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We developed this **Easy, Efficient, and Effective All-In-One monthly Statistical Report** for you to share with clients and give you everything you need to be the best in your business. **Your attached FREE September 2011 SnapStats™ Report** is compliments of Deborah Upton, President and Co-Owner, RE/MAX Crest Realty Westside. **See last page for exclusive RE/MAX pricing details.**

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SnapStats™



SEPTEMBER 2011

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▷ **Everything You Need To Know About Your Real Estate Market Today!**
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RE/MAX Crest Realty Westside

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Price Band Statistics ATTACHED (Condo & TH)

SEPTEMBER STATS	Listings	Sales	Absorption*
\$0 – 300,000	59	15	25.42%
300,001 – 400,000	181	57	31.49%
400,001 – 500,000	182	39	21.43%
500,001 – 600,000	183	29	15.85%
600,001 – 700,000	110	10	9.09%
700,001 – 800,000	76	9	11.84%
800,001 – 900,000	71	4	5.63%
900,001 – 1,000,000	47	8	17.02%
1,000,001 – 1,250,000	78	5	6.41%
1,250,001 – 1,500,000	63	8	12.70%
1,500,001 – 1,750,000	32	4	12.50%
1,750,001 – 2,000,000	25	1	4.00%
2,000,001 – 2,250,000	10	0	0.00%
2,250,001 – 2,500,000	17	0	0.00%
2,500,001 – 2,750,000	5	1	20.00%
2,750,001 – 3,000,000	10	1	10.00%
3,000,001 – 3,500,000	21	3	14.29%
3,500,001 – 4,000,000	15	1	6.67%
4,000,001 – 4,500,000	10	0	0.00%
4,500,001 – 5,000,000	5	0	0.00%
5,000,001 & Greater	24	2	8.33%
TOTAL	1224	197	16.09%

STYLE OF HOME	Listings	Sales	Absorption*
2 Bedrooms & Less	1122	190	16.93%
3 to 4 Bedrooms	99	6	6.06%
5 to 6 Bedrooms	3	0	0.00%
7 Bedrooms & More	0	1	0.00%
TOTAL	1224	197	16.09%

SnapStats™	August	September	Variance
Listings Active	1152	1224	6.25%
Solds	209	197	-5.74%
Sale Price Average (Median)	\$502,000	\$460,000	-8.37%
Sale to List Price Ratio	98.6%	96.8%	-1.83%
Days on Market Average	29	29	0.00%

Community Statistics ATTACHED (Condo & TH)

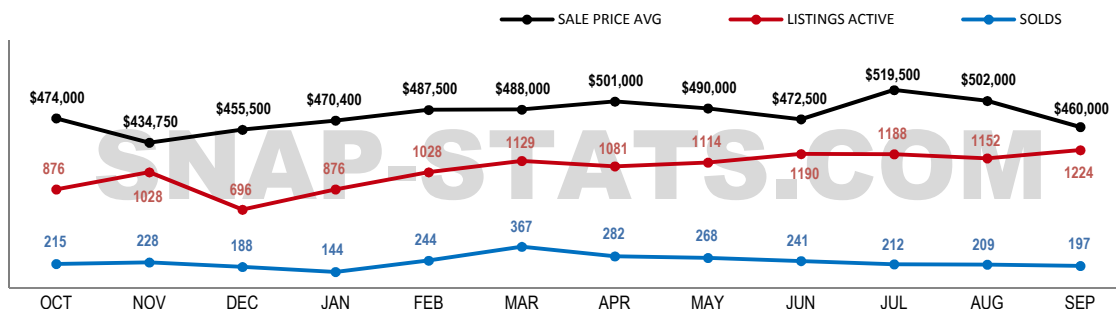
COMMUNITY STATS	Listings	Sales	Absorption*
Coal Harbour	185	23	12.43%
Downtown	482	81	16.80%
Westend	249	47	18.88%
Yaletown	308	46	14.94%
TOTAL	1224	197	16.09%

*Market Absorption Rate: The rate inventory of homes are selling

SnapStats™ ▷ Summary ATTACHED

- Buyers gain market advantage with a correction of 8% for Downtown Average Sale Price
- 70% of Downtown market is officially a Buyers market (under 15% Market Absorption Rate)
- Most Active Price Band: Under \$600,000 with 71% of total month's sales and average 23% Absorption Rate.
- Hottest Neighbourhood: Westend with 19% Absorption Rate and 24% of total September sales
- Buyers are king in Coal Harbour with a 12% Absorption Rate and only 12% of total sales for the month

SnapStats™ ▷ 12 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Your Name



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Price Band Statistics DETACHED

SEPTEMBER STATS	Listings	Sales	Absorption*
\$0 - 300,000	0	0	0.00%
300,001 - 400,000	1	0	0.00%
400,001 - 500,000	1	0	0.00%
500,001 - 600,000	2	0	0.00%
600,001 - 700,000	0	2	0.00%
700,001 - 800,000	0	0	0.00%
800,001 - 900,000	3	1	33.33%
900,001 - 1,000,000	3	1	33.33%
1,000,001 - 1,250,000	20	5	25.00%
1,250,001 - 1,500,000	36	9	25.00%
1,500,001 - 1,750,000	52	23	44.23%
1,750,001 - 2,000,000	82	10	12.20%
2,000,001 - 2,250,000	38	10	26.32%
2,250,001 - 2,500,000	69	11	15.94%
2,500,001 - 2,750,000	47	6	12.77%
2,750,001 - 3,000,000	97	7	7.22%
3,000,001 - 3,500,000	83	5	6.02%
3,500,001 - 4,000,000	72	4	5.56%
4,000,001 - 4,500,000	46	4	8.70%
4,500,001 - 5,000,000	41	1	2.44%
5,000,001 & Greater	84	5	5.95%
TOTAL	777	104	13.38%

STYLE OF HOME	Listings	Sales	Absorption*
2 Bedrooms & Less	17	9	52.94%
3 to 4 Bedrooms	253	43	17.00%
5 to 6 Bedrooms	395	42	10.63%
7 Bedrooms & More	112	10	8.93%
TOTAL	777	104	13.38%

SnapStats™	August	September	Variance
Listings Active	631	777	23.14%
Solds	128	104	-18.75%
Sale Price Average (Median)	\$2,199,000	\$2,027,500	-7.80%
Sale to List Price Ratio	101.19%	99.2%	-1.97%
Days on Market Average	13	12	-7.69%

Community Statistics DETACHED

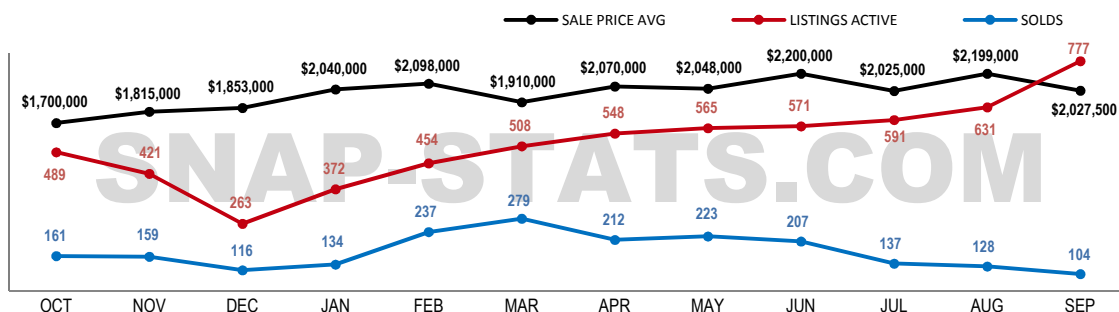
COMMUNITY STATS	Listings	Sales	Absorption*
Arbutus	55	5	9.09%
Cambie	65	13	20.00%
Dunbar	73	14	19.18%
Fairview	3	0	0.00%
Falsecreek	1	0	0.00%
Kerrisdale	41	11	26.83%
Kitsilano	52	8	15.38%
Mackenzie Heights	34	1	2.94%
Marpole	51	4	7.84%
Mount Pleasant	2	0	0.00%
Oakridge	19	5	26.32%
Point Grey	73	9	12.33%
Quilchena	29	4	13.79%
SW Marine	37	0	0.00%
Shaughnessy	79	6	7.59%
South Cambie	19	1	5.26%
South Granville	97	13	13.40%
Southlands	28	5	17.86%
University	19	5	26.32%
TOTAL	777	104	13.38%

*Market Absorption Rate: The rate inventory of homes are selling

SnapStats™ ▷ Summary DETACHED

- The Westside rollercoaster ride is not over: Listings up 23%, Sales down 19% and Average Sale Price dropped 8%
- Very strong Sellers market continues to exist with homes priced between \$800,000 to \$1.75 mil (average 32% M.A.R.)
- Most Active Price Band: \$1.5 mil to \$1.75 mil
- Best neighbourhood to have a home to sell: Kerrisdale, Oakridge and University each with a 26% M.A.R.
- Buyers can find the best shopping in MacKenzie Heights and South Cambie both with <5% Absorption Rates

SnapStats™ ▷ 12 Month Market Trend DETACHED



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Price Band Statistics ATTACHED (Condo & TH)

SEPTEMBER STATS	Listings	Sales	Absorption*
\$0 – 300,000	39	9	23.08%
300,001 – 400,000	117	38	32.48%
400,001 – 500,000	158	26	16.46%
500,001 – 600,000	128	28	21.88%
600,001 – 700,000	104	12	11.54%
700,001 – 800,000	76	11	14.47%
800,001 – 900,000	69	9	13.04%
900,001 – 1,000,000	44	8	18.18%
1,000,001 – 1,250,000	62	10	16.13%
1,250,001 – 1,500,000	39	7	17.95%
1,500,001 – 1,750,000	14	3	21.43%
1,750,001 – 2,000,000	10	3	30.00%
2,000,001 – 2,250,000	3	0	0.00%
2,250,001 – 2,500,000	2	0	0.00%
2,500,001 – 2,750,000	3	0	0.00%
2,750,001 – 3,000,000	5	1	20.00%
3,000,001 – 3,500,000	4	0	0.00%
3,500,001 – 4,000,000	1	0	0.00%
4,000,001 – 4,500,000	1	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	1	0	0.00%
TOTAL	880	165	18.75%

STYLE OF HOME	Listings	Sales	Absorption*
2 Bedrooms & Less	760	143	18.82%
3 to 4 Bedrooms	117	22	18.80%
5 to 6 Bedrooms	2	0	0.00%
7 Bedrooms & More	1	0	0.00%
TOTAL	880	165	18.75%

SnapStats™	August	September	Variance
Listings Active	879	880	0.11%
Solds	168	165	-1.79%
Sale Price Average (Median)	\$580,500	\$545,000	-6.12%
Sale to List Price Ratio	98.7%	99.1%	0.41%
Days on Market Average	30	20	-33.33%

Community Statistics ATTACHED (Condo & TH)

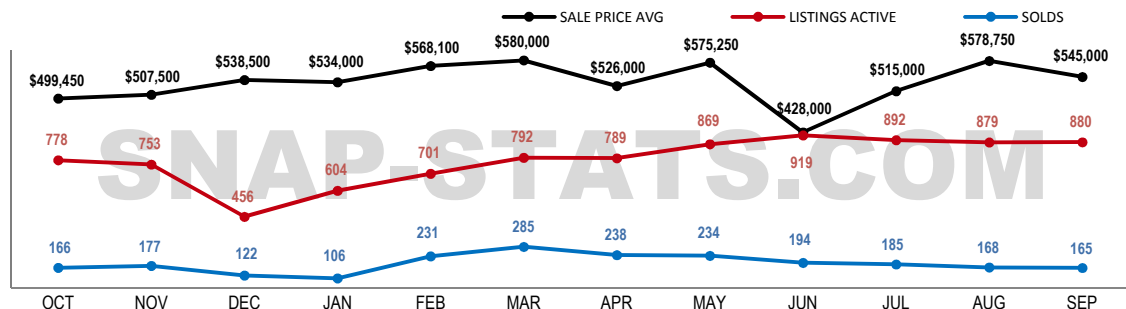
COMMUNITY STATS	Listings	Sales	Absorption*
Arbutus	0	0	0.00%
Cambie	7	4	57.14%
Dunbar	16	0	0.00%
Fairview	188	49	26.06%
Falsecreek	99	9	9.09%
Kerrisdale	54	8	14.81%
Kitsilano	165	36	21.82%
Mackenzie Heights	1	0	0.00%
Marpole	34	6	17.65%
Mount Pleasant	15	7	46.67%
Oakridge	18	3	16.67%
Point Grey	25	7	28.00%
Quilchena	41	6	14.63%
SW Marine	7	1	14.29%
Shaughnessy	6	3	50.00%
South Cambie	12	3	25.00%
South Granville	12	1	8.33%
Southlands	2	1	50.00%
University	178	21	11.80%
TOTAL	880	165	18.75%

*Market Absorption Rate: The rate inventory of homes are selling

SnapStats™ ▷ Summary ATTACHED

- Listings and Sales are virtually unchanged but Average Days on Market increased an extraordinary 33%
- Most Active Price Band: \$300,000 to \$400,000 with 23% of total month's sales and 1 in 3 home selling
- Price Band with lowest chance of selling: \$600,000 to \$700,000
- Hottest neighbourhood to sell a home: Cambie and Mt Pleasant with a colossal 52% average Absorption Rate
- Sellers in False Creek and South Granville must price sharply and stage their homes with only 1 in 10 selling

SnapStats™ ▷ 12 Month Market Trend ATTACHED



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Price Band Statistics DETACHED

SEPTEMBER STATS	Listings	Sales	Absorption*
\$0 - 300,000	0	0	0.00%
300,001 - 400,000	0	0	0.00%
400,001 - 500,000	1	0	0.00%
500,001 - 600,000	5	4	80.00%
600,001 - 700,000	41	19	46.34%
700,001 - 800,000	114	26	22.81%
800,001 - 900,000	116	33	28.45%
900,001 - 1,000,000	97	27	27.84%
1,000,001 - 1,250,000	109	25	22.94%
1,250,001 - 1,500,000	59	2	3.39%
1,500,001 - 1,750,000	22	4	18.18%
1,750,001 - 2,000,000	14	1	7.14%
2,000,001 - 2,250,000	1	0	0.00%
2,250,001 - 2,500,000	1	0	0.00%
2,500,001 - 2,750,000	0	0	0.00%
2,750,001 - 3,000,000	0	0	0.00%
3,000,001 - 3,500,000	0	0	0.00%
3,500,001 - 4,000,000	0	0	0.00%
4,000,001 - 4,500,000	0	0	0.00%
4,500,001 - 5,000,000	0	0	0.00%
5,000,001 & Greater	0	0	0.00%
TOTAL	580	141	24.31%

STYLE OF HOME	Listings	Sales	Absorption*
2 Bedrooms & Less	32	15	46.88%
3 to 4 Bedrooms	148	53	35.81%
5 to 6 Bedrooms	284	61	21.48%
7 Bedrooms & More	116	12	10.34%
TOTAL	580	141	24.31%

SnapStats™	August	September	Variance
Listings Active	548	580	5.84%
Solds	148	141	-4.73%
Sale Price Average (Median)	\$832,500	\$885,000	6.31%
Sale to List Price Ratio	100%	103%	3%
Days on Market Average	12	12	0.00%

Community Statistics DETACHED

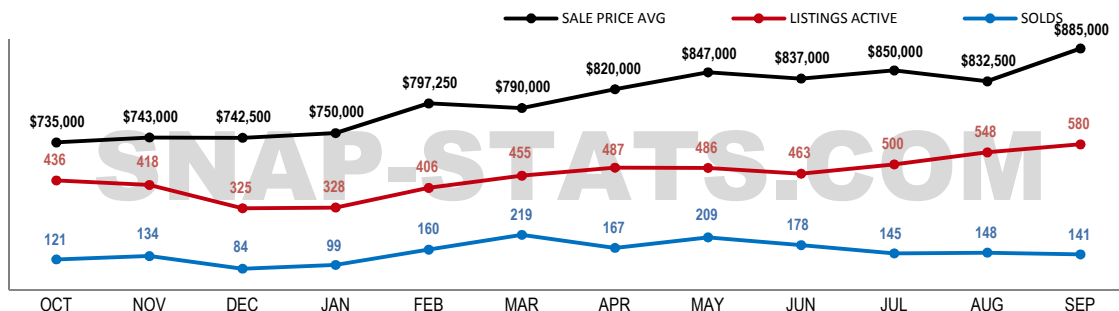
COMMUNITY STATS	Listings	Sales	Absorption*
Champlain Heights	2	0	0.00%
Collingwood	63	11	17.46%
Downtown	0	0	0.00%
Fraser	34	9	26.47%
Fraserview	52	9	17.31%
Grandview	33	4	12.12%
Hastings	9	1	11.11%
Hastings East	23	7	30.43%
Kilarny	71	15	21.13%
Knight	75	17	22.67%
Main	26	14	53.85%
Mt Pleasant	13	5	38.46%
Renfrew Heights	42	9	21.43%
Renfrew	46	16	34.78%
South Vancouver	65	18	27.69%
Victoria	26	6	23.08%
TOTAL	580	141	24.31%

*Market Absorption Rate: The rate inventory of homes are selling

SnapStats™ ▷ Summary DETACHED

- Detached Buyers frustrated with Westside pricing are buying Eastside homes and forcing multiple offers (103% SP vs LP)
- Homes under \$600,000 have an 8 out of 10 chance to sell
- Most Active Price Band: \$800,000 - \$900,000 with 33 sales (23% of months total)
- Official strong Sellers market for more than half of the communities on the Eastside (+20% Absorption Rate)
- Most popular area for sales: Knight and South Vancouver representing 1 in 4 of the homes that sold for September

SnapStats™ ▷ 12 Month Market Trend DETACHED



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Price Band Statistics ATTACHED (Condo & TH)

SEPTEMBER STATS	Listings	Sales	Absorption*
\$0 – 300,000	140	30	21.43%
300,001 – 400,000	221	29	13.12%
400,001 – 500,000	116	16	13.79%
500,001 – 600,000	52	18	34.62%
600,001 – 700,000	35	7	20.00%
700,001 – 800,000	19	1	5.26%
800,001 – 900,000	13	1	7.69%
900,001 – 1,000,000	5	1	20.00%
1,000,001 – 1,250,000	5	1	20.00%
1,250,001 – 1,500,000	3	0	0.00%
1,500,001 – 1,750,000	2	1	50.00%
1,750,001 – 2,000,000	1	0	0.00%
2,000,001 – 2,250,000	0	0	0.00%
2,250,001 – 2,500,000	0	0	0.00%
2,500,001 – 2,750,000	0	0	0.00%
2,750,001 – 3,000,000	0	0	0.00%
3,000,001 – 3,500,000	0	0	0.00%
3,500,001 – 4,000,000	0	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	0	0	0.00%
TOTAL	612	105	17.16%

STYLE OF HOME	Listings	Sales	Absorption*
2 Bedrooms & Less	533	88	16.51%
3 to 4 Bedrooms	78	17	21.79%
5 to 6 Bedrooms	1	0	0.00%
7 Bedrooms & More	0	0	0.00%
TOTAL	612	105	17.16%

SnapStats™	August	September	Variance
Listings Active	585	612	4.62%
Solds	88	105	19.32%
Sale Price Average (Median)	\$381,750	\$365,000	-4.39%
Sale to List Price Ratio	97.9%	98.6%	0.72%
Days on Market Average	21	27	28.57%

Community Statistics ATTACHED (Condo & TH)

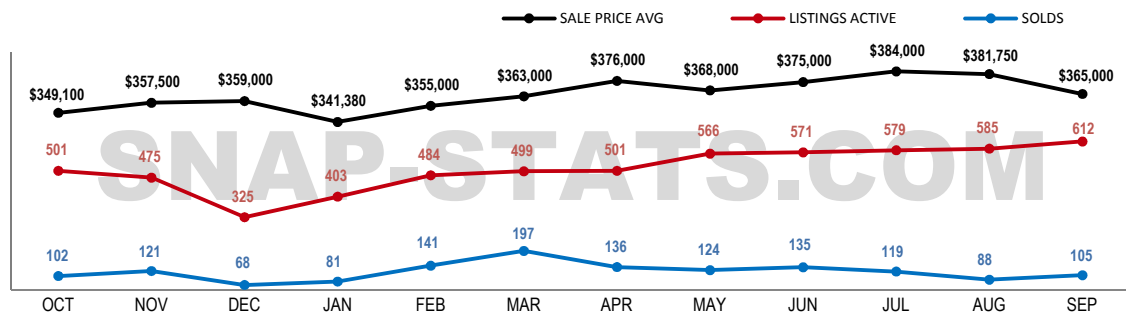
COMMUNITY STATS	Listings	Sales	Absorption*
Champlain Heights	29	7	24.14%
Collingwood	112	12	10.71%
Downtown	14	4	28.57%
Fraser	44	8	18.18%
Fraserview	42	6	14.29%
Grandview	34	5	14.71%
Hastings	55	11	20.00%
Hastings East	9	2	22.22%
Kilarney	12	3	25.00%
Knight	37	6	16.22%
Main	15	1	6.67%
Mt Pleasant	173	35	20.23%
Renfrew Heights	0	0	0.00%
Renfrew	16	1	6.25%
South Vancouver	0	0	0.00%
Victoria	20	4	20.00%
TOTAL	612	105	17.16%

*Market Absorption Rate: The rate inventory of homes are selling

SnapStats™ ▷ Summary ATTACHED

- Buyers are buying East Vancouver with sales up 19% but taking 30% longer to make a decision
- 56% of September sales were condos and townhomes priced under \$400,000
- Overall average Market Absorption Rate is 17% but price band \$500,000 - \$600,000 has a 35% Absorption Rate
- Hottest neighbourhood to sell a home: Downtown
- Cooler neighbourhood to sell a home: Renfrew and Main

SnapStats™ ▷ 12 Month Market Trend ATTACHED



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Price Band Statistics DETACHED

SEPTEMBER STATS	Listings	Sales	Absorption*
\$0 - 300,000	2	0	0.00%
300,001 - 400,000	0	0	0.00%
400,001 - 500,000	1	0	0.00%
500,001 - 600,000	2	0	0.00%
600,001 - 700,000	15	4	26.67%
700,001 - 800,000	36	18	50.00%
800,001 - 900,000	47	9	19.15%
900,001 - 1,000,000	40	14	35.00%
1,000,001 - 1,250,000	70	20	28.57%
1,250,001 - 1,500,000	66	6	9.09%
1,500,001 - 1,750,000	21	3	14.29%
1,750,001 - 2,000,000	10	1	10.00%
2,000,001 - 2,250,000	9	0	0.00%
2,250,001 - 2,500,000	9	0	0.00%
2,500,001 - 2,750,000	1	0	0.00%
2,750,001 - 3,000,000	1	0	0.00%
3,000,001 - 3,500,000	1	1	100.00%
3,500,001 - 4,000,000	0	0	0.00%
4,000,001 - 4,500,000	0	0	0.00%
4,500,001 - 5,000,000	0	0	0.00%
5,000,001 & Greater	4	1	25.00%
TOTAL	335	77	22.99%

STYLE OF HOME	Listings	Sales	Absorption*
2 Bedrooms & Less	20	6	30.00%
3 to 4 Bedrooms	176	48	27.27%
5 to 6 Bedrooms	118	23	19.49%
7 Bedrooms & More	21	0	0.00%
TOTAL	335	77	22.99%

SnapStats™	August	September	Variance
Listings Active	273	335	22.71%
Solds	73	77	5.48%
Sale Price Average (Median)	\$880,000	\$950,000	7.95%
Sale to List Price Ratio	97.9%	100.0%	2.15%
Days on Market Average	22	25	13.64%

Community Statistics DETACHED

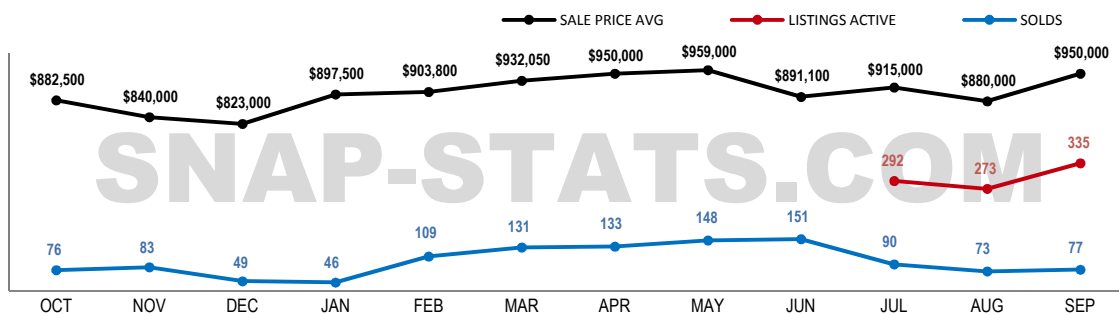
COMMUNITY STATS	Listings	Sales	Absorption*
Blueridge	15	3	20.00%
Boulevard	15	2	13.33%
Braemar	5	1	20.00%
Calverhall	10	2	20.00%
Canyon Heights	33	4	12.12%
Capilano Highlands	15	4	26.67%
Capilano	6	1	16.67%
Central Lonsdale	19	5	26.32%
Deep Cove	20	3	15.00%
Delbrook	3	1	33.33%
Dollarton	9	1	11.11%
Forest Hills	5	2	40.00%
Grouse Woods	8	3	37.50%
Hamilton	8	2	25.00%
Hamilton Heights	1	0	0.00%
Indian Arm	6	0	0.00%
Indian River	4	2	50.00%
Lower Lonsdale	8	0	0.00%
Lynn Valley	28	15	53.57%
Lynnmoor	2	1	50.00%
Norgate	4	0	0.00%
Northlands	1	0	0.00%
Pemberton Heights	10	2	20.00%
Pemberton	8	3	37.50%
Princess Park	5	2	40.00%
Queensbury	5	1	20.00%
Roche Point	1	0	0.00%
Seymour	16	4	25.00%
Tempe	2	1	50.00%
Upper Delbrook	11	1	9.09%
Upper Lonsdale	39	7	17.95%
Westlynn	6	1	16.67%
Westlynn Terrace	3	1	33.33%
Windsor Park	2	1	50.00%
Woodlands-Sunshine Cascade	2	1	50.00%
TOTAL	335	77	22.99%

*Market Absorption Rate: The rate inventory of homes are selling

SnapStats™ ▷ Summary DETACHED

- Average Sale Price to List Price Ratio is 100% (up 2% from August) and the Average Sale Price is up a solid 8%
- Total listings increased a colossal 23% from last month to 335
- Most Active Price Band: \$700,000 - \$800,000 and \$1 mil to \$1.25 mil accounting for half of the total months sales
- Best community to own a home to sell: Lynn Valley with 19% of total months sales and 50/50 chance of selling
- Upper Delbrook is a better neighbourhood to be buying a home in with 1 in 10 homes selling (9% Absorption Rate)

SnapStats™ ▷ 12 Month Market Trend DETACHED



No data available pre July 2011

SnapStats™ ▷ Compliments of Your Name



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Price Band Statistics ATTACHED (Condo & TH)

SEPTEMBER STATS	Listings	Sales	Absorption*
\$0 – 300,000	85	13	15.29%
300,001 – 400,000	153	18	11.76%
400,001 – 500,000	90	12	13.33%
500,001 – 600,000	72	14	19.44%
600,001 – 700,000	56	11	19.64%
700,001 – 800,000	37	8	21.62%
800,001 – 900,000	14	0	0.00%
900,001 – 1,000,000	8	1	12.50%
1,000,001 – 1,250,000	4	0	0.00%
1,250,001 – 1,500,000	1	0	0.00%
1,500,001 – 1,750,000	3	0	0.00%
1,750,001 – 2,000,000	1	0	0.00%
2,000,001 – 2,250,000	1	0	0.00%
2,250,001 – 2,500,000	2	0	0.00%
2,500,001 – 2,750,000	1	0	0.00%
2,750,001 – 3,000,000	0	0	0.00%
3,000,001 – 3,500,000	0	0	0.00%
3,500,001 – 4,000,000	0	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	0	0	0.00%
TOTAL	528	77	14.58%

STYLE OF HOME	Listings	Sales	Absorption*
2 Bedrooms & Less	446	54	12.11%
3 to 4 Bedrooms	82	23	28.05%
5 to 6 Bedrooms	0	0	0.00%
7 Bedrooms & More	0	0	0.00%
TOTAL	528	77	14.58%

SnapStats™	August	September	Variance
Listings Active	502	528	5.18%
Solds	81	77	-4.94%
Sale Price Average (Median)	\$365,000	\$445,000	21.92%
Sale to List Price Ratio	96.3%	98.9%	2.70%
Days on Market Average	36	27	-25.00%

Community Statistics ATTACHED (Condo & TH)

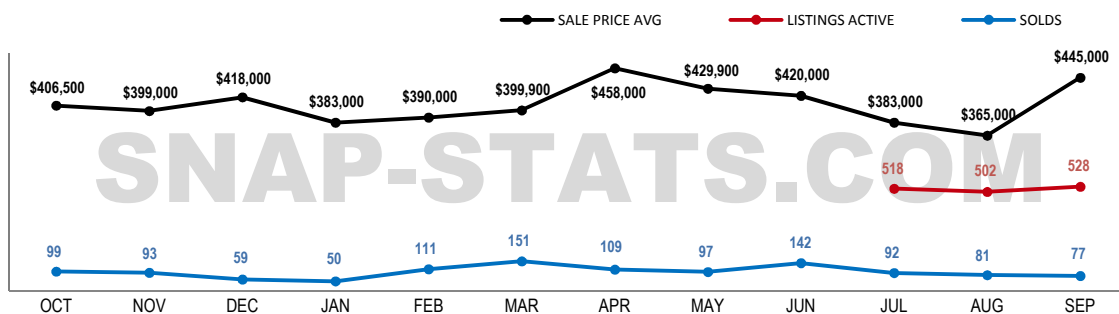
COMMUNITY STATS	Listings	Sales	Absorption*
Blueridge	2	2	100.00%
Boulevard	0	0	0.00%
Braemar	0	0	0.00%
Calverhall	0	0	0.00%
Canyon Heights	0	1	0.00%
Capilano Highlands	5	1	20.00%
Capilano	6	0	0.00%
Central Lonsdale	110	17	15.45%
Deep Cove	3	3	100.00%
Delbrook	2	1	50.00%
Dollarton	0	0	0.00%
Forest Hills	0	0	0.00%
Grouse Woods	0	0	0.00%
Hamilton	21	2	9.52%
Hamilton Heights	0	0	0.00%
Indian Arm	0	0	0.00%
Indian River	2	1	50.00%
Lower Lonsdale	189	23	12.17%
Lynn Valley	25	4	16.00%
Lynnmour	17	2	11.76%
Norgate	22	1	4.55%
Northlands	3	3	100.00%
Pemberton Heights	8	0	0.00%
Pemberton	34	1	2.94%
Princess Park	0	0	0.00%
Queensbury	0	0	0.00%
Roche Point	39	5	12.82%
Seymour	17	2	11.76%
Tempe	0	0	0.00%
Upper Delbrook	0	0	0.00%
Upper Lonsdale	15	6	40.00%
Westlynn	4	2	50.00%
Westlynn Terrace	0	0	0.00%
Windsor Park	4	0	0.00%
Woodlands-Sunshine Cascade	0	0	0.00%
TOTAL	528	77	14.58%

*Market Absorption Rate: The rate inventory of homes are selling

SnapStats™ ▷ Summary ATTACHED

- Great month for Sellers: Average price increased 22% from August but sales down and listings up
- Most Active Price Band: \$300,000 - \$400,000 with 18 sales (23% of total month sales)
- Almost an official Sellers market for homes listed between \$500,000 - \$800,000 with Absorption Rates hovering around 20%
- 1 in 3 condos and townhomes that sold were 3 to 4 bedrooms units
- Most challenging neighbourhood to sell a home: Pemberton and Norgate. Price sharply!

SnapStats™ ▷ 12 Month Market Trend ATTACHED



No data available pre July 2011

SnapStats™ ▷ Compliments of Your Name



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Price Band Statistics DETACHED

SEPTEMBER STATS	Listings	Sales	Absorption*
\$0 – 300,000	0	0	0.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	0	0	0.00%
500,001 – 600,000	0	0	0.00%
600,001 – 700,000	0	0	0.00%
700,001 – 800,000	5	0	0.00%
800,001 – 900,000	8	1	12.50%
900,001 – 1,000,000	17	1	5.88%
1,000,001 – 1,250,000	34	11	32.35%
1,250,001 – 1,500,000	52	10	19.23%
1,500,001 – 1,750,000	44	7	15.91%
1,750,001 – 2,000,000	40	8	20.00%
2,000,001 – 2,250,000	20	8	40.00%
2,250,001 – 2,500,000	25	6	24.00%
2,500,001 – 2,750,000	23	4	17.39%
2,750,001 – 3,000,000	27	4	14.81%
3,000,001 – 3,500,000	32	5	15.63%
3,500,001 – 4,000,000	33	1	3.03%
4,000,001 – 4,500,000	13	1	7.69%
4,500,001 – 5,000,000	12	0	0.00%
5,000,001 & Greater	66	2	3.03%
TOTAL	451	69	15.30%

STYLE OF HOME	Listings	Sales	Absorption*
2 Bedrooms & Less	20	1	5.00%
3 to 4 Bedrooms	259	43	16.60%
5 to 6 Bedrooms	157	24	15.29%
7 Bedrooms & More	15	1	6.67%
TOTAL	451	69	15.30%

SnapStats™	August	September	Variance
Listings Active	421	451	7.13%
Solds	80	69	-13.75%
Sale Price Average (Median)	\$2,140,000	\$1,850,000	-13.55%
Sale to List Price Ratio	93.5%	97.5%	4.28%
Days on Market Average	24	32	33.33%

Community Statistics DETACHED

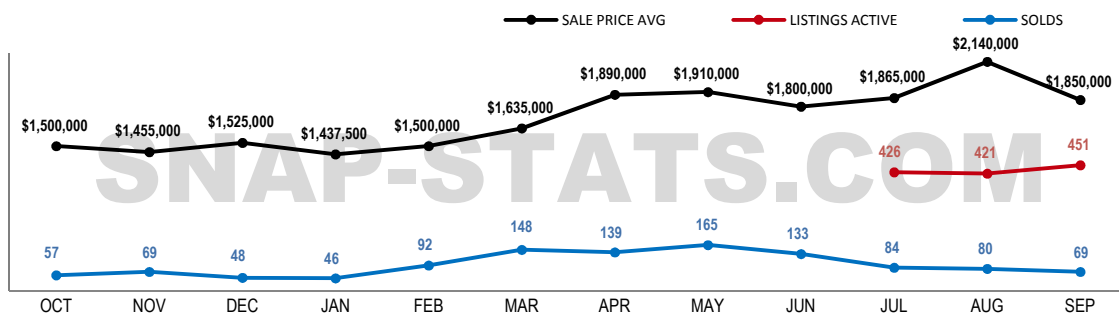
COMMUNITY STATS	Listings	Sales	Absorption*
Altamont	16	1	6.25%
Ambleside	45	11	24.44%
Bayridge	17	2	11.76%
British Properties	59	15	25.42%
Canterbury	10	0	0.00%
Caulfield	27	1	3.70%
Cedardale	5	1	20.00%
Chartwell	13	2	15.38%
Chelsea Park	4	1	25.00%
Cypress	9	0	0.00%
Cypress Park Estates	15	2	13.33%
Deer Ridge	1	0	0.00%
Dundarave	28	8	28.57%
Eagle Harbour	27	4	14.81%
Eagleridge	4	3	75.00%
Furry Creek	15	0	0.00%
Gleneagles	11	3	27.27%
Glenmore	16	2	12.50%
Horseshoe Bay	8	0	0.00%
Howe Sound	12	0	0.00%
Lions Bay	27	1	3.70%
Old Caulfield	3	1	33.33%
Panorama Village	1	0	0.00%
Park Royal	2	0	0.00%
Porteau Cove	0	0	0.00%
Queens	15	1	6.67%
Rockridge	4	1	25.00%
Sandy Cove	2	2	100.00%
Sentinel Hill	11	2	18.18%
Upper Caulfield	2	1	50.00%
West Bay	10	0	0.00%
Westhill	6	3	50.00%
Westmount	13	1	7.69%
Whitby Estates	6	0	0.00%
Whytecliff	7	0	0.00%
TOTAL	451	69	15.30%

*Market Absorption Rate: The rate inventory of homes are selling

SnapStats™ ▷ Summary DETACHED

- Buyers have the edge with Average Sale Price and Number of Sales each dipping 13% from August
- Buyers taking 33% longer to put ink to contract (32 Average Days on Market)
- Most Active Price Band: \$1 mil to \$1.5 mil with 21 sales representing 30% of months total
- Least Active Price Band: \$5 mil plus with 66 listings and only 2 sales (3% Absorption Rate)
- Buyers Dream Market: Caulfield & Lions Bay (3.7% Market Absorption Rate each)

SnapStats™ ▷ 12 Month Market Trend DETACHED



No data available pre July 2011

SnapStats™ ▷ Compliments of Your Name



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Price Band Statistics ATTACHED (Condo & TH)

SEPTEMBER STATS	Listings	Sales	Absorption*
\$0 – 300,000	5	0	0.00%
300,001 – 400,000	10	1	10.00%
400,001 – 500,000	11	1	9.09%
500,001 – 600,000	8	2	25.00%
600,001 – 700,000	10	1	10.00%
700,001 – 800,000	16	2	12.50%
800,001 – 900,000	5	2	40.00%
900,001 – 1,000,000	9	2	22.22%
1,000,001 – 1,250,000	16	2	12.50%
1,250,001 – 1,500,000	16	1	6.25%
1,500,001 – 1,750,000	5	0	0.00%
1,750,001 – 2,000,000	2	0	0.00%
2,000,001 – 2,250,000	0	0	0.00%
2,250,001 – 2,500,000	3	0	0.00%
2,500,001 – 2,750,000	0	0	0.00%
2,750,001 – 3,000,000	1	0	0.00%
3,000,001 – 3,500,000	3	0	0.00%
3,500,001 – 4,000,000	1	0	0.00%
4,000,001 – 4,500,000	1	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	3	0	0.00%
TOTAL	125	14	11.20%

STYLE OF HOME	Listings	Sales	Absorption*
2 Bedrooms & Less	102	11	10.78%
3 to 4 Bedrooms	23	3	13.04%
5 to 6 Bedrooms	0	0	0.00%
7 Bedrooms & More	0	0	0.00%
TOTAL	125	14	11.20%

SnapStats™	August	September	Variance
Listings Active	128	125	-2.34%
Solds	15	14	-6.67%
Sale Price Average (Median)	\$635,000	\$765,000	20.47%
Sale to List Price Ratio	98%	98.5%	0.51%
Days on Market Average	33	57	72.73%

Community Statistics ATTACHED (Condo & TH)

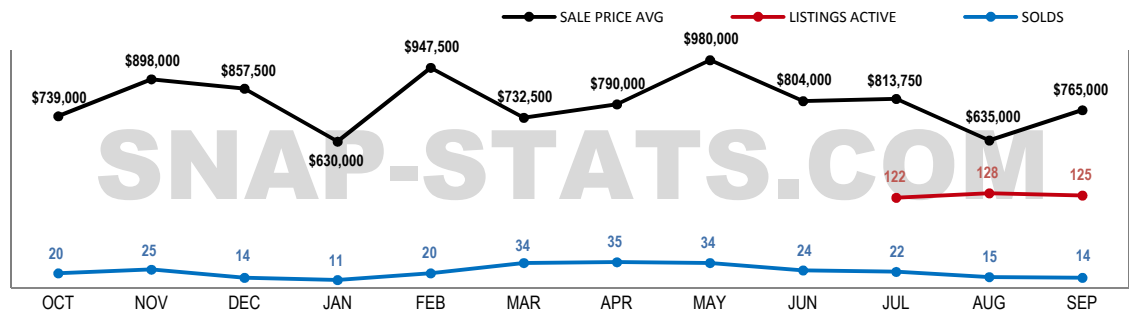
COMMUNITY STATS	Listings	Sales	Absorption*
Altamont	0	0	0.00%
Ambleside	37	5	13.51%
Bayridge	0	0	0.00%
British Properties	0	0	0.00%
Canterbury	0	0	0.00%
Caulfield	0	0	0.00%
Cedardale	4	0	0.00%
Chartwell	0	0	0.00%
Chelsea Park	0	1	0.00%
Cypress	0	0	0.00%
Cypress Park Estates	10	0	0.00%
Deer Ridge	1	0	0.00%
Dundarave	22	2	9.09%
Eagle Harbour	0	0	0.00%
Eagleridge	0	0	0.00%
Furry Creek	4	0	0.00%
Gleneagles	0	0	0.00%
Glenmore	3	0	0.00%
Horseshoe Bay	4	0	0.00%
Howe Sound	7	1	14.29%
Lions Bay	1	0	0.00%
Old Caulfield	1	0	0.00%
Panorama Village	11	2	18.18%
Park Royal	11	3	27.27%
Porteau Cove	0	0	0.00%
Queens	0	0	0.00%
Rockridge	0	0	0.00%
Sandy Cove	0	0	0.00%
Sentinel Hill	0	0	0.00%
Upper Caulfield	0	0	0.00%
West Bay	0	0	0.00%
Westhill	0	0	0.00%
Westmount	0	0	0.00%
Whitby Estates	9	0	0.00%
Whytecliff	0	0	0.00%
TOTAL	125	14	11.20%

*Market Absorption Rate: The rate inventory of homes are selling

SnapStats™ ▷ Summary ATTACHED

- Days on Market Average up an astounding 73% from 33 to 57 days month over month
- Great month for Sellers with average sale price up 20% from August
- Homes most likely to sell: Between \$800,000 - \$1 mil with average Absorption Rate of 31% (1 in 3 will sell)
- Park Royal home most likely to sell; Dundarave the least likely to sell with only 1 in 10 selling (9% Absorption Rate)
- Ambleside had the most sales with 5 representing 36% of the sales for the month

SnapStats™ ▷ 12 Month Market Trend ATTACHED



No data available pre July 2011

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