RE/MAX Market Reports

Advanced Marketing Tools

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RE/MAX Advantage Realty
#102 - 321 Sixth Street New Westminster, BC V3L 3A7
Monthly Market Activity - January 2014 - Single Family

**Listings Marketed**

**180**

Monthly total includes:
- Active
- Expired
- Cancelled
- Terminated
- Sold

**New West-East Burnaby**

- **%SOLD**
- **17%**
- **1%**
- **Stable**
- **10-15%**

**Failed**

**16**

**Sales**

**30**

Feb 1 2014 New West, E. Burnaby Market Update (detached)

**Current:** New West & E. Burnaby's Residential Detached housing is in a Sellers Market with an average 17 %SOLD rate. (This means 17 homes out of 100 sold last month with an average $24,350 discount from the original list price)

**Most Active Range:** Homes below $500,000 have a High 33.3 %SOLD rate.

**Least Active Range:** Homes between $800,000-$1 mill. have 9.1 %SOLD rate.

**History:** The New West & E. Burnaby Year-To-Date Home Price Index HPIp (Top 50%) shows that prices increased $80,209. The New West & E. Burnaby Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices increased $6,628.

**Forecast:** New West & E. Burnaby has high Listing supply: 134 homes are for sale and with the 17 %SOLD monthly rate gives us a ~5 months of inventory. At this sell through rate approximately 85 of these listings will not sell. 10% of the active listings have reduced their price by $38,692 on average or $20,000 median in the last month.

We continue to see a steady increase in our Canadian Buyer Confidence this year, reflected in the Greater Vancouver Real Estate Market which is building on the improvements posted in 2013. January’s sales were strong when compared to last year’s activity. A notable change to the Buyer profile is the reduced number of Off-Shore Investors (compared to what we have seen in the past few years). We are now experiencing to a more Locally driven Marketplace. We project that most Greater Vancouver Areas should see further modest price increases. We project New West - E. Burnaby to be a continued stable/sellers market. The silver lining here is that if the price of your home has moved down less than the price of your ideal home, this may be the time to make your move.

* Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month.

The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types.

Sources: The respective Real Estate Boards, which assume no responsibility for its accuracy.

Data is from: FVREB, REBVG, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.com
### Market Analysis and Forecasting

**Feb. 1/14**

**New West – E. Burnaby**

#### New West, E. Burnaby Sub areas Statistics - January 2014

<table>
<thead>
<tr>
<th>Neighborhoods</th>
<th>Total Listings (month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sale Price /List Price</th>
<th>Sell - List Difference</th>
<th>%SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>East Burnaby</td>
<td>39</td>
<td>8</td>
<td>32</td>
<td>96%</td>
<td>-$29,500</td>
<td>21%</td>
</tr>
<tr>
<td>The Crest</td>
<td>15</td>
<td>2</td>
<td>131</td>
<td>94%</td>
<td>-$48,400</td>
<td>13%</td>
</tr>
<tr>
<td>Edmonds BE</td>
<td>18</td>
<td>3</td>
<td>1</td>
<td>98%</td>
<td>-$21,000</td>
<td>17%</td>
</tr>
<tr>
<td>Connaughts Heights</td>
<td>4</td>
<td>0</td>
<td></td>
<td>0%</td>
<td></td>
<td>0%</td>
</tr>
<tr>
<td>Downtown NW</td>
<td>1</td>
<td>0</td>
<td></td>
<td>0%</td>
<td></td>
<td>0%</td>
</tr>
<tr>
<td>Fraserview NW</td>
<td>1</td>
<td>0</td>
<td></td>
<td>0%</td>
<td></td>
<td>0%</td>
</tr>
<tr>
<td>GlenBrooke North</td>
<td>14</td>
<td>1</td>
<td>0</td>
<td>95%</td>
<td>-$59,900</td>
<td>7%</td>
</tr>
<tr>
<td>Moody Park</td>
<td>6</td>
<td>1</td>
<td>16</td>
<td>99%</td>
<td>-$13,000</td>
<td>17%</td>
</tr>
<tr>
<td>North Arm</td>
<td>0</td>
<td>0</td>
<td></td>
<td>0%</td>
<td></td>
<td>0%</td>
</tr>
<tr>
<td>Queensborough</td>
<td>33</td>
<td>2</td>
<td>27</td>
<td>96%</td>
<td>-$17,500</td>
<td>6%</td>
</tr>
<tr>
<td>Queens Park</td>
<td>4</td>
<td>1</td>
<td>23</td>
<td>97%</td>
<td>-$48,000</td>
<td>25%</td>
</tr>
<tr>
<td>Sapperton</td>
<td>5</td>
<td>2</td>
<td>83</td>
<td>97%</td>
<td>-$16,250</td>
<td>40%</td>
</tr>
<tr>
<td>The Heights NW</td>
<td>18</td>
<td>5</td>
<td>10</td>
<td>99%</td>
<td>-$8,900</td>
<td>28%</td>
</tr>
<tr>
<td>Uptown NW</td>
<td>11</td>
<td>2</td>
<td>17</td>
<td>98%</td>
<td>-$12,000</td>
<td>18%</td>
</tr>
<tr>
<td>West End NW</td>
<td>11</td>
<td>3</td>
<td>80</td>
<td>95%</td>
<td>-$39,000</td>
<td>27%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>180</strong></td>
<td><strong>30</strong></td>
<td><strong>23</strong></td>
<td><strong>97%</strong></td>
<td><strong>-$24,350</strong></td>
<td><strong>17%</strong></td>
</tr>
</tbody>
</table>

#### Monthly Changes Summary

<table>
<thead>
<tr>
<th>Jan-13</th>
<th>Dec-13</th>
<th>Jan-14</th>
<th>2/1/2014</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Listings (A,S,T,O,X)</td>
<td>196</td>
<td>188</td>
<td>180</td>
<td>-8</td>
</tr>
<tr>
<td>Active Listings (1st of the month)</td>
<td>127</td>
<td>167</td>
<td>138</td>
<td>14%</td>
</tr>
<tr>
<td>Solds</td>
<td>11</td>
<td>23</td>
<td>30</td>
<td>45</td>
</tr>
<tr>
<td>Days on Market (DOM)</td>
<td>87</td>
<td>88</td>
<td>83</td>
<td>4%</td>
</tr>
<tr>
<td>%SOLD (Total Listings Adjusted)</td>
<td>8.7%</td>
<td>12.2%</td>
<td>16.7%</td>
<td>4.4%</td>
</tr>
<tr>
<td>(Top 50%) Home Price Index HPI</td>
<td>$731,135</td>
<td>$817,670</td>
<td>$811,344</td>
<td>-$6,326</td>
</tr>
<tr>
<td>(Lower 50%) Home Price Index HPI</td>
<td>$349,110</td>
<td>$557,105</td>
<td>$555,738</td>
<td>-$1,366</td>
</tr>
</tbody>
</table>

#### the REMAX Market Share Reports

**New Westminster (+ E. Burnaby)**

<table>
<thead>
<tr>
<th>RE/MAX</th>
<th>Sutton</th>
<th>Park Georgia</th>
<th>LePage</th>
<th>Royal Pacific</th>
<th>Keller Williams</th>
<th>Coldwell Banker</th>
<th>All Others combined</th>
</tr>
</thead>
<tbody>
<tr>
<td>30%</td>
<td>20%</td>
<td>6%</td>
<td>5%</td>
<td>5%</td>
<td>4%</td>
<td>3%</td>
<td>28%</td>
</tr>
</tbody>
</table>

**Analytical Methods:**
The New West, E. Burnaby 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 New West, E. Burnaby HPI: Top 50% representing the higher end sales and the New West, E. Burnaby HPI: Lower 50% representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time. Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FPWEB, RESV, CACREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: REMAXReports.com

*Home Price Index = average home prices are adjusted to the yearly average finished sqft & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types. More Details Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
Market Analysis and Forecasting  Feb. 1/14  New West – E. Burnaby

Detached  New West, E. Burnaby  Total Listings, Sales, and %SOLD rates

**Sources:** The respective Real Estate Boards, which assume no responsibility for accuracy.

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Detached New West, E. Burnaby  

Home Price Index HPIp (Top 50%), Sale Price-List Price ($ Difference) (average home sold for $ less than their original list price for High End Home sales)

Home Price Changes (Home Price Index Paired sales from 2005)

Are Home Prices Up?  
Home Price Index HPIp (Top 50%)

Are Seller's Prices Firm?  
Sales-List Difference $$$

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.
(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)

Sales Discount $5  
Sale Price – Original List Price ($5 difference)

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
Home Price Index (HPIp) (Lower 50%), Sale Price-List Price ($ difference) (average home sold for $ less than their original list price for Low End Home sales)

**Home Price Index = average home prices are adjusted to the yearly average finished sqft & age. Total Listings includes all listings marketed for the month. The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types. More Details Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.**

**The Home Price Index (HPIp) is the MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes. (Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)**

**Are Home Prices Up?**

- Home Price Index ($564,159)
- MLS HPI – E. Burnaby ($562,636)
- MLS HPI – New West ($555,169)

**Are Seller’s Prices Firm?**

- Sales-List Difference $$$
  - Jan-13: -$24,900
  - Feb-13: -$11,900
  - Mar-13: $21,000
  - Apr-13: $13,950
  - May-13: $42,000
  - Jun-13: $19,000
  - Jul-13: $21,000
  - Aug-13: $17,400
  - Sep-13: $26,950
  - Oct-13: $26,735
  - Nov-13: $30,450
  - Dec-13: $50,000
  - Jan-14: $50,000

**Sales Discount $**

- Sales Price – Original List Price ($5 difference)
  - Detached
    - Jan-13: -$24,900
    - Feb-13: -$11,900
    - Mar-13: $21,000
    - Apr-13: $13,950
    - May-13: $42,000
    - Jun-13: $19,000
    - Jul-13: $21,000
    - Aug-13: $17,400
    - Sep-13: $26,950
    - Oct-13: $26,735
    - Nov-13: $30,450
    - Dec-13: $50,000
    - Jan-14: $50,000

**The Sale Price-List Price ($ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend indicates if Prices are Firming or Not.**
Home Price Index HPI:

- New West E-Burnaby Homes Top 50%: $811,345 266.60% (-$6,326)
- New West E-Burnaby Homes Lower 50%: $555,738 241.10% (-$1,367)

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

More Details

Table:

<table>
<thead>
<tr>
<th>Date</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan 2014</td>
<td>% 266.60</td>
</tr>
<tr>
<td>Dec 2013</td>
<td>% 268.60</td>
</tr>
<tr>
<td>Nov 2013</td>
<td>% 261.50</td>
</tr>
<tr>
<td>Oct 2013</td>
<td>% 265.20</td>
</tr>
<tr>
<td>Sep 2013</td>
<td>% 260.90</td>
</tr>
<tr>
<td>Aug 2013</td>
<td>% 261.40</td>
</tr>
<tr>
<td>Jul 2013</td>
<td>% 258.20</td>
</tr>
<tr>
<td>Jun 2013</td>
<td>% 255.20</td>
</tr>
<tr>
<td>May 2013</td>
<td>% 255.00</td>
</tr>
<tr>
<td>Apr 2013</td>
<td>% 249.50</td>
</tr>
<tr>
<td>Mar 2013</td>
<td>% 247.10</td>
</tr>
<tr>
<td>Feb 2013</td>
<td>% 240.40</td>
</tr>
</tbody>
</table>
The Real Estate Market in New West - E. Burnaby continues to see a steady increase in sales. The average home price in January 2014 was $546,622, which is 7% higher than the previous month. The total number of sold homes in January was 547, which is a 11% decrease from the previous month.

## Top Home Price Index (HPI)
- **Condos Year-To-Date Home Price Index (HPI)**: $336,948 (Top 50%)
- **Townhouses Year-To-Date Home Price Index (HPI)**: $514,011 (Top 50%)

## Monthly Changes Summary
- **Sales** increased by 15% in January 2014 compared to the previous month.
- **% SOLD** decreased by 11% in January 2014 compared to the previous month.

## History
- The market saw an increase in home sales and prices in January 2014.

## Sources
- The respective Real Estate Boards, which assume no responsibility for accuracy.

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### Market Share Reports

**New Westminster, East Burnaby**

- **RE/MAX Market Share - Jan to Dec 2013 (All Real Estate)**
  - **RE/MAX**: 30%
  - **Sutton**: 20%
  - **Park Georgia**: 6%
  - **Royal LePage**: 5%
  - **Royal Pacific**: 5%
  - **Keller Williams**: 4%
  - **Coldwell Banker**: 3%
  - **All Others combined**: 28%

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*Home Price Index = average home prices are adjusted to the yearly average finished sqft & age. Total Listings **includes all listings marketed for the month. More Details.*
Feb. 1/14  
New West – E. Burnaby  

**Top**

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types. More Details*

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
**Home Price Index (HPIp) (Top 50%)**

- The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.

- **Home Price Changes** (Home Price Index Paired sales from 2005)
  - $520,519
  - $523,700
  - $525,266
  - $525,695
  - $527,653
  - $527,291
  - $526,108
  - $524,203
  - $525,827
  - $533,631

**Are Home Prices Up?**

- *Home Price Index = average home prices are adjusted to the yearly average finished sqft & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types. More Details* Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

**Are Seller’s Prices Firm?**

- **Sales-List Difference $**
  - Jan-13: $12,500
  - Feb-13: $35,120
  - Mar-13: $10,453
  - Apr-13: $4,800
  - May-13: $11,400
  - Jun-13: $16,500
  - Jul-13: $9,000
  - Aug-13: $8,200
  - Sep-13: $12,000
  - Oct-13: $10,400
  - Nov-13: $10,800
  - Dec-13: $15,000
  - Jan-14: $7,400

**Sales Discount $**

- **Sales Price – Original List Price ($$ difference)**
Home Price Changes

**Home Price Index =** average home prices are adjusted to the yearly average finished sqft & age. Total Listings **includes all listings marketed for the month.**

The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types.

*Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.*

**More Details**
NewWest EBurnaby Townhomes Top50% : $33,632 216.40% (+ $7,805)
NewWest EBurnaby Townhomes Lower 50% : $341,136 206.70% (- $1,064)

Home Price Index HPlp

January 2014

Top

Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types. More Details Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

© Highcharts.com
The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the Condos.
(Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)

Sources:
The respective Real Estate Boards, which assume no responsibility for accuracy.
**Home Price Changes**

*Home Price Index (Paired sales from 2005)*

- February 2014: $214,058
- March 2014: $211,320
- April 2014: $205,781
- May 2014: $204,991
- June 2014: $206,473
- July 2014: $207,826
- August 2014: $207,912
- September 2014: $209,636
- October 2014: $211,262
- November 2014: $209,208

**Are Home Prices Up?**

*Home Price Index \(HPI_p\) (Lower 50%)*

The Home Price Index \(HPI_p\) is our MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes. (Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)

**Are Seller's Prices Firm?**

- January 2014: $202,524
- February 2014: $197,893
- March 2014: $193,070
- April 2014: $189,369
- May 2014: $185,793
- June 2014: $182,343
- July 2014: $179,029
- August 2014: $176,848
- September 2014: $174,798
- October 2014: $172,888
- November 2014: $171,108
- December 2014: $169,468

**Sales Discount $5**

- Sale Price - Original List Price ($5 difference)
- March 2014: $16,000
- April 2014: $10,000
- May 2014: $9,500
- June 2014: $9,000
- July 2014: $7,500
- August 2014: $7,000
- September 2014: $5,500
- October 2014: $5,000
- November 2014: $4,500
- December 2014: $4,000

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
Feb. 1/14

New West – E. Burnaby

Top

Home Price Index HPlp

NewWest EBurnaby Condos Top 50%: $559,232 226.80% (-$2,410)
NewWest EBurnaby Condos Lower 50%: $209,208 224.30% (-$2,053)

March 2013 % 228.30
Feb 2013 % 224.50
Jan 2014 % 226.80
Dec 2013 % 227.80
Nov 2013 % 227.80
Oct 2013 % 226.80
Sep 2013 % 226.50
Aug 2013 % 227.30
Jul 2013 % 228.30
Jun 2013 % 228.30
May 2013 % 227.90
Apr 2013 % 226.30
Mar 2013 % 226.00

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

More Details

Home Price Index = average home prices are adjusted to the yearly average finished sqft, & age. Total Listings includes all listings marketed for the month. The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types.
Supply and Demand
How %SOLD Rates Affect Price Changes
Sell-Through-Rates (STR) - Adsorption Rates

What percentage (%)
of homes sales/month
change the market?

Increasing
21-40% selling

10-14% selling
Decreasing

15-20% selling
STABLE

100 Listings

Monthly Homes sales (%)
percentage
0%
10%
20%
30%
40%
50%
60%
70%