

Market Analysis and Forecasting

Market Analysis and Forecasting

Biggar Group's Market Reports



Advanced Marketing Tools



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Biggar Group's Market Reports

Detached

- [Delta Ladner](#)
- [Richmond](#)
- [Vancouver Westside](#)

Attached

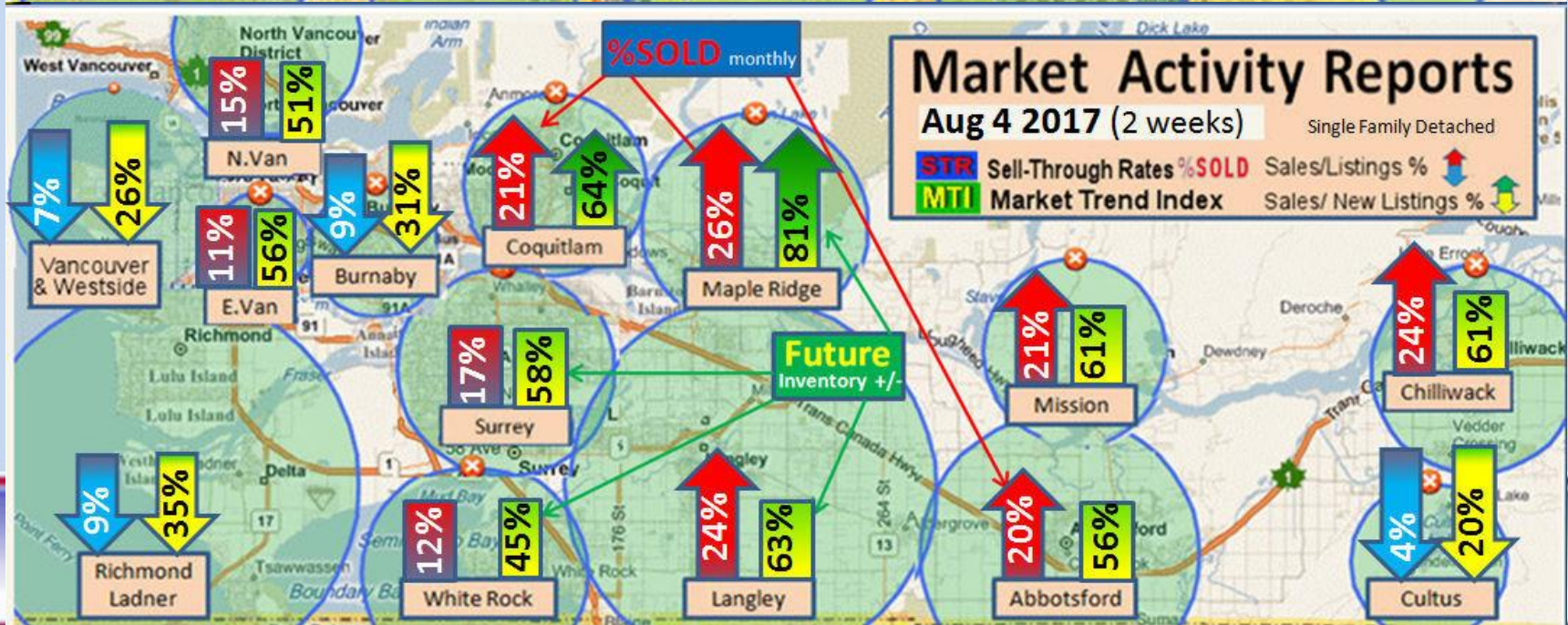
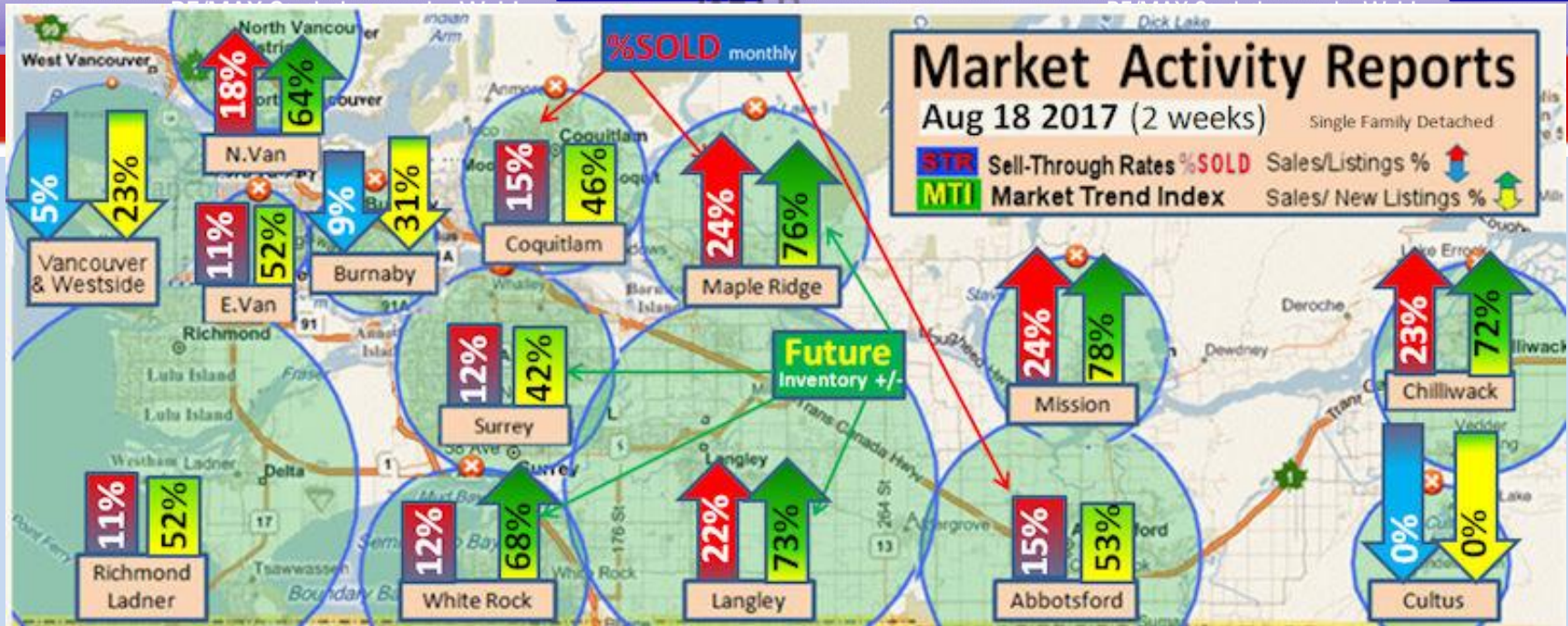
- [Richmond](#)
- [Vancouver Westside](#)

Warning: These Advanced Market Reports are Dangerous to operate without lesson ☺
We highly recommend the [Stats Boot Camp Course](#) to fully understand them.



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Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

Aug 18 2017 (2 weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr2)

Note: 2 week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)



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Vancouver & Fraser Valley

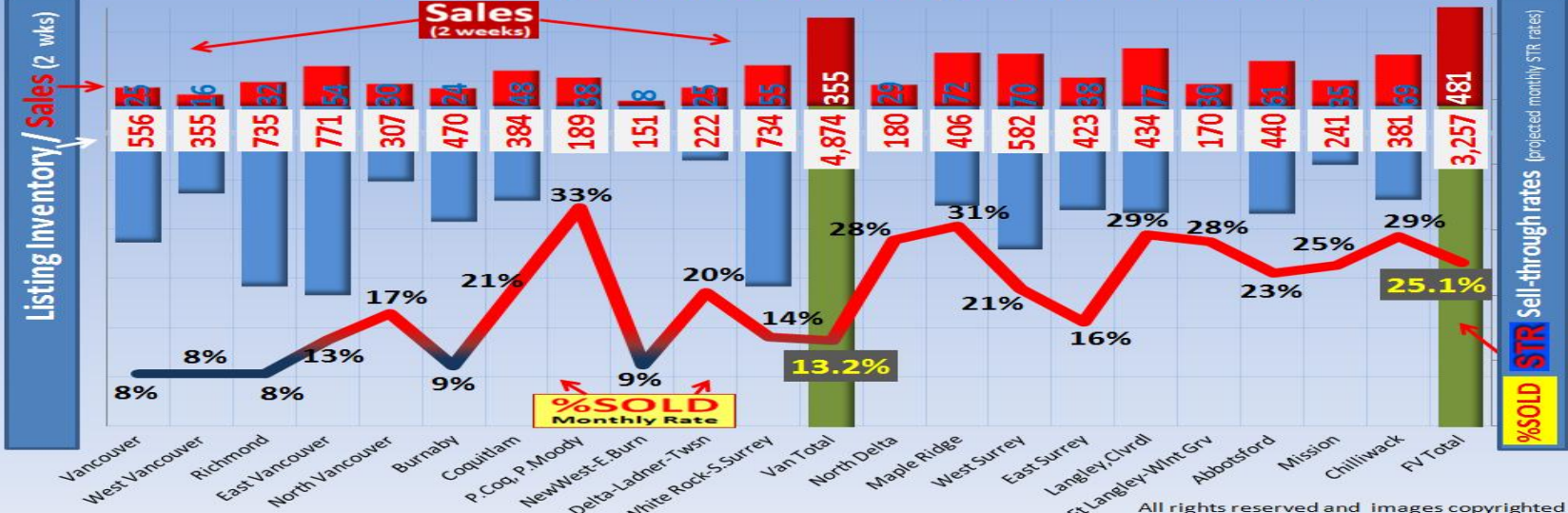
Sales (2 wks)/ Listings Graph

Aug 4 2017 (2 weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr2)

Note: 2 week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)



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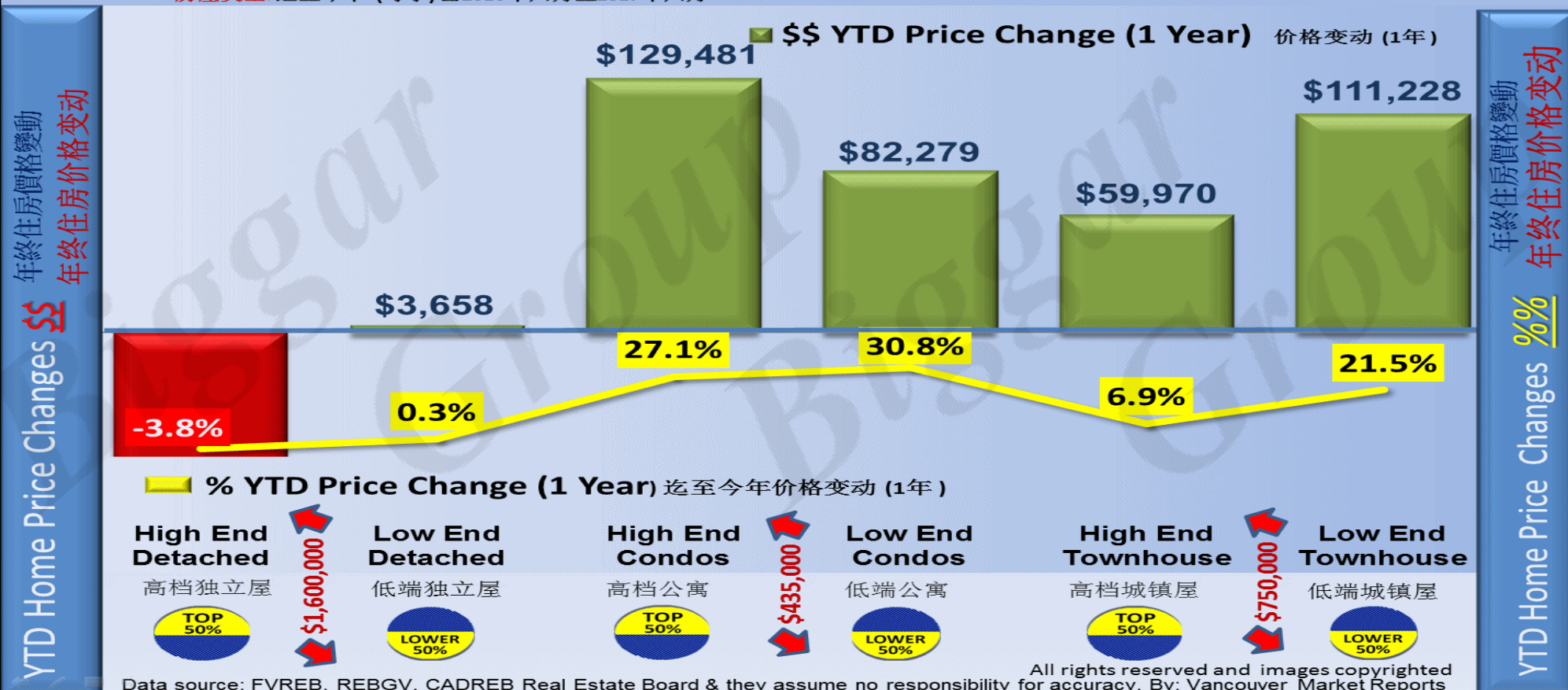
Richmond Real Estate Price Changes (\$/%)

列治文房地產價格變動 / 列治文房地產價格變動

Housing Types: Year-To-Date June 2016 – June 2017 (Quarters)

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPIp



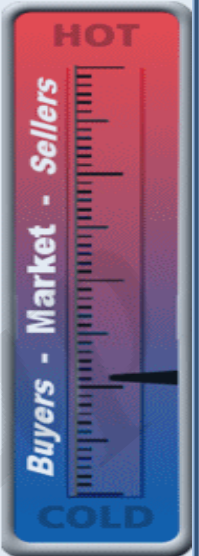
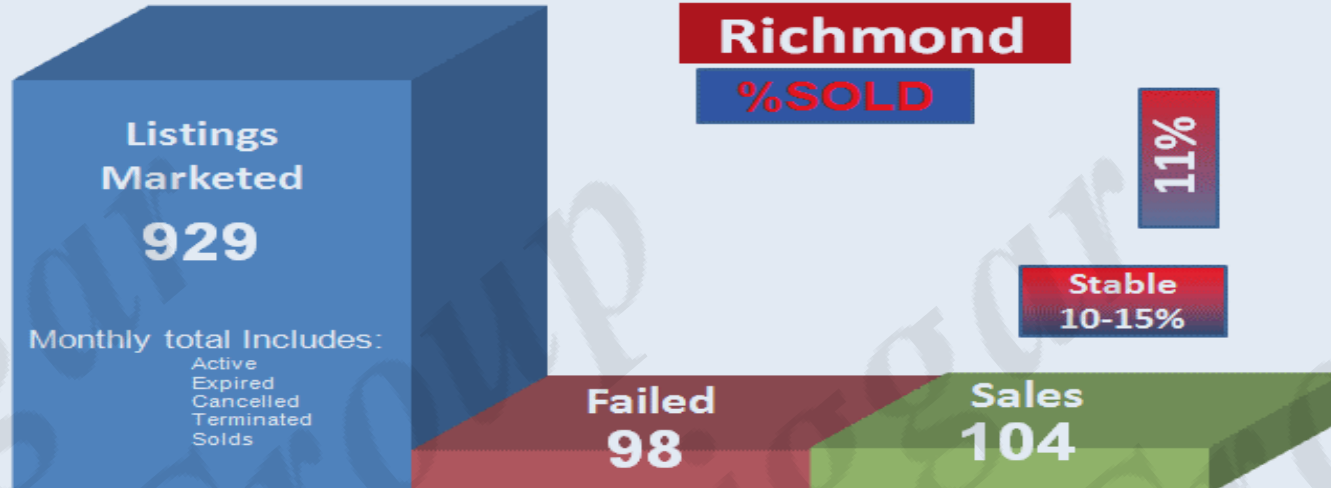
Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports

*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. [More Details](#)
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Monthly Market Activity - July 2017 - Single Family



Aug 1 2017 Richmond Market Update (Detached)

Current: Richmond: is in a Sellers Market with average Listings, **11 %SOLD** rate and a 96% Sell/List Ratio. (This means that there is an average of a \$56,500 Discount on a sale from the original list price)
Most Active Price Range: Homes between \$1.1 mill. - \$1.3 mill. have **28.6 %SOLD** rate.
Least Active Price Range: Homes above \$3 mill. have **6.4 %SOLD** rate

History: The Richmond Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$88,001.
 The Richmond Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$39,287.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

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1. How Many Sold During the Month and at What Price Range?

Richmond List Price Ranges Statistics - July 2017						Detached	
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,100,000	20	3	7	98%	-\$4,000	15.0%	
\$1,100,001-\$1,300,000	35	10	7	99%	-\$19,000	28.6%	↑
\$1,300,001-\$1,500,000	87	20	12	98%	-\$23,900	23.0%	↑
\$1,500,001-\$1,700,000	138	19	15	98%	-\$29,000	13.8%	
\$1,700,001-\$1,900,000	133	14	17	96%	-\$71,500	10.5%	
\$1,900,001-\$2,200,000	112	10	16	97%	-\$64,000	8.9%	↓
\$2,200,001-\$2,600,000	131	9	20	95%	-\$110,000	6.9%	↓
\$2,600,001-\$3,000,000	116	9	64	92%	-\$212,000	7.8%	↓
\$3,000,001 and more	157	10	40	92%	-\$305,500	6.4%	↓
Total Activity	929	104	15	96%	-\$56,500	11%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jul-16	Jun-17	Jul-17	8/1/2017	Change	
Total Listings** (A,S,T,C,X)	976	926	929		3	↑
Active Listings	665	249	695	727	32	↑
Solds	125	146	104		-42	↓
DOM	20	14	15		1	↑
%SOLD (Sales/ Listings /mnthly rate)	13%	16%	11.2%		-4.6%	↓
(Top 50%) Home Price Index HPIp	\$2,074,101	\$1,983,020	\$1,986,100		\$3,080	↑
(Lower 50%) Home Price Index HPIp	\$1,428,813	\$1,465,101	\$1,468,100		\$2,999	↑

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Market Analysis and Forecasting Aug 1/17 **Richmond**
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Richmond Sub areas Statistics - July 2017 Detached

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Sea Island	6	2	24	96%	-\$74,000	33.3%
Bridgeport RI	24	3	13	97%	-\$43,000	12.5%
West Cambie	38	4	50	100%	-\$2,500	10.5%
East Cambie	20	0				0.0%
Terra Nova	24	1	9	95%	-\$110,000	4.2%
Riverdale RI	47	9	20	92%	-\$164,000	19.1%
Quilchena RI	52	7	15	98%	-\$23,000	13.5%
Granville	67	1	18	95%	-\$160,000	1.5%
Seafair	61	5	17	97%	-\$39,000	8.2%
Boyd Park	21	2	6	98%	-\$64,444	9.5%
Lackner	39	7	5	98%	-\$30,000	17.9%
Steveston Village	20	7	9	98%	-\$39,000	35.0%
Steveston North	66	11	7	98%	-\$28,000	16.7%
Steveston South	19	2	30	94%	-\$71,194	10.5%
Westwind	16	1	97	92%	-\$212,000	6.3%
Woodwards	60	8	23	97%	-\$51,000	13.3%
Broadmoor	87	7	20	93%	-\$138,000	8.0%
Garden City	33	3	25	94%	-\$170,000	9.1%
Saunders	48	4	29	98%	-\$29,000	8.3%
South Arm	26	4	12	98%	-\$39,000	15.4%
Brighouse	5	0				0.0%
Brighouse South	5	2	18	79%	-\$529,000	40.0%
McLennan North	5	0				0.0%
Gilmore	11	0				0.0%
McLennan	19	2	12	92%	-\$265,500	10.5%
East Richmond	22	2	70	95%	-\$78,500	9.1%
McNair	41	5	30	96%	-\$73,000	12.2%
Ironwood	30	4	32	93%	-\$100,900	13.3%
Hamilton RI	17	1	4	95%	-\$4,000	5.9%
Total Activity	929	104	15	96%	-\$56,500	11%

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Next Months Market Forecast

Forecast: Richmond has 249 homes are for sale and with the **11 %SOLD** monthly rate gives us a ~9 months of inventory. 7% of the active listings have reduced their price by \$97,312 on average or \$100,000 median for the last month. We project Richmond to be a continued stable/sellers market.

July's Real Estate Statistics show our Markets have NORMALIZED with 52% of Vancouver's Detached Markets increasing values this month. Gone of the Exhausting Highly Emotional Charged Markets that we have seen in the last few years. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of just \$7,343, which is a small decrease over the \$8,046 increase that we saw in June. Average Increase in Fraser Valley Markets has also normalized with a \$6,045 monthly increase. Last year our Single Family Markets peaked in June/July and this year we are forecasting the end of the Sellers Market across most Detached Markets.

Currently 88% of the Attached Markets are increasing at a fast pace in Greater Vancouver (51 of 58 Markets). We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

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

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

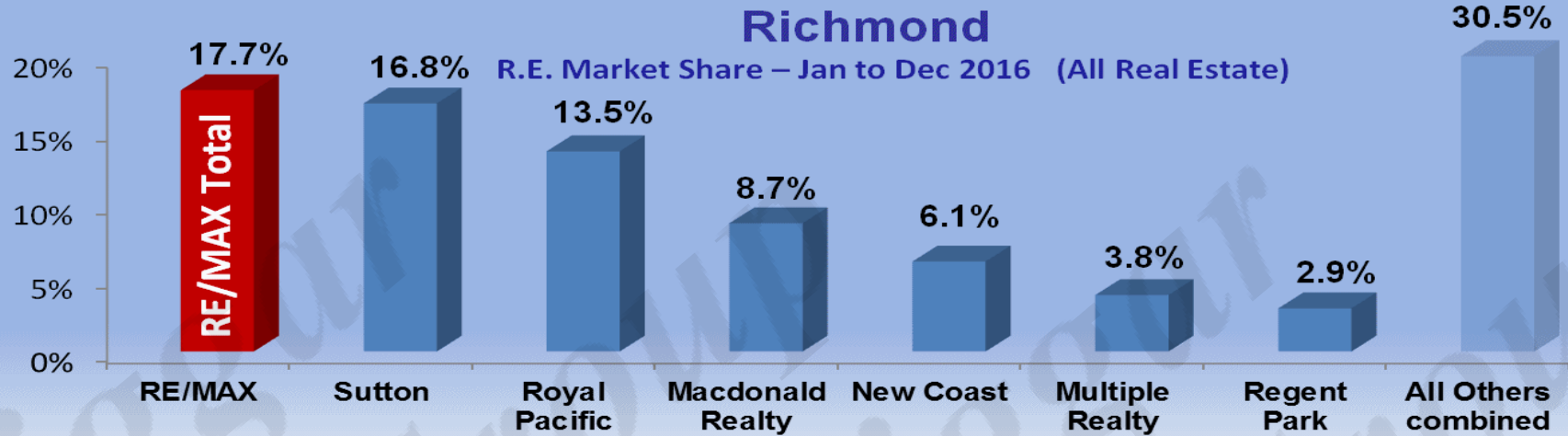
detached homes



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Market Analysis and Forecasting Aug 1/17 Richmond
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#1 the RE/MAX Market Share Reports



RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand

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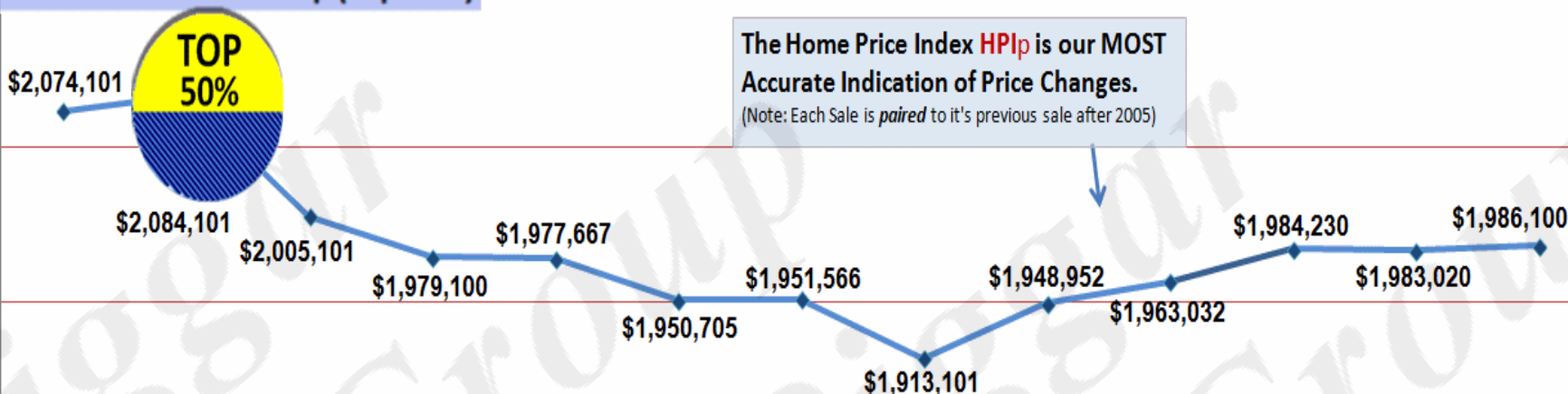


Detached Richmond Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

Are Home Prices Up? Homes Over \$1,600,000

Home Price Index → HPIp (Top 50%)



The Home Price Index HPIp is our MOST Accurate Indication of Price Changes.
(Note: Each Sale is paired to its previous sale after 2005)

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)

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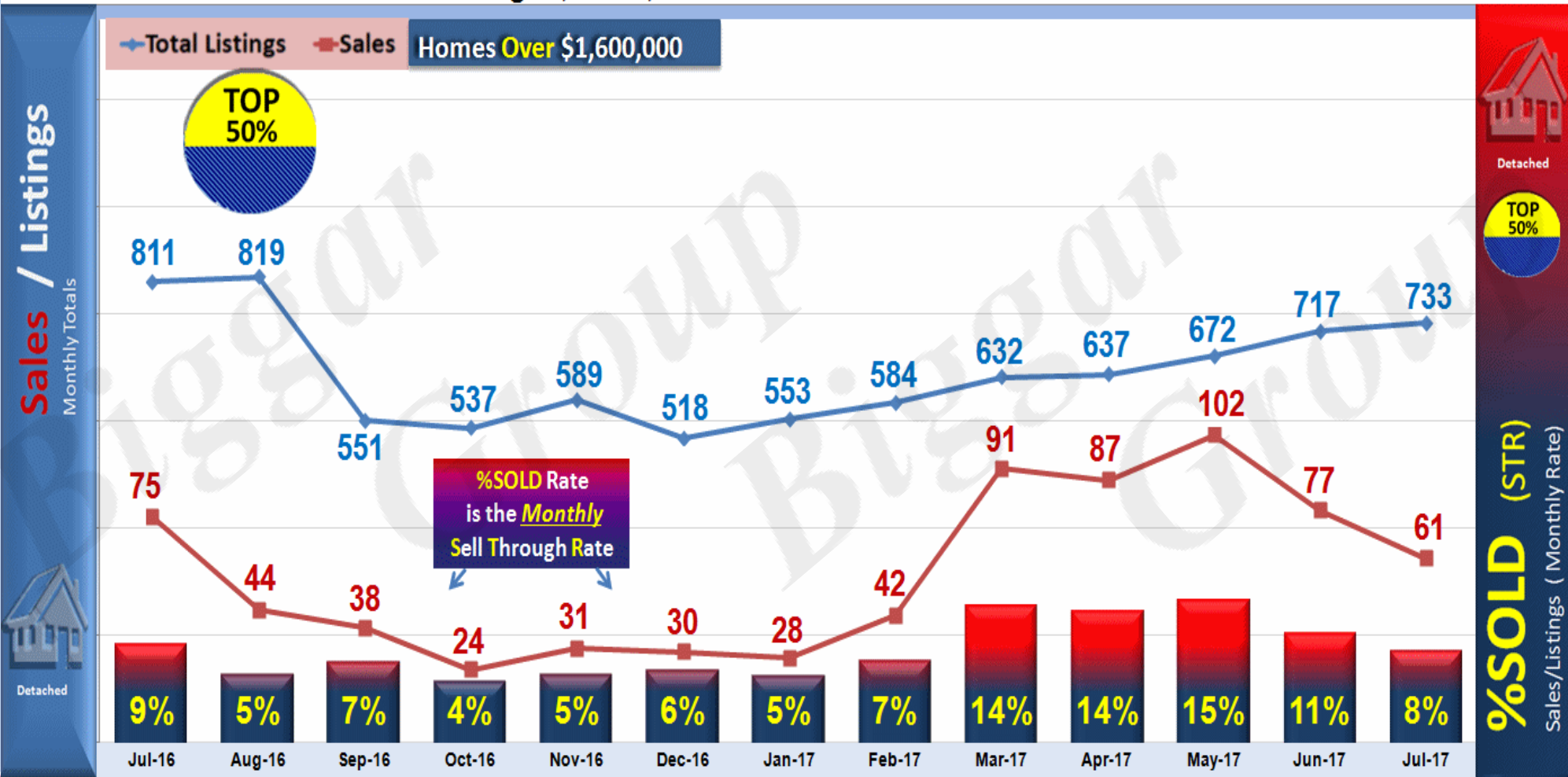
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Market Analysis and Forecasting Aug 1/17 Richmond

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Detached Richmond Total Listings**, Sales, and %SOLD rates



Sales / Listings

Monthly Totals



Detached



Detached



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

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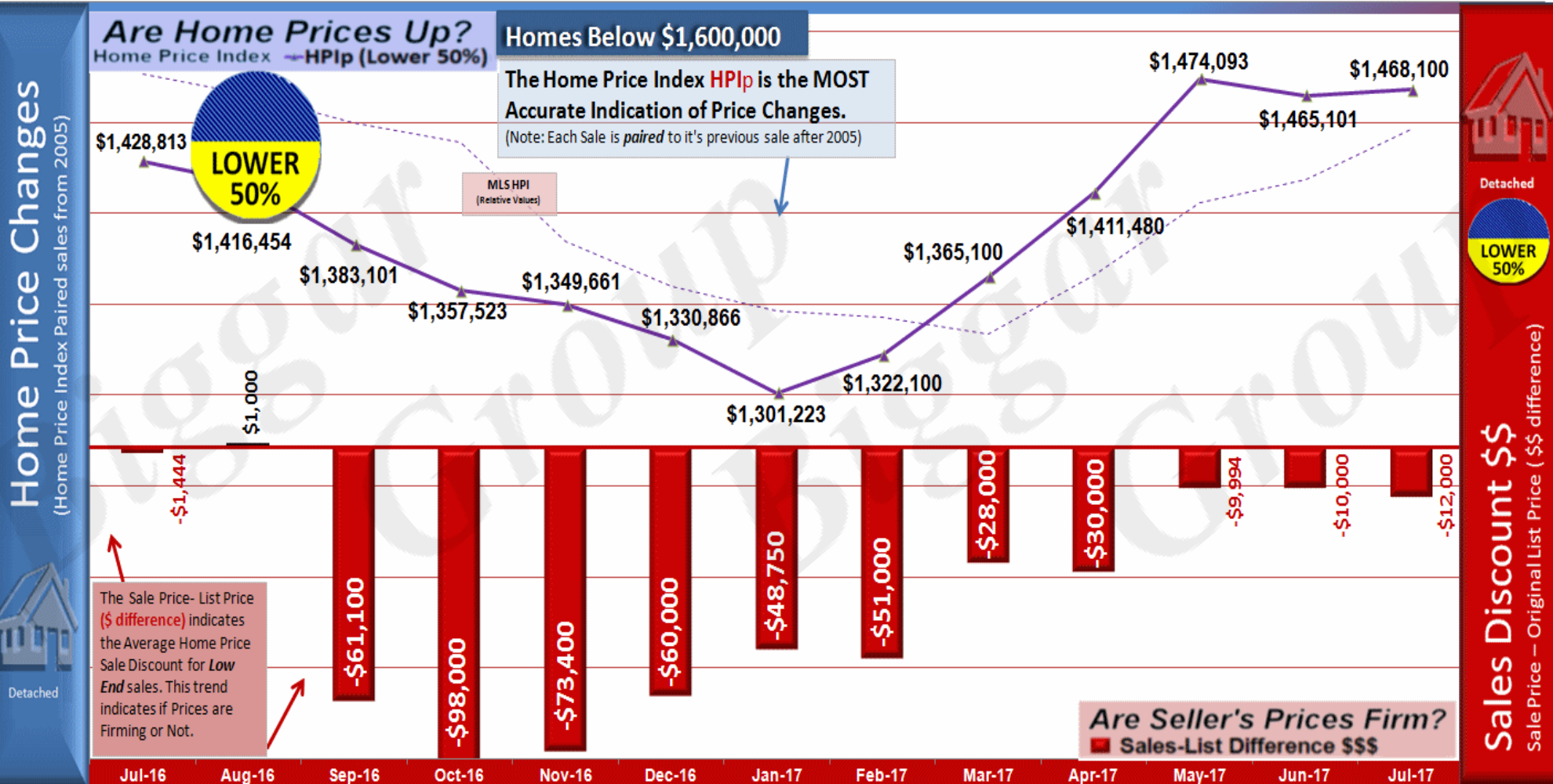
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Market Analysis and Forecasting Aug 1/17 Richmond

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Detached Richmond 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)



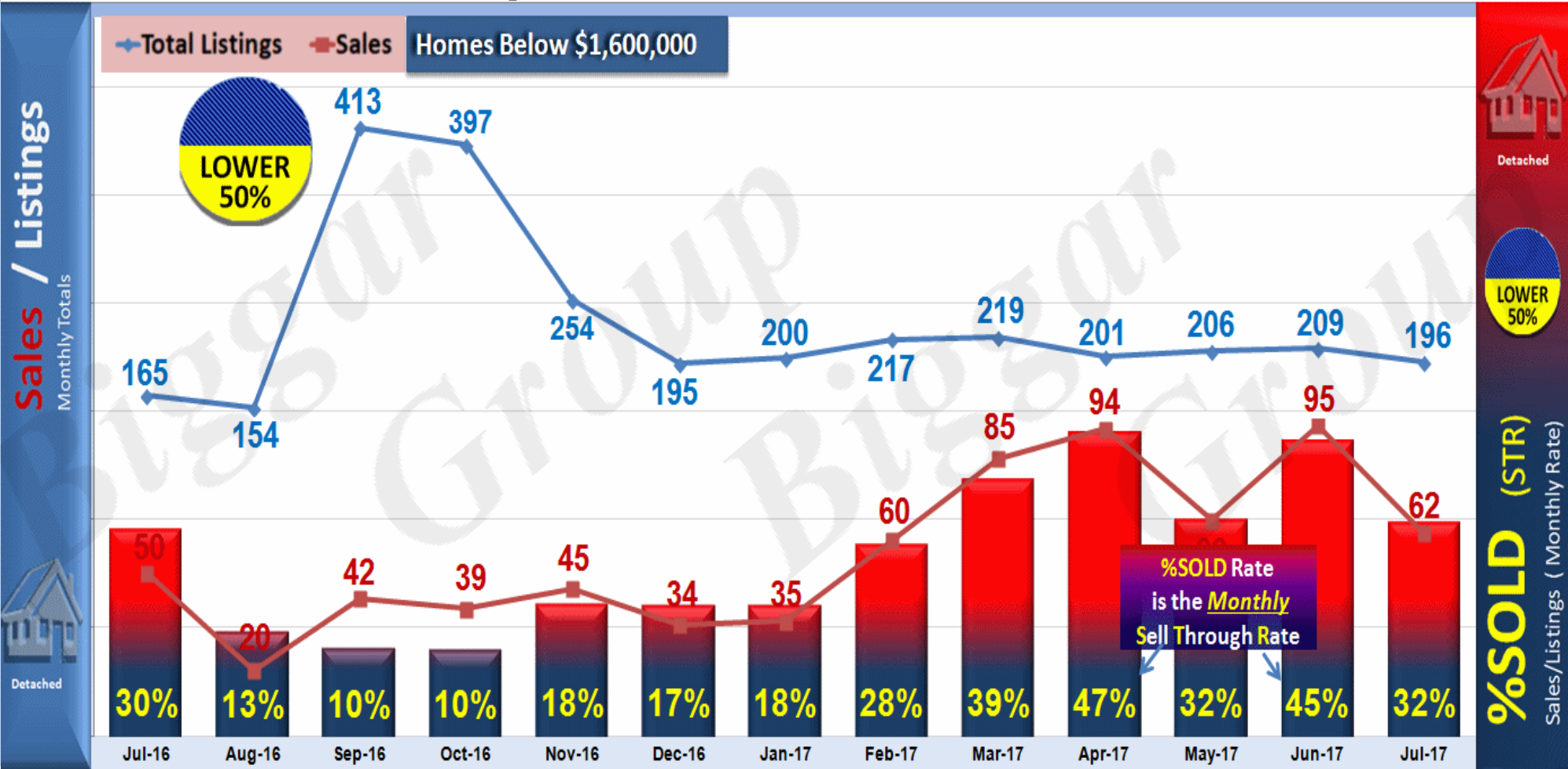
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Market Analysis and Forecasting Aug 1/17 Richmond

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Detached Richmond Total Listings**, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Detached



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

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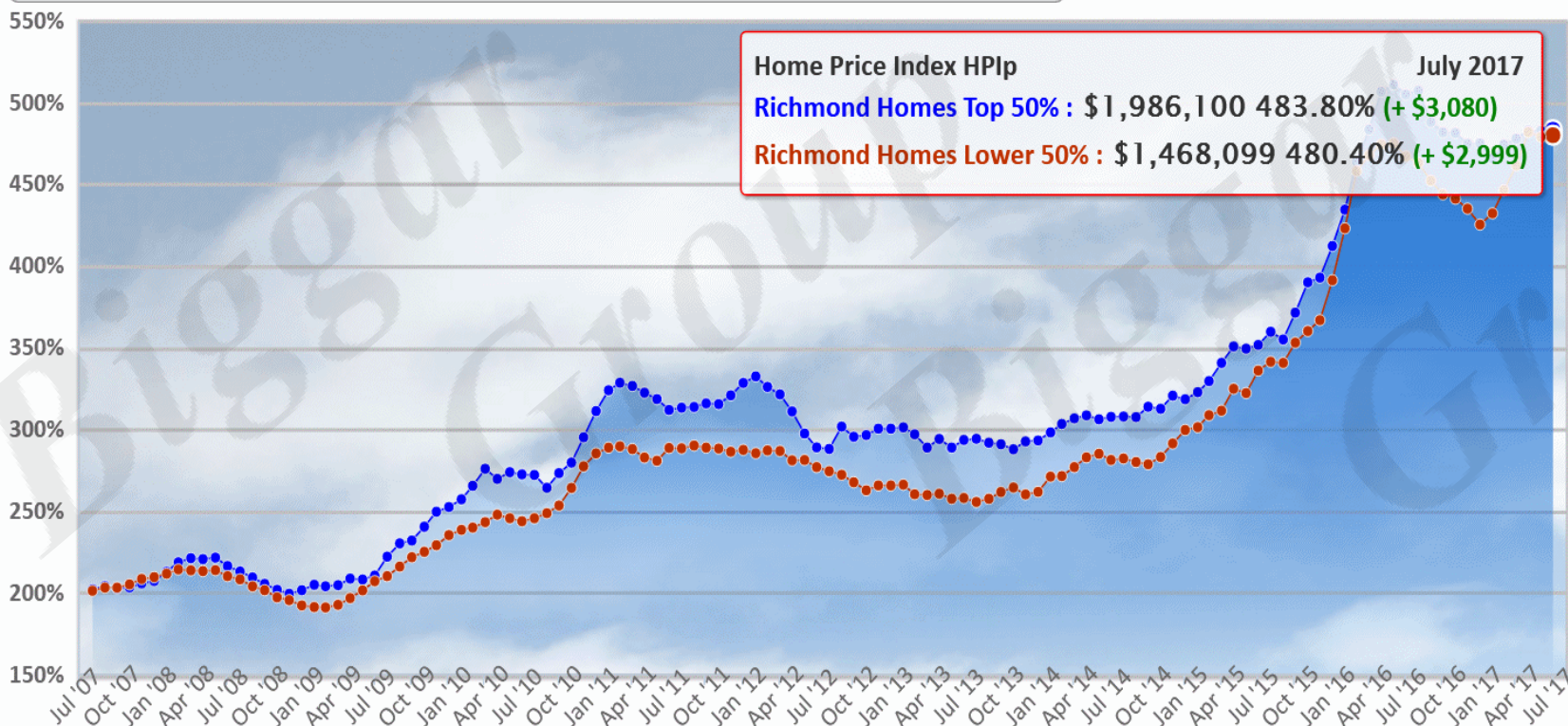


Market Analysis and Forecasting Aug 1/17 Richmond
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Powered by the Greater Vancouver Market Reports HPIp



Richmond Homes Top 50% : HPIp Forecast+ Forecast-
Richmond Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Jul 2017	% 483.80
Jun 2017	% 483.10
May 2017	% 483.40
Apr 2017	% 478.20
Mar 2017	% 474.80
Feb 2017	% 466.10
Jan 2017	% 475.40
Dec 2016	% 475.20
Nov 2016	% 481.80
Oct 2016	% 482.10
Sep 2016	% 488.50
Aug 2016	% 507.70

Drag over area to ZOOM in



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Vancouver Westside Real Estate Price Changes(\$/%)

温哥华西區房地產價格變動 / 温哥华西区房地产价格变动

Housing Types: Year-To-Date June 2016 – June 2017 (Quarters)

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPIp

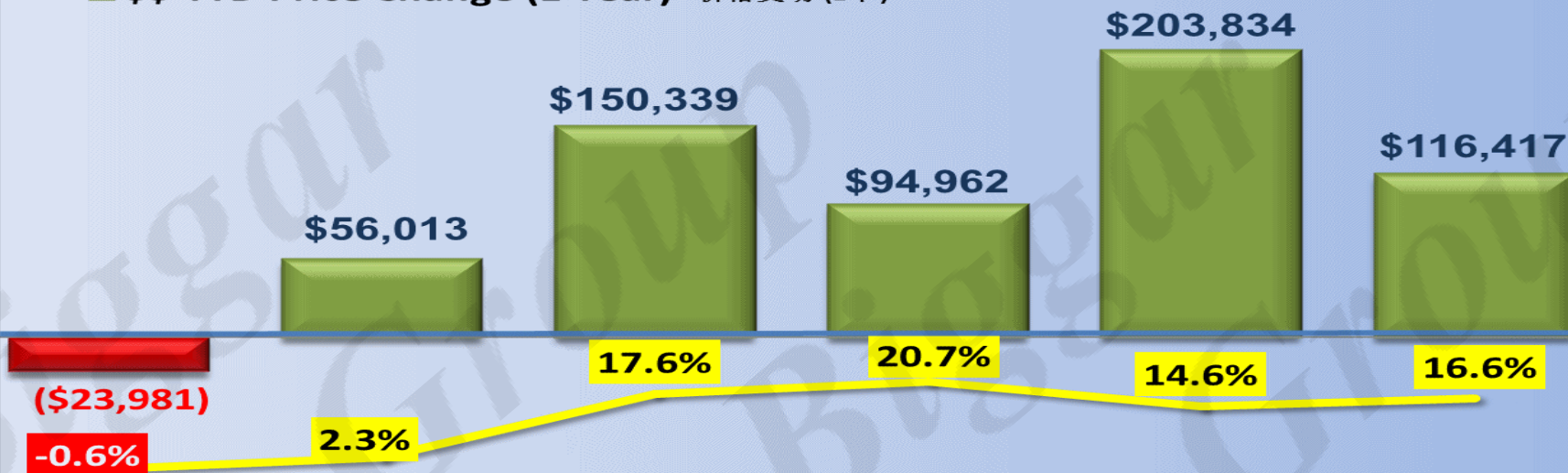
\$\$\$ YTD Price Change (1 Year) 价格变动 (1年)

年終住房價格變動
年終住房價格變動

年終住房價格變動
年終住房價格變動

YTD Home Price Changes \$\$\$

YTD Home Price Changes %%



% YTD Price Change (1 Year) 迄至今年价格变动 (1年)

High End Detached

高档独立屋

TOP 50%

\$3,000,000

Low End Detached

低端独立屋

LOWER 50%

High End Condos

高档公寓

TOP 50%

\$600,000

Low End Condos

低端公寓

LOWER 50%

High End Townhouse

高档城镇屋

TOP 50%

\$975,000

Low End Townhouse

低端城镇屋

LOWER 50%

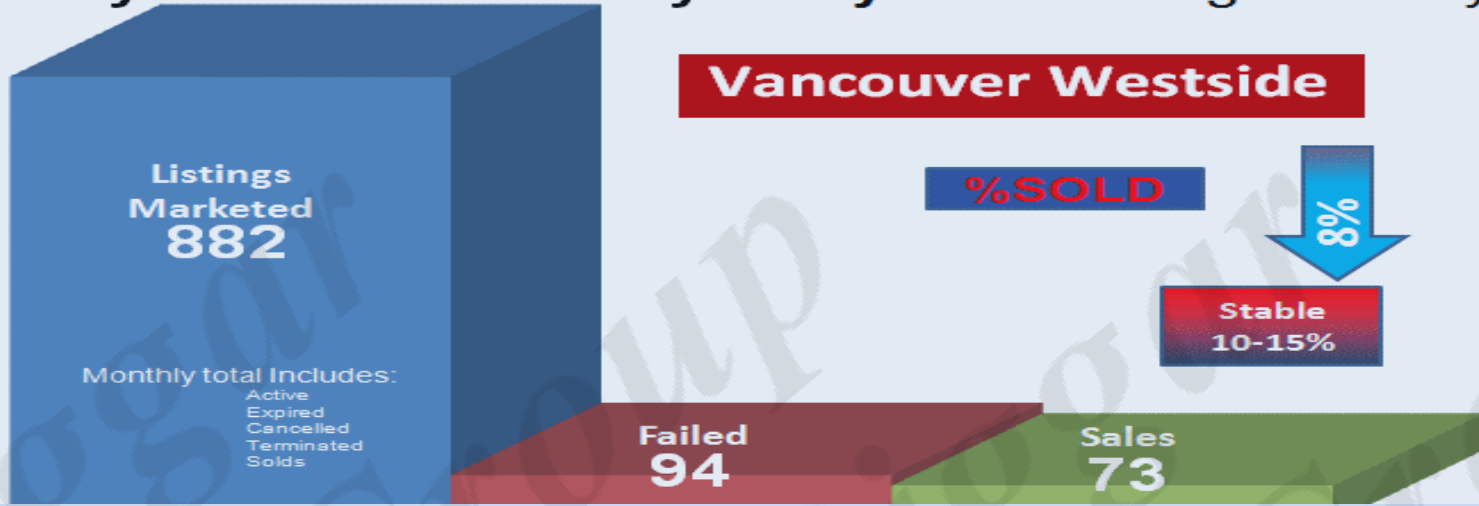
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Monthly Market Activity - July 2017 - Single Family



Aug 1 2017 **Vancouver Westside Market Update (Detached)**

Current: Vancouver Westside ranges from a Hot Lower End Market to a Stable High End Market with average **8 %SOLD** rate and a Sale Price /List Price of 4% or \$118,000 avg. sale price discount from original list price.

Most Active Price Range: Homes between \$2.25 mill. - \$2.5 mill. have **16.0 %SOLD** rate.

Least Active Price Range: Homes between \$6 mill. - \$8 mill. have **1.8 %SOLD** rate

History: The Vancouver Westside Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$2,692.

The Vancouver Westside Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$31,915. *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

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1. How Many Sold During the Month and at What Price Range?

Vancouver Westside List Price Ranges Statistics - July 2017							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$2,250,000	31	4	11	100%	-\$9,000	12.9%	
\$2,250,001-\$2,500,000	25	4	6	101%	\$23,000	16.0%	↑
\$2,500,001-\$2,750,000	35	3	12	99%	-\$38,000	8.6%	↓
\$2,750,001-\$3,000,000	70	10	21	97%	-\$80,500	14.3%	
\$3,000,001-\$3,300,000	43	6	16	93%	-\$232,500	14.0%	
\$3,300,001-\$3,600,000	60	3	10	101%	\$17,000	5.0%	↓
\$3,600,001-\$4,000,000	101	11	25	100%	-\$8,888	10.9%	
\$4,000,001-\$4,500,000	80	11	19	98%	-\$100,000	13.8%	
\$4,500,001-\$5,000,000	107	6	19	92%	-\$369,944	5.6%	↓
\$5,000,001-\$6,000,000	97	7	50	93%	-\$382,000	7.2%	↓
\$6,000,001-\$8,000,000	109	2	54	88%	-\$855,000	1.8%	↓
\$8,000,001 and more	124	6	83	85%	-\$1,644,000	4.8%	↓
Total Activity	882	73	18	96%	-\$118,000	8%	↓

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jul-16	Jun-17	Jul-17	8/1/2017	Change	
Total Listings** (A,S,T,C,X)	829	930	957		27	↑
Active Listings (1st of the month)	541	297	705	748	43	↑
Solds	142	140	105		-35	↓
Days on Market (DOM)	13	21	27		6	↑
%SOLD (Sales/ Listings /monthly rate)	17.1%	15.1%	11.0%		-4.1%	↓
(Top 50%) Home Price Index HPIp	\$2,296,100	\$2,226,100	\$2,191,101		-\$34,999	↓
(Lower 50%) Home Price Index HPIp	\$1,091,101	\$1,135,101	\$1,125,859		-\$9,242	↓

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What Sold in your Neighbourhood and for What Price?

Vancouver Westside Sub Areas Statistics - July 2017					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Arbutus	48	6	16	96%	-\$184,000	12.5%
Cambie	43	7	19	100%	\$0	16.3%
Dunbar	117	9	17	93%	-\$190,000	7.7%
Fairview VW-False Creek	4	0				0.0%
Kerrisdale	60	3	16	98%	-\$82,000	5.0%
Kitsilano	67	5	12	99%	-\$38,000	7.5%
MacKenzie Heights	33	5	26	93%	-\$298,000	15.2%
Mount Pleasant VW	2	0				0.0%
Marpole	50	4	16	98%	-\$60,500	8.0%
Oakridge VW	22	7	10	98%	-\$51,500	31.8%
Point Grey	80	4	35	92%	-\$388,500	5.0%
Quilchena	29	0				0.0%
South Cambie	11	2	10	100%	\$9,000	18.2%
South Granville	96	9	69	100%	-\$10,000	9.4%
Shaughnessy	97	4	95	84%	-\$2,334,000	4.1%
Southlands	46	4	14	93%	-\$293,944	8.7%
S.W. Marine	51	2	38	91%	-\$550,100	3.9%
University VW	26	2	115	88%	-\$1,290,000	7.7%
Total Activity	882	73	18	96%	-\$118,000	8%

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Next Months Market Forecast

Forecast: Vancouver Westside has average Listing Supply; 715 homes are for sale and with the **8 % SOLD** monthly rate gives us a ~13 months of inventory. 8% of the active listings have reduced their price by \$251,417 on average and \$200,000 median for the last month.

July's Real Estate Statistics show our Markets have NORMALIZED with 52% of Vancouver's Detached Markets increasing values this month. Gone of the Exhausting Highly Emotional Charged Markets that we have seen in the last few years. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of just \$7,343, which is a small decrease over the \$8,046 increase that we saw in June. Average Increase in Fraser Valley Markets has also normalized with a \$6,045 monthly increase. Last year our Single Family Markets peaked in June/July and this year we are forecasting the end of the Sellers Market across most Detached Markets.

Currently 88% of the Attached Markets are increasing at a fast pace in Greater Vancouver (51 of 58 Markets). We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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#1 RE/MAX Market Reports
RE/MAX Statistics, on the Web!

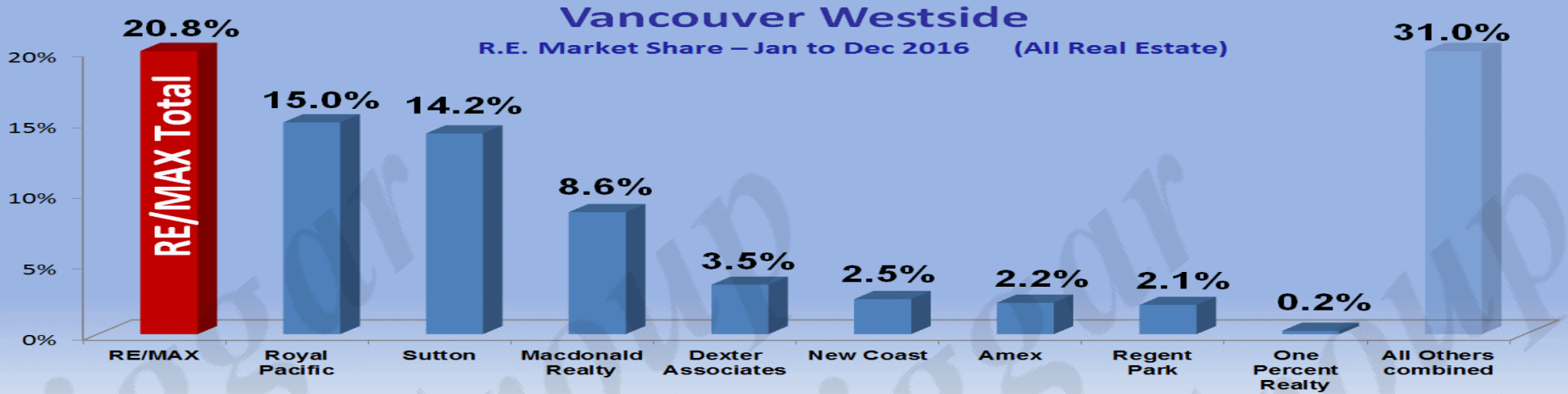
detached homes



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Market Analysis and Forecasting Aug 1/17 Vancouver Westside
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the RE/MAX Market Share Reports



RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand

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Larry Biggar – Taylor Biggar

RE/MAX Westcoast

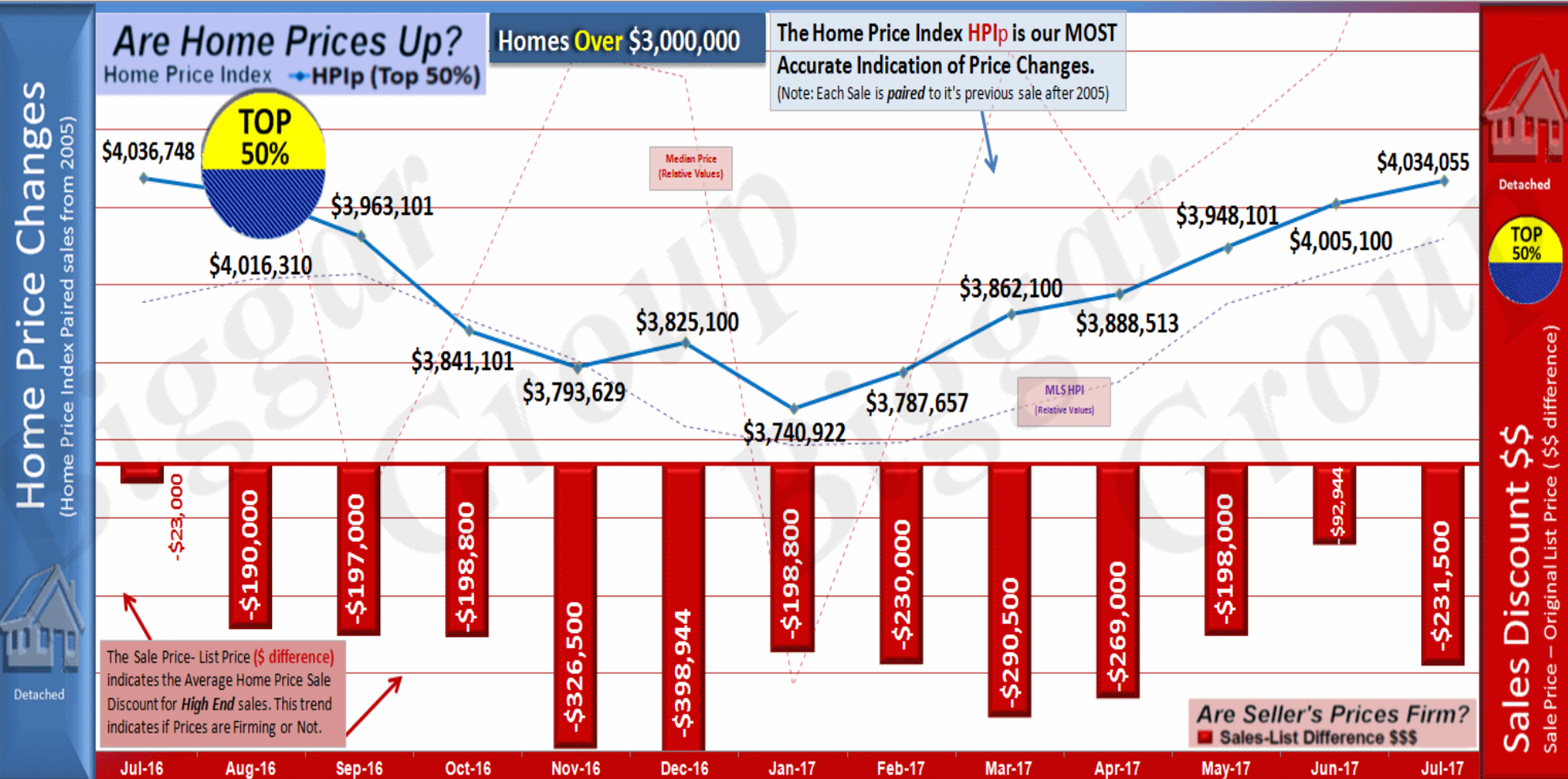
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Ph: 1-604-341-8368



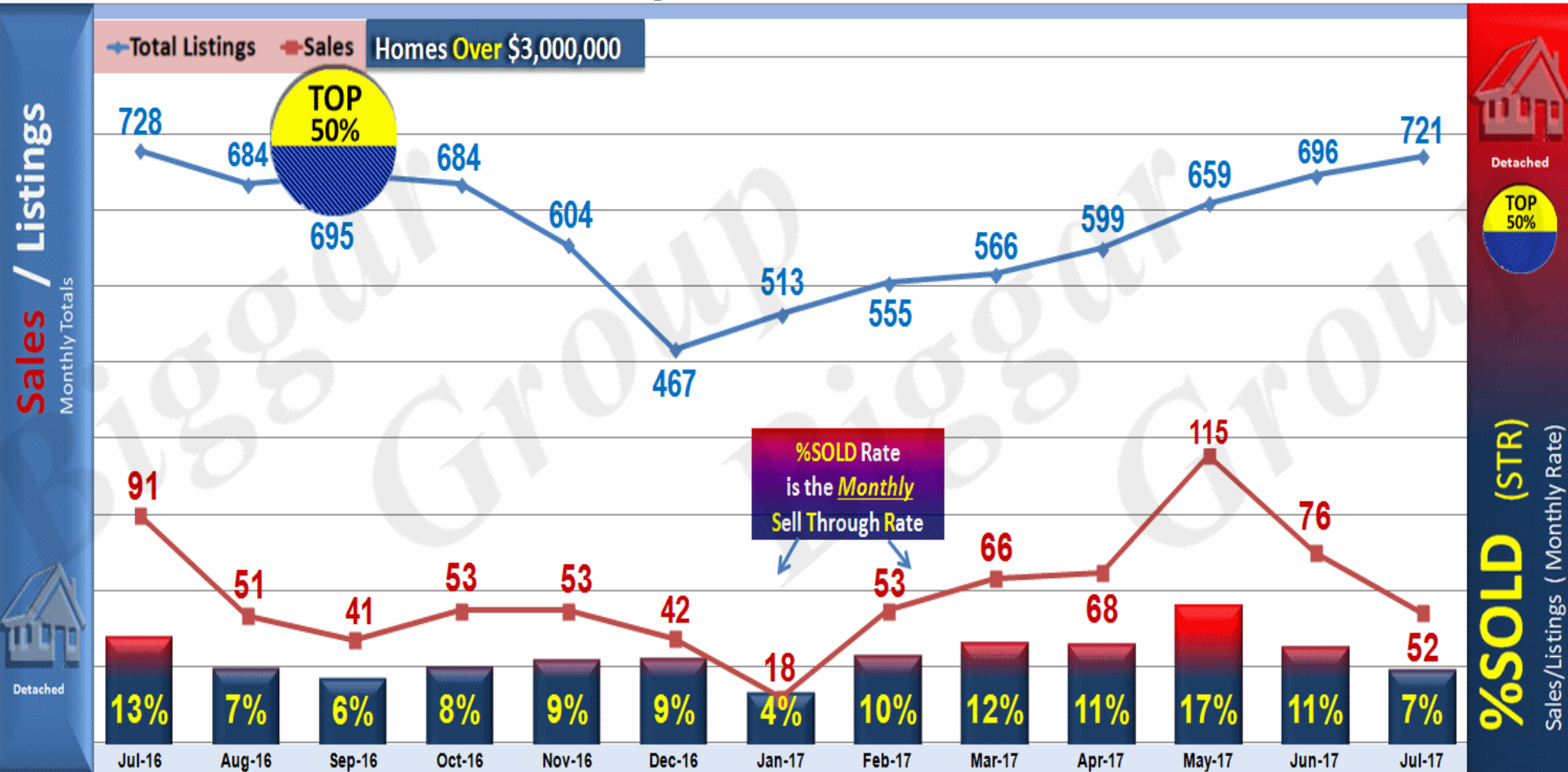
Detached Vancouver Westside Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)



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Detached Vancouver Westside Total Listings**, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Detached



Detached

TOP 50%

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

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Detached Vancouver Westside 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)

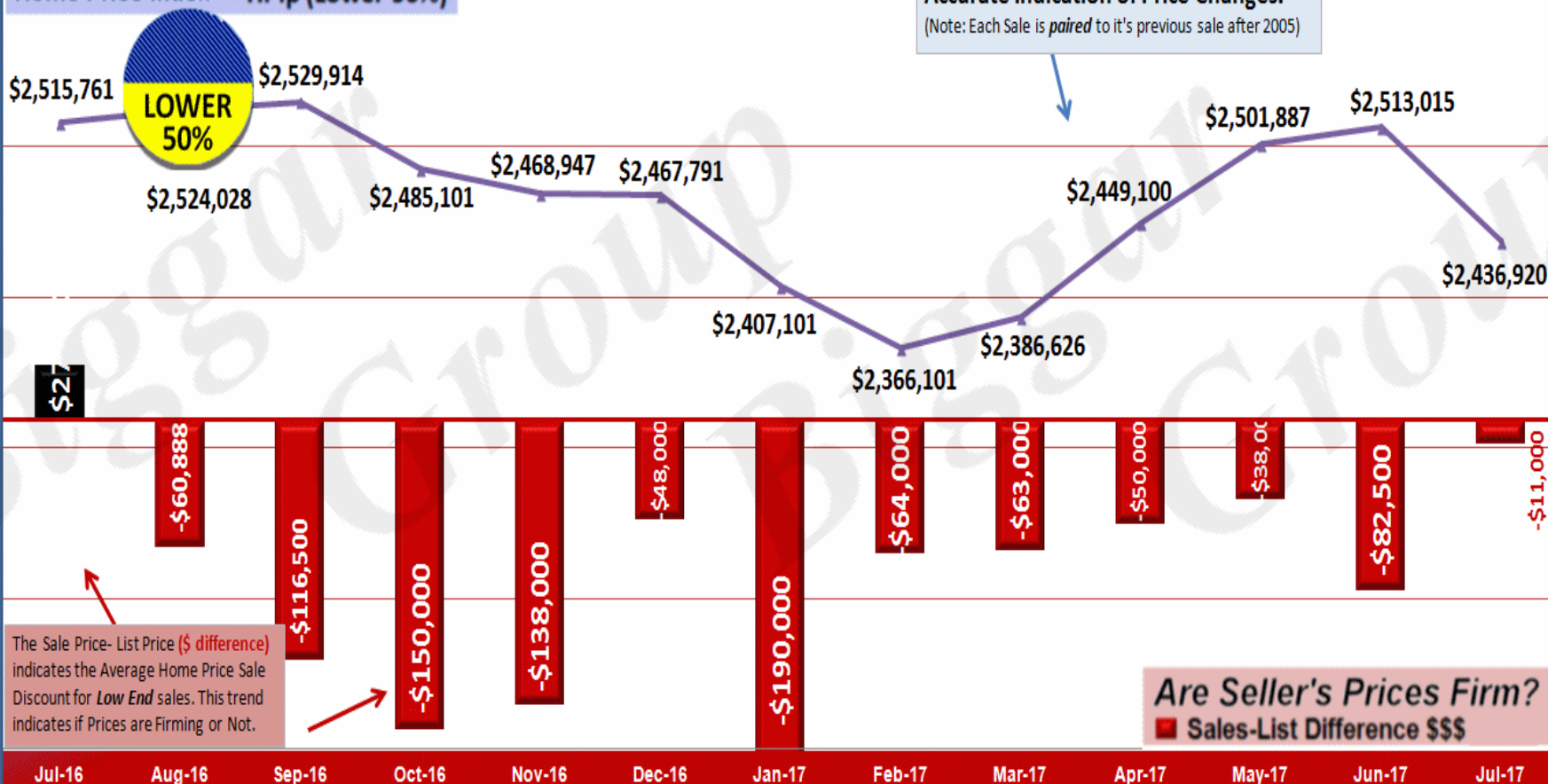
Home Price Changes
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$3,000,000

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes.
(Note: Each Sale is paired to its previous sale after 2005)



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.

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached



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

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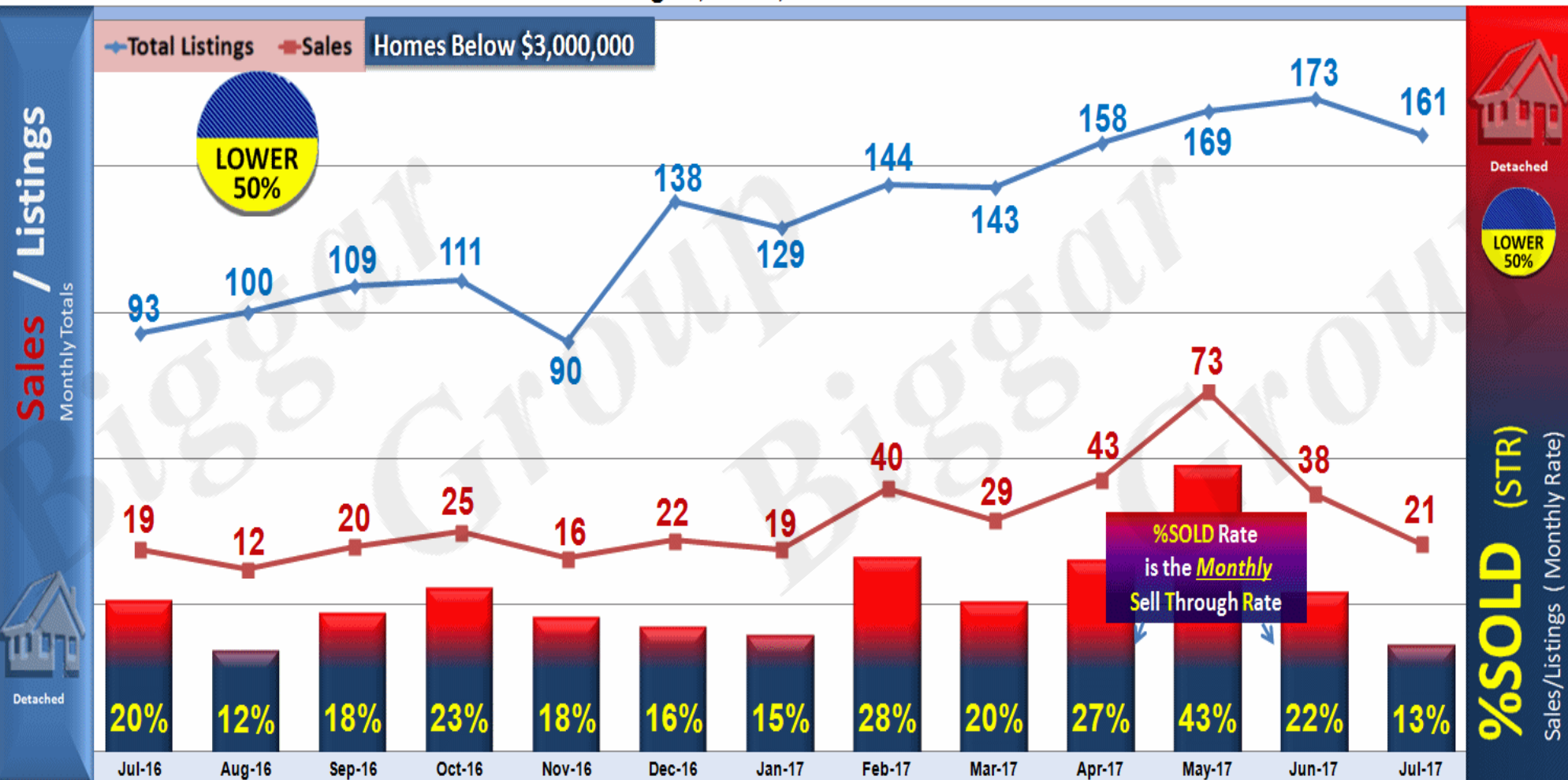
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Market Analysis and Forecasting Aug 1/17 Vancouver Westside

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Detached Vancouver Westside Total Listings**, Sales, and %SOLD rates



Sales / Listings Monthly Totals



Detached



Detached



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



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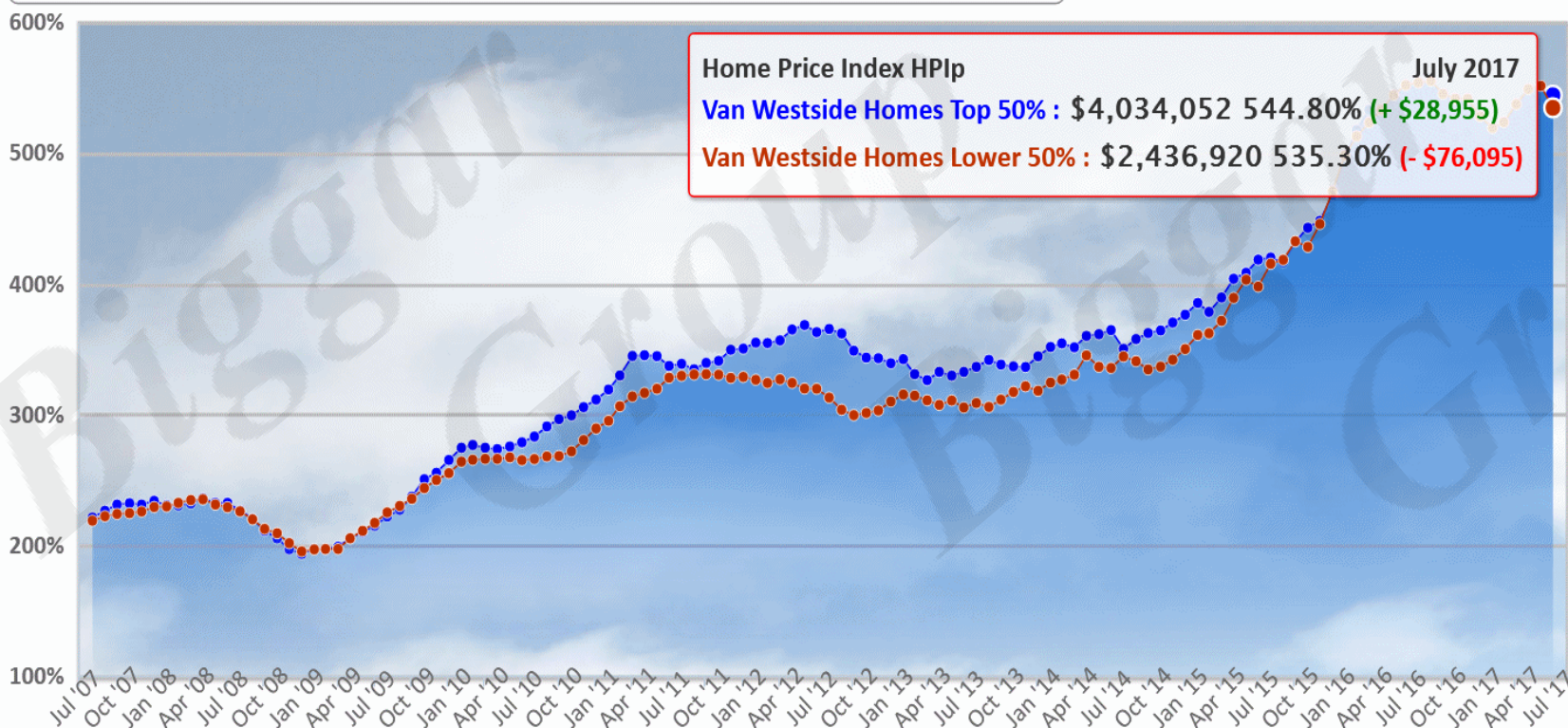
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Van Westside Homes Top 50% : HPIp Forecast+ Forecast-
 Van Westside Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Jul 2017	% 544.80
Jun 2017	% 540.90
May 2017	% 533.20
Apr 2017	% 525.10
Mar 2017	% 521.60
Feb 2017	% 511.50
Jan 2017	% 505.20
Dec 2016	% 516.60
Nov 2016	% 512.30
Oct 2016	% 518.70
Sep 2016	% 535.20
Aug 2016	% 542.40

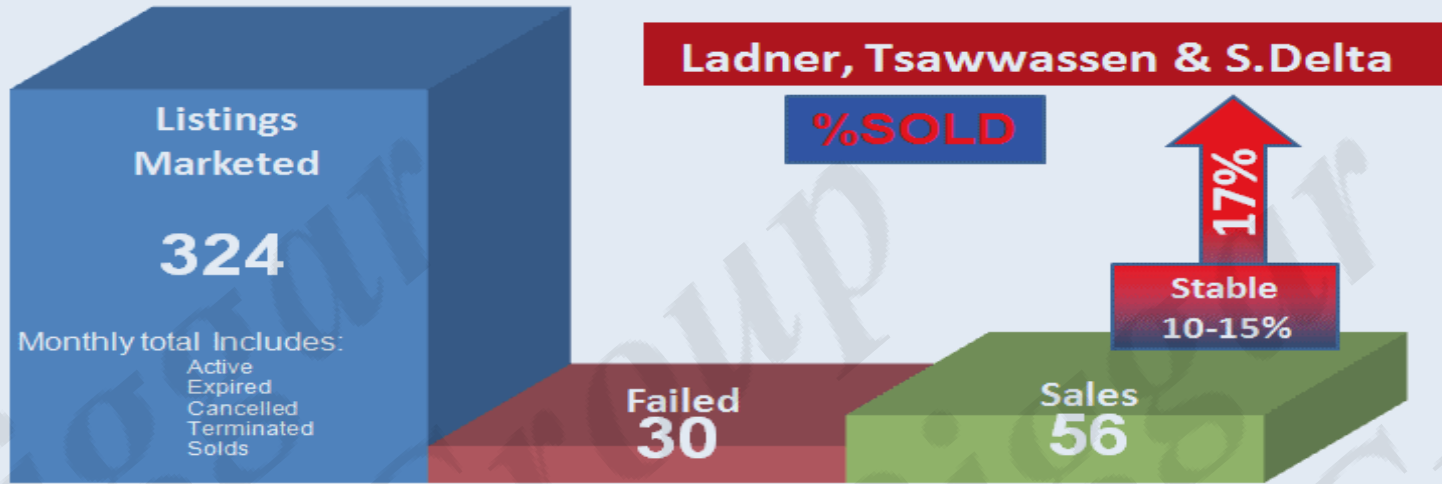
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Monthly Market Activity - July 2017 Single Family



Aug 1 2017 Ladner, Tsawwassen & S. Delta Market Update (detached)

Current: Ladner, Tsawwassen and S. Delta residential detached housing market has a **17 %SOLD** rate making it a Sellers Market.

(This means 17 homes out of 100 sold last month with an average \$58,000 Discount from the original list price).

Most Active Price Range: Homes between \$1 mill. - \$1.2 mill. have **32.9 %SOLD** rate.

Least Active Price Range: Homes above \$1.8 mill. have **4.8 %SOLD** rate.

History: Ladner, Tsawwassen and S. Delta Year-To-Date RMR HPI* shows that prices decreased \$64,000.

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



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1. How Many Sold During the Month and at What Price Range?

Ladner, Tsawwassen & S.Delta List Price Ranges Statistics - July 2017

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	44	11	10	99%	-\$10,000	25.0%	↑
\$1,000,001-\$1,200,000	70	23	21	96%	-\$44,000	32.9%	↑
\$1,200,001-\$1,400,000	58	8	8	98%	-\$24,950	13.8%	
\$1,400,001-\$1,800,000	68	10	27	95%	-\$81,250	14.7%	
\$1,800,001 and more	84	4	96	92%	-\$221,500	4.8%	↓
Total Activity	324	56	19	96%	-\$43,000	17%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jul-16	Jun-17	Jul-17	8/1/2017	Change	
Total Listings** (A,S,T,C,X)	280	338	324		-14	↓
Active Listings (1st of the month)	208	80	245	238	-7	↓
Solds	53	59	56		-3	↓
Days on Market (DOM)	18	16	21		5	↑
%SOLD (Sales/Listings /monthly rate)	25.5%	17.5%	17.3%		-0.2%	↓
Home Price Index	\$1,201,100	\$1,097,101	\$1,137,100		\$39,999	↑

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What Sold in your Neighbourhood and for What Price?

Ladner, Tsawwassen & S.Delta Sub areas Statistics - July 2017 Detached						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Delta Manor	8	2	13	101%	\$5,050	25%
East Delta	10	0				0%
Hawthorne	35	7	17	98%	-\$23,000	20%
Holly	17	7	9	98%	-\$20,000	41%
Ladner Rural	15	3	74	94%	-\$230,000	20%
Ladner Elementary	18	2	10	97%	-\$27,950	11%
Neilsen Grove	16	6	17	98%	-\$33,569	38%
Port Guichon	9	0				0%
Westham Island	2	0				0%
Boundary Beach	10	3	9	102%	\$28,000	30%
Beach Grove	25	4	35	97%	-\$43,500	16%
Cliff Drive	28	3	10	99%	-\$14,900	11%
Tsawwassen Central	43	8	54	93%	-\$92,000	19%
English Bluff	26	1	58	94%	-\$118,000	4%
Pebble Hill	42	7	89	93%	-\$80,000	17%
Tsawwassen East	20	3	12	95%	-\$65,000	15%
Total Activity	324	56	19	96%	-\$43,000	17%

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Next Months Market Forecast

Forecast: Ladner, Tsawwassen and S. Delta have 238 homes for sale and with the **17% SOLD** monthly rate gives us ~6 months of inventory. 13% of the active listings have reduced their price by \$53,536 on average or \$49,000 median in the last month.

July's Real Estate Statistics show our Markets have NORMALIZED with 52% of Vancouver's Detached Markets increasing values this month. Gone of the Exhausting Highly Emotional Charged Markets that we have seen in the last few years. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of just \$7,343, which is a small decrease over the \$8,046 increase that we saw in June. Average Increase in Fraser Valley Markets has also normalized with a \$6,045 monthly increase. Last year our Single Family Markets peaked in June/July and this year we are forecasting the end of the Sellers Market across most Detached Markets.

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Raw Data collected from the Real Estate Boards: FVREB - REBGV - CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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Larry Biggar - Taylor Biggar

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



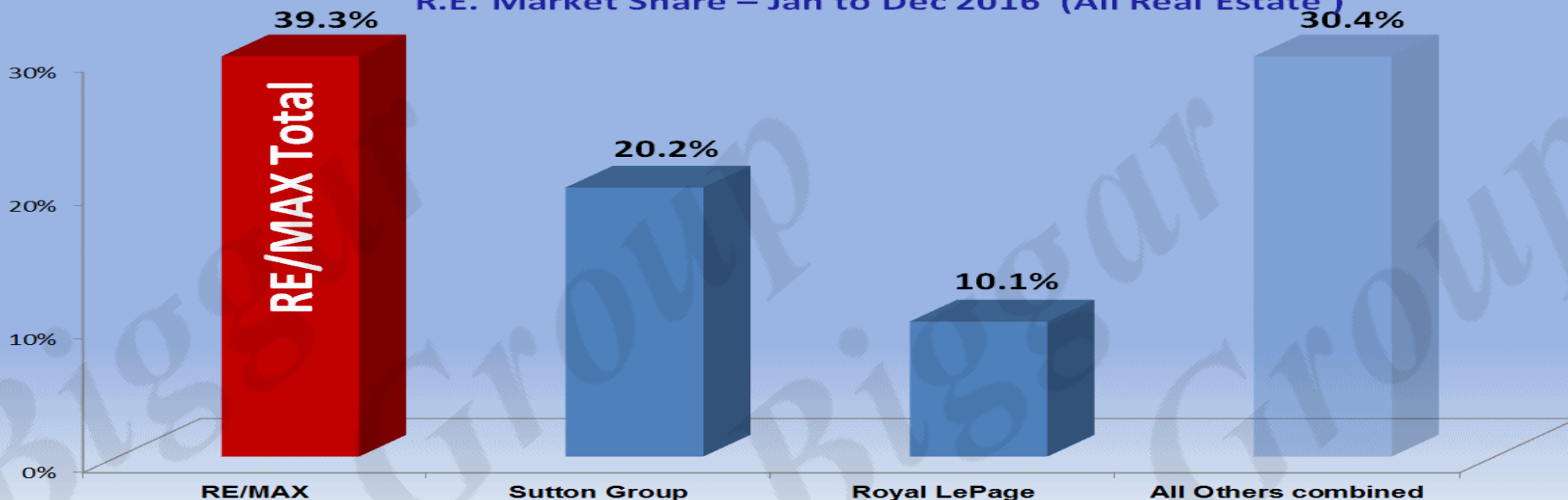
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Market Analysis and Forecasting

Aug 1/17 Ladner, S. Delta

the RE/MAX Market Share Reports

Ladner / Tsawwassen / Delta
R.E. Market Share – Jan to Dec 2016 (All Real Estate)



RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand

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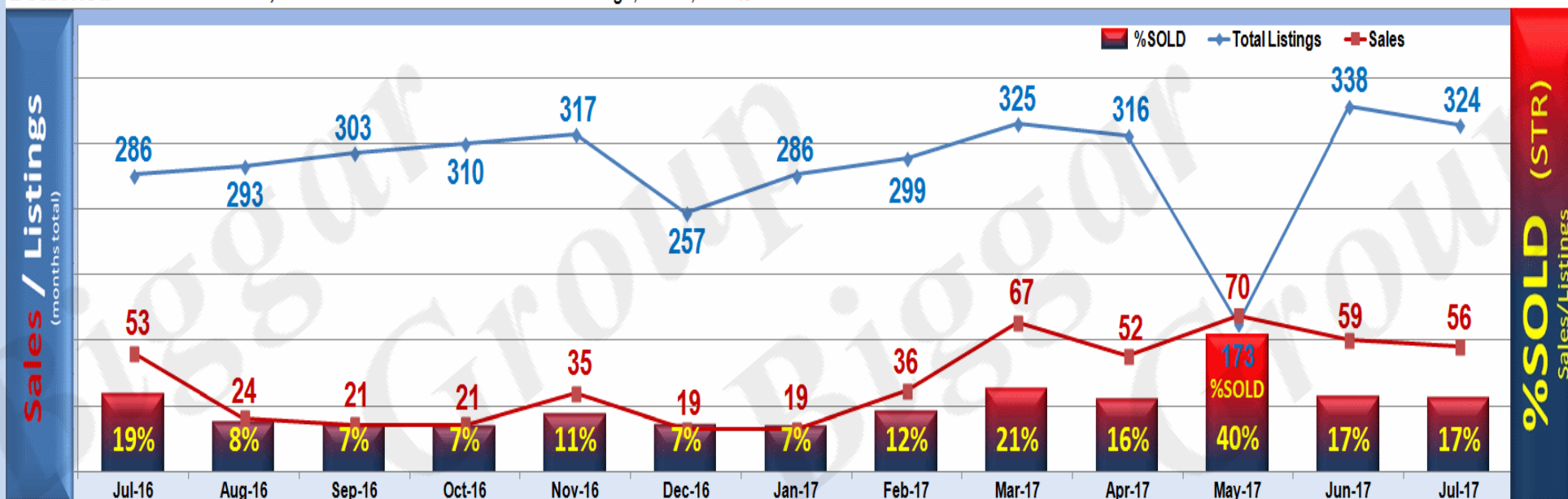
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How has the Market performed this Past Month and Year?

Detached Ladner, Tsawwassen & S.Delta Total Listings, Sales, and %SOLD rates

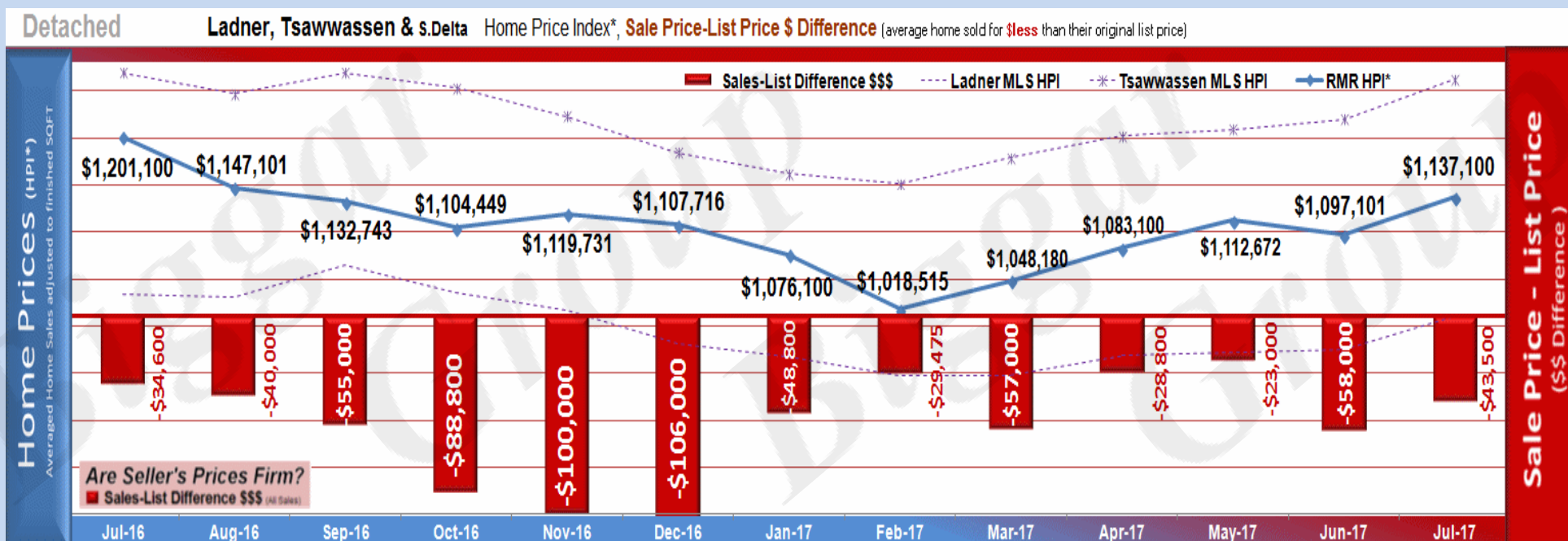


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Larry Biggar - Taylor Biggar



How has the Housing Price Index changed and ... What is the Average Negotiated Discount?



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Aug 1/17 Richmond

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Richmond Sub areas Statistics - July 2017						
Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Difference	%SOLD
Sea Island	1	1	64	100%	\$0	100.0%
Bridgeport Fl	34	14	0	100%	\$0	41.2%
West Cambie	107	39	14	100%	\$0	36.4%
East Cambie	20	4	8	100%	\$2,500	20.0%
Terra Nova	14	1	7	103%	\$15,000	7.1%
Riverdale Fl	27	11	9	100%	\$2,000	40.7%
Quilchena Fl	6	1	13	98%	-\$8,000	16.7%
Granville	22	6	19	100%	\$100	27.3%
Seafair	3	0				0.0%
Boyd Park	17	6	13	101%	\$5,100	35.3%
Lackner	5	1	22	98%	-\$17,000	20.0%
Steveston Village	5	1	10	100%	\$0	20.0%
Steveston North	20	8	13	98%	-\$17,556	40.0%
Steveston South	46	11	7	102%	\$15,100	23.9%
Westwind	3	0				0.0%
Woodwards	27	5	13	99%	-\$13,800	18.5%
Broadmoor	10	2	11	95%	-\$44,500	20.0%
Garden City	13	6	19	99%	-\$3,444	46.2%
Saunders	14	7	14	99%	-\$7,400	50.0%
South Arm	10	1	21	98%	-\$17,000	10.0%
Brighthouse	282	95	12	100%	\$0	33.7%
Brighthouse South	132	36	13	100%	\$500	27.3%
McLennan North	121	33	13	101%	\$4,000	27.3%
Gilmore	0	0				0.0%
McLennan	0	0				0.0%
East Richmond	22	1	77	94%	-\$47,000	4.5%
McNair	1	1	6	104%	\$28,100	100.0%
Ironwood	15	3	7	101%	\$7,000	20.0%
Hamilton Fl	6	3	9	99%	-\$8,000	50.0%
Total Activity	983	297	12	100%	\$0	30%

Richmond List Price Ranges Statistics - July 2017						
Home Price Range	Total Listings	Sales	DOM	Sale Price	Sell - List \$Difference	%SOLD
0-\$200,000	11	4	15	100%	\$100	36.4%
\$200,001-\$300,000	33	12	10	103%	\$7,900	36.4%
\$300,001-\$400,000	82	37	11	100%	\$1,000	45.1%
\$400,001-\$500,000	128	44	11	104%	\$19,000	34.4%
\$500,001-\$600,000	132	46	10	101%	\$5,050	34.8%
\$600,001-\$700,000	124	40	13	100%	-\$500	32.3%
\$700,001 and more	473	114	18	99%	-\$6,000	24.1%
Total Activity	983	297	12	100%	\$0	30%

Monthly Changes Summary	Jul-16	Jun-17	Jul-17	Aug-17	Change
Total Listings** (A,S,T,C,X)	1004	928	983		55
Active Listings (1st of the month)	590	308	543	636	93
Solds	310	332	297		-35
DOM	12	9	12		3
%SOLD (Sales/ Listings /monthly rate)	30.9%	35.8%	30.2%		-5.6%
Condos (Top 50%) Home Price Index HP	\$514,180	\$626,162	\$635,800		\$9,639
Condos (Lower 50%) Home Price Index HP	\$278,455	\$365,100	\$374,123		\$9,023
Twnhs (Top 50%) Home Price Index HPIp	\$893,041	\$948,101	\$952,476		\$4,375
Twnhs (Lower 50%) Home Price Index HPIp	\$556,100	\$644,877	\$642,060		-\$2,817



Aug 1 2017 Richmond Market Update (Attached)

Current: Richmond is a Sellers Market with **30 %SOLD** Rate and **100% Sell/List Ratio**. (This means an average of a \$0 discount on a sale from the original list price)

Most Active Range: Homes between \$300,000 - \$400,000 have **45.1 %SOLD** rate. **Least Active Range:** Homes above \$700,000 have **24.1 %SOLD** rate.

History: Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$121,621.

Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are increased \$95,668.

Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$59,435.

Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$85,960.

Forecast: June 2017 has 31% less Listing Inventories than June 2016. New listings exceeded the sales by 314 meaning that we will see higher than normal listings levels next month thus perpetuating the well supplied market. We project Richmond to be a continued sellers market. July's Real Estate Statistics show our Markets have **NORMLIZED** with 52% of Vancouver's Detached Markets increasing values this month. Gone of the Exhausting Highly Emotional Charged Markets that we have seen in the last few years. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of just \$7,343, which is a small decrease over the \$8,046 increase that we saw in June. Average Increase in Fraser Valley Markets has also normalized with a \$6,045 monthly increase. Last year our Single Family Markets peaked in June/July and this year we are forecasting the end of the Sellers Market across most Detached Markets. Currently 88% of the Attached Markets are increasing at a fast pace in Greater Vancouver (51 of 58 Markets). We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the **MOST ACCURATE** Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

Note: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). Data is from : FVRES, REBGV, CADRES Real Estate Boards and they assume no responsibility for its accuracy Copyright: RMXReports.com

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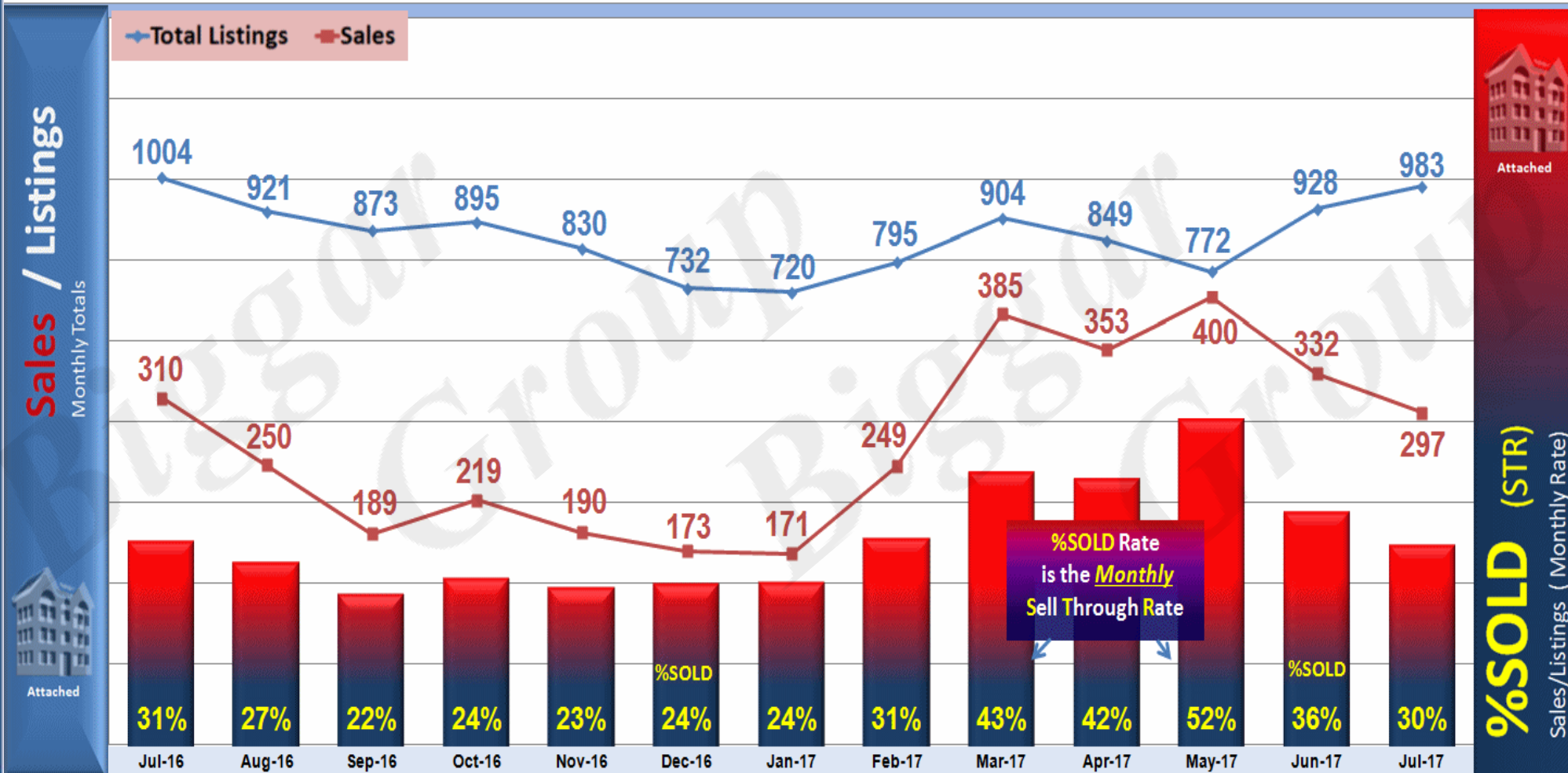
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Market Analysis and Forecasting Aug 1/17 Richmond
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Attached Richmond Total Listings**, Sales, and %SOLD Rates



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Market Analysis and Forecasting Aug 1/17 Richmond

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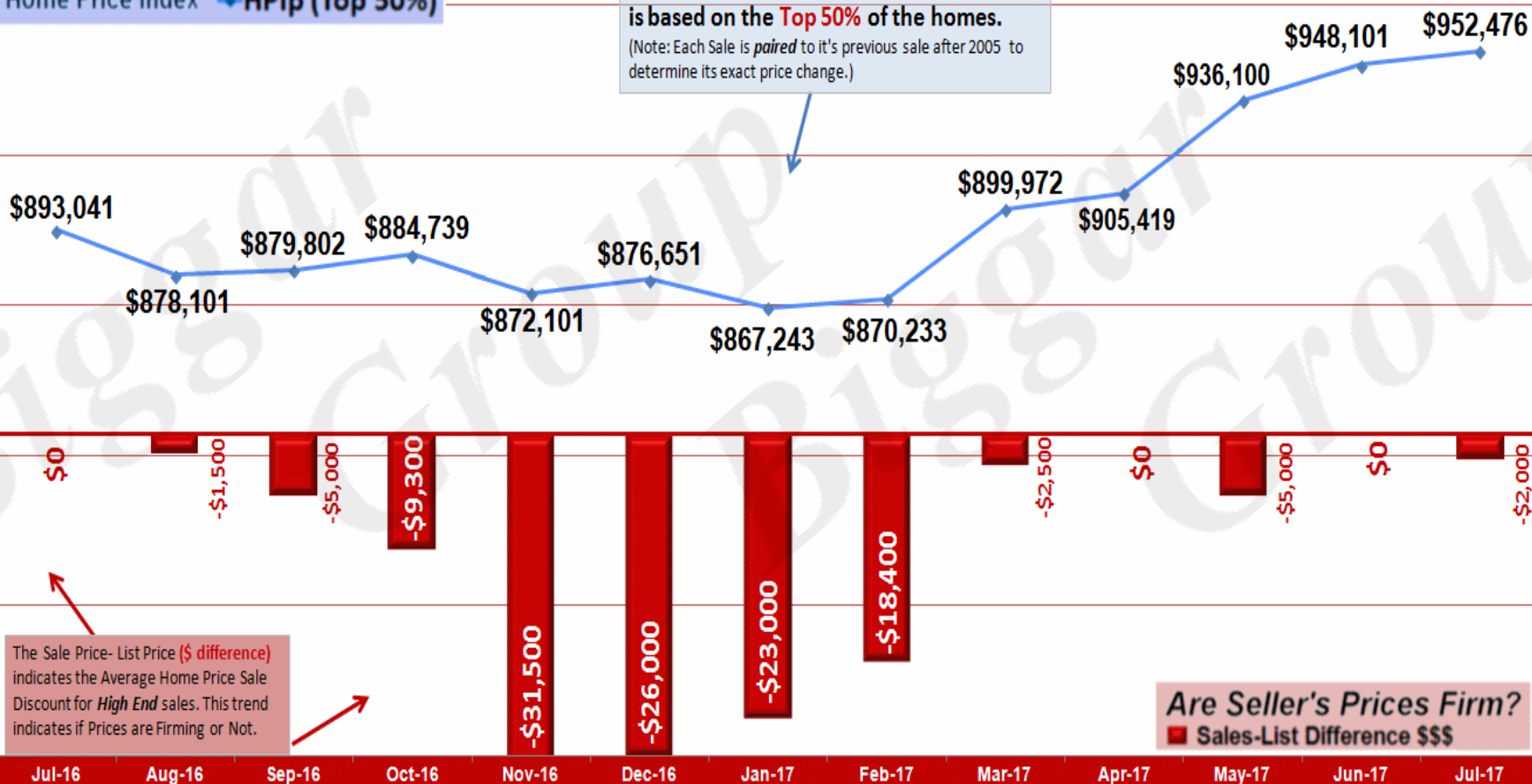
Attached Richmond Townhouse Home Price Index HPIp (Top 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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.)



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.

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



Townhouses

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

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Larry Biggar - Taylor Biggar



Market Analysis and Forecasting Aug 1/17 Richmond

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Attached Richmond 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)

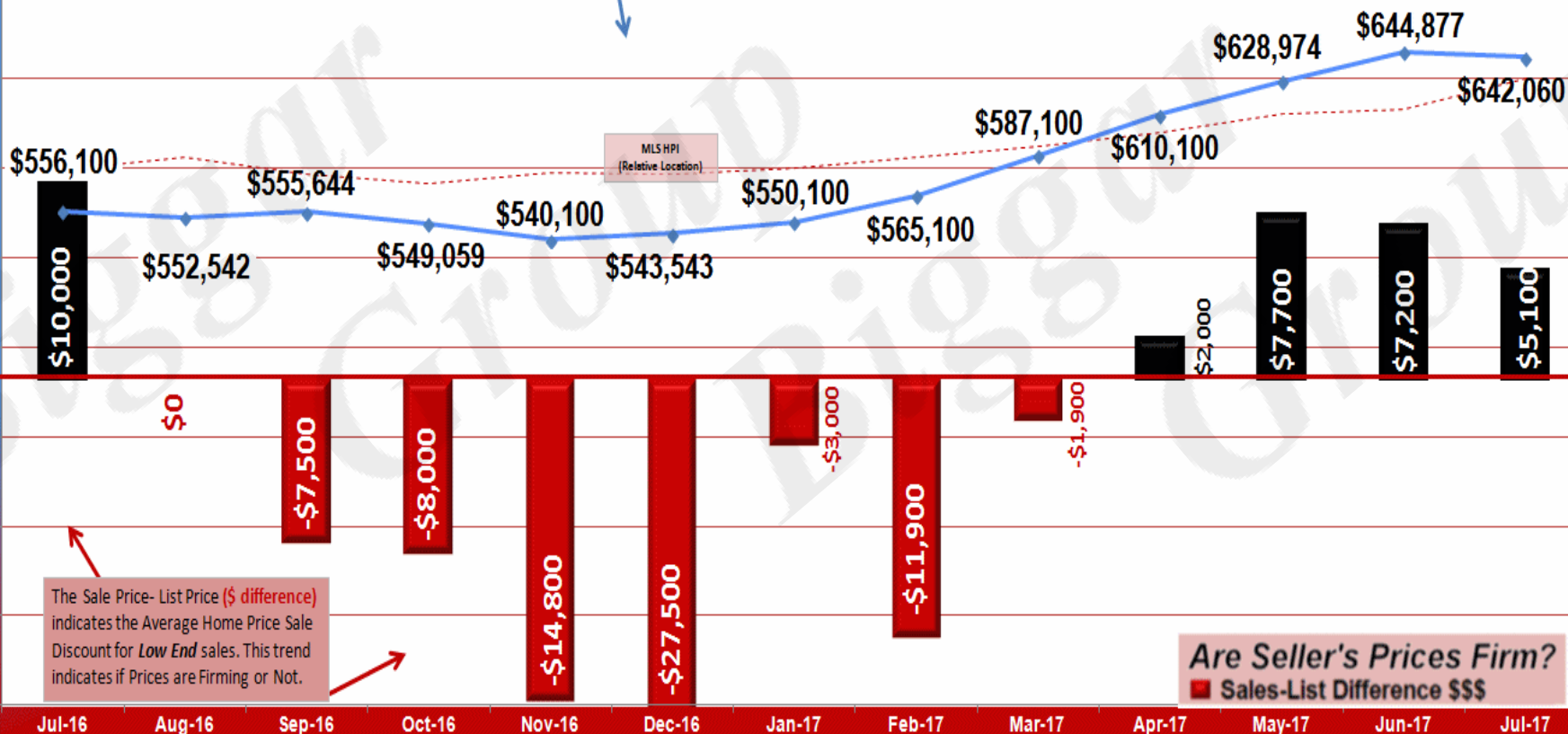
Home Price Changes

(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.)



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.

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



Townhouses

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

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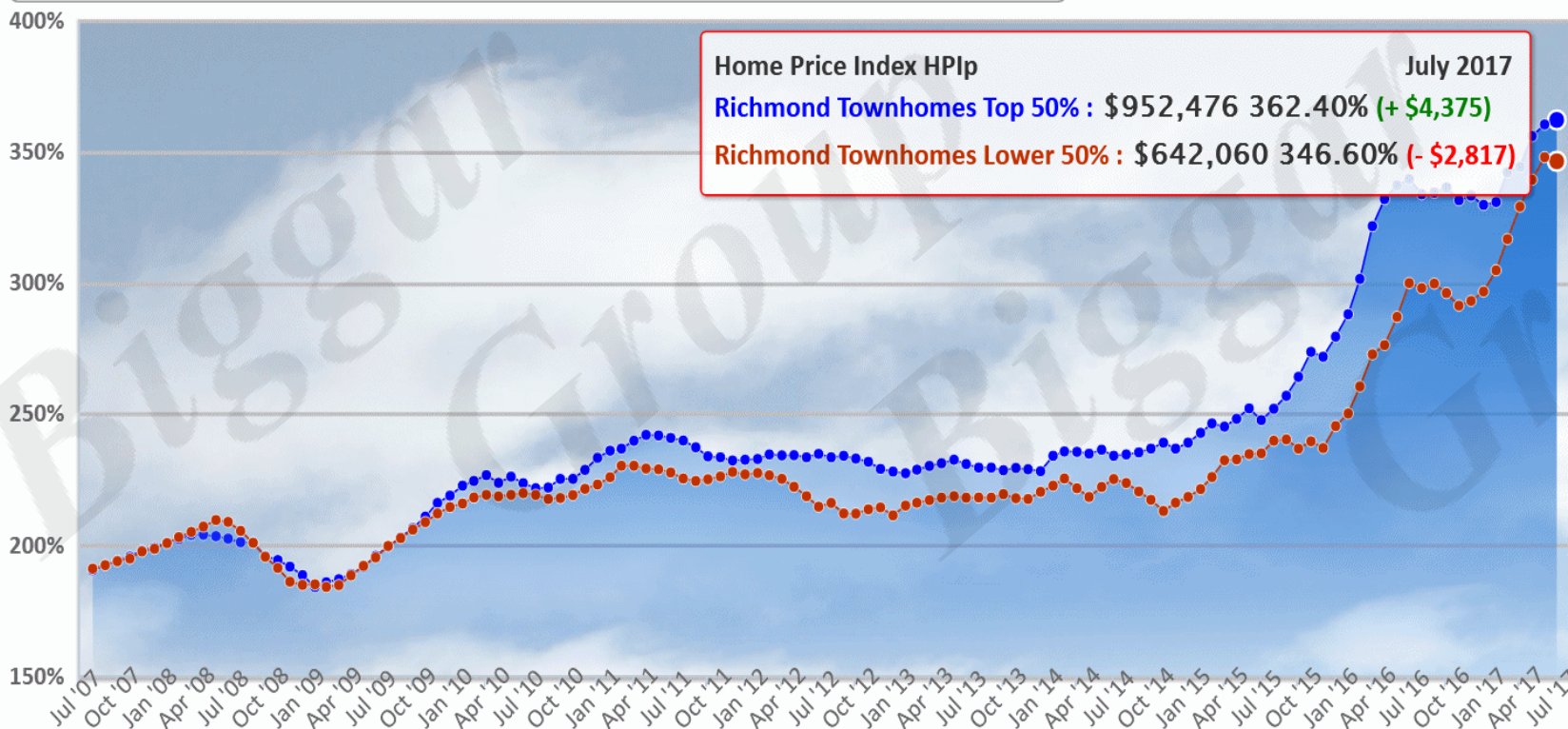


Market Analysis and Forecasting Aug 1/17 Richmond
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Richmond Townhomes Top 50% : HPIp Forecast+ Forecast-
Richmond Townhomes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Jul 2017	% 362.40
Jun 2017	% 360.70
May 2017	% 356.20
Apr 2017	% 344.50
Mar 2017	% 342.40
Feb 2017	% 331.10
Jan 2017	% 330.00
Dec 2016	% 333.50
Nov 2016	% 331.80
Oct 2016	% 336.60
Sep 2016	% 334.70
Aug 2016	% 334.10

<< < 1 2 3 > >>

Drag over area to ZOOM in



*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. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Market Analysis and Forecasting Aug 1/17 Richmond

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Attached

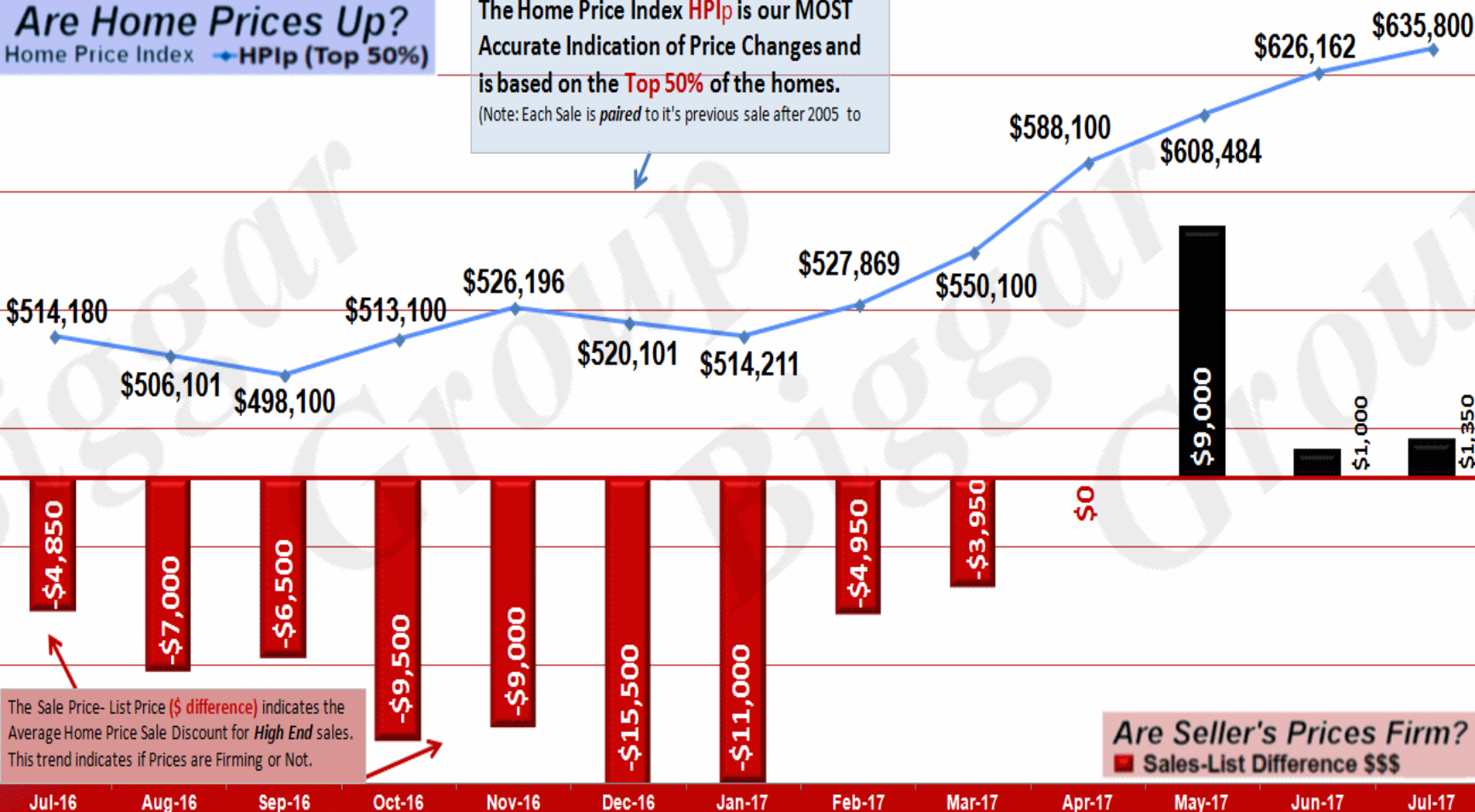
Richmond Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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



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.

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

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Larry Biggar - Taylor Biggar



Market Analysis and Forecasting Aug 1/17 Richmond

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Attached

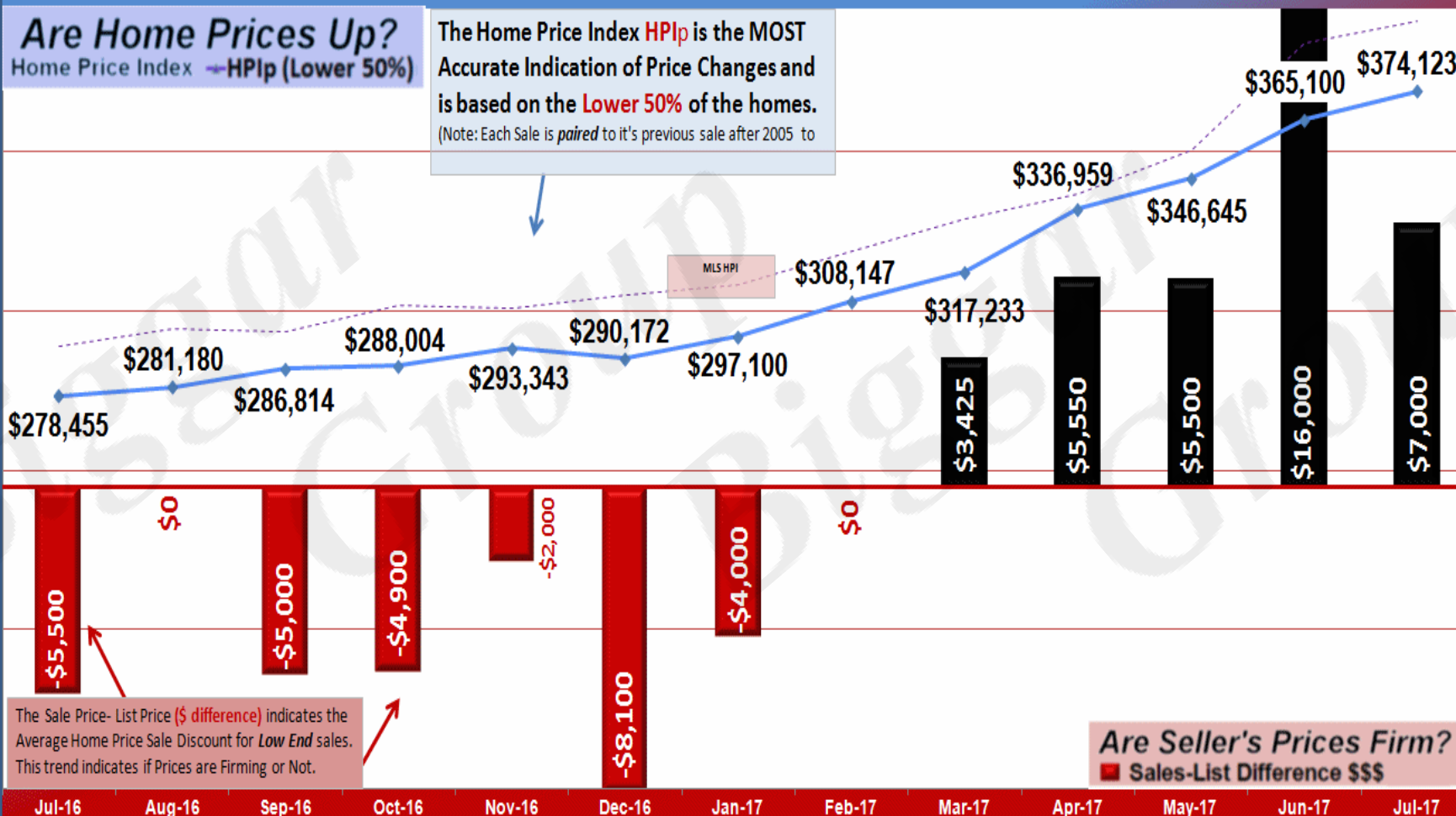
Richmond Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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



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.

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



Condominiums

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

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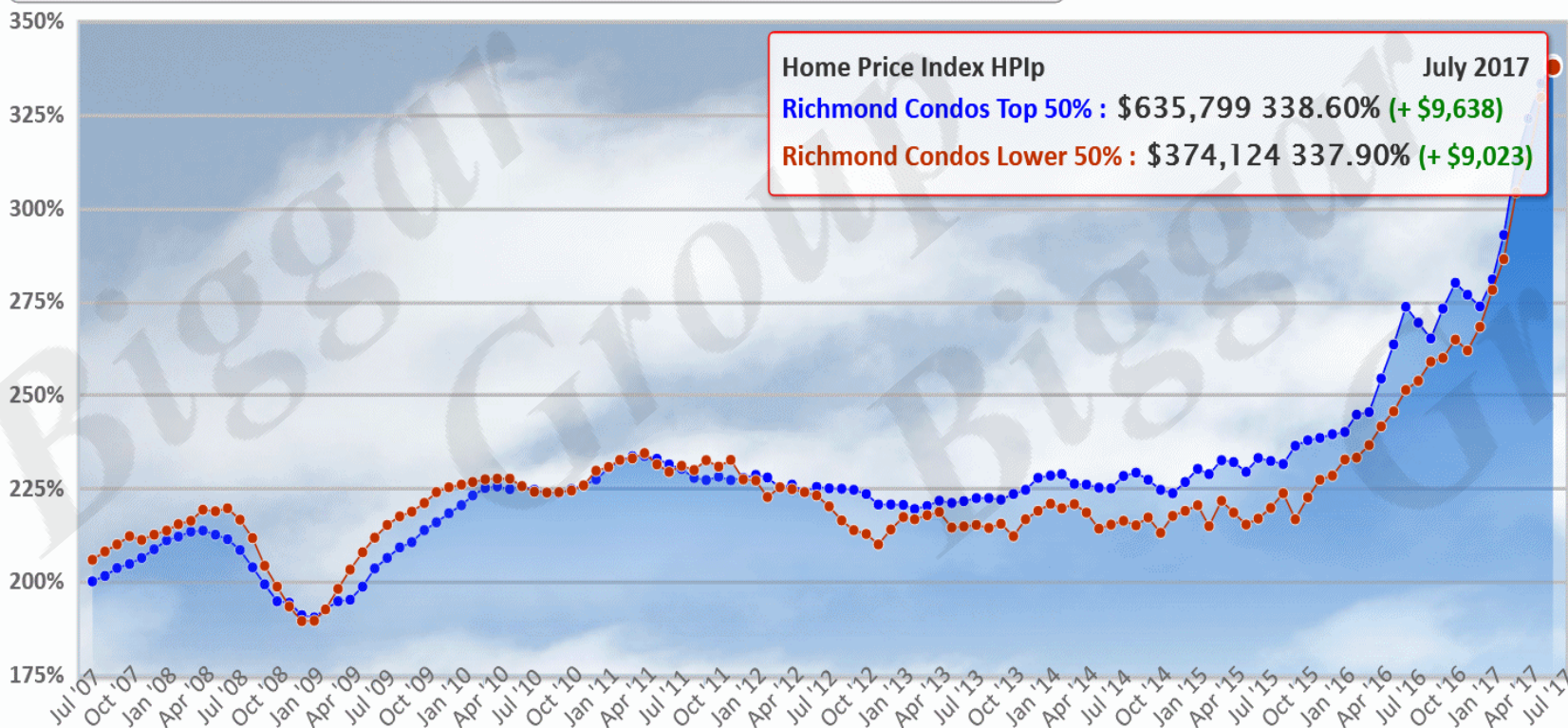
Market Analysis and Forecasting Aug 1/17 Richmond

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Richmond Condos Top 50% : HPIp Forecast+ Forecast-
 Richmond Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Jul 2017	% 338.60
Jun 2017	% 333.50
May 2017	% 324.10
Apr 2017	% 313.20
Mar 2017	% 293.00
Feb 2017	% 281.10
Jan 2017	% 273.90
Dec 2016	% 277.00
Nov 2016	% 280.20
Oct 2016	% 273.30
Sep 2016	% 265.30
Aug 2016	% 269.50

<< < 1 2 3 > >>

Army ever able to ZOOM in



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



BIGGAR GROUP

Market Analysis and Forecasting Aug 1/17 Vancouver Westside

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Vancouver West Side Sub areas Statistics - July 2017						
Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Difference	%SOLD
Arbutus	1	0				0.0%
Cambie	51	6	7	103%	\$19,564	11.8%
Dunbar	8	2	5	95%	-\$20,500	25.0%
Fairview VW	107	48	9	101%	\$10,500	44.9%
False Creek	79	20	9	103%	\$18,500	25.3%
Kerrisdale	31	5	11	100%	\$0	16.1%
Kitsilano	157	53	8	101%	\$8,100	33.8%
MacKenzie Heights	1	0				0.0%
Mount Pleasant VW	25	11	8	100%	\$0	44.0%
Marpole	61	10	10	100%	-\$1,000	16.4%
Oakridge VW	25	7	7	100%	\$0	28.0%
Point Grey	12	2	8	100%	-\$5,000	16.7%
Quilchena	21	4	6	107%	\$43,000	19.0%
South Cambie	22	5	10	103%	\$43,888	22.7%
South Granville	18	1	17	89%	-\$87,100	5.6%
Shaughnessy	8	2	44	85%	-\$412,500	25.0%
Southlands						0.0%
S.W. Marine	11	1	14	102%	\$15,000	9.1%
University VW	145	29	15	99%	-\$9,000	20.0%
Total Activity	783	206	9	100%	\$0	26%

Vancouver West Side List Price Ranges Statistics - July 2017						
Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000						0.0%
\$300,001-\$400,000	10	7	8	103%	\$12,100	70.0%
\$400,001-\$500,000	40	25	8	104%	\$20,100	62.5%
\$500,001-\$600,000	67	22	8	103%	\$15,000	32.8%
\$600,001-\$700,000	77	23	8	102%	\$10,100	29.9%
\$700,001-\$800,000	76	29	10	101%	\$6,000	38.2%
\$800,001-\$900,000	60	25	7	100%	\$2,000	41.7%
\$900,001-\$1,000,000	64	15	7	101%	\$10,000	23.4%
\$1,000,001-\$1,250,000	97	18	8	100%	-\$1,950	18.6%
\$1,250,001-\$1,500,000	96	18	15	99%	-\$15,000	18.8%
\$1,500,001 and more	196	24	16	99%	-\$28,500	12.2%
Total Activity	783	206	9	100%	\$0	26%

Monthly Changes Summary	Jul-16	Jun-17	Jul-17	8/1/2017	Change
Total Listings** (A,S,T,C,X)	760	782	783		1
Active Listings (1st of the month)	425	412	447	511	64
Solds	273	274	206		-68
DOM	9	9	9		0
%SOLD (Sales/Listings /mthly rate)	36%	35%	26%		-9%
Condos (Top 50%) Home Price Index HPIp	\$894,101	\$1,026,833	\$1,041,100		\$14,267
Condos (Lower 50%) Home Price Index HPIp	\$483,805	\$574,101	\$580,100		\$5,999
Twnhs (Top 50%) Home Price Index HPIp	\$1,493,523	\$1,645,161	\$1,655,270		\$10,108
Twnhs (Lower 50%) Home Price Index HPIp	\$737,502	\$830,100	\$846,100		\$16,000

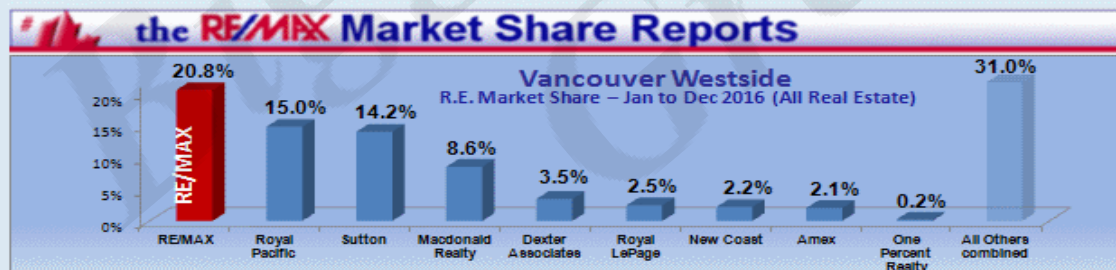
Aug 1 2017 Vancouver West Side Market Update (Attached)

Current: Vancouver West Side: a Sellers Market with **26 %SOLD** Rate and 100% Sell/List Ratio. (This means an average of a \$0 Discount on a sale from the original list price)

Most Active Range: Homes between \$300,000 - \$400,000 have **70.0 %SOLD** rate.
Least Active Range: Homes above have **12.2 %SOLD** rate.

History: Vancouver Westside's **Condos** Year-To-Date Home Price Index HPIp (Top 50%) shows that prices increased \$146,999.
 Vancouver Westside's **Condos** Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices increased \$96,295.
 Vancouver Westside's **Townhouses** Year-To-Date Home Price Index HPIp (Top 50%) shows that prices increased \$161,747.
 Vancouver Westside's **Townhouses** Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices increased \$108,598.

Forecast The last month Listing Inventory is 3% more than YTD. We project Vancouver Westside to be a continued sellers market. July's Real Estate Statistics show our Markets have **NORMALIZED** with 52% of Vancouver's Detached Markets increasing values this month. Gone of the Exhausting Highly Emotional Charged Markets that we have seen in the last few years. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of just \$7,343, which is a small decrease over the \$8,046 increase that we saw in June. Average Increase in Fraser Valley Markets has also normalized with a \$6,045 monthly increase. Last year our Single Family Markets peaked in June/July and this year we are forecasting the end of the Sellers Market across most Detached Markets. Currently 88% of the Attached Markets are increasing at a fast pace in Greater Vancouver (51 of 58 Markets). We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the **MOST ACCURATE** Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.



Note: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). Data is from : FVRES, REBGV, CADRES Real Estate Boards and they assume no responsibility for its accuracy Copyright: RMXReports.com

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Larry Biggar - Taylor Biggar

RE/MAX Westcoast

Richmond, BC V7B 1B4

goBiggargohome.com

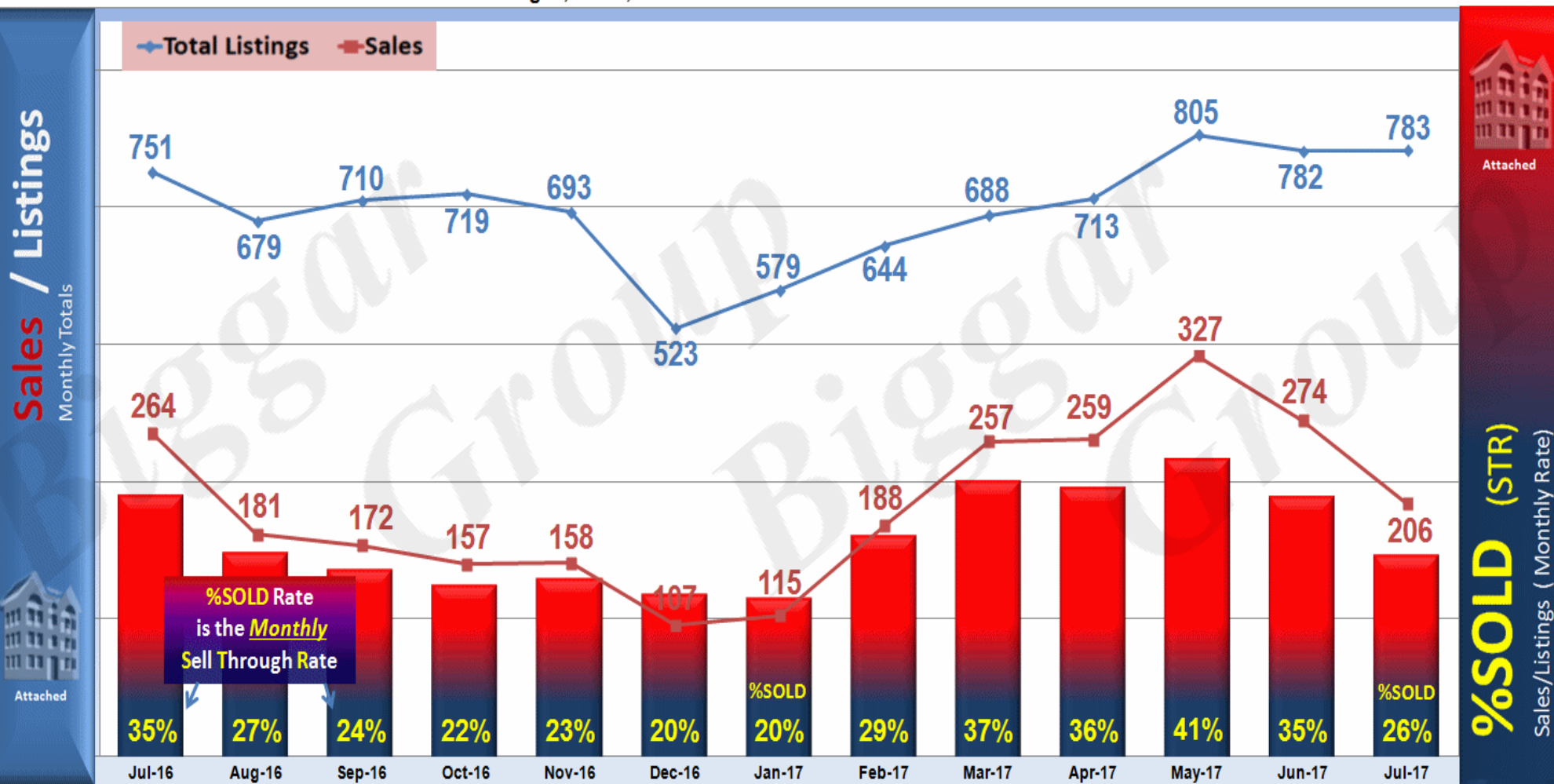
Ph: 1-604-341-8368



Market Analysis and Forecasting Aug 1/17 Vancouver Westside

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Attached Vancouver West Side Total Listings, Sales, and %SOLD rates



Sales / Listings Monthly Totals

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

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Attached Vancouver West Side 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)

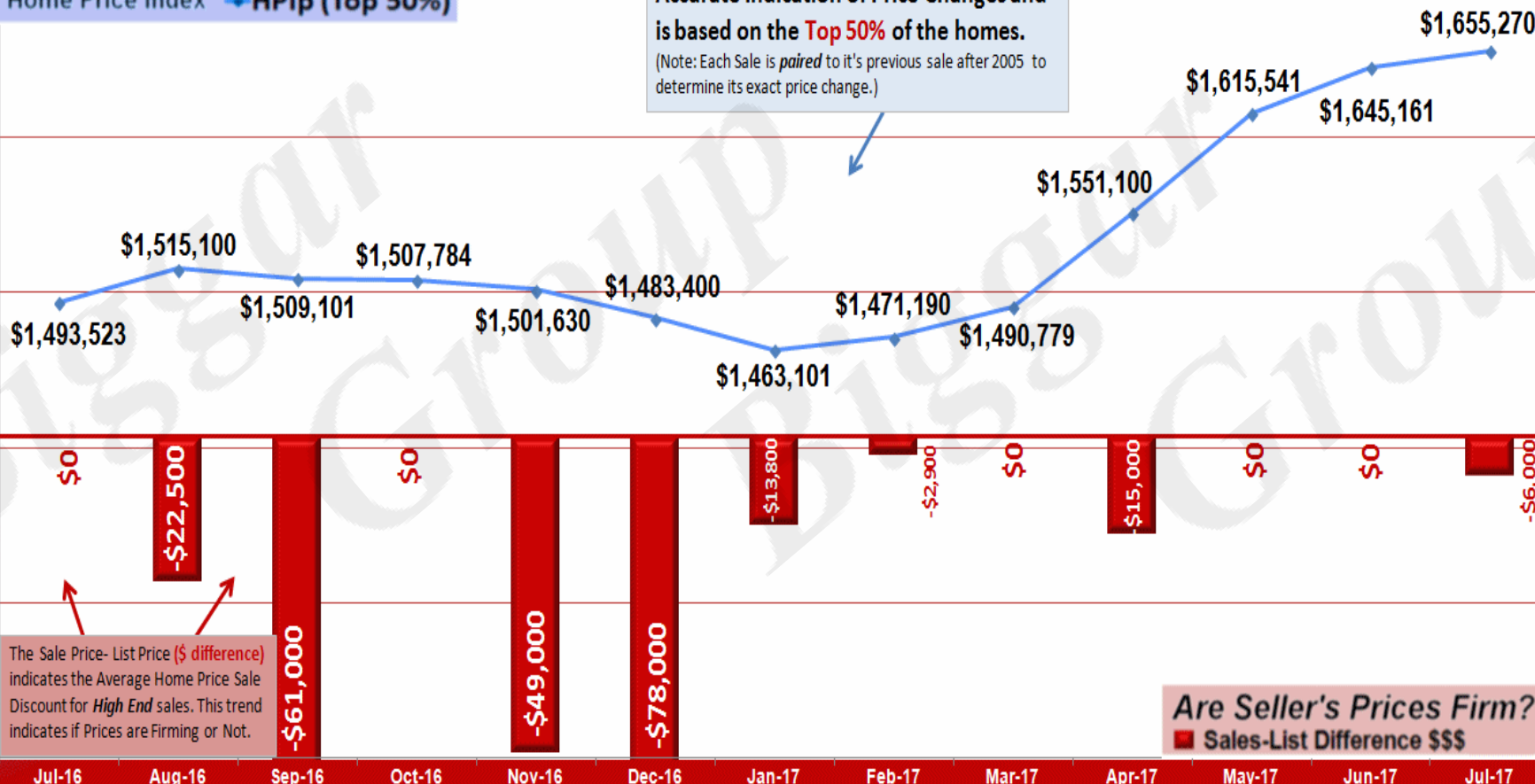
Home Price Changes
(Home Price Index Paired sales from 2005)



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

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



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.

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

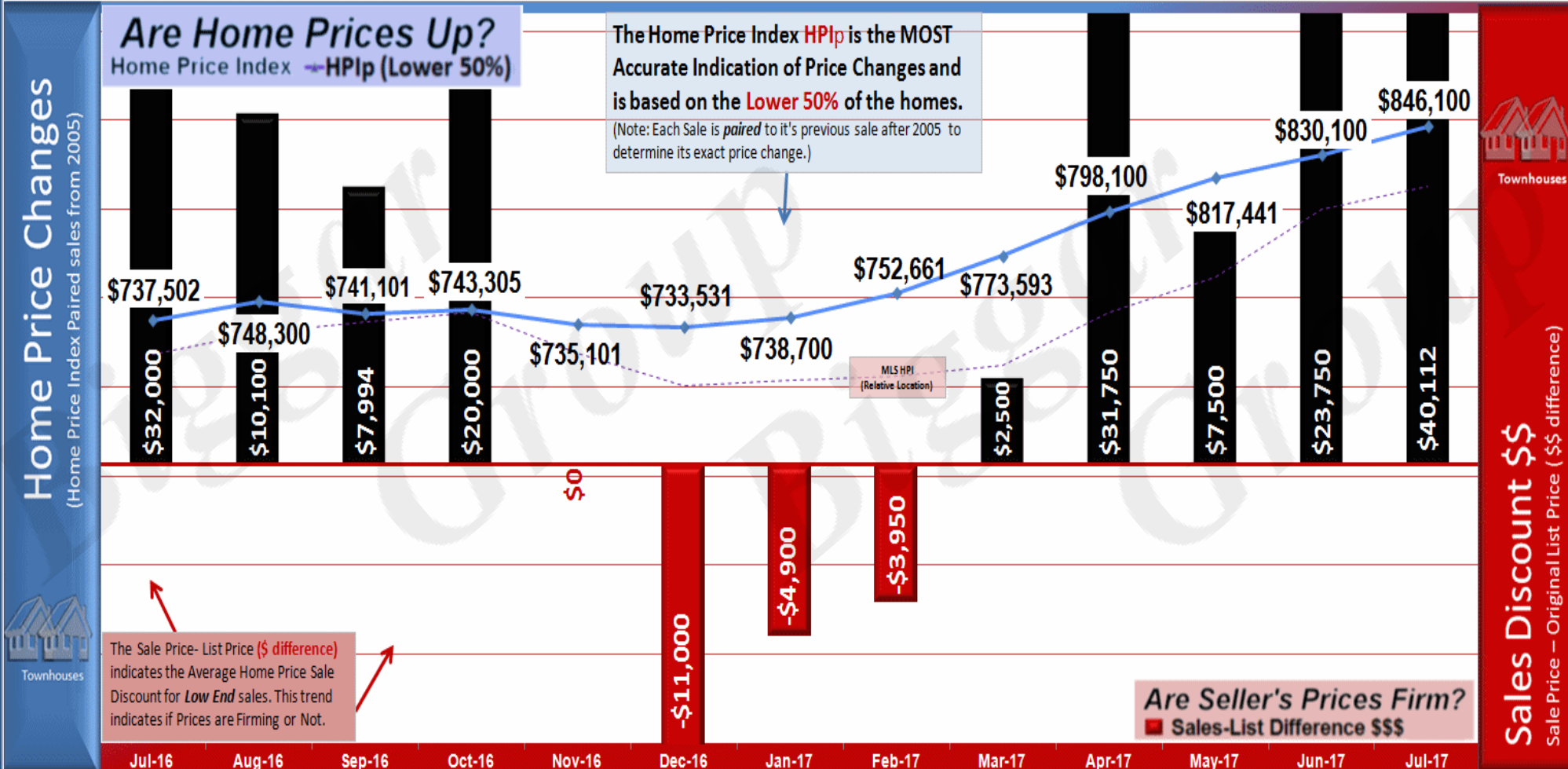
Sales Discount \$\$
Sale Price - Original List Price (\$ \$ difference)

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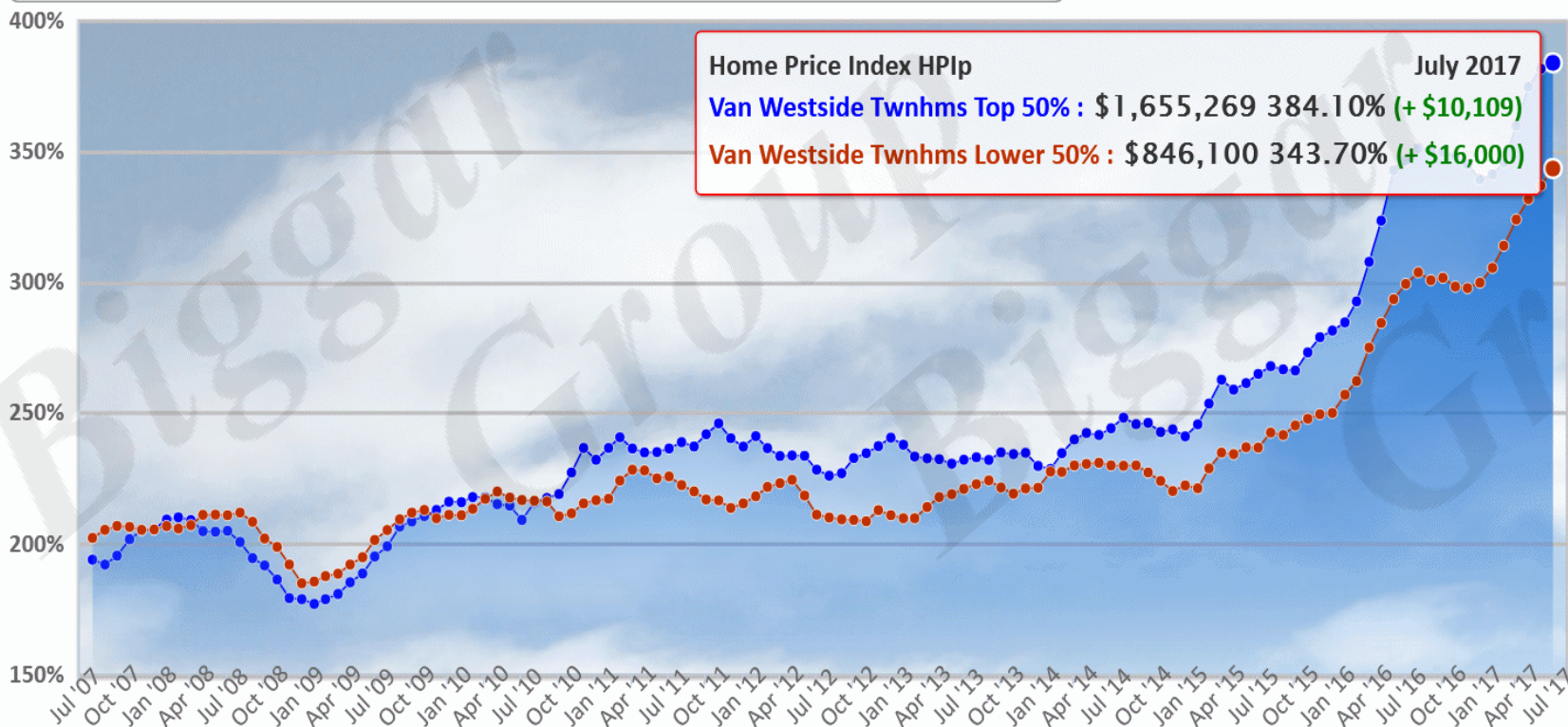
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Van Westside Twnhms Top 50% : HPIp Forecast+ Forecast-
 Van Westside Twnhms Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Jul 2017	% 384.10
Jun 2017	% 381.80
May 2017	% 374.90
Apr 2017	% 360.00
Mar 2017	% 346.00
Feb 2017	% 341.40
Jan 2017	% 339.50
Dec 2016	% 345.30
Nov 2016	% 348.50
Oct 2016	% 349.90
Sep 2016	% 350.20
Aug 2016	% 351.60

Drag over area to ZOOM in

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Attached Vancouver West Side 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)



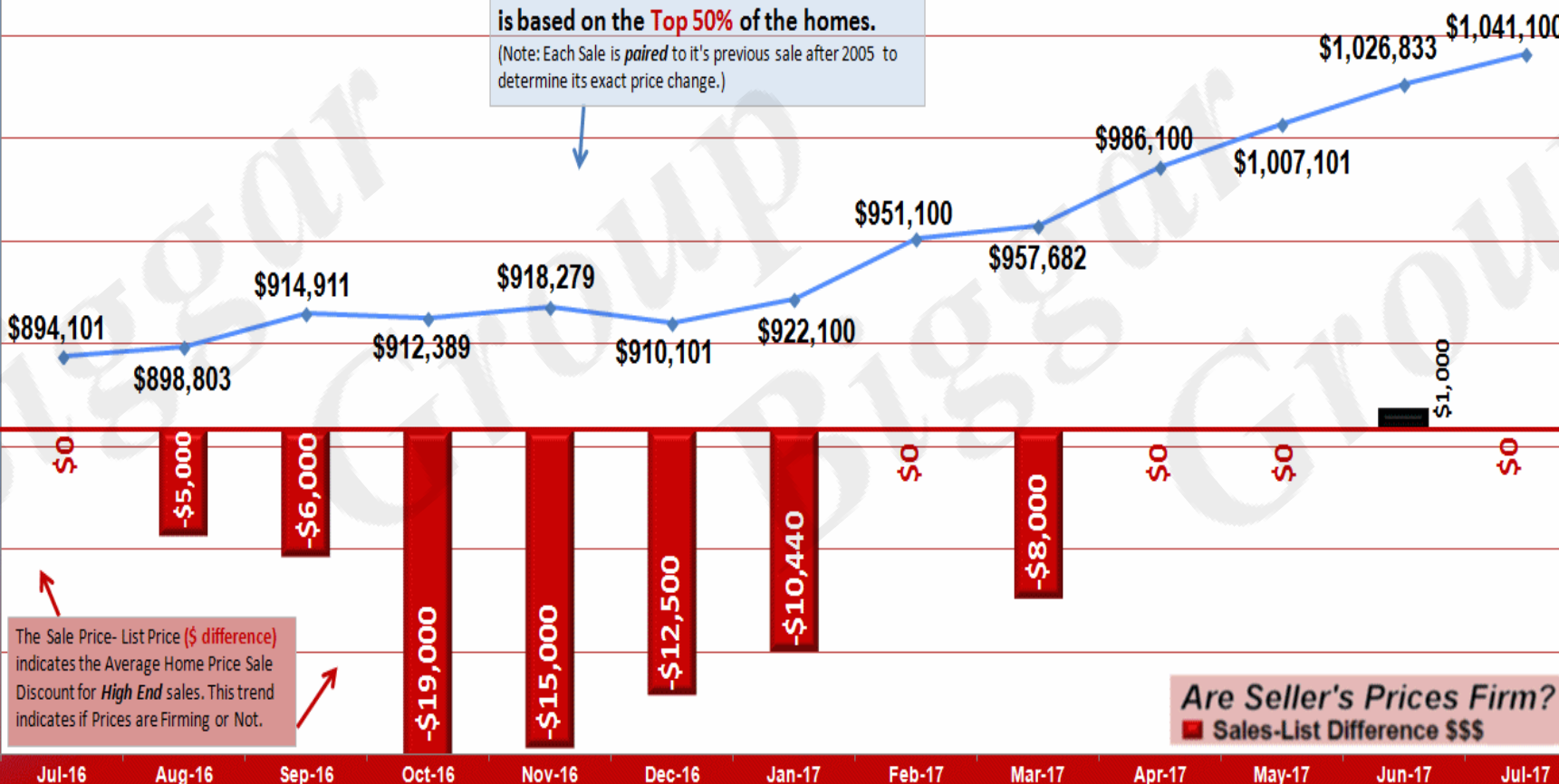
Condominiums

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

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

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

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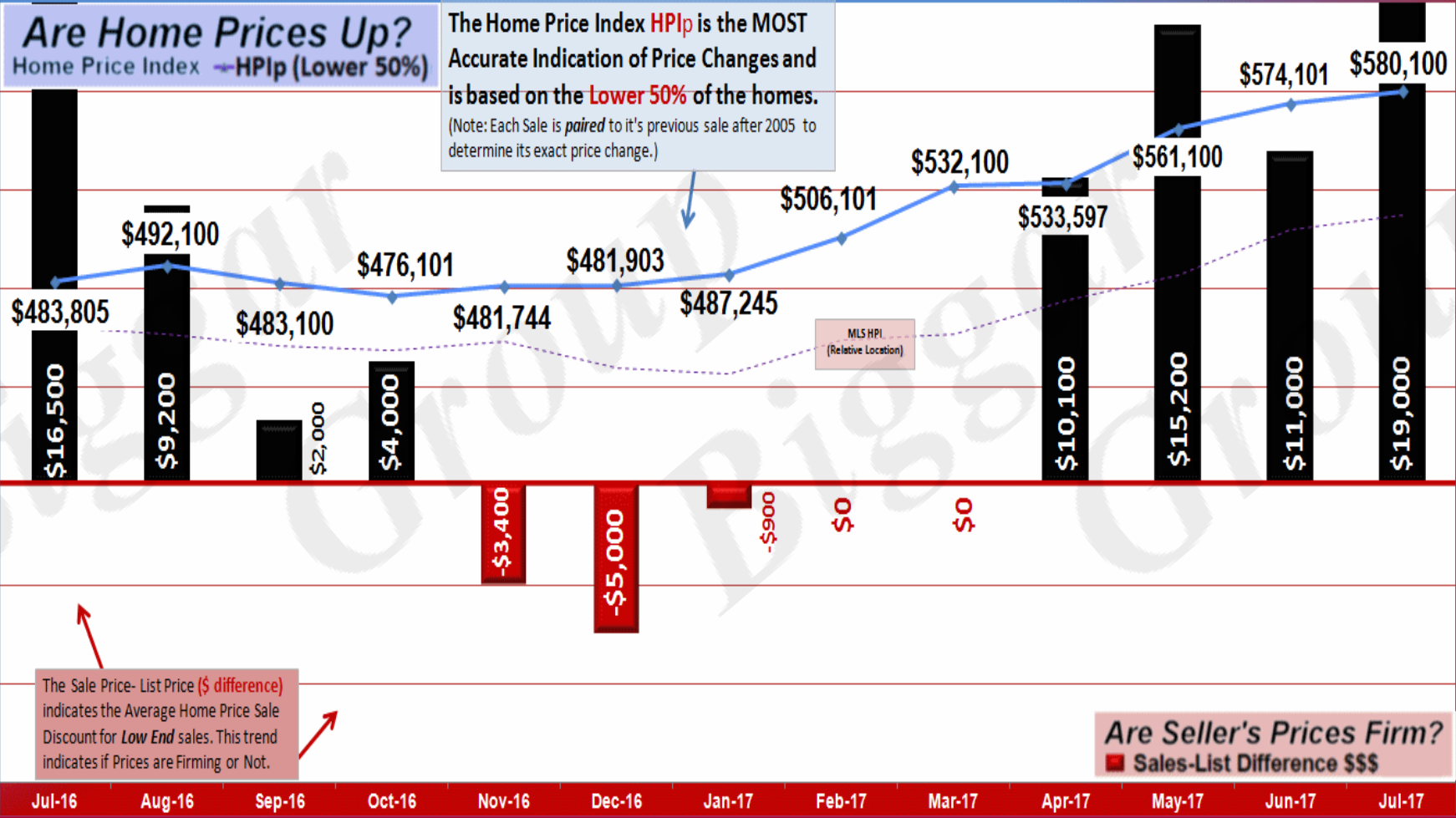
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Attached Vancouver West Side Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

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



Condominiums

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

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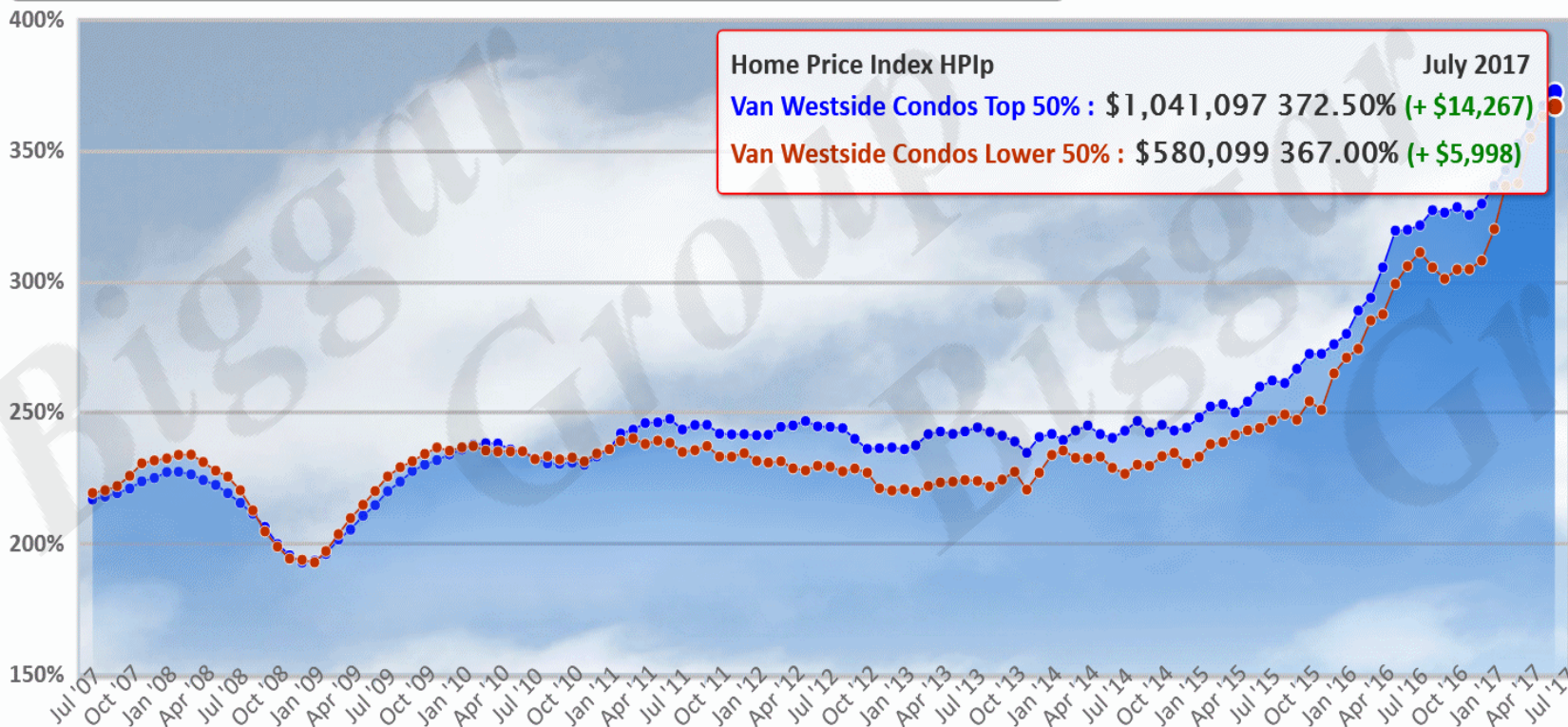
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Van Westside Condos Top 50% : HPIp Forecast+ Forecast-
 Van Westside Condos Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp July 2017
 Van Westside Condos Top 50% : \$1,041,097 372.50% (+ \$14,267)
 Van Westside Condos Lower 50% : \$580,099 367.00% (+ \$5,998)

Monthly Home values

Date	Value
Jul 2017	% 372.50
Jun 2017	% 367.40
May 2017	% 360.30
Apr 2017	% 352.80
Mar 2017	% 342.70
Feb 2017	% 336.70
Jan 2017	% 329.90
Dec 2016	% 325.60
Nov 2016	% 328.60
Oct 2016	% 326.50
Sep 2016	% 327.40
Aug 2016	% 321.60



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Market Analysis and Forecasting

Market Analysis and Forecasting

Supply and Demand

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

