

Market Analysis and Forecasting

Market Analysis and Forecasting

Jennifer Quart's Market Reports



Advanced Marketing Tools



Jennifer Quart

Jennifer Quart's Market Reports

Detached

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

Attached

- [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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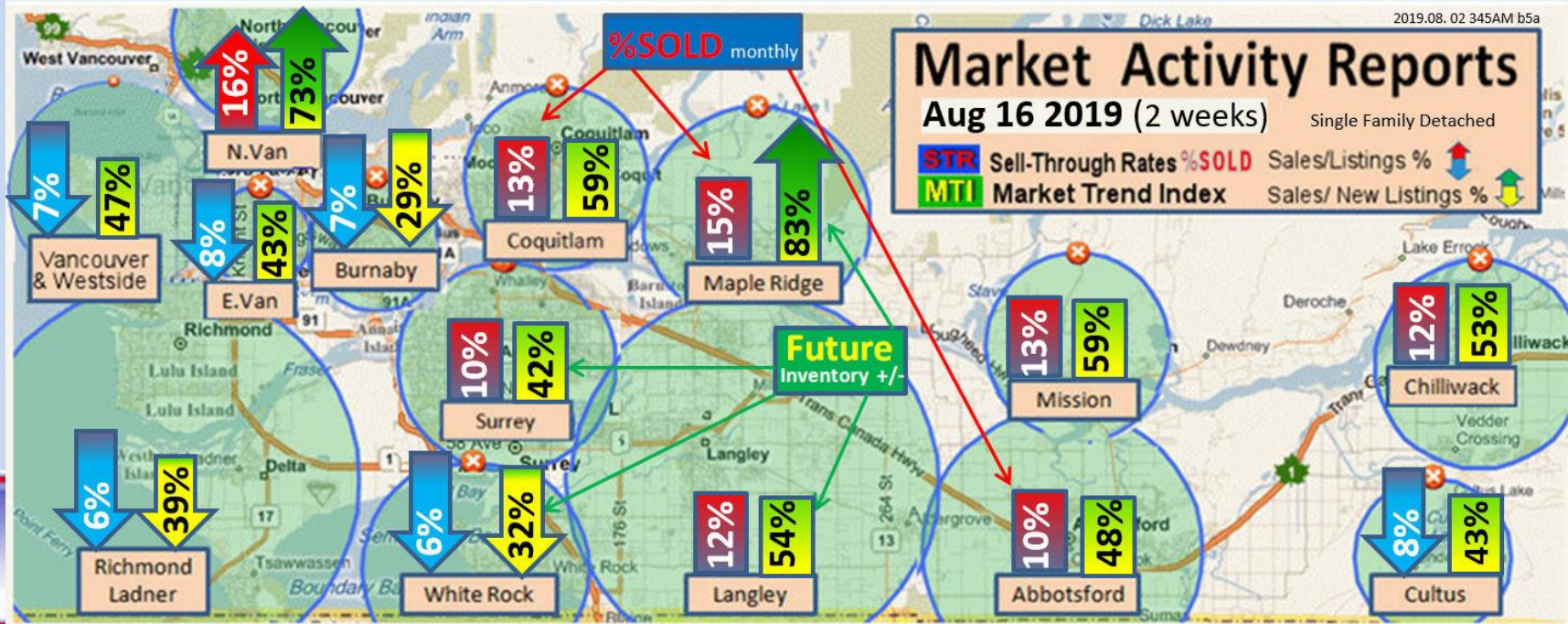
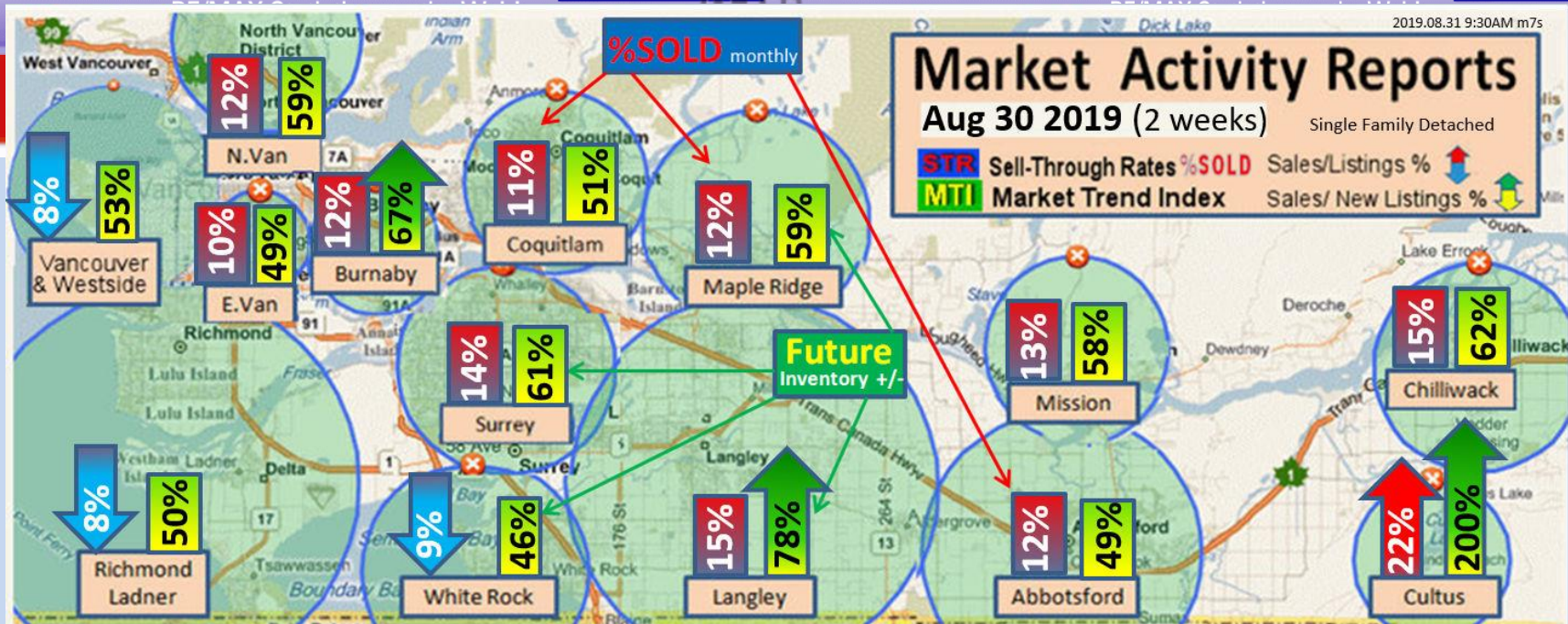
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Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

Aug 30 2019 (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)

2019.08.31.930AM m7s



Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. By: Vancouver Market Reports

Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

Aug 16 2019 (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)

2019.08.3.330AM b5a



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Market Analysis and Forecasting

Sept 1/19 Richmond

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 Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

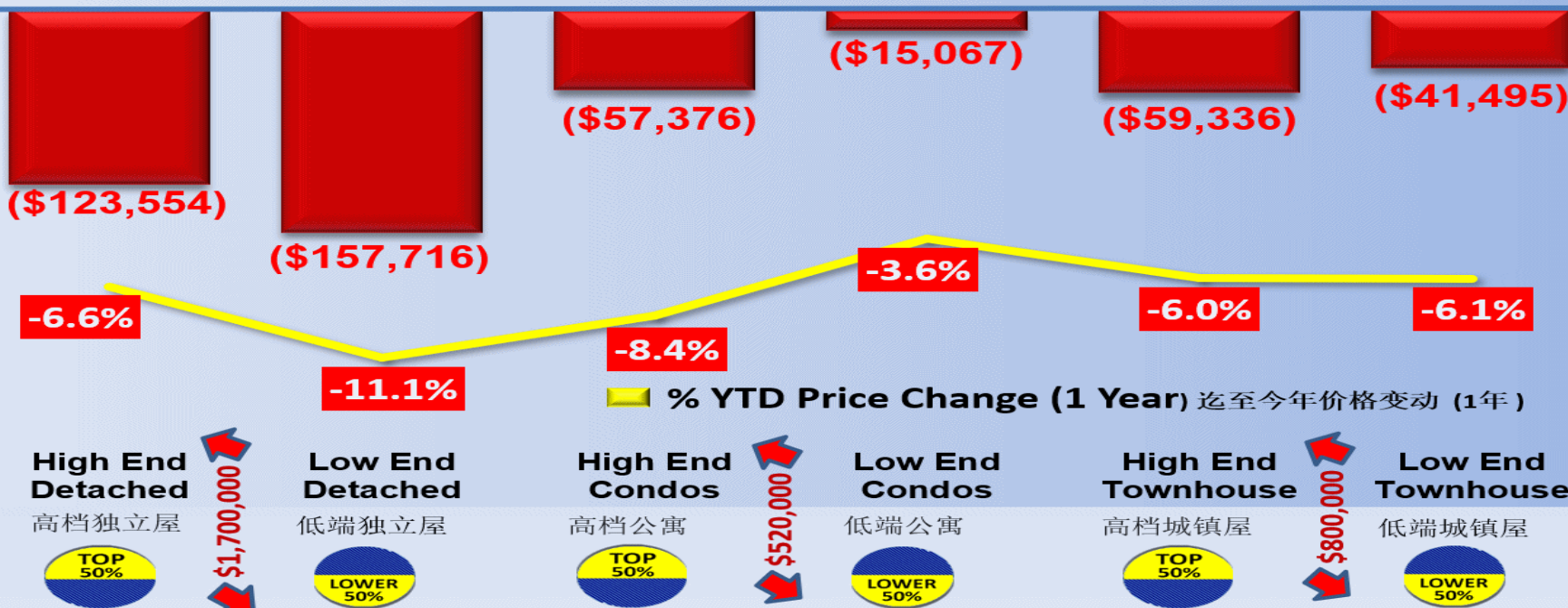
■ \$\$ YTD Price Change (1 Year) 价格变动 (1年)

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 %/ %



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

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Monthly Market Activity - Aug 2019 Single Family



Sept 1 2019 Richmond Market Update (Detached)

Current: Richmond: is in a Buyer Market with average Listings, **7 %SOLD** rate and a 91% Sell/List Ratio.
(This means that there is an average of a \$140,000 Discount on a sale from the original list price)

Most Active Price Range: Homes below \$1.1 mill. have **10.0 %SOLD** rate.

Least Active Price Range: Homes between \$2.5 mill. - \$3 mill. have **2.3 %SOLD** rate

History: The Richmond Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$178,590.
The Richmond Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$152,255.
*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 - Aug 2019						Detached	
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,100,000	40	4	51	90%	-\$114,500	10.0%	
\$1,100,001-\$1,300,000	86	14	10	95%	-\$57,400	16.3%	↑
\$1,300,001-\$1,500,000	141	14	66	95%	-\$73,000	9.9%	↓
\$1,500,001-\$1,700,000	117	7	82	91%	-\$143,888	6.0%	↓
\$1,700,001-\$1,900,000	99	10	31	89%	-\$194,000	10.1%	
\$1,900,001-\$2,200,000	85	3	27	89%	-\$210,000	3.5%	↓
\$2,200,001-\$2,500,000	136	7	62	88%	-\$285,238	5.1%	↓
\$2,500,001-\$3,000,000	133	3	68	87%	-\$400,000	2.3%	↓
\$3,000,001 and more	154	5	42	84%	-\$688,000	3.2%	↓
Total Activity	991	67	40	91%	-\$140,000	7%	↓

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Aug-19	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	1005	1013	991		-22	↓
Active Listings	847	872	843	808	-35	↓
Solds	55	86	67		-19	↓
DOM	46	52	40		-12	↓
%SOLD (Sales/ Listings /mnlthly rate)	5%	8%	6.8%		-1.73%	↓
(Top 50%) Home Price Index HPIp	\$1,802,185	\$1,670,990	\$1,623,595		-\$47,396	↓
(Lower 50%) Home Price Index HPIp	\$1,390,606	\$1,245,476	\$1,238,351		-\$7,125	↓

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Market Analysis and Forecasting

Sept 1/19 /16 Richmond

Richmond Sub areas Statistics - Aug 2019						Detached	
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
Sea Island	4	0				0.0%	
Bridgeport RI	22	0				0.0%	
West Cambie	38	2	71	92%	-\$117,950	5.3%	
East Cambie	22	4	51	92%	-\$112,000	18.2%	
Terra Nova	22	2	31	91%	-\$168,000	9.1%	
Riverdale RI	55	3	37	87%	-\$298,000	5.5%	
Quilchena RI	52	5	42	87%	-\$240,000	9.6%	
Granville	86	7	55	89%	-\$258,000	8.1%	
Seafair	68	2	115	90%	-\$168,400	2.9%	
Boyd Park	32	4	115	90%	-\$255,000	12.5%	
Lackner	42	3	65	91%	-\$300,000	7.1%	
Steveston Village	16	1	82	86%	-\$256,571	6.3%	
Steveston North	56	4	19	92%	-\$121,500	7.1%	
Steveston South	33	5	64	96%	-\$60,000	15.2%	
Westwind	16	0				0.0%	
Woodwards	61	1	15	94%	-\$89,000	1.6%	
Broadmoor	65	3	34	90%	-\$195,000	4.6%	
Garden City	37	5	50	93%	-\$121,000	13.5%	
Saunders	63	3	8	98%	-\$28,800	4.8%	
South Arm	30	2	33	91%	-\$200,953	6.7%	
Brighthouse	26	0				0.0%	
Brighthouse South	2	0				0.0%	
McLennan North	17	2	108	94%	-\$115,381	11.8%	
Gilmore	7	0				0.0%	
McLennan	16	2	82	84%	-\$313,494	12.5%	
East Richmond	16	0				0.0%	
McNair	32	1	20	95%	-\$64,000	3.1%	
Ironwood	37	5	40	95%	-\$73,000	13.5%	
Hamilton RI	18	1	44	94%	-\$63,000	5.6%	
Total Activity	991	67	40	91%	-\$140,000	7%	

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Next Months Market Forecast

Forecast: Richmond has 808 homes are for sale and with the **7 %SOLD** monthly rate gives us a ~14 months of inventory. 22% of the active listings have reduced their price by \$151,829 on average or \$100,000 median for the last month. We project Richmond to be a continued Buyer market.

August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We 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 Neighborhood.

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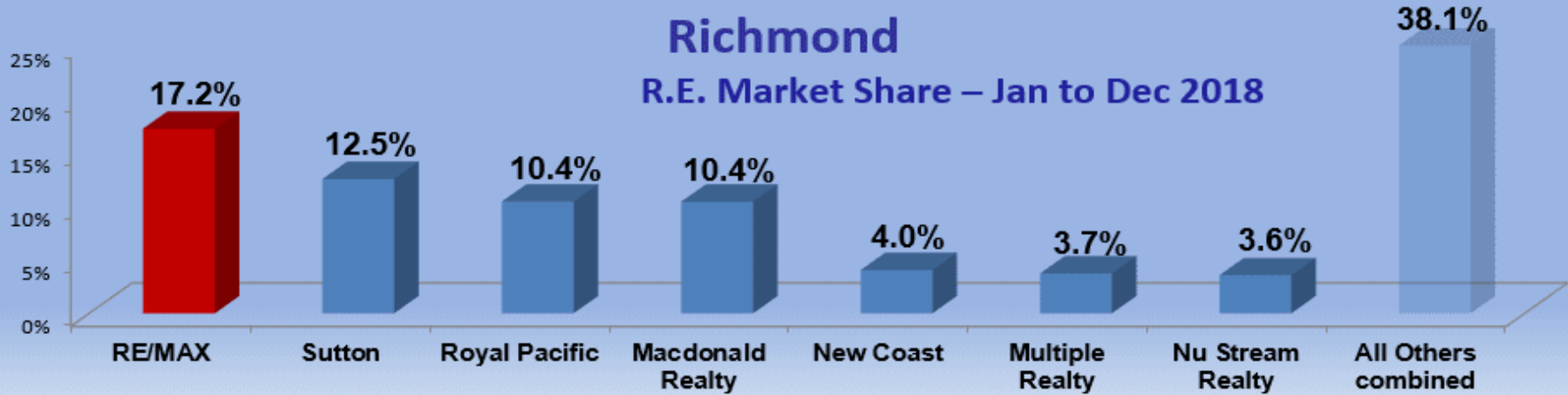


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the RE/MAX Market Share Reports



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



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Market Analysis and Forecasting

Sept 1/19 /16 Richmond

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)

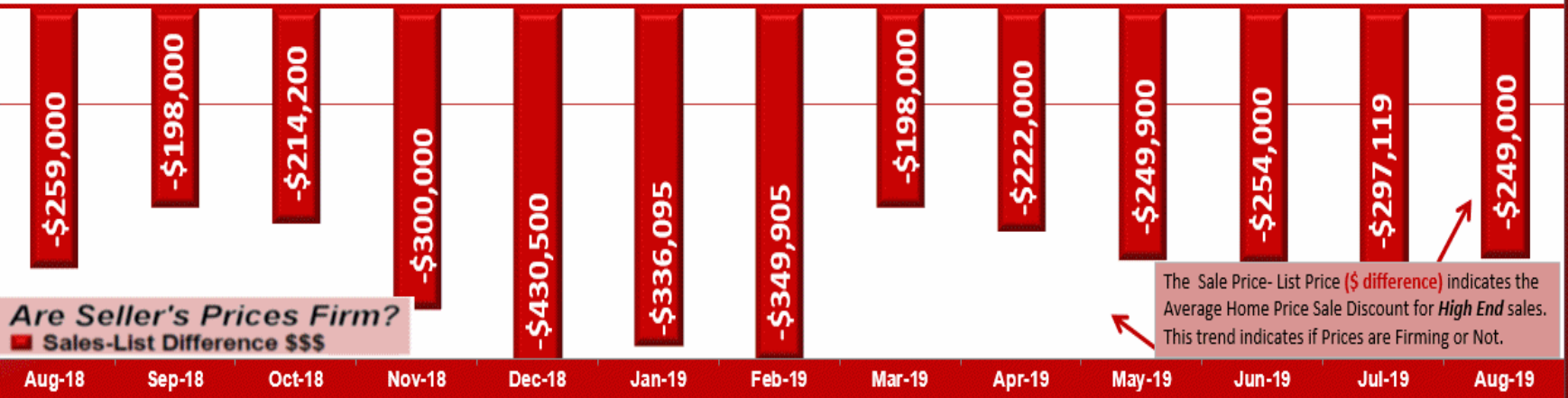
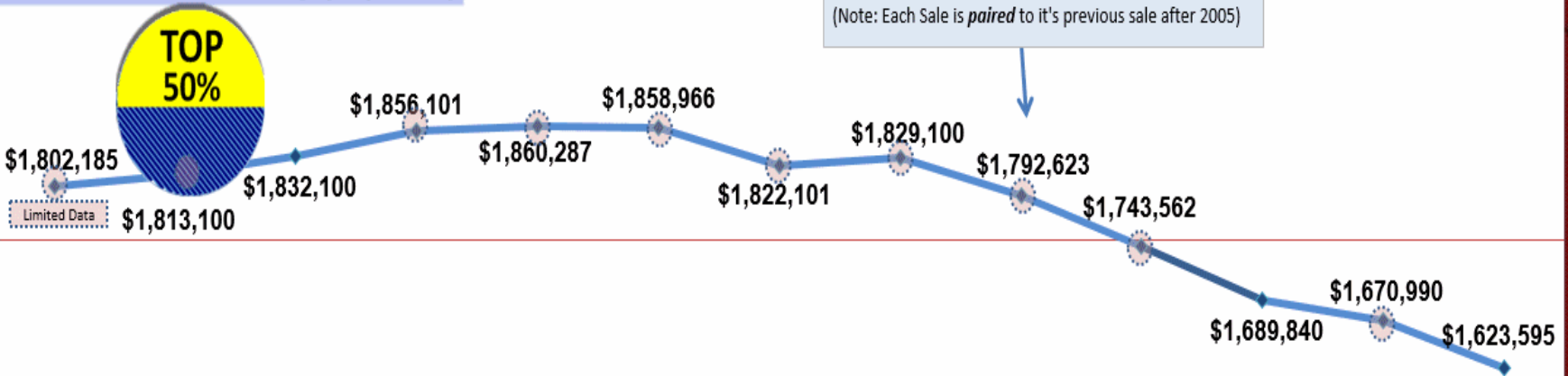
Home Price Changes

(Home Price Index Paired sales from 2005)

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

Homes Over \$1,700,000

The Home Price Index HPIp is our 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 High End sales. This trend indicates if Prices are Firming or Not.



Detached



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



Detached

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes

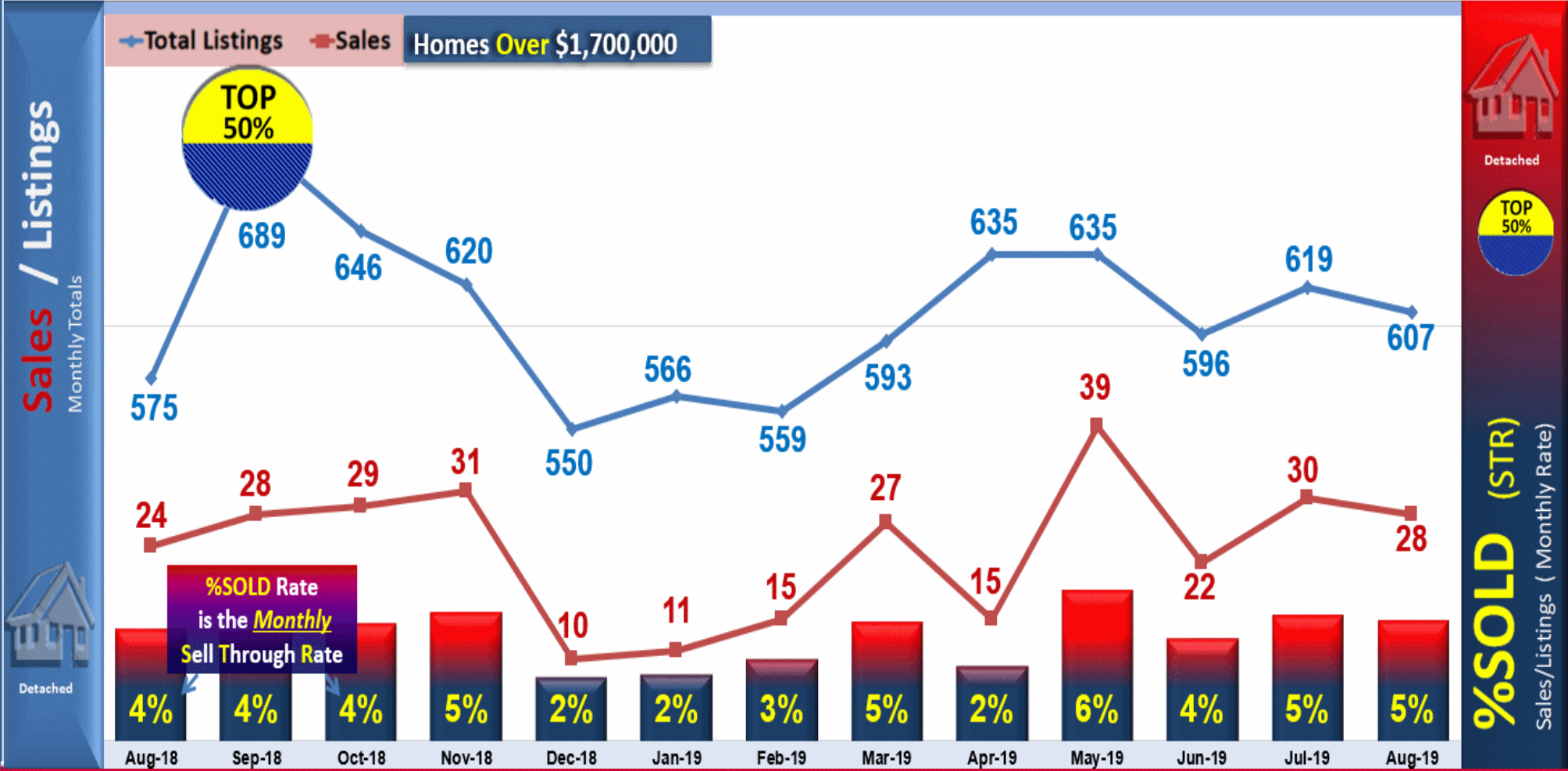


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Market Analysis and Forecasting

Sept 1/19 /16 Richmond

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



Sales / Listings
 Monthly Totals



Detached

TOP 50%

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



Detached

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Market Analysis and Forecasting

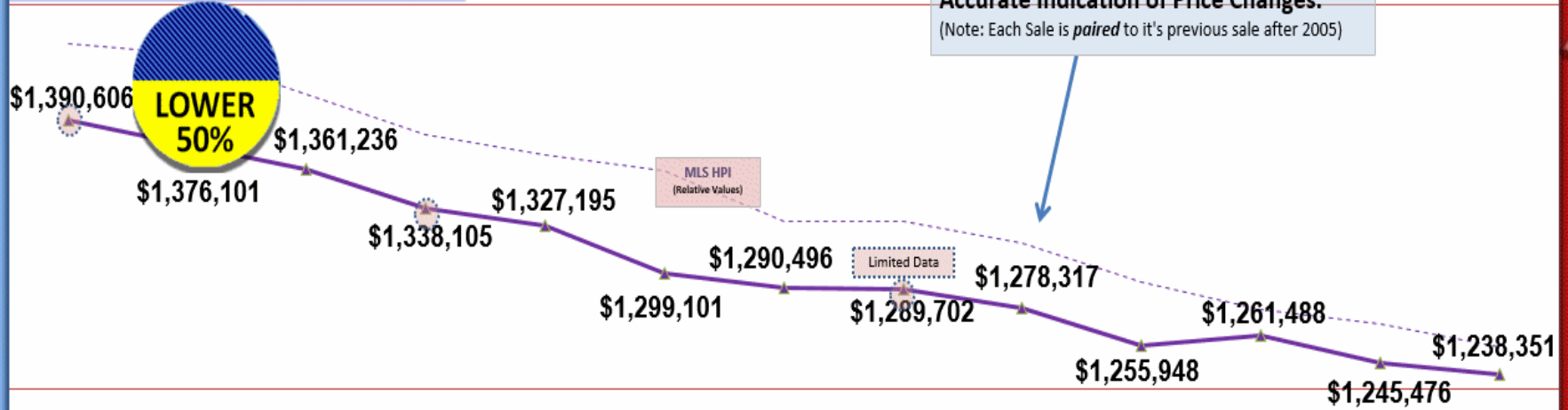
Sept 1/19 /16 Richmond

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)

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

Homes Below \$1,700,000

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)



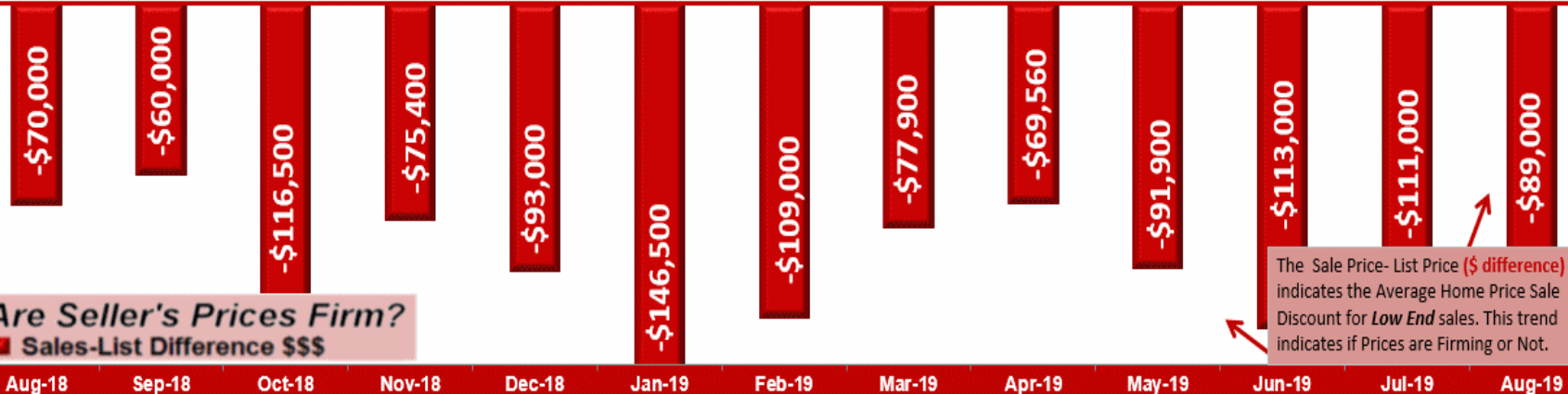
Home Price Changes
(Home Price Index Paired sales from 2005)



Detached

LOWER 50%

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



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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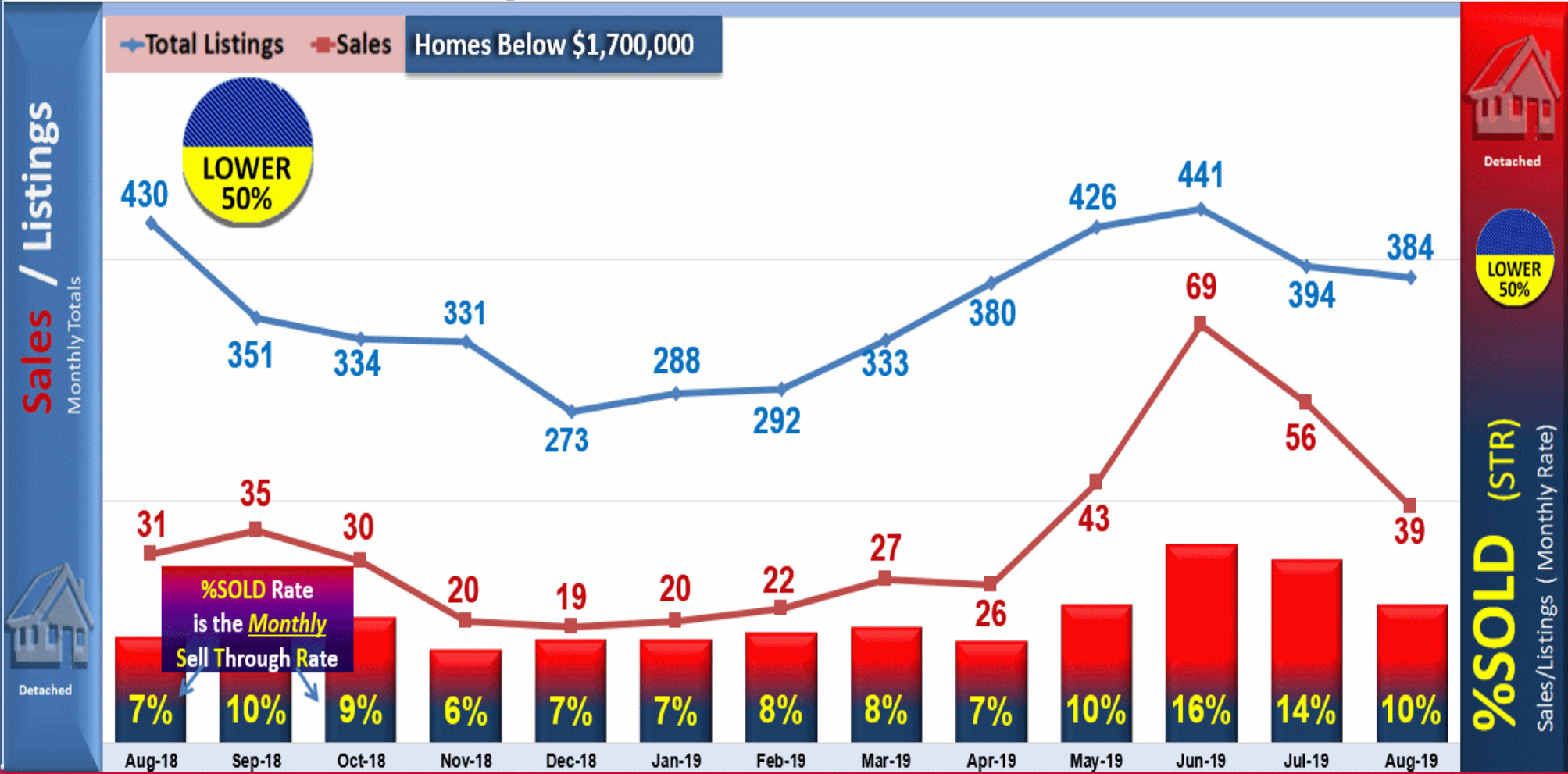


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Market Analysis and Forecasting

Sept 1/19 /16 Richmond

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



Sales / Listings
 Monthly Totals



Detached



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

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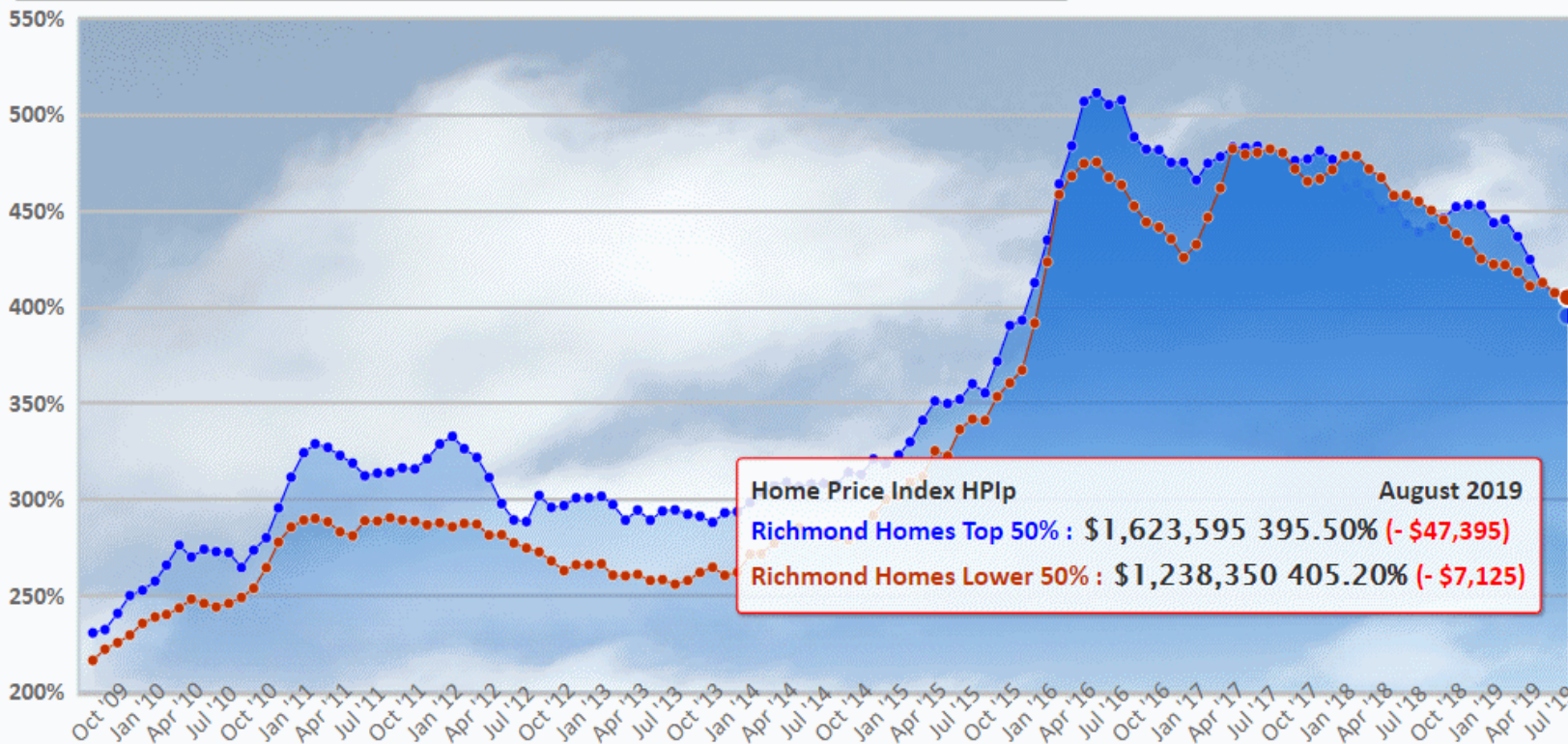
Market Analysis and Forecasting

Sept 1/19 /16 Richmond

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
Aug 2019	% 395.50
Jul 2019	% 407.10
Jun 2019	% 411.70
May 2019	% 424.80
Apr 2019	% 436.70
Mar 2019	% 445.60
Feb 2019	% 443.90
Jan 2019	% 452.90
Dec 2018	% 453.20
Nov 2018	% 452.20
Oct 2018	% 446.30
Sep 2018	% 441.70

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Highcharts.com



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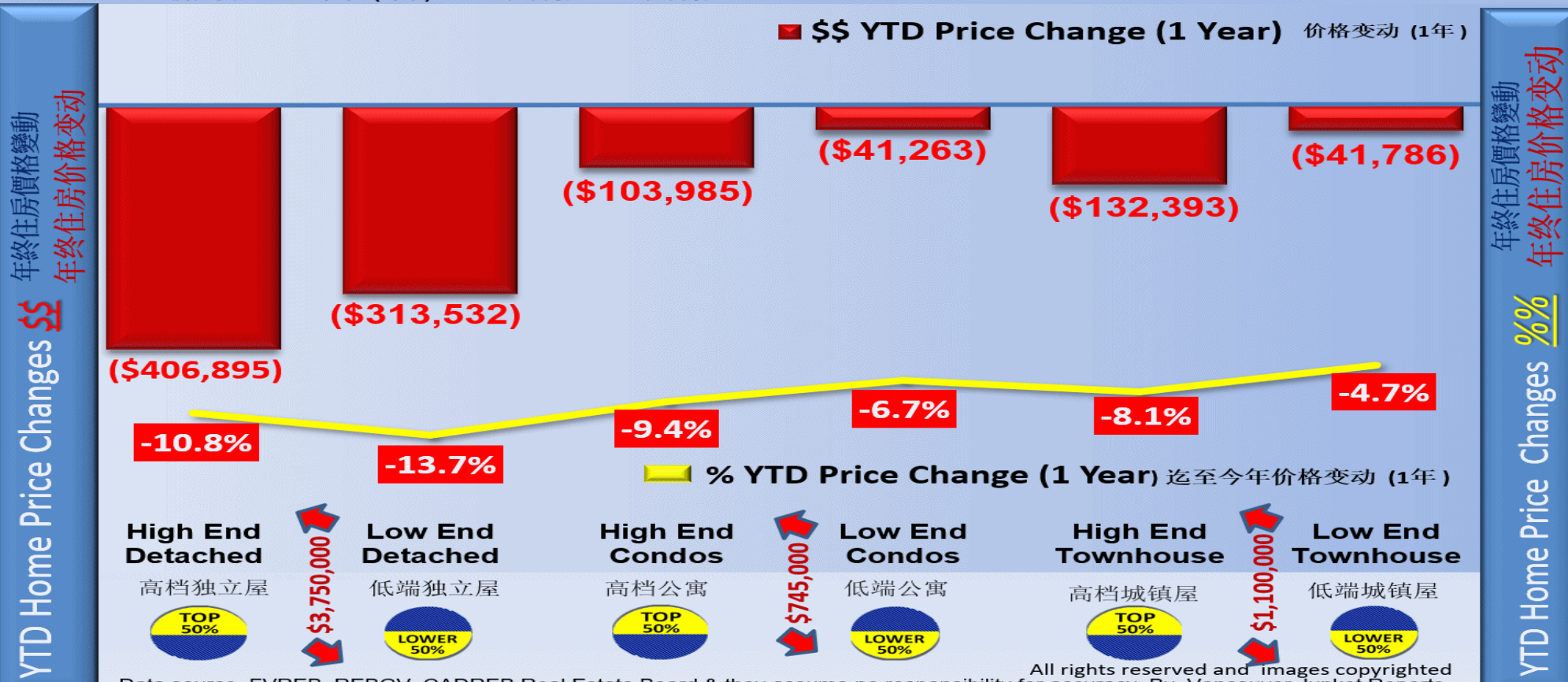
Vancouver Westside Real Estate Price Changes(\$/%)

溫哥華西區房地產價格變動 / 溫哥華西區房地產價格變動

Housing Types: Year-To-Date Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPI/p



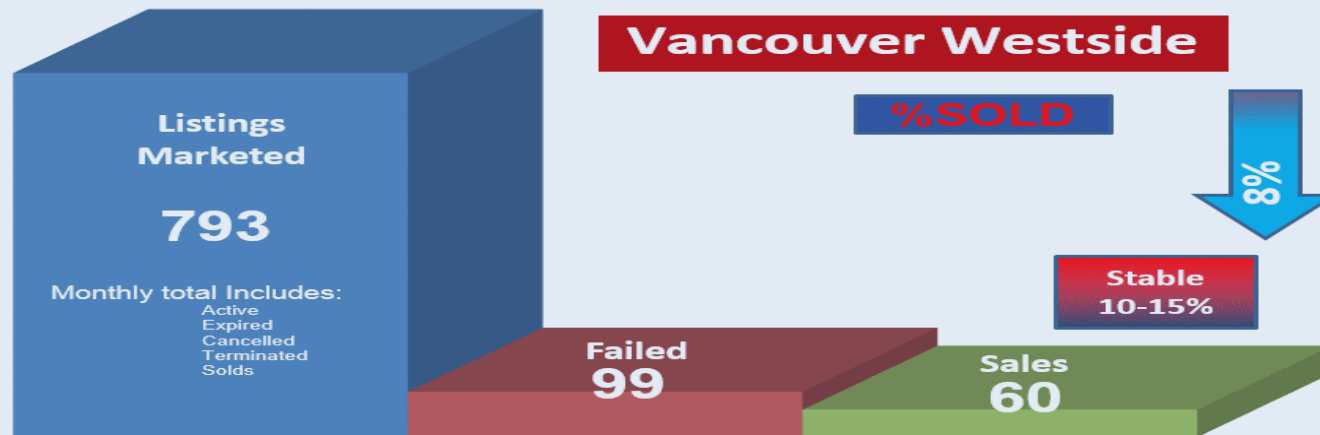
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Monthly Market Activity - Aug 2019 - Single Family



Sept 1 2019 Vancouver Westside Market Update (Detached)

Current: Vancouver Westside ranges from a Warm Lower End Market to a Stable High End Market with average **8 %SOLD** rate and a Sale Price /List Price of 92% or \$235,000 avg. sale price discount from original list

Most Active Price Range: Homes below \$2.25 mill. have **19.0 %SOLD** rate.

Least Active Price Range: Homes between \$6.0 mill. - \$7.5 mill. have **1.4 %SOLD** rate

History: The Vancouver Westside Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$401,636.
The Vancouver Westside Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$185,001.
*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 - Aug 2019							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$2,250,000	58	11	20	94%	-\$94,000	19.0%	↑
\$2,250,001-\$2,500,000	45	7	20	94%	-\$150,000	15.6%	↑
\$2,500,001-\$2,750,000	42	5	20	93%	-\$180,000	11.9%	
\$2,750,001-\$3,000,000	66	8	29	93%	-\$209,000	12.1%	
\$3,000,001-\$3,400,000	29	4	36	93%	-\$224,000	13.8%	
\$3,400,001-\$3,750,000	64	5	76	88%	-\$400,000	7.8%	↓
\$3,750,001-\$4,000,000	105	8	104	92%	-\$298,000	7.6%	↓
\$4,000,001-\$4,500,000	59	2	32	93%	-\$305,000	3.4%	↓
\$4,500,001-\$5,000,000	75	2	76	88%	-\$591,500	2.7%	↓
\$5,000,001-\$6,000,000	89	5	71	89%	-\$698,000	5.6%	↓
\$6,000,001-\$7,500,000	74	1	70	83%	-\$1,180,000	1.4%	↓
\$7,500,001 and more	87	2	104	86%	-\$1,949,500	2.3%	↓
Total Activity	793	60	44	92%	-\$235,000	8%	↓

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	922	846	793		-53	↓
Active Listings (1st of the month)	769	705	668	634	-34	↓
Solds	59	80	60		-20	↓
Days on Market (DOM)	55	33	44		11	↑
%SOLD (Sales/Listings /monthly rate)	6%	9%	7.6%		-1.9%	↓
(Top 50%) Home Price Index HPIp	3,621,044	3,244,101	\$3,219,408		-\$24,693	↓
(Lower 50%) Home Price Index HPIp	2,139,101	1,942,510	\$1,954,100		\$11,590	↑

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What Sold in your Neighbourhood and for What Price?

Vancouver Westside Sub Areas Statistics - Aug 2019					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Arbutus	35	2	56	93%	-\$220,000	5.7%
Cambie	48	4	45	95%	-\$164,500	8.3%
Dunbar	123	10	15	90%	-\$283,000	8.1%
Fairview VW-False Creek	3	0				0.0%
Kerrisdale	53	5	38	94%	-\$230,000	9.4%
Kitsilano	43	6	30	93%	-\$174,000	14.0%
MacKenzie Heights	31	2	31	94%	-\$132,556	6.5%
Mount Pleasant VW	7	2	29	81%	-\$492,000	28.6%
Marpole	53	2	100	81%	-\$550,600	3.8%
Oakridge VW	20	1	71	93%	-\$298,000	5.0%
Point Grey	83	5	65	93%	-\$240,000	6.0%
Quilchena	24	1	48	89%	-\$600,000	4.2%
South Cambie	13	1	68	93%	-\$208,000	7.7%
South Granville	77	8	45	91%	-\$417,095	10.4%
Shaughnessy	91	5	88	82%	-\$943,000	5.5%
Southlands	39	2	35	93%	-\$167,000	5.1%
S.W. Marine	23	2	110	90%	-\$334,000	8.7%
University VW	27	2	16	95%	-\$31,500	7.4%
Total Activity	793	60	44	92%	-\$235,000	8%

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Next Months Market Forecast

Forecast: Vancouver Westside has average Listing Supply; 634 homes are for sale and with the **8 %SOLD** monthly rate gives us a ~13 months of inventory. 18% of the active listings have reduced their price by \$299,545 on average and \$214,500 median for the last month.

August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We 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 Neighborhood.

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

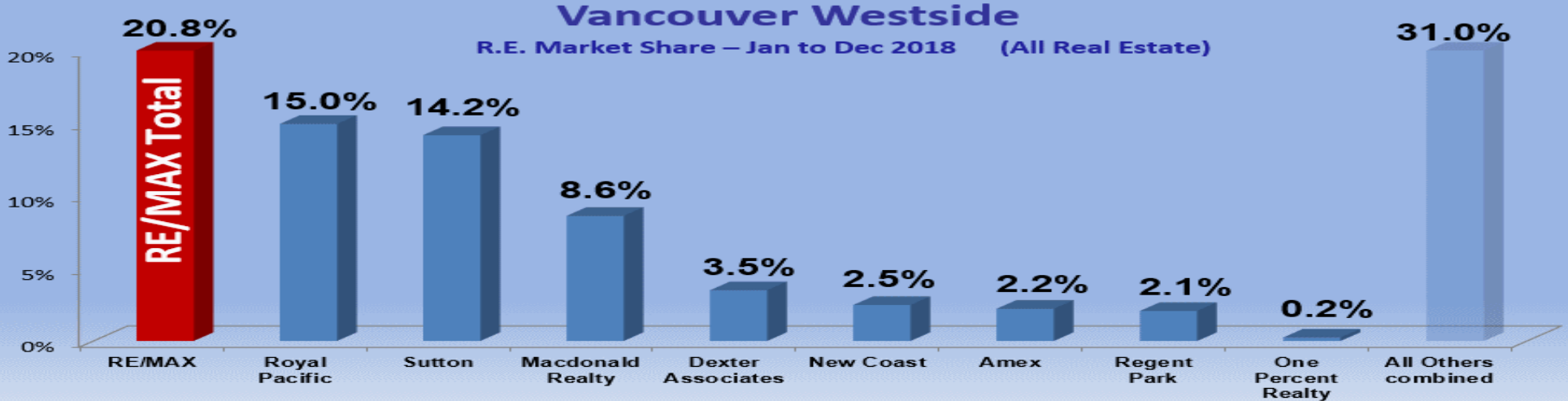


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Jennifer Quart



the RE/MAX Market Share Reports



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



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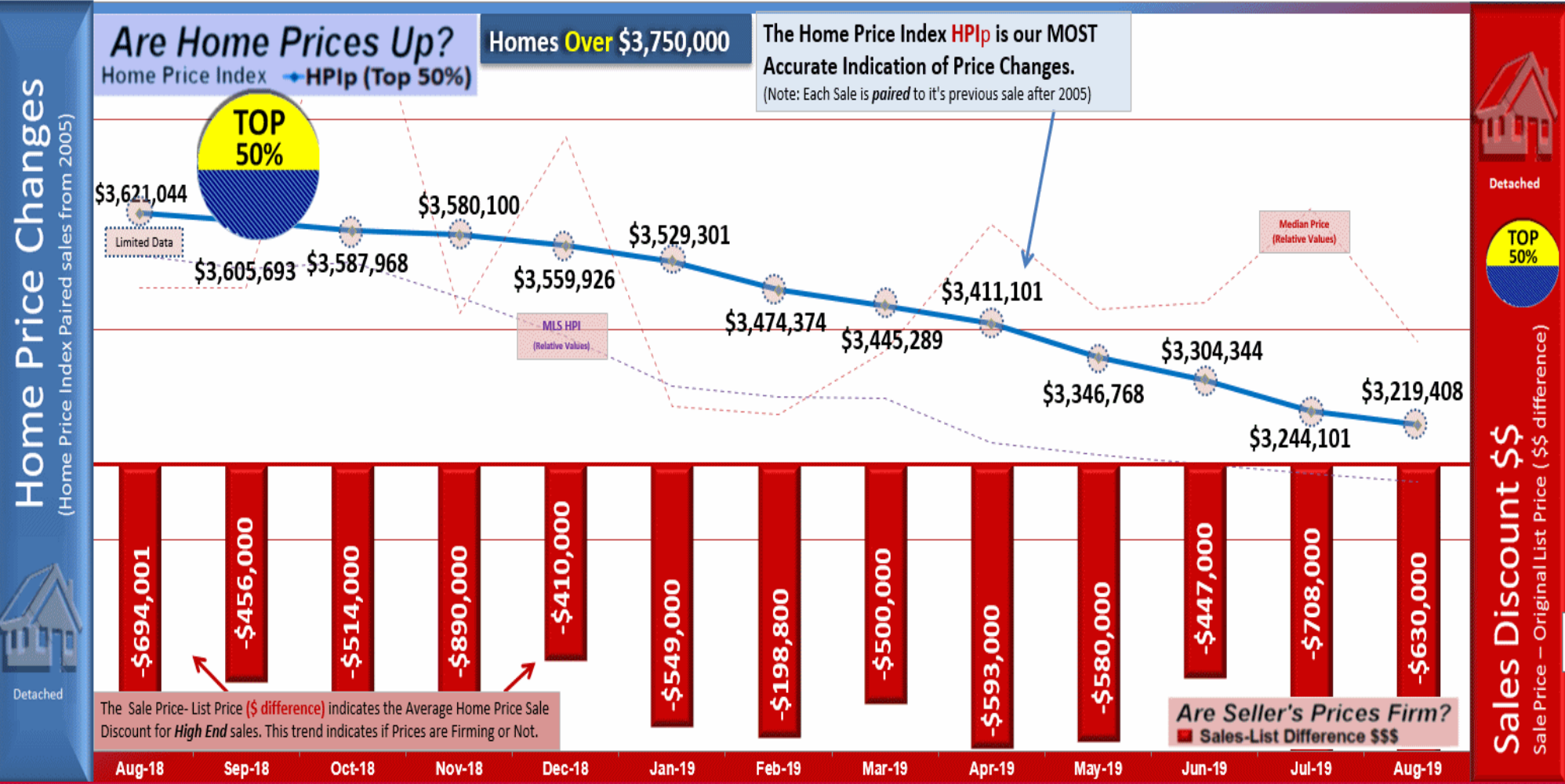


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Market Analysis and Forecasting Sept 1/19 /16 Vancouver Westside

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)



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



Detached



Detached



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



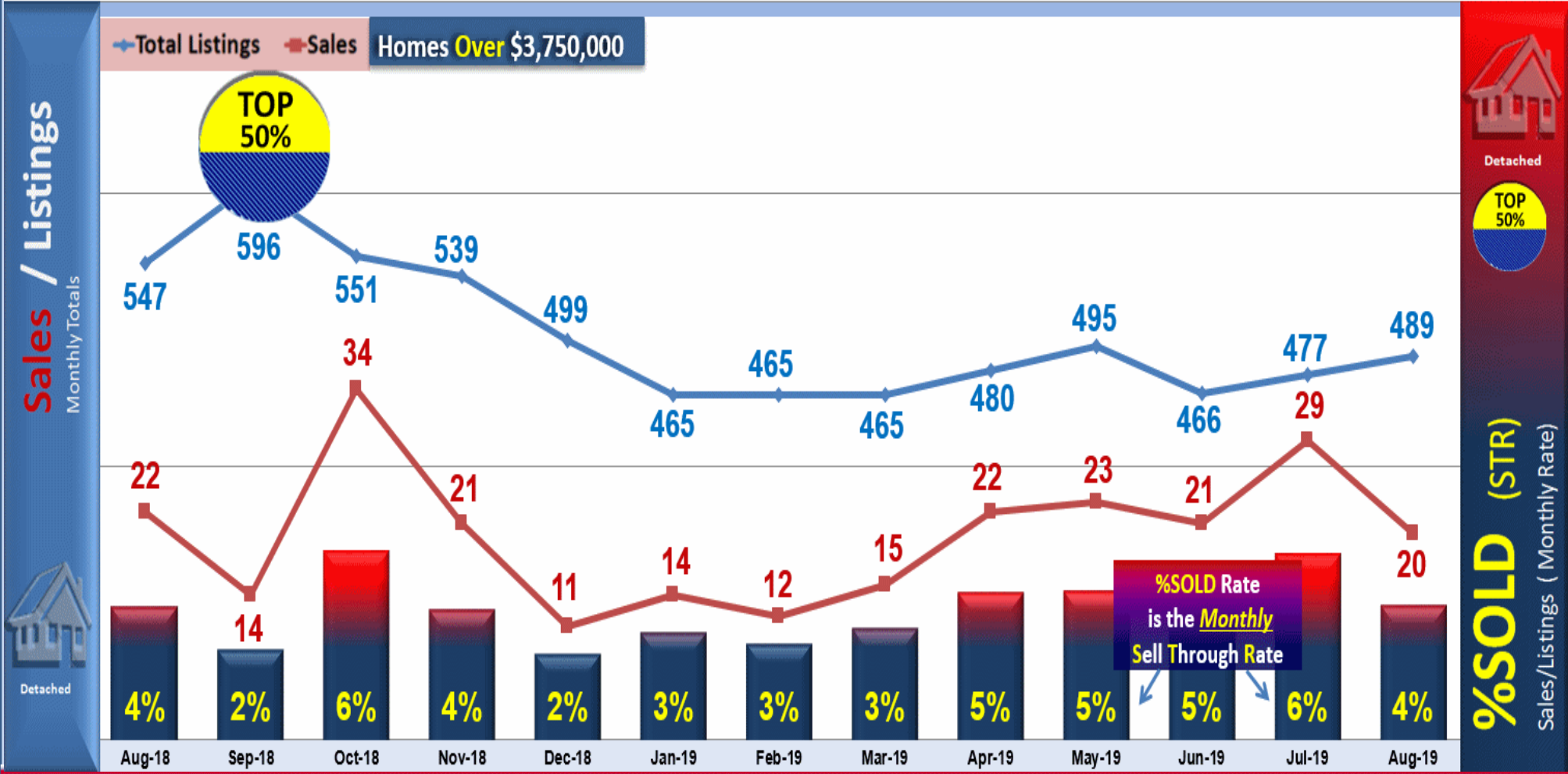
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Market Analysis and Forecasting Sept 1/19 /16 Vancouver Westside

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



Sales / Listings
Monthly Totals



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

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Market Analysis and Forecasting Sept 1/19 /16 Vancouver Westside

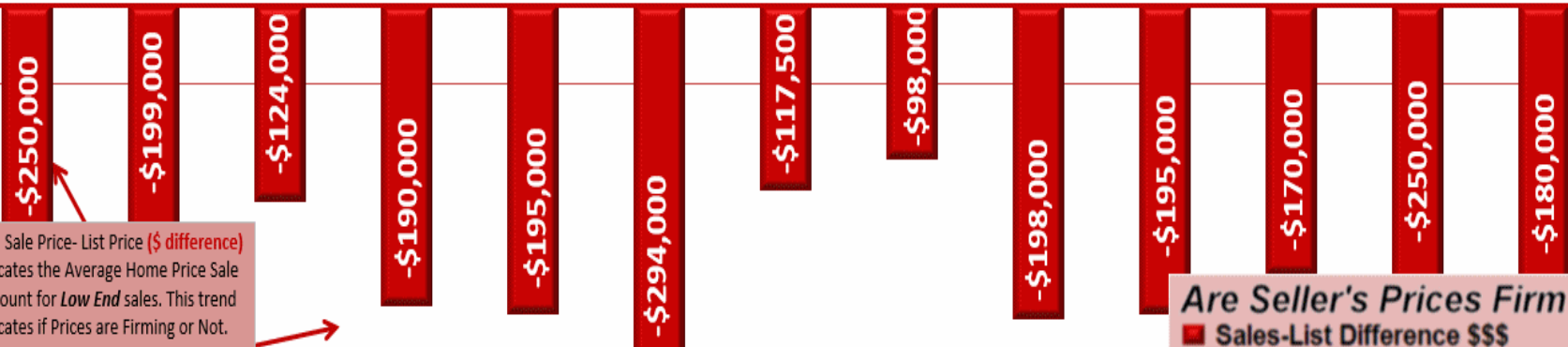
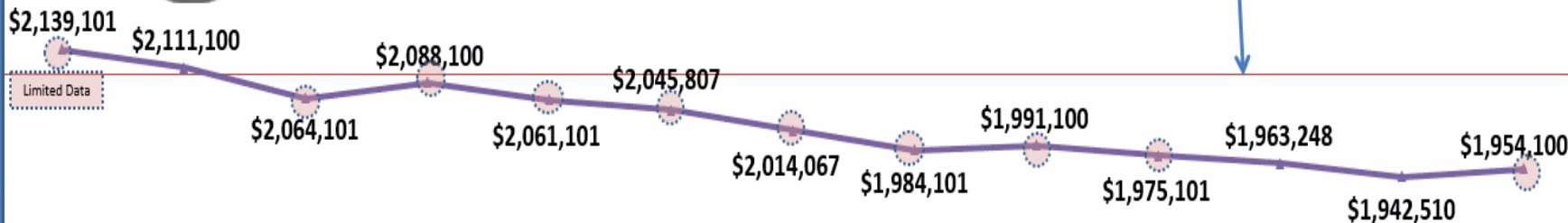
Detached Vancouver Westside Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Are Home Prices Up? Homes Below \$3,750,000

Home Price Index → HPIp (Lower 50%)

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)



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 \$\$\$

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



Detached



LOWER 50%

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

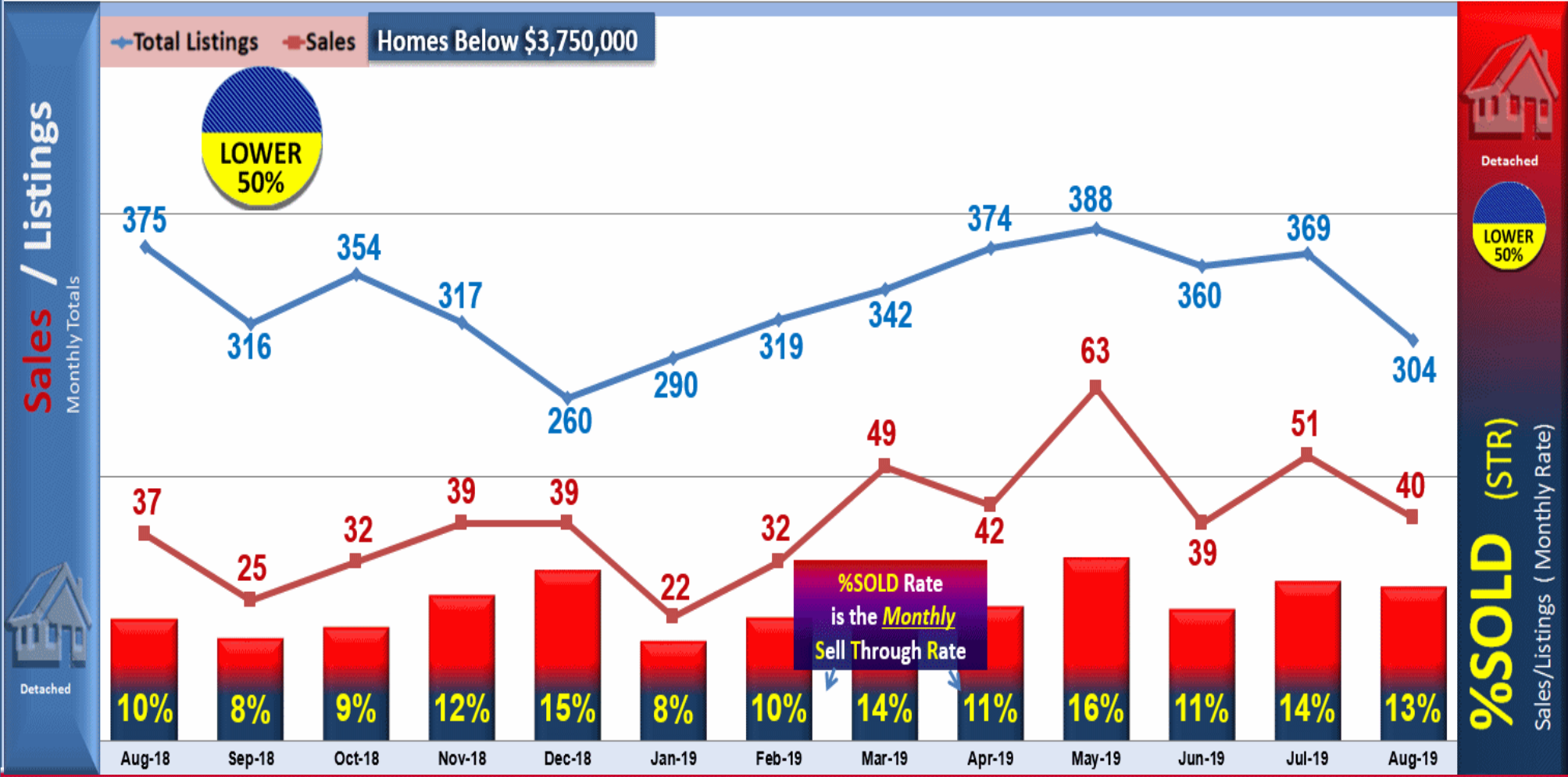
detached homes



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Market Analysis and Forecasting Sept 1/19 /16 Vancouver Westside

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



Sales / Listings
 Monthly Totals



Detached



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



Detached

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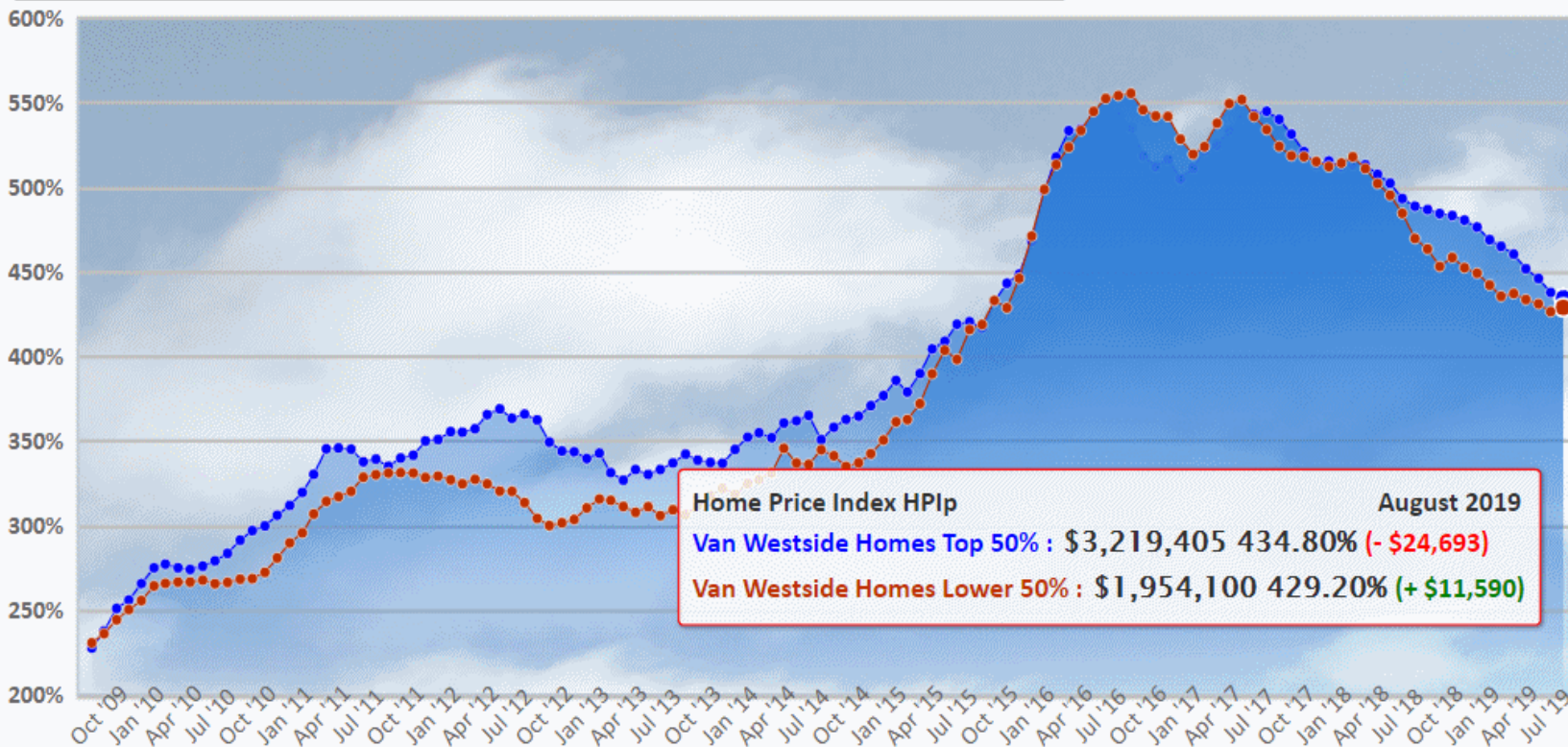
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Market Analysis and Forecasting Sept 1/19 /16 Vancouver Westside

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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
Aug 2019	% 434.80
Jul 2019	% 438.10
Jun 2019	% 446.30
May 2019	% 452.00
Apr 2019	% 460.70
Mar 2019	% 465.30
Feb 2019	% 469.20
Jan 2019	% 476.60
Dec 2018	% 480.80
Nov 2018	% 483.50
Oct 2018	% 484.60
Sep 2018	% 487.00

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Market Analysis and Forecasting Sept 1/19 /16 Vancouver Westside

Vancouver West Side Sub areas Statistics - Aug 2019 Attached

Neighbourhoods	Total Listings (1month)	Sales	DOM	Sale Price	Sell - List \$Difference	%SOLD
Arbutus	0	0				0.0%
Cambie	96	13	30	96%	-\$40,000	13.5%
Dunbar	9	4	10	99%	-\$5,950	44.4%
Fairview VW	151	20	25	94%	-\$39,950	13.2%
False Creek	112	20	33	96%	-\$24,950	17.9%
Kerrisdale	49	8	40	97%	-\$37,750	16.3%
Kitsilano	166	40	15	97%	-\$20,450	24.1%
MacKenzie Heights	1	0				0.0%
Mount Pleasant VW	31	6	45	96%	-\$54,671	19.4%
Marpole	130	19	30	96%	-\$29,900	14.6%
Oakridge VW	32	5	37	96%	-\$40,000	15.6%
Point Grey	16	3	7	98%	-\$7,500	18.8%
Quilchena	28	2	15	97%	-\$42,500	7.1%
South Cambie	44	3	49	94%	-\$80,000	6.8%
South Granville	63	4	22	94%	-\$119,403	6.3%
Shaughnessy	11	3	20	98%	-\$28,000	27.3%
Southlands	4	0				0.0%
S.W. Marine	22	1	169	95%	-\$27,000	4.5%
University VW	246	25	27	96%	-\$24,900	10.2%
Total Activity	1211	176	24	96%	-\$28,950	15%

Vancouver West Side List Price Ranges Statistics - Aug 2019 Attached

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$500,000	9	4	18	97%	-\$10,000	44.4%
\$500,001-\$600,000	35	9	14	98%	-\$7,500	25.7%
\$600,001-\$700,000	86	21	28	97%	-\$19,000	24.4%
\$700,001-\$800,000	99	19	18	97%	-\$20,800	19.2%
\$800,001-\$900,000	123	19	22	97%	-\$24,000	15.4%
\$900,001-\$1,000,000	117	15	19	96%	-\$34,000	12.8%
\$1,000,001-\$1,250,000	118	21	32	96%	-\$36,400	17.8%
\$1,250,001-\$1,500,000	173	25	12	96%	-\$44,000	14.5%
\$1,500,001-\$1,750,000	144	19	37	95%	-\$68,000	13.2%
\$1,750,001-\$2,000,000	92	10	26	96%	-\$61,500	10.9%
\$2,000,001 and more	215	14	26	93%	-\$155,403	6.5%
Total Activity	1211	176	24	96%	-\$28,950	15%

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	962	1362	1211		-151
Active Listings (1st of the month)	747	1042	1014	904	-110
Solds	158	210	176		-34
DOM	23	22	24		2
% SOLD (Sales/ Listings /mthly rate)	16%	15%	15%		-0.9%
Condos (Top 50%) Home Price Index HPIp	\$1,087,101	\$1,002,101	\$1,006,201		\$4,100
Condos (Lower 50%) Home Price Index HPIp	\$604,883	\$569,154	\$560,101		-\$9,053
Twnhs (Top 50%) Home Price Index HPIp	\$1,597,101	\$1,487,784	\$1,472,125		-\$15,658
Twnhs (Lower 50%) Home Price Index HPIp	\$872,621	\$837,711	\$826,242		-\$11,469

Sept 1 2019 Vancouver West Side Market Update (Attached)

Current: Vancouver West Side, a Stable Market with **15 %SOLD** Rate and 96 % Sell/List Ratio. (This means an average of a \$28,950 Discount on a sale from the original list price)

Most Active Range: Homes below \$500,000 have **44.4 %SOLD** rate.

Least Active Range: Home above \$2 mill. have **6.5 %SOLD** rate.

History: Vancouver Westside's **Condos** Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices decreased \$80,900.

Vancouver Westside's **Condos** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices decreased \$44,782.

Vancouver Westside's **Townhouses** Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices decreased \$124,976.

Vancouver Westside's **Townhouses** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices decreased \$46,379.

Forecast: The last month Listing Inventory is 26% more than same month last year. We project Vancouver Westside to be a continued Stable market.

August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

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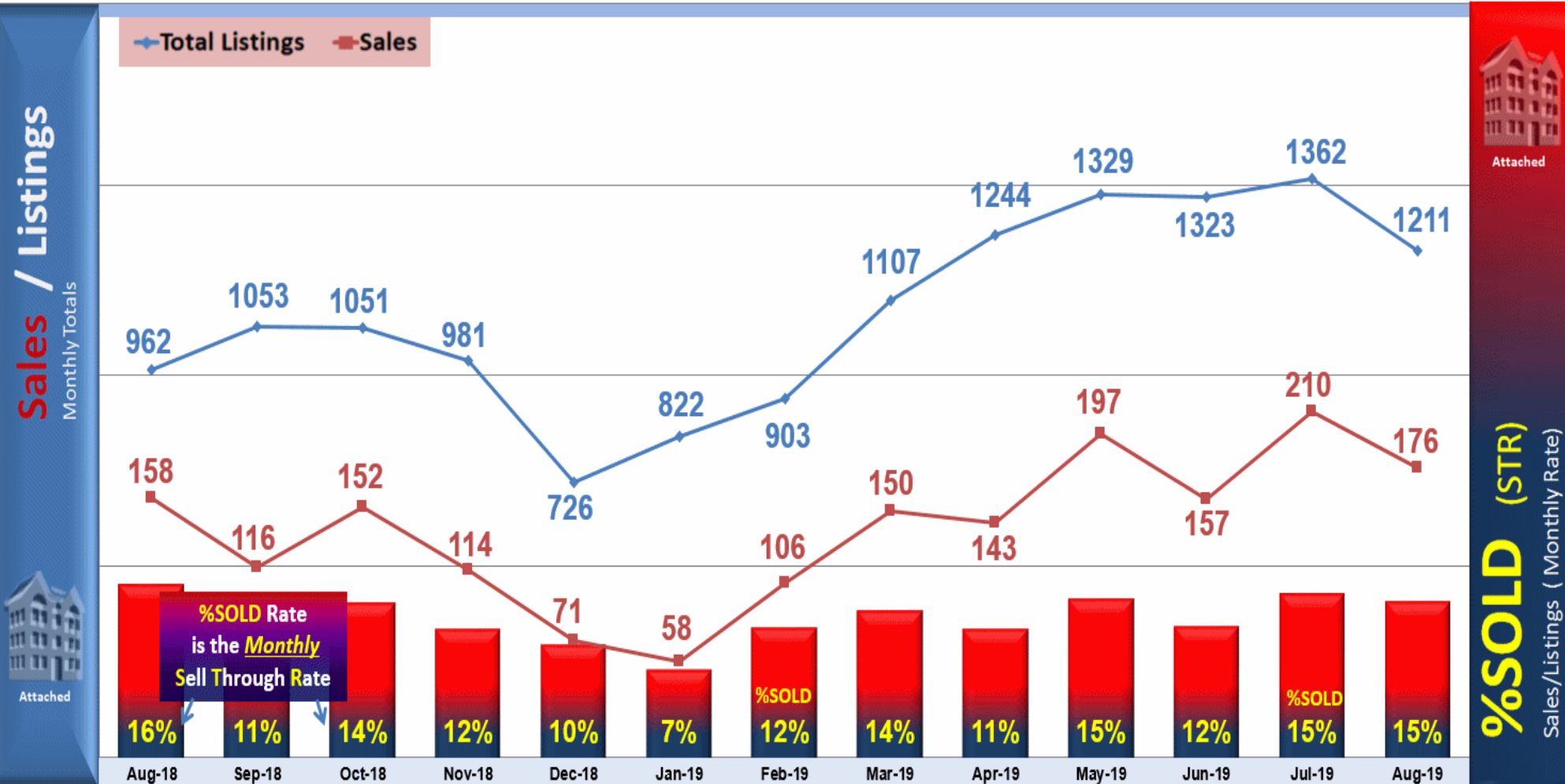


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Market Analysis and Forecasting Sept 1/19 /16 Vancouver Westside

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



Sales / Listings
Monthly Totals

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

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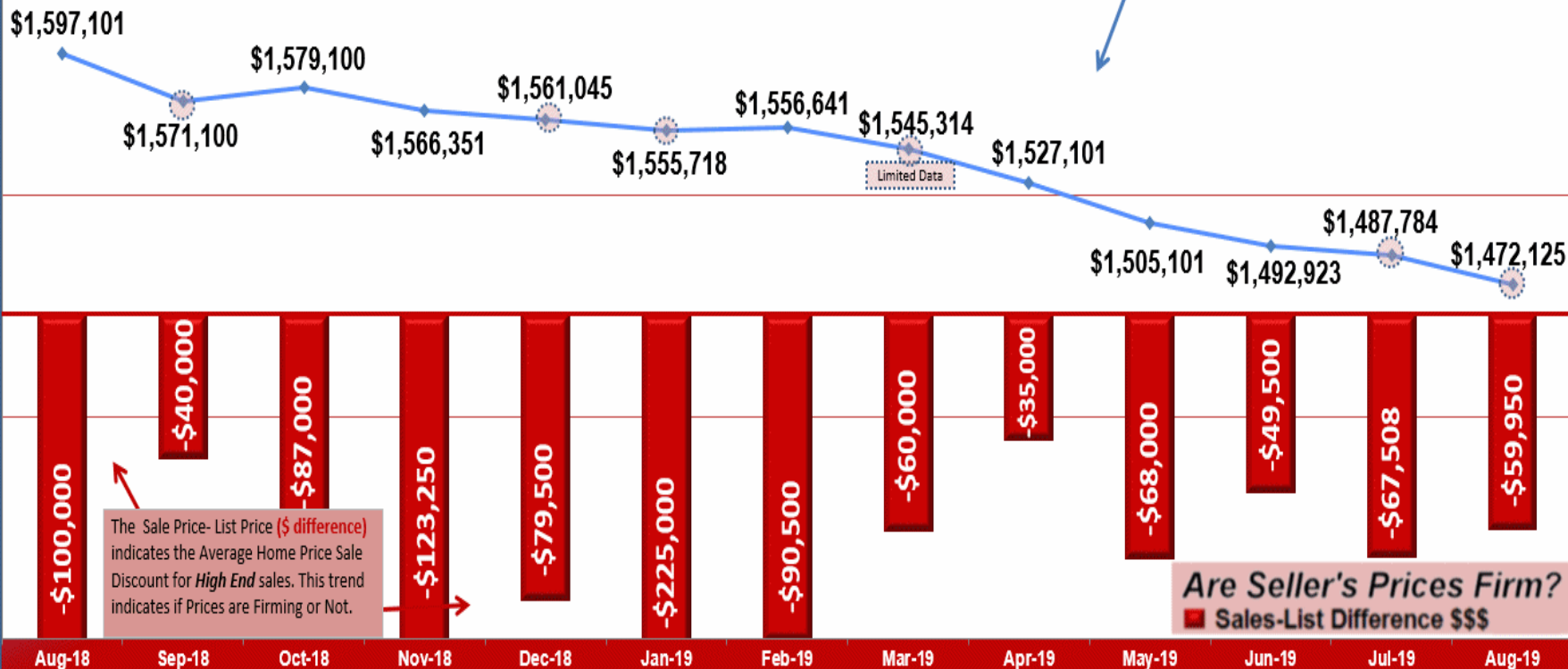
Attached Vancouver West Side Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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 \$\$\$

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



Townhouses



Townhouses

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

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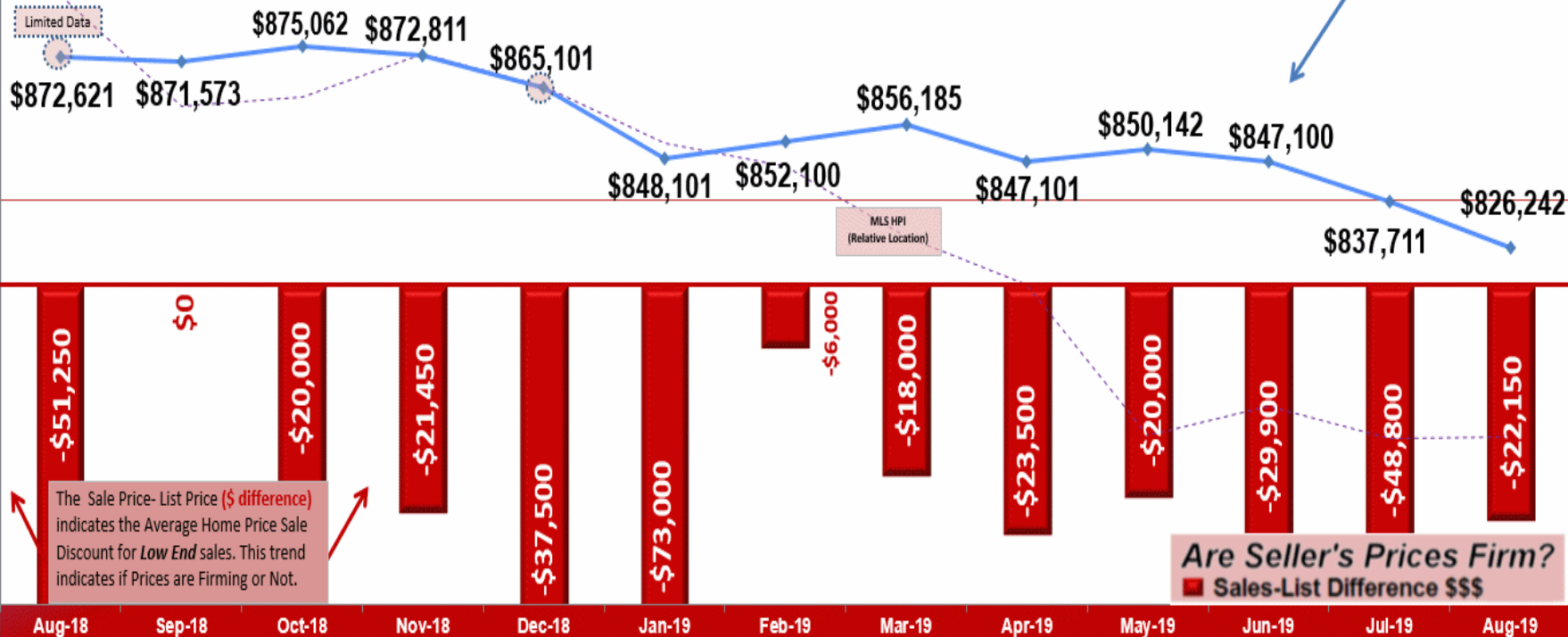
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Market Analysis and Forecasting Sept 1/19 /16 Vancouver Westside

Attached Vancouver West Side 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)

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

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



Townhouses

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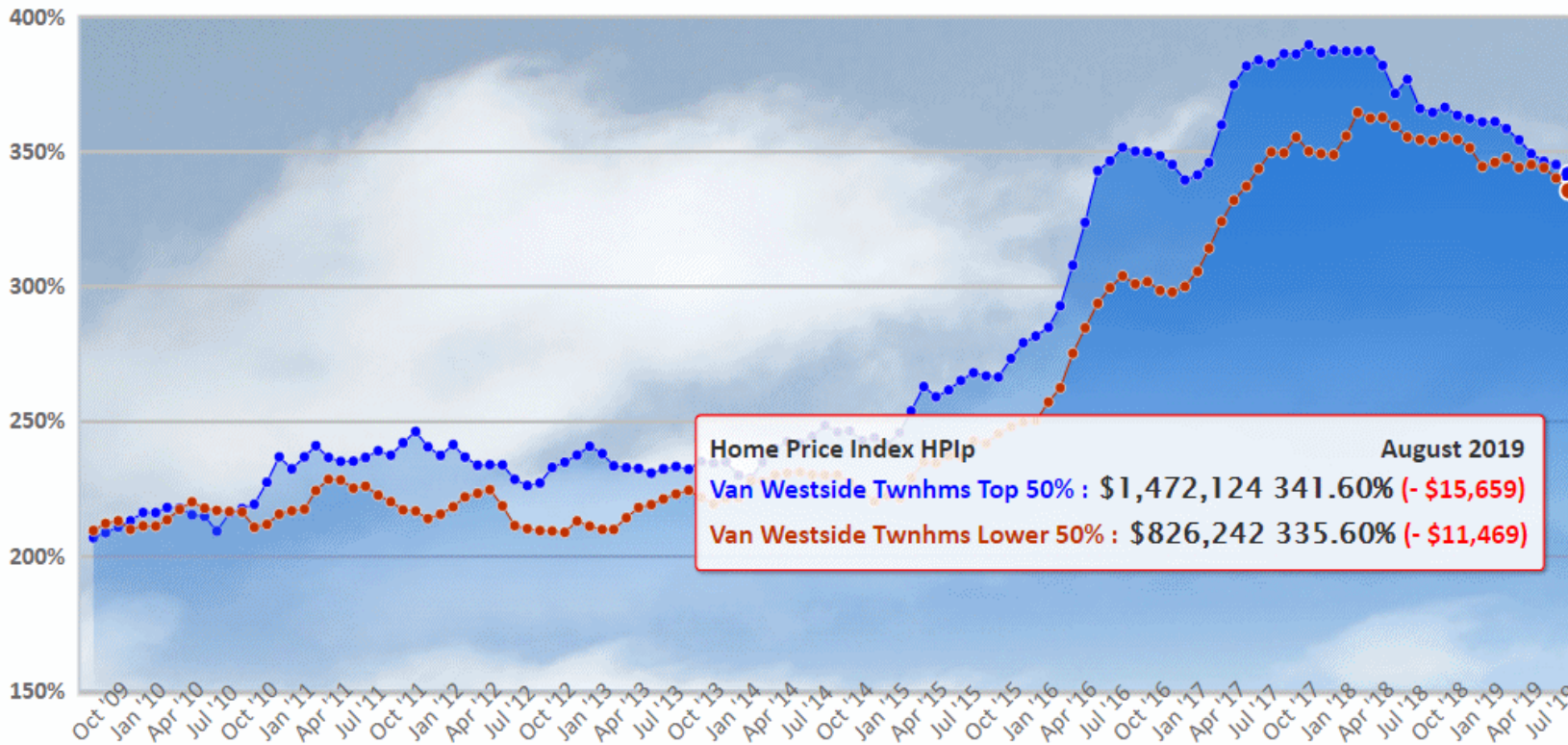
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Market Analysis and Forecasting Sept 1/19 /16 **Vancouver Westside**

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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
Aug 2019	% 341.60
Jul 2019	% 345.30
Jun 2019	% 346.50
May 2019	% 349.30
Apr 2019	% 354.40
Mar 2019	% 358.60
Feb 2019	% 361.20
Jan 2019	% 361.00
Dec 2018	% 362.30
Nov 2018	% 363.50
Oct 2018	% 366.50
Sep 2018	% 364.60

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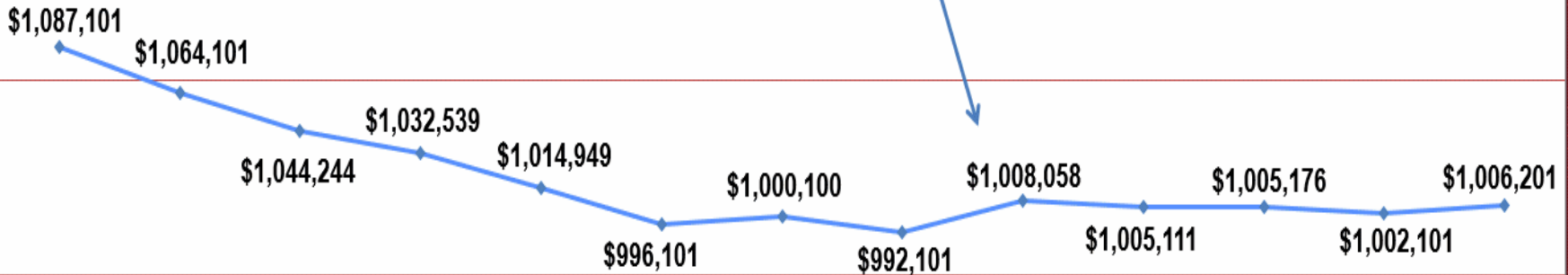
Home Price Changes
(Home Price Index Paired sales from 2005)



Condominiums

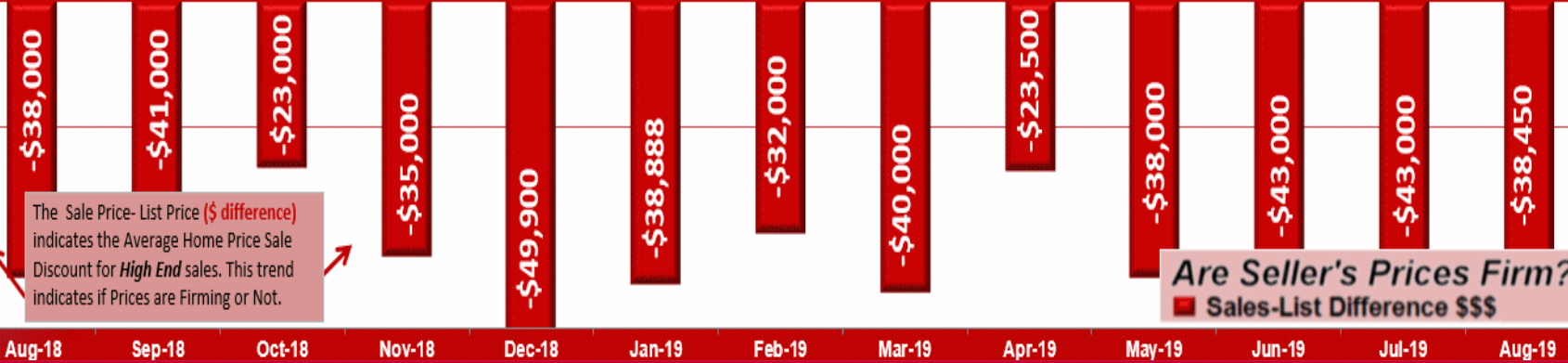
Are Home Prices Up?
Home Price Index → HPIp (Top 50%)

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



Condominiums

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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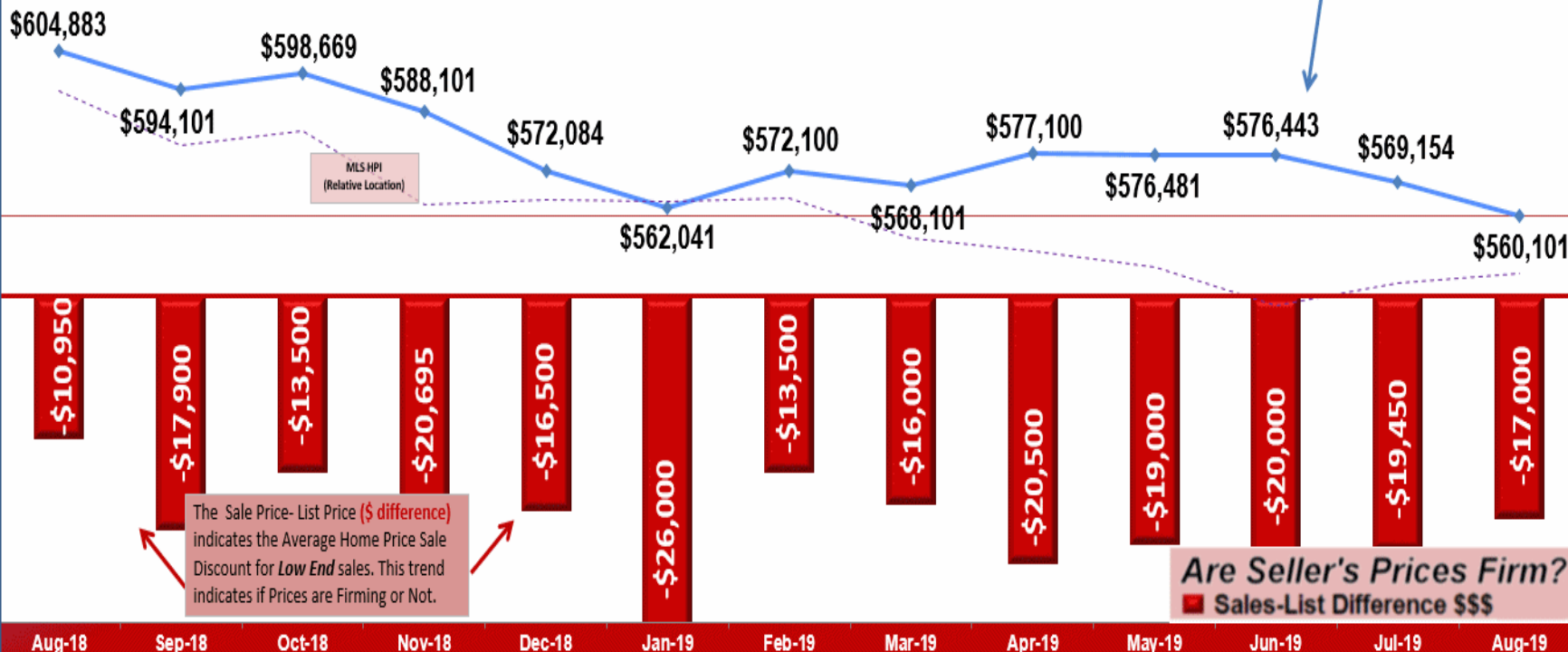


Attached Vancouver West Side Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

Are Home Prices Up?
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.
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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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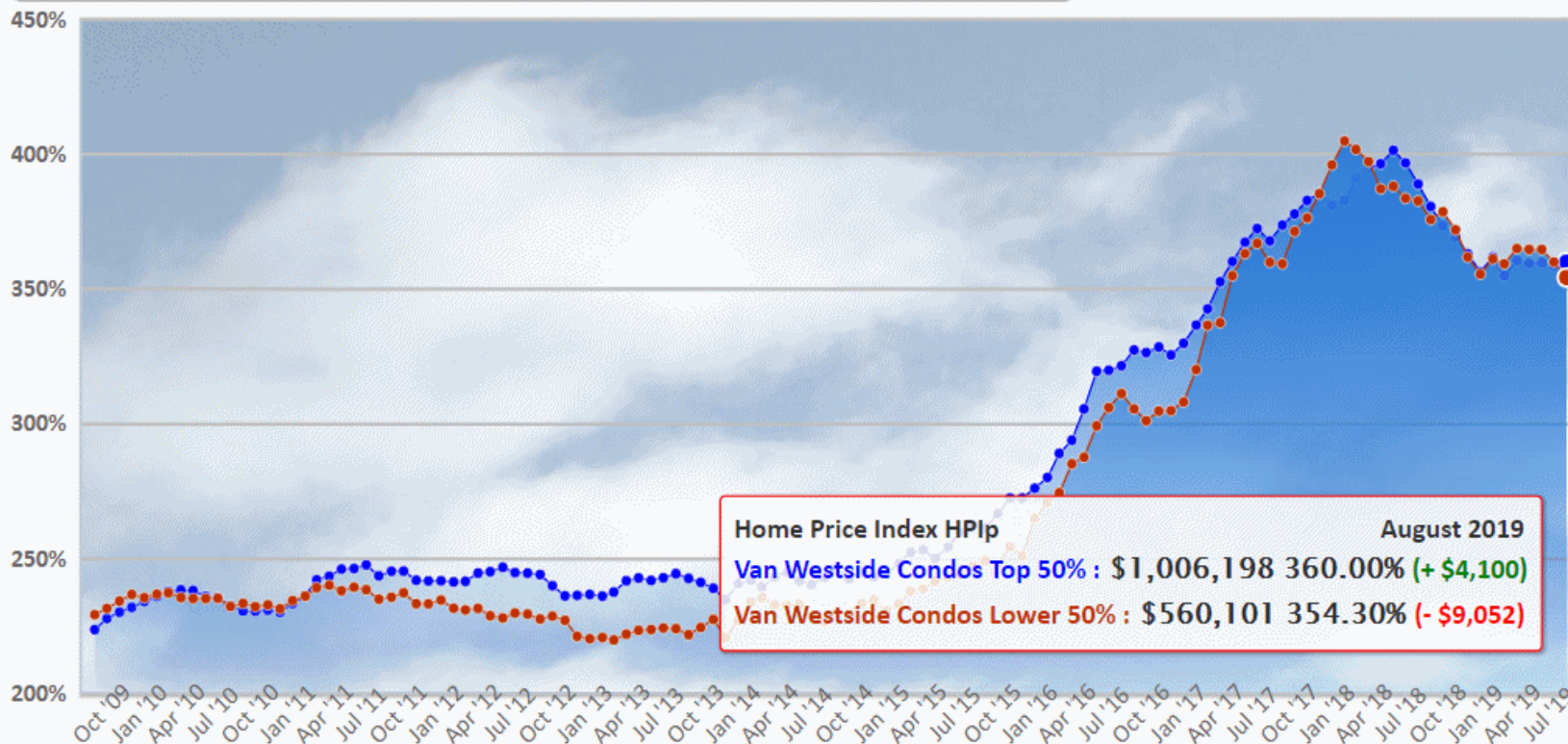
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Market Analysis and Forecasting Sept 1/19 /16 Vancouver Westside

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



Monthly Home values

Date	Value
Aug 2019	% 360.00
Jul 2019	% 358.60
Jun 2019	% 359.70
May 2019	% 359.60
Apr 2019	% 360.70
Mar 2019	% 355.00
Feb 2019	% 361.90
Jan 2019	% 356.40
Dec 2018	% 363.10
Nov 2018	% 369.40
Oct 2018	% 373.60
Sep 2018	% 380.70

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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

