

# News Release



FOR IMMEDIATE RELEASE

## Greater Vancouver home sales trend toward buyers' market over summer

**VANCOUVER, B.C. - September 2, 2011** - August marked the third consecutive month that home sale activity in Greater Vancouver was below the 10-year average for the month. In contrast, home listing activity in the region has exceeded the 10-year norm every month since the beginning of the year.

The Real Estate Board of Greater Vancouver (REBGV) reports that residential property sales of detached, attached and apartment properties on the region's Multiple Listing Service® (MLS®) reached 2,378 in August. This total represents an eight per cent increase compared to the 2,202 sales in August 2010, but also ranks as the third lowest total for August in the last 10 years.

"MLS® statistics continue to indicate that we're in a balanced market," Rosario Setticasi, REBGV president said. "However, with a sales-to-actives listings ratio of 15 per cent, Greater Vancouver is in the lower end of a balanced market and has been trending toward a buyers' market over the past three months."

New listings for detached, attached and apartment properties in Greater Vancouver totalled 4,685 in August. This represents a 24.9 per cent increase compared to August 2010 when 3,750 properties were listed for sale on the MLS® and an eight per cent decline compared to the 5,097 new listings reported in July 2011. Last month's new listing total was the highest volume recorded for August in 16 years.

At 15,437, the total number of residential property listings on the MLS® increased 1.4 per cent in August compared to July 2011 and rose 0.1 per cent compared to this time last year.

The MLSLink® Housing Price Index (HPI) benchmark price for all residential properties in Greater Vancouver over the last 12 months has increased 8.5 per cent to \$625,578 in August 2011 from \$576,597 in August 2010.

"Year over year, prices are up. However, in the detached home category, benchmark prices have come down slightly in each of the past two months," Setticasi said. "It's important for people entering the market to understand that activity can differ significantly depending on the area and property type."

Sales of detached properties on the MLS® in August 2011 reached 1,020, an increase of 14.2 per cent from the 893 detached sales recorded in August 2010, and a 25.4 per cent decrease from the 1,367 units sold in August 2009. The benchmark price for detached properties increased 11.7 per cent from August 2010 to \$888,243.

Sales of apartment properties reached 955 in August 2011, a 2.1 per cent increase compared to the 935 sales in August 2010, and a decrease of 34.8 per cent compared to the 1,464 sales in August 2009. The benchmark price of an apartment property increased 5.6 per cent from August 2010 to \$407,457.

Attached property sales in August 2011 totalled 403, a 7.8 per cent increase compared to the 374 sales in August 2010, and a 33.9 per cent decrease from the 610 attached properties sold in August 2009. The benchmark price of an attached unit increased 4.5 per cent between August 2010 and 2011 to \$511,433.

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The real estate industry is a key economic driver in British Columbia. In 2010, 30,595 homes changed ownership in the Board's area, generating \$1.28 billion in spin-off activity and 8,567 jobs. The total dollar value of residential sales transacted through the MLS® system in Greater Vancouver totalled \$21 billion in 2010. The Real Estate Board of Greater Vancouver is an association representing more than 10,000 REALTORS® and their companies. The Board provides a variety of member services, including the Multiple Listing Service®. For more information on real estate, statistics, and buying or selling a home, contact a local REALTOR® or visit [www.rebgv.org](http://www.rebgv.org).

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# MLSLINK HOUSING PRICE INDEX

## August 2011



PROPERTY TYPE	AREA	BENCHMARK PRICE	PRICE RANGE (+/-)	3 MONTH AVG BENCHMARK PRICE	PRICE INDEX	1 YEAR CHANGE %	3 YEAR CHANGE %	5 YEAR CHANGE %	10 YEAR CHANGE %
<b>Residential</b>	Greater Vancouver	\$625,578	0.6%	\$628,917	264.2	8.5	14.7	29.7	163.2
<b>Detached</b>	Greater Vancouver	\$888,243	1.2%	\$896,270	262.3	11.7	20.4	35.9	162.9
	Burnaby	\$918,078	2.4%	\$925,600	270.2	13.2	25.8	40.0	172.2
	Coquitlam	\$715,340	4.6%	\$722,162	251.6	6.5	7.2	23.9	149.3
	South Delta	\$737,140	3.9%	\$733,432	240.9	4.2	22.0	24.4	136.1
	Maple Ridge	\$453,122	3.5%	\$452,297	206.7	1.8	3.4	12.9	104.0
	New Westminster	\$629,886	4.2%	\$636,765	259.6	9.2	15.4	19.1	148.0
	North Vancouver	\$969,976	2.9%	\$960,871	242.3	10.3	11.7	26.6	148.0
	Pitt Meadows	\$516,510	9.4%	\$544,482	212.0	-8.3	12.0	16.7	123.0
	Port Coquitlam	\$579,563	5.8%	\$587,106	245.0	8.5	10.7	19.9	138.0
	Port Moody	\$750,240	13.6%	\$744,833	225.5	-5.9	3.5	20.9	140.9
	Richmond	\$1,101,939	2.5%	\$1,087,654	325.3	22.4	43.7	72.2	225.3
	Squamish	\$463,679	12.4%	\$505,942	176.1	-5.9	-18.0	9.1	92.0
	Sunshine Coast	\$403,007	6.3%	\$412,844	229.3	2.4	0.2	7.6	124.0
	Vancouver East	\$823,976	2.2%	\$839,283	279.1	13.1	24.0	36.9	178.8
	Vancouver West	\$1,963,426	2.7%	\$2,025,543	325.8	19.6	43.1	69.5	227.5
	West Vancouver	\$1,760,710	4.5%	\$1,761,292	259.4	26.7	16.4	36.1	155.3
<b>Attached</b>	Greater Vancouver	\$511,433	0.9%	\$519,589	248.1	4.5	10.4	25.8	142.9
	Burnaby	\$513,510	1.5%	\$513,215	257.2	5.1	11.0	30.2	158.3
	Coquitlam	\$461,526	2.6%	\$462,172	249.0	5.2	11.4	24.7	148.6
	South Delta	\$472,777	5.7%	\$474,994	253.2	4.7	8.1	20.4	155.8
	Maple Ridge & Pitt Meadows	\$306,909	2.7%	\$315,091	212.9	1.1	-0.7	8.0	114.0
	North Vancouver	\$626,022	3.4%	\$643,826	245.0	6.2	9.2	20.4	152.4
	Port Coquitlam	\$402,277	3.1%	\$411,785	221.2	-1.3	4.1	17.6	119.2
	Port Moody	\$388,376	3.8%	\$403,154	231.8	-1.7	-0.4	7.9	144.6
	Richmond	\$549,175	1.7%	\$557,296	264.8	7.5	20.5	37.9	157.2
	Vancouver East	\$554,336	3.7%	\$565,539	259.2	2.5	4.4	29.0	150.2
	Vancouver West	\$798,081	3.3%	\$810,359	284.8	6.5	14.6	33.6	178.9
<b>Apartment</b>	Greater Vancouver	\$407,457	0.6%	\$405,988	265.0	5.6	8.8	22.9	162.1
	Burnaby	\$373,193	1.1%	\$370,074	279.0	6.2	8.9	24.7	171.0
	Coquitlam	\$292,976	2.2%	\$294,632	249.8	1.6	1.2	15.2	156.0
	South Delta	\$367,928	4.2%	\$374,042	239.6	3.4	10.2	25.0	125.7
	Maple Ridge & Pitt Meadows	\$246,688	3.4%	\$243,314	262.0	0.5	-4.9	3.8	135.9
	New Westminster	\$307,759	2.1%	\$306,630	250.0	2.7	4.5	21.3	151.9
	North Vancouver	\$395,308	2.4%	\$391,359	251.5	3.4	6.6	15.6	147.3
	Port Coquitlam	\$241,912	2.6%	\$247,078	283.3	-3.3	-5.5	9.6	168.1
	Port Moody	\$309,749	3.4%	\$308,942	264.3	5.4	2.9	13.9	149.2
	Richmond	\$362,056	1.5%	\$361,438	294.3	7.3	15.3	31.6	191.4
	Vancouver East	\$342,096	2.4%	\$341,753	280.1	5.3	5.1	28.6	175.6
	Vancouver West	\$524,432	1.2%	\$522,492	266.8	6.7	11.9	23.5	162.3
	West Vancouver	\$739,225	9.8%	\$712,251	265.2	21.2	16.8	26.6	165.0

### HOW TO READ THE TABLE:

**BENCHMARK PRICE:** Estimated sale price of a benchmark property. Benchmarks represent a typical property within each market.

**PRICE RANGE:** Expressed as a + or - percentage of the benchmark price, there is a 90% probability the sale price of a benchmark house is within the interval.

**PRICE INDEX:** Index numbers estimate the percentage change in price on typical and constant quality properties over time. All figures are based on past sales.

In Year 2001, the indexes are averaged to 100

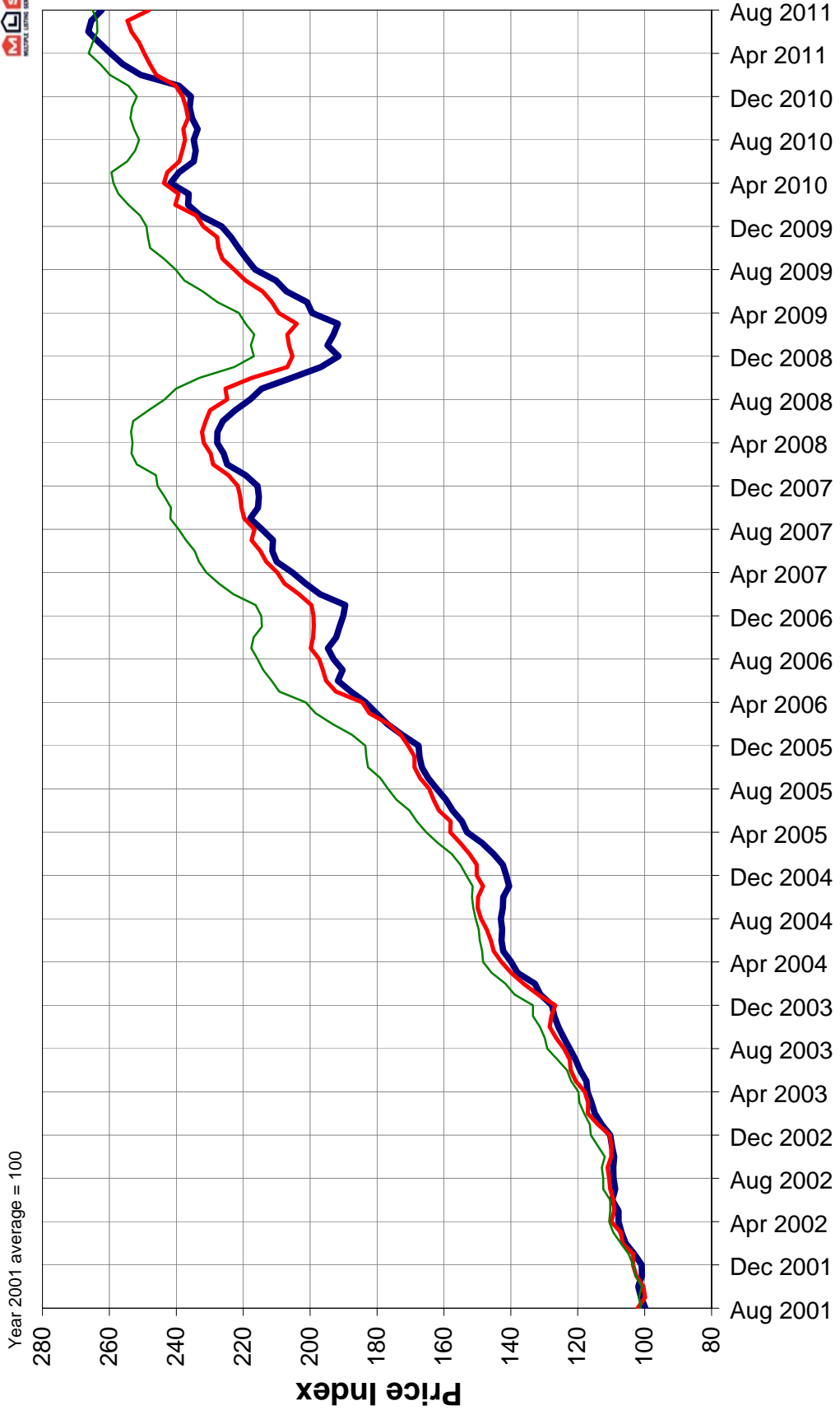
Key: \* = Sales sample too small; Price information not reported.



# MLS® Housing Price Index - Greater Vancouver 10 Year Trend



— Detached — Attached — Apartment



# MLS® SALES Facts



**August  
2011**

	Burnaby	Coquitlam	Delta - South	Islands - Gulf	Maple Ridge/Pitt Meadows	New Westminster	North Vancouver	Port Coquitlam	Port Moody/Belcarra	Richmond	Squamish	Sunshine Coast	Vancouver East	Vancouver West	West Vancouver/Howe Sound	Whistler/Pemberton	TOTALS
<b>August 2011</b>	Number of Sales	112	48	2	108	23	73	26	19	95	13	39	148	130	80	8	1,020
	Median Selling Price	\$917,000	\$670,000	n/a	\$495,329	\$619,900	\$880,000	\$526,000	n/a	\$1,020,000	n/a	\$399,000	\$830,000	\$2,199,000	\$2,090,000	n/a	n/a
		\$499,500	n/a	n/a	\$290,000	n/a	\$599,000	n/a	\$399,250	\$530,000	n/a	n/a	\$558,500	\$938,800	n/a	n/a	n/a
<b>July 2011</b>	Number of Sales	95	50	2	109	28	92	40	13	123	17	48	144	139	86	13	1,099
	Median Selling Price	\$875,500	\$709,500	n/a	\$500,000	\$657,000	\$905,500	\$570,000	n/a	\$945,000	n/a	\$401,000	\$848,500	\$2,037,500	\$1,865,000	n/a	n/a
		\$528,000	n/a	n/a	\$314,633	n/a	n/a	n/a	n/a	\$561,000	n/a	n/a	\$586,750	\$820,500	n/a	n/a	n/a
<b>August 2010</b>	Number of Sales	89	37	4	84	26	58	26	14	124	10	43	131	134	46	10	893
	Median Selling Price	\$803,500	\$642,000	n/a	\$466,993	\$534,250	\$878,500	\$555,000	n/a	\$850,000	n/a	\$381,000	\$740,000	\$1,680,000	\$1,605,000	n/a	n/a
		\$490,000	n/a	n/a	\$306,500	n/a	\$563,000	n/a	n/a	\$484,000	n/a	n/a	\$533,000	\$773,000	n/a	n/a	n/a
<b>Jan. - Aug. 2011</b>	Number of Sales	966	481	20	821	245	891	328	169	1,329	123	316	1,345	1,579	898	66	10,552
	Median Selling Price	\$888,000	\$655,000	\$620,500	\$484,250	\$619,950	\$920,000	\$540,000	\$832,000	\$992,500	\$490,000	\$395,000	\$816,000	\$2,060,000	\$1,775,000	\$837,500	n/a
		\$490,000	\$448,500	n/a	\$309,900	\$409,000	\$628,250	\$385,000	\$423,000	\$545,000	\$350,000	\$267,500	\$600,000	\$860,000	\$1,100,000	\$577,500	n/a
<b>Jan. - Aug. 2010</b>	Number of Sales	762	339	21	803	211	673	317	165	1,193	125	356	1,178	1,186	481	62	8,590
	Median Selling Price	\$780,000	\$635,000	\$366,000	\$488,000	\$590,000	\$875,000	\$530,000	\$775,000	\$838,000	\$492,000	\$410,000	\$742,000	\$1,675,000	\$1,475,000	\$887,500	n/a
		\$470,750	\$415,750	n/a	\$308,000	\$423,000	\$599,000	\$384,000	\$455,444	\$489,000	\$376,700	\$283,500	\$556,000	\$780,000	\$1,054,500	\$515,000	n/a
<b>Year-to-date</b>	Number of Sales	1,344	1,109	0	1,988	626	619	204	195	1,174	29	39	823	3,155	160	53	9,231
	Median Selling Price	\$888,000	\$655,000	\$620,500	\$484,250	\$619,950	\$920,000	\$540,000	\$832,000	\$992,500	\$490,000	\$395,000	\$816,000	\$2,060,000	\$1,775,000	\$837,500	n/a
		\$490,000	\$448,500	n/a	\$309,900	\$409,000	\$628,250	\$385,000	\$423,000	\$545,000	\$350,000	\$267,500	\$600,000	\$860,000	\$1,100,000	\$577,500	n/a
<b>Year-to-date</b>	Number of Sales	1,262	1,119	0	1,888	603	592	237	205	1,296	50	35	872	3,173	110	47	9,269
	Median Selling Price	\$780,000	\$635,000	\$366,000	\$488,000	\$590,000	\$875,000	\$530,000	\$775,000	\$838,000	\$492,000	\$410,000	\$742,000	\$1,675,000	\$1,475,000	\$887,500	n/a
		\$470,750	\$415,750	n/a	\$308,000	\$423,000	\$599,000	\$384,000	\$455,444	\$489,000	\$376,700	\$283,500	\$556,000	\$780,000	\$1,054,500	\$515,000	n/a

Note: Median Selling Prices are not reported for areas with less than 20 sales or for the Gulf Islands



# MLS® LISTINGS Facts



**August  
2011**

	Burnaby	Coquitlam	Delta - South	Islands - Gulf	Maple Ridge/Pitt Meadows	New Westminster	North Vancouver	Port Coquitlam	Port Moody/Belcarra	Richmond	Squamish	Sunshine Coast	Vancouver East	Vancouver West	West Vancouver/Howe Sound	Whistler/Pemberton	TOTALS
<b>August 2011</b>	182	185	64	18	202	42	109	56	41	251	33	97	287	270	144	38	2,019
	Detached	Attached	Apartment														
	124	52	8	0	58	14	38	25	50	165	14	4	42	112	6	31	743
	258	114	24	0	54	116	100	66	40	244	16	15	169	627	28	52	1,923
	53%	61%	75%	11%	53%	55%	67%	46%	46%	38%	39%	40%	52%	48%	56%	21%	n/a
	53%	88%	138%	n/a	53%	43%	61%	60%	48%	42%	71%	50%	55%	51%	33%	58%	n/a
	66%	45%	75%	n/a	44%	57%	63%	35%	40%	39%	25%	13%	41%	54%	50%	6%	n/a
<b>July 2011</b>	205	179	74	13	212	35	133	54	34	292	46	112	287	279	161	40	2,156
	Detached	Attached	Apartment														
	121	80	15	0	57	15	37	37	50	149	19	6	57	93	6	48	790
	293	113	25	0	54	138	146	52	50	281	27	15	173	724	25	35	2,151
	46%	56%	68%	15%	51%	80%	69%	74%	38%	42%	37%	43%	50%	50%	53%	33%	n/a
	60%	58%	40%	n/a	74%	87%	46%	46%	16%	59%	11%	0%	70%	67%	83%	29%	n/a
	56%	55%	36%	n/a	39%	50%	53%	40%	42%	48%	0%	47%	52%	47%	72%	11%	n/a
<b>August 2010</b>	100	136	44	7	152	33	91	45	25	165	28	93	170	196	99	36	1,420
	Detached	Attached	Apartment														
	114	58	8	0	50	8	37	48	23	124	10	6	43	74	10	34	647
	205	90	20	0	67	112	98	35	44	205	10	6	124	609	26	32	1,683
	89%	42%	84%	57%	55%	79%	64%	56%	56%	75%	36%	46%	77%	68%	46%	28%	n/a
	46%	41%	75%	n/a	64%	63%	73%	27%	70%	68%	150%	67%	51%	72%	40%	47%	n/a
	74%	53%	70%	n/a	15%	47%	58%	54%	50%	62%	60%	67%	60%	53%	38%	47%	n/a
<b>Jan. - Aug. 2011 Year-to-date*</b>	1,552	1,635	699	126	1,670	365	1,373	527	346	2,893	348	952	2,196	2,854	1,509	239	19,084
	Detached	Attached	Apartment														
	1,047	632	98	0	588	159	440	280	317	1,476	159	75	478	1,001	84	338	7,172
	2,369	1,086	181	10	480	1,157	1,238	511	449	2,332	181	128	1,521	6,172	288	285	18,388
	62%	60%	69%	16%	49%	67%	65%	62%	49%	46%	35%	33%	61%	59%	60%	28%	n/a
	60%	67%	63%	n/a	61%	64%	60%	58%	51%	52%	41%	41%	62%	56%	54%	30%	n/a
	57%	46%	60%	0%	41%	54%	50%	40%	43%	50%	16%	30%	54%	51%	56%	19%	n/a
<b>Jan. - Aug. 2010 Year-to-date*</b>	1,509	1,594	625	154	1,764	394	1,311	612	369	2,266	342	1,044	2,309	2,336	1,197	263	18,089
	Detached	Attached	Apartment														
	1,030	573	116	19	566	93	475	334	287	1,354	183	87	561	1,085	110	310	7,183
	2,497	1,121	200	3	510	1,232	1,288	498	525	2,459	146	84	1,627	6,824	290	275	19,579
	50%	45%	54%	14%	46%	54%	51%	52%	45%	53%	37%	34%	51%	51%	40%	24%	n/a
	56%	50%	53%	0%	54%	76%	57%	51%	53%	60%	43%	46%	55%	46%	49%	29%	n/a
	51%	43%	60%	0%	37%	49%	46%	48%	39%	53%	34%	42%	54%	46%	38%	17%	n/a

\* Year-to-date listings represent a cumulative total of listings rather than total active listings.

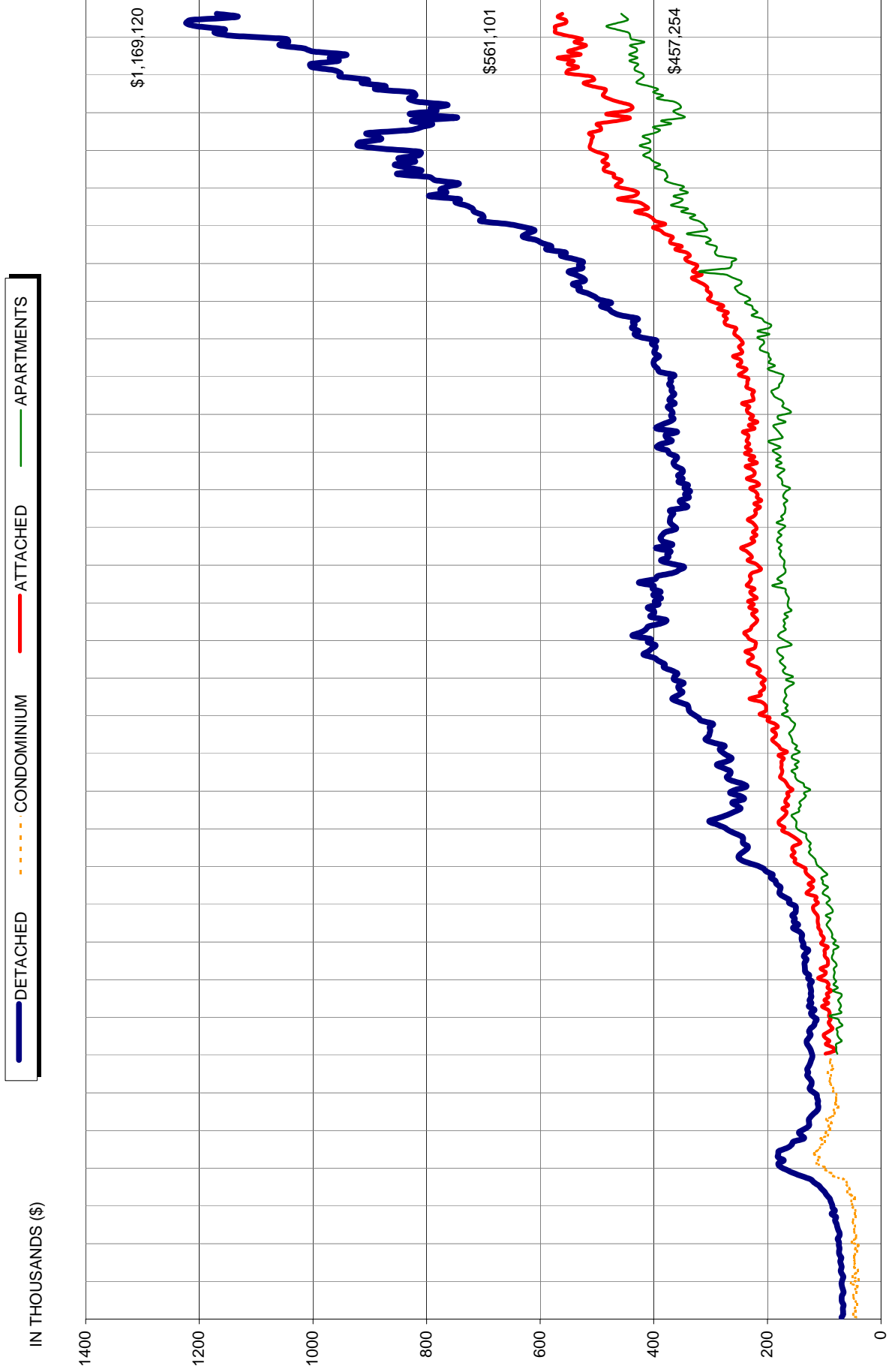


# Listing & Sales Activity Summary

	<u>Listings</u>				<u>Sales</u>						
	1 Aug 2010	2 Jul 2011	3 Aug 2011	Col. 2 & 3 Percentage Variance	5 Aug 2010	6 Jul 2011	7 Aug 2011	Col. 6 & 7 Percentage Variance	9 Jun 2010 - Aug 2010	10 Jun 2011 - Aug 2011	Col. 9 & 10 Percentage Variance
<b>BURNABY</b>				<b>%</b>				<b>%</b>			<b>%</b>
DETACHED	100	205	182	-11.2	89	95	96	1.1	249	311	24.9
ATTACHED	114	121	124	2.5	53	72	66	-8.3	197	230	16.8
APARTMENTS	205	293	258	-11.9	151	165	169	2.4	454	530	16.7
<b>COQUITLAM</b>											
DETACHED	136	179	185	3.4	57	100	112	12.0	232	359	54.7
ATTACHED	58	80	52	-35.0	24	46	46	0.0	77	139	80.5
APARTMENTS	90	113	114	0.9	48	62	51	-17.7	159	196	23.3
<b>DELTA</b>											
DETACHED	44	74	64	-13.5	37	50	48	-4.0	109	160	46.8
ATTACHED	8	15	8	-46.7	6	6	11	83.3	31	26	-16.1
APARTMENTS	20	25	24	-4.0	14	9	18	100.0	48	43	-10.4
<b>MAPLE RIDGE/PITT MEADOWS</b>											
DETACHED	152	212	202	-4.7	84	109	108	-0.9	286	340	18.9
ATTACHED	50	57	58	1.8	32	42	31	-26.2	101	121	19.8
APARTMENTS	67	54	54	0.0	10	21	24	14.3	56	80	42.9
<b>NORTH VANCOUVER</b>											
DETACHED	91	133	109	-18.0	58	92	73	-20.7	245	318	29.8
ATTACHED	37	37	38	2.7	27	17	23	35.3	80	81	1.3
APARTMENTS	98	146	100	-31.5	57	77	63	-18.2	194	250	28.9
<b>NEW WESTMINSTER</b>											
DETACHED	33	35	42	20.0	26	28	23	-17.9	74	87	17.6
ATTACHED	8	15	14	-6.7	5	13	6	-53.8	21	36	71.4
APARTMENTS	112	138	116	-15.9	53	69	66	-4.3	203	248	22.2
<b>PORT MOODY/BELCARRA</b>											
DETACHED	25	34	41	20.6	14	13	19	46.2	65	63	-3.1
ATTACHED	23	50	50	0.0	16	8	24	200.0	53	60	13.2
APARTMENTS	44	50	40	-20.0	22	21	16	-23.8	73	64	-12.3
<b>PORT COQUITLAM</b>											
DETACHED	45	54	56	3.7	26	40	26	-35.0	115	103	-10.4
ATTACHED	48	37	25	-32.4	13	17	15	-11.8	56	52	-7.1
APARTMENTS	35	52	66	26.9	19	21	23	9.5	69	64	-7.2
<b>RICHMOND</b>											
DETACHED	165	292	251	-14.0	124	123	95	-22.8	370	376	1.6
ATTACHED	124	149	165	10.7	84	88	69	-21.6	280	243	-13.2
APARTMENTS	205	281	244	-13.2	127	135	96	-28.9	422	370	-12.3
<b>SUNSHINE COAST</b>											
DETACHED	93	112	97	-13.4	43	48	39	-18.8	142	140	-1.4
ATTACHED	6	6	4	-33.3	4	0	2	200.0	16	7	-56.3
APARTMENTS	6	15	15	0.0	4	7	2	-71.4	18	18	0.0
<b>SQUAMISH</b>											
DETACHED	28	46	33	-28.3	10	17	13	-23.5	43	41	-4.7
ATTACHED	10	19	14	-26.3	15	2	10	400.0	37	22	-40.5
APARTMENTS	10	27	16	-40.7	6	0	4	400.0	15	10	-33.3
<b>VANCOUVER EAST</b>											
DETACHED	170	287	287	0.0	131	144	148	2.8	404	472	16.8
ATTACHED	43	57	42	-26.3	22	40	23	-42.5	117	97	-17.1
APARTMENTS	124	173	169	-2.3	75	90	69	-23.3	283	269	-4.9
<b>VANCOUVER WEST</b>											
DETACHED	196	279	270	-3.2	134	139	130	-6.5	403	482	19.6
ATTACHED	74	93	112	20.4	53	62	57	-8.1	196	189	-3.6
APARTMENTS	609	724	627	-13.4	324	341	337	-1.2	1112	1052	-5.4
<b>WHISTLER</b>											
DETACHED	36	40	38	-5.0	10	13	8	-38.5	25	29	16.0
ATTACHED	34	48	31	-35.4	16	14	18	28.6	37	42	13.5
APARTMENTS	32	35	52	48.6	15	4	3	-25.0	29	17	-41.4
<b>WEST VANCOUVER/HOWE SOUND</b>											
DETACHED	99	161	144	-10.6	46	86	80	-7.0	168	300	78.6
ATTACHED	10	6	6	0.0	4	5	2	-60.0	18	15	-16.7
APARTMENTS	26	25	28	12.0	10	18	14	-22.2	37	50	35.1
<b>GRAND TOTALS</b>											
DETACHED	<b>1413</b>	<b>2143</b>	<b>2001</b>	<b>-6.6</b>	<b>889</b>	<b>1097</b>	<b>1018</b>	<b>-7.2</b>	<b>2930</b>	<b>3581</b>	<b>22.2</b>
ATTACHED	<b>647</b>	<b>790</b>	<b>743</b>	<b>-5.9</b>	<b>374</b>	<b>432</b>	<b>403</b>	<b>-6.7</b>	<b>1317</b>	<b>1360</b>	<b>3.3</b>
APARTMENTS	<b>1683</b>	<b>2151</b>	<b>1923</b>	<b>-10.6</b>	<b>935</b>	<b>1040</b>	<b>955</b>	<b>-8.2</b>	<b>3172</b>	<b>3261</b>	<b>2.8</b>



# Residential Average Sale Prices - January 1977 to August 2011



1977 1978 1979 1980 1981 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011

NOTE: From 1977 - 1984 condominium averages were not separated into attached & apartment.

