



# RE/MAX Market Reports



## Advanced Market Analysis



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





Market analysis: current, history and future!

Feb 1/12 Coquitlam

Coquitlam Sub areas - Jan 2012

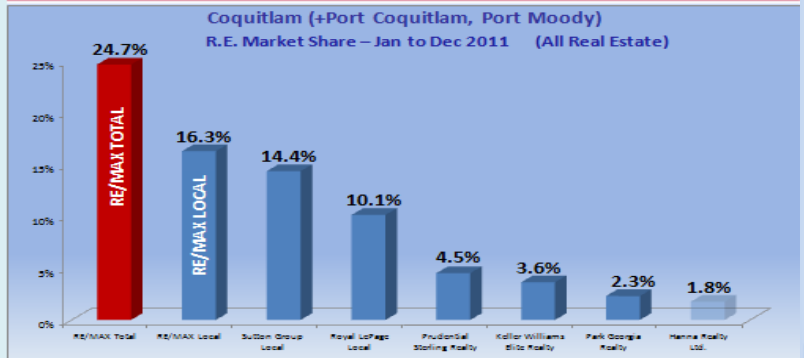
Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Burke Mountain	105	17	19	100%	\$0	16.2%
Central Coquitlam	51	7	38	98%	-\$29,900	13.7%
Coquitlam East	19	5	85	96%	-\$28,888	26.3%
Cape Horn	18	1	108	98%	-\$14,000	5.6%
Chineside	8	2	25	98%	-\$10,450	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%
<b>Total Activity</b>	<b>465</b>	<b>75</b>	<b>38</b>	<b>98%</b>	<b>-\$14,400</b>	<b>16%</b>

Coquitlam Price Range Statistics - Jan 2012

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%
<b>Total Activity</b>	<b>465</b>	<b>75</b>	<b>38</b>	<b>98%</b>	<b>-\$14,400</b>	<b>16%</b>

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 /mthly rate)	15%	17%	16%		-1%

the RE/MAX Market Share Reports



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.

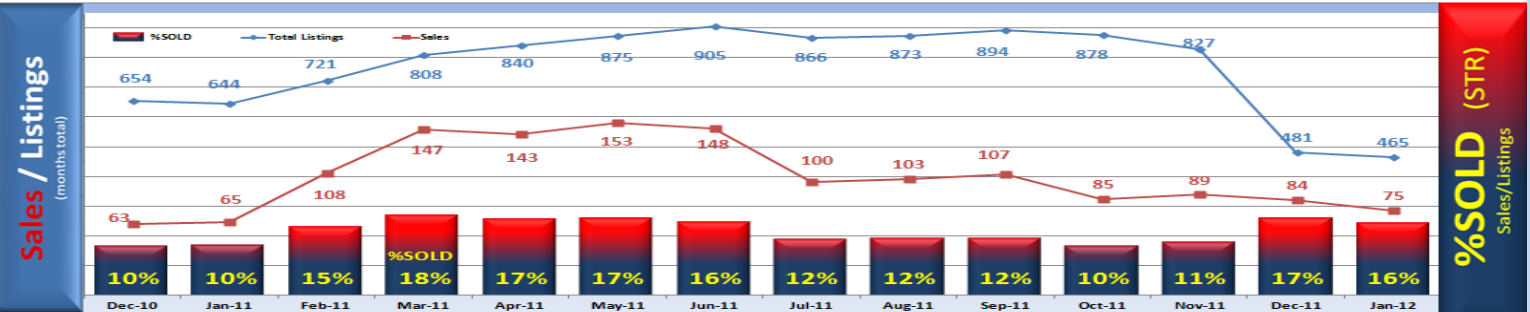
**Least Active Price Range:** Homes in the \$1 million and 1.25 million have slower market with a low 9.8 %SOLD rate, an average of 35 (DOM) and a sales but minimal List-Sales price discounts of \$8,500, or a 99% Sale/List ratio.

**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.

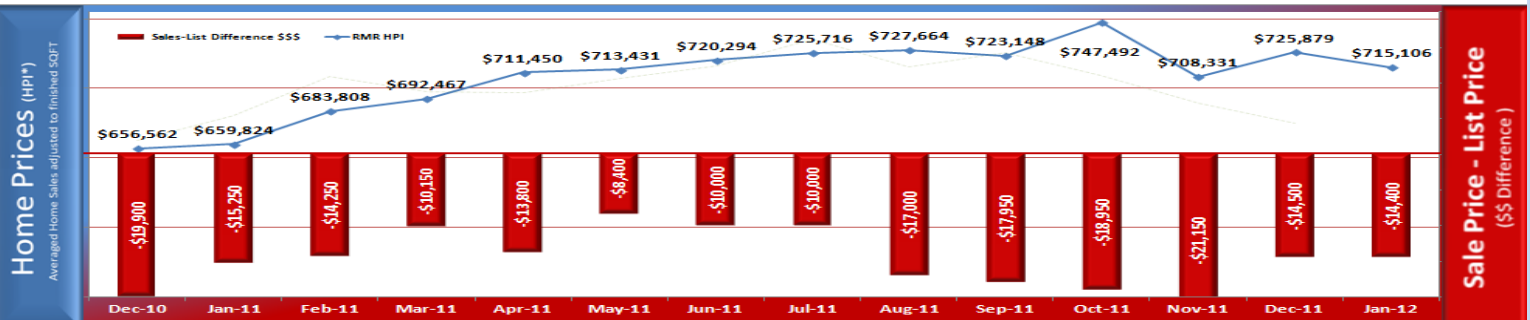
**Future:** Lower Active Listing Inventory is 27% lower than January 2011 and it has actually dropped in the last month. New January listings outpaced the sales at a 2 to 1 rate and that means that we should see listings levels increase in the next month. Overall it looks like a balanced stable market 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 Total Listings\*\*, Sales, and %SOLD rates



Detached Coquitlam Home Price Index\*, 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.

produced for: Laurissa Rasmus



Market analysis: current, history and future! Feb 1/12 Port Coquitlam P Moody

Port Coquitlam, Port Moody Sub areas - Jan 2012						
Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Anmore	37	1	78	87%	-\$218,000	2.7%
Belcarra	11	0				0.0%
Barber Street	13	3	6	97%	-\$14,900	23.1%
College Park PM	10	3	69	96%	-\$24,900	30.0%
Glenayre	3	0				0.0%
Heritage Mountain	10	1	7	104%	\$31,000	10.0%
Heritage Woods PM	15	1	6	100%	\$2,000	6.7%
Mountain Meadows	3	1	50	98%	-\$15,000	33.3%
North Shore Pt Moody	9	3	37	97%	-\$17,000	33.3%
Port Moody Centre	7	1	80	97%	-\$16,900	14.3%
Birchland Manor	1	0				0.0%
Central Pt Coquitlam	10	0				0.0%
Citadel PQ	19	4	45	97%	-\$18,950	21.1%
Glenwood PQ	31	7	66	95%	-\$28,800	22.6%
Lower Mary Hill	7	1	36	95%	-\$23,000	14.3%
Lincoln Park PQ	17	2	72	96%	-\$20,394	11.8%
Mary Hill	13	3	6	97%	-\$19,000	23.1%
Oxford Heights	10	4	63	95%	-\$26,950	40.0%
Riverwood	12	1	30	97%	-\$14,900	8.3%
Woodland Acres PQ	4	1	1	92%	-\$35,900	25.0%
<b>Total Activity</b>	<b>242</b>	<b>37</b>	<b>44</b>	<b>97%</b>	<b>-\$19,000</b>	<b>15%</b>

Port Coquitlam, Port Moody Price Range Statistics - Jan 2012						
Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$500,000	33	10	49	94%	-\$29,400	30.3%
\$500,001-\$600,000	62	11	35	97%	-\$16,888	17.7%
\$600,001-\$700,000	37	6	48	97%	-\$16,400	16.2%
\$700,001-\$800,000	28	6	22	98%	-\$15,000	21.4%
\$800,001 and more	82	4	69	98%	-\$21,500	4.9%
<b>Total Activity</b>	<b>242</b>	<b>37</b>	<b>44</b>	<b>97%</b>	<b>-\$19,000</b>	<b>15%</b>

Monthly Changes Summary					
	Nov	Dec	Jan-12	2/1/2012	Change
Total Listings (A,S,T,C,X)	259	248	242		-6
Active Listings	232	163	150	170	20
Solds	57	30	37		7
DOM	34	50	44		-6
Sold-List % Price Difference	96.1%	95.4%	96.6%		1.2%
Sold-List Price \$ Difference	-\$24,100	-\$27,300	-\$19,000		\$8,300
Home Price Index*	\$598,512	\$602,384	\$583,361		-\$19,023
%SOLD (Sales/ Listings /mthly rate)	22%	12%	15%		3%

### Feb 1 2012 Port Coquitlam, Port Moody Market Update (Detached)

**Current:** Pt Coquitlam, Pt Moody has a very mixed markets and with hot/cold markets, do check each neighbourhood's %SOLD rates .

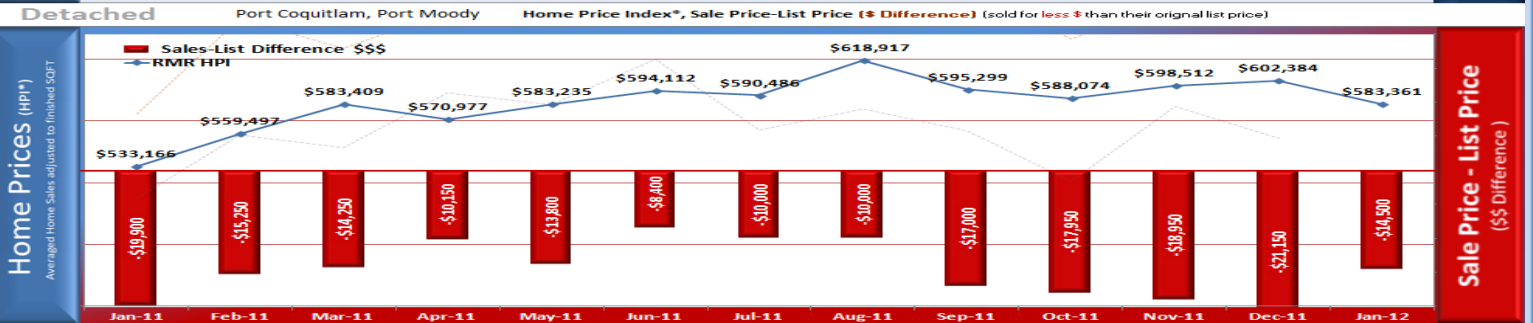
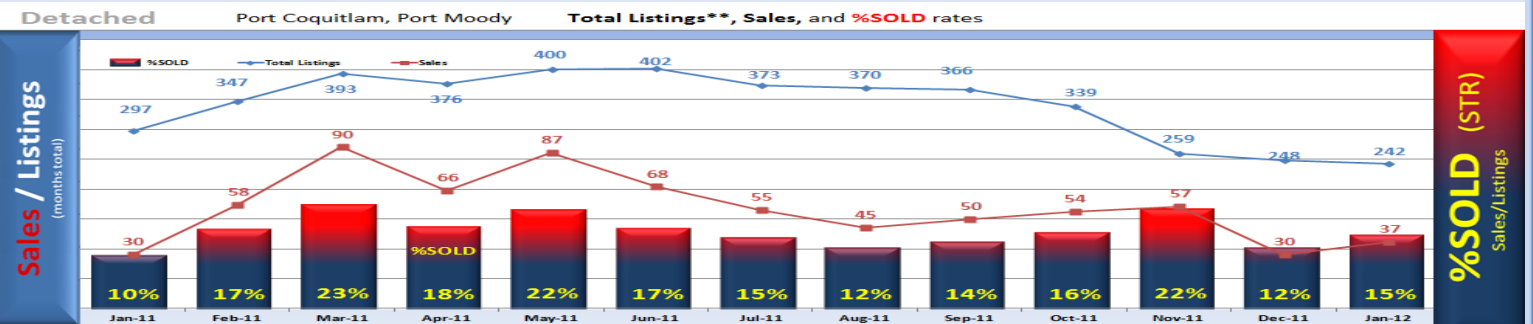
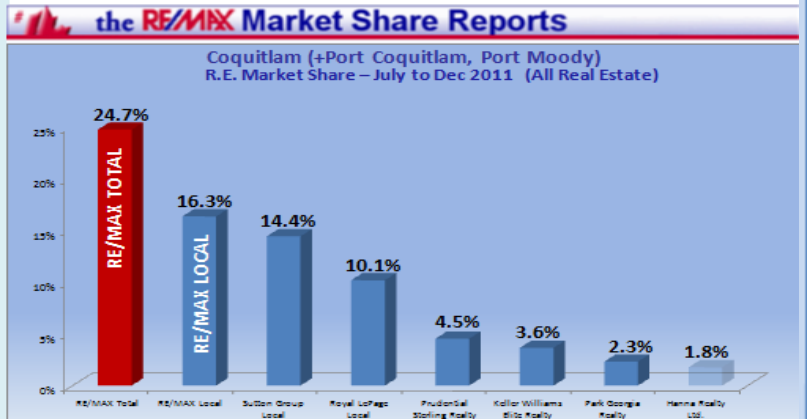
**Most Active Price Range:** Homes below \$500,000 have **stable market** with a strong **30.3 %SOLD** rate, an average of 49 (DOM) and a sales and List-Sales price discounts of \$29,400.

**Least Active Price Range:** Homes above \$800,000 have **slow market** with a low **4.9 %SOLD** rate, an average of 69 (DOM) and a minimal sales and List-Sales price discounts of \$21,500.

**History:** These duo-Cities had an average price increase of 11% from January to June last year. This **\$60,946** increased the average home value to **\$594,112**. Year-To-Date the **RMR Home Price Index \*** came up **\$69,218** to bring the average price to **\$583,361**.

**Future:** Lower Active Listing Inventory is 18% 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.



\*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 Maple Ridge-Pitt Meadows

Maple Ridge, Haney and Pitt Meadows Sub areas Statistics - Jan 2012 Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Albion	117	9	37	97%	-\$13,070	7.7%
Cottonwood MR	82	2	39	96%	-\$19,500	2.4%
East Central	112	6	97	96%	-\$20,450	5.4%
Northeast	10	1	110	98%	-\$14,000	10.0%
North Maple Ridge	2	0				0.0%
Northwest Maple Ridge	32	5	39	96%	-\$18,800	15.6%
Silver Valley	101	4	27	99%	-\$10,000	4.0%
Southwest Maple Ridge	65	6	77	94%	-\$27,450	9.2%
Thornhill	35	1	129	100%	-\$40	2.9%
Websters Corners	45	1	21	98%	-\$13,800	2.2%
West Central	74	6	70	95%	-\$22,900	8.1%
Whonnock	25	0				0.0%
Central Meadows	20	5	22	98%	-\$10,800	25.0%
Mid Meadows	15	1				6.7%
North Meadows	14	3	98	65%	-\$422,000	21.4%
South Meadows	21	3	78	97%	-\$15,900	14.3%
West Meadows	2	0				0.0%
<b>Total Activity</b>	<b>772</b>	<b>53</b>	<b>63</b>	<b>97%</b>	<b>-\$16,450</b>	<b>7%</b>

Maple Ridge, Haney and Pitt Meadows List Price Ranges Statistics - Jan 2012 Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$400,000	127	13	83	94%	-\$24,000	10.2%
\$400,001-\$500,000	193	18	46	97%	-\$13,900	9.3%
\$500,001-\$600,000	214	10	79	98%	-\$12,935	4.7%
\$600,001-\$700,000	114	4	56	96%	-\$24,350	3.5%
\$700,001-\$800,000	29	4	81	99%	-\$7,000	13.8%
\$800,001 and more	95	4	44	90%	-\$154,500	4.2%
<b>Total Activity</b>	<b>772</b>	<b>53</b>	<b>63</b>	<b>97%</b>	<b>-\$16,450</b>	<b>7%</b>

Monthly Changes Summary	Dec	Jan-12	2/1/2012	Change
Total Listings (A,S,T,C,X)	721	772		51
Active Listings	658	512	618	106
Solds	73	53		-20
DOM	56	63		7
Sold-List % Price Difference	95%	97%		2%
Sold-List Price \$\$ Difference	-\$22,150	-\$16,450		\$5,700
Home Price Index	\$461,518	\$456,476		-\$5,042
%SOLD (Sales/ Listings /mthly rate)	10%	7%		-3%

#### Feb 1 2012 Maple Ridge, Pitt Meadows Market Update (Detached)

**Current:** Maple Ridge, Pitt Meadows is a buyers market with record listing inventory, a LOW 7% SOLD rate and a 97% Sell/List Ratio. (This means that there is an average of a \$16,450 discount on a sale from the list price)

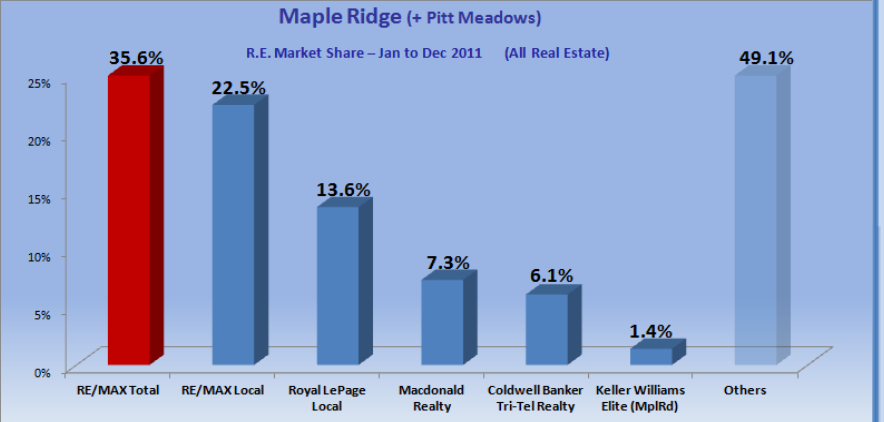
**Most Active Price Range:** Homes between \$700,000-\$800,000 have 13.8% SOLD rate, prices are stable with 81 days on market (DOM), and a sales discounts are \$7,000 on average.

**Least Active Price Range:** Homes over \$800,000 have a LOW 4.2% SOLD (meaning just 4 sales for 100 listings/ month) with an average sales discount of \$154,500 from their original list price and median 44 days on market (DOM).

**History:** Maple Ridge area experienced a 10% Home Price Increase\* (HPI) from Dec -May 2011 of a \$46,058 increase to \$496,064. Year-To-Date the RMR HPI Home Price Index\* is reduced to \$2,092 over the Jan 2011 average home price.

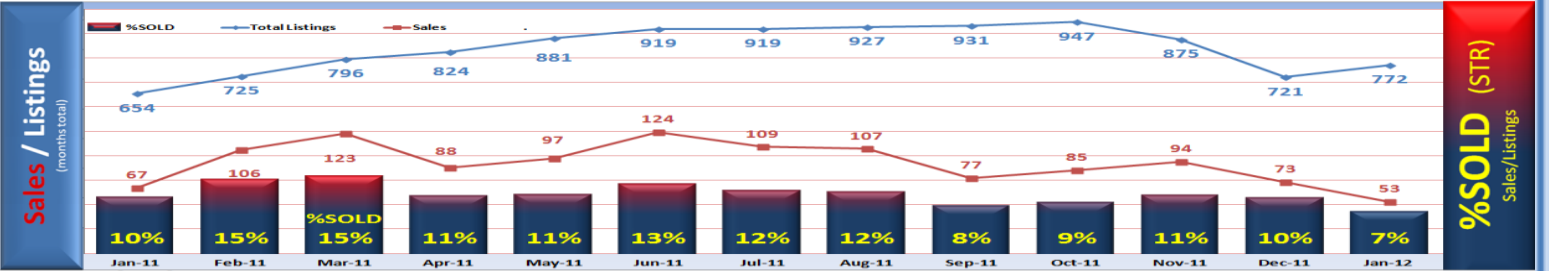
**Future:** We currently have record Active Listing Inventories that are ~18% higher than Jan 2011. New listings exceeded the sales by 61 meaning that we are seeing the listings supply increase thus continuing the buyers market.

### the RE/MAX Market Share Reports

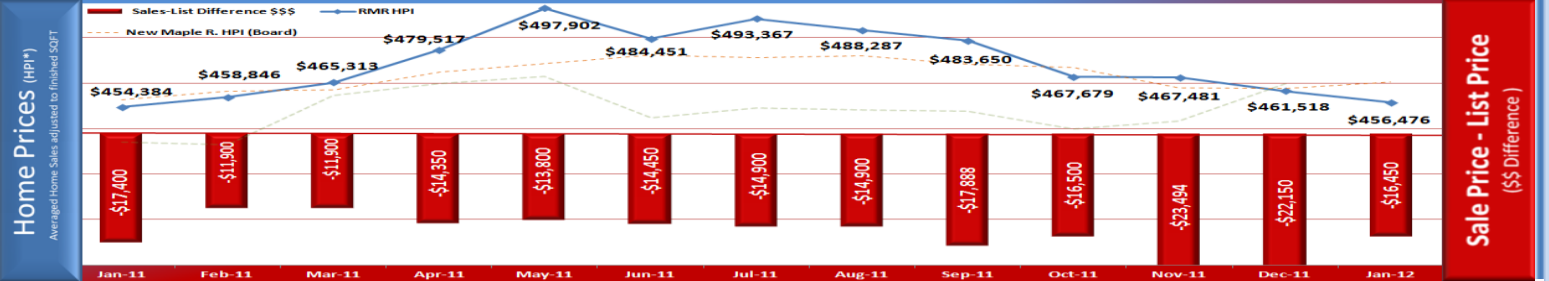


RMR HPI is all the detached home sales averaged & adjusted for finished sqft, age & lot size. This HPI excludes the mobile homes and the house and acreage sales. For a accurate price change for your home request a Comparative Market Analysis.

Detached Maple Ridge, Pitt Meadows Total Listings\*\*, Sales, and %SOLD rates



Detached Maple Ridge, Pitt Meadows Home Price Index\*, 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  
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produced for: Laurissa Rasmus



Market analysis: current, history and future!

### Feb 1 /12 Mission

#### Mission Sub areas Statistics - Jan 2012

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Hatzic	48	4	157	92%	-\$39,850	8.3%
Stave Falls	38	6	129	85%	-\$27,400	15.8%
Steelhead	11	2	57	96%	-\$19,250	18.2%
Mission	345	21	85	95%	-\$19,500	6.1%
Durieue	22	0				0.0%
Dewdney Deroche	30	0				0.0%
Lake Errock	25	0				0.0%
Hemlock	7	0				0.0%
Mission-West	27	0				0.0%
<b>Total Activity</b>	<b>553</b>	<b>33</b>	<b>87</b>	<b>94%</b>	<b>-\$19,900</b>	<b>6%</b>

#### Detached

#### Mission List Price Ranges Statistics - Jan 2012

Home Price Range	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$300,000	97	7	76	95%	-\$11,900	7.2%
\$300,001-\$400,000	141	13	103	94%	-\$19,900	9.2%
\$400,001-\$500,000	136	7	87	94%	-\$27,000	5.1%
\$500,001-\$600,000	77	4	104	89%	-\$69,250	5.2%
\$600,001-\$700,000	35	2	109	92%	-\$57,450	5.7%
\$700,001 and more	67	0				0.0%
<b>Total Activity</b>	<b>553</b>	<b>33</b>	<b>87</b>	<b>94%</b>	<b>-\$19,900</b>	<b>6%</b>

#### Detached

#### Feb 1 2012 Mission Market Update (Detached)

**Current:** Mission is a **buyers** market with high listing inventories, **6% SOLD** rate and a 94% Sell/List Ratio. (e.g.: an average of a \$19,900 discount on a sale from the original list price.)  
**Most Active Price Range:** Homes between \$300,000 and \$400,000 have **9.2% SOLD** rate to stabilize prices. These home sales have average discounts of \$19,900 and 103 days on the market.  
**Least Active Price Range:** The 67 listings homes over \$800,000 had **NO** sales last month

**History:** The Mission Home Price Index\* shows a 1% increase last spring in the 7 months from Jan-May 2011. This \$3,964 increase brought the HPI to \$368,741. Year-To-Date the HPI\* has decreased 7% to \$335,356.

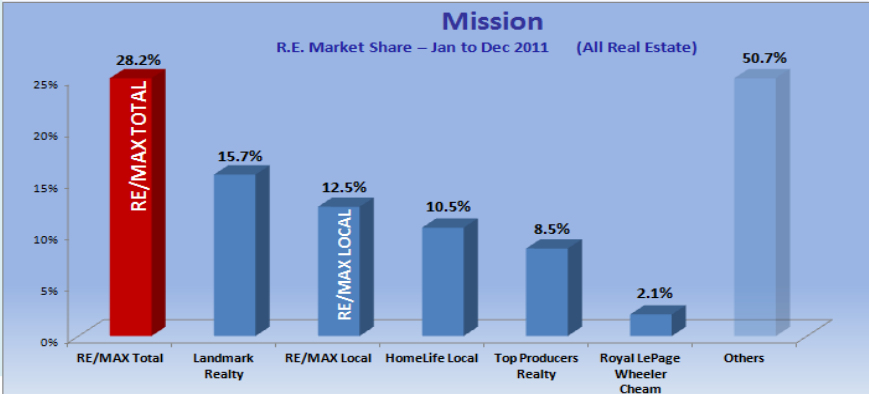
**Future:** High Active Listing Inventory is ~6% higher than Jan 2012. New listings exceeded the sales by 85 meaning that we are seeing the listings supply increase thus continuing the buyers market.

Note\*: 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 (CMA).

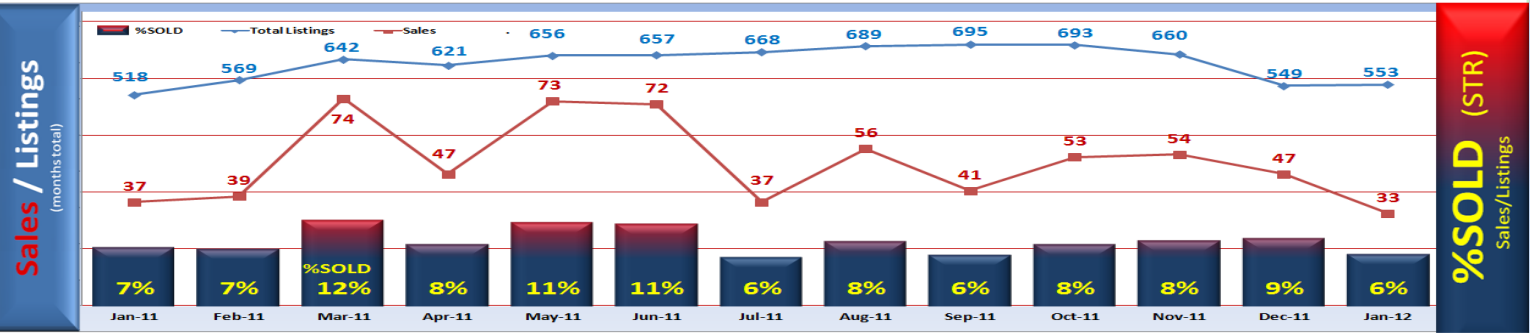
#### Monthly Changes Summary

	Dec	Jan-12	2/1/2012	Change
Total Listings (A,S,T,C,X)	549	553		4
Active Listings	528	424	461	37
Solds	47	33		-14
DOM	59	89		30
Sold-List % Price Difference	94.9%	94.3%		-0.6%
Sold-List Price \$\$ Difference	-\$19,900	-\$19,900		\$0
Home Price Index*	\$352,578	\$335,356		-\$17,222
%SOLD (Sales/ Listings /mthly rate)	8.6%	6.0%		-2.6%

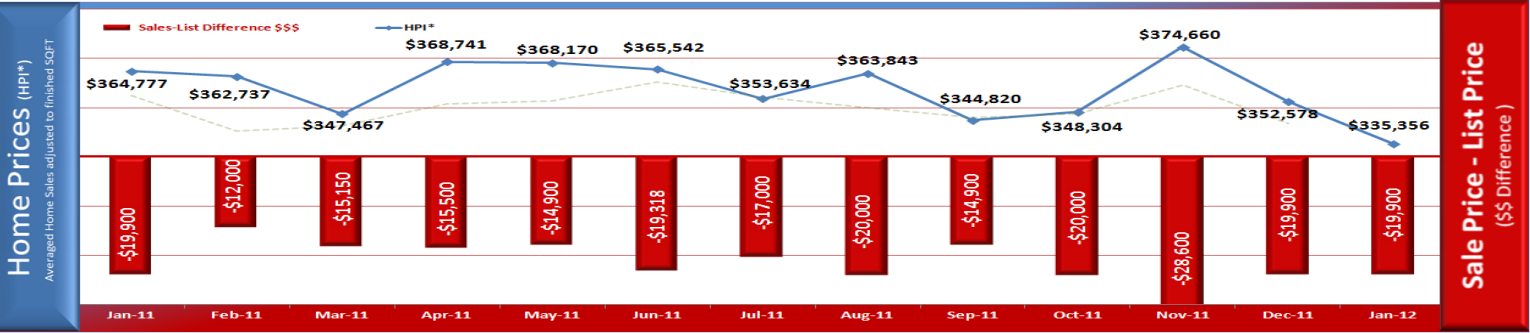
#### the RE/MAX Market Share Reports



#### Detached Mission Total Listings\*\*, Sales, and %SOLD Rates



#### Detached Mission 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  
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produced for: **Laurissa Rasmus**



Market analysis: current, history and future!

### Feb 1/12 Coquitlam

#### Coquitlam Sub areas Statistics - Jan 2012

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	LD (STR)
Burke Mountain	41	4	21	100%	\$0	9.8%
Central Coquitlam	19	3	87	95%	-\$11,900	15.8%
Coquitlam East	9	1	9	95%	-\$14,986	11.1%
Coquitlam West	124	17	17	97%	-\$7,400	13.7%
Canyon Springs	33	0				0.0%
Eagle Ridge CQ	21	4	78	95%	-\$19,000	19.0%
Maillardville	58	9	15	96%	-\$10,000	15.5%
North Coquitlam	163	19	61	97%	-\$10,000	11.7%
New Horizons	30	1	37	100%	\$0	3.3%
Ranch Park	3	1	86	99%	-\$2,900	33.3%
Upper Eagle Ridge	3	0				0.0%
Westwood Plateau	94	11	72	99%	-\$4,900	11.7%
<b>Total Activity</b>	<b>598</b>	<b>70</b>	<b>49</b>	<b>97%</b>	<b>-\$8,000</b>	<b>12%</b>

#### Coquitlam List Price Ranges Statistics - Jan 2012

Home Price Range	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$200,000	49	8	60	92%	-\$12,450	16.3%
\$200,001-\$300,000	174	19	47	97%	-\$7,000	10.9%
\$300,001-\$400,000	175	25	37	99%	-\$4,900	14.3%
\$400,001-\$500,000	104	12	48	98%	-\$10,500	11.5%
\$500,001 and more	96	6	66	98%	-\$10,450	6.3%
<b>Total Activity</b>	<b>598</b>	<b>70</b>	<b>49</b>	<b>97%</b>	<b>-\$8,000</b>	<b>12%</b>

#### Feb 1 2012 Coquitlam Market Update Attached Townhomes/Condos

**Current:** Coquitlam is a buyers market with record listing inventory, a low 12% SOLD rate and a 97% Sell/List Ratio.

(This means that there is an average of a \$8,000 discount on a sale from the original list price)

**Most Active Price Range:** Condos below the \$200,000 have a 16.3% SOLD rate averaging 60 days on market (DOM) and a current average sales discount of \$12,450.

**Least Active Price Range:** Attached homes above \$500,000 have a LOW 6.3% SOLD rate (= 6 sales of 100 listings/ month) an average sales discount of \$10,450 from their original list price and are averaging 66 days on market.

**History:** Coquitlam's Condos Year-To-Date RMR Home Price Index\* shows an increase of \$18,988 to \$279,920.

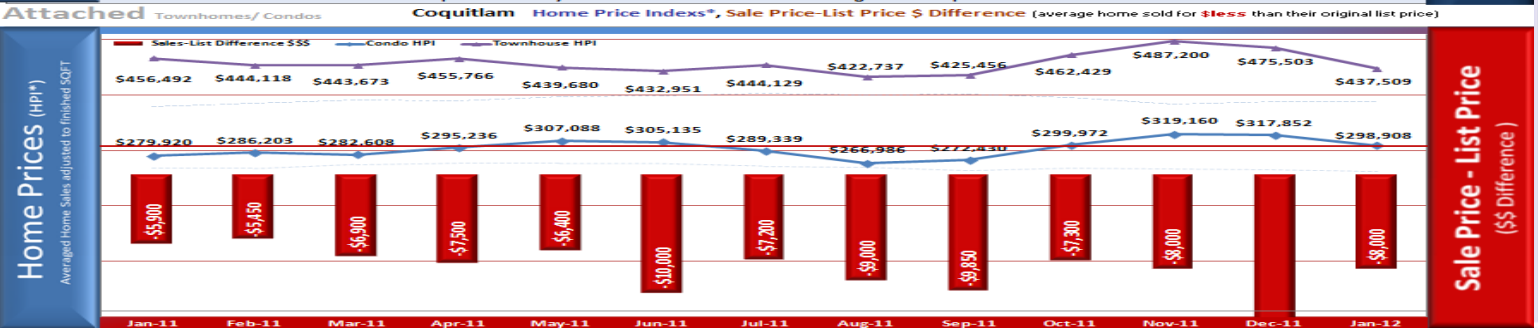
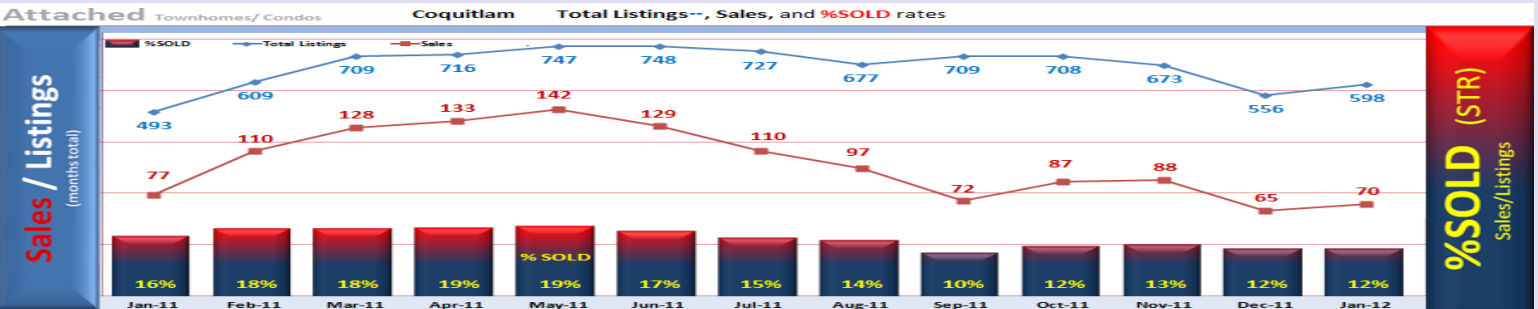
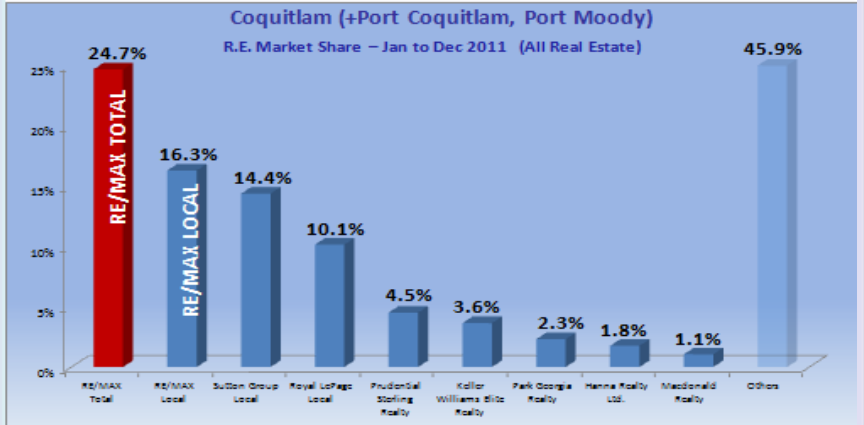
Coquitlam's Townhouses Year-To-Date RMR Home Price Index\* shows a decrease of \$18,983 to \$437,509.

**Future:** We currently have record Active Listing Inventories that are ~21% higher than Jan 2011. New listings exceeded the sales by 146 meaning that we are seeing the listings supply increase thus continuing the buyers market.

Note\*: The RMR Home Price Index\* (HPI) is all the attached home sales averaged & adjusted for finished sqft. and age. For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA).

Monthly Changes Summary	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	532	598		66
Active Listings	488	378	462	84
Solds	41	70		29
DOM	49	49		0
Sold-List Price % Difference	96%	97%		1%
Sold-List Price \$ Difference	-\$13,000	-\$8,000		\$5,000
Home Price Index* (Apartments)	\$317,852	\$298,908		-\$18,944
Home Price Index* (Townhouses)	\$475,503	\$437,509		-\$37,994
STR %Sold	8%	12%		4%

## the RE/MAX Market Share Reports



\*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: Laurissa Rasmus



### Market analysis: current, history and future! Feb 1/12 Maple Ridge -Pitt Mdws

Neighbourhoods	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Albion	8	2	30	100%	-\$2,450	25.0%
Cottonwood MR	44	8	89	97%	-\$10,500	18.2%
East Central	129	15	73	95%	-\$12,079	11.6%
Northwest Maple Ridge	16	0				0.0%
Silver Valley	12	1	45	102%	\$5,700	8.3%
Southwest Maple Ridge	12	2	46	97%	-\$8,238	16.7%
West Central	91	7	44	97%	-\$6,000	7.7%
Central Meadows	50	6	61	98%	-\$6,450	12.0%
Mid Meadows	38	7	14	100%	\$0	18.4%
North Meadows	13	1	26	85%	-\$45,200	7.7%
South Meadows	7	2	51	95%	-\$15,850	28.6%
<b>Total Activity</b>	<b>420</b>	<b>51</b>	<b>62</b>	<b>97%</b>	<b>-\$9,400</b>	<b>12%</b>

Home Price Range	Total Listings (month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$200,000	85	9	93	97%	-\$6,000	10.6%
\$200,001-\$300,000	206	26	54	96%	-\$10,750	12.6%
\$300,001-\$400,000	108	13	63	98%	-\$9,500	12.0%
\$400,001 and more	21	3	14	97%	-\$14,900	14.3%
<b>Total Activity</b>	<b>420</b>	<b>51</b>	<b>62</b>	<b>97%</b>	<b>-\$9,400</b>	<b>12%</b>

	Dec	Jan-12	2/1/2012	Change
Total Listings** (A,S,T,C,X)	439	420		-19
Active Listings (1st of the month)	406	303	336	33
Solds	58	51		-7
DOM	43	62		20
Sold-List Price % Difference	96%	97%		1%
Sold-List Price \$ Difference	-\$8,150	-\$9,400		-\$1,250
Home Price Index* (Apartments)	\$210,241	\$215,011		\$4,771
Home Price Index* (Townhouses)	\$288,806	\$300,402		\$11,596
%SOLD (Sales/ Listings /mthly rate)	13%	12%		-1%

#### Feb 1 2012 Maple Ridge, Pitt Meadows Market Update Attached Townhomes/ Condos

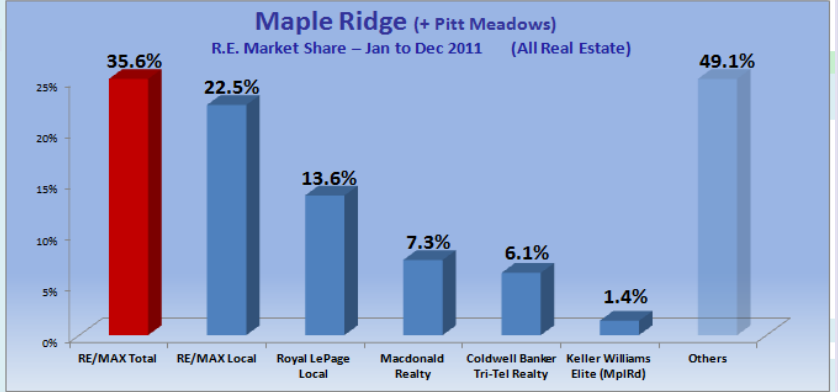
**Current:** Maple Ridge, Pitt Meadows: a **buyers** market with record listings, a **12% SOLD** rate and 97% Sell/List Ratio.  
 (This means that there is an average of a \$9,400 discount on a sale from the original list price)  
**Most Active Price Range:** Homes above \$400,000 have **14.3% SOLD** rate and prices are stable with average 14 (DOM) and sales discounts of \$14,900.  
**Least Active Price Range:** Homes below \$200,001 have a **LOW 10.6% SOLD** rate (meaning that there are 10-11 sales out of 100 listings/ month) with an average sales discount of \$6,000 from their original list price and are averaging 93 days on market (DOM).

**History:** Maple Ridge, Pitt Meadows's **Condos RMR HPI** had a 3% price increase from Jan to Aug 2011. This \$6,589 price increase brought the Condos HPI to \$220,456. Year-To-Date the **Condo RMR HPI** \* has increased \$4,145.  
 Maple Ridge, Pitt Meadows's **Townhome RMR HPI** had a 8% price increase from January to July 2011. This \$17,717 price increase brought the Townhome HPI to \$317,854.  
 Year-To-Date the **Townhome RMR HPI**\* has increased \$266.

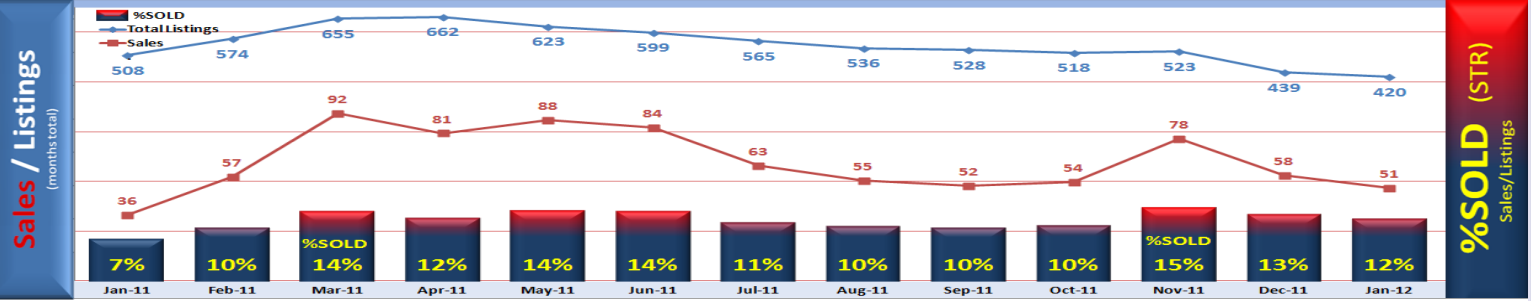
**Future:** We currently have Listing Inventories that are ~17% lower than Jan 2011. New listings exceeded the sales by 63 meaning that we are seeing the listings supply increase perhaps balancing the market over the net month.

Note\*: The Home Price Index\* (HPI) is all the attached home sales averaged & adjusted for finished sqft and age. For a more accurate price change for your home request a personal Comparative Market Analysis.

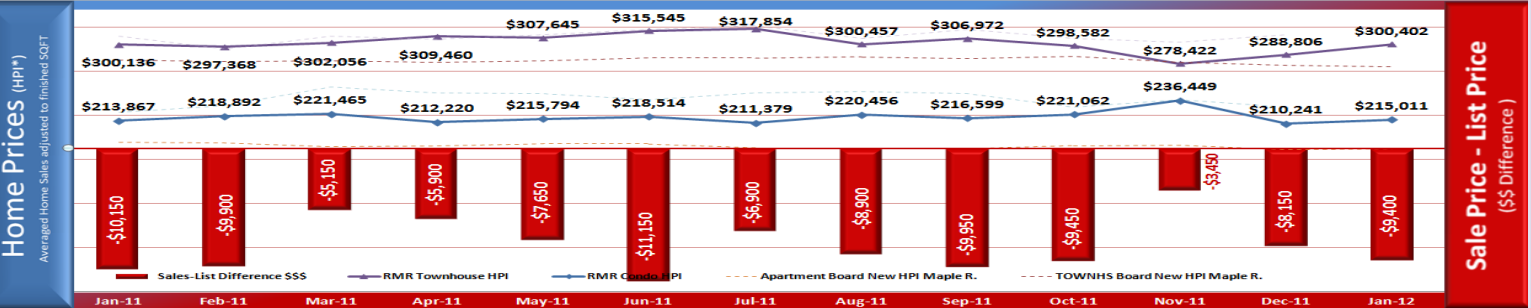
### the RE/MAX Market Share Reports



#### Attached Townhomes/ Condos Maple Ridge, Pitt Meadows Total Listings\*, Sales, and %SOLD rates



#### Attached Townhomes/ Condos Maple Ridge, Pitt Meadows Home Price Index\*, Sale Price-List Price \$ Difference (average home sold for 5 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.

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# Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

