

# RE/MAX Market Reports



## Advanced Market Analysis

So that is what the market is doing!

How did I ever live without them?



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Market analysis: current, history and future!

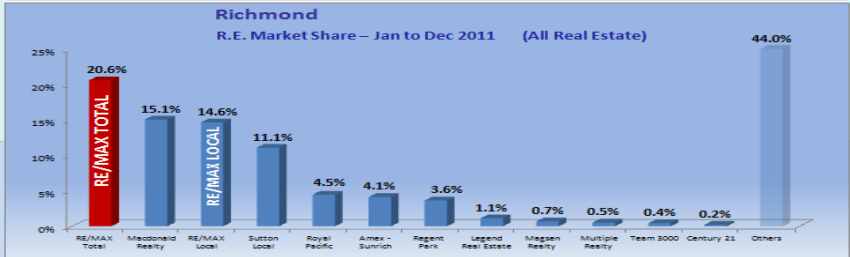
Feb 1 /12 **Richmond**

Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$55	%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%
<b>Total Activity</b>	<b>1007</b>	<b>88</b>	<b>37</b>	<b>96%</b>	<b>-\$41,000</b>	<b>9%</b>

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$55	%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%
<b>Total Activity</b>	<b>1,007</b>	<b>88</b>	<b>37</b>	<b>96%</b>	<b>-\$41,000</b>	<b>9%</b>

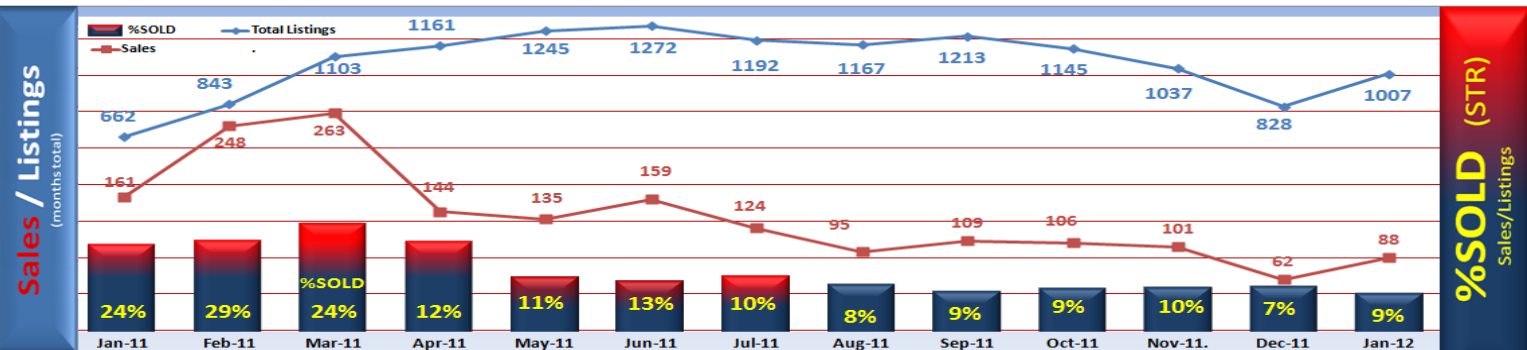
Monthly Changes Summary	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	1037	828	1007		179
Active Listings	882	783	520	819	299
Solds	101	62	88		26
DOM	35	47	37		-10
Sold-List Price % Difference	95%	94%	96%		2%
Sold-List Price \$ Difference	-\$55,000	-\$64,400	-\$41,000		\$23,400
Home Price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

### the RE/MAX Market Share Reports

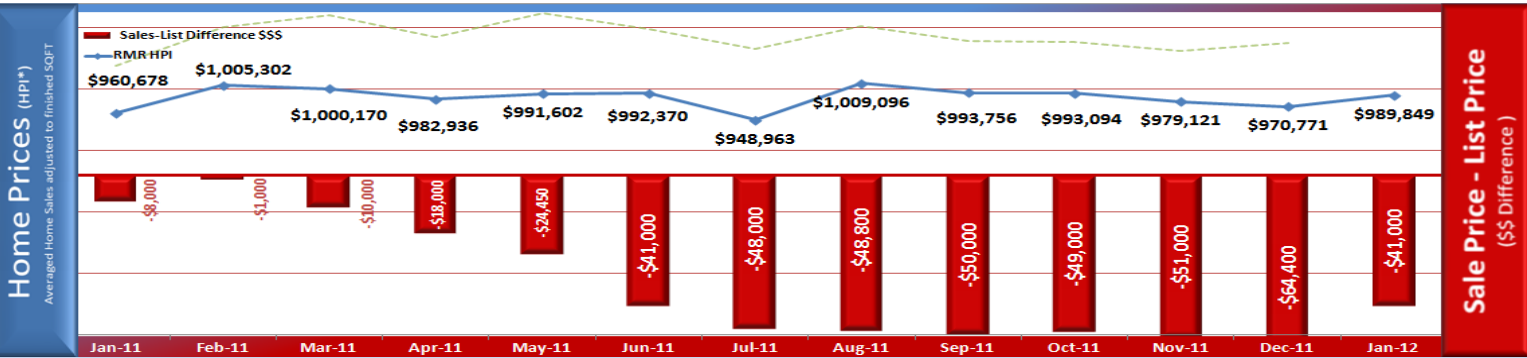


**Feb 1 2012 Richmond Market Update (Detached)**  
**Current:** Richmond: a buyers market with record listings (60% higher than last year), a **9 %SOLD** rate and a 96% Sell/List Ratio. (This means that there is an average of a \$41,000 discount on a sale from the original list price)  
**Most Active 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.)

### Detached Richmond Total Listings, Sales, and %SOLD rates



### Detached Richmond 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 East Vancouver**

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%
<b>Total Activity</b>	<b>571</b>	<b>95</b>	<b>13</b>	<b>98%</b>	<b>-\$18,000</b>	<b>17%</b>

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%
<b>Total Activity</b>	<b>571</b>	<b>95</b>	<b>13</b>	<b>98%</b>	<b>-\$18,000</b>	<b>17%</b>

Monthly Changes Summary	Nov	Dec	Dec	1/1/2012	Change
Total Listings** (A,S,T,C,X)	719	559	571	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)

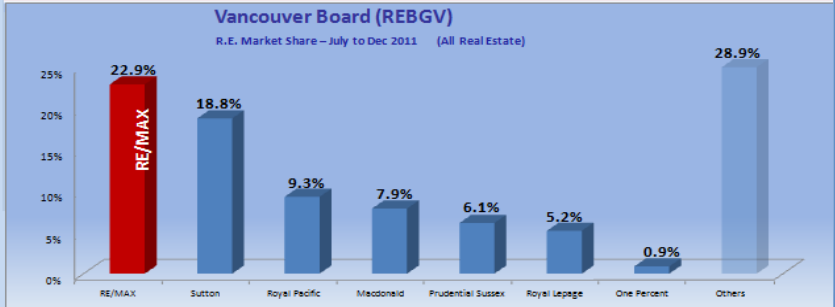
**Most Active Price Range:** Homes between \$700,000 and \$800,000 have high 25 %SOLD rate and prices are increasing with an average 28 days on market (DOM) and a List- Sales discounts of \$26,250.

**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.

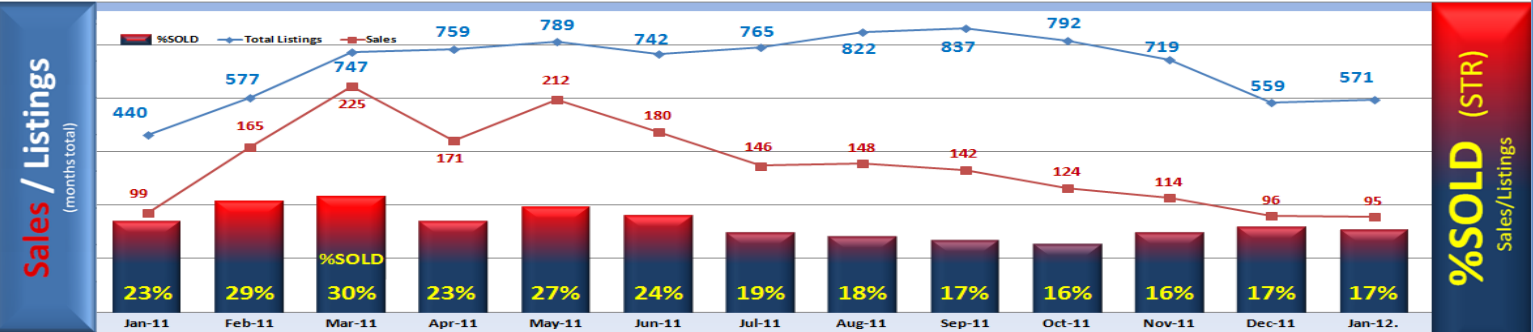
**History:** East Van saw very strong price increases of 15% in just the 5 months of January to May. This \$109,313 increased the average Home Price Index\* to \$845,523. Year-To-Date the Home Price Index\* has increased \$111,346.

**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.

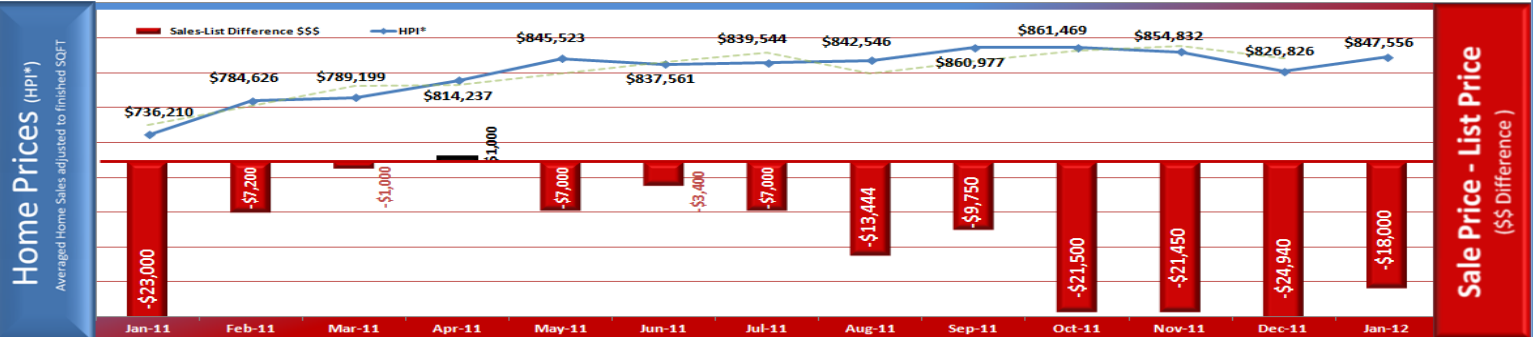
the RE/MAX Market Share Reports



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



Detached East Vancouver 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.  
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Market analysis: current, history and future! **Feb 1 /12 Ladner & S. Delta**

Ladner, Tsawwassen & S.Delta Sub areas Statistics - Jan 2012 Detached

Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Delta Manor	7	1	74	98%	-\$16,500	14%
East Delta	6	0	0%			0%
Hawthorne	17	4	5	98%	-\$11,150	24%
Holly	13	1	121	95%	-\$38,800	8%
Ladner Rural	10	0	0%			0%
Ladner Elementary	8	2	5	99%	-\$6,450	25%
Neilsen Grove	5	1	52	98%	-\$15,000	20%
Port Guichon	4	0	0%			0%
Westham Island	2	0	0%			0%
Boundary Beach	14	1	24	88%	-\$76,000	7%
Beach Grove	7	2	106	89%	-\$106,750	29%
Cliff Drive	19	1	55	95%	-\$39,000	5%
Tsawwassen Central	22	2	52	96%	-\$34,900	9%
English Bluff	17	1	0	97%	-\$29,000	6%
Pebble Hill	22	0	0%			0%
Tsawwassen East	5	1	1	97%	-\$25,000	20%
<b>Total Activity</b>	<b>178</b>	<b>17</b>	<b>14</b>	<b>98%</b>	<b>-\$19,900</b>	<b>10%</b>

Ladner, Tsawwassen & S.Delta List Price Ranges Statistics - Jan 2012 Detached

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$600,000	26	3	5	98%	-\$9,900	12%
\$600,001-\$700,000	41	2	101	98%	-\$16,250	5%
\$700,001-\$800,000	35	4	35	97%	-\$25,600	11%
\$800,001-\$900,000	25	7	6	98%	-\$19,900	28%
\$900,001 and more	51	1	16	86%	-\$154,000	2%
<b>Total Activity</b>	<b>178</b>	<b>17</b>	<b>14</b>	<b>98%</b>	<b>-\$19,900</b>	<b>10%</b>

Monthly Changes Summary	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	212	175	178		3
Active Listings (1st of the month)	186	158	103	142	39
Solds	26	18	17		-1
DOM	40	58	14		-44
Sold-List % Price Difference	97%	96%	98%		2%
Sold-List \$ Price Difference	-\$19,000	-\$29,950	-\$19,900		\$10,050
Home Price Index*	\$650,921	\$650,946			
%SOLD (Sales/ Listings /mnlthly rate)	12.3%	10.3%	9.6%		-0.7%

Feb 1 2012 **Ladner, Tsawwassen & S.Delta Market Update** (detached)

**Current:** Ladner, Tsawwassen and S.Delta residential detached housing market has a **LOW 10 %SOLD** rate making it a **buyers** market. (This means 10 homes out of 100 sold last month)

**Most Active Range:** Homes between \$800,000 and 900,000, range have **28 %SOLD** rate with average sales price discount of \$19,900 and 6 days on the market (DOM).

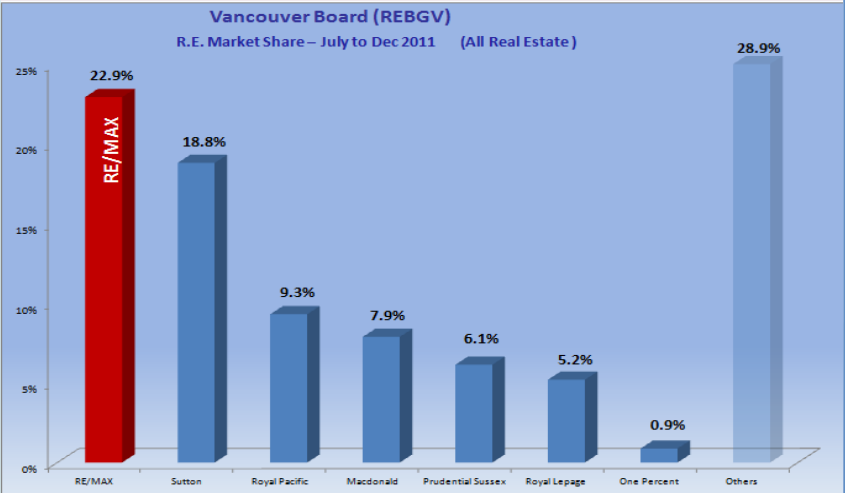
**Least Active Range:** Homes over \$900,000 have **2 %SOLD** rate with average sales price discount of \$154,000 and 16 days on the market (DOM).

**History:** January -July 2011 had near record sales with average prices **Home Price Index \*** increasing 19% or \$113,108 to \$710,594.

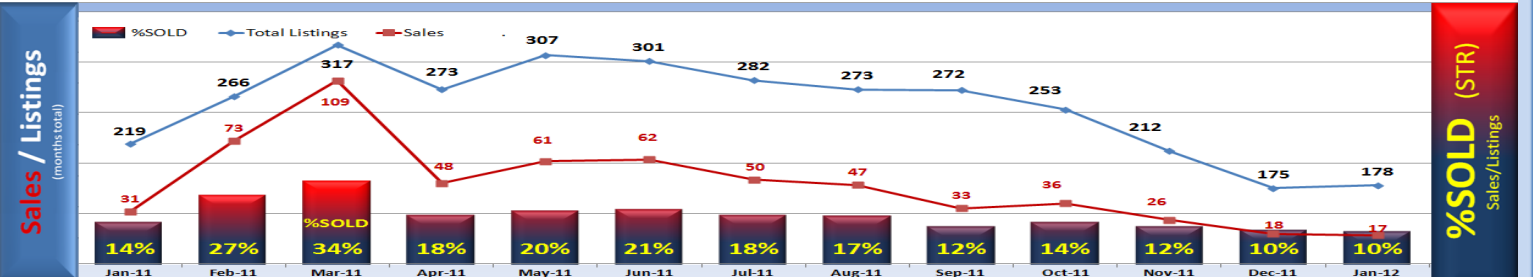
**Future:** Listing inventory levels have dropped 18% less than last years. January 's 70 new listings far exceeded the 17 sales. This increasing inventory trend should put more downward pressure on the market in this coming months.

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

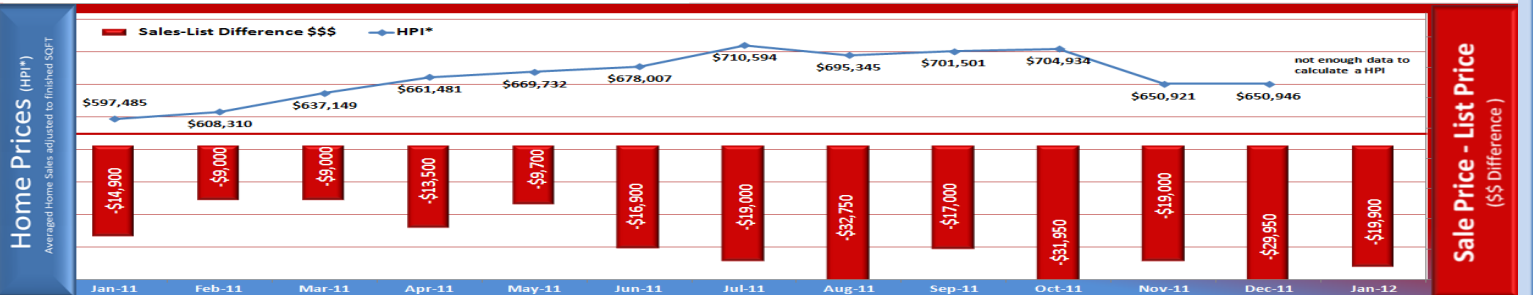
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**Detached Ladner, Tsawwassen & S.Delta Total Listings, Sales, and %SOLD rates**



**Detached Ladner, Tsawwassen & S.Delta 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 /mnlth  
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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 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.

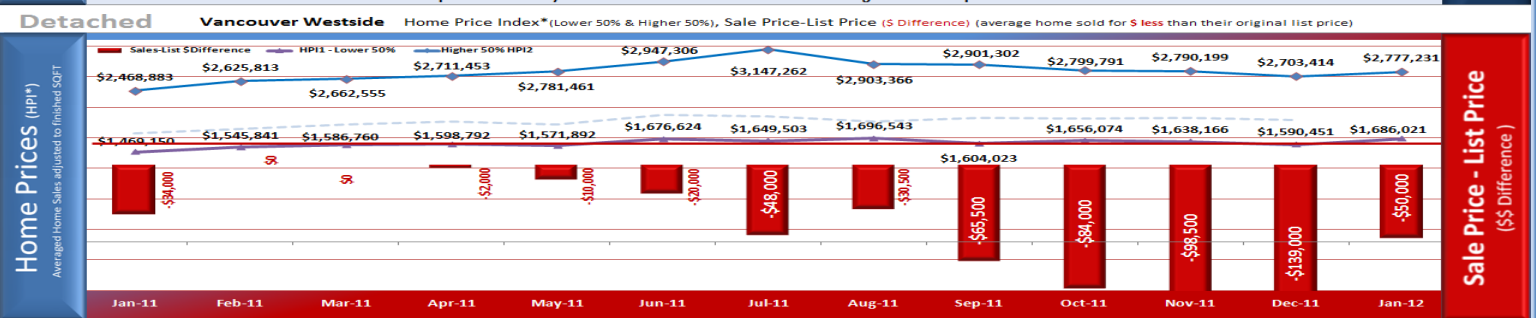
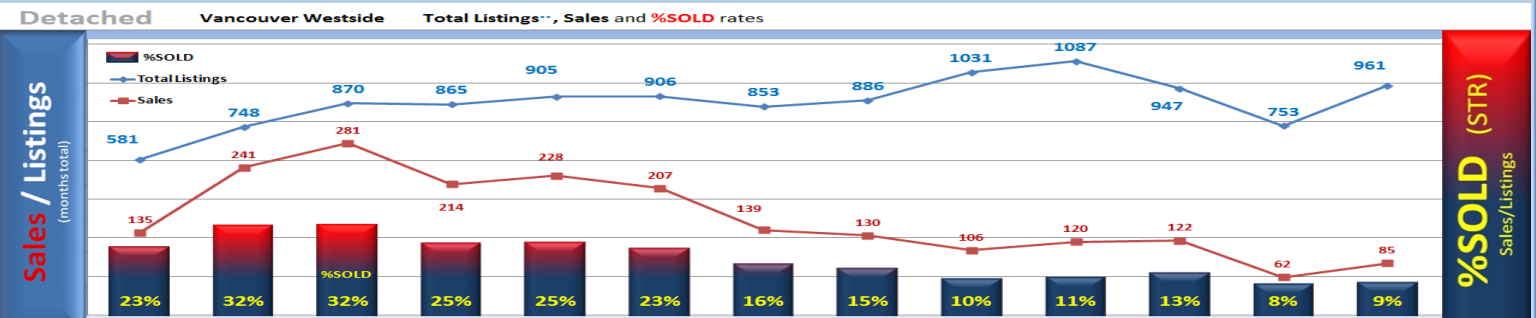
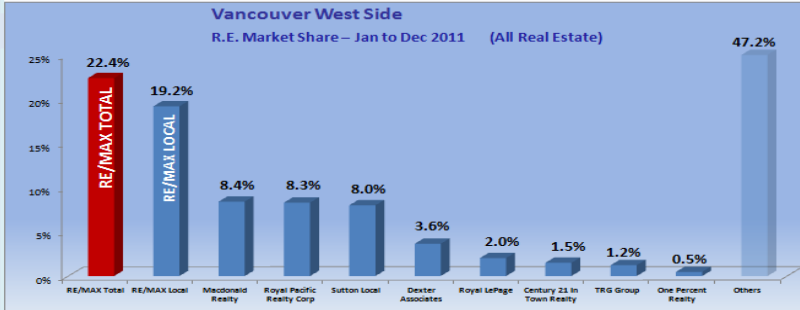
**Least Active Price Range:** Homes above \$4 million have low 2.3 %SOLD but with 16 DOM.

**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 of 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



\*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.



Market analysis: current, history and future!

Feb 1 /12 **Richmond**

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%
<b>Total Activity</b>	<b>1392</b>	<b>124</b>	<b>50</b>	<b>96%</b>	<b>-\$14,900</b>	<b>9%</b>

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%
<b>Total Activity</b>	<b>1,392</b>	<b>124</b>	<b>50</b>	<b>96%</b>	<b>-\$14,900</b>	<b>9%</b>

Monthly Changes Summary	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 rate)	11%	9%	9%		0%



### Feb 1 2012 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).

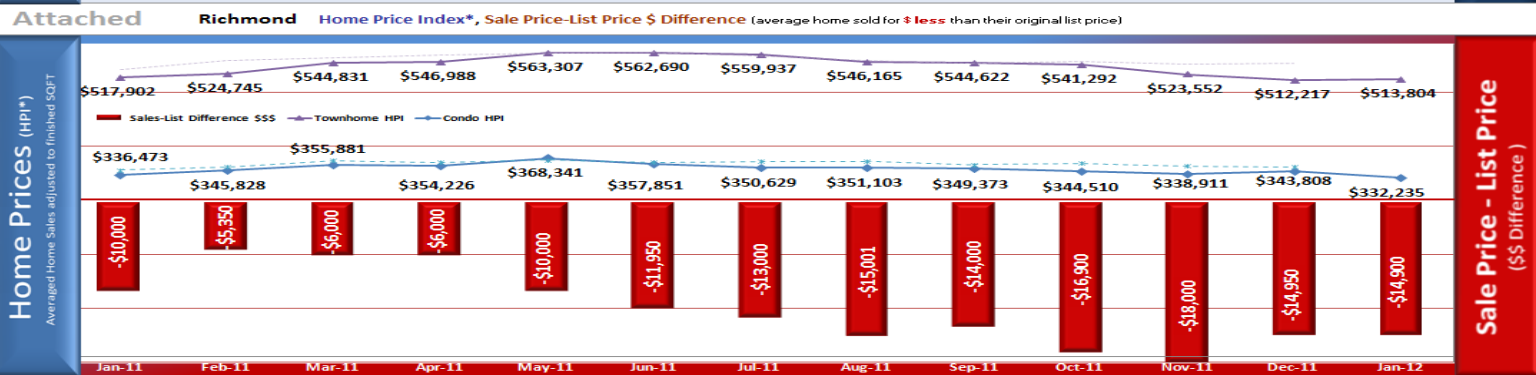
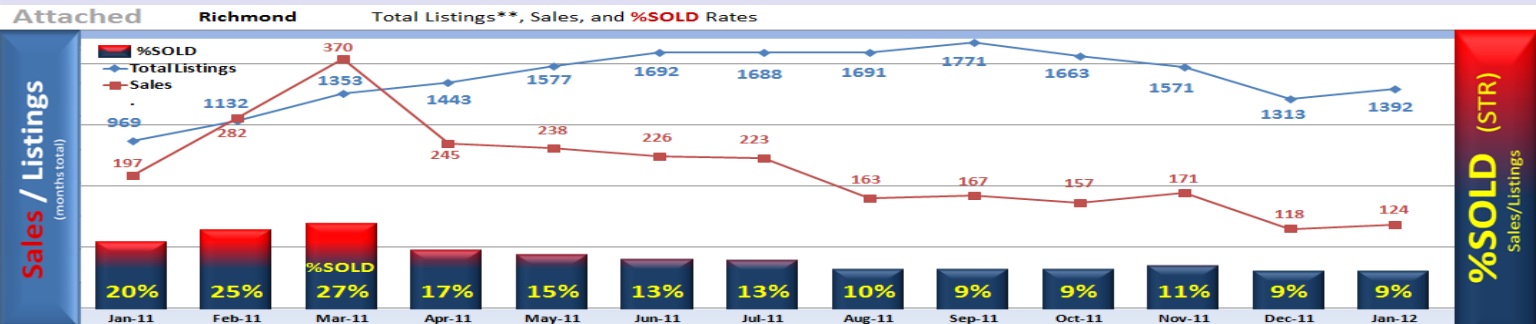
**History:** Richmond's RMR Condos HPI had a solid 13% price increase from Dec 2010 to May 2011. This \$42,053 price increase brought the RMR Condos HPI to \$368,341. Year-To-Date the RMR Condo Home Price Index\* has decreased \$4,238.

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



\*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.





### 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)

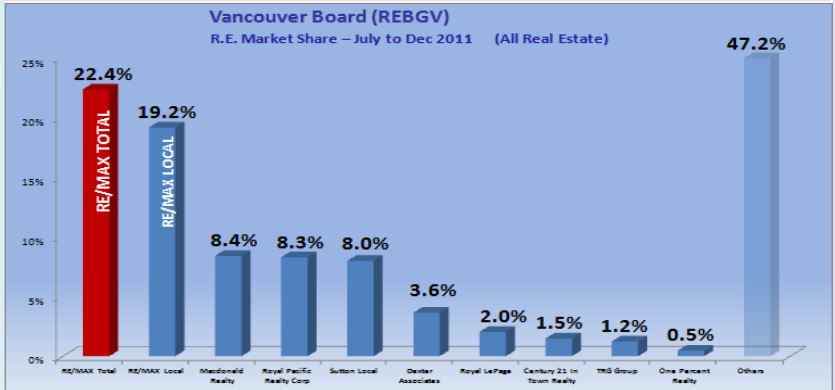
**Most Active Price Range:** Multi-family homes below \$300,000 have a 30 %SOLD rate and the prices are stable with average 10 (DOM) and sales discounts of \$14,450.

**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).

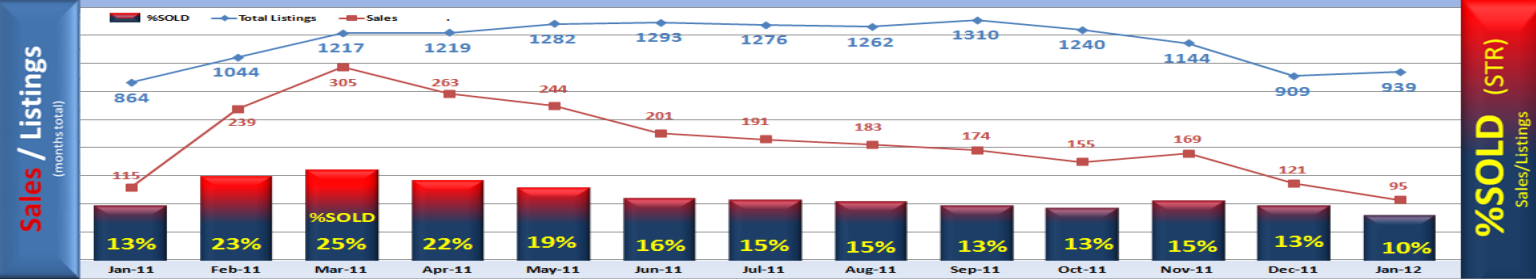
**History:** Vancouver Westside Condos HPI had a 6% price increase Jan to Aug 2011. This \$29,256 price increase brought the Condos HPI to \$523,027. Year-To-Date the RMR Condo Home Price Index\* has now decreased \$36,409. Vancouver Westside's Townhome HPI had a 27% price increase from Jan-Oct 2011.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

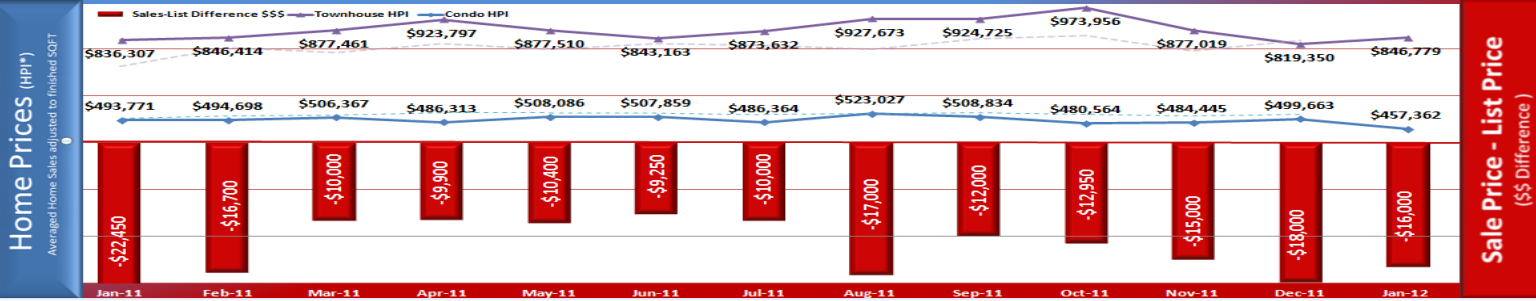
#### the RE/MAX Market Share Reports



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



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



\*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.





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

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%
<b>Total Activity</b>	<b>640</b>	<b>82</b>	<b>47</b>	<b>97%</b>	<b>-\$9,000</b>	<b>13%</b>

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%
<b>Total Activity</b>	<b>640</b>	<b>82</b>	<b>47</b>	<b>97%</b>	<b>-\$9,000</b>	<b>13%</b>

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

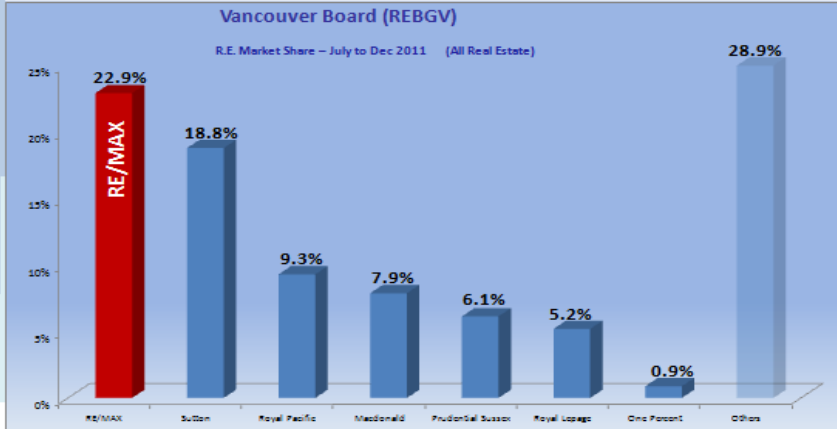
Year-To-Date the RMR Condo Home Price Index \* increased \$12,927.

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.

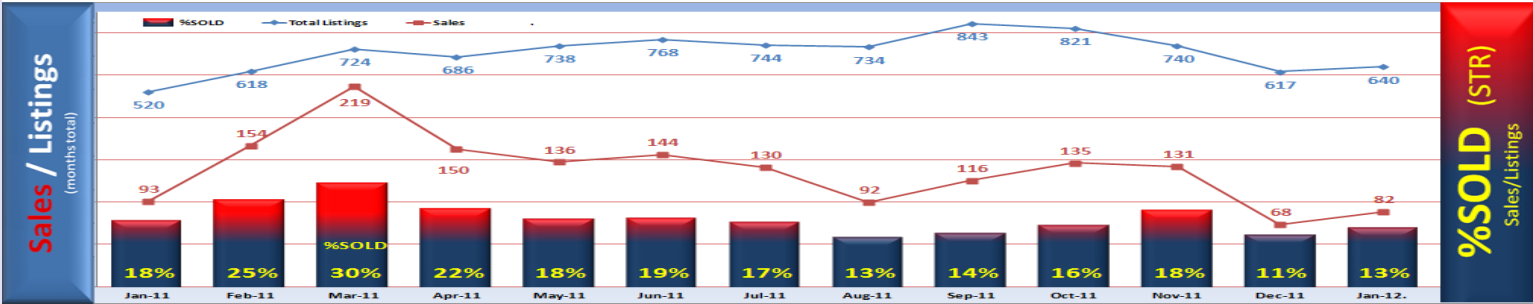
**Future:** The January listing inventory is 25% higher than the same month last year. This will potentially maintain this buyers market if this trend continues. There were 137 extra new listings beyond the recent sales, this means that the listing inventory is increasing next month.

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

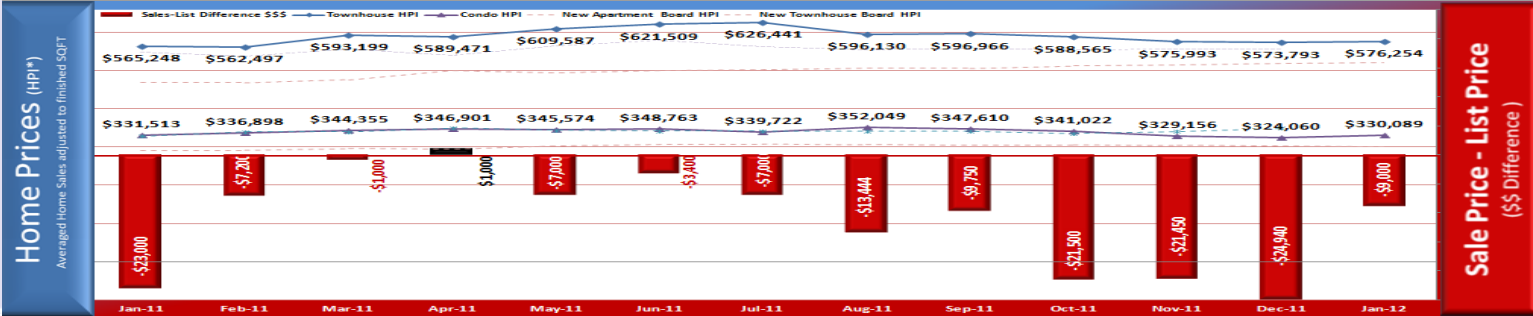
### the RE/MAX Market Share Reports



### Attached East Vancouver Total Listings, Sales, and %SOLD rates



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



\*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.







# Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

