

DETACHED	DEC 31	NOV 30	% CHG
Units Sold	62	121	-49%
Active Listings	558	705	-21%
Absorption	9.0 mo.	← 5.8 mo.	

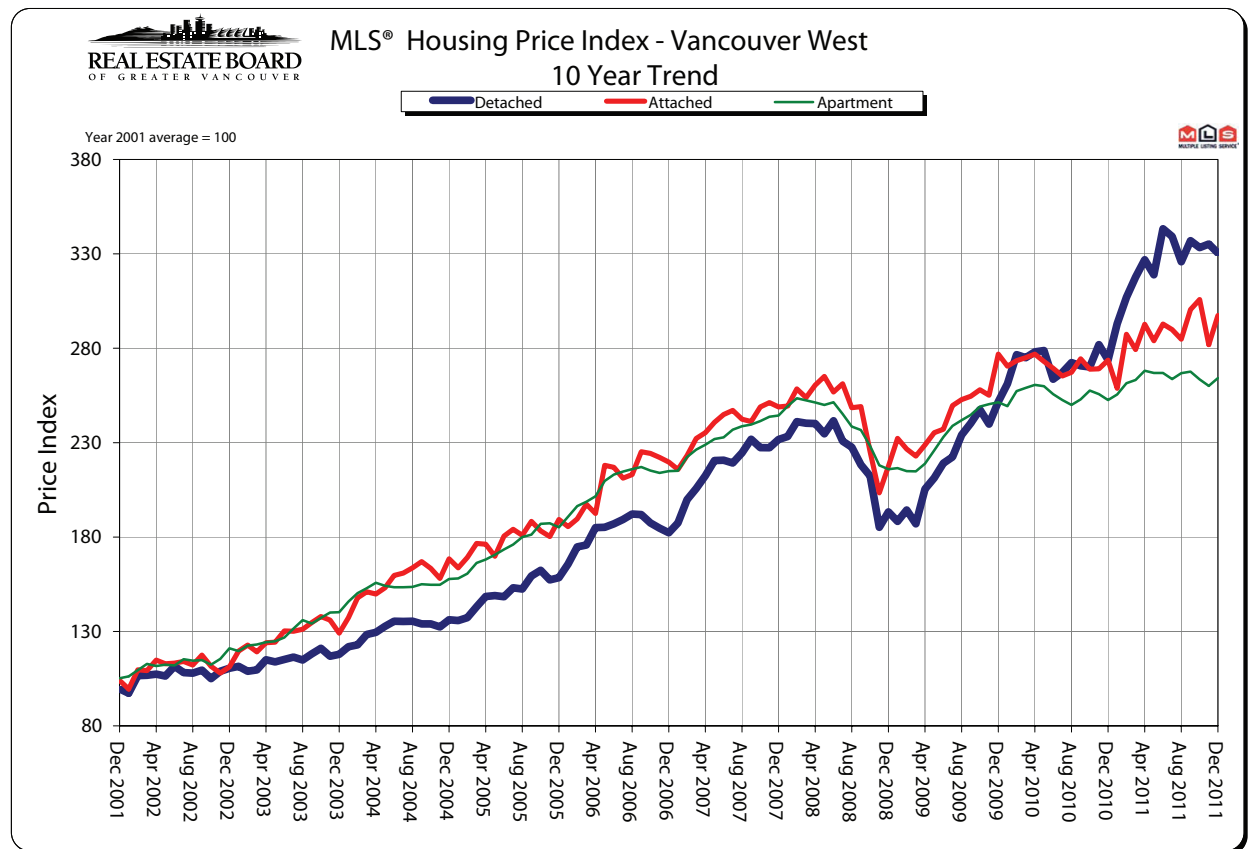
TOWNHOMES	DEC 31	NOV 30	% CHG
Units Sold	31	48	-35%
Active Listings	209	283	-26%
Absorption	6.7 mo.	← 5.9 mo.	

CONDOS	DEC 31	NOV 30	% CHG
Units Sold	262	380	-31%
Active Listings	1,315	1,707	-23%
Absorption	5.0 mo.	← 4.7 mo.	

Happy New Year. December and 2011 are now behind us. It was a very steady year in Vancouver West and in general we had a seller's market in the first half of the year and a balanced market in the second half of the year.

December units sold were off from November as expected but they were actually a fair amount off of previous Decembers. Notably in Detached and Condos...each off about 30% of the 10 year average for December. This coupled with the fact that inventory levels are 15% - 20% higher than the 10 year average for December means we have a buyer's market for Detached and we're close in Townhouses. **See page 2 below.**


I'm seeing the standard flood of new product coming on the market now that January is here and it will be interesting to see if it gets absorbed or not



# THREE YEAR ABSORPTION

 Seller's Market

 Balanced Market

 Buyer's Market

## DETACHED

Month	Active 2009	Sold 2009	Absorption	Active 2010	Sold 2010	Absorption	Active 2011	Sold 2011	Absorption
January	694	46	15.1	380	102	3.7	402	134	3.0
February	708	100	7.1	430	130	3.3	463	242	1.9
March	677	144	4.7	521	208	2.5	525	279	1.9
April	653	193	3.4	669	193	3.5	590	214	2.8
May	591	232	2.5	794	150	5.3	599	228	2.6
June	586	200	2.9	797	147	5.4	603	213	2.8
July	551	180	3.1	720	122	5.9	632	139	4.5
August	497	202	2.5	681	134	5.1	643	130	4.9
September	570	175	3.3	675	143	4.7	823	104	7.9
October	527	200	2.6	575	161	3.6	827	120	6.9
November	451	141	3.2	450	161	2.8	705	121	5.8
December	325	133	2.4	331	116	2.9	558	62	9.0

## TOWNHOUSE

Month	Active 2009	Sold 2009	Absorption	Active 2010	Sold 2010	Absorption	Active 2011	Sold 2011	Absorption
January	380	14	27.1	174	30	5.8	219	36	6.1
February	395	37	10.7	184	54	3.4	222	77	2.9
March	397	61	6.5	253	64	4.0	258	90	2.9
April	368	98	3.8	327	88	3.7	242	95	2.5
May	347	102	3.4	381	65	5.9	273	70	3.9
June	327	122	2.7	393	81	4.9	289	70	4.1
July	273	105	2.6	342	62	5.5	266	62	4.3
August	233	84	2.8	305	53	5.8	254	57	4.5
September	242	81	3.0	325	48	6.8	296	52	5.7
October	211	78	2.7	298	51	5.8	288	45	6.4
November	193	64	3.0	252	56	4.5	283	48	5.9
December	123	62	2.0	186	46	4.0	209	31	6.7

## CONDO

Month	Active 2009	Sold 2009	Absorption	Active 2010	Sold 2010	Absorption	Active 2011	Sold 2011	Absorption
January	1867	117	16.0	1391	298	4.7	1362	226	6.0
February	1927	245	7.9	1482	342	4.3	1558	404	3.9
March	1875	334	5.6	1979	387	5.1	1698	581	2.9
April	1693	418	4.1	2308	539	4.3	1766	451	3.9
May	1496	529	2.8	2453	486	5.0	1776	441	4.0
June	1427	627	2.3	2490	419	5.9	1917	374	5.1
July	1305	584	2.2	2203	369	6.0	1941	341	5.7
August	1267	509	2.5	2082	324	6.4	1836	337	5.4
September	1385	477	2.9	2091	325	6.4	1970	317	6.2
October	1479	529	2.8	1916	337	5.7	1889	327	5.8
November	1407	483	2.9	1666	352	4.7	1707	360	4.7
December	1131	397	2.8	1283	269	4.8	1315	262	5.0