

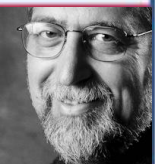
Market Analysis and Forecasting

Market Analysis and Forecasting

RE/MAX Market Reports



Advanced Marketing Tools





Market Analysis and Forecasting

Market Analysis and Forecasting

RE/MAX Market Reports

Detached

- [Abbotsford](#)
- [Chilliwack](#)
- [Langley North](#)
- [Langley-Cloverdale](#)
- [Maple Ridge](#)
- [Mission](#)
- [North Delta](#)
- [Surrey East](#)
- [Surrey West](#)

Attached

- [Abbotsford](#)
- [Chilliwack](#)
- [Langley-Cloverdale](#)
- [Maple Ridge](#)
- [Surrey East](#)



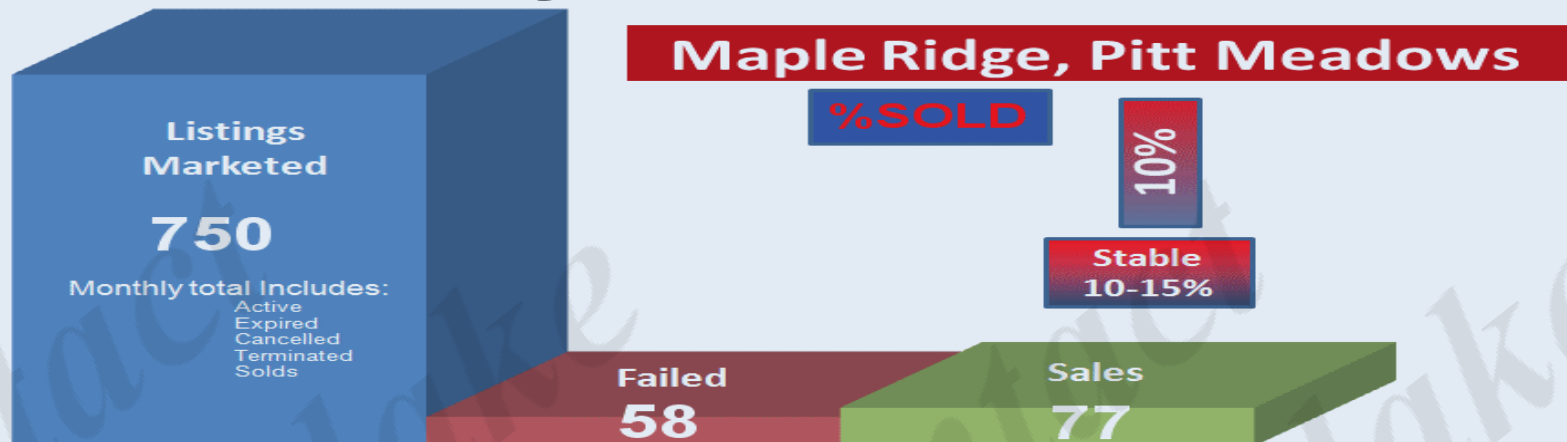


Proudly Turning Dreams to Addresses in the Lower Mainland for over 25 Years

Homes@TurningDreamsToAddresses.com

Market Analysis and Forecasting Dec. 1/13 Maple Ridge-Pitt Meadows

Monthly Market Activity - November 2013 - Single Family



Dec 1 2013 Maple Ridge & Pitt Meadows Market Update (Detached)

Current: Maple Ridge & Pitt Meadows is a Stable Market with average listing inventories, a **11 %SOLD** rate and sell price / list price= 97% (This means that there is an average of a \$13,518 discount on a sale from the list price)

Most Active Price Range: Homes between \$400,001-\$500,000 have **15.3 %SOLD** rate.

Least Active Price Range: Homes above \$800,000 have a low **2.6 %SOLD** rate.

History: The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$22,800.

The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$10,539. *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: Maple Ridge & Pitt Meadows has normal Listing supply; 615 homes are for sale and with the stable **10 %SOLD** monthly rate gives us a ~10 months of inventory. At this sell through rate approximately 405 of these listings will not sell. 12% of the active listings have reduced their price by \$27,502 on average or \$20,900 median in the last month.

The Greater Vancouver Real Estate Market has been experiencing steady improvement this year; although still below most of the 10 year averages. Since our Finance Minister Jim Flaherty's announcements of curbing any more deflationary policies in August of this year, we have seen a steady increase Buyer confidence. We project the Fraser Valley to continue in it's stable market while most Vancouver areas should see modest price increase. We project Maple Ridge- Pitt Meadows to be a continued stable market.

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

Lori Blake

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



Proudly Turning Dreams to Addresses in the Lower Mainland for over 25 Years

Homes@TurningDreamsToAddresses.com

Market Analysis and Forecasting Dec. 1/13 Maple Ridge-Pitt Meadows

Maple Ridge, Haney and Pitt Mdws Sub areas Stats - November 2013 Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Albion	141	10	45	97%	-\$15,450	7.1%
Cottonwood MR	62	4	8	98%	-\$9,650	6.5%
East Central	74	10	47	97%	-\$12,350	13.5%
Northeast	12	0				0.0%
North Maple Ridge	4	0				0.0%
Northwest Mple Rdg	26	4	36	94%	-\$26,000	15.4%
Silver Valley	117	7	52	98%	-\$12,000	6.0%
Southwest Mple Rdg	46	5	136	94%	-\$29,900	10.9%
Thornhill	32	1	178	101%	\$4,457	3.1%
Websters Corners	49	3	93	98%	-\$9,900	6.1%
West Central	76	9	10	98%	-\$9,900	11.8%
Whonnock	21	2	133	97%	-\$23,400	9.5%
Central Meadows	24	6	55	97%	-\$11,650	25.0%
Mid Meadows	8	2	48	95%	-\$27,018	25.0%
North Meadows	19	4	66	95%	-\$39,500	21.1%
South Meadows	34	9	30	97%	-\$13,300	26.5%
West Meadows	5	1	73	98%	-\$19,900	20.0%
Total Activity	750	77	45	97%	-\$13,518	10%

Maple Ridge and Pitt Meadows List Price Ranges Statistics - November 2013 Detached

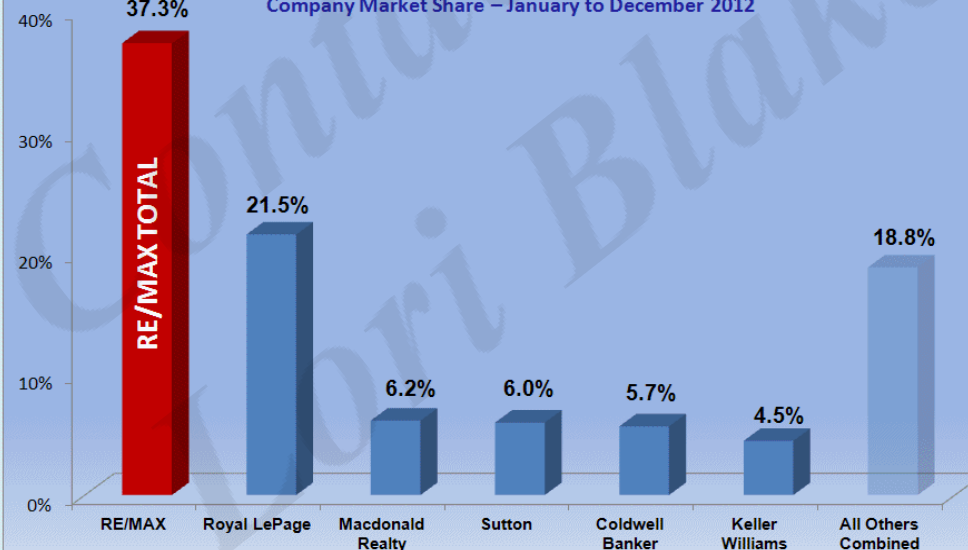
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	120	17	48	97%	-\$13,400	14.2%
\$400,001-\$500,000	163	25	27	97%	-\$11,500	15.3%
\$500,001-\$600,000	208	25	46	98%	-\$12,400	12.0%
\$600,001-\$700,000	100	5	62	96%	-\$28,800	5.0%
\$700,001-\$800,000	43	2	145	96%	-\$29,900	4.7%
\$800,001 and more	116	3	153	90%	-\$88,000	2.6%
Total Activity	750	77	45	97%	-\$13,518	10%

Monthly Changes Summary	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings** (A,S,T,C,X)	814	814	750		-64
Active Listings (1st of the month)	720	692	642	615	-27
Solds	58	113	77		-36
Days on Market (DOM)	41	41	45		4
%SOLD (Sales/ Listings /monthly rate)	7%	14%	10%		-4%
(Top 50%) Home Price Index HPIp	\$575,317	\$606,941	\$598,117		-\$8,824
(Lower 50%) Home Price Index HPIp	\$421,856	\$416,672	\$411,318		-\$5,354

the RE/MAX Market Share Reports

Maple Ridge & Pitt Meadows

Company Market Share - January to December 2012



Analytical Methods: The Maple Ridge & Pitt Meadows 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 **Maple Ridge & Pitt Meadows HPIp Top 50%** representing the higher end sales and the **Maple Ridge & Pitt Meadows HPIp 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: FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Lori Blake

RE/MAX Results Realty Port Coquitlam

Homes@TurningDreamsToAddresses.com

TurningDreamsToAddresses.com

604-551-5654

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

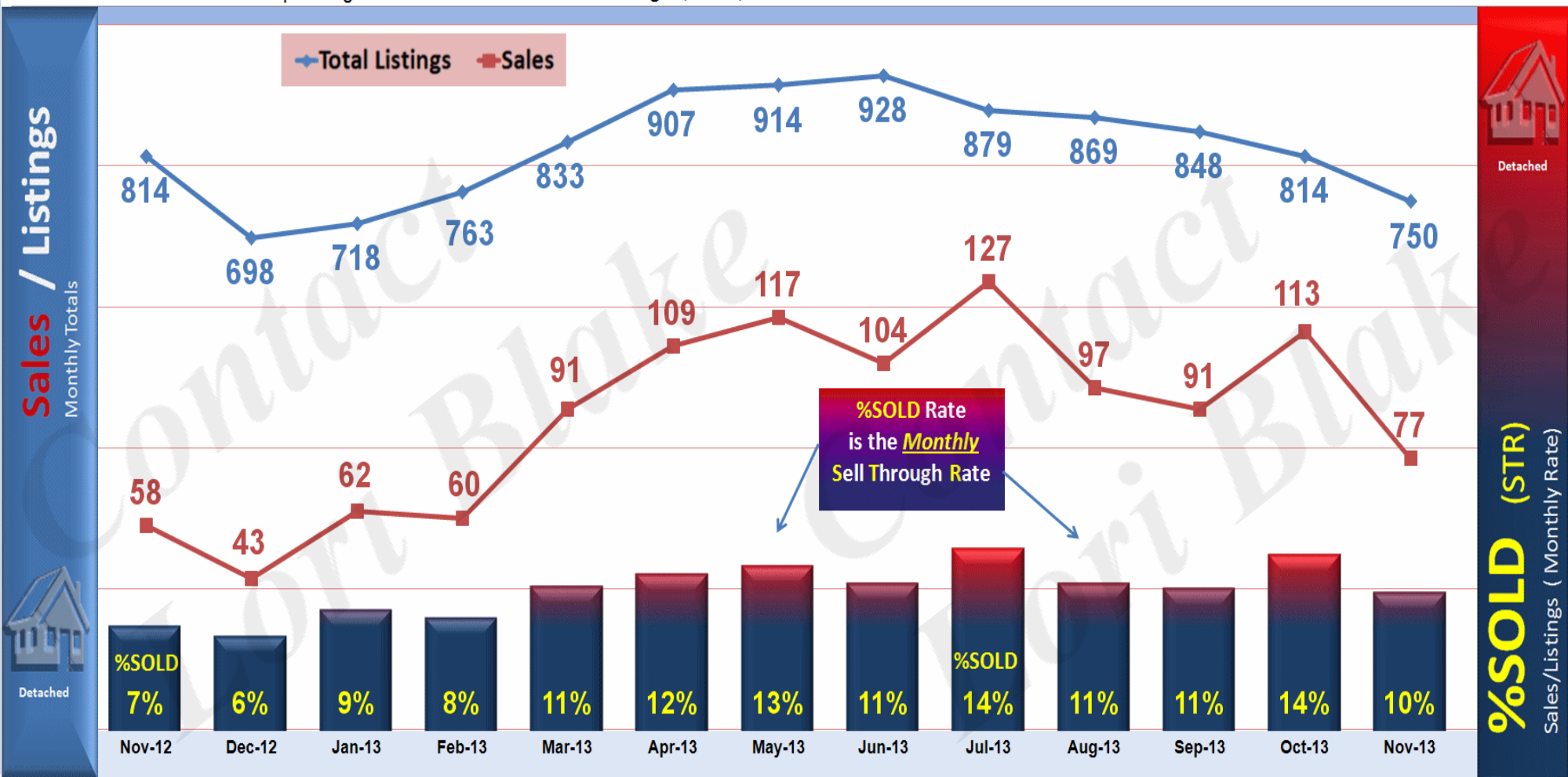
detached homes



Proudly Turning Dreams to Addresses in the Lower Mainland for over 25 Years
 Homes@TurningDreamsToAddresses.com

Market Analysis and Forecasting Dec. 1/13 Maple Ridge-Pitt Meadows

Detached Maple Ridge & Pitt Meadows Total Listings**, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached

%SOLD (STR)
Sales/Listings (Monthly Rate)

*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.

Lori Blake

RE/MAX Results Realty Port Coquitlam

Homes@TurningDreamsToAddresses.com

TurningDreamsToAddresses.com

604-551-5654



Proudly Turning Dreams to Addresses in the Lower Mainland for over 25 Years
Homes@TurningDreamsToAddresses.com

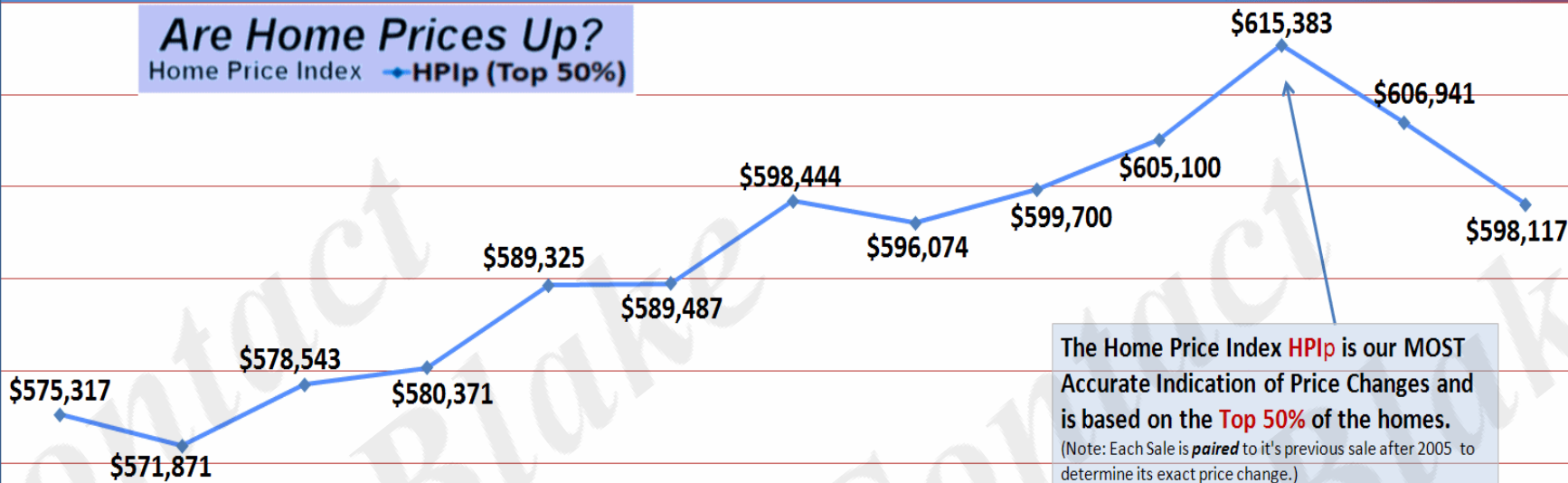
Market Analysis and Forecasting Dec. 1/13 Maple Ridge-Pitt Meadows

Detached

Maple Ridge and Pitt Meadows 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%)



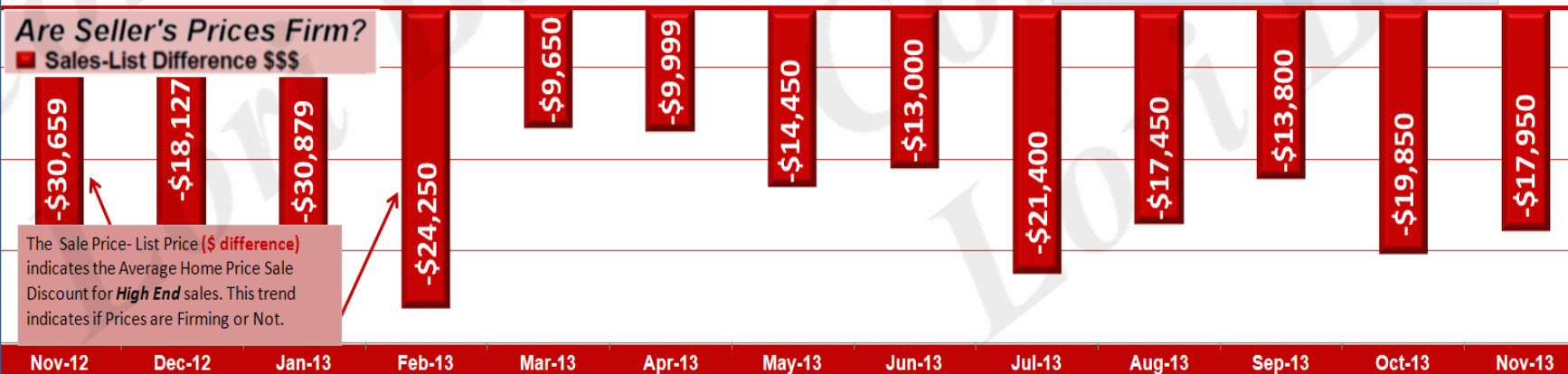
The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.
(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



Detached

Sales Discount \$\$\$
Sale Price - Original List Price (\$\$ difference)

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



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.

Detached

* 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.

Lori Blake



Proudly Turning Dreams to Addresses in the Lower Mainland for over 25 Years
Homes@TurningDreamsToAddresses.com

Market Analysis and Forecasting Dec. 1/13 Maple Ridge-Pitt Meadows

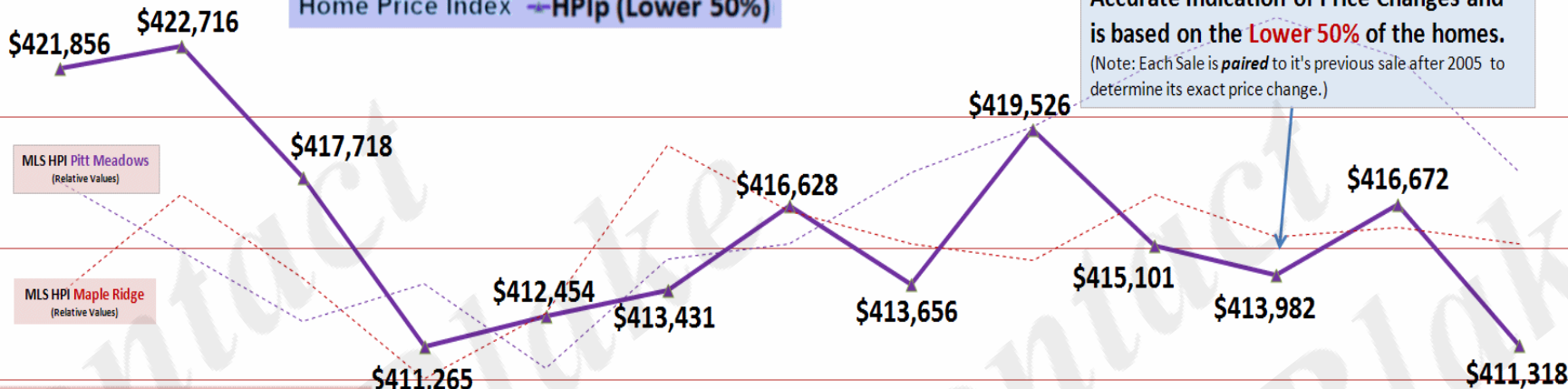
Detached

Maple Ridge and Pitt Meadows 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 Changes

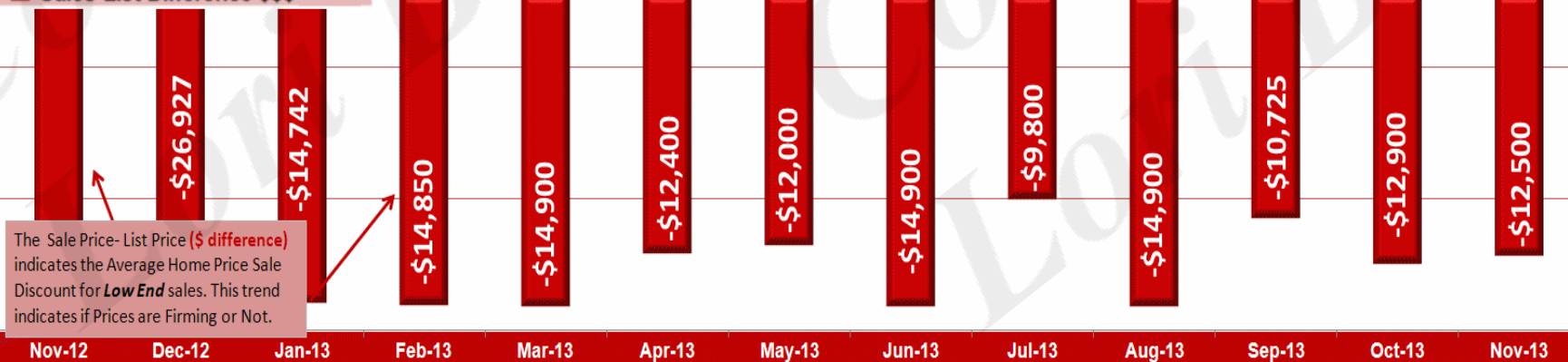
(Home Price Index Paired sales from 2005)

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



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 it's previous sale after 2005 to determine its exact price change.)

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



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.



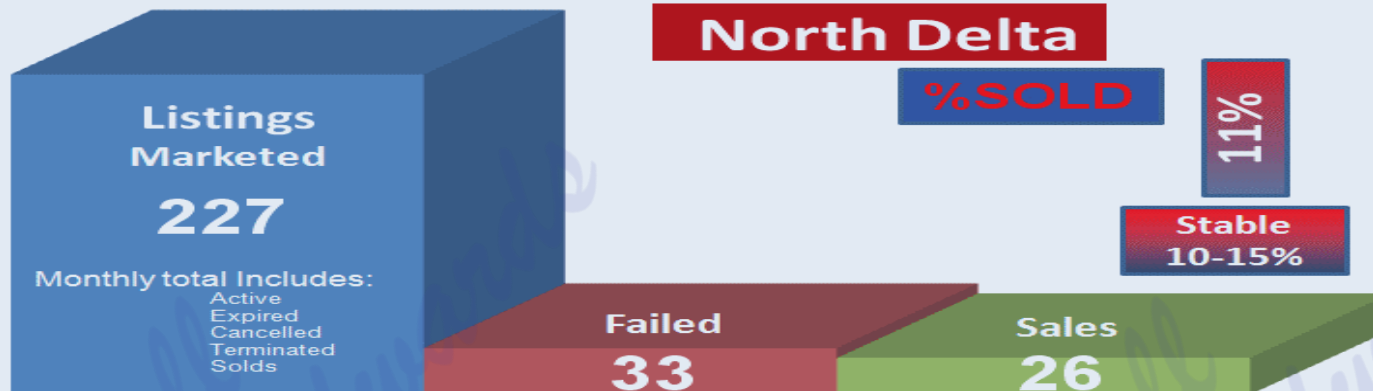
Detached

Sales Discount \$\$\$
Sale Price - Original List Price (\$\$ difference)

* 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.

Lori Blake

Monthly Market Activity - November 2013 - Single Family



Dec 1 2013 N. Delta Market Update (Detached)

Current: N.Delta has a Stable Market with **11 %SOLD** rate and a 97% Sell/List ratio.

(This means that there is an average of a \$15,000 sales discount from the original list price)

Most Active Price Range: Homes below \$500,000 have a high **15.1 %SOLD** rate.

Least Active Price Range: Homes between \$600,000 and \$700,000 have **8.7 %SOLD** rate.

History: North Delta Year-To-Date RMR HPI* shows that prices increased \$13,843.

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

Forecast: North Delta has average Listing supply; 168 homes are for sale and with the stable **11 %SOLD** monthly rate gives us about ~9 months of inventory. At this sell through rate approximately 108 of these listings will not sell. 10% of the active listings have reduced their price by \$23,058 on average or \$20,000 on median for the last month. The Greater Vancouver Real Estate Market has been experiencing steady improvement this year; although still below most of the 10 year averages. Since our Finance Minister Jim Flaherty's announcements of curbing any more deflationary policies in August of this year, we have seen a steady increase Buyer confidence. We project the Fraser Valley to continue in it's stable market while most Vancouver areas should see modest price increase. We project North Delta to be a continued stable market. If you have longed to move to another community, or create income through rental property, now might be your best chance to do so.



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

produced for: Tom Edwards

Market Analysis and Forecasting

Dec. 1/13

North Delta

N. Delta Sub areas Statistics - November 2013

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Annieville	62	6	36	96%	-\$18,594	9.7%
Nordel	60	8	35	96%	-\$22,450	13.3%
Scottsdale	59	7	51	98%	-\$13,000	11.9%
Sunshine Hills Woods	46	5	10	97%	-\$15,500	10.9%
Total Activity	227	26	21	98%	-\$12,000	11%

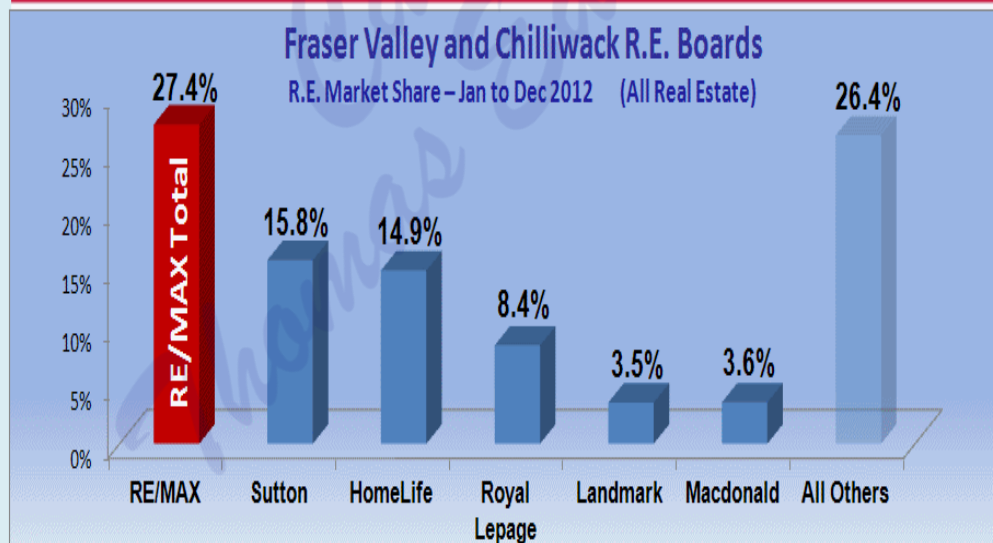
N. Delta List Price Ranges Statistics - November 2013

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$500,000	53	8	38	96%	-\$18,594	15.1%
\$500,001-\$600,000	87	10	20	98%	-\$10,000	11.5%
\$600,001-\$700,000	46	4	71	96%	-\$28,000	8.7%
\$700,001 and more	41	4	71	95%	-\$36,875	9.8%
Total Activity	227	26	21	98%	-\$12,000	11%

Monthly Changes Summary	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings** (A,S,T,C,X)	251	266	227		-39 ↓
Active Listings (1st of the month)	200	199	187	168	-19 ↓
Solds	19	34	26		-8 ↓
Days on Market (DOM)	37	33	21		-12 ↓
%SOLD (Sales/ Listings /monthly rate)	10%	13%	14%		1% ↑
Home Price Index	\$510,258	\$516,674	\$524,101		\$7,427 ↑

#1 **the RE/MAX Market Share Reports**



Note*: The **Home Price Index** * (HPI) is all the detached home sales averaged & adjusted for finished sqft, age and lot size. (This HPI excludes the mobile home, duplex and the house and acreage sales.)
For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA).
This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy.
Copyright: RMXReports.com

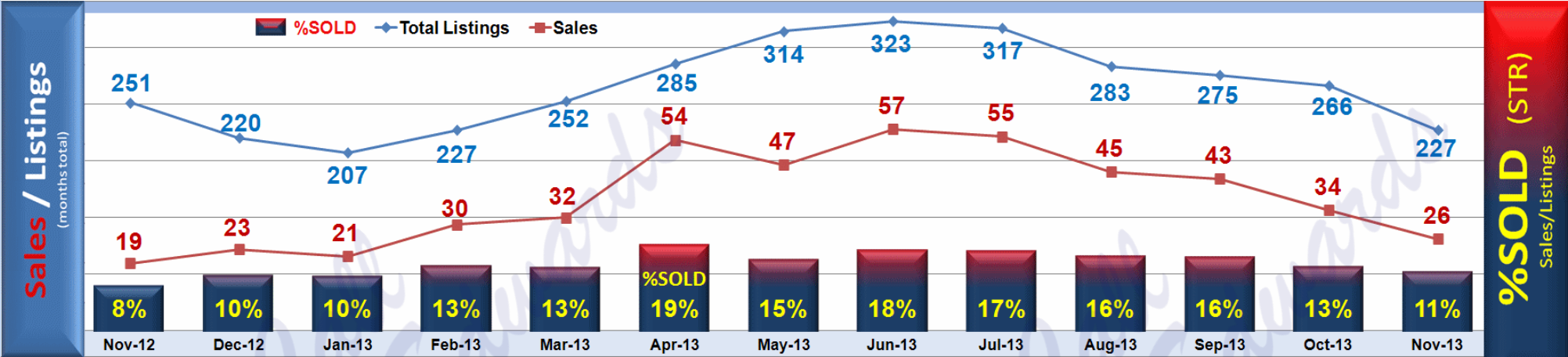
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The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

produced for: **Tom Edwards**

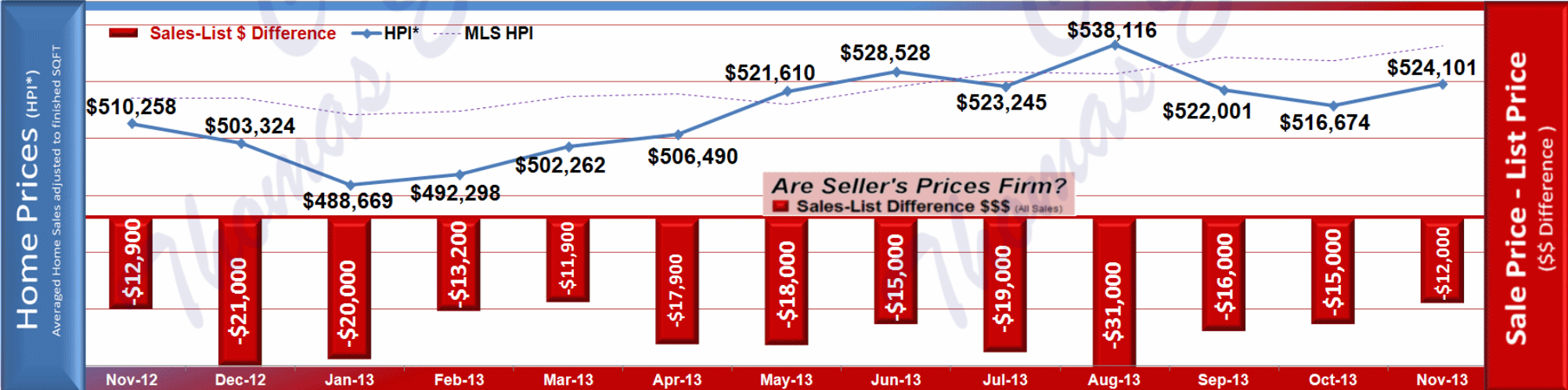


Market Analysis and Forecasting Dec. 1/13 North Delta

Detached N. Delta Total Listings*, Sales, and %SOLD Rates



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

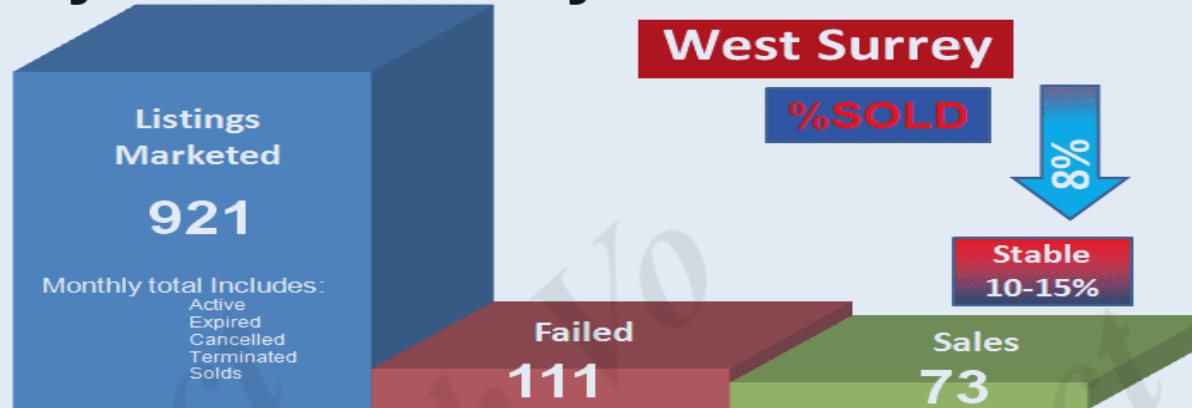


*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The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

produced for: Tom Edwards



Monthly Market Activity - November 2013 - Single Family



Dec 1 2013 West Surrey Market Update (Detached)

Current: West Surrey is in a Buyers Market with an average listing inventory, **8 %SOLD** rate and a 96% Sell/List Ratio. (This means that there is an average of a \$20,500 sales discount from the original list price)

Most Active Price Range: Homes between \$300,001 and \$400,000 have **17.8 %SOLD** rate.

Least Active Price Range: Homes below \$300,000 have **2.0 % SOLD** rate.

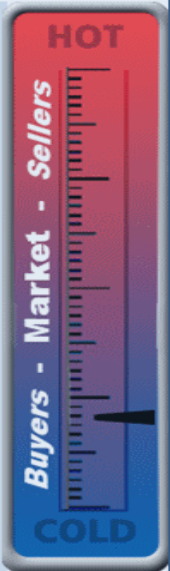
History: The Surrey West Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased **\$324**.

The Surrey West Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased **\$2,235**.

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

Forecast: West Surrey has average Listing supply; 737 homes are for sale and with the low **8 %SOLD** monthly rate gives us a ~12 months of inventory. Approximately 527 of these listings will not sell at this sell through rate. 10% of the active listings have reduced their price by \$20,480 on average or \$19,900 median in the last month. The Greater Vancouver Real Estate Market has been experiencing steady improvement this year; although still below most of the 10 year averages. Since our Finance Minister Jim Flaherty's announcements of curbing any more deflationary policies in August of this year, we have seen a steady increase Buyer confidence. We project the Fraser Valley to continue in it's stable market while most Vancouver areas should see modest price increase. We project West Surrey to be a continued stable market. If you have longed to move to another community, or create income through rental property, now might be your best chance to do so.

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

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



KHANH VO

Advice you can trust

Market Analysis and Forecasting

Dec. 1/13 **West Surrey**

604-710-1245 khanhvo@remax.net

West Surrey Sub areas Statistics - November 2013

Neighbourhoods	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	29	3	12	91%	-\$34,777	10.3%
Bolivar Heights	84	8	62	97%	-\$13,450	9.5%
Royal Heights	32	0				3.7%
Cedar Hills	90	9	8	95%	-\$24,900	10.7%
Whalley	53	8	55	95%	-\$24,250	14.8%
Queen Mary Park Surrey	124	6	60	90%	-\$59,800	15.1%
Bear Creek Green Timbers	132	10	39	96%	-\$22,000	9.2%
West Newton	142	12	66	95%	-\$21,700	11.3%
East Newton	235	17	38	97%	-\$19,880	7.2%
Total Activity	921	73	39	96%	-\$20,500	8%

Detached

West Surrey List Price Ranges Statistics - November 2013

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	50	1	79	100%	\$0	2.0%
\$300,001-\$400,000	45	8	33	95%	-\$21,250	17.8%
\$400,001-\$500,000	221	28	41	95%	-\$23,450	12.7%
\$500,001-\$600,000	244	17	25	96%	-\$24,000	7.0%
\$600,001-\$700,000	139	8	49	96%	-\$24,950	5.8%
\$700,001-\$800,000	104	7	31	97%	-\$19,000	6.7%
\$800,001 and more	118	4	91	98%	-\$20,000	3.4%
Total Activity	921	73	39	96%	-\$20,500	8%

Detached

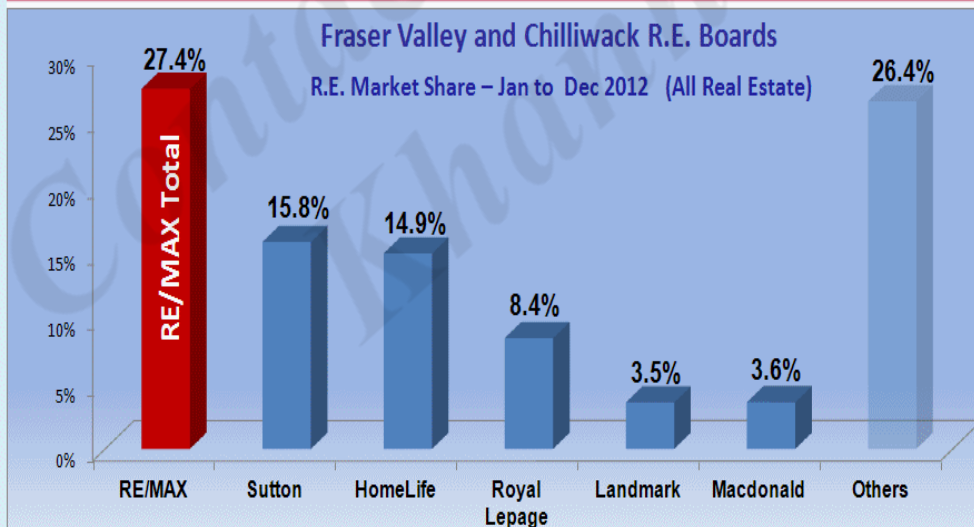
Monthly Changes Summary	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings** (A,S,T,C,X)	900	1022	921		-101
Active Listings (1st of the month)	778	840	783	737	-46
Solds	85	107	73		-34
Days on Market (DOM)	56	31	39		8
%SOLD (Sales/Listings /monthly rate)	9%	10%	8%		-3%
(Top 50%) Home Price Index HPIp	\$607,663	\$612,611	\$607,340		-\$5,271
(Lower 50%) Home Price Index HPIp	\$418,335	\$413,624	\$416,100		\$2,476

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 **Surrey West HPIp Top 50%** representing the higher end sales and the **Surrey West HPIp 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: FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.com

the RE/MAX Market Share Reports



* 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.

RE/MAX 2000 Realty Surrey, BC V3R 0N9

KhanhVoRealty.com

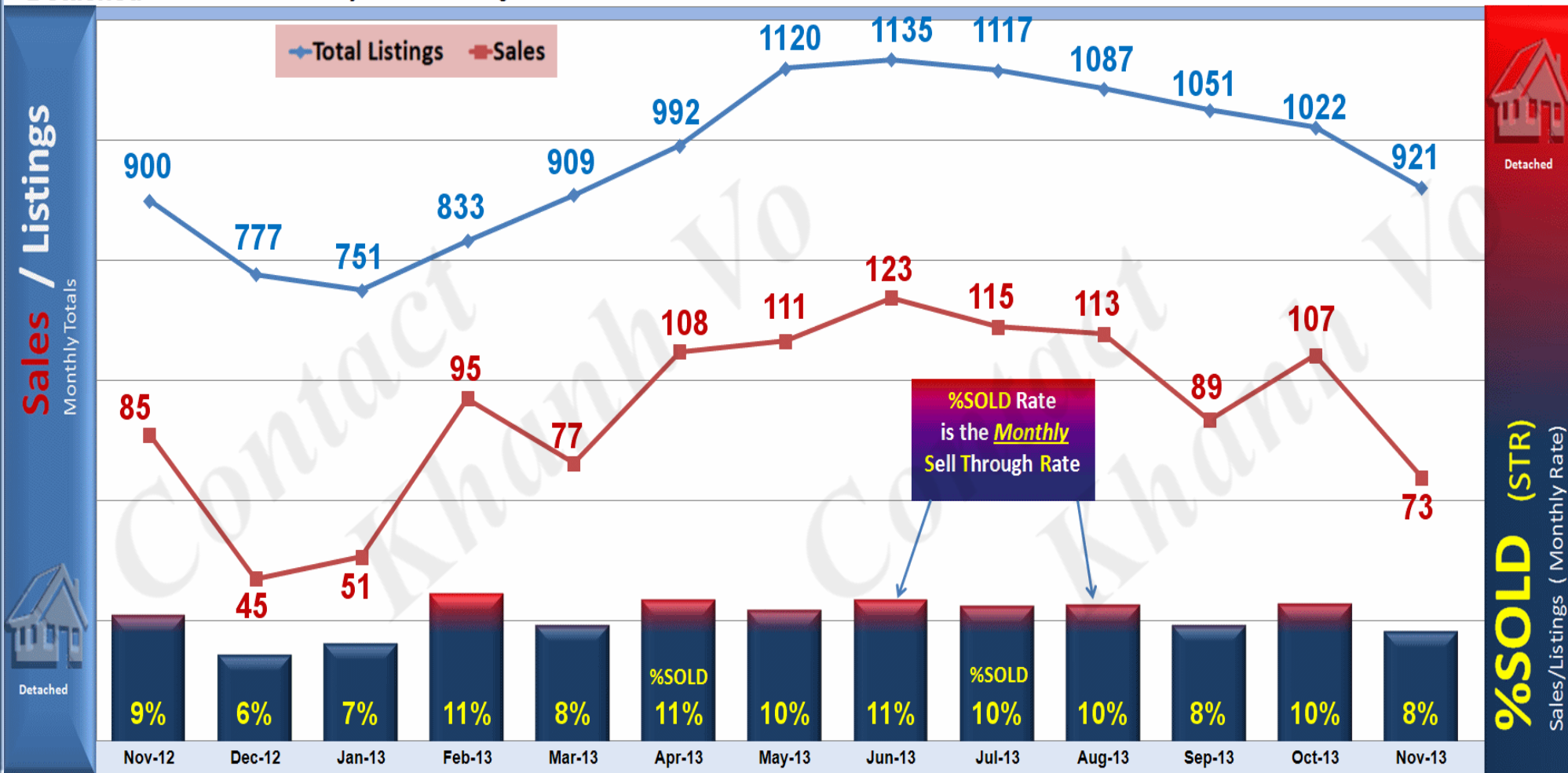
KhanhVo@Remax.net

Ph: 604-710-1245

produced for: **Khanh Vo**



Detached West Surrey Total Listings*, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached

%SOLD (STR)
Sales/Listings (Monthly Rate)

*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.

produced for: Khanh Vo



Market Analysis and Forecasting

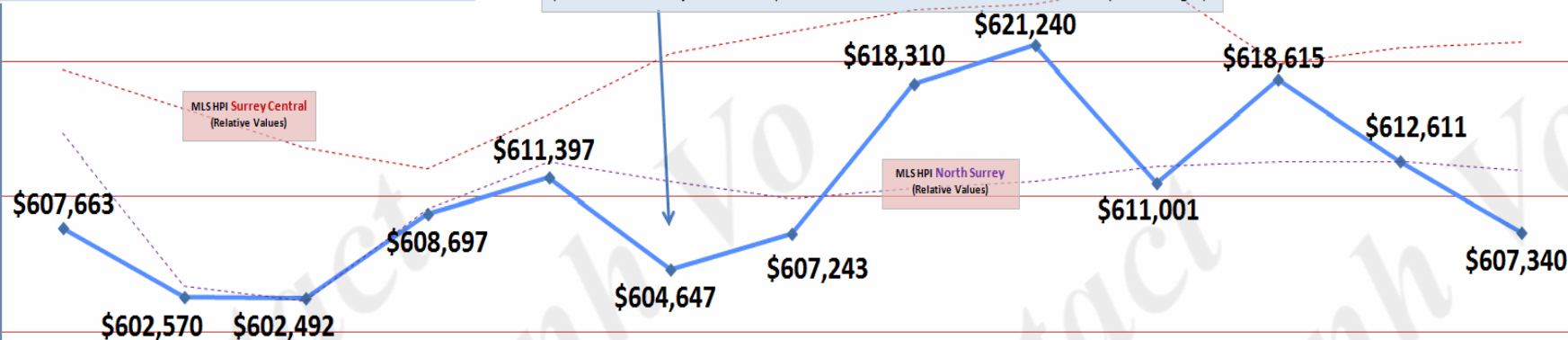
Dec. 1/13 West Surrey

Detached West Surrey 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)

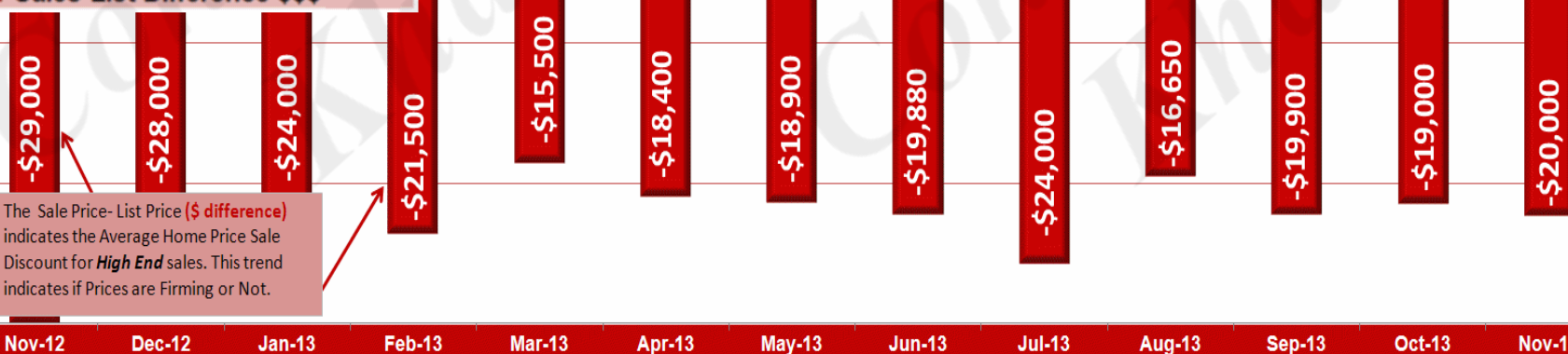
Are Home Prices Up?
Home Price Index → HPIp (Top 50%)

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 its previous sale after 2005 to determine its exact price change.)



Are Seller's Prices Firm?

Sales-List Difference \$\$\$



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.



Detached

Sales Discount \$\$\$
Sale Price - Original List Price (\$\$ difference)

*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.

produced for: Khanh Vo



Market Analysis and Forecasting

Dec. 1/13 West Surrey

Detached

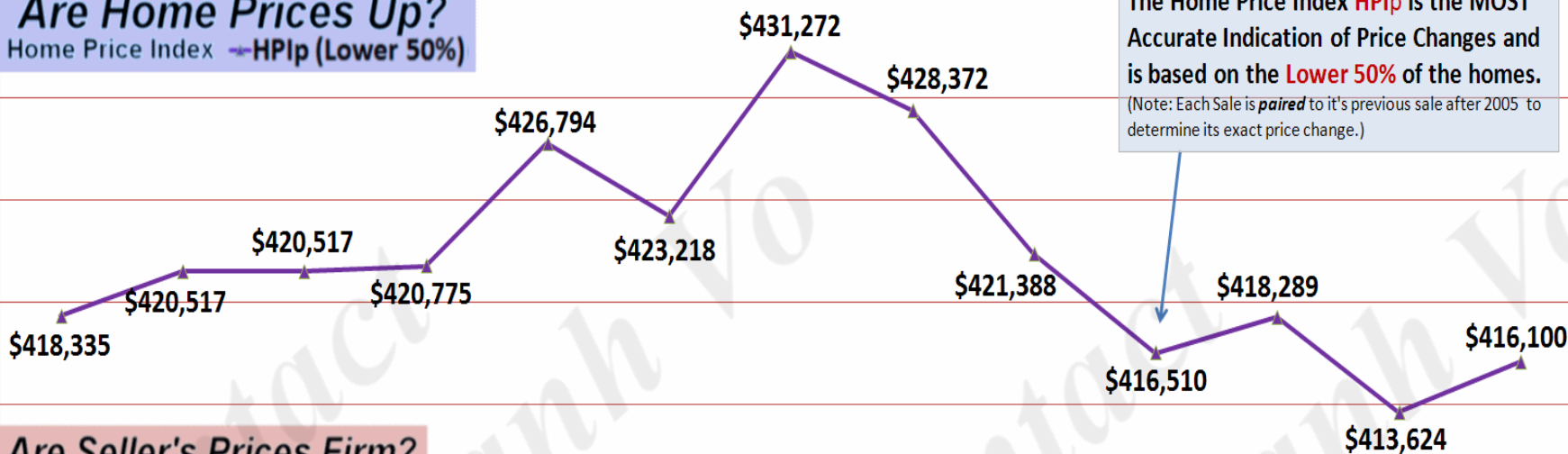
West Surrey Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?

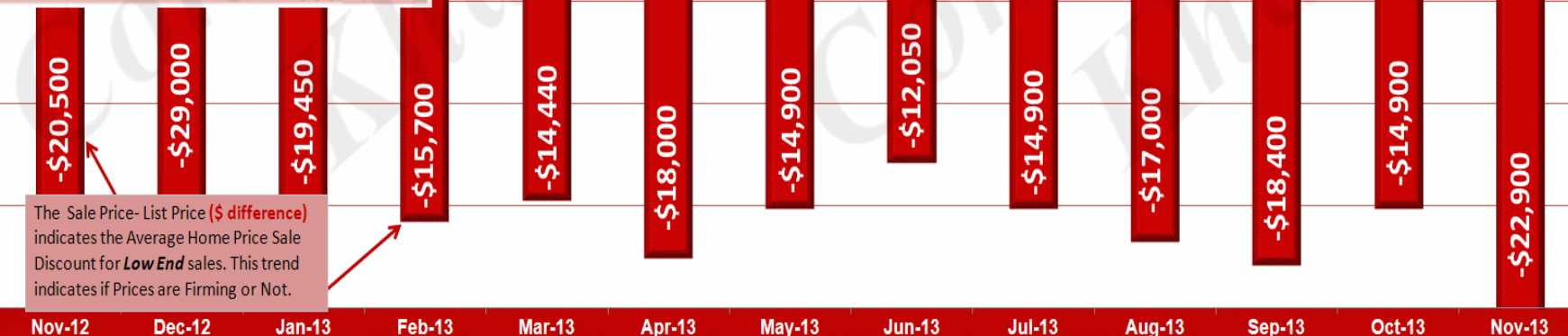
Home Price Index → HPIp (Lower 50%)



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 Seller's Prices Firm?

Sales-List Difference \$\$\$



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.



Detached

Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

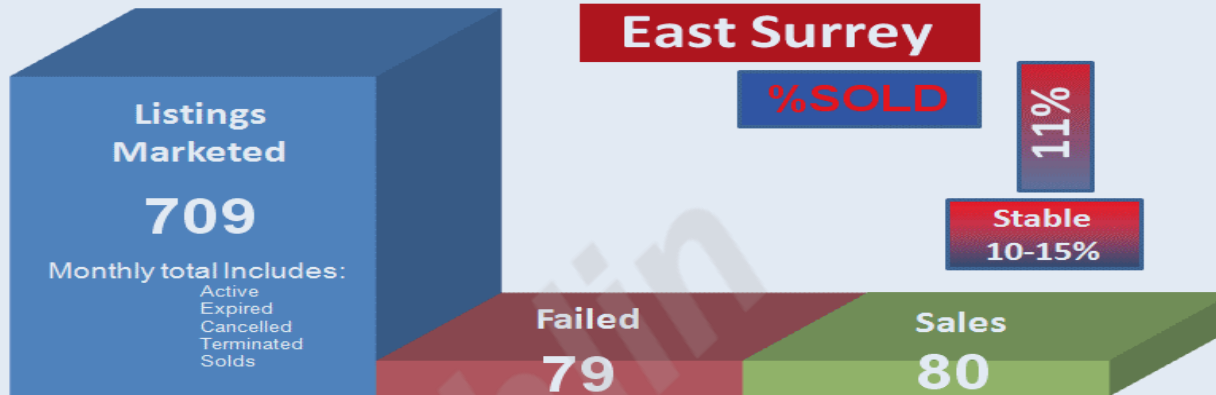
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The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

produced for: Khanh Vo



Sell Your Home in **36 DAYS**
SOLDin36Days.com
or we will
 Sell it for Free!!

Monthly Market Activity - November 2013 - Single Family



Dec 1 2013 East Surrey Market Update (Detached)

Current: East Surrey is in a Stable Market with **11 %SOLD** rate, 41 DOM and 96% Sell/List Ratio.
(This means that there is an average (m) of a \$25,400 sales discount from the original list price)

Most Active Price Range: Homes between \$500,000-\$600,000 have **16.2 %SOLD** rate keeping prices stable.

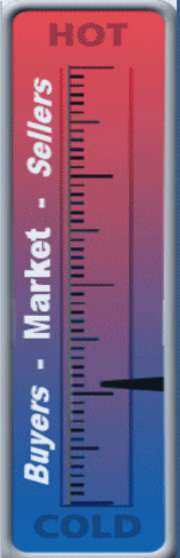
Least Active Price Range: Homes above \$1 million have a low **3.9 %SOLD** rate.

History: The Surrey East Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$55,408.
The Surrey East Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$800.

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

Forecast: East Surrey has an average Listing Supply; 550 homes are for sale and with the **11 %SOLD** monthly rate gives us a 9 months of inventory. At this sell through rate approximately 324 of these listings will not sell. 9% of the active listings have reduced their price by \$33,070 on average or \$19,400 on median in the last month. The Greater Vancouver Real Estate Market has been experiencing steady improvement this year; although still below most of the 10 year averages. Since our Finance Minister Jim Flaherty's announcements of curbing any more deflationary policies in August of this year, we have seen a steady increase Buyer confidence. We project the Fraser Valley to continue in it's stable market while most Vancouver areas should see modest price increase. We project East Surrey to be a continued stable market. If you have longed to move to another community, or create income through rental property, now might be your best chance to do so.

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

produced by: **Bill Coughlin**



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13 **East Surrey**

East Surrey Sub areas Statistics - November 2013

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	128	20	32	97%	-\$26,850	15.6%
Guildford	49	7	47	95%	-\$29,800	14.3%
Port Kells	43	5	159	81%	-\$170,800	11.6%
Fleetwood Tynehead	189	19	25	97%	-\$15,000	10.1%
Panorama Ridge	168	15	81	92%	-\$49,900	8.9%
Sullivan Station	132	14	41	96%	-\$22,736	10.6%
Total Activity	709	80	41	96%	-\$25,400	11%

East Surrey List Price Ranges Statistics - November 2013

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Differenc	%SOLD
0-\$500,000	77	12	23	96%	-\$13,944	15.6%
\$500,001-\$600,000	111	18	47	96%	-\$24,900	16.2%
\$600,001-\$700,000	166	25	55	97%	-\$22,472	15.1%
\$700,001-\$800,000	114	12	32	97%	-\$20,006	10.5%
\$800,001-\$1,000,000	112	8	38	96%	-\$36,044	7.1%
\$1,000,001 and more	129	5	159	89%	-\$163,000	3.9%
Total Activity	709	80	41	96%	-\$25,400	11%

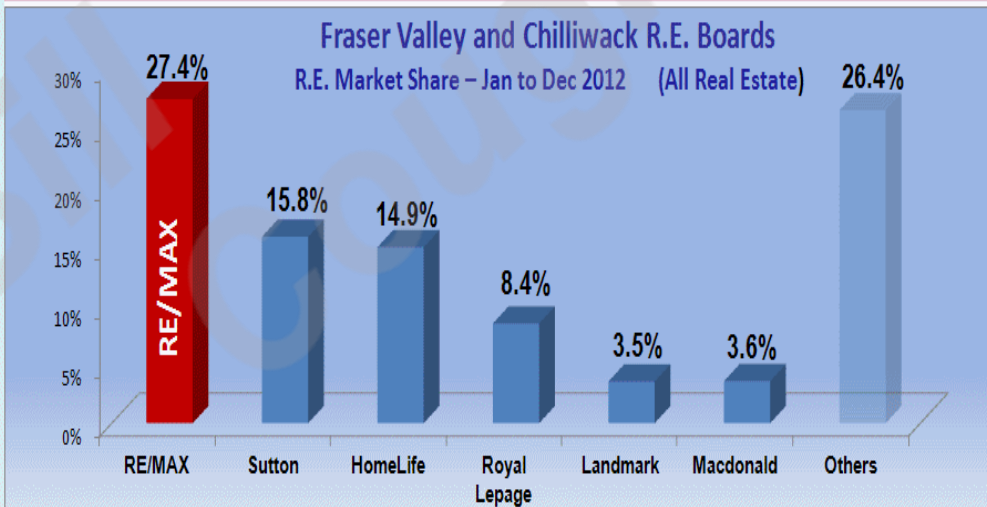
Summary	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings** (A,S,T,C,X)	754	775	709		-66 ↓
Active Listings (1st of the month)	628	630	595	550	-45 ↓
Solds	58	80	80		0
Days on Market (DOM)	28	30	41		12 ↑
%SOLD (Sales/Listings (monthly rate))	8%	10%	11%		1% ↑
(Top 50%) Home Price Index HPIp	\$777,257	\$832,684	\$832,665		-\$19
(Lower 50%) Home Price Index HPIl	\$526,690	\$525,865	\$527,490		\$1,625 ↑

Analytical Methods: The Surrey East 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 **Surrey East HPIp Top 50%** representing the higher end sales and the **Surrey East HPIl 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: FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.com

#1 the RE/MAX Market Share Reports



* 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.

produced by: **Bill Coughlin**

RE/MAX Little Oak Realty Mission, Abbotsford, Surrey

SOLDin36Days.com

T: 778-374-3744



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



SOLD in 36 Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13 **East Surrey**

Detached **East Surrey** Total Listings*, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached

%SOLD (STR)
Sales/Listings (Monthly Rate)

*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.

produced by: **Bill Coughlin**





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

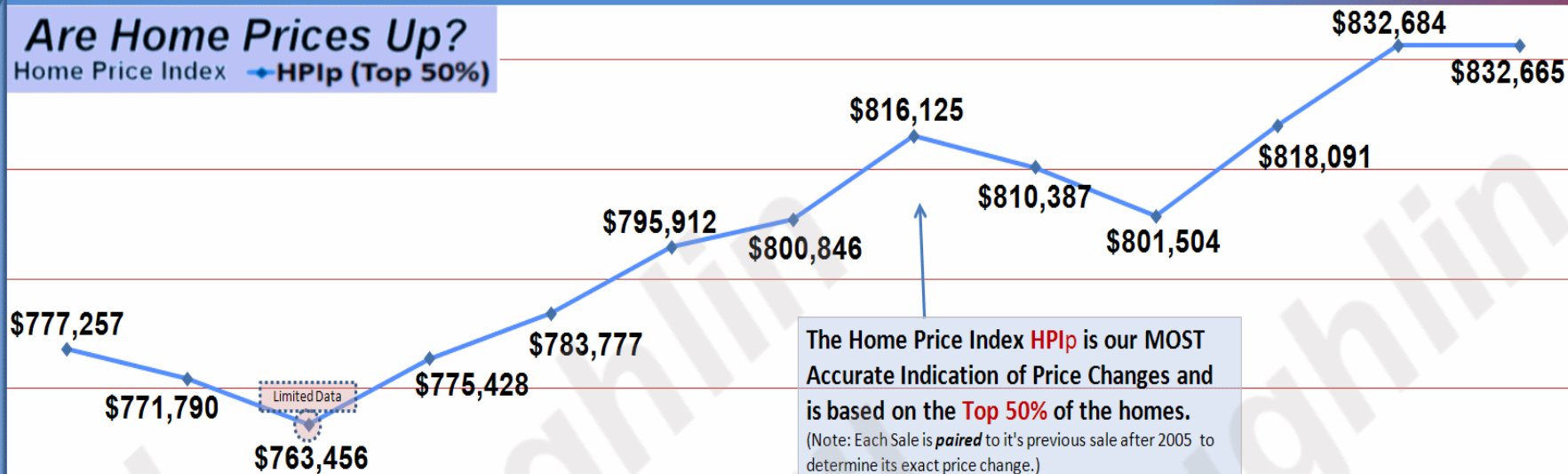
Dec. 1/13 East Surrey

Detached East Surrey 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%)

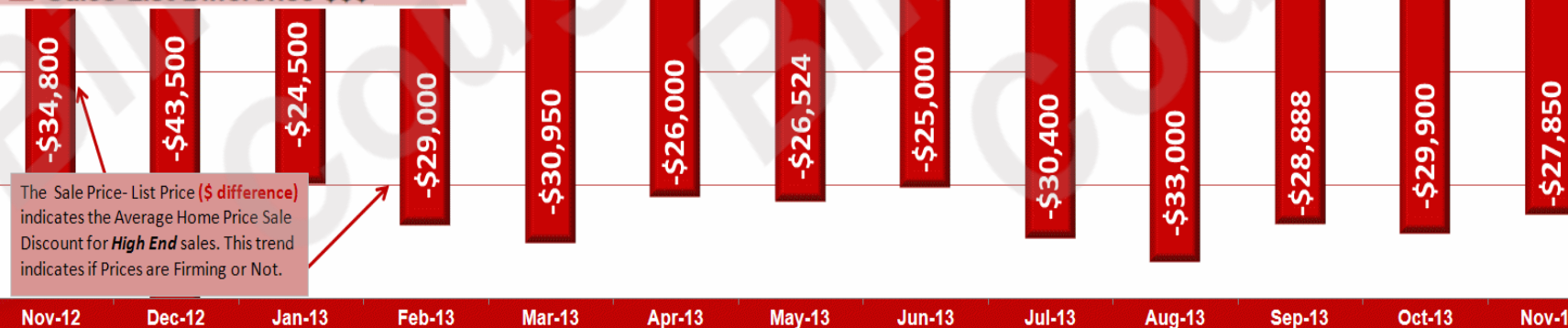


The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.

(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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.



Detached

Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

*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.

produced by: Bill Coughlin





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13 East Surrey

Detached

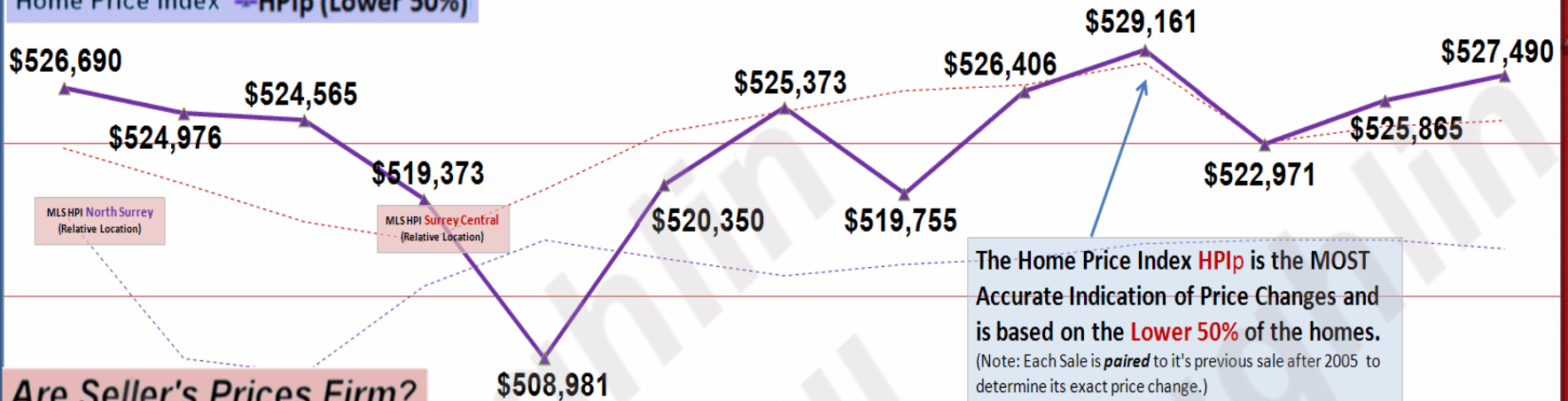
East Surrey Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home Sales)

Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?

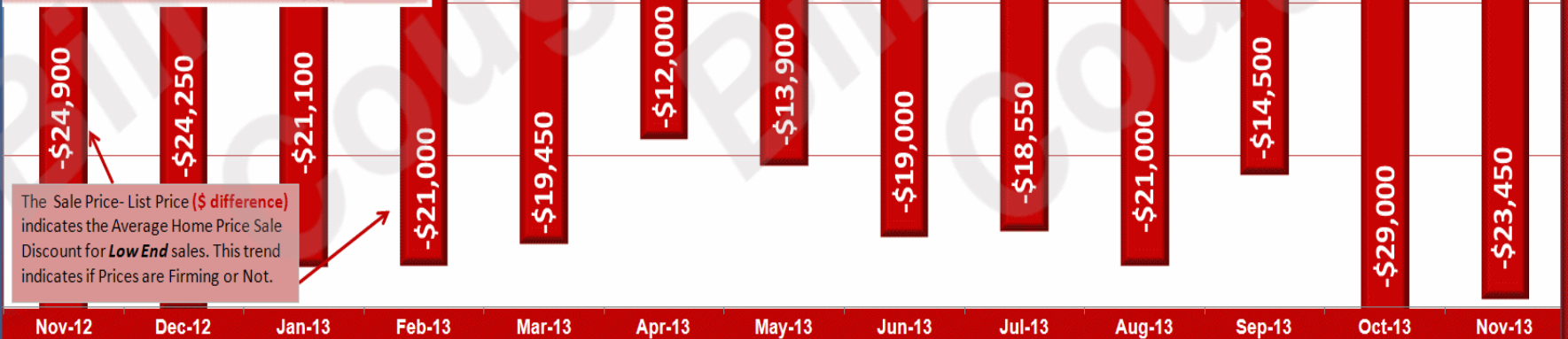
Home Price Index → HPIp (Lower 50%)



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 Seller's Prices Firm?

Sales-List Difference \$\$\$



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.



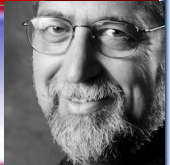
Detached

Sales Discount \$\$

Sale Price - Original List Price (\$\$ difference)

*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.

produced by: Bill Coughlin



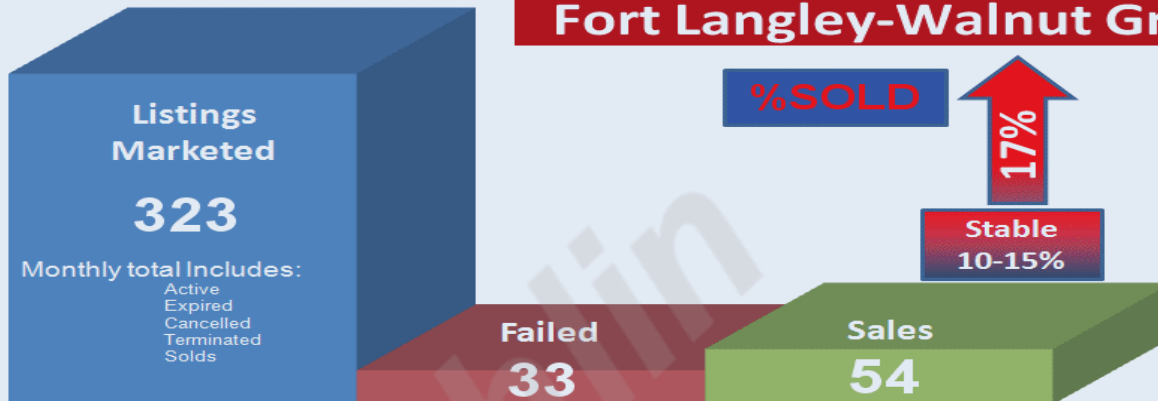


SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley - Walnut Grove

Monthly Market Activity - November 2013 - Single Family

Fort Langley-Walnut Grove



Dec 1 2013 North Langley Market Update (Detached)

Current: North Langley is in a Sellers Market with normal listing inventories, a strong **17 %SOLD** rate and a 97% Sell/List Ratio. (This means that there is an average of a **\$18,900** discount on a sale from the original list price)
Most Active Price Range: Homes between \$500,000-\$600,000 have high **23.9 %SOLD** rate resulting in a Sellers Market.
Least Active Price Range: Homes above \$1.5 million have a low **4.2 %SOLD** rate.

History: The North Langley Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$12,372.
 The North Langley Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$11,757.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: North Langley has a lower Listing supply; 254 homes are for sale and with the strong **17 %SOLD** monthly rate gives us a ~6 months of inventory. At this sell through rate approximately 127 of listings will not sell. 14% of the active listings have reduced their price by \$28,146 on average or \$12,000 median in the last month.

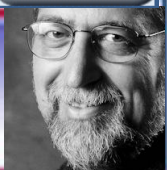
The Greater Vancouver Real Estate Market has been experiencing steady improvement this year; although still below most of the 10 year averages. Since our Finance Minister Jim Flaherty's announcements of curbing any more deflationary policies in August of this year, we have seen a steady increase Buyer confidence. We project the Fraser Valley to continue in it's stable market while most Vancouver areas should see modest price increase. We project North Langley to be a continued stable-sellers market. Buyers are more expected to be out in full force taking advantage of our great market incentives with these lower costs of ownership.

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

produced by: **Bill Coughlin**



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley - Walnut Grove

North Langley Sub areas Statistics - November 2013

Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Differenc	%SOLD
Walnut Grove	89	16	34	98%	-\$9,900	18.0%
County Line Glen Valley	20	2	198	91%	-\$63,000	10.0%
Willoughby Heights	190	32	36	96%	-\$20,450	16.8%
Fort Langley	24	4	6	100%	-\$2,500	16.7%
Total Activity	323	54	34	97%	-\$18,900	17%

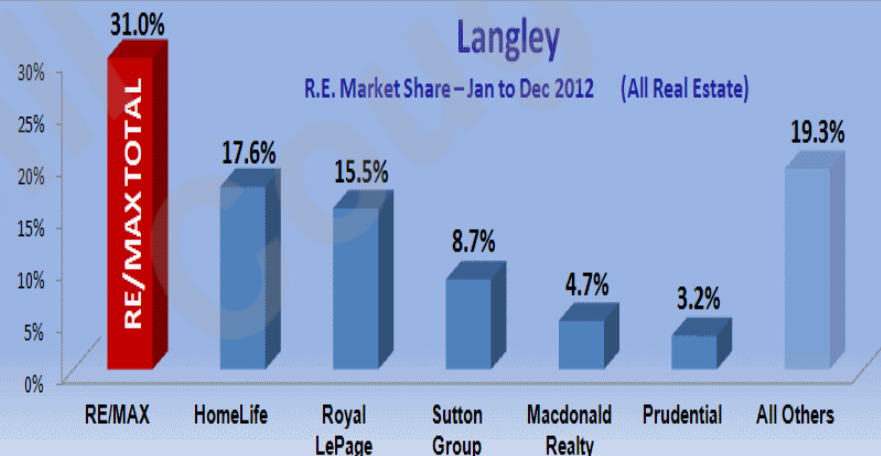
North Langley List Price Ranges Statistics - November 2013

Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Differenc	%SOLD
0-\$500,000	42	9	19	98%	-\$9,900	21.4% ↑
\$500,001-\$600,000	67	16	29	98%	-\$13,050	23.9% ↑
\$600,001-\$700,000	92	20	36	97%	-\$21,750	21.7% ↑
\$700,001-\$800,000	37	4	25	96%	-\$33,239	10.8%
\$800,001-\$1,500,000	61	4	40	97%	-\$32,450	6.6% ↓
\$1,500,001 and more	24	1	94	89%	-\$300,000	4.2% ↓
Total Activity	323	54	34	97%	-\$18,900	17% ↑

Monthly Changes Summary	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings** (A,S,T,C,X)	454	353	323		-30 ↓
Active Listings (1st of the month)	373	284	254	236	-18 ↓
Solds	49	56	54		-2 ↓
Days on Market (DOM)	16	28	34		7 ↑
%SOLD (Sales/Listings monthly rate)	11%	16%	17%		1% ↑
(Top 50%) Home Price Index HPIp	\$730,340	\$735,293	\$742,712		\$7,419 ↑
(Lower 50%) Home Price Index HPIp	\$513,614	\$525,396	\$525,371		-\$25 ↓

#1 the RE/MAX Market Share Reports



Analytical Methods: The North Langley 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 **North Langley HPIp Top 50%** representing the higher end sales and the **North Langley HPIp 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 indexes at this time.

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

Data is from: FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

produced by: **Bill Coughlin**

RE/MAX Little Oak Realty Mission, Abbotsford, Surrey

SOLDin36Days.com

T: 778-374-3744



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



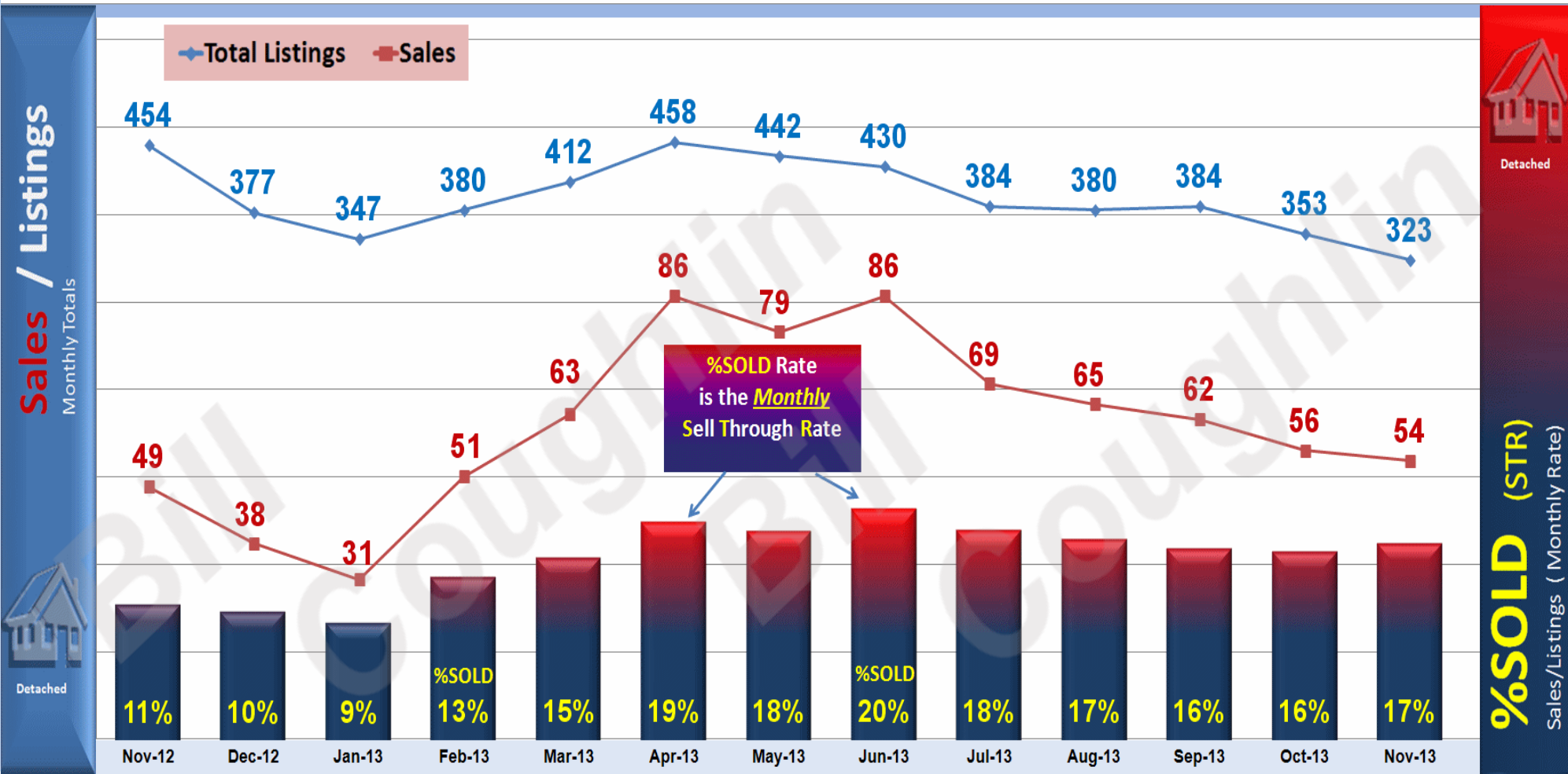
SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley - Walnut Grove

Detached

North Langley: Walnut Grove, Fort Langley

Total Listings**, Sales, and %SOLD Rates



Sales / Listings

Monthly Totals



Detached

%SOLD (STR)
Sales/Listings (Monthly Rate)



Detached



*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.

produced by: **Bill Coughlin**

RE/MAX Little Oak Realty Mission, Abbotsford, Surrey

SOLDin36Days.com

T:778-374-3744





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley - Walnut Grove

Detached

North Langley: Walnut Grove, Fort Langley 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)



Detached

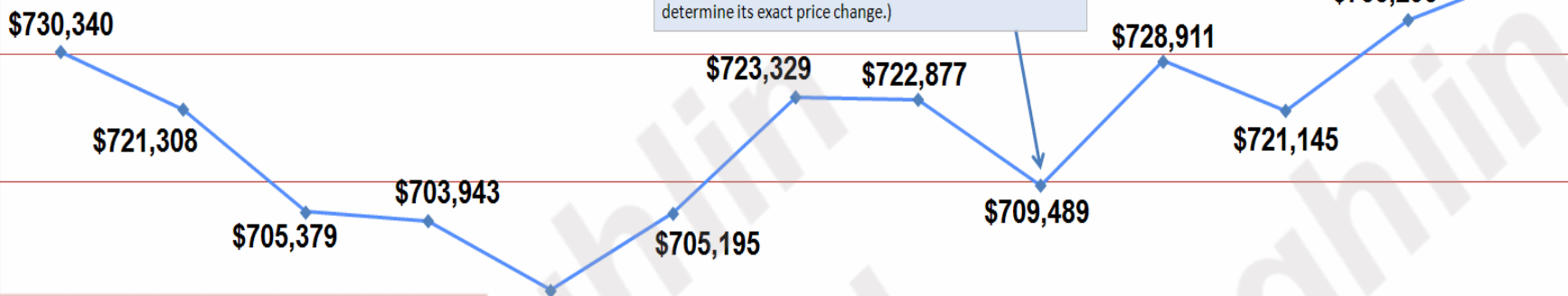
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

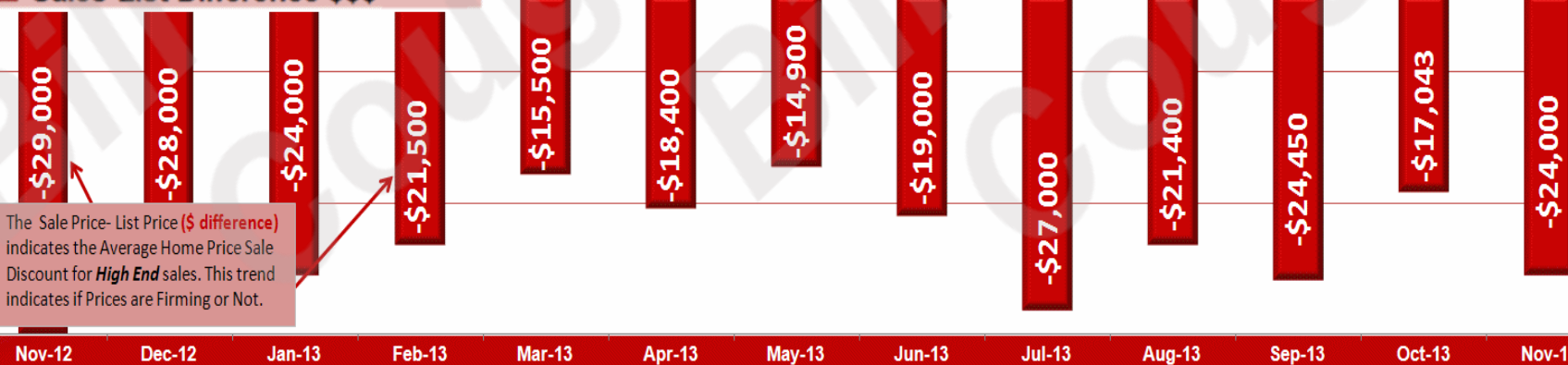
The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.

(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



Are Seller's Prices Firm?

Sales-List Difference \$\$\$



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.



Detached



*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.

produced by: Bill Coughlin





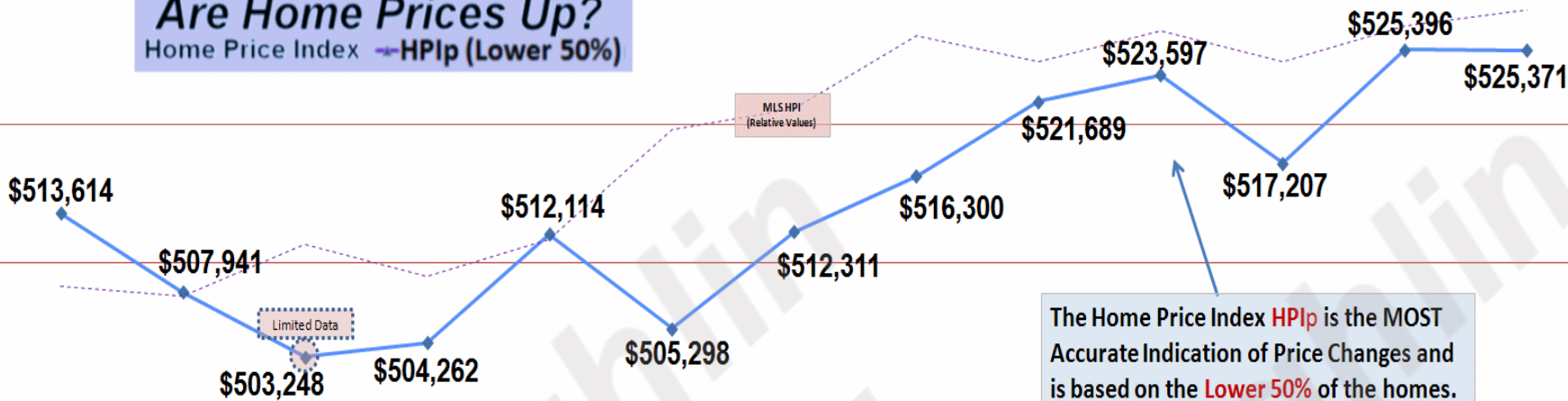
SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley - Walnut Grove

Detached

North Langley: Walnut Grove, Fort Langley 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)

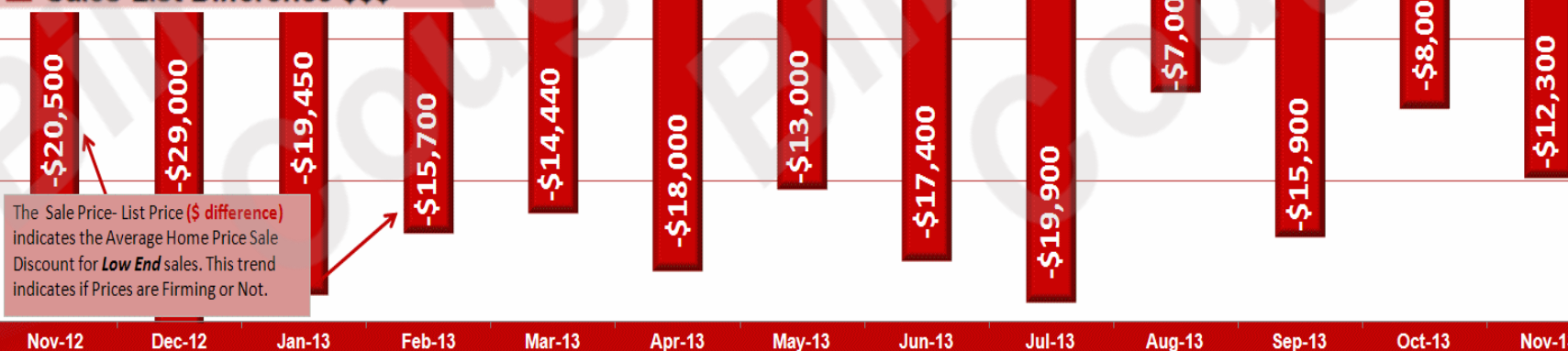
Are Home Prices Up?
Home Price Index HPIp (Lower 50%)



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 Seller's Prices Firm?

Sales-List Difference \$\$\$



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 Changes
(Home Price Index Paired sales from 2005)



Detached

Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

*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.

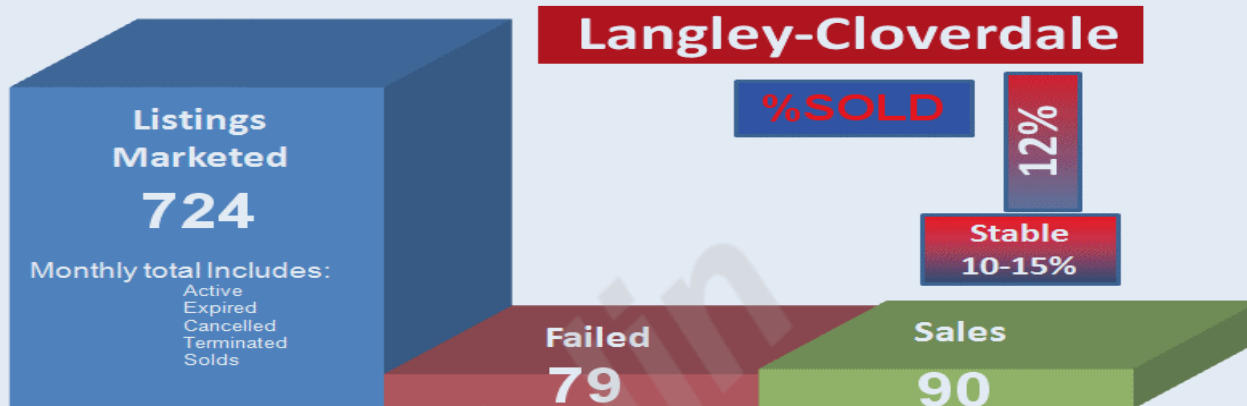
produced by: Bill Coughlin





SOLDin36Days.com
...or we will
Sell it for Free!!

Monthly Market Activity - November 2013 - Single Family



Dec 1 2013 Langley, Cloverdale Market Update (Detached)

Current: Langley, Cloverdale is in a Stable Market with high listing inventories, a **12 %SOLD** rate and a 96% Sell/List Ratio. (This means that there is an average of a **\$18,538** discount on a sale from the original list price)
 Most Active Price Range: Homes between \$400,000 and \$500,000 have High **18.4 %SOLD** rate and is in a Sellers Market.
 Least Active Price Range: Homes between \$900,000 and \$1 million have **2.9 %SOLD** rate.

History: The Langley, Cloverdale Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$50,830. The Langley, Cloverdale Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$3,044.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: Langley, Cloverdale has an average Listing supply; 555 homes are for sale and with the **12 %SOLD** monthly rate gives us a ~8 months of inventory. At this sell through rate approximately 330 of these listings will not sell. 11% of the active listings have reduced their price by \$34,134 on average or \$20,000 median in the last month. The Greater Vancouver Real Estate Market has been experiencing steady improvement this year; although still below most of the 10 year averages. Since our Finance Minister Jim Flaherty's announcements of curbing any more deflationary policies in August of this year, we have seen a steady increase Buyer confidence. We project the Fraser Valley to continue in it's stable market while most Vancouver areas should see modest price increase. We project Langley, Cloverdale to be a continued stable market. If you have longed to move to another community, or create income through rental property, now might be your best chance to do so.

This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

produced by: **Bill Coughlin**



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley, Cloverdale

Langley, Cloverdale Sub areas Statistics - November 2013

Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Murrayville	45	9	19	96%	-\$22,900	20.0%
Salmon River	64	5	62	90%	-\$99,500	7.8%
Brookwood Langley	87	13	20	97%	-\$10,000	14.9%
Aldergrove Langley	64	4	85	95%	-\$18,450	6.3%
Campbell Valley	71	4	79	92%	-\$89,350	5.6%
Otter District	42	3	32	93%	-\$5,500	7.1%
Langley City	50	10	34	96%	-\$21,950	20.0%
Cloverdale BC	217	29	45	97%	-\$14,900	13.4%
Serpentine	7	0				0.0%
Clayton	77	13	34	97%	-\$19,900	16.9%
Total Activity	724	90	35	96%	-\$18,538	12%

Langley, Cloverdale List Price Ranges Statistics - November 2013

Detached

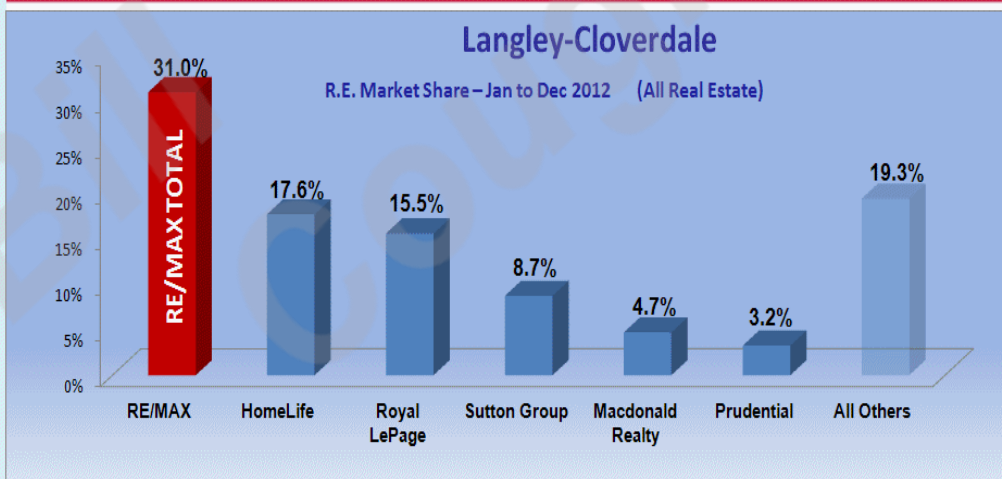
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	43	6	44	93%	-\$6,900	14.0%
\$300,001-\$400,000	25	3	136	94%	-\$24,000	12.0%
\$400,001-\$500,000	87	16	33	97%	-\$15,000	18.4%
\$500,001-\$600,000	143	26	37	97%	-\$15,900	18.2%
\$600,001-\$700,000	113	18	29	98%	-\$15,950	15.9%
\$700,001-\$800,000	64	5	62	95%	-\$38,800	7.8%
\$800,001-\$900,000	48	6	31	96%	-\$35,750	12.5%
\$900,001-\$1,000,000	34	1	23	90%	-\$115,000	2.9%
\$1,000,001 and more	167	9	57	94%	-\$75,000	5.4%
Total Activity	724	90	35	96%	-\$18,538	12%

Monthly Changes Summary	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings** (A,S,T,C,X)	838	807	724		-83 ↓
Active Listings (1st of the month)	693	641	599	555	-44 ↓
Solds	98	118	90		-28 ↓
Days on Market (DOM)	45	27	35		8 ↑
%SOLD (Sales/Listings monthly rate)	11.7%	14.6%	12.4%		-2.2% ↓
(Top 50%) Home Price Index HPIp	\$693,106	\$748,845	\$743,936		-\$4,909 ↓
(Lower 50%) Home Price Index HPIp	\$449,108	\$455,776	\$452,152		-\$3,624 ↓

Analytical Methods: The Langley, Cloverdale 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 **Langley, Cloverdale HPIp Top 50%** representing the higher end sales and the **Langley, Cloverdale HPIp 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 indexes at this time.

Note: For a more accurate price change for your home request a Comparative Market Analysis.
Data is from: FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.com

#1 the RE/MAX Market Share Reports



* 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.

produced by: **Bill Coughlin**

RE/MAX Little Oak Realty Mission, Abbotsford, Surrey

SOLDin36Days.com

T:778-374-3744



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

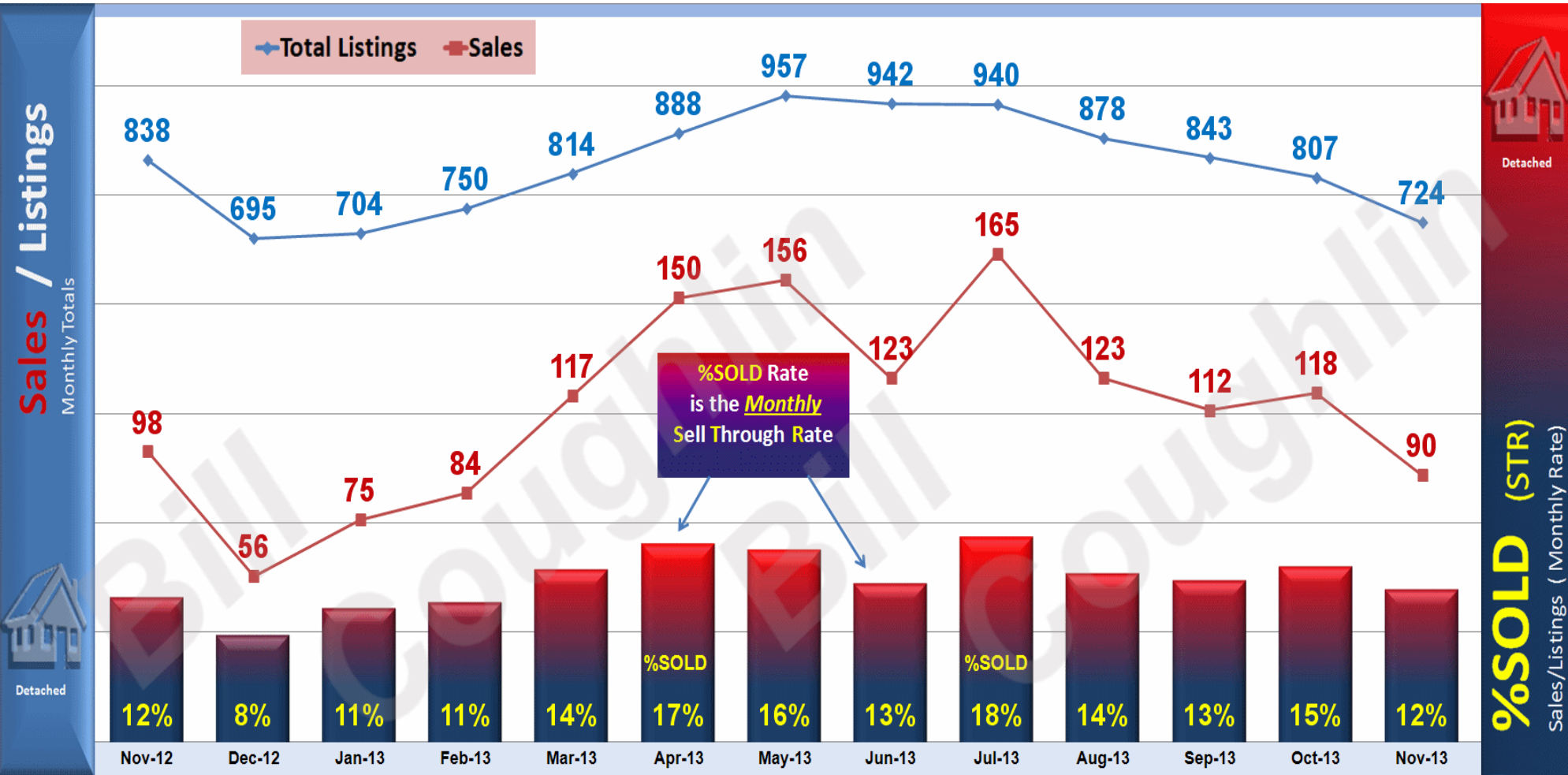
detached homes



SOLD in 36 Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley, Cloverdale

Detached Langley, Cloverdale Total Listings**, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached

%SOLD (STR)
Sales/Listings (Monthly Rate)

* 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.

produced by: **Bill Coughlin**

RE/MAX Little Oak Realty Mission, Abbotsford, Surrey

SOLDin36Days.com

T:778-374-3744



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



SOLD in 36 Days.com
...or we will
Sell it for Free!!

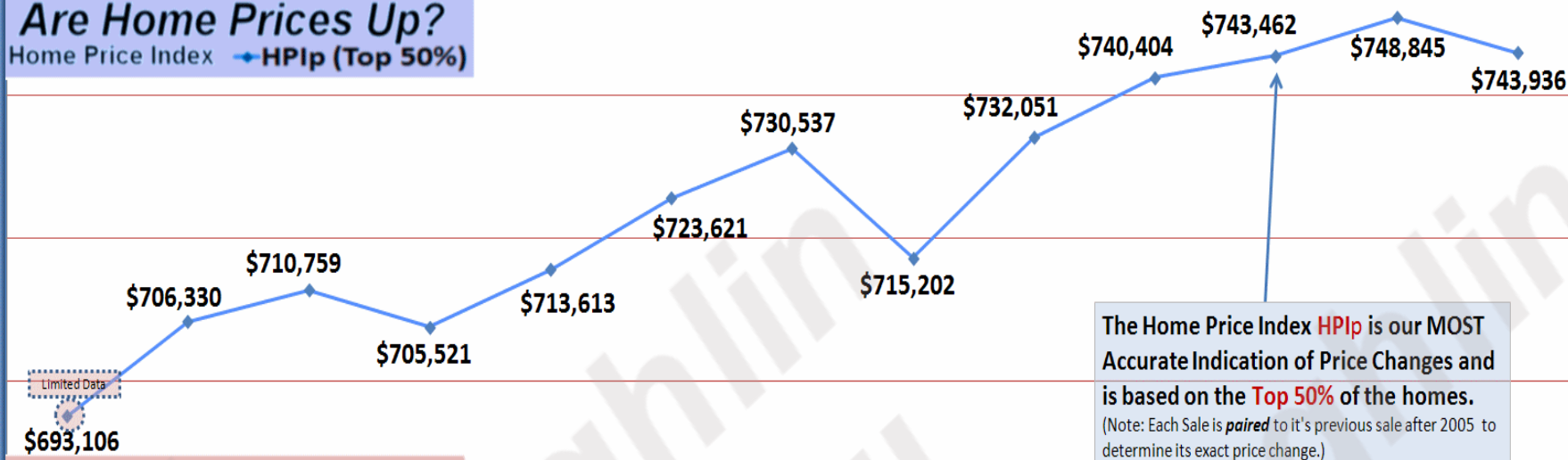
Market Analysis and Forecasting Dec. 1/13 Langley, Cloverdale

Detached Langley, Cloverdale 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%)

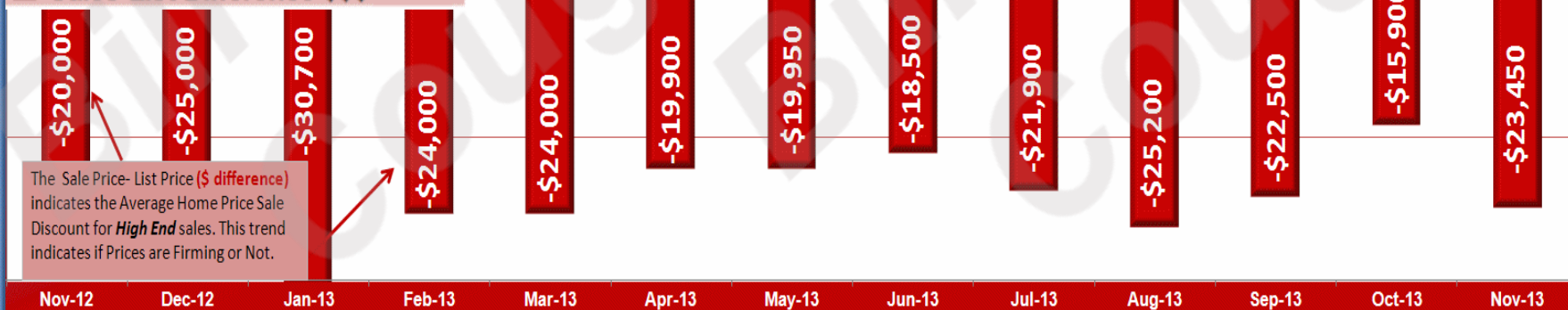


The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.

(Note: Each Sale is *paired* to it's previous sale after 2005 to determine its exact price change.)

Are Seller's Prices Firm?

Sales-List Difference \$\$\$



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.



Detached

Sales Discount \$\$\$
Sale Price - Original List Price (\$\$ difference)

*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.

produced by: **Bill Coughlin**



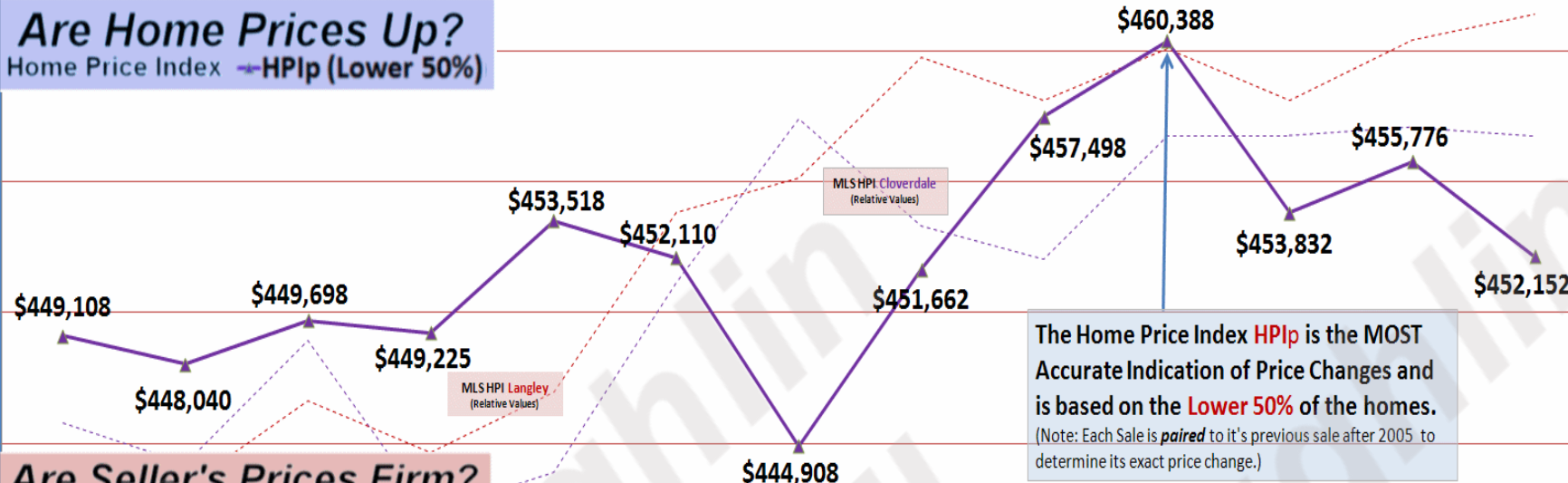


SOLDin36Days.com
...or we will
Sell it for Free!!

Detached Langley, Cloverdale 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)

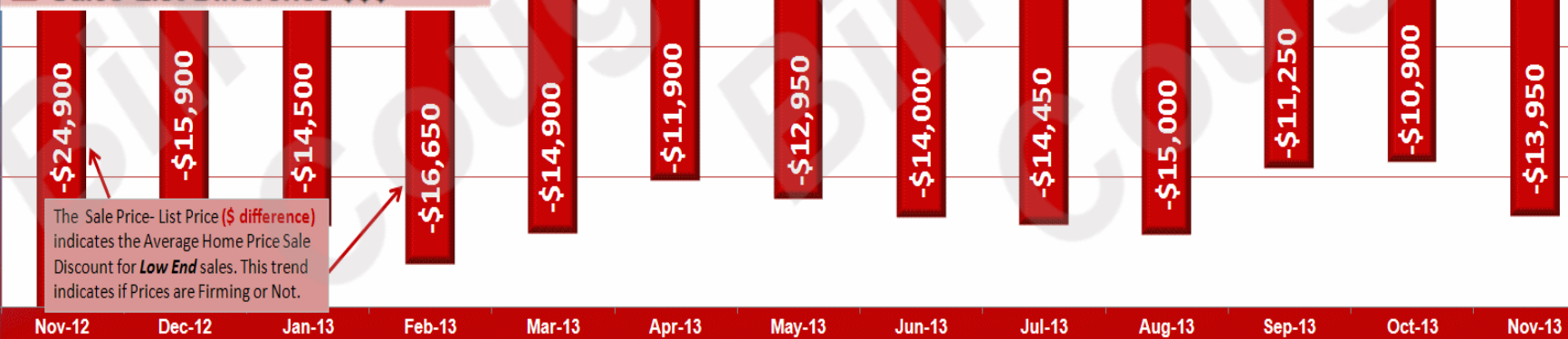
Home Price Changes
(Home Price Index Paired sales from 2005)

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



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



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.



Detached

Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

*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.

produced by: Bill Coughlin



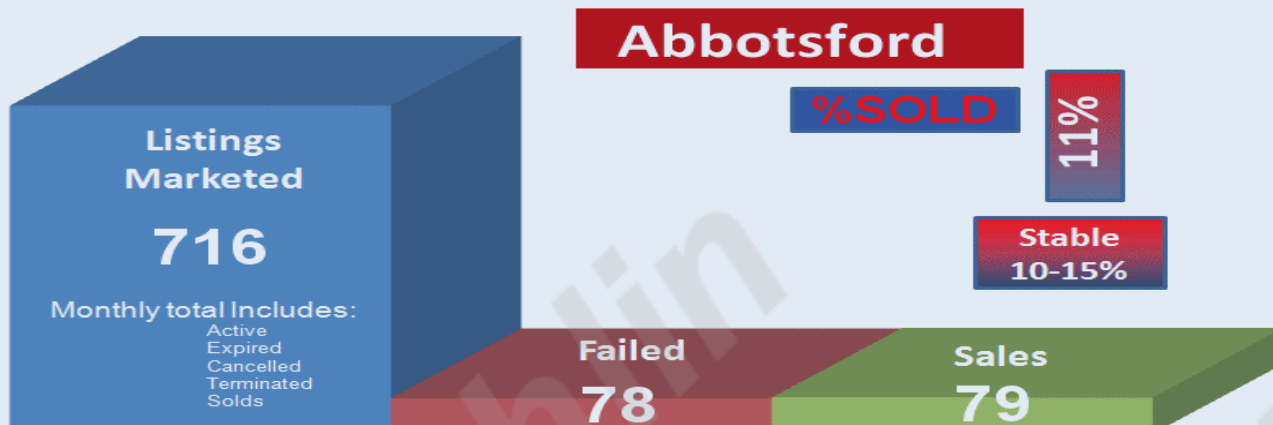


SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13 Abbotsford

Monthly Market Activity - November 2013 - Single Family



Dec 1 2013 Abbotsford Market Update (Detached)

Current: Abbotsford is in Stable Market with average listing inventories, a **11 %SOLD** rate and a 96% Sell/List Ratio. (This means that on an average sale there is a \$19,900 discount from the original list price)

Most Active Price Range: Homes between \$400,001-\$500,000 have a **17.5 %SOLD** rate.

Least Active Price Range: Homes between \$700,000-\$900,000 have a **5.3 %SOLD** rate.

History: The Abbotsford Home Price Index **HPIp (Top 50%)** shows that prices increased \$45,258 year-to-date.

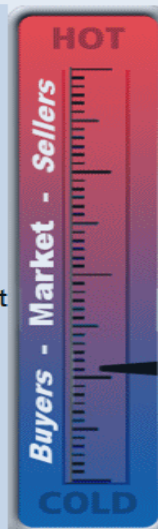
The Abbotsford Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$323 year-to-date.

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

Forecast: Abbotsford has average Listing supply; 559 homes are for sale and with the stable **11 %SOLD** monthly rate gives us a ~9 months of inventory. At this sell through rate approximately 341 of these listings will not sell.

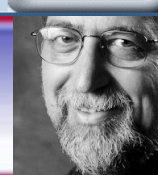
11% of the active listings have reduced their price by \$39,861 on average or \$20,000 median in the last month. The Greater Vancouver Real Estate Market has been experiencing steady improvement this year; although still below most of the 10 year averages. Since our Finance Minister Jim Flaherty's announcements of curbing any more deflationary policies in August of this year, we have seen a steady increase Buyer confidence. We project the Fraser Valley to continue in it's stable market while most Vancouver areas should see modest price increase. If you have longed to move to another community, or create income through rental property, now might be your

This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

produced by: **Bill Coughlin**



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13 Abbotsford

Abbotsford Sub areas Statistics - November 2013

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Detached	
					Sell - List \$Difference	%SOLD
Poplar	55	3	79	86%	-\$138,000	5.5%
Bradner	25	1	22	93%	-\$62,500	4.0%
Matsqui	14	2	95	90%	-\$64,850	14.3%
Sumas Mountain	16	1	18	77%	-\$204,900	6.3%
Abbotsford West	187	18	20	94%	-\$24,500	9.6%
Abbotsford East	229	33	37	96%	-\$19,500	14.4%
Aberdeen	67	9	42	98%	-\$9,000	13.4%
Sumas Prairie	12	0				0.0%
Central Abbotsford	111	12	17	98%	-\$8,150	10.8%
Total Activity	716	79	31	96%	-\$19,900	11%

Abbotsford List Price Ranges Statistics - November 2013

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Detached	
					Sell - List \$Difference	%SOLD
0-\$300,000	42	1	82	88%	-\$32,900	2.4%
\$300,001-\$400,000	163	20	33	96%	-\$16,850	12.3%
\$400,001-\$500,000	160	28	20	97%	-\$13,450	17.5%
\$500,001-\$600,000	135	17	47	97%	-\$19,500	12.6%
\$600,001-\$700,000	65	5	20	97%	-\$19,999	7.7%
\$700,001-\$900,000	75	4	25	93%	-\$59,700	5.3%
\$900,001 and more	76	4	65	90%	-\$154,000	5.3%
Total Activity	716	79	31	96%	-\$19,900	11%

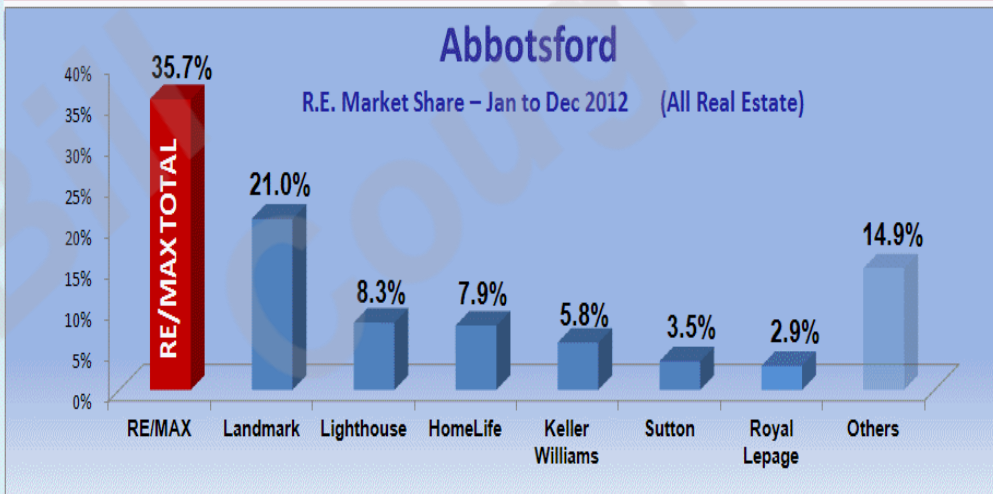
Monthly Changes Summary	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings** (A,S,T,C,X)	843	782	716		-66 ↓
Active Listings (1st of the month)	679	628	613	559	-54 ↓
Solds	86	96	79		-17 ↓
Days on Market (DOM)	44	43	31		-12 ↓
%SOLD (Sales/Listings 1monthly rate)	10%	12%	11%		-1% ↓
(Top 50%) Home Price Index HPIp	\$618,842	\$654,089	\$664,100		\$10,011 ↑
(Lower 50%) Home Price Index HPIp	\$383,194	\$387,590	\$382,872		-\$4,718 ↓

Analytical Methods: The Abbotsford 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 Abbotsford HPIp Top 50% representing the higher end sales the Abbotsford HPIp 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 : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.com

#1 the RE/MAX Market Share Reports



* 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.



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes

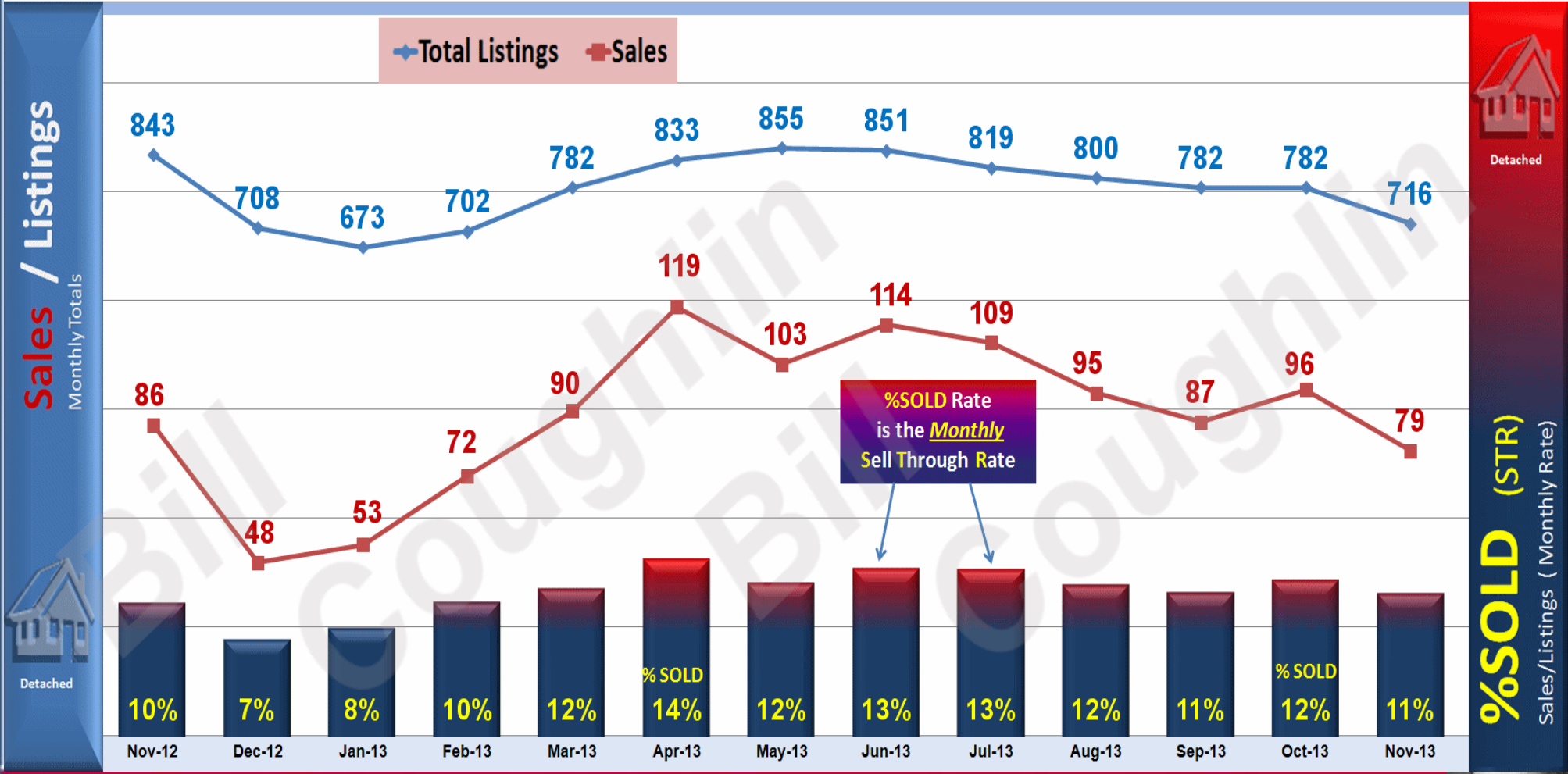


SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13 Abbotsford

Detached Abbotsford Total Listings*, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached

%SOLD (STR)
Sales/Listings (Monthly Rate)



*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.





SOLD in 36 Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

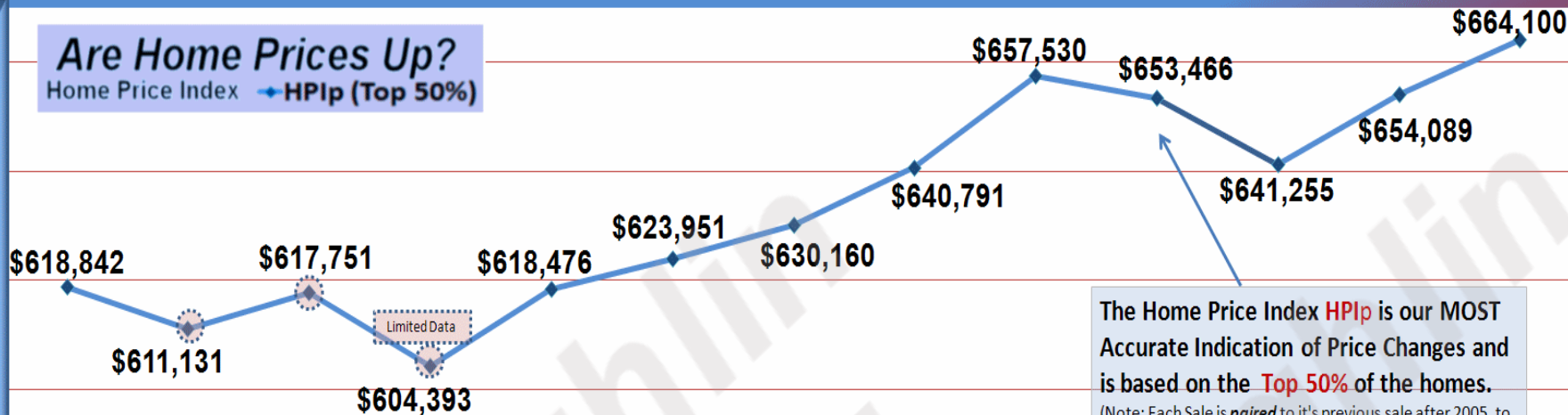
Dec. 1/13 Abbotsford

Detached

Abbotsford 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)

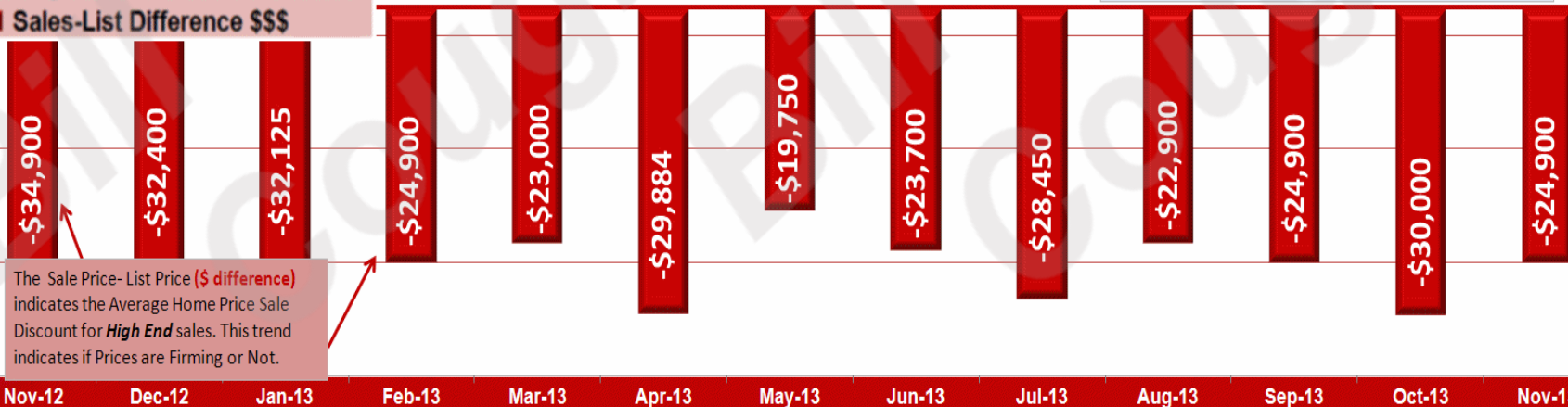
Are Home Prices Up?
Home Price Index → HPIp (Top 50%)



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.)

Are Seller's Prices Firm?

Sales-List Difference \$\$\$



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.



Detached

Sales Discount \$\$

Sale Price - Original List Price (\$\$ difference)

*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.

produced by: Bill Coughlin





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13 Abbotsford

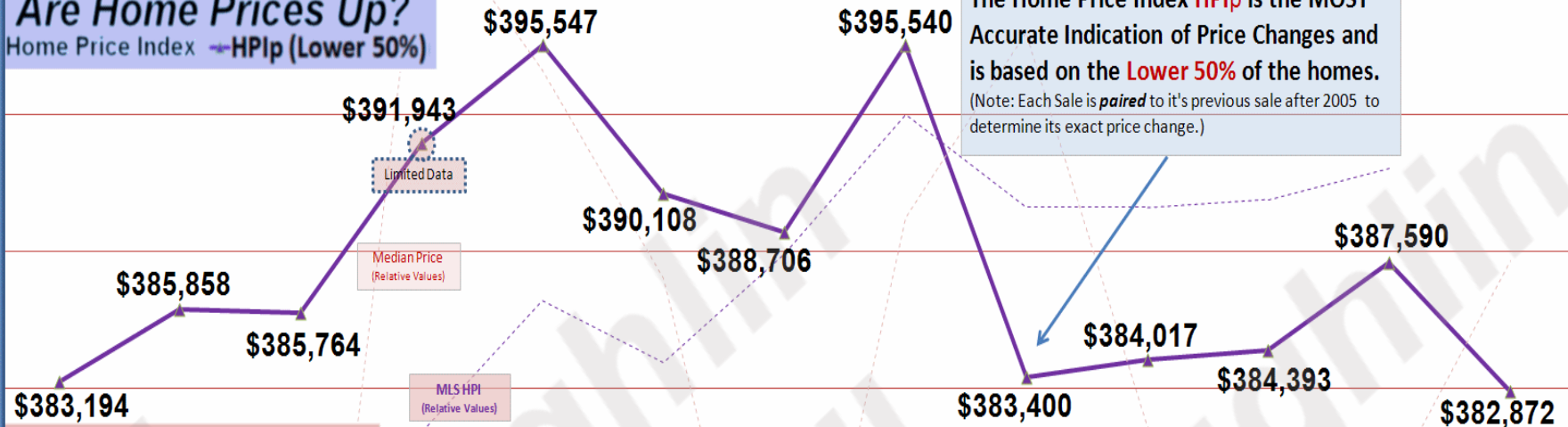
Detached

Abbotsford

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)

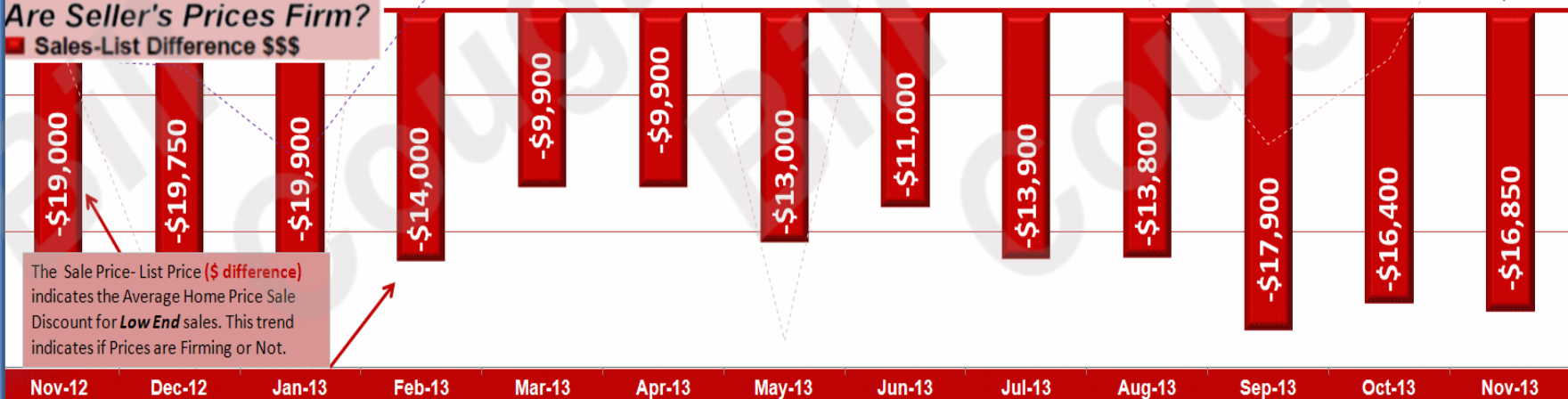
Home Price Changes
(Home Price Index Paired sales from 2005)

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



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 it's previous sale after 2005 to determine its exact price change.)

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



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.

Sales Discount \$\$\$
Sale Price - Original List Price (\$\$ difference)

*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.

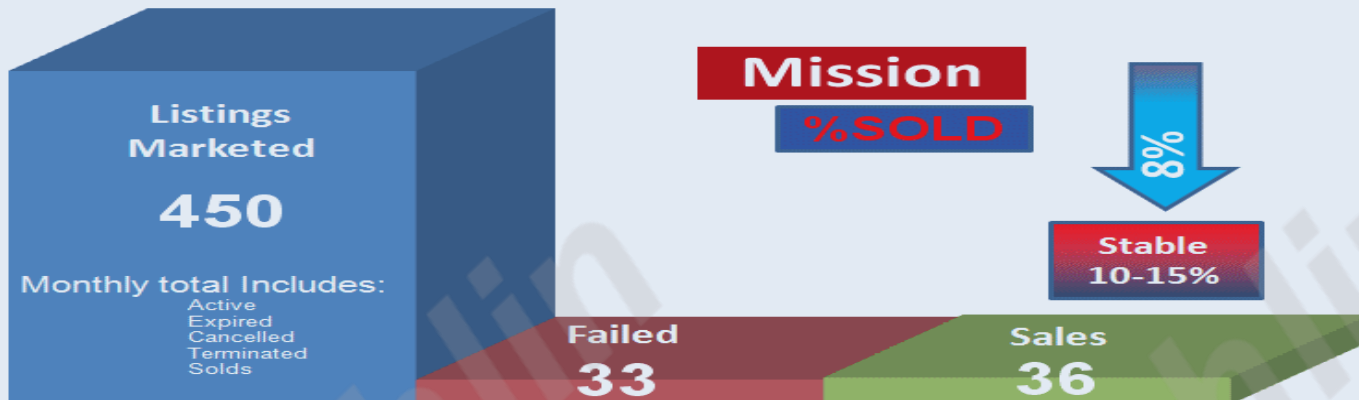
produced by: Bill Coughlin





SOLDin36Days.com
...or we will
Sell it for Free!!

Monthly Market Activity - November 2013 - Single Family



Dec 1 2013 Mission Market Update (Detached)

Current: Mission is a Buyers Market with normal listing inventories, **8 %SOLD** rate and Sale Price /List Price = 95% (e.g.: means an average of a \$17,189 discount from the original list price on sale .)

Most Active Price Range: Homes between \$300,000-\$400,000 have **16.3 %SOLD** rate.

Least Active Price Range: Homes above \$600,000 have a very low **2.2 %SOLD** rate.

History: The Mission Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$18,934.

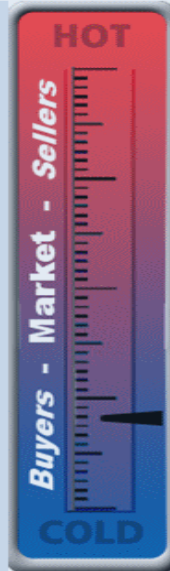
The Mission Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$12,029.

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

Forecast: Mission has average Listing Supply; 381 homes are for sale and with the low **8 %SOLD** monthly rate gives us a ~12 months of inventory. At this sell through rate approximately 251 of these listings will not sell. 8% of the active listings have reduced their price by \$25,822 on average or \$20,000 on median for the last month.

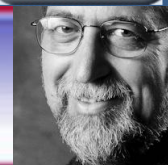
The Greater Vancouver Real Estate Market has been experiencing steady improvement this year; although still below most of the 10 year averages. Since our Finance Minister Jim Flaherty's announcements of curbing any more deflationary policies in August of this year, we have seen a steady increase Buyer confidence. We project the Fraser Valley to continue in it's stable market while most Vancouver areas should see modest price increase. We project Mission to be a continued buyers-stable market. Buyers are expected to be out in full force taking advantage of our great market incentives with these lower costs of ownership.

Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

produced by: **Bill Coughlin**



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13 Mission

Mission Sub areas Statistics - November 2013

Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Hatzic	40	1	90	93%	-\$14,900	2.5%
Stave Falls	24	0				0.0%
Steelhead	3	0				0.0%
Mission	282	31	66	96%	-\$15,000	11.0%
Durieu	19	0				0.0%
Dewdney Deroche	38	2	145	82%	-\$39,950	5.3%
Lake Errock	24	2	130	95%	-\$19,900	8.3%
Hemlock	4	0				0.0%
Mission-West	16	0				0.0%
Total Activity	450	36	68	95%	-\$17,189	8%

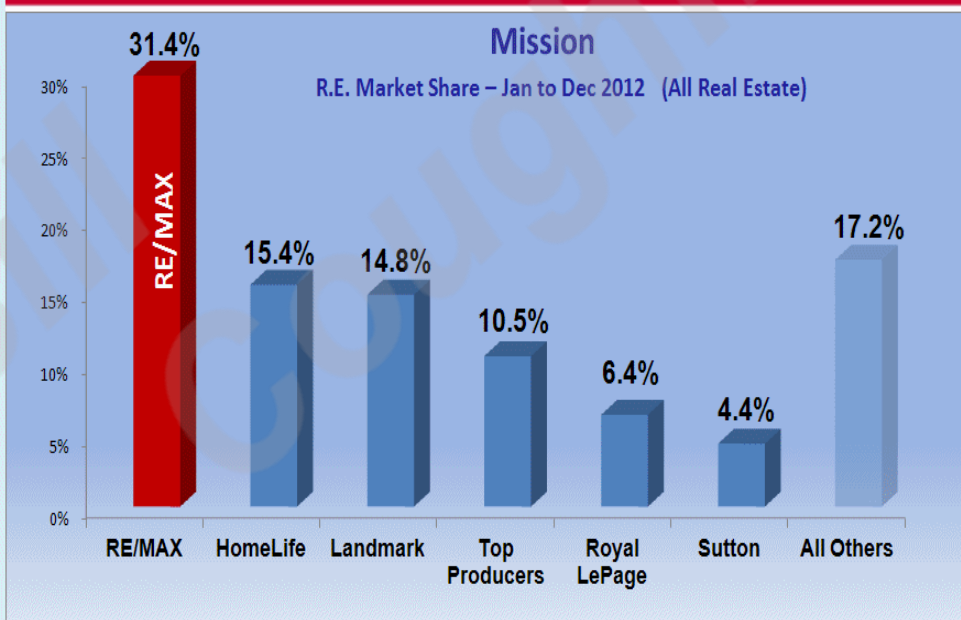
Mission List Price Ranges Statistics - November 2013

Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	93	12	56	94%	-\$14,700	12.9%
\$300,001-\$400,000	116	13	76	95%	-\$17,500	11.2%
\$400,001-\$500,000	108	9	61	96%	-\$14,900	8.3%
\$500,001-\$600,000	49	1	46	92%	-\$44,000	2.0%
\$600,001 and more	84	1	79	90%	-\$72,200	1.2%
Total Activity	450	36	68	95%	-\$17,189	8%

Monthly Changes Summary	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings (A,S,T,C,X)	511	500	450		-50 ↓
Active Listings (1st of the month)	442	420	395	381	-14 ↓
Solds	44	48	36		-12 ↓
Days on Market (DOM)	88	38	68		30 ↑
%SOLD (Sales/Listings monthly rate)	8.6%	9.6%	8.0%		-1.6% ↓
(Top 50%) Home Price Index HPIp	\$480,375	\$507,062	\$499,309		-\$7,753 ↓
(Lower 50%) Home Price Index HPIp	\$296,736	\$307,487	\$308,765		\$1,278 ↓

the RE/MAX Market Share Reports



Analytical Methods: The Mission 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 **Mission HPIp Top 50%** representing the higher end sales the **Mission HPIp 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 : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

produced by: **Bill Coughlin**

RE/MAX Little Oak Realty Mission, Abbotsford, Surrey

SOLDin36Days.com

T:778-374-3744



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes

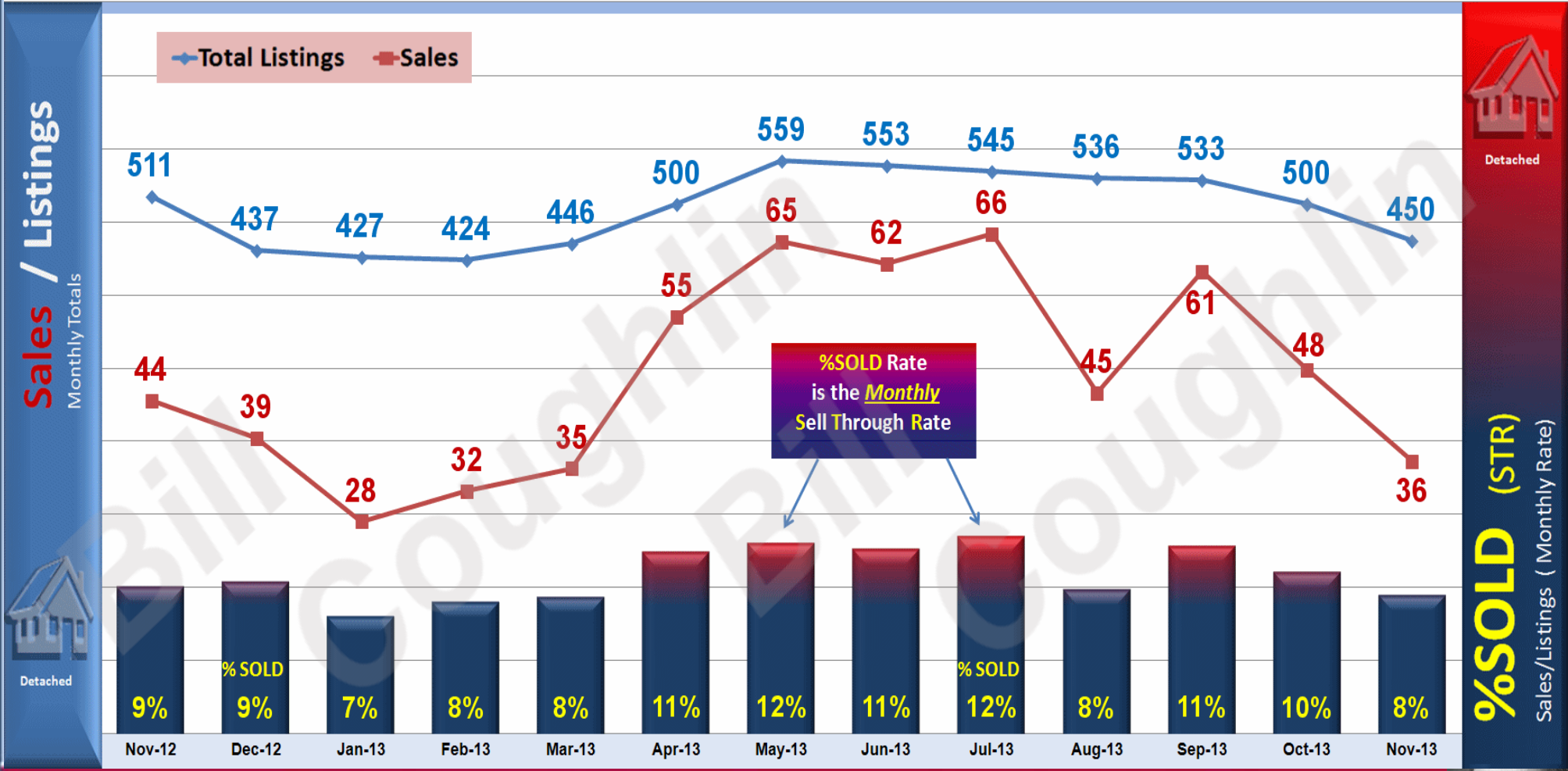


SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13 Mission

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



Sales / Listings

Monthly Totals



Detached

%SOLD (STR)

Sales/Listings (Monthly Rate)



*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.





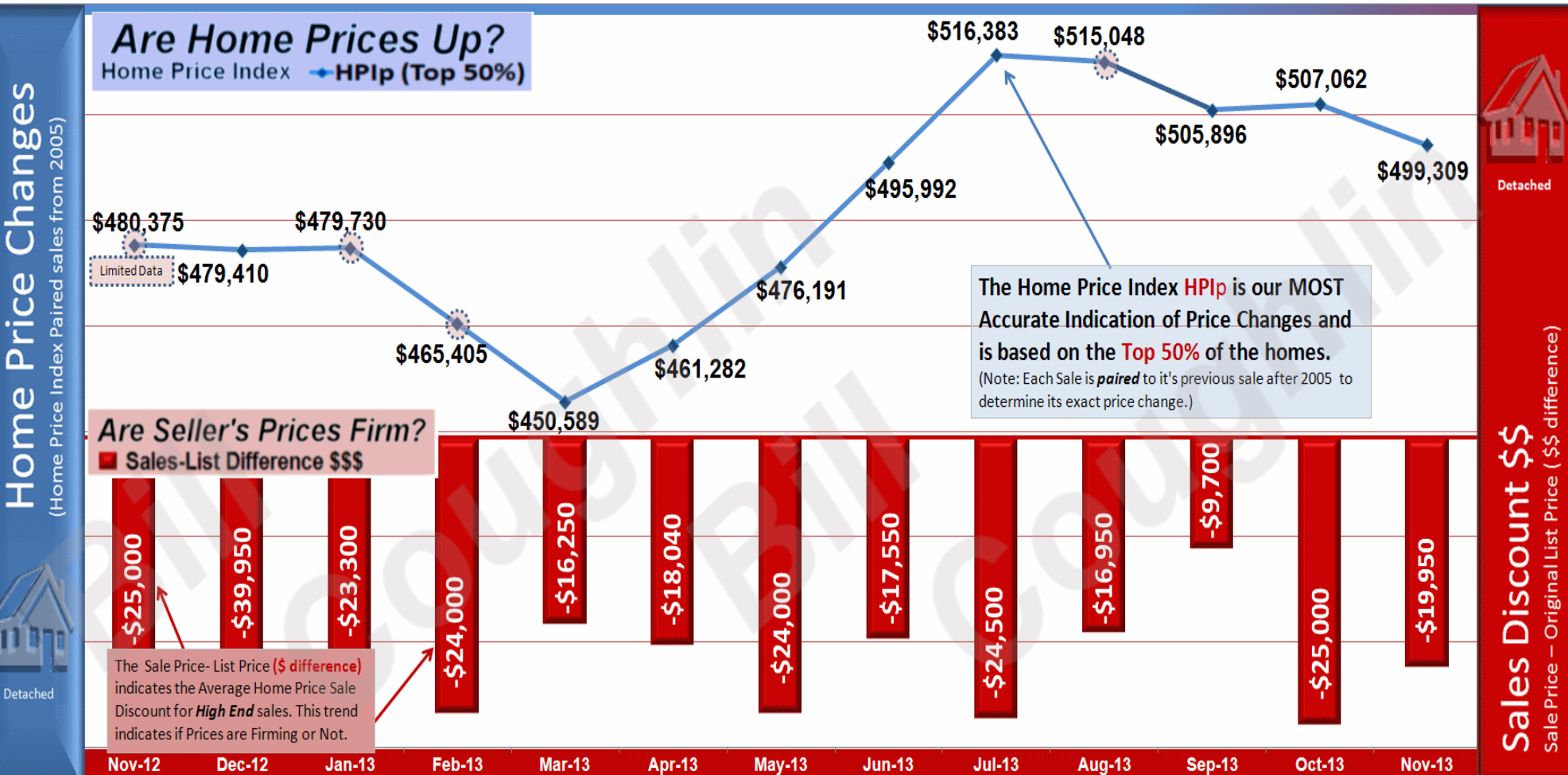
SOLD in 36 Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13 Mission

Detached

Mission 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 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.

produced by: **Bill Coughlin**





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13 Mission

Detached

Mission 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)

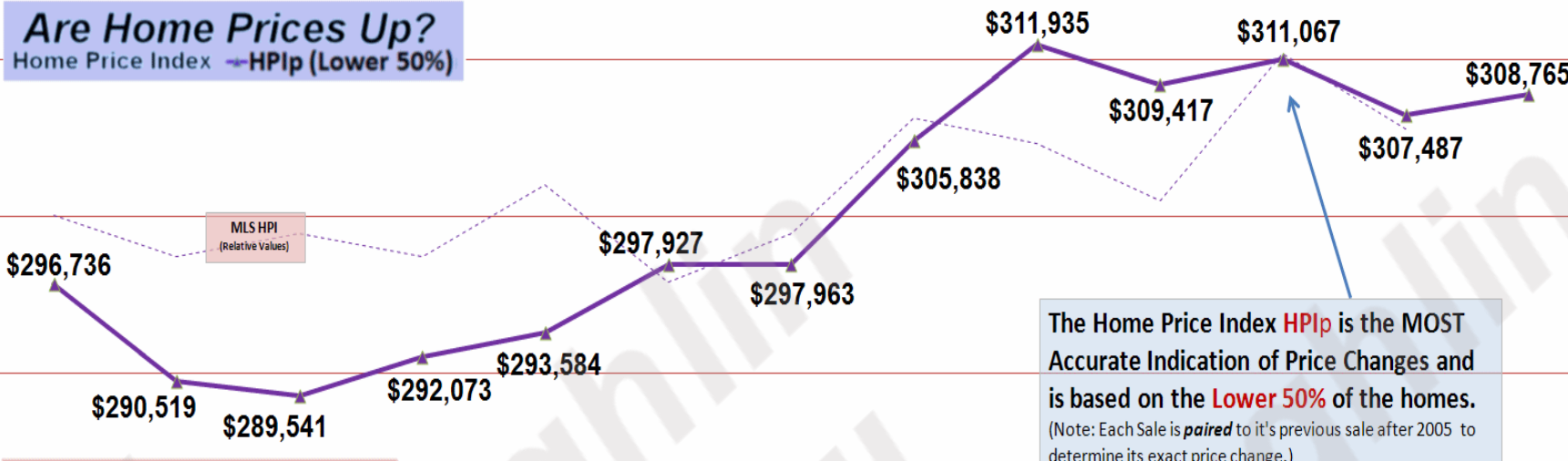
Home Price Changes
(Home Price Index Paired sales from 2005)



Detached

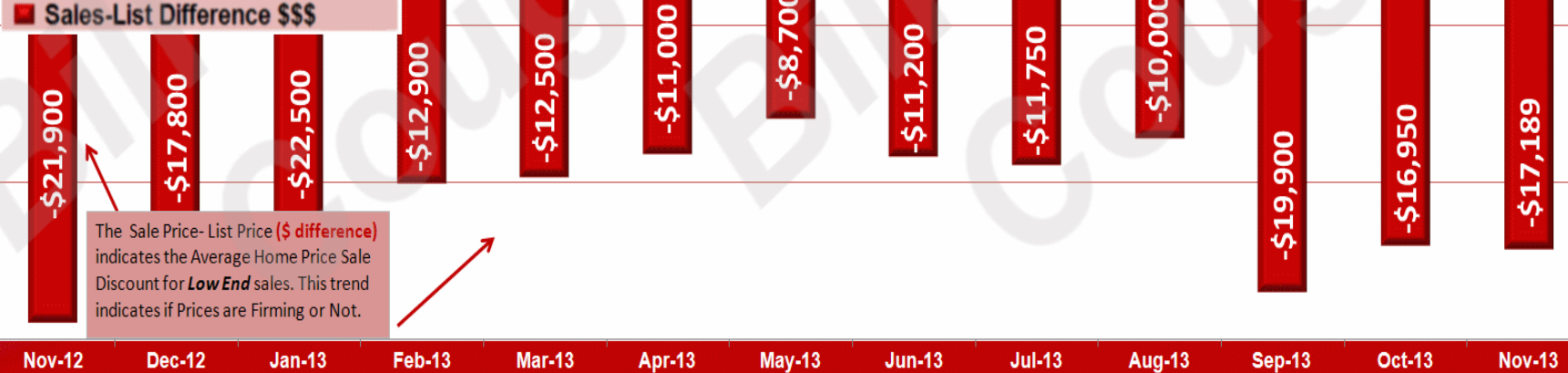
Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

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



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 it's previous sale after 2005 to determine its exact price change.)

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



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.

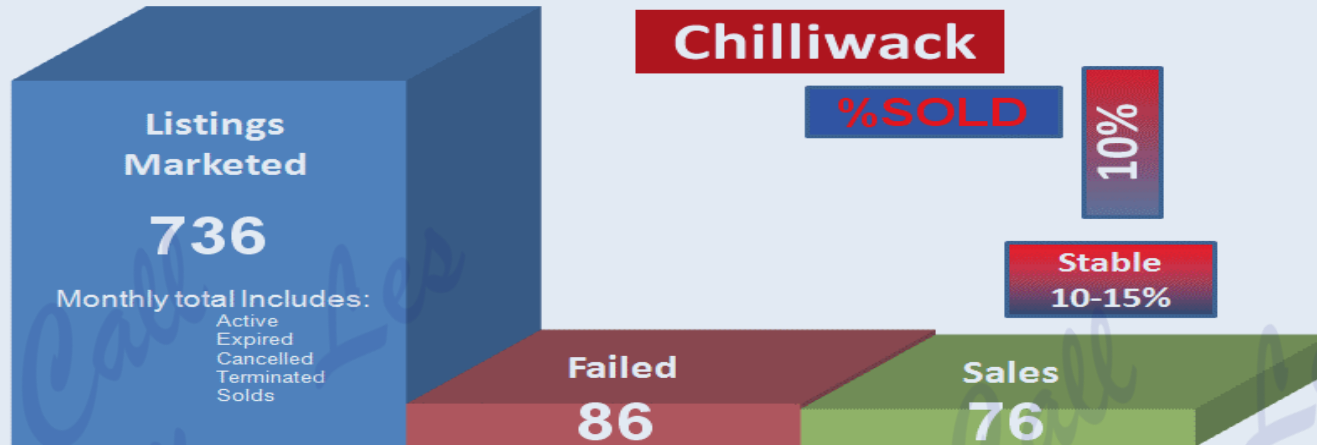
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The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

produced by: Bill Coughlin





Monthly Market Activity - November 2013 - Single Family



Dec 1 2013 **Chilliwack (+Yarrow, Rosedale and Sardis) Market Update Detached**

Current: Chilliwack (+Yarrow, Rosedale and Sardis) is in a Stable Market with average listing inventories, **10 %SOLD** rate and the Sale Price/List Price=96%. (This means that there is an average of a \$13,900 discount on a sale from the original list price)
Most Active Price Range: Homes between \$300,001-\$400,000 have **15.2 %SOLD** rate.
Least Active Price Range: Homes above \$600,000 have a low **3.6 %SOLD** rate. (=4 sales out of 100 listings/ month).

History: The Chilliwack Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased **\$13,013**.
 The Chilliwack Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased **\$578**.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: Chilliwack has average Listing supply; 574 homes are for sale and with the stable **10 %SOLD** monthly rate gives us a ~10 months of inventory. At this sell through rate approximately 355 of these listings will not sell. 13% of the Active Listings have reduced their price by \$21,682 on average or \$17,600 on median.
 We project Chilliwack to be a continued stable market. If you have longed to move to another community, or create income through rental property, now might be your best chance to do so.

This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Market Analysis and Forecasting

Dec. 1/13 Chilliwack

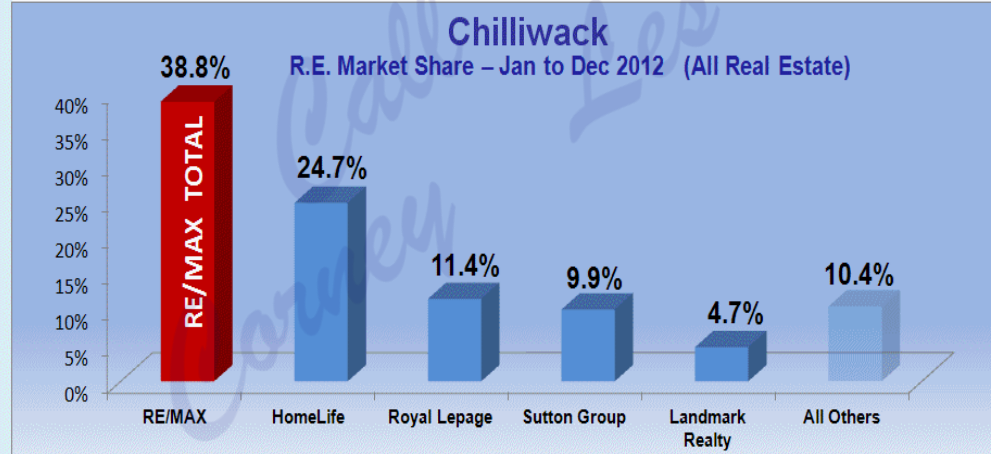
Chilliwack (+Yarrow, Rosedale, Sardis) Sub areas Statistics - November 2013 Detached

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Chilliwack W Yale-Well	55	9	34	97%	-\$9,900	16.4%
Chilliwack E Young-Yale	58	13	47	95%	-\$12,900	22.4%
Chilliwack N Yale-Well	47	3	39	95%	-\$16,900	6.4%
Chilliwack Yale Rd West	1	1	152	71%	-\$4,900	100.0%
Little Mountain	14	2	194	92%	-\$34,700	14.3%
Chilliwack Mountain	20	0				0.0%
Fairfield Island	26	5	30	97%	-\$14,900	19.2%
East Chilliwack	9	1	41	96%	-\$14,900	11.1%
Eastern Hillside	47	4	30	98%	-\$8,725	8.5%
Rosedale Center	3	0				0.0%
Rosedale Popkum	35	1	41	90%	-\$34,900	2.9%
Sardist W Vedder Rd	44	10	37	96%	-\$12,950	22.7%
Sardist E Vedder Rd	64	4	50	96%	-\$11,900	6.3%
Vedder S Watson-Promontory	114	8	70	97%	-\$13,150	7.0%
Promontory	111	6	29	98%	-\$6,900	5.4%
Yarrow	21	1	202	71%	-\$219,000	4.8%
Majuba Hill	4	2	32	95%	-\$32,450	50.0%
Greendale Chilliwack	18	2	100	94%	-\$45,450	11.1%
Ryder Lake	16	2	160	97%	-\$14,150	12.5%
Chilliwack River Valley	29	2	122	87%	-\$39,600	6.9%
Total Activity	736	76	46	96%	-\$13,900	10%

Chilliwack (+Yarrow, Rosedale, Sardis) List Price Ranges Statistics - November 2013 Detached

Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$200,000	76	3	152	77%	-\$9,900	3.9%
\$200,001-\$300,000	126	16	50	95%	-\$14,400	12.7%
\$300,001-\$400,000	224	34	38	97%	-\$9,900	15.2%
\$400,001-\$500,000	128	11	37	97%	-\$16,300	8.6%
\$500,001-\$600,000	70	8	71	96%	-\$20,950	11.4%
\$600,001 and more	112	4	64	97%	-\$22,450	3.6%
Total Activity	736	76	46	96%	-\$13,900	10%

#1 the **RE/MAX** Market Share Reports



Analytical Methods: The Chilliwack 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 **Chilliwack HPIp Top 50%** representing the higher end sales the **Chilliwack HPIp 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: FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.com

Monthly Changes Summary	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings** (A,S,T,C,X)	791	788	736		-52
Active Listings (1st of the month)	647	655	613	574	-39
Solds	83	82	76		-6
Days on Market (DOM)	37	42	46		4
%SOLD (Sales/Listings monthly rate)	10%	10%	10%		0%
(Top 50%) Home Price Index HPIp	\$515,517	\$505,277	\$502,504		-\$2,773
(Lower 50%) Home Price Index HPIp	\$290,746	\$298,710	\$290,168		-\$8,543

* 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.



Market Analysis and Forecasting

Dec. 1/13 Chilliwack

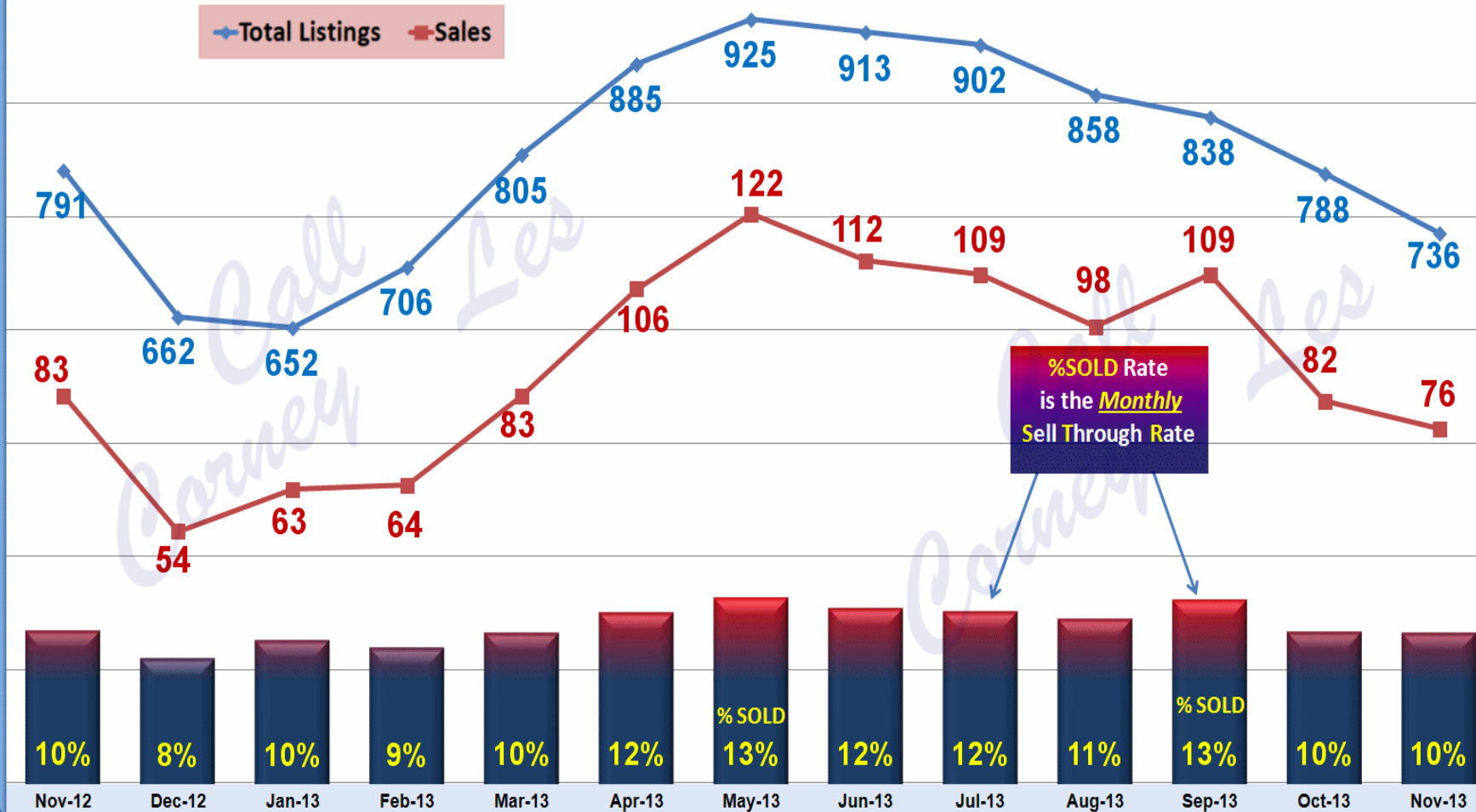
Detached Chilliwack (+Yarrow, Rosedale and Sardis) Total Listings, Sales, and %SOLD rates

Sales / Listings
Monthly Totals



Detached

%SOLD (STR)
Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate



Detached



*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.

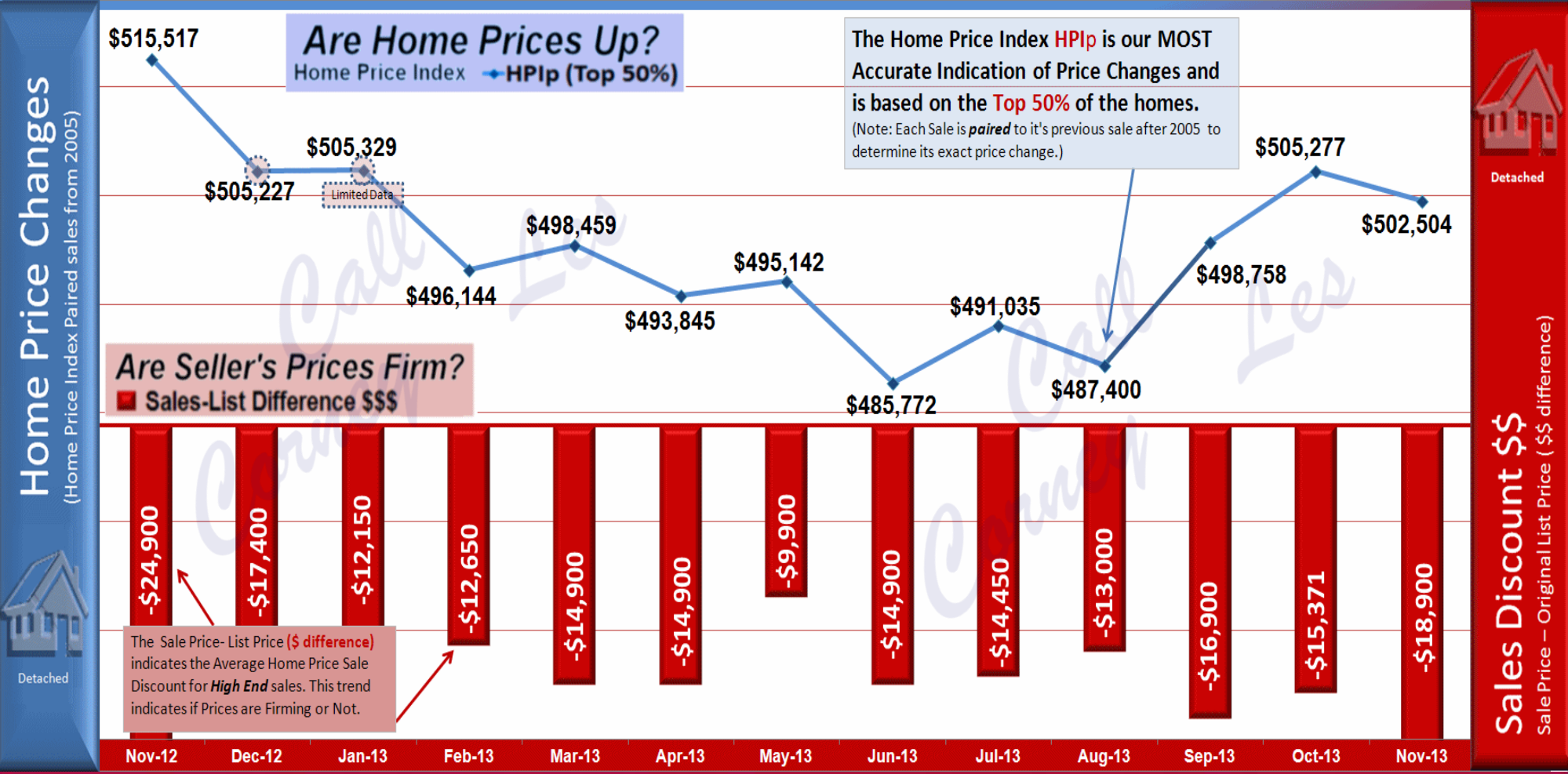


Market Analysis and Forecasting

Dec. 1/13 Chilliwack

Detached

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



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



Detached



Detached

Sales Discount \$\$\$
Sale Price - Original List Price (\$ difference)

*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.

produced for: **Corney Les**



Market Analysis and Forecasting

Dec. 1/13 Chilliwack

Detached

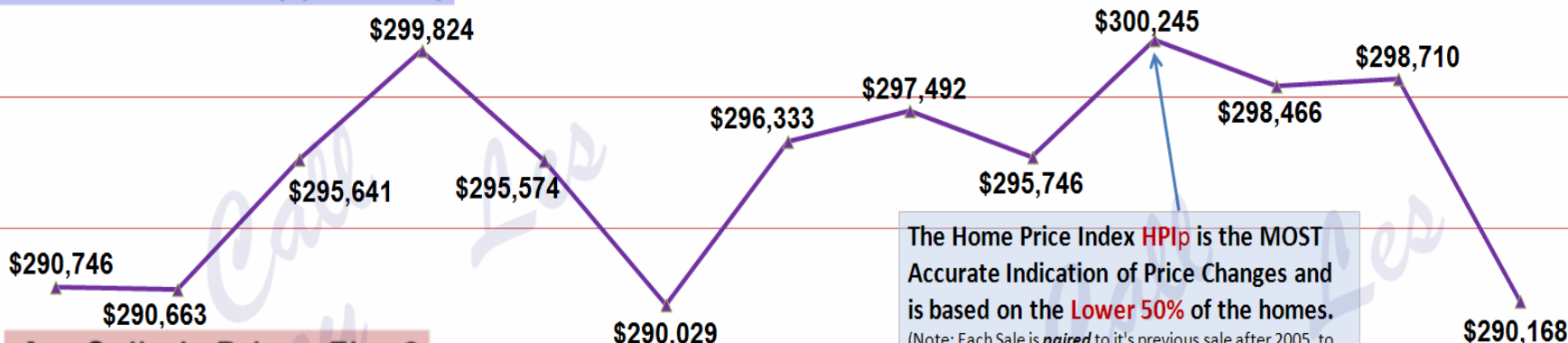
Chilliwack (+Yarrow, Rosedale and Sardis) Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End sales)

Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?

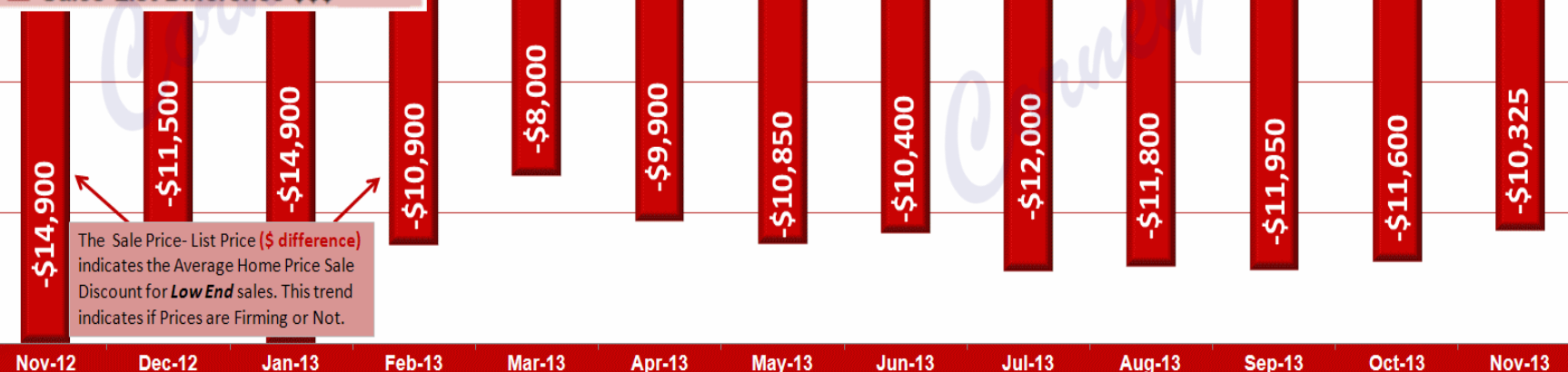
Home Price Index → HPIp (Lower 50%)



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 it's previous sale after 2005 to determine its exact price change.)

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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.



Detached

Sales Discount \$\$\$
Sale Price - Original List Price (\$\$ difference)

*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.

produced for: Corney Les

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



604-551-5654



Proudly Turning Dreams to Addresses in the Lower Mainland for over 25 Years

Homes@TurningDreamsToAddresses.com

Market Analysis and Forecasting Dec. 1/13 Maple Ridge –Pitt Mdws

Maple Ridge, Pitt Meadows Sub areas Statistics -November 2013 Attached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Albion	17	1	166	99%	-\$3,000	5.9%
Cottonwood MR	54	5	86	99%	-\$4,800	9.3%
East Central	153	12	92	97%	-\$8,445	7.8%
North Maple Ridge	1	0				0.0%
Northeast	25	5	1119	88%	-\$14,900	20.0%
Silver Valley	2	1	29	100%	\$0	50.0%
Southwest Mple Rdg	21	1	75	96%	-\$10,500	4.8%
West Central	113	11	73	98%	-\$4,900	9.7%
Central Meadows	46	4	52	95%	-\$11,900	8.7%
Mid Meadows	74	15	1	100%	\$0	20.3%
North Meadows	11	3	146	95%	-\$13,500	27.3%
South Meadows	31	4	3	100%	\$0	12.9%
Total Activity	548	62	67	98%	-\$4,850	11%

Maple Ridge, Pitt Meadows List Price Ranges Statistics - November 2013 Attached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$200,000	125	16	78	96%	-\$5,445	12.8%
\$200,001-\$300,000	244	22	63	97%	-\$8,850	9.0%
\$300,001-\$400,000	152	23	28	100%	\$0	15.1%
\$400,001 and more	27	1	166	99%	-\$3,000	3.7%
Total Activity	548	62	67	98%	-\$4,850	11%

Monthly Changes Summary	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings** (A,S,T,C,X)	525	583	548		-35
Active Listings (1st of the month)	430	492	466	434	-32
Solds	42	69	62		-7
DOM	44	45	67		22
MLS Maple Ridge HPI* (Apts)	\$186,800	\$175,000	\$181,200		\$6,200
MLS Maple Ridge HPI* (Twnhs)	\$270,700	\$268,400	\$259,600		-\$8,800
MLS Pitt Meadows HPI* (Apts)	\$232,700	\$241,300	\$249,700		\$8,400
MLS Pitt Meadows HPI* (Twnhs)	\$332,100	\$316,400	\$319,400		\$3,000
%SOLD (Sales/ Listings /mnlthly rate)	8%	12%	11%		-1%

Dec 1 2013 Maple Ridge, Pitt Meadows Market Update Attached Townhomes/ Condos

Current: Maple Ridge, Pitt Meadows: is in a Stable Market with **11 %SOLD** Rate and 98% Sell/List Ratio.

(This means that there is an average of a \$4,850 discount on a sale from the original list price)

Most Active Price Range: Homes between \$300,000-\$400,000 have **15.1 %SOLD** rate.

Least Active Price Range: Homes above \$400,000 have **3.7 %SOLD** rate.

History: Maple Ridge's Condos Year-To-Date MLS Home Price Index* shows a decrease of **\$5,600**.

Maple Ridge's Townhouses Year-To-Date MLS Home Price Index* shows a decrease of **\$11,100**.

Pitt Meadow's Condos Year-To-Date MLS Home Price Index* shows an increase of **\$17,000**.

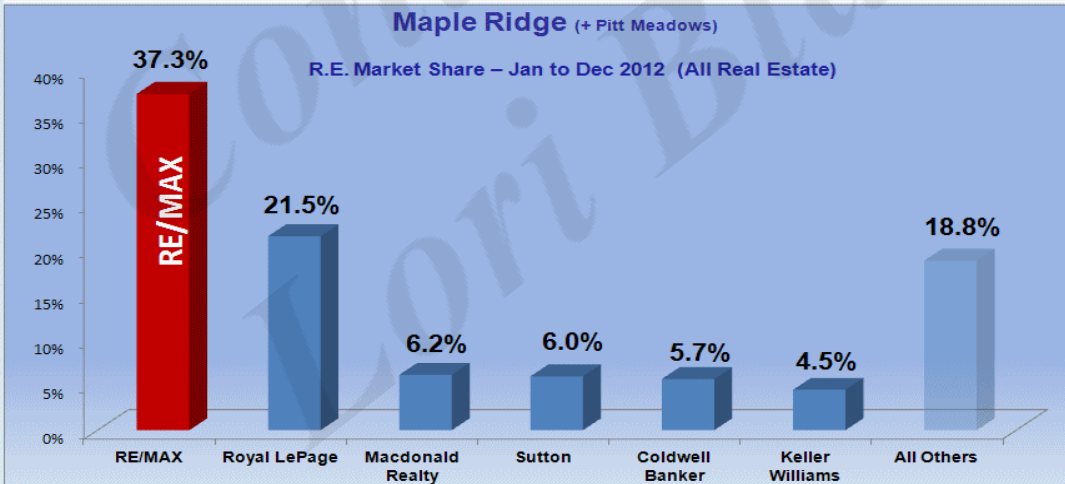
Pitt Meadow's Townhouses Year-To-Date MLS Home Price Index* shows a decrease of **\$12,700**.

Forecast: The Listing Inventories are currently 4% more than Nov. 2012.

The Greater Vancouver Real Estate Market has been experiencing steady improvement this year; although still below most of the 10 year averages. Since our Finance Minister Jim Flaherty's announcements of curbing any more deflationary policies in August of this year, we have seen a steady increase Buyer confidence. We project the Fraser Valley to continue in it's stable market while most Vancouver areas should see modest price increase. We project Maple Ridge, Pitt Meadows to be a continued stable market.

Note*: For a more accurate price change for your home request a personal Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards & they assume no responsibility for its accuracy. Copyright: RMXReports.

#1 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.

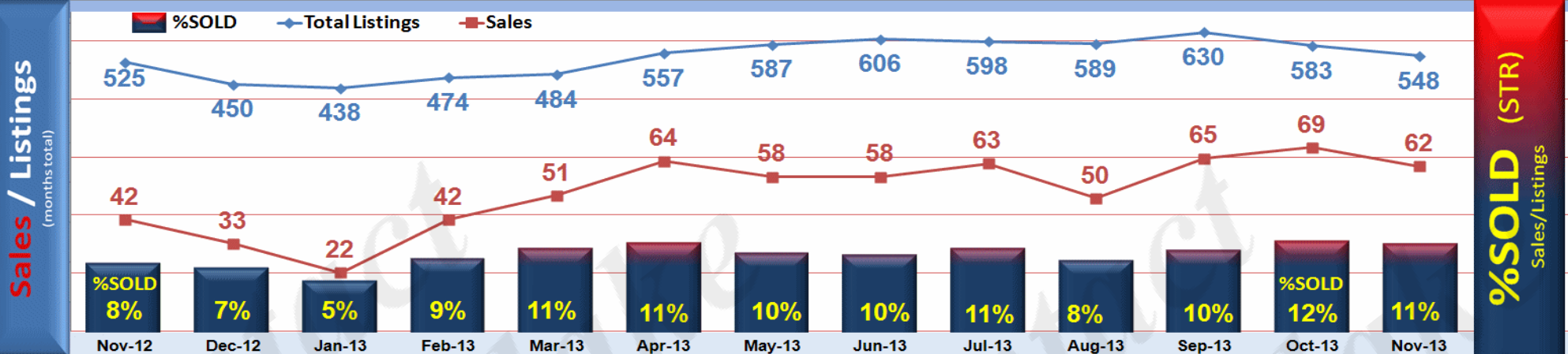


Proudly Turning Dreams to Addresses in the Lower Mainland for over 25 Years

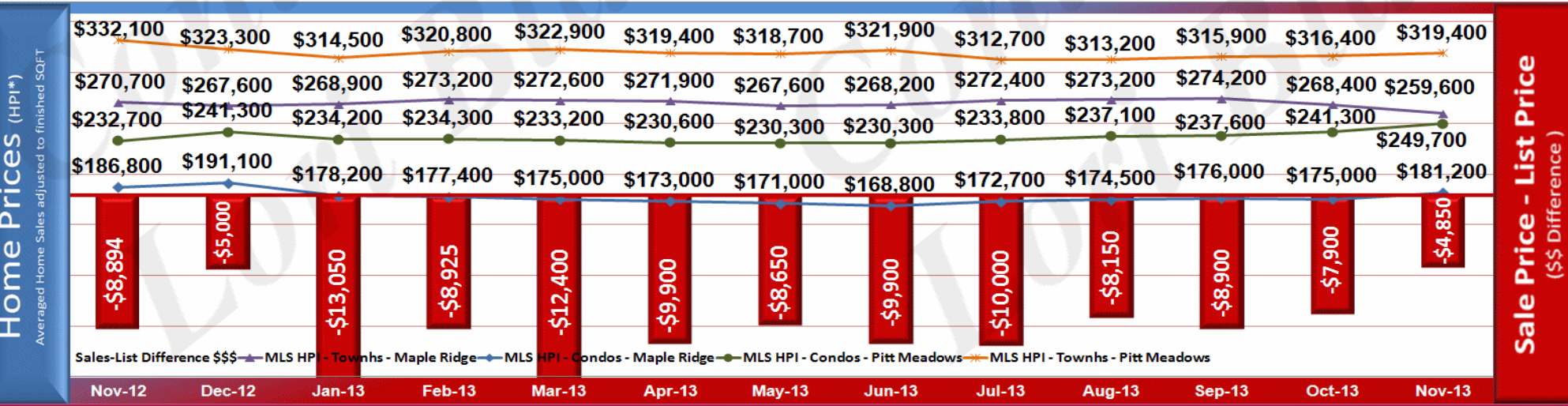
Homes@TurningDreamsToAddresses.com

Market Analysis and Forecasting Dec. 1/13 Maple Ridge -Pitt Mdws

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 \$ 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.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 East Surrey

East Surrey Sub areas Statistics - November 2013 Attached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	4	0				0.0%
Guildford	246	16	78	96%	-\$9,900	6.5%
Fleetwood Tynehead	122	20	48	97%	-\$12,900	16.4%
Panorama Ridge	18	2	91	94%	-\$27,750	11.1%
Sullivan Station	102	10	32	96%	-\$12,500	9.8%
Total Activity	492	48	48	96%	-\$12,500	10%

East Surrey List Price Ranges Statistics - November 2013 Attached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$200,000	89	8	68	94%	-\$8,900	9.0%
\$200,001-\$300,000	175	15	31	96%	-\$10,000	8.6%
\$300,001-\$400,000	174	16	58	97%	-\$11,450	9.2%
\$400,001 and more	54	9	73	97%	-\$14,000	16.7%
Total Activity	492	48	48	96%	-\$12,500	10%

Dec 1 2013 **East Surrey Market Update Attached Townhomes/ Condos**

Current: East Surrey is a Stable Market with average listing inventory, a **10 %SOLD** rate and a 96% Sell/List Ratio.

(This means the discount on a sale from the original list price is averaging \$12,500)

Most Active Price Range: Homes above \$400,000 have **16.7 %SOLD** rate.

Least Active Price Range: Homes between \$200,000-\$300,000 have **8.6 %SOLD** rate.

History: The East Surrey's **Condos** Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices increased \$1,831.

The East Surrey's **Condos** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices increased \$297.

The East Surrey's **Townhouses** Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices decreased \$13,004.

The East Surrey's **Townhouses** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices decreased \$4,017.

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

Forecast: November's listing inventory is 18% less than the same month last year. The 65 sales were far out paced by the 119 new listings thus increasing the listings supply next month. The Greater Vancouver Real Estate Market has been experiencing steady improvement this year; although still below most of the 10 year averages. Since our Finance Minister Jim Flaherty's announcements of curbing any more deflationary policies in August of this year, we have seen a steady increase Buyer confidence. We project the Fraser Valley to continue in it's stable market while most Vancouver areas should see modest price increase. If you have longed to move to another community, or create income through rental property, now might be your best chance to do so.

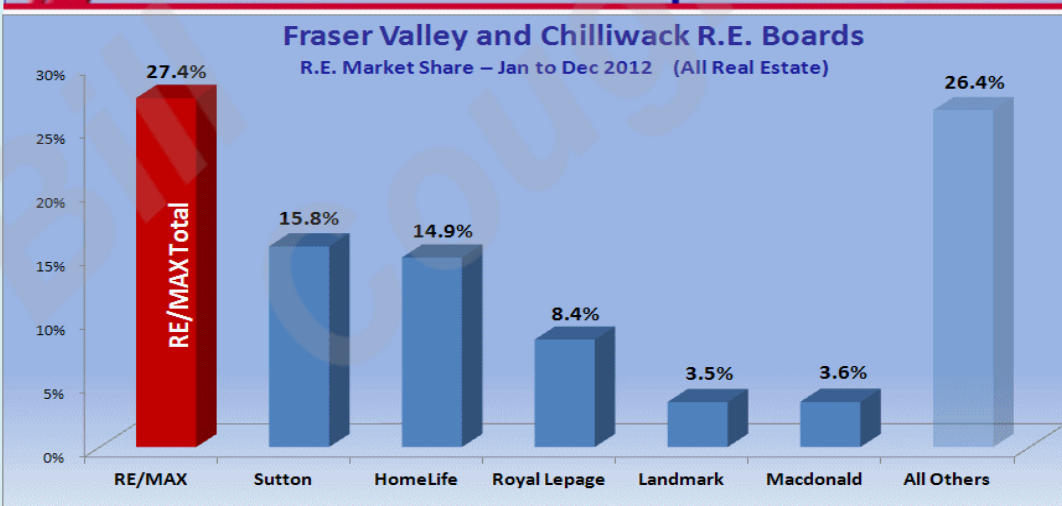
Analytical Methods: The White Rock South Surrey represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the **Condos and Townhouse** markets into two parts with the **East Surrey HPIp Top 50%** representing the higher end sales and the **East Surrey HPIp 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: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

Monthly Changes Summary	Oct-12	Sep-13	Oct-13	11/1/2013	Change
Total Listings** (A,S,T,C,X)	602	537	492		-45
Active Listings (1st of the month)	446	432	405	397	-8
Solds	44	65	48		-17
Days on Market (DOM)	43	56	48		-8
%SOLD (Sales/ Listings /mthly rate)	7%	12%	10%		-2%
Condos (Top 50%) Home Price Index HPIp	\$233,591	\$232,314	\$235,422		\$3,108
Condos (Lower 50%) Home Price Index HPIp	\$161,128	\$160,408	\$161,425		\$1,017
Twnhs (Top 50%) Home Price Index HPIp	\$370,427	\$354,929	\$357,424		\$2,494
Twnhs (Lower 50%) Home Price Index HPIp	\$259,944	\$256,728	\$255,928		-\$800

#1 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.



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 East Surrey

Attached Townhomes/ Condos East Surrey Total Listings, Sales, and %SOLD rates

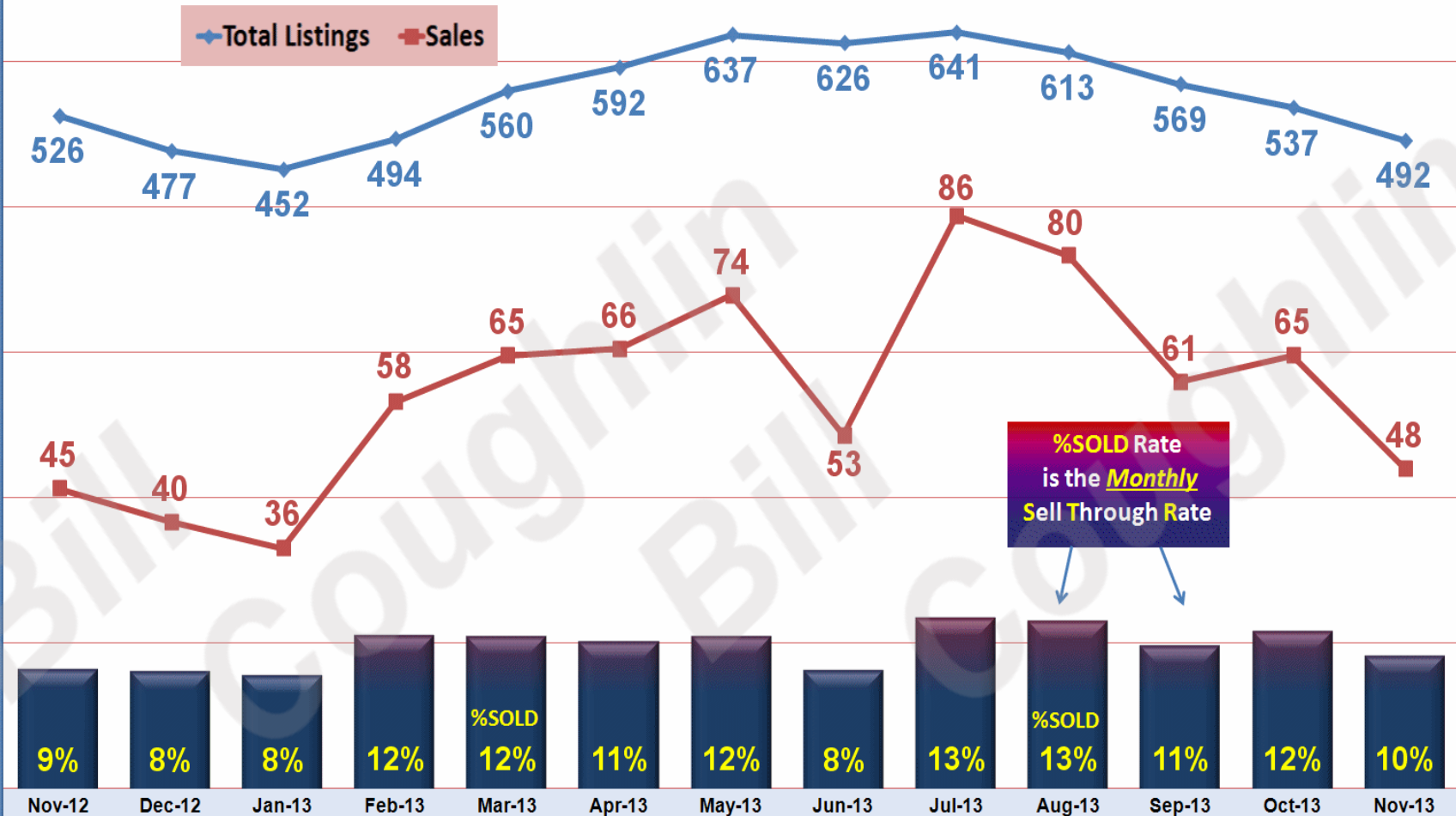
Sales / Listings
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate



Attached



*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.





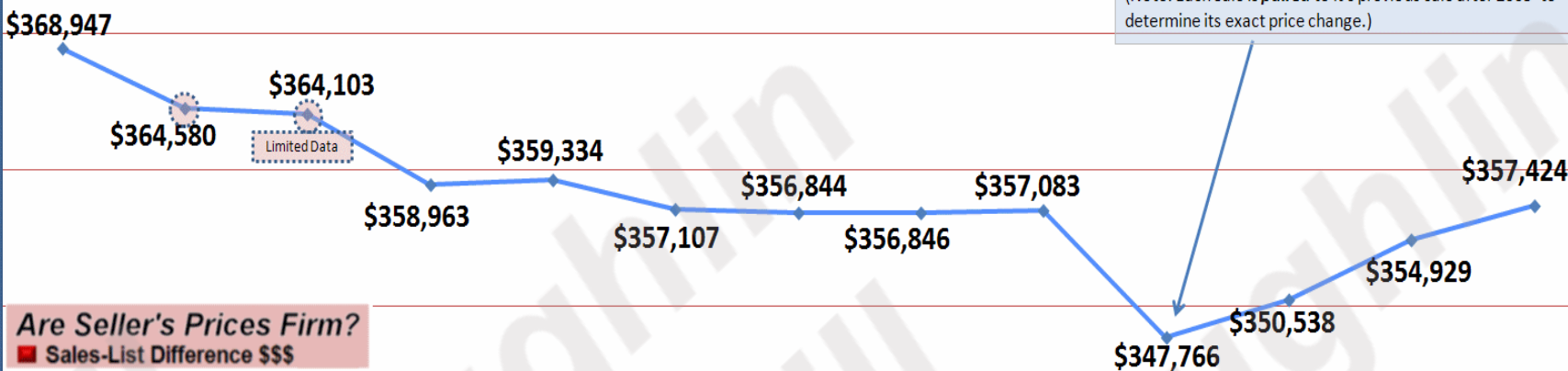
SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 East Surrey

Attached East Surrey 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)

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

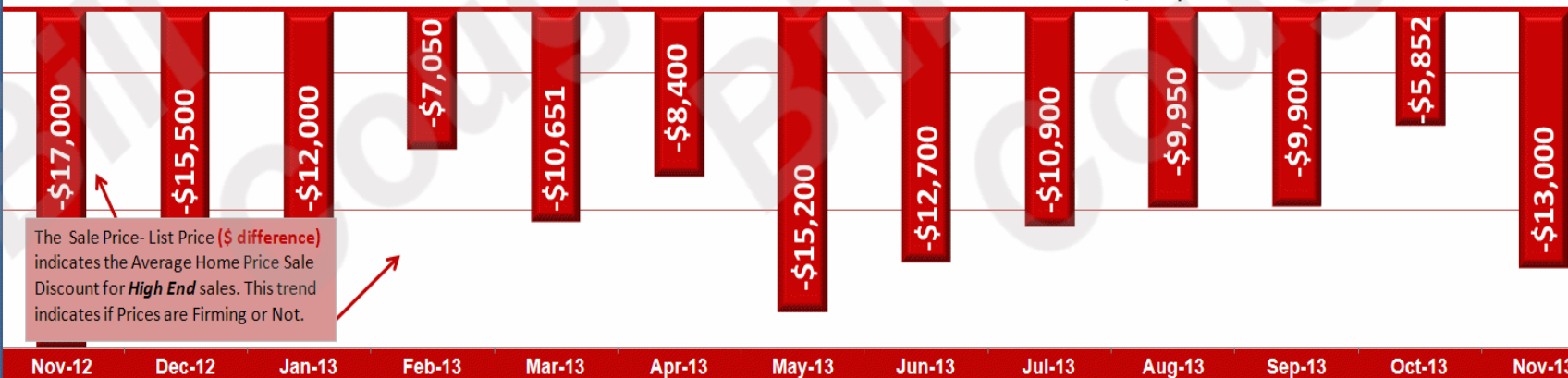
Are Home Prices Up?
Home Price Index → HPIp (Top 50%)



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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.



Townhouses

Sales Discount \$\$\$

Sale Price - Original List Price (\$ difference)

*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 by: Bill Coughlin





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13

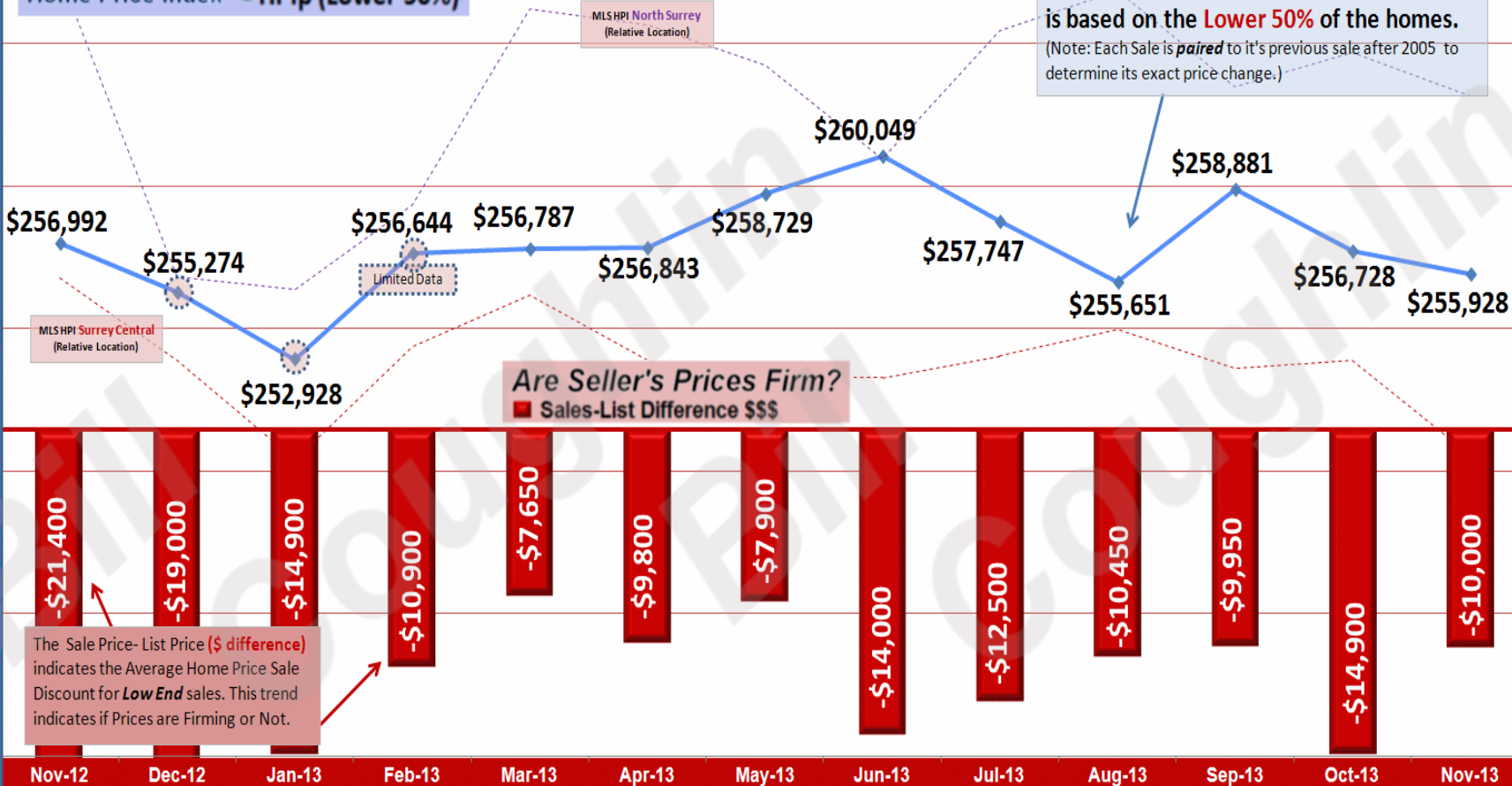
East Surrey

Attached East Surrey Townhouse 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 Changes

(Home Price Index Paired sales from 2005)

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



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.)

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

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.



Townhouses

Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

*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 by: Bill Coughlin





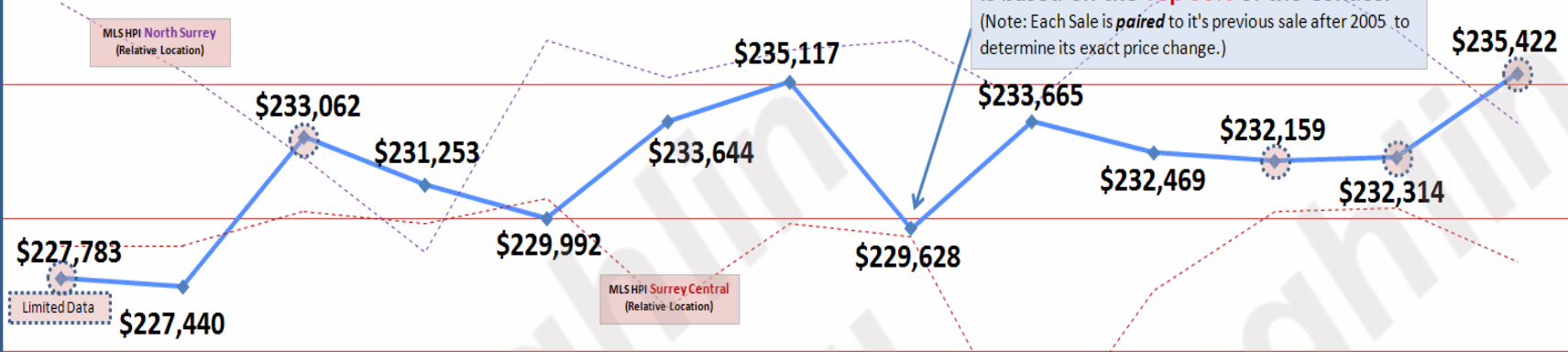
SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 East Surrey

Attached East Surrey Condos 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)

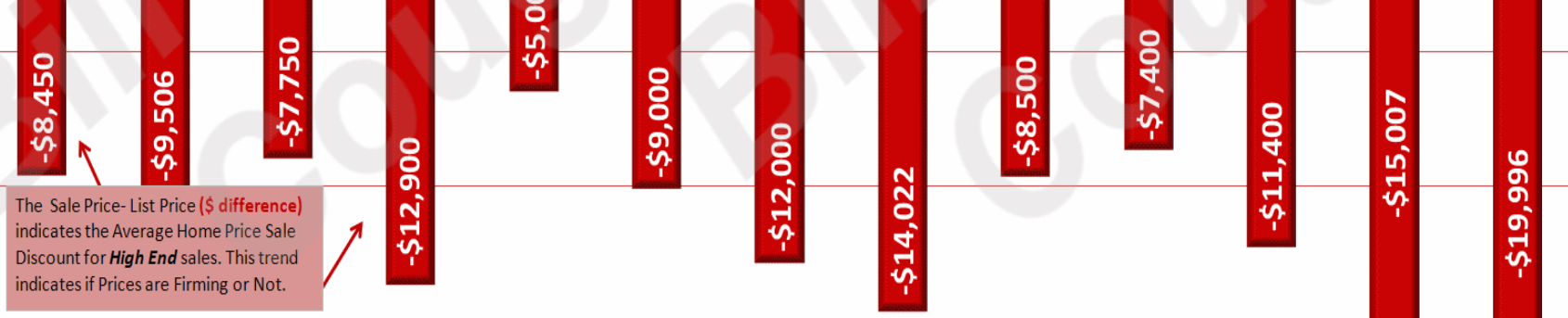
Home Price Changes
(Home Price Index Paired sales from 2005)

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



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.)

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



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.



Condominiums

Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)



Condominiums

*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 by: Bill Coughlin





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 East Surrey

Attached East Surrey Condos 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)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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.)



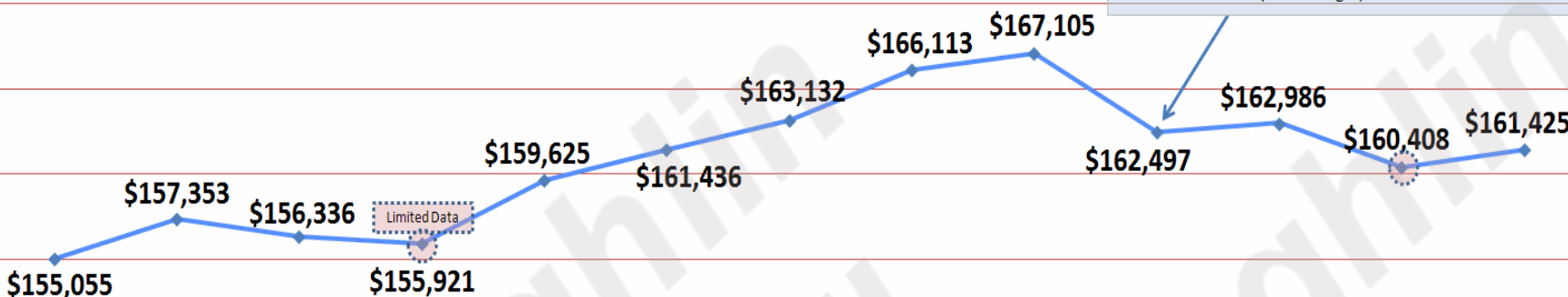
Townhouses

Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

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

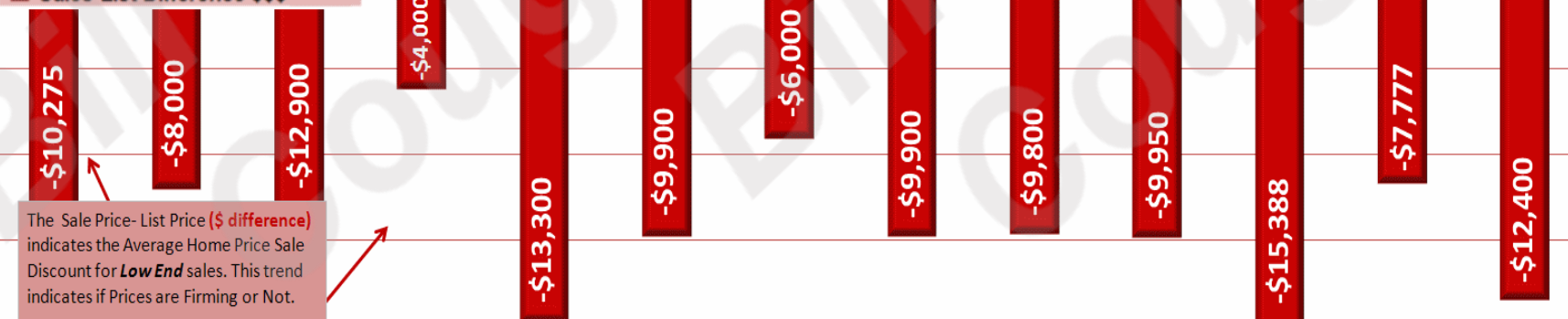


Townhouses



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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 = 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 by: Bill Coughlin



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley, Cloverdale

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Murrayville	38	3	24	98%	-\$3,900	7.9%
Salmon River	12	4	17	100%	\$0	33.3%
Aldergrove Langley	35	3	83	90%	-\$21,000	8.6%
Otter District	0	0				0.0%
Langley City	226	25	54	96%	-\$9,000	11.1%
Cloverdale BC	106	14	47	97%	-\$9,900	13.2%
Clayton	145	18	48	97%	-\$12,144	12.4%
Total Activity	562	67	47	97%	-\$8,900	12%

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$200,000	162	17	52	95%	-\$7,900	10.5%
\$200,001-\$300,000	227	29	47	97%	-\$7,900	12.8%
\$300,001-\$400,000	129	18	45	98%	-\$8,600	14.0%
\$400,001 and more	44	3	62	96%	-\$18,800	6.8%
Total Activity	562	67	47	97%	-\$8,900	12%

Dec 1 2013 Langley, Cloverdale Market Update (Attached)

Current: Langley, Cloverdale is in a Stable Market with average listing inventories, a **12 %SOLD** rate and a 97% Sell/List Ratio.

(This means that there is an average of a **\$8,900** discount on a sale from the original list price)

Most Active Price Range: Attached homes between \$300,001-\$400,000 have **14.0 %SOLD** rate and is in a Stable Market.

Least Active Price Range: Attached homes above \$400,000 have **6.8 %SOLD** rate.

History: The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$5,504.

The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$2,469.

The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$17,678.

The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$21,655.

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

Forecast: The total Listing Inventories are 5% less than the same month in 2012. The 126 new listings exceeded the 67 sales in November meaning that we should maintain these listing levels next month.

The Greater Vancouver Real Estate Market has been experiencing steady improvement this year, although still below most of the 10 year averages. Since our Finance Minister Jim Flaherty's announcements of curbing any more deflationary policies in August of this year, we have seen a steady increase Buyer confidence. We project the Fraser Valley to continue in it's stable market while most Vancouver areas should see modest price increase. We project Langley, Cloverdale to be a continued stable market.

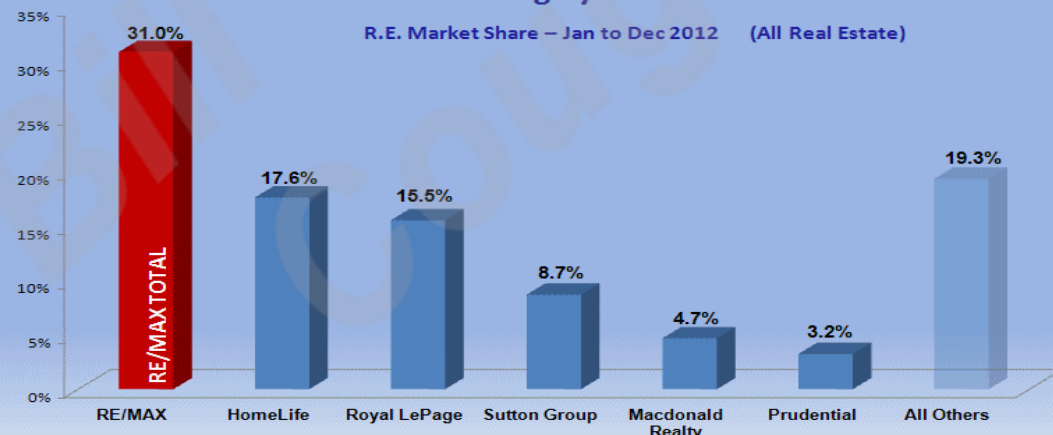
Analytical Methods: The Langley, Cloverdale represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the **Condos and Townhouse** markets into two parts with the **Langley, Cloverdale HPIp Top 50%** representing the higher end sales and the **Langley, Cloverdale HPIp Lower 50%** representing the lower priced homes sales. Each HPIp 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: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

Monthly Changes	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings** (A,S,T,C,X)	589	615	562		-53
Active Listings	527	480	447	453	6
Solds	58	93	67		-26
Days on Market (DOM)	47	50	47		-3
%SOLD (Sales/ Listings /mthly rate)	10%	15%	12%		-3%
Condos (Top 50%) Home Price Index HPIp	\$238,881	\$242,623	\$244,386		\$1,763
Condos (Lower 50%) Home Price Index HPIp	\$171,133	\$166,034	\$168,663		\$2,629
Twnhs (Top 50%) Home Price Index HPIp	\$368,222	\$382,996	\$385,901		\$2,905
Twnhs (Lower 50%) Home Price Index HPIp	\$252,014	\$268,944	\$273,668		\$4,725

#1 the RE/MAX Market Share Reports

Langley-Cloverdale



*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.

RE/MAX Little Oak Realty Mission, Abbotsford, Surrey

SOLDin36Days.com

produced by: **Bill Coughlin**

T:778-374-3744



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



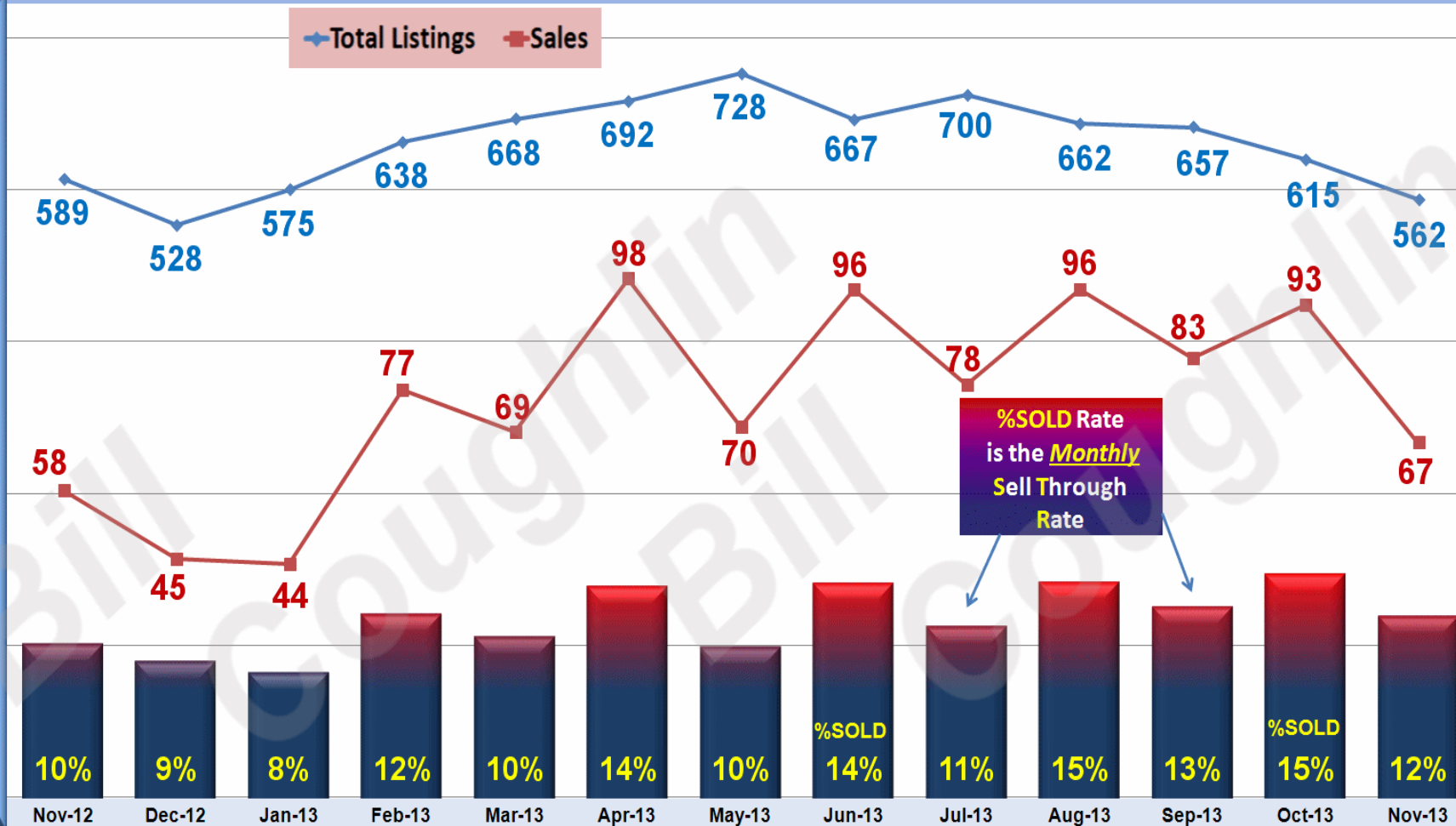
SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley, Cloverdale

Attached Langley, Cloverdale

Total Listings **, Sales, and %SOLD Rates

Sales / Listings
Monthly Totals



Attached

%SOLD (STR)
Sales/Listings (Monthly Rate)



Attached

*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 by: **Bill Coughlin**

RE/MAX Little Oak Realty Mission, Abbotsford, Surrey

SOLDin36Days.com

T:778-374-3744





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley, Cloverdale

Attached Langley, Cloverdale Townhouse Home Price Index HPI (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)



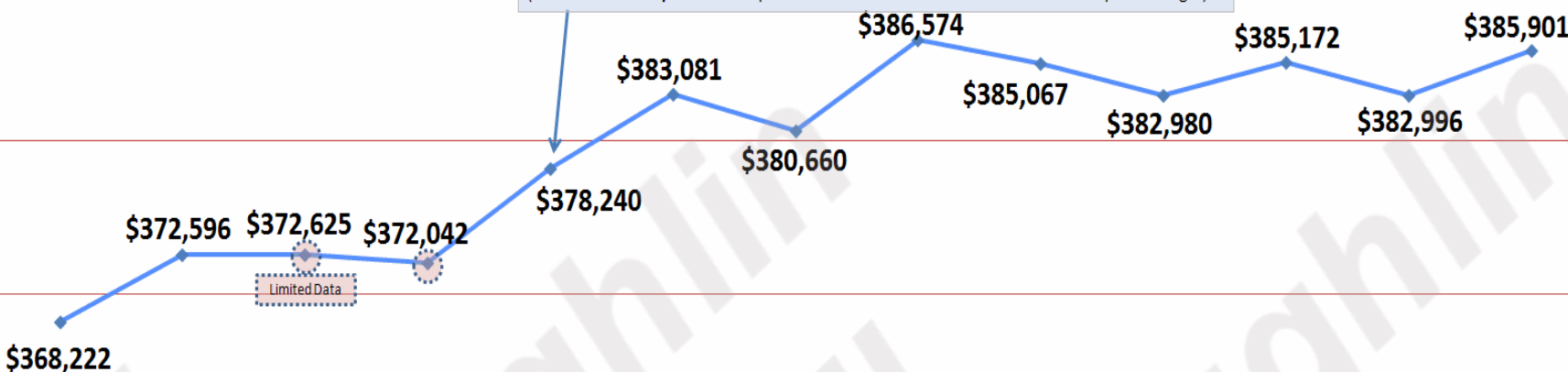
Townhouses

Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

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

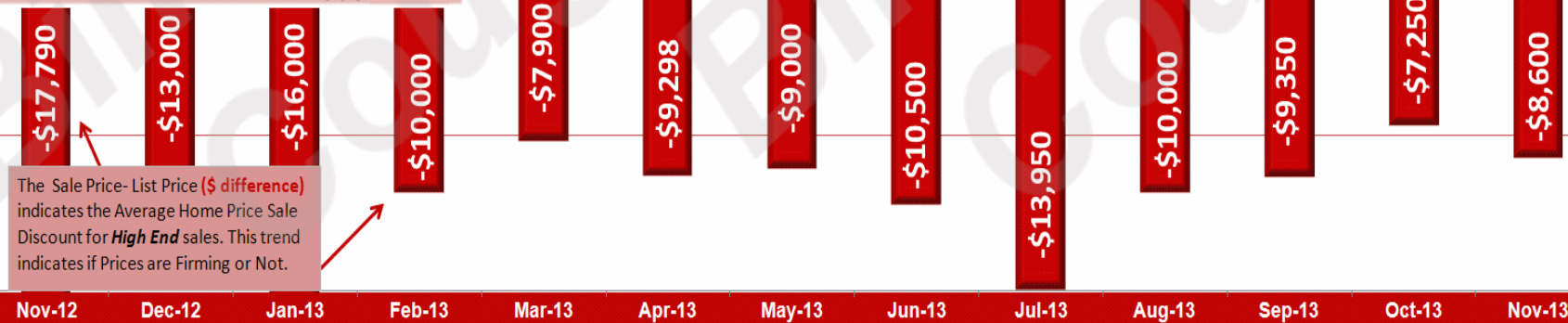
The Home Price Index HPI is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.

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



Are Seller's Prices Firm?

Sales-List Difference \$\$\$



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 **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 by: Bill Coughlin





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley, Cloverdale

Attached Langley, Cloverdale Townhouse 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 Changes

(Home Price Index Paired sales from 2005)



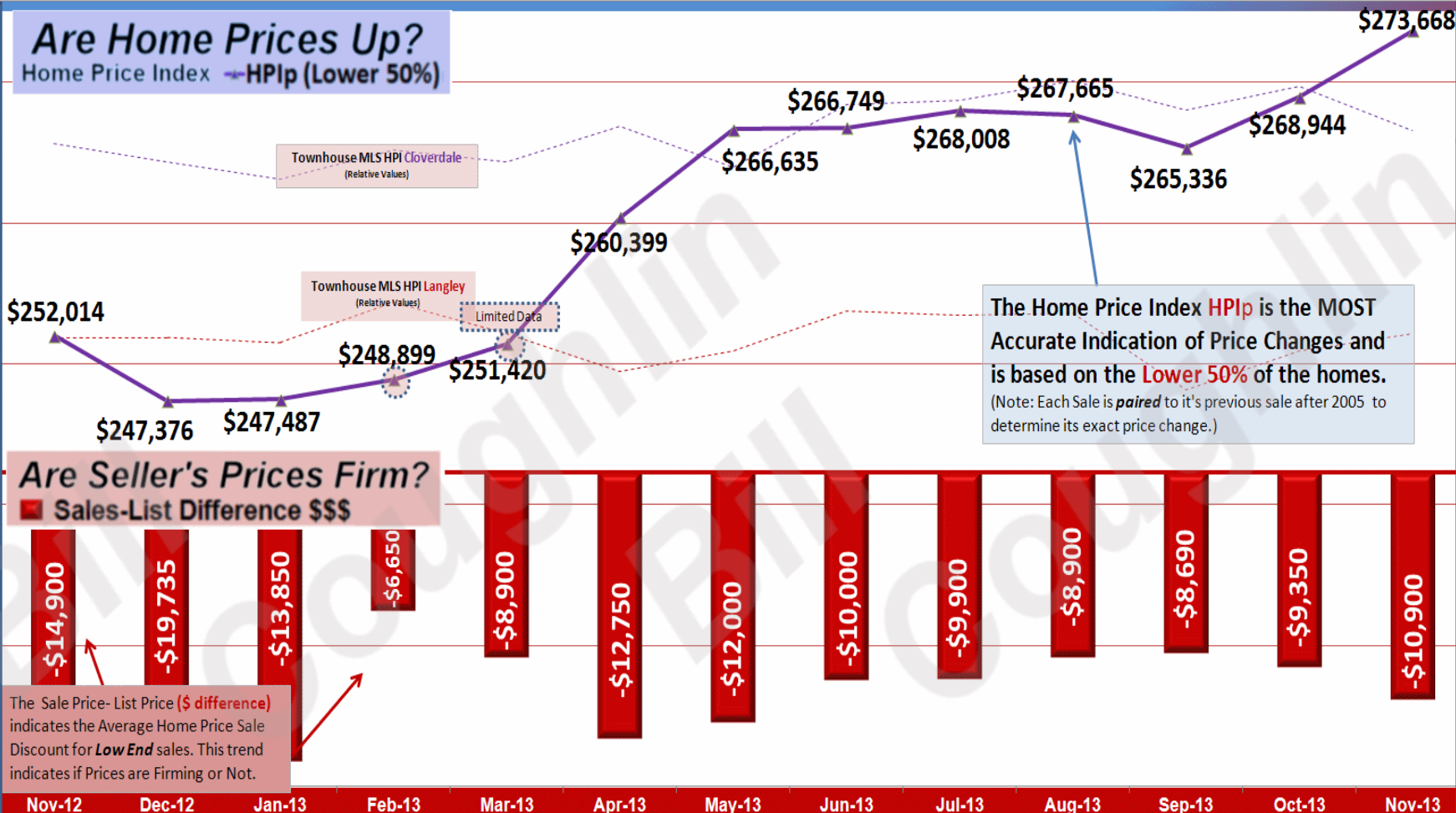
Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

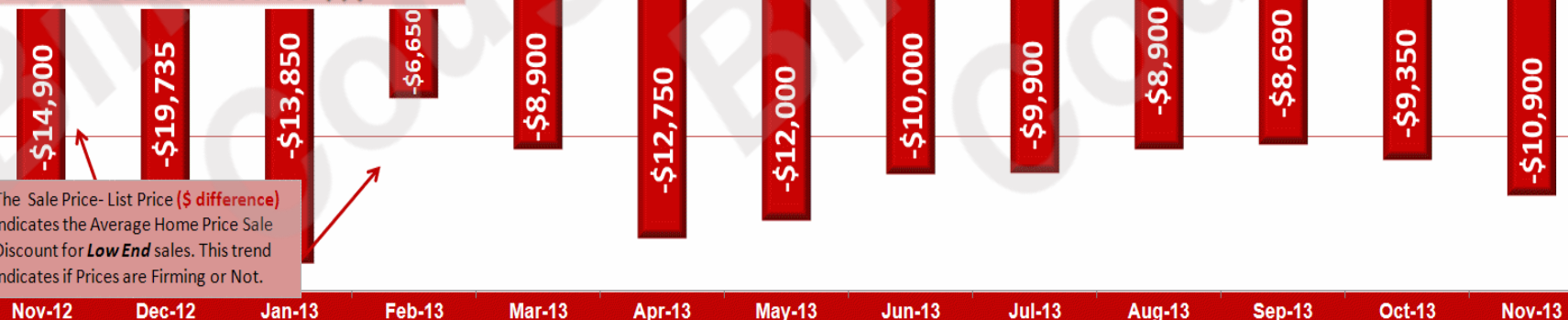
Home Price Index → HPIp (Lower 50%)



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 Seller's Prices Firm?

Sales-List Difference \$\$\$



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.



Townhouses

*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 by: Bill Coughlin





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley, Cloverdale

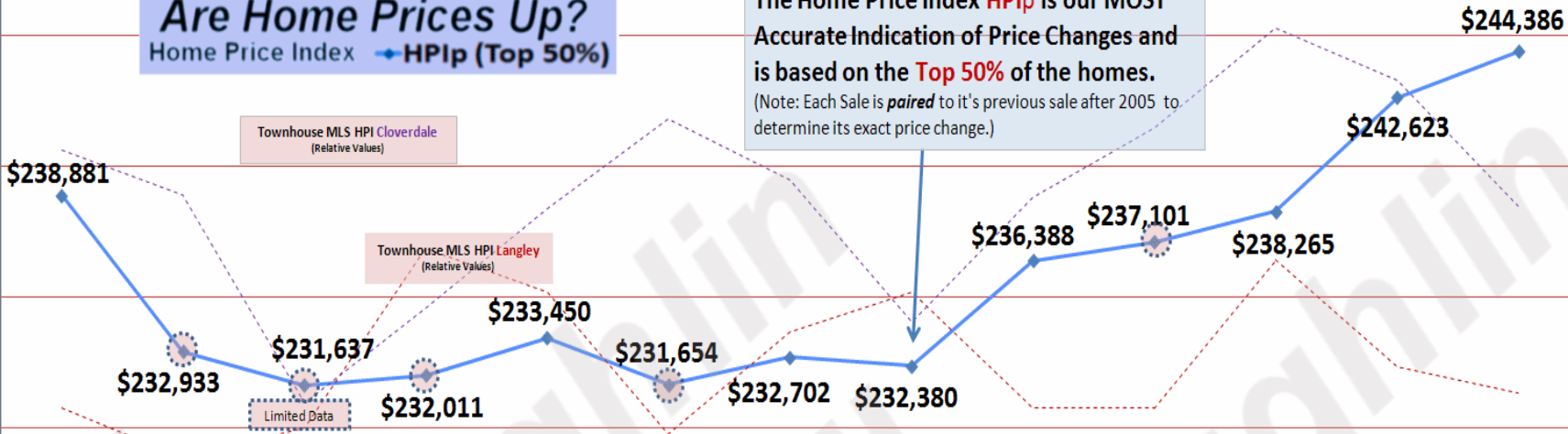
Attached Langley, Cloverdale Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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

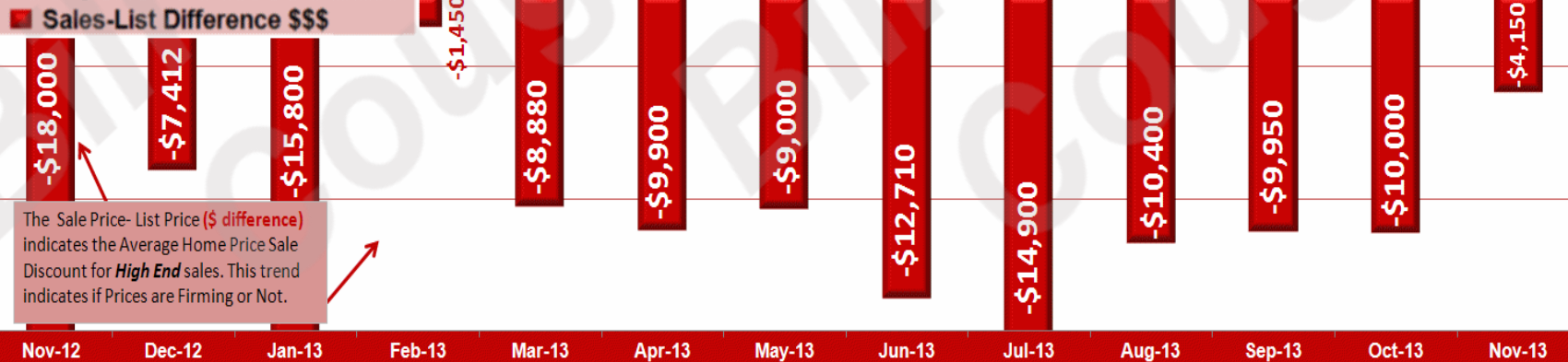
The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.

(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



Condominiums

Are Seller's Prices Firm?



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.

Sales Discount \$\$
Sale Price - Original List Price (\$ difference)



Condominiums

*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 by: Bill Coughlin





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting Dec. 1/13 Langley, Cloverdale

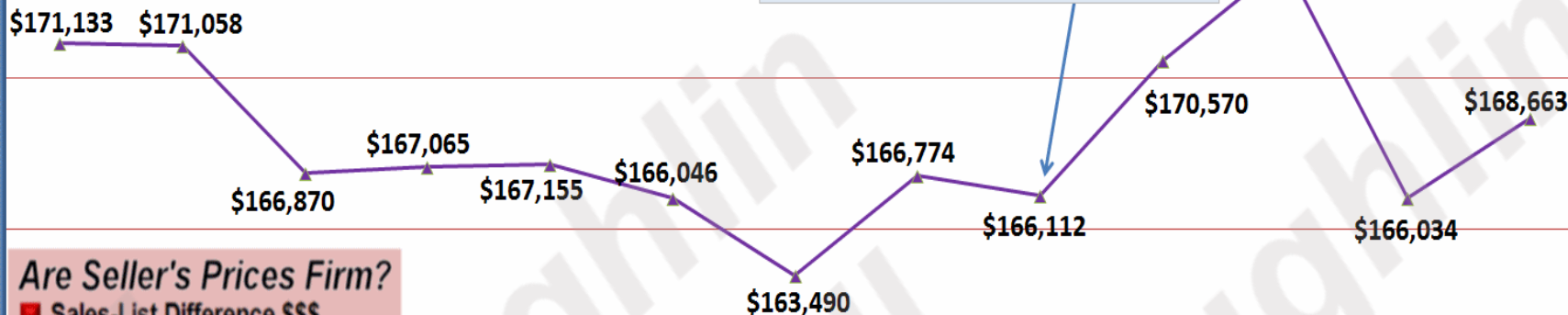
Attached Langley, Cloverdale Condos Home Price Index HPIp (Lower 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes

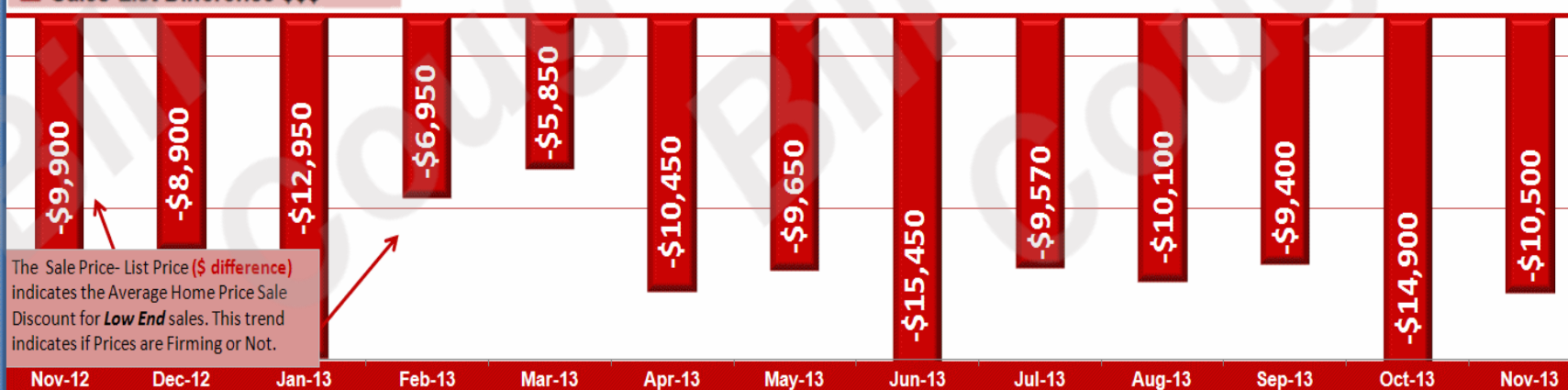
(Home Price Index Paired sales from 2005)

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

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 it's previous sale after 2005 to determine its exact price change.)



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



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.



Condominiums

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

*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 by: Bill Coughlin



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13 **Abbotsford**

Abbotsford Sub areas Statistics - November 2013

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	25	4	92	96%	-\$9,200	16.0%
Bradner	1	0				0.0%
Matsqui	0	0				0.0%
Sumas Mountain	0	0				0.0%
Abbotsford West	220	17	22	96%	-\$8,000	7.7%
Abbotsford East	70	8	15	98%	-\$5,900	11.4%
Aberdeen	7	1	50	91%	-\$23,703	14.3%
Central Abbotsford	270	25	53	95%	-\$8,700	9.3%
Total Activity	593	55	41	96%	-\$8,000	9%

Attached

Abbotsford List Price Ranges Statistics - November 2013

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$150,000	163	16	76	94%	-\$6,650	9.8%
\$150,001-\$200,000	120	10	35	95%	-\$8,500	8.3%
\$200,001-\$250,000	102	8	22	97%	-\$6,950	7.8%
\$250,001-\$300,000	95	11	41	96%	-\$10,154	11.6%
\$300,001 and more	113	10	13	97%	-\$10,950	8.8%
Total Activity	593	55	41	96%	-\$8,000	9%

Attached

Monthly Changes Summary

	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings** (A.S.T.C.X)	623	648	593		-55
Active Listings	530	516	504	469	-35
Solds	64	84	55		-29
Days on Market (DOM)	61	41	41		0
% SOLD (Sales/ Listings /mthly rate)	10%	13%	9%		-4%
Condos (Top 50%) Home Price Index HPIp	\$203,485	\$195,195	\$195,549		\$354
Condos (Lower 50%) Home Price Index HPIp	\$125,423	\$130,548	\$130,136		-\$412
Twnhs (Top 50%) Home Price Index HPIp	\$304,966	\$321,643	\$323,789		\$2,146
Twnhs (Lower 50%) Home Price Index HPIp	\$212,439	\$204,101	\$206,219		\$2,118

Dec 1 2013 Abbotsford Market Update Attached Townhomes/ Condos

Current: Abbotsford is a Buyers Market with normal listing inventories, a **9 %SOLD** rate and a 96% 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: Attached homes between \$250,000 and \$300,000 have **11.6 %SOLD** rate.

Least Active Price Range: Attached homes between \$200,000 and \$250,000 have **7.8 %SOLD** rate.

History:

The Abbotsford's **Condos** Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices decreased \$7,936.

The Abbotsford's **Condos** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices increased \$4,713.

The Abbotsford's **Townhouses** Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices increased \$18,823.

The Abbotsford's **Townhouses** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices decreased \$6,220.

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

Forecast:

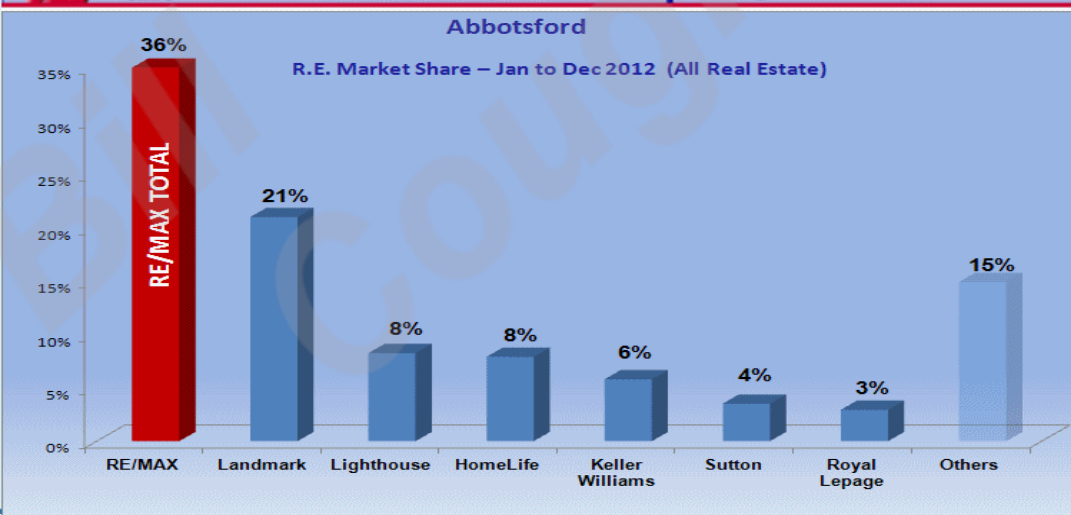
Abbotsford Listing Inventories are 5% less than Nov 2012. The Greater Vancouver Real Estate Market has been experiencing steady improvement this year; although still below most of the 10 year averages. Since our Finance Minister Jim Flaherty's announcements of curbing any more deflationary policies in August of this year, we have seen a steady increase Buyer confidence. We project the Fraser Valley to continue in it's stable market while most Vancouver areas should see modest price increase. We project Abbotsford to be a continued Stable Market.

Analytical Methods: The Abbotsford 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 **Condos** and **Townhouse** markets into two parts with the **Abbotsford HPIp Top 50%** representing the higher end sales and the **Abbotsford HPIp 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: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

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.



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13

Abbotsford

Attached Townhomes/ Condos

Abbotsford

Total Listings, Sales, and %SOLD rates

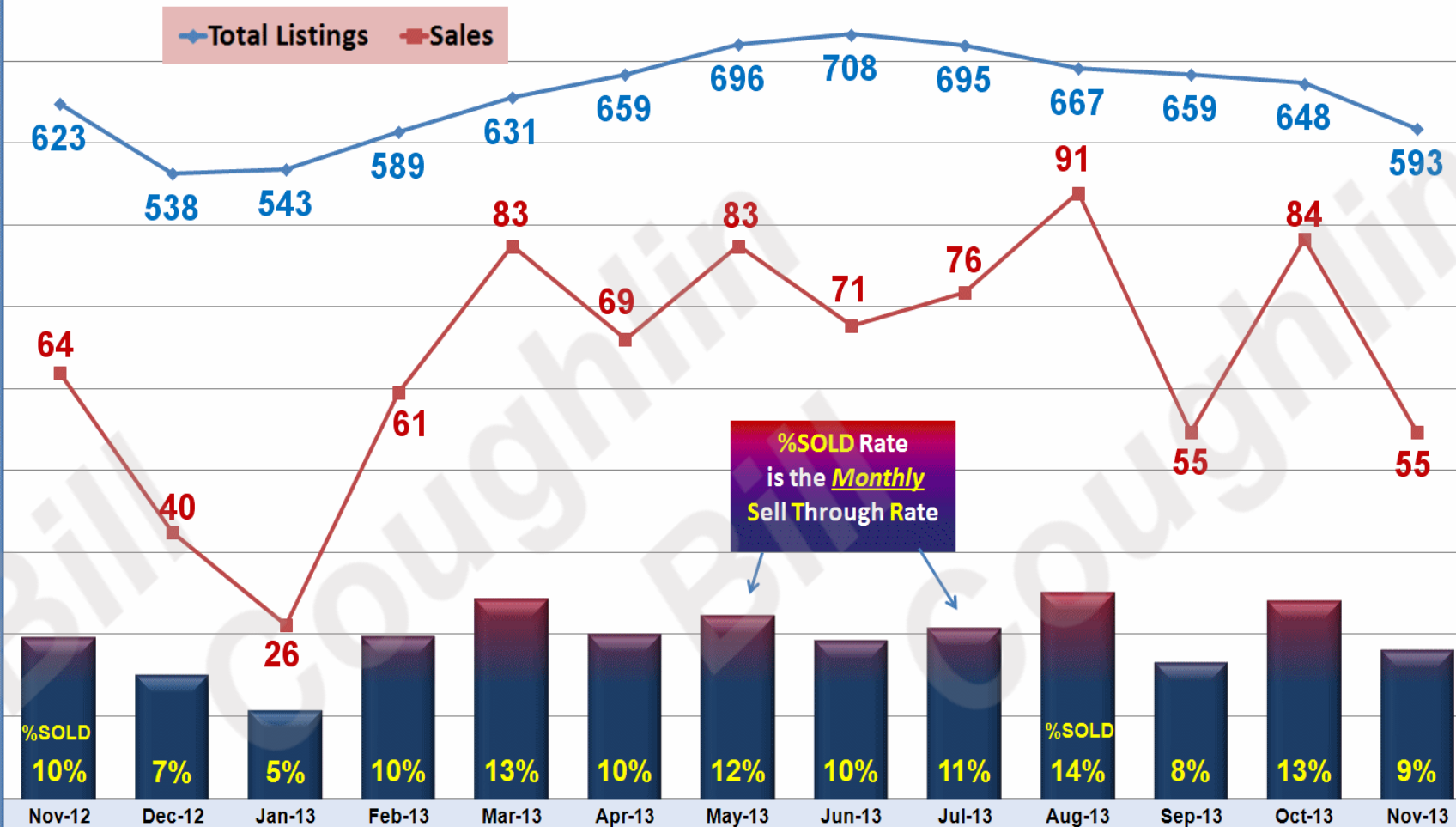
Sales / Listings
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate



Attached

*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 by: **Bill Coughlin**

RE/MAX Little Oak Realty Mission, Abbotsford, Surrey

SOLDin36Days.com

T:778-374-3744





SOLDin36Days.com
...or we will
Sell it for Free!!

Attached

Abbotsford

Townhouse

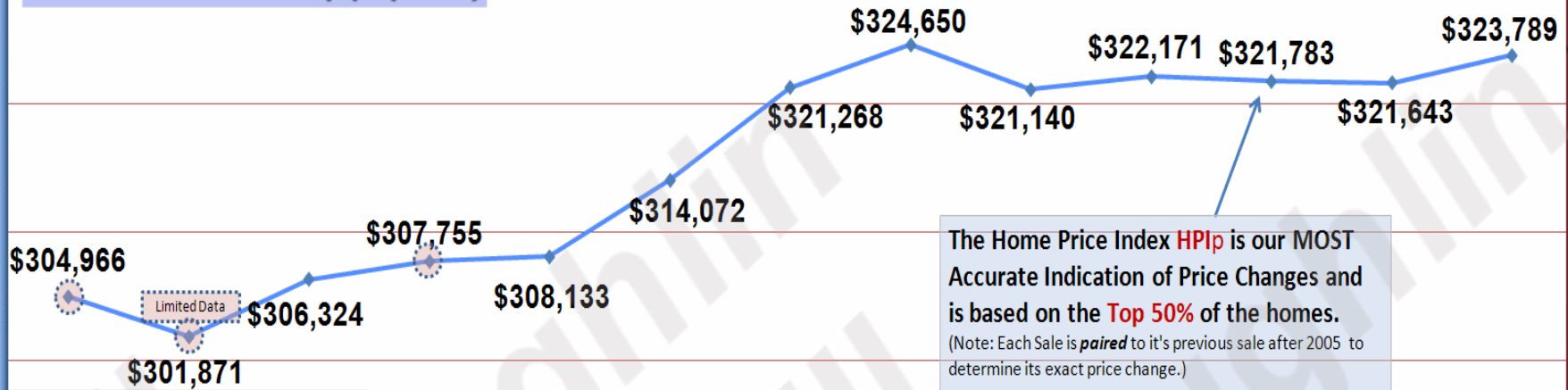
Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)



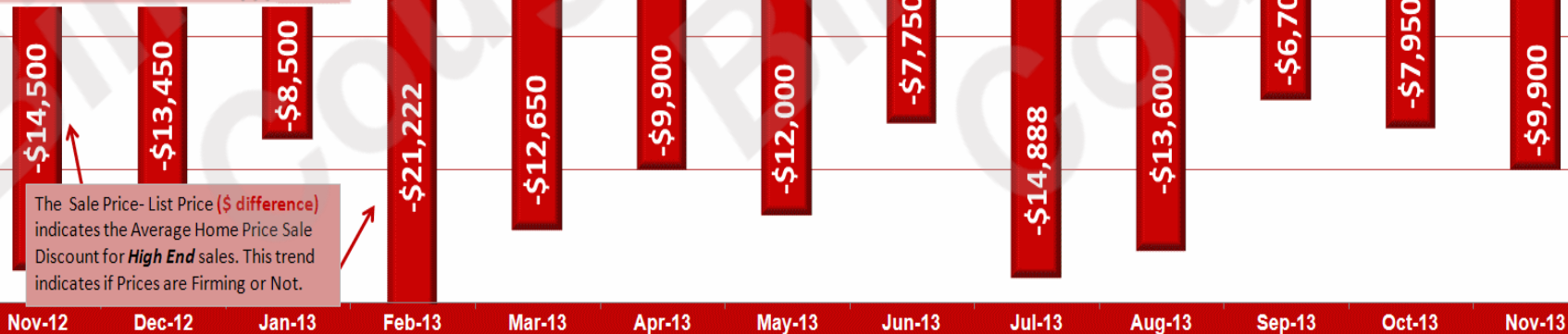
The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes. (Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



Townhouses

Are Seller's Prices Firm?

Sales-List Difference \$\$\$



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.

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



Townhouses

*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 by: Bill Coughlin





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13

Abbotsford

Attached

Abbotsford

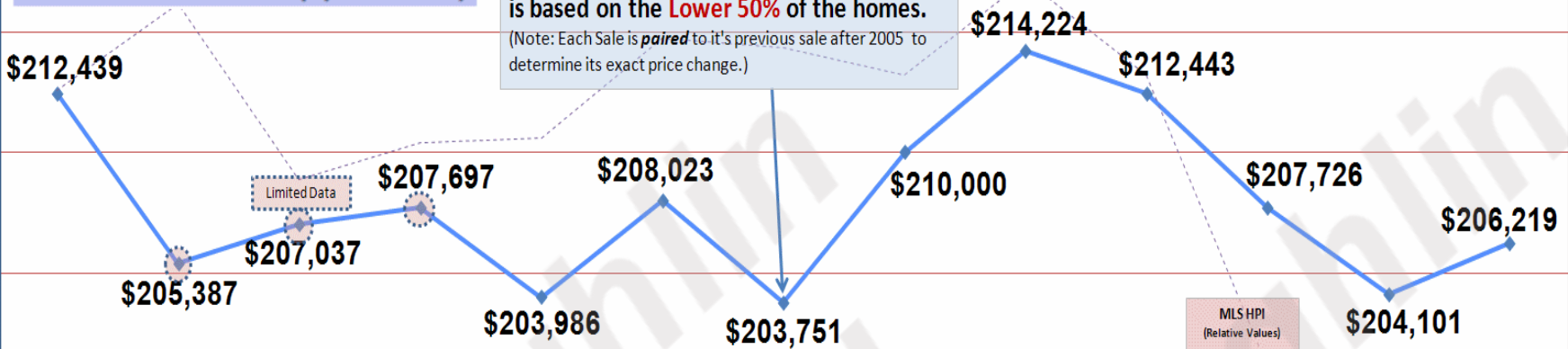
Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes

(Home Price Index Paired sales from 2005)

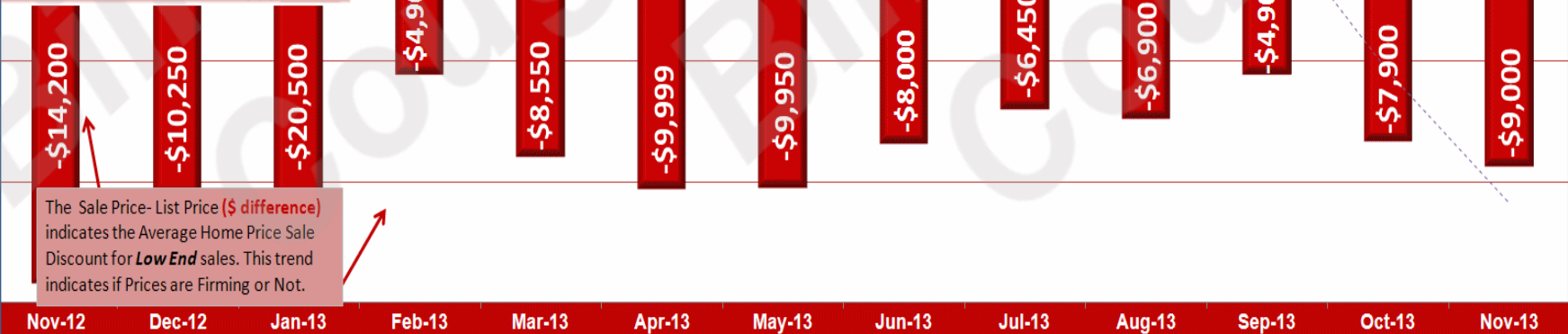
Are Home Prices Up?
Home Price Index → HPIp (Lower 50%)

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 it's previous sale after 2005 to determine its exact price change.)



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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.



Townhouses

Sales Discount \$\$
Sale Price - Original List Price (\$ \$ difference)

*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 by: Bill Coughlin





SOLDin36Days.com
...or we will
Sell it for Free!!

Market Analysis and Forecasting

Dec. 1/13

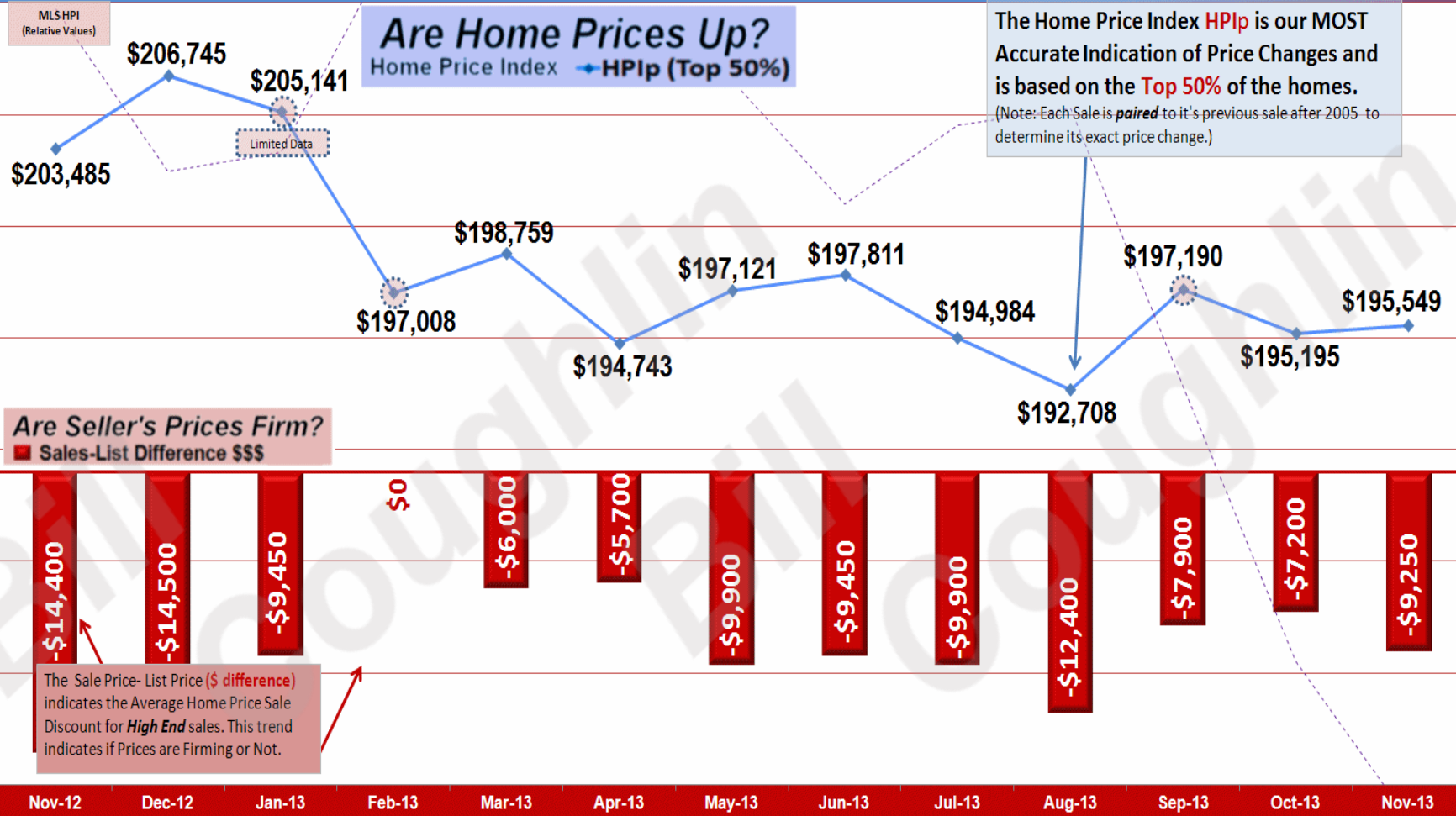
Abbotsford

Attached

Abbotsford

Condos 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)



Condominiums

Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

*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 by: **Bill Coughlin**





SOLDin36Days.com
...or we will
Sell it for Free!!

Attached

Abbotsford

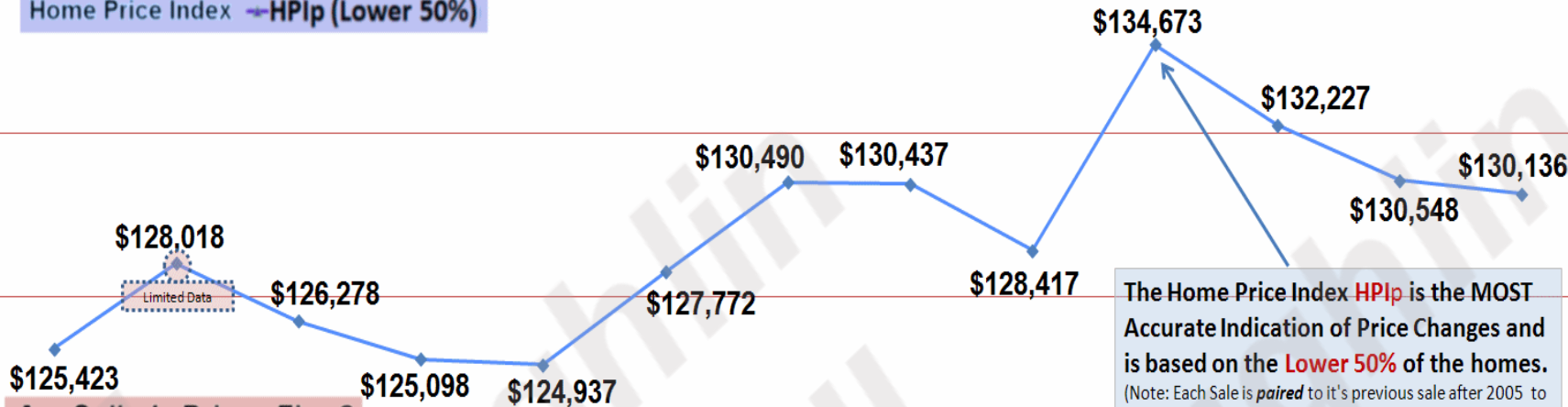
Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?

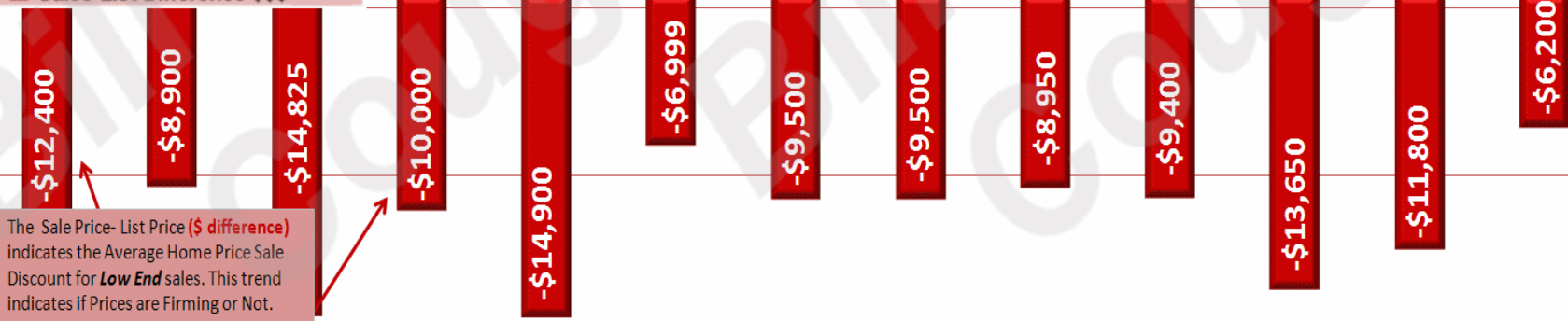
Home Price Index - HPIp (Lower 50%)



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 Seller's Prices Firm?

Sales-List Difference \$\$\$



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.



Condominiums

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



Condominiums

*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 by: Bill Coughlin





Market Analysis and Forecasting

Dec. 1/13 Chilliwack

Chilliwack (+ Sardis) Sub areas Statistics - November 2013						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOL D
Chilliwack W Yale-Well	113	5	117	96%	-\$4,900	4.4%
Chilliwack E Young-Yale	78	6	84	96%	-\$6,400	7.7%
Chilliwack N Yale-Well	40	1	118	111%	\$12,400	2.5%
Chilliwack Yale Rd West	0	0				0.0%
Chilliwack Mountain	16	0				0.0%
Eastern Hillside	3	0				0.0%
Sardist W Vedder Rd	68	5	23	94%	-\$8,500	7.4%
Sardist E Vedder Rd	39	3	35	96%	-\$6,459	7.7%
Vedder S Watson-Promor	126	15	50	98%	-\$4,000	11.9%
Promontory	44	3	35	96%	-\$7,900	6.8%
Total Activity	527	38	60	97%	-\$4,950	7%

Chilliwack (+ Sardis) List Price Ranges Statistics -November 2013						
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
0-\$100,000	46	3	117	96%	-\$2,900	6.5%
\$100,001-\$150,000	73	7	98	96%	-\$4,900	9.6%
\$150,001-\$200,000	118	8	43	96%	-\$7,400	6.8%
\$200,001-\$250,000	110	8	107	97%	-\$6,630	7.3%
\$250,001-\$300,000	97	9	70	98%	-\$4,900	9.3%
\$300,001 and more	83	3	39	100%	-\$700	3.6%
Total Activity	527	38	60	97%	-\$4,950	7%

Monthly Changes Summary	Nov-12	Oct-13	Nov-13	12/1/2013	Change
Total Listings** (A,S,T,C,X)	563	568	527		-41
Active Listings (1st of the month)	473	465	445	449	4
Solds	58	66	38		-28
Days on Market (DOM)	64	52	60		8
%SOLD (Sales/Listings/mnthly rate)	10%	12%	7%		-4%
Condos (Top 50%) Home Price Index HPIp	\$192,760	\$187,742	\$186,167		-\$1,576
Condos (Lower 50%) Home Price Index HPIp	\$109,833	\$126,145	\$122,695		-\$3,450
Twnhs (Top 50%) Home Price Index HPIp	\$272,828	\$275,362	\$278,024		\$2,662
Twnhs (Lower 50%) Home Price Index HPIp	\$186,184	\$191,766	\$187,997		-\$3,768

Dec 1 2013 Chilliwack(+Sardis) Market Update Attached Townhomes/Condos

Current: Chilliwack (+Sardis) is in a Buyers Market with average listing inventories, a 7 %SOLD rate and a 97% Sell/List Ratio.

(This means that there is an average of a \$4,950 discount on a sale from the original list price)

Most Active Price Range: Attached homes above \$300,000 have 3.6 %SOLD rate.

Least Active Price Range: Attached homes between \$100,000-\$150,000 have 9.6 %SOLD rate.

History: The Chilliwack's Condos Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices decreased \$6,593.

The Chilliwack's Condos Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices increased \$12,861.

The Chilliwack's Townhouses Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices increased \$5,196.

The Chilliwack's Townhouses Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices increased \$1,814.

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

Forecast: The total Listing Inventories are 6% less than the same month in 2012.

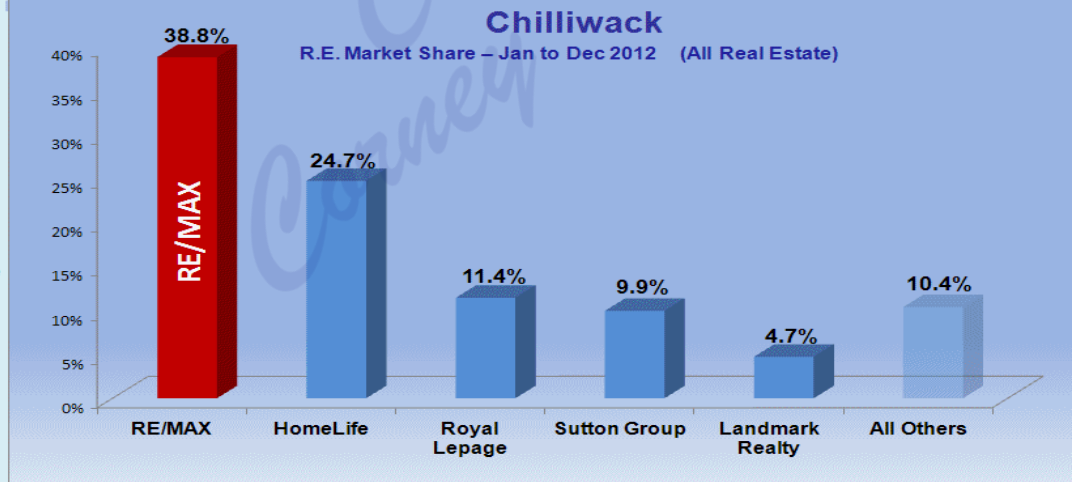
The 90 new listings exceeded the 38 sales in November meaning that we should maintain these high listing levels next month adding to the over supplied market. The Chilliwack Real Estate Market is continuing to be a buyers-stable market for the next month.. Move-up Buyers, those tired of cramped condos or basement suites, can now afford to upgrade to more spacious Townhouses & Single-Family homes.

Analytical Methods: The Chilliwack 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 Condos and Townhouse markets into two parts with the Chilliwack HPIp Top 50% representing the higher end sales and the Chilliwack HPIp 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: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

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.



Market Analysis and Forecasting

Dec. 1/13

Chilliwack

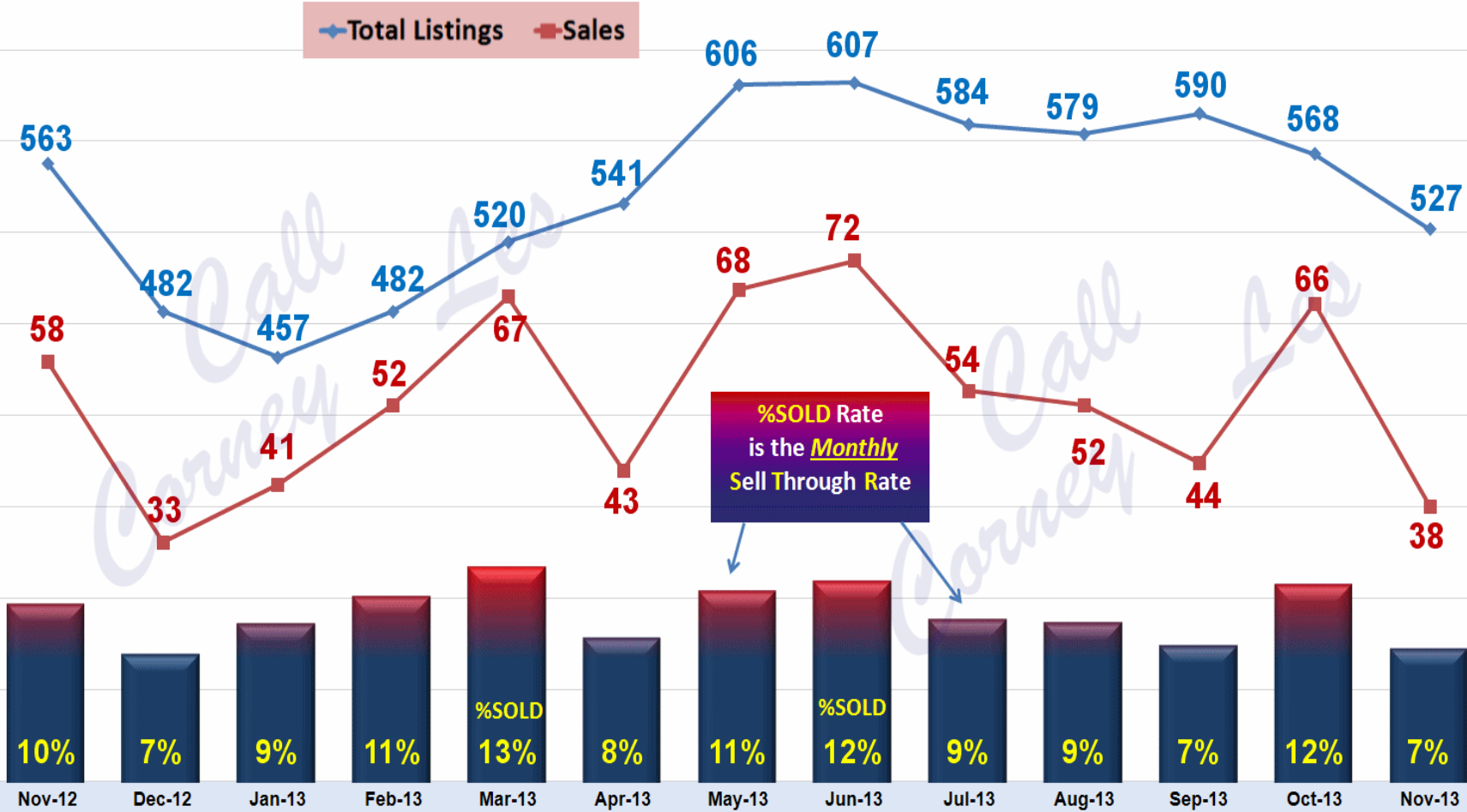
Attached Townhomes/ Condos Chilliwack (+ sardis) Total Listings*, Sales, and %SOLD rates

Sales / Listings
Monthly Totals



Attached

%SOLD (STR)
Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate



Attached

*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 and Forecasting

Dec. 1/13 **Chilliwack**

Attached

Chilliwack

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)

Home Price Changes

(Home Price Index Paired sales from 2005)



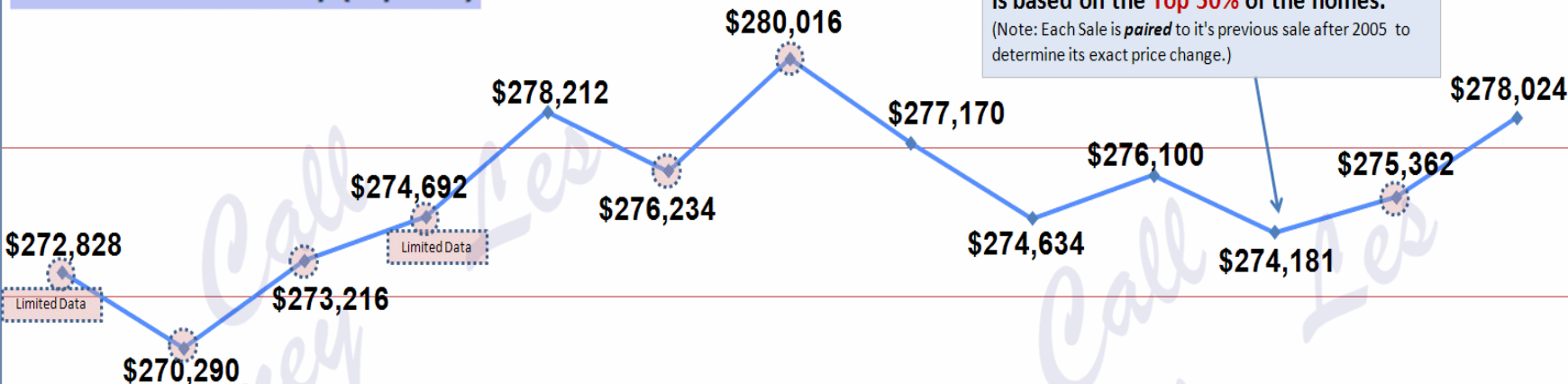
Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?
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. (Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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 **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 and Forecasting

Dec. 1/13 **Chilliwack**

Attached

Chilliwack

Townhouse 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)

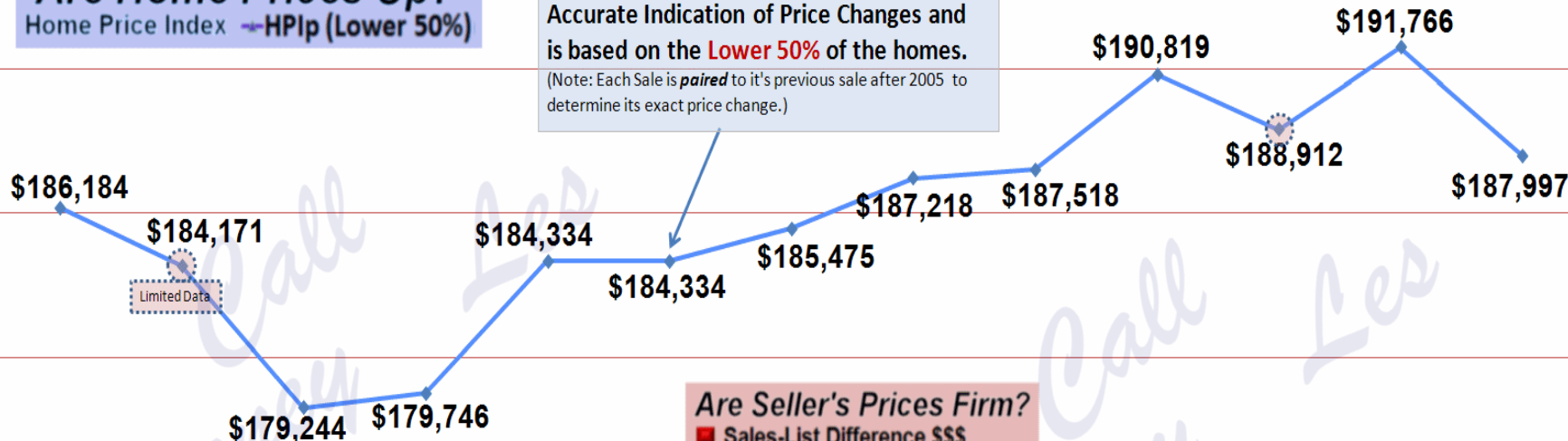
Home Price Changes

(Home Price Index Paired sales from 2005)

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

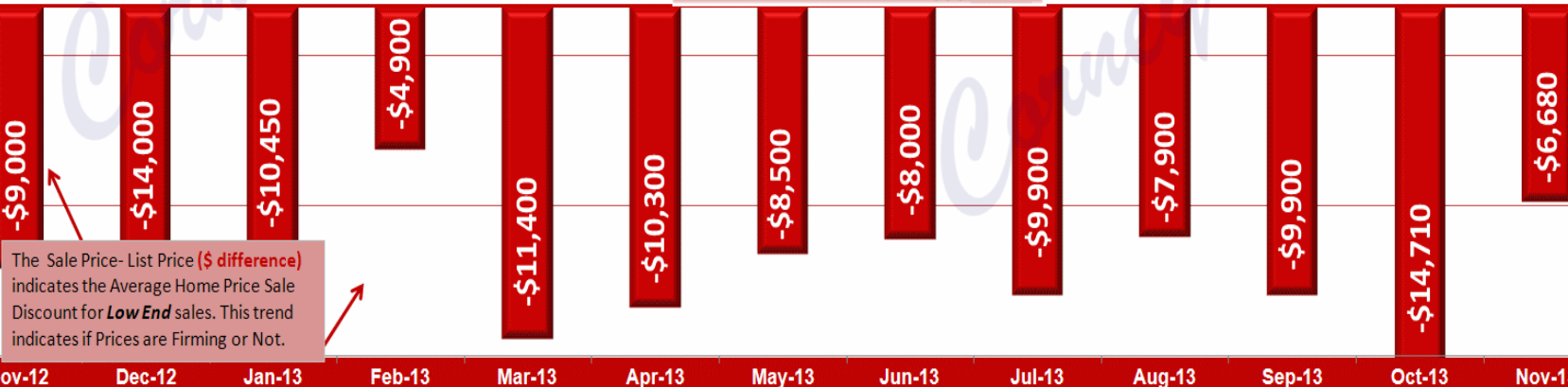
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.

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



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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.



Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

*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 and Forecasting

Dec. 1/13 Chilliwack

Attached

Chilliwack

Condos 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)



Condominiums

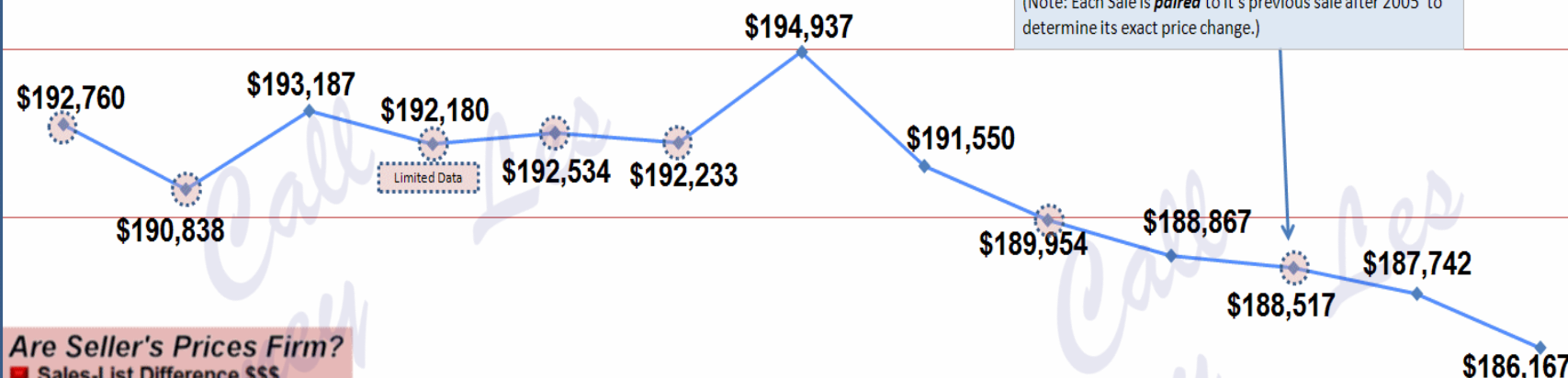
Are Home Prices Up?
Home Price Index → HPIp (Top 50%)

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

(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)

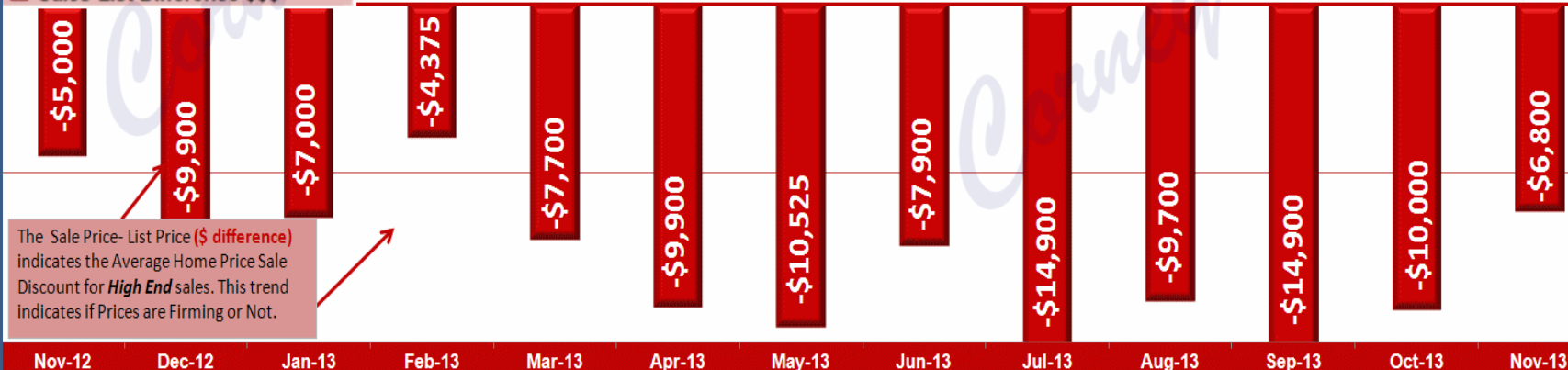


Condominiums



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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.

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

*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 and Forecasting

Dec. 1/13 **Chilliwack**

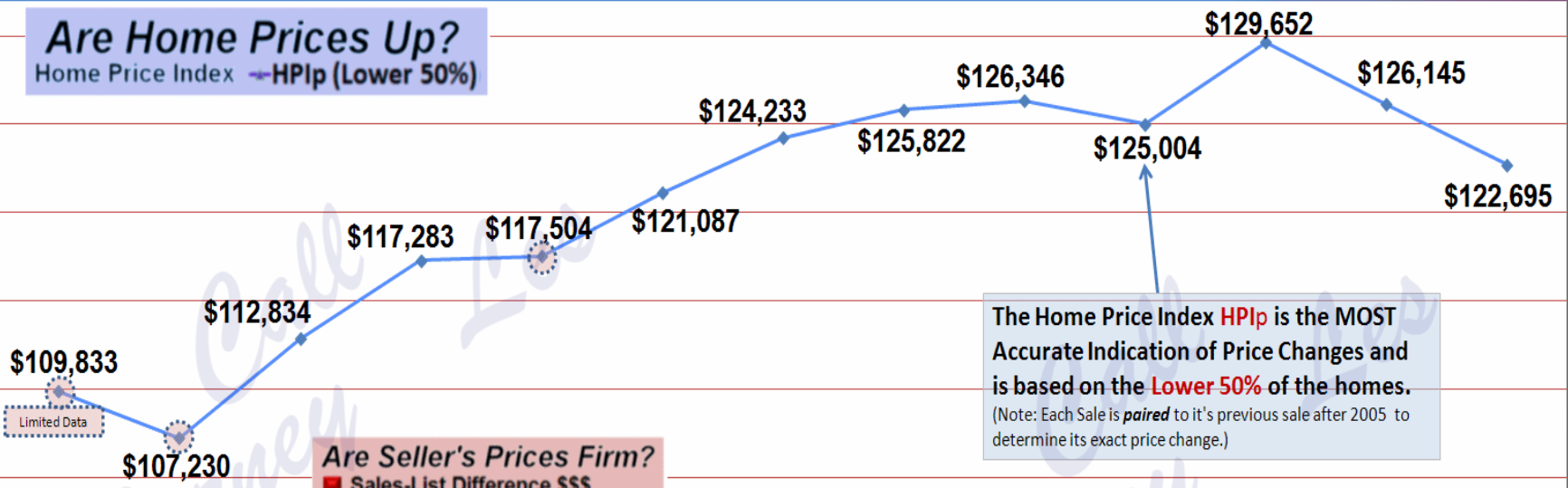
Attached Chilliwack Condos Home Price Index HPIp (Lower 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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



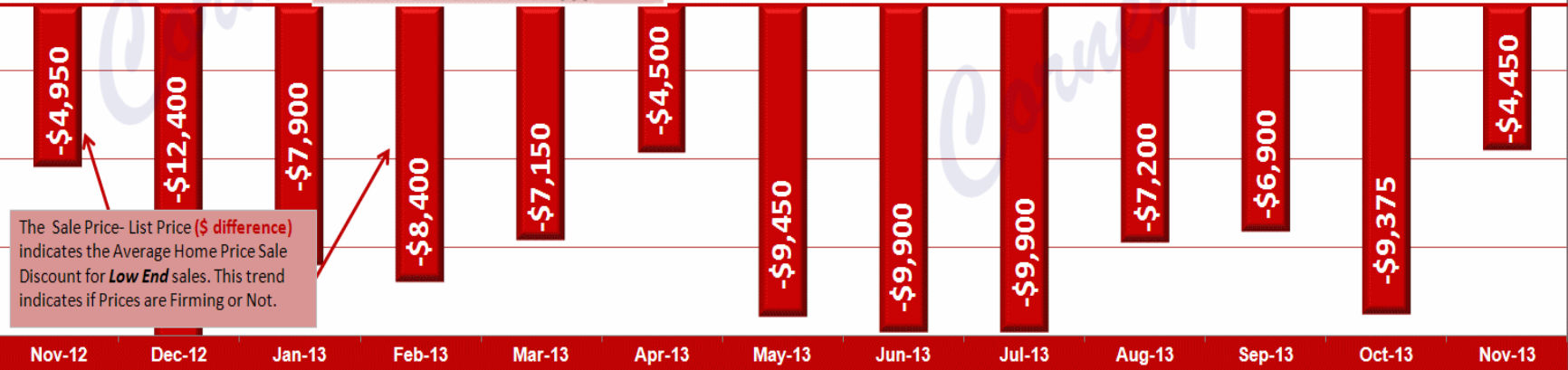
Condominiums

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



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 it's previous sale after 2005 to determine its exact price change.)

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



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.

Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)



Condominiums

*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 and Forecasting

Market Analysis and Forecasting

Supply and Demand

How **%SOLD** Rates Affect Price Changes
Sell-Through-Rates (STR) -absorption Rates

