

Market Analysis and Forecasting

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# Judy Cheng's Market Reports



## Advanced Marketing Tools





Market Analysis and Forecasting

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# Judy Cheng's Market Reports

## Detached

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

## Attached

- [Downtown-West End](#)
- [Vancouver Westside](#)
- [Richmond](#)
- [East Vancouver](#)

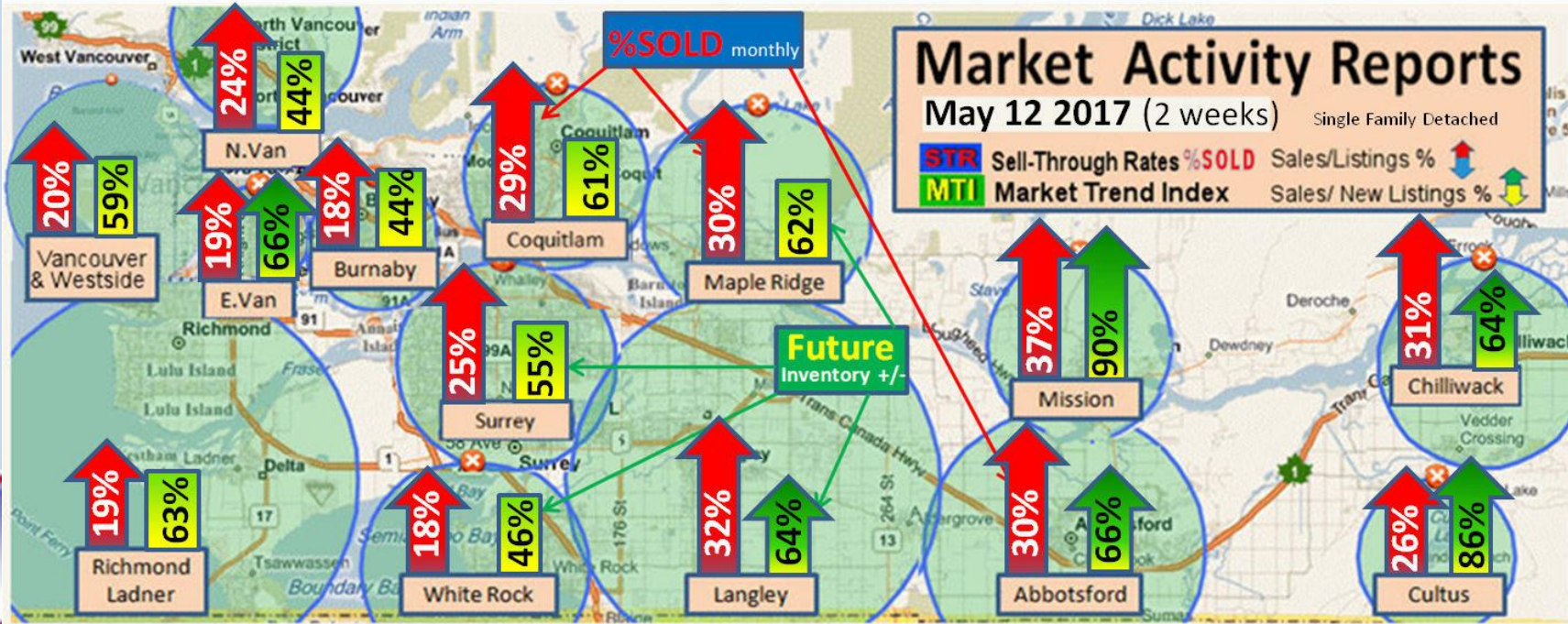
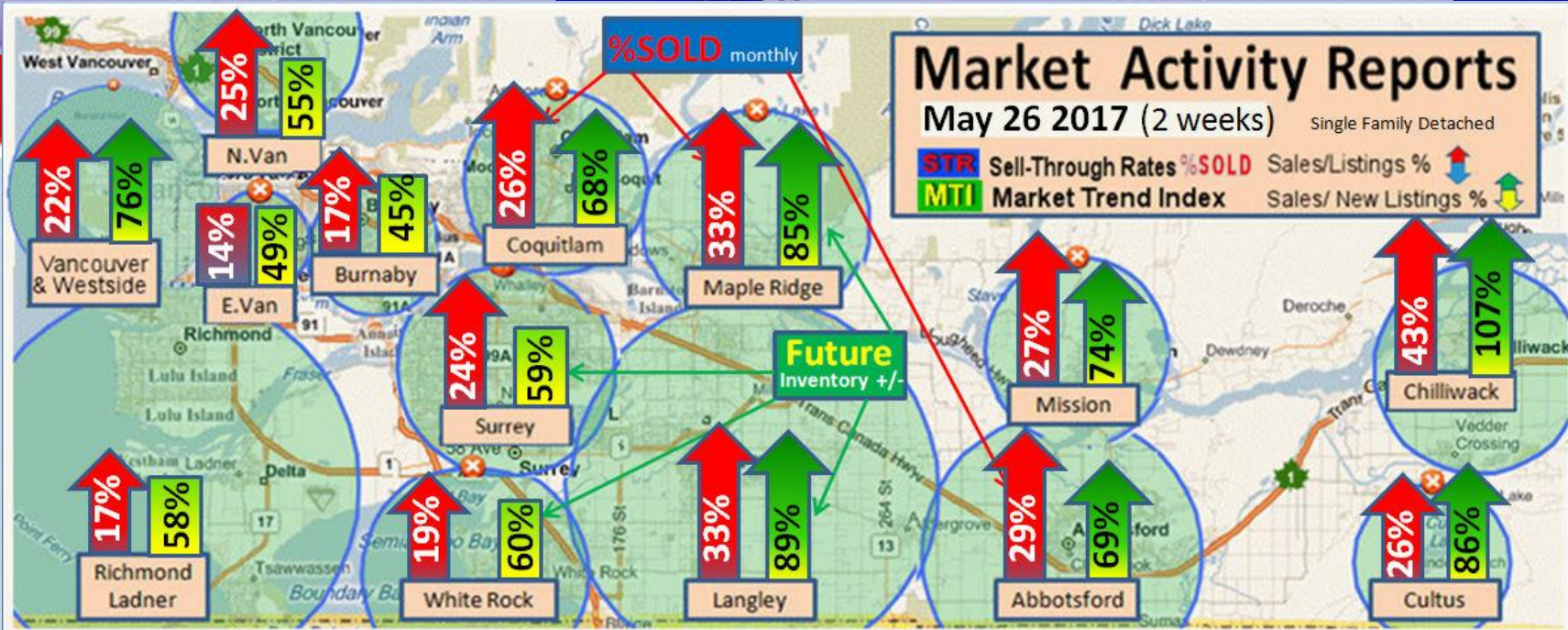
**Warning:** These Advanced Market Reports are Dangerous to operate without lesson 😊  
We highly recommend the [Stats Boot Camp Course](#) to fully understand them.





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Vancouver & Fraser Valley

### Sales (2 wks)/ Listings Graph

May 26 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)



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

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Vancouver & Fraser Valley

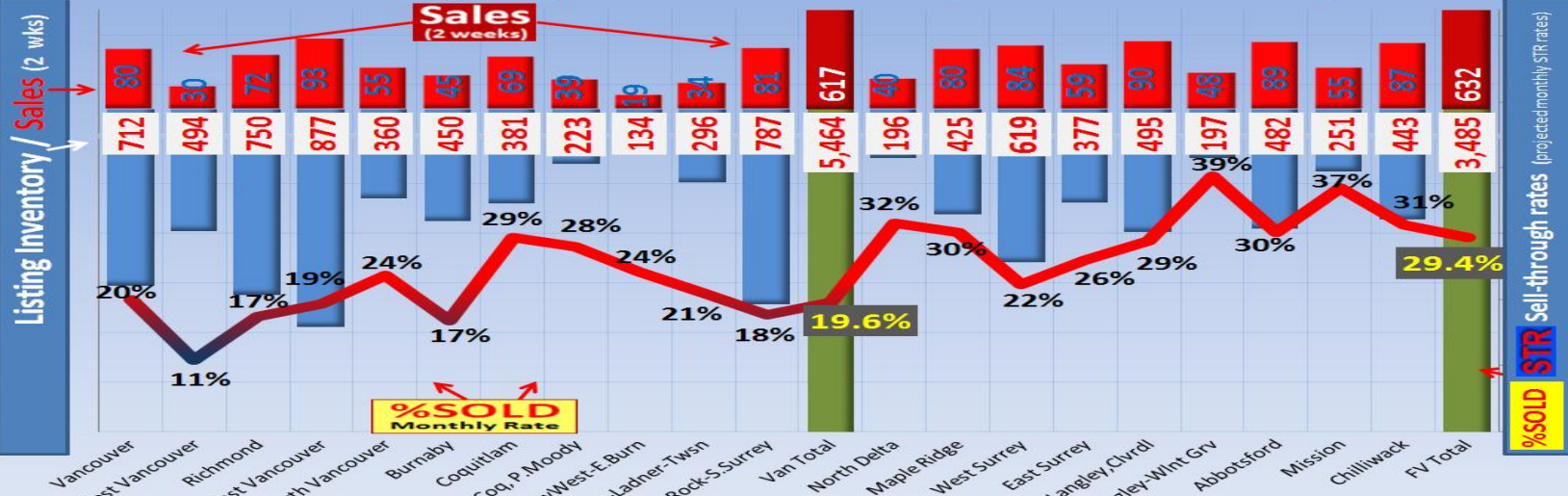
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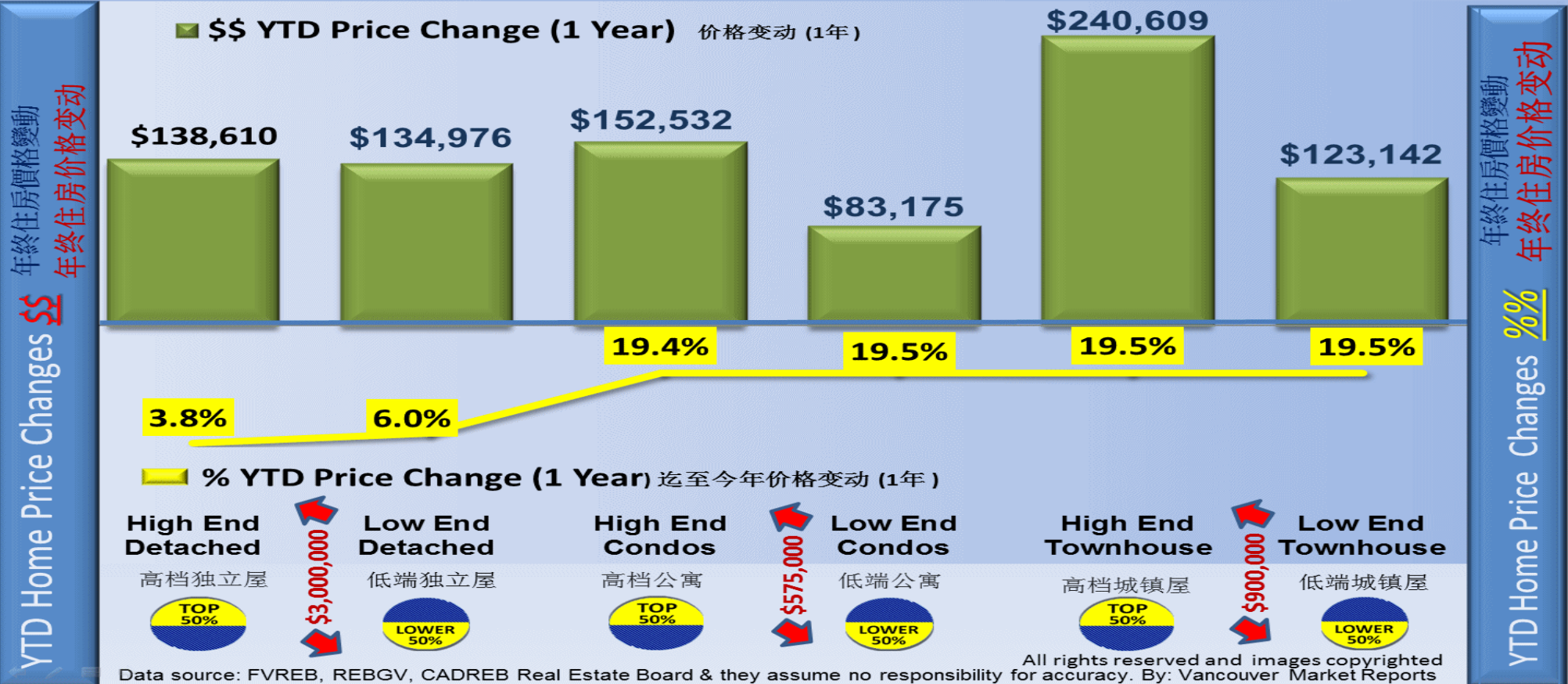
Vancouver Westside Real Estate Price Changes(\$/%)

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 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 HPIip



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

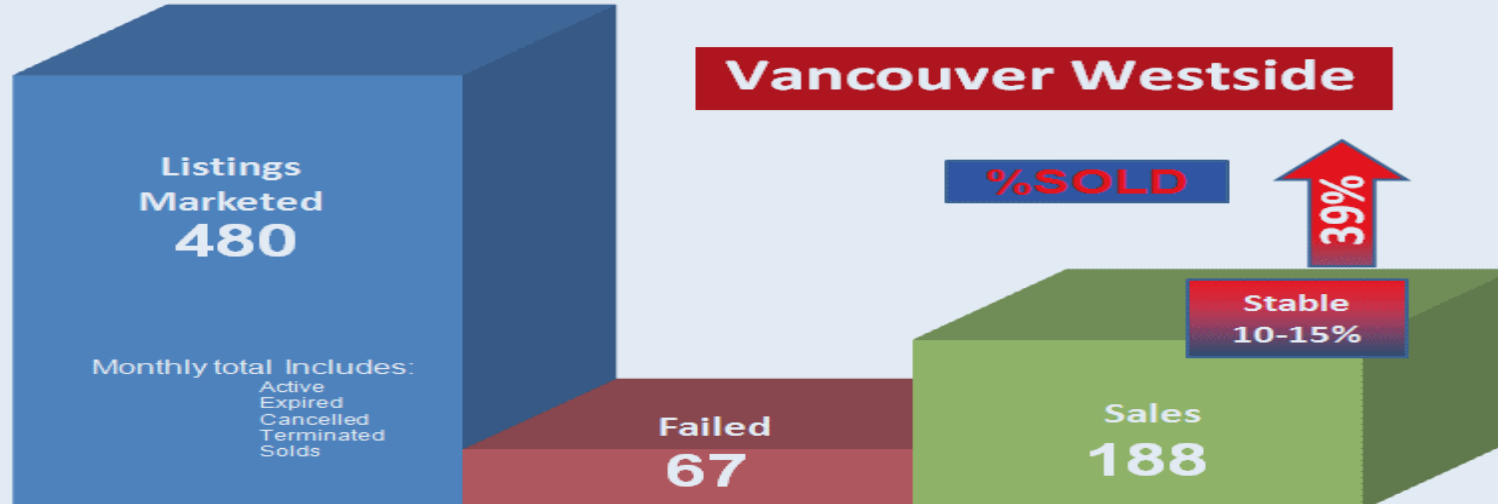


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Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.





Monthly Market Activity - May 2017 - Single Family



June 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 **39 %SOLD** rate and a Sale Price /List Price of 15% or \$174,972 avg. sale price discount from original list price.

Most Active Price Range: Homes below \$2.25 mill. have **64.3 %SOLD** rate.

Least Active Price Range: Homes above \$8 mill. have **22.9 %SOLD** rate

**History:** The Vancouver Westside Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$61,000.

The Vancouver Westside Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$72,023. \*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.







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

Vancouver Westside List Price Ranges Statistics - May 2017							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$2,250,000	28	18	12	101%	\$17,000	64.3%	↑
\$2,250,001-\$2,500,000	18	10	9	96%	-\$93,500	55.6%	↑
\$2,500,001-\$2,750,000	23	10	13	98%	-\$54,000	43.5%	↑
\$2,750,001-\$3,000,000	57	35	8	98%	-\$48,000	61.4%	↑
\$3,000,001-\$3,300,000	32	14	20	99%	-\$42,830	43.8%	↑
\$3,300,001-\$3,600,000	34	13	17	99%	-\$30,000	38.2%	↑
\$3,600,001-\$4,000,000	55	22	34	97%	-\$109,000	40.0%	↑
\$4,000,001-\$4,500,000	44	15	21	95%	-\$238,800	34.1%	↑
\$4,500,001-\$5,000,000	51	14	33	96%	-\$194,000	27.5%	↑
\$5,000,001-\$6,000,000	55	15	26	98%	-\$149,000	27.3%	↑
\$6,000,001-\$8,000,000	48	14	58	92%	-\$600,953	29.2%	↑
\$8,000,001 and more	35	8	96	92%	-\$825,000	22.9%	↑
<b>Total Activity</b>	<b>480</b>	<b>188</b>	<b>19</b>	<b>97%</b>	<b>-\$99,950</b>	<b>39%</b>	

# 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)	827	757	480		-277	↓
Active Listings (1st of the month)	542	539	573	225	-348	↓
Solds	190	111	188		77	↑
Days on Market (DOM)	12	28	28		0	
%SOLD (Sales/ Listings /mnlthly rate)	23.0%	14.7%	39.2%		24.5%	↑
(Top 50%) Home Price Index HPIp	\$3,959,101	\$3,888,513	\$3,898,101		\$9,588	↑
(Lower 50%) Home Price Index HPIp	\$2,429,864	\$2,449,100	\$2,501,887		\$52,787	↑

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## What Sold in your Neighbourhood and for What Price?

Vancouver Westside Sub Areas Statistics - May 2017					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Arbutus	32	15	12	99%	-\$15,000	46.9%
Cambie	34	19	21	96%	-\$88,500	55.9%
Dunbar	70	26	12	97%	-\$99,900	37.1%
Fairview VW-False Creek	1	1	23	48%	-\$54,000	0.0%
Kerrisdale	25	12	23	99%	-\$30,000	48.0%
Kitsilano	50	25	12	97%	-\$79,000	50.0%
Mackenzie Heights	18	4	8	98%	\$0	22.2%
Mount Pleasant VW	2	1	50	42%	-\$324,500	50.0%
Marpole	23	8	17	94%	-\$48,000	34.8%
Oakridge VW	16	9	15	99%	-\$38,000	56.3%
Point Grey	61	23	12	97%	-\$93,000	37.7%
Quilchena	18	6	10	95%	-\$200,000	33.3%
South Cambie	5	2	14	88%	\$0	40.0%
South Granville	41	11	59	94%	-\$264,500	26.8%
Shaughnessy	38	10	30	93%	-\$288,000	26.3%
Southlands	20	7	52	91%	-\$209,000	35.0%
S.W. Marine	16	6	7	94%	-\$88,000	37.5%
University VW	10	3	88	94%	-\$238,000	30.0%
<b>Total Activity</b>	<b>480</b>	<b>188</b>	<b>19</b>	<b>97%</b>	<b>-\$99,950</b>	<b>39%</b>

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## Next Months Market Forecast

**Forecast:** Vancouver Westside has average Listing Supply; 225 homes are for sale and with the **39 %SOLD** monthly rate gives us a ~3 months of inventory. 1% of the active listings have reduced their price by \$96,000 on average and median for the last month.

May's Real Estate Statistics show **ALL** 97 Markets are in a Strong Sellers Market and by most accounts, exceeding the 2016 Market Furious Activity Levels. This Consumer Confidence is largely due in part to an increased demand from a Large Local Investor Component and Lower Inventory Levels. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of **\$40,337**, which is a dramatic increase over the **\$23,408** increase that we saw in April, and now surpasses the **\$25,106** Average Increase in Fraser Valley.

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.

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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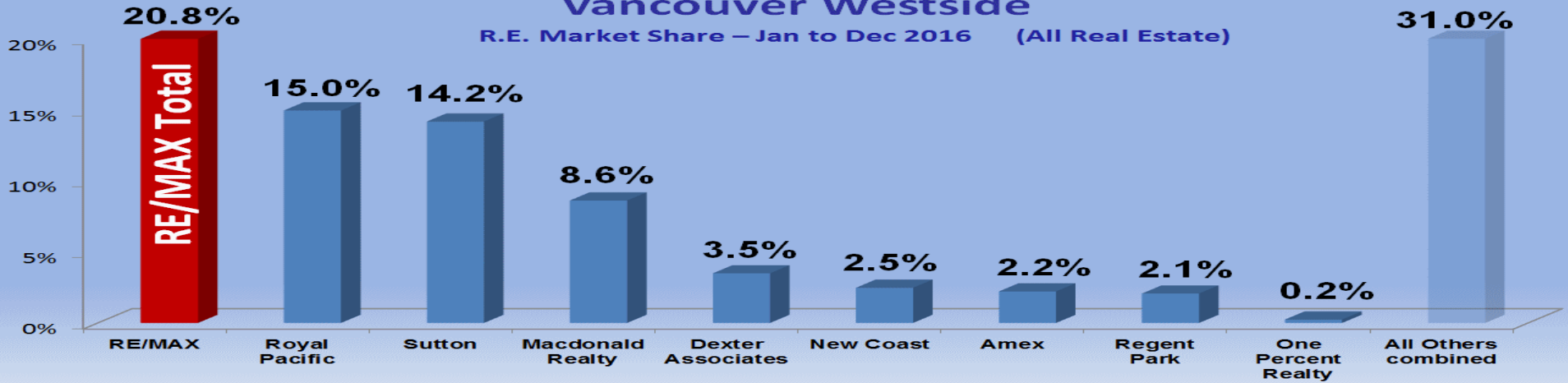


Market Analysis and Forecasting June 1/17 Vancouver Westside

# the RE/MAX Market Share Reports

Vancouver Westside

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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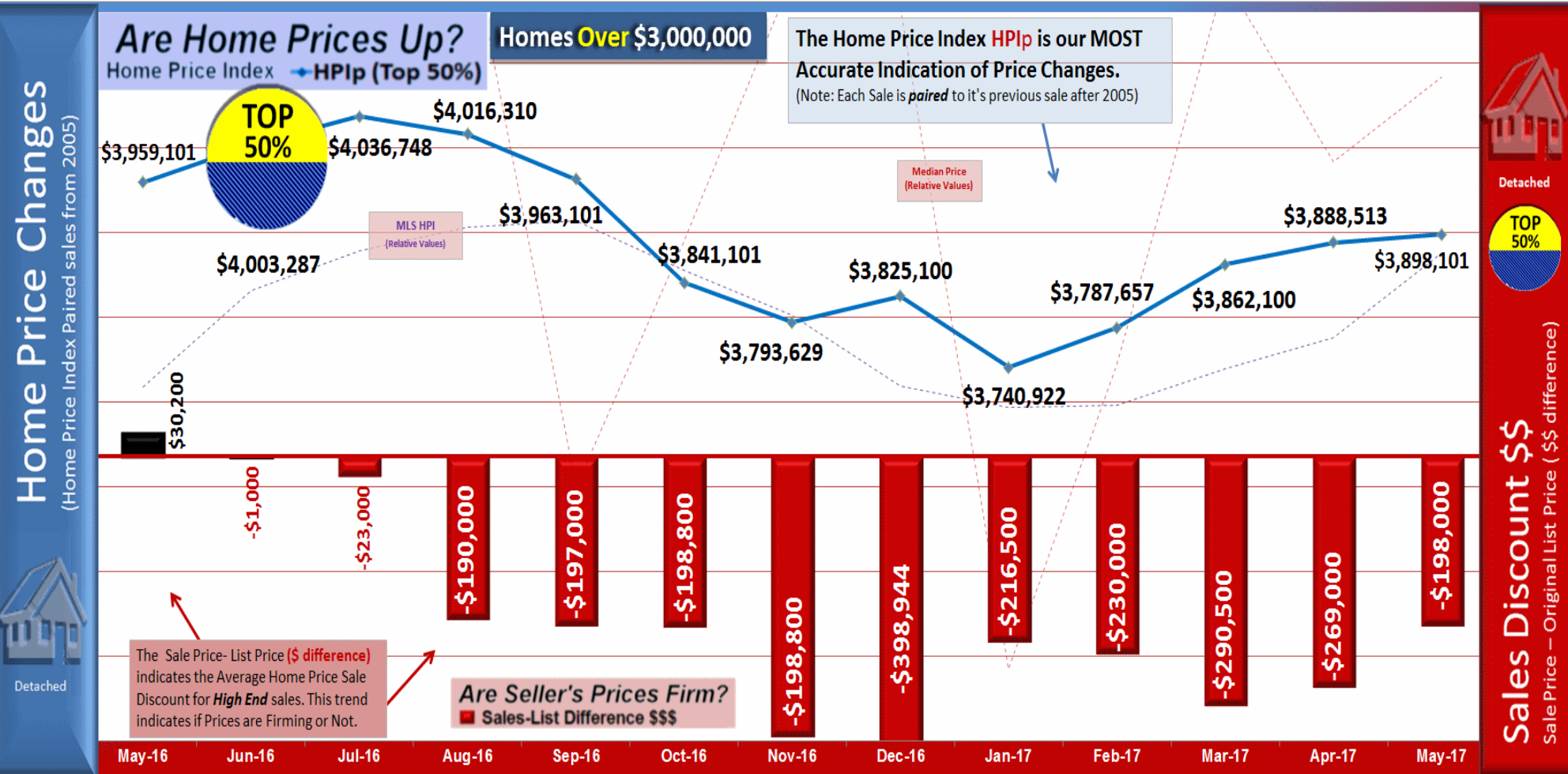
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Market Analysis and Forecasting June 1/17 Vancouver Westside

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)



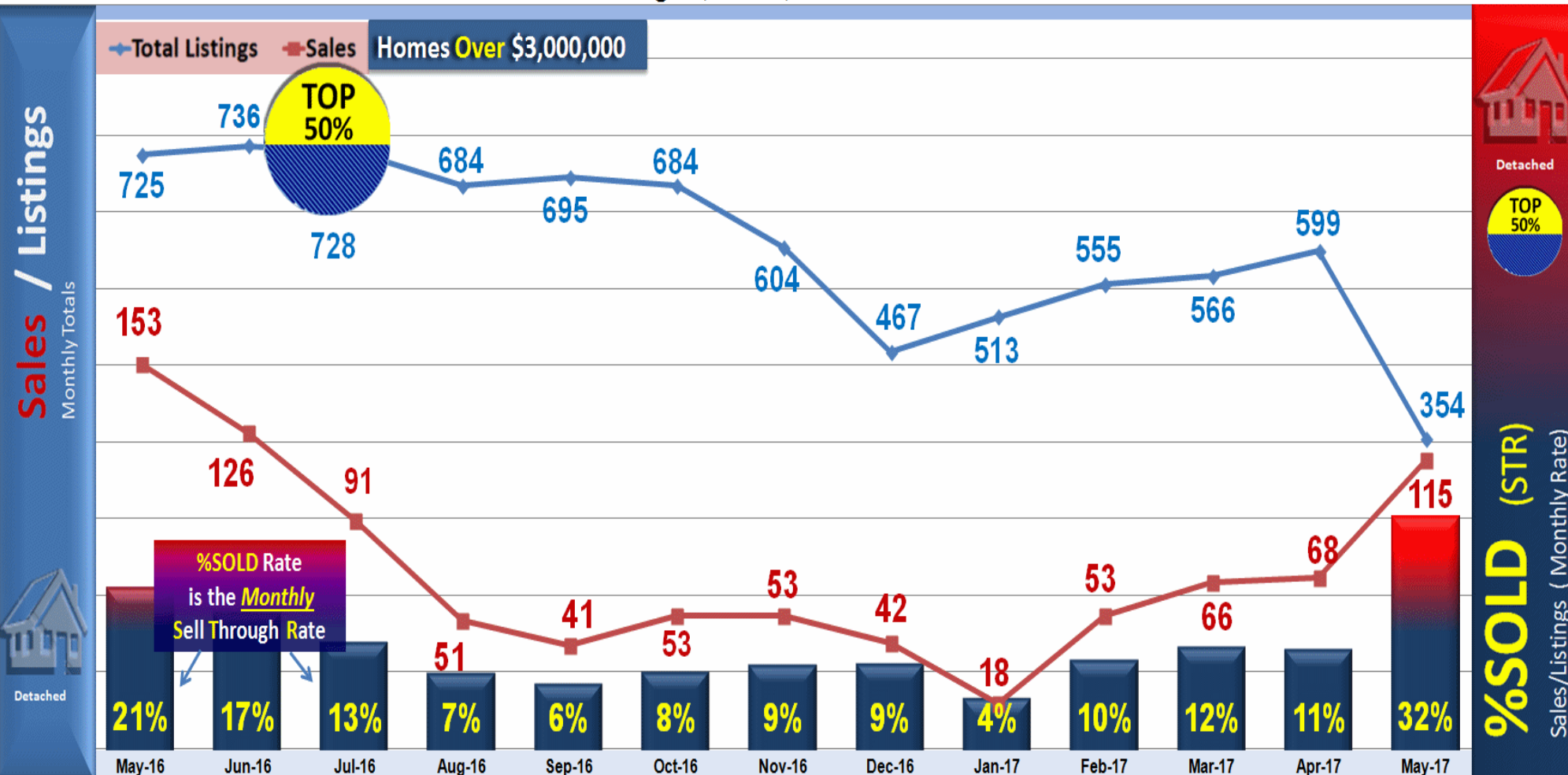
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Market Analysis and Forecasting June 1/17 Vancouver Westside

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



Sales / Listings

Monthly Totals



Detached



Detached



%SOLD (STR)

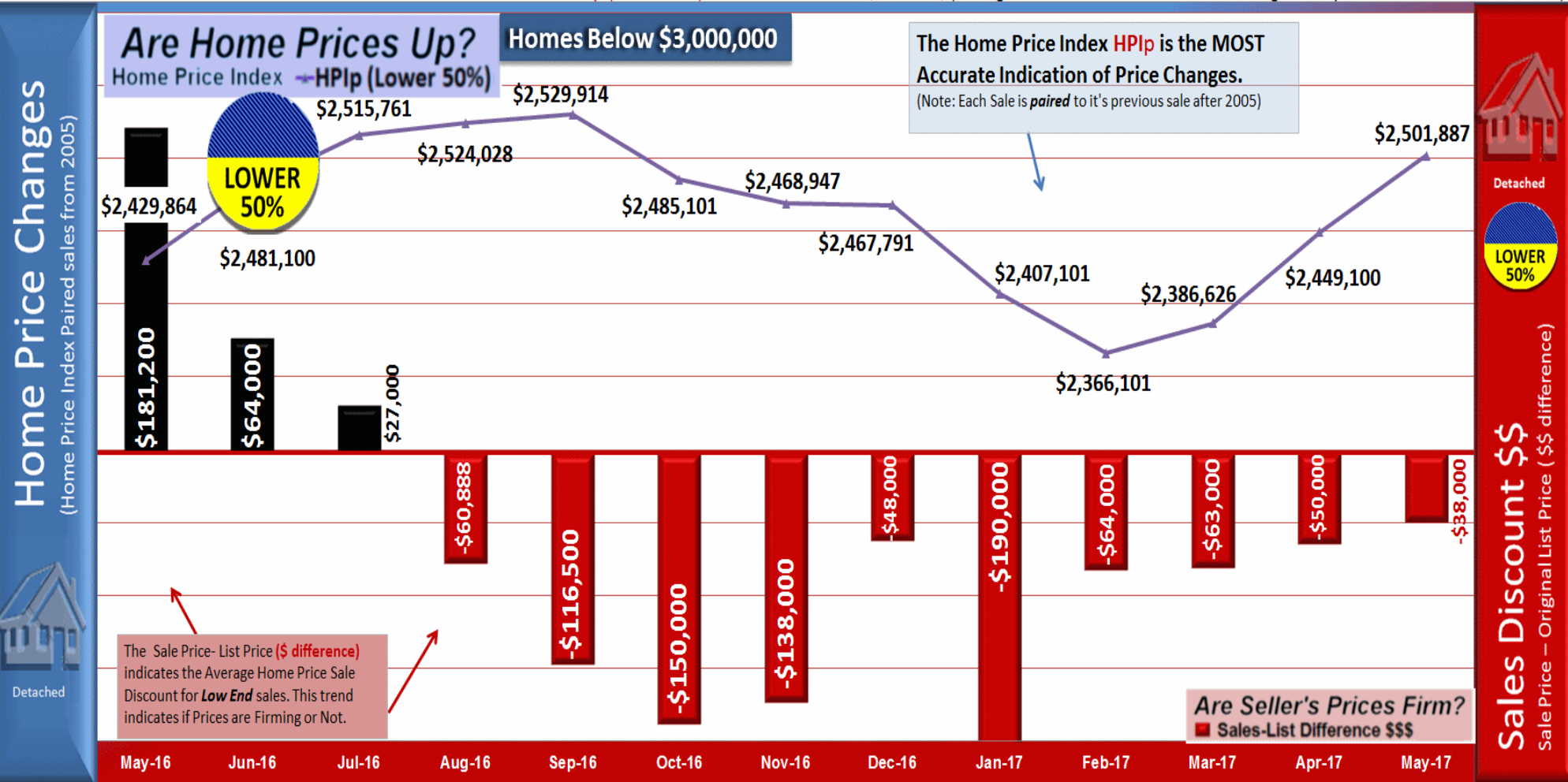
Sales/Listings (Monthly Rate)

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Market Analysis and Forecasting June 1/17 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)



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



Detached



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



Detached

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Market Analysis and Forecasting June 1/17 Vancouver Westside

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



Sales / Listings  
Monthly Totals



Detached



Detached



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

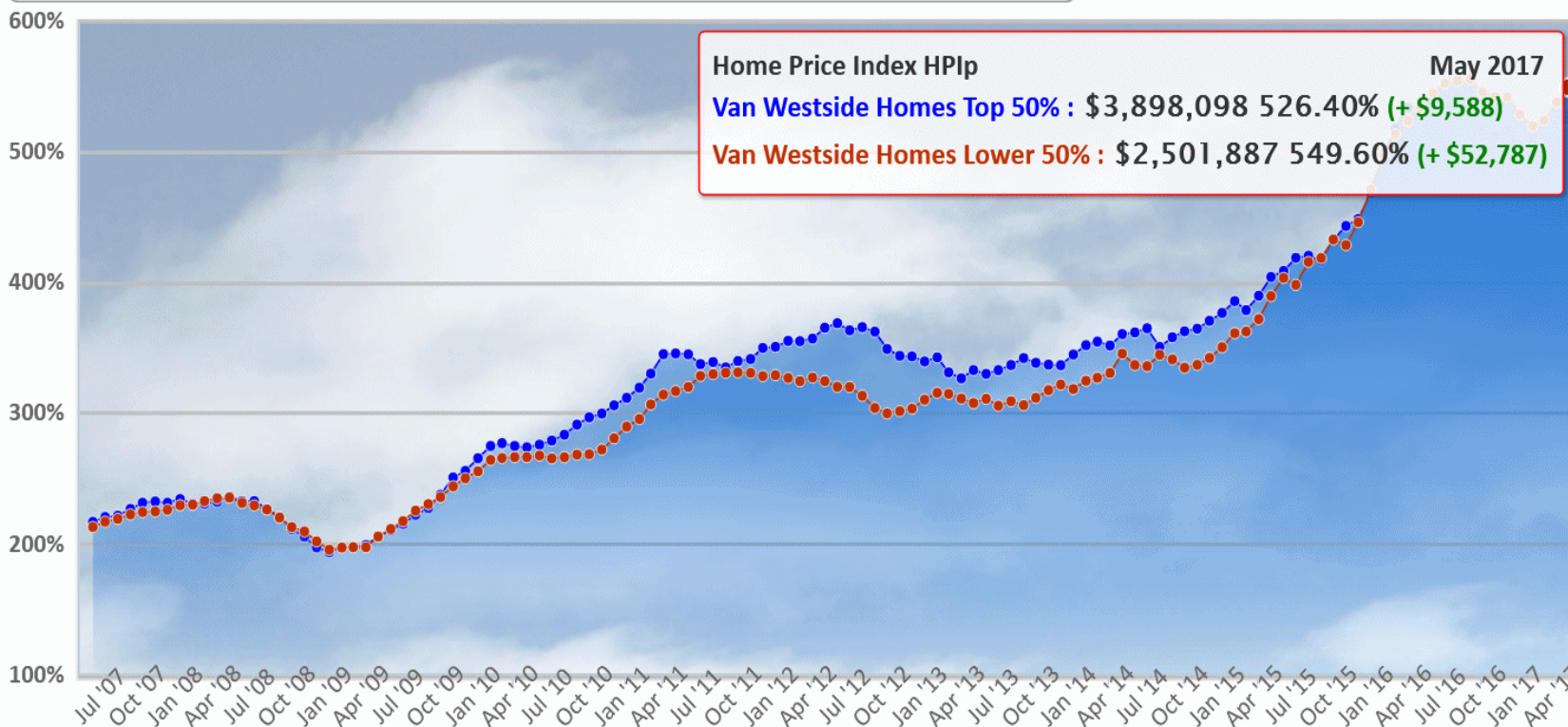
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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
May 2017	% 526.40
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
Jul 2016	% 545.20
Jun 2016	% 540.60

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Drag over area to ZOOM in



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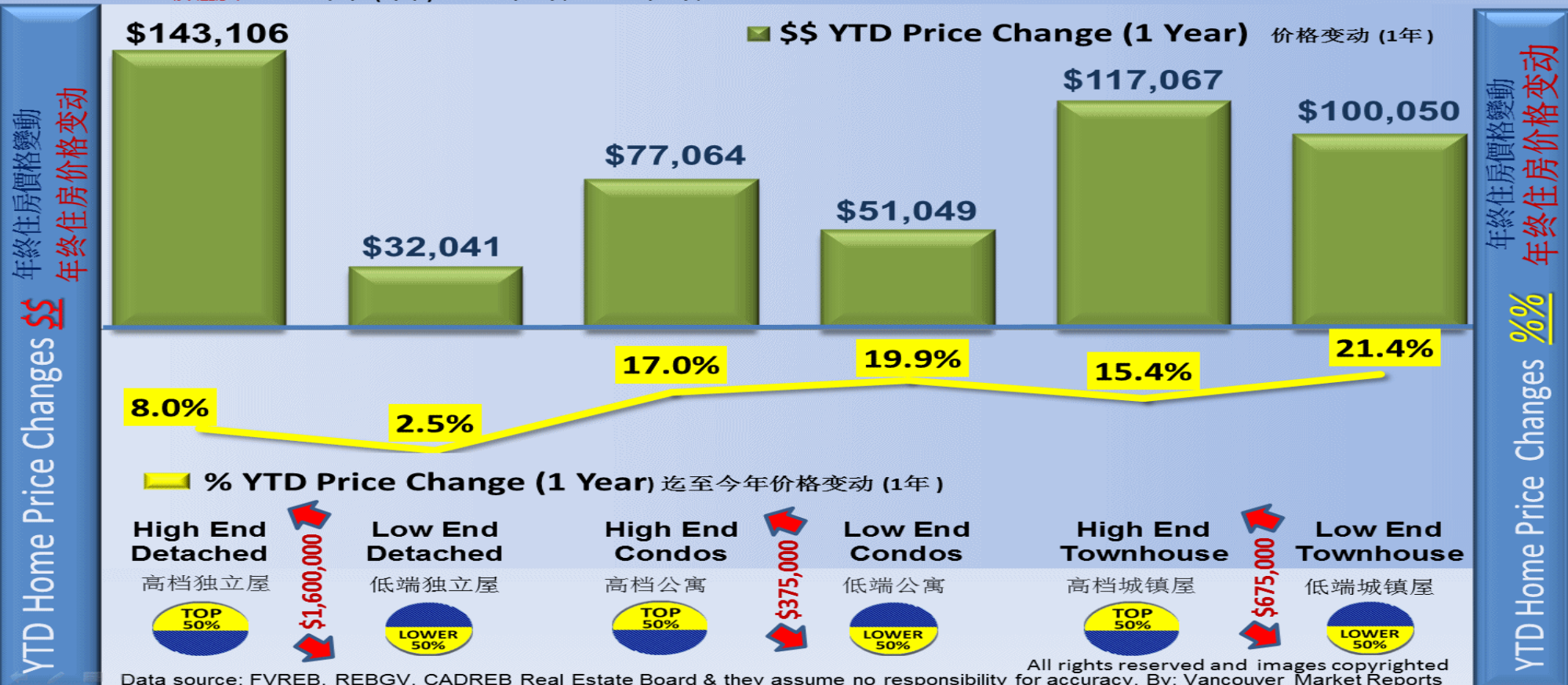
Richmond Real Estate Price Changes (\$/%)

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 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 HPIip

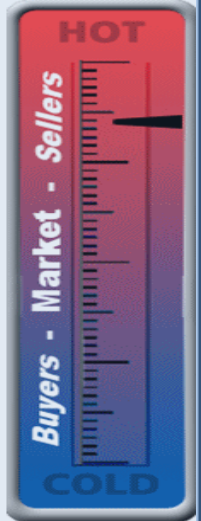
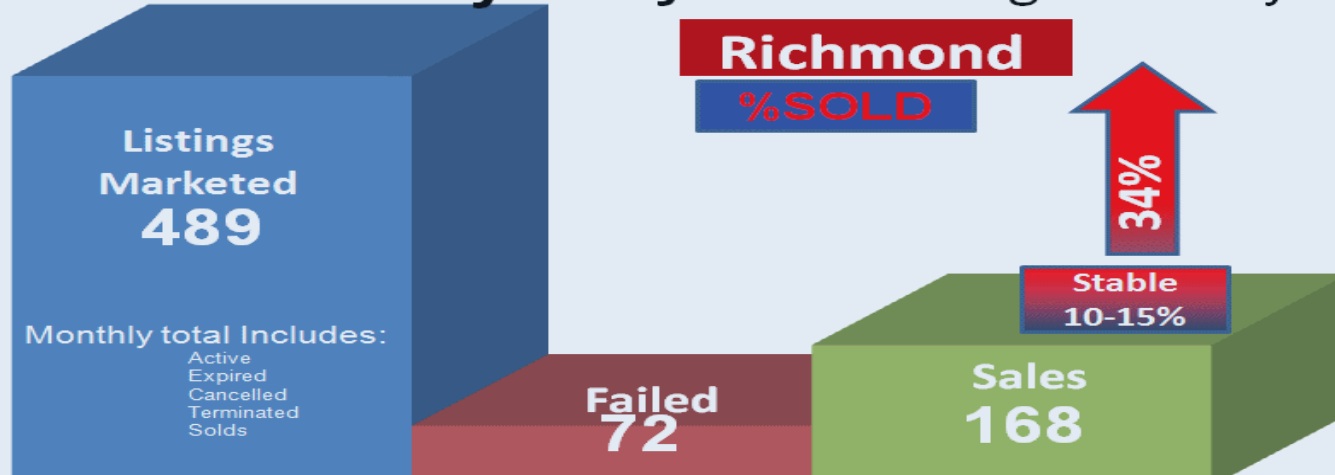


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## Monthly Market Activity - May 2017 - Single Family



### June 1 2017 Richmond Market Update (Detached)

**Current:** Richmond: is in a Sellers Market with average Listings, **34 %SOLD** rate and a 97% Sell/List

Ratio. (This means that there is an average of a \$59,500 Discount on a sale from the original list price)

*Most Active Price Range:* Homes below \$1.1 mill. have **45.8 %SOLD** rate.

*Least Active Price Range:* Homes above \$3 mill. have **17.3 %SOLD** rate

**History:** The Richmond Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$96,870.  
The Richmond Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$23,387.

\*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 - May 2017							Detached
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,100,000	24	11	5	100%	\$0	45.8%	↑
\$1,100,001-\$1,300,000	31	14	27	99%	-\$10,600	45.2%	↑
\$1,300,001-\$1,500,000	62	27	9	99%	-\$9,988	43.5%	↑
\$1,500,001-\$1,700,000	75	29	31	98%	-\$40,000	38.7%	↑
\$1,700,001-\$1,900,000	61	23	9	98%	-\$38,000	37.7%	↑
\$1,900,001-\$2,200,000	52	13	7	95%	-\$108,000	25.0%	↑
\$2,200,001-\$2,600,000	61	24	34	96%	-\$106,500	39.3%	↑
\$2,600,001-\$3,000,000	48	14	45	94%	-\$180,596	29.2%	↑
\$3,000,001 and more	75	13	46	92%	-\$280,000	17.3%	↑
<b>Total Activity</b>	<b>489</b>	<b>168</b>	<b>22</b>	<b>97%</b>	<b>-\$59,500</b>	<b>34%</b>	↑

# 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)	893	838	489		-349	↓
Active Listings	510	624	609	249	-360	↓
Solds	210	157	168		11	↑
DOM	11	27	22		-5	↓
%SOLD (Sales/ Listings /mntly rate)	24%	19%	34.4%		15.6%	↑
(Top 50%) Home Price Index HPIp	\$2,081,100	\$1,963,032	\$1,984,230		\$21,198	↑
(Lower 50%) Home Price Index HPIp	\$1,450,706	\$1,411,480	\$1,474,093		\$62,613	↑

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## Richmond Sub areas Statistics - May 2017

Detached

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Sea Island	4	2	1	96%	\$0	50.0%
Bridgeport RI	10	4	6	98%	-\$10,000	40.0%
West Cambie	20	11	27	96%	-\$34,500	55.0%
East Cambie	11	1	5	48%	-\$24,500	9.1%
Terra Nova	13	4	3	96%	-\$50,000	30.8%
Riverdale RI	24	6	15	90%	-\$65,000	25.0%
Quilchena RI	21	4	26	93%	-\$138,000	19.0%
Granville	37	15	12	96%	-\$73,000	40.5%
Seafair	42	13	13	97%	-\$63,000	31.0%
Boyd Park	10	4	11	97%	-\$38,000	40.0%
Lackner	21	8	38	94%	-\$157,000	38.1%
Steveston Village	14	5	4	100%	\$0	35.7%
Steveston North	45	14	11	97%	-\$40,000	31.1%
Steveston South	13	7	15	98%	-\$10,400	53.8%
Westwind	5	2	7	84%	-\$50,000	40.0%
Woodwards	28	12	28	96%	-\$70,000	42.9%
Broadmoor	35	6	34	95%	-\$40,000	17.1%
Garden City	25	4	8	96%	-\$68,000	16.0%
Saunders	18	6	7	101%	\$22,000	33.3%
South Arm	16	9	27	96%	-\$50,000	56.3%
Brighouse	0	0				0.0%
Brighouse South	3	1	18	49%	-\$9,000	33.3%
McLennan North	2	2	7	97%	\$0	100.0%
Gilmore	3	1	21	48%	-\$140,000	33.3%
McLennan	6	1	47	45%	-\$107,500	16.7%
East Richmond	6	3	4	93%	-\$137,500	50.0%
McNair	26	12	31	95%	-\$84,000	46.2%
Ironwood	22	8	16	96%	-\$30,800	36.4%
Hamilton RI	9	3	14	82%	-\$59,750	33.3%
<b>Total Activity</b>	<b>489</b>	<b>168</b>	<b>22</b>	<b>97%</b>	<b>-\$59,500</b>	<b>34%</b>

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## Next Months Market Forecast

**Forecast:** Richmond has 249 homes are for sale and with the **34 %SOLD** monthly rate gives us a ~3 months of inventory. 1% of the active listings have reduced their price by \$90,000 on average or \$100,000 median for the last month. We project Richmond to be a continued stable/sellers market.

May's Real Estate Statistics show **ALL** 97 Markets are in a Strong Sellers Market and by most accounts, exceeding the 2016 Market Furious Activity Levels. This Consumer Confidence is largely due in part to an increased demand from a Large Local Investor Component and Lower Inventory Levels. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of **\$40,337**, which is a dramatic increase over the **\$23,408** increase that we saw in April, and now surpasses the **\$25,106** Average Increase in Fraser Valley.

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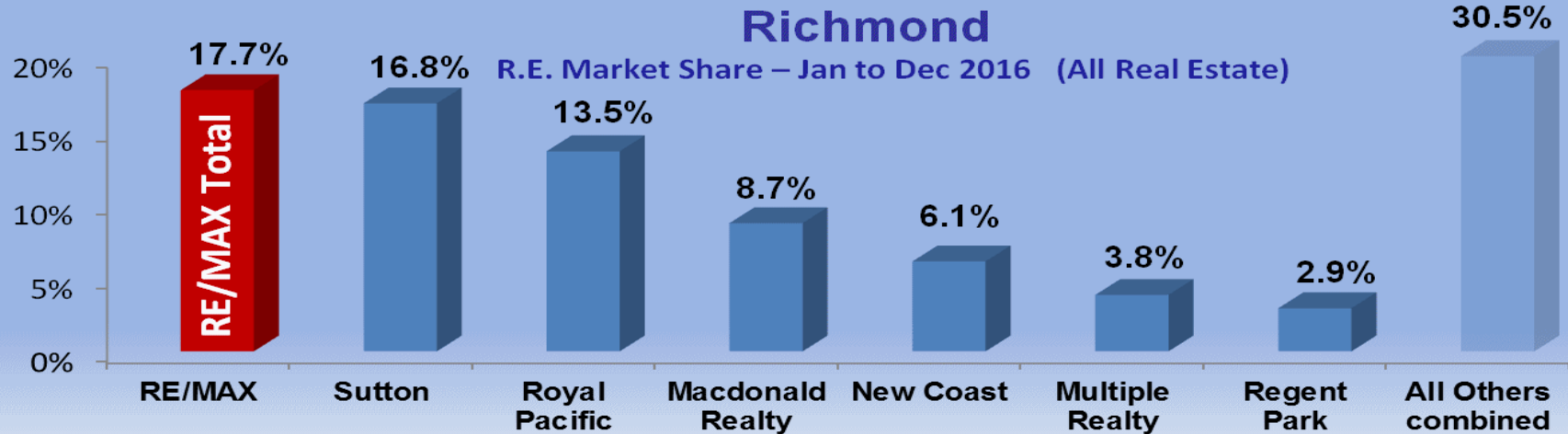
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**RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand**

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





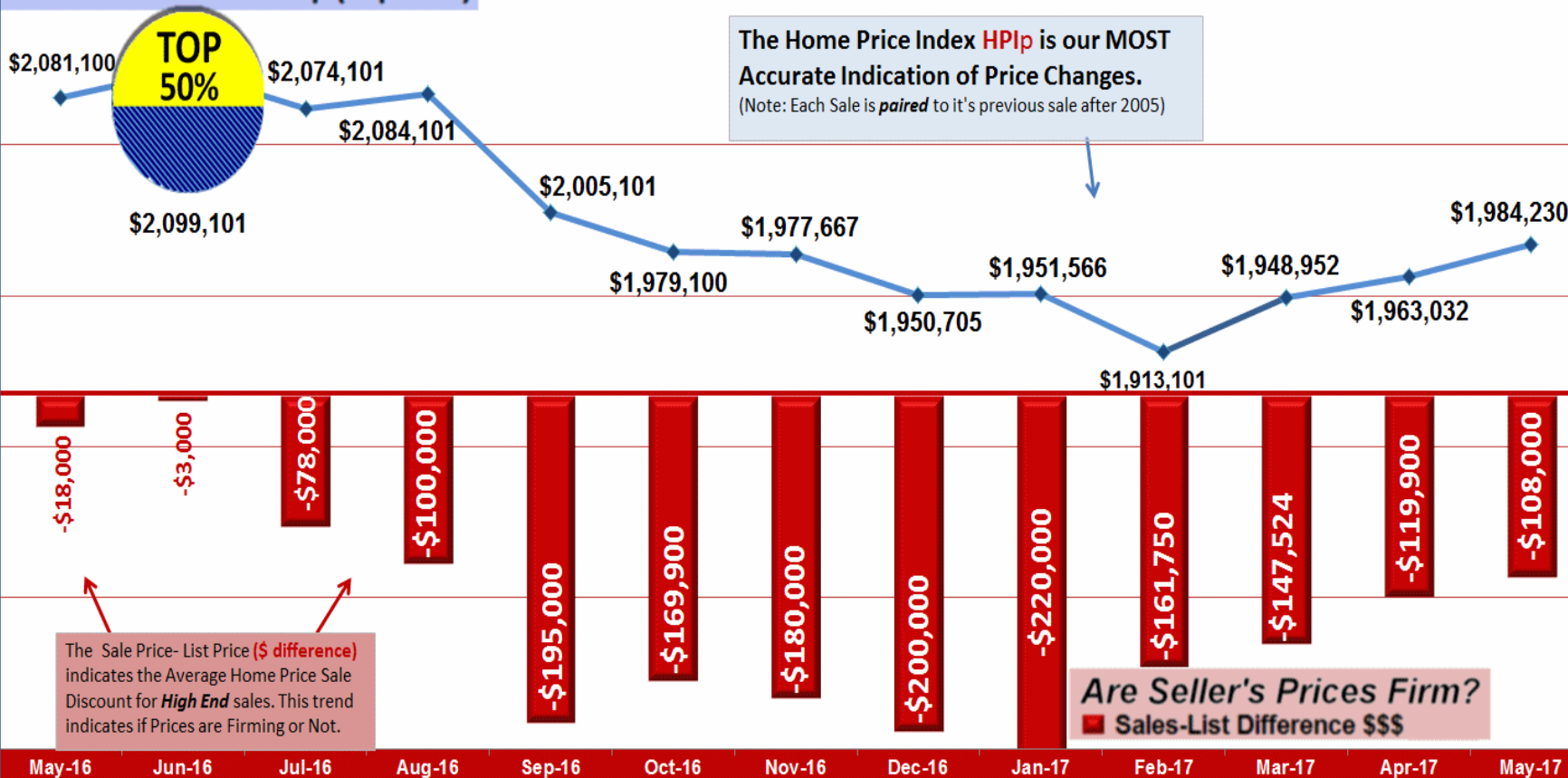
Market Analysis and Forecasting June 1/17 Richmond

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)

Are Home Prices Up?

Homes Over \$1,600,000

Home Price Index HPIp (Top 50%)



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



Detached

TOP 50%

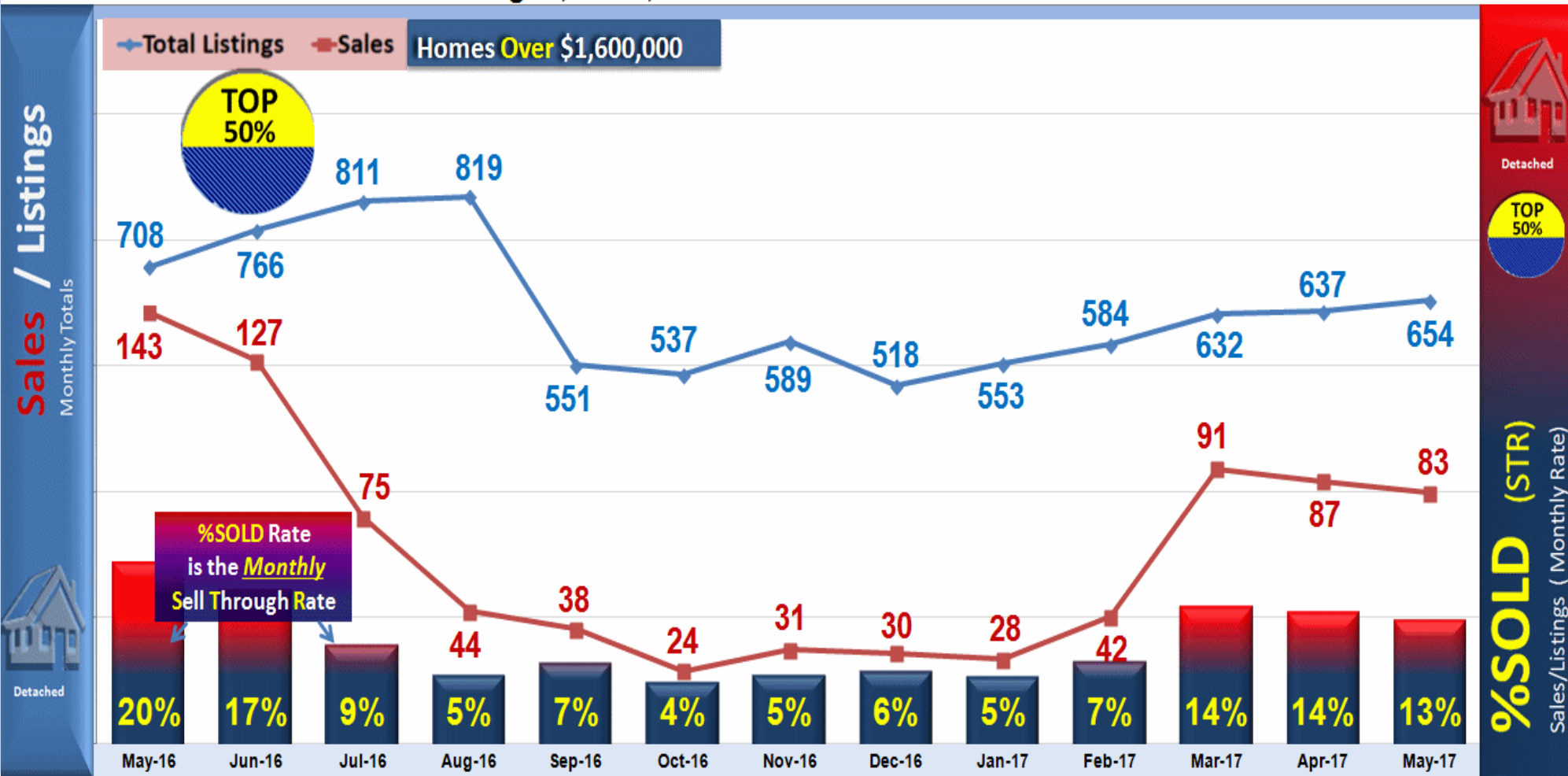
Sales Discount \$\$ Sale Price - Original List Price ( \$\$ difference)

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Market Analysis and Forecasting June 1/17 Richmond

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



Sales / Listings  
Monthly Totals



Detached  
TOP 50%

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

\*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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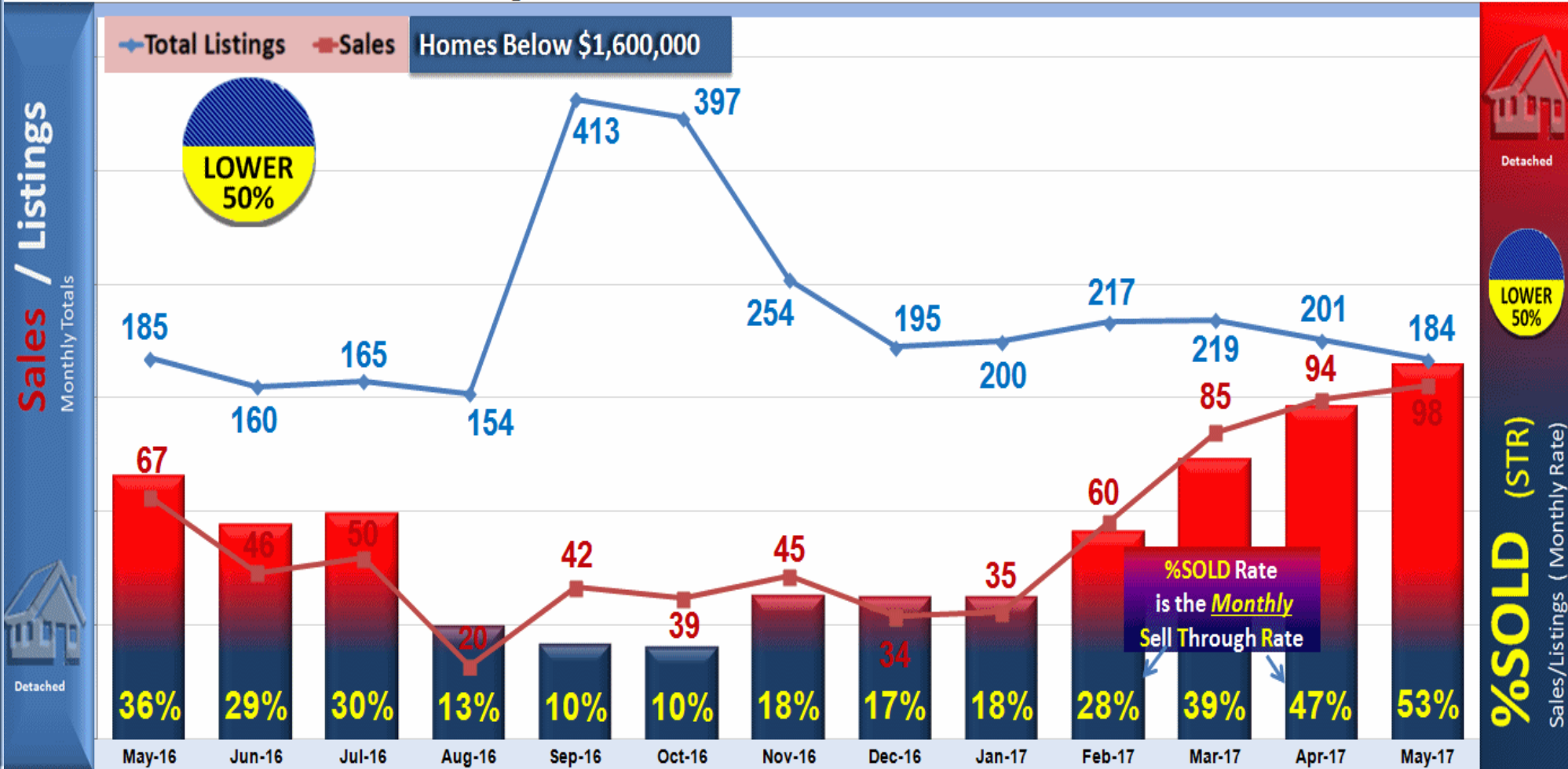






Market Analysis and Forecasting June 1/17 Richmond

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



\*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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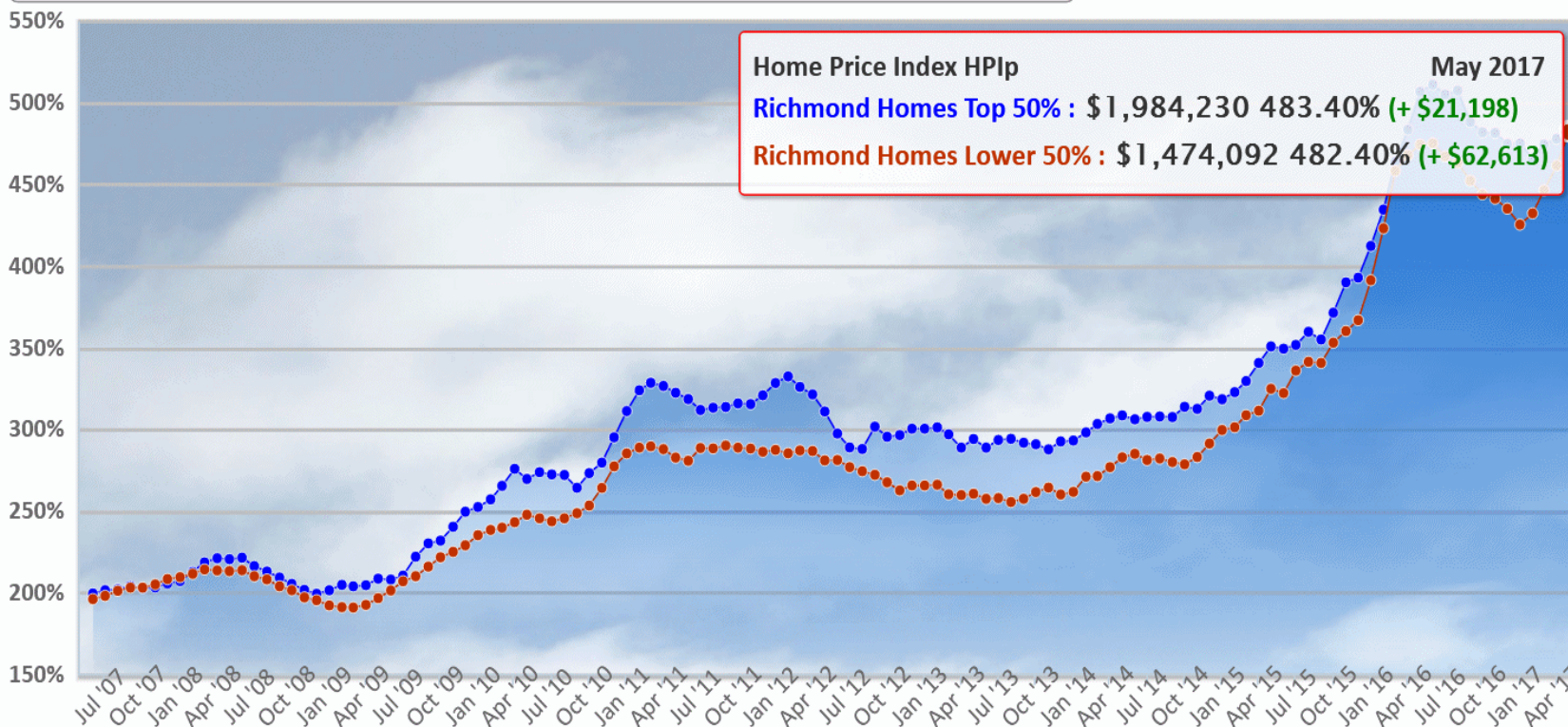


Market Analysis and Forecasting June 1/17 Richmond

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
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
Jul 2016	% 505.30
Jun 2016	% 511.40

<< < 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](#)  
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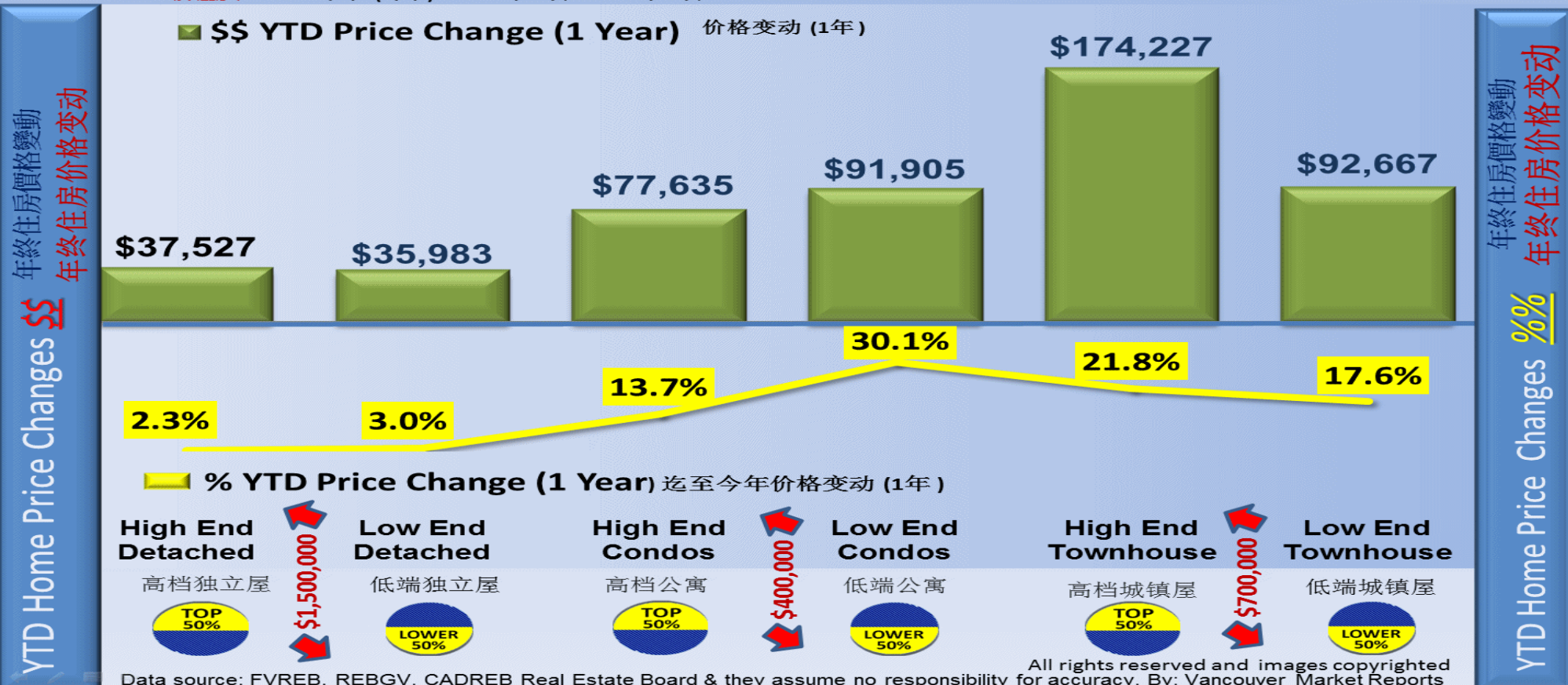
## East Vancouver Real Estate Price Changes (\$/%)

東溫 房地產價格變動 / 东温 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 HPIip



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

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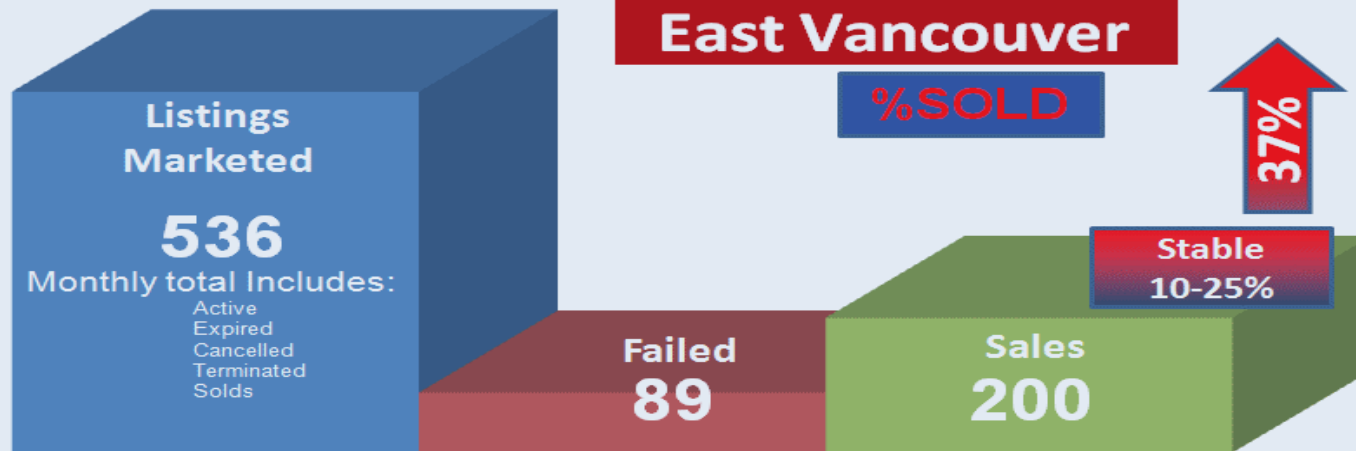
YTD Home Price Changes \$/%

YTD Home Price Changes %/%





# Monthly Market Activity - May 2017 - Single Family



## June 1 2017 East Vancouver Market Update (Detached)

**Current:** East Vancouver has a Sellers Market with average listing inventory, **37 %SOLD** rate, a 98% Sell/List Ratio and 12 DOM. (This means an average of a \$1,044 discount on a sale from the original list price)

*Most Active Price Range:* Homes between \$1.4 mill. - \$1.5 mill. have High **56.9 %SOLD** rate.

*Least Active Price Range:* Homes above \$2 mill. have **19.9 %SOLD** rate.

**History:** The East Vancouver Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$44,895.

The East Vancouver Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$58,140.

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





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

East Vancouver List Price Ranges Statistics - May 2017

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$1,200,000	33	16	10	107%	\$68,500	48.5%	↑
\$1,200,001-\$1,300,000	26	11	11	103%	\$39,000	42.3%	↑
\$1,300,001-\$1,400,000	54	26	10	103%	\$43,000	48.1%	↑
\$1,400,001-\$1,500,000	51	29	16	101%	\$12,000	56.9%	↑
\$1,500,001-\$1,700,000	106	48	11	100%	\$0	45.3%	↑
\$1,700,001-\$2,000,000	110	39	14	99%	-\$13,000	35.5%	↑
\$2,000,001 and more	156	31	18	98%	-\$73,000	19.9%	↑
<b>Total Activity</b>	<b>536</b>	<b>200</b>	<b>12</b>	<b>100%</b>	<b>\$1,044</b>	<b>37%</b>	↑

## 2. How Many Properties Were Available During the Month?

Monthly Changes	May-16	Apr-17	May-17	6/1/2017	Change	
Total Listings** (A,S,T,C,X)	741	927	536		-391	↓
Active Listings (1st of the month)	393	656	728	247	-481	↓
Solds	221	142	200		58	↑
Days on Market (DOM)	11	13	12		-1	↓
%SOLD (Sales/ Listings /mthly rate)	29.8%	15.3%	37.3%		22.0%	↑
(Top 50%) Home Price Index HPIp	\$1,836,728	\$1,762,100	\$1,791,833		\$29,733	↑
(Lower 50%) Home Price Index HPIp	\$1,301,072	\$1,302,192	\$1,359,212		\$57,020	↑

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







## What Sold in your Neighbourhood and for What Price?

East Vancouver Sub areas Statistics - May 2017					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Champlain Heights	1	1	5	48%	-\$34,500	100.0%
Collingwood Van East	39	8	8	103%	\$30,200	20.5%
Fraser VE	49	22	10	102%	\$35,100	44.9%
Fraserview VE	30	7	17	97%	-\$41,700	23.3%
Grandview VE	41	18	11	96%	-\$29,000	43.9%
Hastings	19	3	10	97%	\$0	15.8%
Hastings East	19	7	26	95%	-\$41,500	36.8%
Killarney VE	75	24	28	98%	-\$35,000	32.0%
Knight	44	25	11	101%	\$22,000	56.8%
Main	31	12	12	101%	\$20,112	38.7%
Mount Pleasant VE	19	10	8	107%	\$111,000	52.6%
Renfrew VE	53	17	21	99%	\$0	32.1%
Renfrew Heights	39	14	9	104%	\$62,000	35.9%
South Vancouver	51	23	14	100%	\$1,500	45.1%
Victoria VE	26	9	11	99%	-\$2,500	34.6%
<b>Total Activity</b>	<b>536</b>	<b>200</b>	<b>12</b>	<b>100%</b>	<b>\$1,044</b>	<b>37%</b>

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## Next Months Market Forecast

**Forecast:** East Vancouver has average Listing Supply; with 536 homes for sale and the **37 %SOLD** monthly rate gives us ~7 months of Inventory. 2% of the active listings have reduced their price by \$45,667 on average or \$49,500 on median for the last month. We project East Vancouver to be a continued stable Market.

May's Real Estate Statistics show **ALL** 97 Markets are in a Strong Sellers Market and by most accounts, exceeding the 2016 Market Furious Activity Levels. This Consumer Confidence is largely due in part to an increased demand from a Large Local Investor Component and Lower Inventory Levels. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of **\$40,337**, which is a dramatic increase over the **\$23,408** increase that we saw in April, and now surpasses the **\$25,106** Average Increase in Fraser Valley.

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.

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



## Judy Cheng

604-828-9722

JudyCheng25@gmail.com

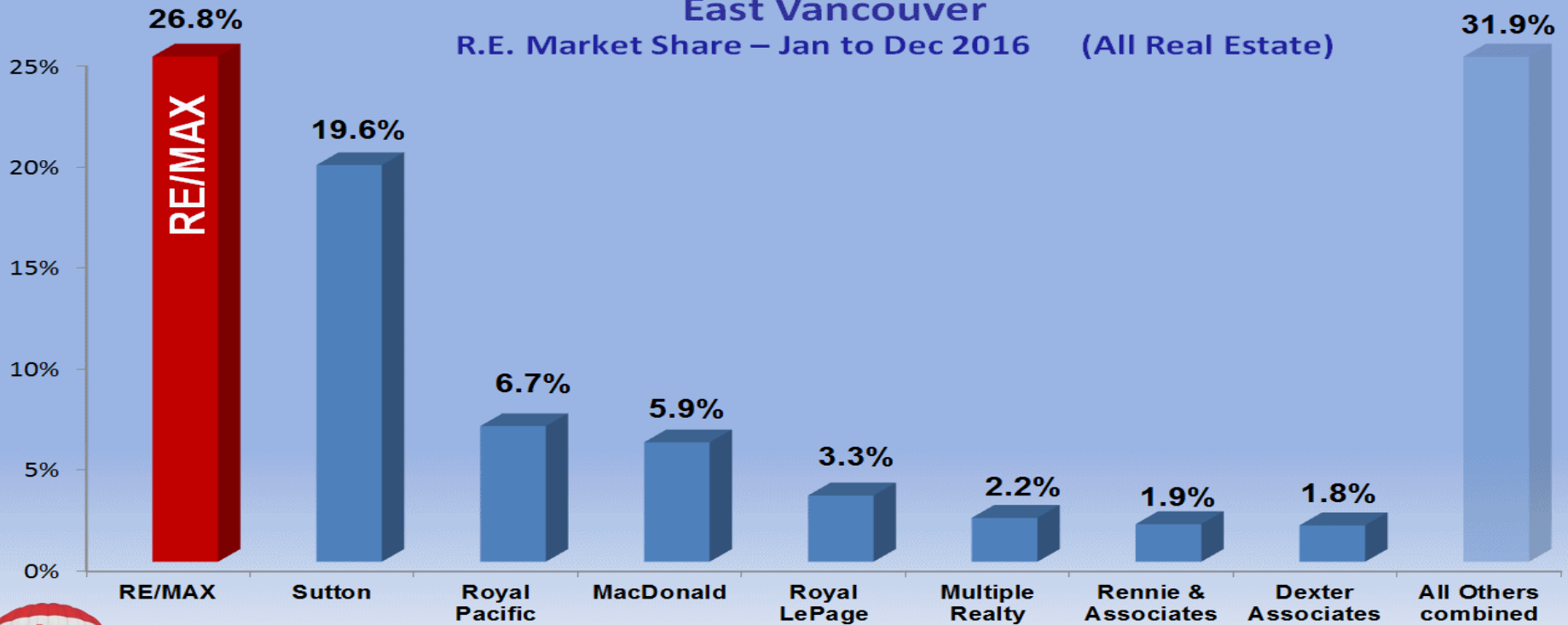


Market Analysis and Forecasting June 1/17 East Vancouver

## # the RE/MAX Market Share Reports

### East Vancouver

R.E. Market Share – Jan to Dec 2016 (All Real Estate)



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RE/MAX City Realty Vancouver

JudyCheng25@gmail.com

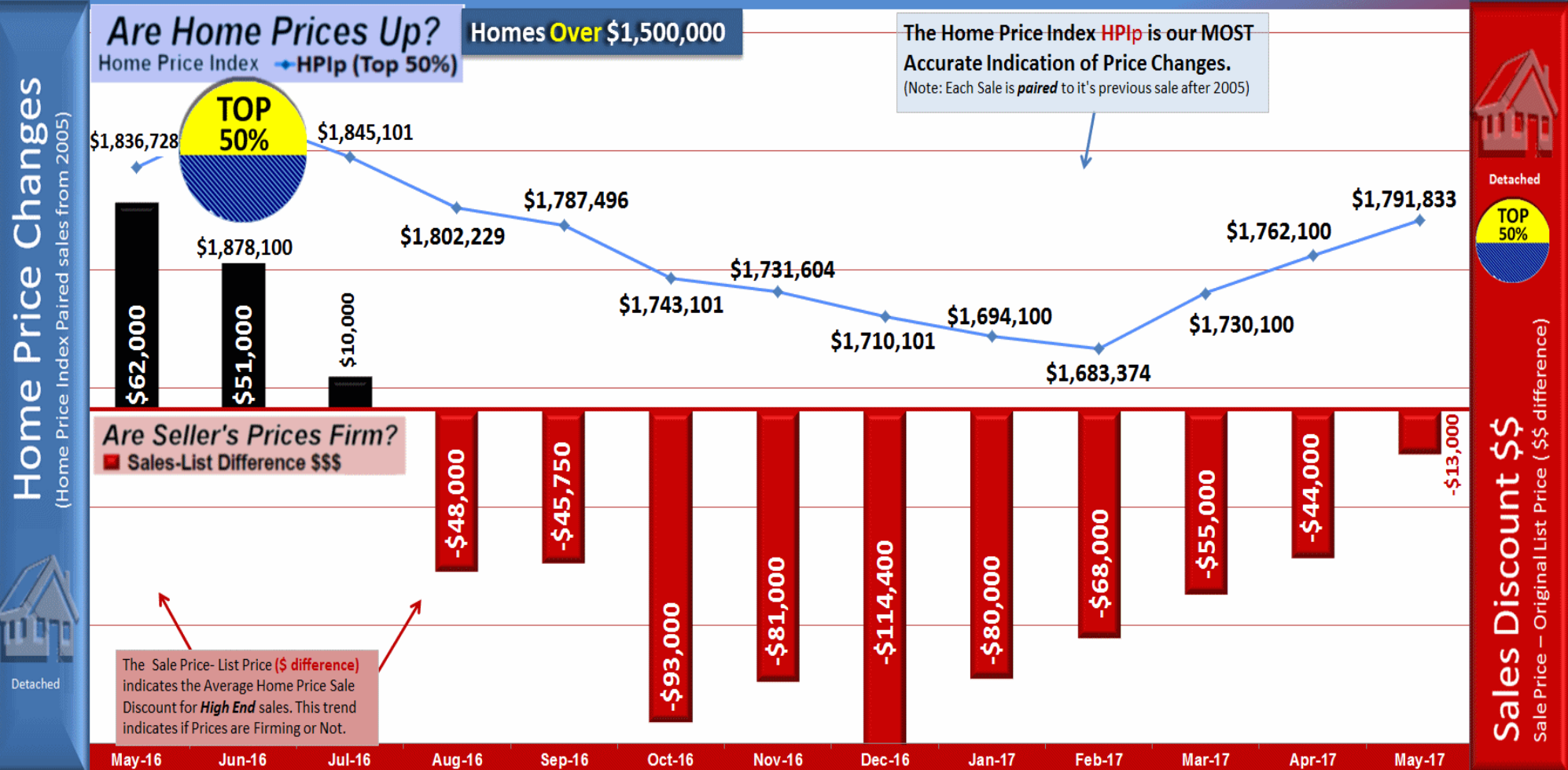
## Judy Cheng

Cell: 604- 828-9722



Market Analysis and Forecasting June 1/17 East Vancouver

Detached East Vancouver 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)



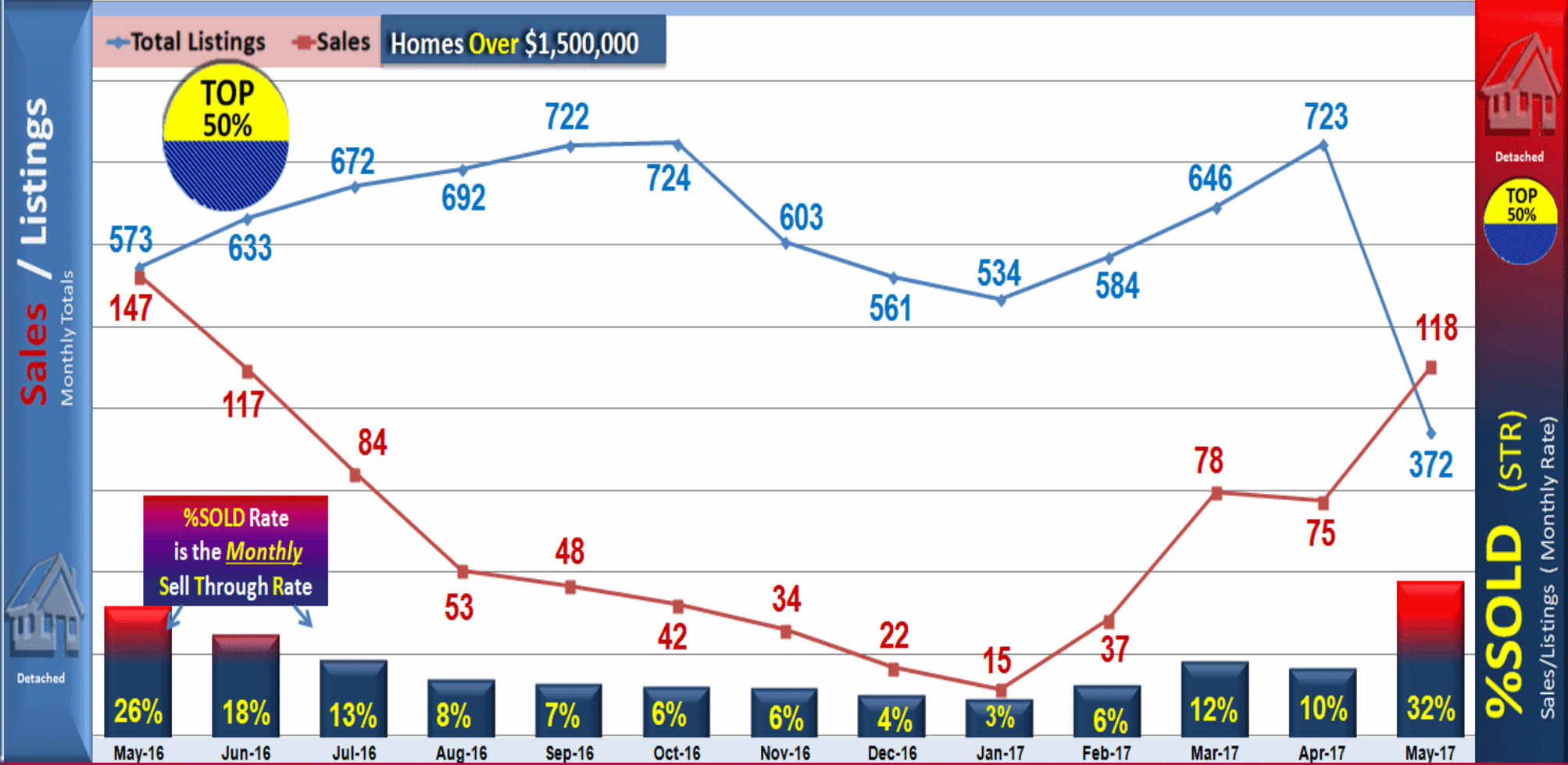
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Market Analysis and Forecasting June 1/17 East Vancouver

Detached East Vancouver Total Listings \*\*, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals

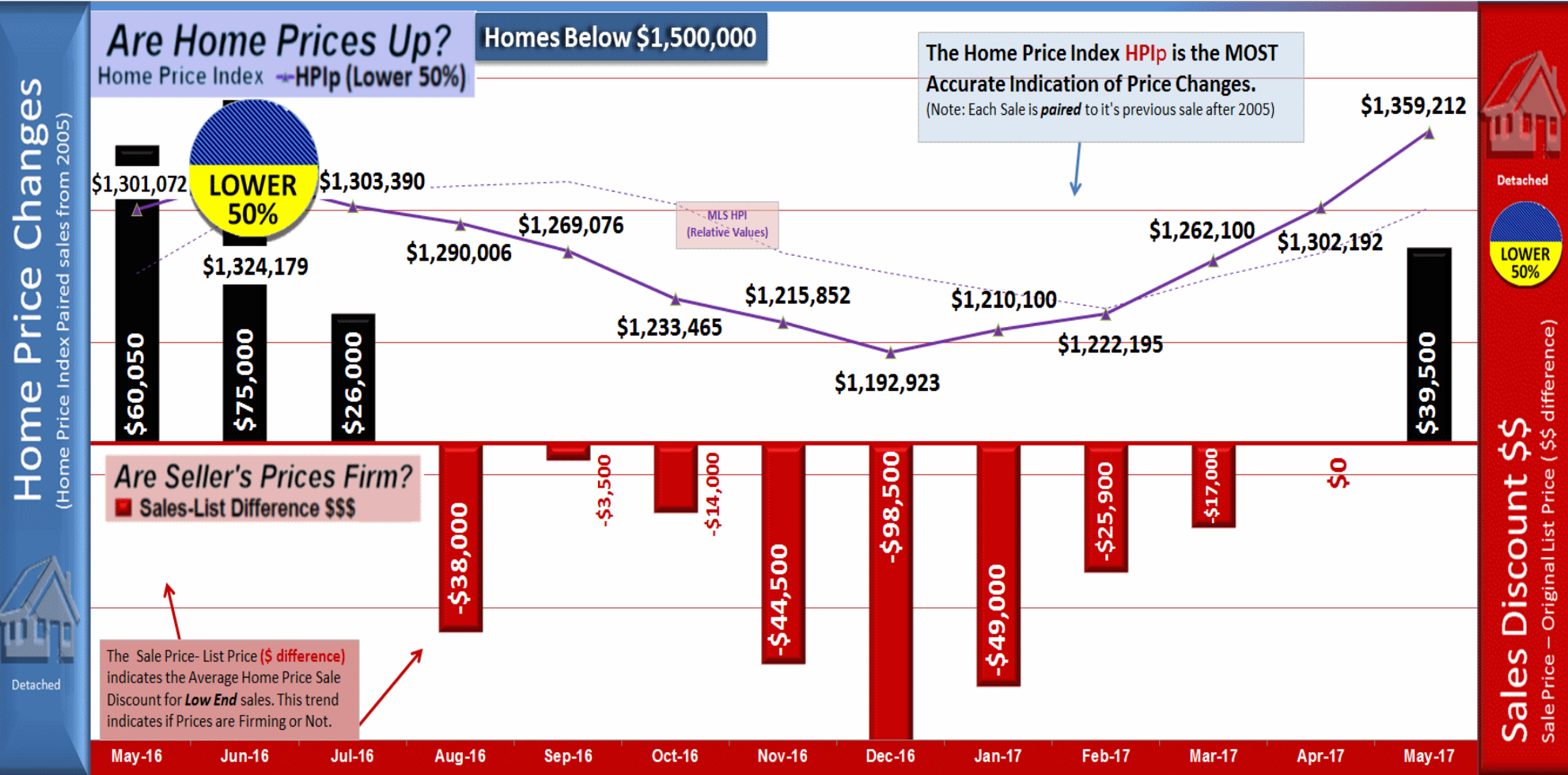
Detached  
TOP 50%

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

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Detached East Vancouver 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)



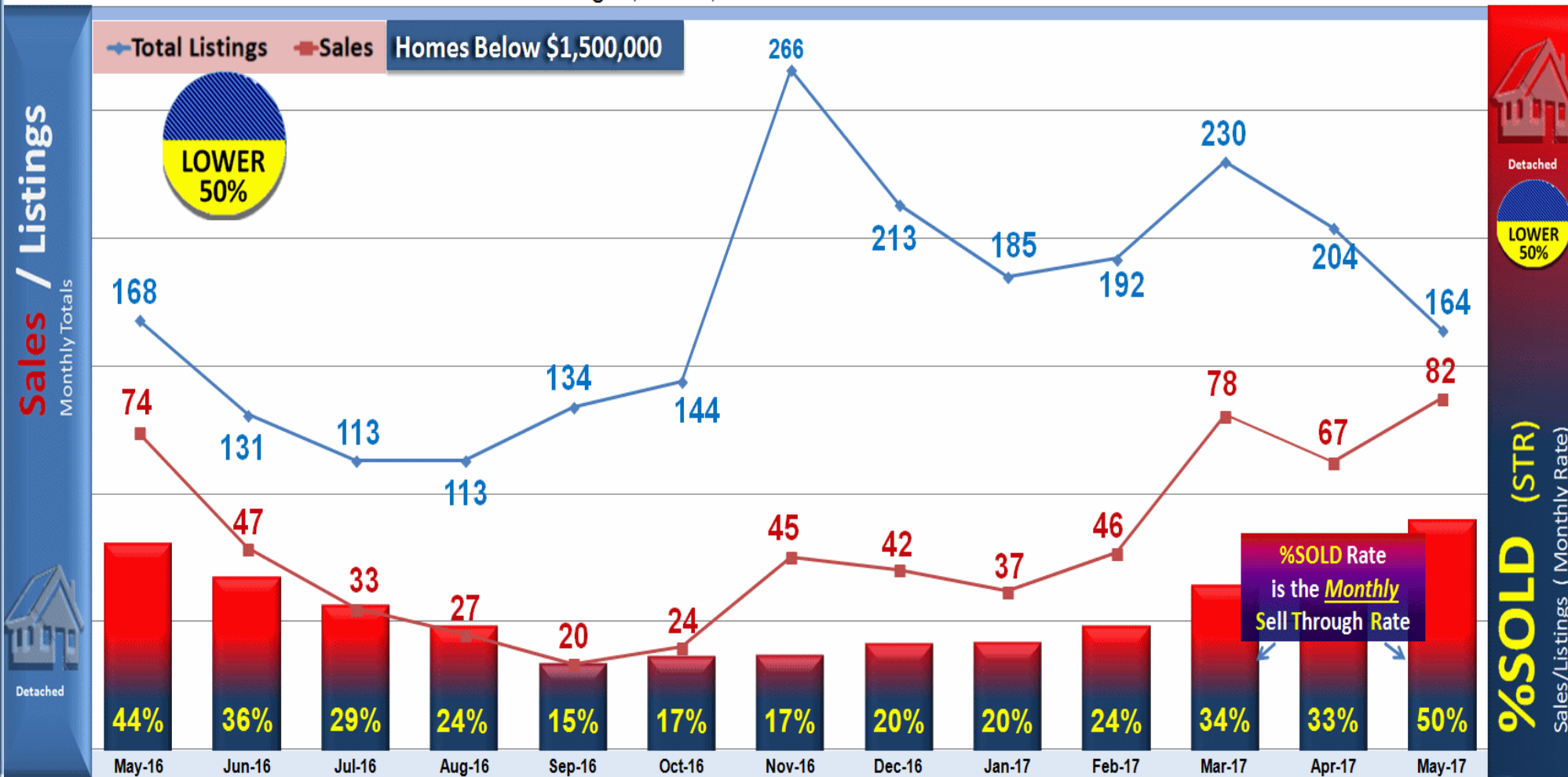
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Market Analysis and Forecasting June 1/17 East Vancouver

Detached East Vancouver Total Listings \*\*, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



LOWER 50%

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

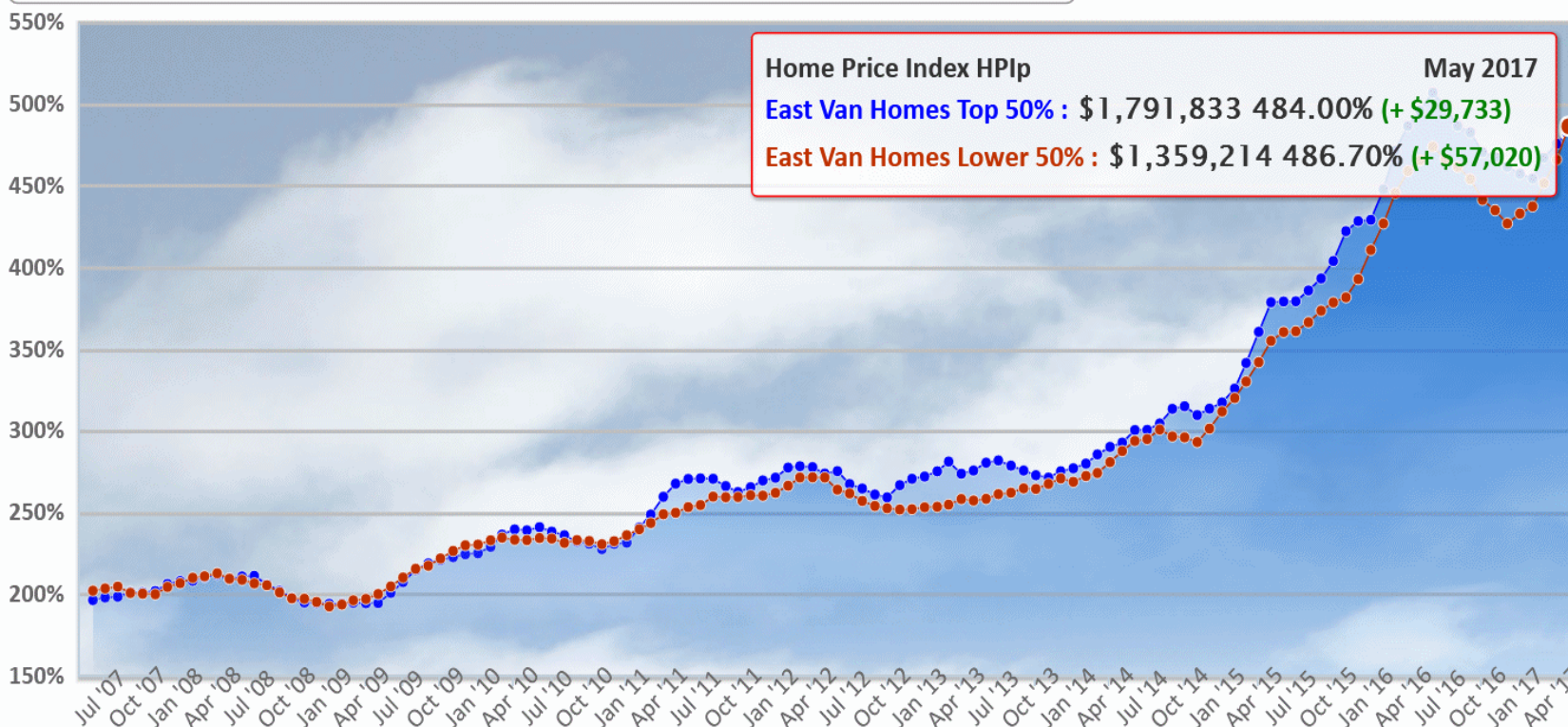
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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
May 2017	% 484.00
Apr 2017	% 476.00
Mar 2017	% 467.40
Feb 2017	% 454.70
Jan 2017	% 457.60
Dec 2016	% 461.90
Nov 2016	% 467.80
Oct 2016	% 470.90
Sep 2016	% 482.90
Aug 2016	% 486.80
Jul 2016	% 498.40
Jun 2016	% 507.30

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Drag over area to ZOOM in



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### Vancouver Downtown Real Estate Price Changes(\$/%)

溫哥華市中心房地產價格變動 / 溫哥華市中心房地產價格變動

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

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes \$

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes %



18.6%

15.8%

% YTD Price Change (1 Year) 迄至今年價格變動 (1年)

High End Condos

高档独立屋



Low End Condos

低端独立屋



\$600,000

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

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Market Analysis and Forecasting June 1/17 Vancouver Downtown

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Coal Harbour	100	28	17	98%	-\$19,000	28%
Downtown VW	241	103	8	100%	\$0	43%
West End VW	109	44	8	100%	\$0	40%
Yaletown	190	69	10	100%	-\$2,000	36%
<b>Total Activity</b>	<b>640</b>	<b>244</b>	<b>9</b>	<b>100%</b>	<b>\$0</b>	<b>38%</b>

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	3	0				0.0%
\$300,001-\$400,000	8	6	9	104%	\$14,000	75.0%
\$400,001-\$500,000	39	16	7	102%	\$10,250	41.0%
\$500,001-\$600,000	85	43	7	102%	\$10,112	50.6%
\$600,001-\$700,000	72	37	9	101%	\$6,000	51.4%
\$700,001-\$800,000	55	19	8	99%	-\$6,200	34.5%
\$800,001-\$900,000	46	17	17	100%	\$0	37.0%
\$900,001-\$1,000,000	35	14	11	99%	-\$5,000	40.0%
\$1,000,001-\$1,500,000	102	47	13	98%	-\$28,000	46.1%
\$1,500,001-\$2,000,000	71	18	16	99%	-\$10,000	25.4%
\$2,000,001 and more	124	27	21	95%	-\$118,000	21.8%
<b>Total Activity</b>	<b>640</b>	<b>244</b>	<b>9</b>	<b>100%</b>	<b>\$0</b>	<b>38%</b>

May 1 2017 Vancouver Downtown Market Update (attached)

**Current:** Vancouver Downtown's Residential Attached housing market is a Sellers market with **38 %SOLD** rate and a 100% Sell/List Ratio. (This means 38 homes out of 100 sold with an average of \$0 discount on a sale from original list price)  
**Most Active Price Range:** Homes between \$600,000 - \$700,000 have **51.4 %SOLD** rate.  
**Least Active Price Range:** Homes above \$2 mill. have **21.8 %SOLD** rate.

**History:** The Vancouver Downtown Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$165,317.

The Vancouver Downtown Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$71,923.

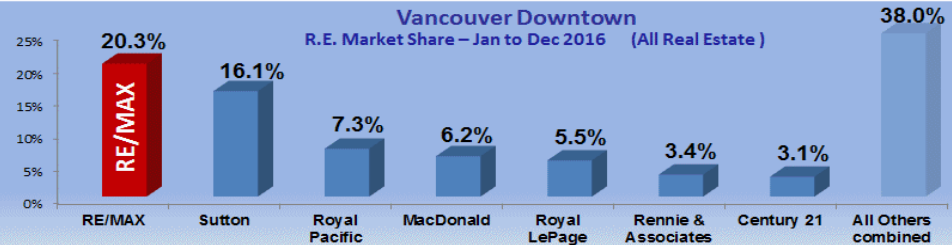
\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** Current listing inventories are 9% more than Apr 2016 meaning that we are seeing a reduced listings supply. The buyer demand is strong. We project Vancouver Downtown to be a continued sellers market. April's Real Estate Statistics show all Markets are now in Sellers Market and by most accounts, we are repeating the 2016 Market almost Furious Activity Levels. This Consumer Confidence Recovery is due in part to an increased demand from a Large Local Investor Component and Markedly Low Inventory Levels. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of \$23,408, which is close to the increase of \$22,505 that we saw in March, but this pales in comparison to the whopping \$32,589 Average increase in Fraser Valley. Last year our Single Family Markets peaked in June/July and we are forecasting a similar trend for this year.

Currently 100% of the Attached Markets are increasing at a fast pace in Greater Vancouver's 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.

Monthly Changes Summary	Apr-16	Mar-17	Apr-17	5/1/2017	Change
Total Listings** (A,S,T,C,X)	587	697	640		-57
Active Listings (1st of the month)	324	378	364	342	-22
Solds	303	263	244		-19
DOM	8	9	9		0
%SOLD (Sales/ Listings /mnlth rate)	52%	38%	38%		0%
Condos (Top 50%) Home Price Index HPIp	\$1,360,783	\$1,493,927	\$1,526,100		\$32,173
Condos (Lower 50%) Home Price Index HPIp	\$527,164	\$581,071	\$599,088		\$18,016

the RE/MAX Market Share Reports



**Analytical Methods:** The Vancouver Downtown 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 Vancouver Downtown market into two parts with the **Vancouver Downtown HPIp Top 50%** representing the higher end sales and the **Vancouver Downtown HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one of the most accurate HPI indexes at this time. Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

Note: For a more accurate price change for your home request a Comparative Market Analysis.

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Attached Vancouver Downtown Condos Home Price Index HPIp (Top 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)



Condominiums

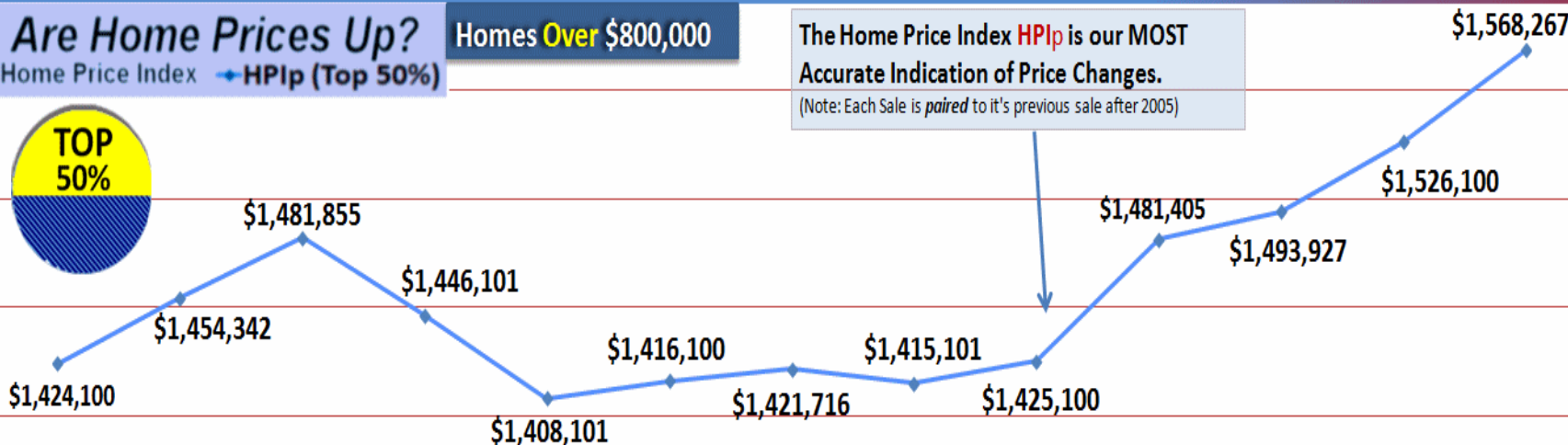
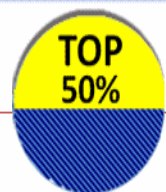


Sales Discount \$\$  
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

Homes Over \$800,000

Home Price Index → HPIp (Top 50%)

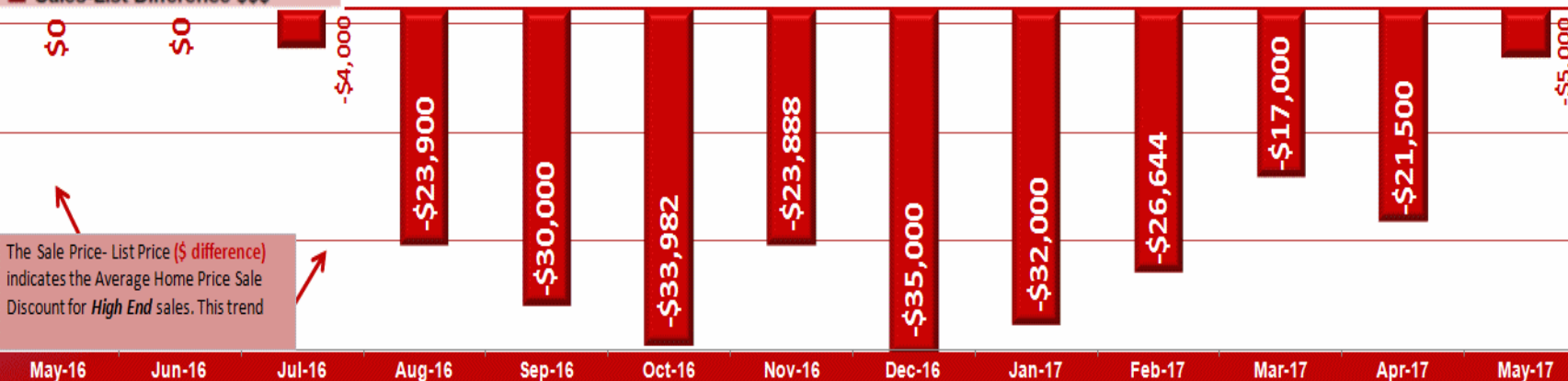


The Home Price Index HPIp is our MOST Accurate Indication of Price Changes.

(Note: Each Sale is paired to 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



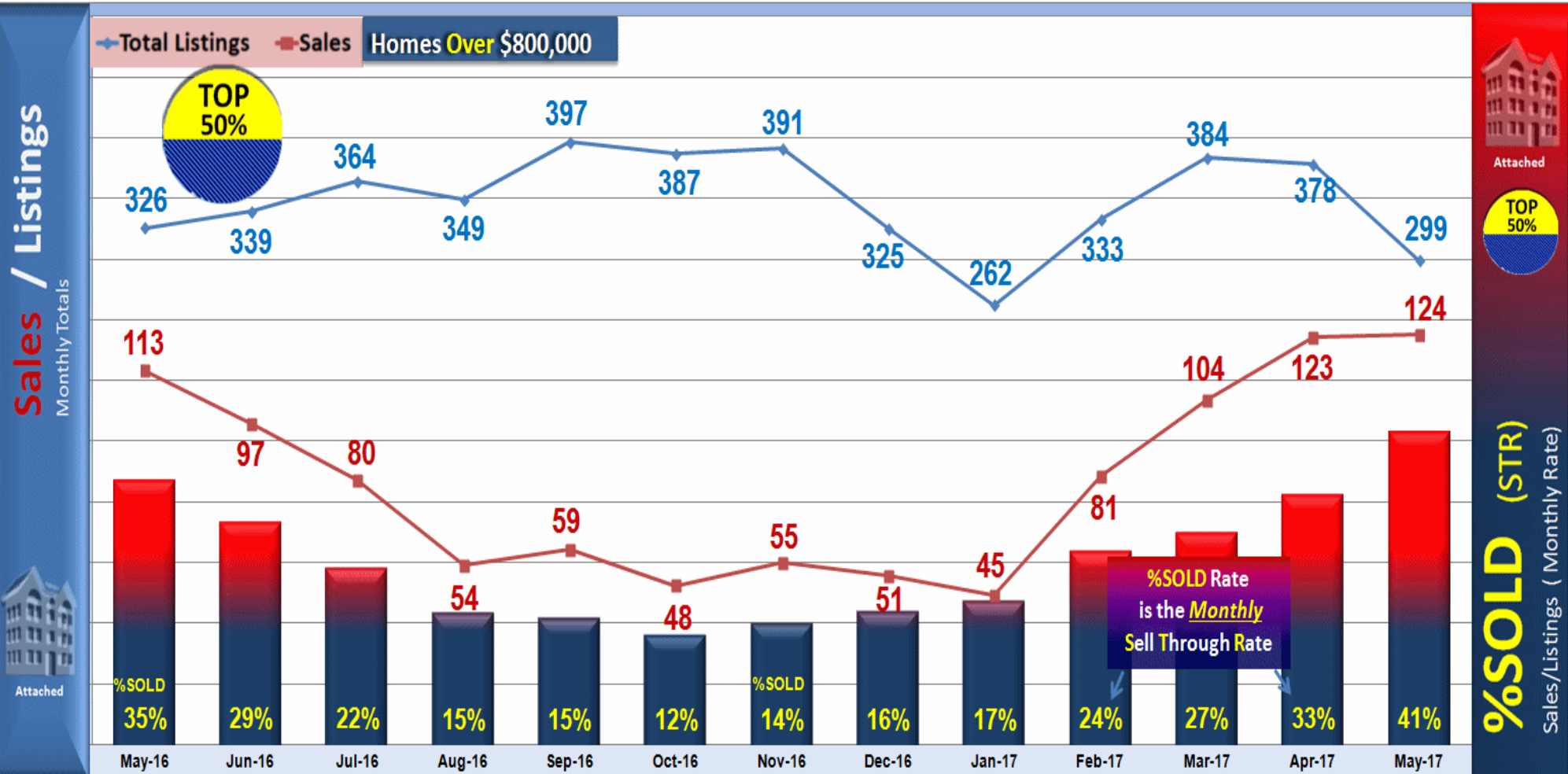
Condominiums

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Market Analysis and Forecasting June 1/17 Vancouver Downtown

Attached Vancouver Downtown Total Listings, Sales, and %SOLD rates

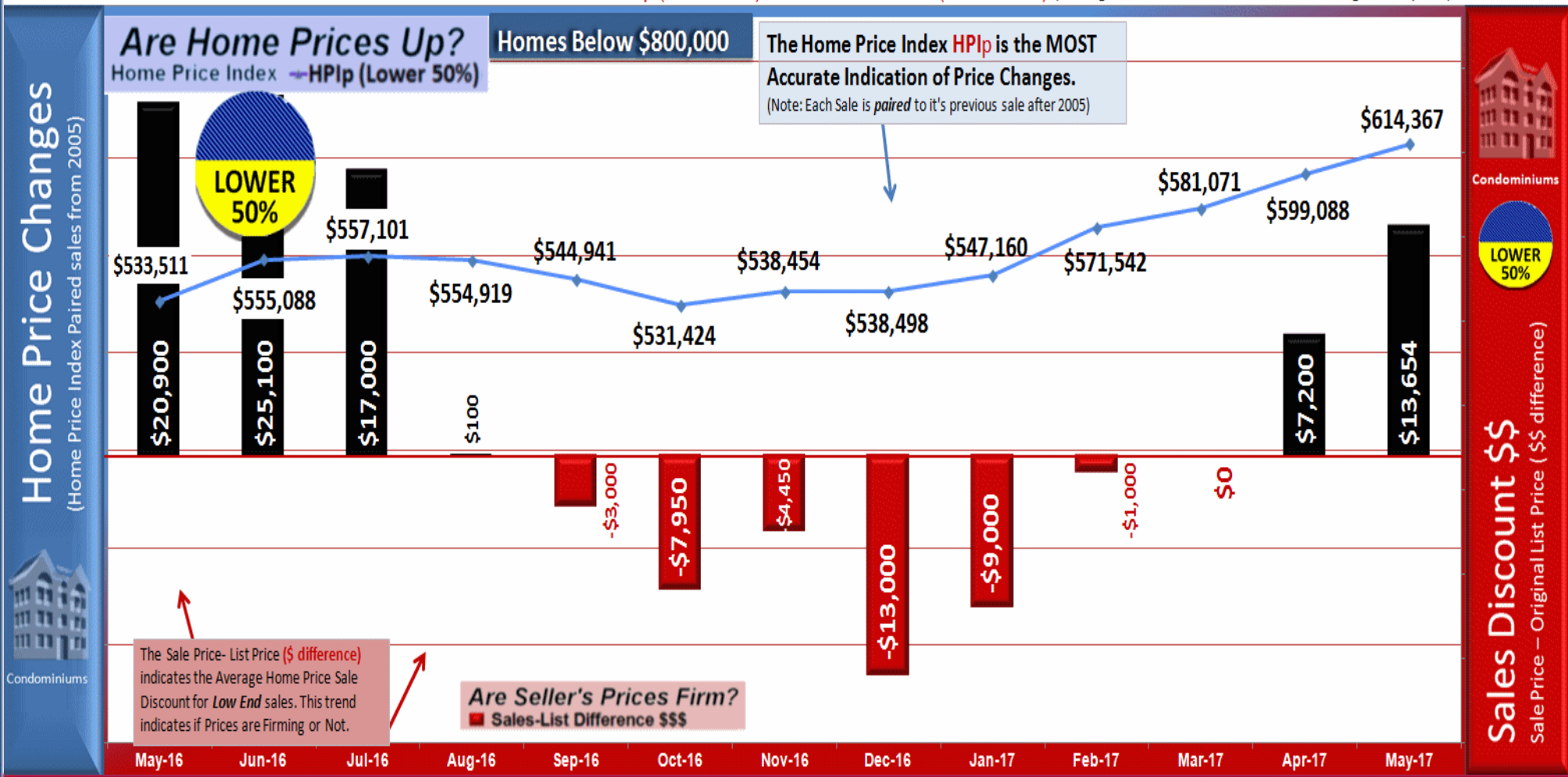


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Attached Vancouver Downtown Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)



Condominiums



Condominiums



\*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.

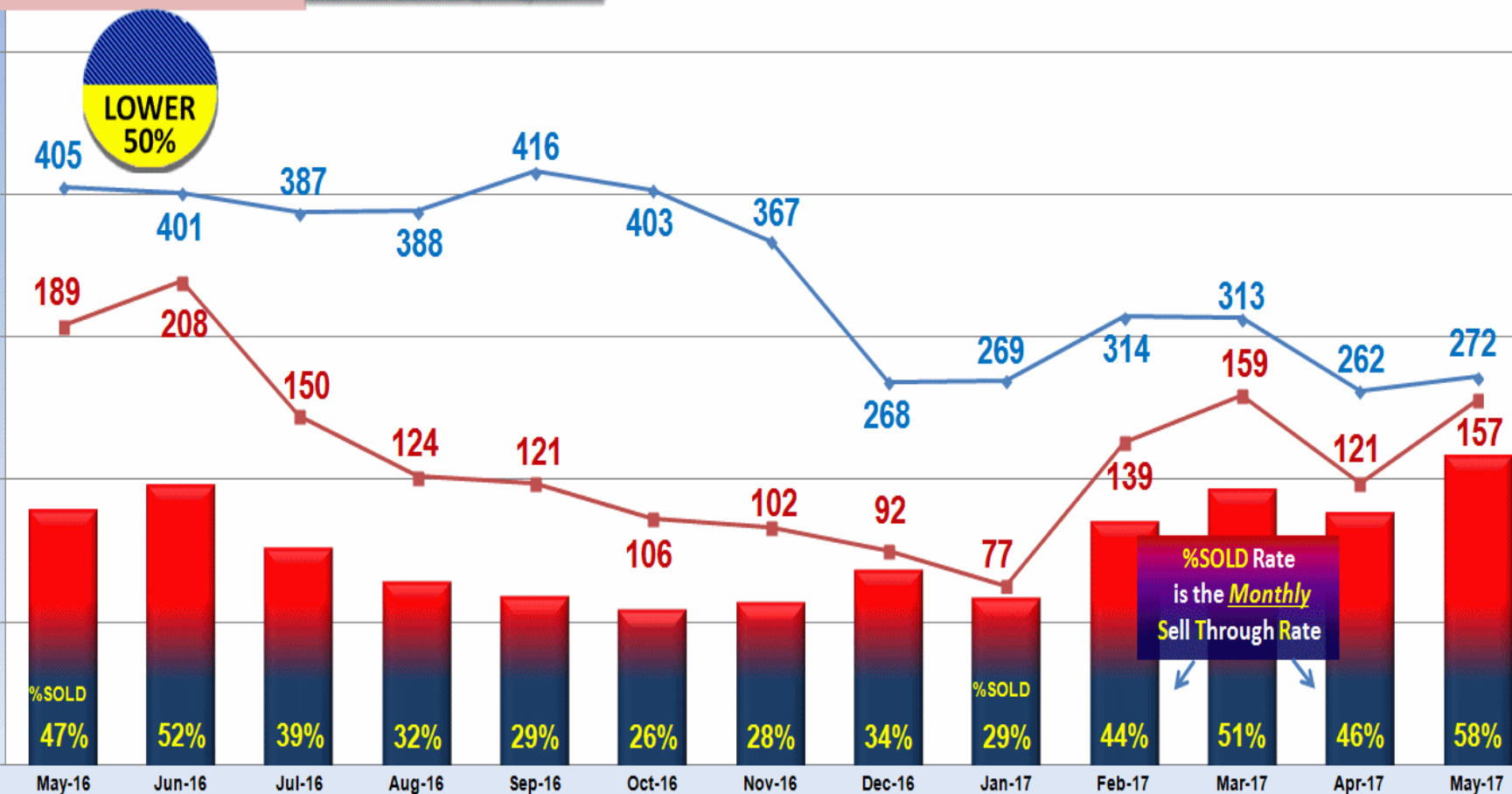


Market Analysis and Forecasting June 1/17 Vancouver Downtown

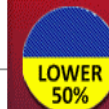
Attached Vancouver Downtown Total Listings, Sales, and %SOLD rates

Sales / Listings  
Monthly Totals

◆ Total Listings ◆ Sales Homes Below \$800,000



Attached



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

\*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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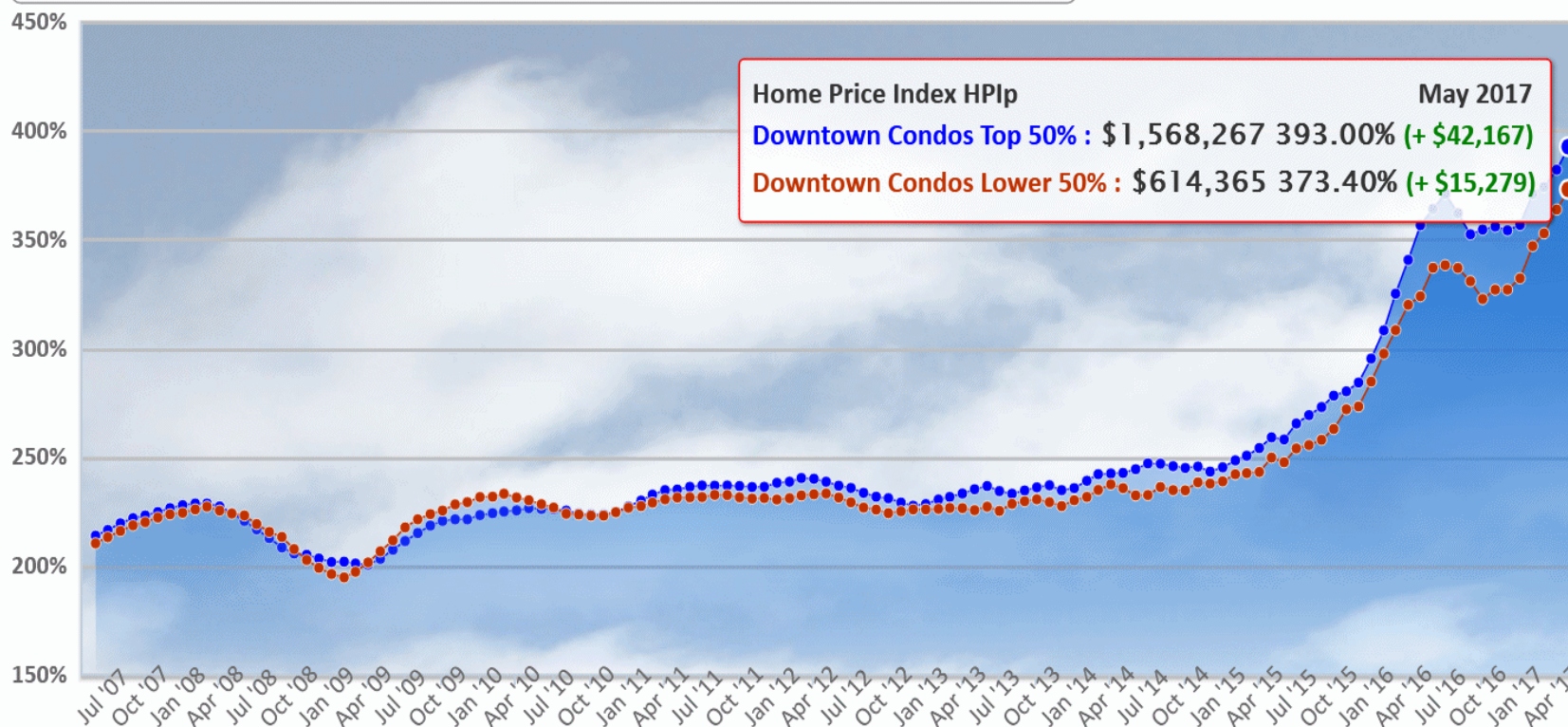


Market Analysis and Forecasting June 1/17 Vancouver Downtown

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



Monthly Home values

Date	Value
May 2017	% 393.00
Apr 2017	% 382.40
Mar 2017	% 374.40
Feb 2017	% 371.20
Jan 2017	% 357.10
Dec 2016	% 354.60
Nov 2016	% 356.30
Oct 2016	% 354.90
Sep 2016	% 352.80
Aug 2016	% 362.40
Jul 2016	% 371.30
Jun 2016	% 364.40

<< < 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](#)  
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Market Analysis and Forecasting June 1/17 Vancouver Westside

Vancouver West Side Sub areas Statistics - Apr 2017 Attached

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Arbutus	0	0				0.0%
Cambie	52	10	13	100%	\$0	19.2%
Dunbar	9	5	7	100%	\$2,000	55.6%
Fairview VW	88	48	9	100%	\$1,620	54.5%
False Creek	84	33	8	102%	\$16,000	39.3%
Kerrisdale	34	10	19	100%	\$350	29.4%
Kitsilano	124	49	8	102%	\$12,000	39.5%
MacKenzie Heights	1	0				0.0%
Mount Pleasant VW	16	6	14	98%	-\$16,450	37.5%
Marpole	52	14	9	100%	\$0	26.9%
Oakridge VW	14	3	16	102%	\$12,000	21.4%
Point Grey	16	9	15	99%	-\$3,000	56.3%
Quilchena	13	8	9	100%	\$0	61.5%
South Cambie	20	8	8	100%	\$0	40.0%
South Granville	12	1	153	98%	-\$32,000	8.3%
Shaughnessy	9	3	5	100%	-\$3,000	33.3%
Southlands	0	0				0.0%
S.W. Marine	15	6	11	99%	-\$8,400	40.0%
University VW	154	46	9	100%	\$0	29.9%
<b>Total Activity</b>	<b>713</b>	<b>259</b>	<b>9</b>	<b>100%</b>	<b>\$0</b>	<b>36%</b>

Vancouver West Side List Price Ranges Statistics - Apr 2017 Attached

Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	3	1	6	121%	\$41,000	33.3%
\$300,001-\$400,000	14	11	6	108%	\$31,000	78.6%
\$400,001-\$500,000	42	24	8	102%	\$8,500	57.1%
\$500,001-\$600,000	72	36	9	101%	\$5,300	50.0%
\$600,001-\$700,000	83	42	8	102%	\$11,000	50.6%
\$700,001-\$800,000	60	27	7	100%	\$0	45.0%
\$800,001-\$900,000	53	17	8	100%	\$0	32.1%
\$900,001-\$1,000,000	64	32	9	100%	\$0	50.0%
\$1,000,001-\$1,250,000	74	25	8	100%	-\$5,000	33.8%
\$1,250,001-\$1,500,000	85	16	9	100%	-\$5,000	18.8%
\$1,500,001 and more	163	28	23	98%	-\$40,250	17.2%
<b>Total Activity</b>	<b>713</b>	<b>259</b>	<b>9</b>	<b>100%</b>	<b>\$0</b>	<b>36%</b>

Monthly Changes Summary	Apr-16	Mar-17	Apr-17	5/1/2017	Change
Total Listings** (A,S,T,C,X)	832	688	713		25
Active Listings (1st of the month)	420	397	388	400	12
Solds	346	257	259		2
DOM	11	11	9		-2
%SOLD (Sales/ Listings /mthly rate)	42%	37%	36%		-1%
Condos (Top 50%) Home Price Index HPIp	\$821,818	\$957,682	\$986,100		\$28,418
Condos (Lower 50%) Home Price Index HPIp	\$451,033	\$532,100	\$533,597		\$1,497
Twnhs (Top 50%) Home Price Index HPIp	\$1,327,100	\$1,490,779	\$1,551,100		\$60,321
Twnhs (Lower 50%) Home Price Index HPIp	\$677,800	\$773,593	\$798,100		\$24,507

May 1 2017 Vancouver West Side Market Update (Attached)

**Current:** Vancouver West Side: a Sellers Market with 36 %SOLD Rate and 100% Sell/List Ratio. (This means an average of a \$0 Discount on a sale from the original list price)

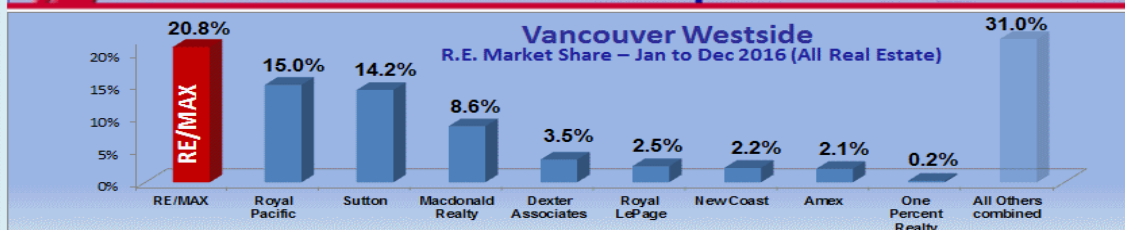
Most Active Range: Homes between \$300,000 - \$400,000 have 78.6 %SOLD rate.  
Least Active Range: Homes above \$1.5 mill. have 17.2 %SOLD rate.

**History:** Vancouver Westside's **Condos** Year-To-Date Home Price Index HPIp (Top 50%) shows that prices increased \$164,282.  
Vancouver Westside's **Condos** Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices increased \$82,564.  
Vancouver Westside's **Townhouses** Year-To-Date Home Price Index HPIp (Top 50%) shows that prices increased \$224,000.  
Vancouver Westside's **Townhouses** Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices increased \$120,300.  
\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** The last month Listing Inventory is 14% less than YTD. We project Vancouver Westside to be a continued sellers market. April's Real Estate Statistics show all Markets are now in Sellers Market and by most accounts, we are repeating the 2016 Market almost Furious Activity Levels. This Consumer Confidence Recovery is due in part to an increased demand from a Large Local Investor Component and Markedly Low Inventory Levels. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of \$23,408, which is close to the increase of \$22,505 that we saw in March, but this pales in comparison to the whopping \$32,589 Average increase in Fraser Valley. Last year our Single Family Markets peaked in June/July and we are forecasting a similar trend for this year. Currently 100% of the Attached Markets are increasing at a fast pace in Greater Vancouver's 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: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy Copyright: RMXReports.com

the RE/MAX Market Share 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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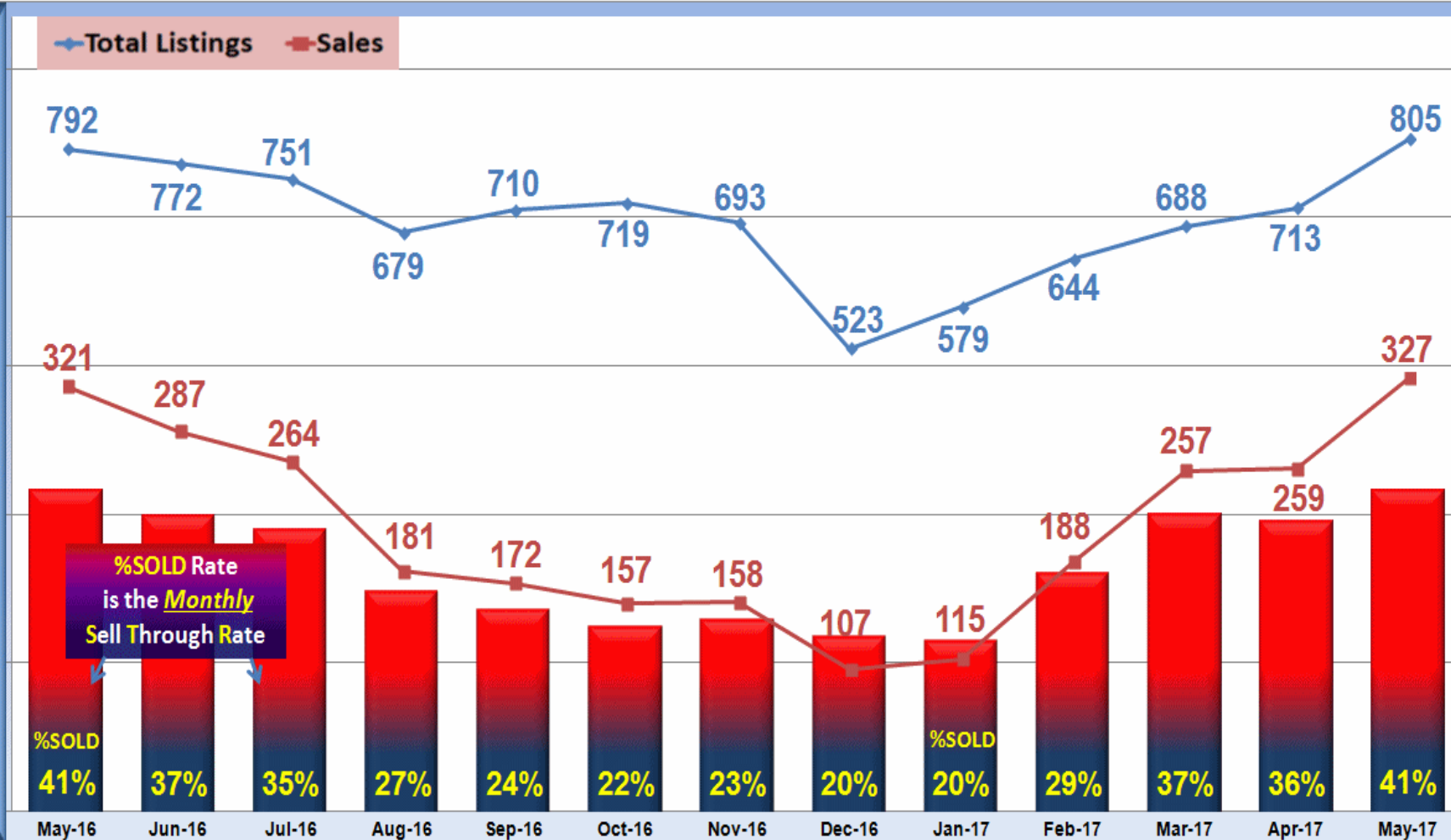




Market Analysis and Forecasting June 1/17 Vancouver Westside

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

Sales / Listings  
Monthly Totals



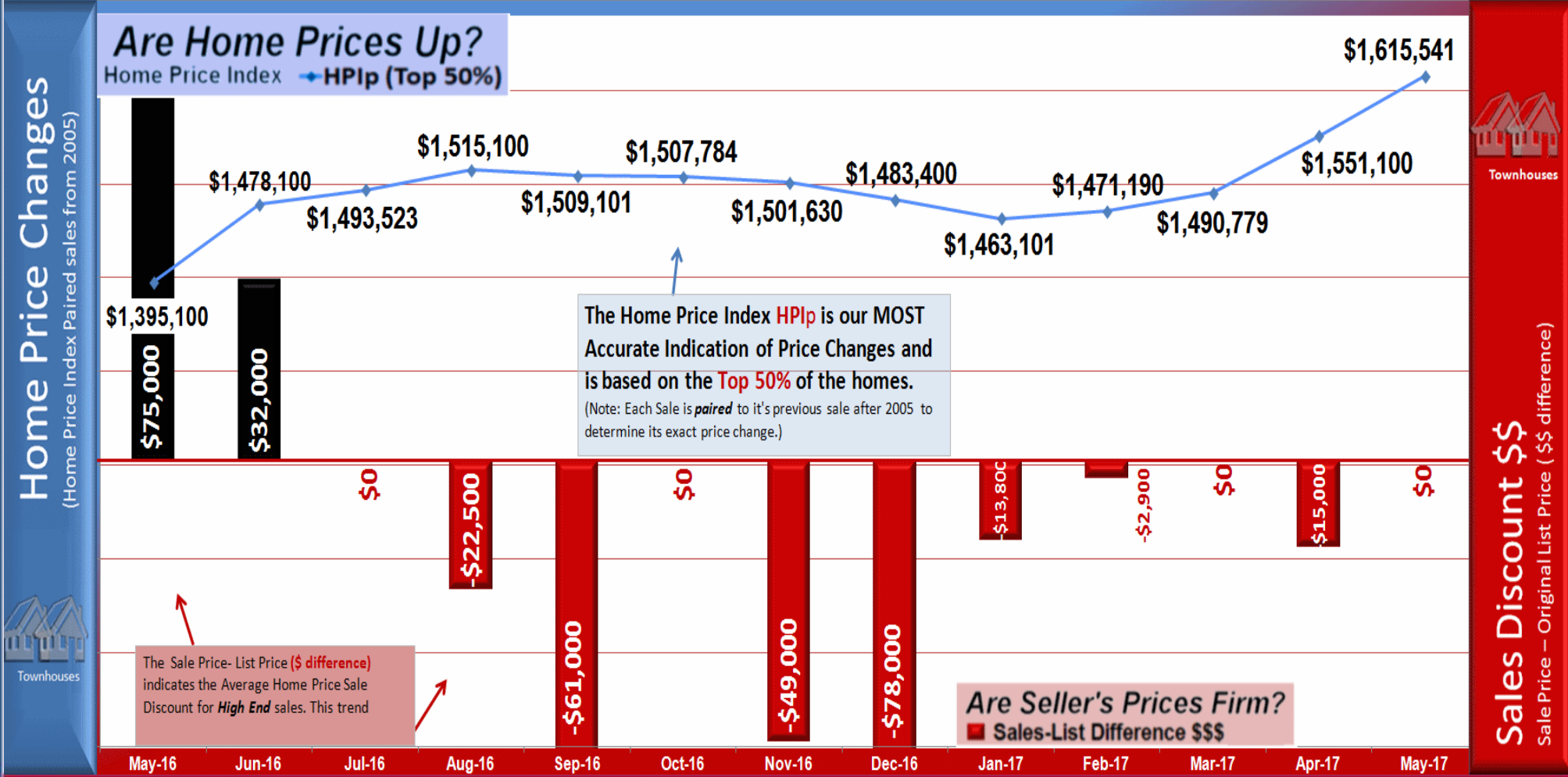
%SOLD Rate is the Monthly Sell Through Rate

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

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



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)

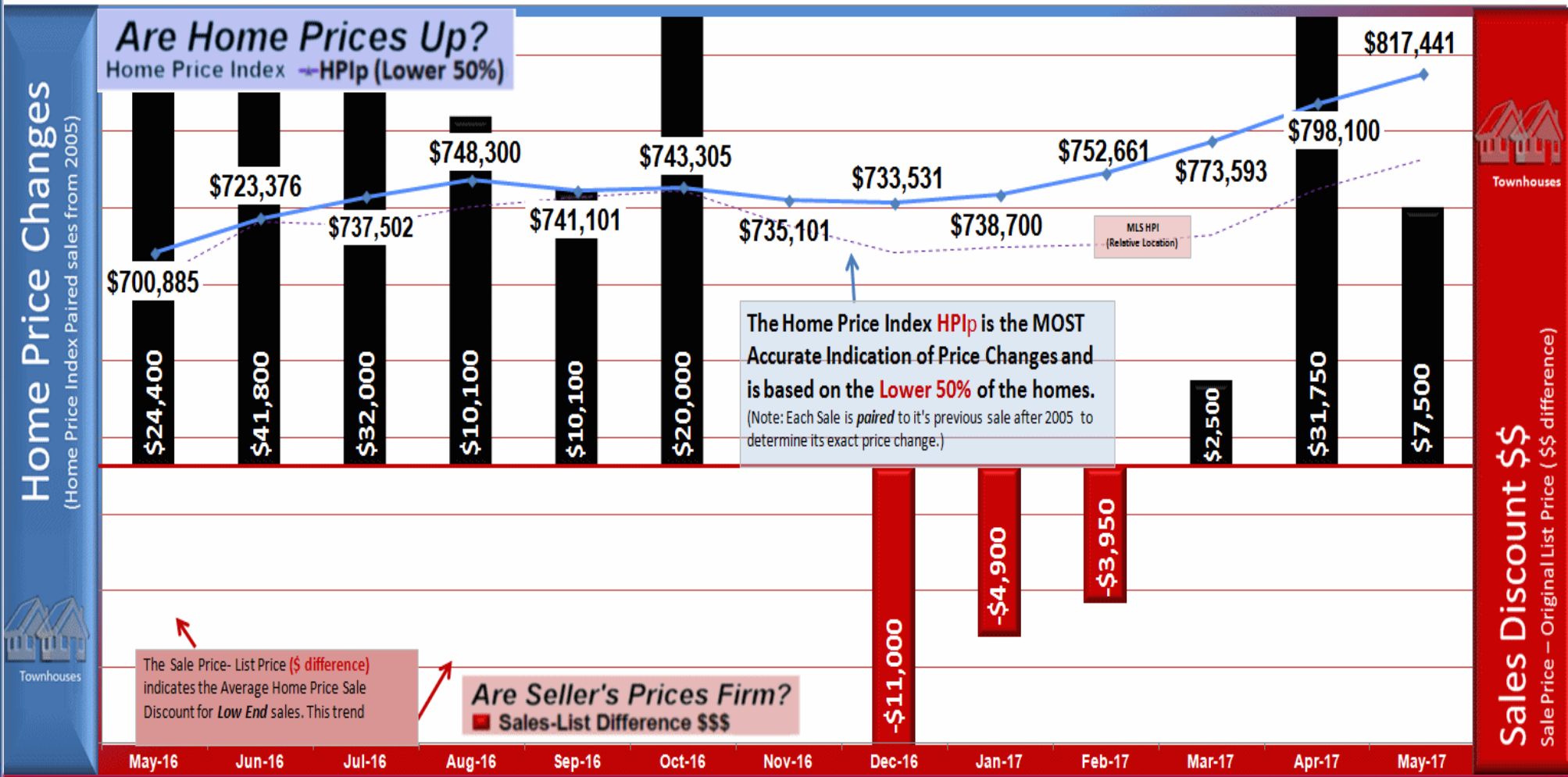


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Attached Vancouver West Side Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)



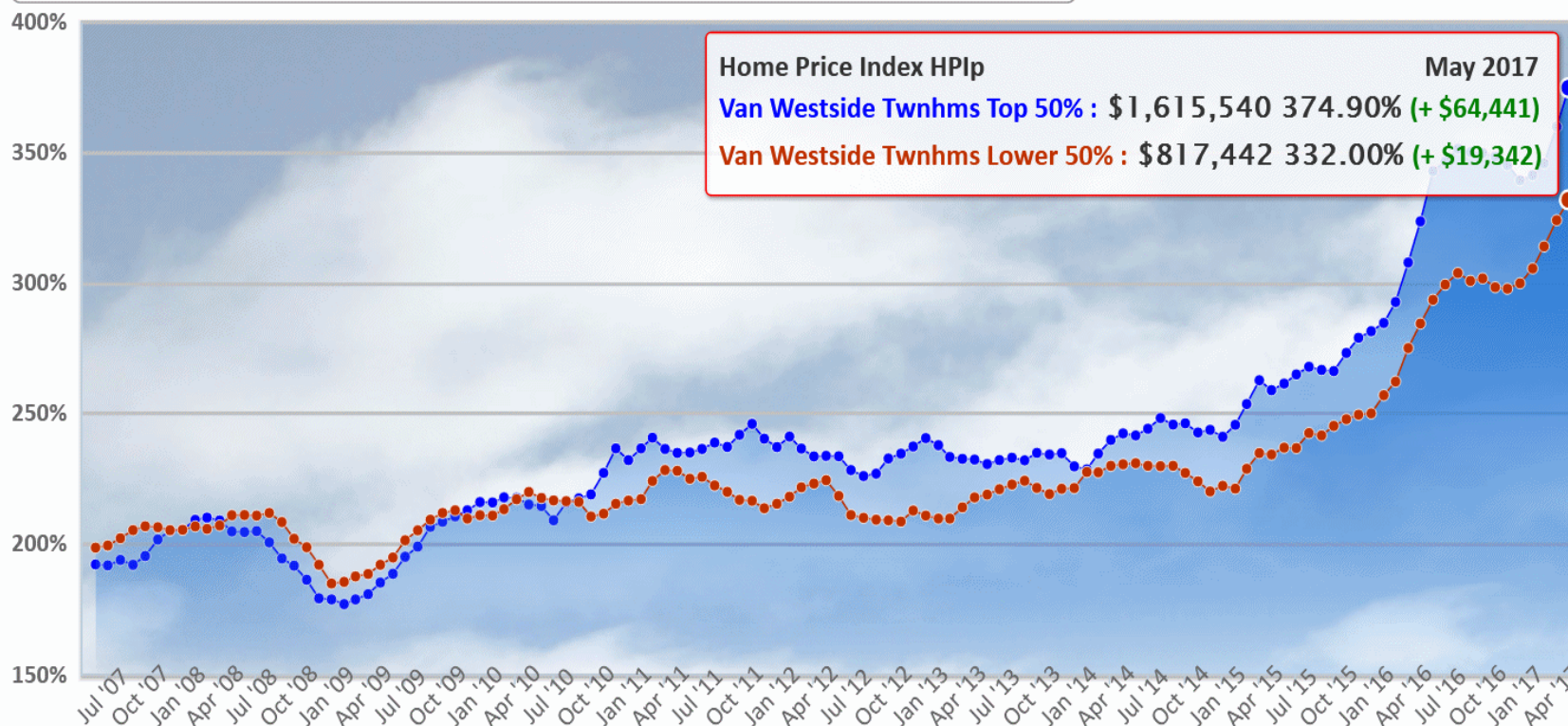
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Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



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



Monthly Home values

Date	Value
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
Jul 2016	% 346.60
Jun 2016	% 343.00

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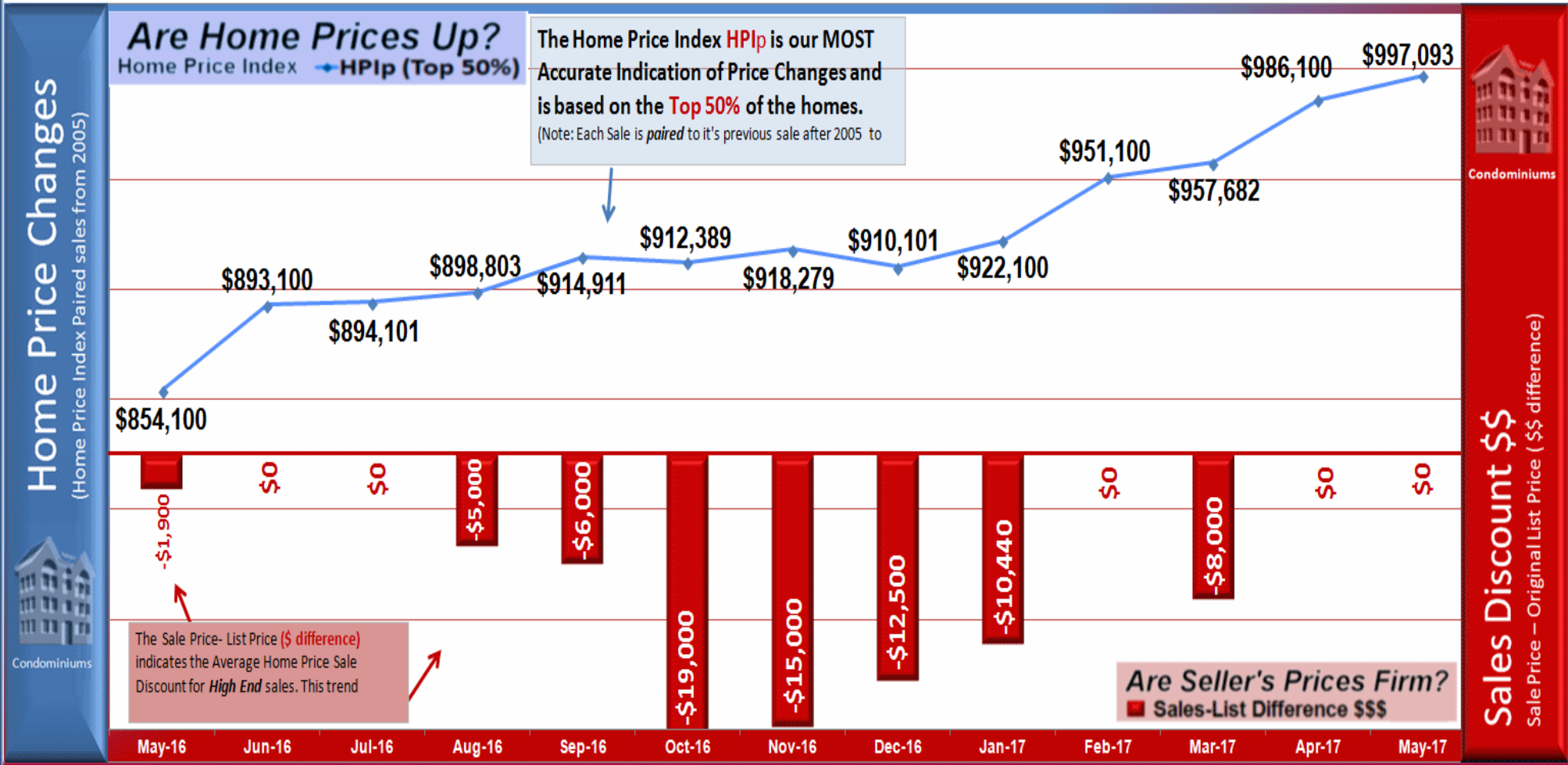


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Attached Vancouver West Side Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)



\*Home Price 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.



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)



Condominiums

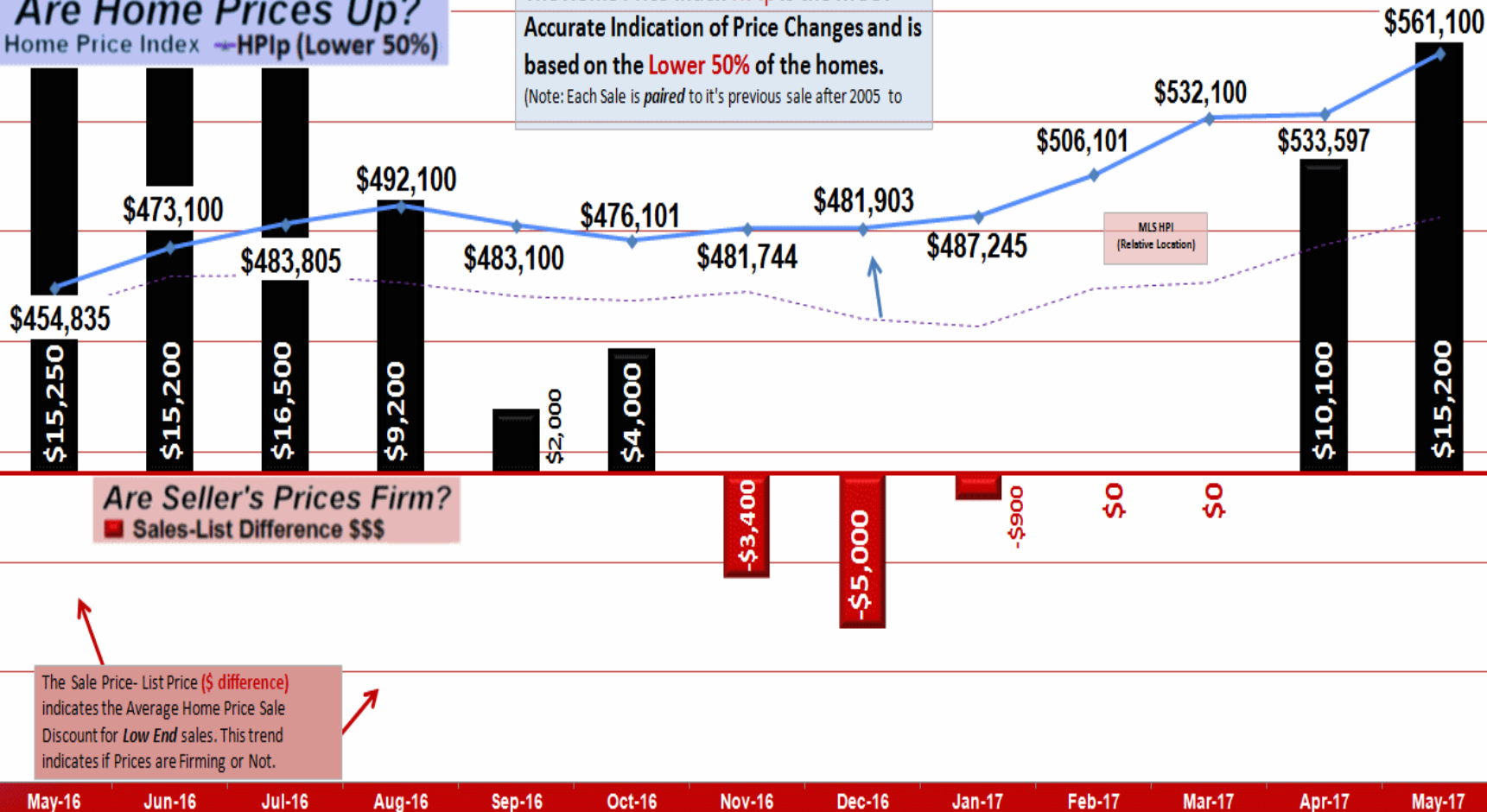
Sales Discount \$\$  
Sale Price - Original List Price (\$\$ difference)

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



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.

\*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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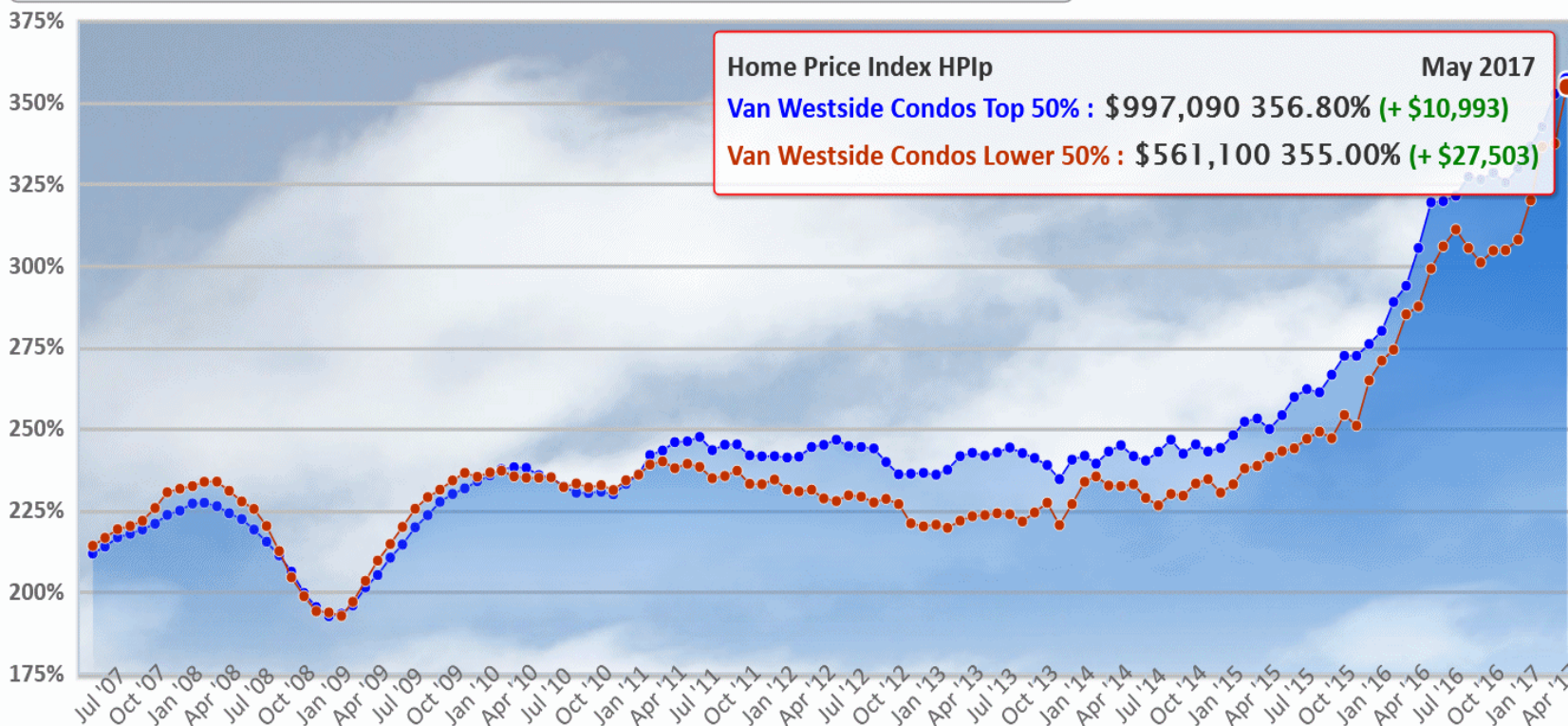




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Van Westside Condos Top 50% : HPIp Forecast+ Forecast-  
 Van Westside Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
May 2017	% 356.80
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
Jul 2016	% 319.90
Jun 2016	% 319.60

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\*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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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



## Judy Cheng

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### Market Analysis and Forecasting June 1/17 Richmond

Richmond Sub areas Statistics - May 2017						
Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Difference	%SOLD
Sea Island	3	1	10	97%	-\$18,000	33.3%
Bridgeport Fl	11	5	8	106%	\$24,000	45.5%
West Cambie	84	47	10	100%	\$0	56.0%
East Cambie	19	8	7	102%	\$16,000	42.1%
Terra Nova	13	8	28	97%	-\$25,600	61.5%
Riverdale Fl	11	7	6	103%	\$17,100	63.6%
Quilchena Fl	3	3	10	100%	\$0	100.0%
Granville	16	12	10	103%	\$10,750	75.0%
Seafair	6	6	11	99%	-\$5,450	100.0%
Boyd Park	14	12	11	102%	\$8,500	85.7%
Lackner	3	1	11	106%	\$46,000	33.3%
Steveston Village	5	2	7	99%	-\$9,900	40.0%
Steveston North	5	2	6	107%	\$21,550	40.0%
Steveston South	41	22	10	99%	-\$7,450	53.7%
Westwind	1	1	22	98%	-\$14,000	100.0%
Woodwards	9	2	3	97%	-\$11,900	22.2%
Broadmoor	15	8	24	100%	-\$1,450	53.3%
Garden City	11	6	17	100%	\$2,500	54.5%
Saunders	12	7	19	100%	\$0	58.3%
South Arm	10	9	46	99%	-\$5,000	90.0%
Brighthouse	232	102	8	100%	\$2,000	44.0%
Brighthouse South	115	54	8	106%	\$23,000	47.0%
McLennan North	93	56	9	101%	\$8,550	60.2%
Gilmore	0	0				0.0%
McLennan	0	0				0.0%
East Richmond	11	5	12	100%	\$0	45.5%
McNair	5	0				0.0%
Ironwood	14	8	15	99%	-\$4,400	57.1%
Hamilton Fl	10	6	6	101%	\$4,100	60.0%
<b>Total Activity</b>	<b>772</b>	<b>400</b>	<b>9</b>	<b>100%</b>	<b>\$1,100</b>	<b>52%</b>

Richmond List Price Ranges Statistics - May 2017						
Home Price Range	Total Listings	Sales	DOM	Sale Price	Sell - List \$Difference	%SOLD
0-\$200,000	13	8	10	101%	\$2,500	61.5%
\$200,001-\$300,000	38	26	9	100%	\$600	68.4%
\$300,001-\$400,000	93	61	7	104%	\$12,000	65.6%
\$400,001-\$500,000	124	73	8	105%	\$22,000	58.9%
\$500,001-\$600,000	108	62	9	102%	\$11,100	57.4%
\$600,001-\$700,000	104	46	9	100%	\$1,050	44.2%
\$700,001 and more	292	124	15	99%	-\$8,000	42.5%
<b>Total Activity</b>	<b>772</b>	<b>400</b>	<b>9</b>	<b>100%</b>	<b>\$1,100</b>	<b>52%</b>

Monthly Changes	May-16	Apr-17	May-17	6/1/2017	Change
Total Listings** (A,S,T,C,X)	1151	849	772		-77
Active Listings (1st of the month)	323	463	422	308	-114
Solds	391	353	400		47
DOM	11	11	9		-2
<b>%SOLD</b> (Sales/ Listings /monthly rate)	<b>34.0%</b>	<b>41.6%</b>	<b>51.8%</b>		<b>10.2%</b>
<b>Condos (Top 50%)</b> Home Price Index HI	\$478,100	\$588,100	\$608,484		\$20,384
<b>Condos (Lower 50%)</b> Home Price Index	\$267,652	\$336,959	\$346,645		\$9,686
<b>Twnhs (Top 50%)</b> Home Price Index HPI	\$873,159	\$905,419	\$941,100		\$35,681
<b>Twnhs (Lower 50%)</b> Home Price Index HI	\$512,274	\$610,100	\$628,974		\$18,874



#### June 1 2017 Richmond Market Update (Attached)

**Current:** Richmond is a Sellers Market with **52 % 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 \$200,000 - \$300,000 have **68.4 % SOLD** rate. **Least Active Range:** Homes above \$700,000 have **42.5 % SOLD** rate.

**History:** Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$130,384.  
 Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are increased \$78,993.  
 Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$67,941.  
 Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$116,699.

**Forecast:** May's Real Estate Statistics show **ALL 97** Markets are in a Strong Sellers Market and by most accounts, exceeding the 2016 Market Furious Activity Levels. This Consumer Confidence is largely due in part to an increased demand from a Large Local Investor Component and Lower Inventory Levels. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of \$40,337, which is a dramatic increase over the \$23,408 increase that we saw in April, and now surpasses the \$25,106 Average Increase in Fraser Valley.

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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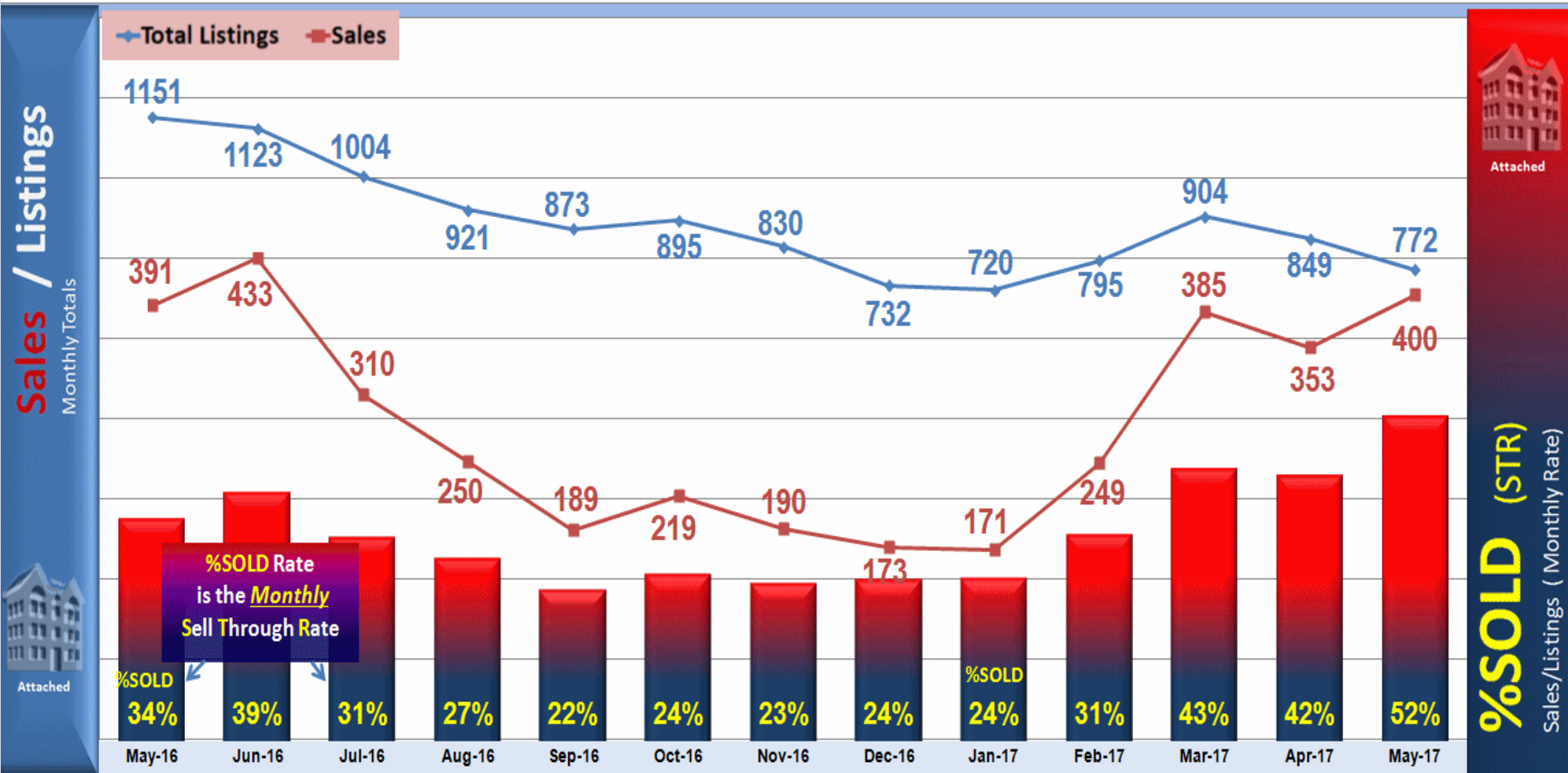
Market Analysis and Forecasting

June 1/17 Richmond

Attached

Richmond

Total Listings\*\*, Sales, and %SOLD Rates



Sales / Listings  
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings ( Monthly Rate)



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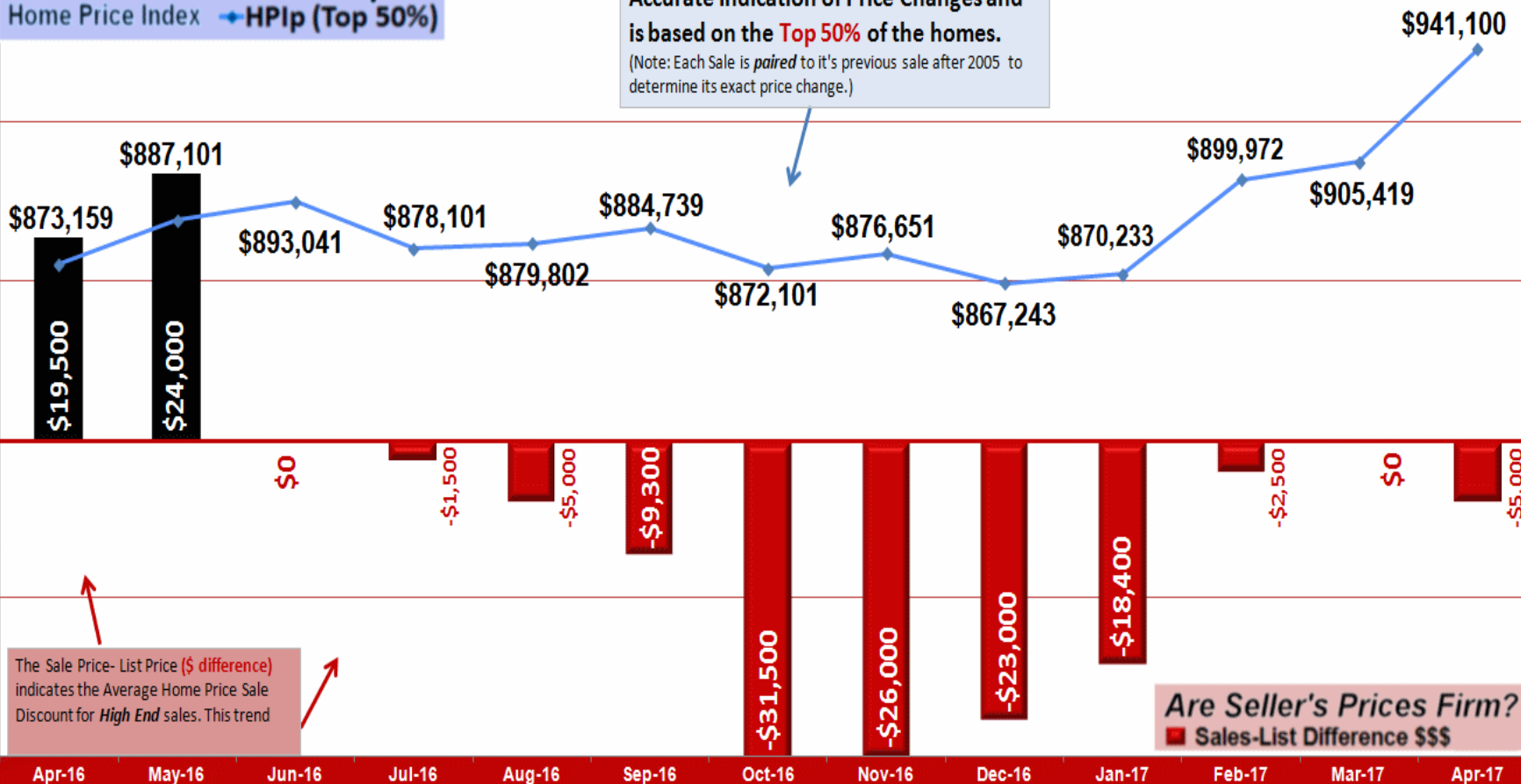
Attached Richmond Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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

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

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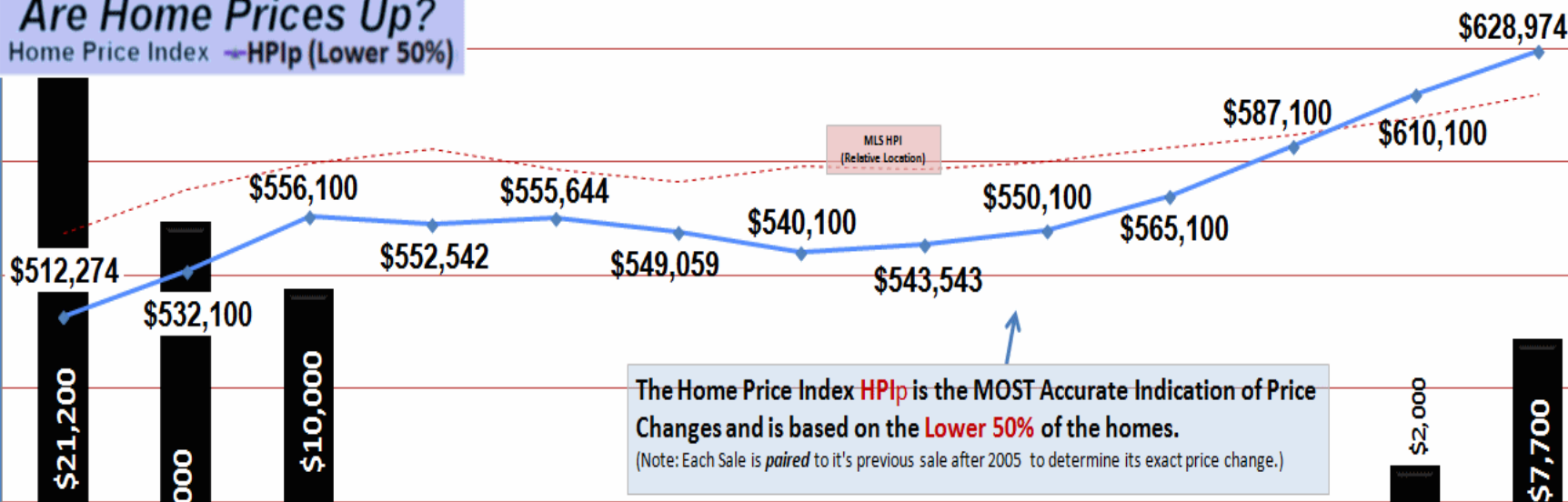
Attached

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)

### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

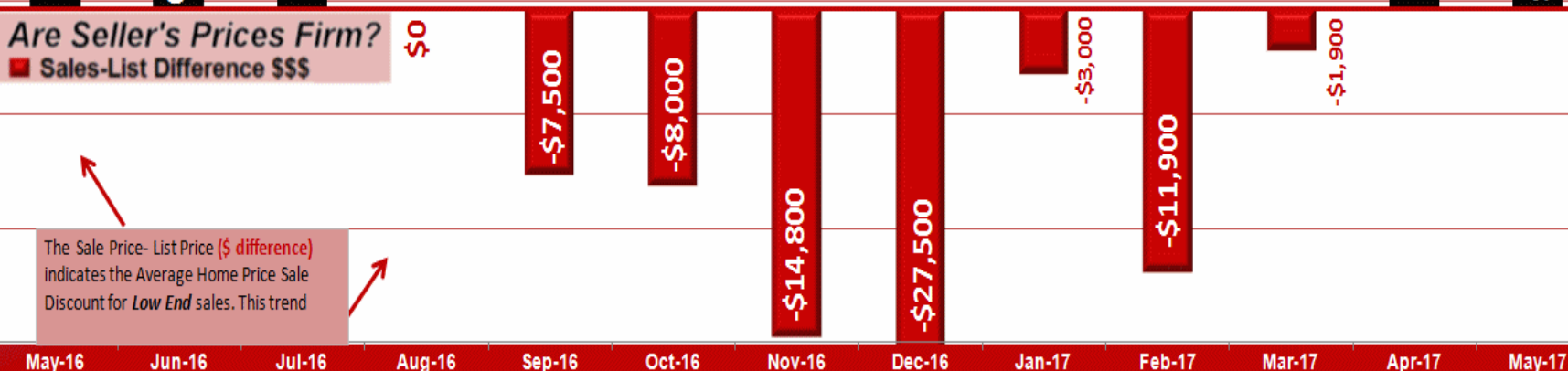


The Home Price Index HPIp is the MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.

(Note: Each Sale is paired to its 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 Low End sales. This trend

Home Price Changes

(Home Price Index Paired sales from 2005)



Townhouses



Townhouses

Sales Discount \$\$\$

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

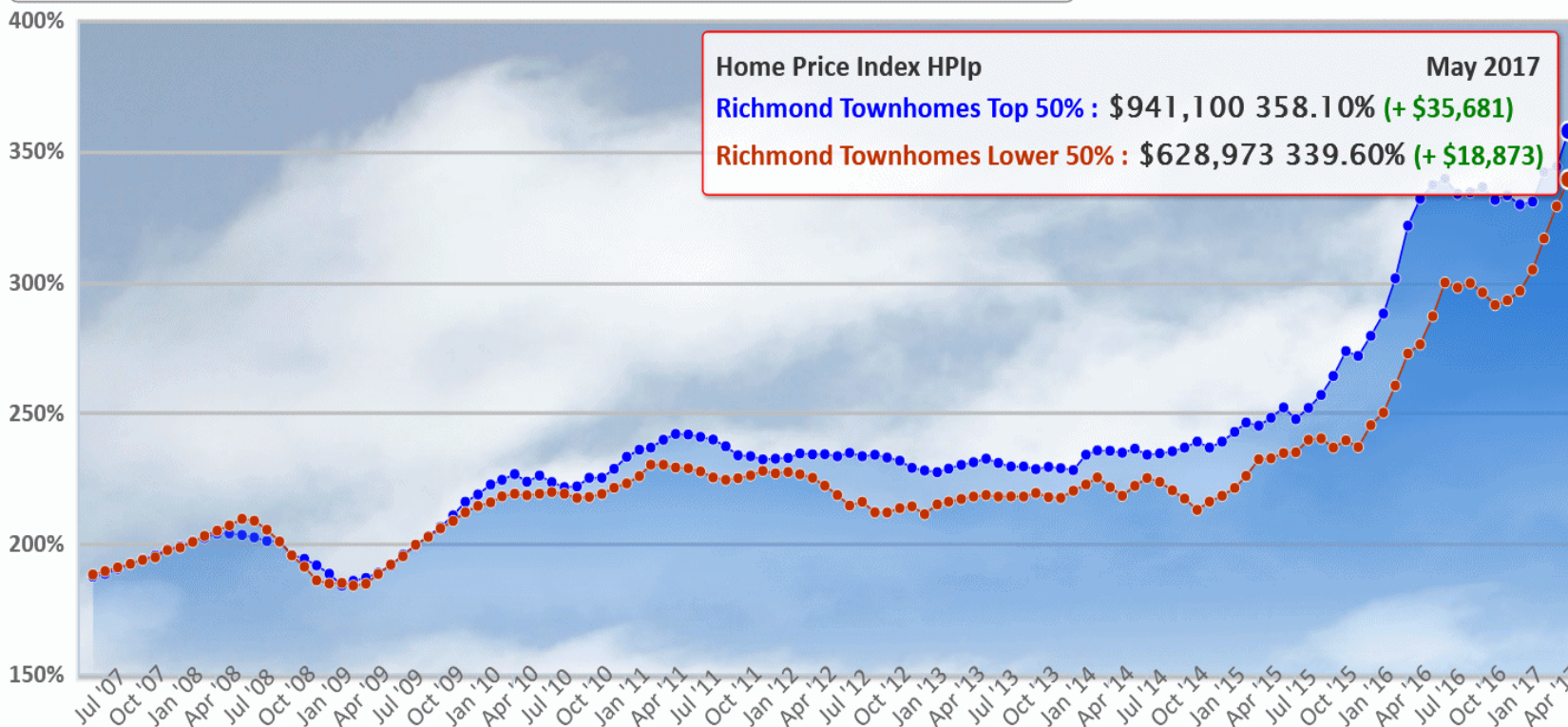
\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
May 2017	% 358.10
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
Jul 2016	% 339.80
Jun 2016	% 337.50

<< < 1 2 3 > >>



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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)

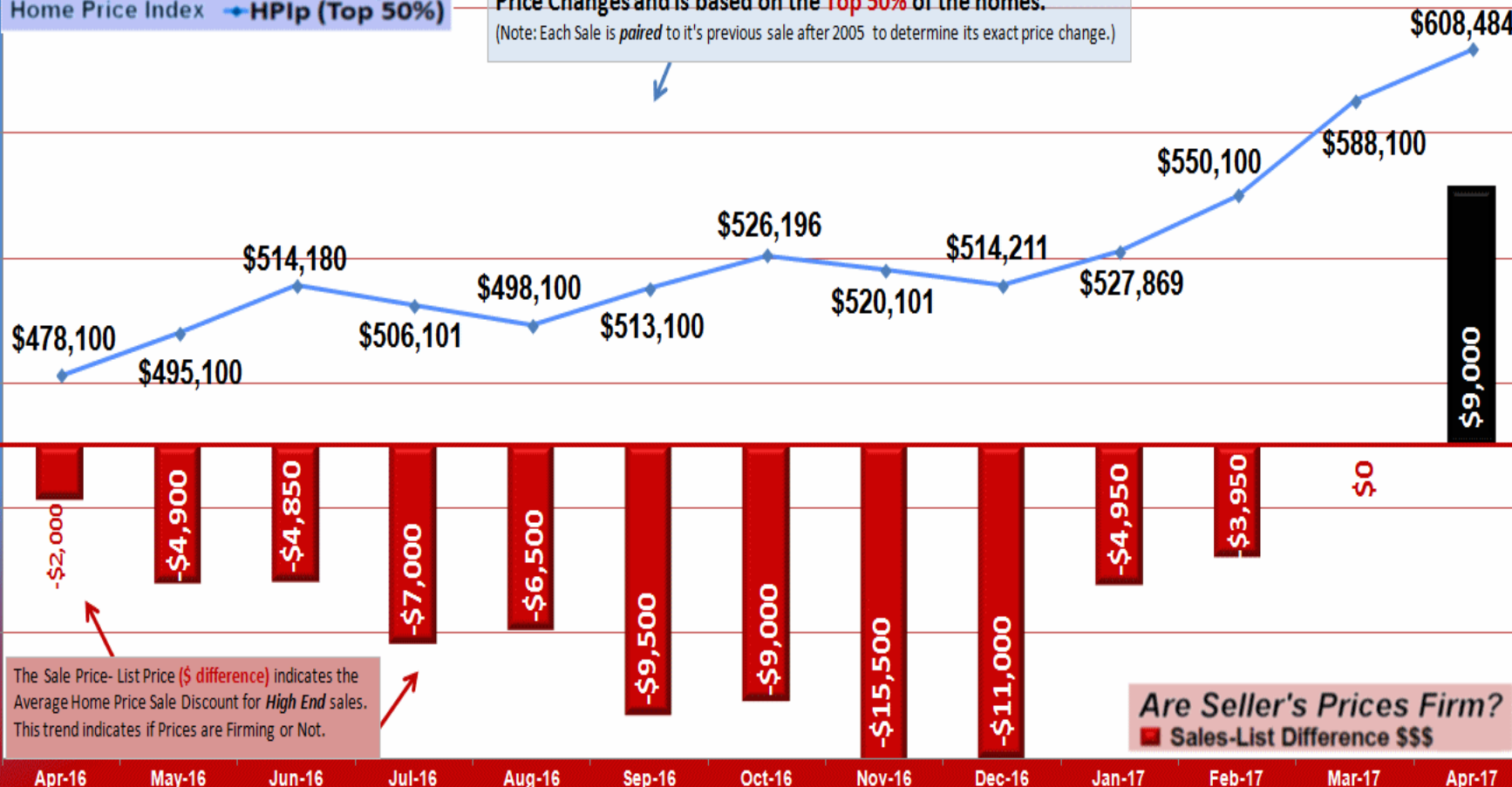


Condominiums

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 its 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 \$\$\$



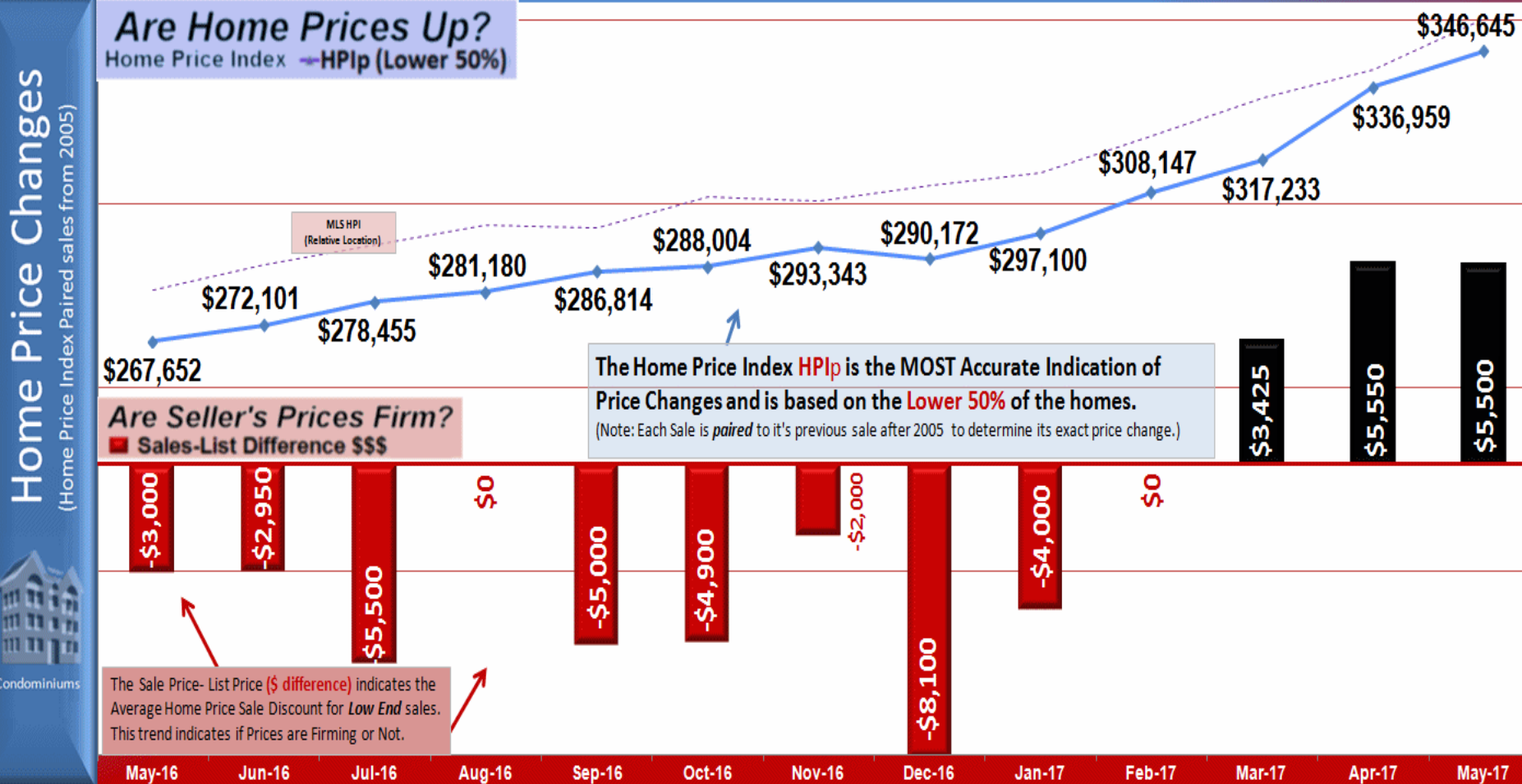
Condominiums

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. [More Details](#)  
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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)



Condominiums

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



Condominiums

\*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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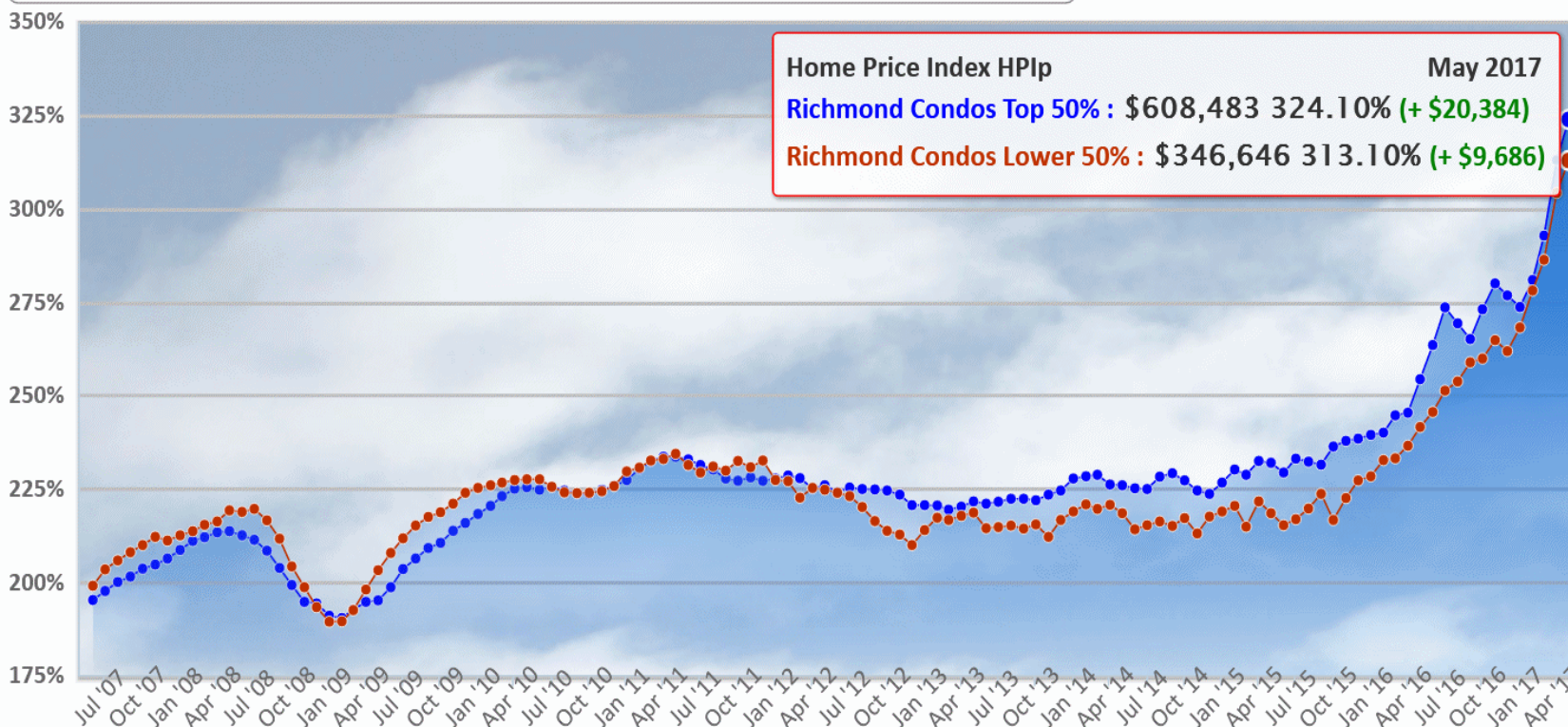




Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
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
Jul 2016	% 273.80
Jun 2016	% 263.70

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Area 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.



# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



## Judy Cheng

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### Market Analysis and Forecasting June 1/17 East Vancouver

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD
Champlain Heights	48	19	10	100%	\$0	39.6%
Collingwood Van. East	105	43	13	100%	-\$1,000	41.0%
Downtown VE	27	9	6	99%	-\$10,000	33.3%
Fraser VE	24	7	7	104%	\$23,200	29.2%
Fraserview VE	46	23	5	100%	\$0	50.0%
Grandview VE	48	19	7	105%	\$30,100	39.6%
Hastings	35	18	7	104%	\$22,000	51.4%
Hastings East	5	3	13	100%	\$0	60.0%
Killarney VE	13	4	12	100%	\$1,000	30.8%
Knight	20	6	10	100%	\$0	30.0%
Main	14	6	7	99%	-\$3,500	42.9%
Mount Pleasant VE	115	43	7	103%	\$25,112	37.4%
Renfrew VE	15	3	10	102%	\$12,000	20.0%
Renfrew Heights	1	0				0.0%
South Vancouver	5	0				0.0%
Victoria VE	55	10	9	104%	\$35,550	18.2%
<b>Total Activity</b>	<b>576</b>	<b>213</b>	<b>8</b>	<b>100%</b>	<b>\$0</b>	<b>37%</b>

Home Price Range	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD
\$0-\$300,000	14	5	4	102%	\$5,000	35.7%
\$300,001-\$400,000	70	31	7	100%	\$100	44.3%
\$400,001-\$500,000	115	55	7	101%	\$7,100	47.8%
\$500,001-\$600,000	68	28	8	102%	\$8,550	41.2%
\$600,001-\$700,000	65	30	8	100%	\$0	46.2%
\$700,001-\$800,000	60	22	10	101%	\$7,550	36.7%
\$800,001 and more	184	42	8	100%	\$0	22.8%
<b>Total Activity</b>	<b>576</b>	<b>213</b>	<b>8</b>	<b>100%</b>	<b>\$0</b>	<b>37%</b>

Monthly Changes Summary	Apr-16	Mar-17	Apr-17	5/1/2017	Change
Total Listings** (A,S,T,C,X)	421	562	576		14
Active Listings (1st of the month)	233	298	298	321	23
Solds	247	225	213		-12
DOM	8	9	8		-1
%SOLD (Sales/ Listings /mthly rate)	59%	40%	37%		-3%
<b>Condos (Top 50%) Home Price Index HPIp</b>	<b>\$590,101</b>	<b>\$654,203</b>	<b>\$657,792</b>		<b>\$3,589</b>
<b>Condos (Lower 50%) Home Price Index HPIp</b>	<b>\$334,100</b>	<b>\$416,287</b>	<b>\$418,063</b>		<b>\$1,776</b>
<b>Twnhs (Top 50%) Home Price Index HPIp</b>	<b>\$853,347</b>	<b>\$996,100</b>	<b>\$1,003,917</b>		<b>\$7,817</b>
<b>Twnhs (Lower 50%) Home Price Index HPIp</b>	<b>\$569,784</b>	<b>\$632,754</b>	<b>\$638,654</b>		<b>\$5,900</b>

#### May 1 2017 East Vancouver Market Update (Attached)

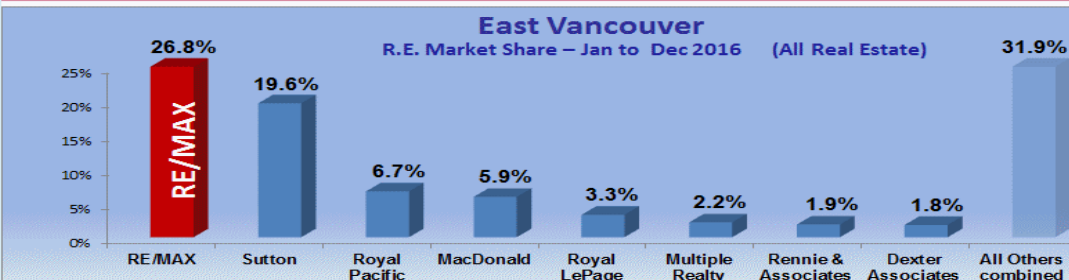
**Current:** East Vancouver has a Sellers Market with **37% SOLD** rate and a 100% Sell/List Ratio. (This means an average of a \$0 Discount on a sale from the original list price)

Most Active Range: Homes between \$400,000 - \$500,000 have **47.8 %SOLD** rate.  
 Least Active Range: Homes above \$800,000 have **22.8 %SOLD** rate.

**History:** East Vancouver's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$67,691.  
 East Vancouver's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$83,963.  
 East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$150,570.  
 East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$68,871.  
 \*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** The last month listing inventory 37% more than the same month last year. There were 155 new listings beyond the recent sales. We project East Vancouver to be a Sellers Market.

### #1 the RE/MAX Market Share Reports



April's Real Estate Statistics show all Markets are now in Sellers Market and by most accounts, we are repeating the 2016 Market almost Furious Activity Levels. This Consumer Confidence Recovery is due in part to an increased demand from a Large Local Investor Component and Markedly Low Inventory Levels. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of \$23,408, which is close to the increase of \$22,505 that we saw in March, but this pales in comparison to the whopping \$32,589 Average increase in Fraser Valley. Last year our Single Family Markets peaked in June/July and we are forecasting a similar trend for this year.

Currently 100% of the Attached Markets are increasing at a fast pace in Greater Vancouver's 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: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy Copyright: RMXReports.com

\*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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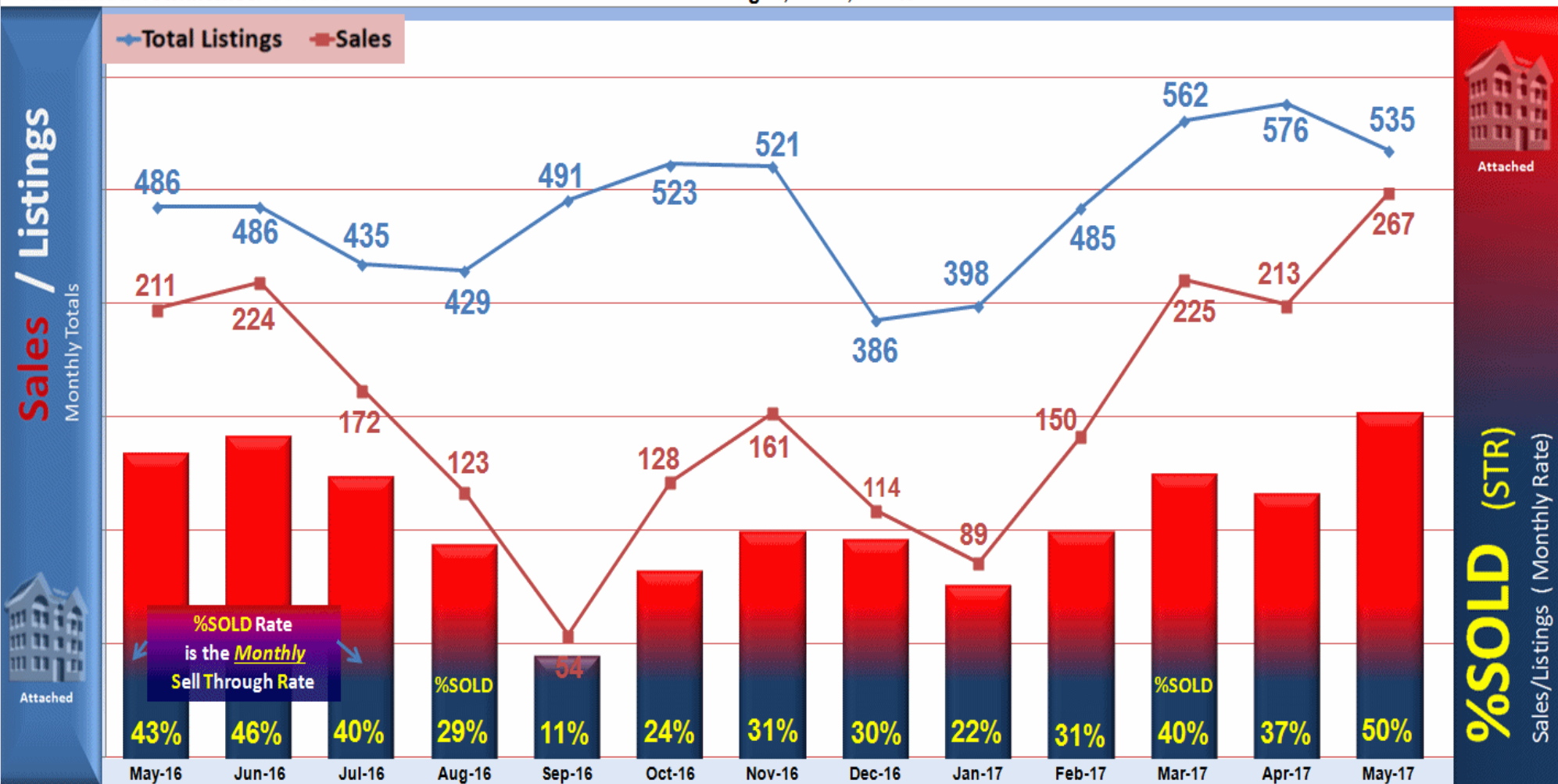




Attached Townhomes/ Condos

East Vancouver

Total Listings, Sales, and %SOLD rates



Sales / Listings

Monthly Totals



Attached

%SOLD (STR)

Sales/Listings ( Monthly Rate)



Attached

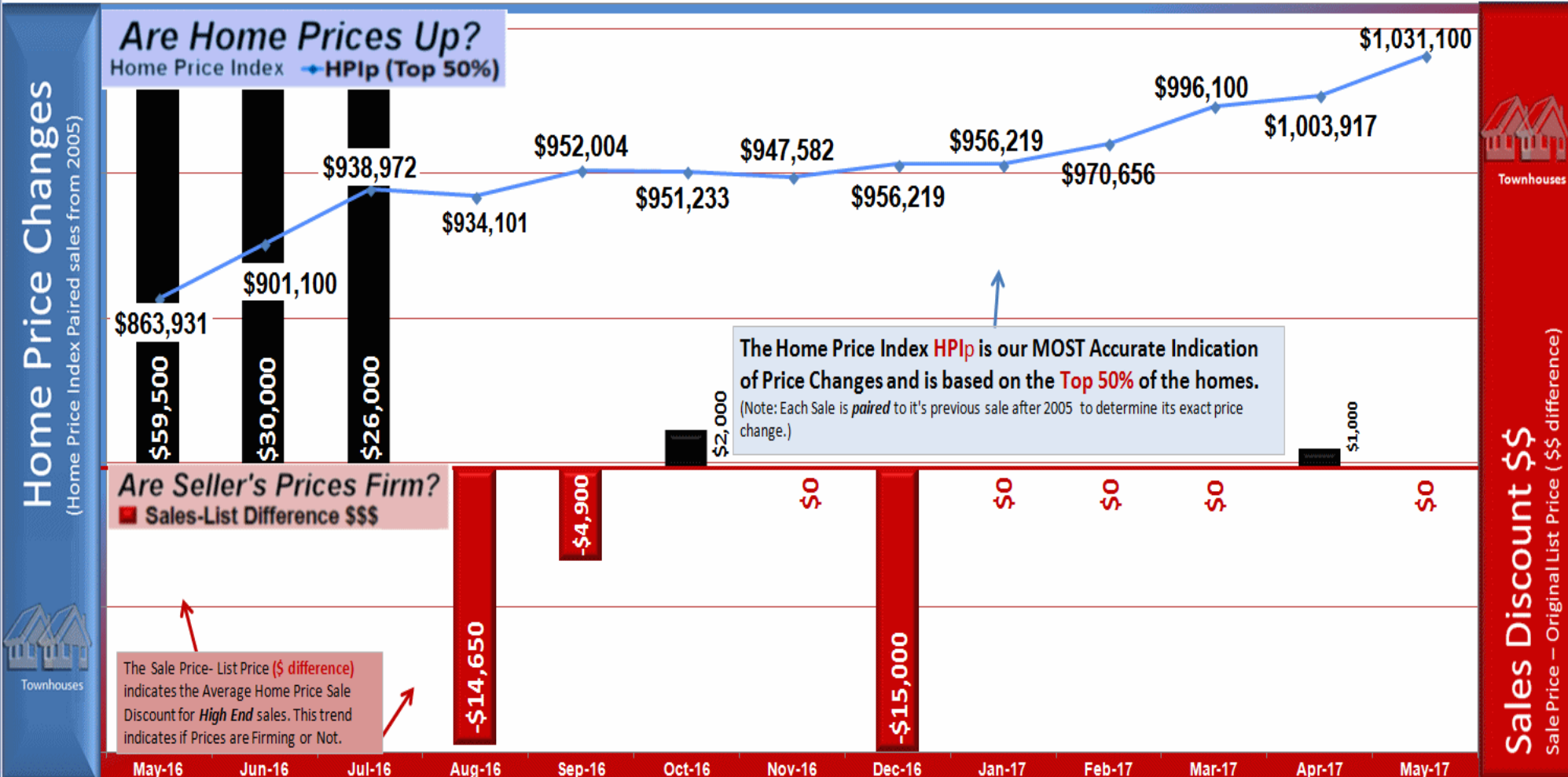
%SOLD Rate is the Monthly Sell Through Rate

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





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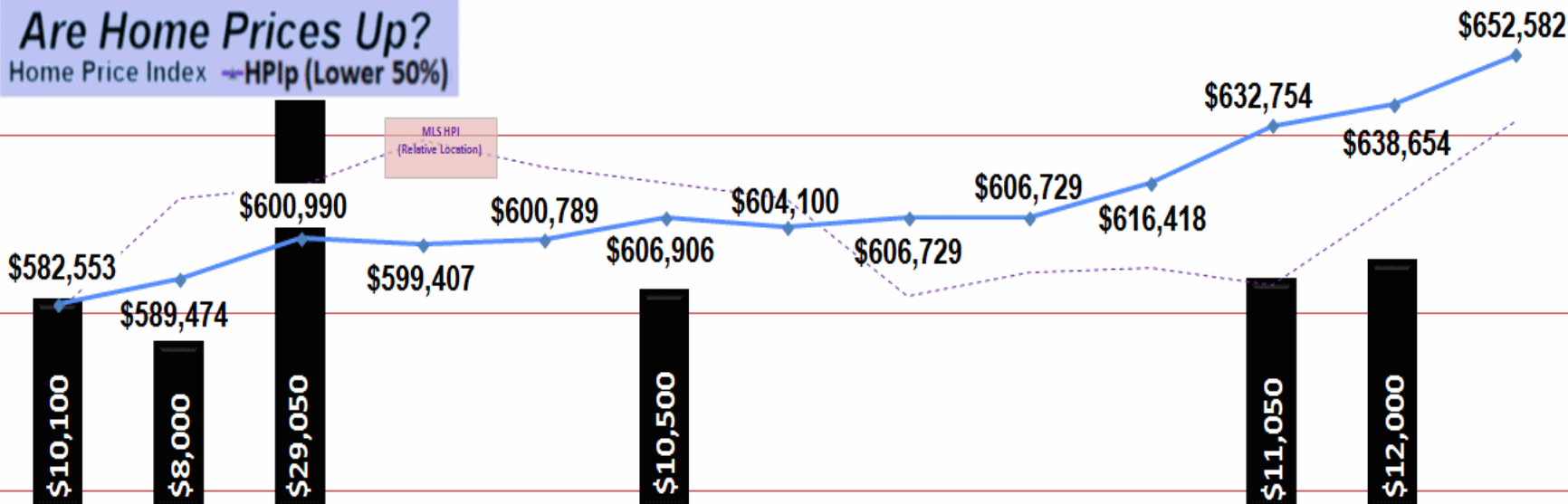
Attached East Vancouver Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes

(Home Price Index Paired sales from 2005)

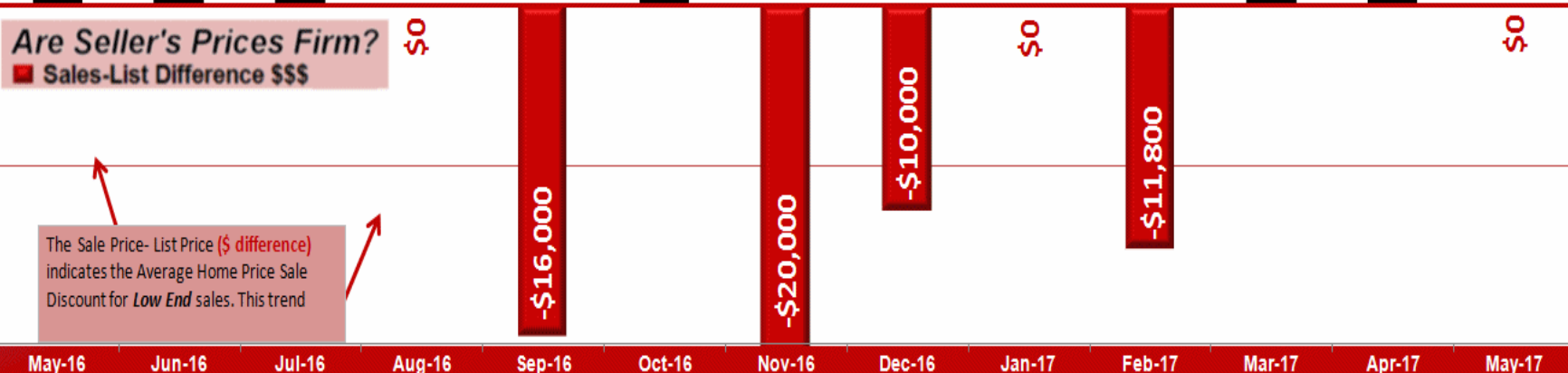
Are Home Prices Up?

Home Price Index - HPIp (Lower 50%)



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



Townhouses

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



Townhouses

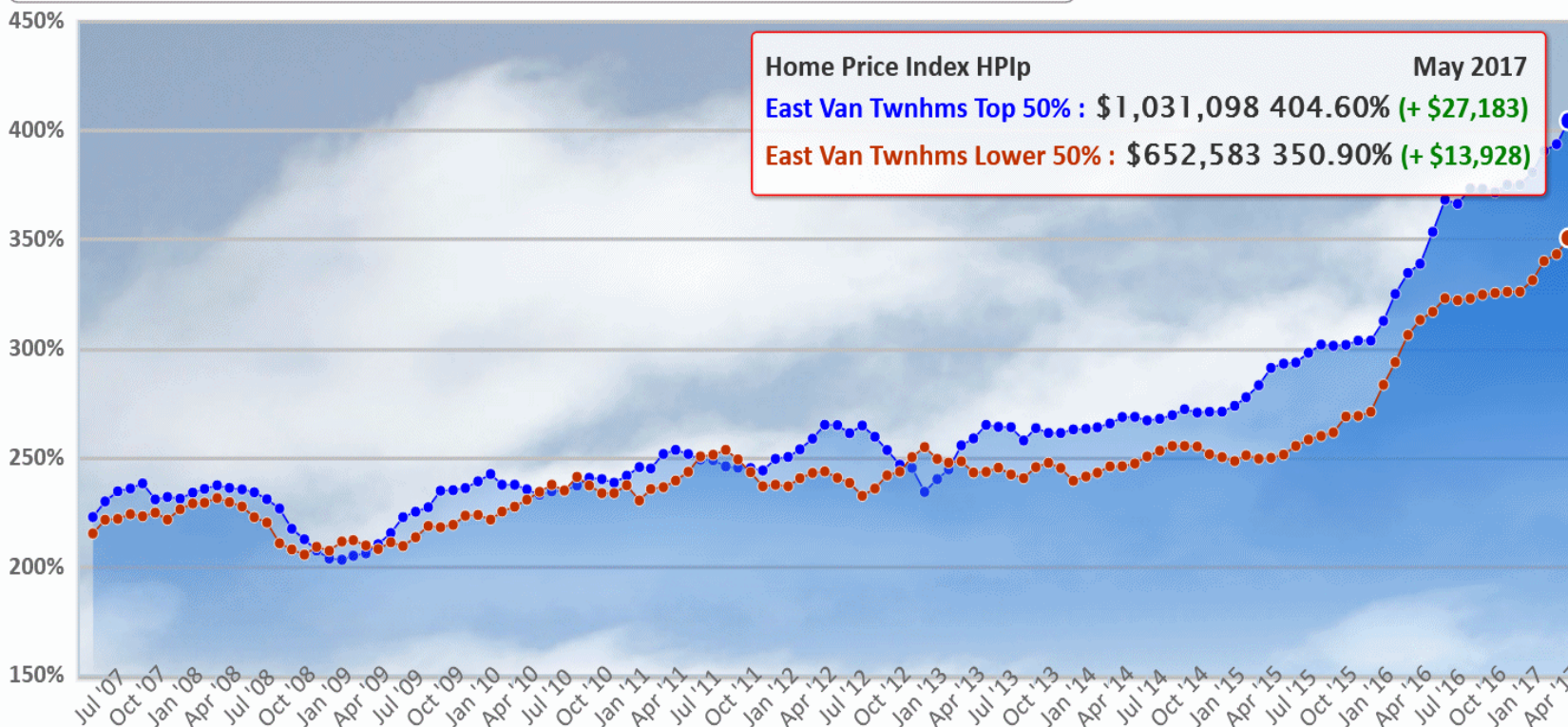
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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
May 2017	% 404.60
Apr 2017	% 393.90
Mar 2017	% 390.80
Feb 2017	% 380.90
Jan 2017	% 375.20
Dec 2016	% 375.20
Nov 2016	% 371.80
Oct 2016	% 373.20
Sep 2016	% 373.50
Aug 2016	% 366.50
Jul 2016	% 368.40
Jun 2016	% 353.60

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Drop over 50% ZOOM in

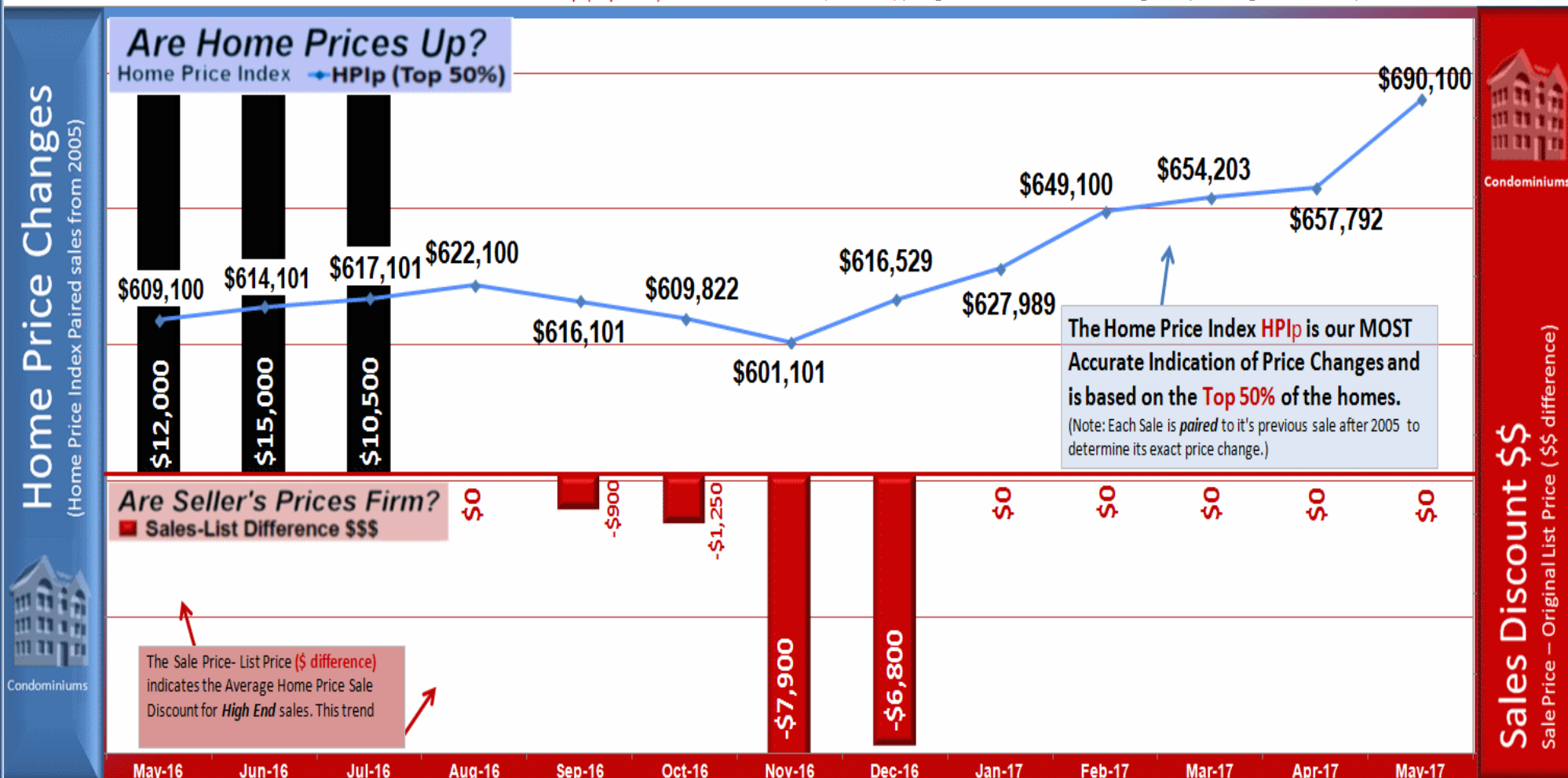


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Attached East Vancouver Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)



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



Condominiums

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

\*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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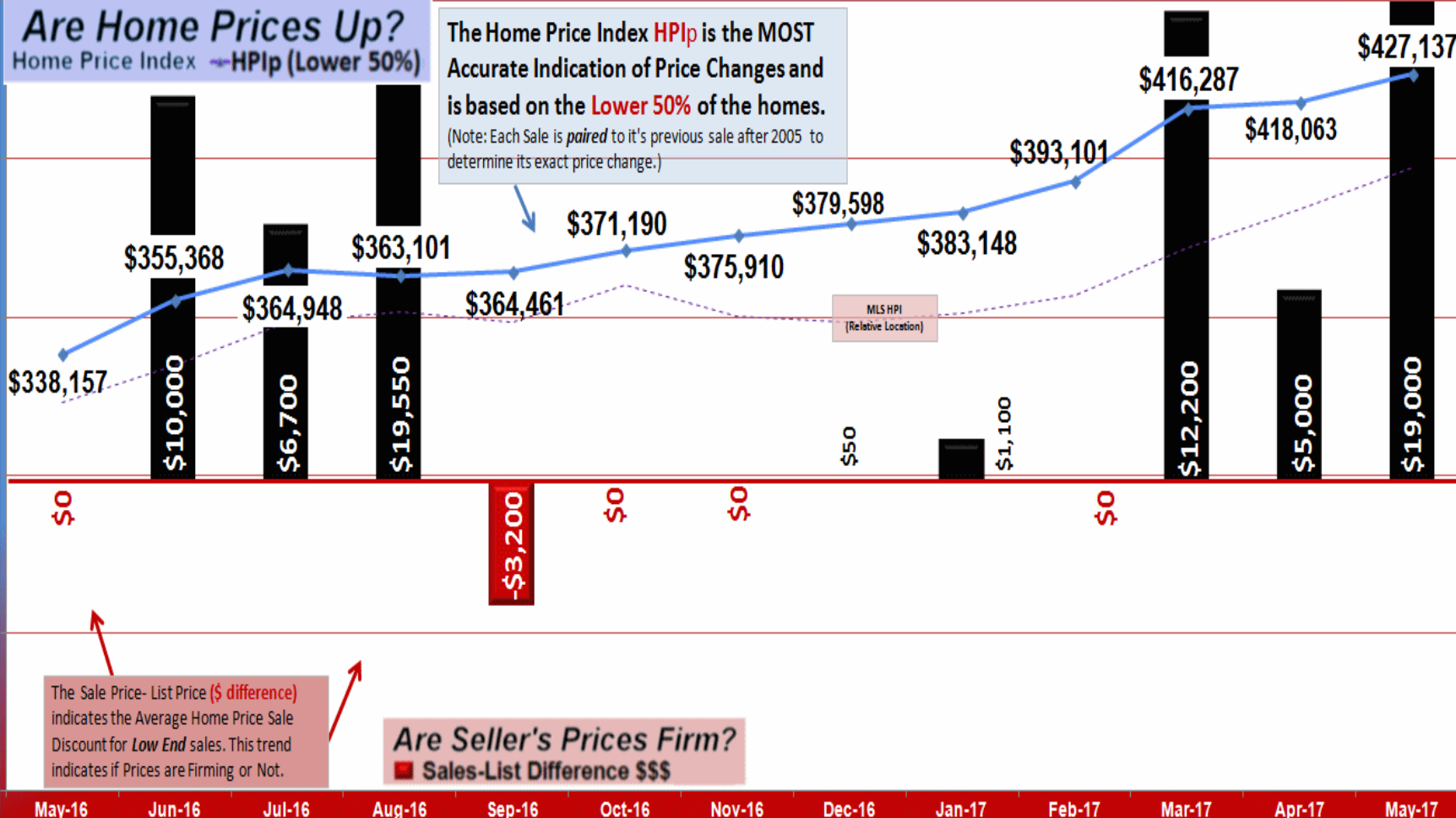


Attached East Vancouver Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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 its 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 \$\$\$



Condominiums

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

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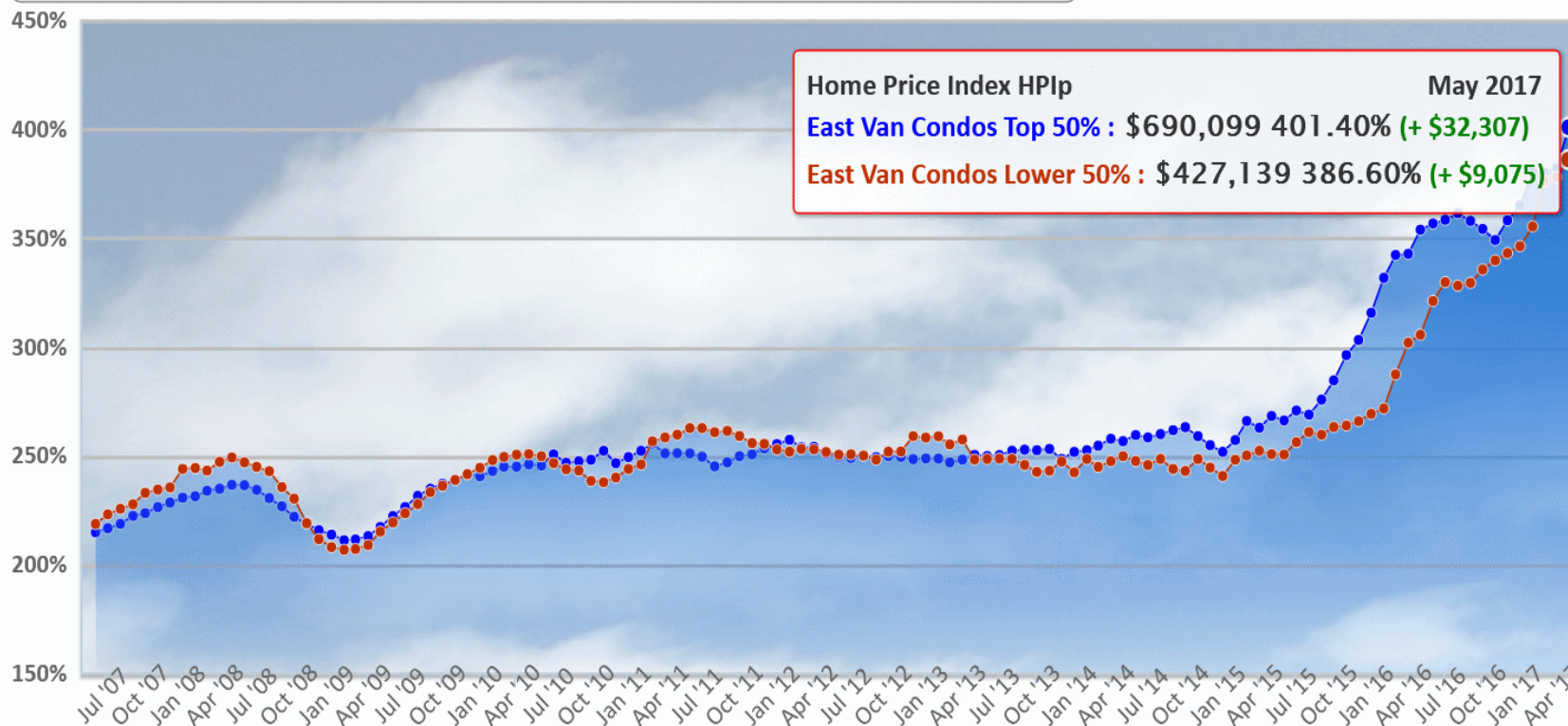




Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
May 2017	% 401.40
Apr 2017	% 382.60
Mar 2017	% 380.50
Feb 2017	% 380.70
Jan 2017	% 365.30
Dec 2016	% 358.60
Nov 2016	% 349.60
Oct 2016	% 354.70
Sep 2016	% 358.40
Aug 2016	% 361.90
Jul 2016	% 358.90
Jun 2016	% 357.20

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Drop over 50% in 2009 in



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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

