RE/MAX Market Reports

Advanced Marketing Tools

produced for: Phil Haig

RE/MAX Sabre Realty 102-2748 Lougheed Highway, Port Coquitlam, BC V3B 6P2
TeamPhilHaig.com T: 604.942.0606
RE/MAX Market Reports
Advanced (Quick)

Detached
- Burnaby
- Coquitlam
- Port Coquitlam
- Port Moody

Attached
- Coquitlam
- Port Coquitlam
- Port Moody
Monthly Market Activity - October 2013 - Single Family

Coquitlam

Listings Marketed
605
- Monthly Total Includes:
  - Active
  - Expired
  - Cancelled
  - Terminated
  - Solds

% SOLD
18%

Failed
64

Sales
108

% SOLD
Stable
10-15%

November 1 2013  Coquitlam Market Update

Current: Coquitlam's 18 %SOLD rate indicates a Sellers Market. (This means 18 homes out of 100 sold last month with an average $27,700 sales discount from the original list price) but do check the many micro-markets %SOLD rates for each neighbourhood.

Most Active Price Range: Homes between $600,000-$700,000 have a 27.4 %SOLD rate.
Least Active Price Range: Homes above $1.25 million are in a slow market with a low 4.0 %SOLD rate.

History: The Coquitlam Year-To-Date Home Price Index HPIp (Top 50%) shows that prices increased $7,563. The Coquitlam Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices increased $12,624.

Forecast: Coquitlam has normal Listing supply; 433 homes are for sale and with the stable 18 %SOLD monthly rate gives us a ~6 months of inventory. At this sell through rate approximately 215 of these listings will not sell. 17% of the active listings have reduced their price by $39,335 on average or $25,000 median. The Vancouver Real Estate Market is continuing to be a warm market with some areas experiencing further price increases. We project Coquitlam to be a continued stable-sellers market.

Data is from the Real Estate Boards: FVREB - REBGV - CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com

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RE/MAX Sabre Realty 102-2748 Lougheed Highway, Port Coquitlam, BC V3B 6P2

TeamPhilHaig.com  T: 604.942.0606
Nov. 1/13 Coquitlam

Coquitlam Neighbourhood Statistics - October 2013

Detached

<table>
<thead>
<tr>
<th>Neighbourhoods</th>
<th>Total Listings (Month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sell Price /List Price</th>
<th>Sell - List $Difference</th>
<th>% SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Burke Mountain</td>
<td>96</td>
<td>18</td>
<td>93</td>
<td>95%</td>
<td>-$44,284</td>
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<td>81</td>
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<td>24</td>
<td>94%</td>
<td>-$35,900</td>
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<td>5</td>
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<td>17.2%</td>
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<td>Cape Horn</td>
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<td>3</td>
<td>61</td>
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<td>-$14,800</td>
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<td>Chineside</td>
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<td>85</td>
<td>93%</td>
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<td>Canyon Springs</td>
<td>7</td>
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<td>0</td>
<td>101%</td>
<td>$3,600</td>
<td>28.6%</td>
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<tr>
<td>Eagle Ridge CQ</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>101%</td>
<td>$3,600</td>
<td>28.6%</td>
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<td>Harbour Chines</td>
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<td>74%</td>
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<td>100%</td>
<td>$100</td>
<td>27.3%</td>
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<td>0</td>
<td>0%</td>
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<td></td>
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<td>13</td>
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<td>23.1%</td>
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<td>Maillardville</td>
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<td>18.2%</td>
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<td>New Horizons</td>
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<td>5</td>
<td>6</td>
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<td>$0</td>
<td>45.5%</td>
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<td>Park Ridge Estates</td>
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<td>39</td>
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<td>-$47,800</td>
<td>50.0%</td>
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<tr>
<td>Ranch Park</td>
<td>29</td>
<td>5</td>
<td>23</td>
<td>98%</td>
<td>-$12,800</td>
<td>17.2%</td>
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<tr>
<td>River Springs</td>
<td>5</td>
<td>1</td>
<td>117</td>
<td>97%</td>
<td>-$11,900</td>
<td>20.0%</td>
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<tr>
<td>Scott Creek</td>
<td>8</td>
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<td>25</td>
<td>96%</td>
<td>-$34,200</td>
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<td>Summitt View</td>
<td>3</td>
<td>1</td>
<td>22</td>
<td>100%</td>
<td>$3,300</td>
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<td>Upper Eagle Ridge</td>
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<tr>
<td>Westwood Plateau</td>
<td>129</td>
<td>19</td>
<td>53</td>
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<tr>
<td>Westwood Summit CQ</td>
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<td>0</td>
<td>0</td>
<td>0%</td>
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<td></td>
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<tr>
<td><strong>Total Activity</strong></td>
<td>605</td>
<td>108</td>
<td>41</td>
<td>96%</td>
<td>-$27,700</td>
<td>18%</td>
</tr>
</tbody>
</table>

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

Coquitlam Price Range Statistics - October 2013

Detached

<table>
<thead>
<tr>
<th>Home Price Range</th>
<th>Total Listings (Month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sell Price /List Price</th>
<th>Sell - List $Difference</th>
<th>% SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0-$500,000</td>
<td>91</td>
<td>21</td>
<td>39</td>
<td>97%</td>
<td>-$10,000</td>
<td>23.1%</td>
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<tr>
<td>$600,001-$700,000</td>
<td>95</td>
<td>26</td>
<td>22</td>
<td>98%</td>
<td>-$13,850</td>
<td>27.4%</td>
</tr>
<tr>
<td>$700,001-$800,000</td>
<td>110</td>
<td>26</td>
<td>43</td>
<td>97%</td>
<td>-$26,450</td>
<td>23.8%</td>
</tr>
<tr>
<td>$800,001-$900,000</td>
<td>83</td>
<td>16</td>
<td>44</td>
<td>95%</td>
<td>-$39,250</td>
<td>19.3%</td>
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<tr>
<td>$900,001-$1,000,000</td>
<td>58</td>
<td>7</td>
<td>89</td>
<td>95%</td>
<td>-$47,587</td>
<td>12.5%</td>
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<tr>
<td>$1,000,001-$1,250,000</td>
<td>70</td>
<td>8</td>
<td>78</td>
<td>92%</td>
<td>-$90,189</td>
<td>11.4%</td>
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<tr>
<td>$1,250,001 and more</td>
<td>100</td>
<td>4</td>
<td>67</td>
<td>88%</td>
<td>-$284,900</td>
<td>4.0%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td>605</td>
<td>108</td>
<td>41</td>
<td>96%</td>
<td>-$27,700</td>
<td>18%</td>
</tr>
</tbody>
</table>

Analytical Methods: The Surrey West 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 Coquitlam HPI: Top 50% representing the higher end sales and the Coquitlam HPI: Lower 50% representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one of the most accurate HPI indices at this time.

Note: For a more accurate price change for your home request a Comparative Market Analysis.

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

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

RE/MAX Sabre Realty 102-2748 Lougheed Highway, Port Coquitlam, BC V3B 6P2

Produced for: Phil Haig
Nov. 1/13 Coquitlam

**Detached** Coquitlam  Total Listings**, Sales, and %SOLD rates

**Total Listings** includes all listings marketed for the month.

**%SOLD Rate** is the *Monthly Sell Through Rate*

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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. 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.
Nov. 1/13 Coquitlam

**Detached**

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

**Are Home Prices Up?**

Home Price Index HPlp (Top 50%)

$1,015,450

$1,006,840

$995,415

$975,491

$968,263

$965,613

$957,525

$949,962

$948,226

$944,442

$928,746

$923,189

**Are Seller's Prices Firm?**

Sales-List Difference $$$

**Sales Discount $**

Sale Price – Original List Price ($ difference)

$17,349

$39,000

$53,000

$34,350

$19,450

$37,960

$32,900

$40,000

$34,900

$35,700

$35,000

$29,750

$39,250

**Home Price Changes**

(Home Price Index Paired sales from 2005)

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

(Note: Each Sale is priced to its previous sale after 2005 to determine its exact price change.)

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

**More Details**
Coquitlam Home Price Index HPlp (Lower 50%) Sale-List Price ($ Difference) (average home sold for $ less than their original list price for Low End Home sales)

Home Price Index HPlp 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.)
Monthly Market Activity - October 2013 - Single Family

Port Coquitlam

Listings Marketed
175

Failed
16

Sales
35

% SOLD
20%

Stable
10-15%

-November 1 2013 Port Coquitlam Market Update (Detached)

Current: Pt Coquitlam’s 20 %SOLD rate indicates a Sellers Market.
(This means 20 homes out of 100 sold with an average $19,200 sales discount from the original list price).

Most Active Price Range: Homes below $500,000 have 26.5 %SOLD rate.

Least Active Price Range: Homes above $800,000 have slow market with 0 %SOLD rate with 0 sales with 9 listings marketed.

History: Pt Coquitlam Year-To-Date RMR Home Price Index* shows that prices decreased $1,281.

Forecast: Pt Coquitlam has average Listing supply; 124 homes are for sale and with the strong 20 %SOLD monthly rate gives us a ~5 months of inventory. At this sell through rate approximately 83 of these listings will not sell. 15% of the active listings have reduced their price by $26,559 on average or $21,000 median.

The Vancouver Real Estate Market is continuing to be a warm market with some areas experiencing further price increases. We project Port Coquitlam to be a continued Sellers Market.

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

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

produced for: Phil Haig

TeamPhilHaig.com T: 604.942.0606
**Market Analysis and Forecasting**

Nov. 1/13 Port Coquitlam

**Port Coquitlam Sub areas Statistics - October 2013**

<table>
<thead>
<tr>
<th>Neighbourhoods</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>Birchland Manor</td>
<td>9</td>
<td>3</td>
<td>21</td>
<td>98%</td>
<td>-$9,650</td>
<td>33.3%</td>
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<tr>
<td>Central Port Coquitlam</td>
<td>15</td>
<td>1</td>
<td>39</td>
<td>97%</td>
<td>-$16,900</td>
<td>6.7%</td>
</tr>
<tr>
<td>Citadel PQ</td>
<td>35</td>
<td>4</td>
<td>40</td>
<td>97%</td>
<td>-$16,900</td>
<td>11.4%</td>
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<tr>
<td>Glenwood PQ</td>
<td>45</td>
<td>10</td>
<td>15</td>
<td>98%</td>
<td>-$10,900</td>
<td>22.2%</td>
</tr>
<tr>
<td>Lower Mary Hill</td>
<td>7</td>
<td>2</td>
<td>50</td>
<td>99%</td>
<td>-$5,500</td>
<td>28.6%</td>
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<tr>
<td>Lincoln Park PQ</td>
<td>16</td>
<td>6</td>
<td>28</td>
<td>98%</td>
<td>-$19,950</td>
<td>37.5%</td>
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<td>Mary Hill</td>
<td>12</td>
<td>1</td>
<td>4</td>
<td>96%</td>
<td>-$19,000</td>
<td>6.3%</td>
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<td>Oxford Heights</td>
<td>11</td>
<td>4</td>
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<td>97%</td>
<td>-$19,250</td>
<td>36.4%</td>
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<tr>
<td>Riverwood</td>
<td>19</td>
<td>4</td>
<td>18</td>
<td>96%</td>
<td>-$20,460</td>
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<tr>
<td>Woodland Acres PQ</td>
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<td>28</td>
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<td>-$19,250</td>
<td>33.3%</td>
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<td><strong>Total Activity</strong></td>
<td><strong>175</strong></td>
<td><strong>37</strong></td>
<td><strong>6</strong></td>
<td><strong>99%</strong></td>
<td><strong>-$4,000</strong></td>
<td><strong>21%</strong></td>
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</tbody>
</table>

**Port Coquitlam Price Range Statistics - October 2013**

<table>
<thead>
<tr>
<th>Home Price Range</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>
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</thead>
<tbody>
<tr>
<td>0-$500,000</td>
<td>34</td>
<td>9</td>
<td>19</td>
<td>95%</td>
<td>-$23,900</td>
<td>26.5%</td>
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<td>$500,001-$600,000</td>
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<td>18</td>
<td>98%</td>
<td>-$9,800</td>
<td>23.6%</td>
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<td>98%</td>
<td>-$15,960</td>
<td>15.8%</td>
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<td>57</td>
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<td>16.7%</td>
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<td>19</td>
<td>97%</td>
<td>-$28,000</td>
<td>10.0%</td>
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<td>$900,001 and more</td>
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<td>0</td>
<td>0</td>
<td>0%</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>175</strong></td>
<td><strong>35</strong></td>
<td><strong>6</strong></td>
<td><strong>99%</strong></td>
<td><strong>-$4,000</strong></td>
<td><strong>20%</strong></td>
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</table>

**Market Share Reports**

Coquitlam - Port Coquitlam - Port Moody Combined
Company Market Share - January to December 2012

**24.6%**

<table>
<thead>
<tr>
<th>Company</th>
<th>Market Share</th>
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<tbody>
<tr>
<td>RE/MAX Total</td>
<td>24.9%</td>
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<tr>
<td>RE/MAX</td>
<td>19.8%</td>
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<td>Sutton Group</td>
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<tr>
<td>Royal LePage</td>
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<tr>
<td>Prudential</td>
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<td>Keller Williams</td>
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<td>Macdonald Realty</td>
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<tr>
<td>Park Georgia</td>
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<tr>
<td>Hanna Realty Ltd.</td>
<td>1.7%</td>
</tr>
<tr>
<td>All Others Combined</td>
<td>1.7%</td>
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</table>

**Note:** The Home Price Index (HPI) is all the detached home sales averaged & adjusted for finished soft, 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).

This data is from the respective Real Estate Boards: VRREB, REBGV, CADREB and they assume no responsibility for its accuracy.

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

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**RE/MAX Sabre Realty**
102-2748 Lougheed Highway, Port Coquitlam, BC V3B 6P2

**TeamPhilHaig.com**
T: 604.942.0606
## Detached Port Coquitlam

<table>
<thead>
<tr>
<th>Total Listings**, Sales, and %SOLD rates</th>
</tr>
</thead>
<tbody>
<tr>
<td>237</td>
</tr>
<tr>
<td>189</td>
</tr>
<tr>
<td>165</td>
</tr>
<tr>
<td>198</td>
</tr>
<tr>
<td>176</td>
</tr>
<tr>
<td>167</td>
</tr>
<tr>
<td>175</td>
</tr>
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</table>

### Sales / Listings

- **Sales (months total):**
  - Oct-12: 32
  - Nov-12: 22
  - Dec-12: 22
  - Jan-13: 15
  - Feb-13: 23
  - Mar-13: 21
  - Apr-13: 33
  - May-13: 46
  - Jun-13: 40
  - Jul-13: 38
  - Aug-13: 31
  - Sep-13: 35
  - Oct-13: 20

- **%SOLD (months total):**
  - Oct-12: 14%
  - Nov-12: 12%
  - Dec-12: 15%
  - Jan-13: 10%
  - Feb-13: 14%
  - Mar-13: 11%
  - Apr-13: 15%
  - May-13: 19%
  - Jun-13: 19%
  - Jul-13: 27%
  - Aug-13: 22%
  - Sep-13: 19%
  - Oct-13: 20%

---

## Home Price Index*, Sale Price-List Price

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

### Home Prices (HPI)

- **(months total):**
  - Oct-12: $532,381
  - Nov-12: $517,737
  - Dec-12: $516,209
  - Jan-13: $513,382
  - Feb-13: $522,173
  - Mar-13: $525,753
  - Apr-13: $532,805
  - May-13: $563,644
  - Jun-13: $570,101
  - Jul-13: $565,741
  - Aug-13: $531,100
  - Sep-13: $519,200
  - Oct-13: $517,737

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
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<tbody>
<tr>
<td>-$16,900</td>
<td>-$23,900</td>
<td>-$30,900</td>
<td>-$24,150</td>
<td>-$18,000</td>
<td>-$12,150</td>
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<td>-$14,250</td>
<td>-$18,750</td>
<td>-$14,900</td>
<td>-$4,000</td>
<td>-$10,000</td>
</tr>
</tbody>
</table>

---

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

Produced for: Phil Haig

RE/MAX Sabre Realty 102-2748 Lougheed Highway, Port Coquitlam, BC V3B 6P2

TeamPhilHaig.com T: 604.942.0606
Monthly Market Activity - October 2013 - Single Family

Port Moody

**% SOLD**

10%

Stable

10-15%

**Listings Marketed**

141

Monthly total includes:

- Active
- Expired
- Cancelled
- Terminated
- Sold

**Failed**

16

**Sales**

20

---

**November 1 2013 Port Moody Market Update (Detached)**

**Current:** Port Moody’s **14% SOLD** rate indicates a Stable Market. (This means 14 homes out of 100 sold last month with an average $443,300 sales discount from the original list price).

- **Most Active Price Range:** Homes between $800,000-$900,000 have **38.9% SOLD** rate.
- **Least Active Price Range:** Homes below $600,000 have **0% SOLD** rate with 0 sales and 7 listings marketed.

**History:** Port Moody YTD RMR HPI* shows that prices increased $18,875.

- *The RMR HPI (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** Port Moody has average Listing supply; 105 homes are for sale and with the **14% SOLD** monthly rate gives us a ~7 months of inventory. At this sell through rate approximately 59 of these listings will not sell. 20% of the active listings have reduced their price by $461,818 on average or $30,000 median in the last month.

The Vancouver Real Estate Market is continuing to be a warm market with some areas experiencing further price increases. We project Port Moody to be a continued stable market. Buyers are expected to be out in full force taking advantage of great market incentives with lower costs of ownership.

Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

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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.

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

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**Market Analysis and Forecasting**

**Nov. 1/13 Port Moody**

### Port Moody Sub areas Statistics - October 2013

**Detached**

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<th>Neighbourhoods</th>
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<td>4</td>
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### Port Moody Price Range Statistics - October 2013

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<th>Home Price Range</th>
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<tr>
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<th>Sep-13</th>
<th>Oct-13</th>
<th>11/1/2013</th>
<th>Change</th>
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**Source:** The respective Real Estate Boards, which assume no responsibility for accuracy.

**Note:** The Home Price Index (HPI) is all the detached home sales averaged & adjusted for finished sqft, age and lot size. (This HPI excludes new homes, duplexes, and the house and acreage sales.)

For a more accurate price change for your home, we refer you to a professional Comparative Market Analysis (CMA)

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Copyright: RE/MAX Reports.com

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**The RE/MAX Market Share Reports**

**Coquitlam (Port Coquitlam, Port Moody)**

**RE/MAX Market Share – July to Sept 2012 (All Real Estate)**

- **RE/MAX** 26%
- **Sutton** 20%
- **Royal LePage** 11%
- **Prudential** 6%
- **Royal Pacific** 5%
- **Macdonald** 4%
- **Keller Williams** 3%
- **Others** 24%

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**Port Moody Sub areas Statistics - October 2013**

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Nov. 1/13 Port Moody

Detached

Port Moody

Total Listings**, Sales, and %SOLD rates

Sales / Listings

(footnotes)

%SOLD

Total Listings

Sales

Oct-12

Nov-12

Dec-12

Jan-13

Feb-13

Mar-13

Apr-13

May-13

Jun-13

Jul-13

Aug-13

Sep-13

Oct-13

4%

9%

7%

4%

11%

10%

15%

12%

14%

15%

15%

12%

14%

7

15

10

5

17

17

29

23

29

28

24

18

20

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

Sales-List Difference $$$

RMR HPI

Port Moody MLS HPI

Sales-List Difference $$$ (all sales)

Are Seller’s Prices Firm?

Home Prices (HP*)

Average Home: Sales-List adjusted to finished SQF. & age. Total Listings **includes all listings marketed for the month.

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<td>39</td>
<td>10</td>
<td>13</td>
<td>0.0%</td>
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<tr>
<td>Central Coquitlam</td>
<td>29</td>
<td>3</td>
<td>21</td>
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<td>Coquitlam East</td>
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<td>0</td>
<td>0.0%</td>
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<tr>
<td>Harbour Chines</td>
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<td>0</td>
<td>0</td>
<td>0.0%</td>
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<tr>
<td>Coquitlam West</td>
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<tr>
<td>Canyon Springs</td>
<td>45</td>
<td>8</td>
<td>18</td>
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<tr>
<td>Eagle Ridge CQ</td>
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<td>66</td>
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<tr>
<td>North Coquitlam</td>
<td>197</td>
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<td>New Horizons</td>
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<td>Scott Creek</td>
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<td>$300,01-$400,000</td>
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<td>63</td>
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<tr>
<td><strong>Total Activity</strong></td>
<td><strong>709</strong></td>
<td><strong>106</strong></td>
<td><strong>38</strong></td>
<td><strong>96%</strong></td>
</tr>
</tbody>
</table>

Market Share Reports

Coquitlam Market Update: Attached Townhomes/Condos

**Current:** Coquitlam is a Stable Market with average listing inventory, a 15% SOLD rate and a 4% Sell/List Ratio. (This means the discount on a sale from the original list price is averaging $16,755.)

**History:** Coquitlam’s Condos Year-To-Date Home Price Index HPIL (Top 50%) shows that prices increased $11,725. Coquitlam’s Townhouses Year-To-Date Home Price Index HPIL (Top 50%) shows that prices increased $10,457. Coquitlam’s Townhouses Year-To-Date Home Price Index HPIL (Top 50%) shows that prices increased $20,000. Coquitlam’s Townhouses Year-To-Date Home Price Index HPIL (Top 50%) shows that prices increased $9,408. Coquitlam’s Townhouses Year-To-Date Home Price Index HPIL (Top 50%) shows that prices decreased $9,408. Coquitlam’s Townhouses Year-To-Date Home Price Index HPIL (Top 50%) shows that prices decreased $6,114.

**Forecast:** We currently have average listing Inventories ~12% lower than July 2013. New listings exceeded the sales by 77 homes.

**Note:** The Vancouver Real Estate Market is continuing to be a warm market with some areas experiencing further price increases. We project Coquitlam to be a continued stable market. If you have longed to move to another community, or create income through rental property, you might be your best chance to do so.

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.** More Details

**The Market Share Reports**

Coquitlam (Port Coquitlam, Port Moody)

RE/MAX Statistics - Port Coquitlam, BC V3B 6P2

T: 604.942.0606

TeamPhilHaig.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.

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**Attached Townhomes/Condos**

- Coquitlam
- **Total Listings**, Sales, and **%SOLD** rates

**Graph**:
- **Total Listings**: 805, 712, 694, 839, 826, 872, 862, 840, 767, 723, 709
- **Sales**: 70, 55, 46, 84, 109, 110, 93, 102, 96, 90, 106

**%SOLD Rate** is the Monthly Sell Through Rate

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**Sales/Listings (Monthly Rate)**

- Oct-12: 9%
- Nov-12: 8%
- Dec-12: 5%
- Jan-13: 7%
- Feb-13: 11%
- Mar-13: 13%
- Apr-13: 13%
- May-13: 11%
- Jun-13: 14%
- Jul-13: 12%
- Aug-13: 13%
- Sep-13: 12%
- Oct-13: 15%

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**ATTENTION**: The market analysis and forecasting for Coquitlam are provided by RE/MAX Sabre Realty, Team Phil Haig. For more details, visit TeamPhilHaig.com or contact Phil Haig at 604.942.0606.
Coquitlam Townhouse 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)

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.)

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

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

*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 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.)

* 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.
Coquitlam

**Home Price Index (HPIp)**
- 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.

**Home Price Changes**
- 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 Condos.
- (Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)

**Sales Discount $5**
- Sale Price - Original List Price ($5 difference)
- Condominiums

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

**Are Seller’s Prices Firm?**
- Sales - List Price Difference $$$
- Condominiums

* 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.
**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 = 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.
November 1, 2013 Port Coquitlam Market Update

Current: Port Coquitlam is a Stable Market with average listing inventory, a 11% 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: Homes between $300,001-$400,000 have 22.2% SOLD rate.

Least Active Price Range: Attached homes below $300,000 have 6.8% SOLD rate.

History: Port Coquitlam’s Condos Year-To-Date MLS Home Price Index* shows a decrease of $4,300.

Port Coquitlam’s Townhouses Year-To-Date RMR Home Price Index* shows an increase of $1,600.

Forecast: Listing Inventories are 7% more than October 2012. New listings exceeded the sales by 3% meaning that the next few weeks will see increased sales in real estate market. The Vancouver Real Estate Market is continuing to be a warm market with some areas experiencing further price increases. We project Port Coquitlam to be a continued stable market. Now Move-up Buyers such as those tired of cramped condos, can upgrade to more spacious Townhouses and Single-Family homes.

Note*: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). Data is from FVRREB, REBOS, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright. RMRReports.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
**Home Price Index**

- Port Coquitlam: $370,600
- Port Coquitlam: $370,100
- Port Coquitlam: $369,300
- Port Coquitlam: $364,900
- Port Coquitlam: $365,100
- Port Coquitlam: $365,500
- Port Coquitlam: $363,300
- Port Coquitlam: $364,400
- Port Coquitlam: $362,800
- Port Coquitlam: $365,600
- Port Coquitlam: $367,000
- Port Coquitlam: $364,900
- Port Coquitlam: $366,400
- Port Coquitlam: $372,200

**Sale Price - List Price**

- Port Coquitlam: $223,200
- Port Coquitlam: $220,000
- Port Coquitlam: $220,300
- Port Coquitlam: $221,100
- Port Coquitlam: $213,600
- Port Coquitlam: $216,600
- Port Coquitlam: $221,300
- Port Coquitlam: $217,100
- Port Coquitlam: $220,000
- Port Coquitlam: $214,700
- Port Coquitlam: $219,100
- Port Coquitlam: $217,300
- Port Coquitlam: $218,900

**Sales-List Difference**

- Port Coquitlam: -$8,000
- Port Coquitlam: -$9,900
- Port Coquitlam: -$12,950
- Port Coquitlam: -$8,800
- Port Coquitlam: $3,000
- Port Coquitlam: -$71,000
- Port Coquitlam: -$10,200
- Port Coquitlam: -$12,000
- Port Coquitlam: -$5,500
- Port Coquitlam: -$7,000
- Port Coquitlam: -$9,400
- Port Coquitlam: -$7,400
- Port Coquitlam: -$8,900

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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. 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.
November 1 2013  Port Moody Market Update (Attached)

Current: Port Moody is a Stable Market with high listing inventory, a 15% SOLD rate and a 98% Sell/List Ratio. (This means that there is an average of a $8,400 discount on a sale from the original list price)

Most Active Price Range: Homes below $300,000 have a 18.6% SOLD rate. Least Active Price Range: Attached homes between $400,000-$500,000 have 9.9% SOLD rate.

History: Port Moody’s Condos Year-To-Date MLS Home Price Index* shows a increase of $7,200. Port Moody’s Townhouses Year-To-Date RMR Home Price Index* shows a decrease of $9,700.

Forecast: Listing Inventories are 12% less than October 2012. New listings exceeded the sales by 24 meaning that we will maintain the high listings supply. The Vancouver Real Estate Market is continuing to be a warm market with some areas experiencing further price increases. We project Port Moody to be a continued stable market. With this affordability Move-Up Buyers thinking location should consider this a prime time to do so.

Note*: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). Data from: FVRB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: REMXReports.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.
Nov. 1/13 Port Moody

**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.

**Produced for:** Phil Haig

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Supply and Demand

How %SOLD Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

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

- 10-14% selling: Decreasing
- 15-20% selling: Stable
- 21-40% selling: Increasing

100 Listings

Monthly Homes sales (%)

produced for: Phil Haig

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