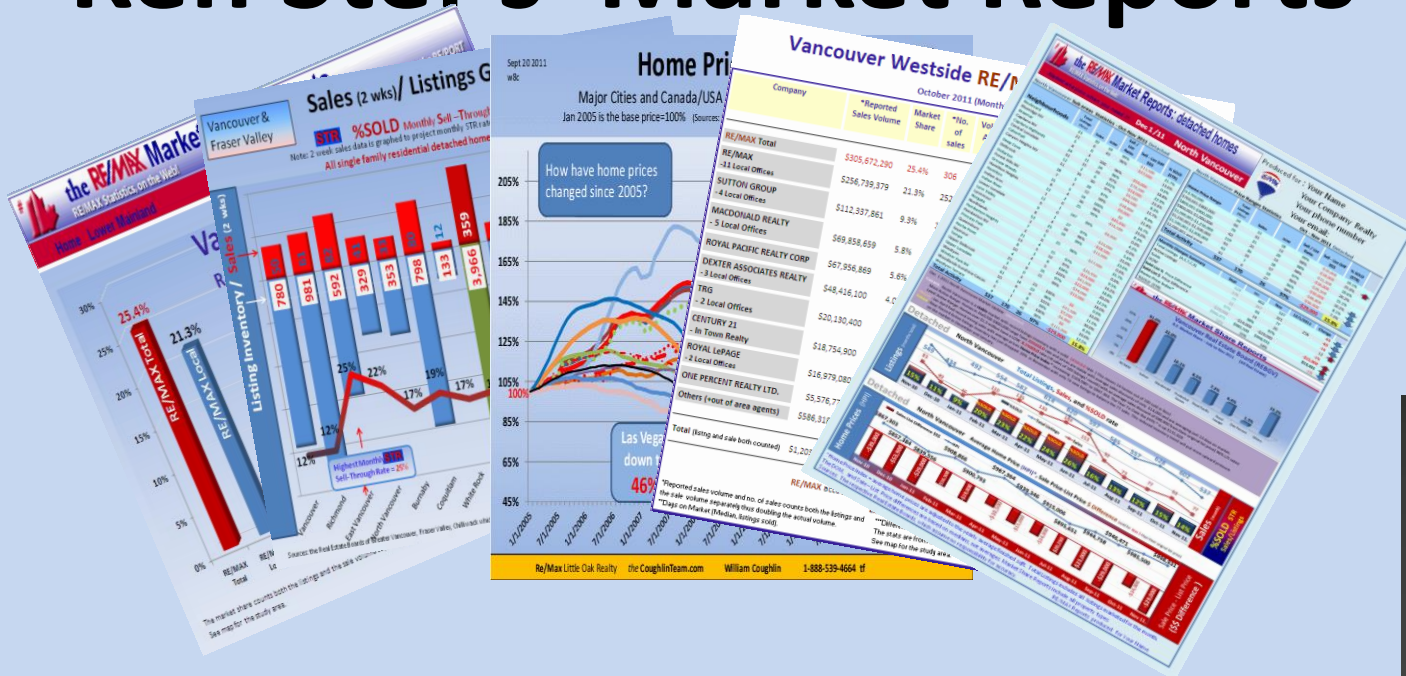


Market Analysis and Forecasting

Market Analysis and Forecasting

Ken Stef's Market Reports



Advanced Marketing Tools

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Detached

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

Attached

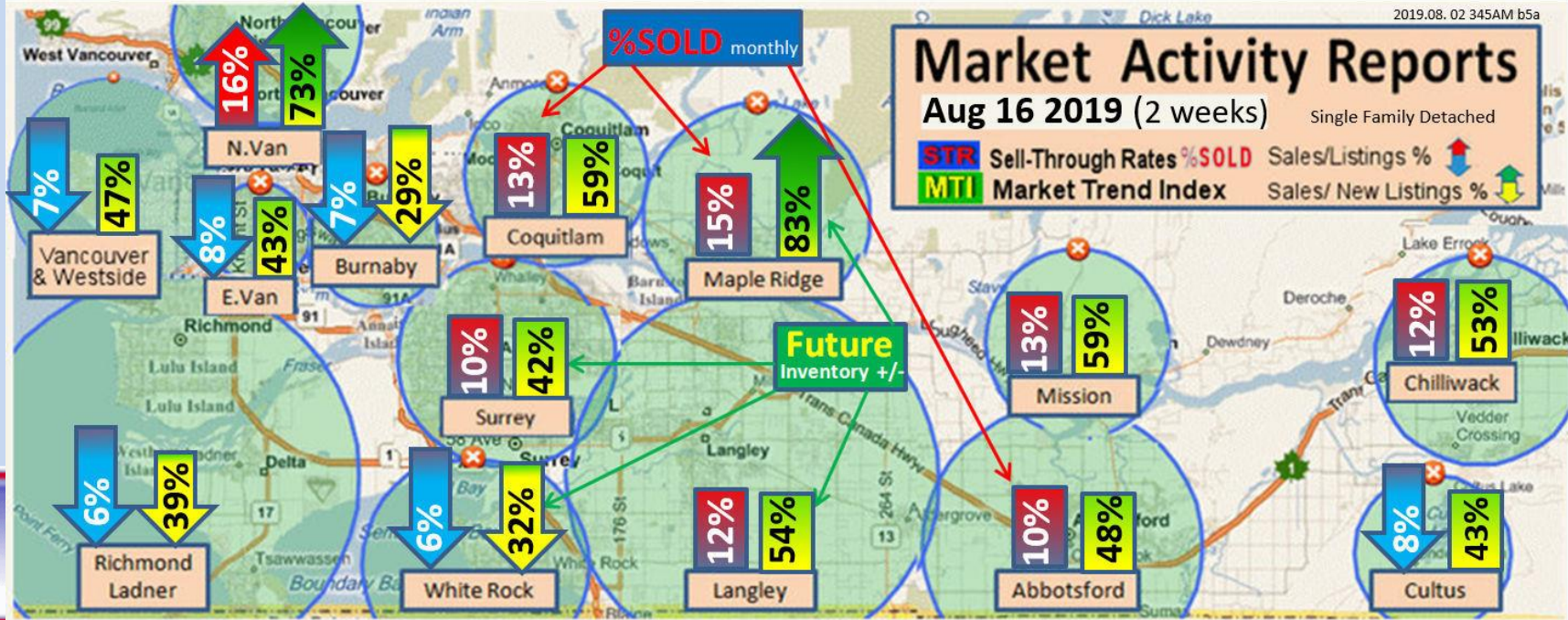
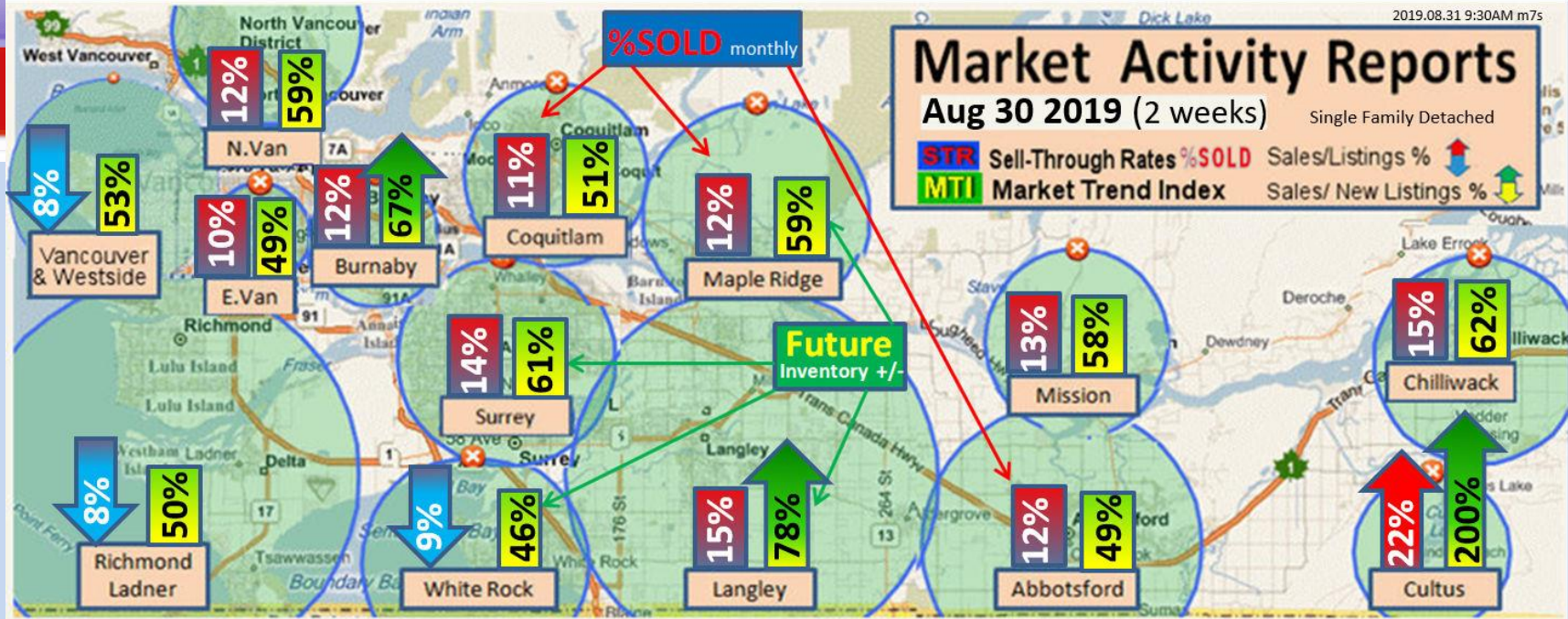
- [Downtown-West End](#)
- [East Vancouver](#)
- [Vancouver Westside](#)

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



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Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

Aug 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

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Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

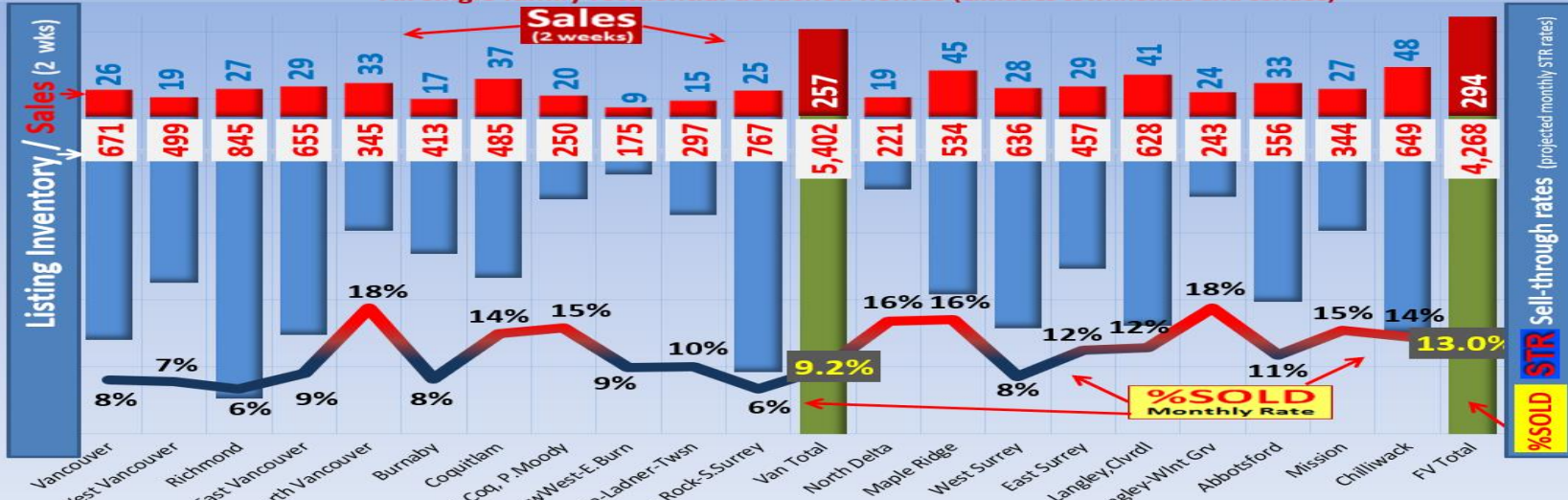
Aug 16 2019 (2 weeks)

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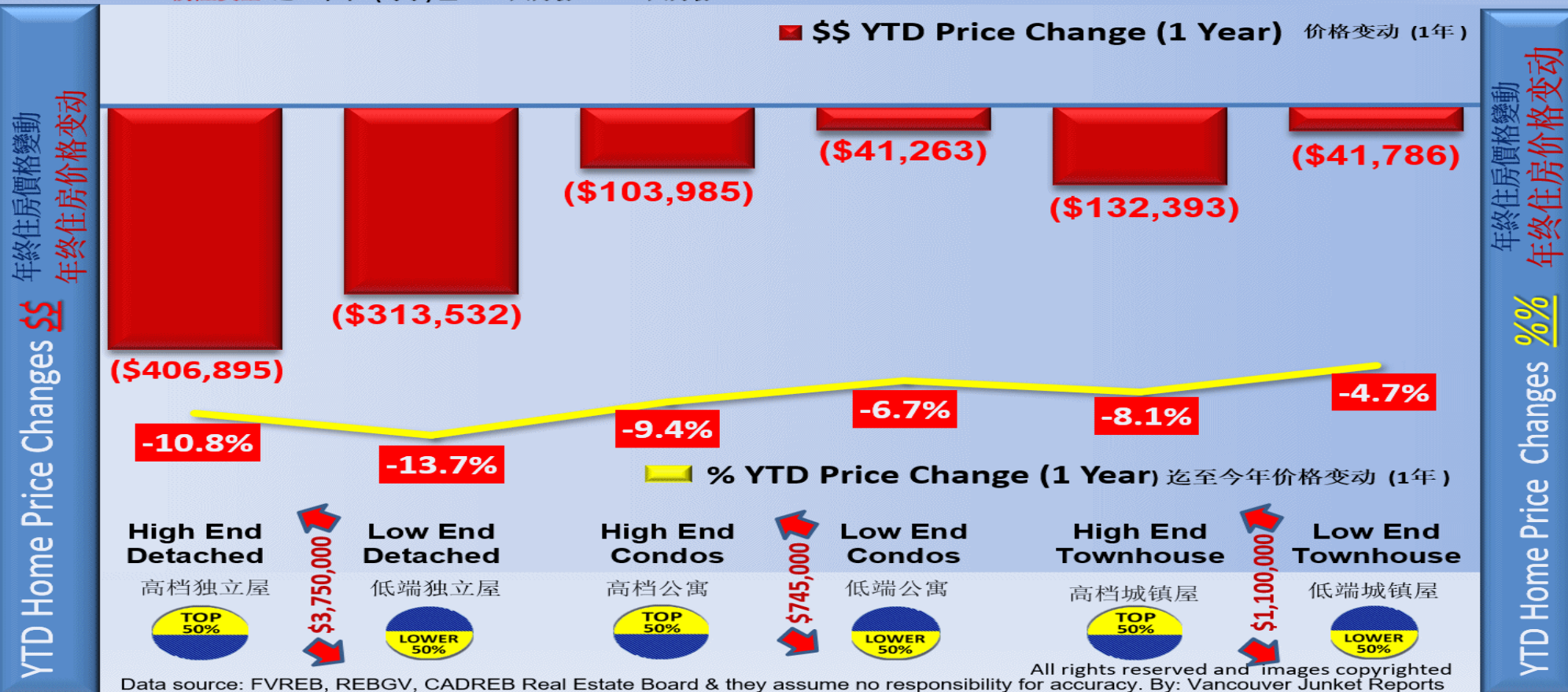
Vancouver Westside Real Estate Price Changes(\$/%)

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 HPIp



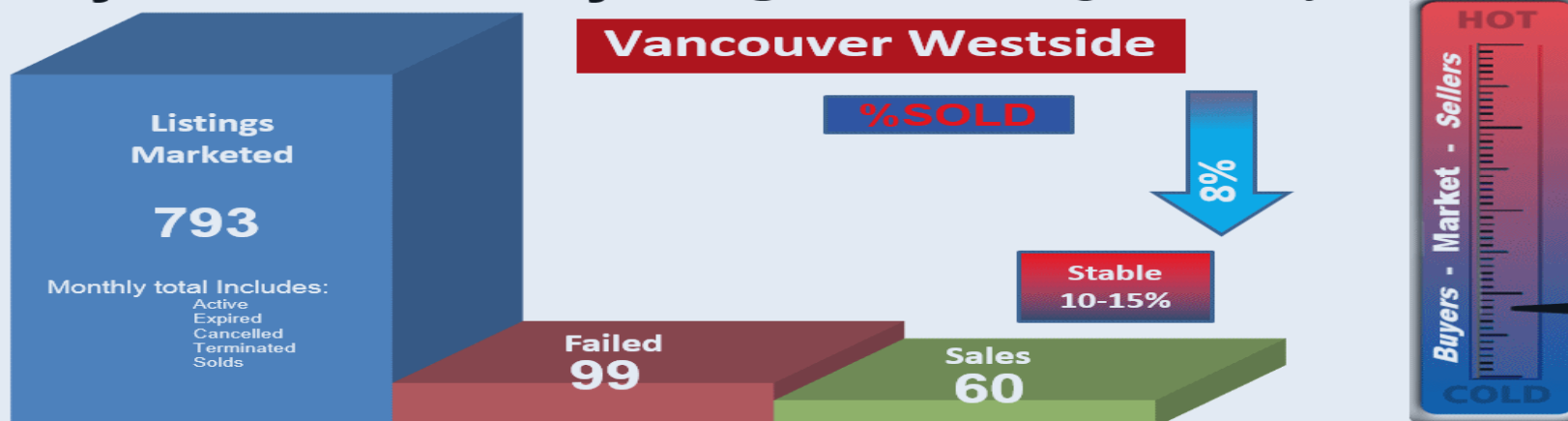
Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Junket Reports



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

Monthly Market Activity - Aug 2019 - Single Family

Vancouver Westside



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.



*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. 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%



*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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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.

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

detached homes

KenStef



Market Analysis and Forecasting Sept 1/19 Vancouver Westside

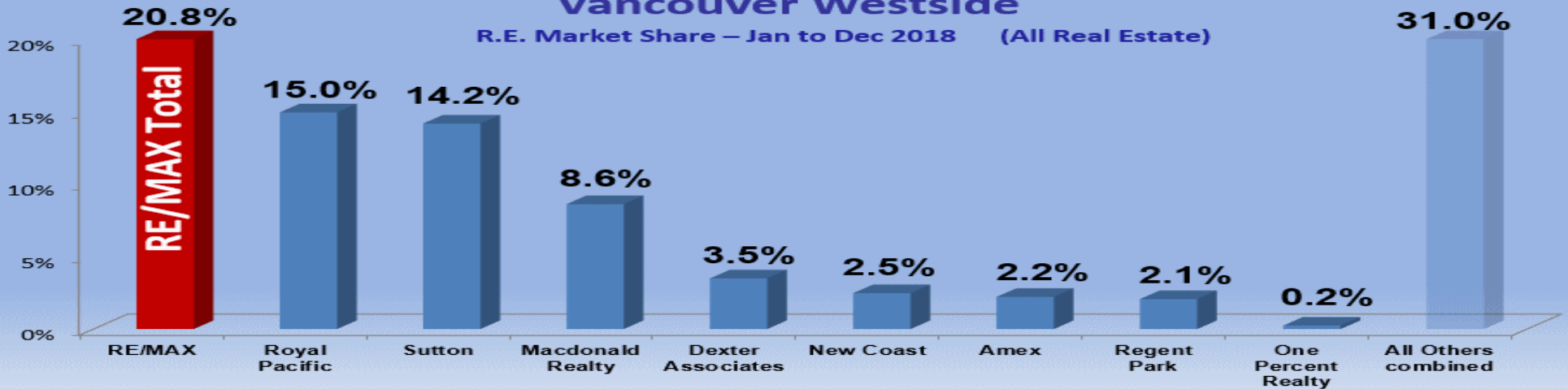
778.980.0066 ken@kenstef.com

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

Vancouver Westside

R.E. Market Share – Jan to Dec 2018 (All Real Estate)



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



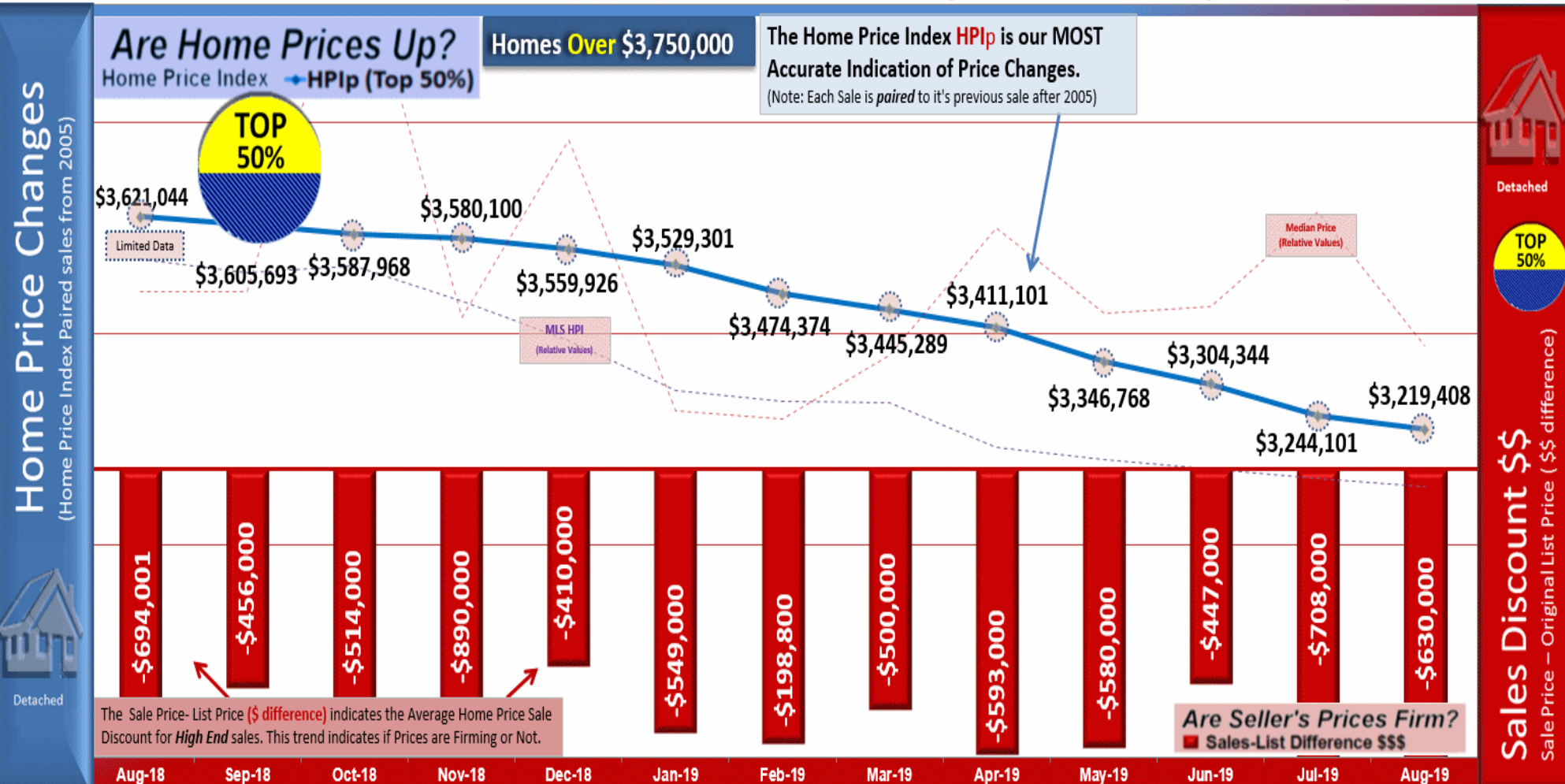
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
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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 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!

detached homes

KenStef

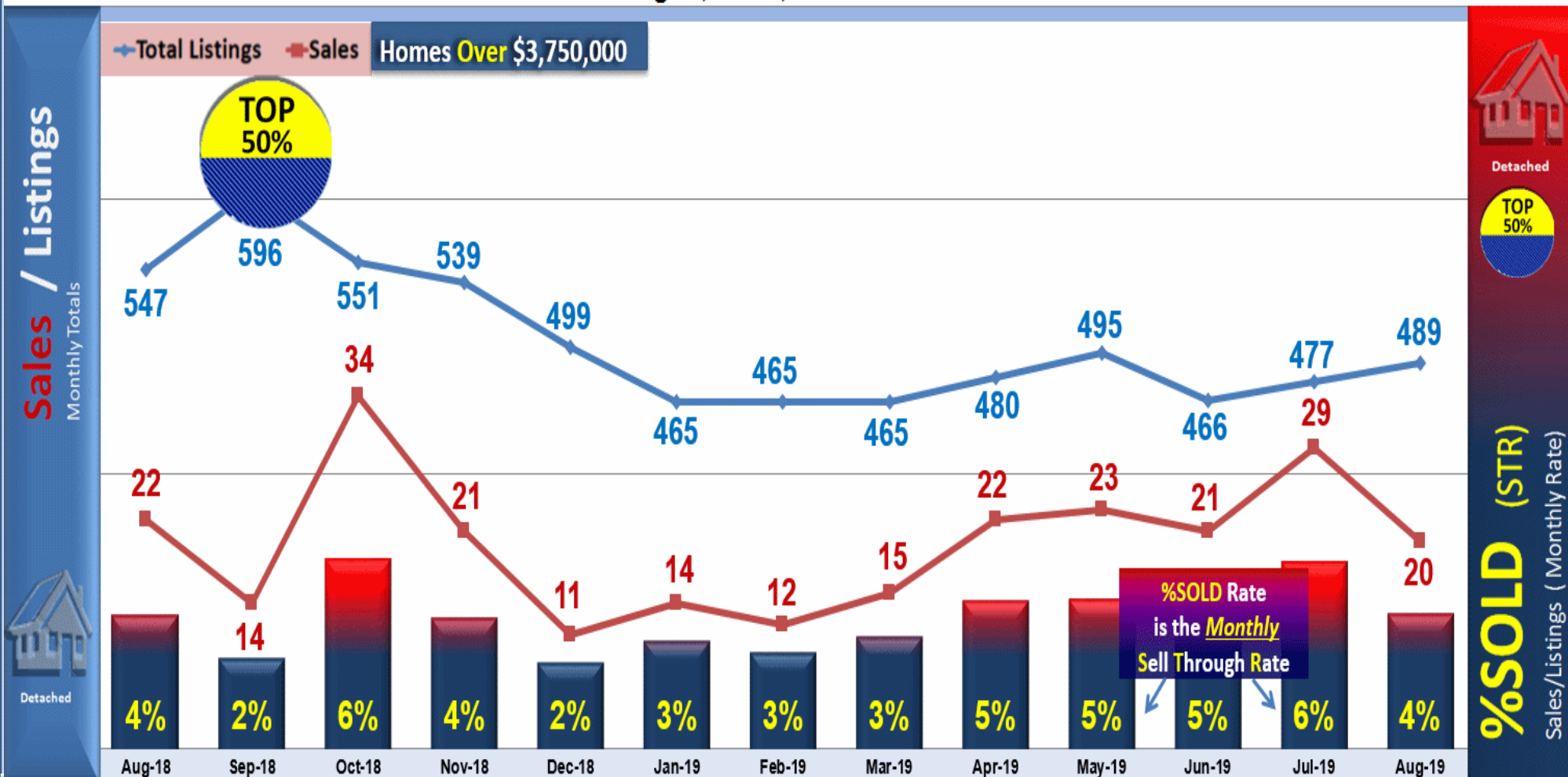


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Market Analysis and Forecasting Sept 1/19 Vancouver Westside

Detached Vancouver Westside 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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Market Analysis and Forecasting Sept 1/19 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)

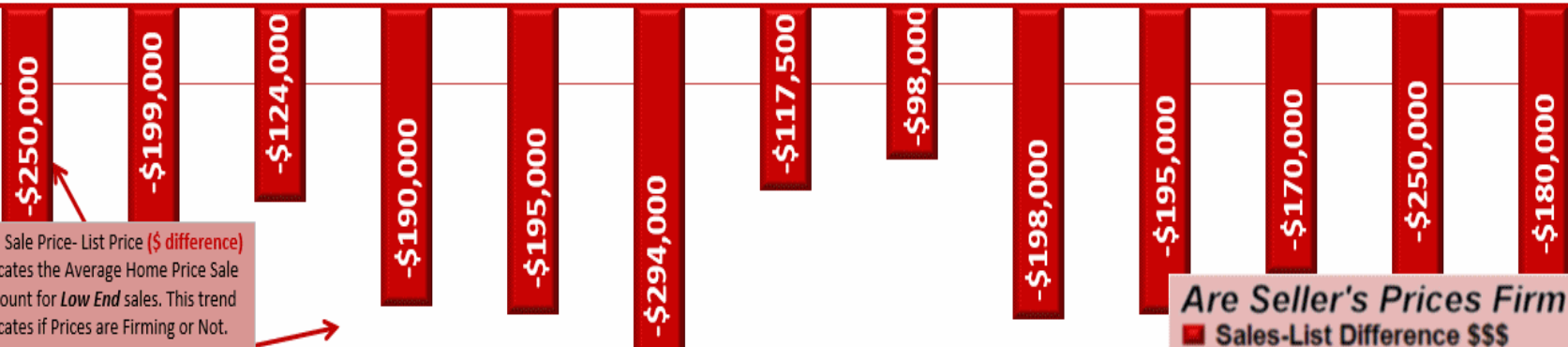
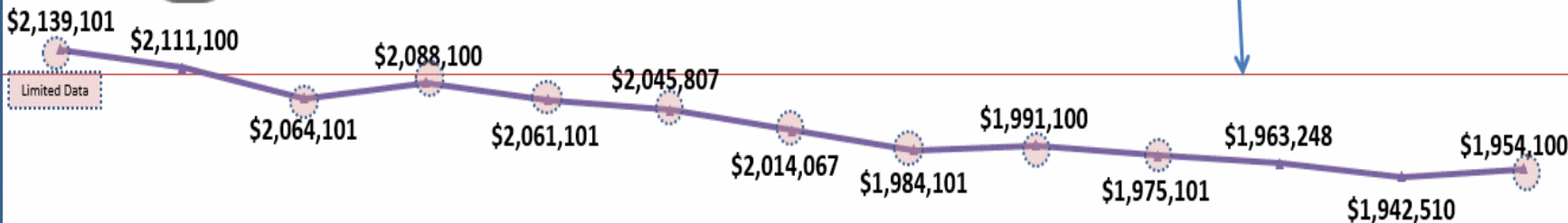
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$3,750,000

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)



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



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



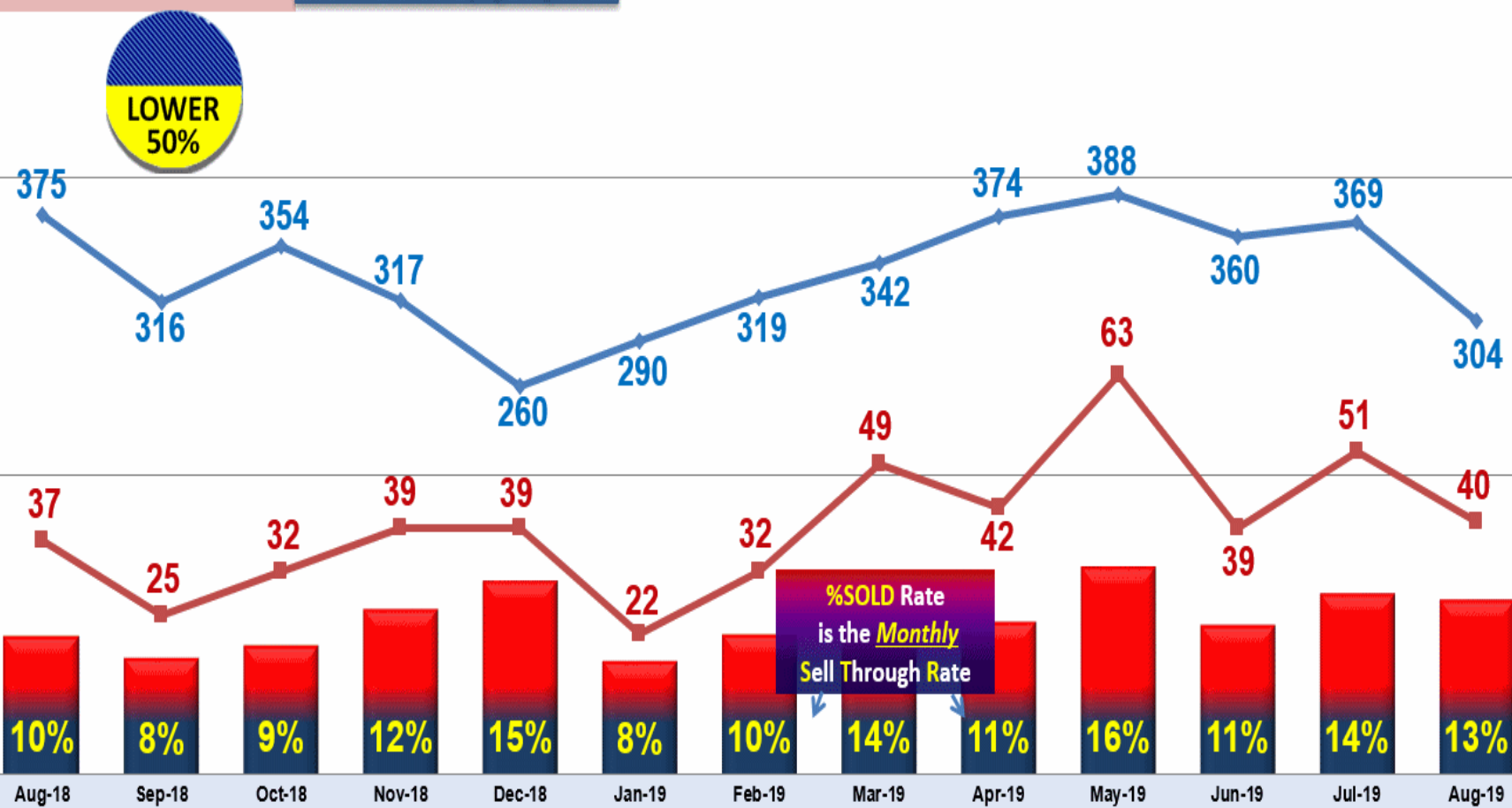
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Detached Vancouver Westside Total Listings**, Sales, and %SOLD rates

← Total Listings → Sales Homes Below \$3,750,000

Sales / Listings
Monthly Totals



Detached

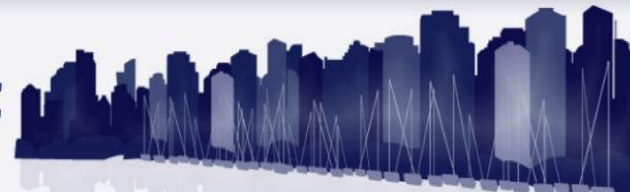


%SOLD (STR)

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

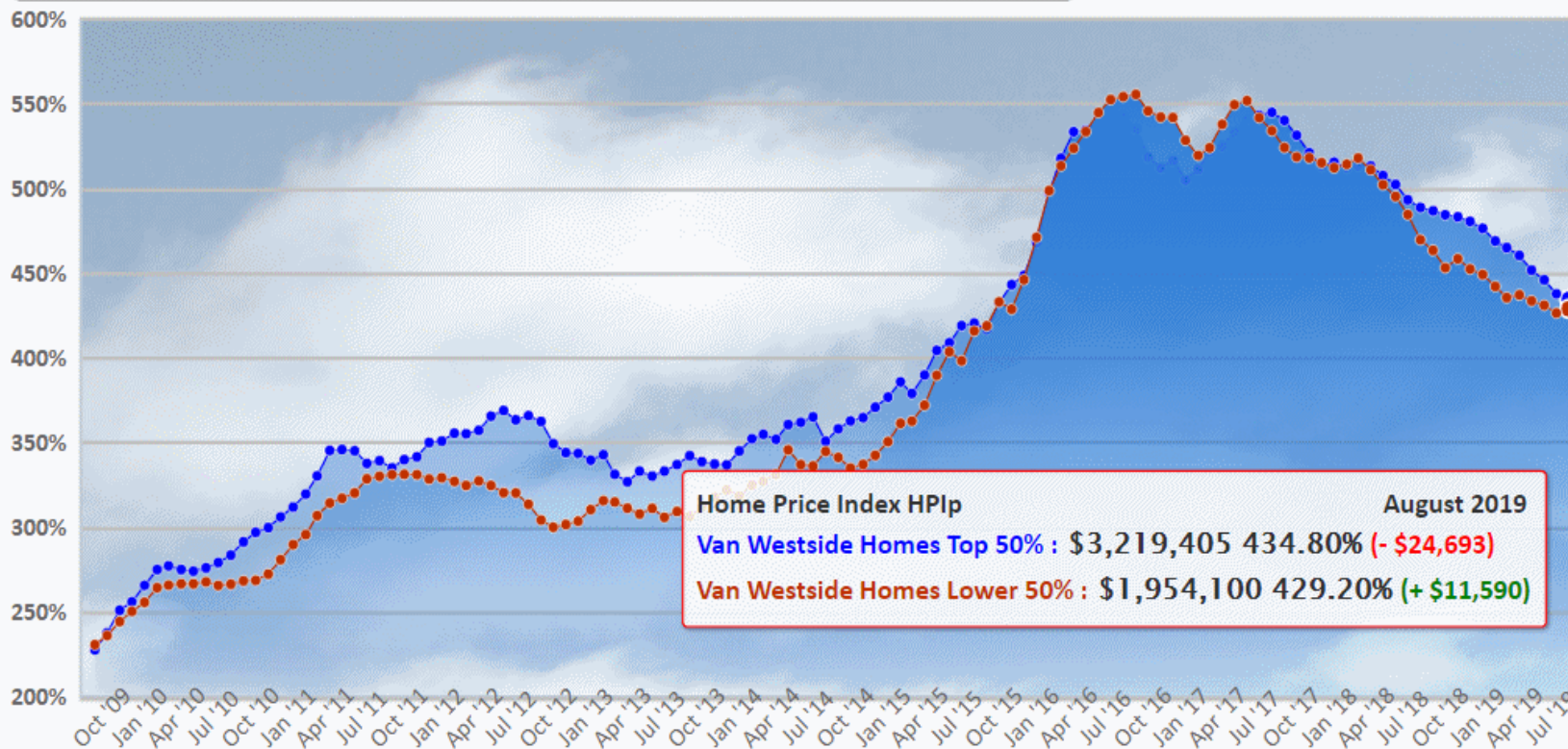


Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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

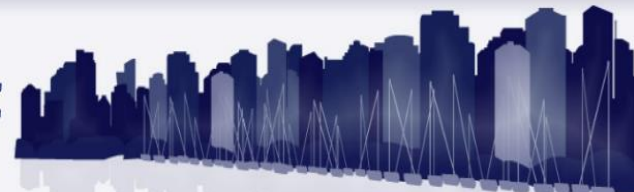
Date	Value
Aug 2019	% 434.80
Jul 2019	% 438.10
Jun 2019	% 446.30
May 2019	% 452.00
Apr 2019	% 460.70
Mar 2019	% 465.30
Feb 2019	% 469.20
Jan 2019	% 476.60
Dec 2018	% 480.80
Nov 2018	% 483.50
Oct 2018	% 484.60
Sep 2018	% 487.00

<<< 1 2 3 >>>

Highcharts.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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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 Jun 2018 – Jun 2019 (Quarters)

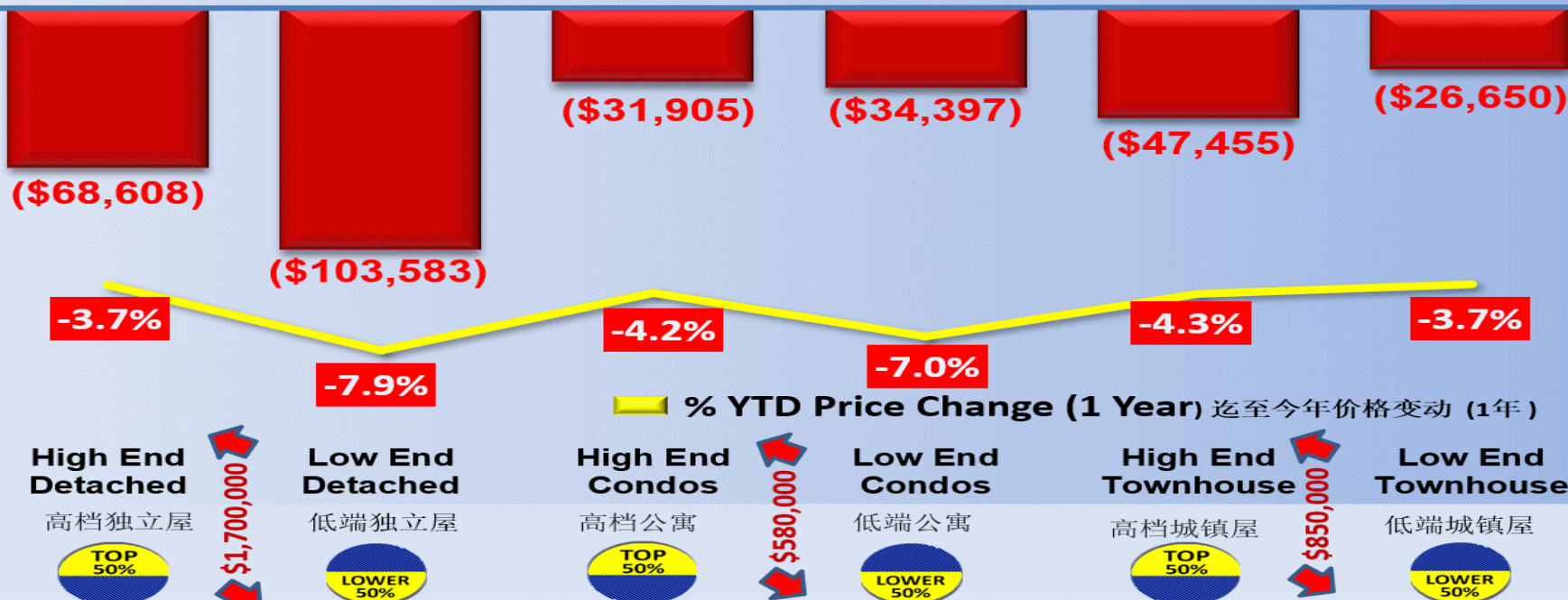
房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPI*p*

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

YTD Home Price Changes \$\$ 年終住房價格變動

YTD Home Price Changes % 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 East Vancouver Market Update (Detached)

Current: East Vancouver has a Buyer Market with average listing inventory, **9 %SOLD** rate, a 95% Sell/List Ratio and 31 DOM. (This means an average of a \$79,000 discount on a sale from the original list price)
Most Active Price Range: Homes between \$1.4 mill. - \$1.5 mill. have High **20.7 %SOLD** rate.
Least Active Price Range: Homes above \$3.3 mill. have **4.3 %SOLD** rate.

History: The East Vancouver Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$90,222.
 The East Vancouver Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$63,282.

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



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

East Vancouver List Price Ranges Statistics - Aug 2019

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$1,200,000	74	13	35	92%	-\$85,000	17.6%	↑
\$1,200,001-\$1,300,000	69	13	25	97%	-\$39,000	18.8%	↑
\$1,300,001-\$1,400,000	52	3	23	95%	-\$73,000	5.8%	↓
\$1,400,001-\$1,500,000	82	17	28	93%	-\$96,888	20.7%	↑
\$1,500,001-\$1,700,000	126	12	40	96%	-\$71,250	9.5%	↓
\$1,700,001-\$2,000,000	112	6	65	93%	-\$138,000	5.4%	↓
\$2,000,001 and more	270	9	41	96%	-\$100,000	3.3%	↓
Total Activity	785	73	31	95%	-\$79,000	9%	↓

2. How Many Properties Were Available During the Month?

Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	968	823	785		-38	↓
Active Listings (1st of the month)	791	671	650	621	-29	↓
Solds	58	104	73		-31	↓
Days on Market (DOM)	24	22	31		10	↑
%SOLD (Sales/ Listings /monthly rate)	6%	13%	9%		-3.3%	↓
(Top 50%) Home Price Index HPIp	\$1,800,081	\$1,725,101	\$1,709,859		-\$15,242	↓
(Lower 50%) Home Price Index HPIp	\$1,271,651	\$1,214,138	\$1,208,369		-\$5,769	↓



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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 - Aug 2019					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Champlain Heights	3	0				0.0%
Collingwood Van East	104	4	45	92%	-\$129,056	3.8%
Fraser VE	53	5	114	93%	-\$85,000	9.4%
Fraserview VE	37	4	64	95%	-\$76,000	10.8%
Grandview VE	56	5	9	96%	-\$73,000	8.9%
Hastings	11	0				0.0%
Hastings East	43	2	41	97%	-\$56,500	4.7%
Killarney VE	68	4	145	90%	-\$203,000	5.9%
Knight	72	12	36	97%	-\$32,699	16.7%
Main	27	6	25	98%	-\$30,450	22.2%
Mount Pleasant VE	13	3	55	92%	-\$148,000	23.1%
Renfrew VE	106	8	18	97%	-\$38,250	7.5%
Renfrew Heights	63	9	90	89%	-\$143,000	14.3%
South Vancouver	88	11	20	93%	-\$90,000	12.5%
Victoria VE	41	0				0.0%
Total Activity	785	73	31	95%	-\$79,000	9%



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Next Months Market Forecast

Forecast: East Vancouver has average Listing Supply; with 621 homes for sale and the **9 %SOLD** monthly rate gives us ~11 months of Inventory. 20% of the active listings have reduced their price by \$119,858 on average or \$100,000 on median for the last month. We project East Vancouver 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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#1 RE/MAX Market Reports
RE/MAX Statistics, on the Web!

detached homes

KenStef



778.980.0066 ken@kenstef.com

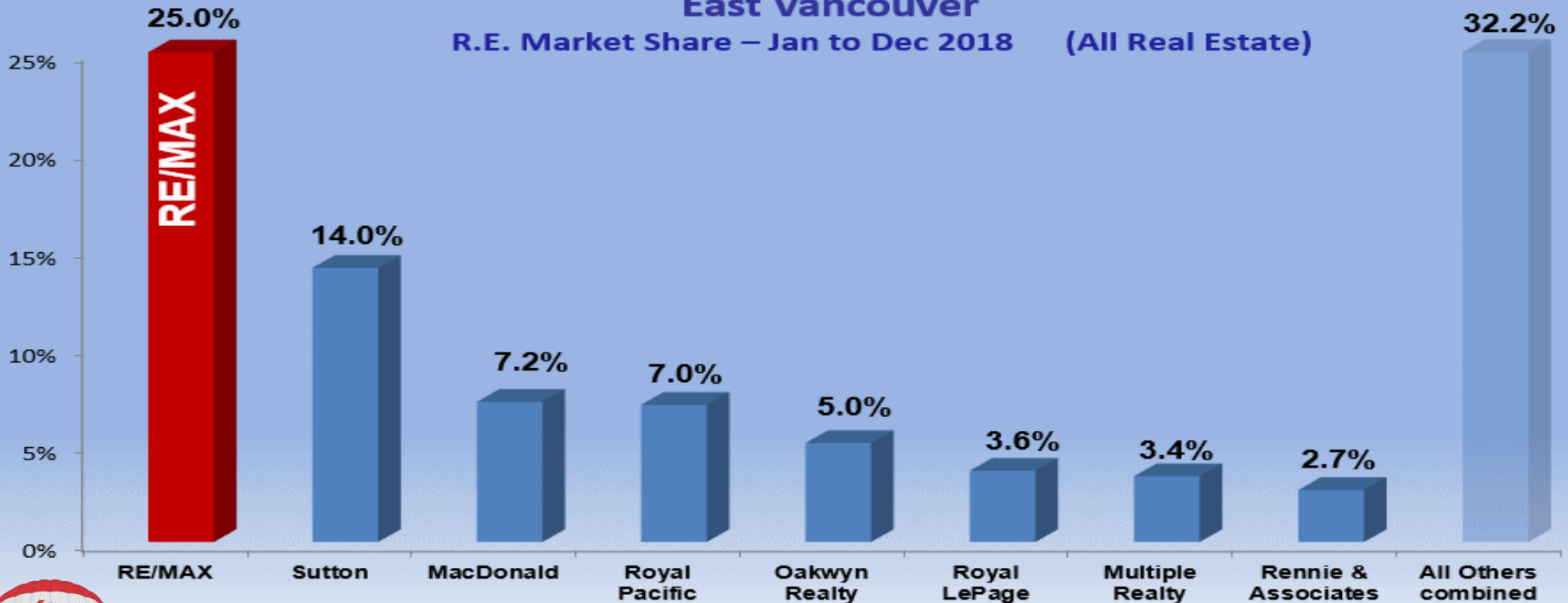
RE/MAX Crest Realty Westside
Each Office Independently Owned and Operated

Market Analysis and Forecasting Sept 1/19 East Vancouver

#1 the RE/MAX Market Share Reports

East Vancouver

R.E. Market Share – Jan to Dec 2018 (All Real Estate)



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

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RE/MAX Crest Realty Westside 1428 West 7th Avenue Vancouver, BC

Ken Stef
Cell: 778.980.0066
KenStef.com



Market Analysis and Forecasting Sept 1/19 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)

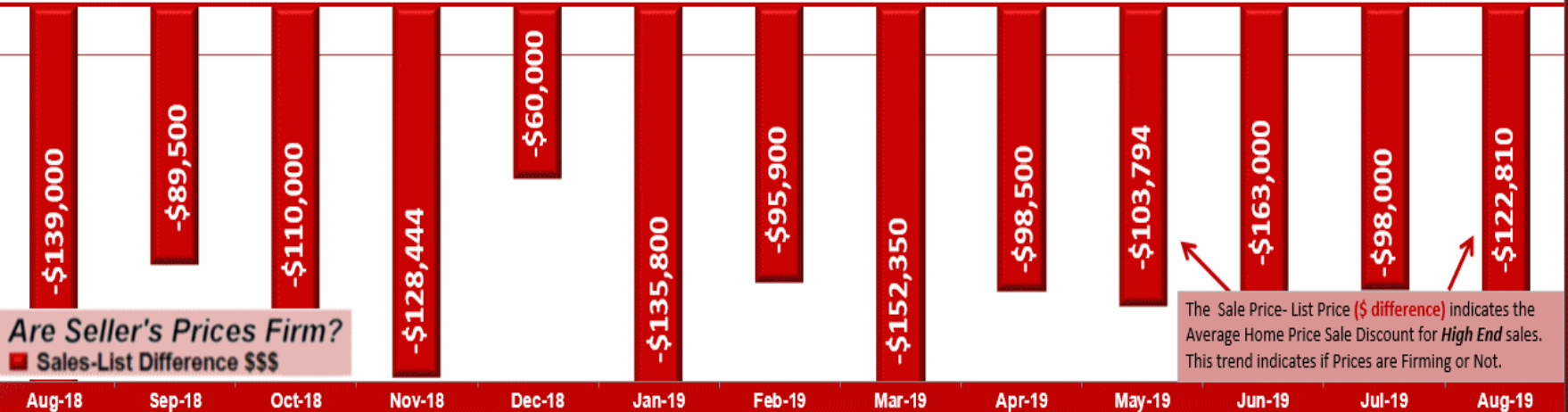
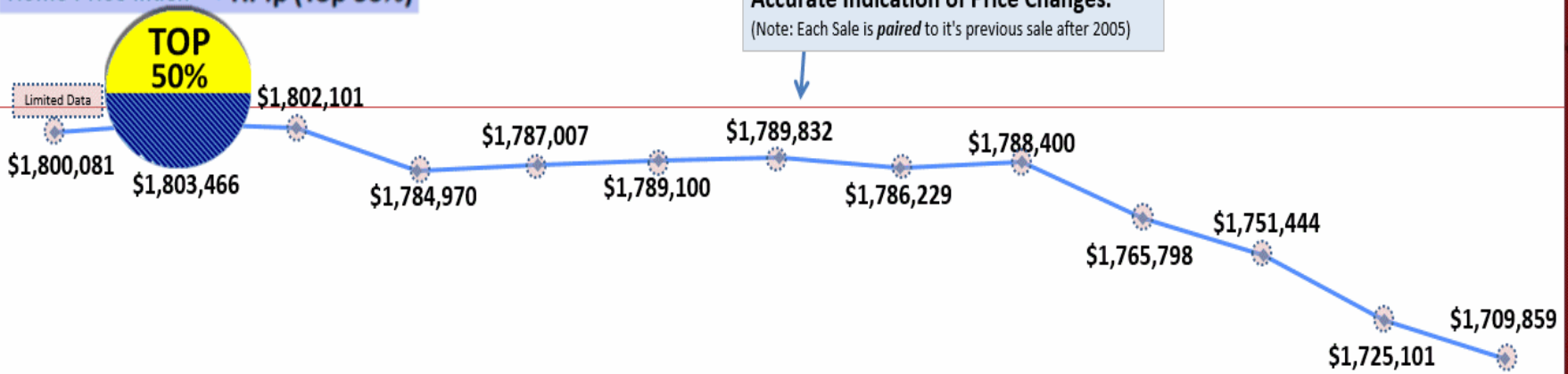
Home Price Changes
(Home Price Index Paired sales from 2005)

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.

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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Market Analysis and Forecasting

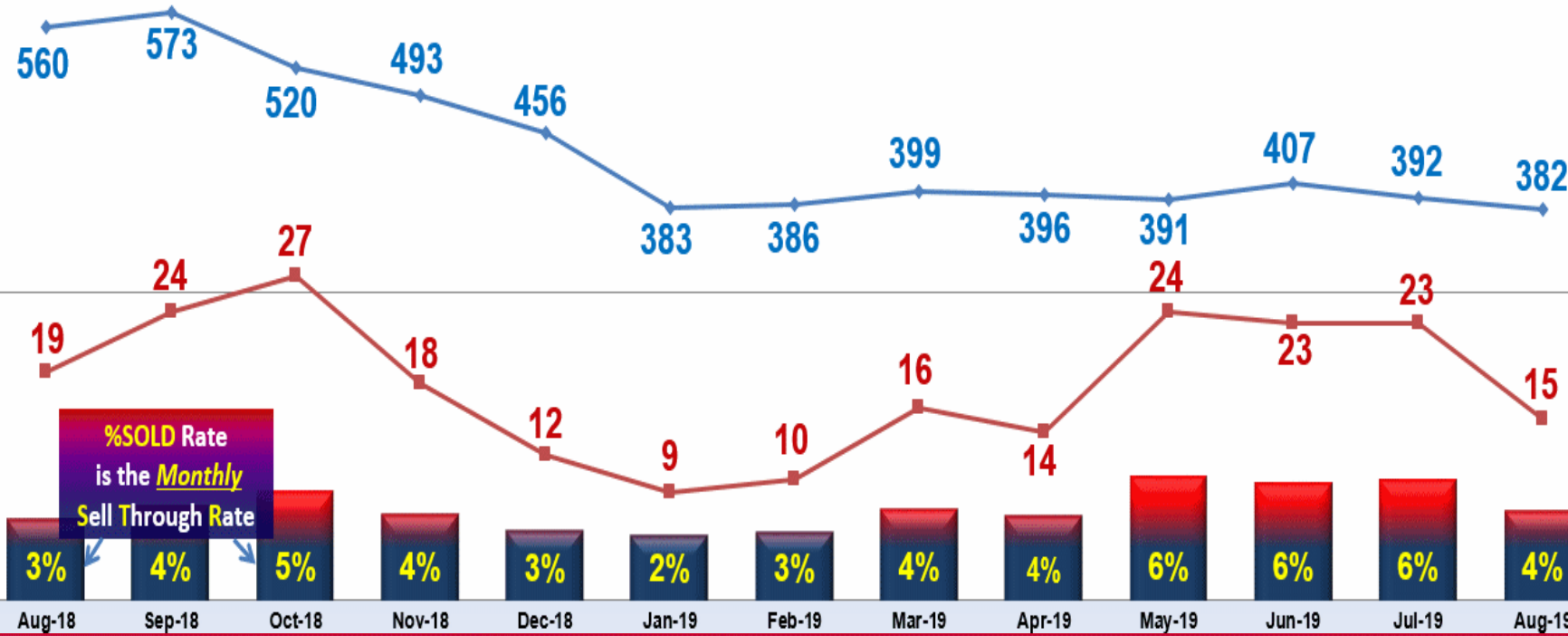
Sept 1/19 East Vancouver

Detached East Vancouver Total Listings^{**}, Sales, and %SOLD rates

← Total Listings → Sales Homes Over \$1,700,000



Sales / Listings
Monthly Totals



%SOLD Rate is the Monthly Sell Through Rate



Detached



%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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



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)

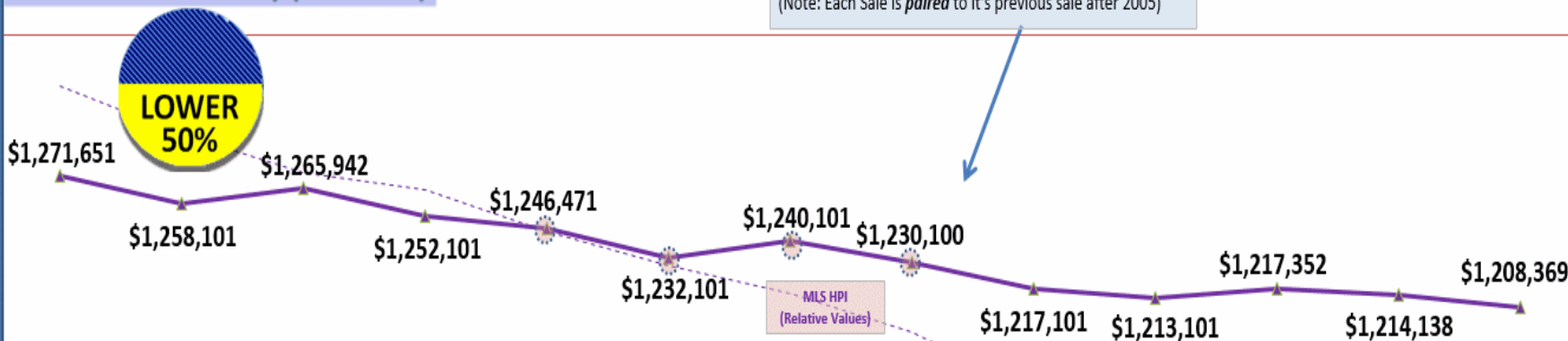
Are Home Prices Up?

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 its previous sale after 2005)



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



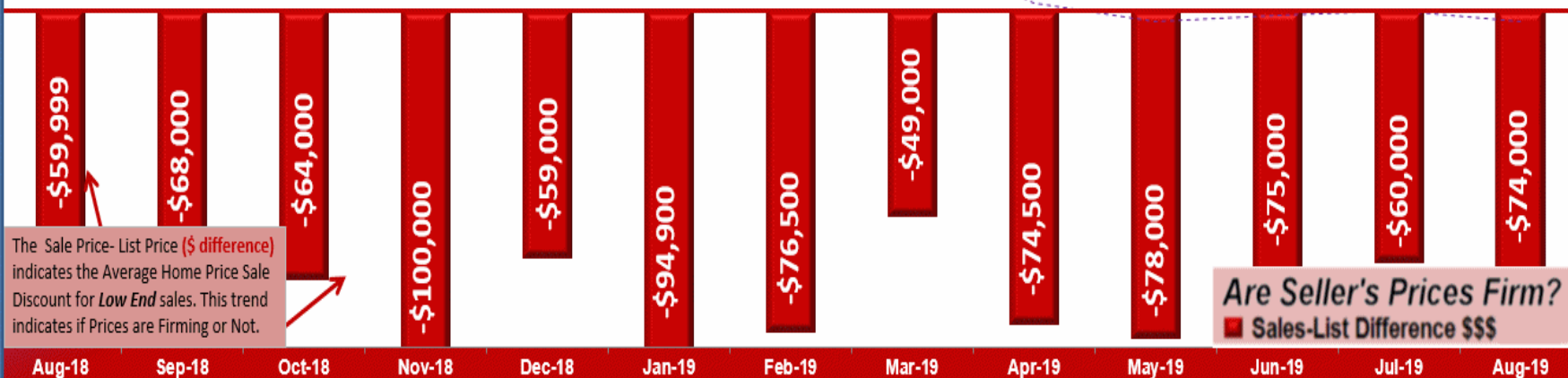
Detached



LOWER 50%

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



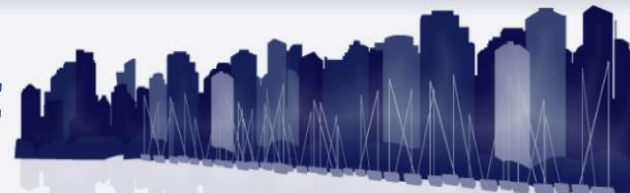
The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend indicates if Prices are Firming or Not.

Are Seller's Prices Firm?

█ Sales-List Difference \$\$\$

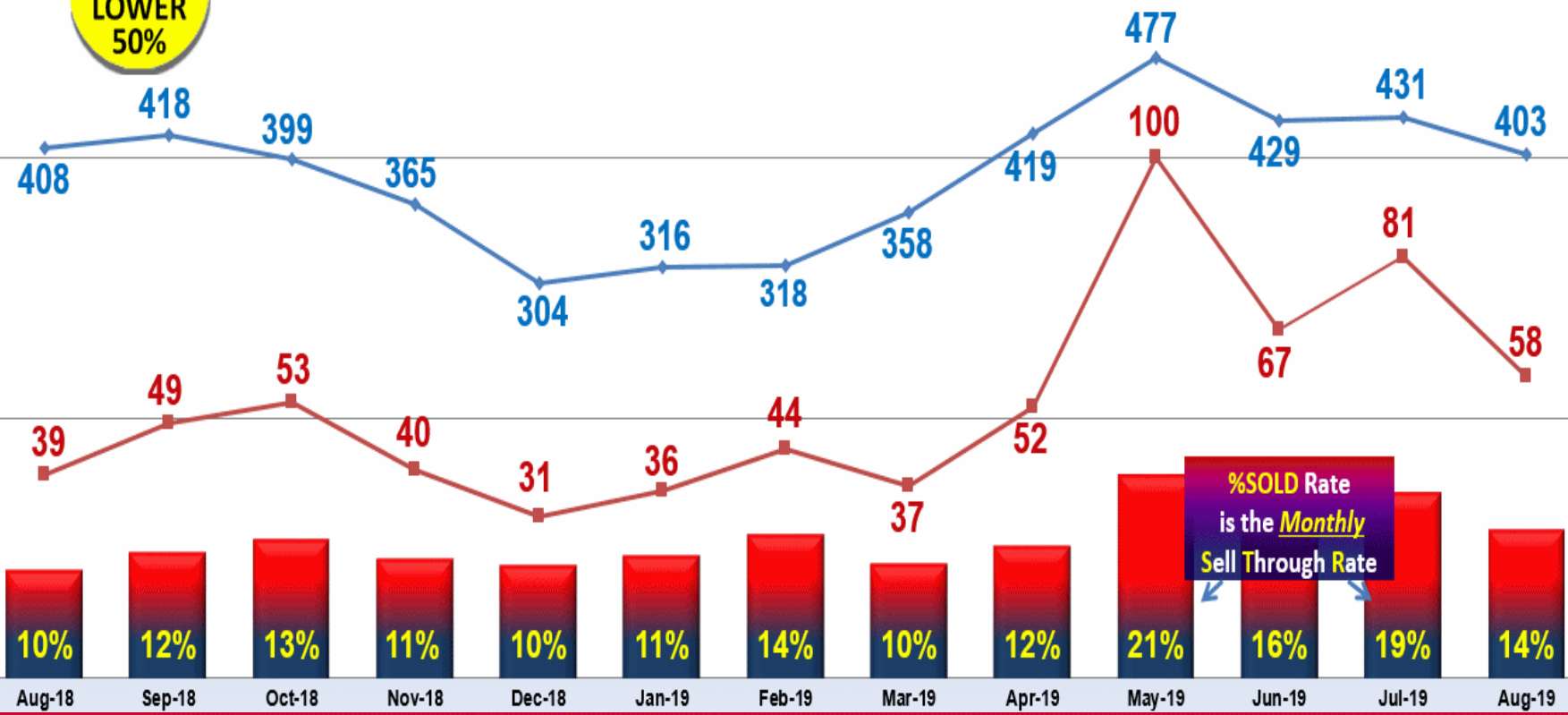


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Detached East Vancouver Total Listings, Sales, and %SOLD rates

← Total Listings → Sales Homes Below \$1,700,000



Sales / Listings
Monthly Totals



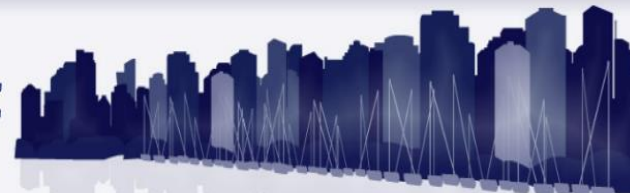
Detached



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

%SOLD Rate is the Monthly Sell Through 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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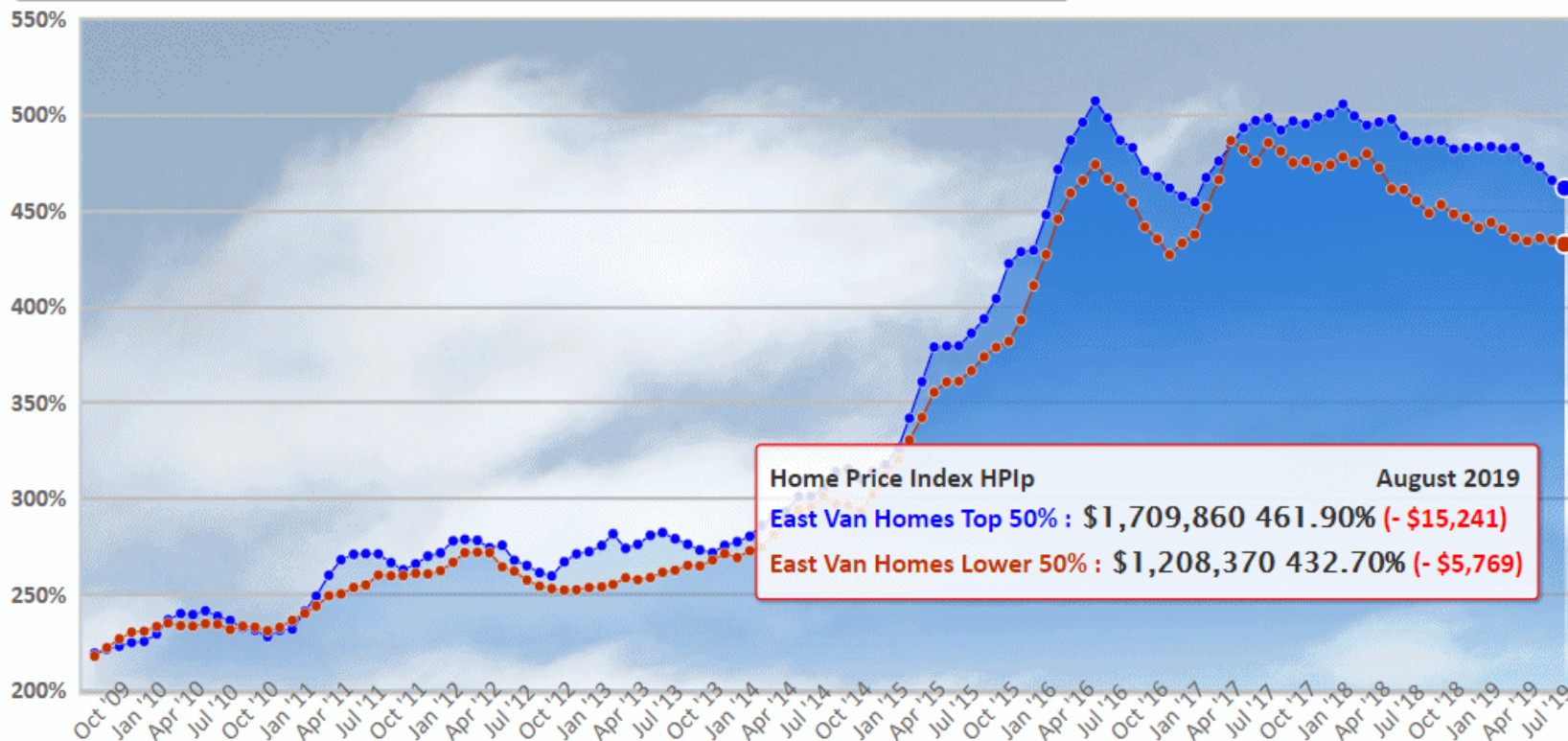
Market Analysis and Forecasting

Sept 1/19 East Vancouver

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
Aug 2019	% 461.90
Jul 2019	% 466.00
Jun 2019	% 473.10
May 2019	% 477.00
Apr 2019	% 483.10
Mar 2019	% 482.50
Feb 2019	% 483.50
Jan 2019	% 483.30
Dec 2018	% 482.70
Nov 2018	% 482.20
Oct 2018	% 486.80
Sep 2018	% 487.20

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Highcharts.com



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

KenStef



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RE/MAX Crest Realty Westside
Last Offer Independently Owned and Operated

Market Analysis and Forecasting Sept 1/19 Vancouver Westside

Vancouver West Side Sub areas Statistics - Aug 2019						
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						
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:

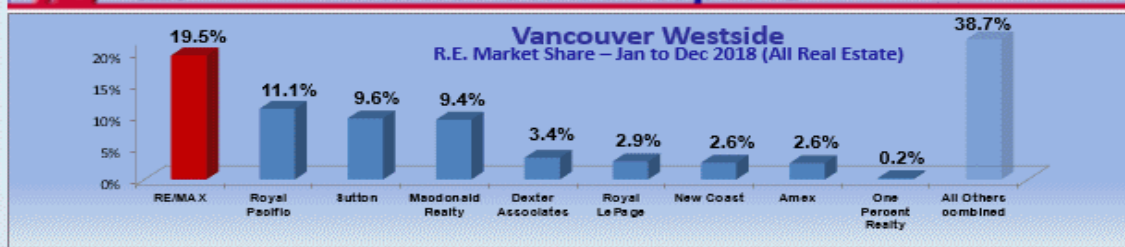
The last month Listing Inventory is 26% more than same month last year. We project Vancouver Westside to be a continued Stable market.

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.

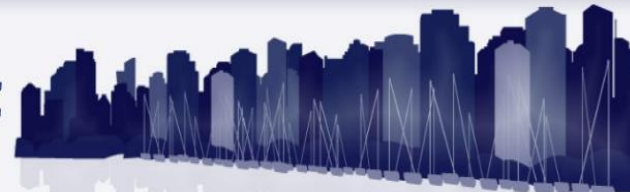
On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

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

the RE/MAX Market Share Reports



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Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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

Sales / Listings

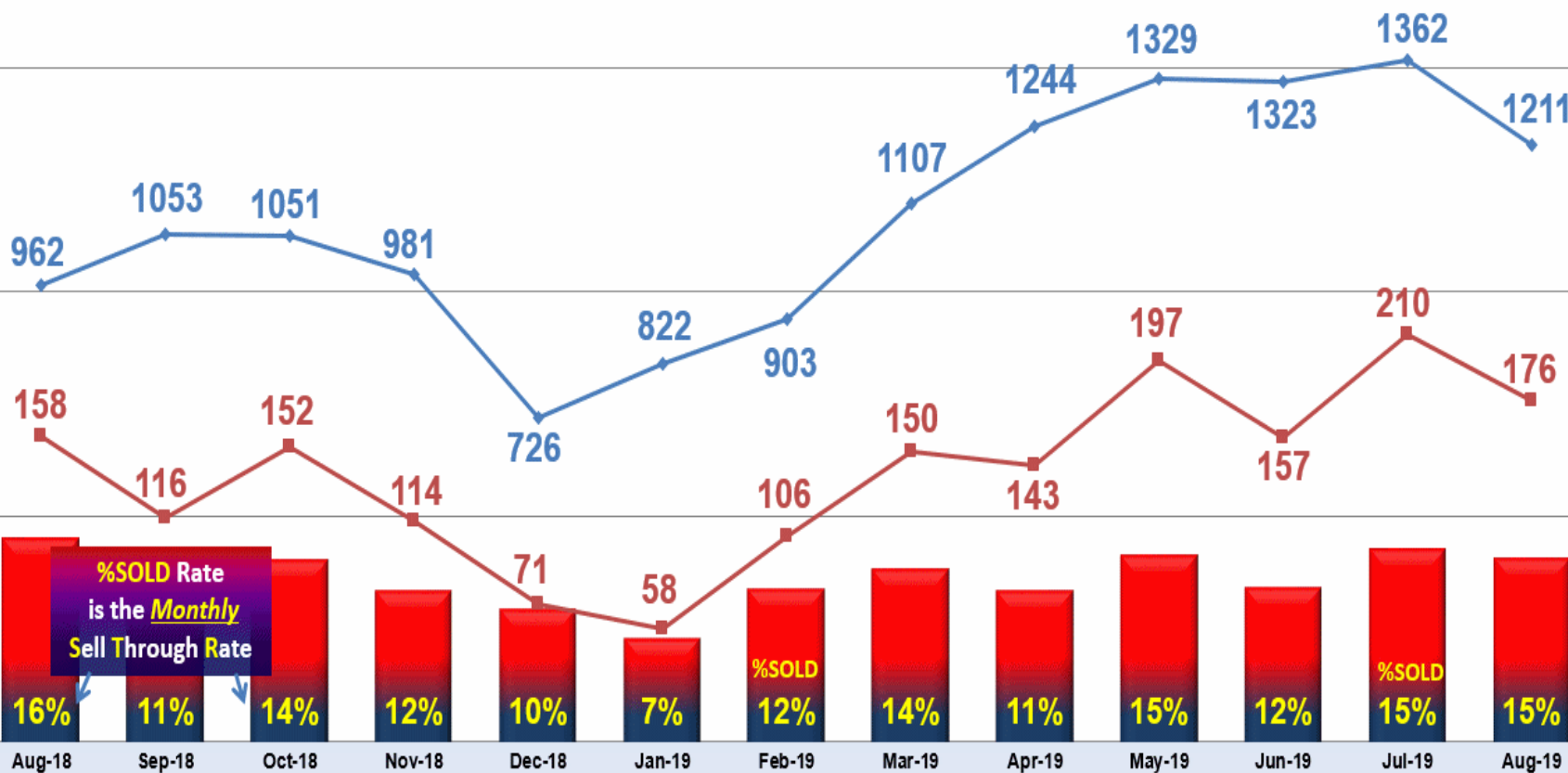
Monthly Totals

Total Listings Sales



Attached

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



%SOLD Rate is the Monthly Sell Through Rate



Attached



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Market Analysis and Forecasting Sept 1/19 Vancouver Westside

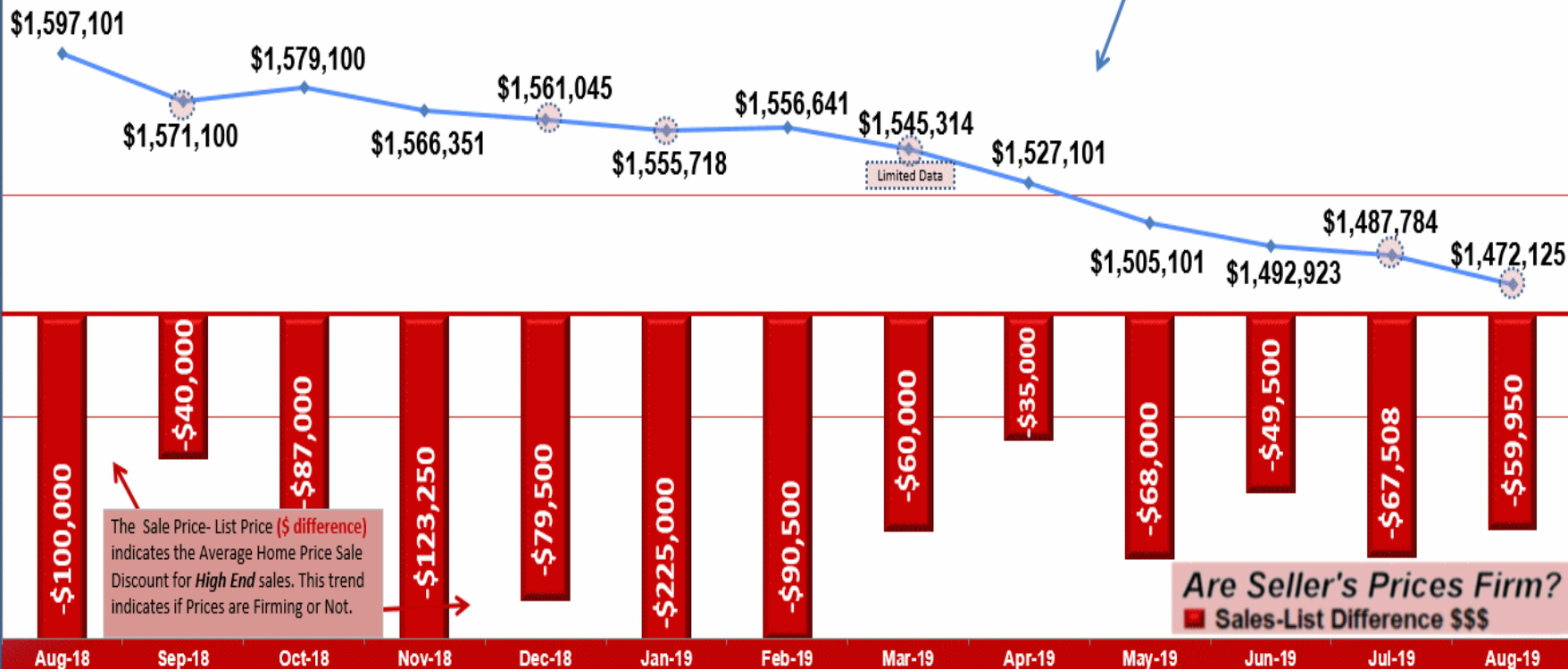
Attached Vancouver West Side Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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)



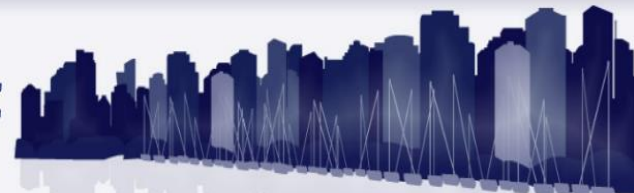
Townhouses



Townhouses

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

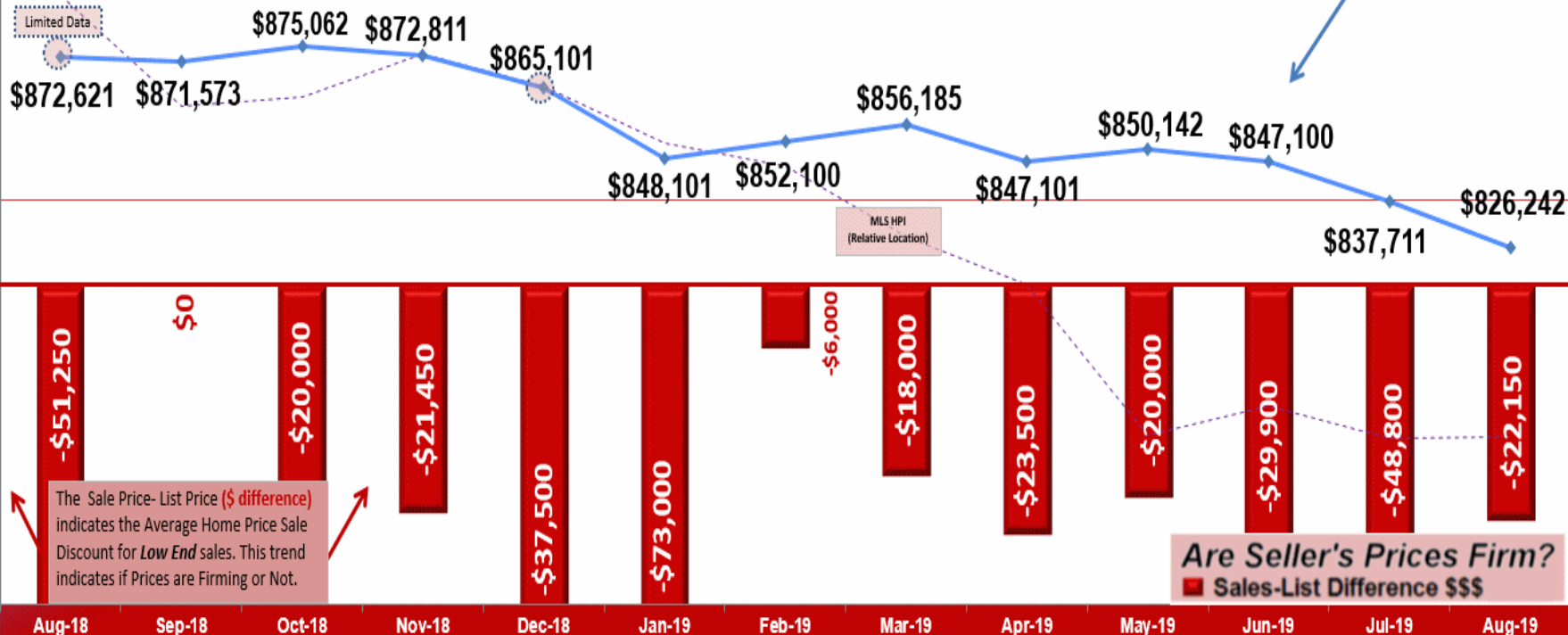
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Attached Vancouver West Side Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend indicates if Prices are Firming or Not.

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

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



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](#)
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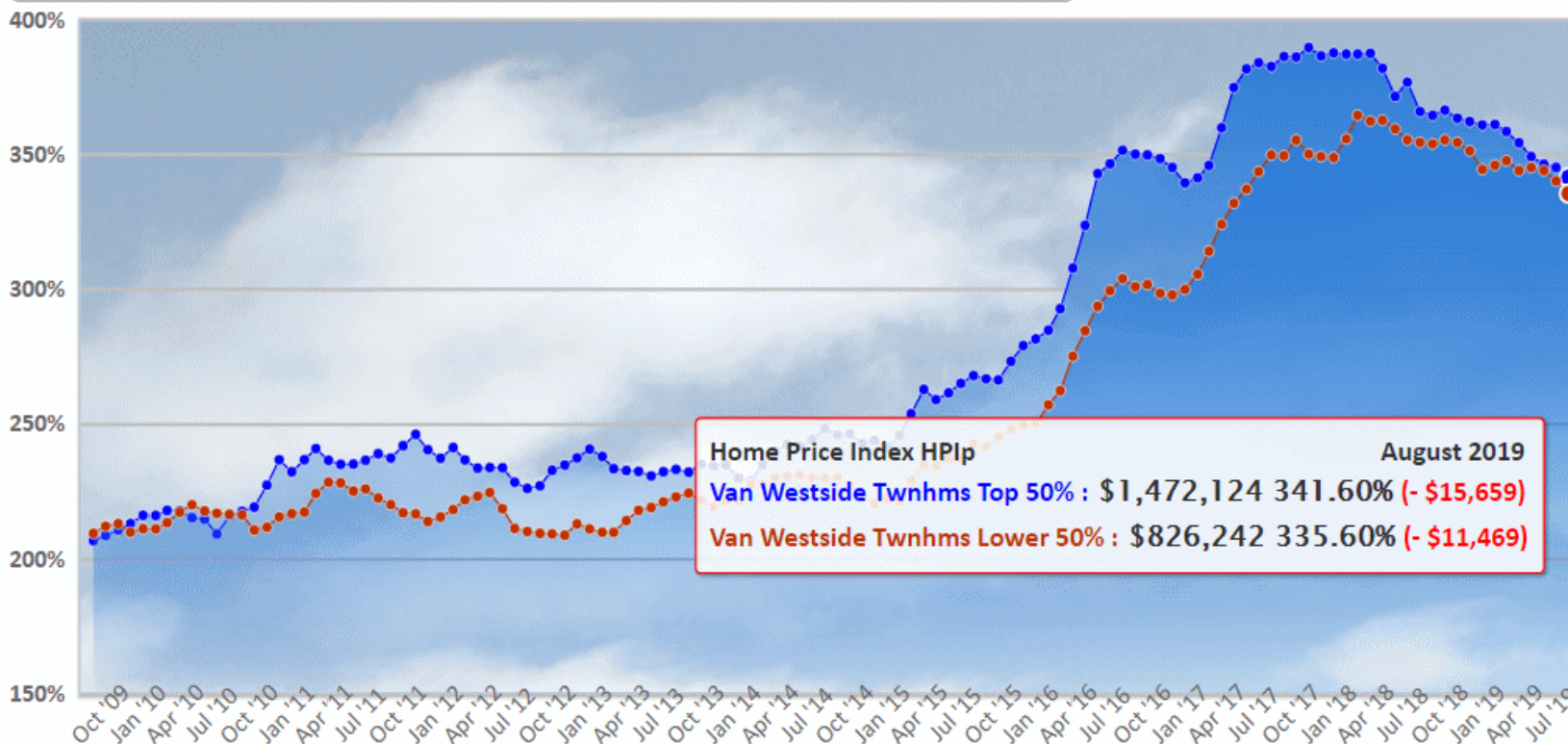


Market Analysis and Forecasting Sept 1/19 Vancouver Westside

Powered by the Greater Vancouver Market Reports HPIp



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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Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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

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



Condominiums

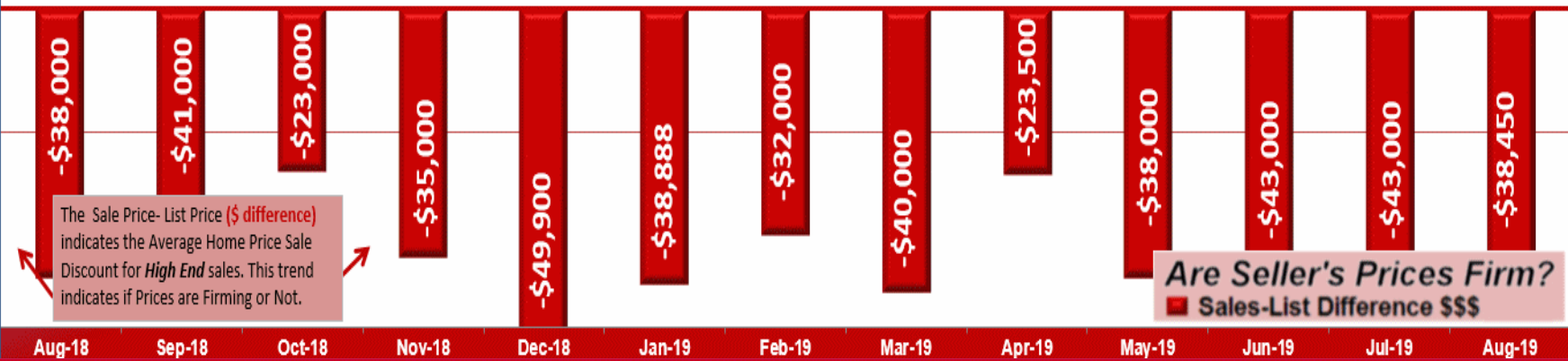
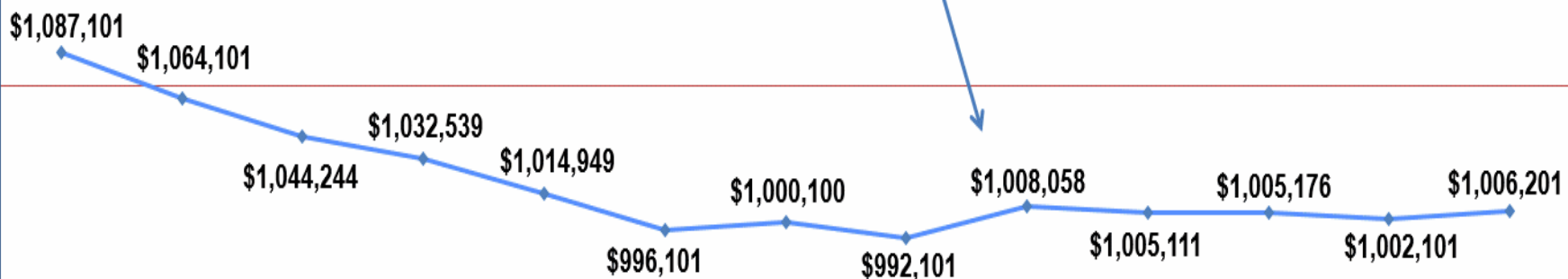


Condominiums

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

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

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.
(Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)



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

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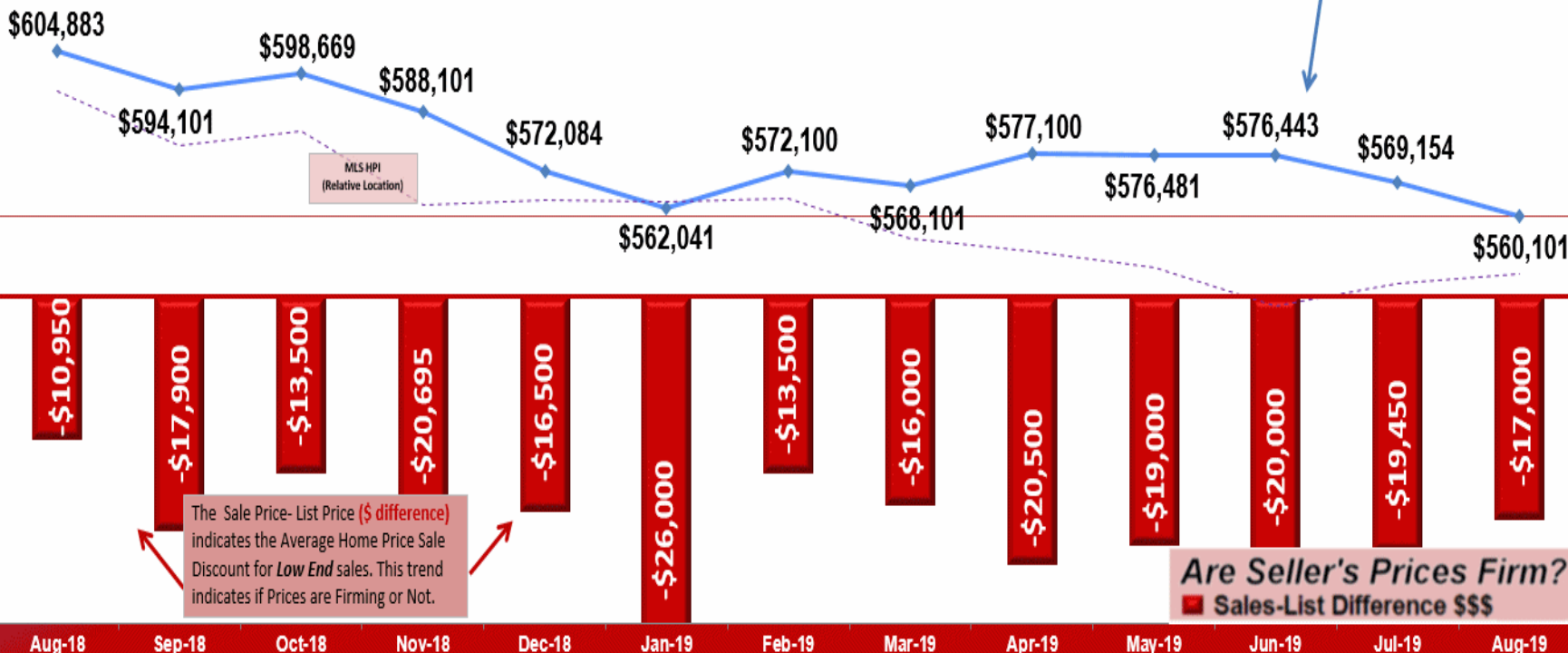
Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend indicates if Prices are Firming or Not.

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



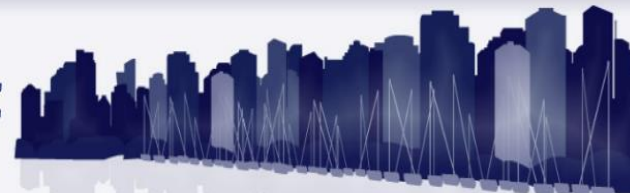
Condominiums

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



Condominiums

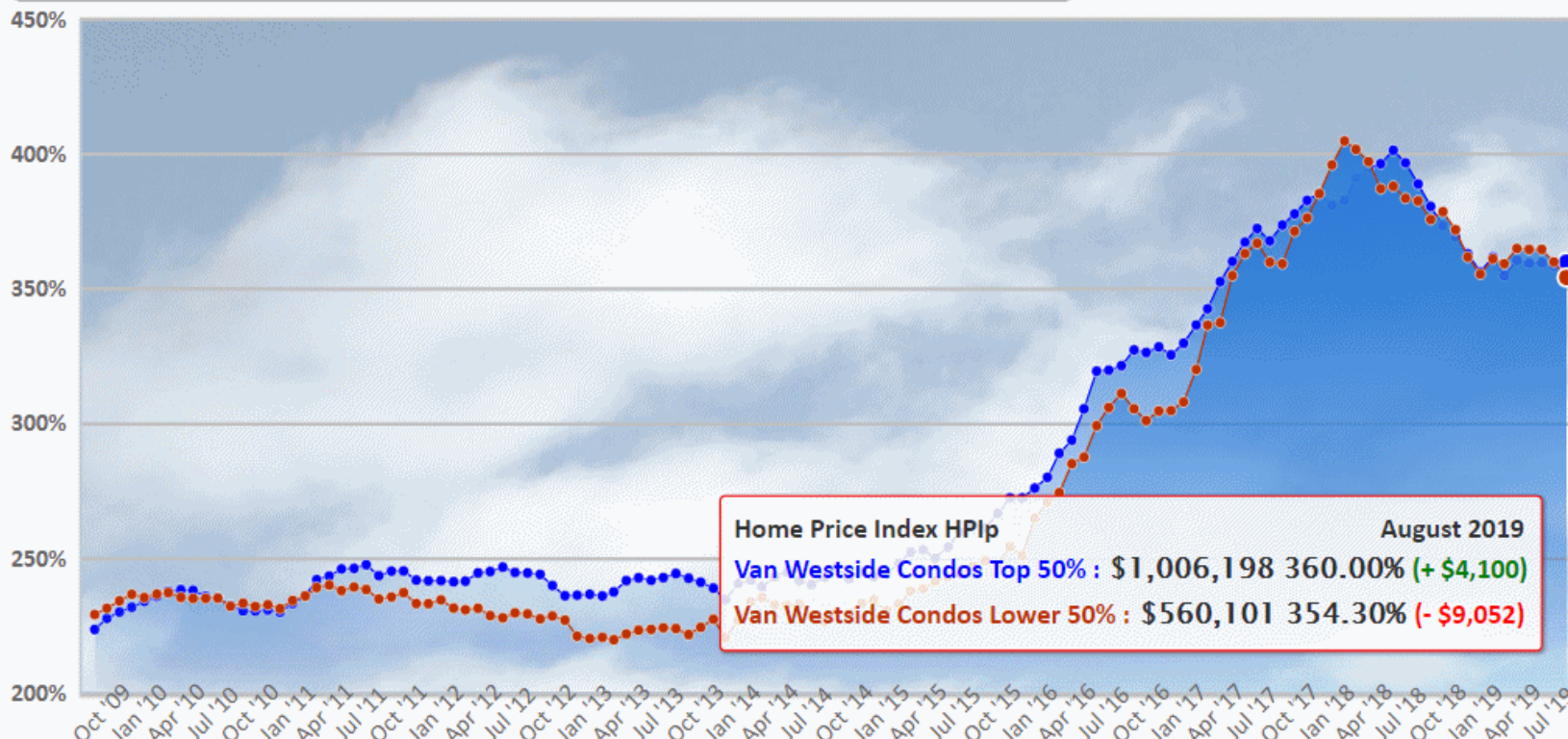
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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

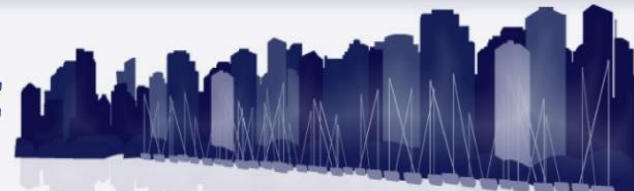
Date	Value
Aug 2019	% 360.00
Jul 2019	% 358.60
Jun 2019	% 359.70
May 2019	% 359.60
Apr 2019	% 360.70
Mar 2019	% 355.00
Feb 2019	% 361.90
Jan 2019	% 356.40
Dec 2018	% 363.10
Nov 2018	% 369.40
Oct 2018	% 373.60
Sep 2018	% 380.70

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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 Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄至今年 (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)

(\$155,762)

-9.2%

High End Condos

高档独立屋



(\$70,827)

-10.4%

Low End Condos

低端独立屋



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

\$800,000

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

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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 %

*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

KenStef

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RE/MAX Crest Realty Westside
Last Offer Independently Owned and Operated

Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Coal Harbour	172	10	41	94%	-\$69,250	6%
Downtown VW	373	72	25	97%	-\$21,450	19%
West End VW	221	38	19	96%	-\$20,500	17%
Yaletown	260	52	29	97%	-\$34,000	20%
Total Activity	1026	172	22	96%	-\$29,000	17%

Sept 1 2019 Vancouver Downtown Market Update (attached)

Current: Vancouver Downtown's Residential Attached housing market is a Seller market with **17% SOLD** rate and a 96% Sell/List Ratio.
(This means 10 homes out of 100 sold with an average of \$29,000 discount on a sale from original list price)
Most Active Price Range: Homes between \$450,000-\$500,000 have **36.4% SOLD** rate.
Least Active Price Range: Homes above \$2.2 mill. have **2.2% SOLD** rate.

History: The Vancouver Downtown Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$138,036.
The Vancouver Downtown Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$40,904.

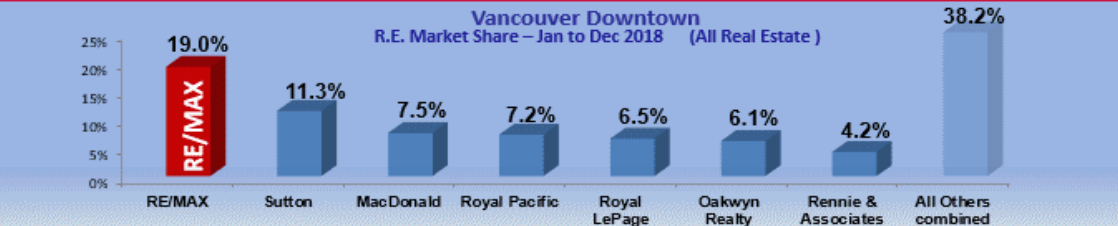
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: Current listing inventories are 13% more than same month last year meaning that we are seeing a reduced listings supply. We project Vancouver Downtown to be a continued seller 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.

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$450,000	25	8	23	97%	-\$10,050	32.0%
\$450,001-\$500,000	22	8	9	98%	-\$11,000	36.4%
\$500,001-\$600,000	94	23	19	96%	-\$22,500	24.5%
\$600,001-\$700,000	145	41	20	98%	-\$12,000	28.3%
\$700,001-\$800,000	93	17	13	99%	-\$9,000	18.3%
\$800,001-\$900,000	71	20	33	96%	-\$35,950	28.2%
\$900,001-\$1,000,000	67	8	55	97%	-\$29,500	11.9%
\$1,000,001-\$1,300,000	123	27	29	95%	-\$59,524	22.0%
\$1,300,001-\$1,800,000	142	13	39	96%	-\$60,000	9.2%
\$1,800,001-\$2,201,000	62	3	133	87%	-\$270,000	4.8%
\$2,201,001 and more	182	4	81	94%	-\$159,500	2.2%
Total Activity	1026	172	22	96%	-\$29,000	17%

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	906	1160	1026		-134
Active Listings (1st of the month)	692	909	874	719	-155
Solds	145	139	172		33
DOM	17	25	22		-3
% SOLD (Sales/ Listings /mthly rate)	16%	12%	17%		4.8%
Condos (Top 50%) Home Price Index HPIp	\$1,649,100	\$1,499,301	\$1,511,064		\$11,763
Condos (Lower 50%) Home Price Index HPIp	\$649,710	\$604,701	\$608,806		\$4,105

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 the most accurate HPI indexes at this time. Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

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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)

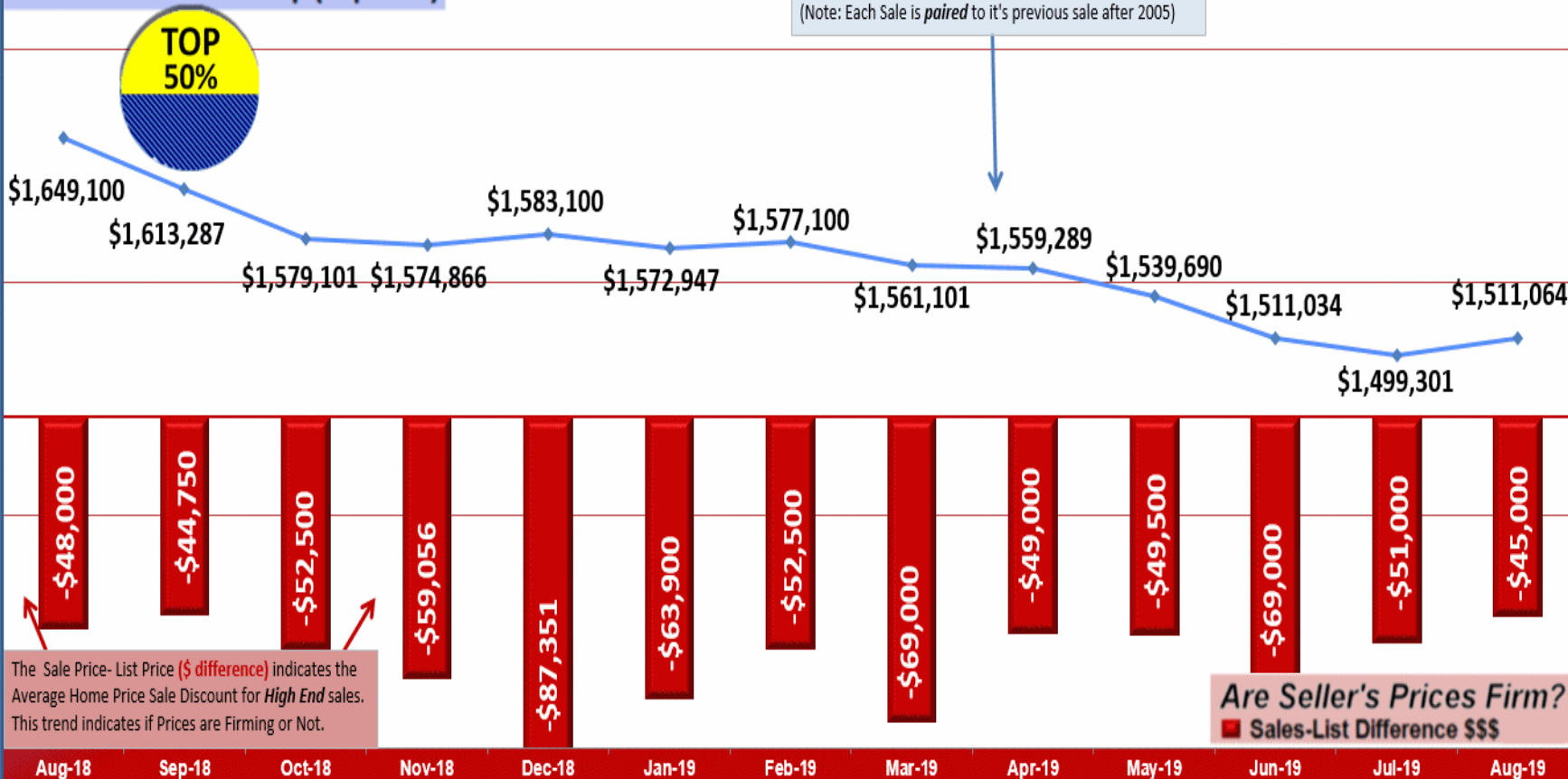
Home Price Changes
(Home Price Index Paired sales from 2005)

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)



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 \$\$\$

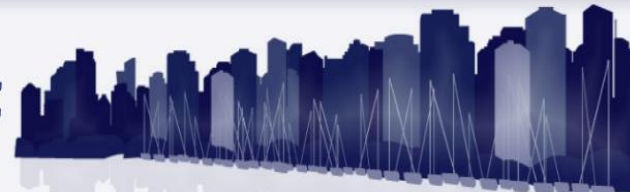


Condominiums



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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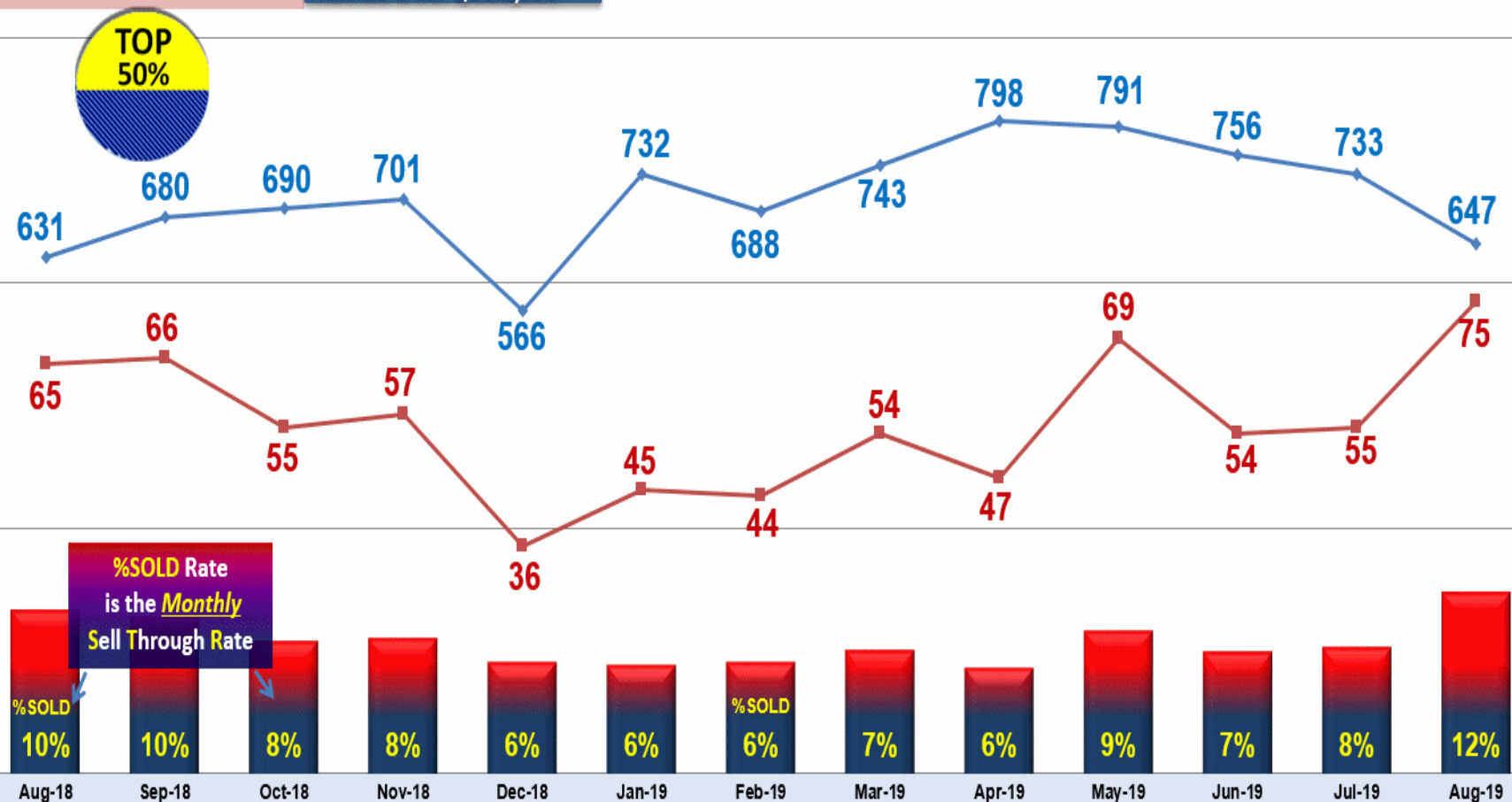


Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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

Sales / Listings
Monthly Totals

Total Listings Sales Homes Over \$800,000



Attached



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



Attached



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Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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)

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

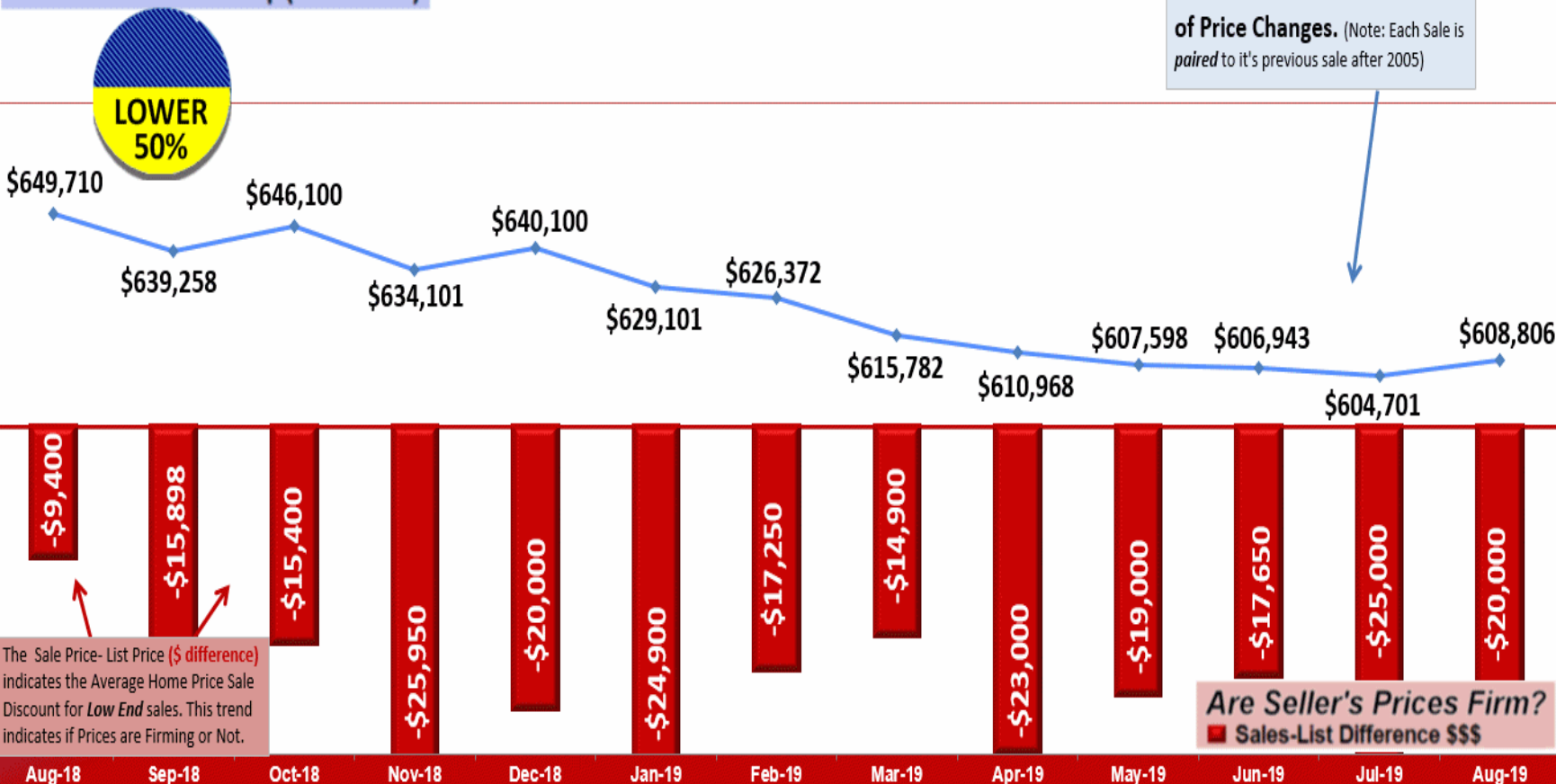
Are Home Prices Up? Homes Below \$800,000

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)



Condominiums



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 \$\$\$

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



Condominiums

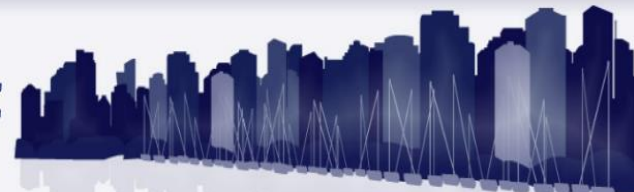
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#1 RE/MAX Market Reports

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attached homes

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Last Office Independently Owned and Operated

Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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

Sales / Listings
Monthly Totals



Attached

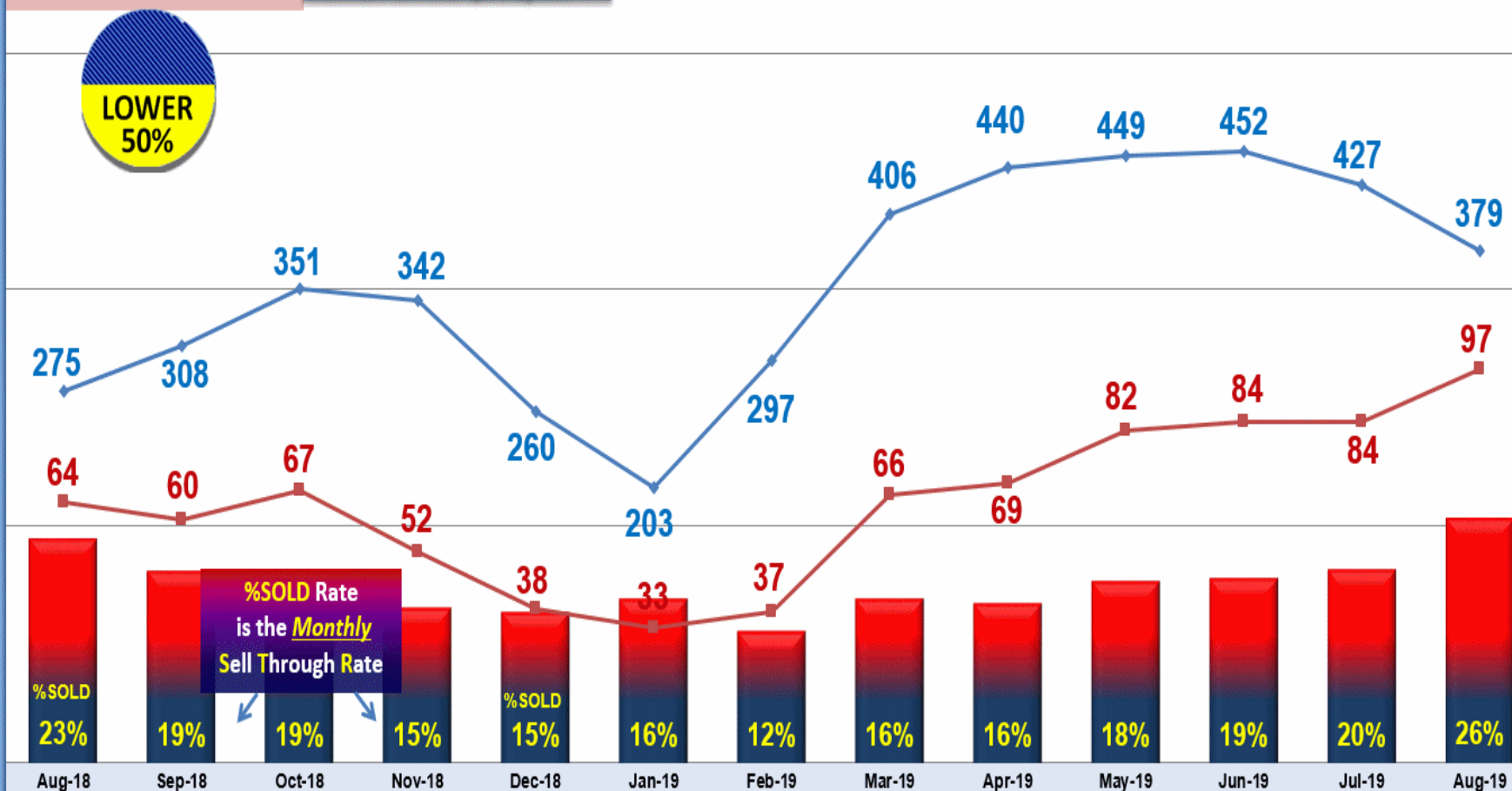


Attached



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

← Total Listings → Sales Homes Below \$800,000



%SOLD Rate is the Monthly Sell Through Rate



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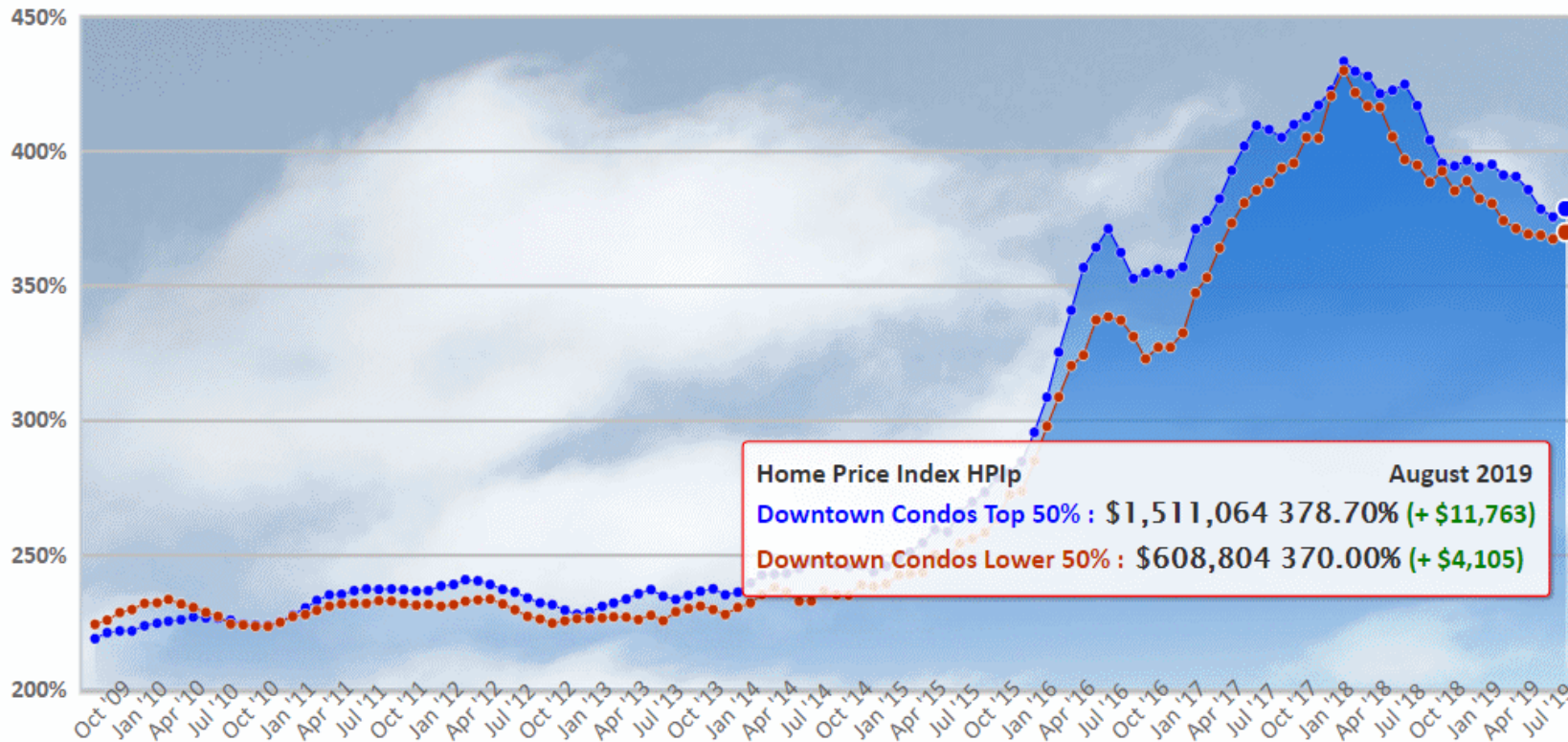


Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Aug 2019	% 378.70
Jul 2019	% 375.70
Jun 2019	% 378.60
May 2019	% 385.80
Apr 2019	% 390.70
Mar 2019	% 391.20
Feb 2019	% 395.20
Jan 2019	% 394.20
Dec 2018	% 396.70
Nov 2018	% 394.60
Oct 2018	% 395.70
Sep 2018	% 404.30

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Highcharts.com



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attached homes

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Last Offer Independently Owned and Operated

Market Analysis and Forecasting Sept 1/19 East Vancouver

Neighbourhoods	Total Listings	Sales	DOM	Sell / List	Sell - List \$Differenc	%SOLD
Champlain Heights	36	8	30	96%	-\$28,000	22.2%
Collingwood Van. East	172	31	23	96%	-\$23,000	18.0%
Downtown VE	48	5	57	96%	-\$25,000	10.4%
Fraser VE	26	4	39	95%	-\$28,500	15.4%
Fraserview VE	4	0				0.0%
Grandview VE	42	15	15	97%	-\$19,900	35.7%
Hastings	48	10	20	99%	-\$4,900	20.8%
Hastings East	85	10	25	100%	\$0	11.8%
Killarney VE	18	3	55	87%	-\$50,000	16.7%
Knight	15	2	28	96%	-\$23,000	13.3%
Main	35	5	23	97%	-\$32,500	14.3%
Mount Pleasant VE	143	41	24	97%	-\$14,000	28.7%
Renfrew VE	47	4	47	92%	-\$38,000	8.5%
Renfrew Heights	52	13	34	95%	-\$26,300	25.0%
South Vancouver	2	1	14	95%	-\$30,000	0.0%
Victoria VE	39	8	47	94%	-\$53,310	20.5%
Total Activity	812	160	29	97%	-\$21,415	20%

Home Price Range	Total Listings	Sales	DOM	Sell / List Ratio	Sell - List \$Differenc	%SOLD
\$0-\$400,000	33	13	28	96%	-\$14,000	39.4%
\$400,001-\$500,000	130	38	33	95%	-\$23,500	29.2%
\$500,001-\$600,000	169	28	37	98%	-\$13,250	16.6%
\$600,001-\$700,000	114	31	20	97%	-\$20,000	27.2%
\$700,001-\$800,000	100	11	31	95%	-\$34,000	11.0%
\$800,001-\$900,000	65	8	15	98%	-\$18,650	12.3%
\$900,001 and more	201	31	24	97%	-\$29,000	15.4%
Total Activity	812	160	29	97%	-\$21,415	20%

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/12019	Change
Total Listings** (A,S,T,C,X)	716	903	812		-91
Active Listings (1st of the month)	532	683	672	557	-115
Solds	127	146	160		14
DOM	19	19	29		10
%SOLD (Sales/Listings (monthly rate))	900%	16%	20%		4%
Condos (Top 50%) Home Price Index HPI	\$741,101	\$711,723	\$701,838		-\$9,885
Condos (Lower 50%) Home Price Index HPI	\$492,100	\$451,983	\$450,109		-\$1,874
Twnhs (Top 50%) Home Price Index HPI	\$1,111,537	\$1,040,307	\$1,025,101		-\$15,206
Twnhs (Lower 50%) Home Price Index HF	\$724,100	\$688,101	\$681,378		-\$6,723

Sept 1 2019 East Vancouver Market Update (Attached)

Current: East Vancouver has a Seller Market with **20 %SOLD** rate and a 97% Sell/List Ratio. (This means an average of a \$21,415 Discount on a sale from the original list price)

Most Active Range: Homes below \$400,000 have **39.4 %SOLD** rate.

Least Active Range: Homes between \$700,000-\$800,000 have **11.0 %SOLD** rate.

History: East Vancouver's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$39,263.

East Vancouver's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$41,991.

East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$86,436.

East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$42,722.

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

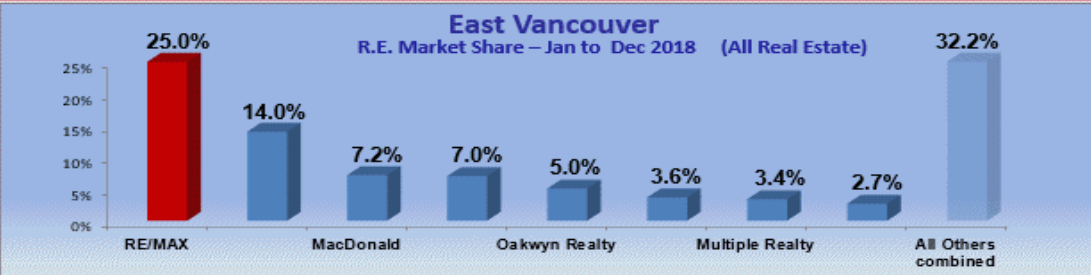
Forecast: The last month listing inventory 13% more than the same month last year. There were more active listings compared to last month. We project East Vancouver to be a Seller Market.

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 Neighbourhood.

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the RE/MAX Market Share Reports



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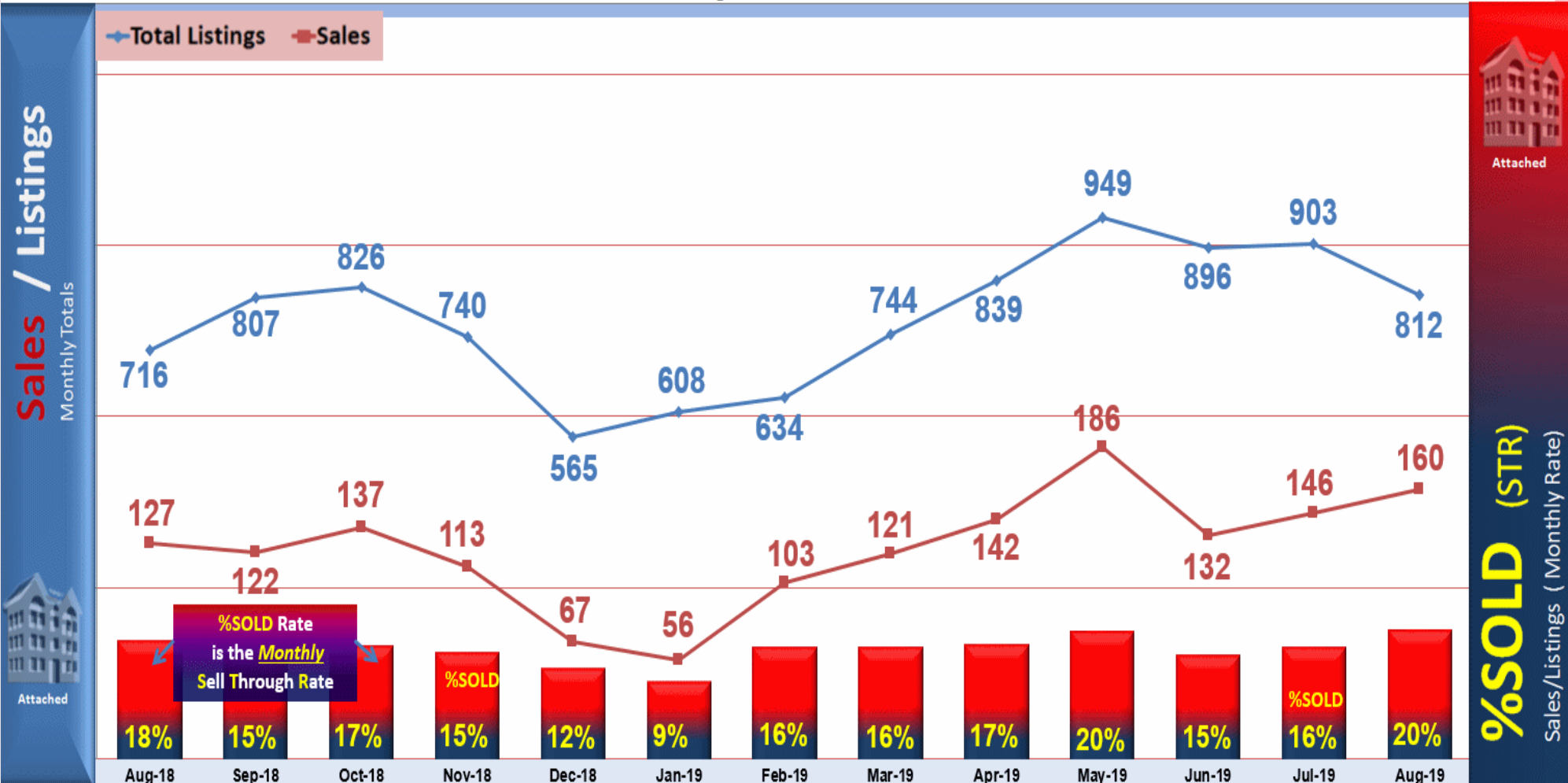
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Market Analysis and Forecasting Sept 1/19 East Vancouver

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



Sales / Listings
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

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Market Analysis and Forecasting Sept 1/19 East Vancouver

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 Changes
(Home Price Index Paired sales from 2005)



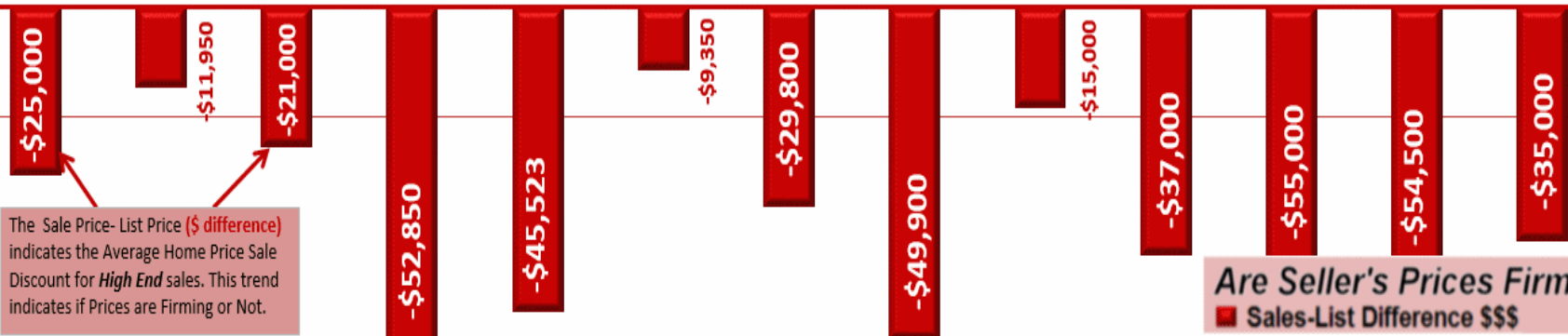
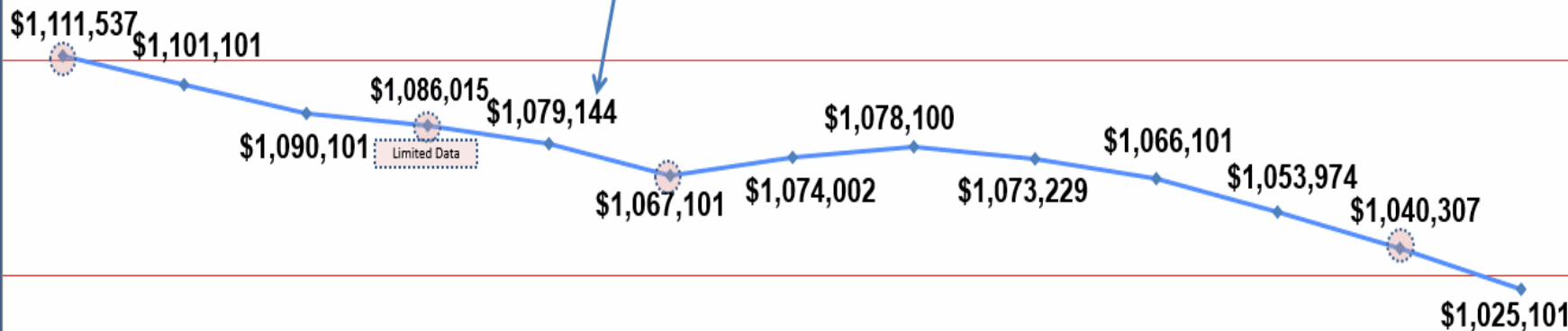
Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

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

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.
(Note: Each Sale is paired to 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 \$\$\$

*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 Sept 1/19 East Vancouver

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)



Townhouses



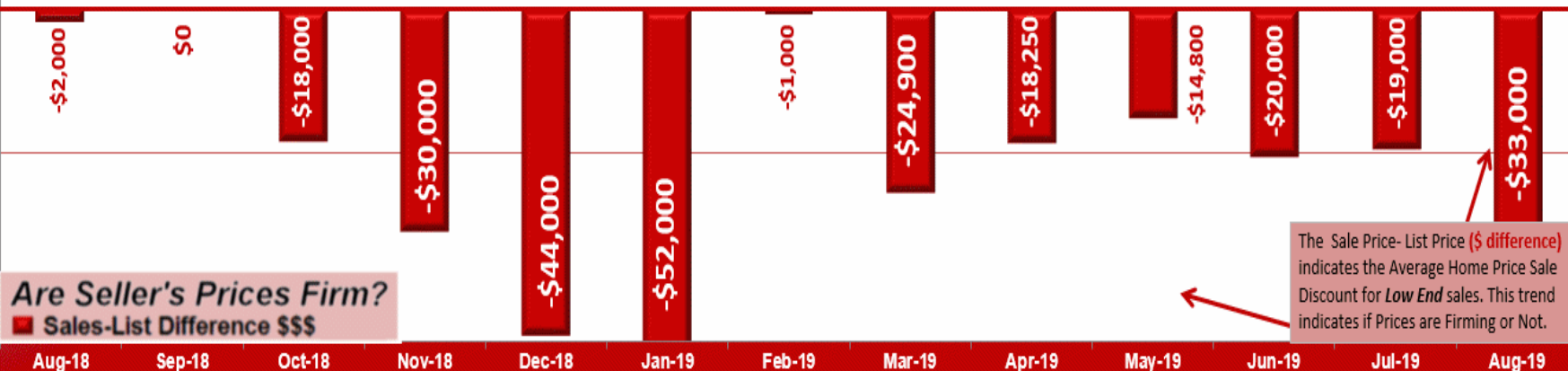
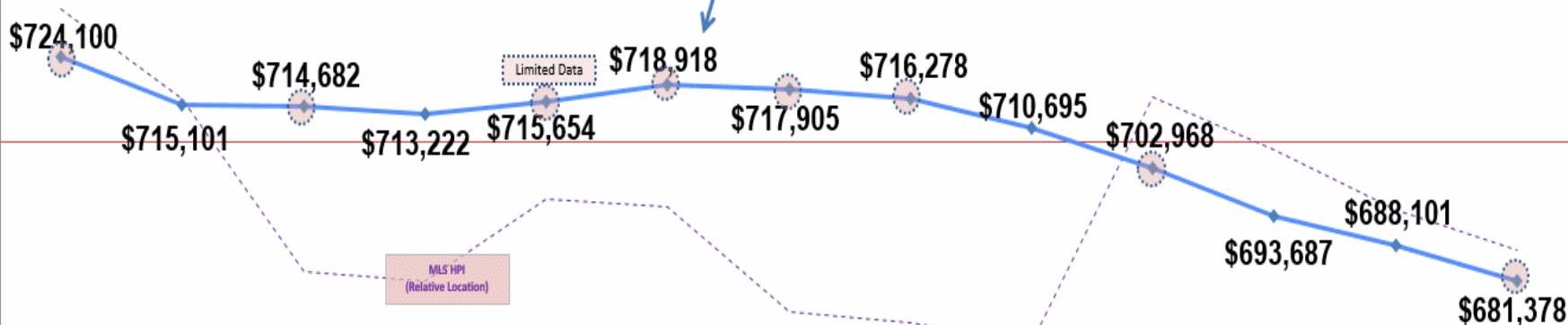
Townhouses

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

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

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

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



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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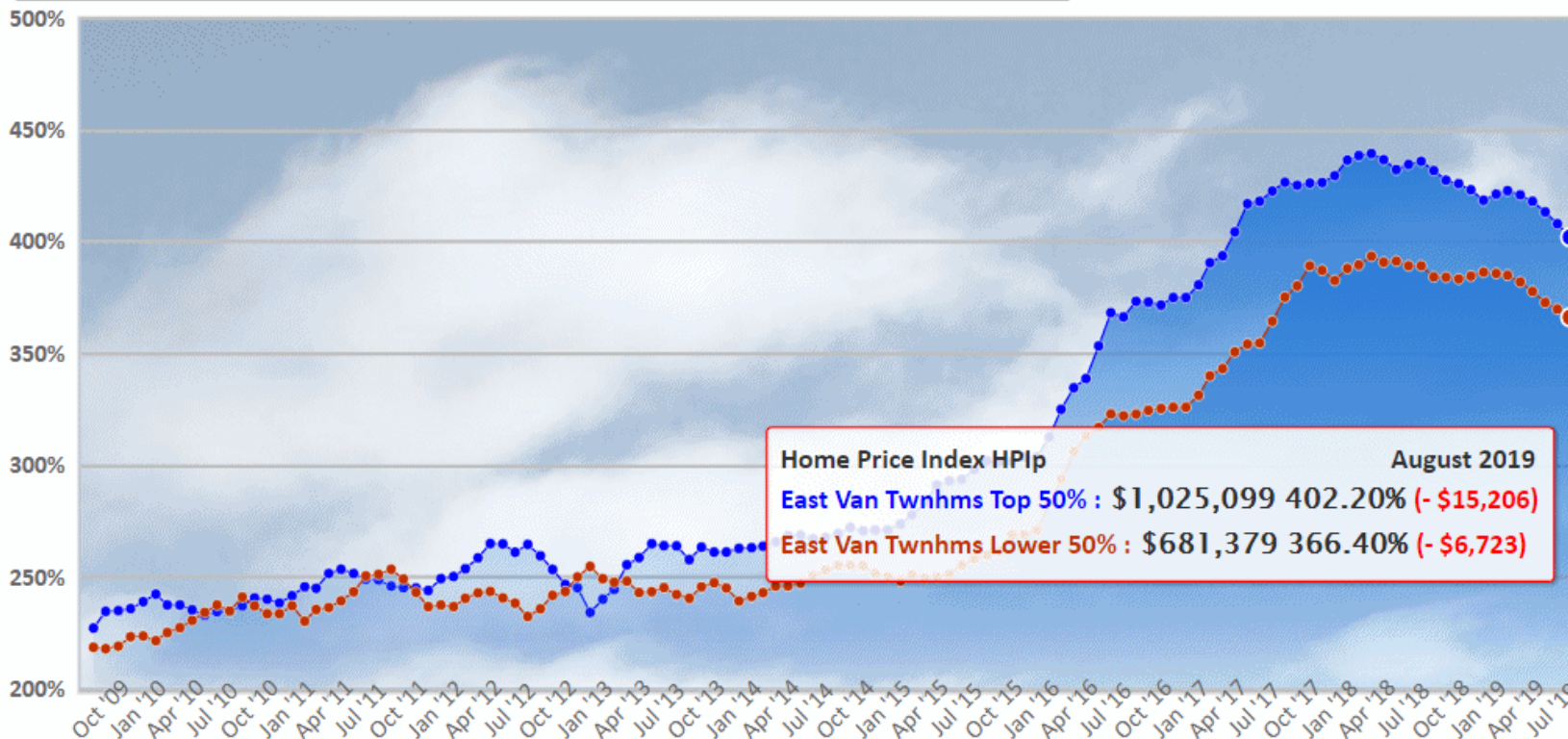


Market Analysis and Forecasting Sept 1/19 East Vancouver

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



Home Price Index HPIp August 2019
 East Van Twnhms Top 50% : \$1,025,099 402.20% (- \$15,206)
 East Van Twnhms Lower 50% : \$681,379 366.40% (- \$6,723)

Monthly Home values

Date	Value
Aug 2019	% 402.20
Jul 2019	% 408.20
Jun 2019	% 413.50
May 2019	% 418.30
Apr 2019	% 421.10
Mar 2019	% 423.00
Feb 2019	% 421.40
Jan 2019	% 418.70
Dec 2018	% 423.40
Nov 2018	% 426.10
Oct 2018	% 427.70
Sep 2018	% 432.00

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Highcharts.com

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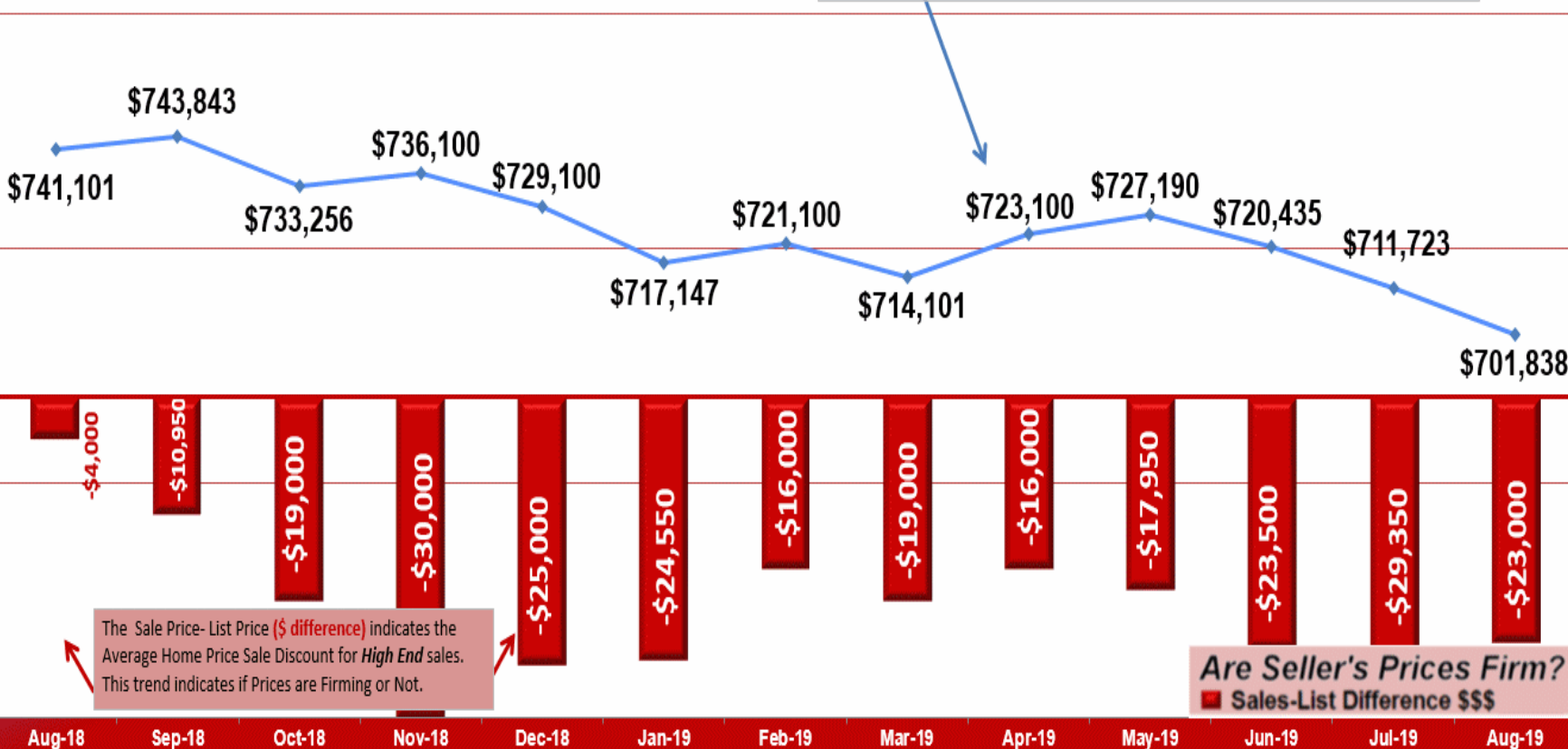
Attached East Vancouver Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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)



Condominiums



Condominiums

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

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Market Analysis and Forecasting Sept 1/19 East Vancouver

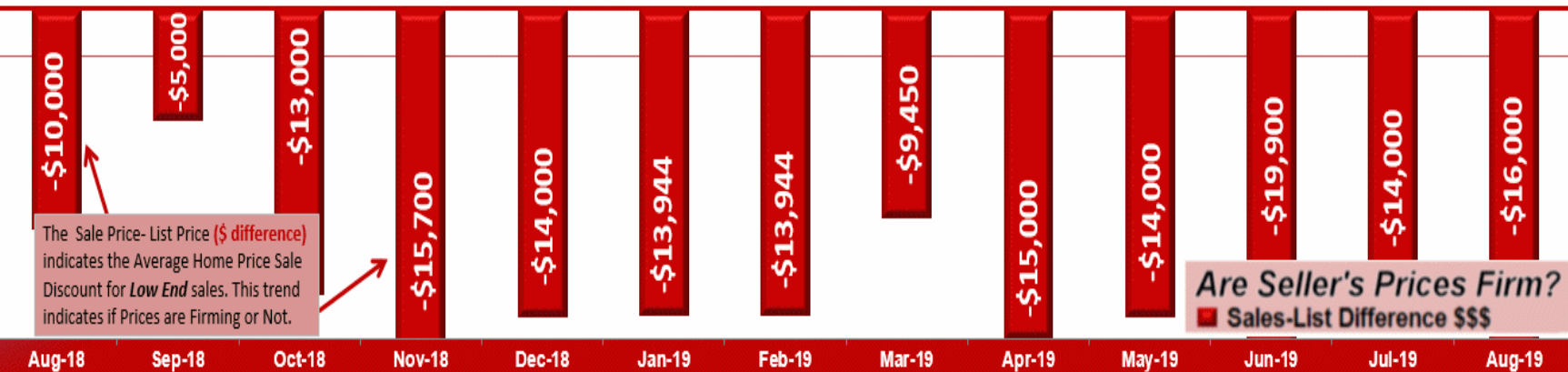
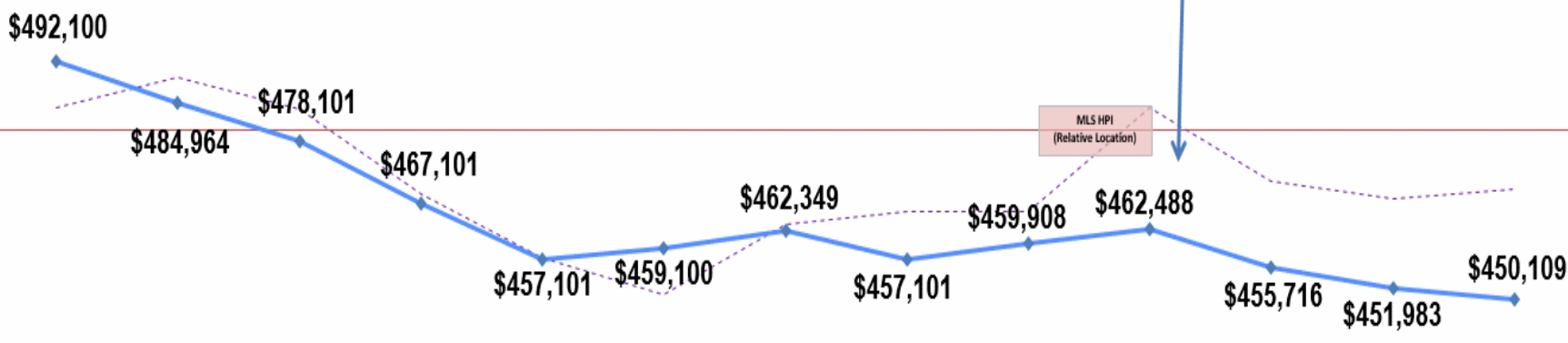
Attached East Vancouver Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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 it's previous sale after 2005 to determine its exact price change.)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend indicates if Prices are Firming or Not.

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

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



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.

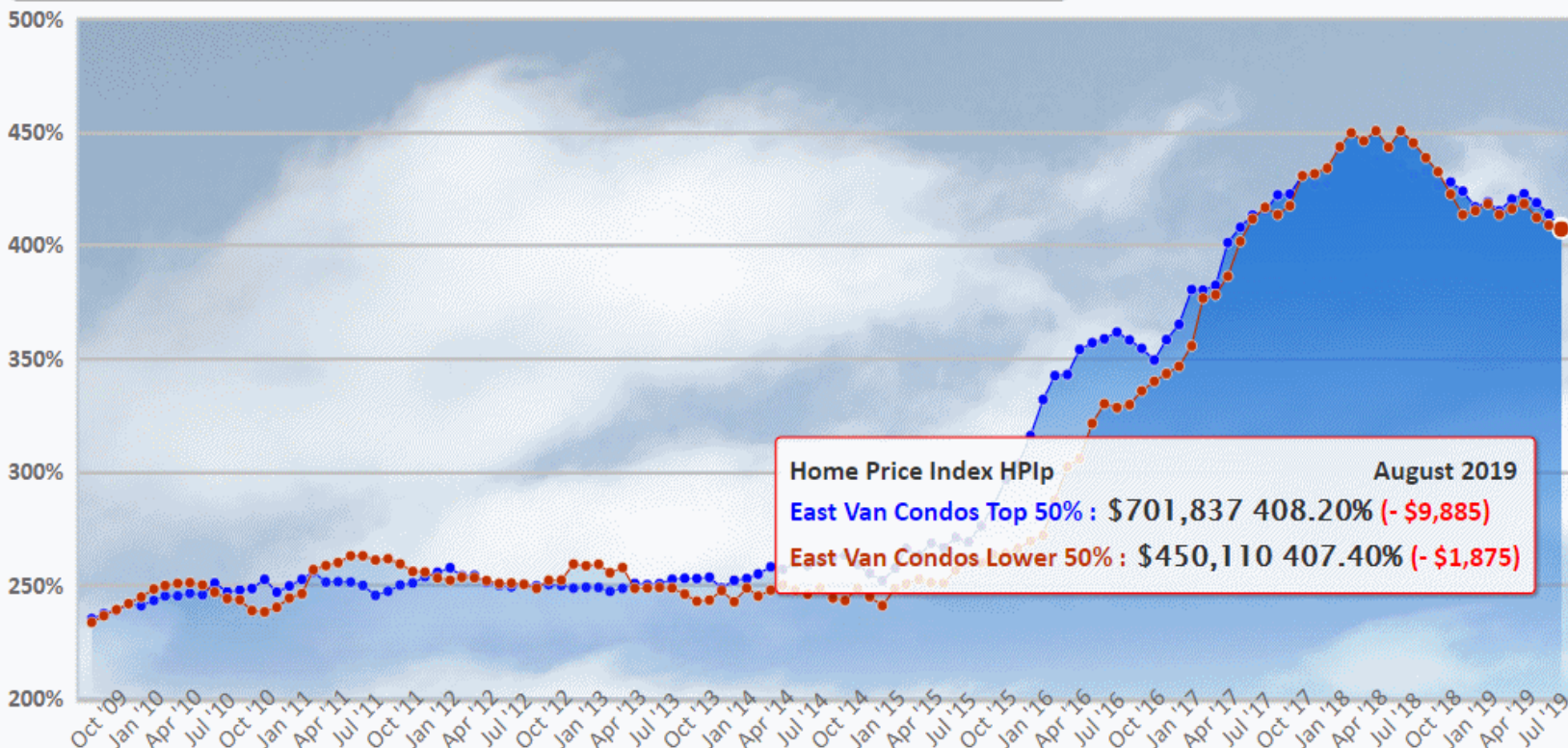


Market Analysis and Forecasting Sept 1/19 East Vancouver

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
Aug 2019	% 408.20
Jul 2019	% 414.00
Jun 2019	% 419.00
May 2019	% 423.00
Apr 2019	% 420.60
Mar 2019	% 415.40
Feb 2019	% 419.40
Jan 2019	% 417.10
Dec 2018	% 424.10
Nov 2018	% 428.20
Oct 2018	% 426.50
Sep 2018	% 432.70

<<< 1 2 3 >>>

Highcharts.com

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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

