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$200,000	53	3	7	97%	-\$4,900	5.7%
\$200,001-\$300,000	235	26	58	96%	-\$9,900	11.1%
\$300,001-\$400,000	310	25	57	96%	-\$12,880	8.1%
\$400,001-\$500,000	325	27	50	96%	-\$20,000	8.3%
\$500,001-\$600,000	250	31	36	97%	-\$18,000	12.4%
\$600,001-\$700,000	133	7	46	97%	-\$22,000	5.3%
\$700,001 and more	86	5	34	95%	-\$33,900	5.8%
Total Activity	1,392	124	50	96%	-\$14,900	9%

	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	1571	1313	1392		79
Active Listings (1st of the month)	1289	1156	815	1109	294
Solds	171	118	124		6
DOM	48	44	50		6
Sold-List Price % Difference	96%	96%	96%		0%
Sold-List Price \$ Difference	-\$18,000	-\$14,950	-\$14,900		\$50
Home Price Index* (Apartments)	\$338,911	\$343,808	\$332,235		-\$11,573
Home Price Index* (Townhouses)	\$523,552	\$512,217	\$513,804		\$1,587
%SOLD (Sales/Listings/mnthly rate)	11%	9%	9%		0%

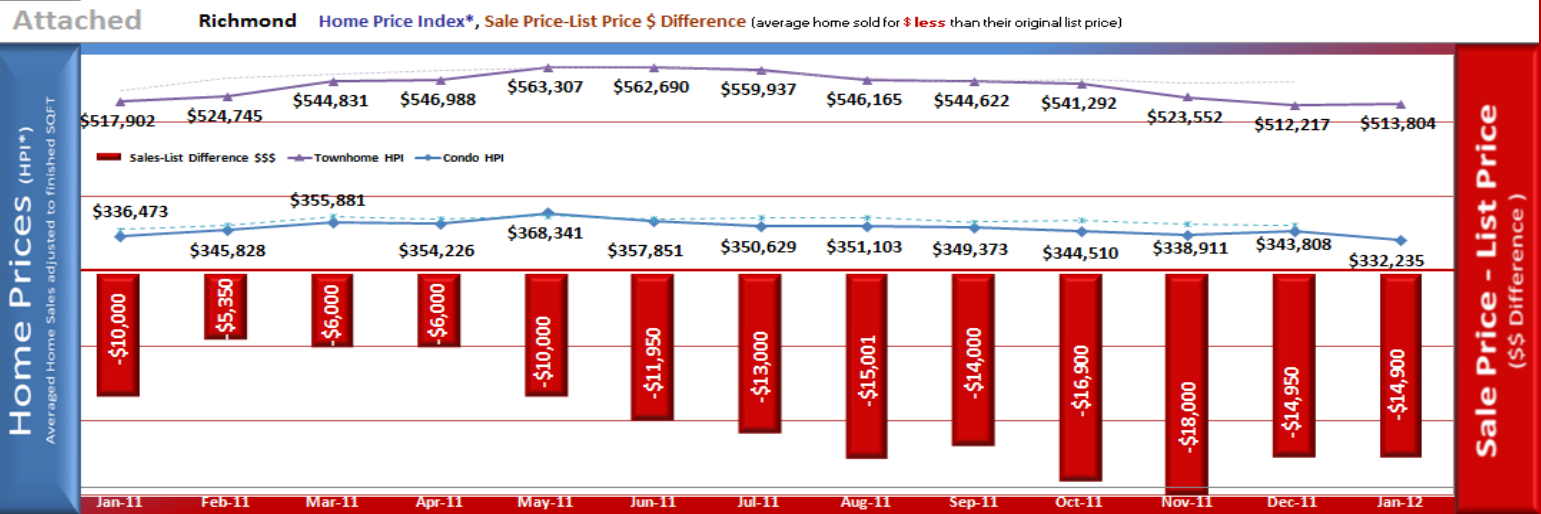


Feb 12012 Richmond Market Update (Attached)

Current: Richmond: is a buyers market with record listings & with a low 9% SOLD rate and a 96% Sell/List Ratio.
(This means that there is an average of a \$14,900 discount on a sale from the original list price)
Most Active Price Range: Multi family homes between \$200,000-\$300,000 have 12.4% SOLD rate and prices are stable with an average 36 days on the market (DOM) and sales discount of \$18,000.
Least Active Price Range: Homes between \$600,000-\$700,000 have a LOW 5.3% SOLD rate (meaning that there are 5 sales out of 100 listings/ month) with an average sales discount of \$22,000 from their original list price and average 46 days on market (DOM).

History: Richmond's RMR Condos HPI had a solid 13% price increase from Dec 2010 to May 2011. This \$42,053 price increase brought the RMR Condos HPI to \$368,341.
 Year-To-Date the RMR Condo Home Price Index* has decreased \$4,238.
 Richmond's Townhome HPI had a 9% price increase from January to May 2011. This \$45,405 price increase brought the Townhome HPI to \$563,307.
 Year-To-Date the RMR Townhome Home Price Index* has decreased \$4,098.

Future: We had a record Active Listing Inventory for January (~41% higher than Jan 2010.. New listings still exceed the sales meaning that we would see listings increase next month increasing the already over supplied market. These trends indicate we will keep Richmond as a buyers market for months to come.
 Note*: The Home Price Index* (HPI) is all the attached home sales averaged & adjusted for finished sqft and age



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East Vancouver Sub areas Statistics - Jan 2012

Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List	Sell - List \$Difference	%SOLD (STR)
Champlain Heights	20	2	336	95%	-\$24,850	10.0%
Collingwood Vancouver E	110	12	57	97%	-\$8,600	10.9%
Downtown VE	13	4	10	99%	-\$5,500	30.8%
Fraser VE	40	5	68	98%	-\$5,000	12.5%
Fraserview VE	47	5	12	100%	-\$2,000	10.6%
Grandview VE	52	7	19	95%	-\$18,900	13.5%
Hastings	59	10	83	97%	-\$6,950	16.9%
Hastings East	14	0				0.0%
Killarney VE	12	0				0.0%
Knight	35	3	57	107%	\$39,726	8.6%
Main	11	3	82	97%	-\$15,000	27.3%
Mount Pleasant VE	172	25	39	97%	-\$14,000	14.5%
Renfrew VE	14	3	88	94%	-\$18,900	21.4%
South Vancouver	13	1	47	91%	-\$20,800	7.7%
Victoria VE	28	2	70	95%	-\$19,200	7.1%
Total Activity	640	82	47	97%	-\$9,000	13%

East Vancouver 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	143	22	71	95%	-\$10,650	15.4%
\$300,001-\$400,000	233	29	39	97%	-\$9,000	12.4%
\$400,001-\$500,000	95	11	31	99%	-\$4,800	11.6%
\$500,001-\$600,000	58	12	48	98%	-\$13,500	20.7%
\$600,001-\$700,000	47	5	2	100%	\$0	10.6%
\$700,001-\$800,000	35	2	114	97%	-\$19,950	5.7%
\$800,001 and more	29	1	35	98%	-\$19,000	3.4%
Total Activity	640	82	47	97%	-\$9,000	13%

Monthly Changes Summary

	Nov	Dec	Dec	1/1/2012	Change
Total Listings** (A,S,T,C,X)	740	617	640	640	23
Active Listings (1st of the month)	582	488	414	485	71
Solds	131	68	82	82	14
DOM	39	28.5	47	47	19
Sold-List Price % Difference	97%	96%	97%	97%	1%
Sold-List Price \$ Difference	-\$11,800	-\$12,675	-\$9,000	-\$9,000	\$3,675
Home Price Index* (Apartments)	\$329,156	\$324,060	\$330,089	\$330,089	\$6,028
Home Price Index* (Townhouses)	\$575,993	\$639,716	\$578,175	\$578,175	\$2,461
%SOLD (Sales/ Listings /month rate)	18%	11%	13%	13%	2%

Feb 1 2012 East Vancouver Market Update (Attached)

Current: East Vancouver is a stable market with record listing inventory and with a diminished 13 %SOLD rate and a 97% Sell/List Ratio. (This means an average of a \$9,000 discount on a sale from the original list price)

Most Active Price Range: Homes between \$500,000 - \$600,000 have highest 20.7 %SOLD rate and the market is stable with an average 48 days on market (DOM) and a List- Sales discounts of only \$13,500.

Least Active Price Range: Homes above \$800,000 have a low 3.4 %SOLD rate (= 3 sales of 100 listings/ month) with an average sales discount of \$19,000 from their original list price and 35 DOM.

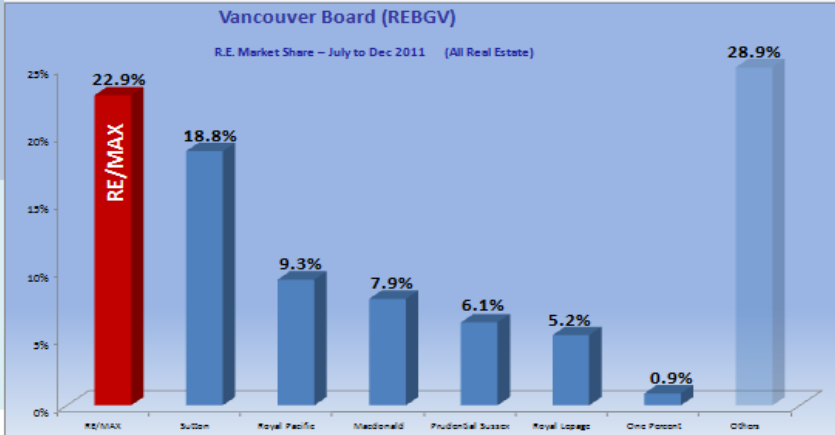
History: East Vancouver RMR Condos HPI increased 6% Jan-Aug /2011 This \$20,536 price increase brought the Condos HPI to \$352,049. Year-To-Date the RMR Condo Home Price Index * increased \$12,927.

East Vancouver's RMR Townhome HPI had a 11% price increase from Jan-Oct 2011. This \$61,193 price increased the Townhome HPI to \$626,441. Year-To-Date the Home Price Index * increased \$11,006.

Future: The January listing inventory is 25% higher than the same month last year. This will potentially maintain this buyers market if this trend continues. There were 137 extra new listings beyond the recent sales, this means that the listing inventory is increasing next month.

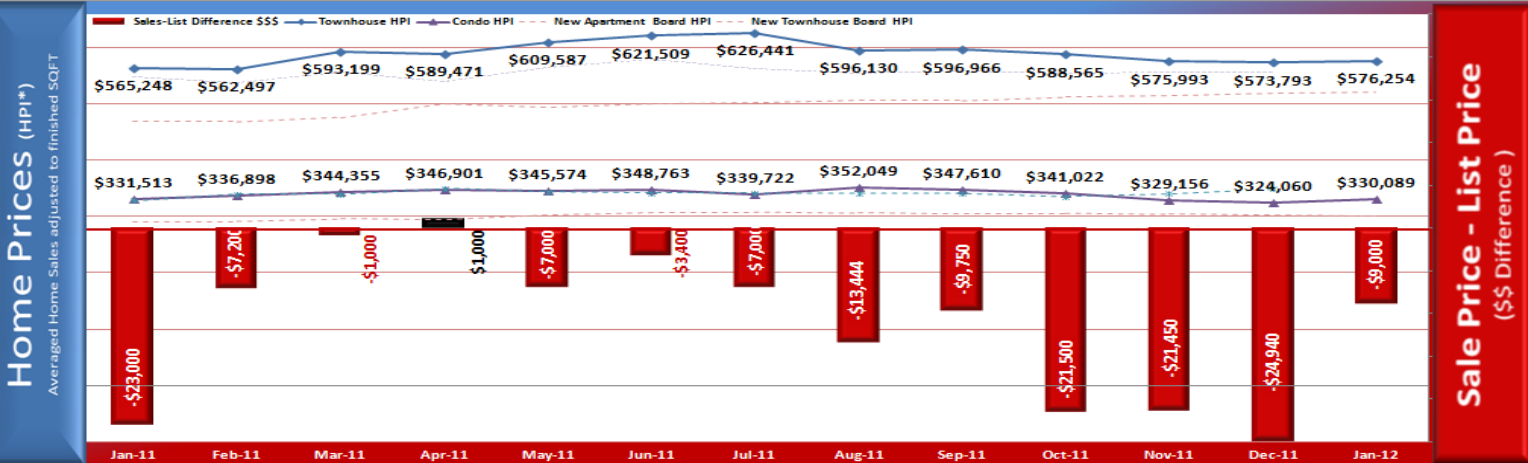
Note: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA).

the RE/MAX Market Share Reports



Attached

East Vancouver 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

