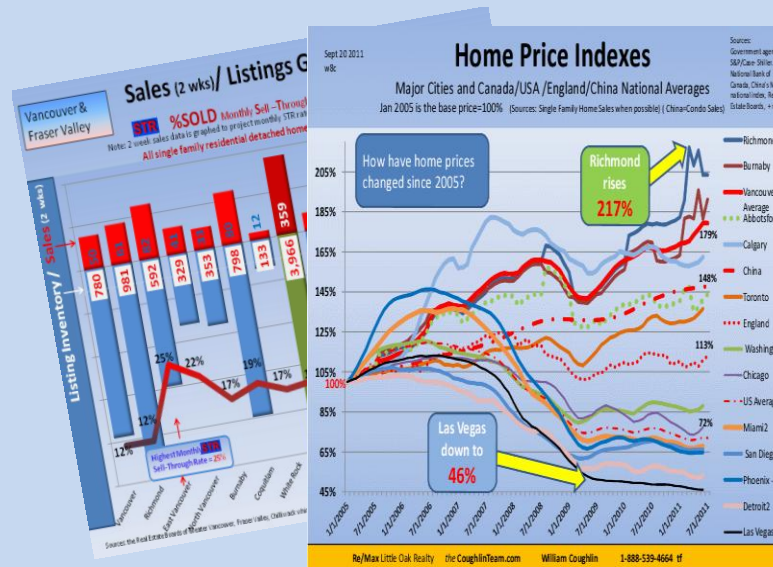


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Advanced Marketing Tools



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Detached

- [Abbotsford](#)
- [Mission](#)

Attached

- [Abbotsford](#)

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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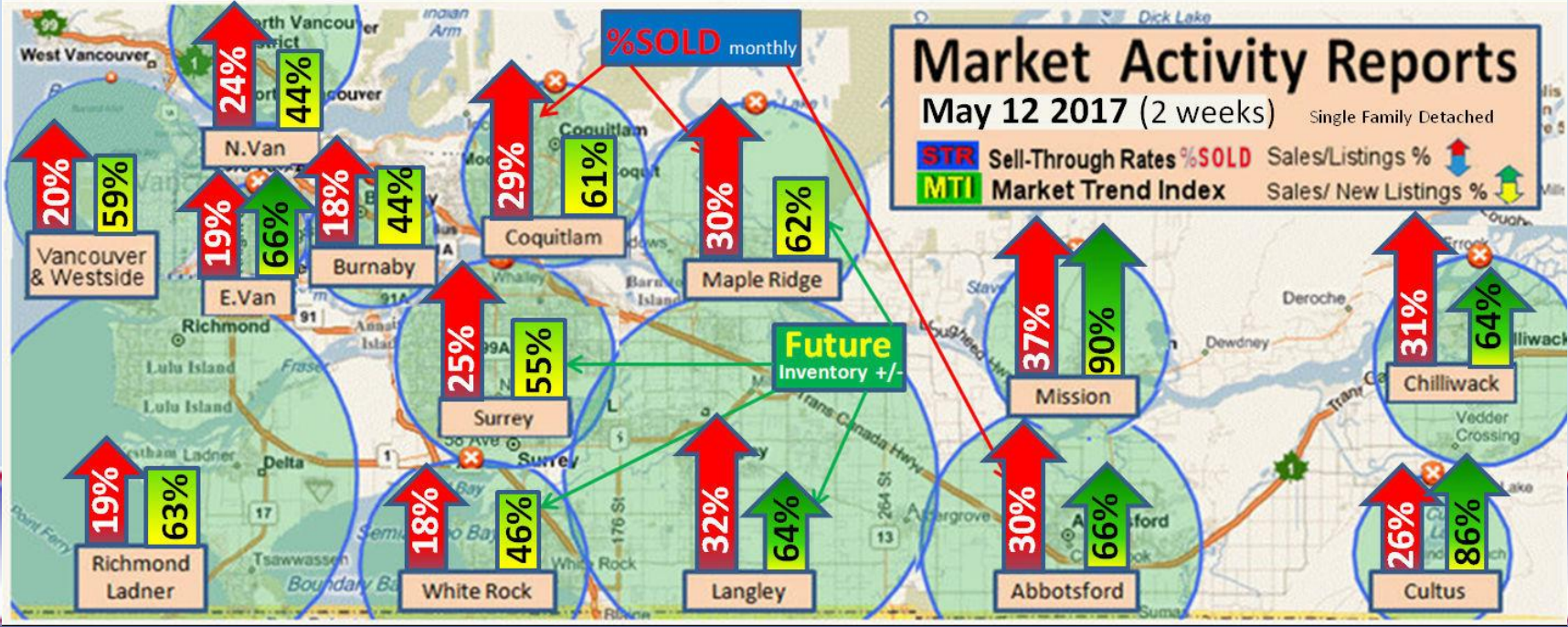
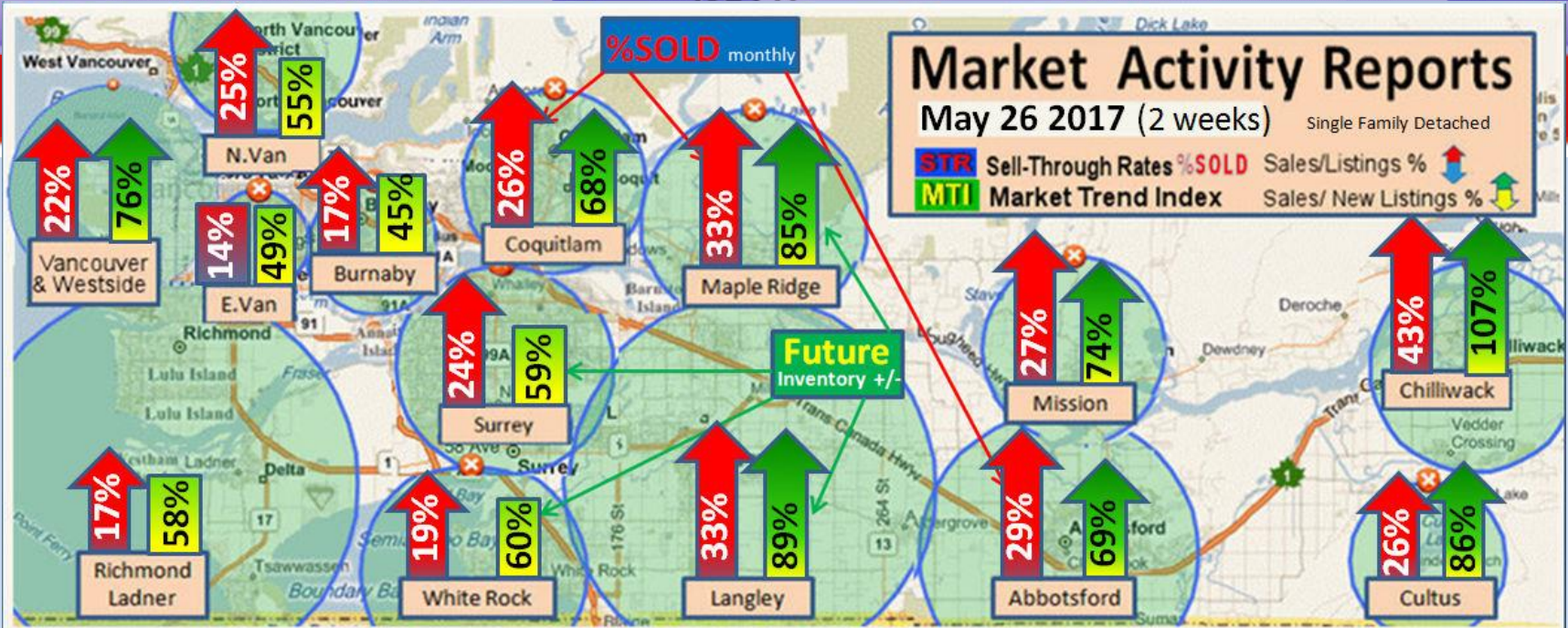
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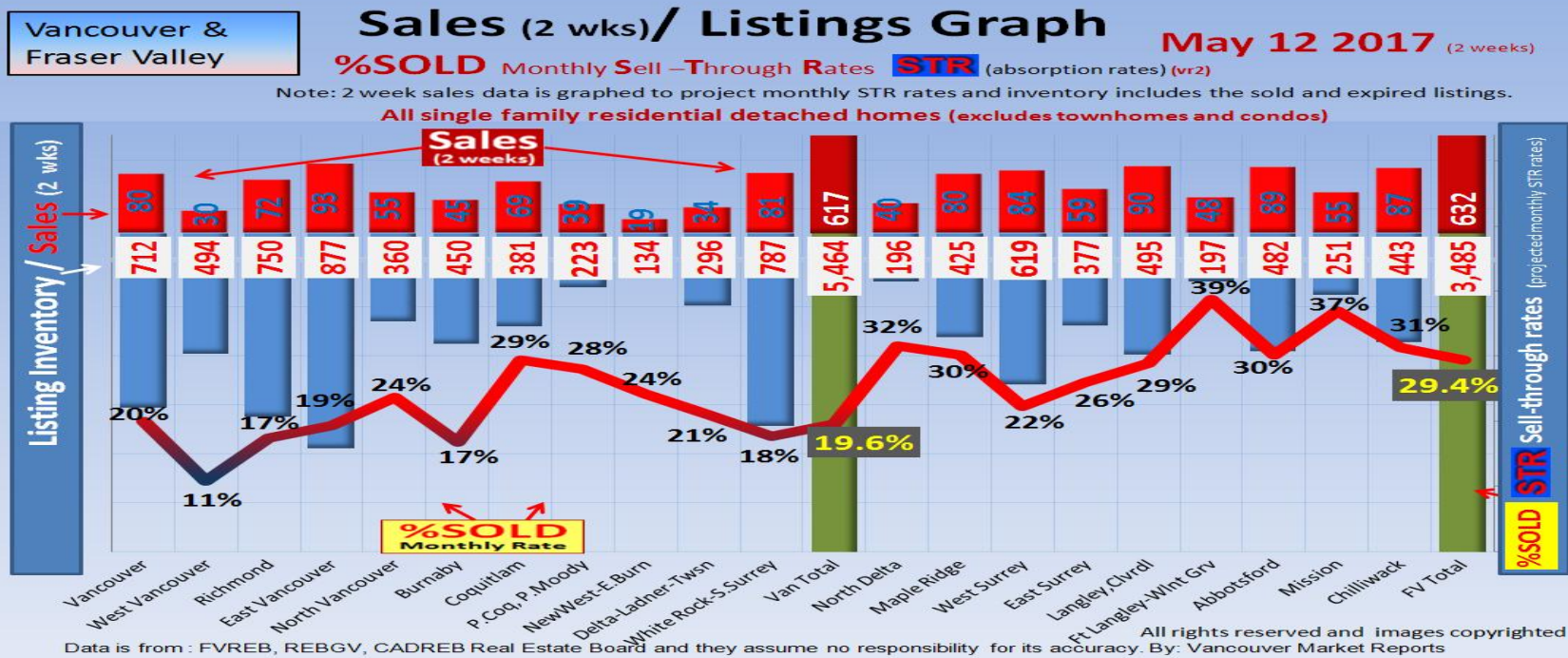
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Market Analysis and Forecasting **June 1/17 Abbotsford**

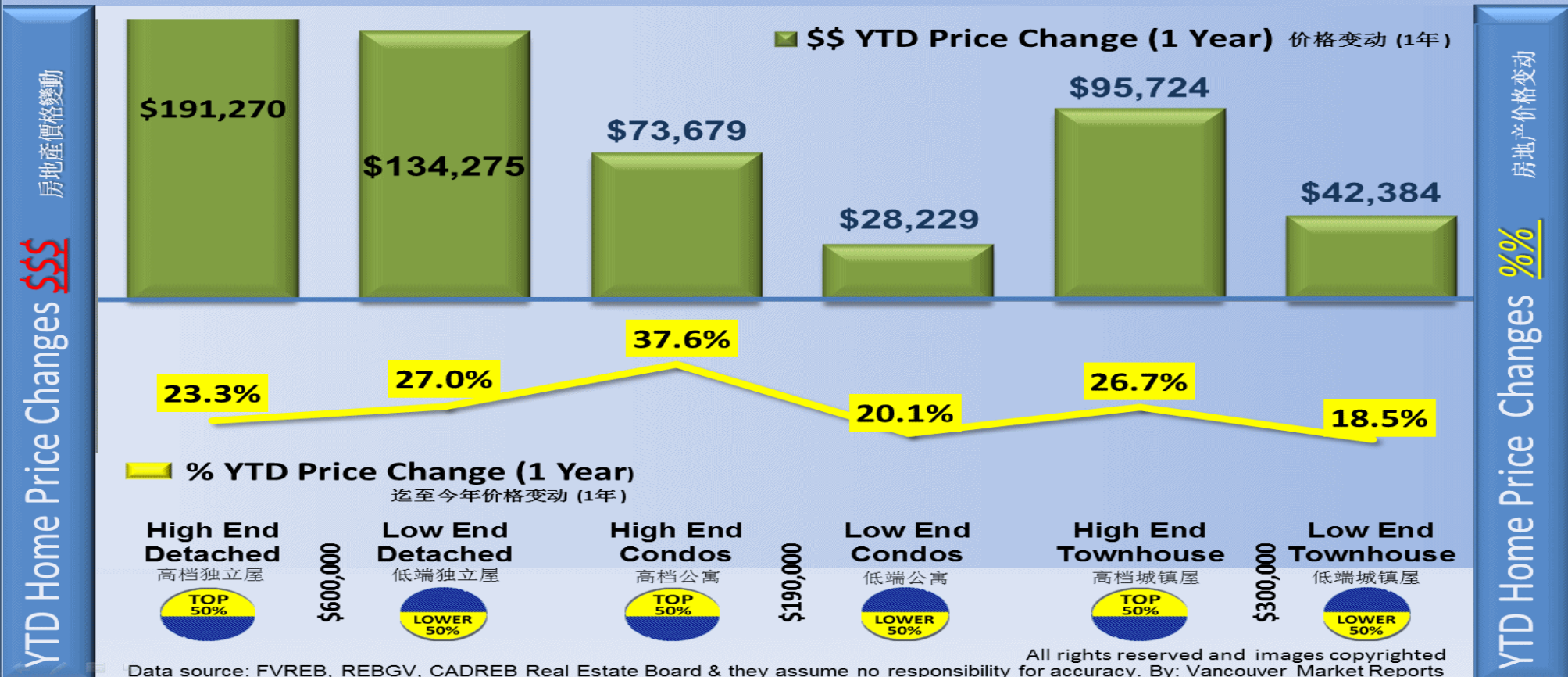
Abbotsford Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年三月至2017年三月

Powered by: Vancouver Market Reports **HPIp**



YTD Home Price Changes \$\$\$ 房地產價格變動

YTD Home Price Changes %%% 房地產價格變動

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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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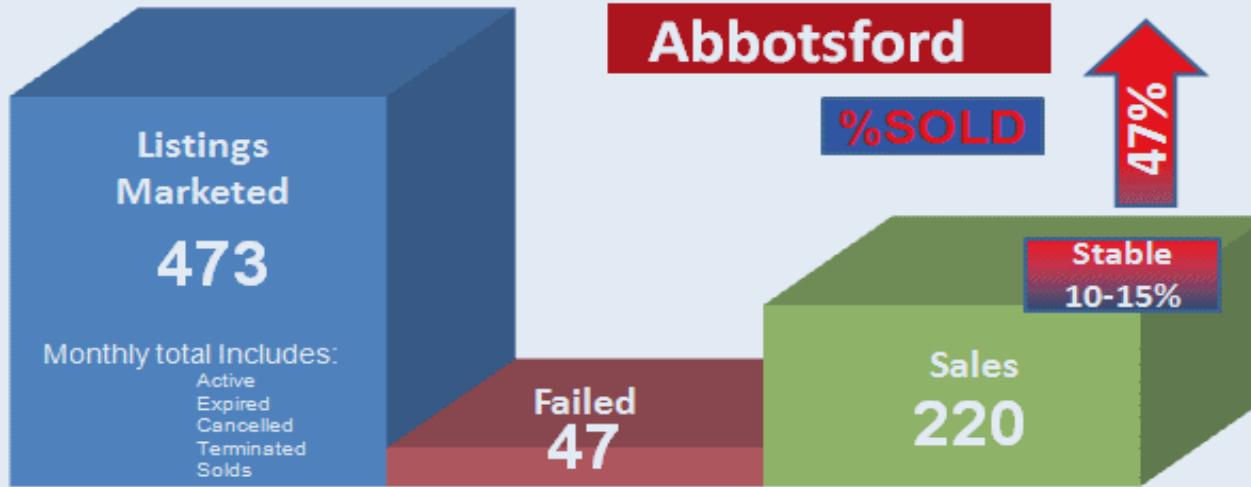
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Market Analysis and Forecasting

June 1/17 Abbotsford

Monthly Market Activity - May 2017 - Single Family



June 1 2017 Abbotsford Market Update (Detached)

Current: Abbotsford is in Sellers Market with average listing inventories, a **47 %SOLD** rate and a 101% Sell/List Ratio. (This means that on an average sale there is a \$6,306 discount from the original list price)

Most Active Price Range: Homes between \$575,000 - \$630,000 have a **60.4 %SOLD** rate.

Least Active Price Range: Homes above \$1.3 million have a **10.0 %SOLD** rate.

History: The Abbotsford Home Price Index **HPIp (Top 50%)** shows that prices increased \$145,392 year-to-date.

The Abbotsford Home Price Index **HPIp (Lower 50%)** shows that prices increased \$92,306 year-to-date.

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



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Market Analysis and Forecasting

June 1/17 Abbotsford

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

Abbotsford List Price Ranges Statistics - May 2017

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$500,000	18	6	5	98%	-\$1,450	33.3%	↑
\$500,001-\$575,000	17	7	11	101%	\$5,000	41.2%	↑
\$575,001-\$630,000	53	32	7	102%	\$12,050	60.4%	↑
\$630,001-\$725,000	124	69	7	102%	\$11,000	55.6%	↑
\$725,001-\$850,000	120	64	9	101%	\$7,500	53.3%	↑
\$850,001-\$1,300,000	81	36	21	99%	-\$9,394	44.4%	↑
\$1,300,001 and more	60	6	18	96%	-\$92,000	10.0%	↑
Total Activity	473	220	8	101%	\$6,306	47%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	May-16	Apr-17	May-17	6/1/2017	Change	
Total Listings** (A,S,T,C,X)	732	557	473		-84	↓
Active Listings (1st of the month)	410	310	341	206	-135	↓
Solds	261	174	220		46	↑
Days on Market (DOM)	8	7	8		1	↑
%SOLD (Sales/ Listings /mthly rate)	36%	31%	47%		15%	↑
(Top 50%) Home Price Index HPIp	\$980,915	\$1,081,100	\$1,126,307		\$45,207	↑
(Lower 50%) Home Price Index HPIp	\$604,658	\$681,100	\$696,965		\$15,865	↑

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Market Analysis and Forecasting

June 1/17 **Abbotsford**

What Sold in your Neighbourhood and for What Price?

Abbotsford Sub areas Statistics - May 2017					Detached	
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	22	9	7	101%	\$10,050	40.9%
Bradner	17	3	7	104%	\$42,500	17.6%
Matsqui	6	0	0	0%	\$0	0.0%
Sumas Mountain	8	3	4	98%	\$2,500	37.5%
Abbotsford West	149	76	11	101%	\$5,100	51.0%
Abbotsford East	162	84	7	101%	\$10,000	51.9%
Aberdeen	27	7	11	100%	\$2,501	25.9%
Sumas Prairie	7	3	16	93%	-\$57,500	42.9%
Central Abbotsford	75	35	6	100%	\$750	46.7%
Total Activity	473	220	8	101%	\$6,306	47%



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Market Analysis and Forecasting

June 1/17 Abbotsford

Next Months Market Forecast

Forecast: Abbotsford has average Listing supply; 206 homes are for sale & with the **47 %SOLD** monthly rate gives us a ~2 months of inventory. 3% of the active listings have reduced their price by \$24,328.57 on average or \$25,400 median in the last month. We project Abbotsford to continue in Sellers Market.

May's Real Estate Statistics show **ALL** 97 Markets are in Strong Sellers Market and by most accounts, exceeding the 2016 Market Furious Activity Levels. The Vancouver Consumer Confidence Recovery from the negative impact of the 15% Foreign Buyer Tax implemented in Metro Vancouver last August is mostly due to an increased demand from a Large Local Investor Component and Markedly Lower Inventory Levels. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of **\$25,106**, which is a decrease from the **\$32,589** increase that we saw in April and less than the **\$40,337** increase in the Vancouver Markets.

Currently 100% of the Attached Markets are increasing at a fast pace in Greater Vancouver's 58 Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July and this year we are forecasting a **prolonged Sellers Market across all 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

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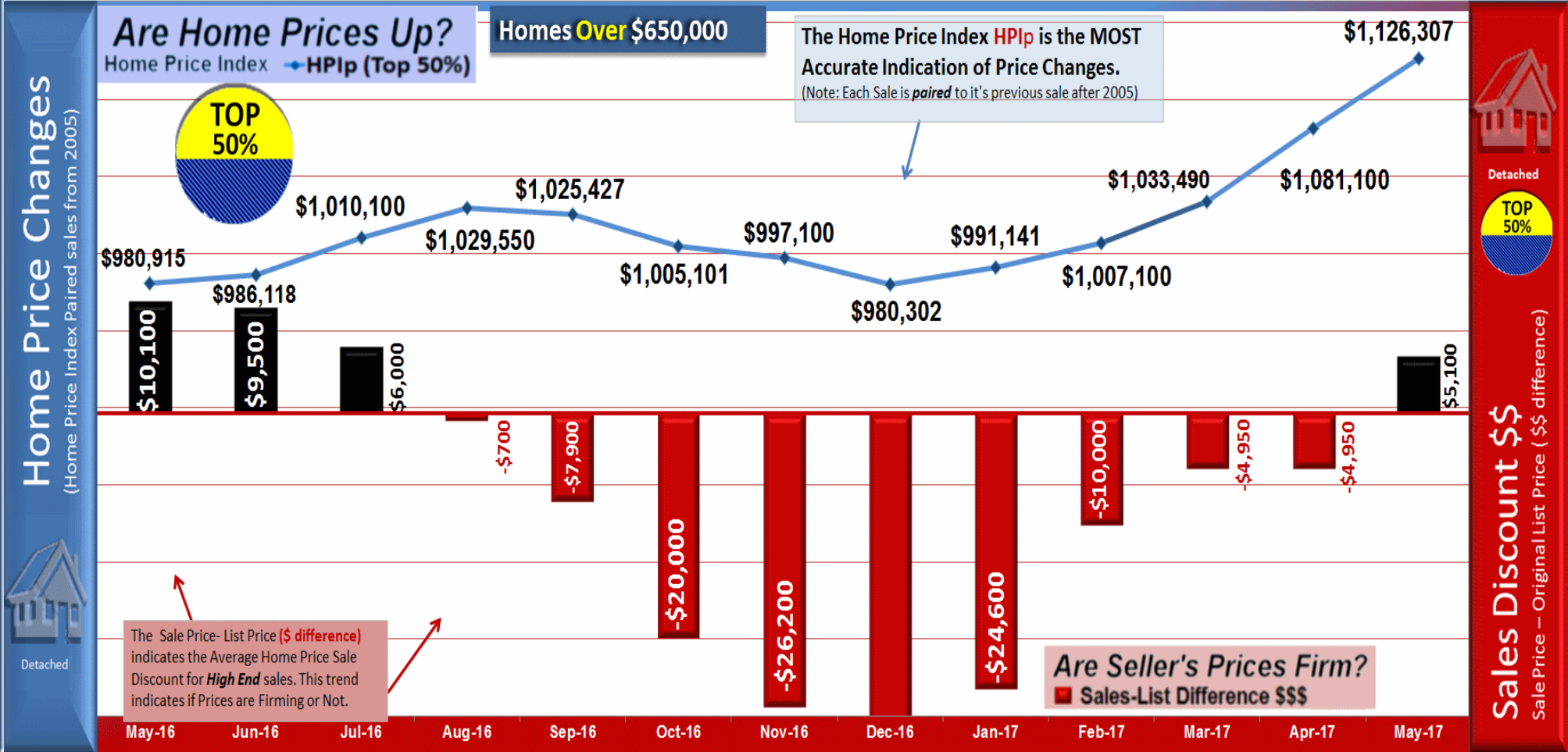
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Market Analysis and Forecasting

June 1/17 Abbotsford

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



Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$650,000

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes.

(Note: Each Sale is paired to it's previous sale after 2005)

TOP 50%

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



Detached

TOP 50%

Sales Discount \$\$\$
Sale Price - Original List Price (\$ 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.

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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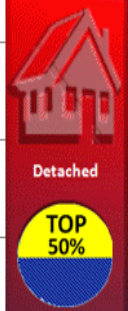


Market Analysis and Forecasting June 1/17 Abbotsford

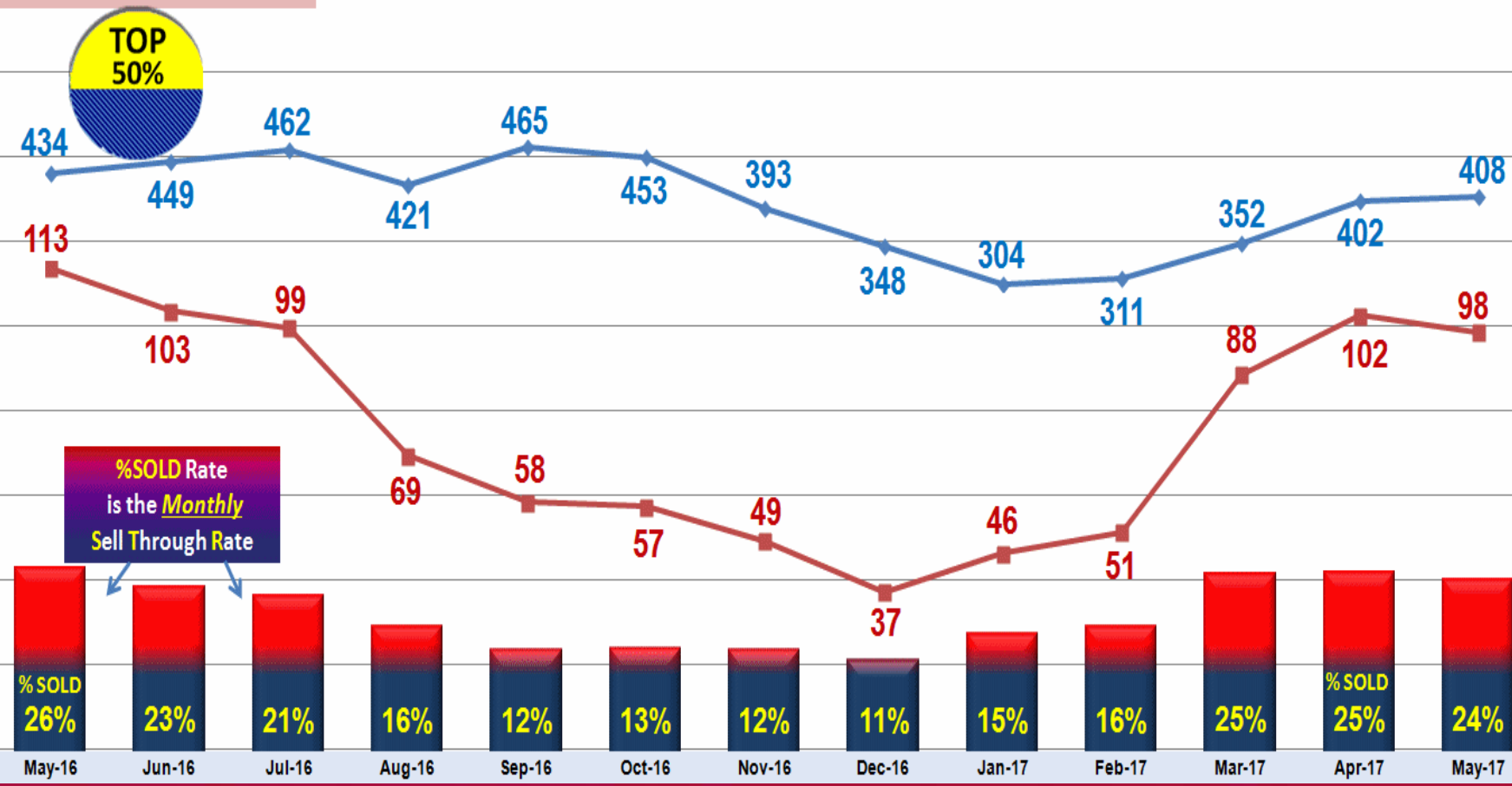
Detached Abbotsford Total Listings**, Sales, and %SOLD Rates

◆ Total Listings ■ Sales Homes Over \$650,000

Sales / Listings
 Monthly Totals



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



%SOLD Rate is the *Monthly* Sell Through Rate



Detached

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Market Analysis and Forecasting

June 1/17 Abbotsford

Detached

Abbotsford

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

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

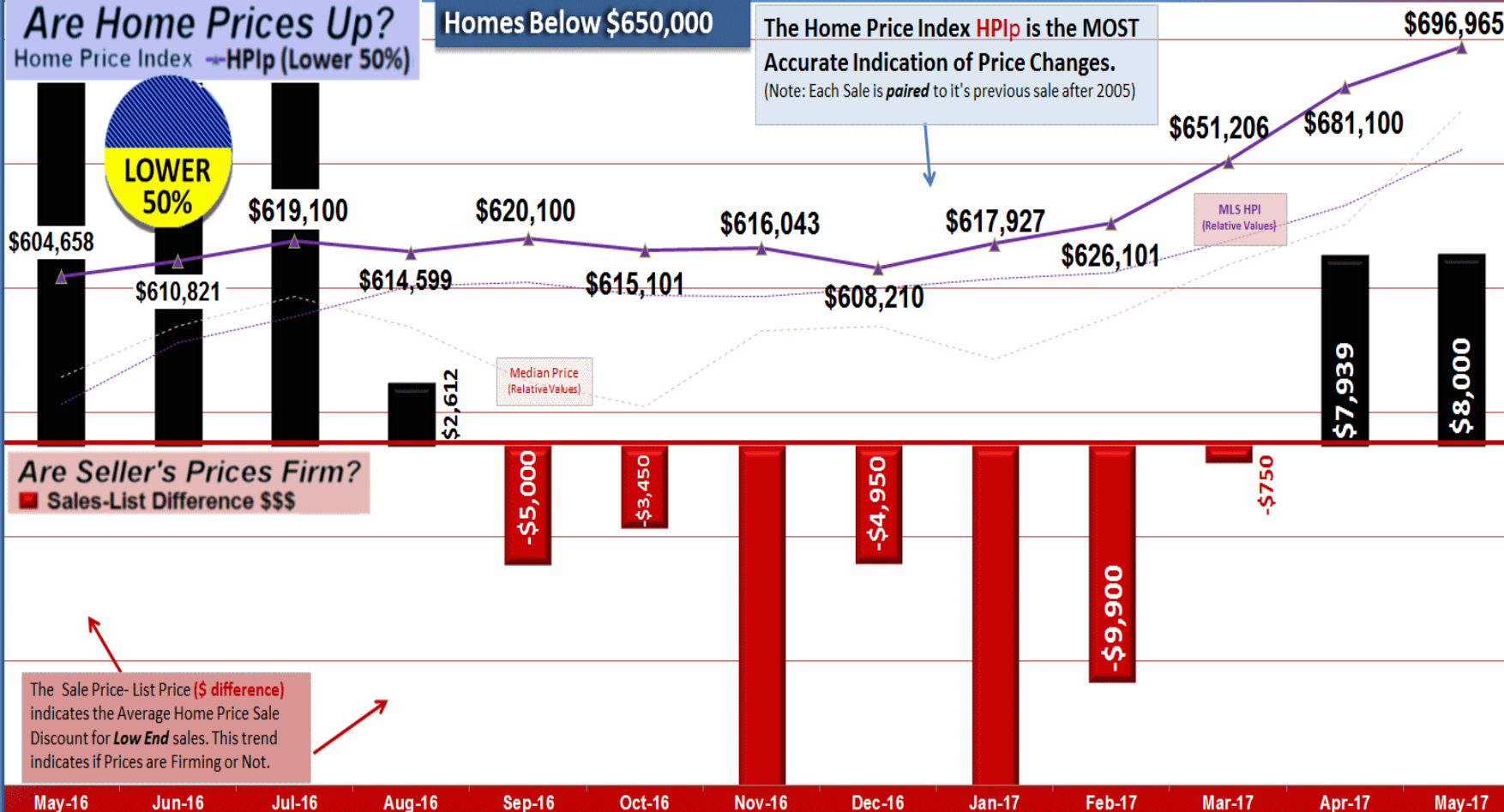
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$650,000

The Home Price Index **HPIp** is the MOST Accurate Indication of Price Changes.

(Note: Each Sale is *paired* to it's 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 **Low End** sales. This trend indicates if Prices are Firming or Not.



Detached



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

*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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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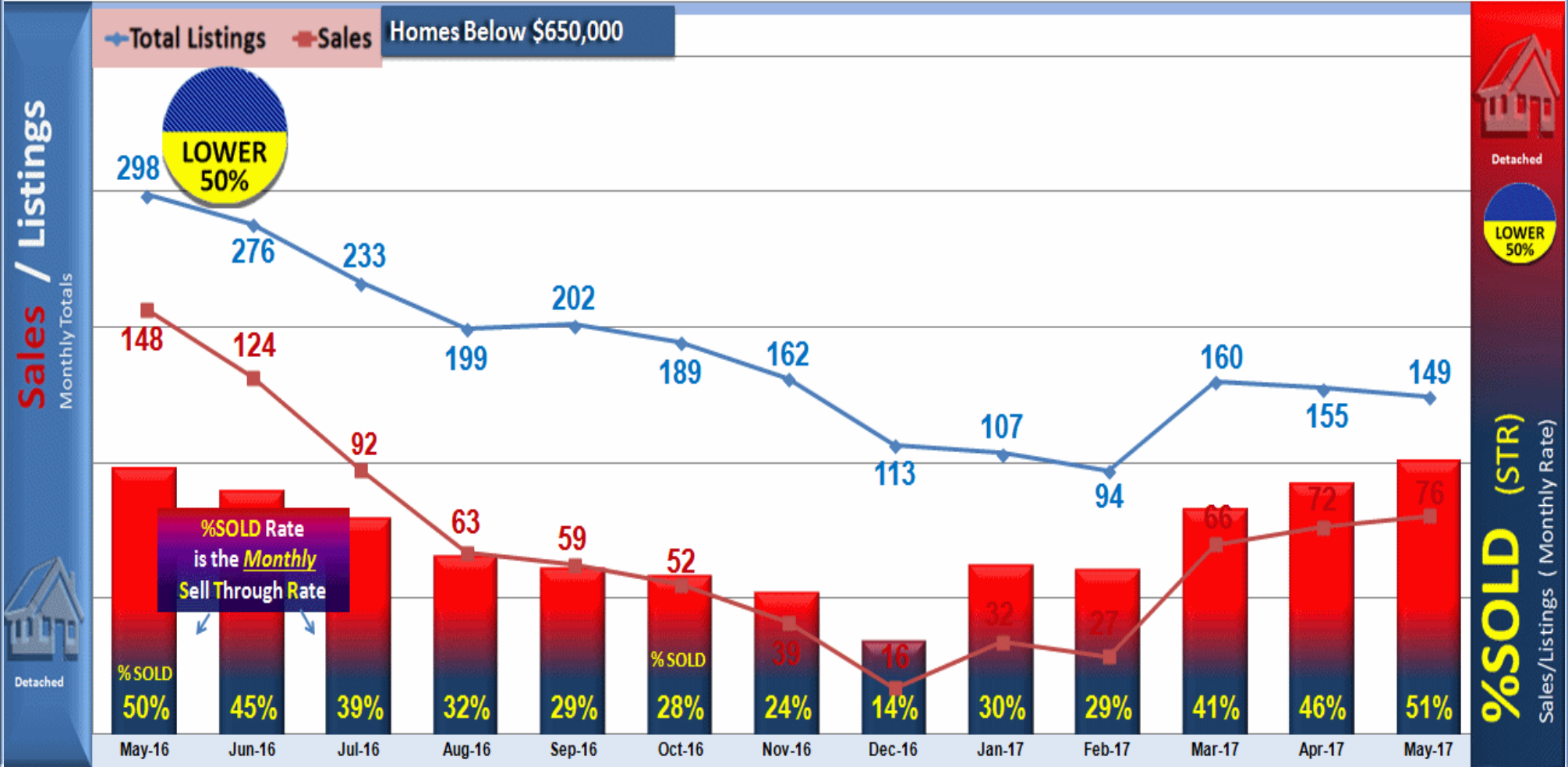
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Market Analysis and Forecasting

June 1/17 Abbotsford

Detached Abbotsford Total Listings**, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached

LOWER 50%

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

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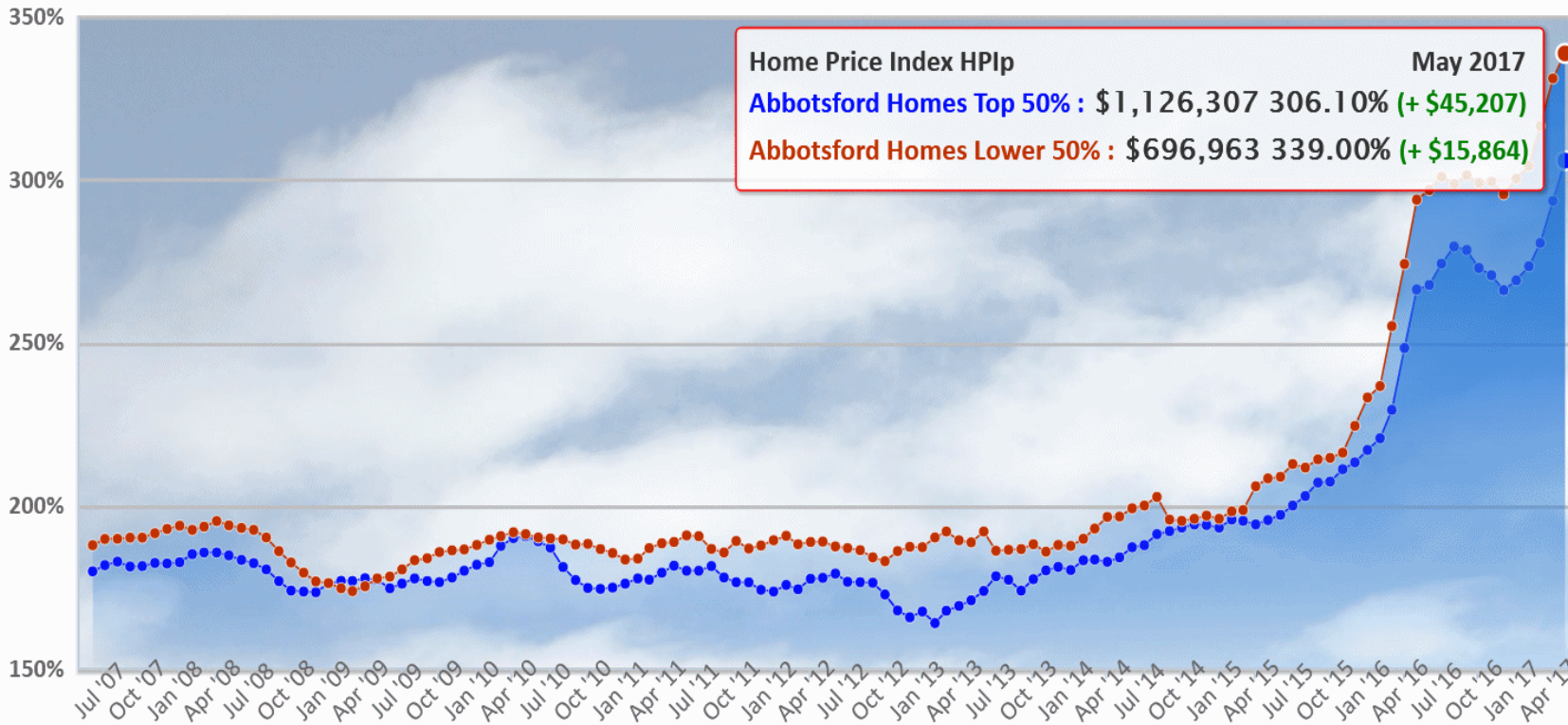
Market Analysis and Forecasting

June 1/17 **Abbotsford**

Powered by the Greater Vancouver Market Reports HPIp



Abbotsford Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Abbotsford Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
May 2017	% 306.10
Apr 2017	% 293.80
Mar 2017	% 280.90
Feb 2017	% 273.70
Jan 2017	% 269.40
Dec 2016	% 266.40
Nov 2016	% 271.00
Oct 2016	% 273.20
Sep 2016	% 278.70
Aug 2016	% 279.80
Jul 2016	% 274.50
Jun 2016	% 268.00

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Drag over area to ZOOM in



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Market Analysis and Forecasting

June 1/17 Mission

Mission Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

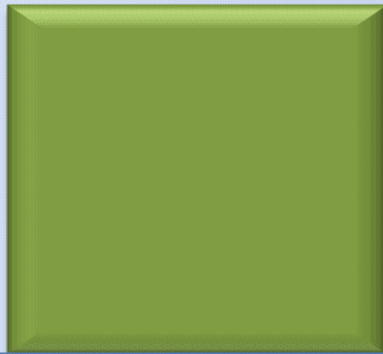
房屋类型: 迄至今年 (每季) 由2016年三月至2017年三月

Powered by: Vancouver Market Reports HPIp

\$132,069

\$\$\$ YTD Price Change (1 Year)

价格变动 (1年)



\$86,612



21.2%

22.3%

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

High End Detached

高档独立屋



\$550,000

Low End Detached

低端独立屋



房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

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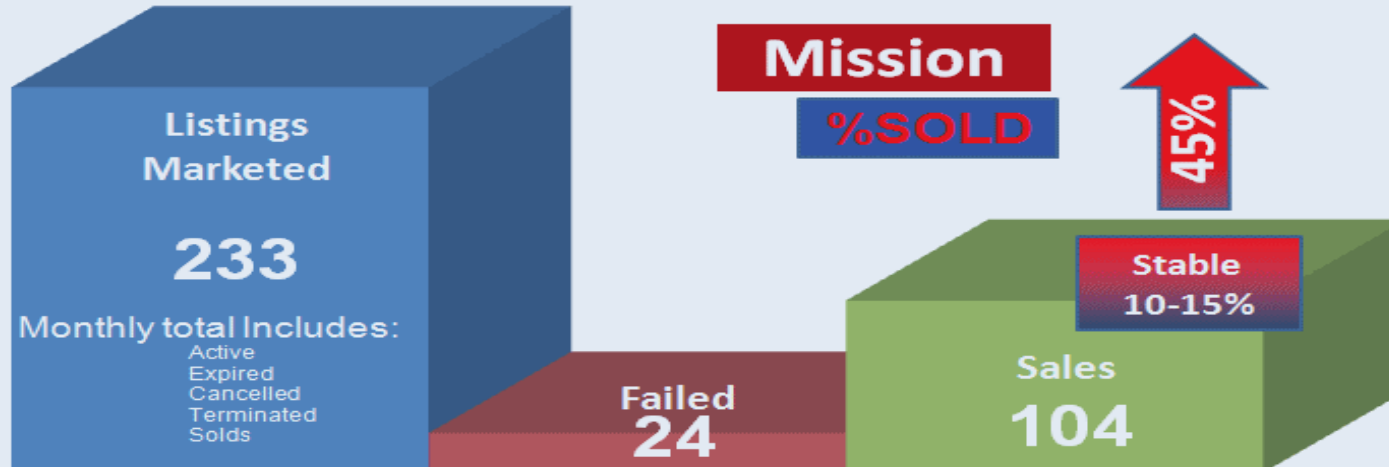
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Market Analysis and Forecasting

June 1/17 Mission

Monthly Market Activity - May 2017 - Single Family



June 1 2017 Mission Market Update (Detached)

Current: Mission is a Sellers Market with normal listing inventories, **45 %SOLD** rate and Sale Price /List Price = 100% (e.g.: means an average of a \$950 Discount from the original list price on sale .)

Most Active Price Range: Homes between \$350,000 - \$450,000 have **85.7 %SOLD** rate.

Least Active Price Range: Homes above \$750,000 have a **37.7 %SOLD** rate.

History: The Mission Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$95,577. The Mission Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$74,146.

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

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Market Analysis and Forecasting

June 1/17 Mission

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

Mission List Price Ranges Statistics - May 2017

Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$350,000	16	7	4	99%	-\$1,900	43.8%	↑
\$350,001-\$450,000	7	6	4	93%	-\$29,500	85.7%	↑
\$450,001-\$575,000	49	23	7	102%	\$9,000	46.9%	↑
\$575,001-\$750,000	84	39	12	100%	\$0	46.4%	↑
\$750,001 and more	77	29	10	98%	-\$20,000	37.7%	↑
Total Activity	233	104	8	100%	-\$950	45%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	May-16	Apr-17	May-17	6/1/2017	Change	
Total Listings (A,S,T,C,X)	408	299	233		-66	↓
Active Listings (1st of the month)	245	187	191	105	-86	↓
Solds	162	91	104		13	↑
Days on Market (DOM)	9	11	8		-3	↓
%SOLD (Sales/ Listings /mnlthly rate)	40%	30%	45%		14%	↑
(Top 50%) Home Price Index HPIp	\$746,158	\$817,100	\$841,735		\$24,635	↑
(Lower 50%) Home Price Index HPIp	\$461,955	\$532,100	\$536,101		\$4,001	↑

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Market Analysis and Forecasting

June 1/17 **Mission**

What Sold in your Neighbourhood and for What Price?

Mission Sub areas Statistics - May 2017 Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Hatzic	32	6	35	94%	-\$39,900	18.8%
Stave Falls	8	4	1	98%	-\$3,800	50.0%
Steelhead	4	2	8	100%	\$0	50.0%
Mission	149	80	8	100%	\$0	53.7%
Durieu	5	1	0	44%	-\$14,500	20.0%
Dewdney Deroche	10	4	7	98%	\$0	40.0%
Lake Errock	18	4	17	99%	\$0	22.2%
Hemlock	1	0	0	0%	\$0	0.0%
Mission-West	6	3	9	92%	-\$4,500	50.0%
Total Activity	233	104	8	100%	-\$950	45%



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Market Analysis and Forecasting

June 1/17 Mission

Next Months Market Forecast

Forecast: Mission has average Listing Supply; 105 homes are for sale and with the **45 %SOLD** monthly rate gives us a ~2 months of inventory. Another indicator: 2% of the Active Listings have Reduced their Price by \$12,556 on Average and on Median for the last month. We project Mission Detached to be a sellers market.

May's Real Estate Statistics show **ALL** 97 Markets are in Strong Sellers Market and by most accounts, exceeding the 2016 Market Furious Activity Levels. The Vancouver Consumer Confidence Recovery from the negative impact of the 15% Foreign Buyer Tax implemented in Metro Vancouver last August is mostly due to an increased demand from a Large Local Investor Component and Markedly Lower Inventory Levels. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of **\$25,106**, which is a decrease from the **\$32,589** increase that we saw in April and less than the **\$40,337** increase in the Vancouver Markets.

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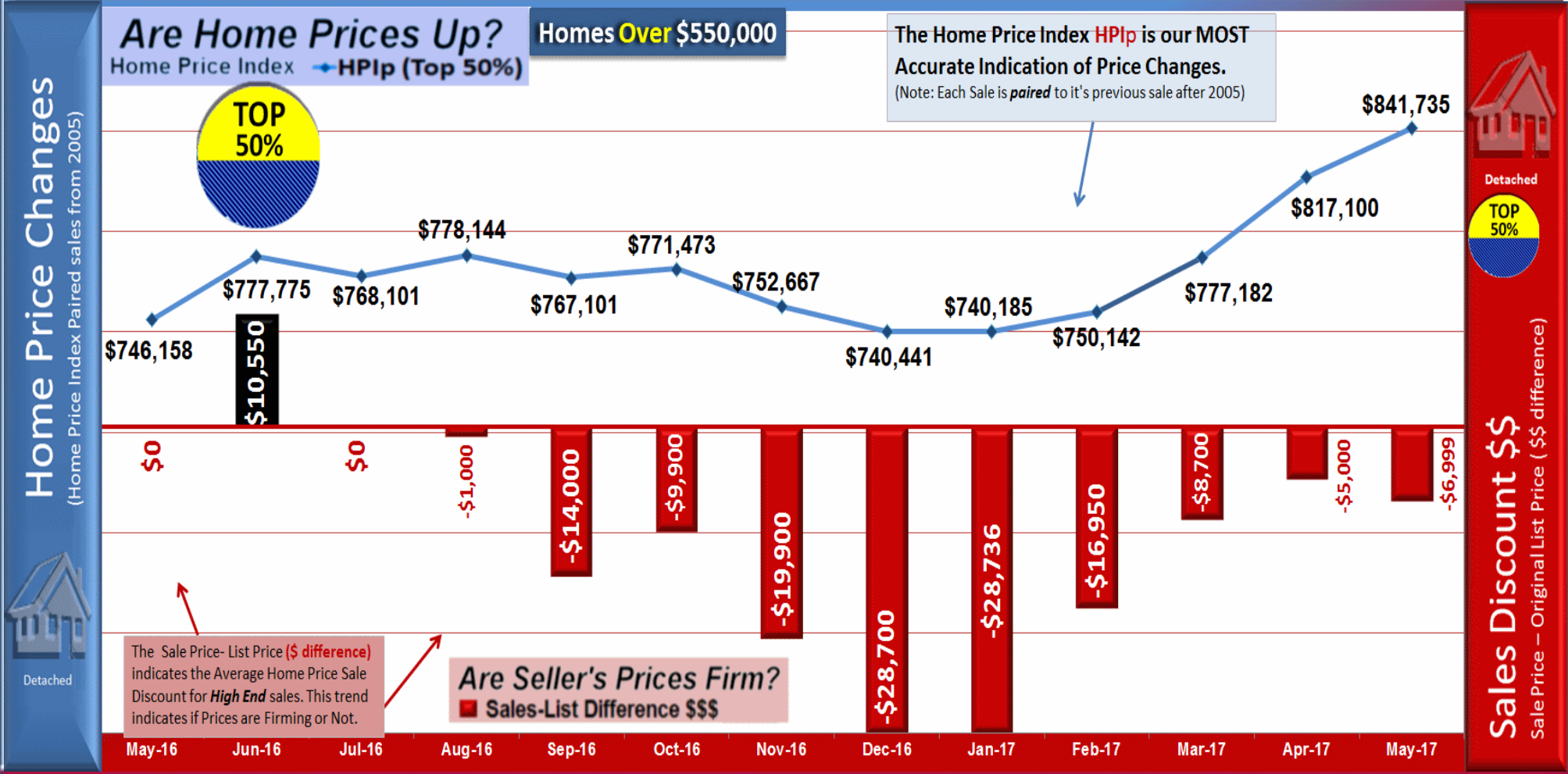
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Market Analysis and Forecasting

June 1/17 Mission

Detached

Mission 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 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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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Statistics, on the Web!

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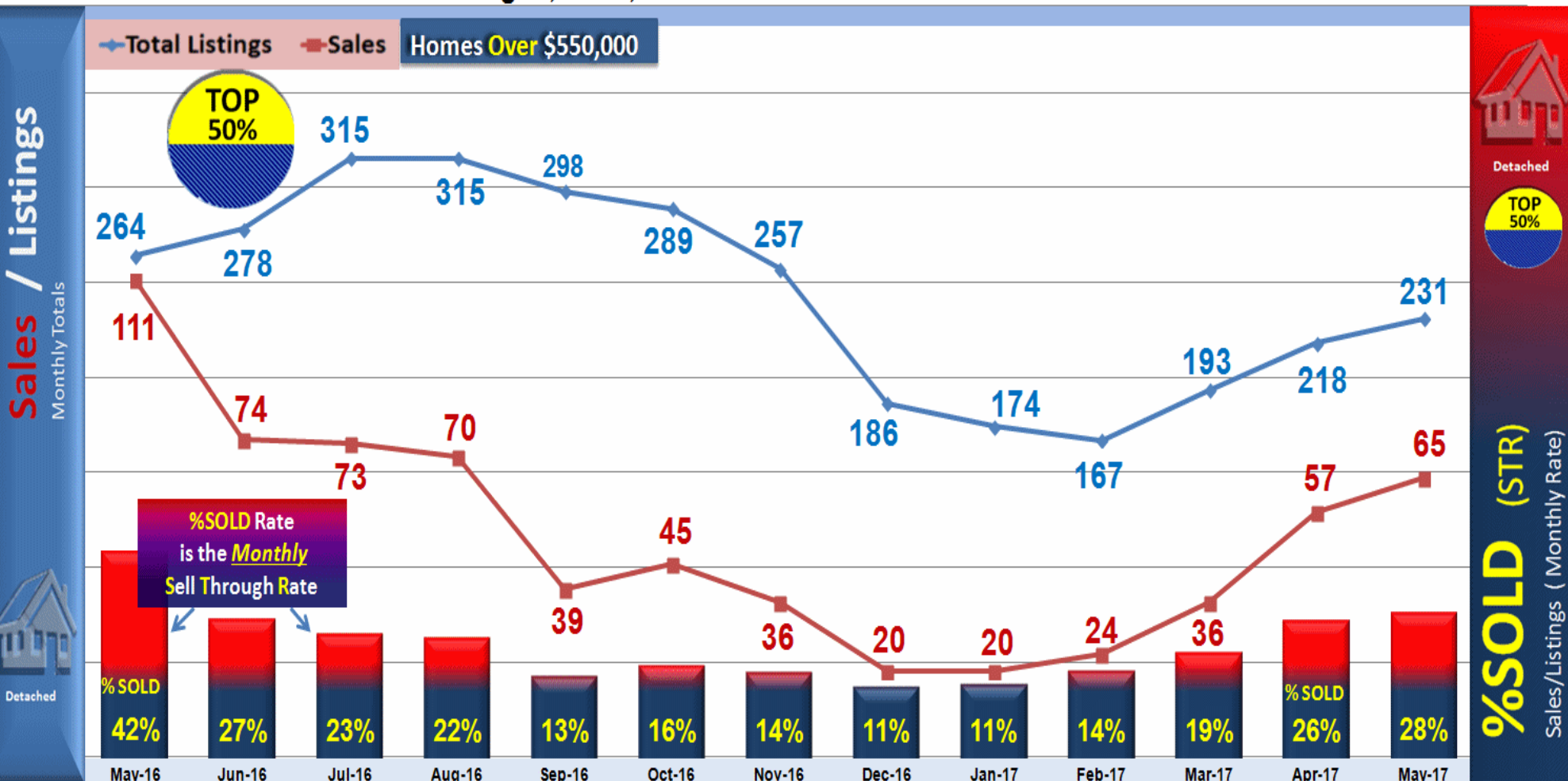
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Market Analysis and Forecasting

June 1/17 Mission

Detached Mission Total Listings**, Sales, and %SOLD Rates



Sales / Listings

Monthly Totals



Detached

TOP 50%

%SOLD (STR)

Sales/Listings (Monthly Rate)

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Market Analysis and Forecasting

June 1/17 Mission

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Mission 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)

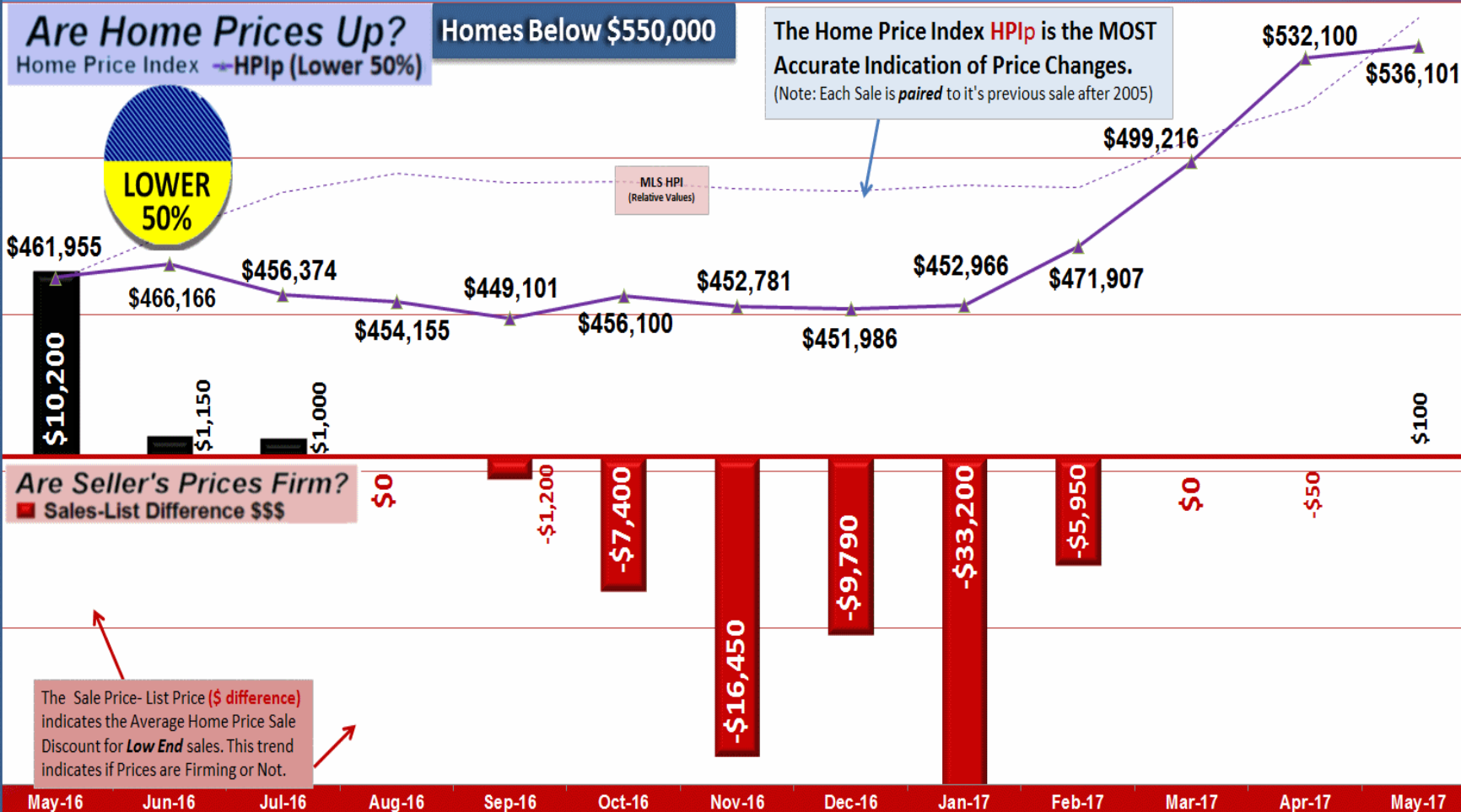
Home Price Changes
(Home Price Index Paired sales from 2005)



Detached



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



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

Homes Below \$550,000

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

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

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.

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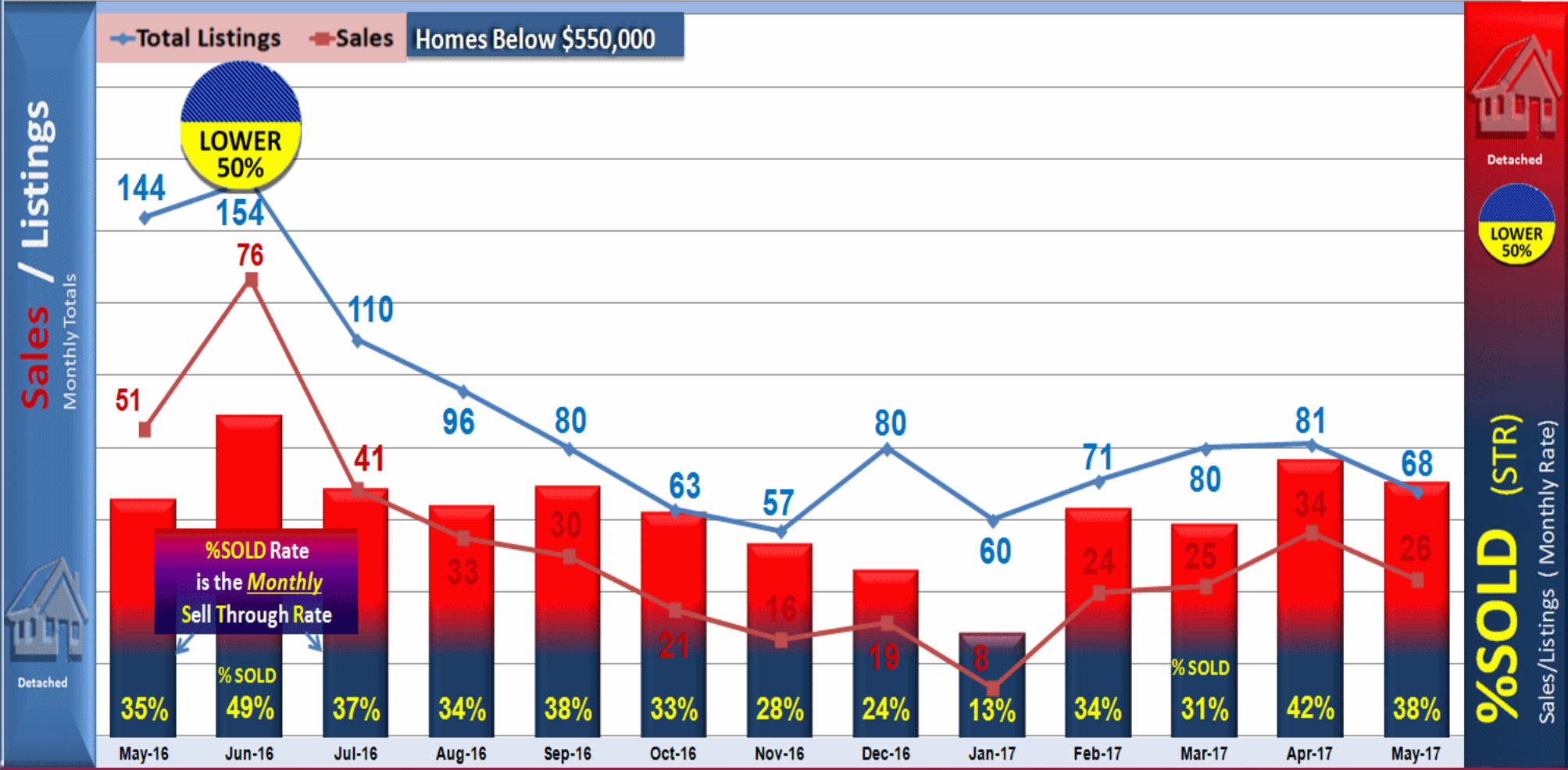
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Market Analysis and Forecasting

June 1/17 Mission

Detached Mission Total Listings**, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached



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

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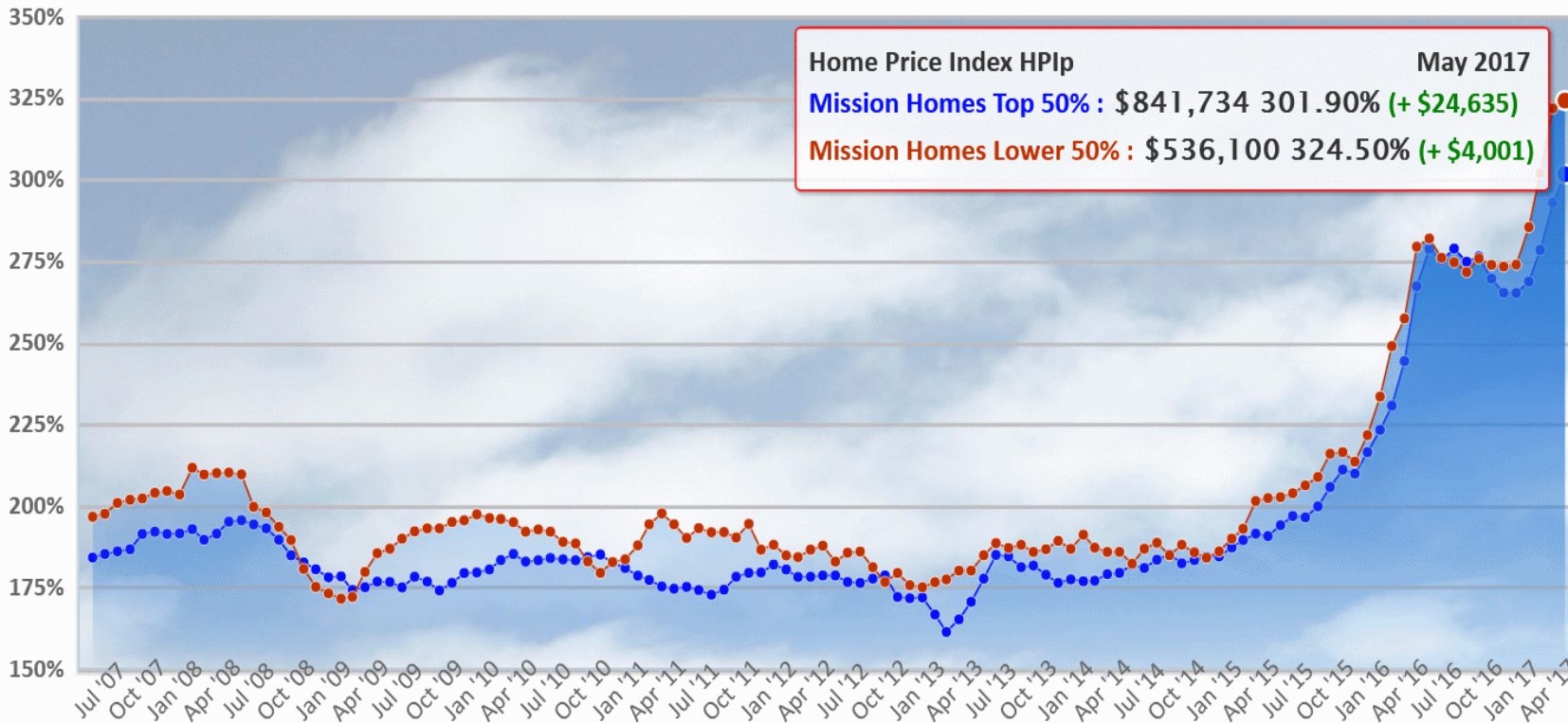
Market Analysis and Forecasting

June 1/17 Mission

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Mission Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Mission Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
May 2017	% 301.90
Apr 2017	% 293.10
Mar 2017	% 278.70
Feb 2017	% 269.00
Jan 2017	% 265.50
Dec 2016	% 265.60
Nov 2016	% 269.90
Oct 2016	% 276.70
Sep 2016	% 275.10
Aug 2016	% 279.10
Jul 2016	% 275.50
Jun 2016	% 279.00

<< < 1 2 3 > >>

Drop over 50% TOOM in



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Market Analysis and Forecasting

June 1/17

Abbotsford

Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differen	%SOLD
Poplar	17	11	7	100%	\$100	64.7%
Matsqui	0	0				0.0%
Sumas Mountain	0	0				0.0%
Abbotsford West	146	77	8	100%	\$0	52.7%
Abbotsford East	46	26	6	100%	\$50	56.5%
Aberdeen	6	5	6	102%	\$10,100	83.3%
Sumas Prairie	0	0				0.0%
Central Abbotsford	162	82	9	100%	-\$950	50.6%
Total Activity	377	201	8	100%	\$0	53%

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price	Sell - List \$Differen	%SOLD
\$0-\$150,000	21	9	6	101%	\$1,100	42.9%
\$150,001-\$200,000	61	33	6	99%	-\$2,000	54.1%
\$200,001-\$250,000	93	60	7	100%	\$0	64.5%
\$250,001-\$300,000	46	20	9	100%	\$0	43.5%
\$300,001 and more	156	79	8	100%	\$0	50.6%
Total Activity	377	201	8	100%	\$0	53%

June 1 2017 Abbotsford Market Update Attached Townhomes/ Condos

Current: Abbotsford is a Sellers Market with normal listing inventories, a **53 % SOLD** rate and a 100% Sell/List Ratio.

(This means that there is an average of a \$1,353 surplus on a sale from the original list price)

Most Active Price Range: Attached homes between \$200,001 - \$250,000 have **64.5 % SOLD** rate.

Least Active Price Range: Attached homes below \$150,000 have **42.9 % SOLD** rate.

History:

The Abbotsford's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$87,505.

The Abbotsford's **Condos** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices increased \$44,000.

The Abbotsford's **Townhouses** Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices increased \$127,570.

The Abbotsford's **Townhouses** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices increased \$73,244.

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

Forecast:

Abbotsford Listing Inventories are 8% more than May 2017.

May's Real Estate Statistics show ALL 97 Markets are in Strong Sellers Market and by most accounts, exceeding the 2016 Market Furious Activity Levels. The Vancouver Consumer Confidence Recovery from the negative impact of the 15% Foreign Buyer Tax implemented in Metro Vancouver last August is mostly due to an increased demand from a Large Local Investor Component and Markedly Lower Inventory Levels. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$25,106, which is a decrease from the \$32,589 increase that we saw in April and less than the \$40,337 increase in the Vancouver Markets.

Currently 100% of the Attached Markets are increasing at a fast pace in Greater Vancouver's 58 Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July and this year we are forecasting a **prolonged Sellers Market across all 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

Analytical Methods: The Abbotsford represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **Abbotsford HPIp Top 50%** representing the higher end sales and the **Abbotsford HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time. Note: For a more accurate price change for your home request a Comparative Market Analysis.

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

Monthly Changes Summary	May-16	Apr-17	May-17	6/1/2017	Change
Total Listings** (A,S,T,C,X)	412	388	377		-11
Active Listings	131	199	198	151	-47
Solds	169	169	201		32
Days on Market (DOM)	12	19	8		-11
%SOLD (Sales/ Listings /monthly rate)	41.0%	43.6%	53.3%		9.8%
Condos (Top 50%) Home Price Index HPI	\$209,100	\$287,101	\$296,605		\$9,504
Condos (Lower 50%) Home Price Index HI	\$144,101	\$185,100	\$188,101		\$3,001
Twnhs (Top 50%) Home Price Index HPIp	\$378,100	\$484,948	\$505,670		\$20,722
Twnhs (Lower 50%) Home Price Index HPI	\$240,997	\$300,520	\$314,241		\$13,721

I have represented many people in the purchase and/or sale of their home, townhome, condo, acreage or investment property. Whether purchasing a property, or getting one sold, I am confident that I can bring the experience and results that you deserve. - Jeff Greenhalgh

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.



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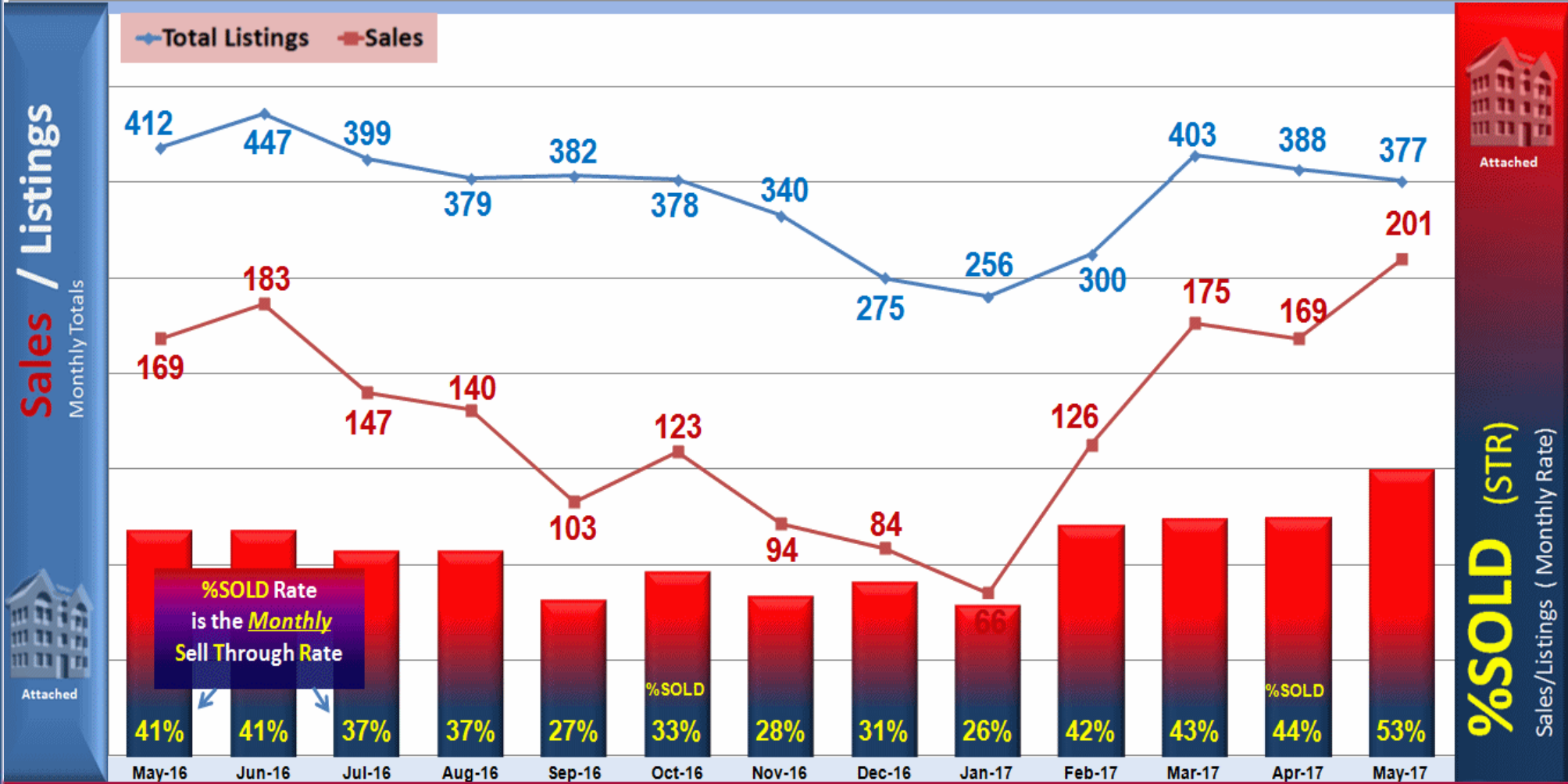
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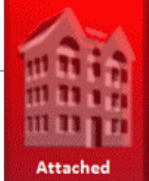


Market Analysis and Forecasting June 1/17 Abbotsford

Attached Townhomes/ Condos Abbotsford Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Attached

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

%SOLD Rate is the Monthly Sell Through Rate

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Market Analysis and Forecasting

June 1/17

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Abbotsford

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)



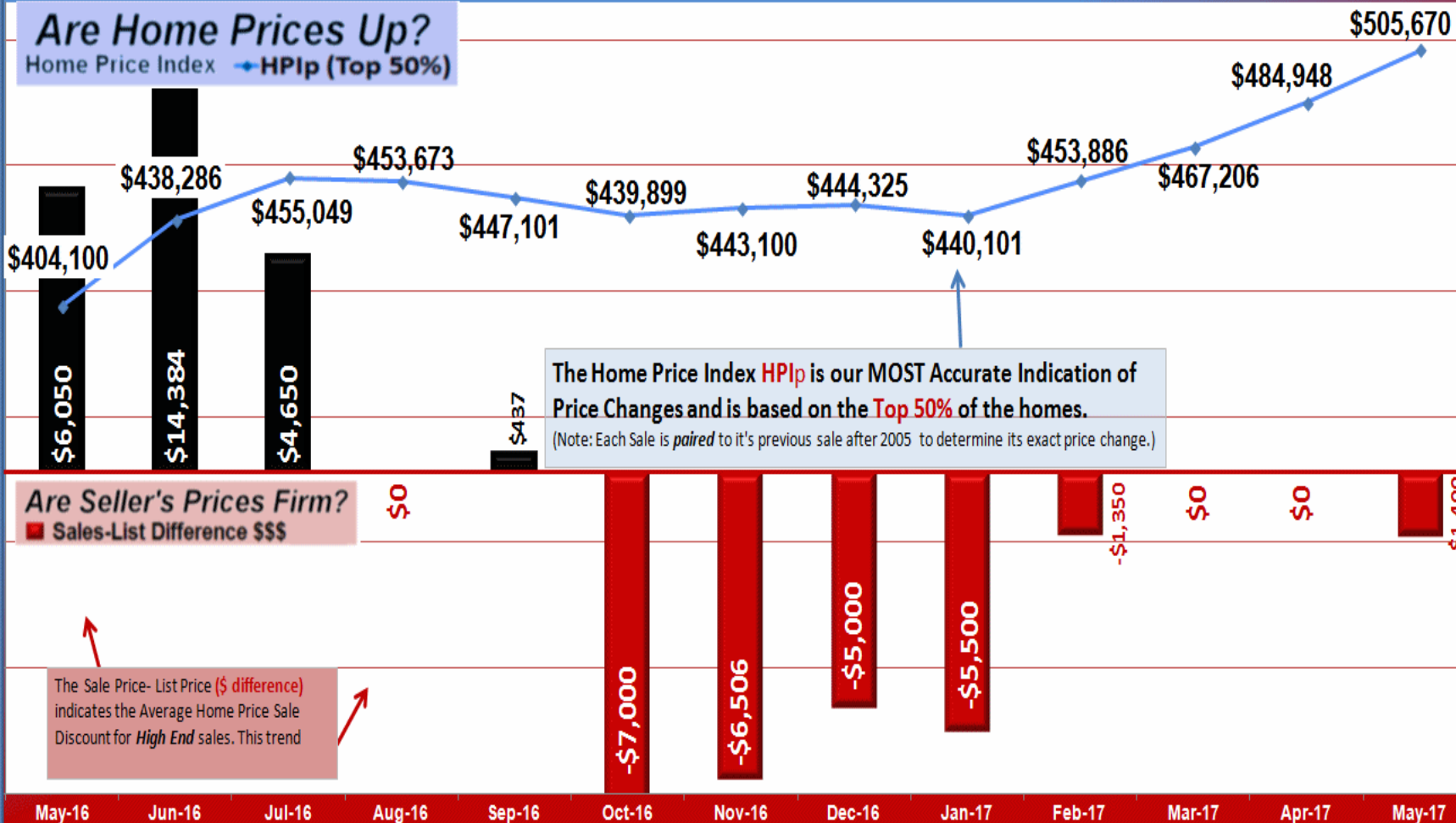
Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

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.)

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

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June 1/17

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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)



Townhouses



Townhouses

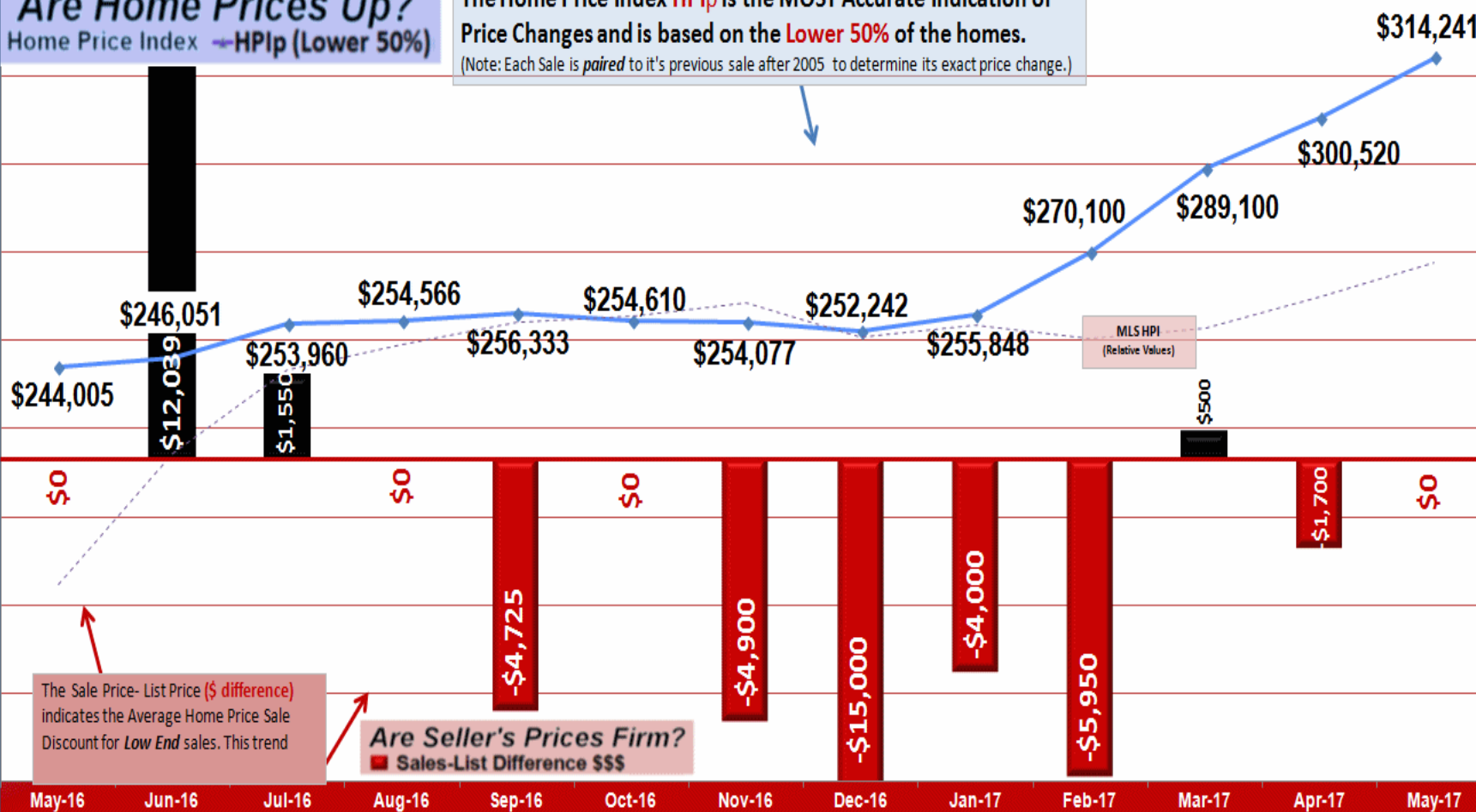
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

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

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

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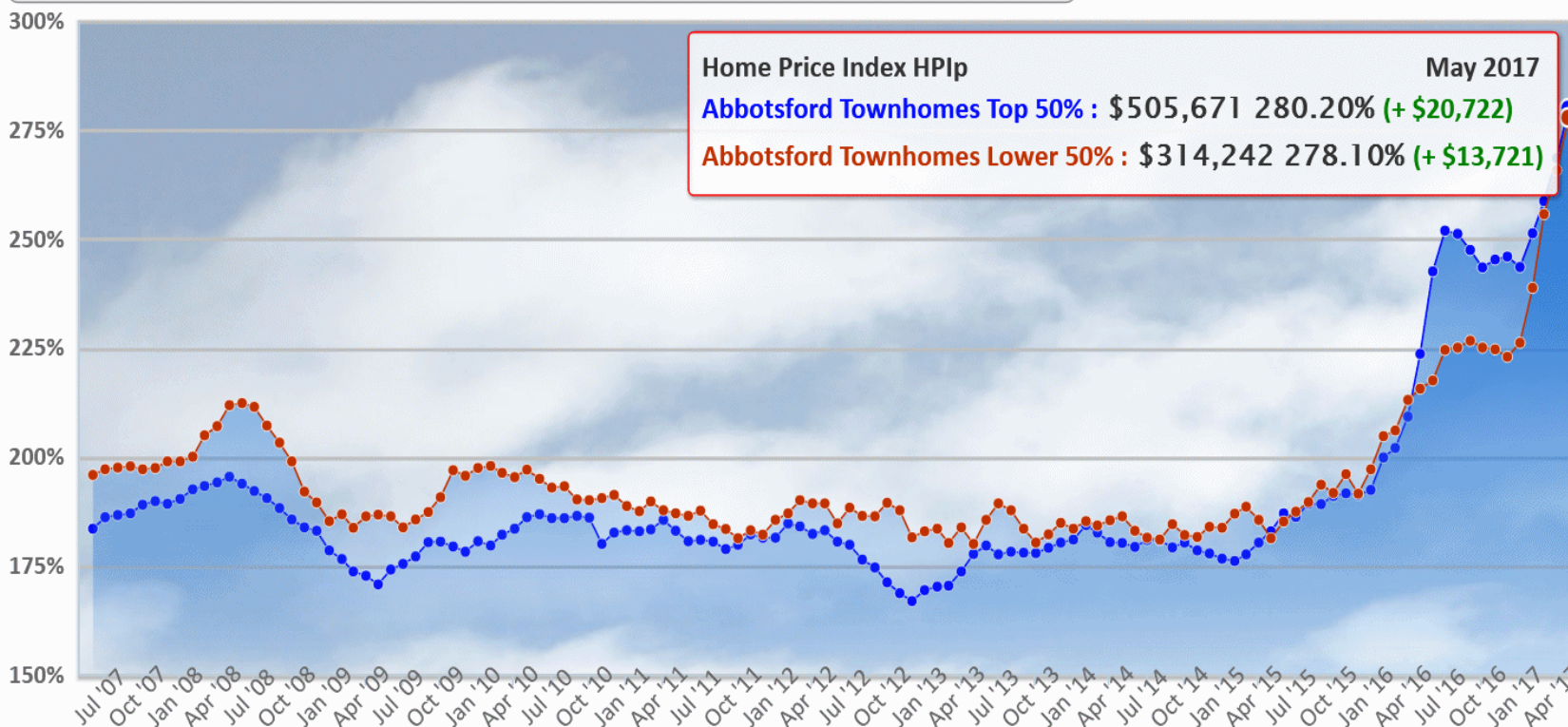
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Abbotsford Townhomes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Abbotsford Townhomes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
May 2017	% 280.20
Apr 2017	% 268.70
Mar 2017	% 258.90
Feb 2017	% 251.50
Jan 2017	% 243.80
Dec 2016	% 246.20
Nov 2016	% 245.50
Oct 2016	% 243.70
Sep 2016	% 247.70
Aug 2016	% 251.40
Jul 2016	% 252.10
Jun 2016	% 242.80

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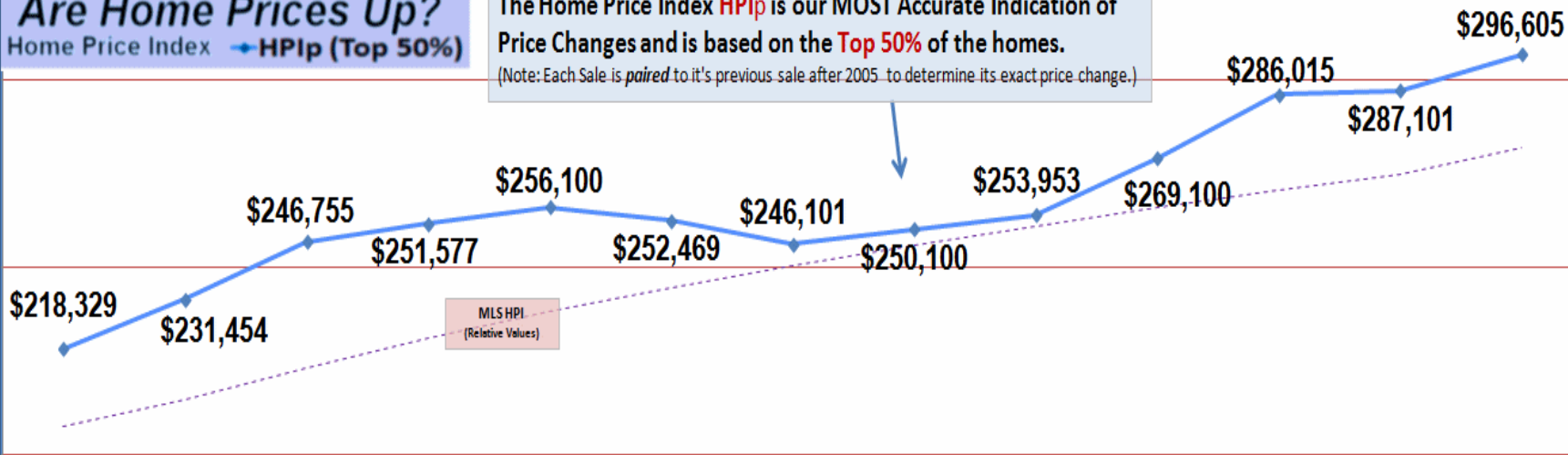
Attached Abbotsford Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

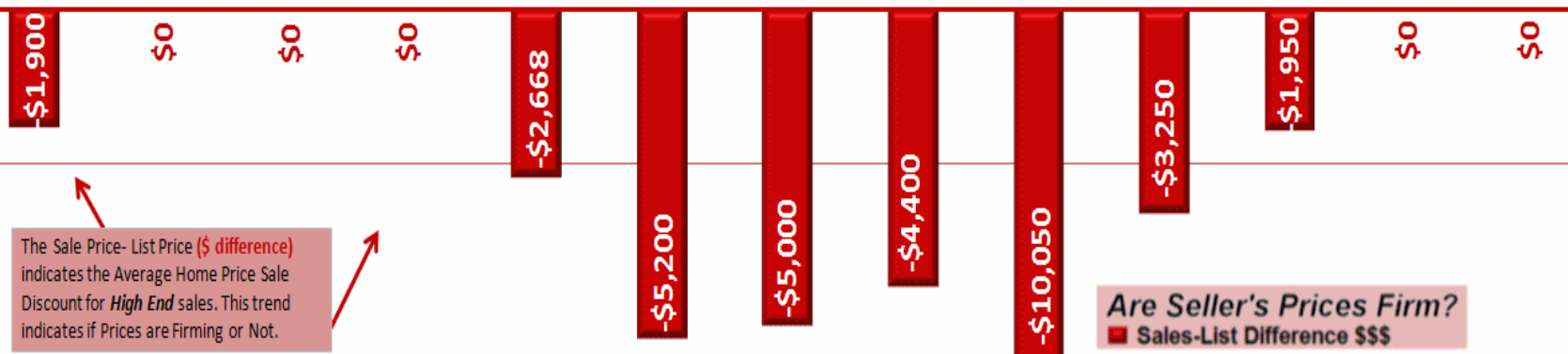
Are Home Prices Up?

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.
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Condominiums



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)



Condominiums

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Market Analysis and Forecasting

June 1/17

Abbotsford

Attached

Abbotsford

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)



Condominiums



Condominiums

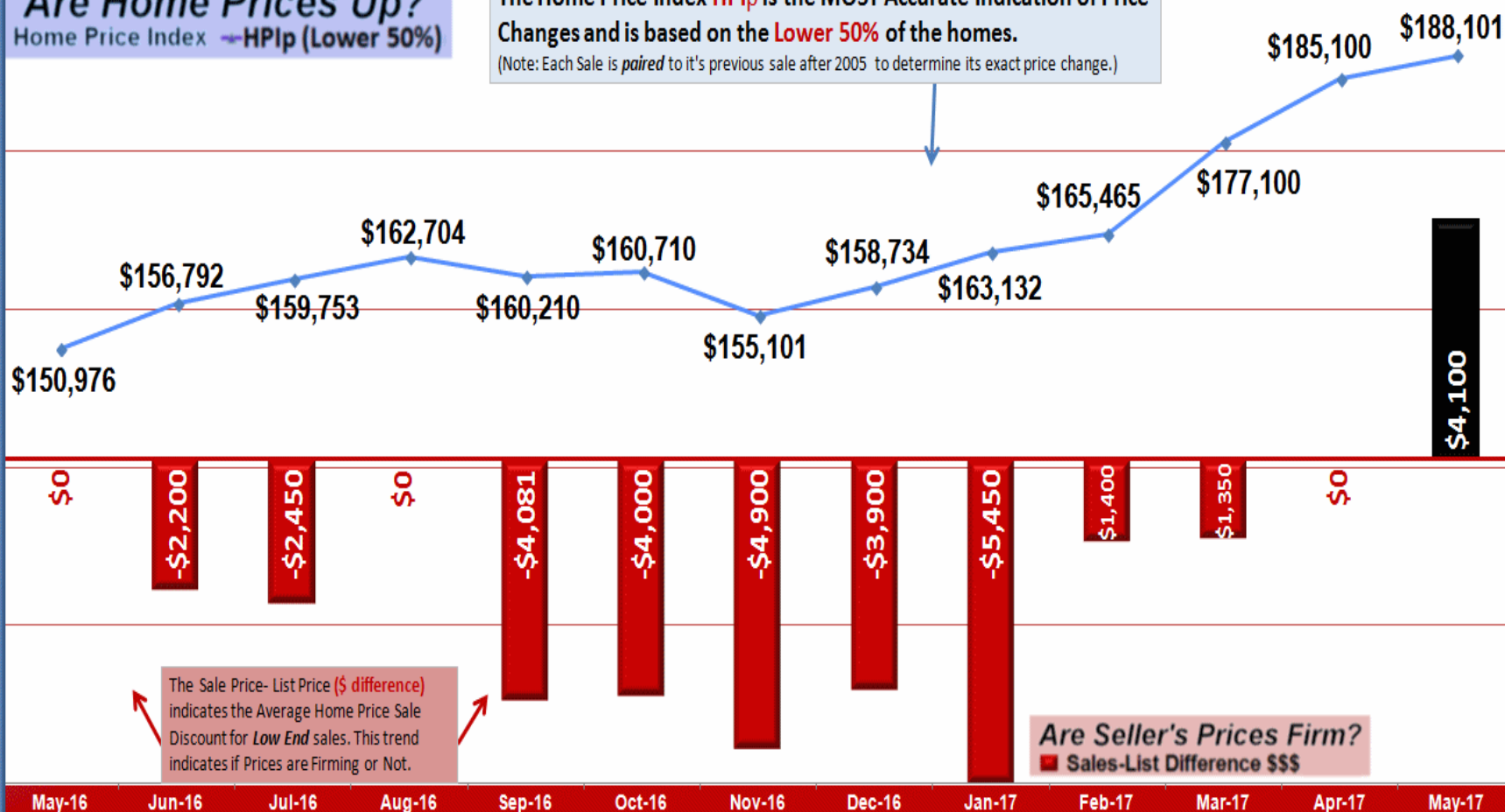
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

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Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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June 1/17

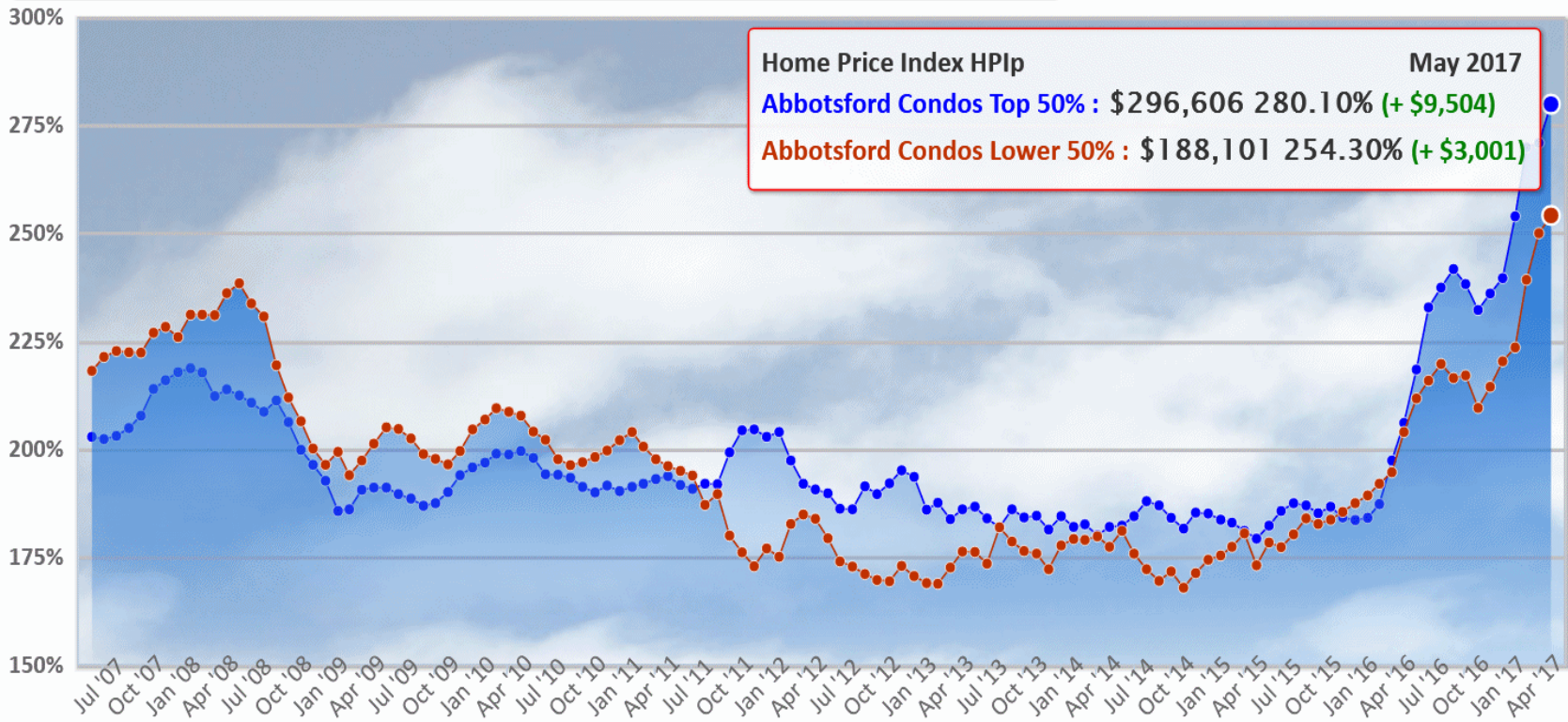
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Abbotsford Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-

Abbotsford Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



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Sep 2016	% 241.90
Aug 2016	% 237.60
Jul 2016	% 233.00
Jun 2016	% 218.60

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Market Analysis and Forecasting

Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

