

Tri-City / Burnaby Market

Comparing August 2011 to September 2011

Using the SALES to LIST RATIO

Balanced Market = 15% – 20%

Sellers Market = Greater than 20%

Buyers Market = Less than 15%

	Detached		Attached		Apts		All Types	
	Aug	Sept	Aug	Sept	Aug	Sept	Aug	Sept
Port Moody	16%	12%	21%	11%	10%	13%	15%	12%
Port Coquitlam	19%	23%	16%	28%	11%	12%	15%	19%
Coquitlam	24%	22%	33%	10%	15%	15%	22%	17%
Burnaby (North)	23%	16%	28%	17%	21%	18%	23%	17%
Burnaby (South)	27%	15%	26%	14%	28%	17%	25%	16%
Burnaby (East)	19%	16%	11%	11%	20%	11%	17%	13%

Buyers Market

MARKET CONDITIONS

The supply of homes on the market exceeds the demand.

CHARACTERISTICS

High inventory of homes.
Few buyers compared to availability. Homes on the market longer.
Prices tend to drop.

IMPLICATION

More time to look for a home.
More negotiating leverage.