

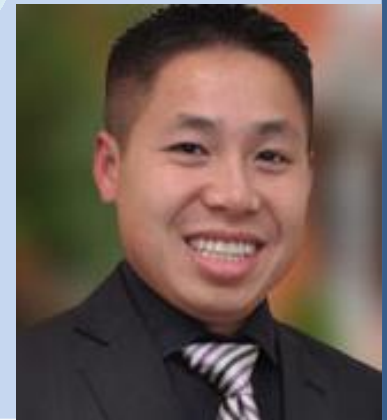
Market Analysis and Forecasting

Market Analysis and Forecasting

Khanh Vo's Market Reports



Advanced Marketing Tools





Market Analysis and Forecasting

Market Analysis and Forecasting

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Detached

- [Burnaby](#)
- [Coquitlam](#)
- [East Vancouver](#)
- [Langley North](#)
- [Langley-Cloverdale](#)
- [North Vancouver](#)
- [Port Coquitlam](#)

Detached

- [Richmond](#)
- [Surrey East](#)
- [Surrey West](#)
- [Vancouver Westside](#)
- [White Rock S Surrey](#)
- [North Delta](#)
- [New West – E. Burnaby](#)

Attached

- [Burnaby](#)
- [Coquitlam](#)
- [Downtown-West End](#)
- [East Vancouver](#)
- [Langley-Cloverdale](#)
- [Port Coquitlam](#)
- [New West-E. Burnaby](#)

Attached

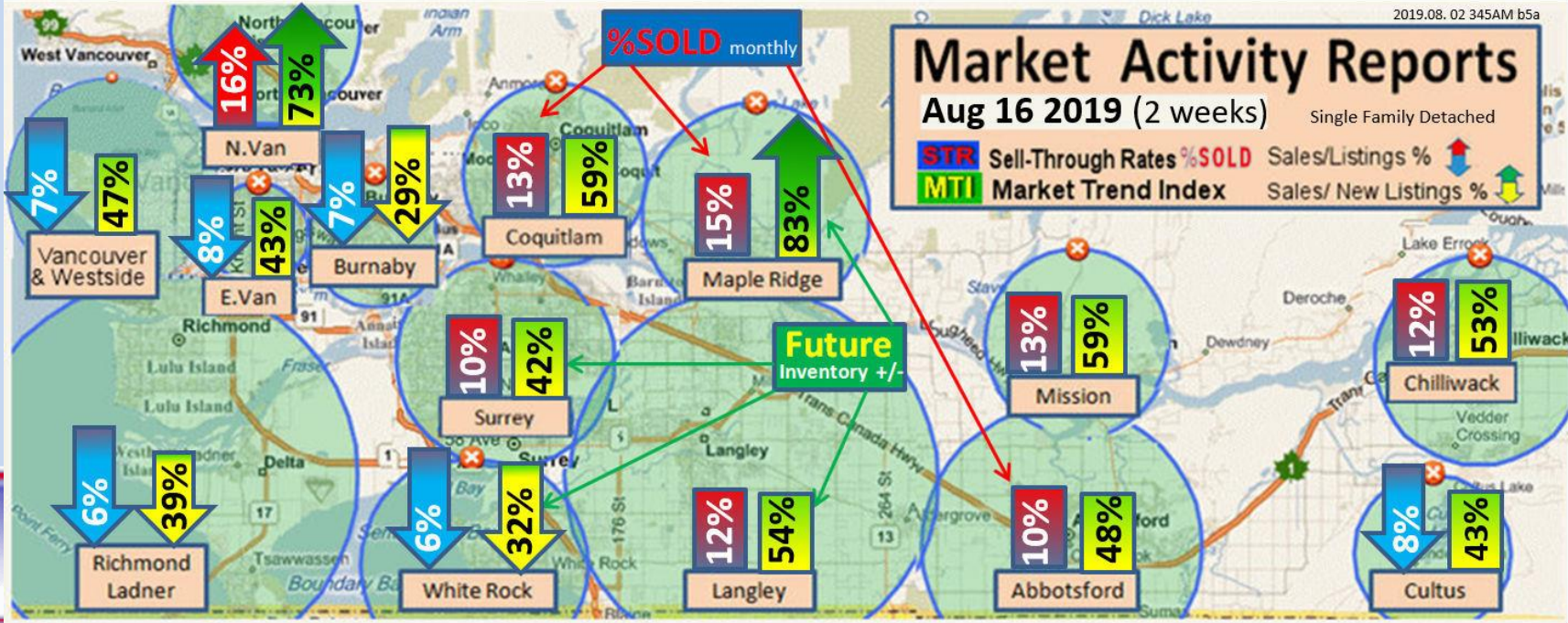
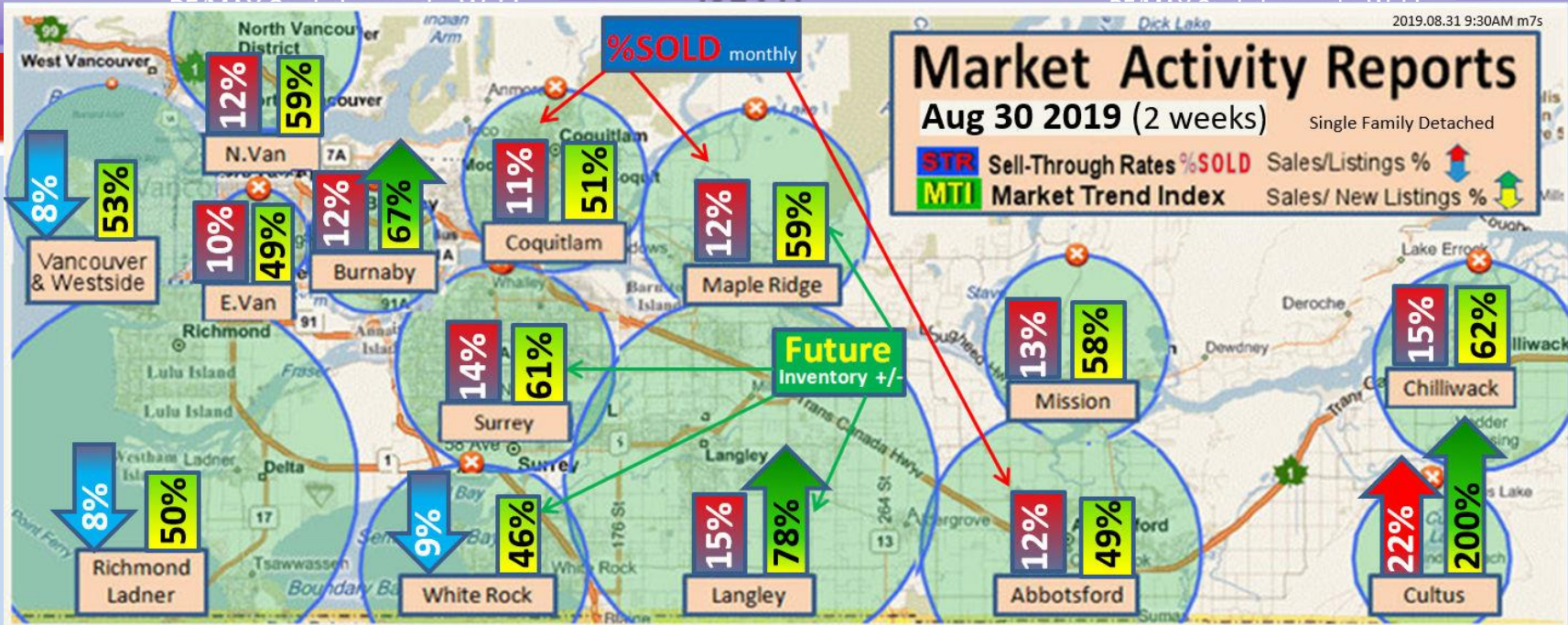
- [North Vancouver](#)
- [Port Coquitlam](#)
- [Richmond](#)
- [Surrey East](#)
- [Surrey West](#)
- [Vancouver Westside](#)
- [White Rock S Surrey](#)

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

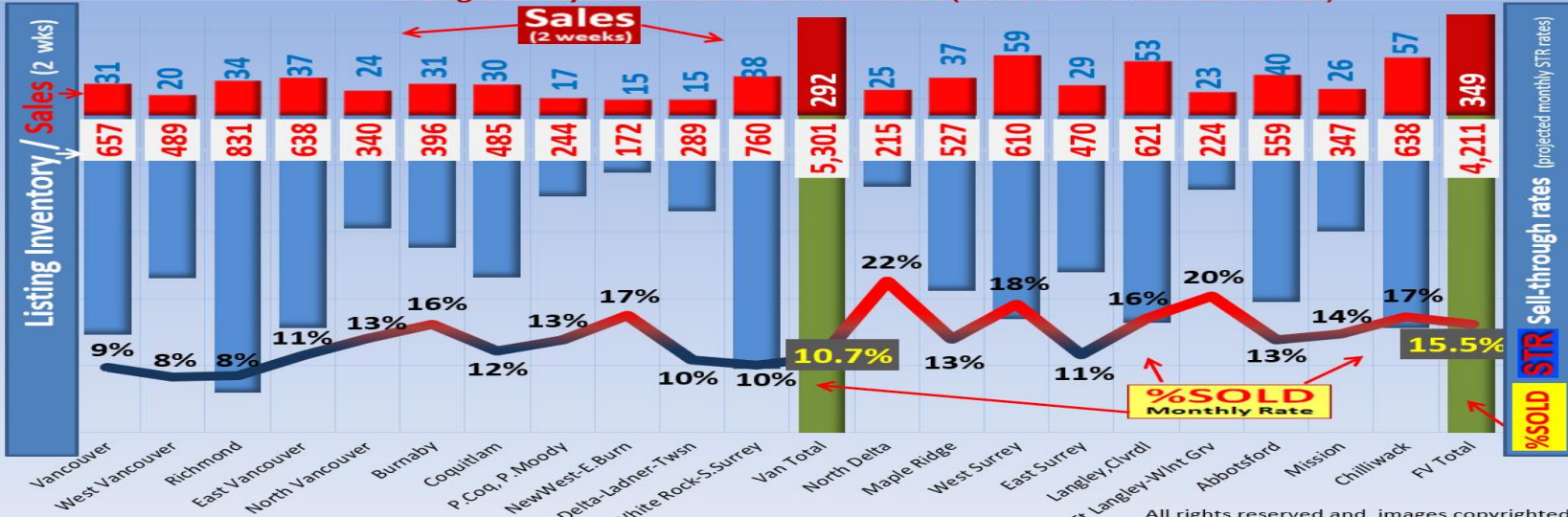
Aug 30 2019 (2 weeks)

%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

Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

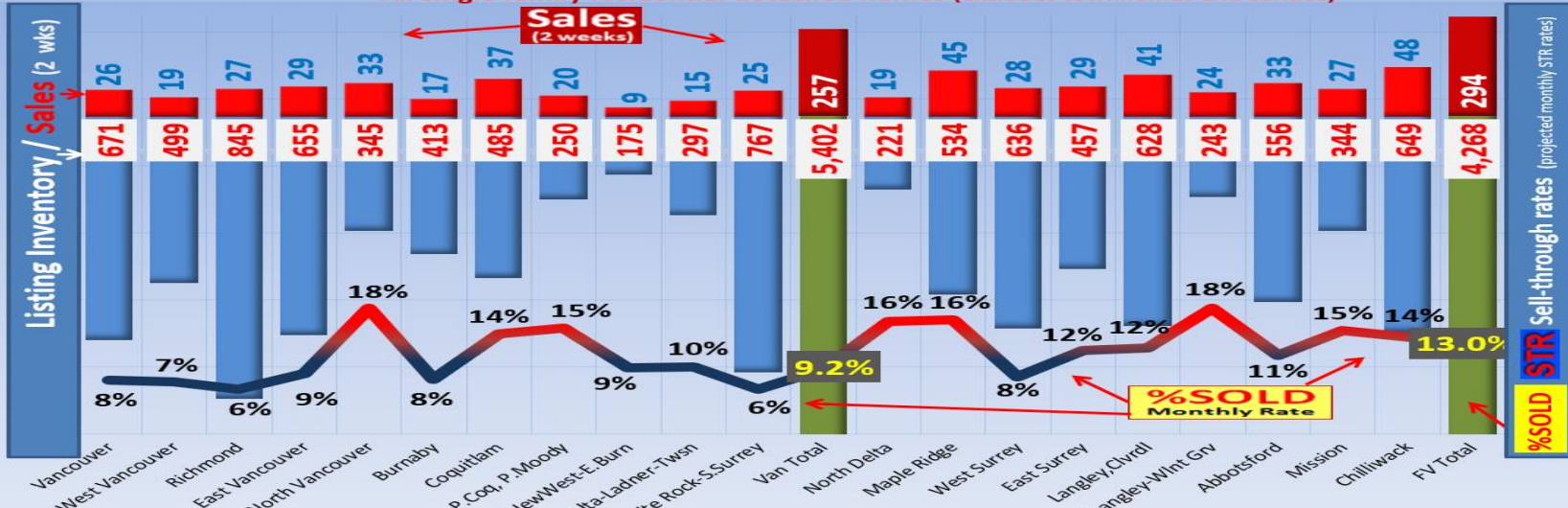
Aug 16 2019 (2 weeks)

%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



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



Surrey West Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

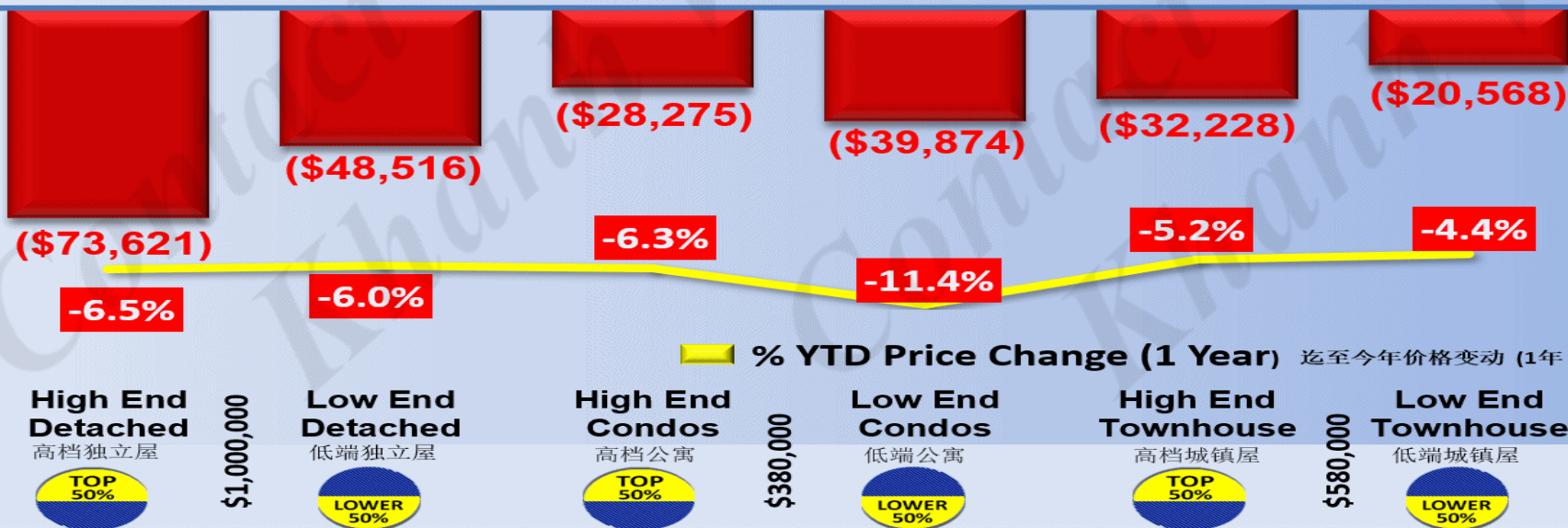
房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

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

YTD Home Price Changes \$\$\$

YTD Home Price Changes %%



% YTD Price Change (1 Year) 迄于今年价格变动 (1年)

High End Detached
高档独立屋

\$1,000,000

Low End Detached
低端独立屋

High End Condos
高档公寓

\$380,000

Low End Condos
低端公寓

High End Townhouse
高档城镇屋

\$580,000

Low End Townhouse
低端城镇屋

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

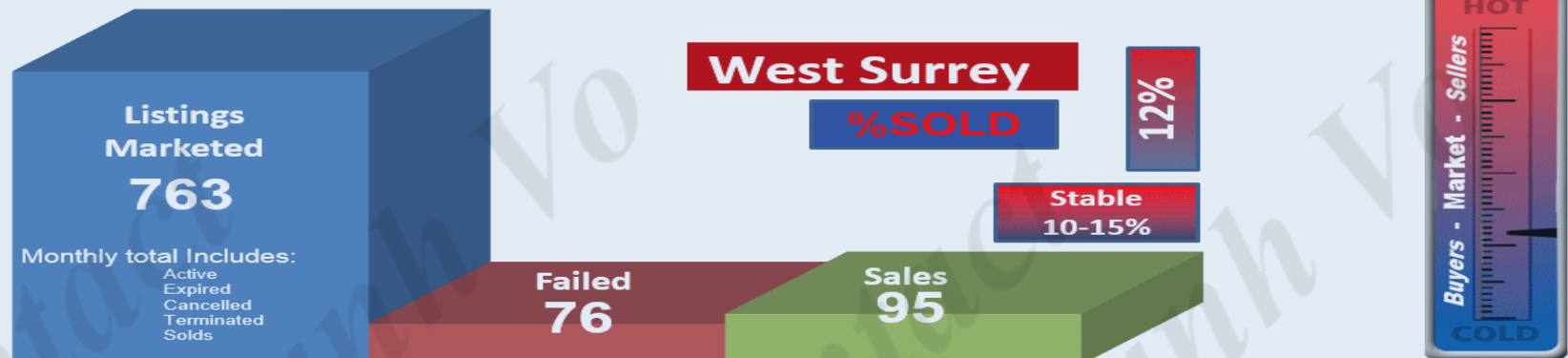


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Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

produced for: Khanh Vo



Monthly Market Activity - Aug 2019 - Single Family



Sept 1 2019 West Surrey Market Update

(Detached)

Current: West Surrey is in a Stable Market with an average listing inventory, **12 %SOLD** rate and a 96% Sell/List Ratio.
(This means that there is an average of a \$39,900 sales discount from the original list price)

Most Active Price Range: Homes between \$600,000 - \$750,000 have **23.1 %SOLD** rate.

Least Active Price Range: Homes between \$600,000 have **6.0 % SOLD** rate.

History: The Surrey West Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$5,437.
The Surrey West Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$30,072.

*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?

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	Detached
0-\$600,000	50	3	13	93%	-\$9,000	6.0%	↓
\$600,001-\$750,000	13	3	66	92%	-\$61,500	23.1%	↑
\$750,000-\$825,000	79	16	61	96%	-\$34,694	20.3%	↑
\$825,000-\$900,000	134	22	15	96%	-\$32,000	16.4%	↑
\$900,000-\$1,100,000	179	23	15	98%	-\$20,800	12.8%	↓
\$1,100,000-\$1,200,000	63	10	4	97%	-\$39,450	15.9%	↑
\$1,200,001 and more	245	18	56	94%	-\$83,900	7.3%	↓
Total Activity	763	95	28	96%	-\$39,900	12%	

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)	773	766	763		-3	↓
Active Listings (1st of the month)	578	579	602	592	-10	↓
Solds	69	84	95		11	↑
Days on Market (DOM)	16	33	28		-5	↓
%SOLD (Sales/ Listings /monthly rate)	8.9%	11.0%	12.5%		1.5%	↑
(Top 50%) Home Price Index HPIp	\$1,085,537	\$1,074,100	\$1,080,100		\$6,000	↑
(Lower 50%) Home Price Index HPIp	\$781,456	\$755,100	\$751,384		-\$3,716	↓

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What Sold in your Neighbourhood and for What Price?

West Surrey Sub areas Statistics - Aug 2019

Detached

Neighbourhoods	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	14	2	38	98%	-\$11,400	14.3%
Bolivar Heights	98	17	57	96%	-\$39,000	17.3%
Royal Heights	17	2	16	98%	-\$14,850	3.7%
Cedar Hills	73	12	41	94%	-\$59,500	10.7%
Whalley	77	0				14.8%
Queen Mary Park Surrey	96	8	18	97%	-\$29,750	15.1%
Bear Creek Green Timbers	80	18	15	98%	-\$18,000	9.2%
West Newton	148	18	46	93%	-\$55,000	11.3%
East Newton	160	18	25	95%	-\$56,500	7.2%
Total Activity	763	95	28	96%	-\$39,900	12%



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Next Months Market Forecast

Forecast: West Surrey has average Listing supply; 592 homes are for sale and with the **12 %SOLD** monthly rate gives us a ~8 months of inventory. 21% of the active listings have reduced their price by \$38,579 on average or \$30,000 median in the last month. We project West Surrey to be a Stable market.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. 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. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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produced for: **Khanh Vo**

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

detached homes



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Advice you can trust

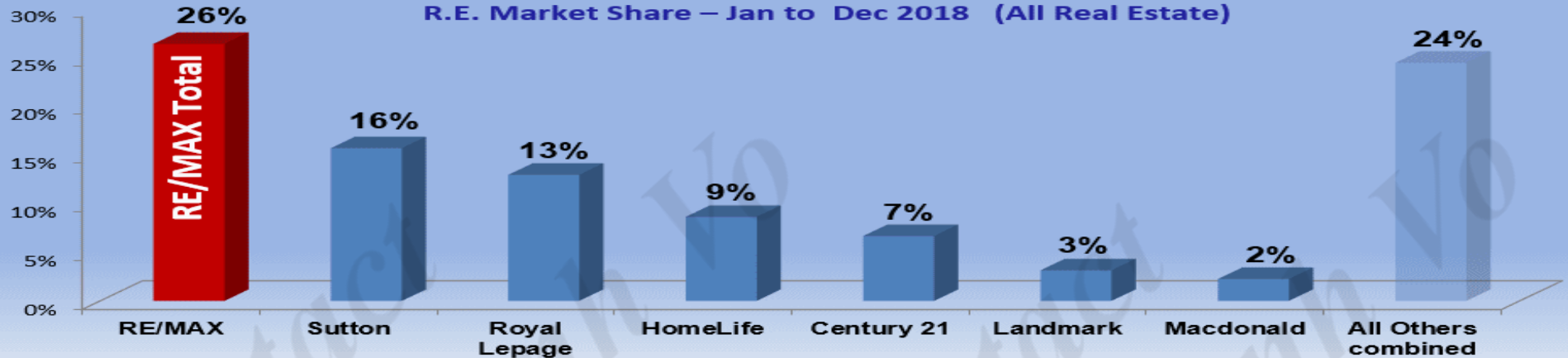
604-710-1245 khanhvo@remax.net

Market Analysis and Forecasting Sept 1/19 West Surrey

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

Fraser Valley and Chilliwack R.E. Boards

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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Market Analysis and Forecasting Sept 1/19 West Surrey

Detached West Surrey 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)

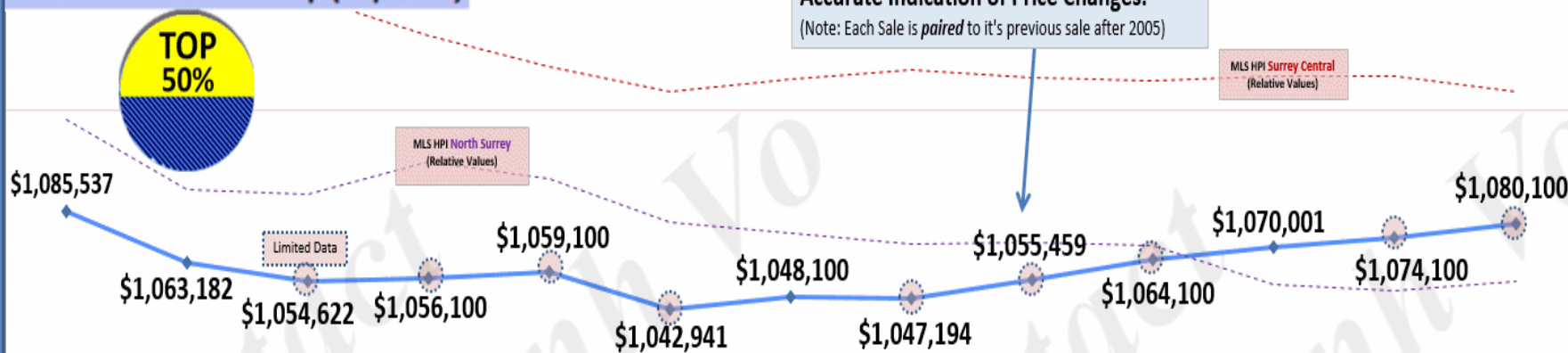
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,000,000

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)



Detached

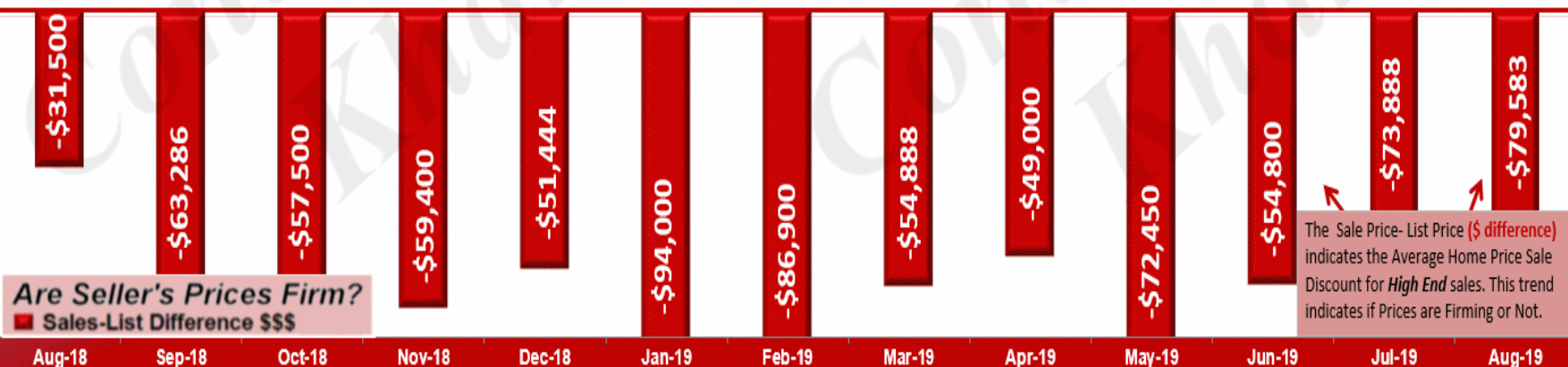


Home Price Changes
(Home Price Index Paired sales from 2005)



Detached

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



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

The Sale Price - List Price (\$ difference) indicates the Average Home Price Sale Discount for High 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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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



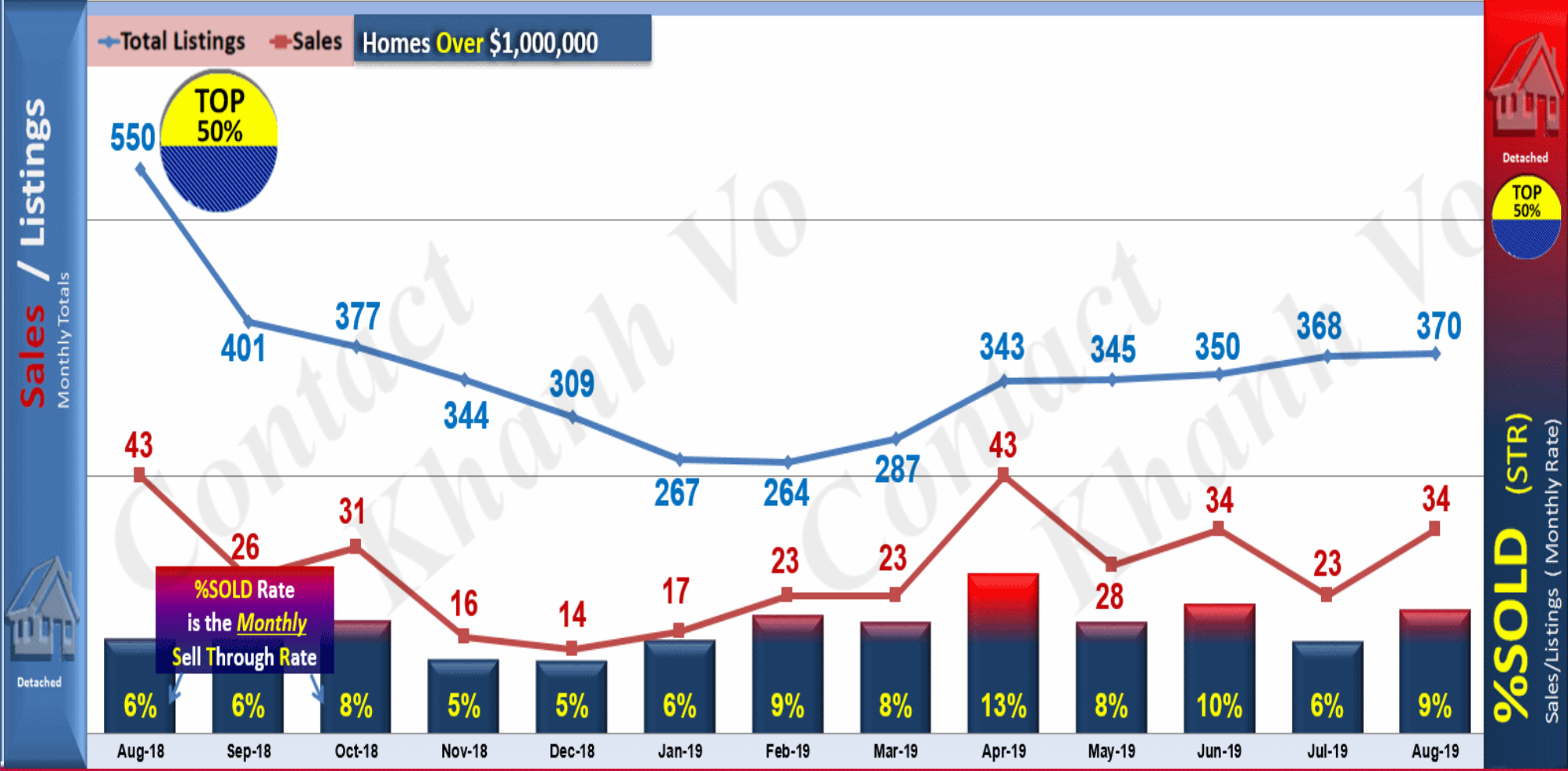
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Market Analysis and Forecasting Sept 1/19 West Surrey

Detached West Surrey Total Listings^{xx}, Sales, and %SOLD Rates for High End Homes



Sales / Listings
Monthly Totals

Detached
TOP 50%

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



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Market Analysis and Forecasting Sept 1/19 West Surrey

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

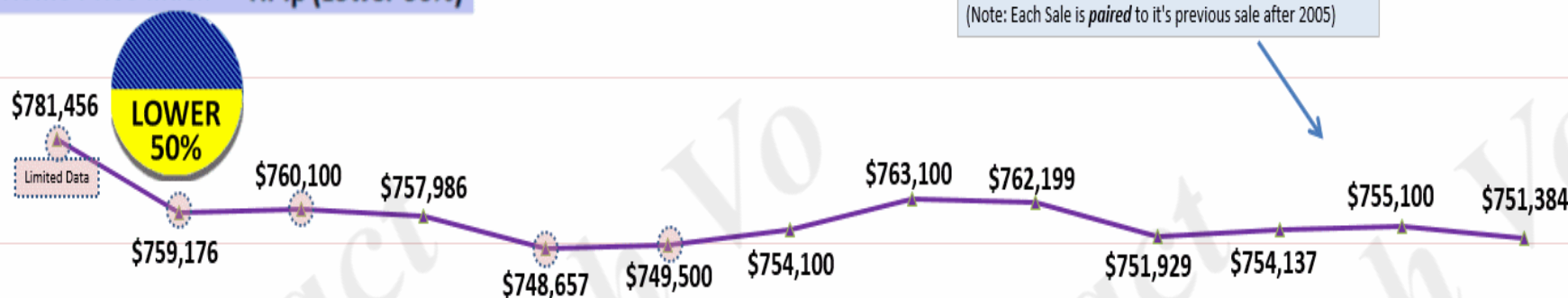
Are Home Prices Up?

Homes Below \$1,000,000

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)



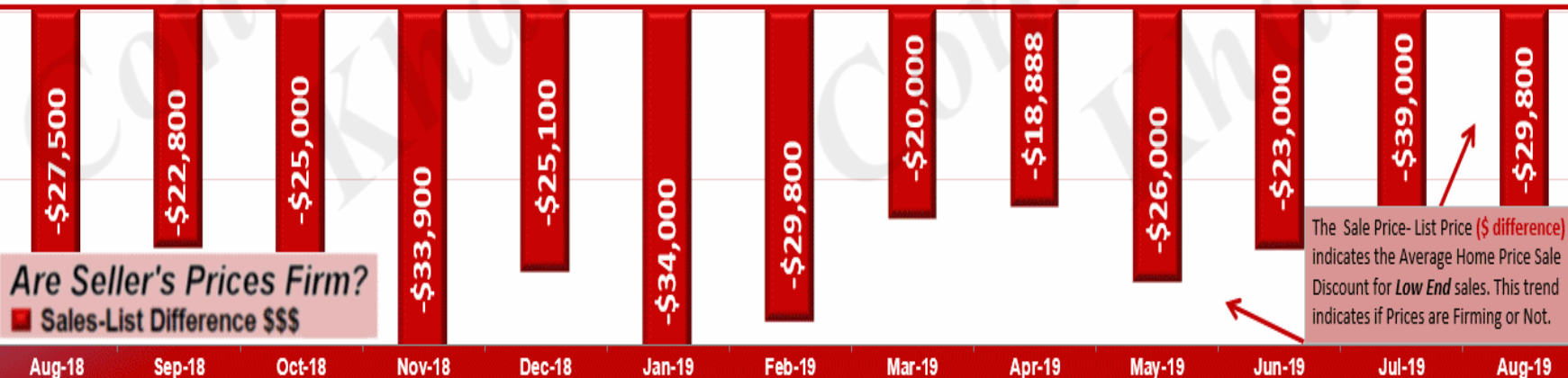
Detached

LOWER 50%

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



Detached



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.

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



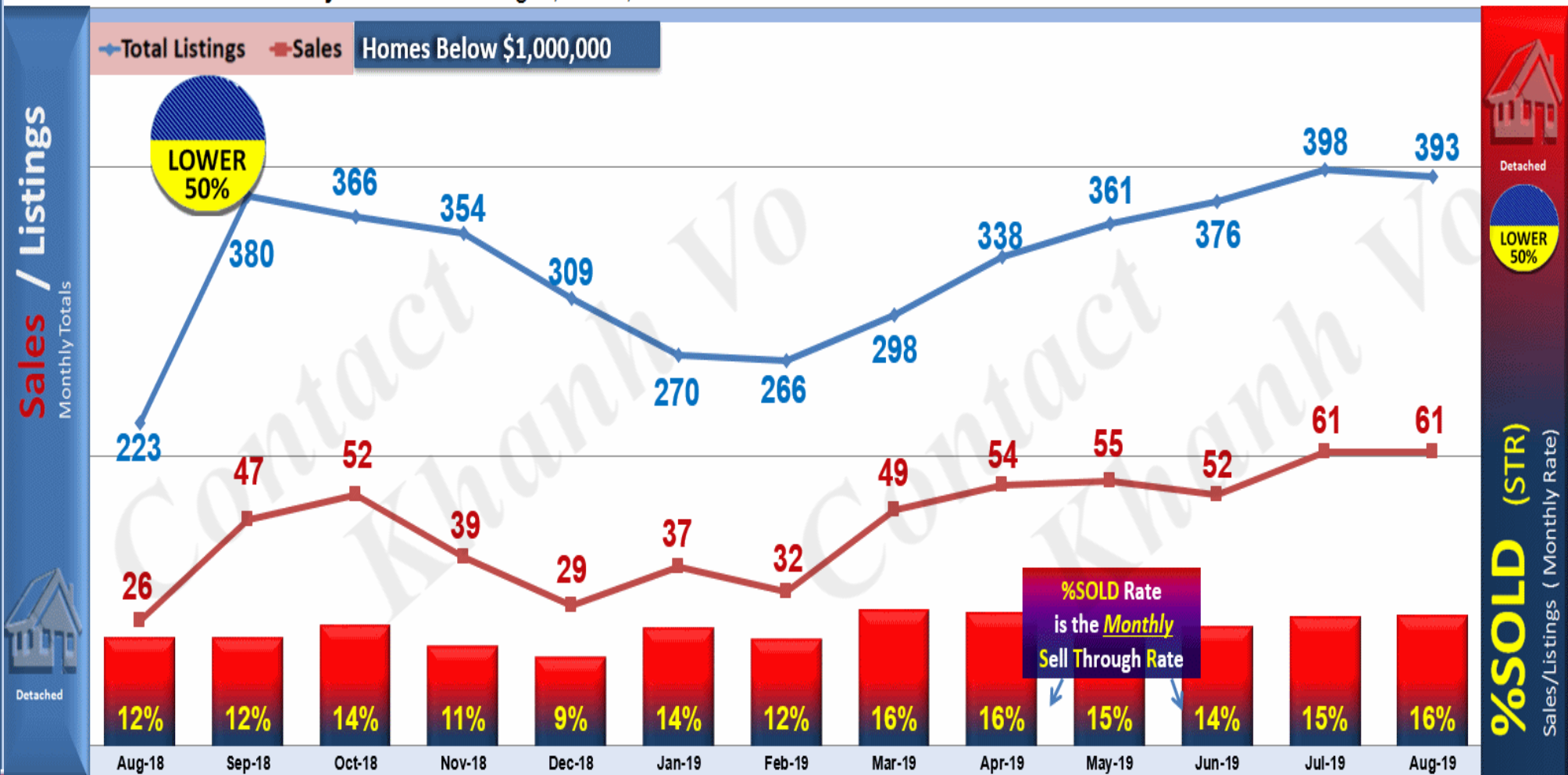
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Market Analysis and Forecasting Sept 1/19 West Surrey

Detached West Surrey Total Listings, Sales, and %SOLD Rates for Low End Homes



Sales / Listings
Monthly Totals



Detached



Detached

LOWER 50%

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



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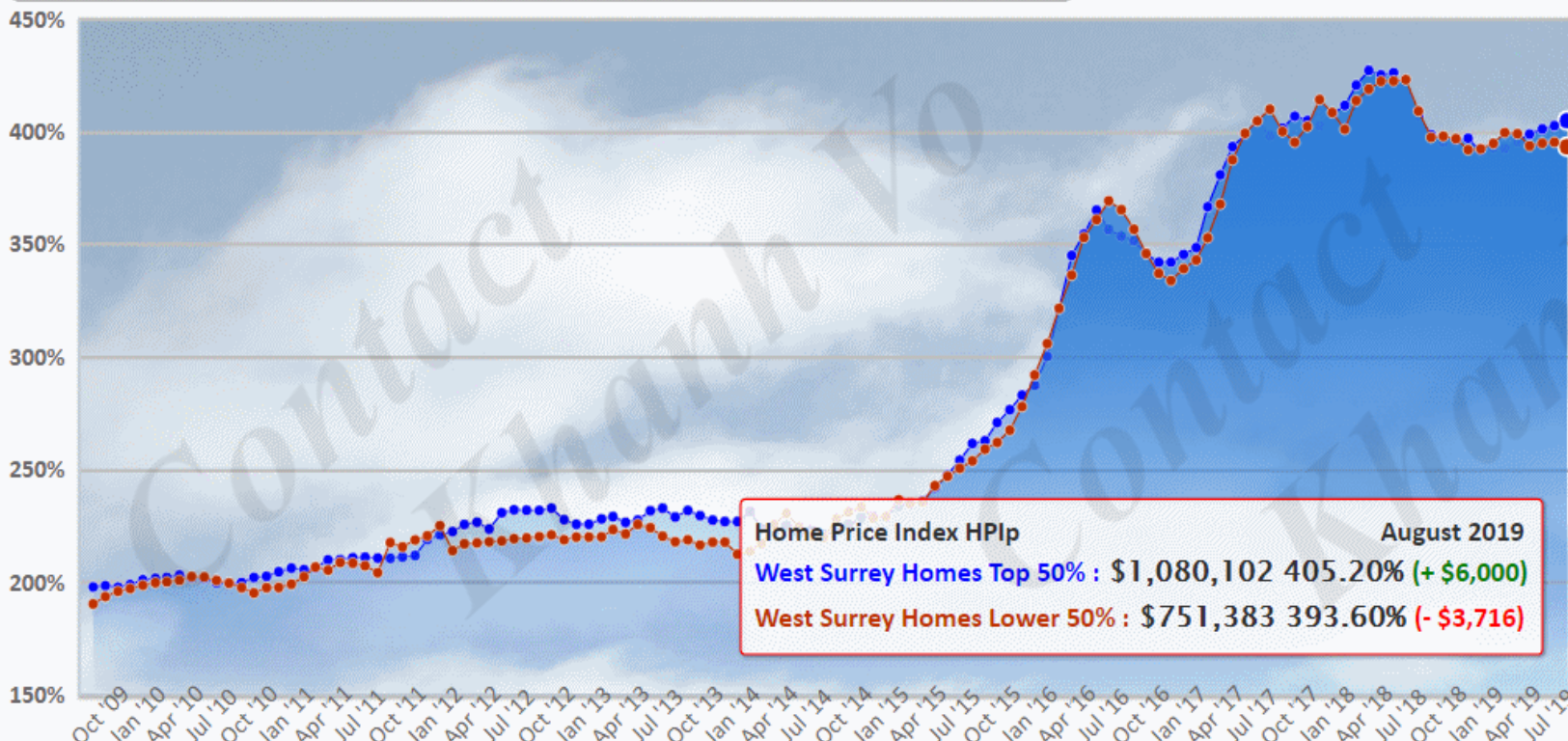
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Powered by the Greater Vancouver Market Reports HPIp



West Surrey Homes Top 50% : HPIp Forecast+ Forecast-
 West Surrey Homes Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp August 2019
 West Surrey Homes Top 50% : \$1,080,102 405.20% (+ \$6,000)
 West Surrey Homes Lower 50% : \$751,383 393.60% (- \$3,716)

Monthly Home values

Date	Value
Aug 2019	% 405.20
Jul 2019	% 402.90
Jun 2019	% 401.40
May 2019	% 399.20
Apr 2019	% 395.90
Mar 2019	% 392.80
Feb 2019	% 393.20
Jan 2019	% 391.20
Dec 2018	% 397.30
Nov 2018	% 396.20
Oct 2018	% 395.60
Sep 2018	% 398.80

<<< 1 2 3 >>>

Highcharts.com



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Surrey East Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

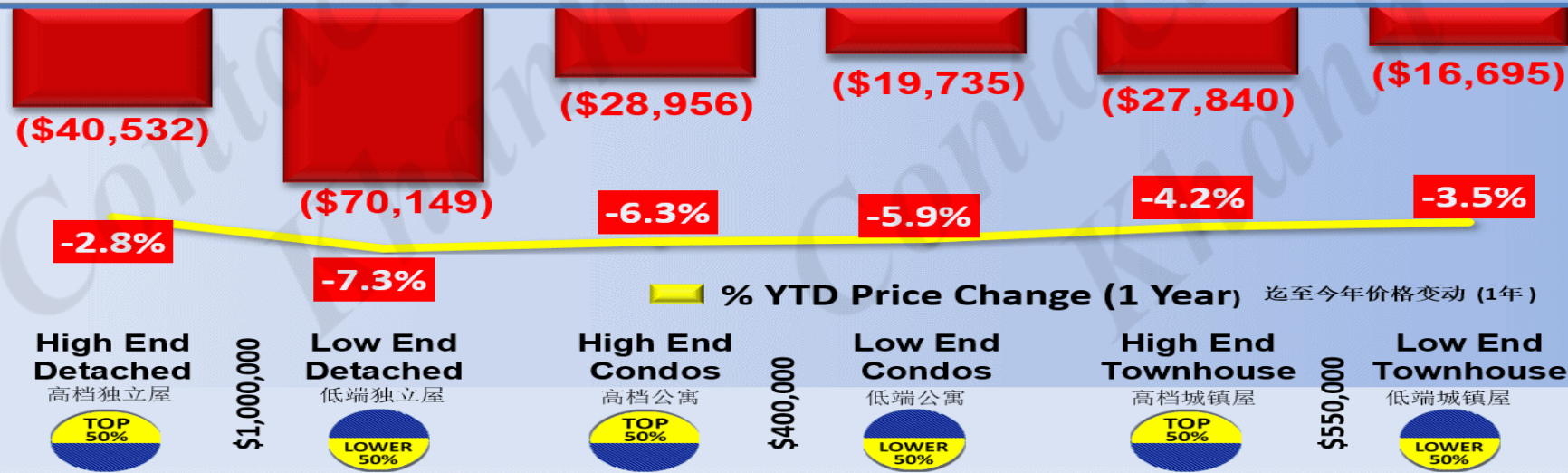
\$\$\$ YTD Price Change (1 Year) 价格变动 (1年)

房地產價格變動

房地產價格變動

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

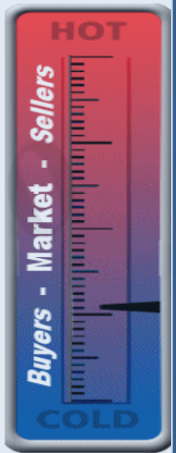
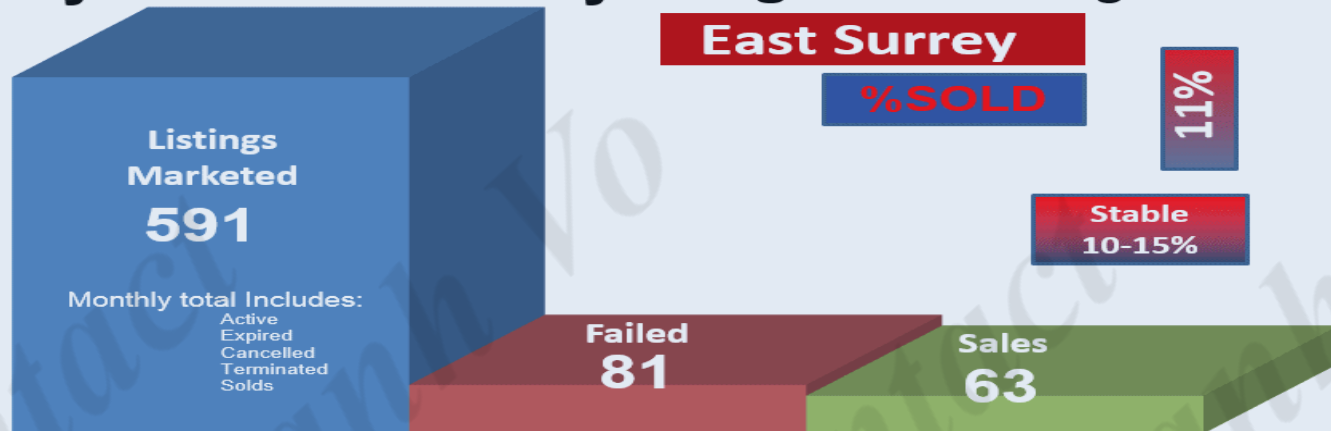
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Monthly Market Activity - Aug 2019 - Single Family



Sept 1 2019 East Surrey Market Update (Detached)

Current: East Surrey is in a Stable Market with **11% SOLD** rate, 33 DOM and 95% Sell/List Ratio. (This means that there is an average (m) of a \$49,000 discount from the original list price)

Most Active Price Range: Homes below \$800,000 have **21.7 %SOLD** rate.

Least Active Price Range: Homes between \$1.0 mill. - \$1.2 mill. have **1.4 %SOLD** rate.

History: The Surrey East Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$41,996. The Surrey East Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$25,021.

*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?

East Surrey List Price Ranges Statistics - Aug 2019

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	23	5	7	101%	\$10,000	21.7%	↑
\$800,001-\$900,000	80	15	22	96%	-\$34,606	18.8%	↑
\$900,001-\$1000,000	115	17	18	95%	-\$46,000	14.8%	
\$1,000,001-\$1,200,000	73	1	16	92%	-\$104,000	1.4%	↓
\$1,200,001-\$1,500,000	167	18	39	93%	-\$86,950	10.8%	
\$1,500,001 and more	133	7	50	88%	-\$248,001	5.3%	↓
Total Activity	591	63	33	95%	-\$49,000	11%	

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)	580	597	591		-6	↓
Active Listings (1st of the month)	442	460	452	447	-5	↓
Solds	65	64	63		-1	↓
Days on Market (DOM)	33	22	33		12	↑
%SOLD (Sales/ Listings /mnlthly rate)	11.2%	10.7%	10.7%		-0.1%	↓
(Top 50%) Home Price Index HPIp	\$1,414,879	\$1,388,215	\$1,372,883		-\$15,333	↓
(Lower 50%) Home Price Index HPIp	\$931,101	\$906,629	\$906,080		-\$549	↓



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What Sold in your Neighbourhood and for What Price?

East Surrey Sub areas Statistics - Aug 2019

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	130	11	38	93%	-\$94,900	8.5%
Guildford	37	3	16	90%	-\$108,000	8.1%
Port Kells	14	1	77	79%	-\$499,900	7.1%
Fleetwood Tynehead	179	22	22	96%	-\$39,450	12.3%
Panorama Ridge	130	14	34	95%	-\$51,950	10.8%
Sullivan Station	101	12	11	97%	-\$29,500	11.9%
Total Activity	591	63	33	95%	-\$49,000	11%



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



Next Months Market Forecast

Forecast: East Surrey has an average Listing Supply; 447 homes are for sale and with the **11 %SOLD** monthly rate gives us a 9 months of inventory. 22% of the active listings have reduced their price by \$55,935 on average or \$48,000 on median in the last month. We project East Surrey to be a continued Stable market.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. 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. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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

produced for: **Khanh Vo**

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

detached homes



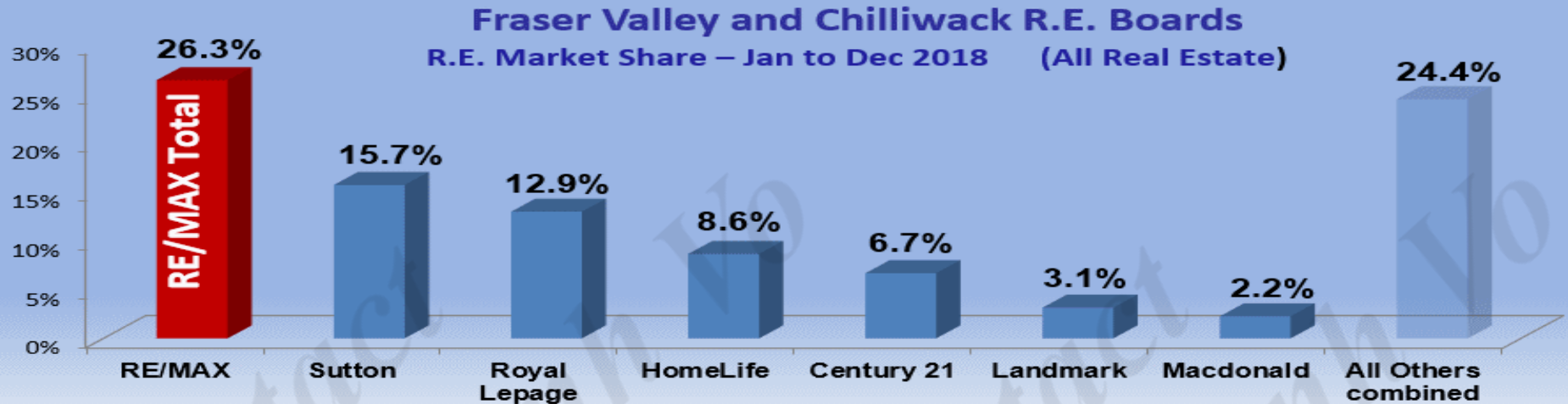
KHANH VO

Advice you can trust

604-710-1245 khanhvo@remax.net

Market Analysis and Forecasting Sept 1/19 East Surrey

#1 the RE/MAX Market Share Reports



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

produced for: **Khanh Vo**



Market Analysis and Forecasting Sept 1/19 East Surrey

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

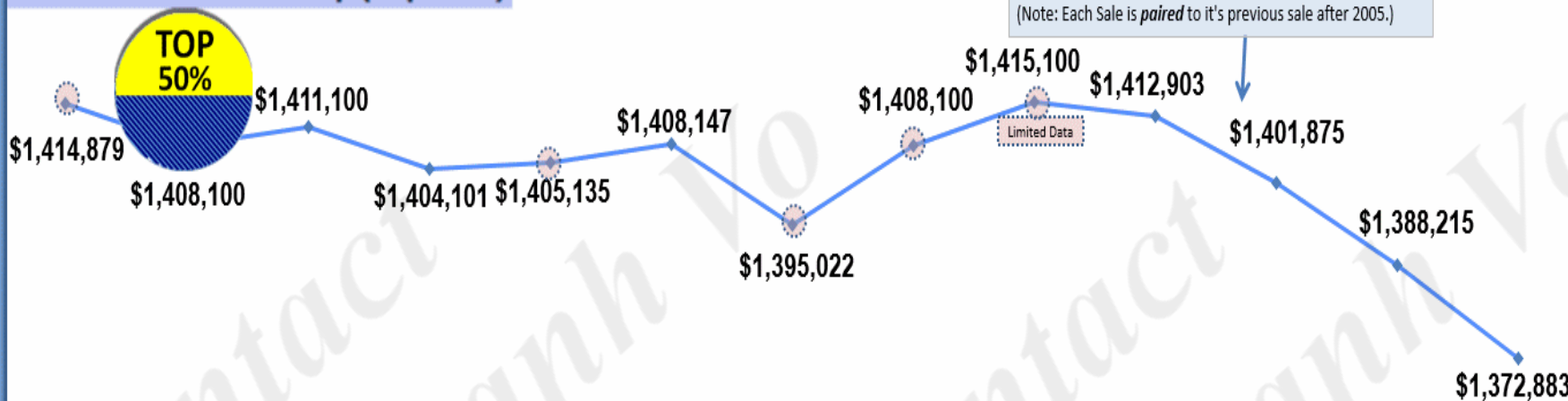
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,000,000

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.)



Detached

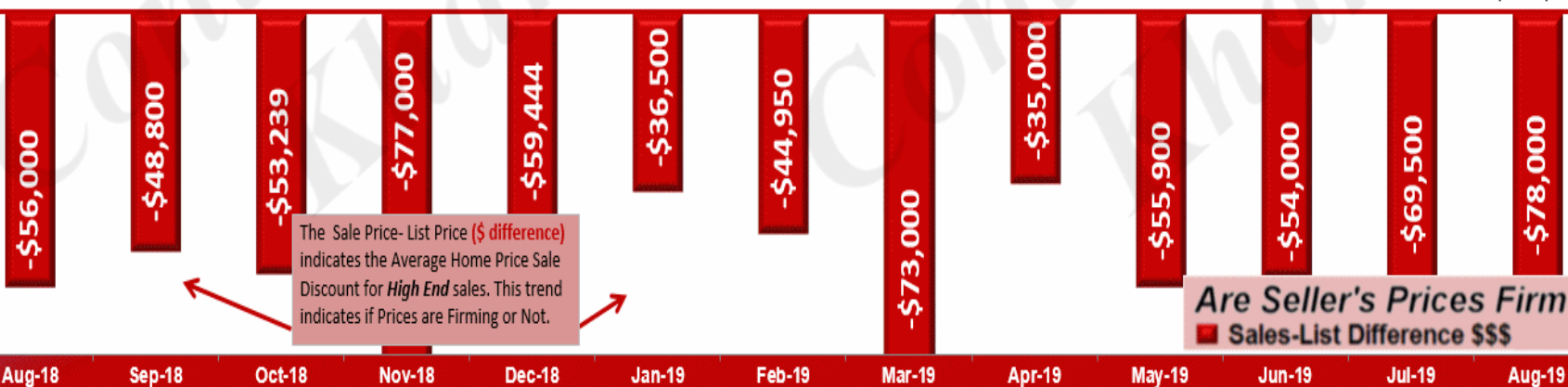
TOP 50%

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



Detached

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



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

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

*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 Surrey

Detached East Surrey Total Listings, Sales, and %SOLD Rates

Total Listings Sales Homes Over \$1,000,000

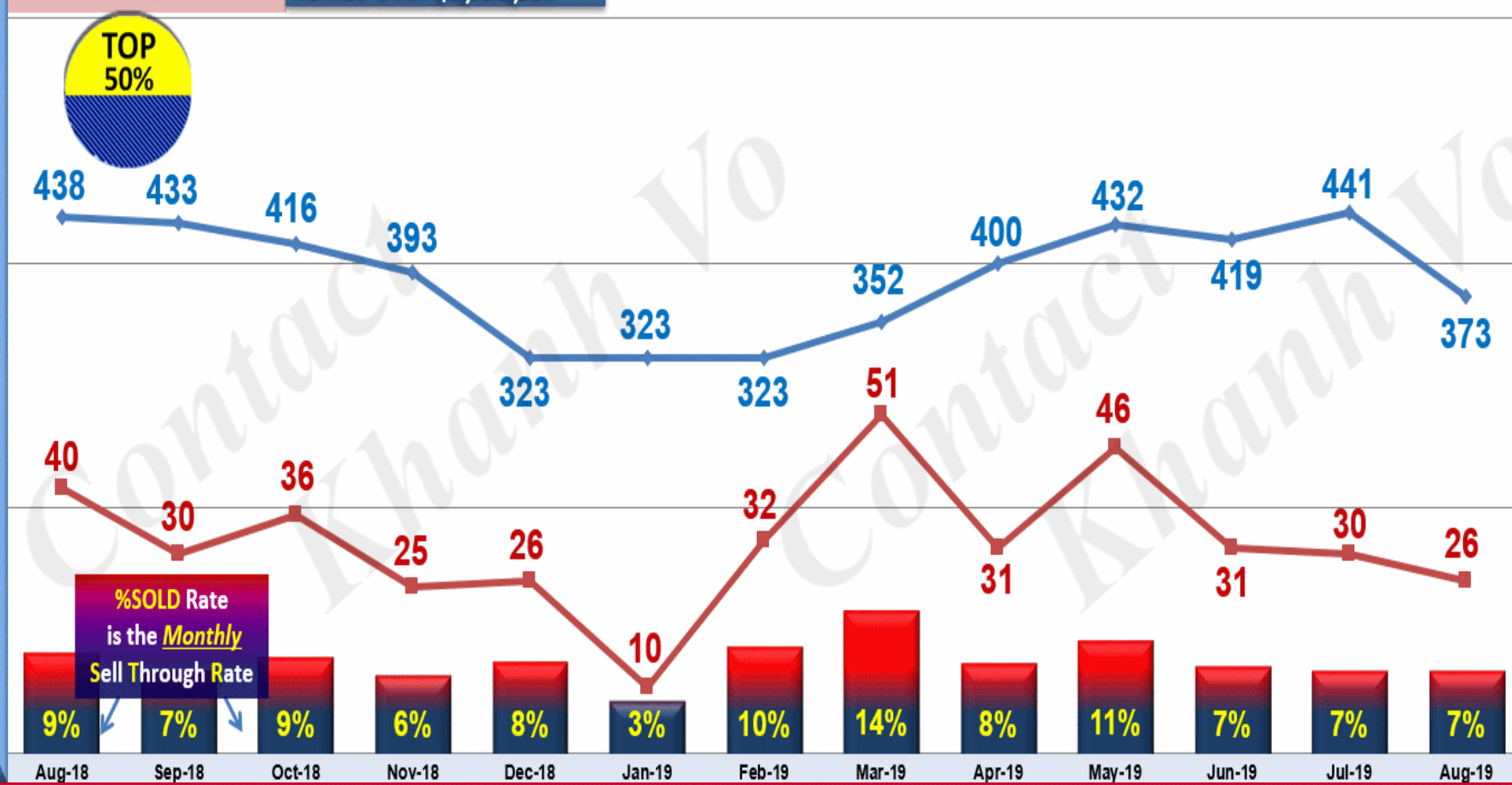
Sales / Listings
Monthly Totals



Detached

TOP 50%

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



Detached



*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.

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

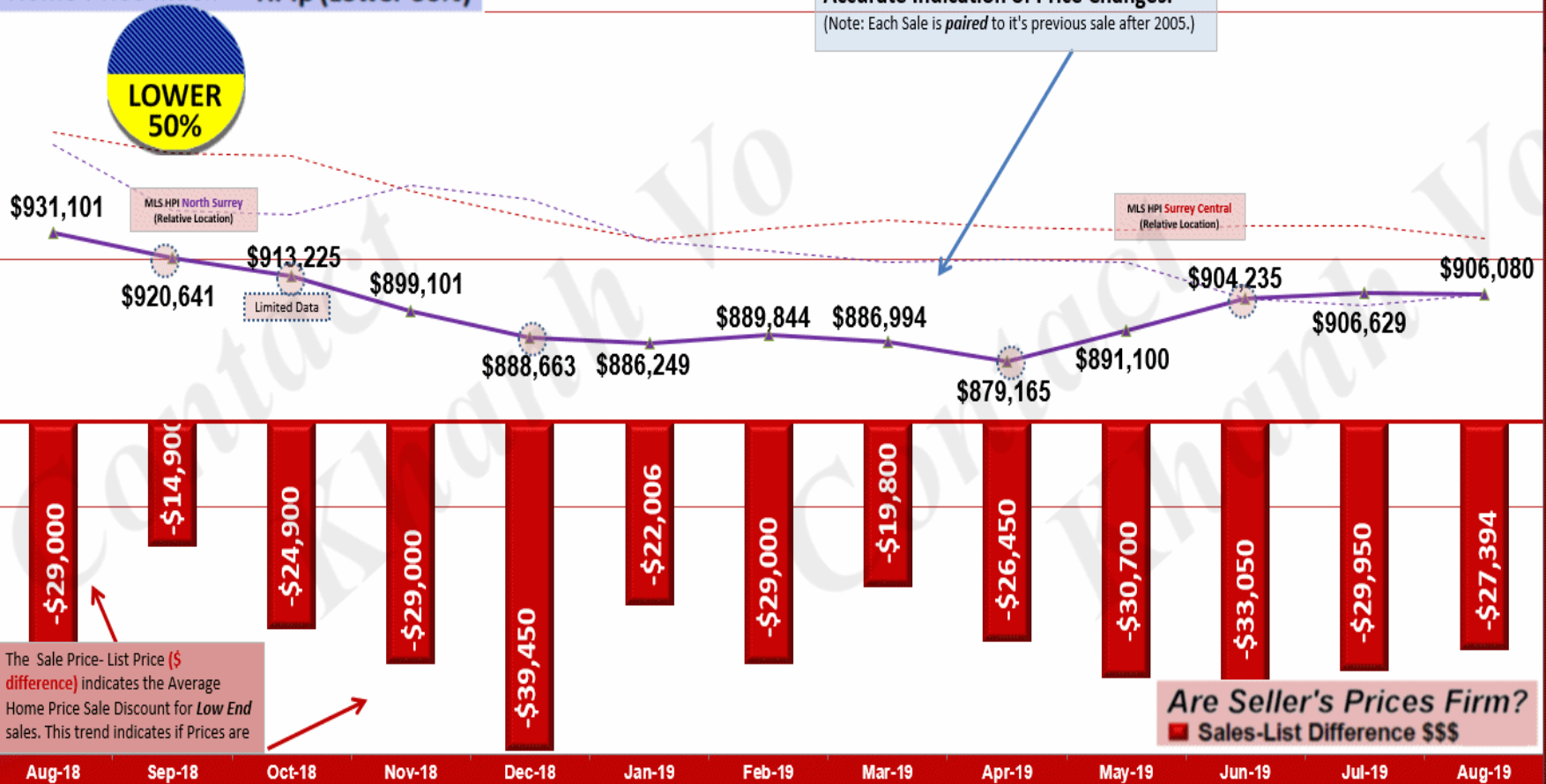
Home Price Changes
(Home Price Index Paired sales from 2005)

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

Homes Below \$1,000,000

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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached



Detached

LOWER 50%

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

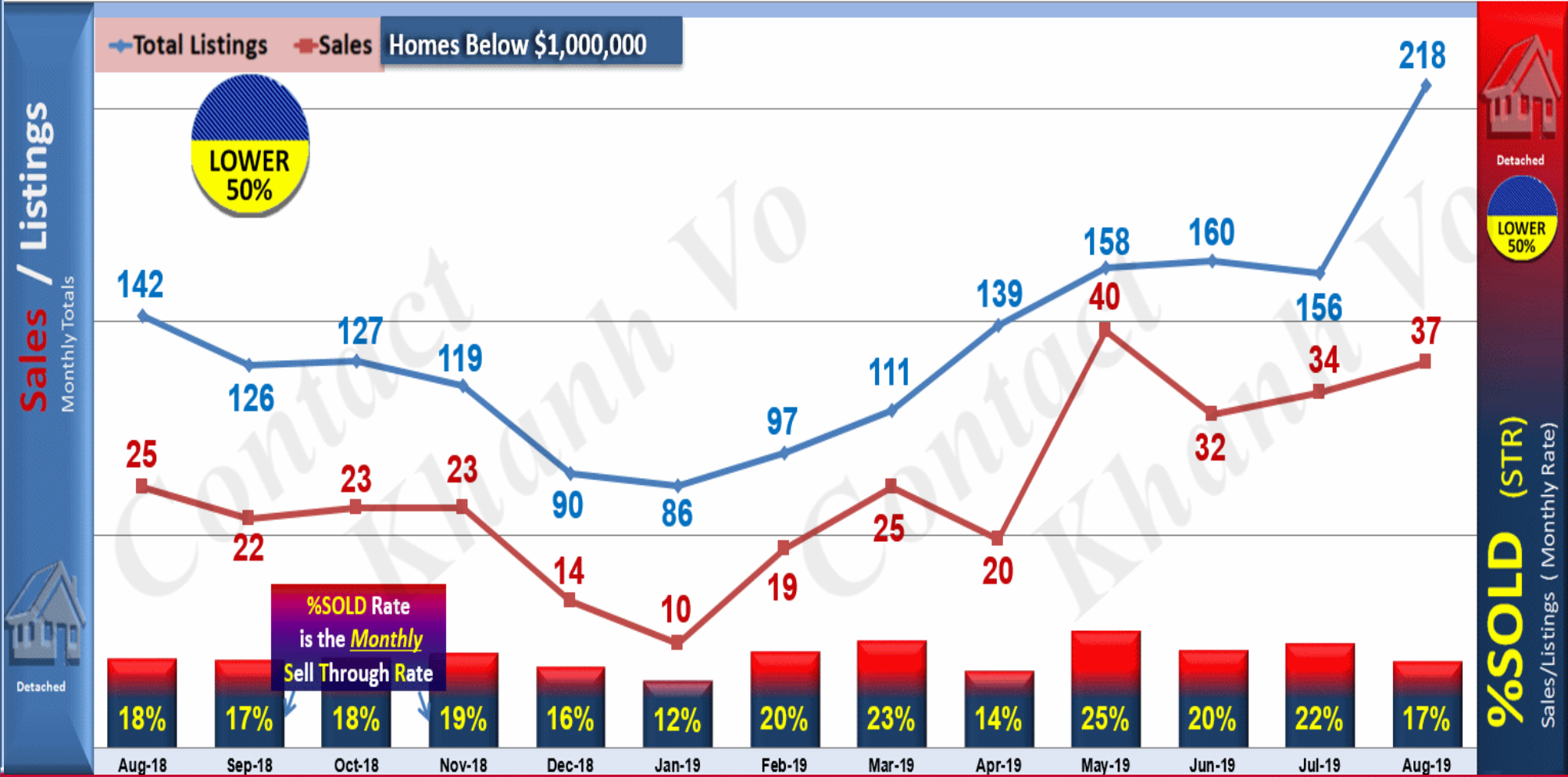


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Market Analysis and Forecasting Sept 1/19 East Surrey

Detached East Surrey Total Listings, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals

Detached
LOWER 50%

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



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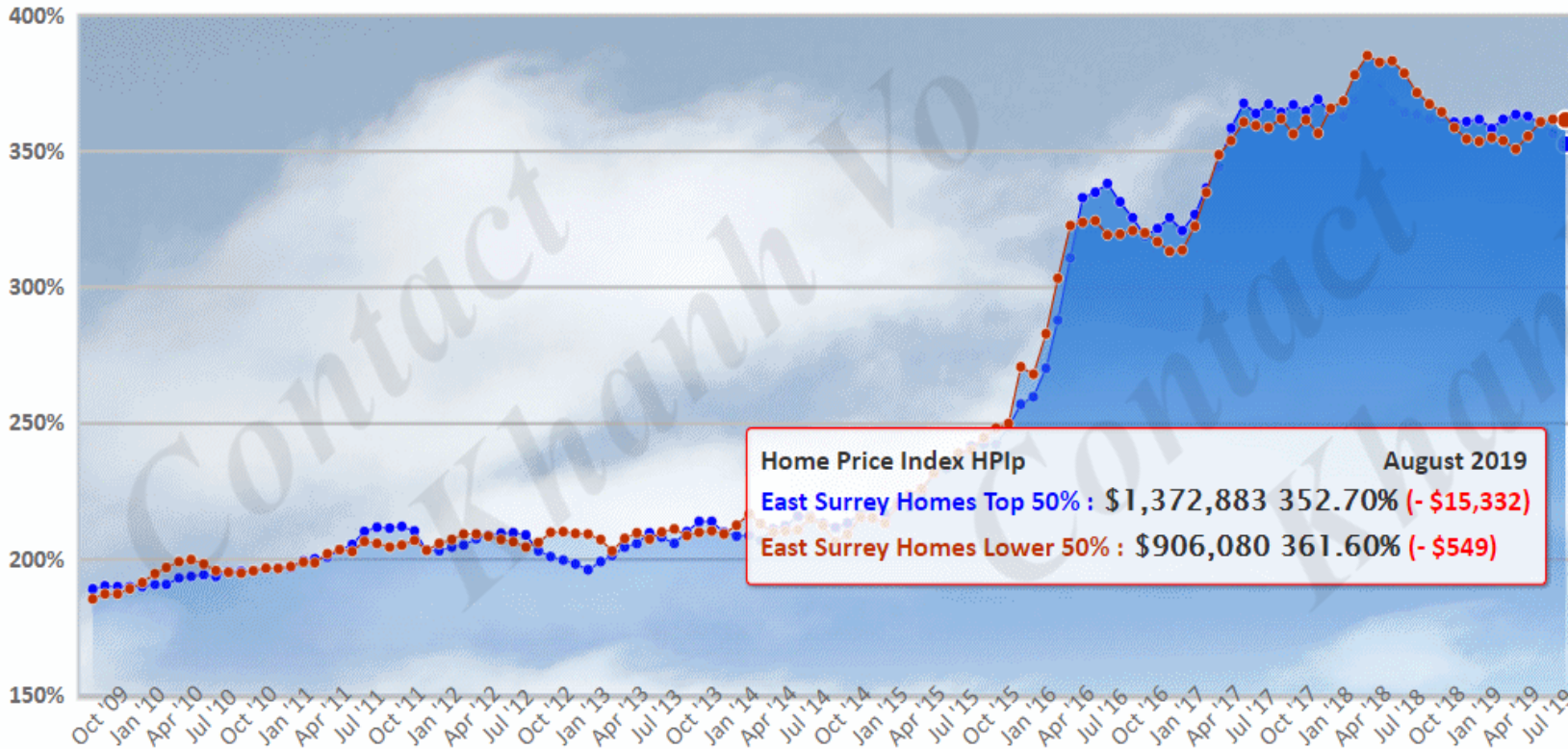
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East Surrey Homes Top 50% : HPIp Forecast+ Forecast-
East Surrey Homes Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp August 2019
 East Surrey Homes Top 50% : \$1,372,883 352.70% (- \$15,332)
 East Surrey Homes Lower 50% : \$906,080 361.60% (- \$549)

Monthly Home values

Date	Value
Aug 2019	% 352.70
Jul 2019	% 356.70
Jun 2019	% 360.20
May 2019	% 363.00
Apr 2019	% 363.60
Mar 2019	% 361.80
Feb 2019	% 358.40
Jan 2019	% 361.80
Dec 2018	% 361.00
Nov 2018	% 360.80
Oct 2018	% 362.60
Sep 2018	% 361.80

<<< 1 2 3 >>>

Highcharts.com



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North Langley Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

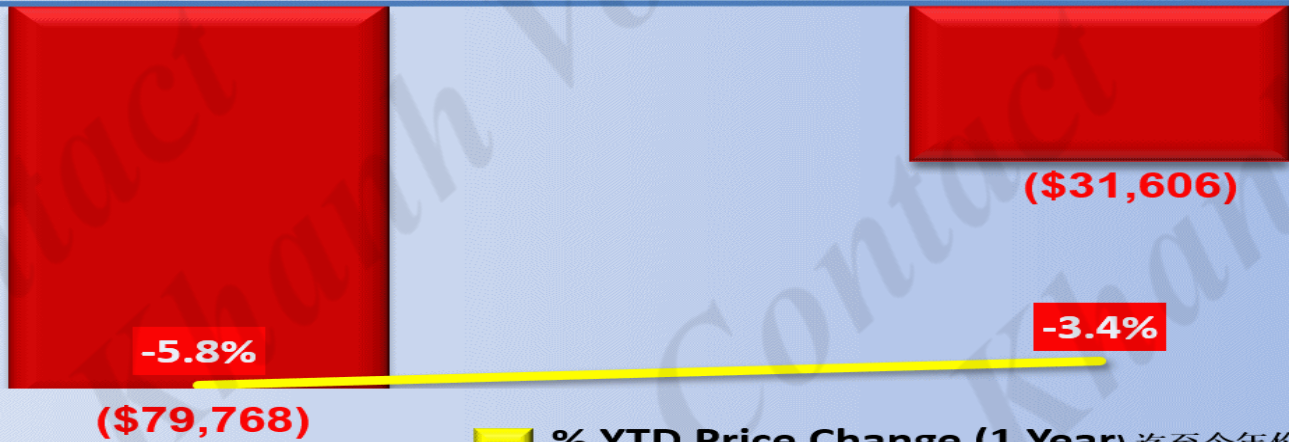
Housing Types: Year-To-Date Jun 2018 – Jun 2019 (Quarters)

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)



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

High End Detached

高档独立屋



Low End Detached

低端独立屋



\$1,000,000

YTD Home Price Changes \$\$\$ 房地產價格變動

YTD Home Price Changes % 房地產價格變動

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



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produced for: Khanh Vo



Monthly Market Activity - Aug 2019 Single Family
Fort Langley-Walnut Grove



Sept 1 2019 North Langley Market Update (Detached)

Current: North Langley is in a Seller Market with normal listing inventories, a **17 %SOLD** rate and a 96% Sell/List Ratio.

(This means that there is an average of a **\$49,800** Discount on a sale from the original list price)

Most Active Price Range: Homes between \$900,000 have **36.0 %SOLD** rate resulting in a Seller Market.

Least Active Price Range: Homes above \$1.6 mill. have **7.9 %SOLD** rate.

History: The North Langley Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$48,534.

The North Langley Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$14,944.

*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](#)
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1. How Many Sold During the Month and at What Price Range?

North Langley List Price Ranges Statistics - Aug 2019

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	25	9	51	97%	-\$20,000	36.0%	↑
\$800,001-\$900,000	26	8	40	94%	-\$50,500	30.8%	↑
\$900,001-\$1,000,000	35	8	45	96%	-\$41,650	22.9%	↑
\$1,000,000-\$1,100,000	40	6	42	96%	-\$46,500	15.0%	
\$1,100,001-\$1,300,000	67	10	31	95%	-\$61,500	14.9%	
\$1,300,001 and more	126	10	60	93%	-\$117,572	7.9%	↓
Total Activity	319	51	43	96%	-\$49,800	16%	↑

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)	286	328	319		-9	↓
Active Listings (1st of the month)	213	264	248	216	-32	↓
Solds	37	44	51		7	↑
Days on Market (DOM)	21	31	43		12	↑
%SOLD (Sales/Listings/mnthly rate)	12.9%	13.4%	16.0%		2.6%	↑
(Top 50%) Home Price Index HPIp	\$1,342,634	\$1,284,213	\$1,294,100		\$9,887	↑
(Lower 50%) Home Price Index HPIp	\$907,616	\$896,230	\$892,672		-\$3,557	↓

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What Sold in your Neighbourhood and for What Price?

North Langley Sub areas Statistics - Aug 2019			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Walnut Grove	84	22	46	95%	-\$51,500	26.2%
County Line Glen Valley	23	4	55	96%	-\$68,998	17.4%
Willoughby Heights	171	20	26	96%	-\$38,400	11.7%
Fort Langley	41	5	75	96%	-\$65,000	12.2%
Total Activity	319	51	43	96%	-\$49,800	16%



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Next Months Market Forecast

Forecast: North Langley has an average Listing supply; 216 homes are for sale and with the strong **17 %SOLD** monthly rate gives us a ~6 months of inventory. 25% of the active listings have reduced their price by \$91,345 on average or \$50,000 median in the last month.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. 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. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

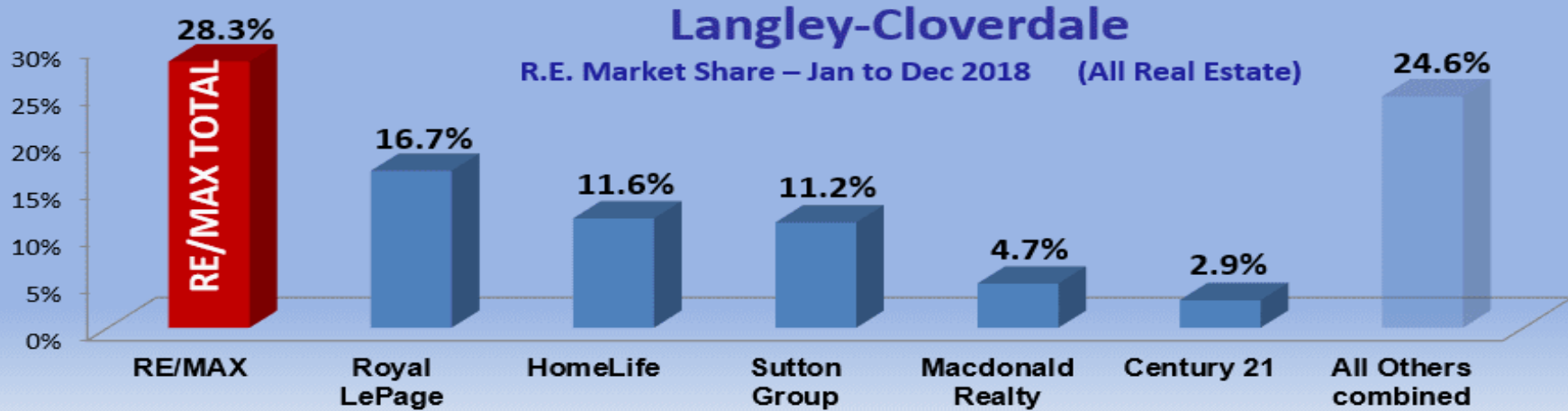


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produced for: **Khanh Vo**



the RE/MAX Market Share Reports



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



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Market Analysis and Forecasting Sept 1/19 Langley - Walnut Grove

Detached

North Langley: Walnut Grove, Fort Langley 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)

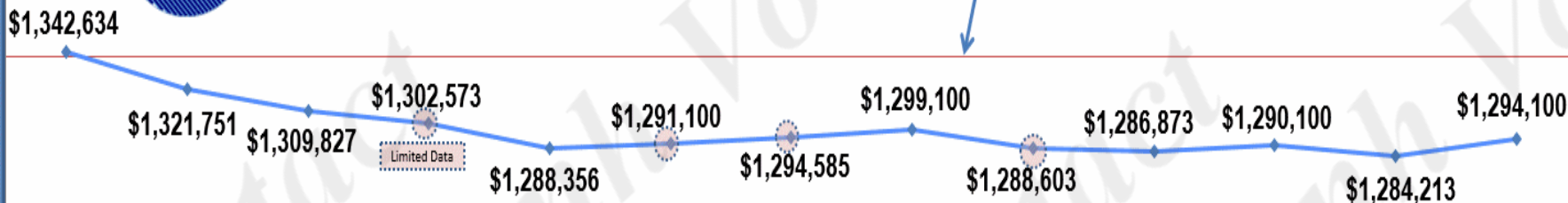
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,000,000

The Home Price Index HPIp is our 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)



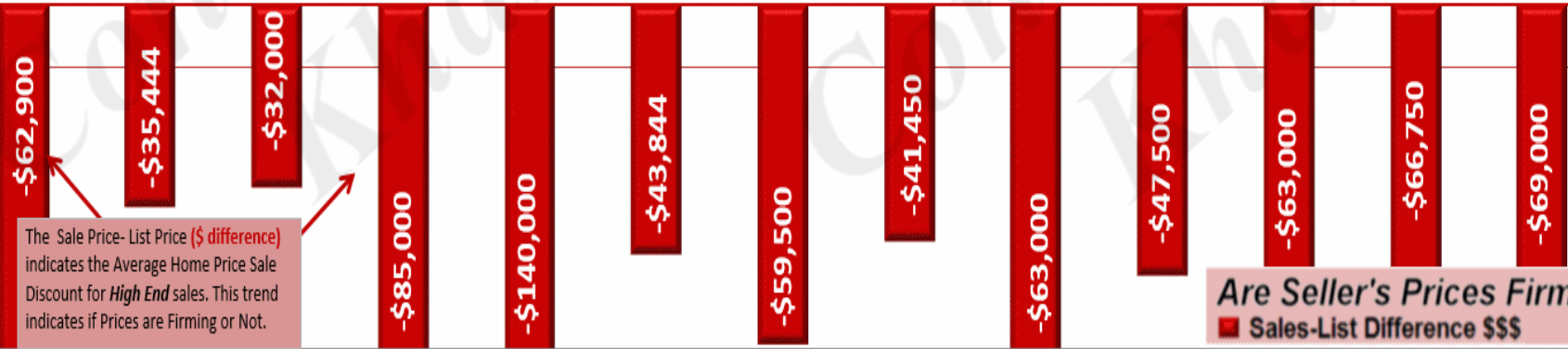
Detached



Detached



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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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produced for: Khanh Vo



Market Analysis and Forecasting Sept 1/19 Langley - Walnut Grove

Detached North Langley: Walnut Grove, Fort Langley Total Listings*, Sales, and %SOLD Rates

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

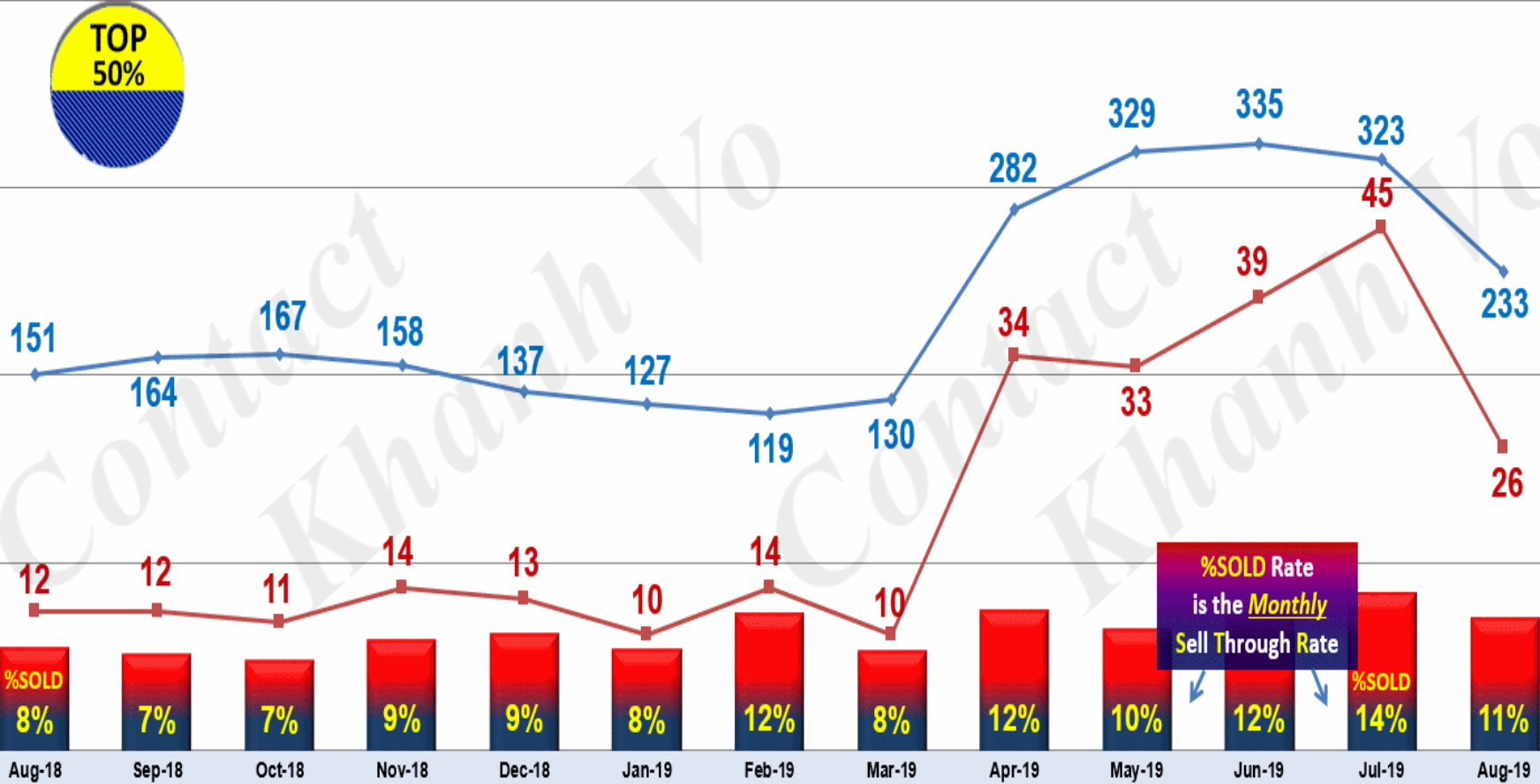


Detached



Sales / Listings
Monthly Totals

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



%SOLD Rate is the Monthly Sell Through Rate

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produced for: Khanh Vo



Market Analysis and Forecasting Sept 1/19 Langley - Walnut Grove

Detached

North Langley: Walnut Grove, Fort Langley 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)

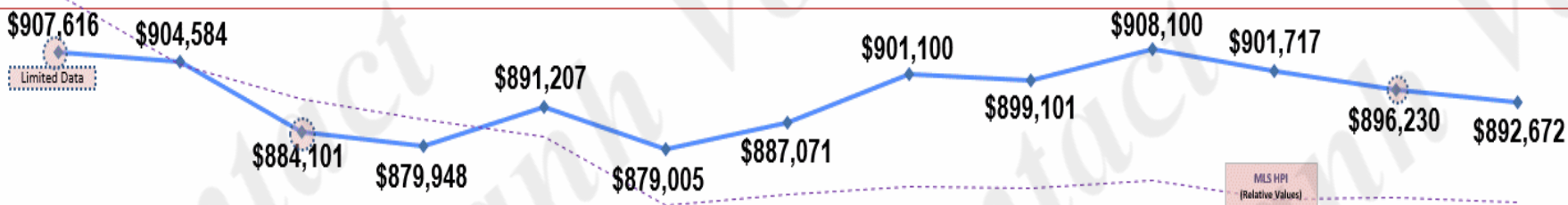
Are Home Prices Up?

Home Price Index ← HPIp (Lower 50%)

Homes Below \$1,000,000

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

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



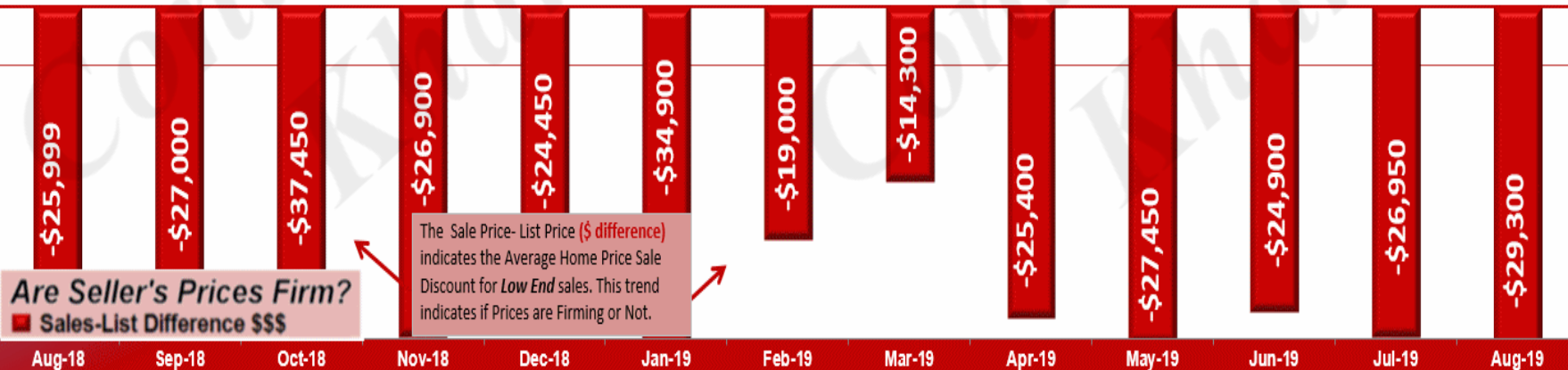
Home Price Changes
(Home Price Index Paired sales from 2005)



Detached



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



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

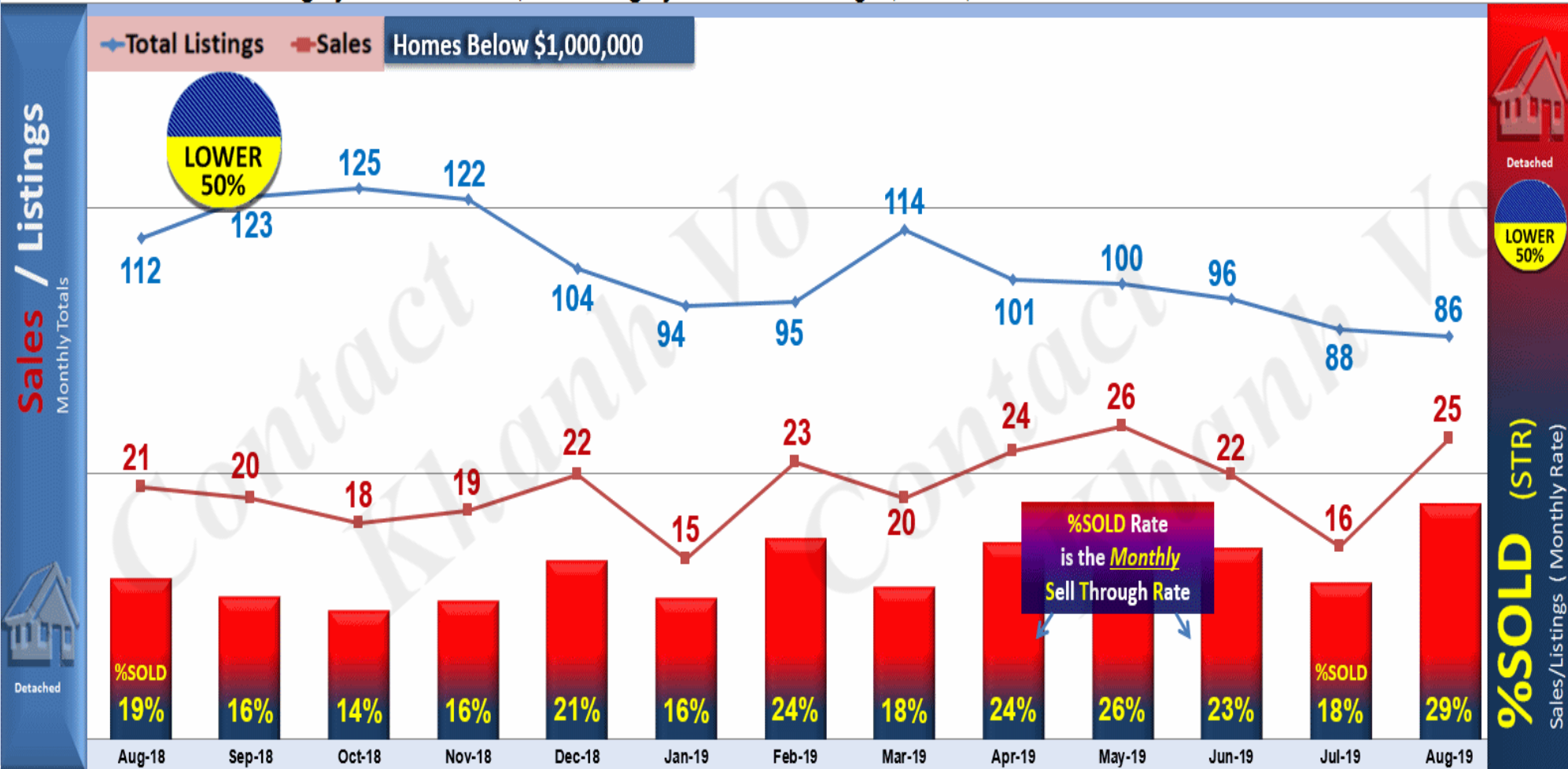
The Sale Price - List Price (\$ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend indicates if Prices are Firming or Not.

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Market Analysis and Forecasting Sept 1/19 Langley - Walnut Grove

Detached North Langley: Walnut Grove, Fort Langley Total Listings **, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached



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](#)
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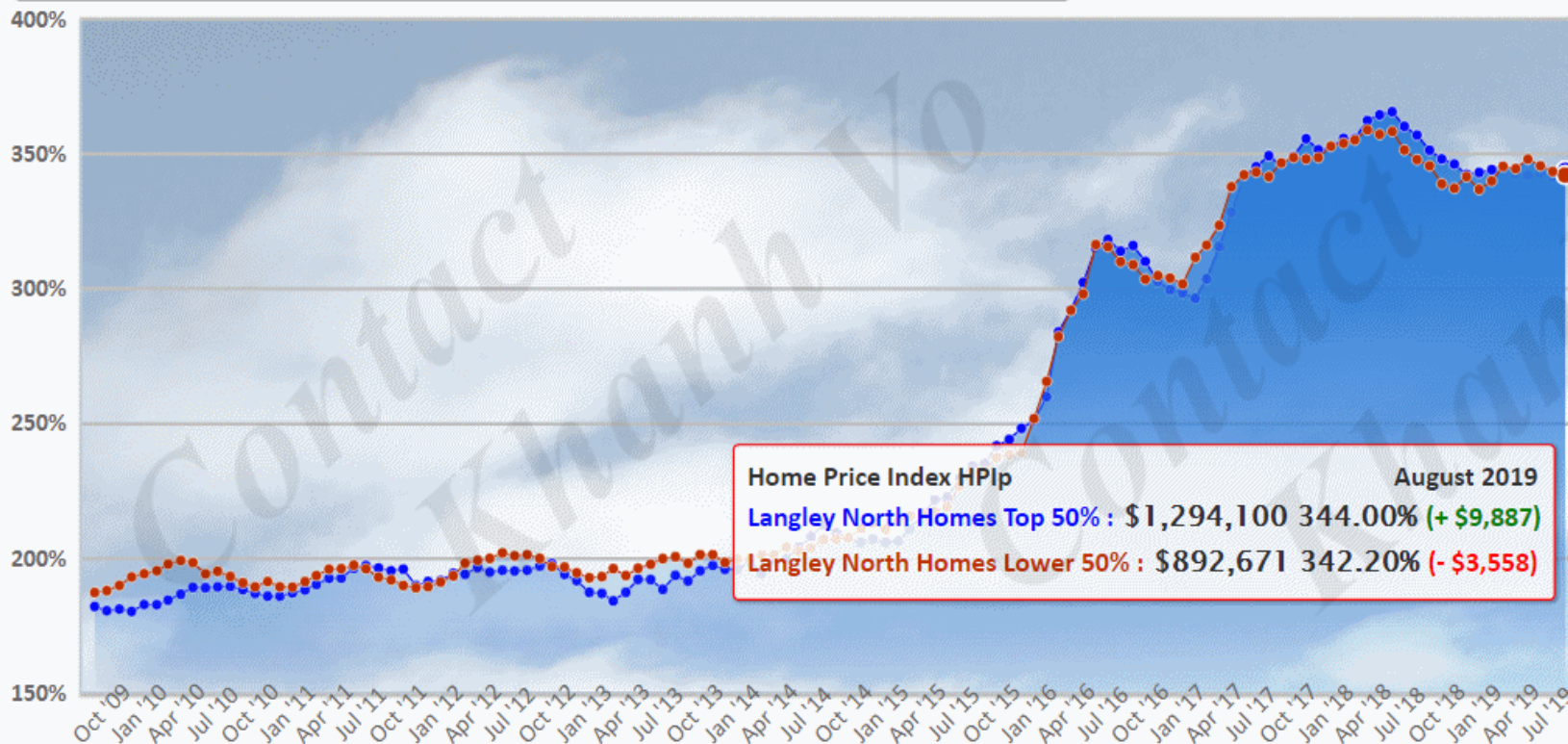
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Langley North Homes Top 50% : HPIp Forecast+ Forecast-
 Langley North Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 344.00
Jul 2019	% 341.40
Jun 2019	% 343.00
May 2019	% 342.10
Apr 2019	% 342.60
Mar 2019	% 345.40
Feb 2019	% 344.20
Jan 2019	% 343.20
Dec 2018	% 342.50
Nov 2018	% 346.30
Oct 2018	% 348.20
Sep 2018	% 351.40

<< 1 2 3 >>

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

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Langley-Cloverdale Real Estate Price Changes (\$/%)

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 HPIp

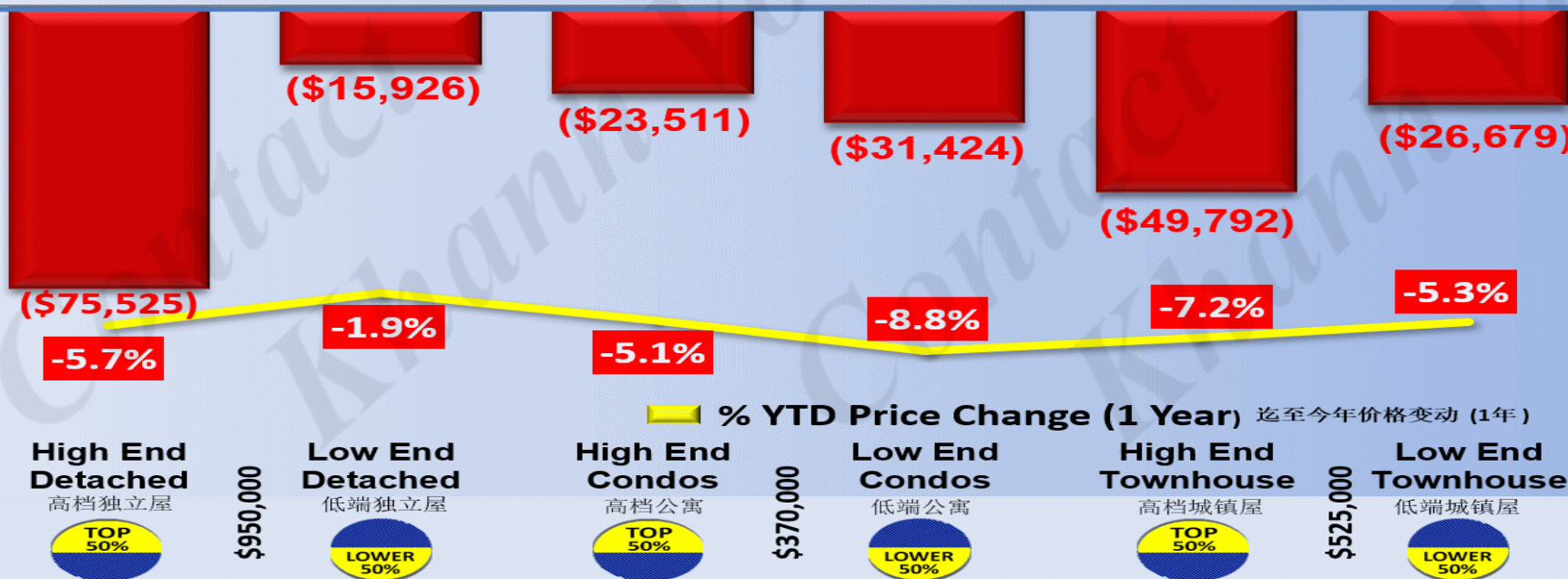
\$\$\$ YTD Price Change (1 Year) 价格变动 (1年)

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



% YTD Price Change (1 Year) 迄于今年价格变动 (1年)

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

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produced for: Khanh Vo



Monthly Market Activity - Aug 2019 Single Family



Sept 1 2019 Langley, Cloverdale Market Update (Detached)

Current: Langley, Cloverdale is in a Stable Market with average listing inventories, a **13 %SOLD** rate and a 96% Sell/List Ratio. (This means that there is an average of a **\$33,950** discount on a sale from the original list price)
Most Active Price Range: Homes between \$700,000 - \$875,000 have High **25.9 %SOLD** rate and is in a Stable Market.
Least Active Price Range: Homes above \$2.5 mill. have **2.2 %SOLD** rate.

History: The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$48,787.
 The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$11,326.

*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?

Langley, Cloverdale List Price Ranges Statistics - Aug 2019					Detached		
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$700,000	122	23	45	95%	-\$26,900	18.9%	↑
\$700,001-\$875,000	58	15	18	98%	-\$19,900	25.9%	↑
\$875,000-\$950,000	89	16	18	98%	-\$16,200	18.0%	↑
\$950,001-\$1,050,000	95	21	13	97%	-\$34,900	22.1%	↑
\$1,050,000-\$1,200,000	56	9	22	96%	-\$45,000	16.1%	↑
\$1,200,000-\$1,400,000	50	2	38	96%	-\$46,950	4.0%	↓
\$1,400,001-\$1,700,000	134	9	64	93%	-\$105,952	6.7%	↓
\$1,700,001-\$2,500,000	82	3	61	90%	-\$198,000	3.7%	↓
\$2,500,001 and more	92	2	52	84%	-\$622,500	2.2%	↓
Total Activity	778	100	26	96%	-\$33,950	13%	

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)	807	824	778		-46	↓
Active Listings (1st of the month)	608	616	612	597	-15	↓
Solds	86	123	100		-23	↓
Days on Market (DOM)	31	24	26		2	↑
%SOLD (Sales/ Listings /mnthly rate)	10.7%	14.9%	12.9%		-2.1%	↓
(Top 50%) Home Price Index HPIp	\$1,289,116	\$1,236,101	\$1,240,329		\$4,228	↑
(Lower 50%) Home Price Index HPIp	\$808,427	\$807,922	\$797,101		-\$10,821	↓

*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.



What Sold in your Neighbourhood and for What Price?

Langley, Cloverdale Sub areas Statistics - Aug 2019			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	207	30	16	99%	-\$12,000	14.5%
Serpentine	13	0				0.0%
Clayton	54	12	36	96%	-\$39,500	22.2%
Murrayville	36	4	22	98%	-\$28,000	11.1%
Salmon River	82	5	64	94%	-\$59,000	6.1%
Brookswood Langley	98	17	20	95%	-\$29,900	17.3%
Aldergrove Langley	85	18	36	95%	-\$32,450	21.2%
Campbell Valley	63	3	61	89%	-\$198,000	4.8%
Otter District	45	1	67	86%	-\$249,000	2.2%
Langley City	95	10	52	95%	-\$39,900	10.5%
Total Activity	778	100	26	96%	-\$33,950	13%



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Next Months Market Forecast

Forecast: Langley, Cloverdale has an average Listing supply; 597 homes are for sale and with the **13 %SOLD** monthly rate gives us a ~8 months of inventory. 20% of the active listings have reduced their price by \$73,372 on average or \$40,000 median in the last month. We project Langley, Cloverdale Detached to be a Stable market.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. 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. 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. This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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

produced for: **Khanh Vo**

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

detached homes



KHANH VO

Advice you can trust

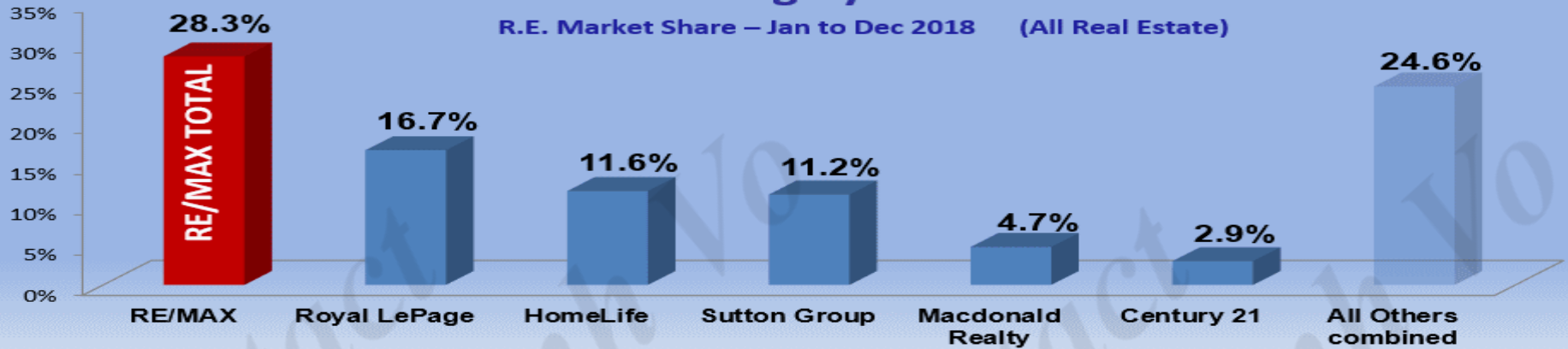
604-710-1245 khanhvo@remax.net

Market Analysis and Forecasting Sept 1/19 Langley, Cloverdale

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

Langley-Cloverdale

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 Langley, Cloverdale 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)

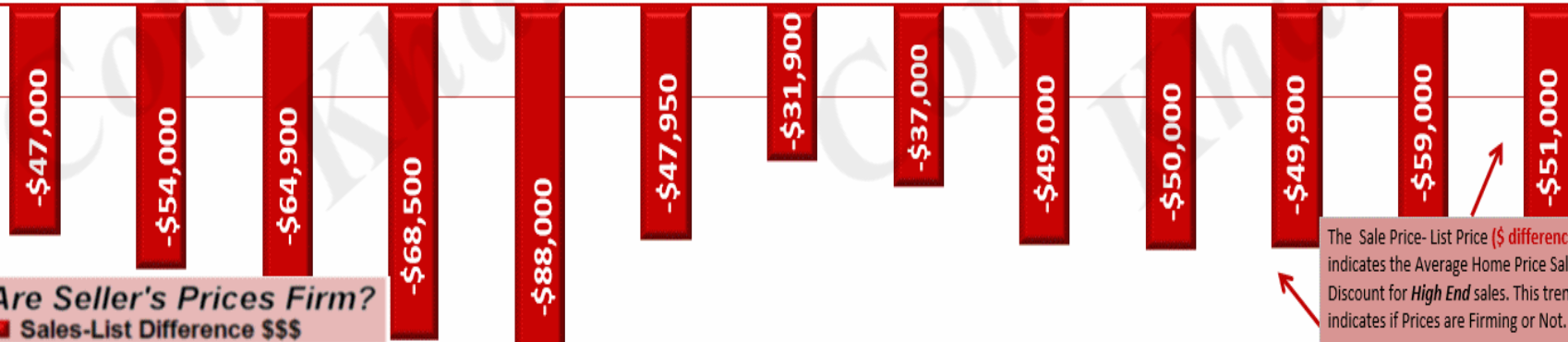
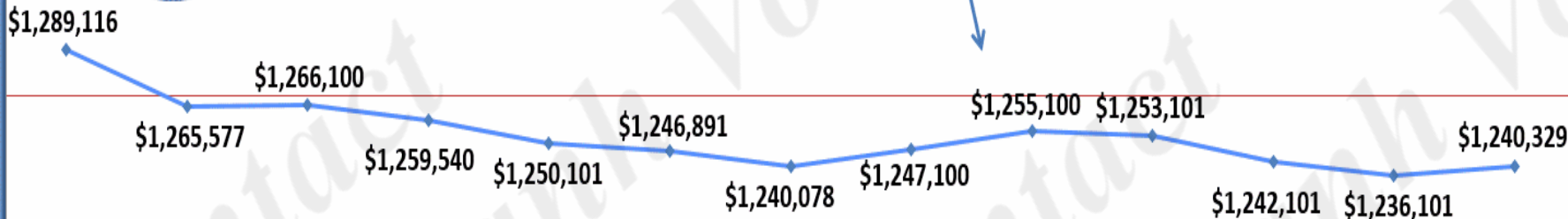
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$950,000

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)



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.

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



Detached



Detached

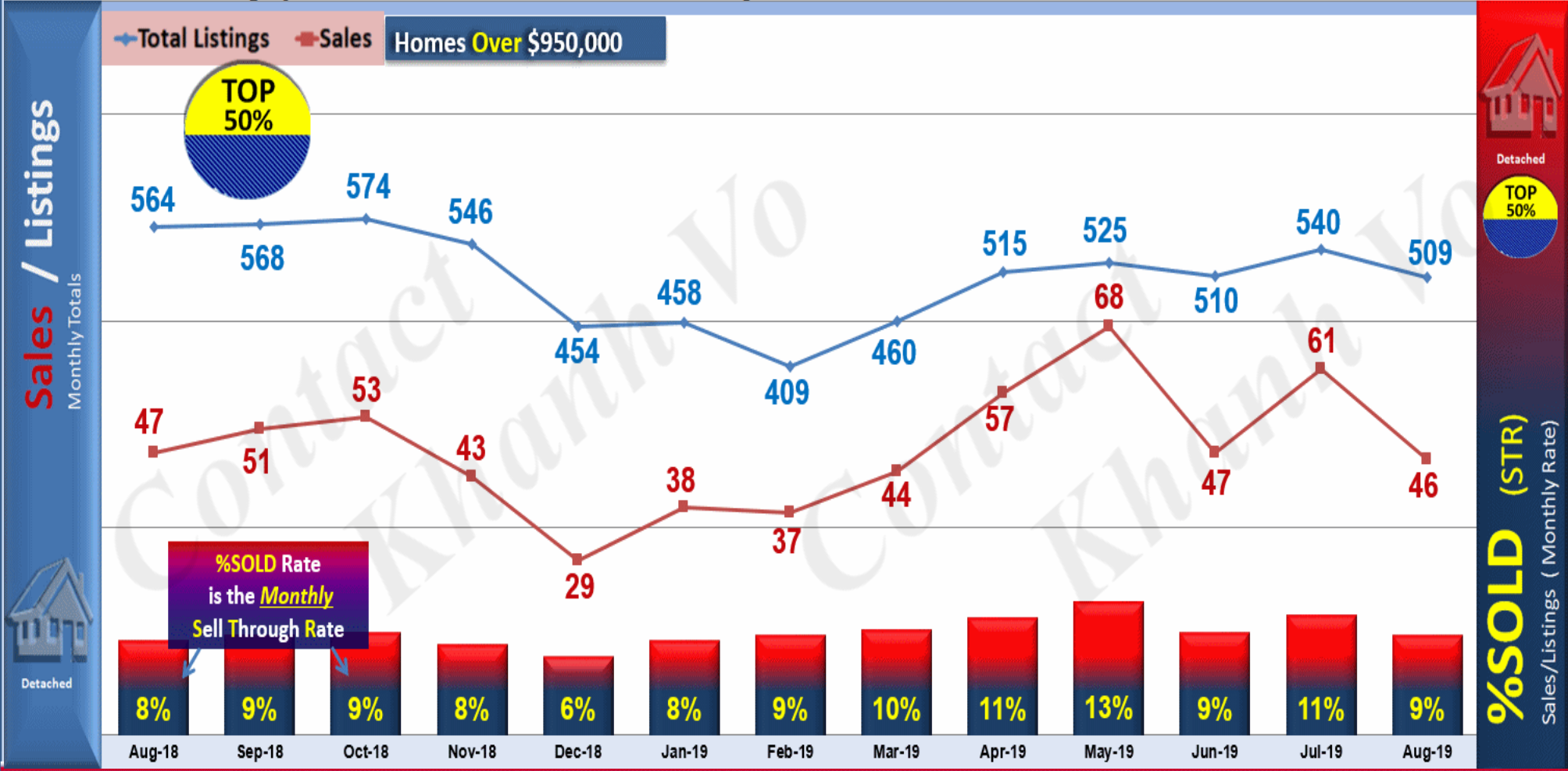


Sales Discount \$\$\$ Sale Price - Original List Price (\$\$ difference)

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



Sales / Listings
Monthly Totals



Detached

TOP 50%

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



Detached

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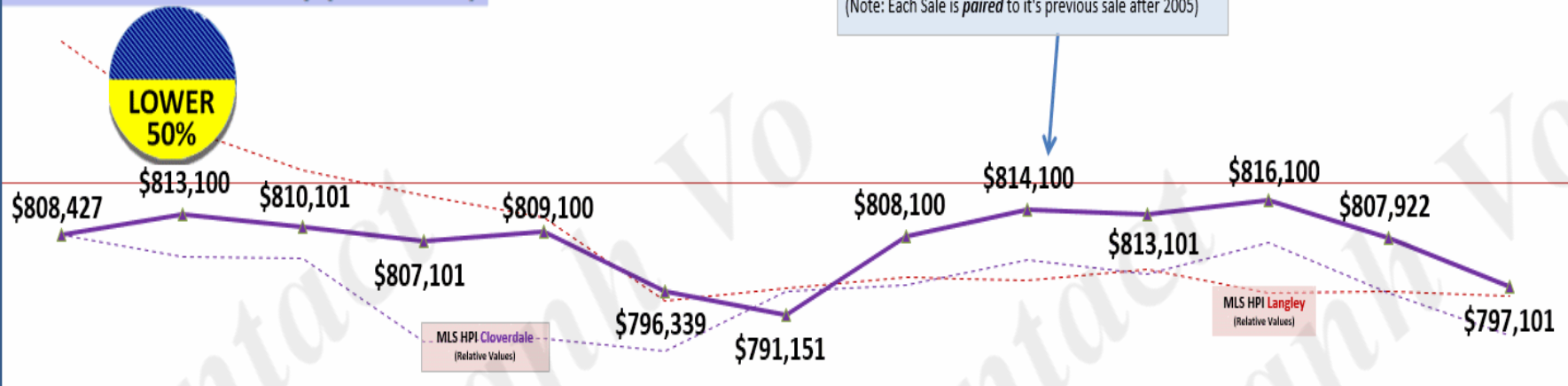
Market Analysis and Forecasting Sept 1/19 Langley, Cloverdale

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

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

Homes Below \$950,000

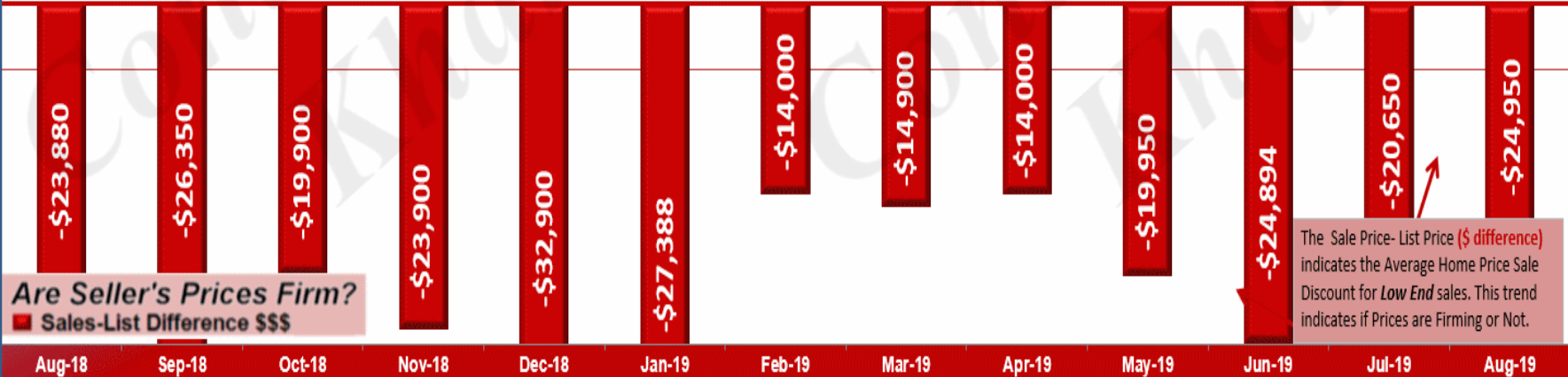
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes.
(Note: Each Sale is paired to its previous sale after 2005)



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



Detached



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.

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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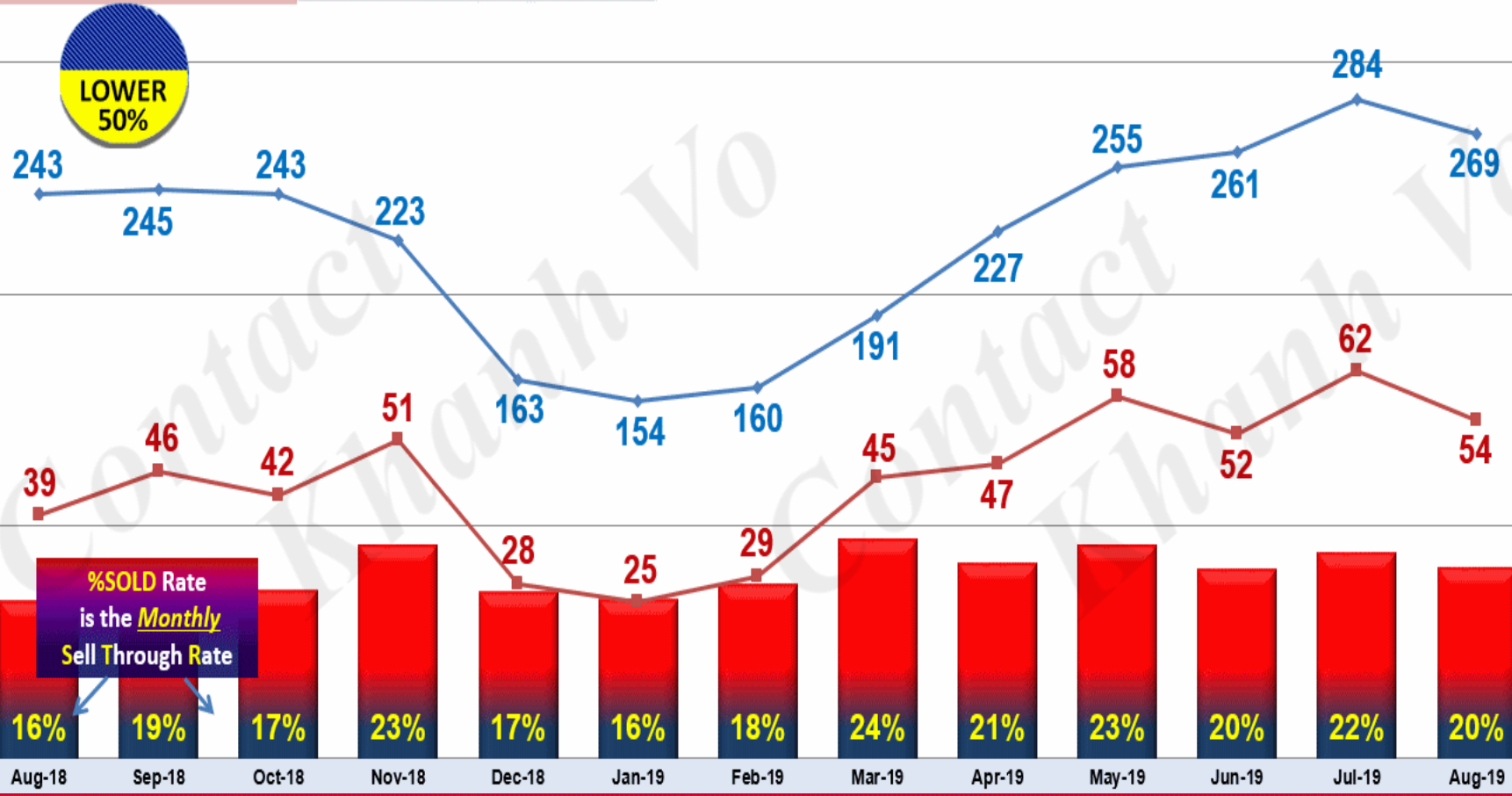
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Detached Langley, Cloverdale Total Listings^{**}, Sales, and %SOLD Rates

← Total Listings → Sales Homes Below \$950,000

Sales / Listings
Monthly Totals



Detached



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

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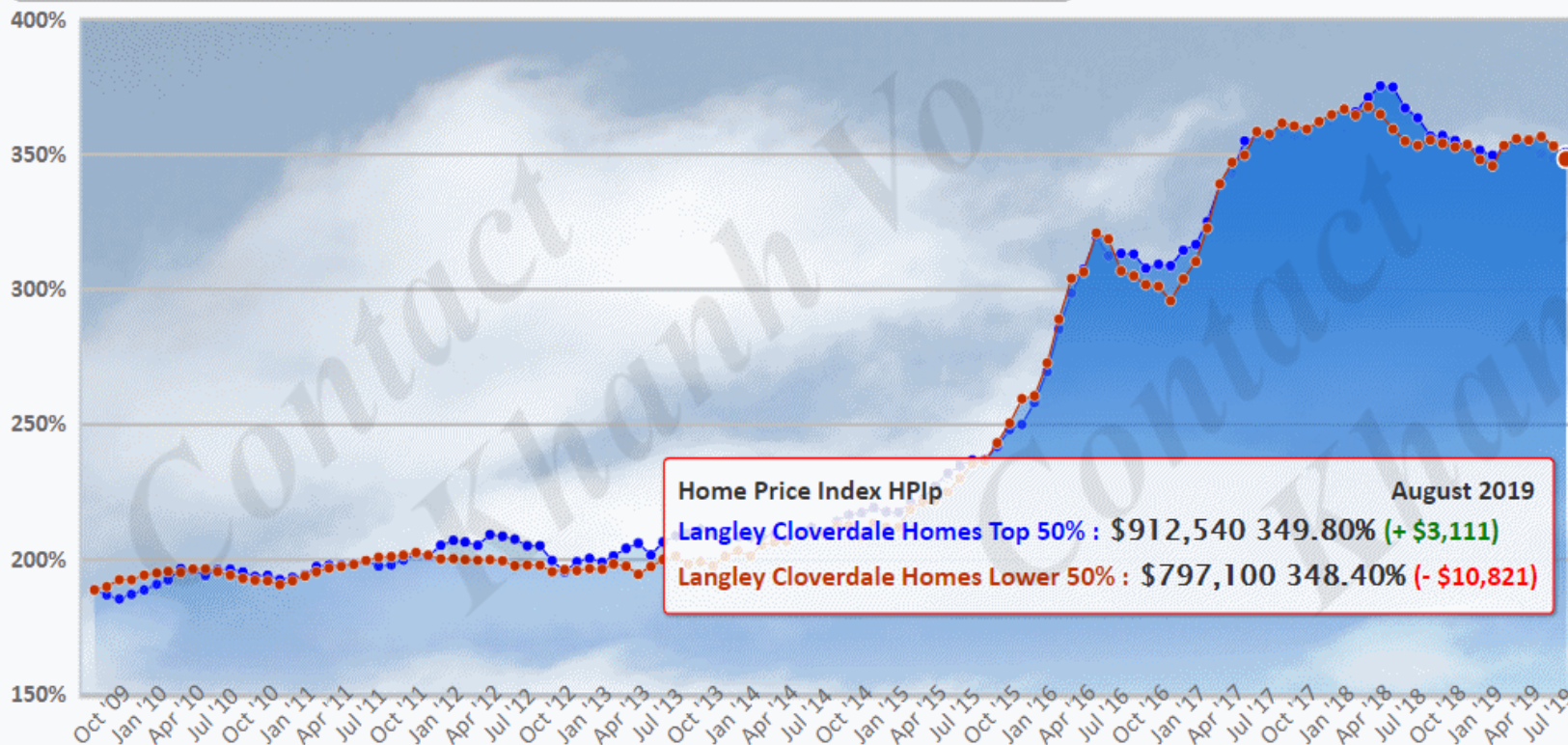
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Powered by the Greater Vancouver Market Reports HPIp



Langley Cloverdale Homes Top 50% : HPIp Forecast+ Forecast-
 Langley Cloverdale Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 349.80
Jul 2019	% 348.60
Jun 2019	% 350.30
May 2019	% 353.40
Apr 2019	% 354.00
Mar 2019	% 351.70
Feb 2019	% 349.70
Jan 2019	% 351.60
Dec 2018	% 352.60
Nov 2018	% 355.20
Oct 2018	% 357.10
Sep 2018	% 356.90

<< 1 2 3 >>

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New-West, Burnaby E. Real Estate Price Changes (\$/%)

新西,本拿比東房地產價格變動 / 新西,本拿比東 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)

年終住房價格變動
年終住房價格變動

年終住房價格變動
年終住房價格變動

YTD Home Price Changes \$\$\$

YTD Home Price Changes %%



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

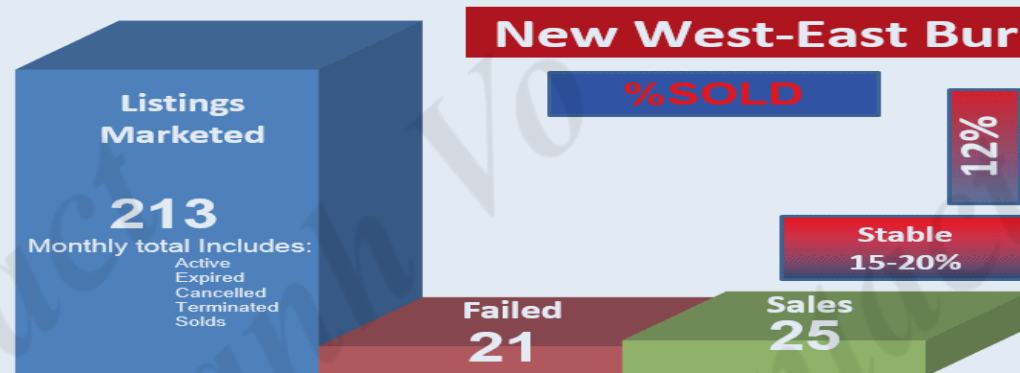


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Monthly Market Activity - Aug 2019 Single Family



Sept 1 2019 New Westminter - East Burnaby Market Update (Detached)

Current: New West & E. Burnaby's Residential Detached housing is in a Stable Market with **12 %SOLD** Rate.
(Meaning 12 homes out of 100 sold last month with an average \$69,000 Discount from Original List price)

Most Active Range: Homes between \$1.45 mill. - \$1.65 mill. have High **31.6 %SOLD** rate.

Least Active Range: Homes between \$1.65 mill. - \$1.85 mill. have **3.4 %SOLD** rate.

History: The New West & E. Burnaby Year-To-Date Home Price Index **HPIp** (Upper 50%) shows that prices decreased \$49,052.
The New West & E. Burnaby Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$67,873.

*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](#)
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1. How Many Sold During the Month and at What Price Range?

New Westminster - East Burnaby List Price Ranges Statistics - Aug 2019 Detached

Home Price Range	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	42	6	25	96%	-\$34,500	14.3%	
\$1,000,001-\$1,150,000	27	4	88	94%	-\$66,250	14.8%	↑
\$1,150,001-\$1,450,000	49	6	37	94%	-\$76,000	12.2%	
\$1,450,001-\$1,650,000	19	6	88	93%	-\$102,500	31.6%	↑
\$1,650,001-\$1,850,000	29	1	28	97%	-\$47,400	3.4%	↓
\$1,850,001 and more	47	2	66	91%	-\$203,000	4.3%	↓
Total Activity	213	25	28	94%	-\$69,000	12%	

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)	227	232	213		-19	↓
Active Listings (1st of the Month)	186	187	171	167	-4	↓
Solds	21	23	25		2	↑
Days on Market (DOM)	27	24	28		4	↑
%SOLD (Sales/Listings/Mthly Rate)	11.3%	9.9%	11.7%		1.8%	↑
Upper 50% Home Price Index HPIp	\$1,292,586	\$1,245,005	\$1,243,534		-\$1,471	↓
Lower 50% Home Price Index HPIp	\$913,277	\$882,848	\$845,405		-\$37,443	↓

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What Sold in your Neighbourhood and for What Price?

New Westminster - East Burnaby Sub Area Statistics - Aug 2019 Detached

Neighborhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
East Burnaby	40	7	39	94%	-\$83,000	18%
The Crest BE	8	2	50	96%	-\$88,950	25%
Edmonds BE	23	2	103	90%	-\$138,000	9%
Connaught Heights NW	11	0				0%
Downtown NW	0	0				0%
Fraserview NW	3	1	52	97%	-\$35,000	33%
GlenBrooke North NW	8	1	28	92%	-\$69,800	13%
Moody Park NW	6	0				0%
North Arm NW	0	0				0%
Queensborough NW	44	5	25	97%	-\$38,000	11%
Queens Park NW	14	1	26	89%	-\$155,000	7%
Sapperton NW	13	2	90	96%	-\$49,200	15%
The Heights NW	16	3	20	94%	-\$69,000	19%
Uptown NW	7	0				0%
West End NW	20	1	6	100%	\$0	5%
Total Activity	213	25	28	94%	-\$69,000	12%



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produced for: **Khanh Vo**



Next Months Market Forecast

Forecast: New Westminster- East Burnaby has an average Listing Supply; 167 homes are for sale and with the **12 %SOLD** Monthly Rate giving us a ~8 Months of Inventory. Another indicator: 26% of the Active Listings have Reduced their Price by \$86,165 on Average and \$51,000 on Median in the last month. We project New Westminster- East Burnaby Detached to be a 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.

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



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

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

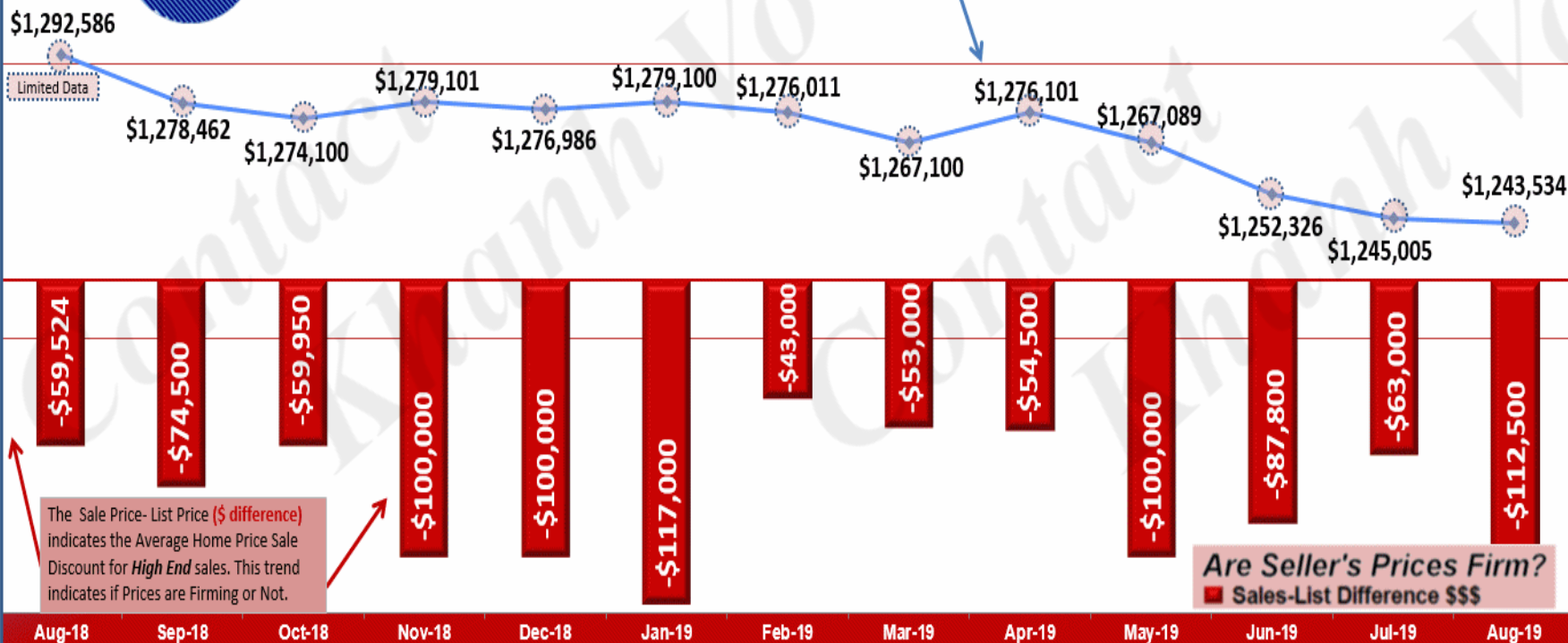
Are Home Prices Up? Homes Over \$1,300,000

Home Price Index → HPIp (Top 50%)



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

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



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

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



Detached



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

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Detached New West, E. Burnaby Total Listings, Sales, and %SOLD rates

← Total Listings → Sales Homes Over \$1,300,000

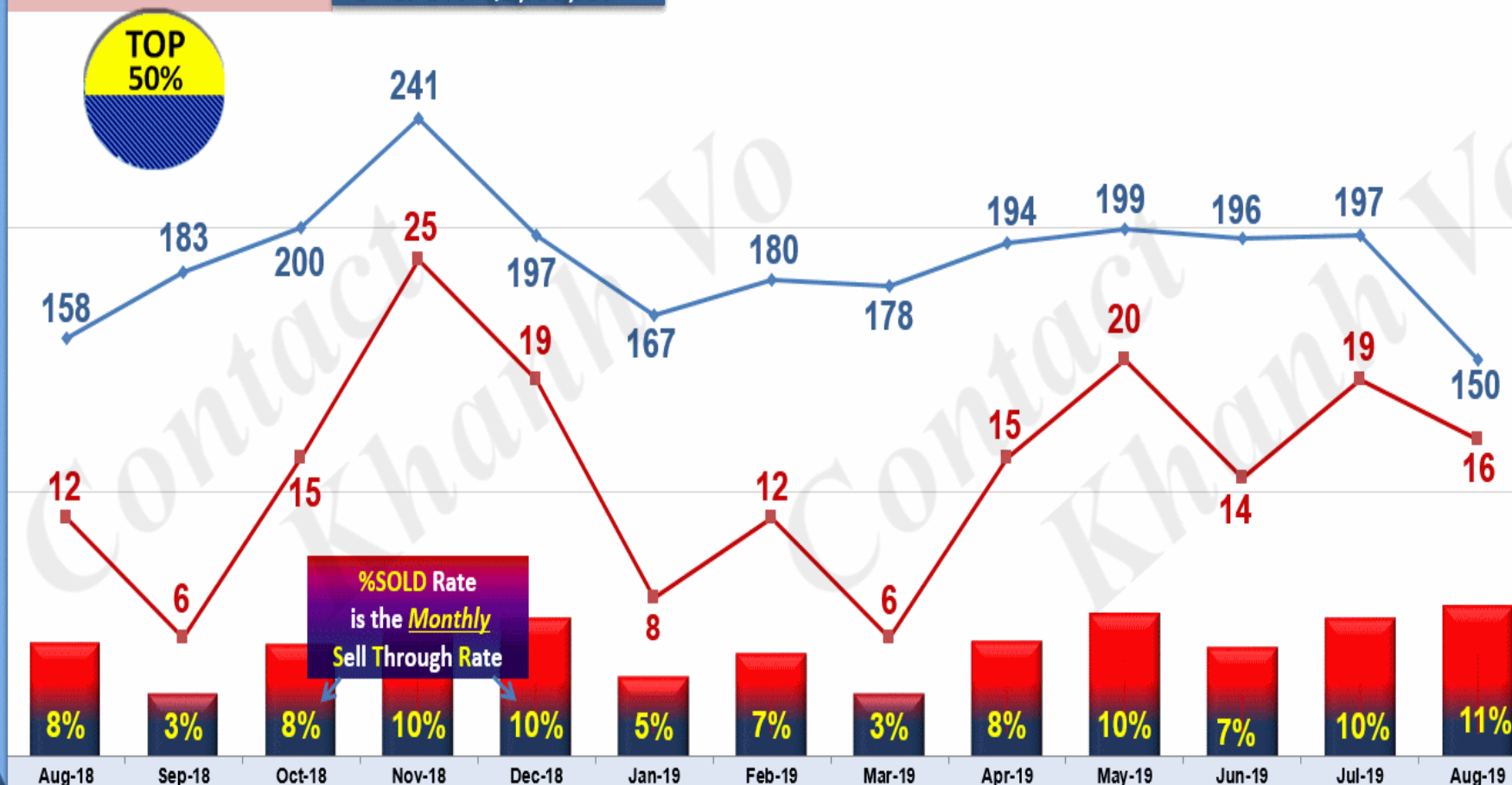


Detached



Sales / Listings
Monthly Totals

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



%SOLD Rate is the Monthly Sell Through Rate



Detached



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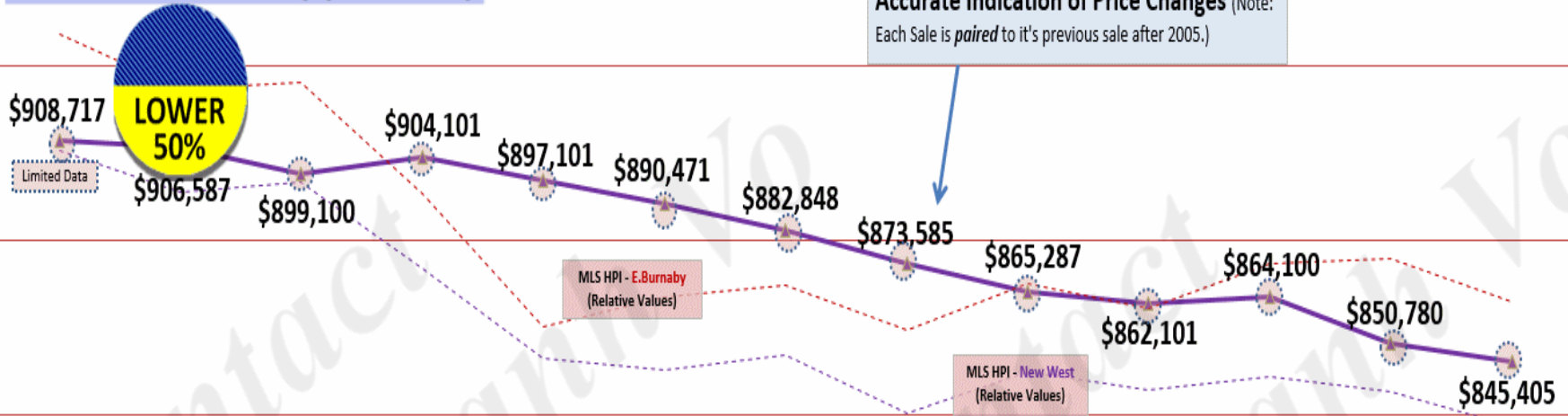


Detached New West, E. Burnaby Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

Homes Below \$1,300,000

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



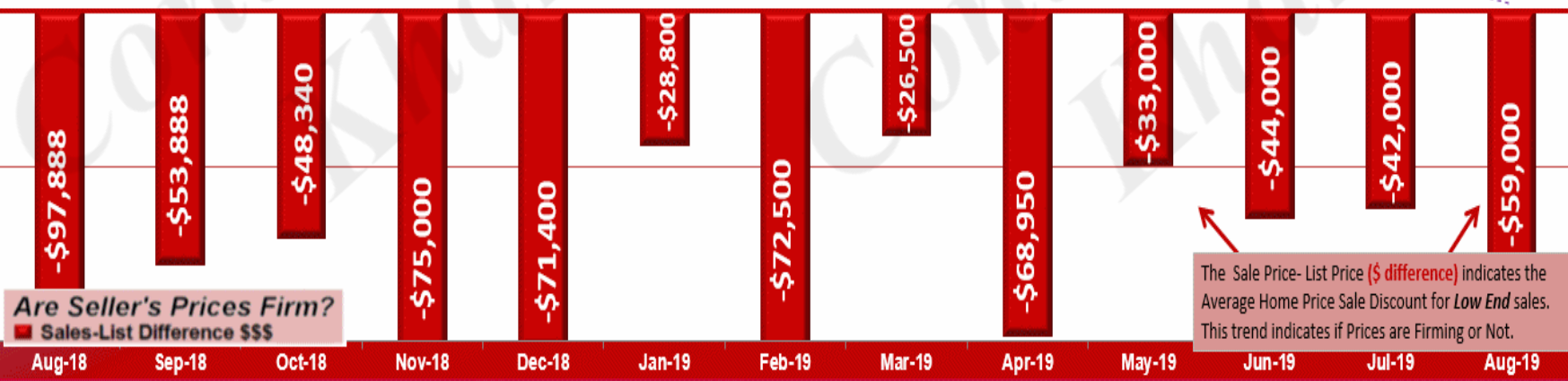
Home Price Changes
(Home Price Index Paired sales from 2005)



Detached



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



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

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

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produced for: Khanh Vo



Detached New West, E. Burnaby Total Listings, Sales, and %SOLD rates

Total Listings Sales Homes Below \$1,300,000



Sales / Listings Monthly Totals

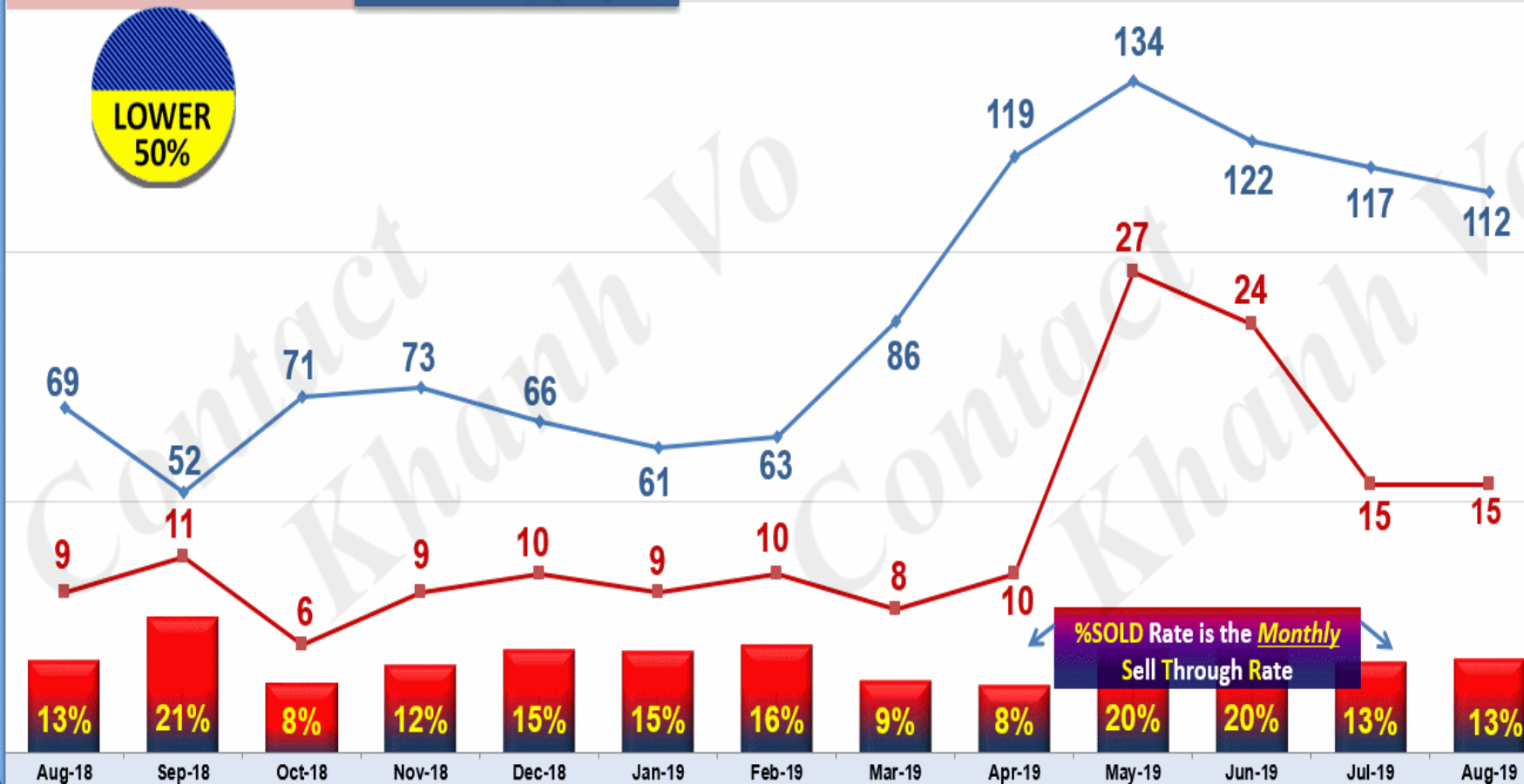


Detached



%SOLD (STR)

Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate



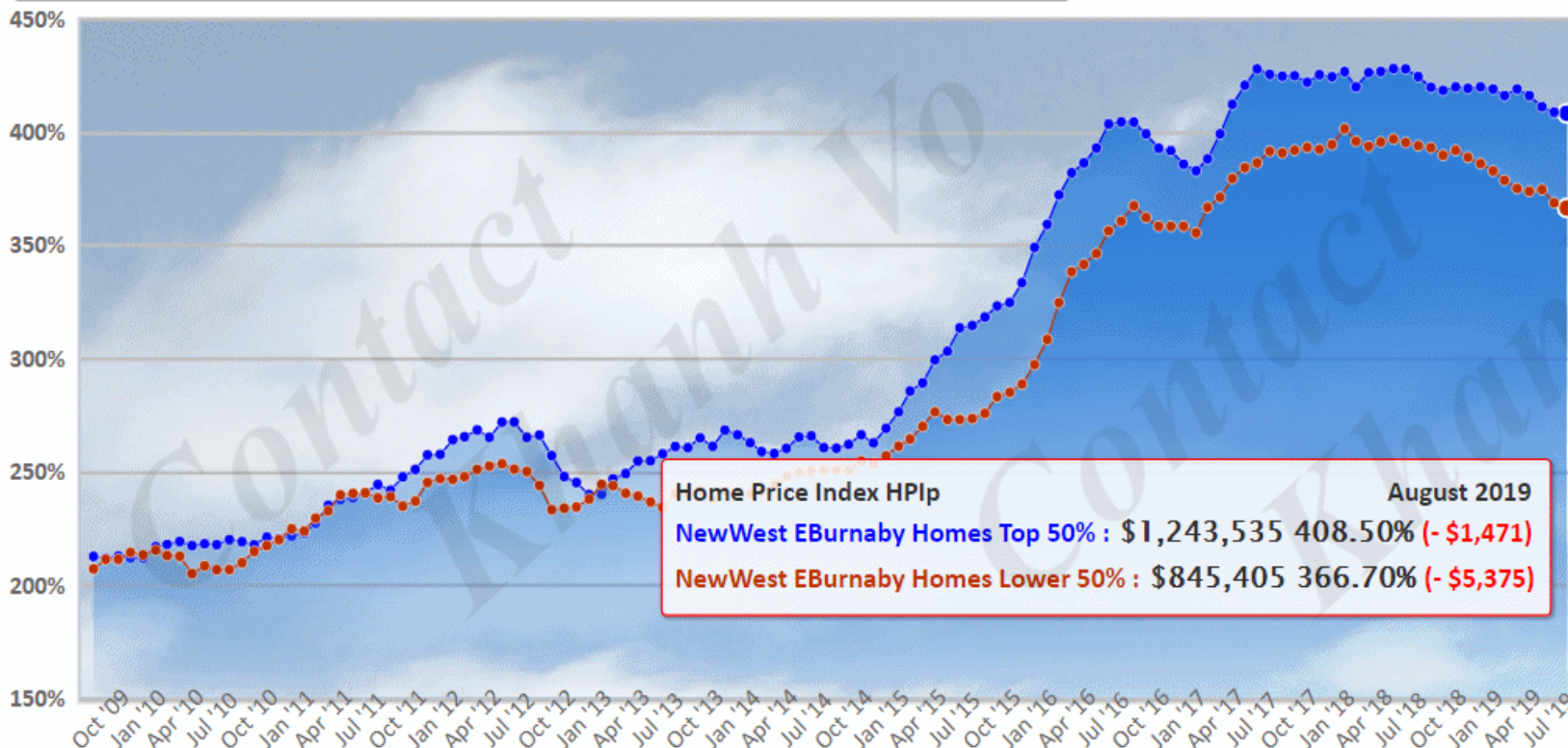
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Powered by the Greater Vancouver Market Reports HPIp



NewWest EBurnaby Homes Top 50% : **HPIp** Forecast+ Forecast-
 NewWest EBurnaby Homes Lower 50% : **HPIp** Forecast+ Forecast-



Home Price Index HPIp August 2019
 NewWest EBurnaby Homes Top 50% : \$1,243,535 408.50% (- \$1,471)
 NewWest EBurnaby Homes Lower 50% : \$845,405 366.70% (- \$5,375)

Monthly Home values

Date	Value
Aug 2019	% 408.50
Jul 2019	% 409.00
Jun 2019	% 411.40
May 2019	% 416.30
Apr 2019	% 419.20
Mar 2019	% 416.30
Feb 2019	% 419.20
Jan 2019	% 420.20
Dec 2018	% 419.50
Nov 2018	% 420.20
Oct 2018	% 418.60
Sep 2018	% 420.00

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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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Coquitlam Real Estate Price Changes (\$/%)

高貴林房地產價格變動 / 高貴林房地產價格變動

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

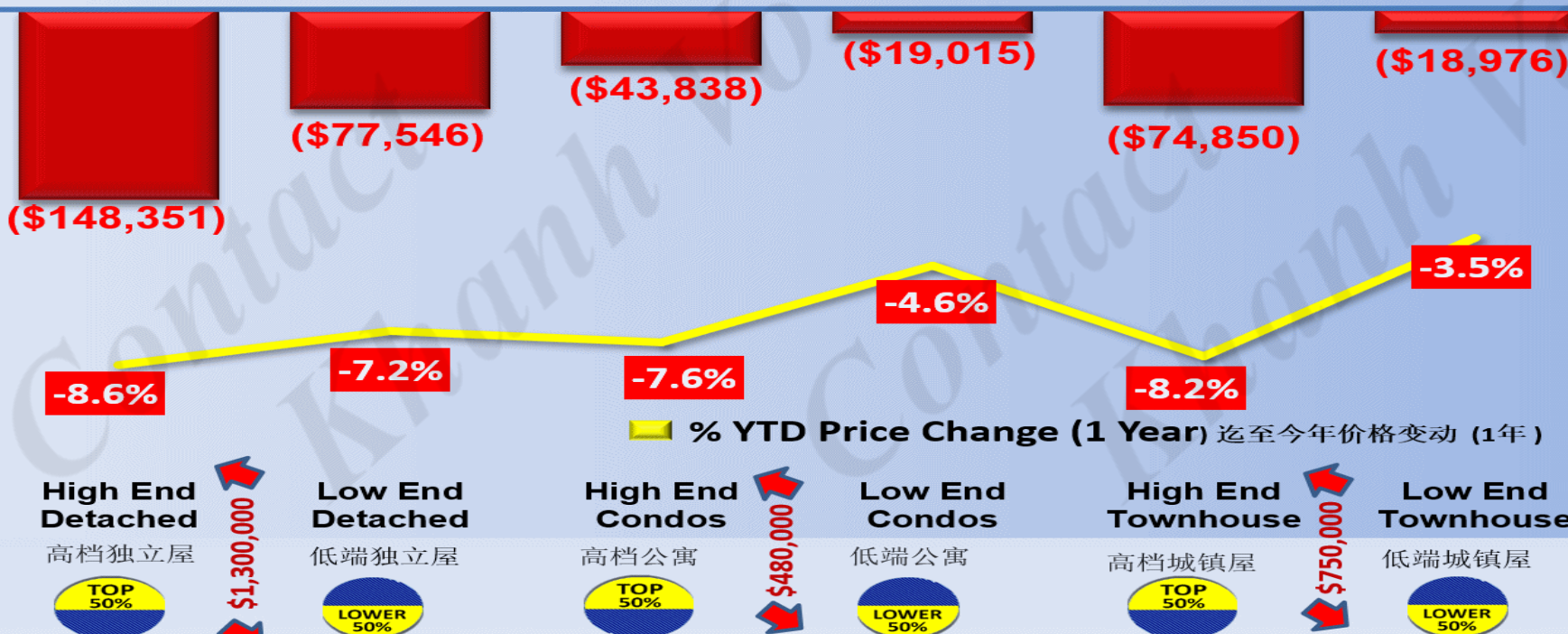
房屋类型: 迄至今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

\$\$\$ YTD Price Change (1 Year) 價格變動 (1年)

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 %

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

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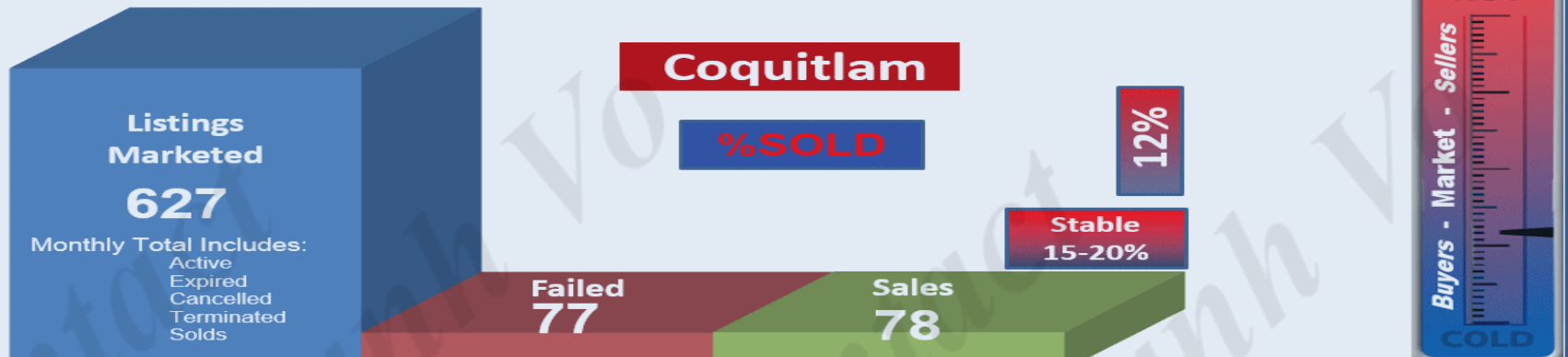


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produced for: Khanh Vo



Monthly Market Activity - Aug 2019 - Single Family



Sept 1, 2019 Coquitlam Market Update (Detached)

Current: Coquitlam's **12 % SOLD** Rate indicates a Stable Market.
 (This means 12 homes out of 100 sold last month with an Average \$60,544 Discount from the Original List Price)
Most Active Price Range: Homes between \$1.2 mill. - \$1.3 mill. have a **20.8 %SOLD** rate.
Least Active Price Range: Homes above \$2 mill. have **4.1 %SOLD** rate.

History: The Coquitlam Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$154,981.
 The Coquitlam Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$97,668.
 *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?

Coquitlam Price Range Statistics - Aug 2019

Home Price Range	Total Listings (Month)	Sales	DOM	Sell Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	99	16	34	95%	-\$29,900	16.2%	↑
\$1,000,000-1,200,000	101	21	27	95%	-\$55,000	20.8%	↑
\$1,200,001-\$1,300,000	129	15	38	96%	-\$58,088	11.6%	
\$1,300,001-\$1,550,000	131	17	59	93%	-\$105,000	13.0%	
\$1,550,001-\$2,000,000	45	4	92	67%	-\$815,000	8.9%	↓
\$2,000,001 and more	122	5	70	85%	-\$413,286	4.1%	↓
Total Activity	627	78	38	94%	-\$60,544	12%	

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)	635	661	627		-34	↓
Active Listings	506	534	498	472	-26	↓
Solds	60	86	78		-8	↓
DOM	32	27	38		12	↑
%SOLD (Sales/Listings /Mthly Rate)	9%	13%	12%		-0.6%	↓
(Top 50%) Home Price Index HPIp	\$1,671,454	\$1,548,101	\$1,516,473		-\$31,628	↓
(Lower 50%) Home Price Index HPIp	\$1,059,492	\$981,101	\$961,824		-\$19,277	↓

*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.



What Sold in your Neighbourhood and for What Price?

Coquitlam Neighbourhood Statistics - Aug 2019					Detached	
Neighbourhoods	Total Listings	Sales	DOM	Sell Price /List Price	Sell - List \$Difference	%SOLD
Burke Mountain	102	11	66	94%	-\$88,000	10.8%
Central Coquitlam-Chineside	129	19	36	94%	-\$69,250	14.7%
Coquitlam East	30	5	53	94%	-\$91,900	16.7%
Cape Horn	21	5	34	97%	-\$38,888	23.8%
Coquitlam West	73	6	68	75%	-\$559,451	8.2%
Eagle Ridge-Canyon Springs	15				\$0	0.0%
Harbour Chines	19	2	69	93%	-\$174,000	10.5%
Hockaday	12	2	41	93%	-\$105,556	16.7%
Harbour Place	5	1	70	99%	-\$20,000	20.0%
Meadow Brook	14	2	12	98%	-\$14,950	14.3%
Maillardville	52	5	23	91%	-\$135,000	9.6%
New Horizons	22	2	20	97%	-\$26,500	9.1%
Park Ridge Estates	2	1	3	98%	-\$30,000	50.0%
Ranch Park	34	11	36	95%	-\$53,000	32.4%
River Springs	9	1	52	96%	-\$34,000	11.1%
Scott Creek	10	1	9	94%	-\$74,900	10.0%
Eagle Ridge - Summit	8				\$0	0.0%
Westwood Plateau-Summit	70	4	42	87%	-\$200,000	5.7%
Total Activity	627	78	38	94%	-\$60,544	12%



*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.



Next Months Market Forecast

Forecast: Coquitlam has a normal Listing supply; 472 homes are for sale. With the **12 %SOLD** Monthly Rate (**STR**) gives us ~8 months of inventory. 25% of the Active Listings have reduced their price by \$106,909 on Average or \$59,000 Median. We project Coquitlam Detached to be a 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. Raw Data collected from the Real Estate Boards: FVREB - REBGV - CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com



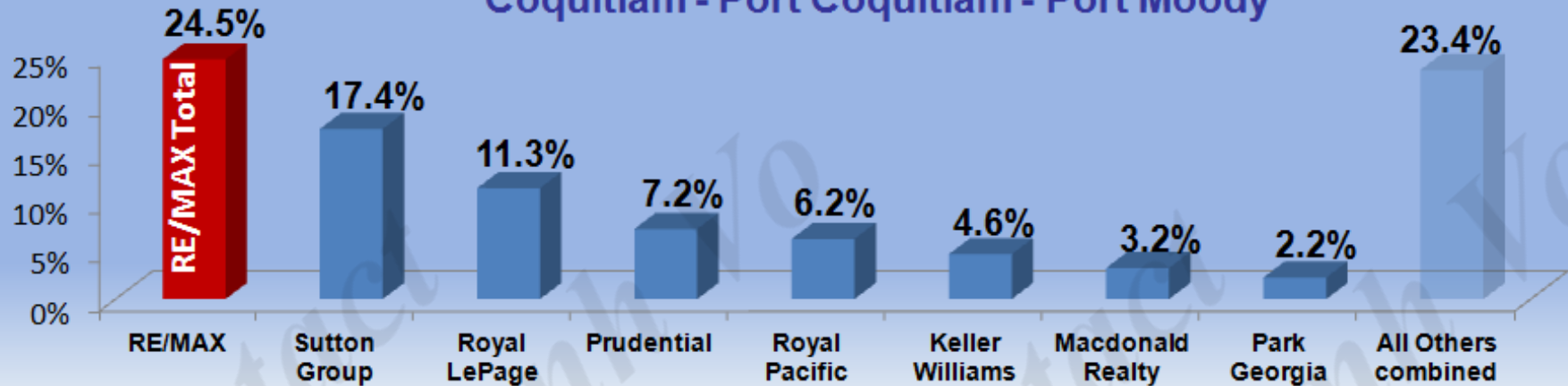
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Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

produced for: **Khanh Vo**



#1 the RE/MAX Market Share Reports

Coquitlam - Port Coquitlam - Port Moody



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

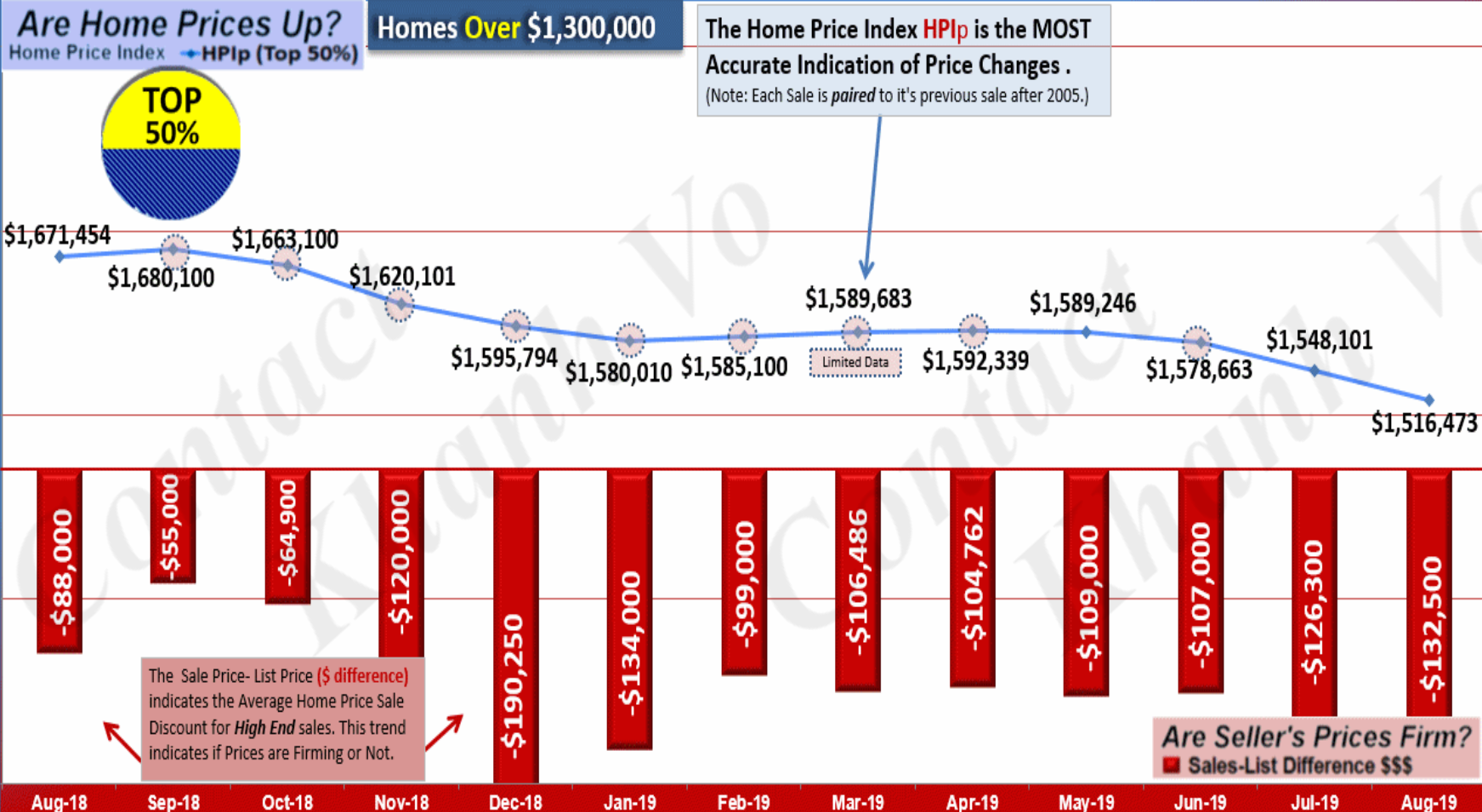


Market Analysis and Forecasting

Sept 1/19 Coquitlam

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

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



Detached



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

Are Home Prices Up? Homes Over \$1,300,000

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 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](#)
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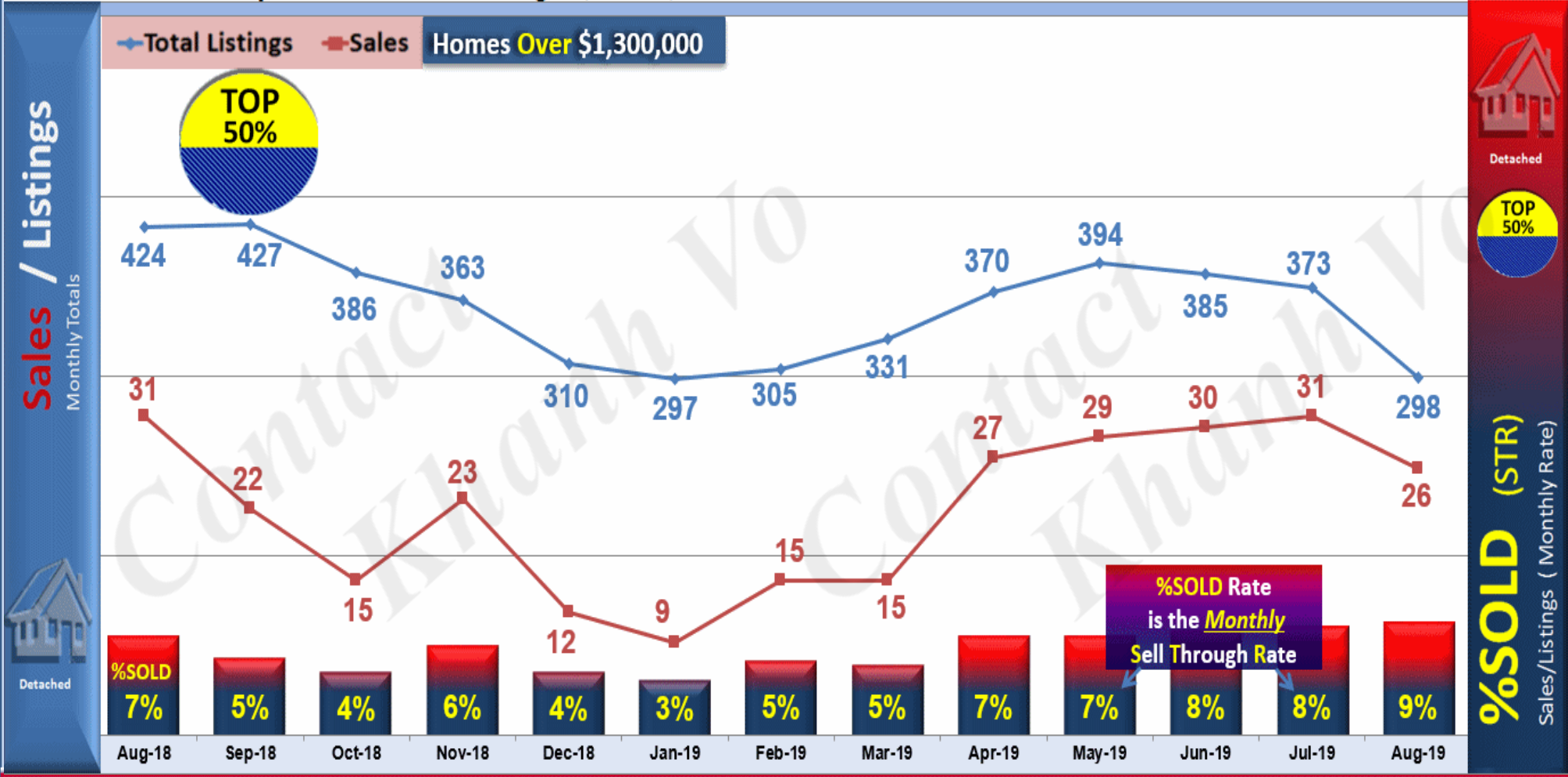
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Market Analysis and Forecasting

Sept 1/19 Coquitlam

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



Sales / Listings
Monthly Totals



Detached



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



Detached

*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 Coquitlam

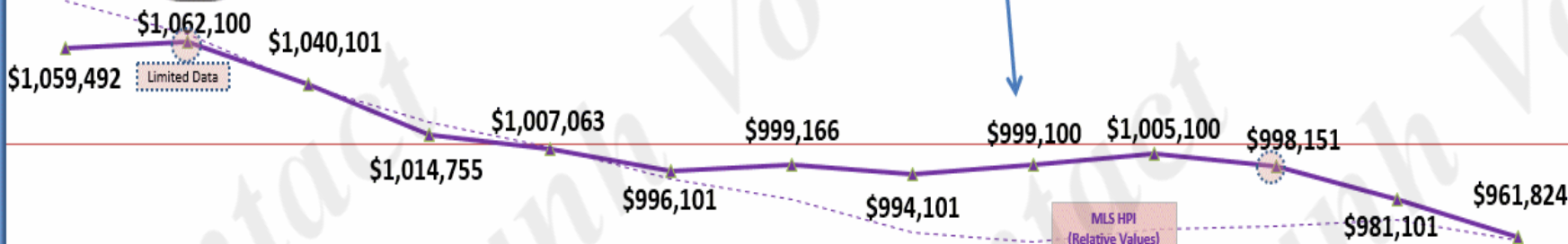
Detached Coquitlam Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Are Home Prices Up? Homes Below \$1,300,000

Home Price Index → HPIp (Lower 50%)

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

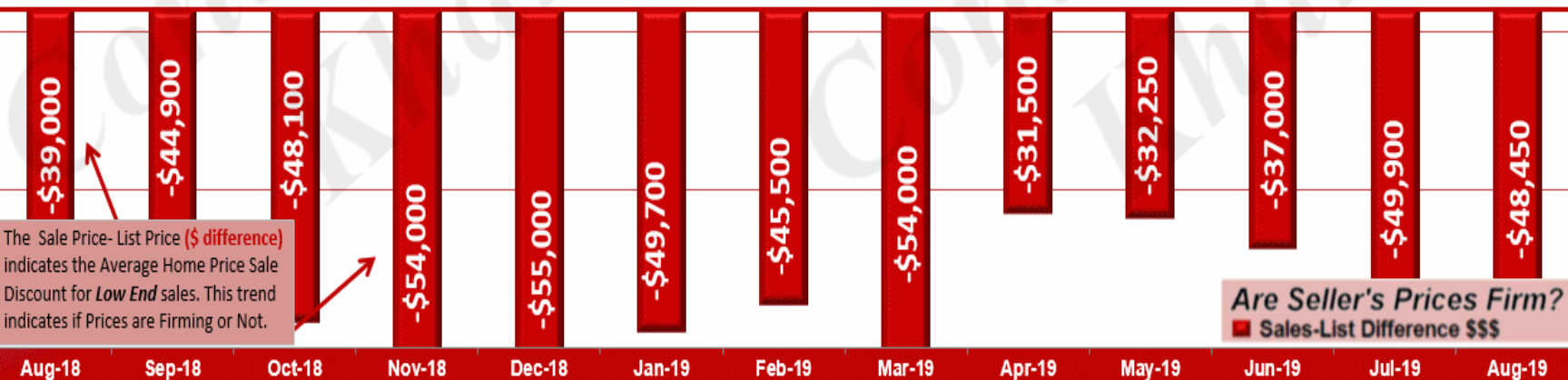
(Note: Each Sale is paired to it's previous sale after 2005.)



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



Detached



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached



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

*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.

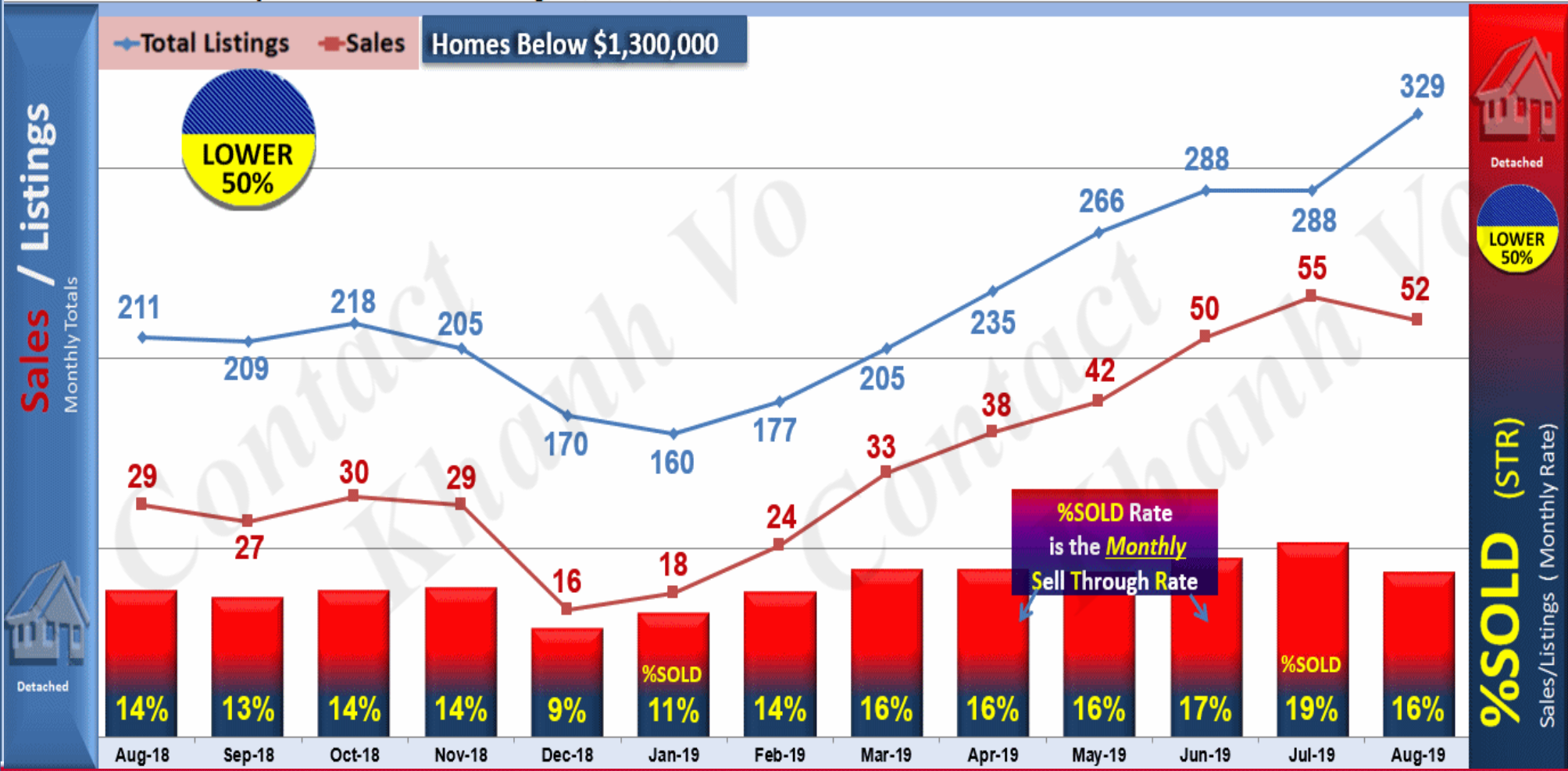
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Market Analysis and Forecasting

Sept 1/19 Coquitlam

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



Sales / Listings
Monthly Totals



Detached



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



Detached

*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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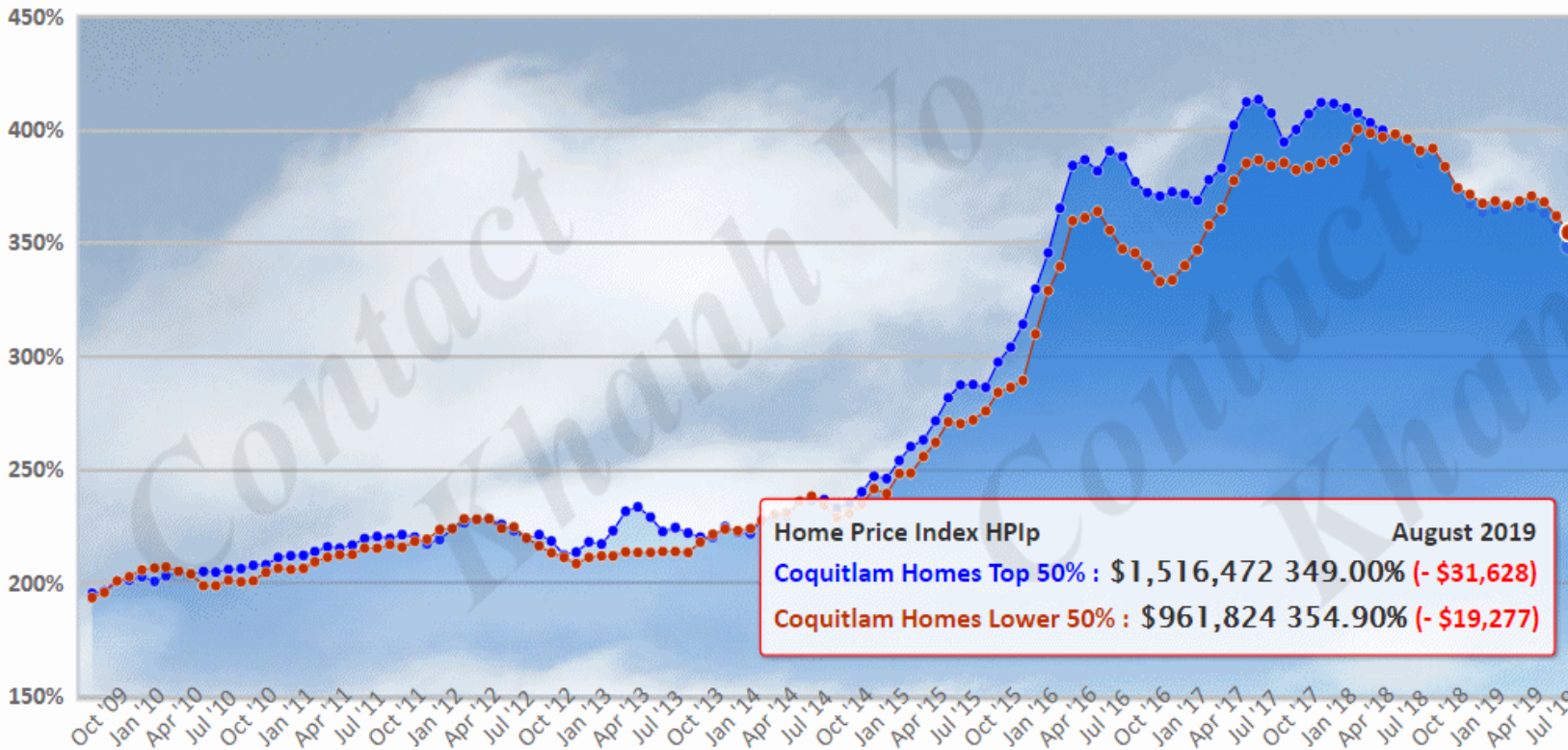
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Coquitlam Homes Top 50% : HPIp Forecast+ Forecast-
Coquitlam Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 349.00
Jul 2019	% 356.30
Jun 2019	% 363.30
May 2019	% 365.70
Apr 2019	% 366.40
Mar 2019	% 365.80
Feb 2019	% 364.80
Jan 2019	% 363.60
Dec 2018	% 367.20
Nov 2018	% 372.80
Oct 2018	% 382.70
Sep 2018	% 388.90

<<< 1 2 3 >>>

Highcharts.com

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Monthly Market Activity - Aug 2019 - Single Family



Sept 1 2019 Port Coquitlam Market Update (Detached) R

Current: Pt Coquitlam's **18 %SOLD** rate indicates a Seller Market.

(This means 18 homes out of 100 sold with an average \$45,000 discount from the original list price).

Most Active Price Range: Homes below \$850,000 have **27.6 %SOLD** rate.

Least Active Price Range: Homes above \$1.2 mill. have **9.0 %SOLD** rate.

History: Port Coquitlam Year-To-Date RMR Home Price Index* shows that prices decreased \$8,813.

*The RMR HPI (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?

Port Coquitlam Price Range Statistics - Aug 2019				Detached			
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$850,000	29	8	28	94%	-\$52,450	27.6%	↑
\$850,000-\$900,000	25	4	18	97%	-\$28,394	16.0%	↑
\$900,001-\$1,000,000	40	10	32	96%	-\$41,000	25.0%	↑
\$1,000,001-\$1,200,000	15	3	13	92%	-\$90,000	20.0%	↑
\$1,200,001 and more	67	6	12	98%	-\$24,500	9.0%	↓
Total Activity	176	31	21	95%	-\$45,000	18%	↑

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)	198	197	176		-21	↓
Active Listings (1st of the month)	147	152	150	130	-20	↓
Solds	18	32	31		-1	↓
Days on Market (DOM)	33	22	21		-1	↓
%SOLD (Sales/ Listings/Mthly Rate)	9%	16.2%	17.6%		1.4%	↑
Home Price Index	\$930,913	\$916,565	\$922,100		\$5,535	↑



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What Sold in your Neighbourhood and for What Price?

Port Coquitlam Sub areas Statistics - Aug 2019			Detached			
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Birchland Manor	6	0				0.0%
Central Port Coquitlam	8	3	4	98%	-\$15,000	37.5%
Citadel PQ	20	6	24	98%	-\$26,000	30.0%
Glenwood PQ	39	10	31	93%	-\$57,450	25.6%
Lower Mary Hill	7	1	22	97%	-\$22,888	14.3%
Lincoln Park PQ	16	1	37	92%	-\$59,900	6.3%
Mary Hill	18	2	49	96%	-\$37,000	11.1%
Oxford Heights	26	3	7	95%	-\$40,000	11.5%
Riverwood	15	3	18	95%	-\$48,000	20.0%
Woodland Acres PQ	21	2	23	94%	-\$65,945	9.5%
Total Activity	176	31	21	95%	-\$45,000	18%



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Next Months Market Forecast

Forecast: Port Coquitlam has Average Listing supply; 130 homes are for sale and with the **18 %SOLD** Monthly rate gives us a ~6 months of inventory. 28% of the active listings have reduced their price by \$32,287 on average and \$26,000 on median. We project Port Coquitlam 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.

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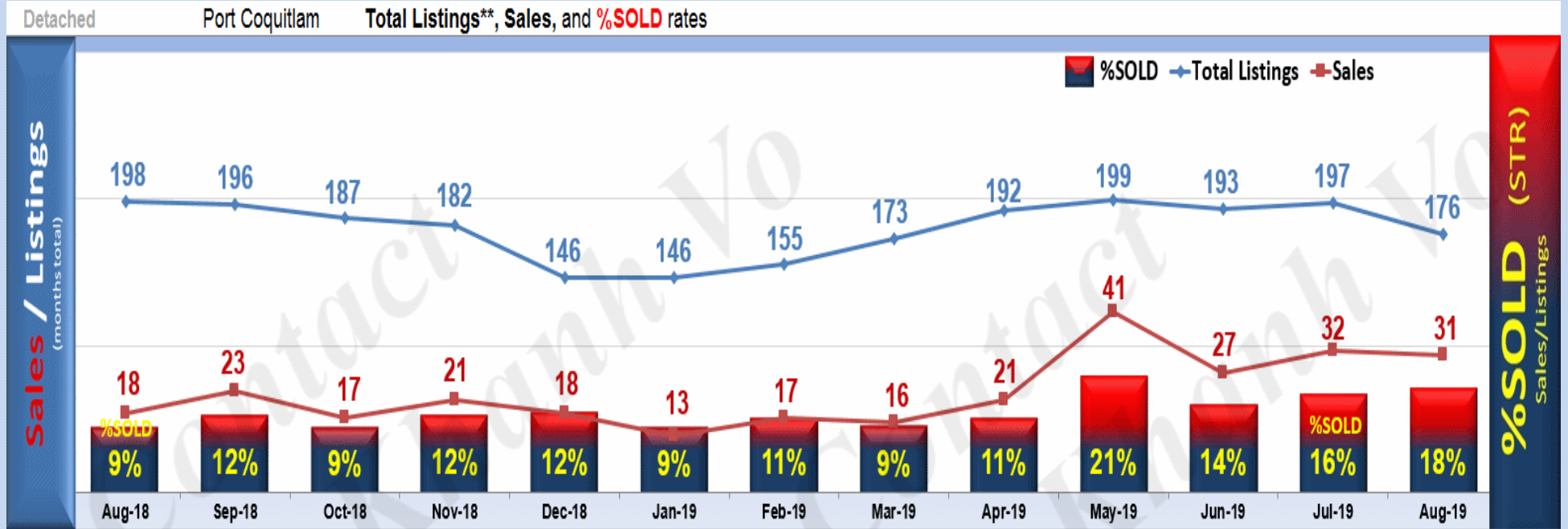


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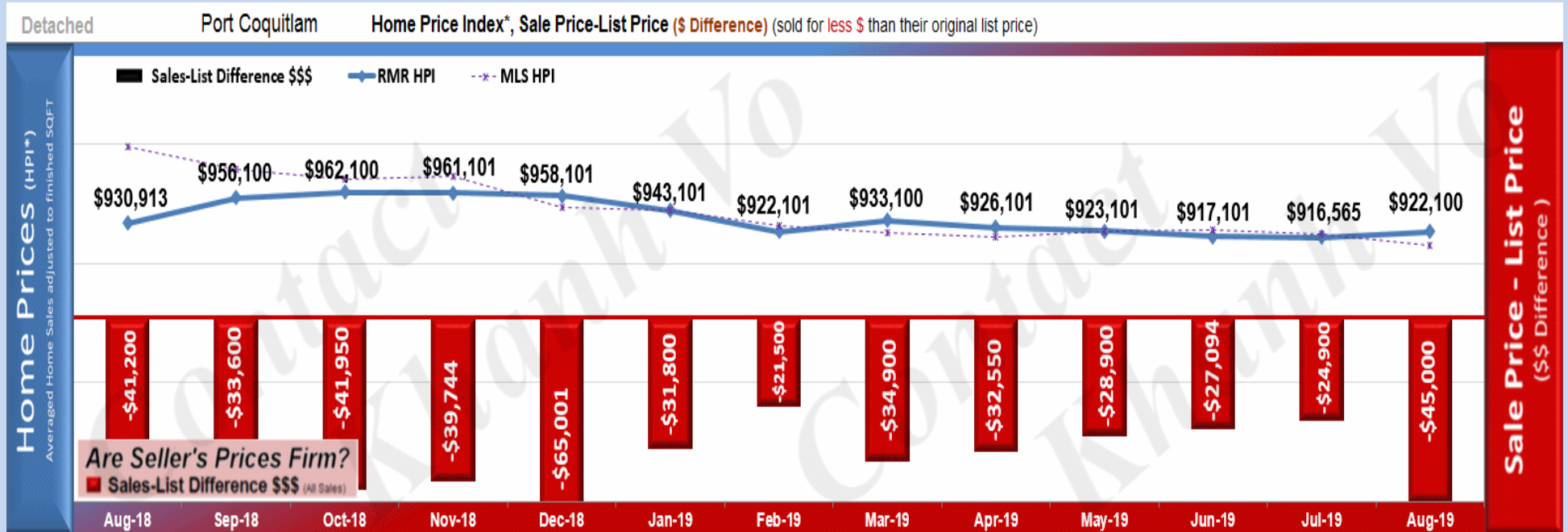
How has the Market performed this Past Month and Year?



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



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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

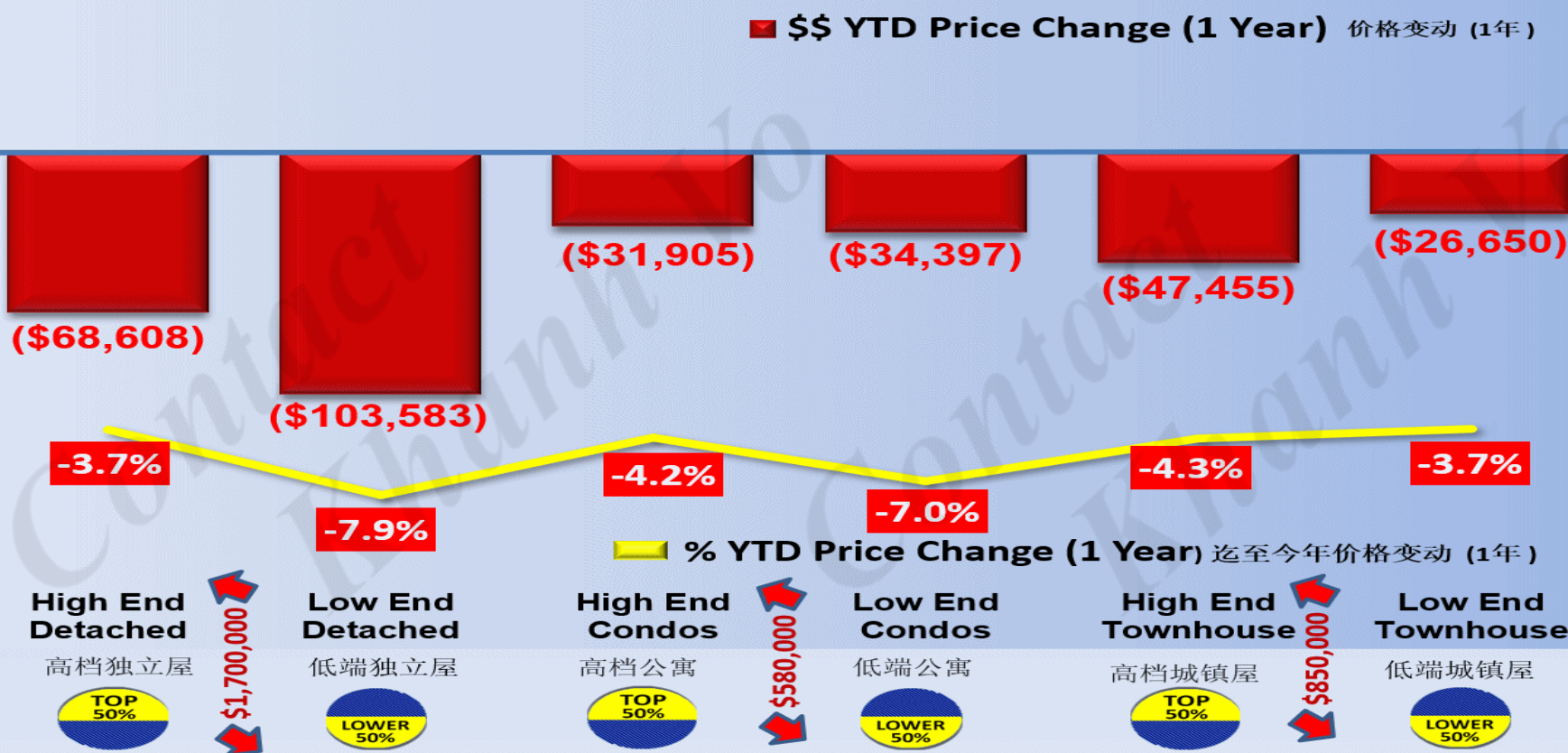
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年終住房價格變動
年終住房價格變動

YTD Home Price Changes \$

年終住房價格變動
年終住房價格變動

YTD Home Price Changes %



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

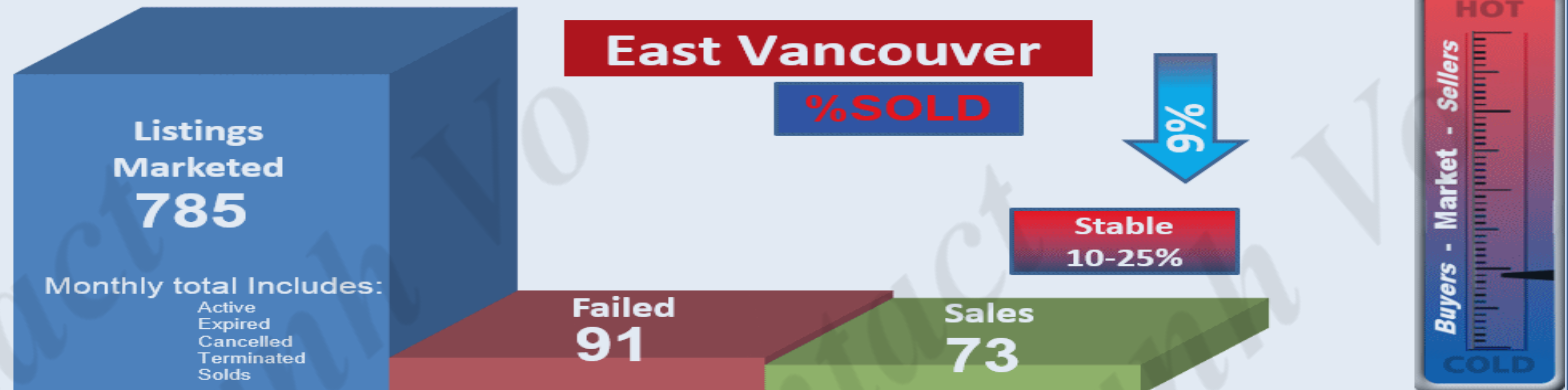


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produced for: Khanh Vo



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	↓

*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.



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%



*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.

 produced for: **Khanh Vo**



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.

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



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produced for: **Khanh Vo**

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

detached homes



KHANH VO

Advice you can trust

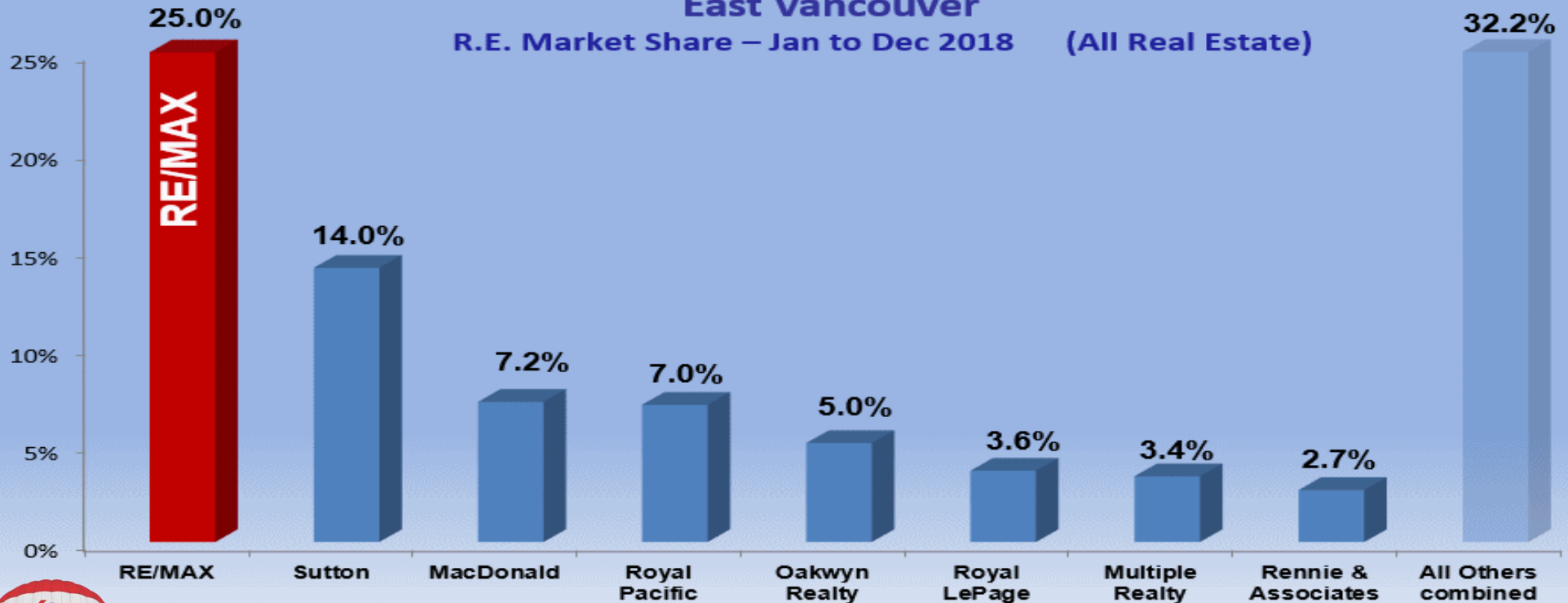
604-710-1245 khanhvo@remax.net

Market Analysis and Forecasting Sept 1/19 East Vancouver

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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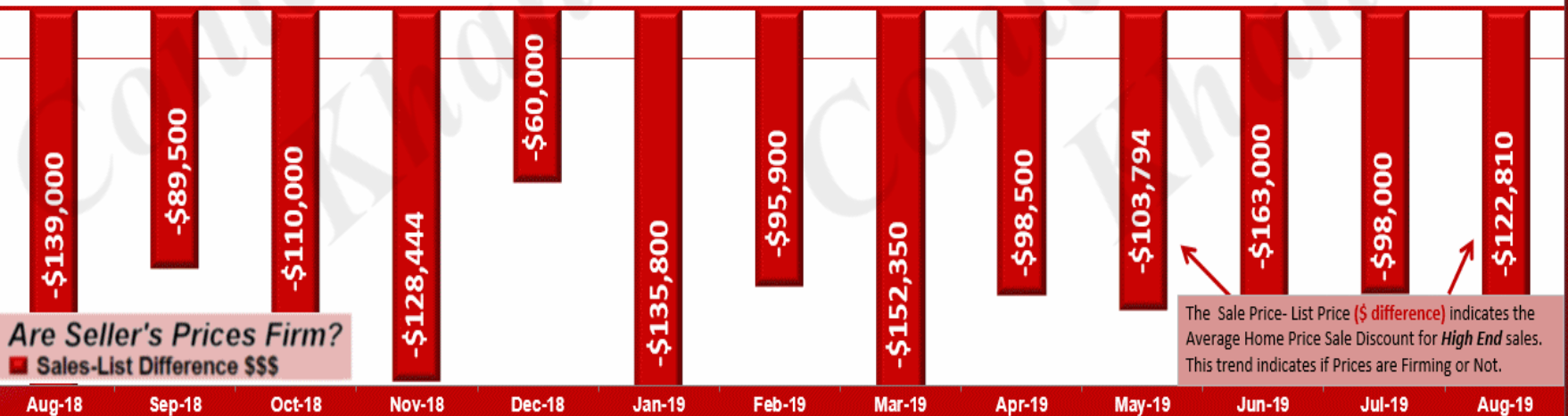
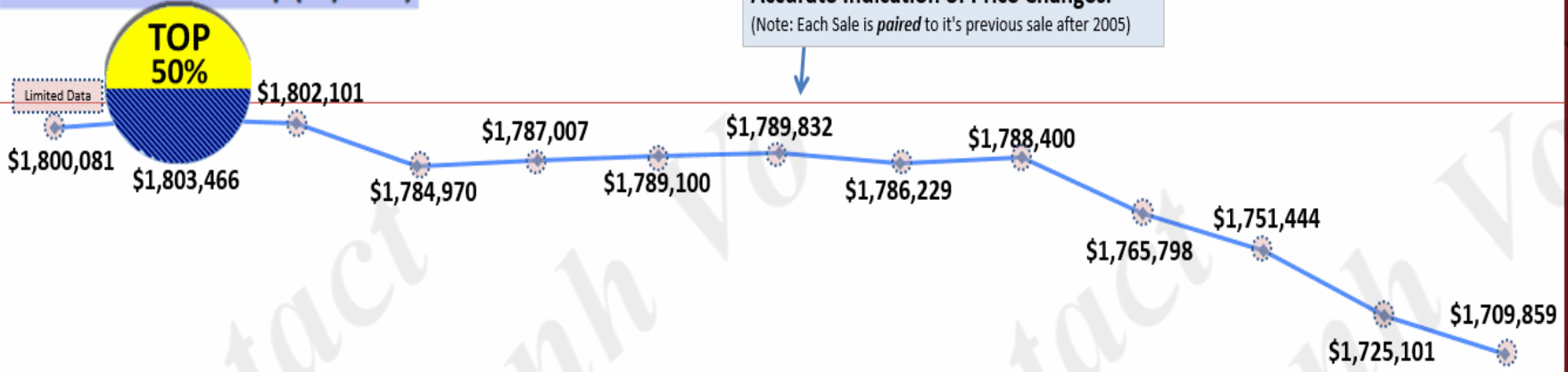
Market Analysis and Forecasting Sept 1/19 East Vancouver

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? Homes Over \$1,700,000
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 indicates if Prices are Firming or Not.



Detached

TOP 50%

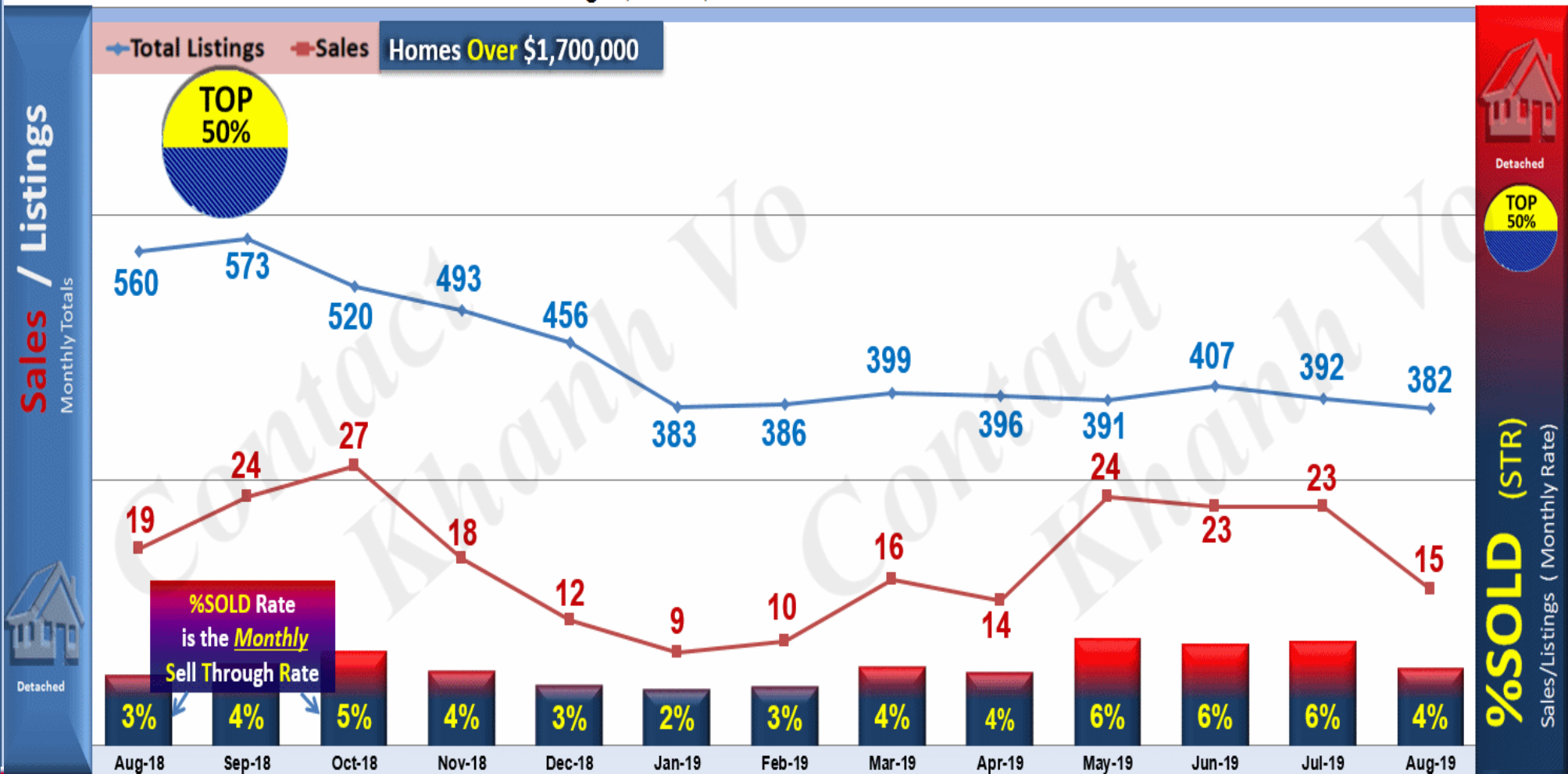
Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

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Market Analysis and Forecasting Sept 1/19 East Vancouver

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



Sales / Listings
Monthly Totals



Detached



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](#)
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Market Analysis and Forecasting Sept 1/19 East Vancouver

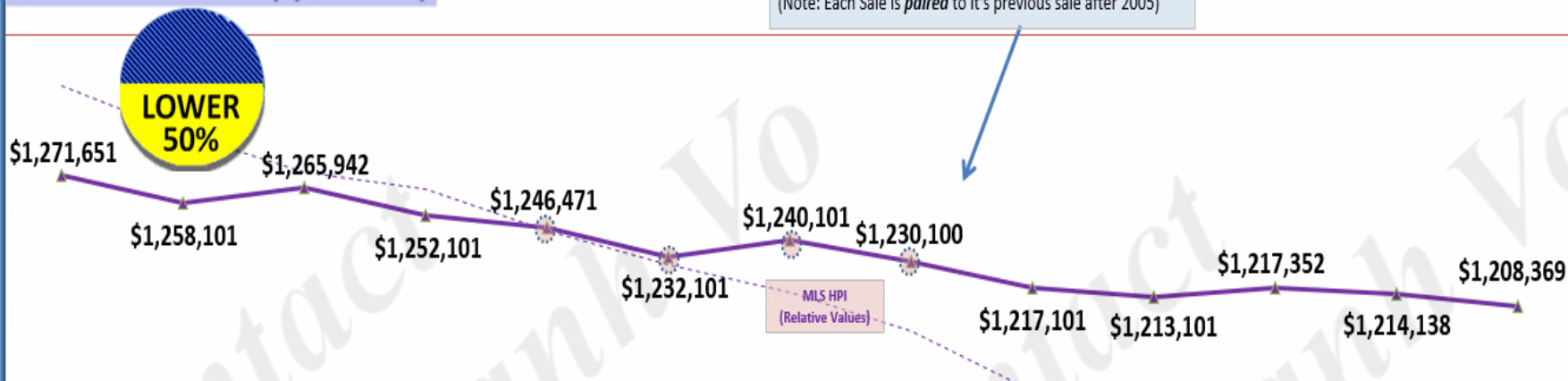
Detached East Vancouver Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Are Home Prices Up? Homes Below \$1,700,000

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 its previous sale after 2005)



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



Detached

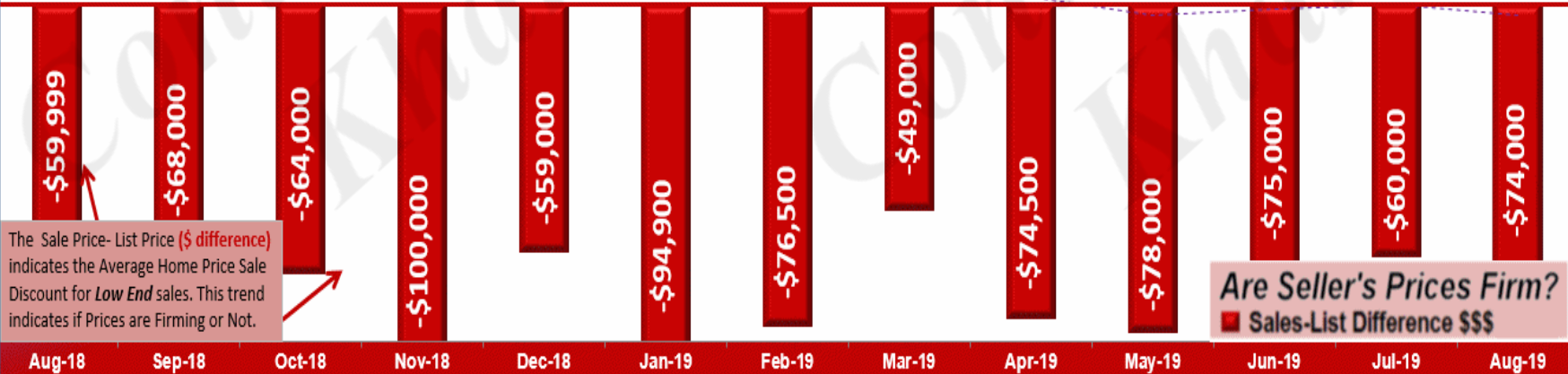


Detached



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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Market Analysis and Forecasting Sept 1/19 East Vancouver

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

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

Sales / Listings
Monthly Totals



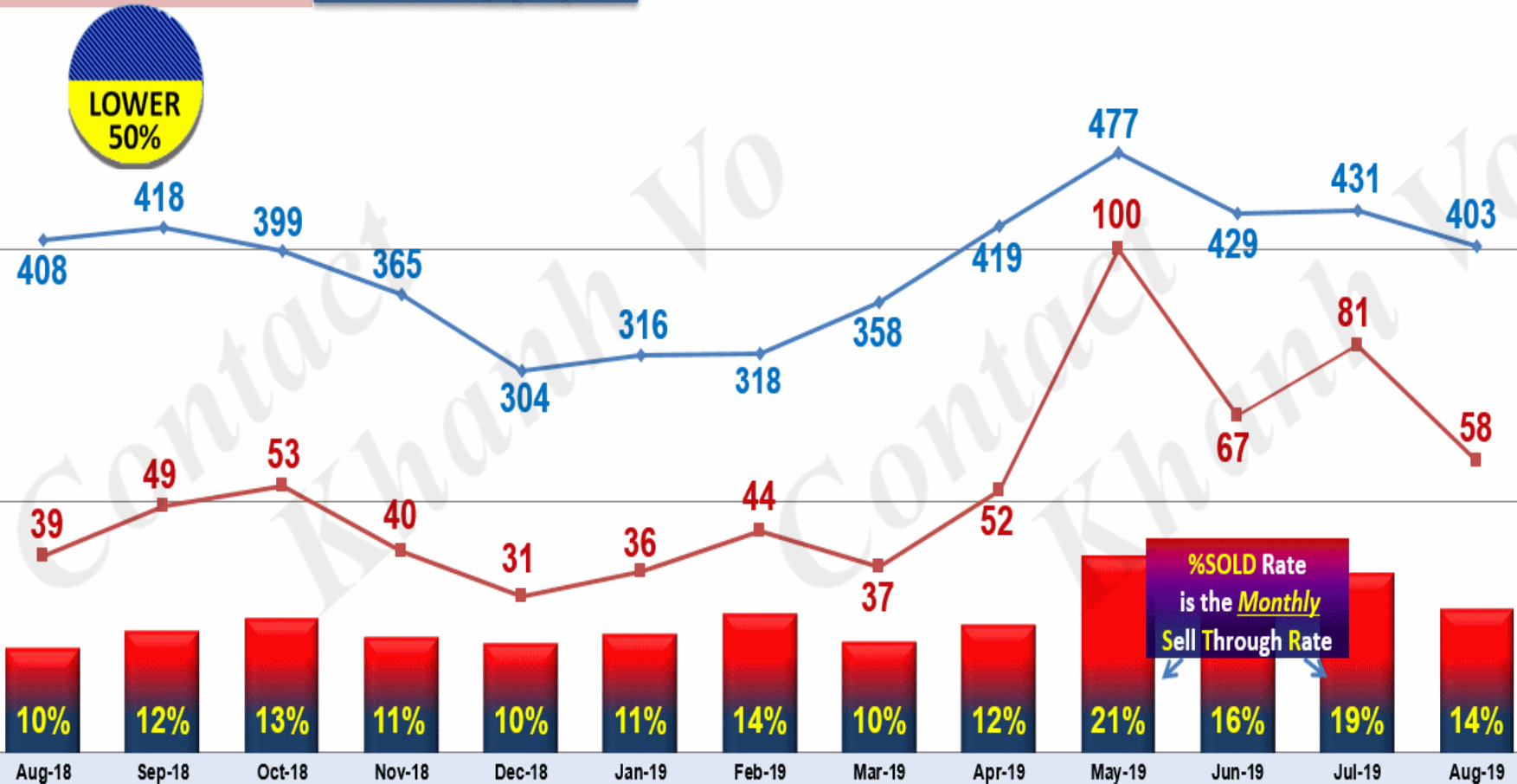
Detached



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](#)
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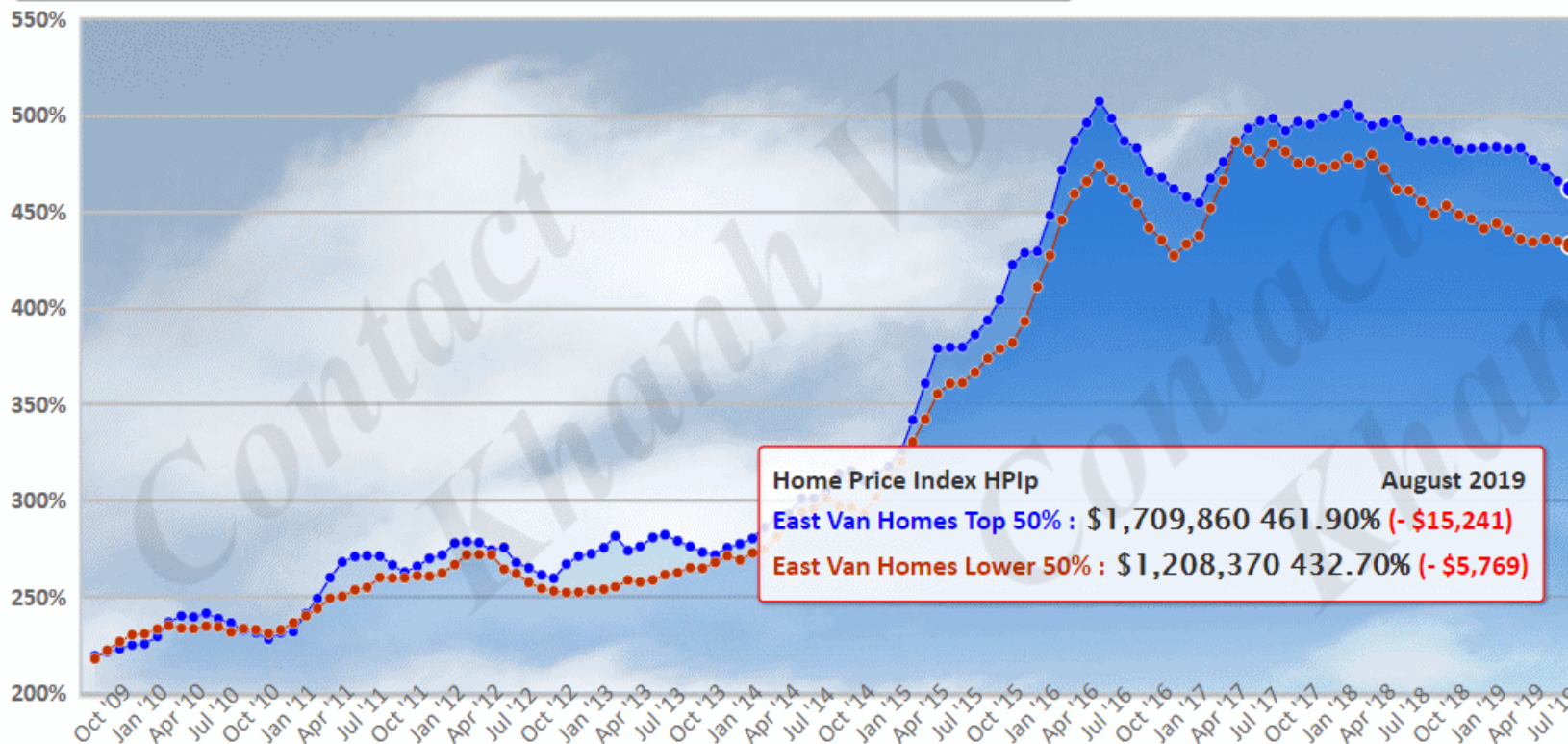
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East Van Homes Top 50% : HPIp Forecast+ Forecast-
 East Van Homes Lower 50% : HPIp Forecast+ Forecast-



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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South Surrey White Rock Real Estate Price Changes (\$/%)

白石,南素里 房地產價格變動/白石,南素里 房地產價格變動

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

房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

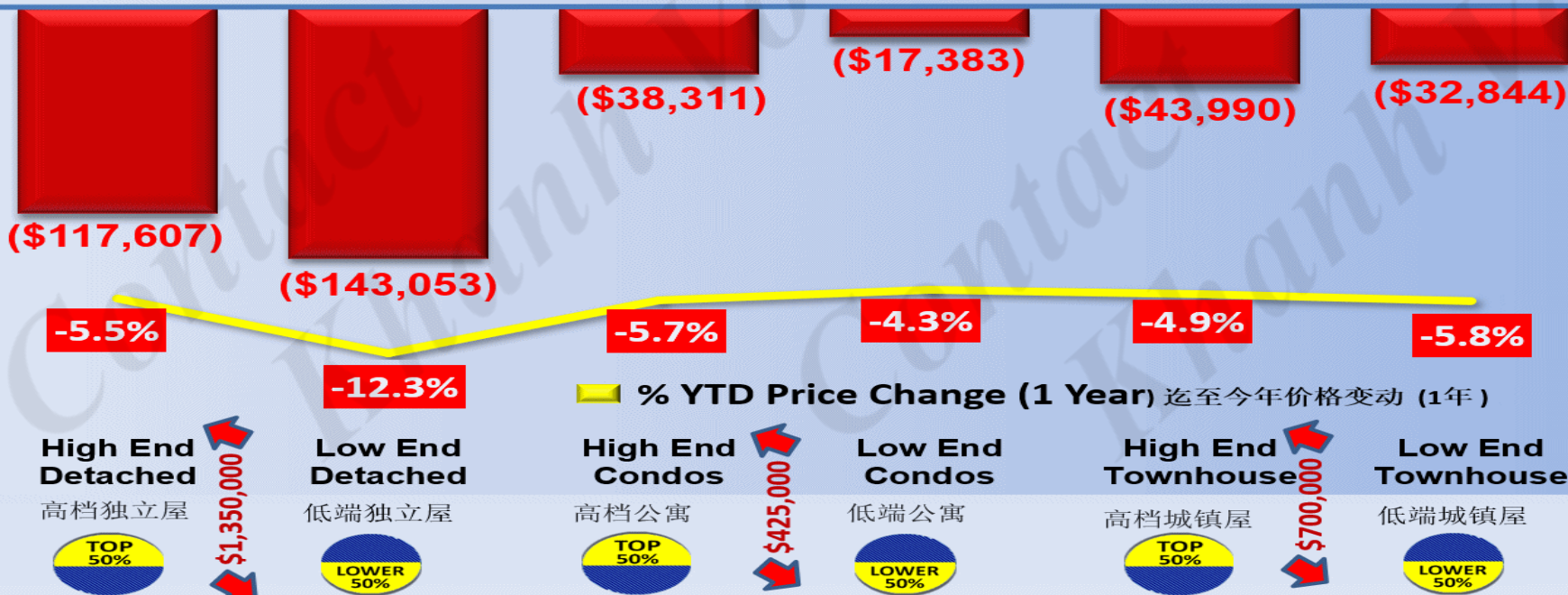
\$\$\$ YTD Price Change (1 Year) 价格变动 (1年)

年終住房價格變動
年終住房價格變動

年終住房價格變動
年終住房價格變動

YTD Home Price Changes \$\$\$

YTD Home Price Changes %%



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



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Monthly Market Activity - Aug 2019 - Single Family



Sept 1 2019 White Rock - South Surrey Market Update (Detached)

Current: White Rock South Surrey is in a Buyer Market with average listing inventories, **8 %SOLD** rate and a 94% Sell/List Ratio.

(This means that there is an average of a \$76,500 discount on a sale from the original list price)

Most Active Price Range: Homes below \$900,000 have **19.6 %SOLD** rate.

Least Active Price Range: Homes above \$1.9 mill. have **2.6 %SOLD** rate.

History: The S. Surrey White Rock Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$172,288.
The S. Surrey White Rock Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$74,750.



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



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

White Rock - South Surrey List Price Ranges Statistics - Aug 2019							Detached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$900,000	56	11	38	94%	-\$29,000	19.6%	↑
\$900,001-\$1,100,000	102	13	18	92%	-\$87,858	12.7%	↑
\$1,100,001-\$1,250,000	70	7	44	94%	-\$81,000	10.0%	↑
\$1,250,001-\$1,400,000	100	11	45	96%	-\$60,000	11.0%	↑
\$1,400,001-\$1,600,000	82	3	20	94%	-\$86,000	3.7%	↓
\$1,600,001-\$1,900,000	82	4	60	87%	-\$238,500	4.9%	↓
\$1,900,001-\$2,200,000	94	5	24	95%	-\$100,000	5.3%	↓
\$2,200,001-\$3,000,000	211	12	69	93%	-\$179,000	5.7%	↓
\$3,000,001 and more	117	3	33	80%	-\$738,000	2.6%	↓
Total Activity	914	69	42	94%	-\$76,500	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)	929	960	914		-46	↓
Active Listings (1st of the month)	781	808	755	723	-32	↓
Solds	55	86	69		-17	↓
Days on Market (DOM)	32	38	42		4	↑
%SOLD (Sales/Listings /monthly rate)	5.9%	9.0%	7.5%		-1.4%	↓
(Top 50%) Home Price Index HPIp	\$2,084,404	\$1,947,101	\$1,912,116		-\$34,985	↓
(Lower 50%) Home Price Index HPIp	\$1,062,101	\$994,101	\$987,351		-\$6,750	↓

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What Sold in your Neighbourhood and for What Price?

White Rock - South Surrey Sub areas Statistics - Aug 2019				Detached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Elgin Chantrell	138	7	70	89%	-\$259,905	5.1%
Sunnyside Pk Surrey	67	7	16	94%	-\$81,000	10.4%
Crescent Bch Ocean Pk.	150	14	34	93%	-\$126,429	9.3%
White Rock	186	9	45	93%	-\$108,000	4.8%
King George Corridor	114	14	38	93%	-\$29,900	12.3%
Hazelmere	25	2	54	73%	-\$625,000	8.0%
Grandview Surrey	97	7	60	96%	-\$120,000	7.2%
Morgan Creek	86	7	24	94%	-\$53,000	8.1%
Pacific Douglas	51	2	27	94%	-\$63,400	3.9%
Total Activity	914	69	42	94%	-\$76,500	8%



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Next Months Market Forecast

Forecast: White Rock South Surrey has average Listing supply; 723 homes are for sale and with the **8 %SOLD** monthly rate gives us a ~13 months of inventory. 25% of the active listings have reduced their price by \$107,434 on average or \$79,000 median for the last month. We project White Rock South Surrey to be a continued Buyer market.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. 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. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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

detached homes



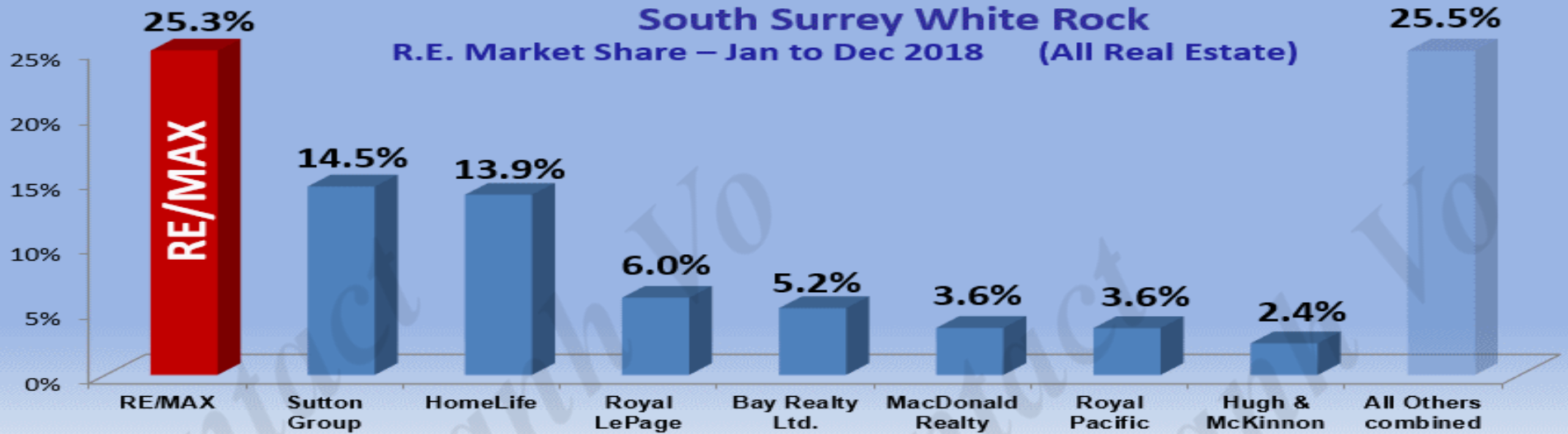
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Market Analysis and Forecasting Sept 1/19 White Rock & S. Surrey

#1 the RE/MAX Market Share Reports



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



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Market Analysis and Forecasting Sept 1/19 White Rock & S. Surrey

Detached White Rock - South Surrey 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)

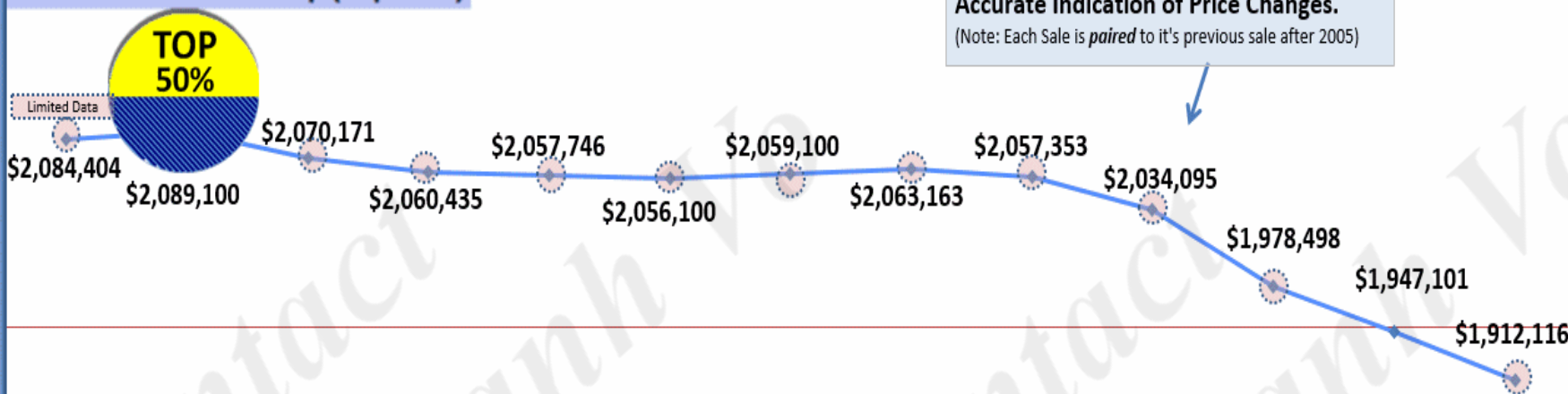
Are Home Prices Up?

Homes Over \$1,350,000

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)

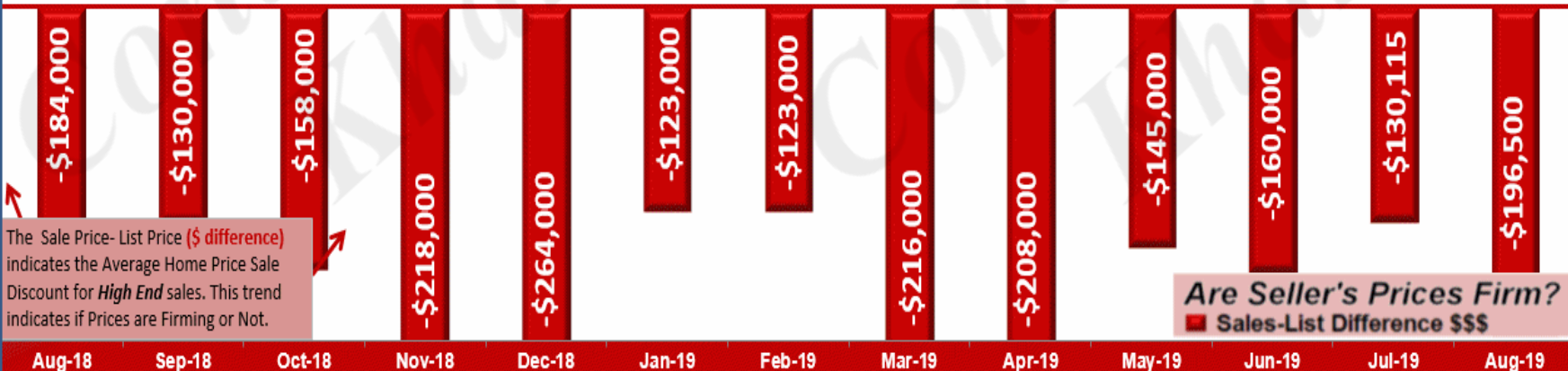


Home Price Changes
(Home Price Index Paired sales from 2005)



Detached

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 \$\$\$



Detached

TOP 50%

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

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Detached White Rock - South Surrey Total Listings**, Sales, and %SOLD rates

← Total Listings → Sales Homes Over \$1,350,000

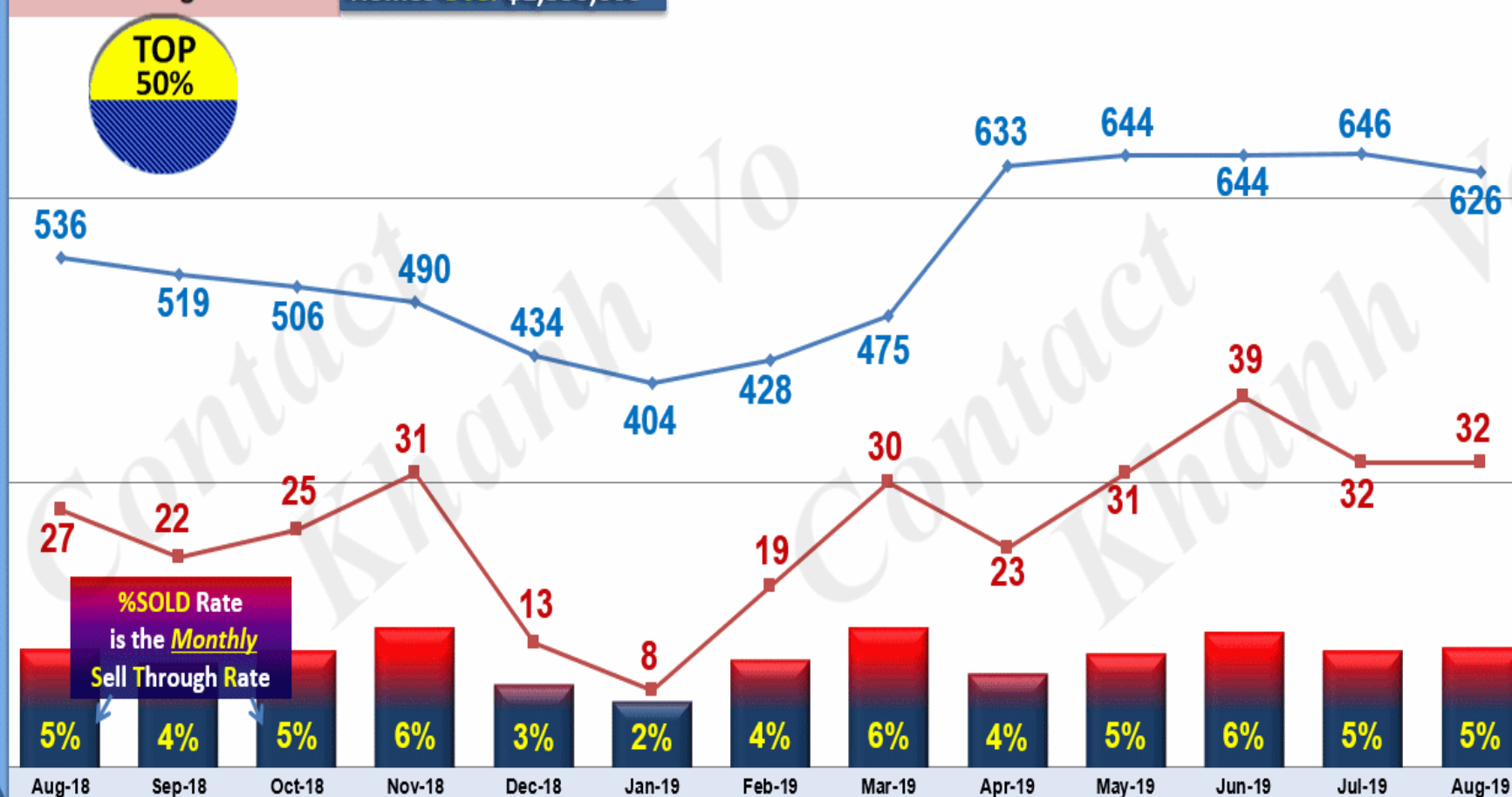


Detached



Sales / Listings
Monthly Totals

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



%SOLD Rate is the Monthly Sell Through Rate



Detached

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Market Analysis and Forecasting Sept 1/19 White Rock & S. Surrey

Detached White Rock - South Surrey 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)

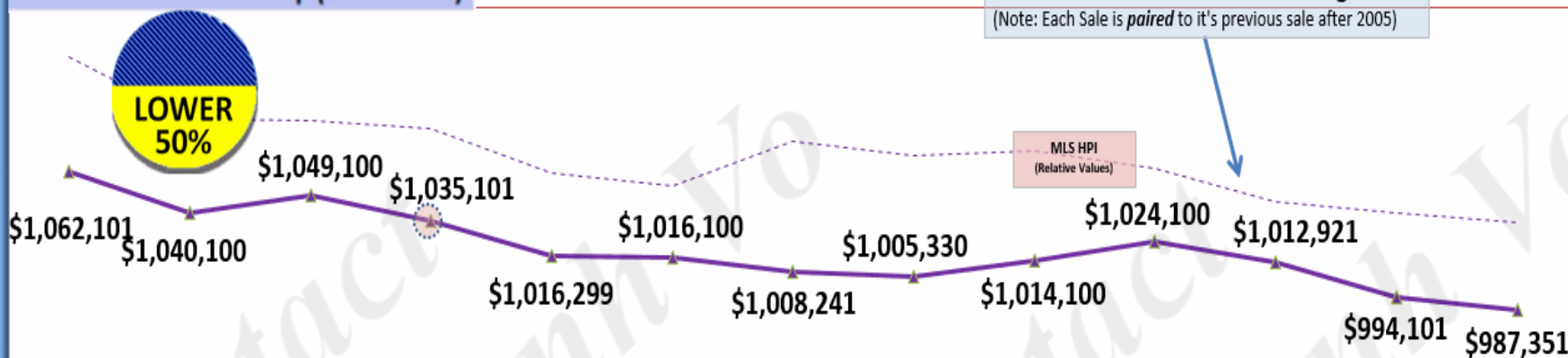
Home Price Changes
(Home Price Index Paired sales from 2005)

Are Home Prices Up? Homes Below \$1,350,000

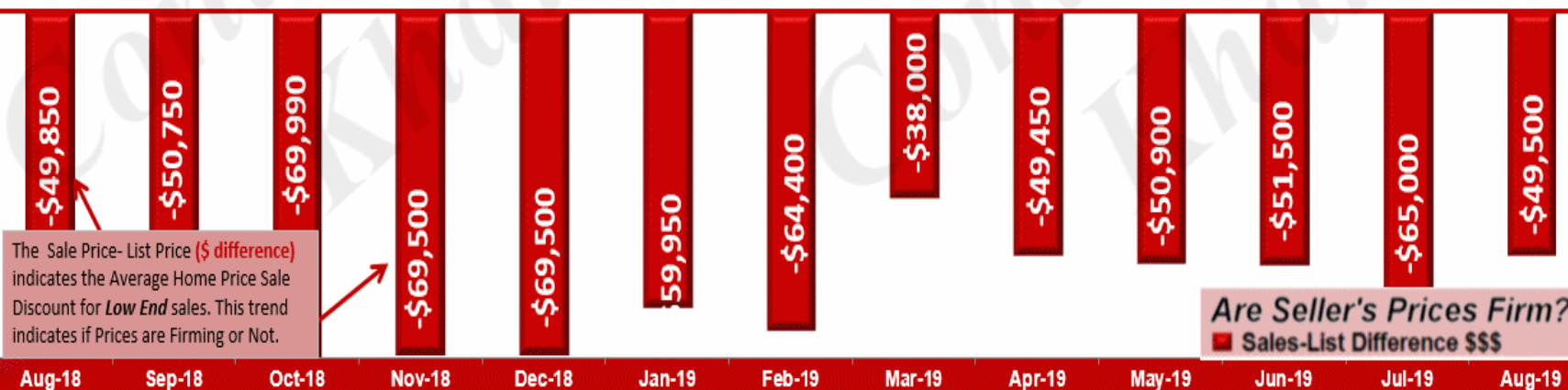
Home Price Index → HPIp (Lower 50%)

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



Detached



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)

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RE/MAX Statistics, on the Web!

detached homes



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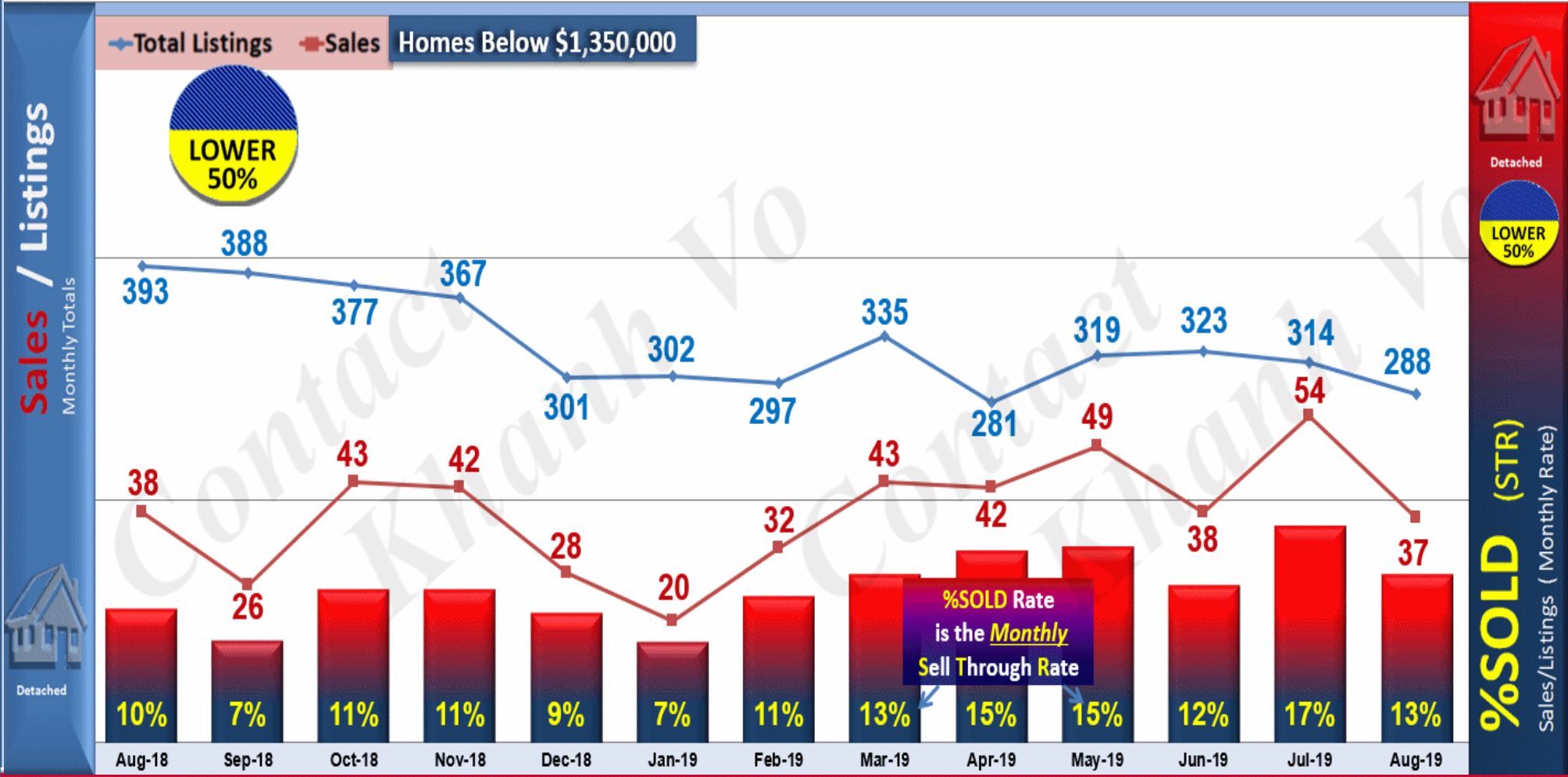
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Market Analysis and Forecasting

Sept 1/19 White Rock & S. Surrey

604-710-1245 khanhvo@remax.net

Detached White Rock - South Surrey Total Listings**, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Detached



Detached



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



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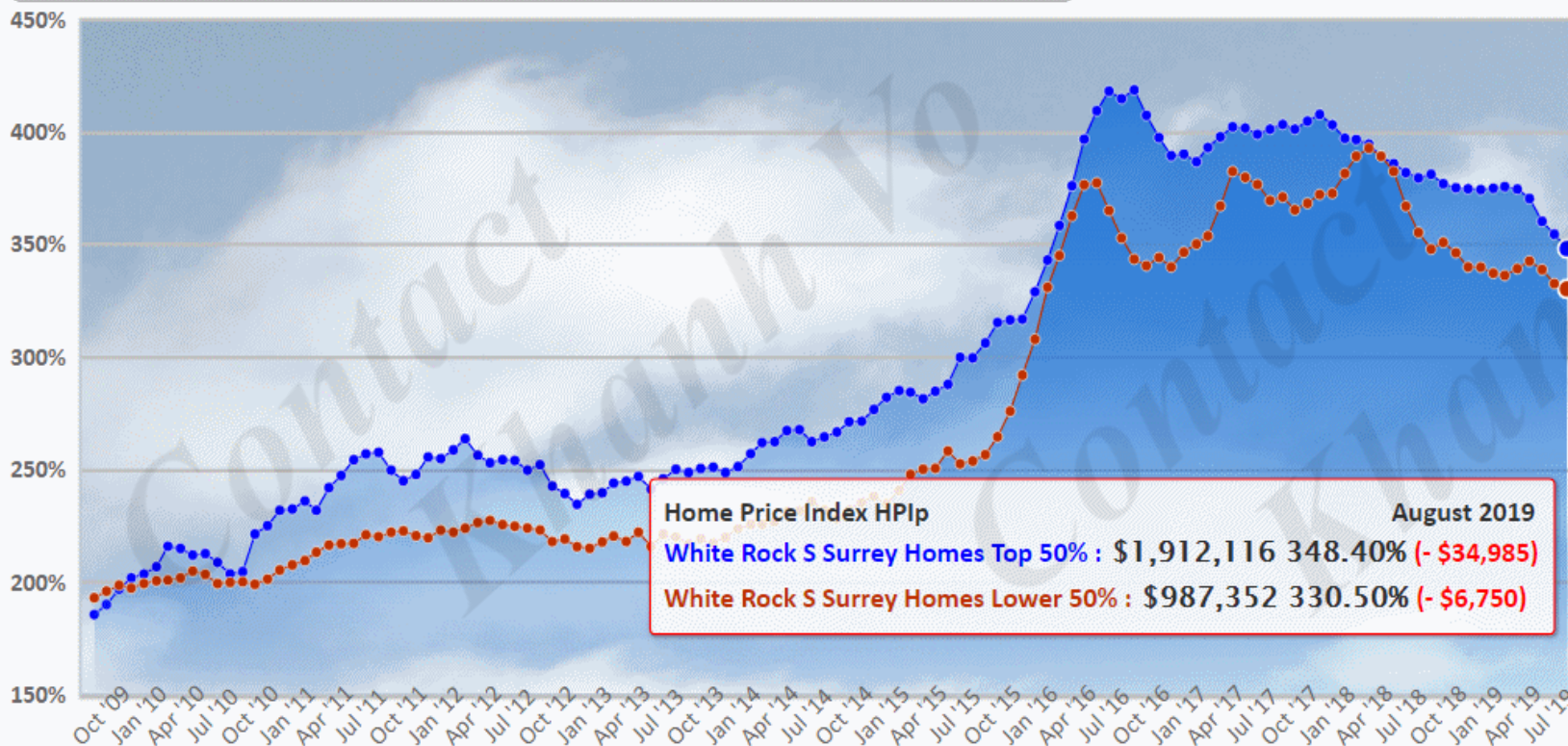
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White Rock S Surrey Homes Top 50% : HPIp Forecast+ Forecast-
 White Rock S Surrey Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 348.40
Jul 2019	% 354.80
Jun 2019	% 360.50
May 2019	% 370.60
Apr 2019	% 374.80
Mar 2019	% 375.90
Feb 2019	% 375.20
Jan 2019	% 374.60
Dec 2018	% 374.90
Nov 2018	% 375.40
Oct 2018	% 377.20
Sep 2018	% 381.40

<< 123 >>

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North Delta Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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)



(\$17,959)

-1.8%



(\$27,576)

-3.4%

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

High End Detached

高档独立屋



\$940,000

Low End Detached

低端独立屋



房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

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Monthly Market Activity - Aug 2019 Single Family



Sept 1 2019 N. Delta Market Update (Detached)

Current: N.Delta has a Seller Market with **17 %SOLD** rate and a 96% Sell/List ratio.

(This means that there is an average of a \$43,278 discount from the original list price)

Most Active Price Range: Homes below \$875,000 have a high **33.3 %SOLD** rate.

Least Active Price Range: Homes above \$1.2 mill. have **10.1 %SOLD** rate.

History: The North Delta Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$38,114. The North Delta Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$17,905.

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



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



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

N. Delta List Price Ranges Statistics - Aug 2019

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$875,000	39	13	57	95%	-\$42,400	33.3%	↑
\$875,001-\$980,000	54	10	55	96%	-\$32,000	18.5%	↑
\$980,001-\$1,200,000	99	16	35	96%	-\$40,500	16.2%	↑
\$1,200,001 and more	99	10	57	97%	-\$42,750	10.1%	↑
Total Activity	291	49	58	96%	-\$43,278	17%	↑

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)	269	309	291		-18	↓
Active Listings (1st of the month)	210	240	218	211	-7	↓
Solds	30	49	49		0	
Days on Market (DOM)	36	19	58		39	↑
%SOLD (Sales/Listings /monthly rate)	11%	16%	17%		1.0%	↑
(Top 50%) Home Price Index HPIp	\$1,019,073	\$986,101	\$980,959		-\$5,142	↓
(Lower 50%) Home Price Index HPIl	\$811,908	\$793,270	\$794,003		\$734	↑



*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.



What Sold in your Neighbourhood and for What Price?

N. Delta Sub areas Statistics - Aug 2019					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Annieville	66	10	54	96%	-\$34,950	15.2%
Nordel	65	12	68	93%	-\$65,940	18.5%
Scottsdale	80	13	13	98%	-\$24,000	16.3%
Sunshine Hills Woods	80	14	35	96%	-\$42,000	17.5%
Total Activity	291	49	58	96%	-\$43,278	17%



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Next Months Market Forecast

Forecast: North Delta has average Listing supply; 211 homes are for sale and with the **17 %SOLD** monthly rate gives us about ~6 months of inventory. 14% of the active listings have reduced their price by \$49,023 on average or \$40,000 on median for the last month. We project North Delta to be a continued Seller market.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. 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. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright:

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produced for: **Khanh Vo**

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



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Advice you can trust

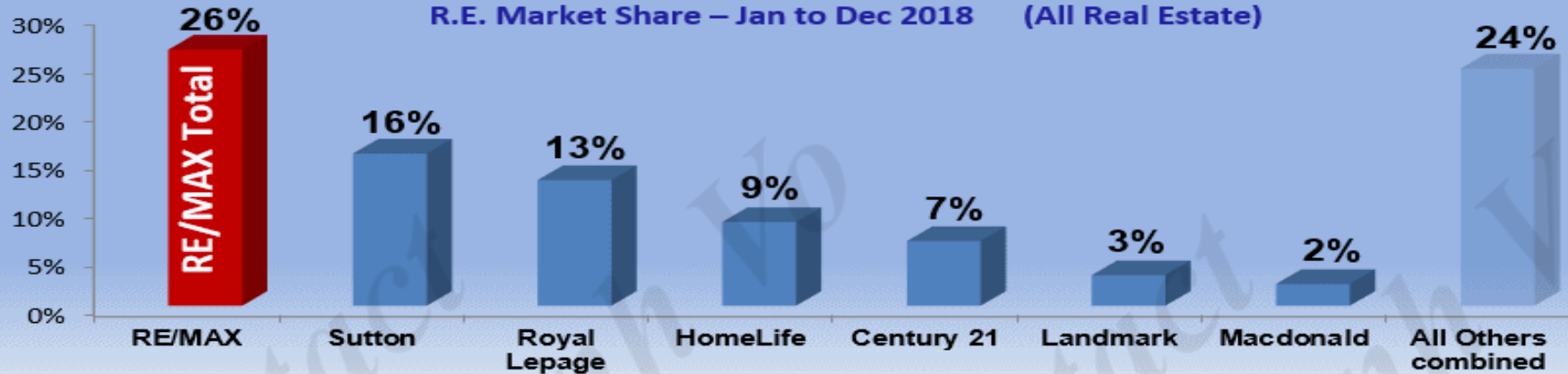
604-710-1245 khanhvo@remax.net

Market Analysis and Forecasting Sept 1/19 North Delta

#1 the RE/MAX Market Share Reports

Fraser Valley and Chilliwack R.E. Boards

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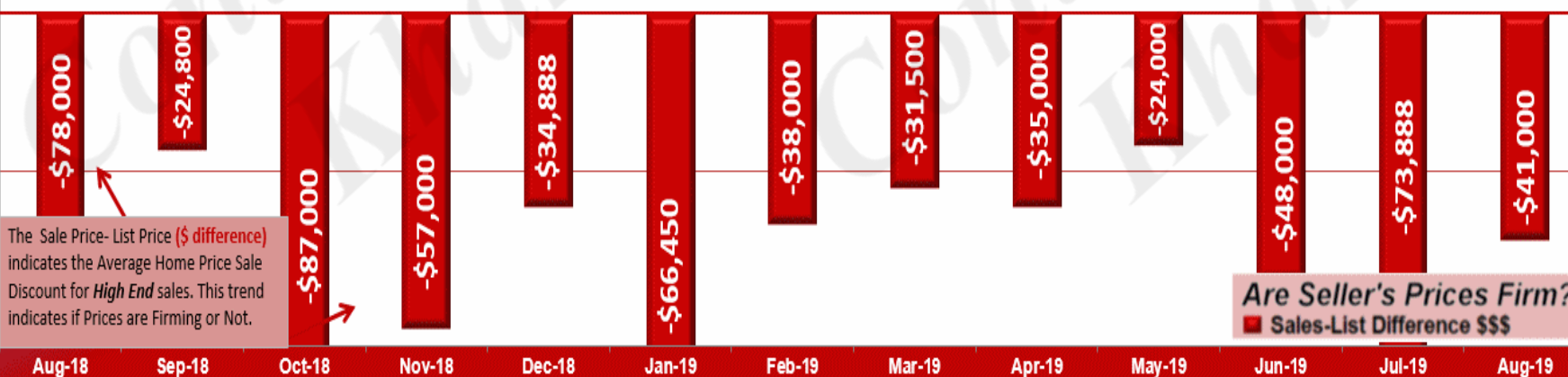
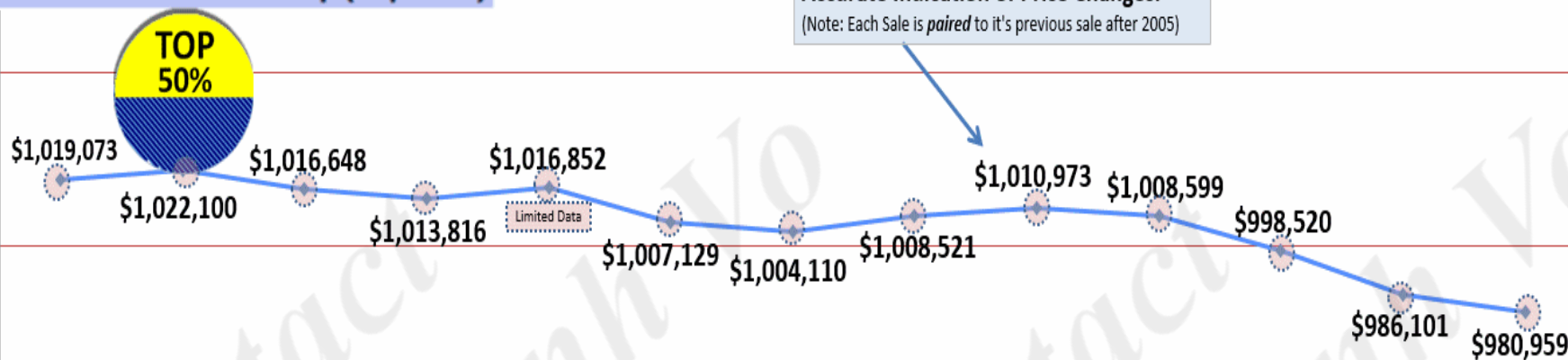
Detached North Delta Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

Homes Over \$940,000

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)



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)



Detached

TOP 50%

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

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RE/MAX Statistics, on the Web!

detached homes



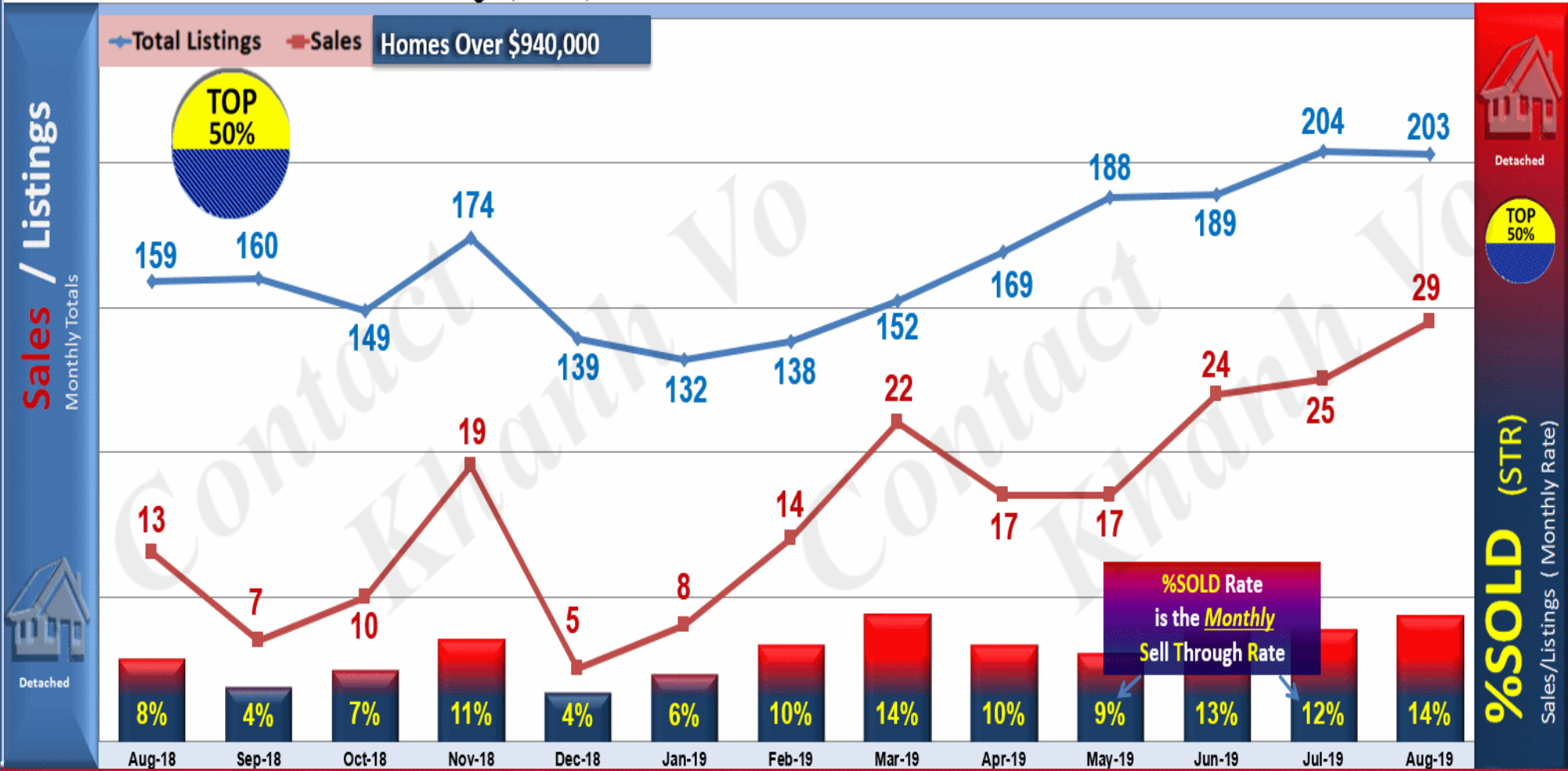
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Market Analysis and Forecasting Sept 1/19 North Delta

Detached N. Delta Total Listings**, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals

Detached
TOP 50%

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

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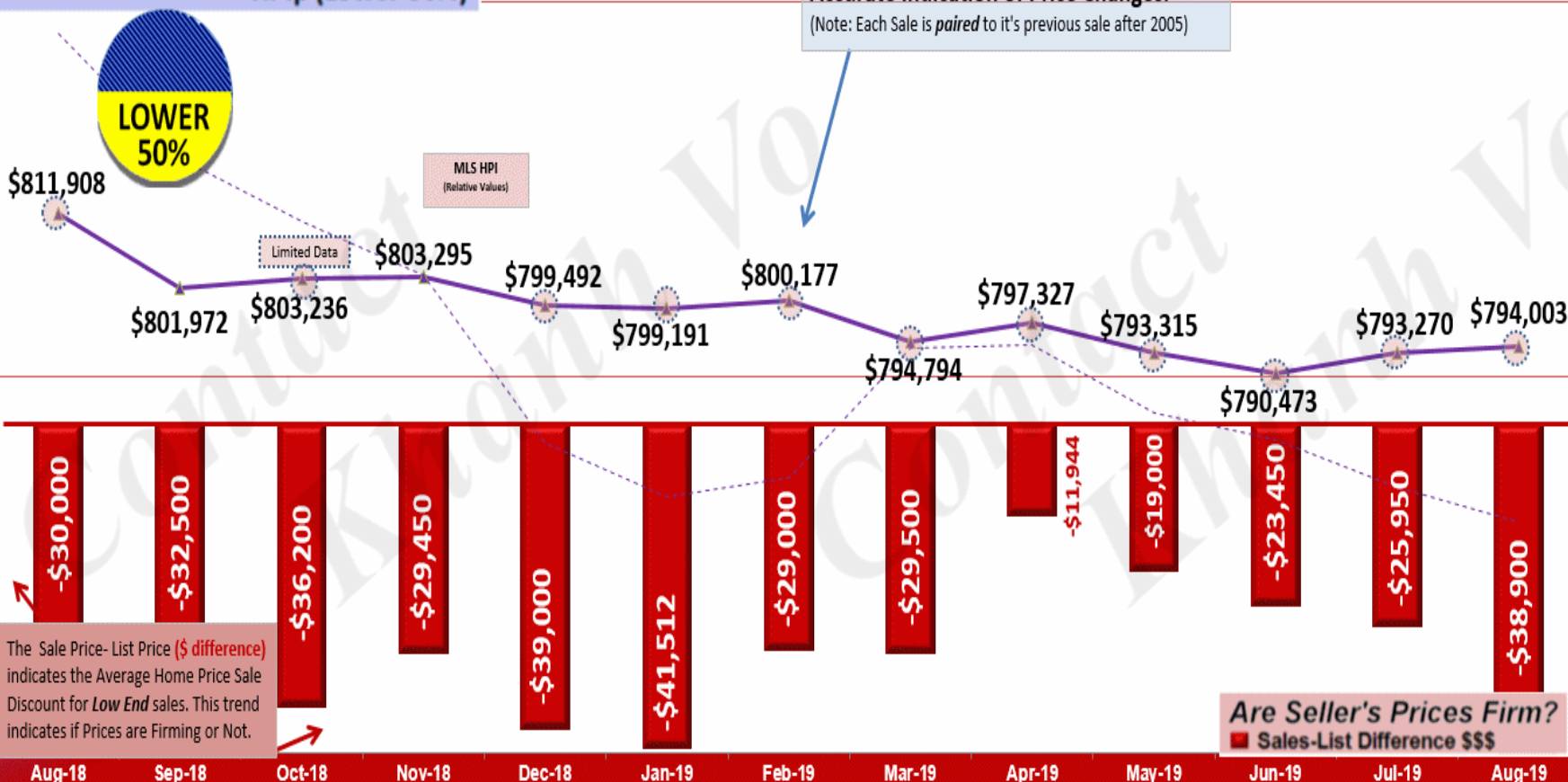
Detached North Delta Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Are Home Prices Up?

Homes Below \$940,000

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



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

Are Seller's Prices Firm?

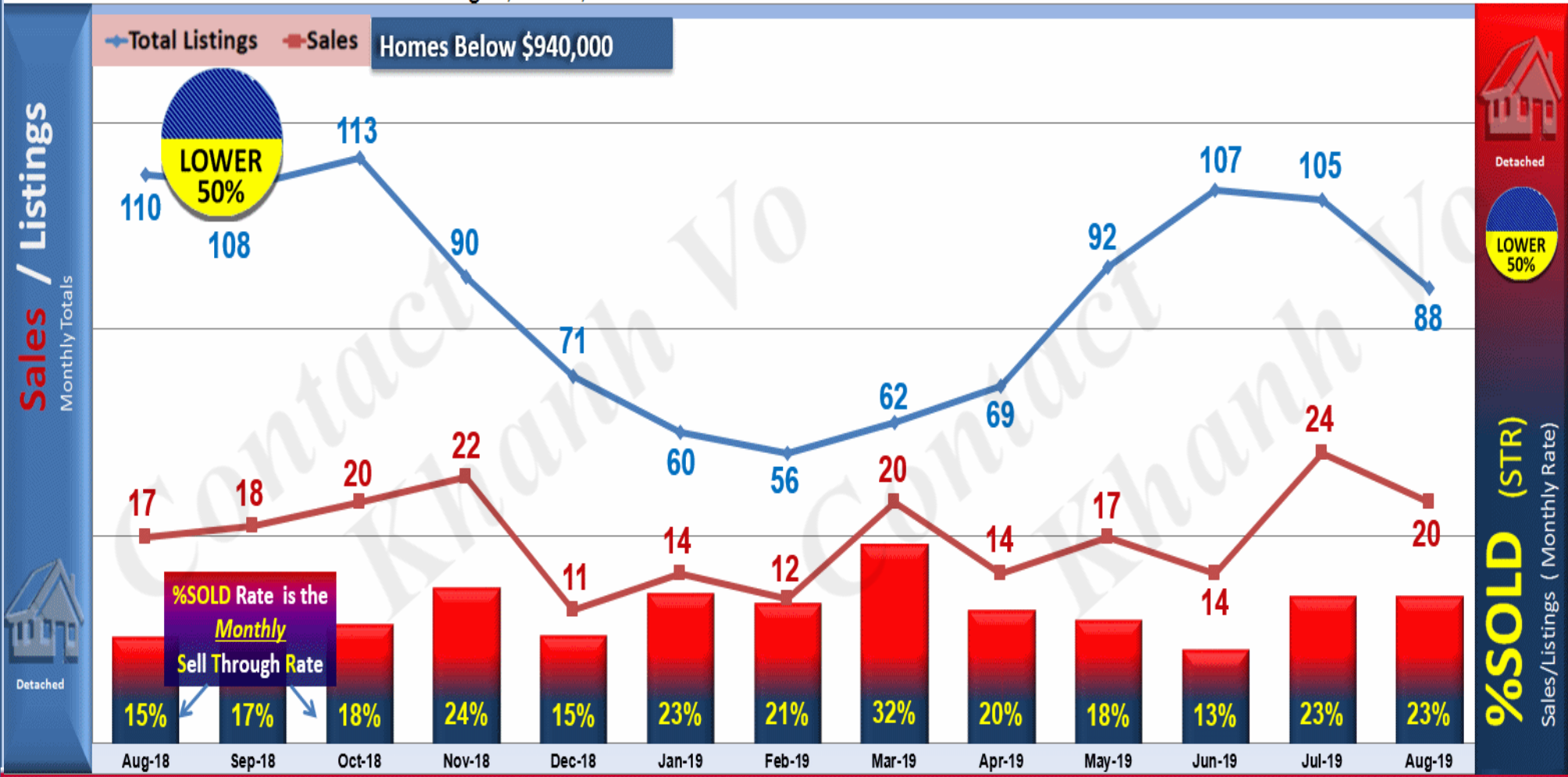
■ Sales-List Difference \$\$\$

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Market Analysis and Forecasting Sept 1/19 North Delta

Detached N. Delta Total Listings^{**}, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached
LOWER 50%

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



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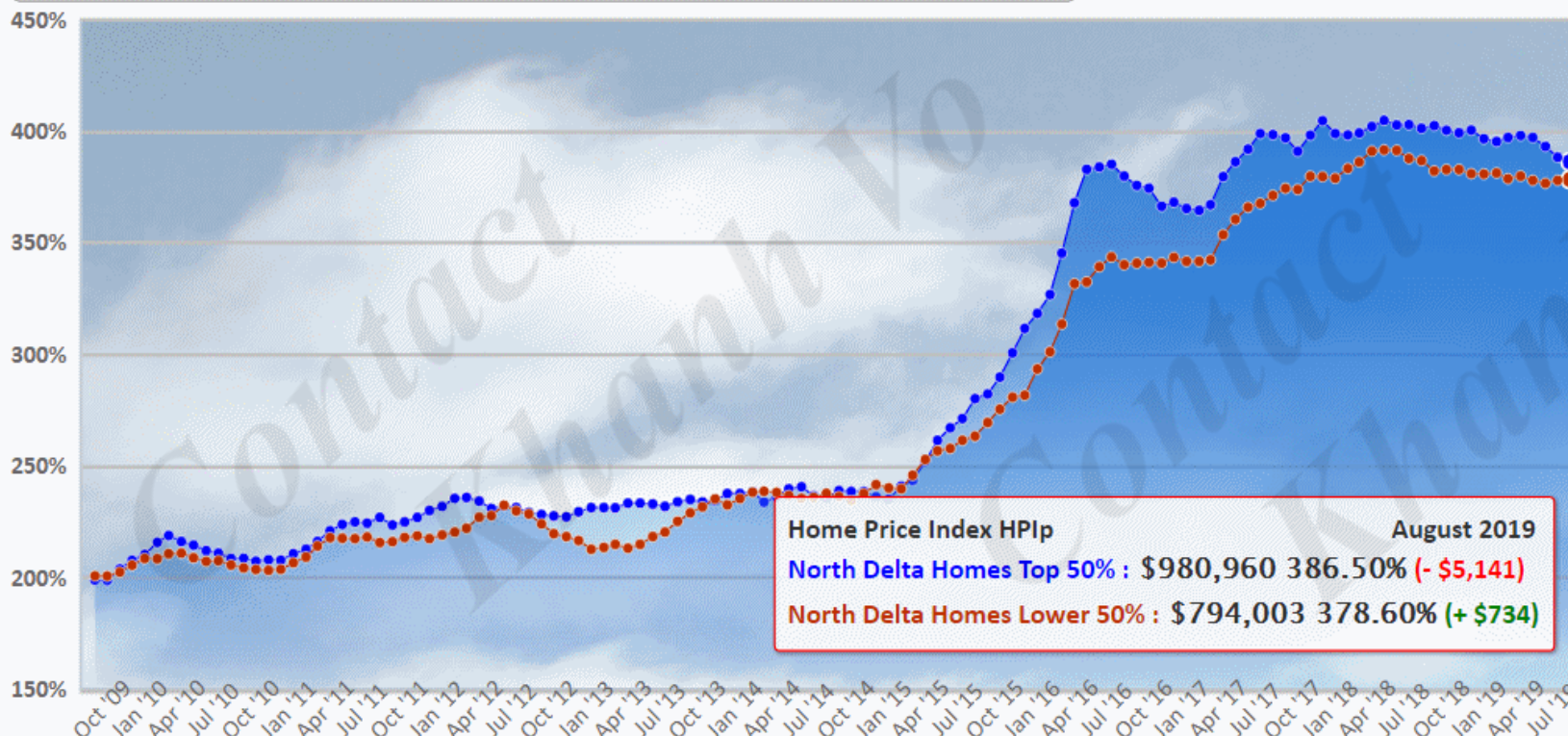
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Market Analysis and Forecasting Sept 1/19 North Delta

Powered by the Greater Vancouver Market Reports HPIp

North Delta Homes Top 50% : HPIp Forecast+ Forecast-
 North Delta Homes Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp August 2019
 North Delta Homes Top 50% : \$980,960 386.50% (- \$5,141)
 North Delta Homes Lower 50% : \$794,003 378.60% (+ \$734)

Monthly Home values

Date	Value
Aug 2019	% 386.50
Jul 2019	% 388.50
Jun 2019	% 393.40
May 2019	% 397.40
Apr 2019	% 398.30
Mar 2019	% 397.40
Feb 2019	% 395.60
Jan 2019	% 396.80
Dec 2018	% 400.70
Nov 2018	% 399.50
Oct 2018	% 400.60
Sep 2018	% 402.70

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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 Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

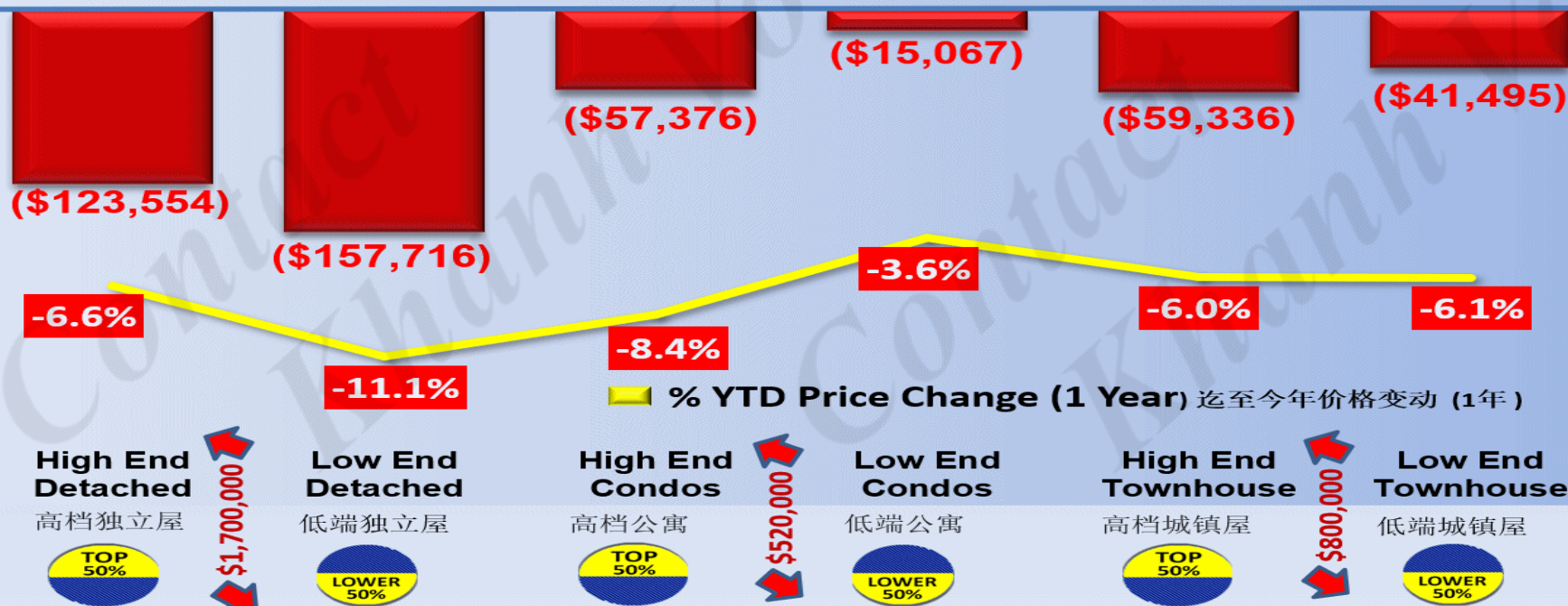
■ \$\$ YTD Price Change (1 Year) 价格变动 (1年)

YTD Home Price Changes \$

YTD Home Price Changes %

YTD Home Price Changes \$

YTD Home Price Changes %



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



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Monthly Market Activity - Aug 2019 Single Family



Sept 1 2019 Richmond Market Update (Detached)

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

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

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

History: The Richmond Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$178,590.
The Richmond Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$152,255.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



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

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

2. How Many Properties Were Available During the Month?

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



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Richmond Sub areas Statistics - Aug 2019

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

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Next Months Market Forecast

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

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

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

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detached homes



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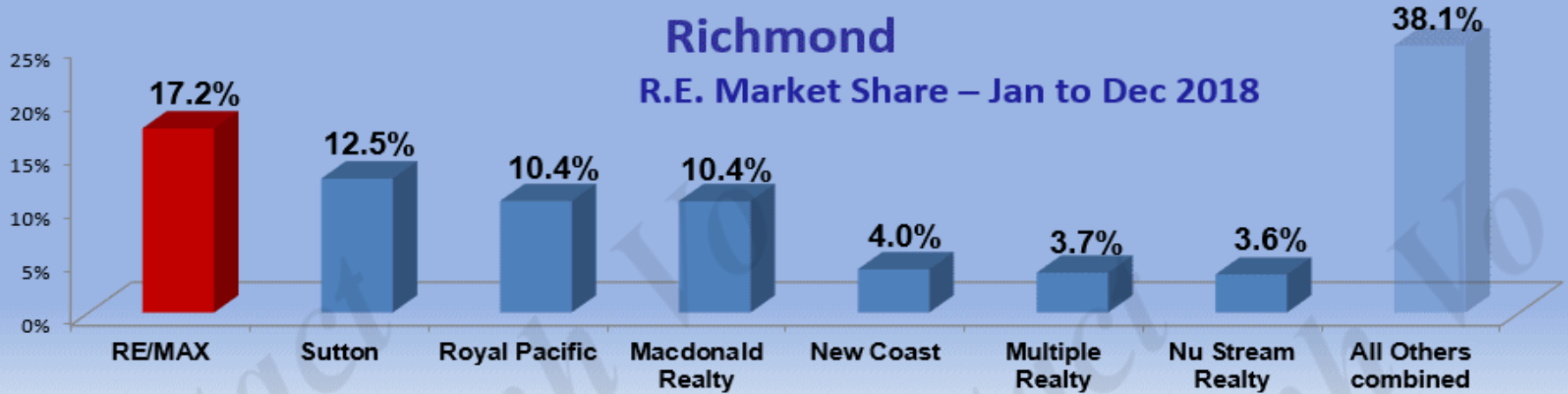
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Market Analysis and Forecasting

Sept 1/19 Richmond

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



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Market Analysis and Forecasting

Sept 1/19 Richmond

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

Home Price Changes

(Home Price Index Paired sales from 2005)

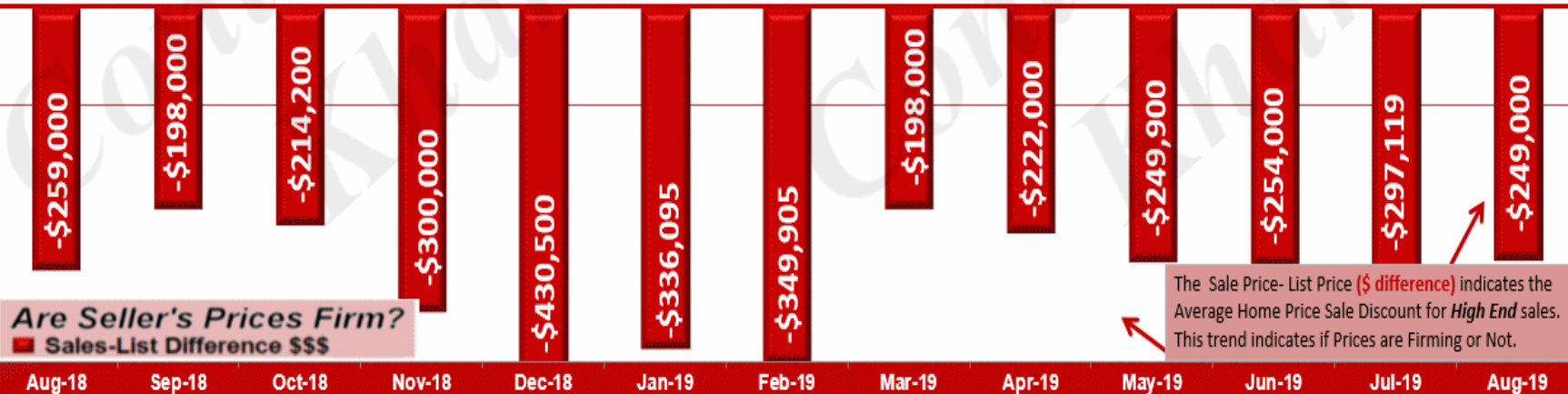
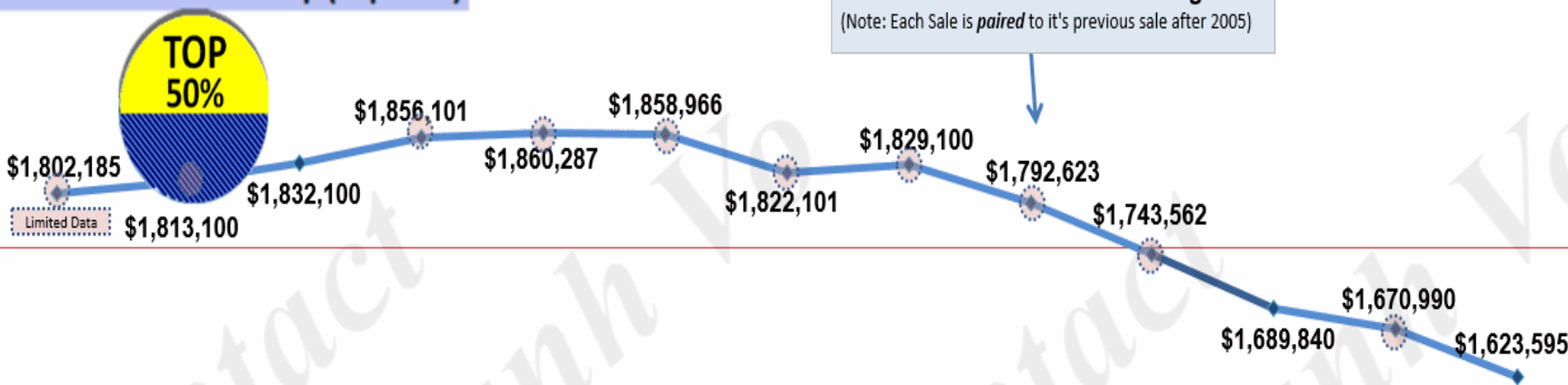
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,700,000

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

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



Are Seller's Prices Firm?

Sales Price-List Price \$\$\$

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



Detached



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

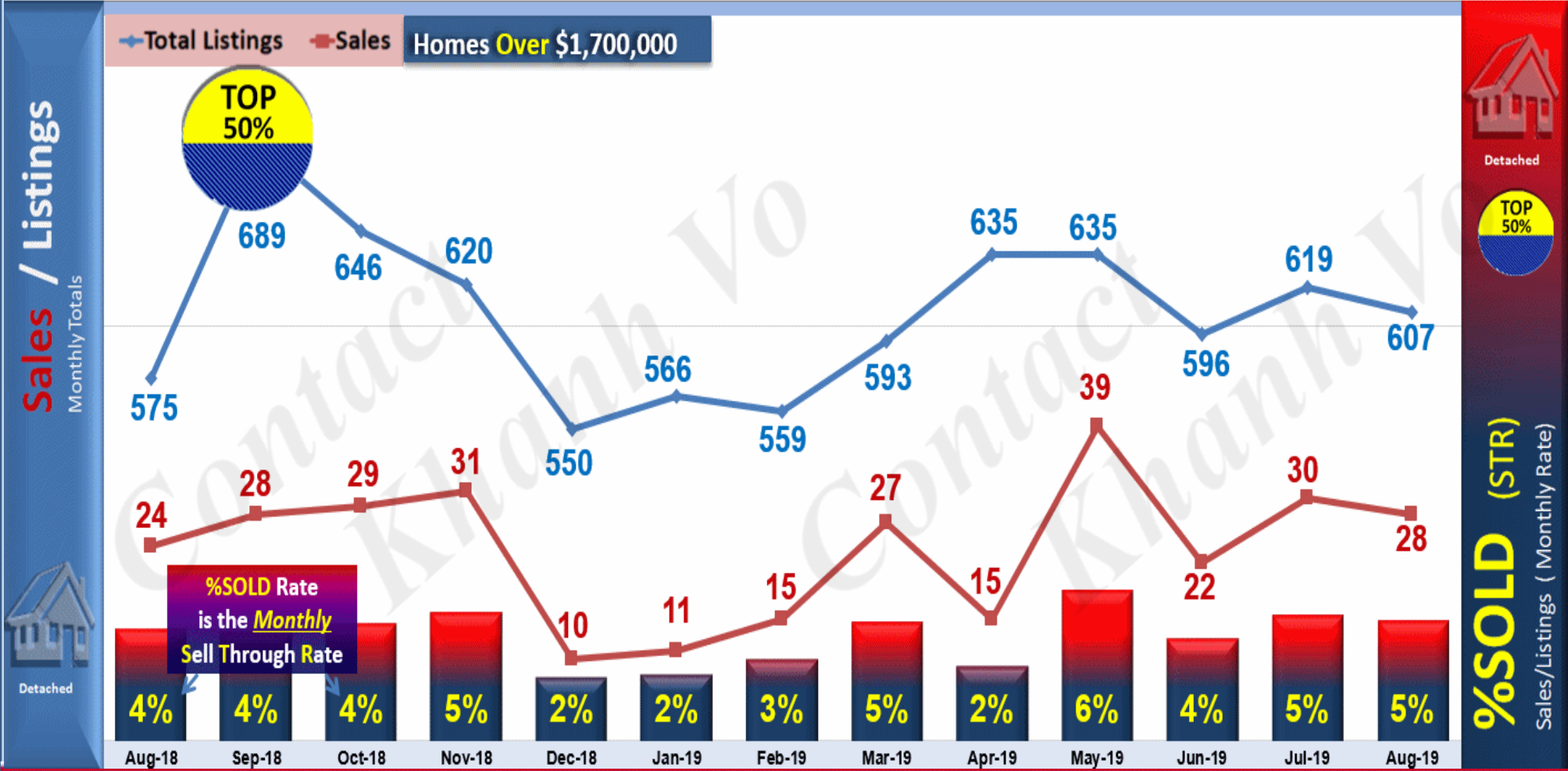


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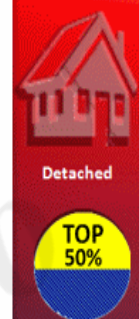
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Detached Richmond Total Listings**, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



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

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Market Analysis and Forecasting

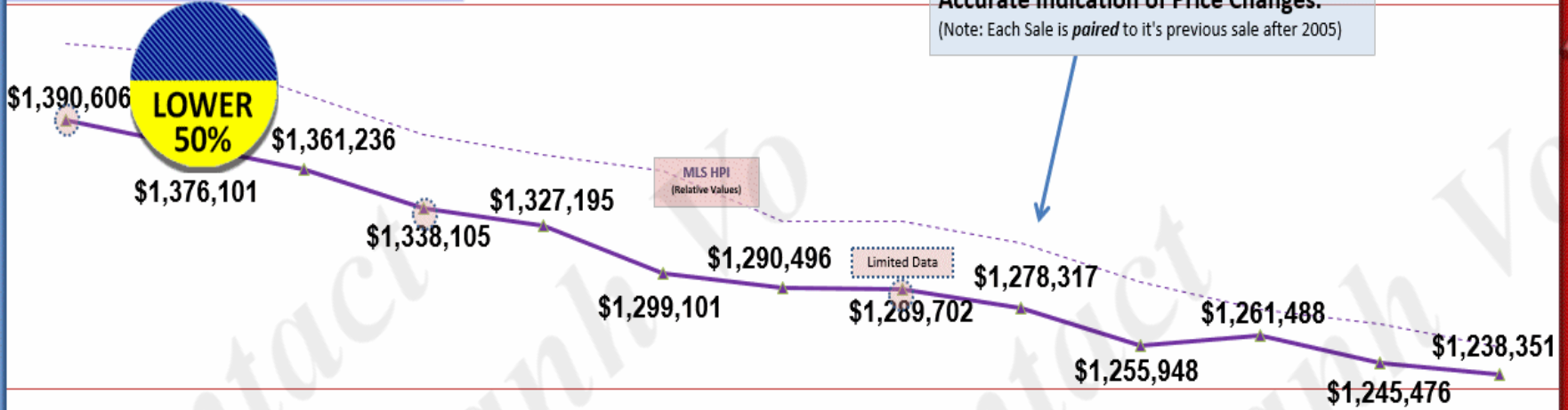
Sept 1/19 Richmond

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

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

Are Home Prices Up? Homes Below \$1,700,000
Home Price Index → HPIp (Lower 50%)

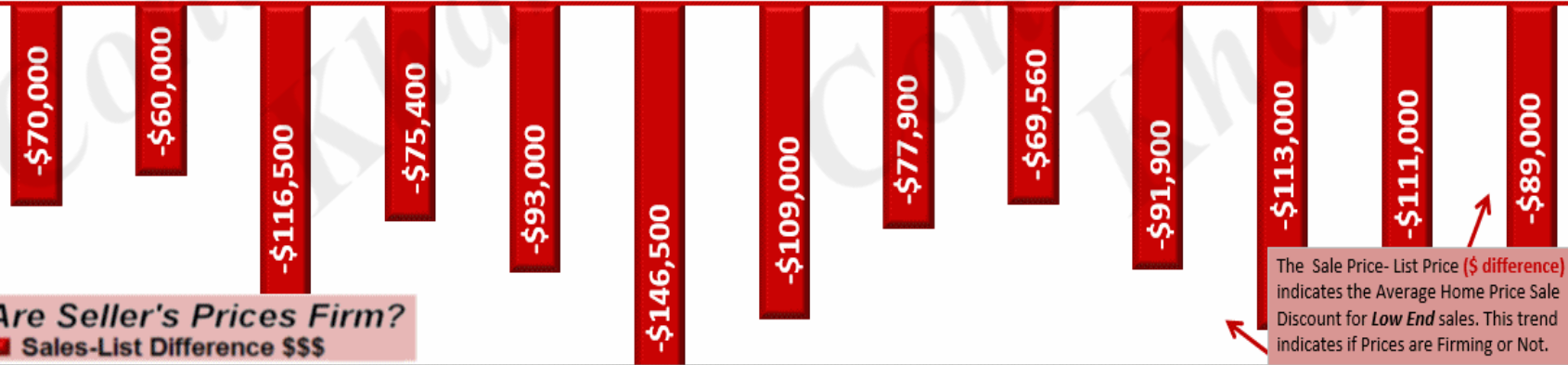
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes.
(Note: Each Sale is paired to it's previous sale after 2005)



Detached

LOWER 50%

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



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

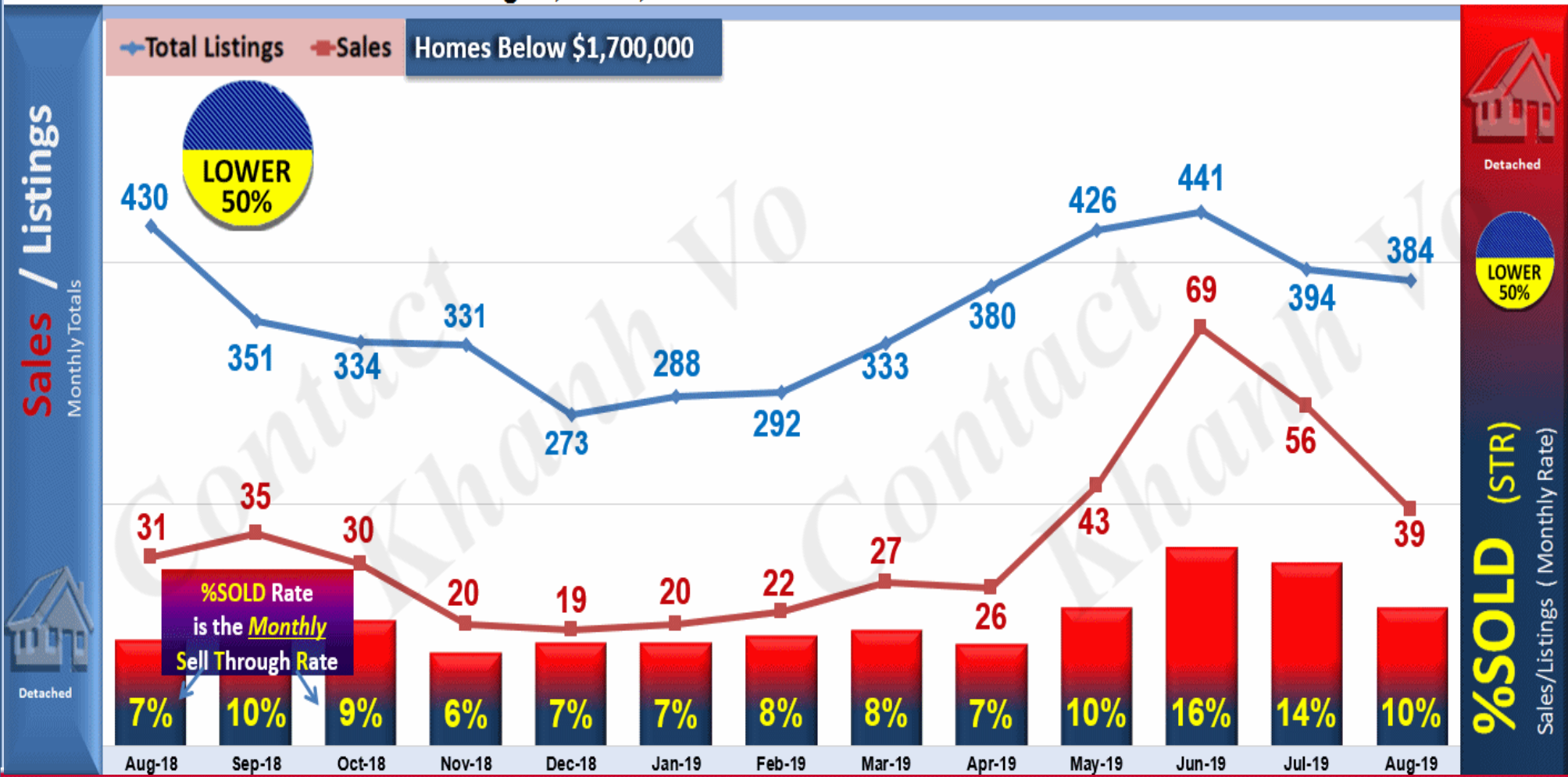
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Detached Richmond Total Listings**, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Detached



Detached



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

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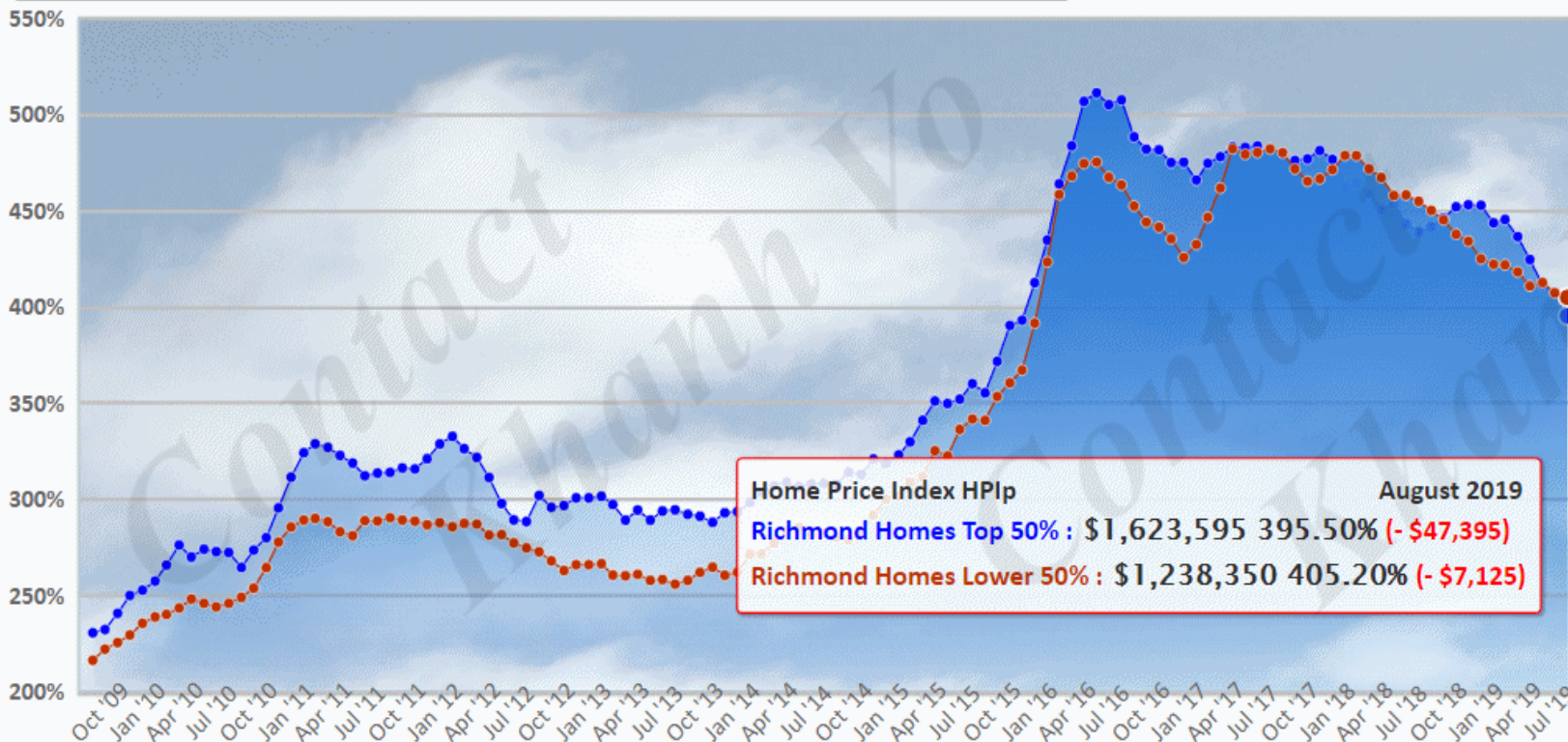
Market Analysis and Forecasting

Sept 1/19 Richmond

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



Monthly Home values

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

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Highcharts.com



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

produced for: **Khanh Vo**

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Ph: 604-710-1245



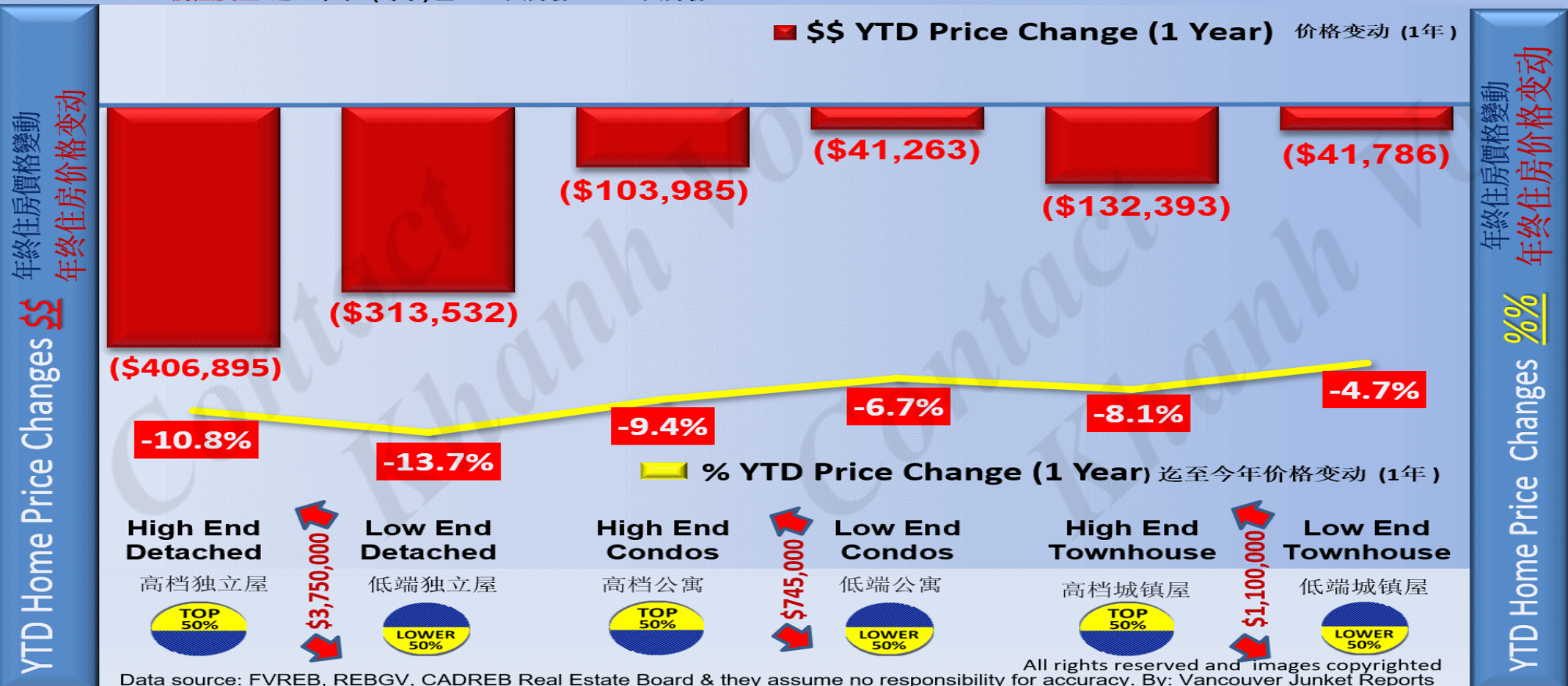
Vancouver Westside Real Estate Price Changes(\$/%)

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



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produced for: Khanh Vo



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

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

2. How Many Properties Were Available During the Month?

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

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What Sold in your Neighbourhood and for What Price?

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



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produced for: **Khanh Vo**



Next Months Market Forecast

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

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

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

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



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

detached homes



KHANH VO

Advice you can trust

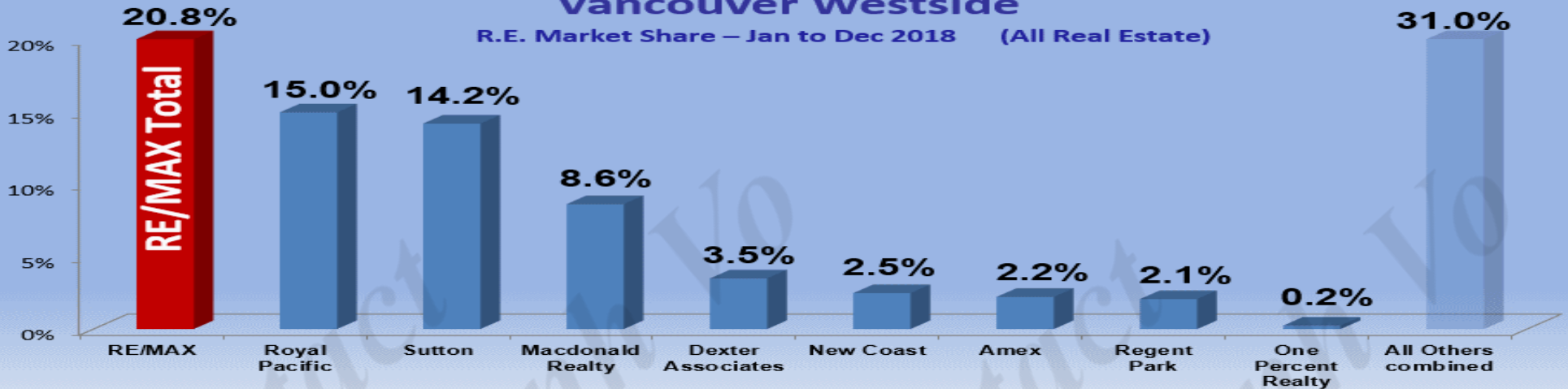
604-710-1245 khanhvo@remax.net

Market Analysis and Forecasting Sept 1/19 Vancouver Westside

#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



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



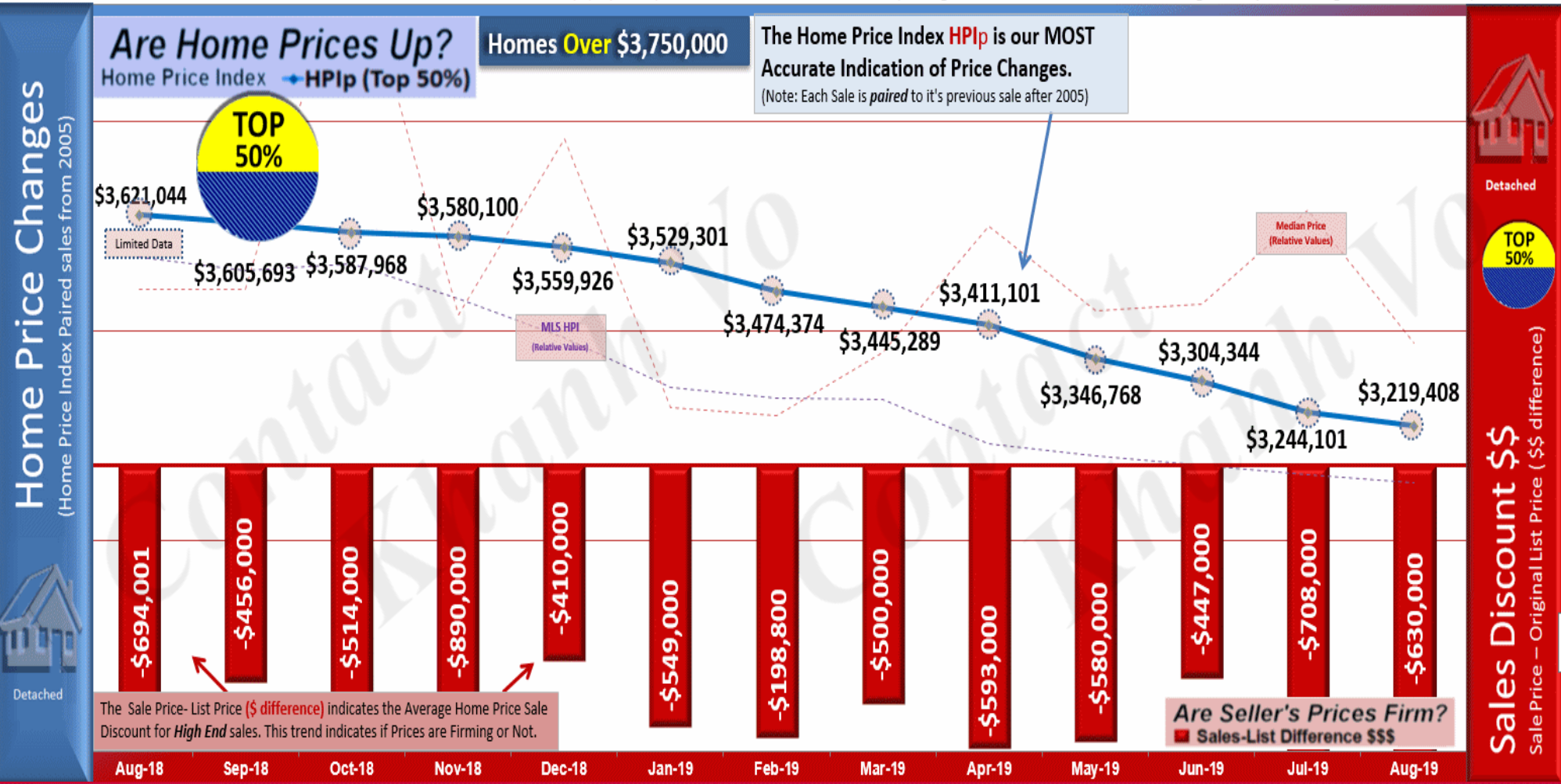
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Advice you can trust

604-710-1245 khanhvo@remax.net

Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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



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



Detached



Detached



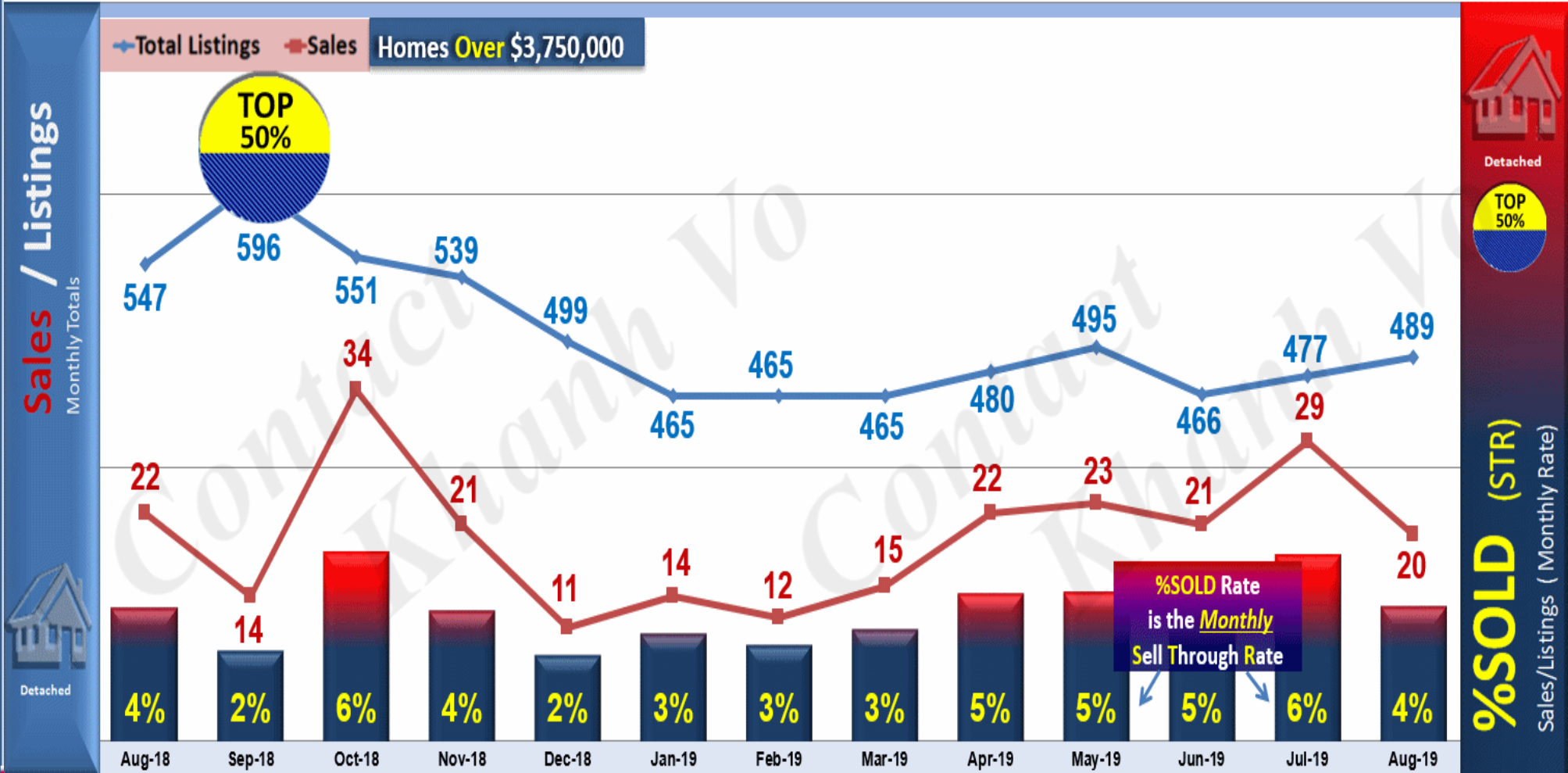
Sales Discount \$\$\$
Sale Price - Original List Price (\$ difference)

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



Sales / Listings
Monthly Totals

Detached
TOP 50%

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

%SOLD Rate is the Monthly Sell Through Rate

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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)

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

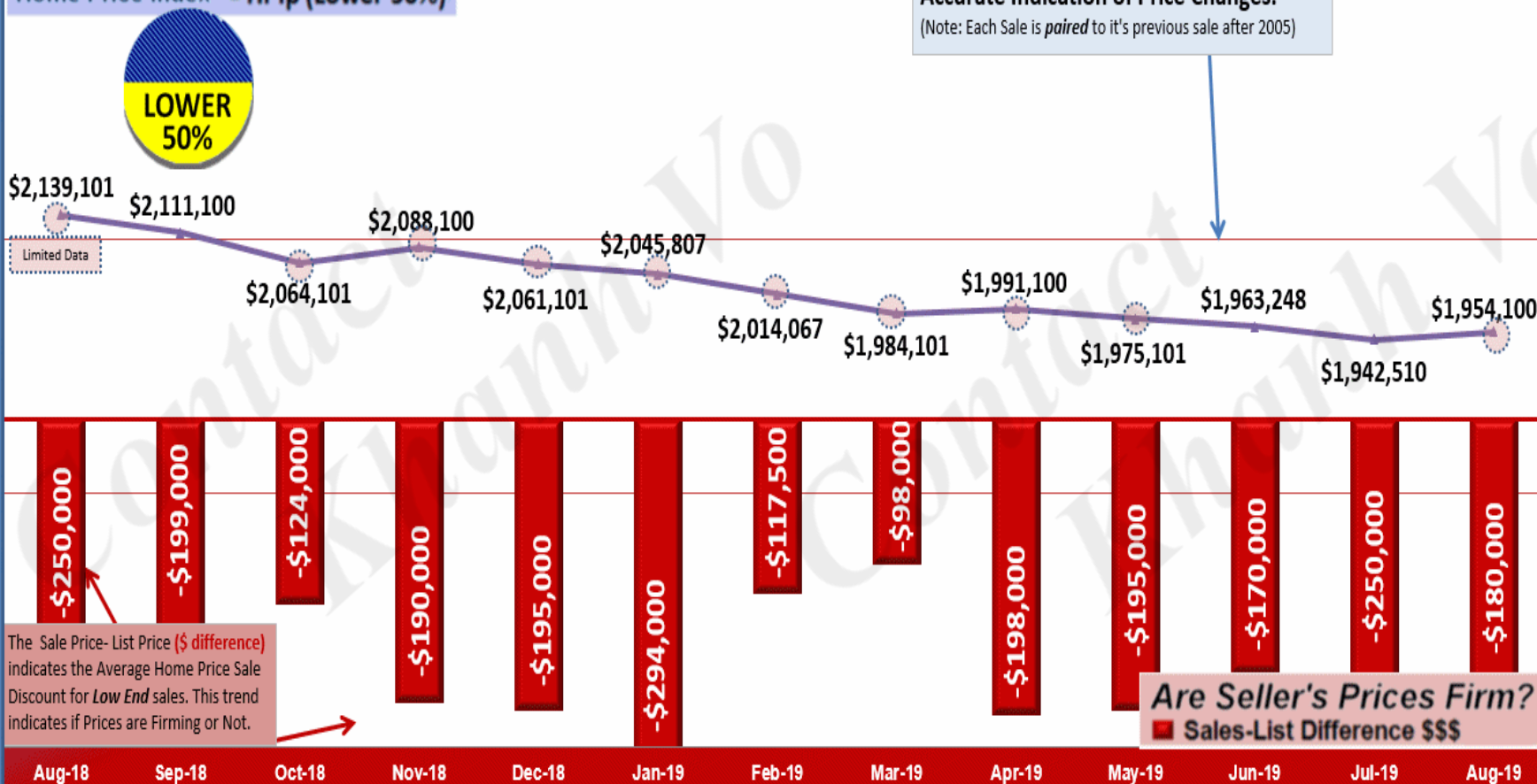
Are Home Prices Up?

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 \$\$\$



Detached



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

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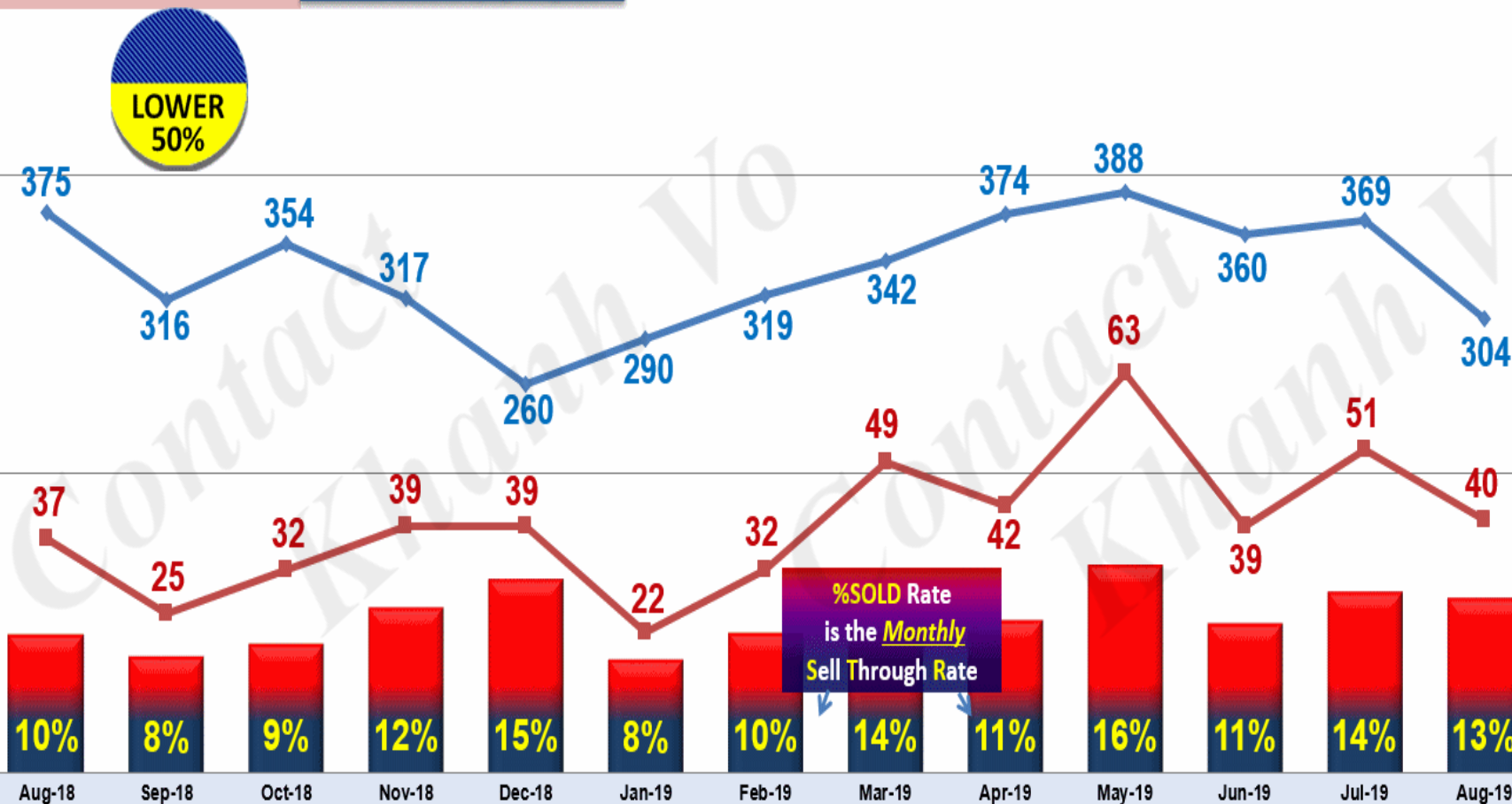
Detached Vancouver Westside Total Listings**, Sales, and %SOLD rates

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

Sales / Listings
Monthly Totals



Detached



%SOLD (STR)

Sales/Listings (Monthly Rate)



Detached



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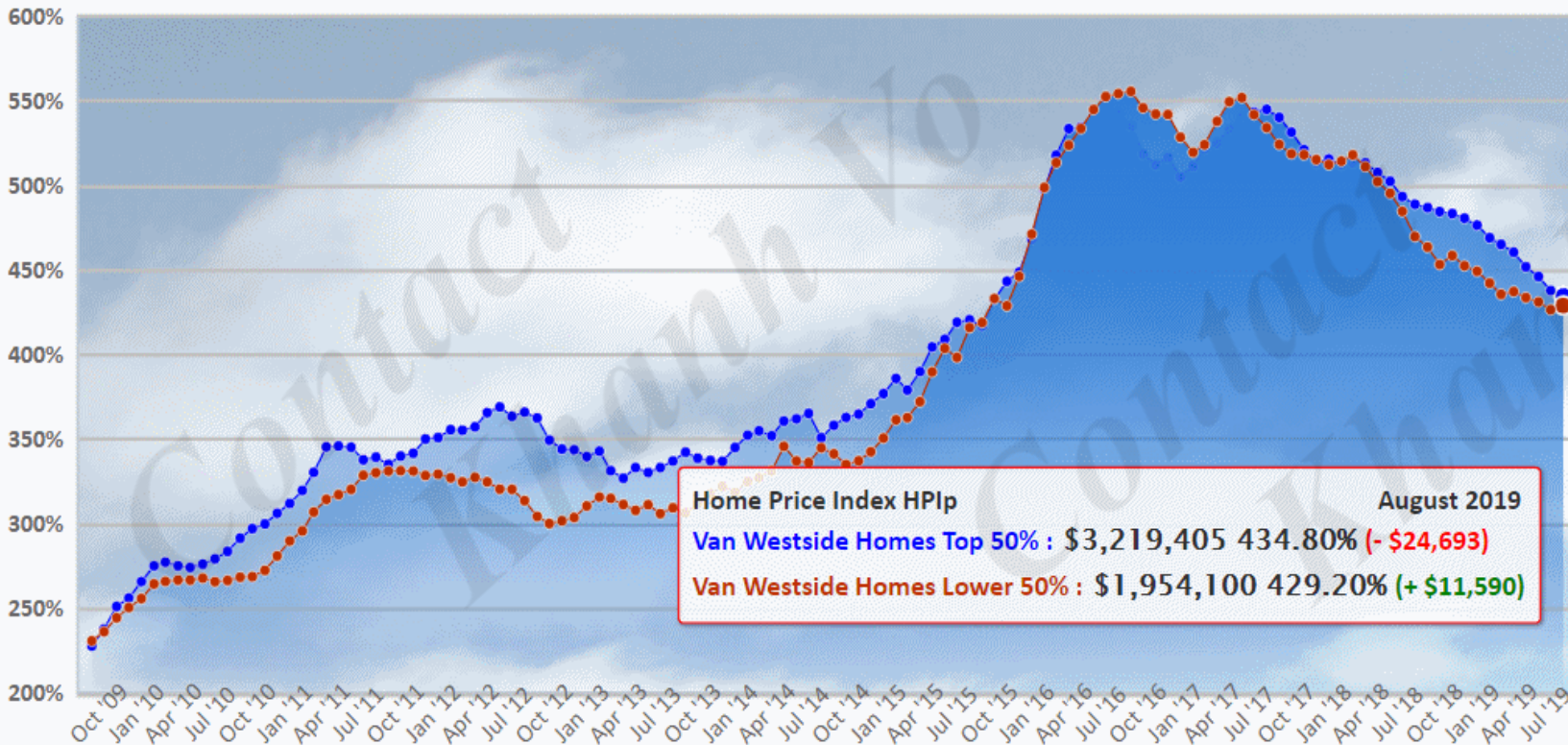
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Van Westside Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Van Westside Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
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

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

北温房地產價格變動 / 北温房地產價格變動

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

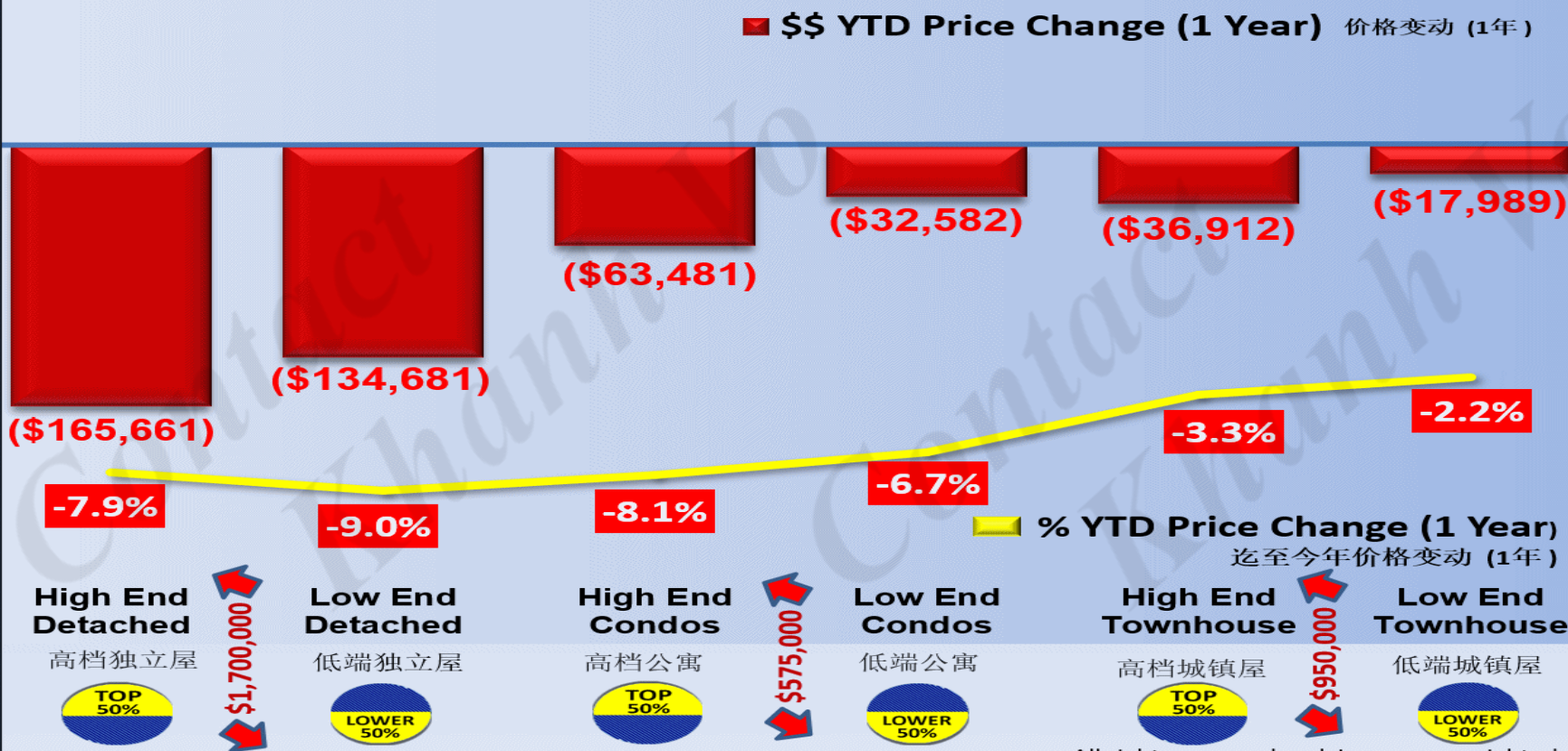
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年終住房價格變動
年終住房價格變動

年終住房價格變動
年終住房價格變動

YTD Home Price Changes \$\$

YTD Home Price Changes %



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

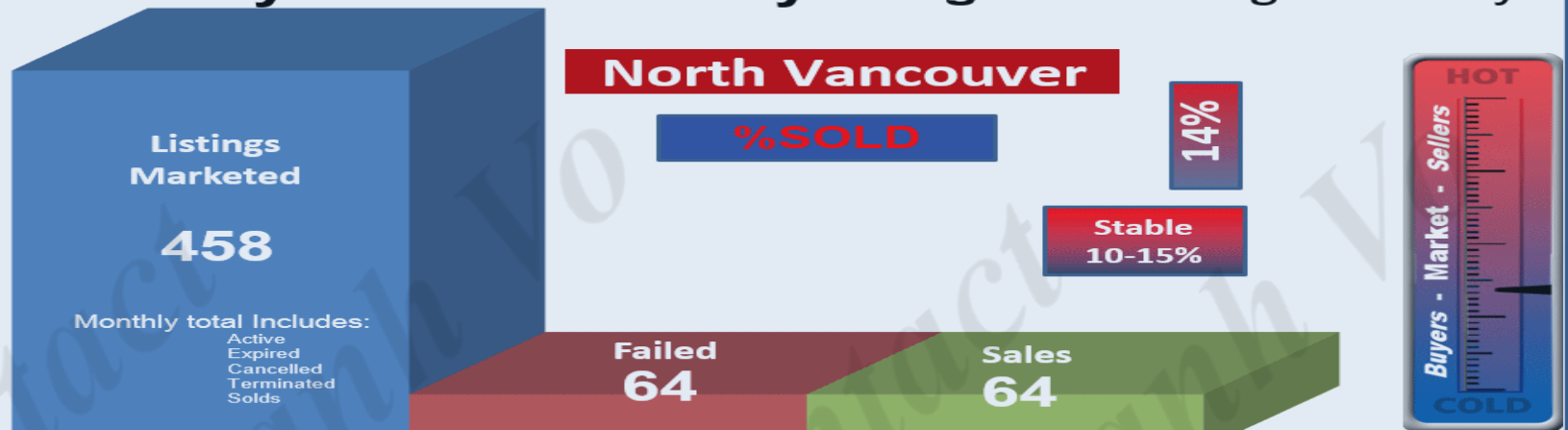


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produced for: Khanh Vo



Monthly Market Activity - Aug 2019 Single Family



Sept 1 2019 North Vancouver Market Update (detached)

Current: North Vancouver is in a Stable Market with its average listings inventory and **14 %SOLD** rate.

Meaning 14 homes out of 100 sold in the last month with an avg of \$105,500 Discount on sale from the original list price.

Most Active Range: Homes below \$1.3 mill. have **28.0 %SOLD** rate.

Least Active Range: Homes above \$3 mill. have **6.2 %SOLD** rate.

History: The North Vancouver Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$123,757.
The North Vancouver Year-To-Date Home Price Index **HPIp(Lower 50%)** shows that prices decreased \$112,847.

*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?

North Vancouver Price Ranges Statistics - Aug 2019

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,300,000	25	7	32	93%	-\$78,000	28.0%	↑
\$1,300,001-\$1,500,000	31	8	25	97%	-\$39,500	25.8%	↑
\$1,500,001-\$1,700,000	55	14	37	96%	-\$51,500	25.5%	↑
\$1,700,001-\$1,900,000	66	14	20	96%	-\$61,000	21.2%	↑
\$1,900,001-\$2,200,000	56	4	7	97%	-\$50,000	7.1%	↓
\$2,200,001-\$3,000,000	96	9	34	92%	-\$158,000	9.4%	↓
\$3,000,001 and more	129	8	44	92%	-\$234,500	6.2%	↓
Total Activity	458	64	32	95%	-\$82,500	14%	↑

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)	497	500	458		-42	↓
Active Listings (1st of the month)	417	413	360	330	-30	↓
Solds	32	76	64		-12	↓
DOM	42	33	32		-2	↓
%SOLD (Sales/ Listings /mnlthly rate)	6.4%	15.2%	14.0%		-1.2%	↓
(Top 50%) Home Price Index HPIp	\$2,023,271	\$1,923,100	\$1,899,514		-\$23,586	↓
(Lower 50%) Home Price Index HPIp	\$1,455,101	\$1,326,101	\$1,342,254		\$16,153	↑



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produced for: **Khanh Vo**



North Vancouver Sub areas Statistics - Aug 2019 Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Boulevard	18	6	15	96%	-\$76,143	33.3%
Blueridge NV	18	4	13	96%	-\$49,000	22.2%
Braemar	3	0				0.0%
Capilano NV	7	1	18	97%	-\$39,000	14.3%
Central Lonsdale	32	6	40	93%	-\$105,405	18.8%
Calverhall	7	0				0.0%
Canyon Heights NV	51	5	38	93%	-\$173,000	9.8%
Deep Cove	23	5	15	96%	-\$66,300	21.7%
Delbrook	7	0				0.0%
Dollarton	17	1	70	86%	-\$221,000	5.9%
EDGEMONT	34	5	9	92%	-\$150,000	14.7%
Forest Hills NV	15	3	3	95%	-\$99,000	20.0%
Grouse Woods	5	0				0.0%
Hamilton Heights	0	0				0.0%
Hamilton	8	0				0.0%
Indian Arm	8	2	46	98%	-\$31,250	25.0%
Indian River	7	0				0.0%
Lower Lonsdale	36	6	30	97%	-\$39,000	16.7%
Lynn Valley	1	0				0.0%
Lynnmour	4	1	55	96%	-\$75,000	25.0%
Norgate	7	1	15	97%	-\$33,000	14.3%
Northlands	2	0				0.0%
Pemberton Heights	16	2	40	90%	-\$136,000	12.5%
Pemberton NV	9	1	7	102%	\$18,000	11.1%
Princess Park	1	0				0.0%
Queensbury	7	1	55	97%	-\$40,000	14.3%
Roche Point	2	0				0.0%
Seymour	10	1	9	100%	\$0	10.0%
Tempe	3	0				0.0%
Upper Delbrook	26	3	34	92%	-\$114,000	11.5%
Upper Lonsdale	49	6	107	90%	-\$181,143	12.2%
Westlynn	9	1	39	98%	-\$24,000	11.1%
Windsor Park NV	5	1	106	96%	-\$49,000	20.0%
Woodlands-Sunshine-	6	1	98	97%	-\$48,800	16.7%
Westlynn Terrace	5	1	49	93%	-\$87,000	0.0%
Total Activity	458	64	32	95%	-\$82,500	14%

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Next Months Market Forecast

Forecast: North Vancouver has average listing supply; 330 homes are for sale and with the **14 %SOLD** monthly rate gives us a ~7 months of inventory. 24% of the Active Listings have reduced their price by \$113,627 on average or \$85,500 on median in the last month. We project North Vancouver 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.

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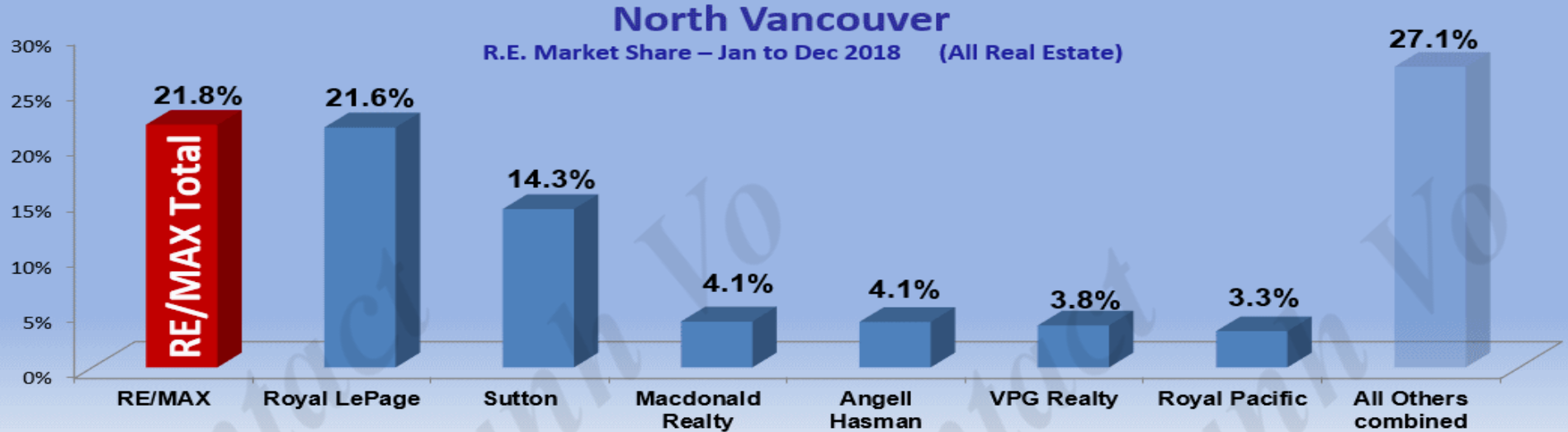


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produced for: **Khanh Vo**



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



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



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Detached North 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)

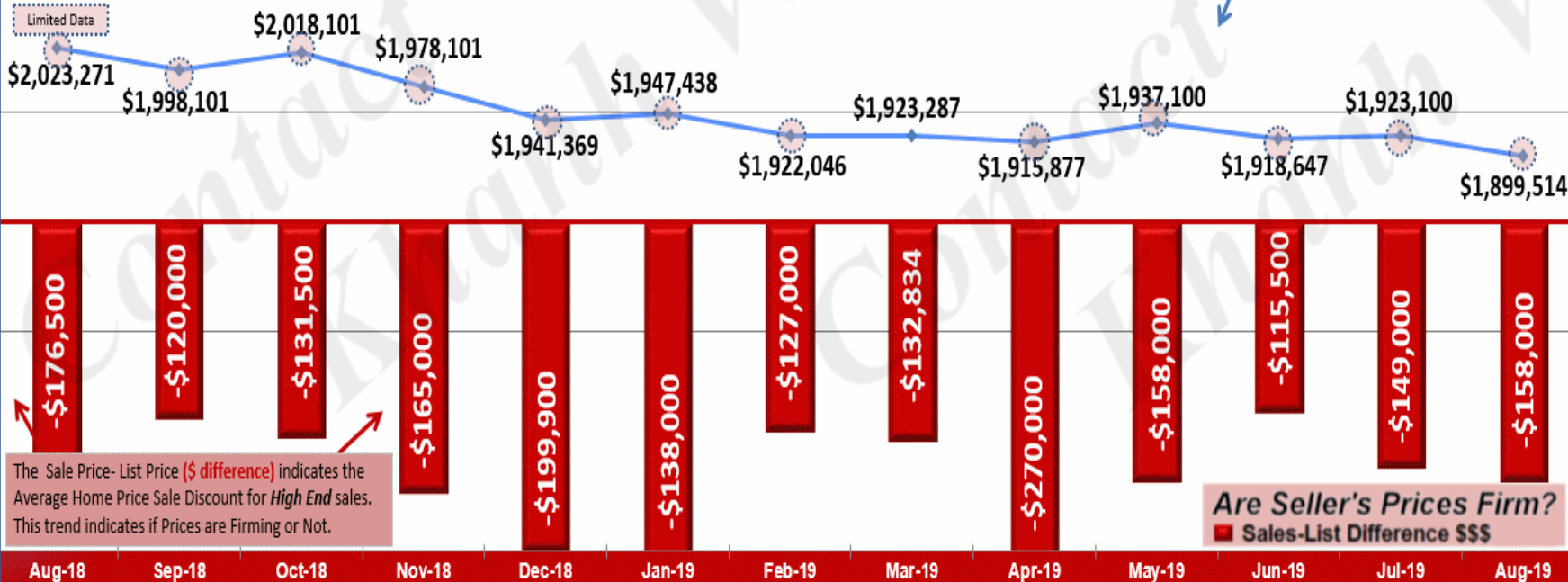
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,700,000

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

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



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)



Detached

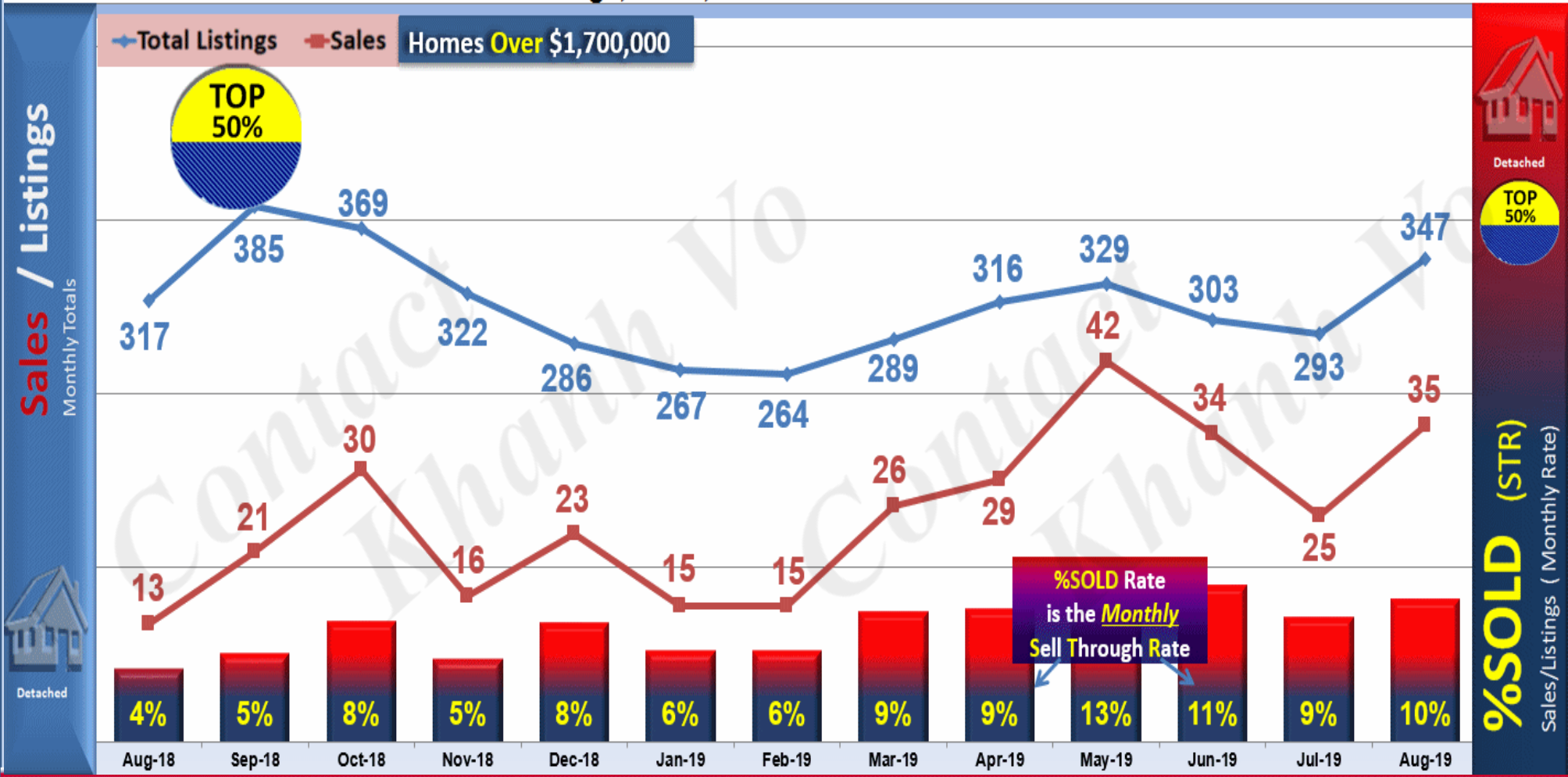


Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

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



Detached North Vancouver Total Listings, Sales, and %SOLD Rate



Sales / Listings
Monthly Totals



Detached



Detached

TOP 50%

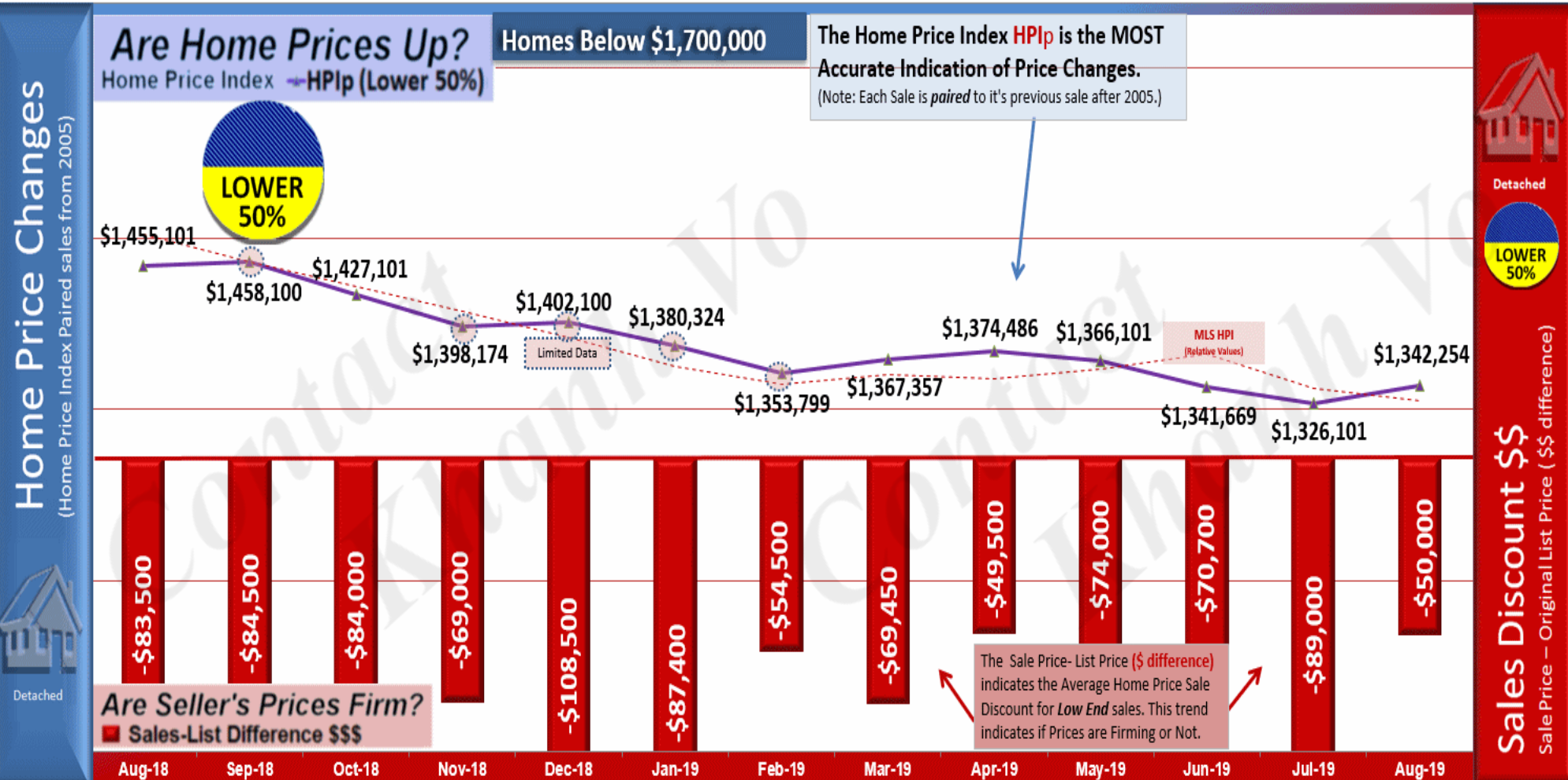
%SOLD (STR)
Sales/Listings (Monthly Rate)

*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.

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Detached North 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)



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



Detached



Detached

LOWER 50%

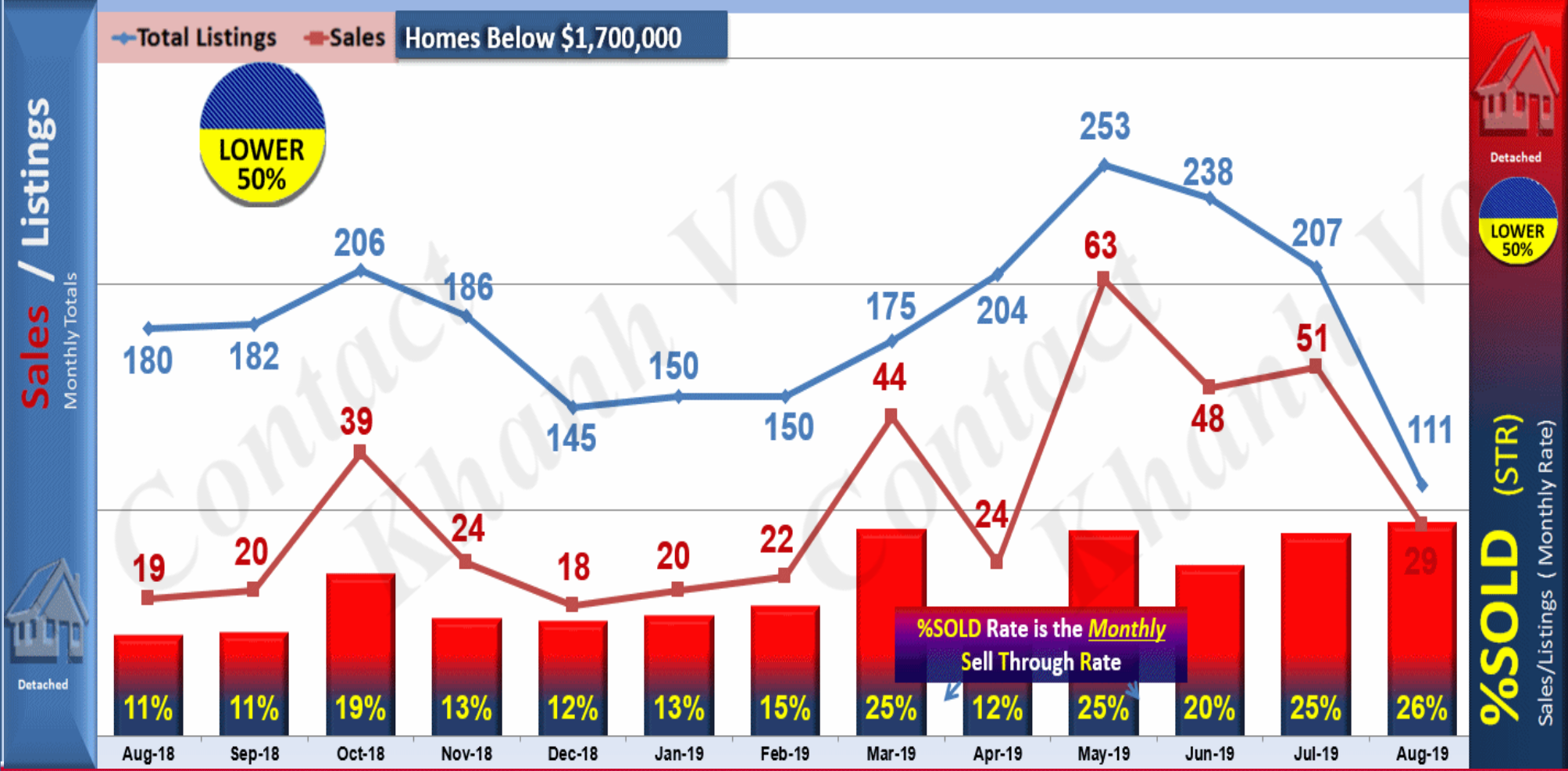
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

*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.

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Detached North Vancouver Total Listings, Sales, and %SOLD Rate



Sales / Listings
Monthly Totals



Detached

LOWER 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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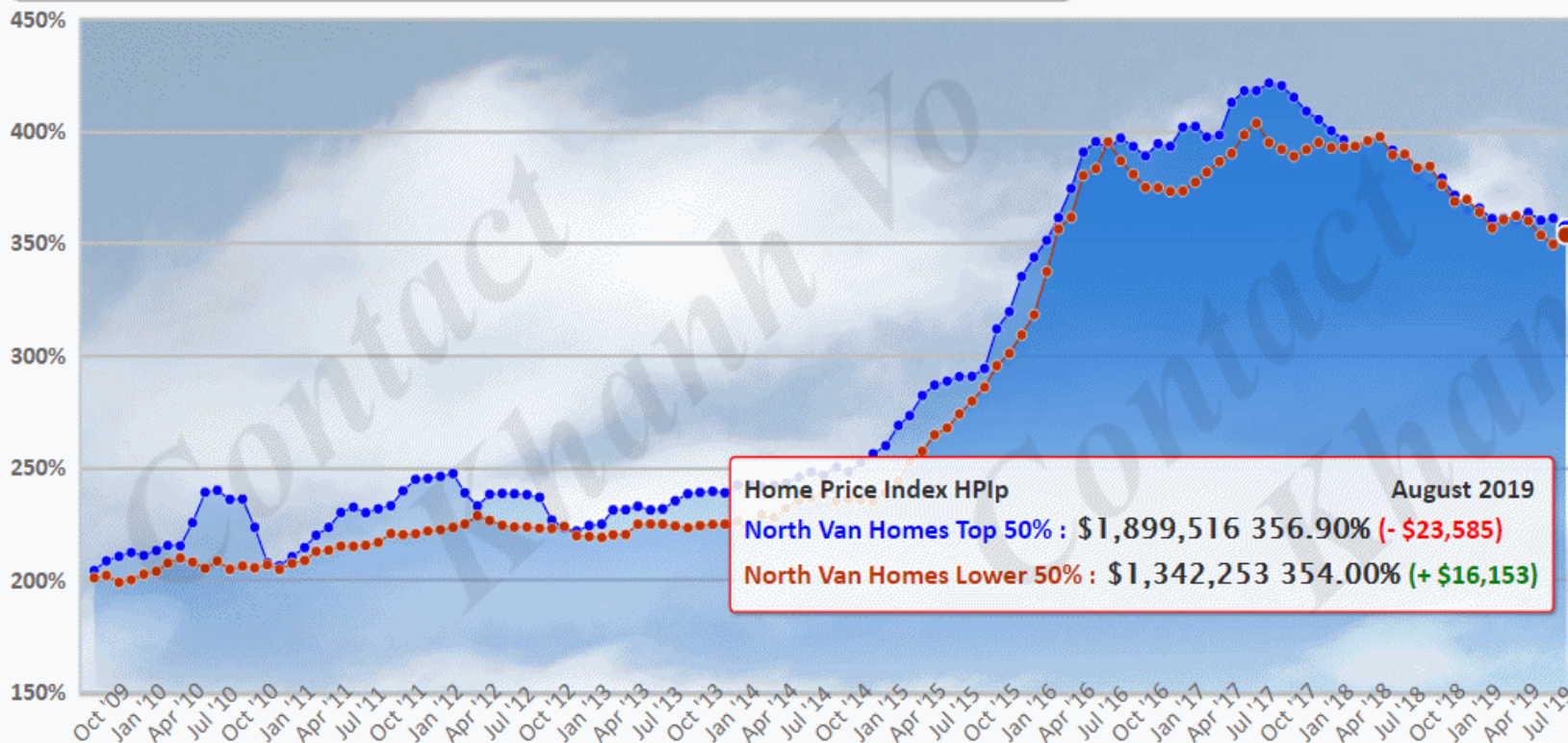
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North Van Homes Top 50% : HPIp Forecast+ Forecast-
 North Van Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 356.90
Jul 2019	% 361.40
Jun 2019	% 360.50
May 2019	% 364.00
Apr 2019	% 360.00
Mar 2019	% 361.40
Feb 2019	% 361.20
Jan 2019	% 365.90
Dec 2018	% 364.80
Nov 2018	% 371.70
Oct 2018	% 379.20
Sep 2018	% 375.40

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Highcharts.com



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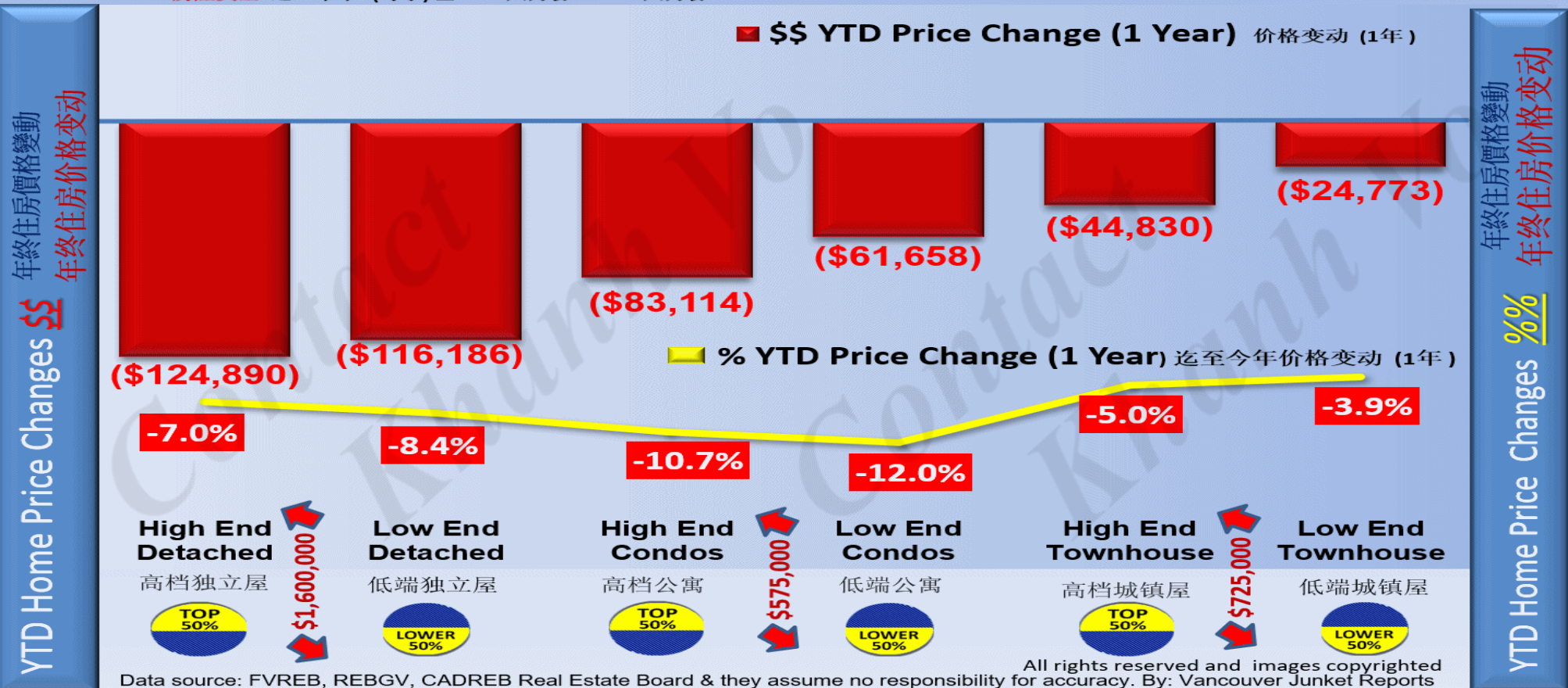
Burnaby Real Estate Price Changes (\$/%)

本拿比房地產價格變動 / 本拿比房地產價格變動

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

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produced for: Khanh Vo



Monthly Market Activity - Aug 2019 - Single Family



Sept 1 2019 Burnaby Market Update (detached)

Current: Burnaby's Residential Detached housing market is in a Stable Market with **10 %SOLD** rate.

(This means 10 homes out of 100 sold last month with an average \$139,120 Discount from the original price)

Most Active Range: Homes between \$1.45 mill. - \$1.6 mill. have **15.9 %SOLD** rate.

Least Active Range: Homes between \$2 mill. - \$2.5 mill. have **3.9 %SOLD** rate.

History: The Burnaby Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$119,597.

The Burnaby Home Price Index **HPIp** (Lower 50%) Year-To-Date shows that prices decreased \$91,885.



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



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

Burnaby List Price Ranges Statistics - Aug 2019

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,300,000	61	8	36	93%	-\$89,500	13.1%	
\$1,300,001-\$1,450,000	59	9	51	91%	-\$139,120	15.3%	↑
\$1,450,001-\$1,600,000	82	13	31	94%	-\$90,000	15.9%	↑
\$1,600,001-\$1,800,000	54	5	16	91%	-\$159,000	9.3%	↓
\$1,800,001-\$2,000,000	66	3	21	95%	-\$90,000	4.5%	↓
\$2,000,001-\$2,500,000	76	3	56	90%	-\$239,000	3.9%	↓
\$2,500,001 and more	98	10	30	90%	-\$284,500	10.2%	
Total Activity	496	51	31	91%	-\$139,120	10%	

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)	546	538	496		-42	↓
Active Listings (1st of the month)	465	434	409	382	-27	↓
Solds	34	71	51		-20	↓
Days on Market (DOM)	36	21	31		10	↑
%SOLD (Sales/ Listings /mnlthly rate)	6.2%	13.2%	10.3%		-2.9%	↓
(Top 50%) Home Price Index HPIp	\$1,750,015	\$1,625,100	\$1,630,418		\$5,318	↑
(Lower 50%) Home Price Index HPIp	\$1,333,523	\$1,235,101	\$1,241,638		\$6,537	↑



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Burnaby Sub areas Statistics - Aug 2019

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Brentwood Park	12	3	9	94%	-\$86,900	25%
Central BN	11	0				0%
Capitol Hill BN	53	3	4	99%	-\$15,000	6%
Forest Hills BS	2	0				0%
Government Road	27	7	16	97%	-\$70,000	26%
Montecito	12	2	126	87%	-\$186,000	17%
Oakdale	1	0				0%
Parkcrest	27	5	78	88%	-\$180,000	19%
Sperling-Duthie	28	3	86	93%	-\$90,000	11%
Simon Fraser Univer.	13	1	66	94%	-\$95,000	8%
Sullivan Heights	4	1	52	115%	\$145,000	5%
Simon Fraser Hills	0	0				0%
Vancouver Heights	26	2	88	88%	-\$269,444	8%
Willingdon Heights	22	4	55	91%	-\$119,500	18%
Westridge BN	11	1	21	95%	-\$90,000	9%
Big Bend	3	0				0%
Burnaby Hospital	19	2	39	92%	-\$120,738	11%
Buckingham Heights	15	2	43	88%	-\$434,500	13%
Burnaby Lake	18	2	26	94%	-\$92,450	11%
Central Park BS	8	0				0%
Deer Lake	13	4	88	89%	-\$238,944	31%
Deer Lake Place	5	0				0%
Forest Glen BS	15	0				0%
Greentree Village	4	0				0%
Garden Village	9	0				0%
Highgate	22	1	10	91%	-\$112,400	5%
Metrtown	33	3	54	90%	-\$210,000	9%
Suncrest	12	1	28	96%	-\$49,900	8%
South Slope	56	2	59	90%	-\$197,000	4%
Upper Deer Lake	15	2	16	96%	-\$52,300	13%
Total Activity	496	51	31	91%	-\$139,120	10%



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Next Months Market Forecast

Forecast: Burnaby has a normal Listing supply; 409 homes are for sale and with the **10 % SOLD** monthly rate gives us a ~10 months of inventory. 27% of the active listings have reduced their price by \$103,444 on average or \$100,000 median. We project Burnaby 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: This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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produced for: **Khanh Vo**



Market Analysis and Forecasting Sept 1/19 Burnaby S. and N.

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

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

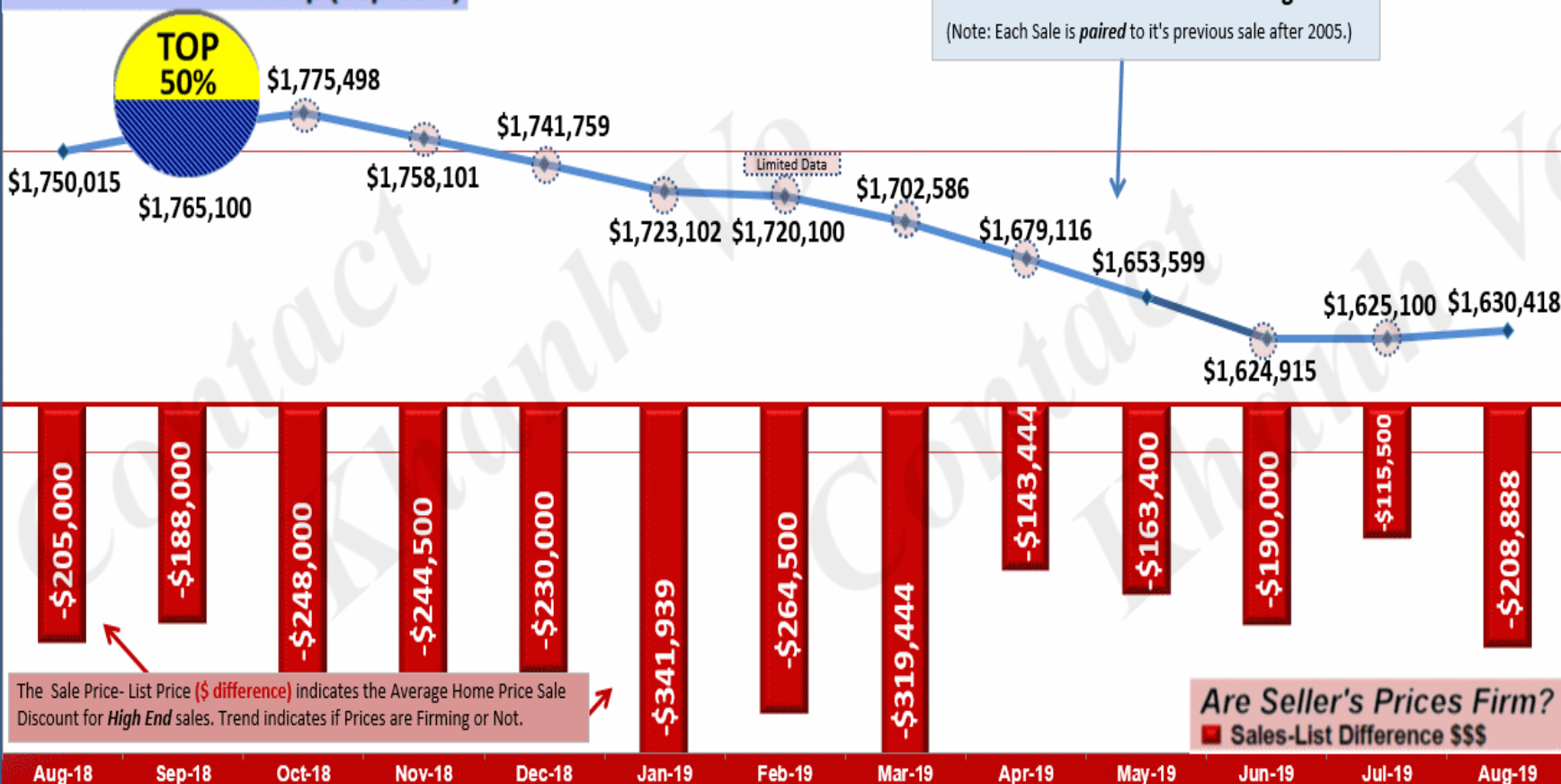
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,600,000

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.)



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached

TOP 50%

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



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produced for: Khanh Vo



Detached Burnaby Total Listings, Sales, and %SOLD rates

Total Listings Sales Homes Over \$1,600,000



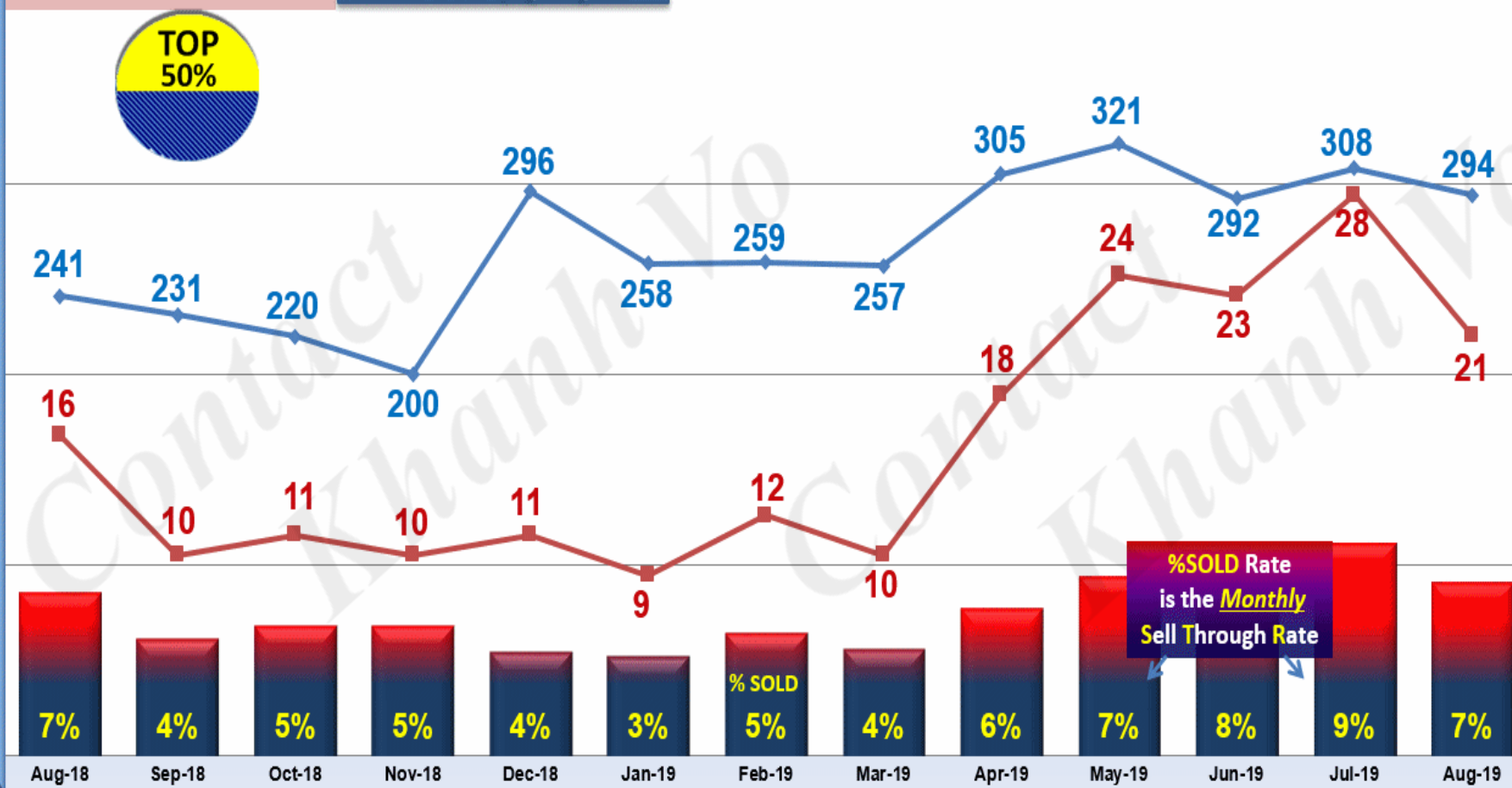
Sales / Listings
Monthly Totals



Detached

TOP 50%

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



%SOLD Rate is the Monthly Sell Through Rate



Detached

*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 Burnaby S. and N.

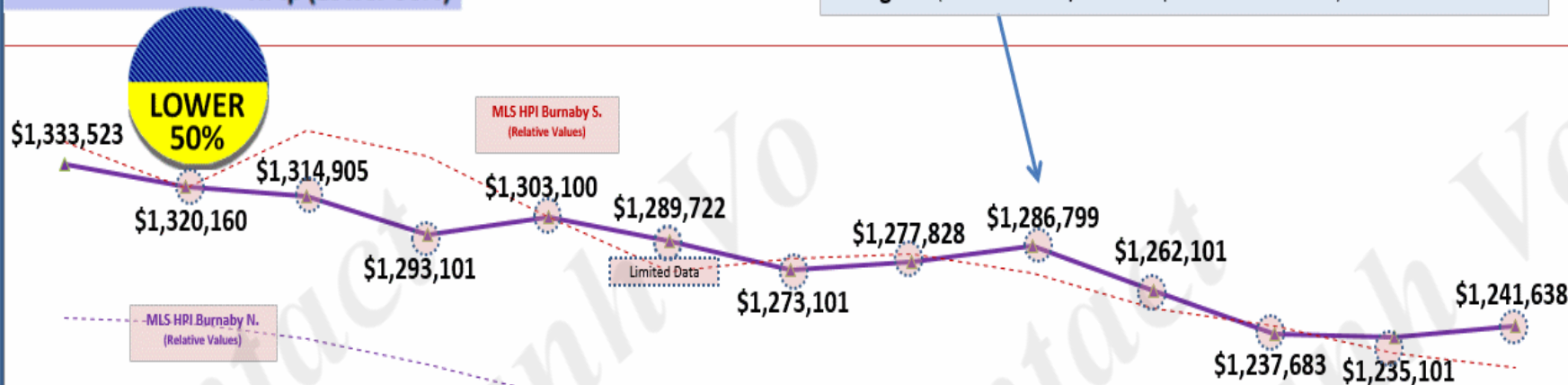
Detached Burnaby Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End sales)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$1,600,000

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)



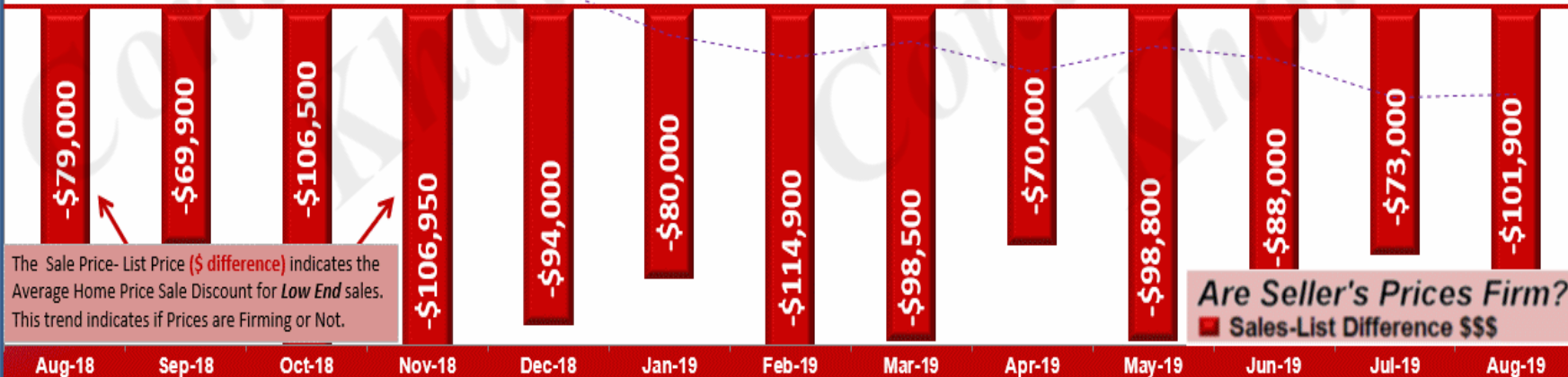
Detached



Detached



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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produced for: Khanh Vo

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



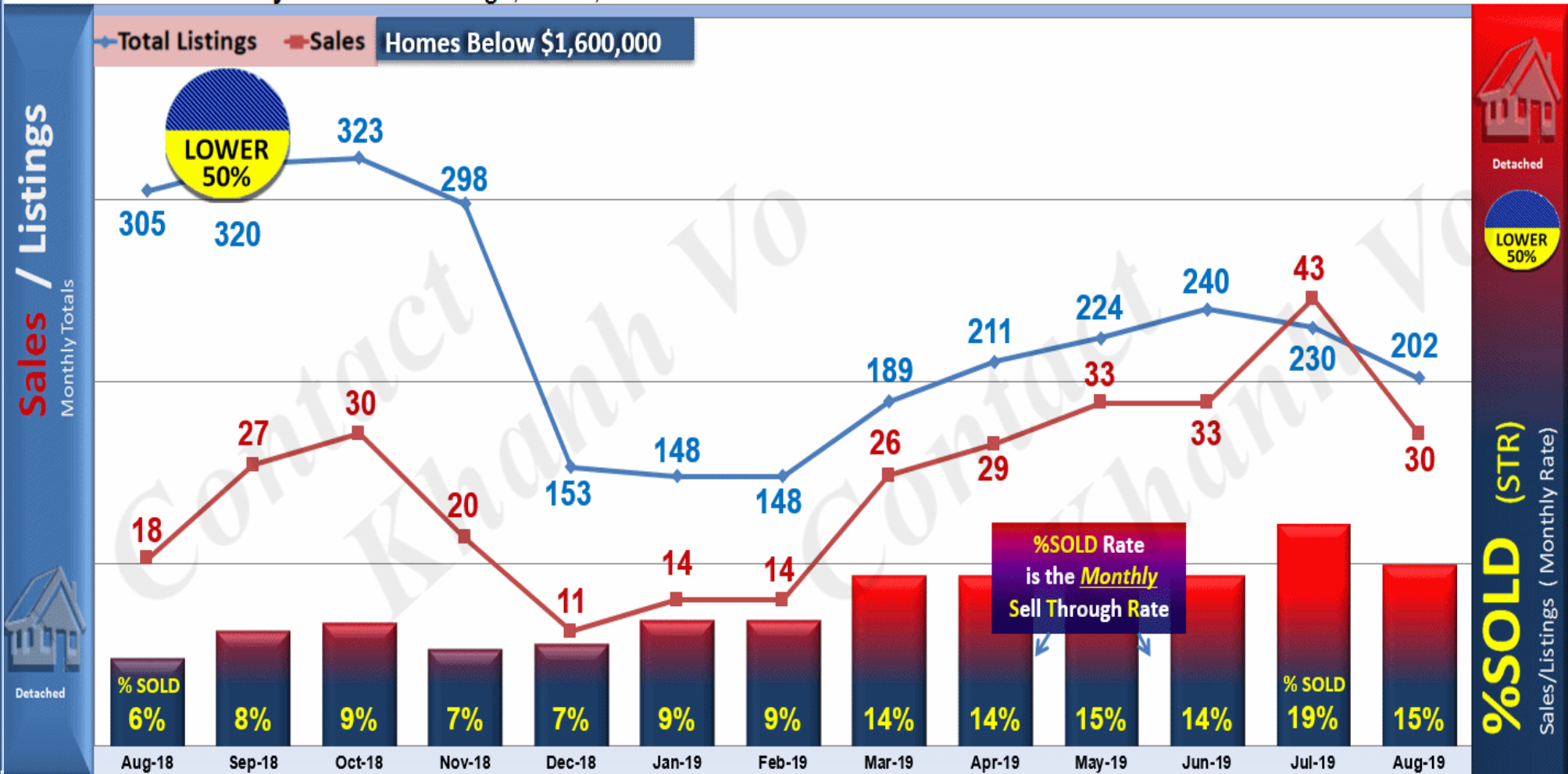
KHANH VO

Advice you can trust

604-710-1245 khanhvo@remax.net

Market Analysis and Forecasting Sept 1/19 Burnaby S. and N.

Detached Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Detached



Detached



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

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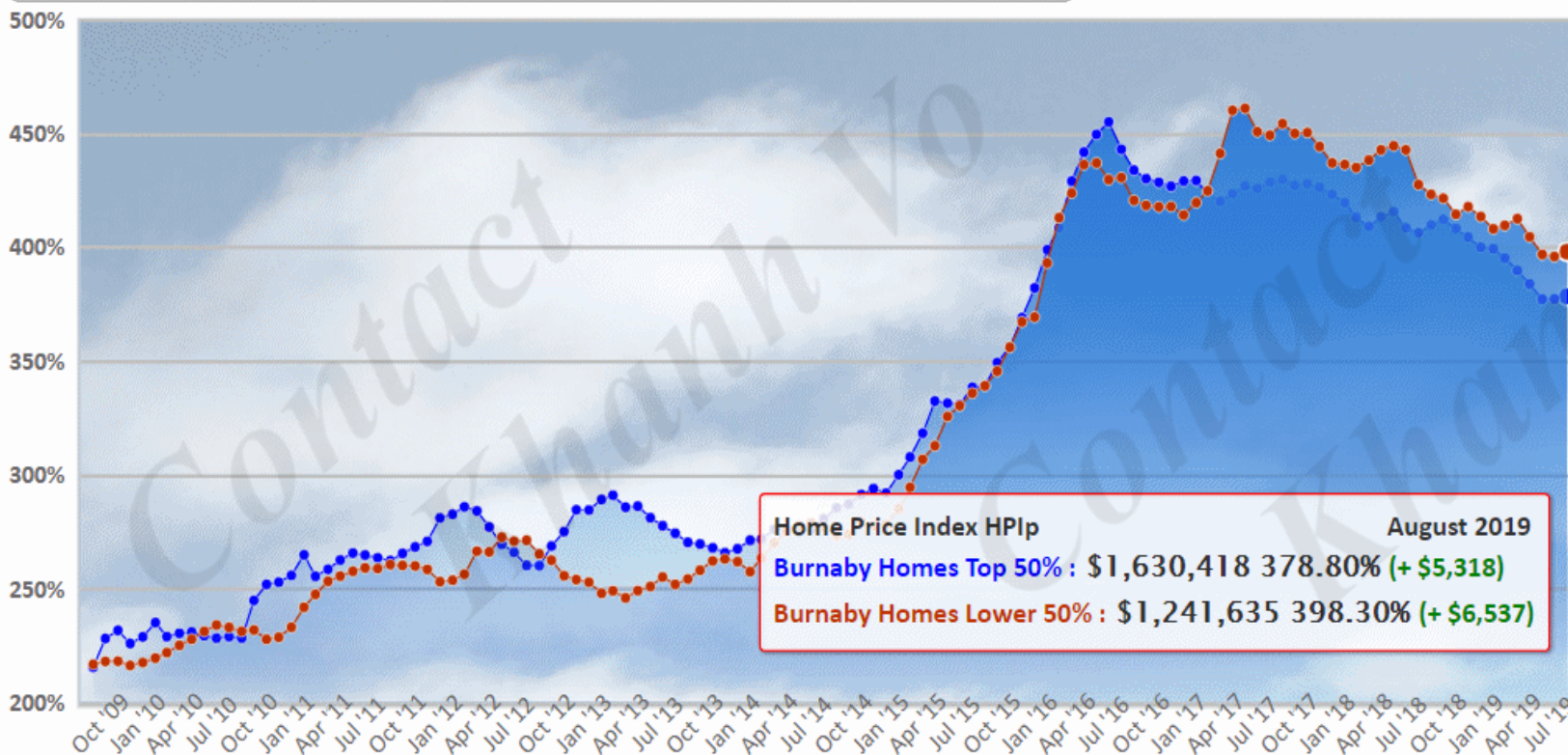
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Burnaby Homes Top 50% : **HPIp** Forecast+ Forecast-
 Burnaby Homes Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 378.80
Jul 2019	% 377.60
Jun 2019	% 377.50
May 2019	% 384.20
Apr 2019	% 390.10
Mar 2019	% 395.60
Feb 2019	% 399.60
Jan 2019	% 400.30
Dec 2018	% 404.70
Nov 2018	% 408.50
Oct 2018	% 412.50
Sep 2018	% 410.10

<<< 1 2 3 >>>

Highcharts.com



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



KHANH VO

Advice you can trust

604-710-1245 khanhvo@remax.net

Market Analysis and Forecasting Sept 1/19 Langley, Cloverdale

Langley, Cloverdale Sub areas Statistics - Aug 2019 Attached						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	122	28	33	97%	-\$17,850	23.0%
Clayton	163	34	19	97%	-\$13,944	20.9%
Murrayville	50	14	20	98%	-\$9,900	28.0%
Salmon River	6	2	30	95%	-\$21,500	33.3%
Brookwood Langley	0	0				0.0%
Aldergrove Langley	22	3	30	96%	-\$20,900	13.6%
Langley City	265	39	23	97%	-\$8,995	14.7%
Total Activity	628	120	25	97%	-\$13,000	19%

Langley, Cloverdale List Price Ranges Statistics - Aug 2019 Attached						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	21	4	31	98%	-\$6,593	19.0%
\$300,001-\$500,000	313	61	26	96%	-\$13,888	19.5%
\$500,001-\$700,000	262	50	25	98%	-\$12,450	19.1%
\$700,001 and more	32	5	10	98%	-\$19,900	15.6%
Total Activity	628	120	25	97%	-\$13,000	19%

Sept 12 2019 Langley, Cloverdale Market Update (Attached)

Current: Langley, Cloverdale is in a Seller Market with average listing inventories, a **19 %SOLD** rate and a 98% Sell/List Ratio. (This means that there is an average of a \$13,000 surplus on a sale from the original list price)
Most Active Price Range: Attached homes below \$300,000 have **19.5 %SOLD** rate and is in a Sellers Market.
Least Active Price Range: Attached homes above \$700,000 have **15.6 %SOLD** rate.

History: The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$29,975.
 The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$24,436.
 The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$32,917.
 The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$3,999.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

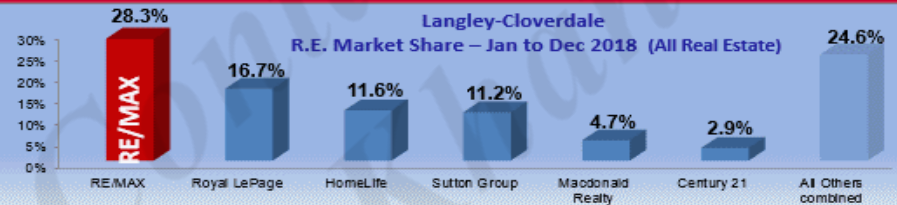
Forecast: The Listing Inventories have increased by 10% listings compared to same month last year. We project Langley, Cloverdale Attached to be a continued Seller market.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. 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. 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.

Analytical Methods: The Langley, Cloverdale represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **Langley, Cloverdale HPIp Top 50%** representing the higher end sales and the **Langley, Cloverdale 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

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	569	671	628		-43
Active Listings	377	486	512	443	-69
Solds	109	99	120		21
Days on Market (DOM)	18	16	25		9
%SOLD (Sales/ Listings /mntly rate)	19.2%	14.8%	19.1%		4.4%
Condos (Top 50%) Home Price Index HPIp	\$449,100	\$422,214	\$419,125		-\$3,088
Condos (Lower 50%) Home Price Index HPIp	\$341,069	\$324,032	\$316,633		-\$7,399
Twnhs (Top 50%) Home Price Index HPIp	\$671,101	\$647,447	\$638,184		-\$9,262
Twnhs (Lower 50%) Home Price Index HPIp	\$476,101	\$476,138	\$480,100		\$3,962

the RE/MAX Market Share Reports



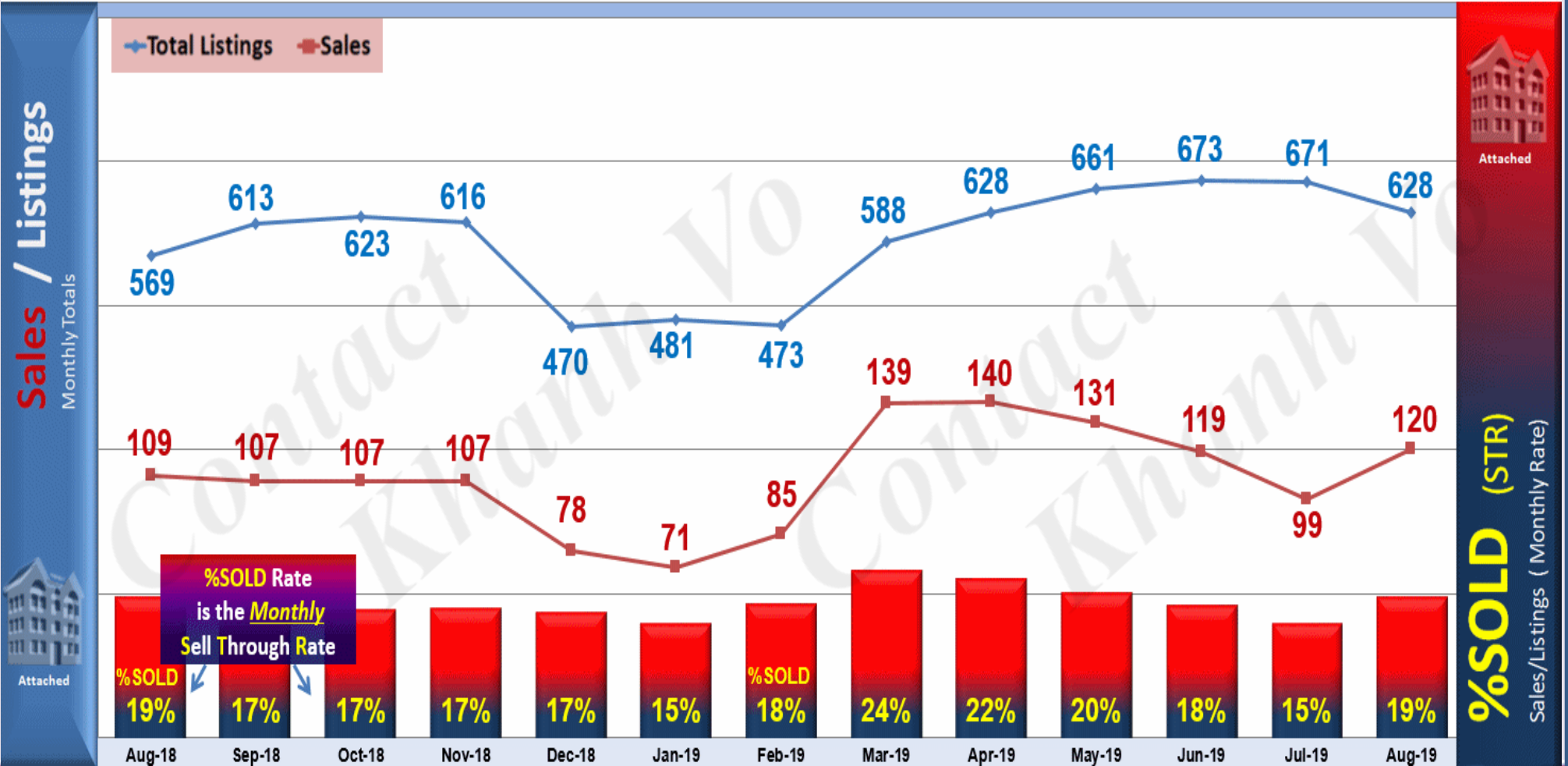
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 Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Market Analysis and Forecasting Sept 1/19 Langley, Cloverdale

Attached Langley, Cloverdale

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

*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 Langley, Cloverdale 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

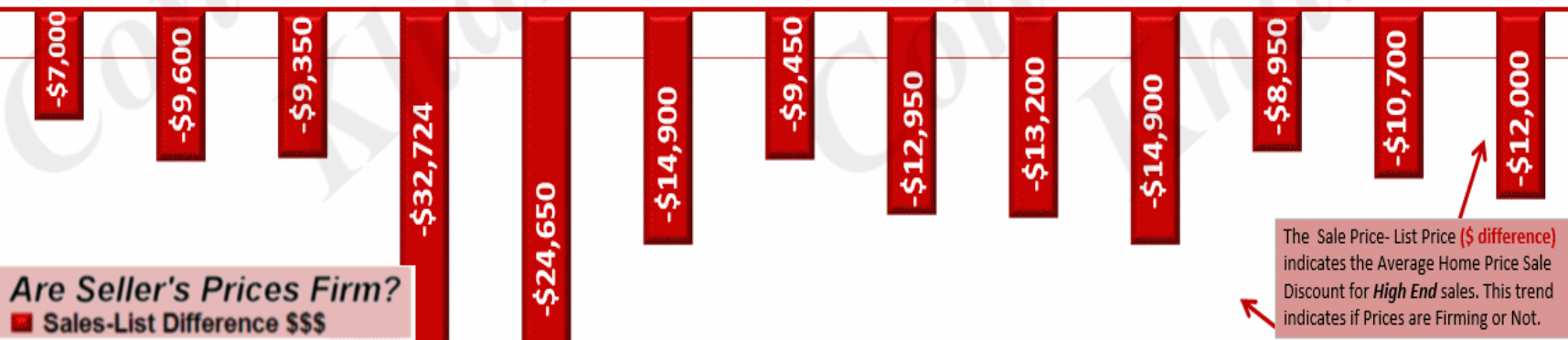
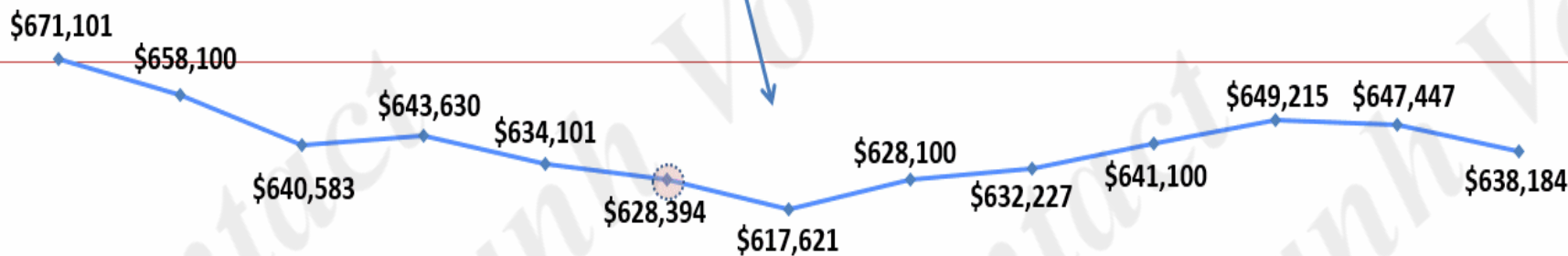


Townhouses

Are Home Prices Up?

Home Price Index → HPIp (Top 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 High End sales. This trend indicates if Prices are Firming or Not.

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



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Market Analysis and Forecasting Sept 1/19 Langley, Cloverdale

Attached Langley, Cloverdale 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)

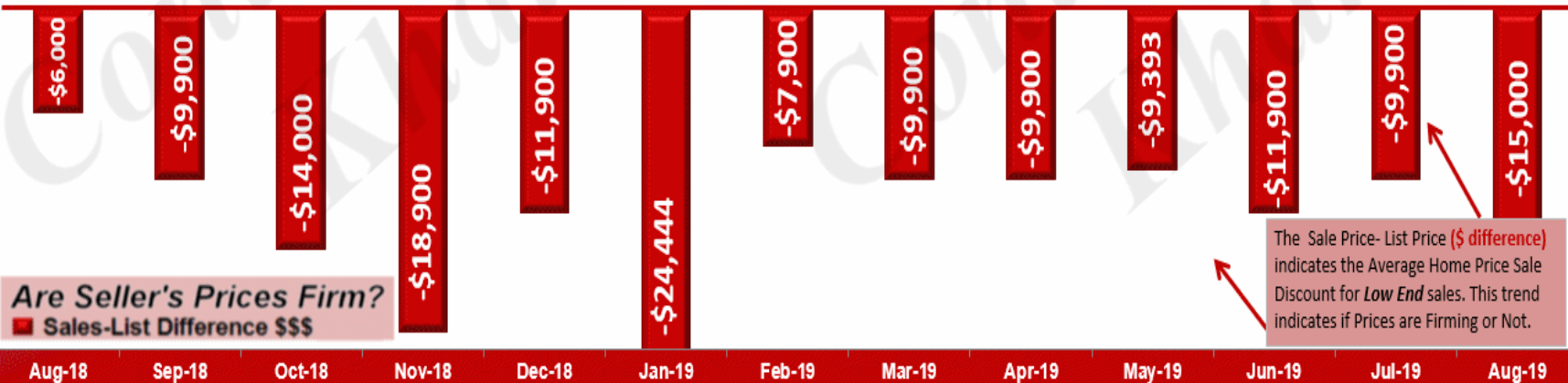
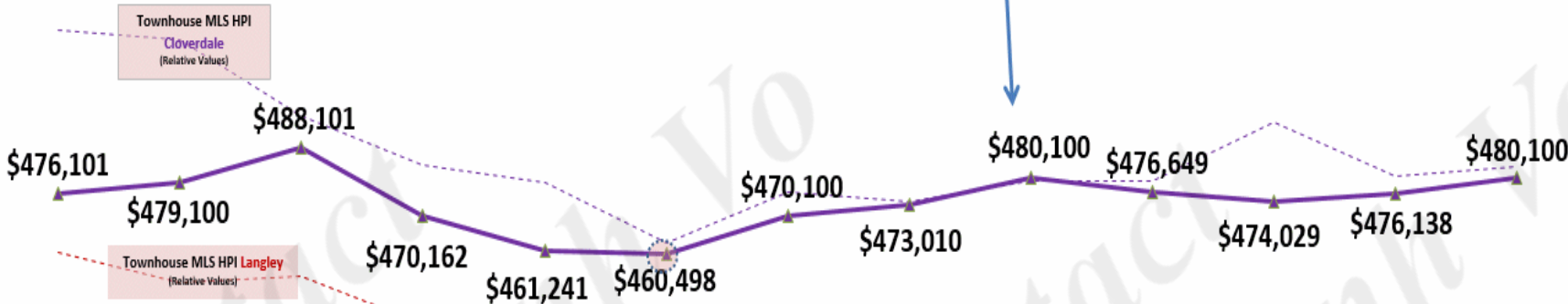


Townhouses

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 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 indicates if Prices are Firming or Not.

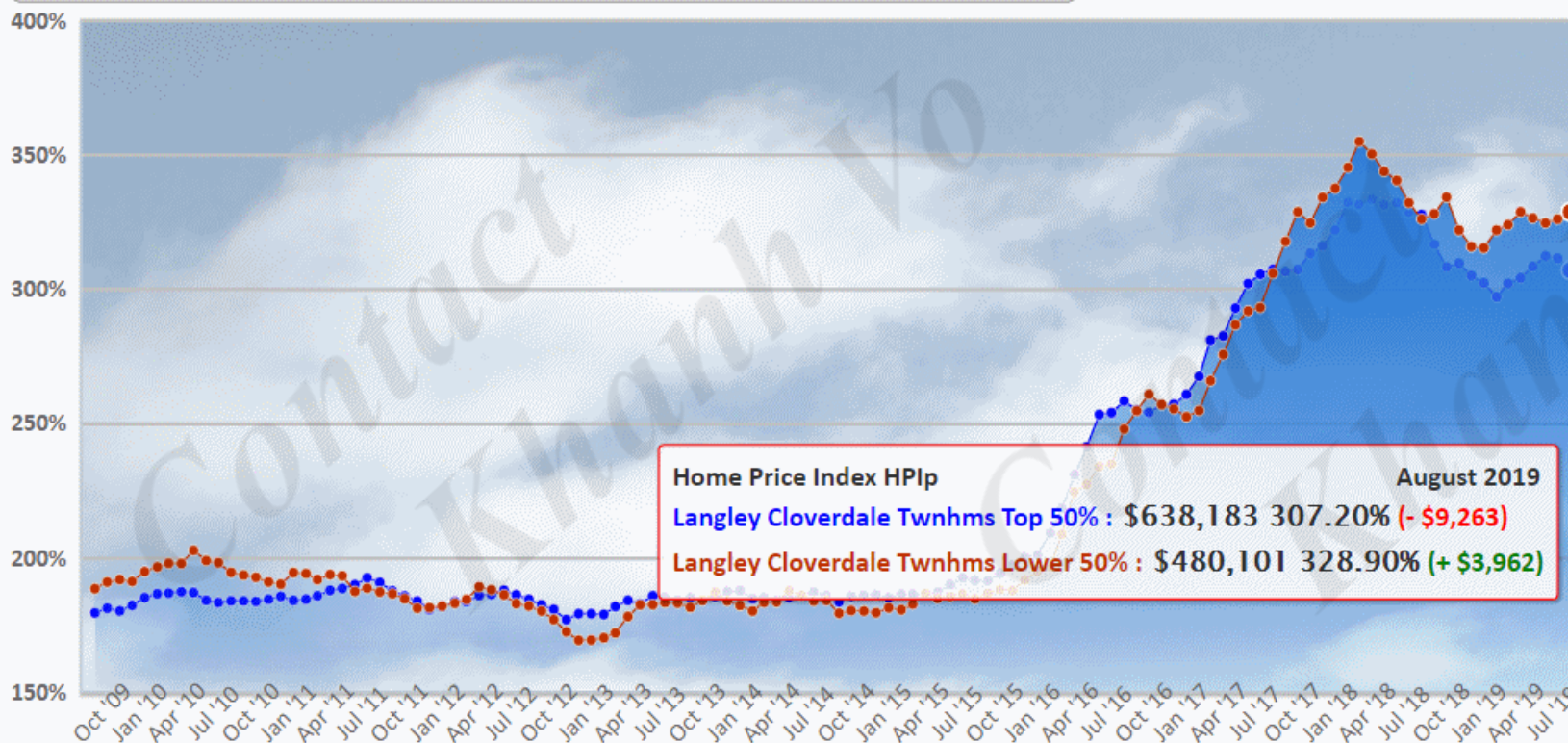
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)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



Powered by the Greater Vancouver Market Reports HPIp



Langley Cloverdale Twnhms Top 50% : HPIp Forecast+ Forecast-
 Langley Cloverdale Twnhms Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 307.20
Jul 2019	% 311.70
Jun 2019	% 312.50
May 2019	% 308.60
Apr 2019	% 304.30
Mar 2019	% 302.30
Feb 2019	% 297.30
Jan 2019	% 302.50
Dec 2018	% 305.20
Nov 2018	% 309.80
Oct 2018	% 308.40
Sep 2018	% 316.80

<<< 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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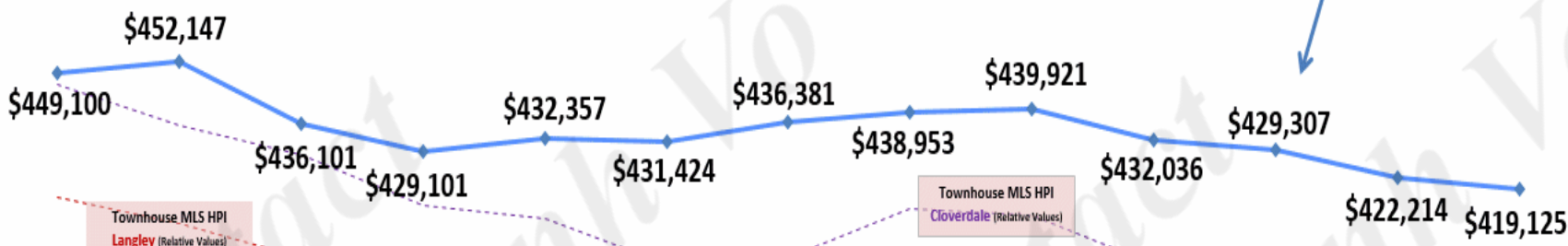


Attached Langley, Cloverdale Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

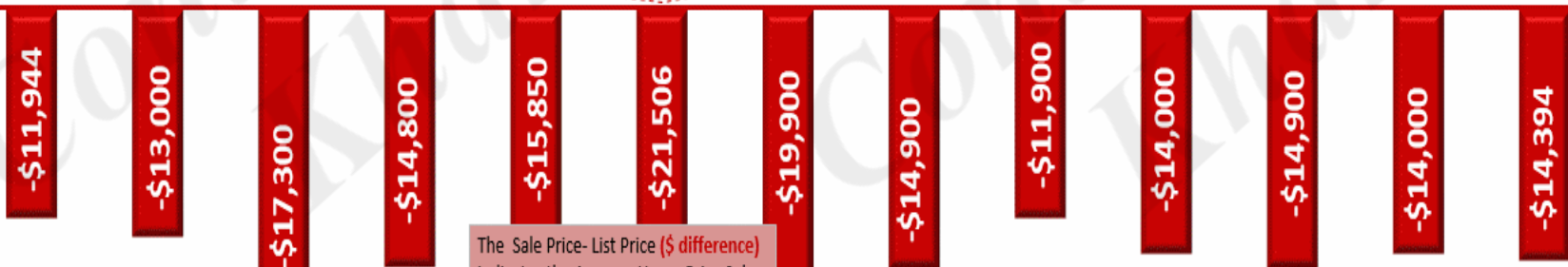
Home Price Changes
(Home Price Index Paired sales from 2005)

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

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



Condominiums



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)



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.



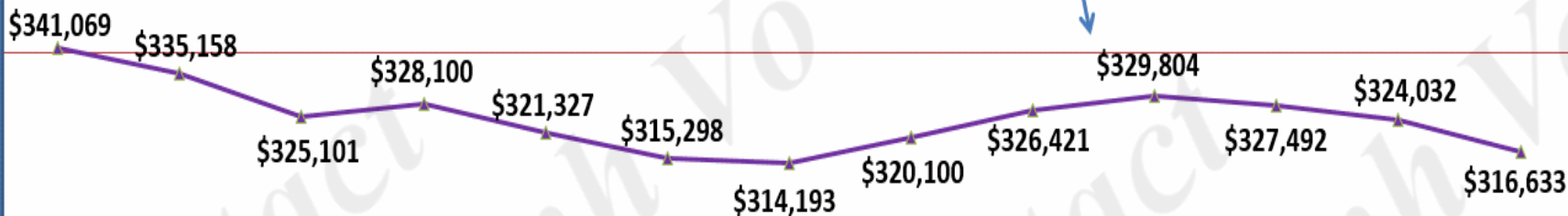
Market Analysis and Forecasting Sept 1/19 Langley, Cloverdale

Attached Langley, Cloverdale 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.)



Condominiums

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



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

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



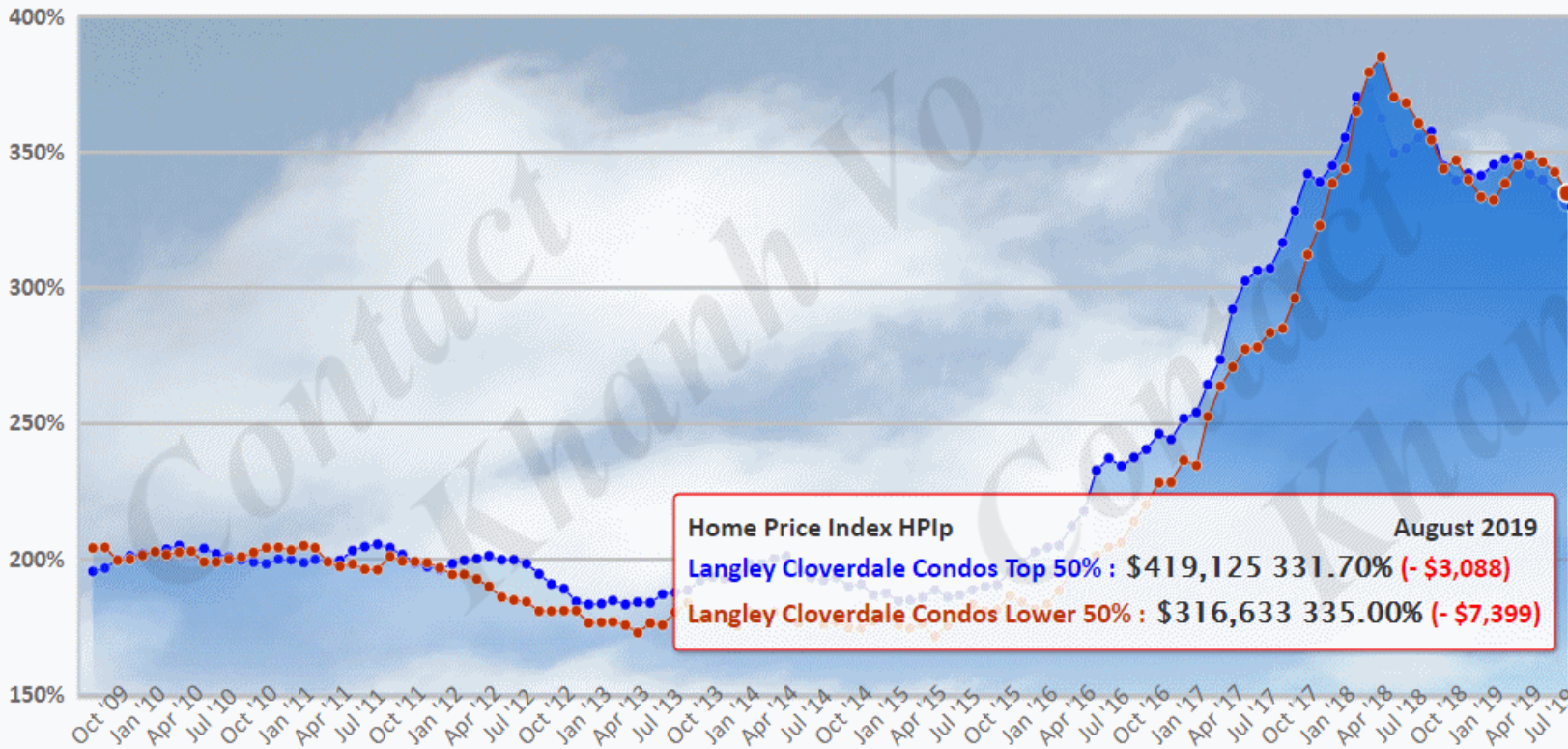
Condominiums

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Powered by the Greater Vancouver Market Reports HPIp

Langley Cloverdale Condos Top 50% : HPIp Forecast+ Forecast-
Langley Cloverdale Condos Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp
 August 2019
 Langley Cloverdale Condos Top 50% : \$419,125 331.70% (- \$3,088)
 Langley Cloverdale Condos Lower 50% : \$316,633 335.00% (- \$7,399)

Monthly Home values

Date	Value
Aug 2019	% 331.70
Jul 2019	% 334.20
Jun 2019	% 339.80
May 2019	% 341.90
Apr 2019	% 348.20
Mar 2019	% 347.40
Feb 2019	% 345.40
Jan 2019	% 341.40
Dec 2018	% 342.20
Nov 2018	% 339.60
Oct 2018	% 345.10
Sep 2018	% 357.80

<< 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](#)
 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



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604-710-1245 khanhvo@remax.net

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.

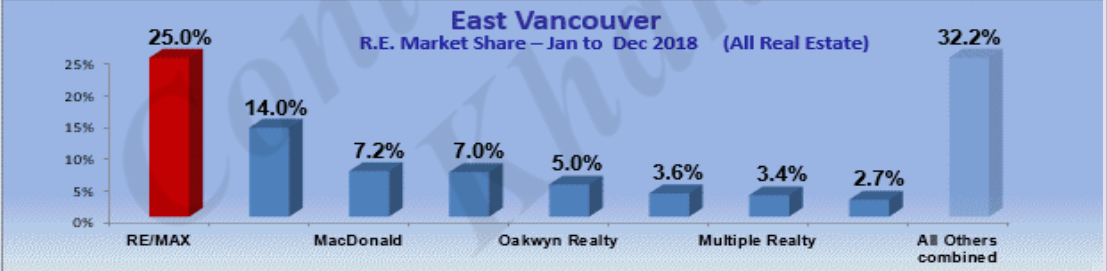
Forecast: The last month listing inventory 13% more than the same month last year. There were more active listings compared to last month. We project East Vancouver to be a Seller Market.

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.

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



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KhanhVo@Remax.net

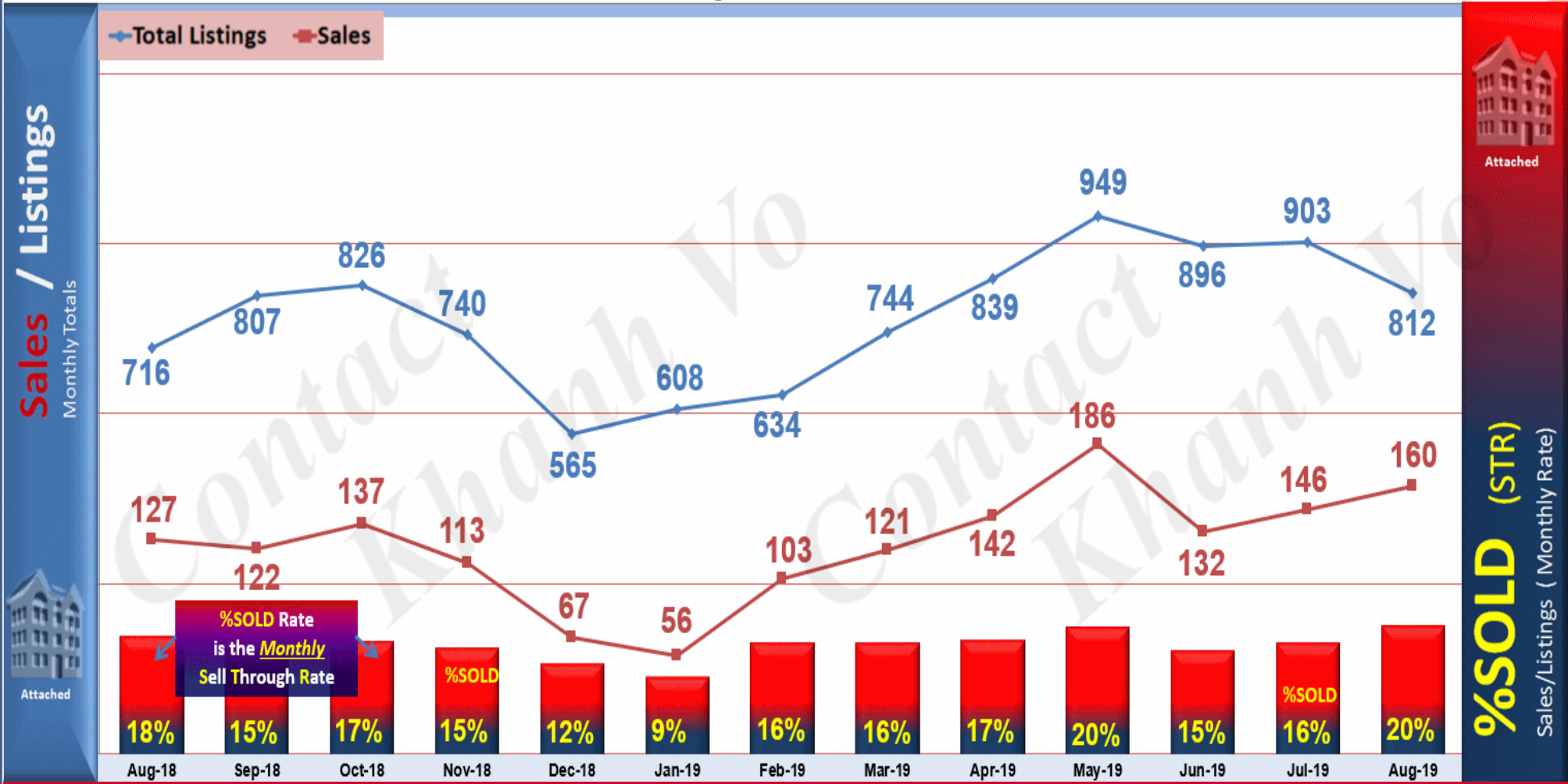
Ph: 604-710-1245

produced for: Khanh Vo



Market Analysis and Forecasting Sept 1/19 East Vancouver

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



Sales / Listings
Monthly Totals



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

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produced for: Khanh Vo



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)



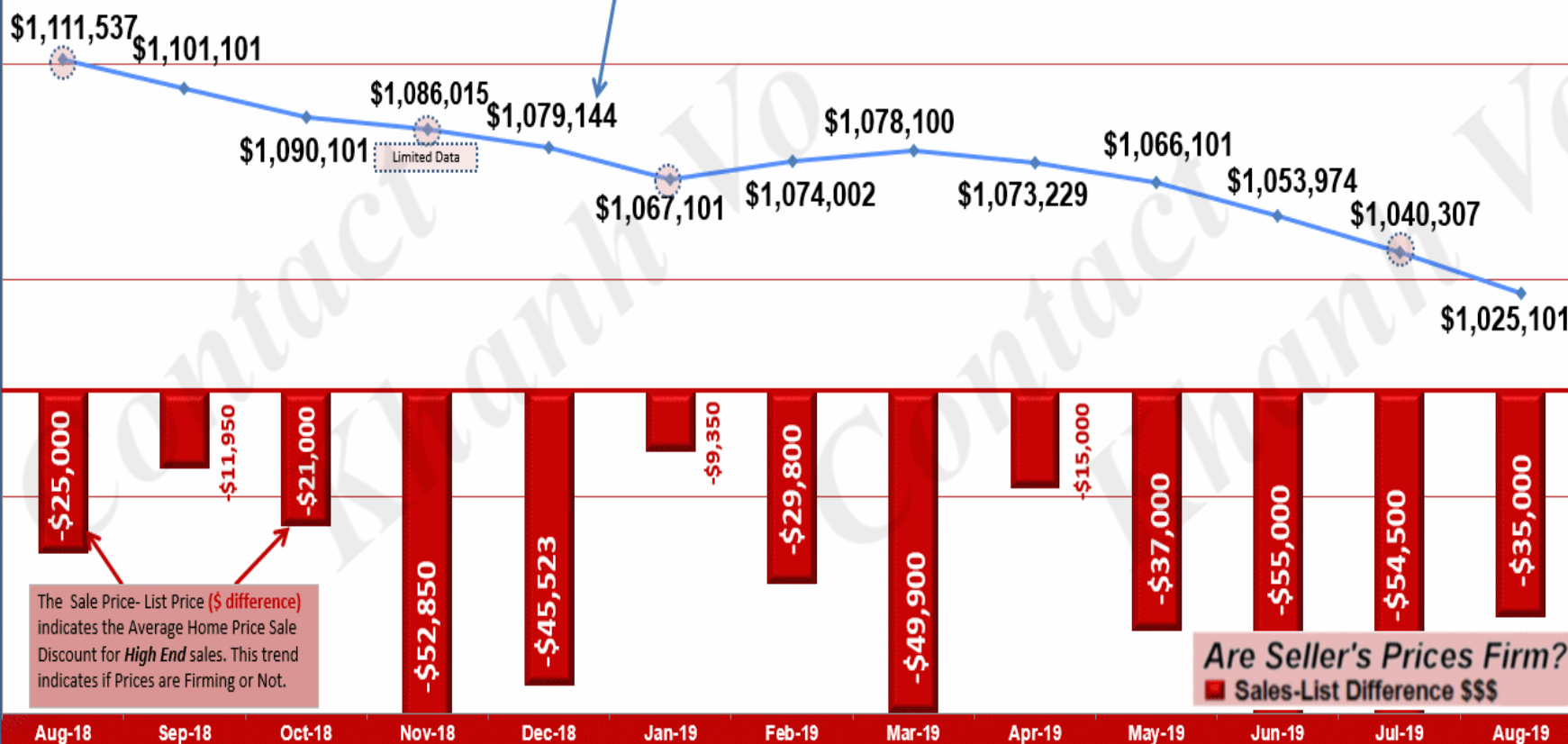
Townhouses

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 \$\$\$

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Market Analysis and Forecasting Sept 1/19 East Vancouver

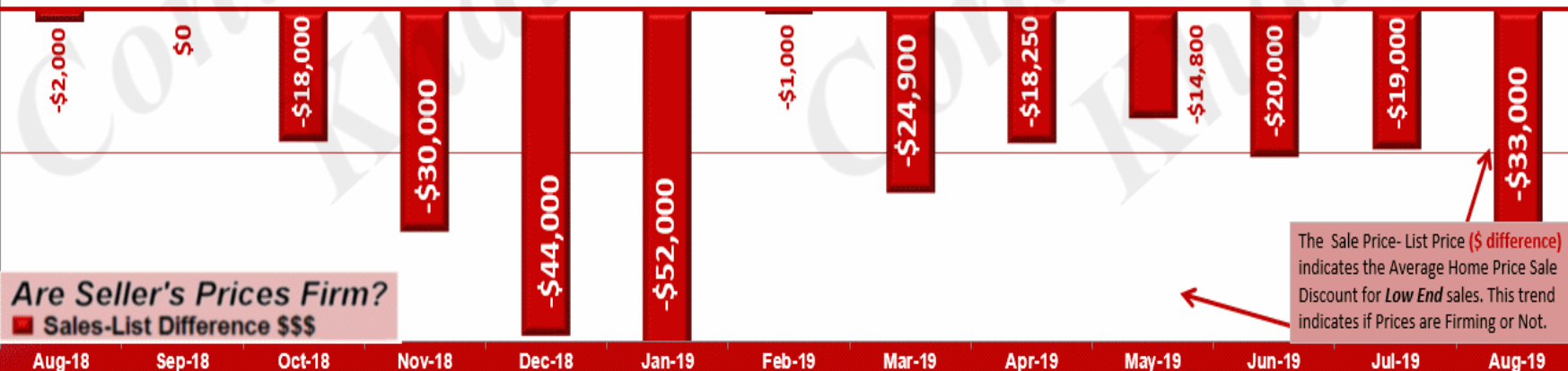
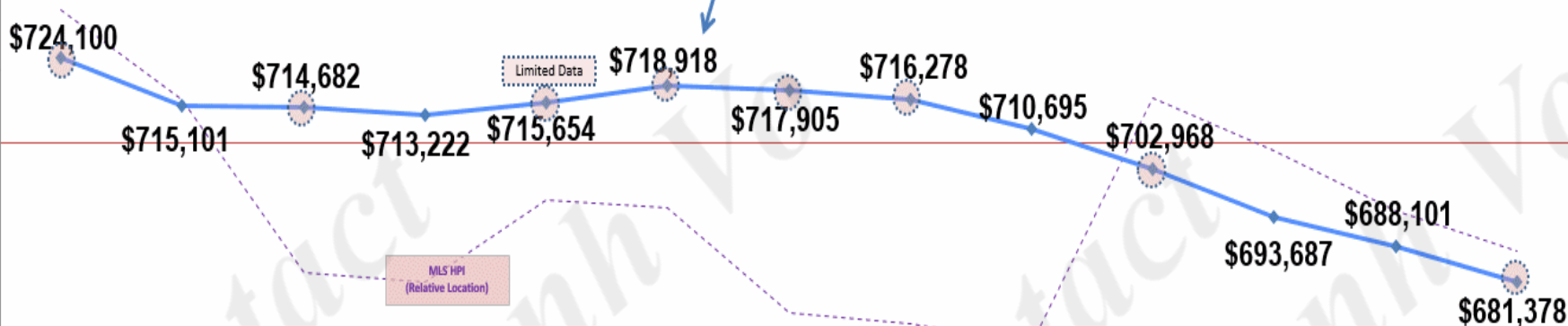
Attached East Vancouver Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

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 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.



Townhouses

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

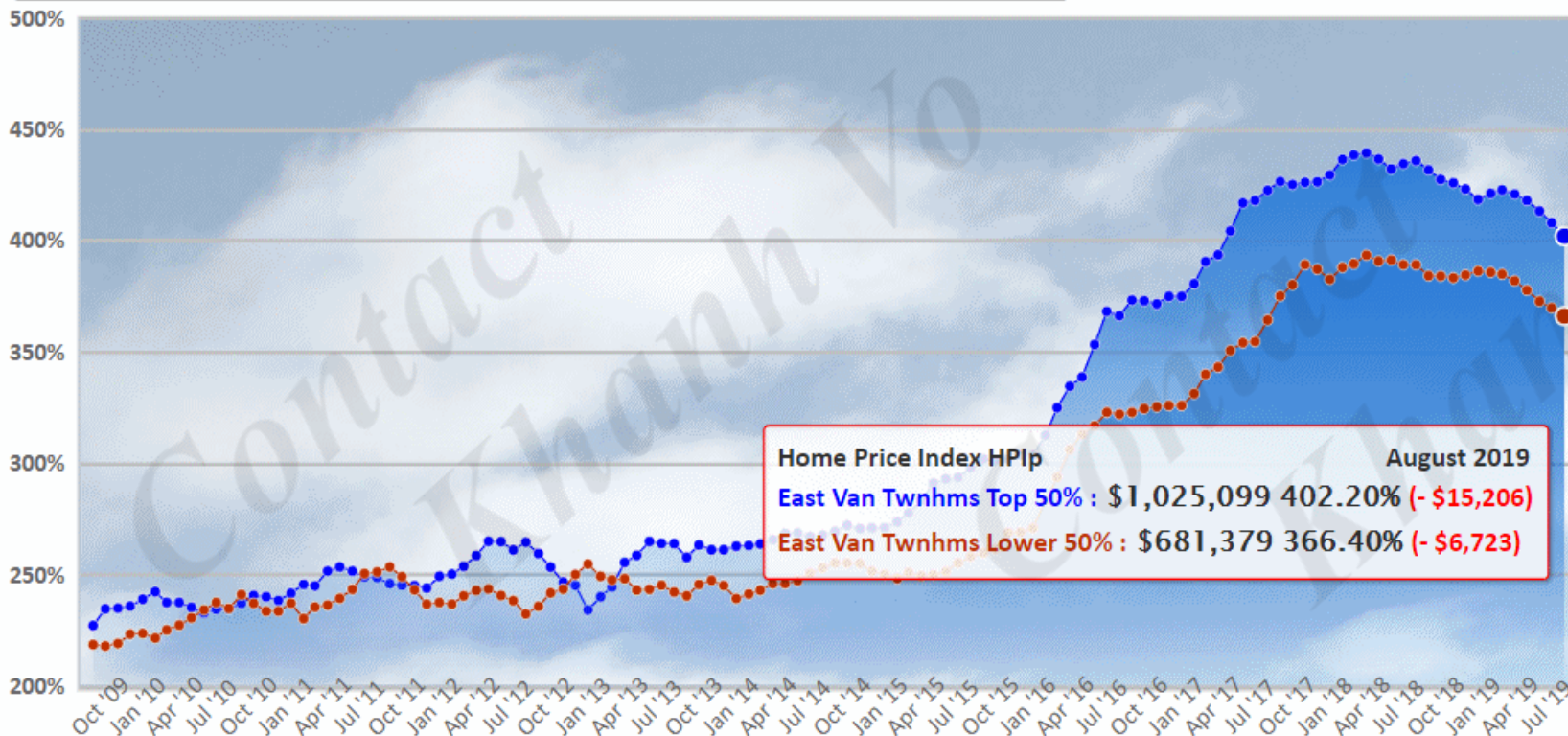
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East Van Twnhms Top 50% : HPIp Forecast+ Forecast-
 East Van Twnhms Lower 50% : HPIp Forecast+ Forecast-



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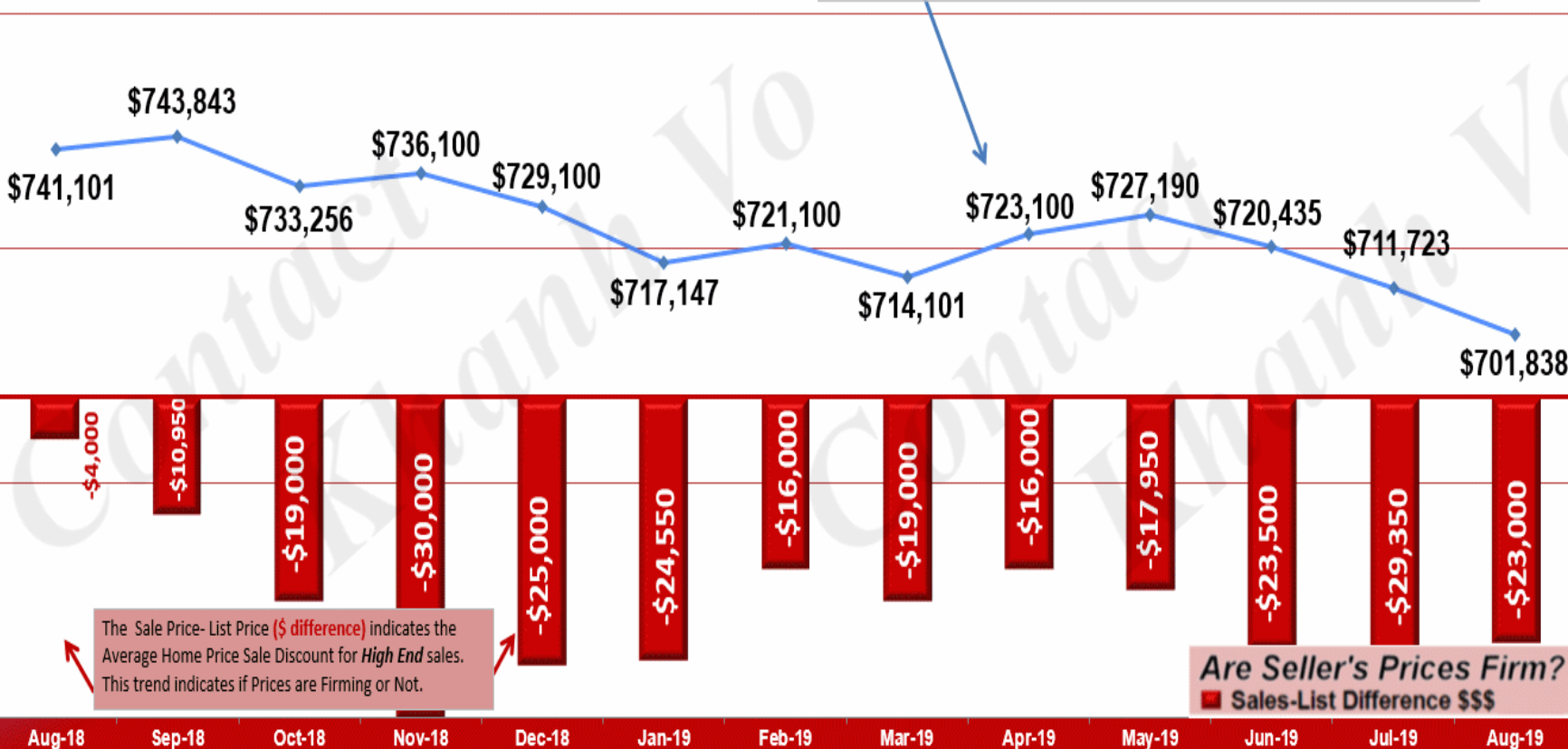
Attached East Vancouver Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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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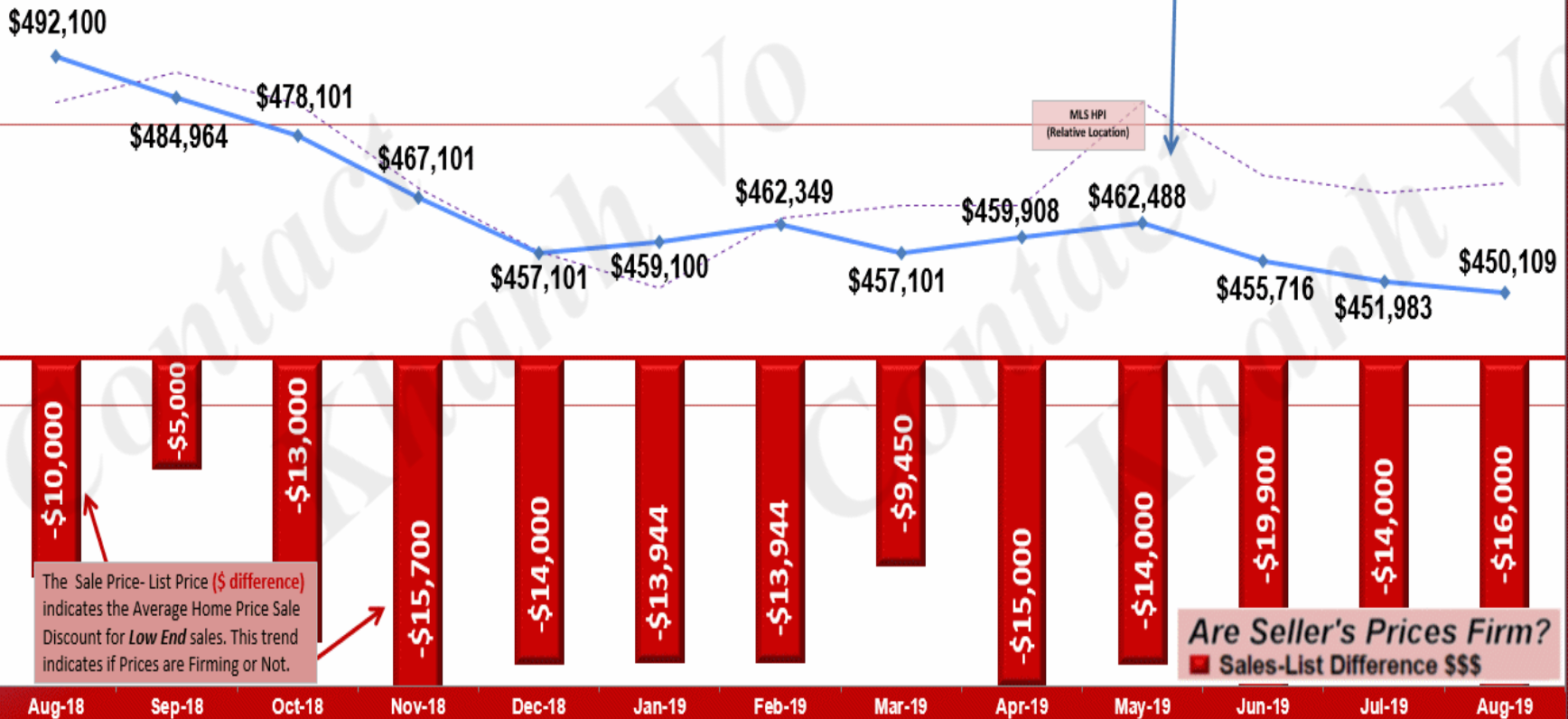


Attached East Vancouver Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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.)

Home Price Changes
(Home Price Index Paired sales from 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 \$\$\$



Condominiums

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

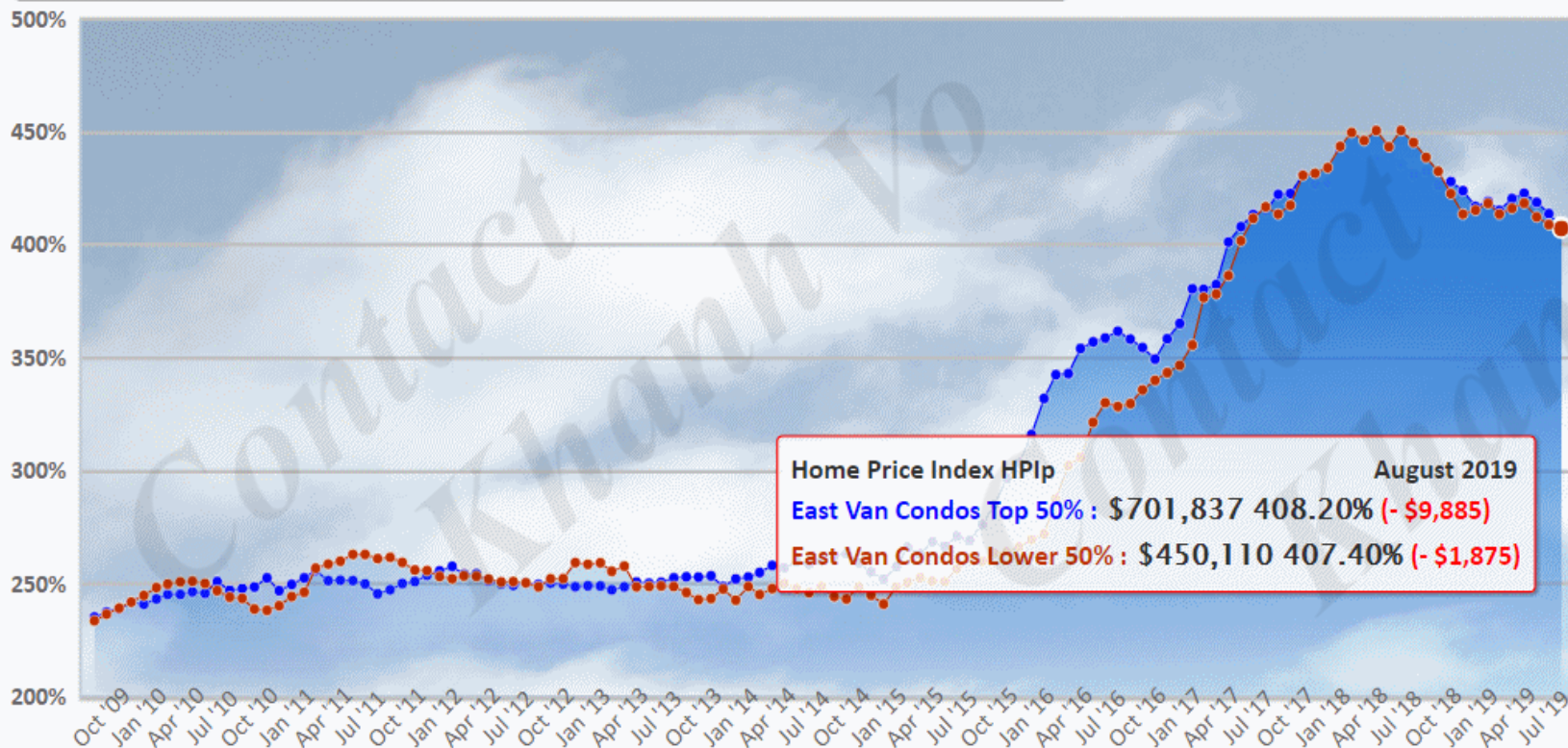
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Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



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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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Sept 1/19 White Rock & S. Surrey

White Rock - South Surrey Sub areas Statistics - Aug 2019 Attached						
Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differenc	%SOLD
Elgin Chantrell	16	1	95	96%	-\$38,000	6.3%
Sunnyside Park Surrey	72	15	42	96%	-\$23,000	20.8%
Crescent Bch Ocn Pk	8	1	71	94%	-\$44,000	12.5%
White Rock	223	36	48	94%	-\$29,450	16.1%
King George Corridor	148	15	40	97%	-\$19,000	10.1%
Hazelmere	2	1	44	96%	-\$33,888	0.0%
Grandview Surrey	214	23	32	97%	-\$17,300	10.7%
Morgan Creek	66	13	47	96%	-\$17,000	19.7%
Pacific Douglas	26	5	18	99%	-\$5,900	19.2%
Total Activity	775	110	40	96%	-\$21,200	14%

White Rock - South Surrey List Price Ranges Statistics - Aug 2019 Attached						
Home Price Range	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differen	%SOLD
\$0-\$400,000	97	19	42	96%	-\$14,000	19.6%
\$400,001-\$500,000	138	26	52	95%	-\$21,200	18.8%
\$500,001-\$590,000	119	19	40	96%	-\$24,000	16.0%
\$590,001-\$675,000	101	12	25	98%	-\$15,000	11.9%
\$675,001-\$800,000	151	16	42	96%	-\$26,750	10.6%
\$800,001-\$950,000	102	12	31	98%	-\$21,500	11.8%
\$950,001 and more	67	6	11	96%	-\$60,000	9.0%
Total Activity	775	110	40	96%	-\$21,200	14%

Sept 1 2019 White Rock - South Surrey Market Update (Attached)

Current: White Rock South Surrey is in a Stable Market with average listing inventories, **14 %SOLD** rate and a 96% Sell/List Ratio.

(This means that there is an average of \$21,200 discount on a sale from the original list price)

Most Active Price Range: Homes below \$400,000 have **17.8 %SOLD** rate.

Least Active Price Range: Homes above \$950,000 have **6.4 %SOLD** rate.

History: The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$40,771.

The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$24,517.

The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$37,865.

The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$22,288.

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

Forecast: White Rock has average Listing Inventories, 29% more last year. The Active Listings is 54 less in count compared last month.

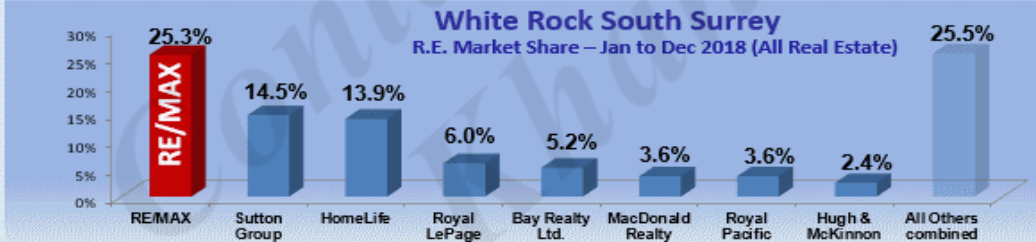
August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. 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. 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.

Analytical Methods: The White Rock South Surrey represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **White Rock South Surrey HPIp Top 50%** representing the higher end sales and the **White Rock South Surrey 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

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings (A,S,T,C,X)	599	820	775		-45
Active Listings	462	642	625	571	-54
Solds	92	110	110		0
Days on Market (DOM)	34	31	40		9
%SOLD (Sales/ Listings /monthly rate)	15%	13.4%	14.2%		0.8%
Condos (Top 50%) Home Price Index HPIp	\$670,382	\$640,101	\$629,611		-\$10,490
Condos (Lower 50%) Home Price Index HPIp	\$397,858	\$377,809	\$373,341		-\$4,468
Twnhs (Top 50%) Home Price Index HPIp	\$890,101	\$851,593	\$852,236		\$643
Twnhs (Lower 50%) Home Price Index HPIp	\$551,388	\$524,640	\$529,100		\$4,460

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



Market Analysis and Forecasting Sept 1/19 White Rock & S. Surrey

Attached White Rock - South Surrey Total Listings**, Sales, and %SOLD rates

Sales / Listings

Monthly Totals

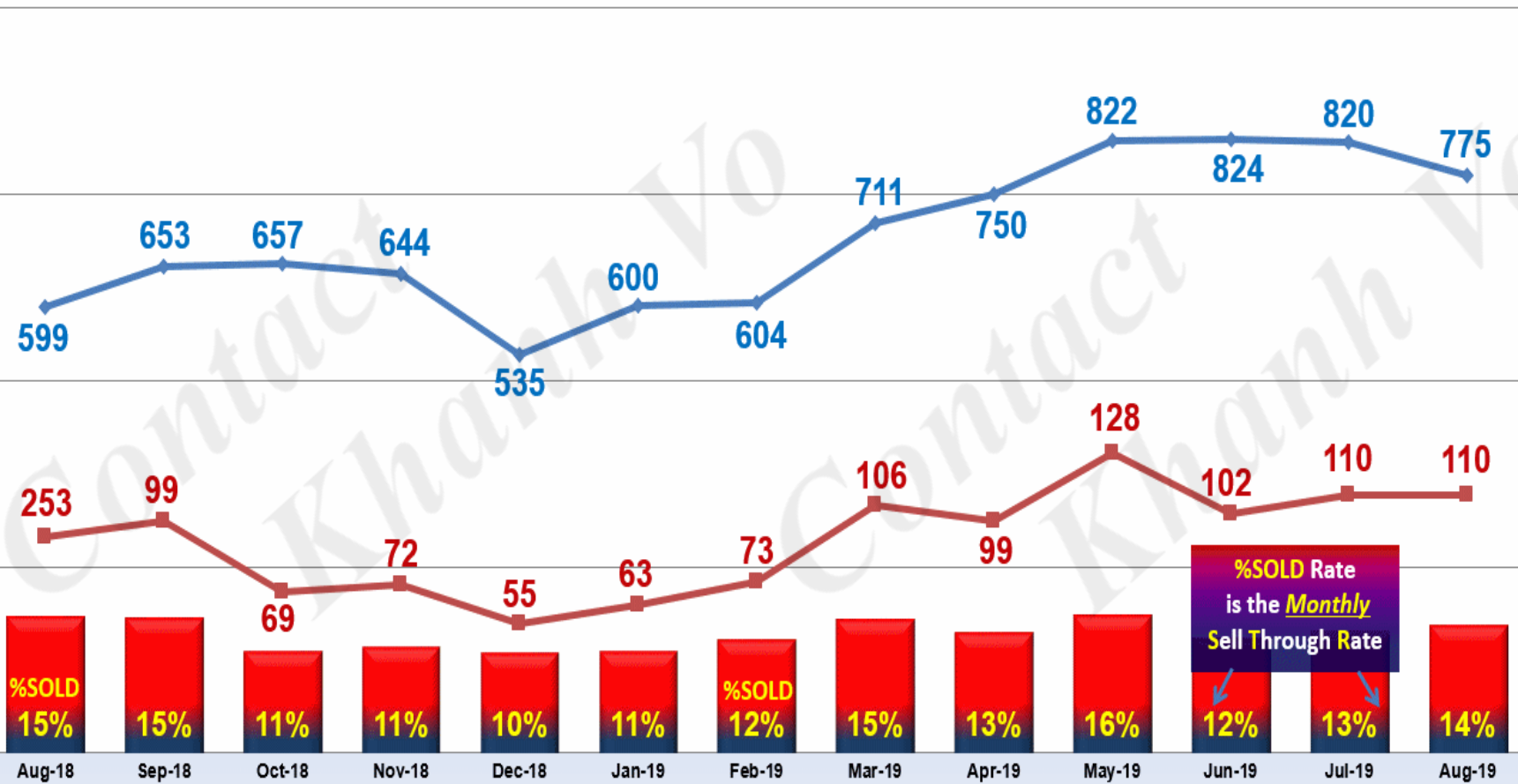


Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

Total Listings Sales



%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 White Rock & S. Surrey

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

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

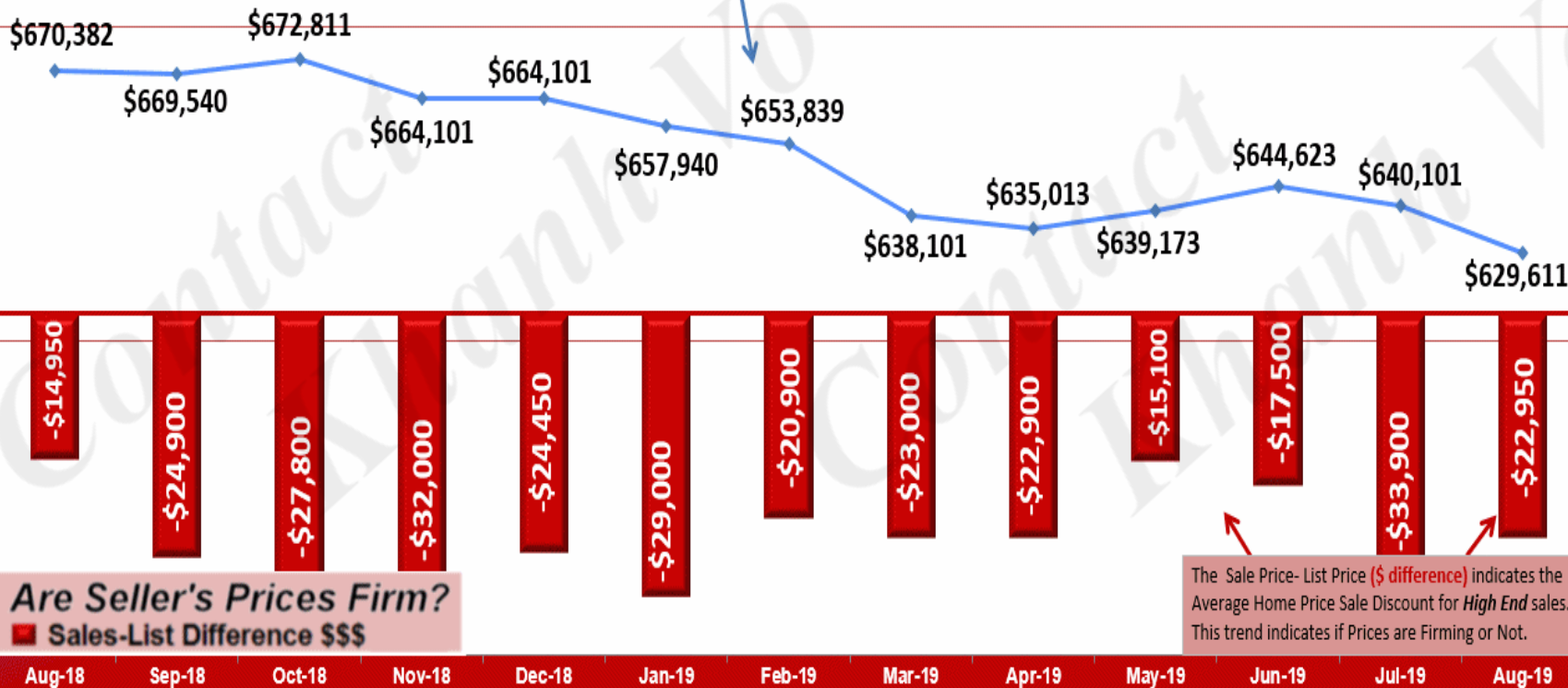


Condominiums

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

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

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the Condos. (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 High End sales. This trend indicates if Prices are Firming or Not.

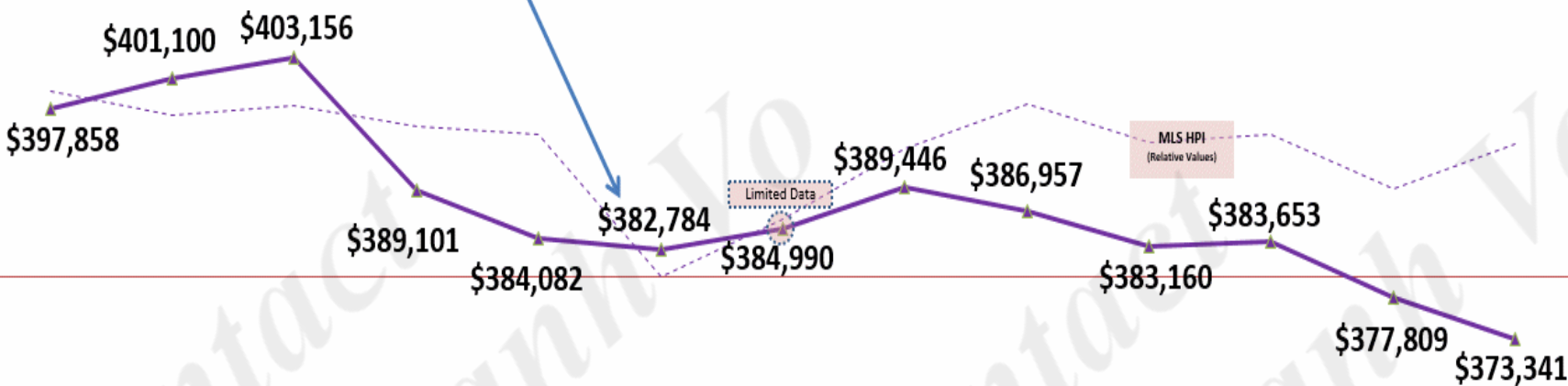
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Home Price Changes
(Home Price Index Paired sales from 2005)

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 Condos. (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)

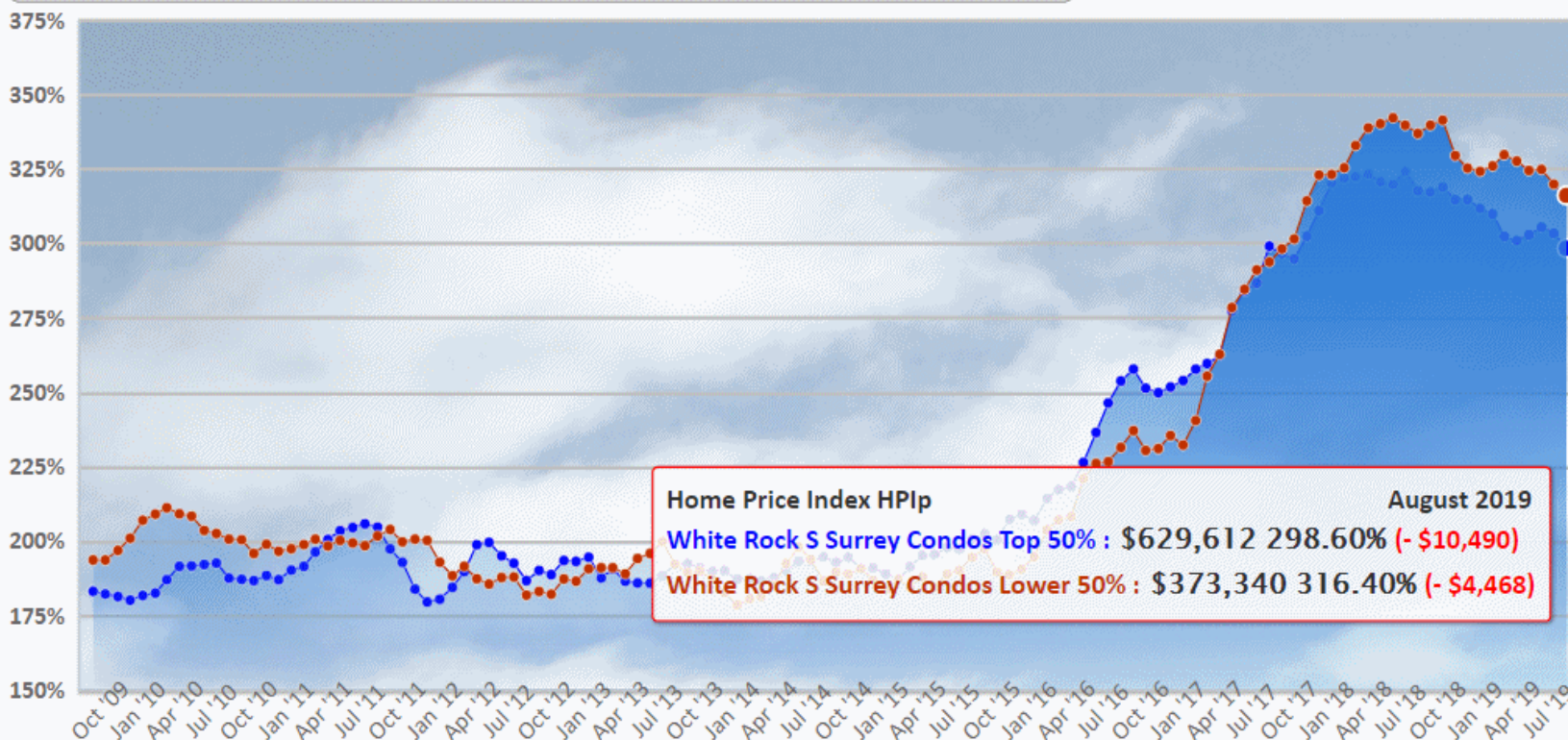
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White Rock S Surrey Condos Top 50% : HPIp Forecast+ Forecast-
 White Rock S Surrey Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 298.60
Jul 2019	% 303.60
Jun 2019	% 305.70
May 2019	% 303.10
Apr 2019	% 301.10
Mar 2019	% 302.60
Feb 2019	% 310.10
Jan 2019	% 312.00
Dec 2018	% 314.90
Nov 2018	% 314.90
Oct 2018	% 319.10
Sep 2018	% 317.50

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Attached White Rock - South Surrey 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)

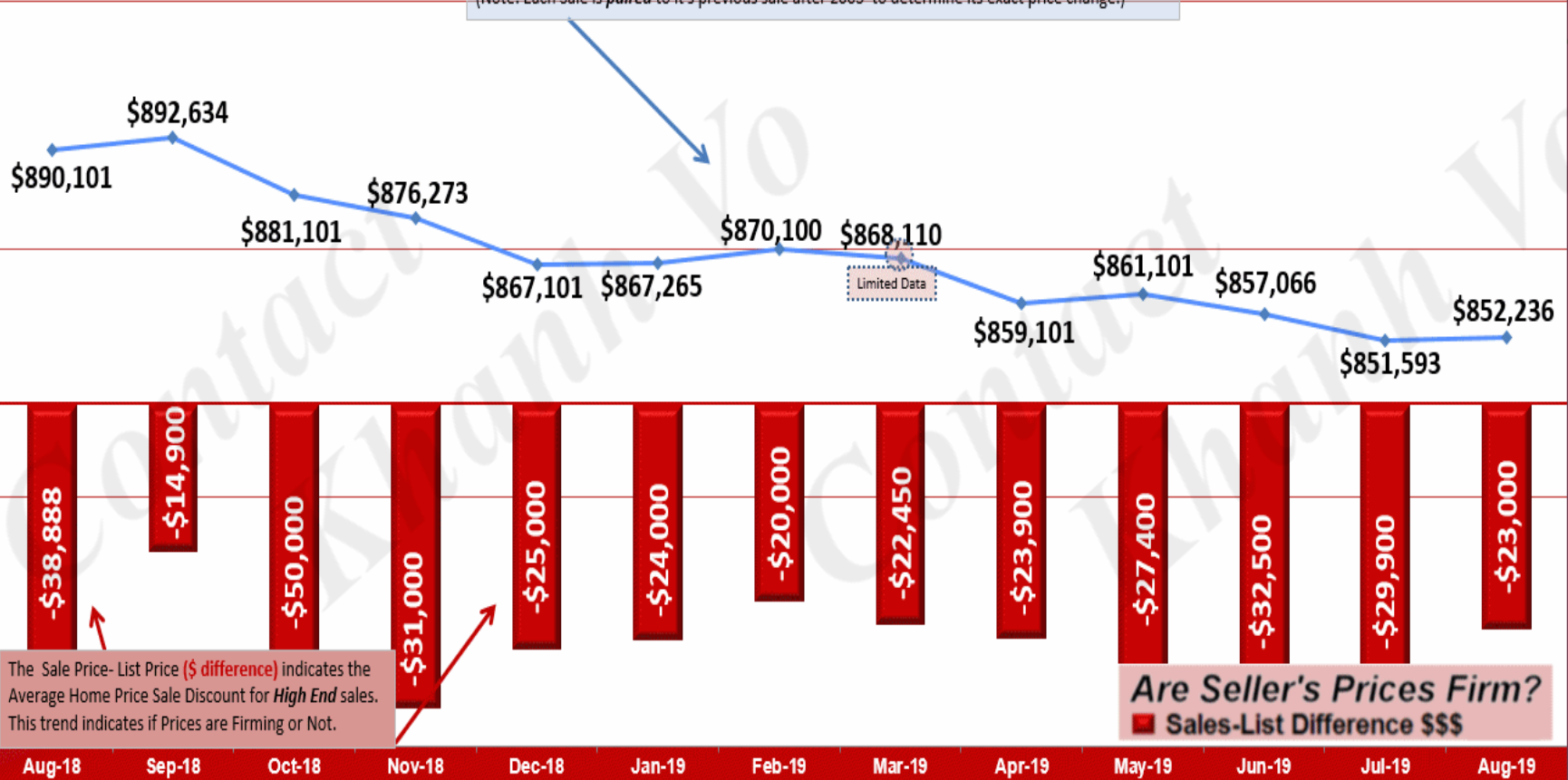
Home Price Changes
(Home Price Index Paired sales from 2005)



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

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

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



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

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

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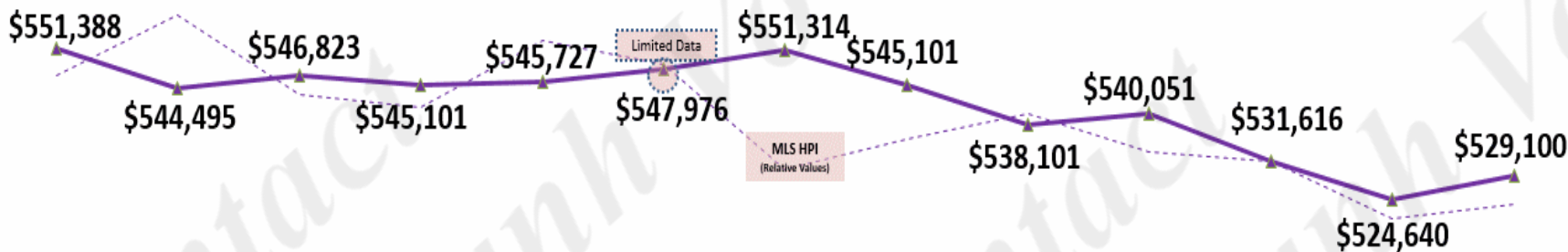
Market Analysis and Forecasting Sept 1/19 White Rock & S. Surrey

Attached White Rock - South Surrey 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.)



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



Townhouses



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.

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

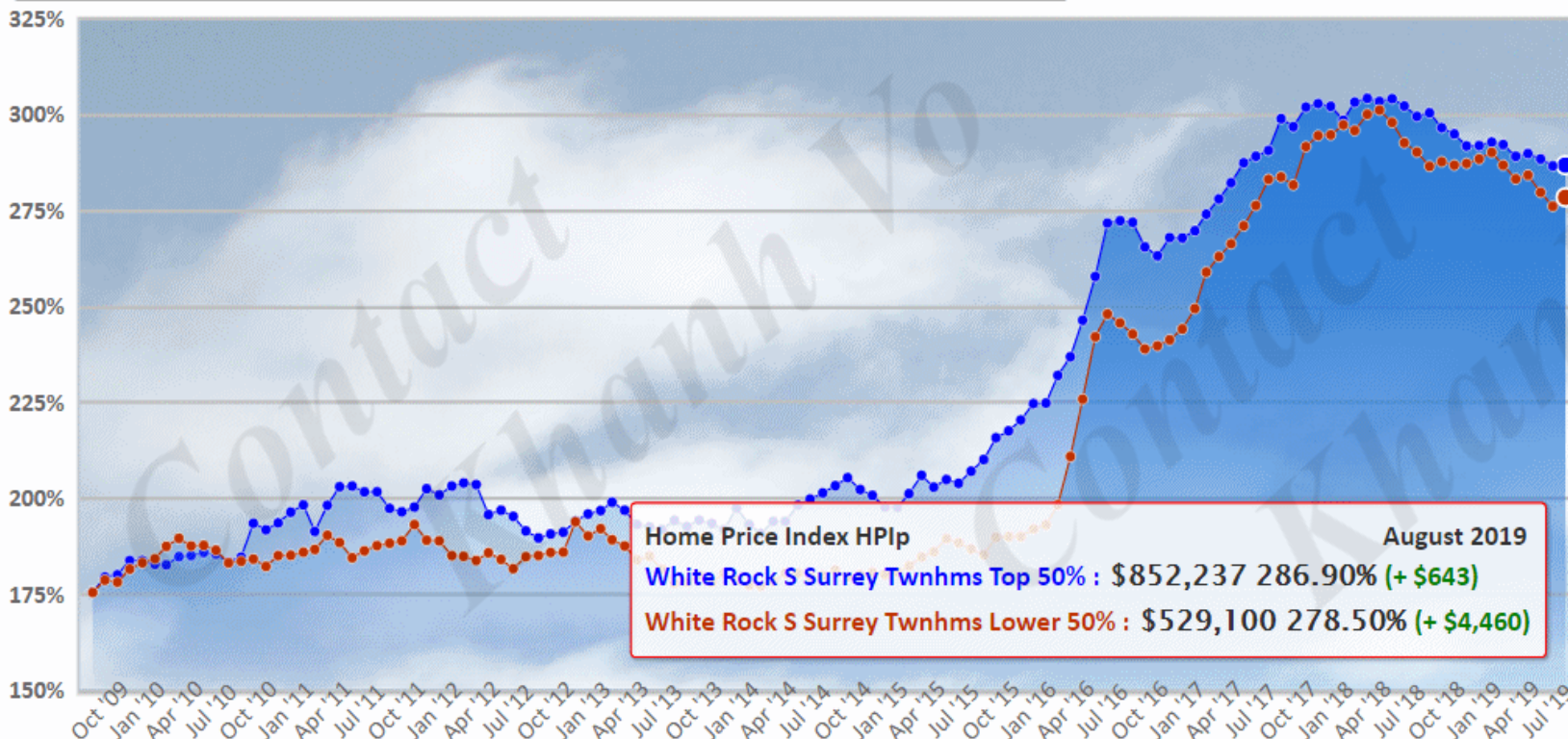
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White Rock S Surrey Twnhms Top 50% : HPIp Forecast+ Forecast-
 White Rock S Surrey Twnhms Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 286.90
Jul 2019	% 286.70
Jun 2019	% 288.50
May 2019	% 289.90
Apr 2019	% 289.20
Mar 2019	% 292.20
Feb 2019	% 292.90
Jan 2019	% 292.00
Dec 2018	% 291.90
Nov 2018	% 295.00
Oct 2018	% 296.60
Sep 2018	% 300.50

<<< 1 2 3 >>>

Drag over area to ZOOM in

Highcharts.com



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Sept 1/19 East Surrey

East Surrey Sub areas Statistics - Aug 2019						
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	8	1	0	100%	\$0	12.5%
Guildford	207	29	26	97%	-\$14,000	14.0%
Fleetwood Tynehead	144	27	15	98%	-\$11,900	18.8%
Panorama Ridge	29	5	23	100%	\$0	17.2%
Sullivan Station	105	24	11	98%	-\$13,000	22.9%
Total Activity	493	86	20	98%	-\$12,950	17%

East Surrey List Price Ranges Statistics - Aug 2019						
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$400,000	96	15	34	96%	-\$16,000	15.6%
\$400,001-\$500,000	104	20	19	97%	-\$11,350	19.2%
\$500,001-\$600,000	139	27	15	98%	-\$11,900	19.4%
\$600,001 and more	154	24	15	98%	-\$13,000	15.6%
Total Activity	493	86	20	98%	-\$12,950	17%

Sept 1 2019 East Surrey Market Update Attached Townhomes/ Condos

Current: East Surrey is a Seller Market with average listing inventory, a **17 %SOLD** rate and a 98% Sell/List Ratio.
 (This means the discount on a sale from the original list price is averaging -\$12,950)
Most Active Price Range: Homes between \$500,000 - \$600,000 have **19.4 %SOLD** rate
Least Active Price Range: Homes above \$600,000 have **15.6 %SOLD** rate.

History: The East Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices are decreased \$37,572.
 The East Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$34,865.
 The East Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$4,813.
 The East Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are decreased \$19,839.

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

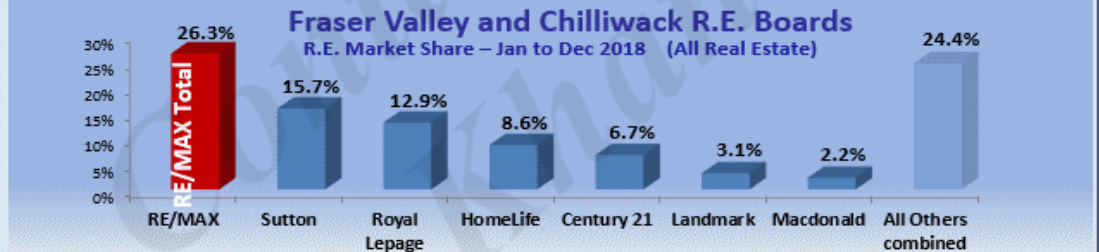
Forecast: The listing inventory is 2% less than the same month last year.
 August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

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Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	501	550	493		-57
Active Listings (1st of the month)	341	408	397	370	-27
Solds	93	110	86		-24
Days on Market (DOM)	15	21	20		-1
%SOLD (Sales/ Listings /mnlthly rate)	19%	20%	17%		-2.6%
Condos (Top 50%) Home Price Index HPIp	\$463,101	\$424,857	\$425,529		\$673
Condos (Lower 50%) Home Price Index HPI	\$340,875	\$308,062	\$306,010		-\$2,052
Twnhs (Top 50%) Home Price Index HPIp	\$624,020	\$625,101	\$619,207		-\$5,894
Twnhs (Lower 50%) Home Price Index HPIp	\$470,871	\$458,706	\$451,032		-\$7,674

the RE/MAX Market Share Reports



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

Total Listings Sales

Sales / Listings

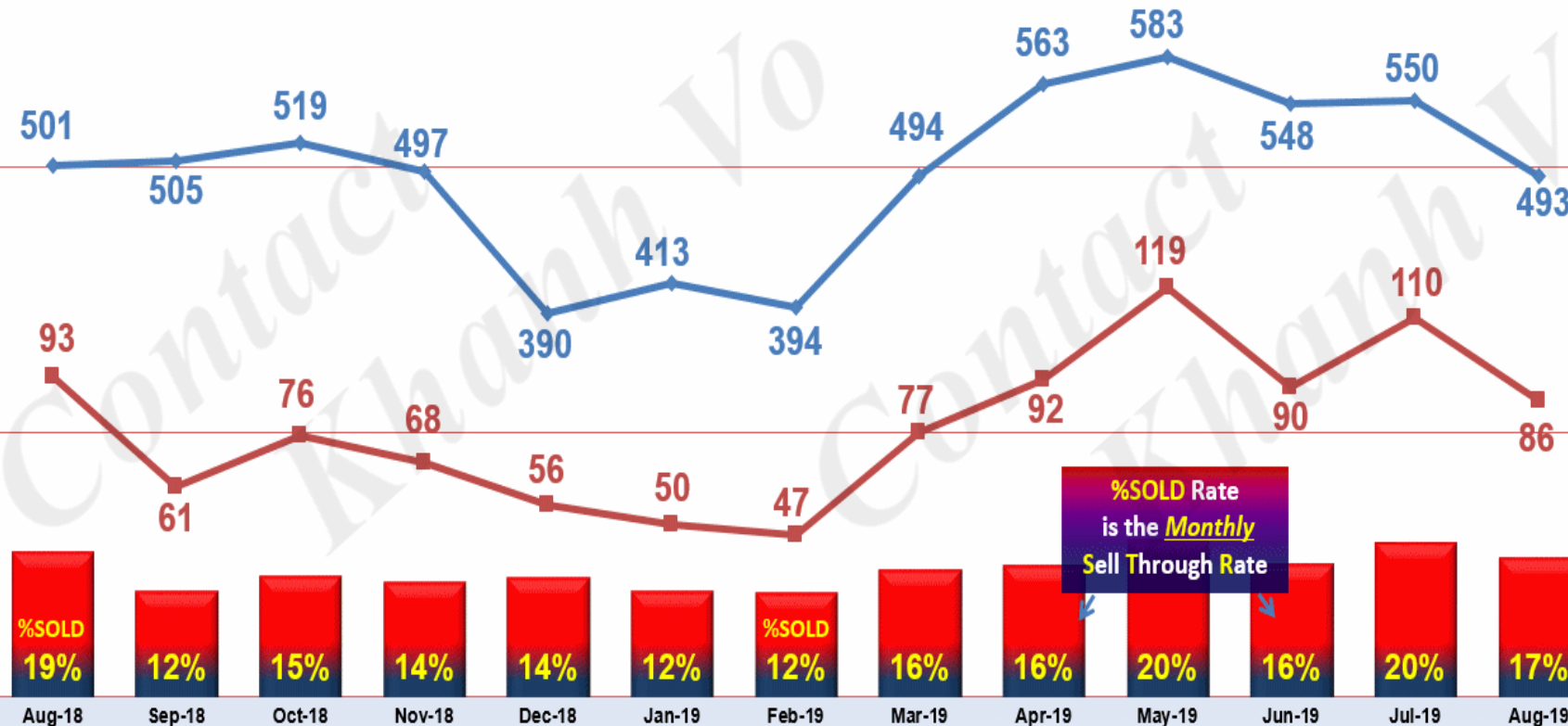
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate



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Market Analysis and Forecasting Sept 1/19 East Surrey

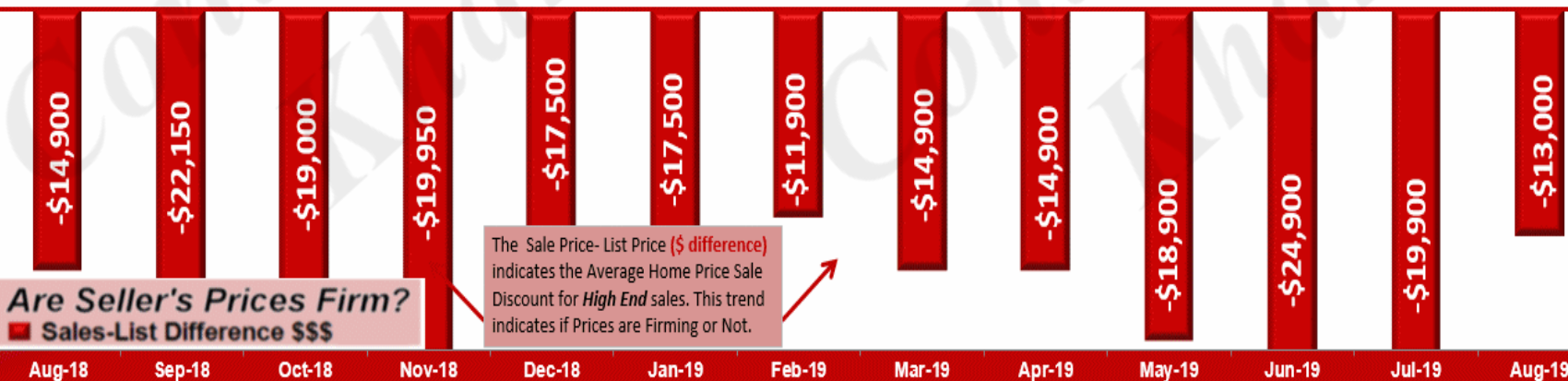
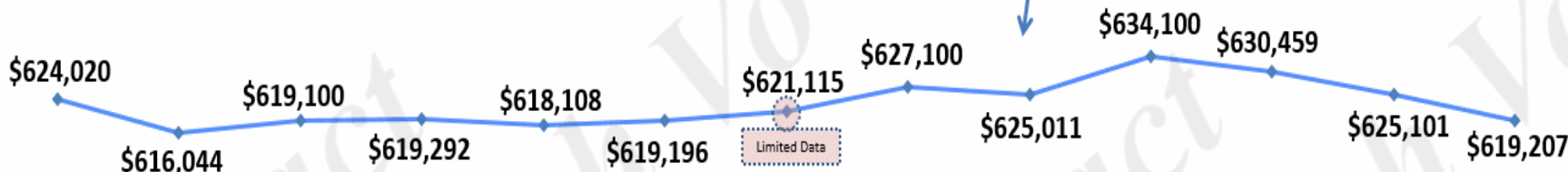
Attached East Surrey Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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 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 High End sales. This trend indicates if Prices are Firming or Not.

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 East Surrey 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 our 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.)



Townhouses

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

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



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

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

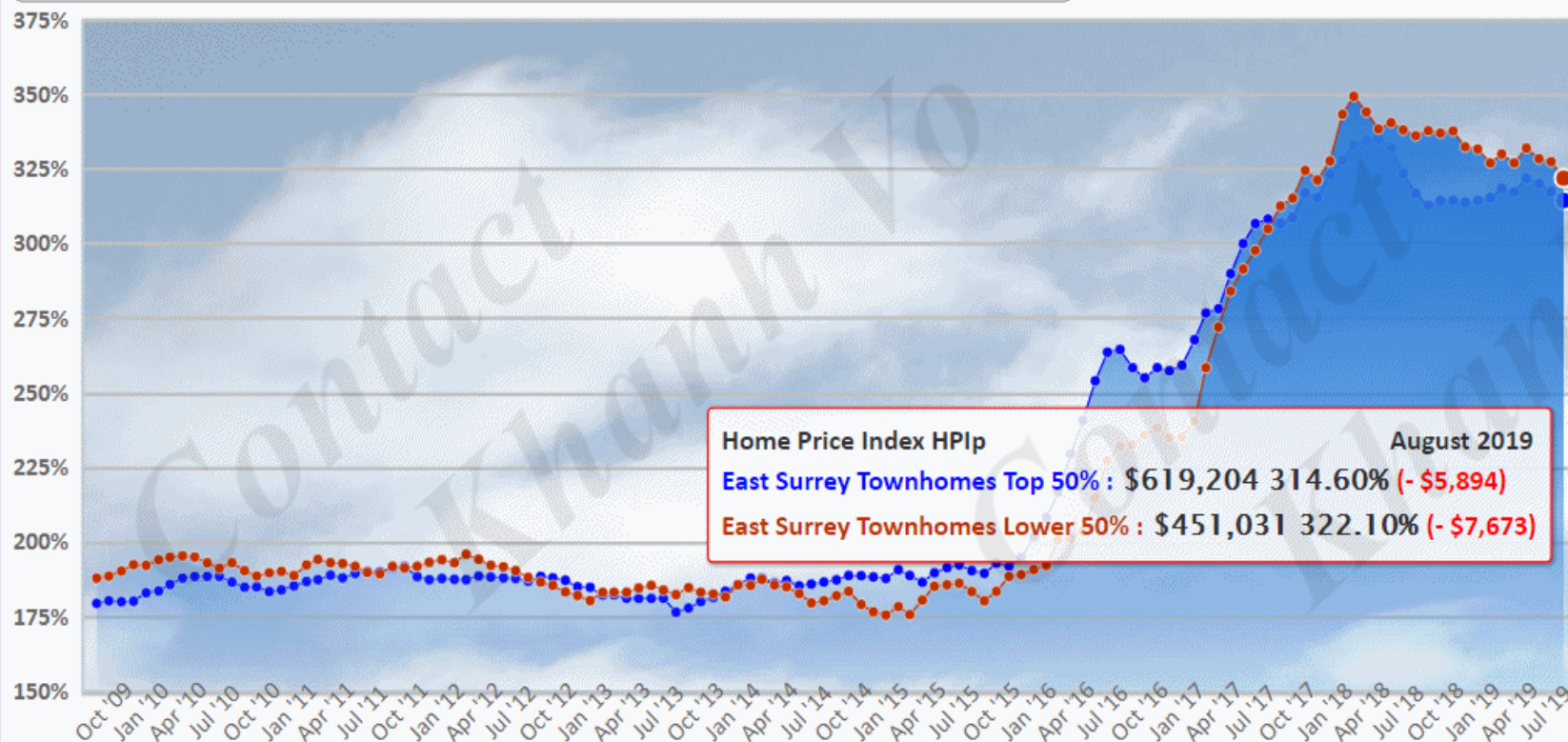
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Market Analysis and Forecasting Sept 1/19 East Surrey

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East Surrey Townhomes Top 50% : HPIp Forecast+ Forecast-
 East Surrey Townhomes Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp August 2019
 East Surrey Townhomes Top 50% : \$619,204 314.60% (- \$5,894)
 East Surrey Townhomes Lower 50% : \$451,031 322.10% (- \$7,673)

Date	Value
Aug 2019	% 314.60
Jul 2019	% 317.60
Jun 2019	% 320.30
May 2019	% 322.10
Apr 2019	% 317.50
Mar 2019	% 318.60
Feb 2019	% 315.50
Jan 2019	% 314.60
Dec 2018	% 314.00
Nov 2018	% 314.60
Oct 2018	% 314.50
Sep 2018	% 313.00

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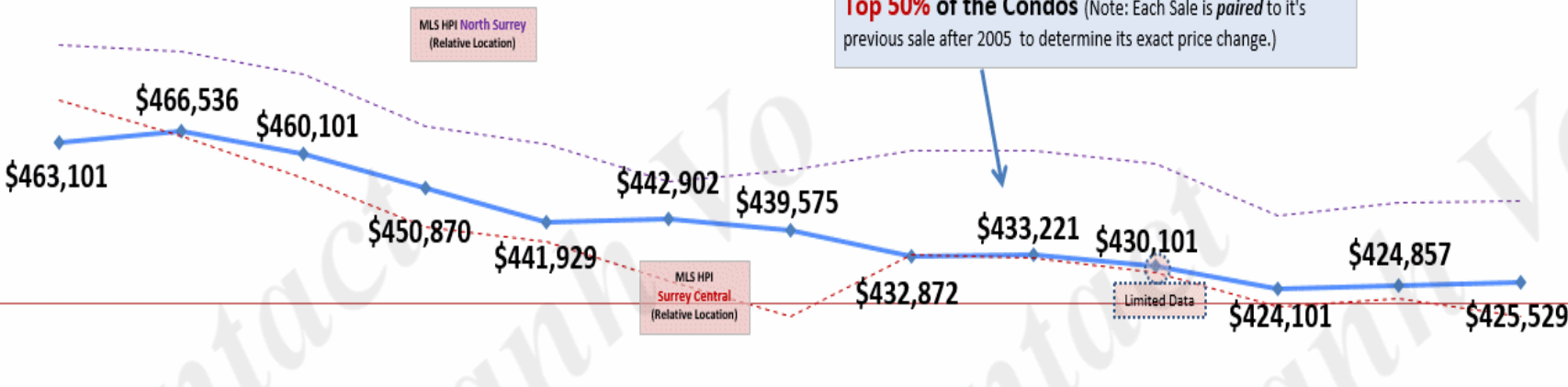


Market Analysis and Forecasting Sept 1/19 East Surrey

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

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

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



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



Condominiums



Condominiums



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

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

Sales Discount \$\$

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

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produced for: Khanh Vo



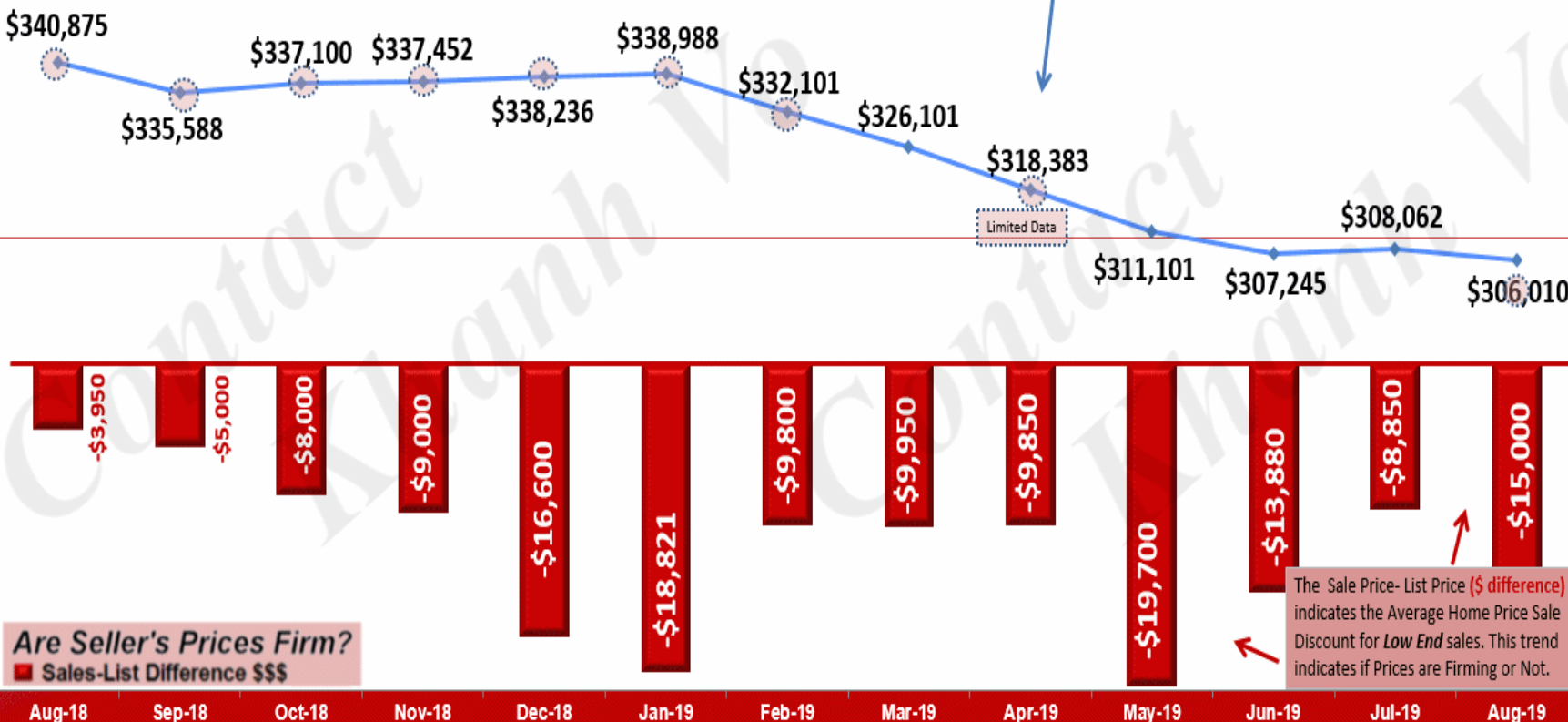
Market Analysis and Forecasting Sept 1/19 East Surrey

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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 our MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes. (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.



Townhouses

Sales Discount \$\$

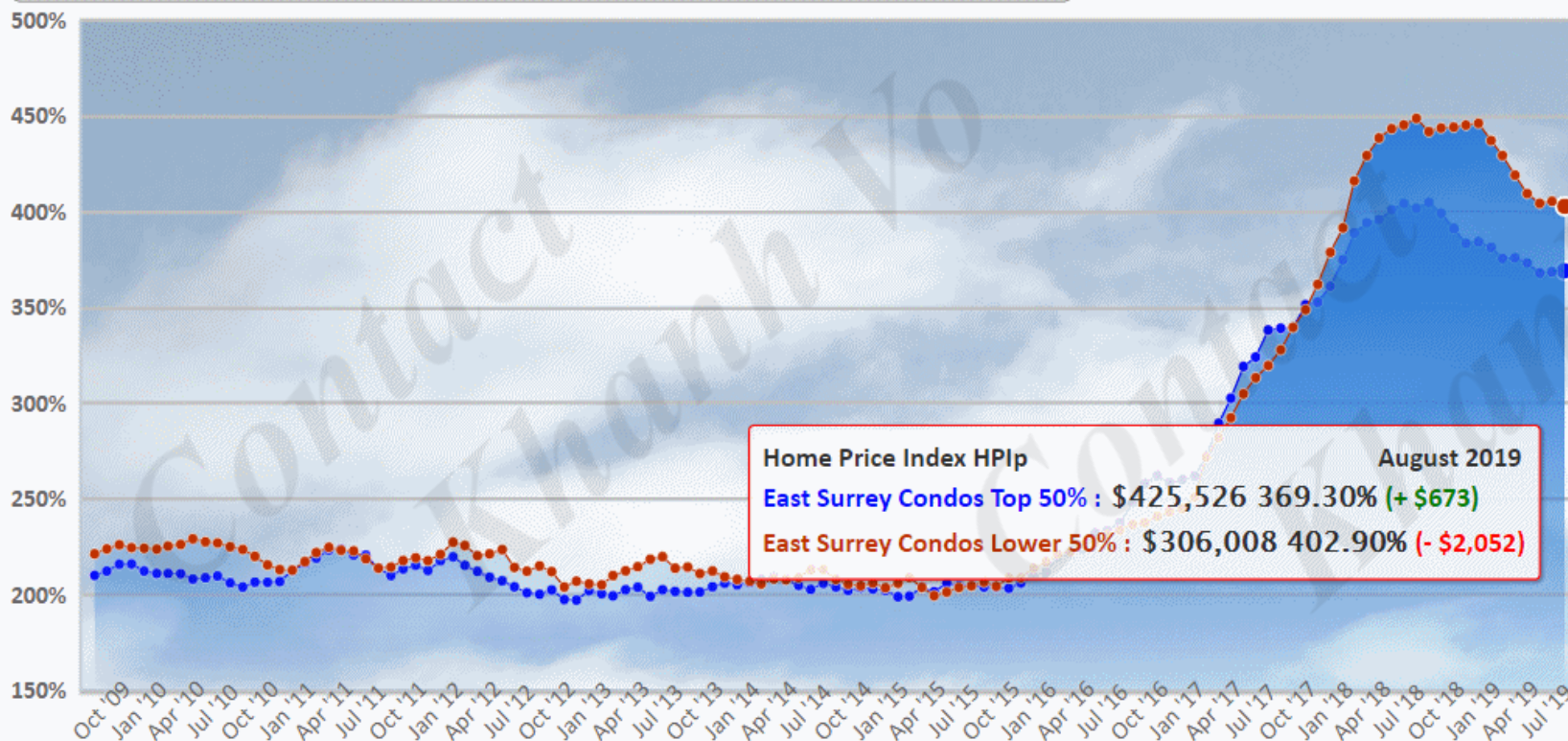
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Powered by the Greater Vancouver Market Reports HPIp

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



Monthly Home values

Date	Value
Aug 2019	% 369.30
Jul 2019	% 368.70
Jun 2019	% 368.10
May 2019	% 373.30
Apr 2019	% 376.00
Mar 2019	% 375.70
Feb 2019	% 381.50
Jan 2019	% 384.40
Dec 2018	% 383.60
Nov 2018	% 391.30
Oct 2018	% 399.30
Sep 2018	% 404.90

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Sept 1/19 West Surrey

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	2	0				0.0%
Bolivar Heights	18	1	68	98%	-\$5,000	5.6%
Royal Heights	3	0				0.0%
Cedar Hills	7	1	11	102%	\$5,000	14.3%
Whalley	408	63	29	95%	-\$19,880	15.4%
Queen Mary Park Sur	96	10	29	97%	-\$22,000	10.4%
Bear Creek Green Tim	23	4	22	99%	-\$4,445	17.4%
West Newton	139	14	35	96%	-\$21,000	10.1%
East Newton	112	20	27	97%	-\$15,700	17.9%
Total Activity	808	113	29	96%	-\$18,900	14%

Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$350,000	153	27	18	97%	-\$9,900	17.6%
\$350,001-\$450,000	271	40	29	95%	-\$19,500	14.8%
\$450,001-\$550,000	167	20	23	95%	-\$24,700	12.0%
\$550,001 and more	217	26	41	97%	-\$19,950	12.0%
Total Activity	808	113	29	96%	-\$18,900	14%

	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	757	834	808		-26
Active Listings (1st of the month)	496	629	648	629	-19
Solds	137	117	113		-4
Days on Market (DOM)	11	23	29		6
%SOLD (Sales/ Listings /mnlthly rate)	18%	14%	14%		0%
Condos (Top 50%) Home Price Index HPIp	\$456,898	\$419,788	\$415,148		-\$4,640
Condos (Lower 50%) Home Price Index HPIp	\$332,101	\$297,495	\$299,100		\$1,605
Twnhs (Top 50%) Home Price Index HPIp	\$619,841	\$591,908	\$593,992		\$2,084
Twnhs (Lower 50%) Home Price Index HPIp	\$456,101	\$447,100	\$449,393		\$2,293

Sept 1 2019 West Surrey Market Update Attached Townhomes/ Condos

Current: West Surrey is a Stable Market with average listing inventory, a **14 %SOLD** rate and a 96% Sell/List Ratio.
(This means the discount on a sale from the original list price is averaging -\$18,900)

Most Active Price Range: Homes below \$350,000 have **17.6 %SOLD** rate.
Least Active Price Range: Homes above \$450,001 have **12.0 %SOLD** rate.

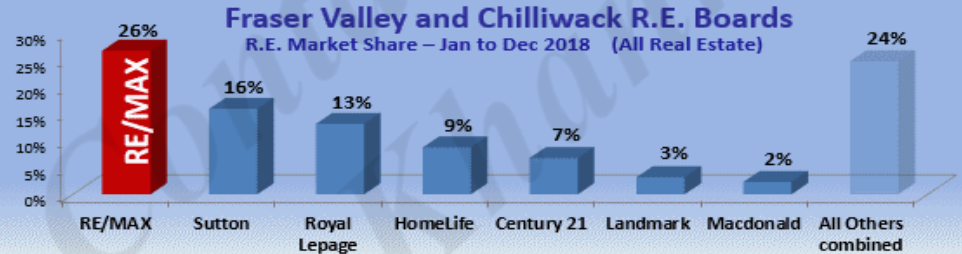
History: The West Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$41,750.
The West Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$33,001.
The West Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$25,849.
The West Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$6,708.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: Current month's listing inventory is 7% more than the same month last year.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. 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. 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.

Analytical Methods: West Surrey represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **West Surrey HPIp Top 50%** representing the higher end sales and the **West Surrey 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

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



Market Analysis and Forecasting Sept 1/19 West Surrey

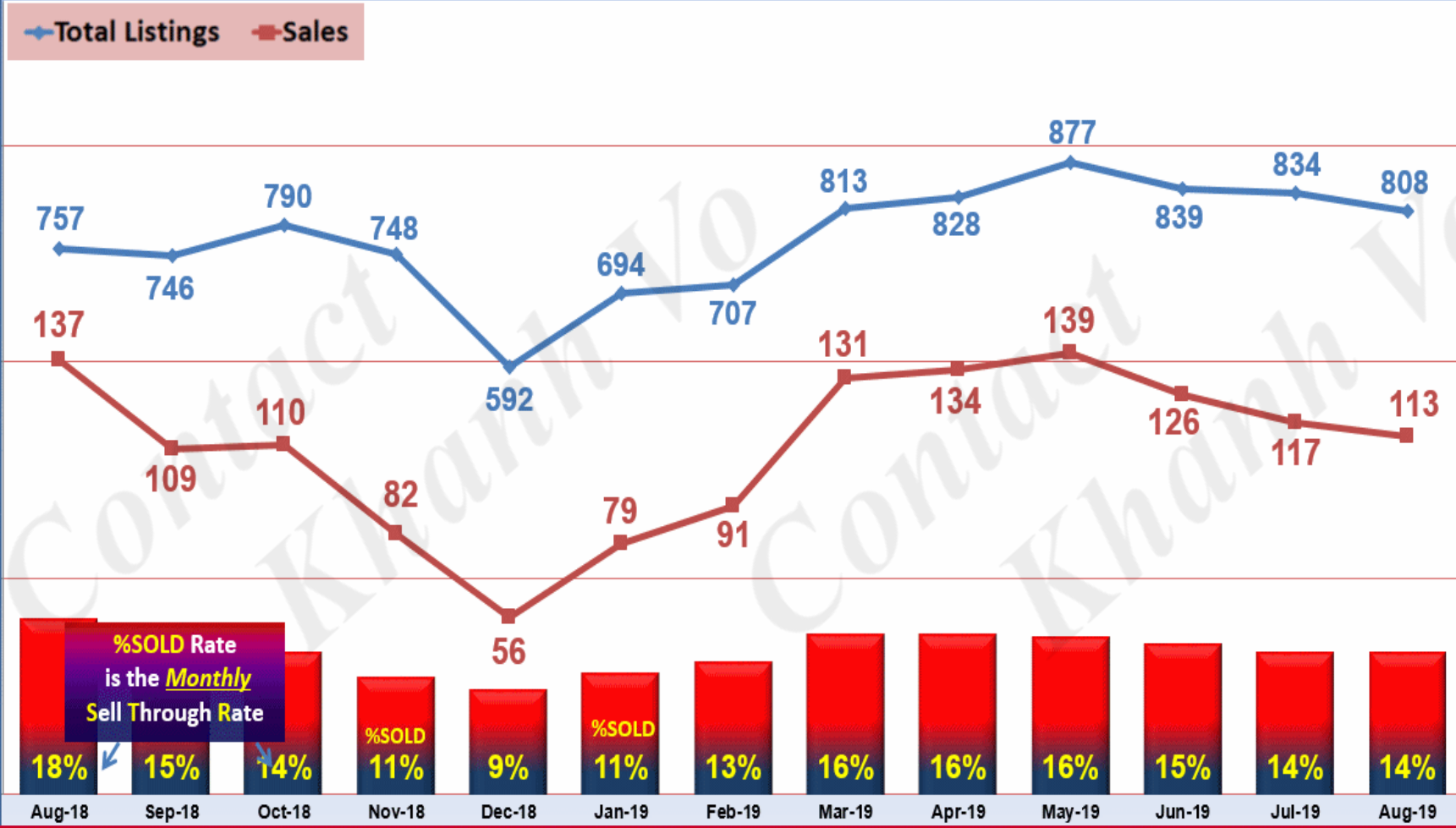
Attached Townhomes/ Condos West Surrey Total Listings, Sales, and %SOLD rates

Sales / Listings
Monthly Totals



Attached

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



%SOLD Rate is the Monthly Sell Through Rate



Attached

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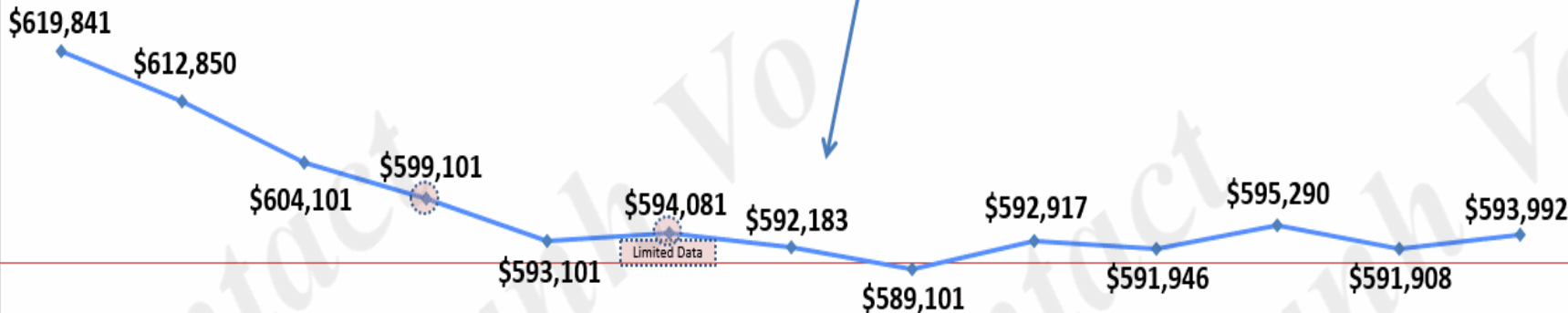
Attached West Surrey Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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.)

Home Price Changes
(Home Price Index Paired sales from 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.



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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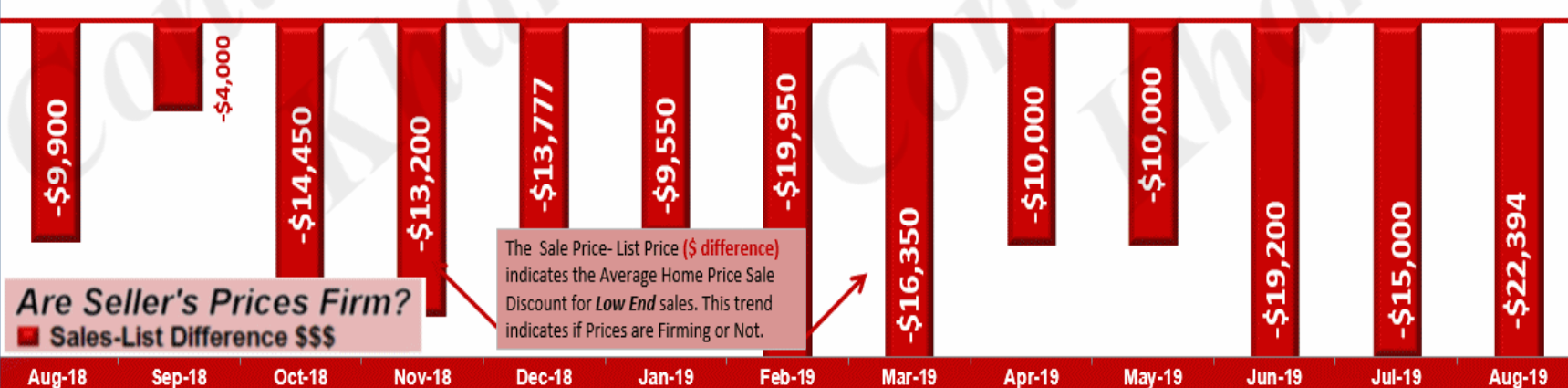
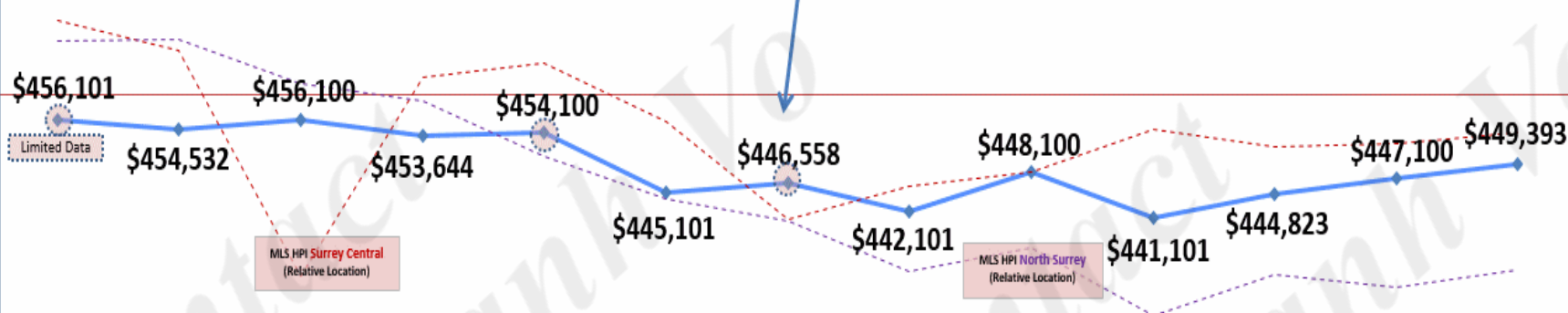


Attached West Surrey Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

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

The Home Price Index HPIp is our 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 indicates if Prices are Firming or Not.



Townhouses

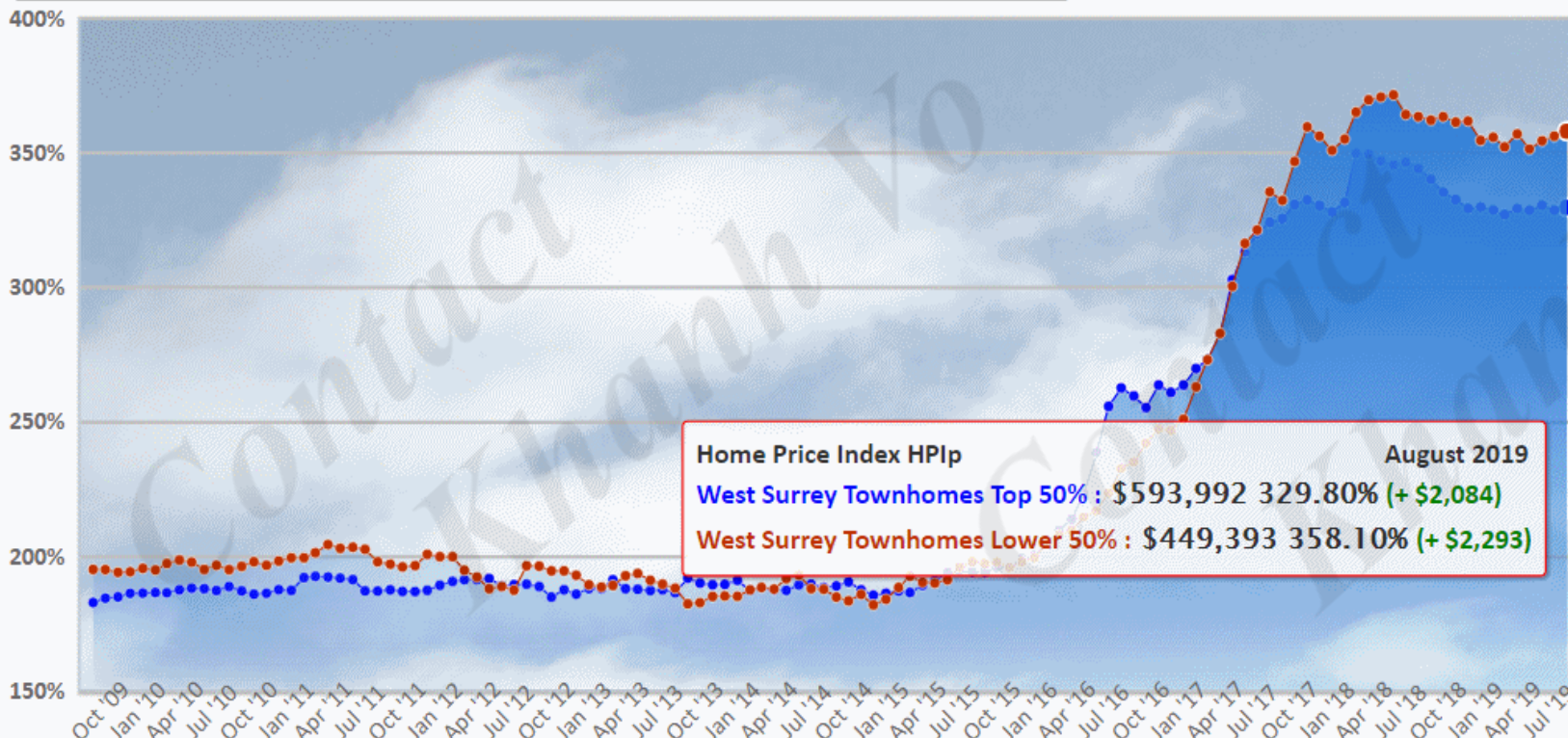
Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

*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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Powered by the Greater Vancouver Market Reports HPIp

West Surrey Townhomes Top 50% : HPIp Forecast+ Forecast-
 West Surrey Townhomes Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp August 2019
 West Surrey Townhomes Top 50% : \$593,992 329.80% (+ \$2,084)
 West Surrey Townhomes Lower 50% : \$449,393 358.10% (+ \$2,293)

Monthly Home values

Date	Value
Aug 2019	% 329.80
Jul 2019	% 328.70
Jun 2019	% 330.60
May 2019	% 328.70
Apr 2019	% 329.30
Mar 2019	% 327.10
Feb 2019	% 328.80
Jan 2019	% 329.90
Dec 2018	% 329.40
Nov 2018	% 332.70
Oct 2018	% 335.50
Sep 2018	% 340.30

<< 1 2 3 >>

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Market Analysis and Forecasting Sept 1/19 West Surrey

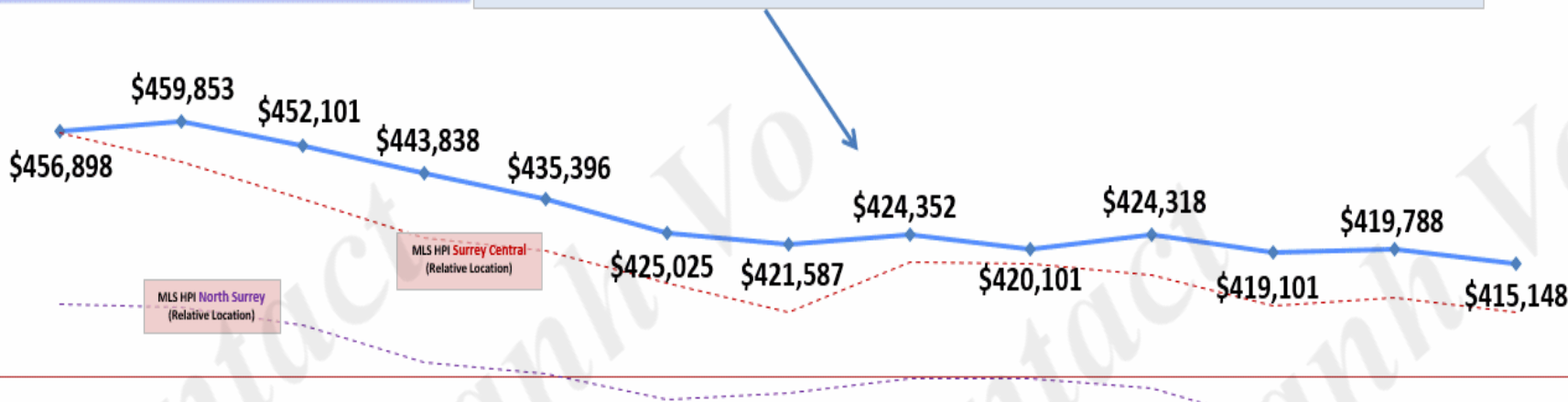
Attached West Surrey Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

Are Home Prices Up?

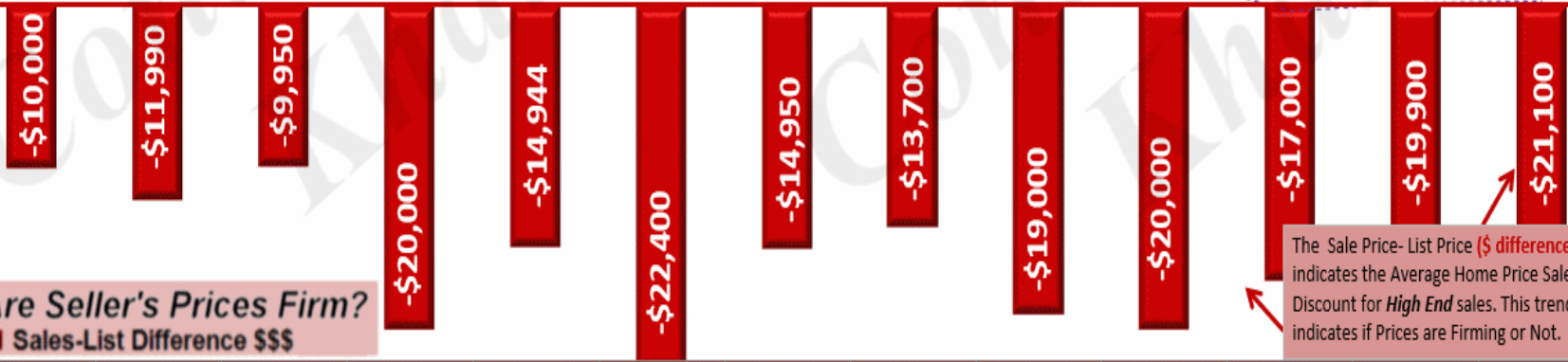
Home Price Index → HPIp (Top 50%)

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



Condominiums

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



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.



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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Market Analysis and Forecasting Sept 1/19 West Surrey

Attached West Surrey 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)



Townhouses

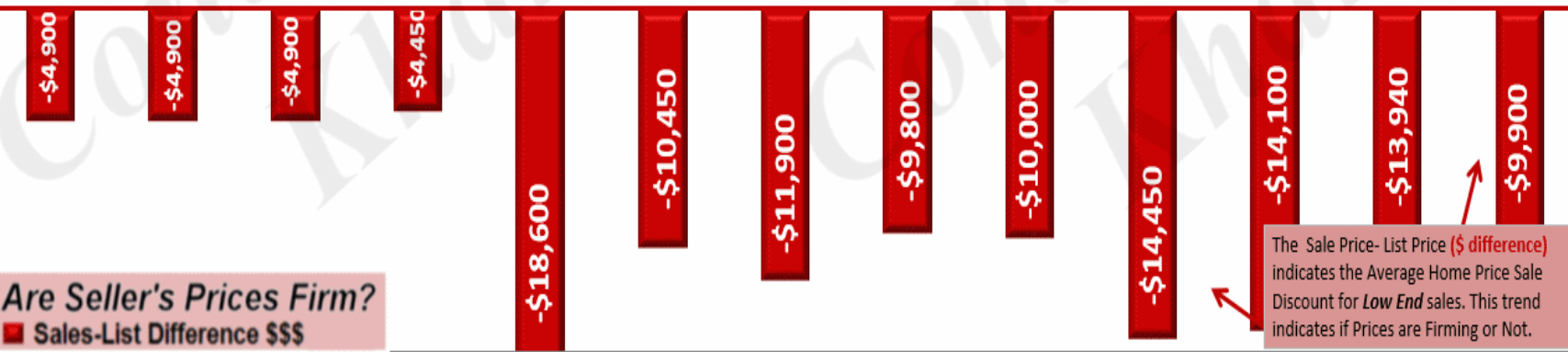
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

The Home Price Index HPIp is our 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.

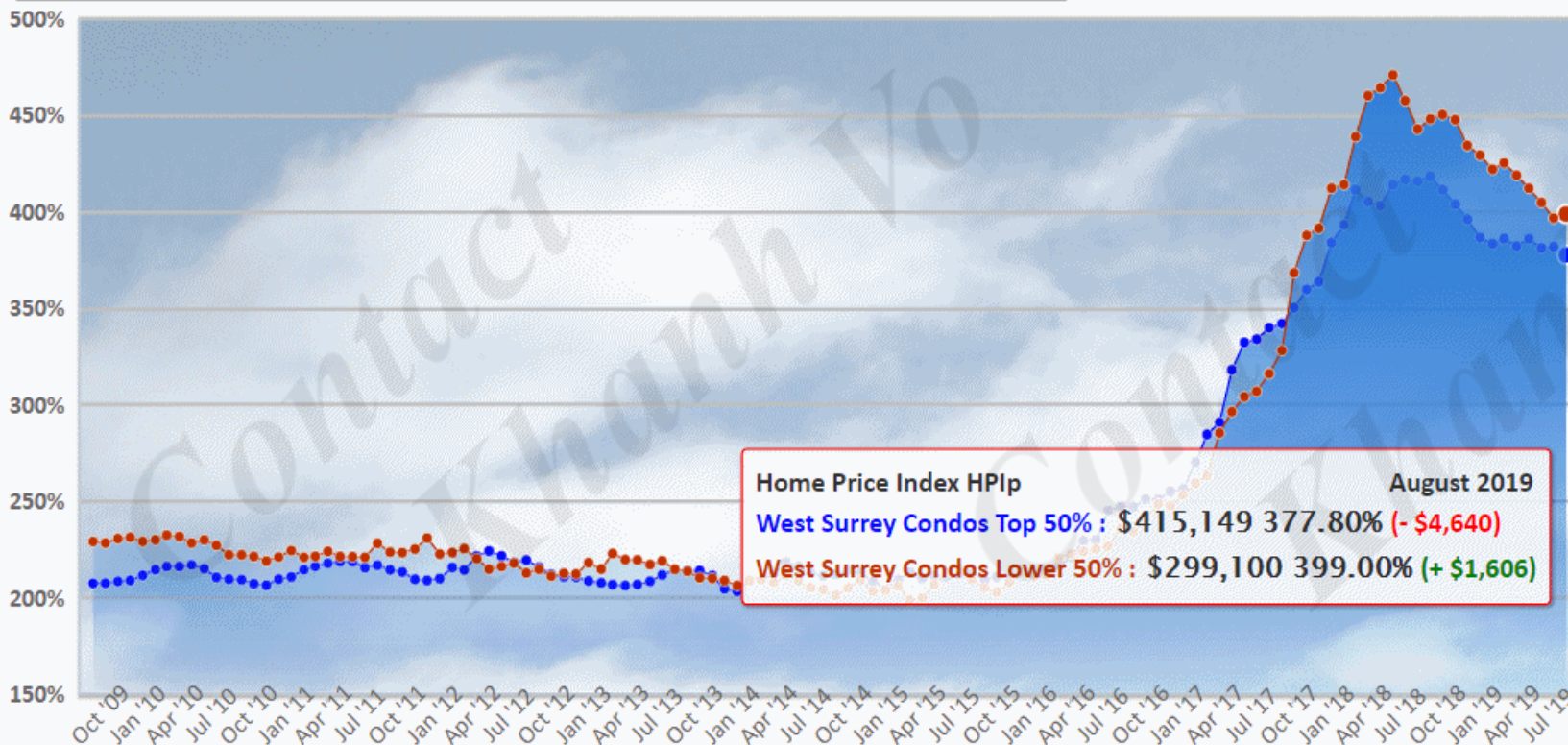
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West Surrey Condos Top 50% : HPIp Forecast+ Forecast-
 West Surrey Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 377.80
Jul 2019	% 382.00
Jun 2019	% 381.40
May 2019	% 386.10
Apr 2019	% 382.30
Mar 2019	% 386.20
Feb 2019	% 383.60
Jan 2019	% 386.80
Dec 2018	% 396.20
Nov 2018	% 403.90
Oct 2018	% 411.40
Sep 2018	% 418.50

<<< 1 2 3 >>>

Highcharts.com

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



KHANH VO

Advice you can trust

604-710-1245 khanhvo@remax.net

Market Analysis and Forecasting Sept 1/19 Richmond

Richmond Sub areas Statistics - Aug 2019

Neighbourhoods	Total Listings (1month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Sea Island	1	0				0.0%
Bridgeport RI	23	4	95	98%	-\$14,694	17.4%
West Cambie	238	18	35	95%	-\$28,750	7.6%
East Cambie	23	0				0.0%
Terra Nova	38	6	100	98%	-\$19,500	15.8%
Riverdale RI	35	5	37	96%	-\$16,500	14.3%
Quilchena RI	2	1	7	99%	-\$4,000	50.0%
Granville	27	2	77	91%	-\$49,950	7.4%
Seafair	8	1	13	98%	-\$13,000	12.5%
Boyd Park	25	4	35	98%	-\$13,900	16.0%
Lackner	9	0				0.0%
Steveston Village	13	2	14	97%	-\$22,000	15.4%
Steveston North	25	6	31	96%	-\$26,575	24.0%
Steveston South	69	5	40	97%	-\$21,000	7.2%
Westwind	3	1	64	96%	-\$34,000	33.3%
Woodwards	36	2	9	112%	\$58,500	5.6%
Broadmoor	18	1	29	86%	-\$148,000	5.6%
Garden City	16	1	71	96%	-\$39,000	6.3%
Saunders	22	2	53	93%	-\$51,900	9.1%
South Arm	11	1	5	98%	-\$11,000	9.1%
Brighthouse	478	61	35	94%	-\$33,000	12.8%
Brighthouse South	212	26	32	96%	-\$22,450	12.3%
McLennan North	189	17	22	98%	-\$16,000	9.0%
Gilmore	0	0				0.0%
McLennan	0	0				0.0%
East Richmond	6	0				0.0%
McNair	0	0				0.0%
Ironwood	43	6	51	96%	-\$20,100	14.0%
Hamilton RI	31	4	57	100%	-\$500	12.9%
Total Activity	1601	176	35	96%	-\$25,050	11%

Richmond List Price Ranges Statistics - Aug 2019

Home Price Range	Total Listings (1month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	20	4	24	90%	-\$22,950	20.0%
\$300,001-\$400,000	72	11	17	96%	-\$14,000	15.3%
\$400,001-\$500,000	183	28	36	97%	-\$13,000	15.3%
\$500,001-\$600,000	255	38	25	96%	-\$20,100	14.9%
\$600,001-\$700,000	287	42	43	95%	-\$30,250	14.6%
\$700,001-\$800,000	246	23	23	96%	-\$29,000	9.3%
\$800,001 and more	538	30	57	94%	-\$49,500	5.6%
Total Activity	1601	176	35	96%	-\$25,050	11%

Monthly Changes	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	1176	1696	1601		-95
Active Listings (1st of the month)	892	1356	1392	1301	-91
Solds	197	185	176		-9
DOM	19	36	35		-1
%SOLD (Sales/ Listings /monthly rate)	16.8%	10.9%	11.0%		0.1%
Condos (Top 50%) Home Price Index	\$675,101	\$611,798	\$601,625		-\$10,172
Condos (Lower 50%) Home Price Index	\$430,005	\$397,001	\$391,907		-\$5,094
Twnhs (Top 50%) Home Price Index	\$991,100	\$910,301	\$911,820		\$1,519
Twnhs (Lower 50%) Home Price Index	\$696,256	\$617,448	\$609,889		-\$7,559

the RE/MAX Market Share Reports



Sept 1 2019 Richmond Market Update (Attached)

Current: Richmond is a Stable Market with **11% SOLD** Rate and **95% Sell/List Ratio**. (This means an average of a \$25,050 discount on a sale from the original list price)

Most Active Range: Homes below \$300,000 have **20.0 % SOLD** rate. *Least Active Range:* Homes above \$800,000 have **5.6 % SOLD** rate.

History: Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$73,476.

Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are decreased \$38,098.

Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$79,280.

Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$86,367.

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

Forecast: This month's inventory is 36% more than same month last year. Active listing decreased which means that we will see lower than normal listings levels next month thus perpetuating the well supplied market. We project Richmond 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.

Notes: * For a more accurate price change for your home, do request a personal Comparative Market Analysis (CMA). Data is from: CMR, BERK, CARRER Real Estate Boards and they assume no responsibility for its accuracy. Copyright: REMAXreports.com

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

produced for: **Khanh Vo**



Market Analysis and Forecasting Sept 1/19 Richmond

Attached Richmond Total Listings**, Sales, and %SOLD Rates

Sales / Listings

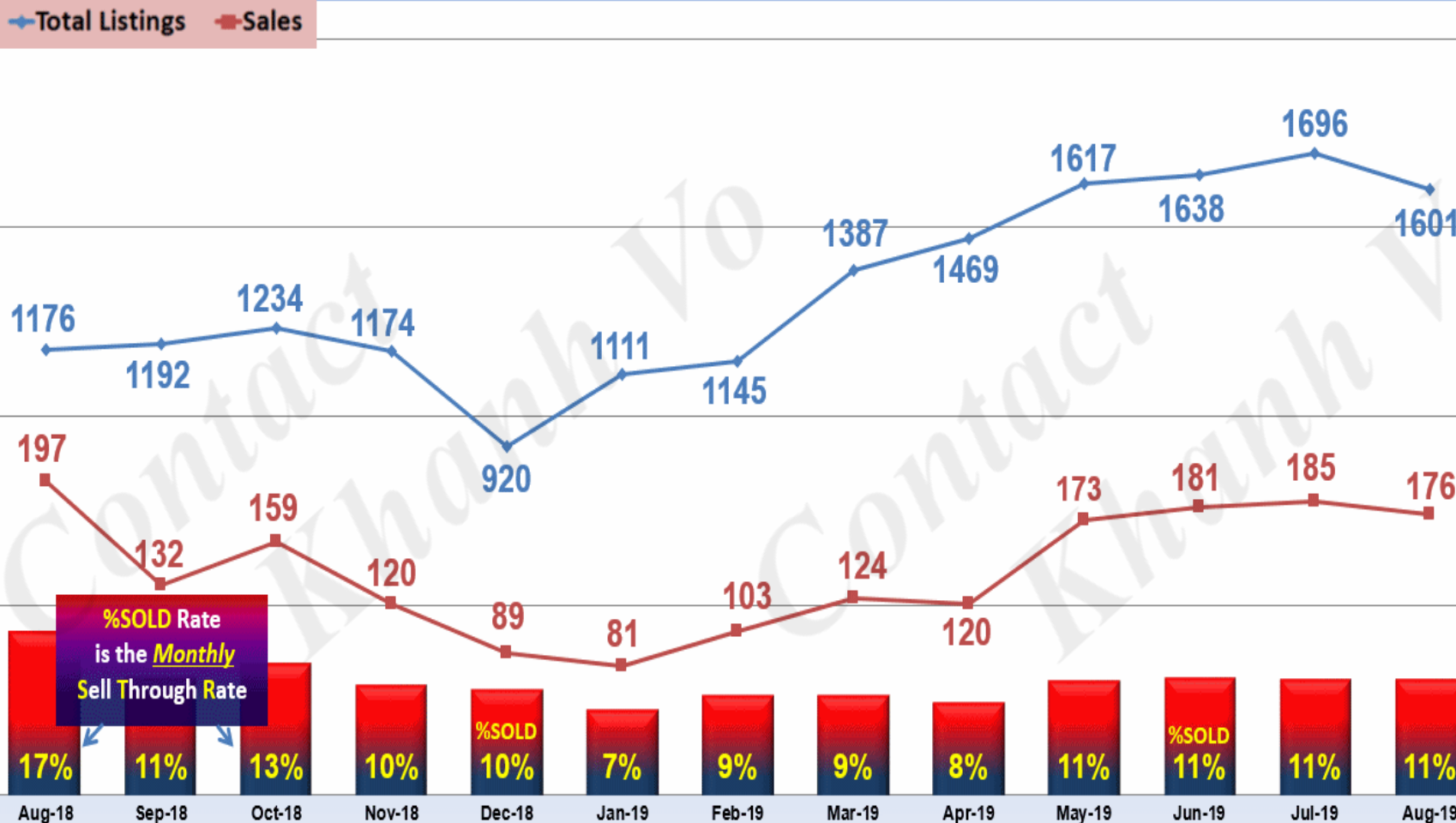
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate



Attached



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

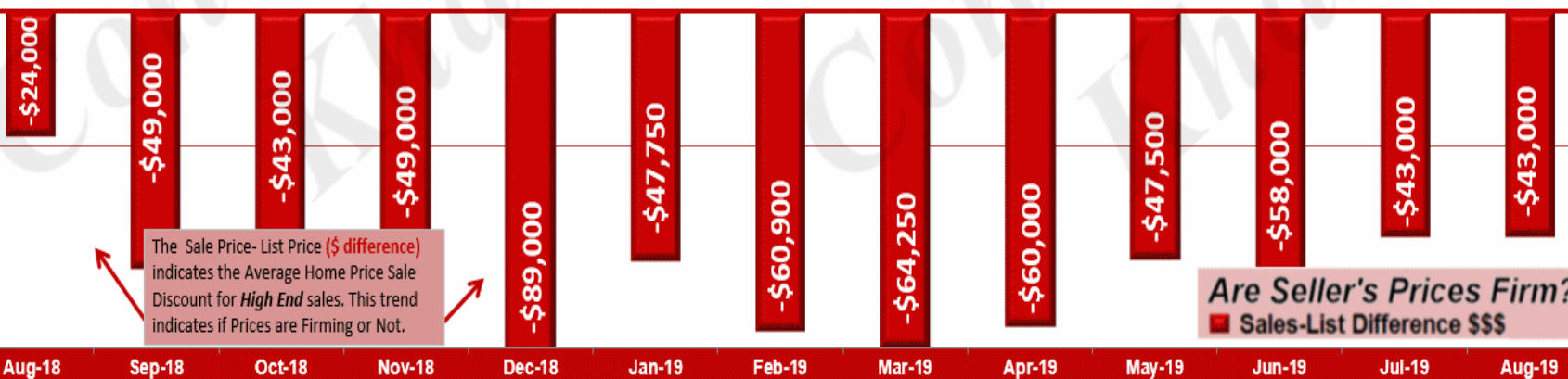
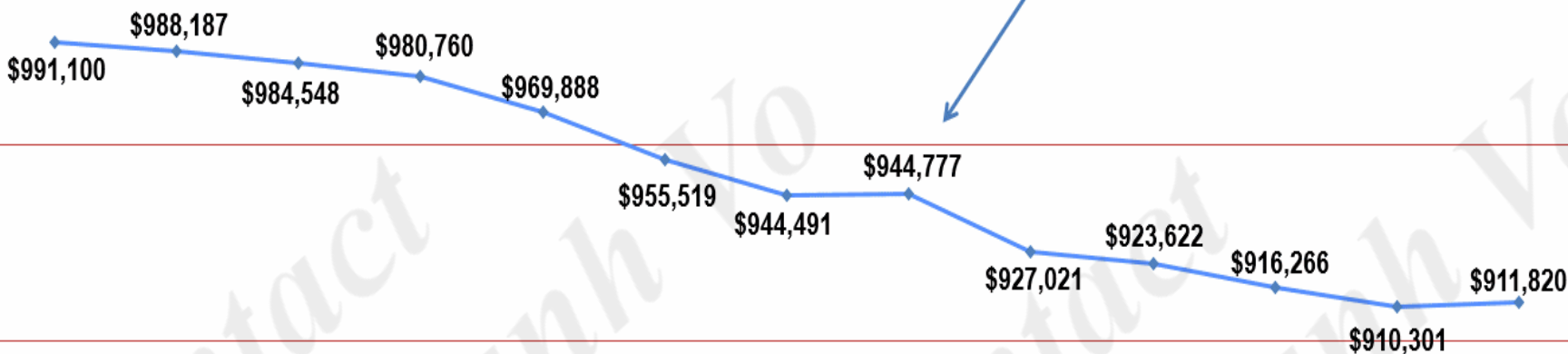
Home Price Changes
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPI (Top 50%)

The Home Price Index HPI 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 \$\$\$



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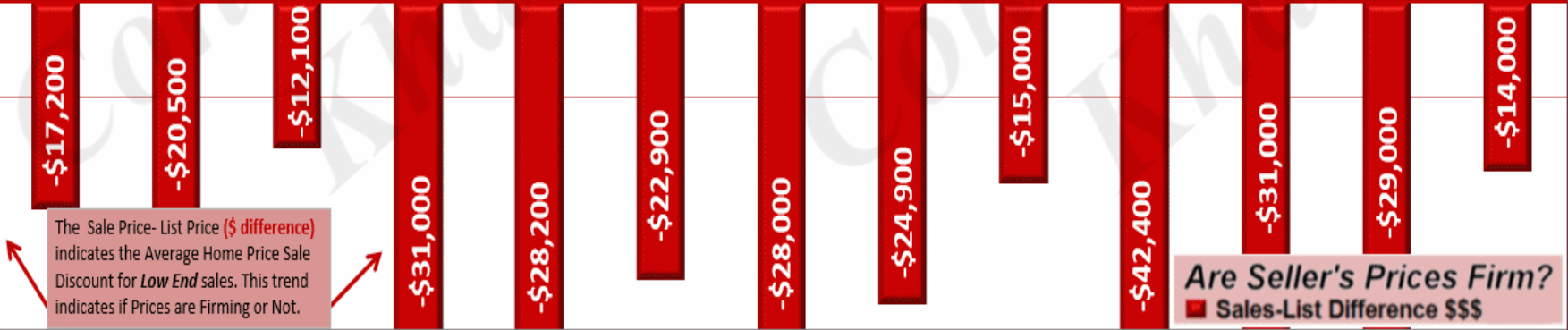
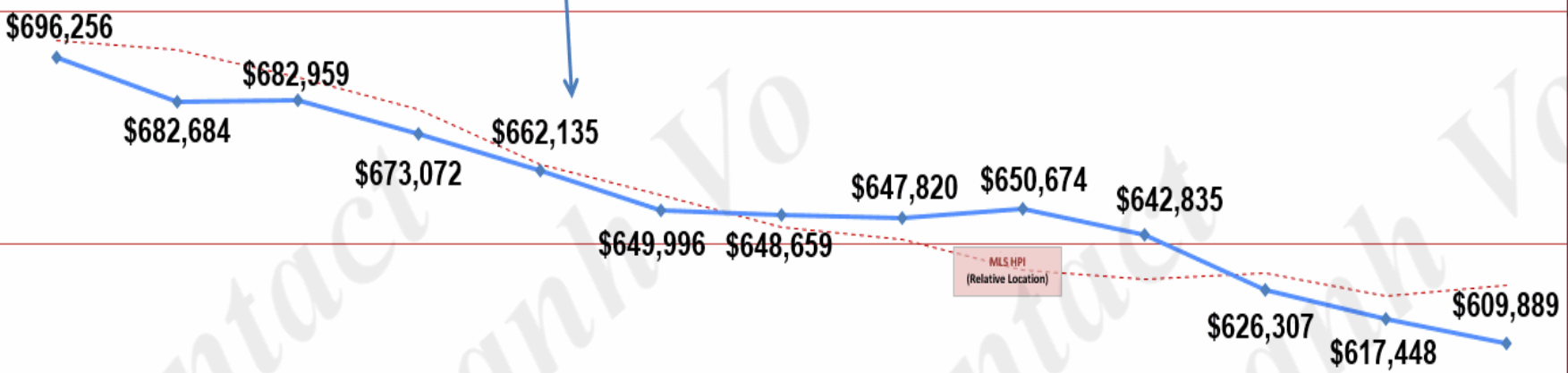
Attached Richmond Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

Townhouses

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 \$\$\$

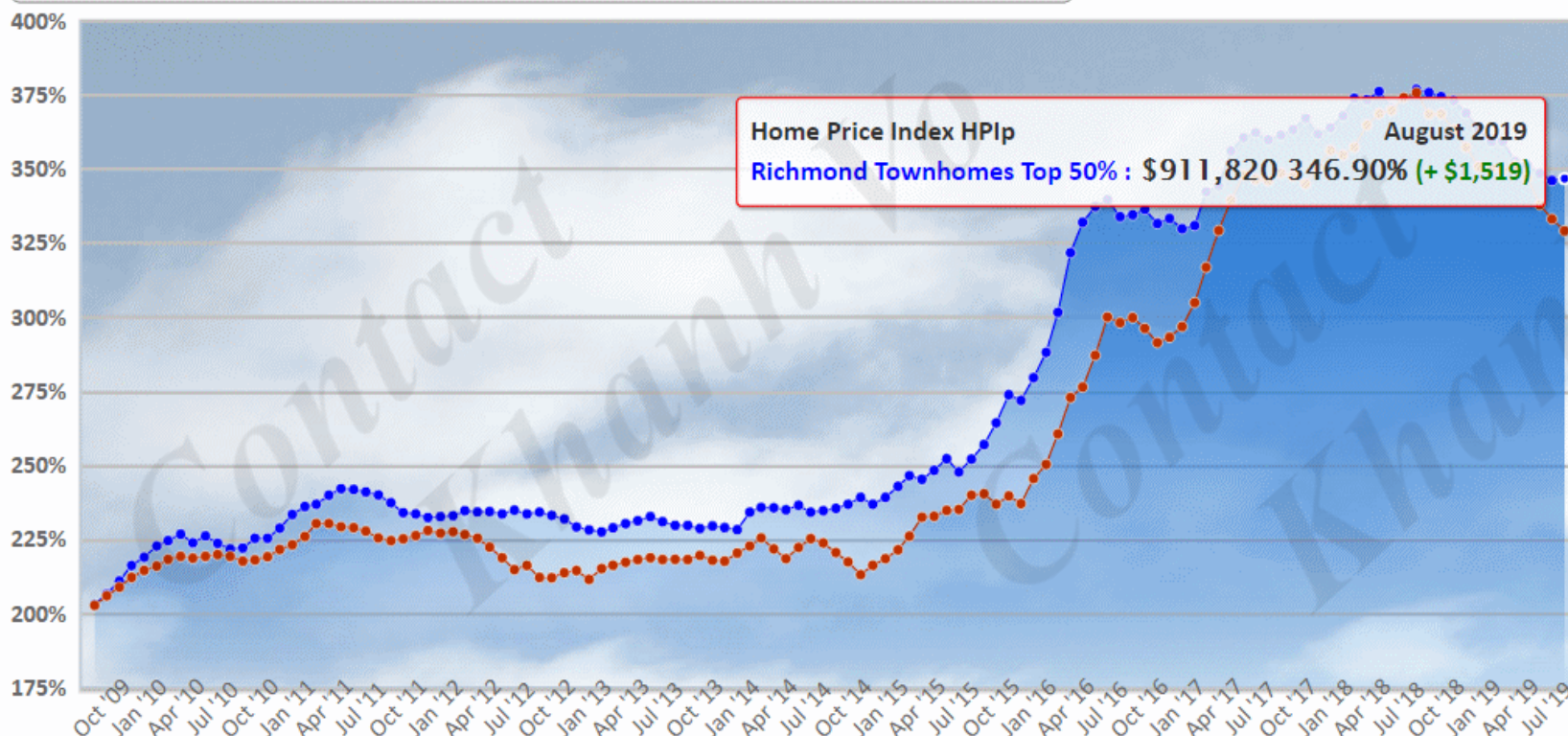
Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

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



Monthly Home values

Date	Value
Aug 2019	% 346.90
Jul 2019	% 346.30
Jun 2019	% 348.60
May 2019	% 351.40
Apr 2019	% 352.70
Mar 2019	% 359.50
Feb 2019	% 359.40
Jan 2019	% 363.60
Dec 2018	% 369.00
Nov 2018	% 373.20
Oct 2018	% 374.60
Sep 2018	% 376.00

<<< 1 2 3 >>>

Highcharts.com

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



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)

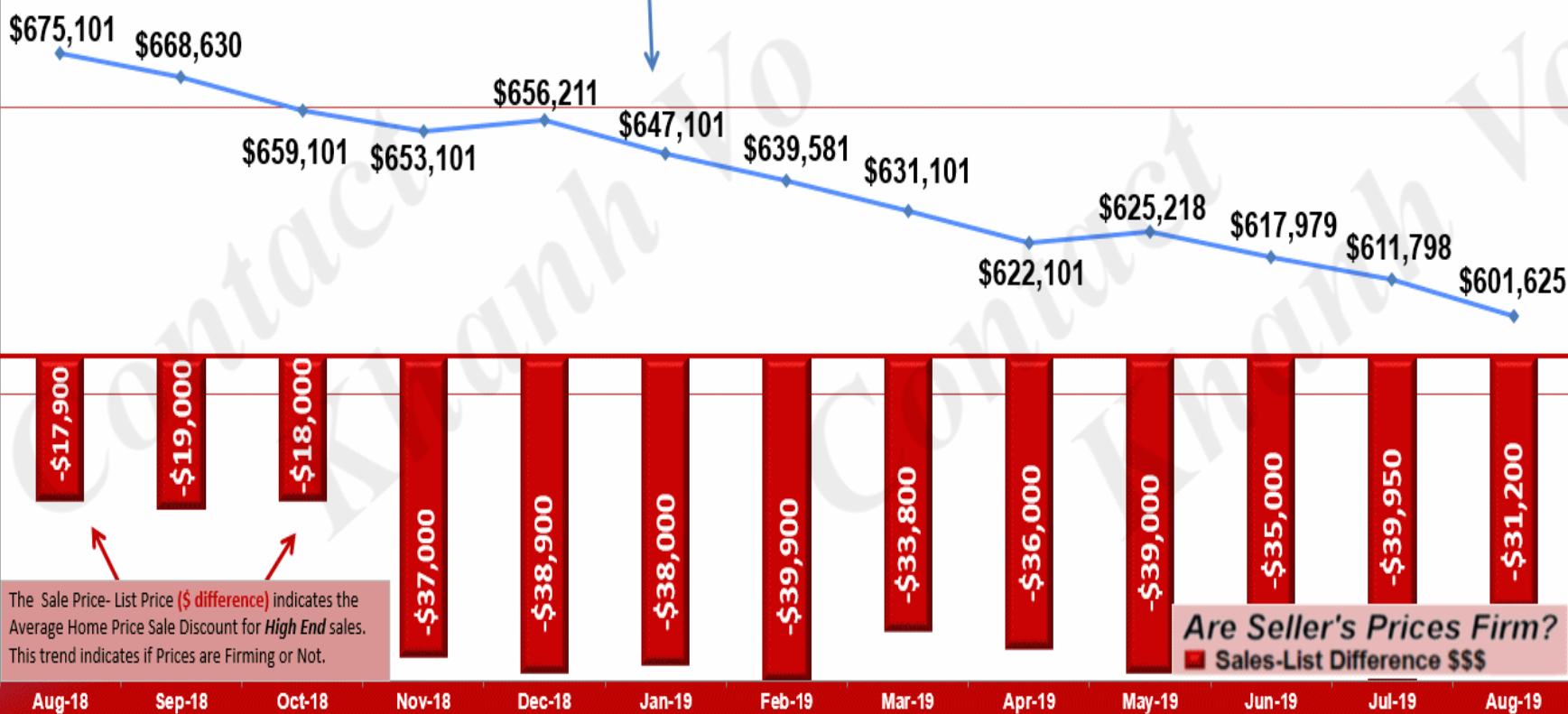


Condominiums

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

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

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



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

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

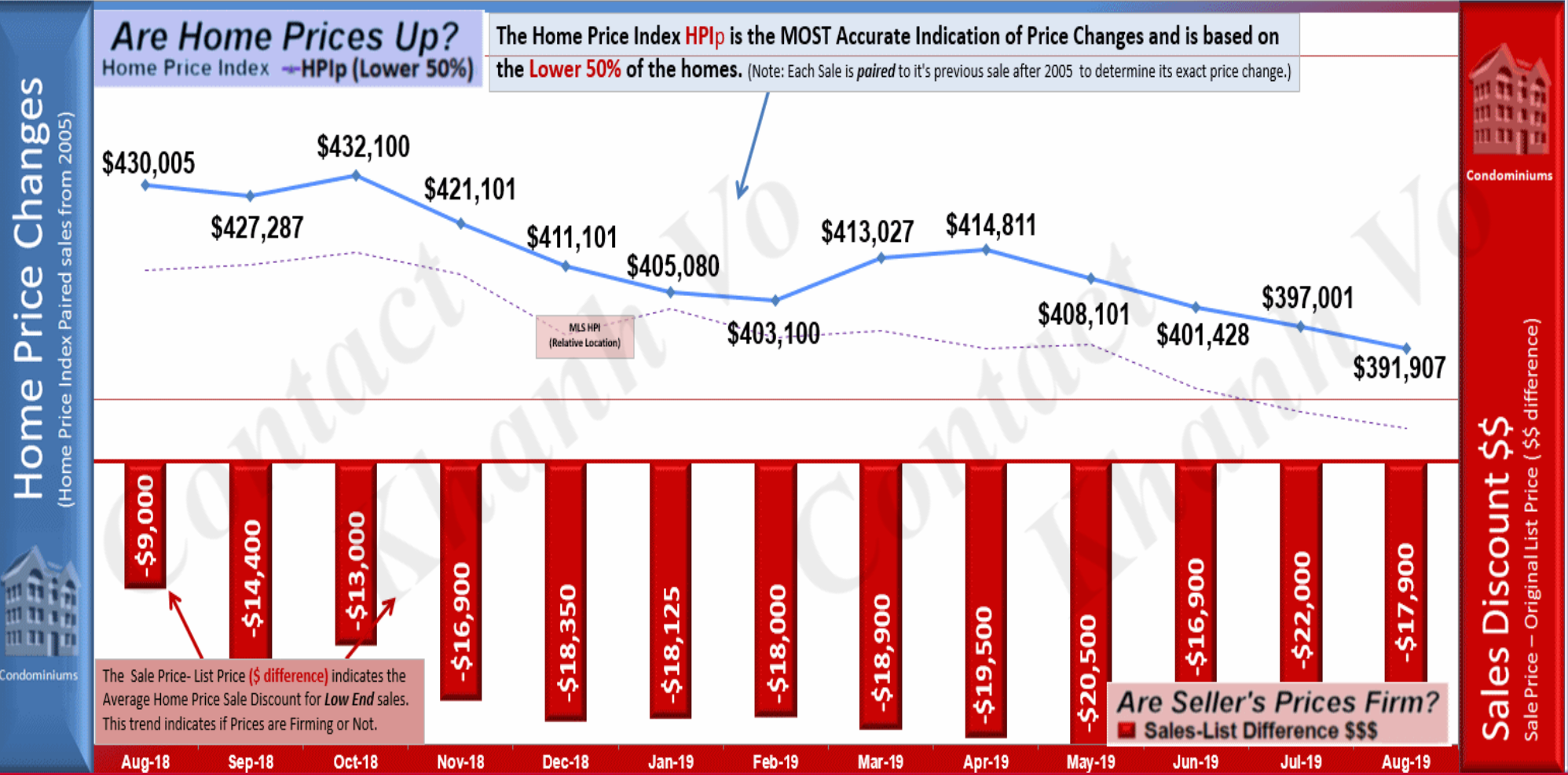
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Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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Market Analysis and Forecasting Sept 1/19 Richmond

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



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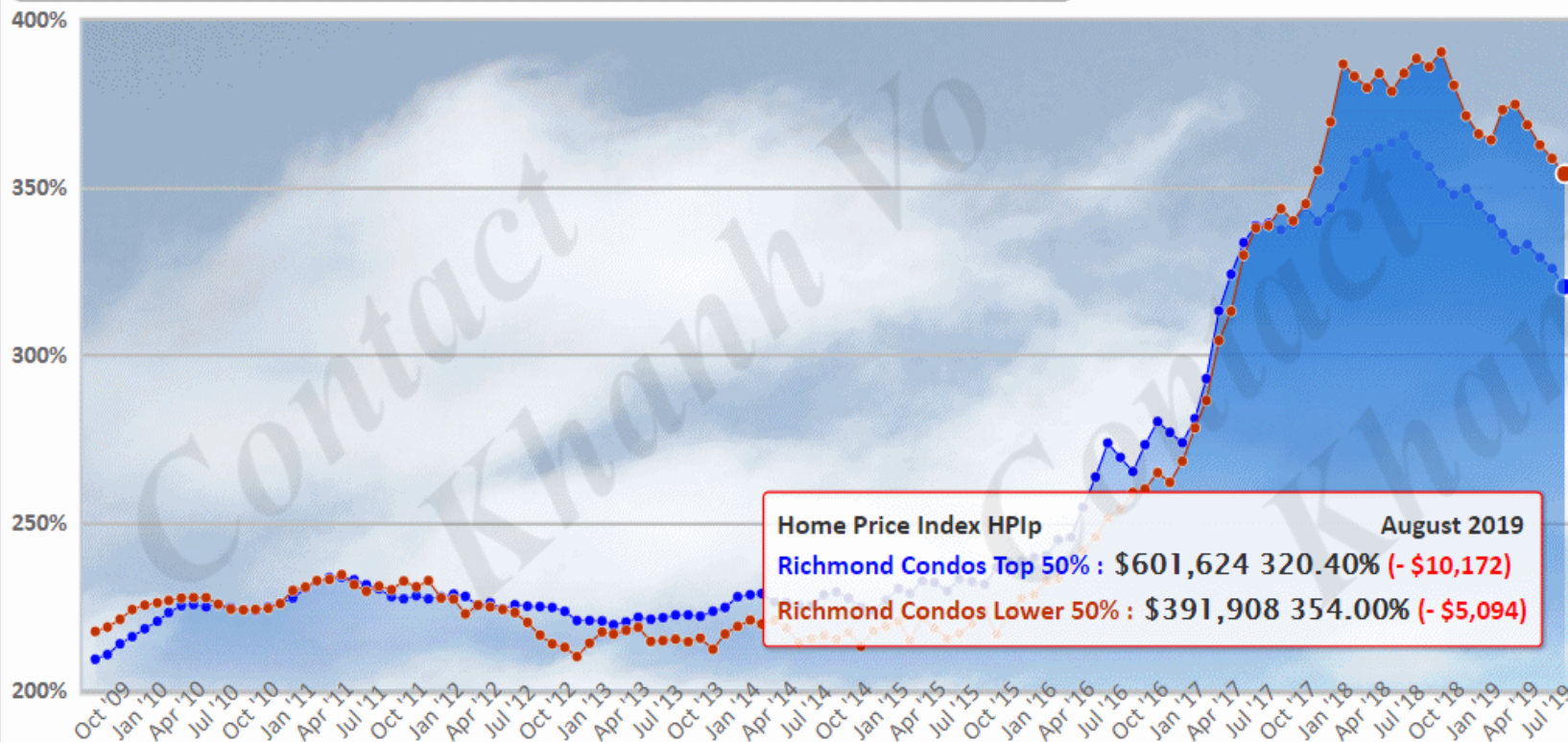
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Richmond Condos Top 50% : HPIp Forecast+ Forecast-
 Richmond Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 320.40
Jul 2019	% 325.80
Jun 2019	% 329.10
May 2019	% 333.00
Apr 2019	% 331.30
Mar 2019	% 336.10
Feb 2019	% 340.60
Jan 2019	% 344.60
Dec 2018	% 349.50
Nov 2018	% 347.80
Oct 2018	% 351.00
Sep 2018	% 356.10

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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

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 %%

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

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attached homes



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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.

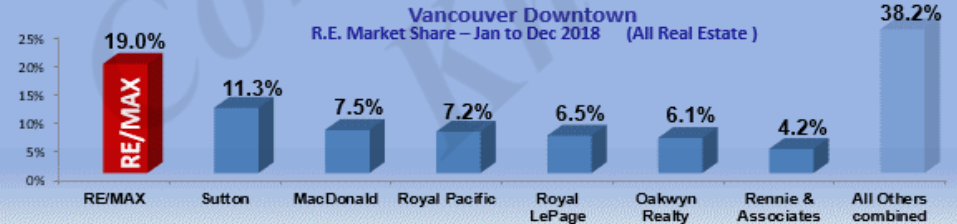
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

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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Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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

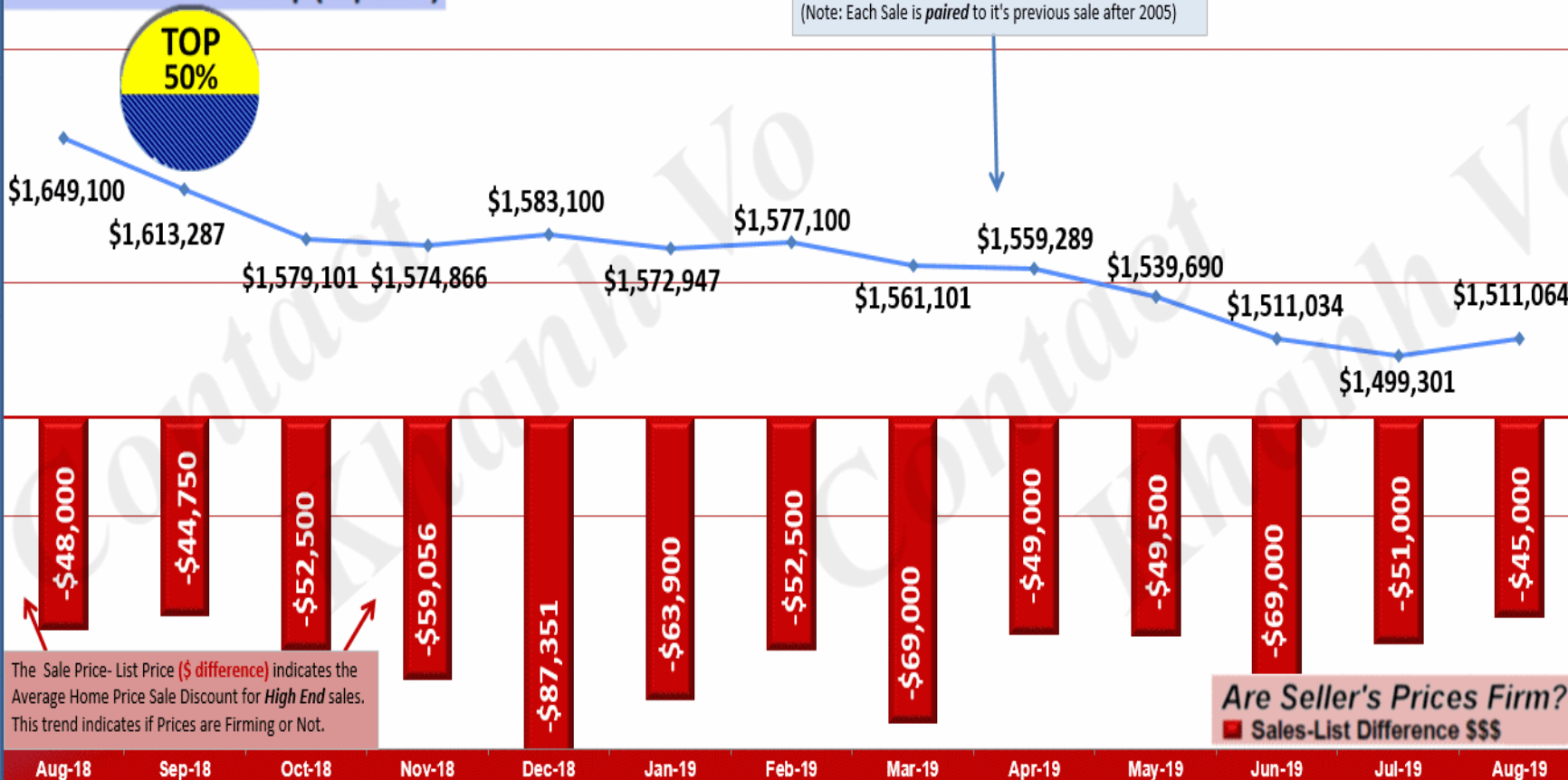
(Home Price Index Paired sales from 2005)

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



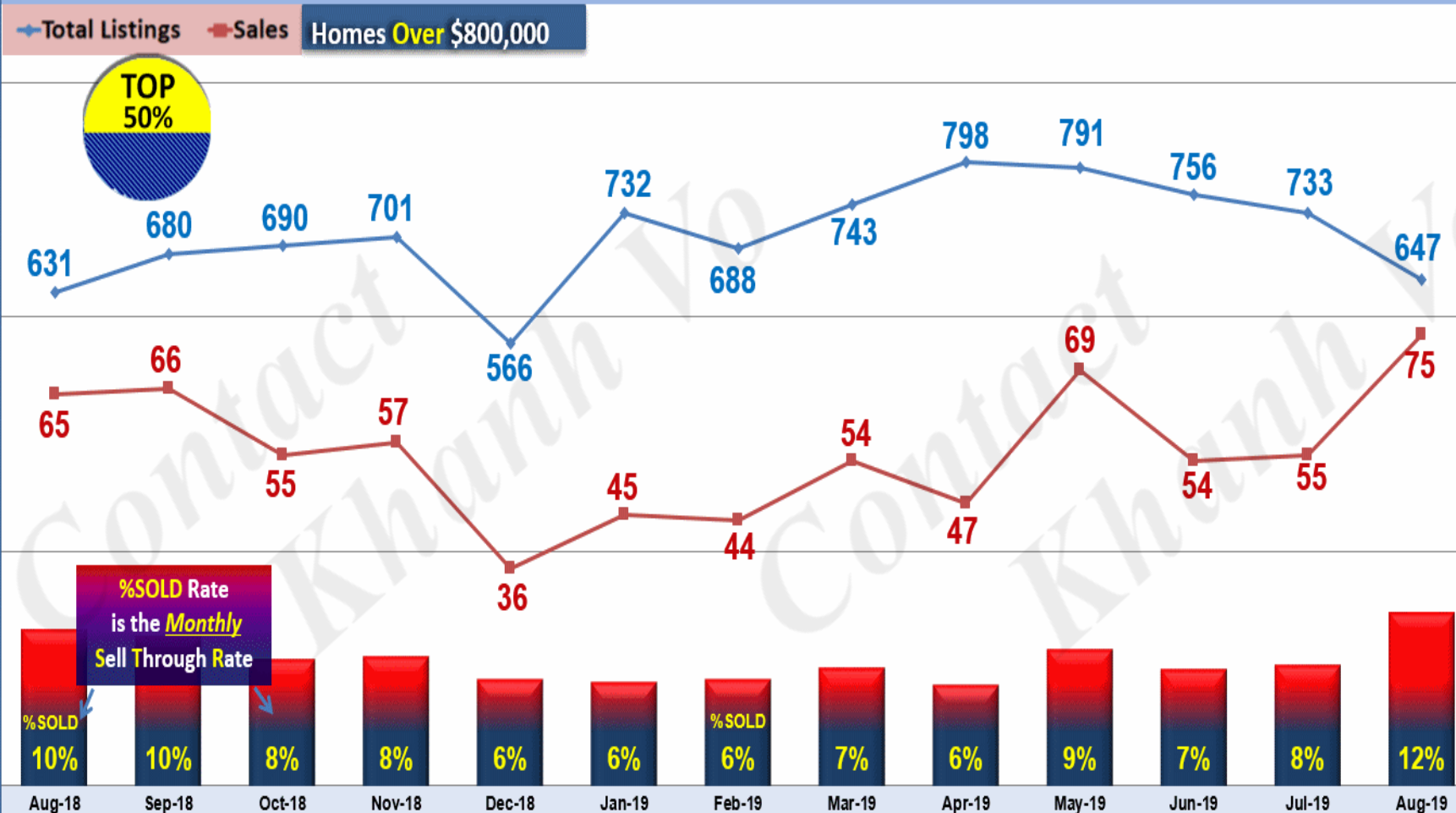
Sales Discount \$\$ Sale Price - Original List Price (\$\$ difference)

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



Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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



Sales / Listings

Monthly Totals



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%)

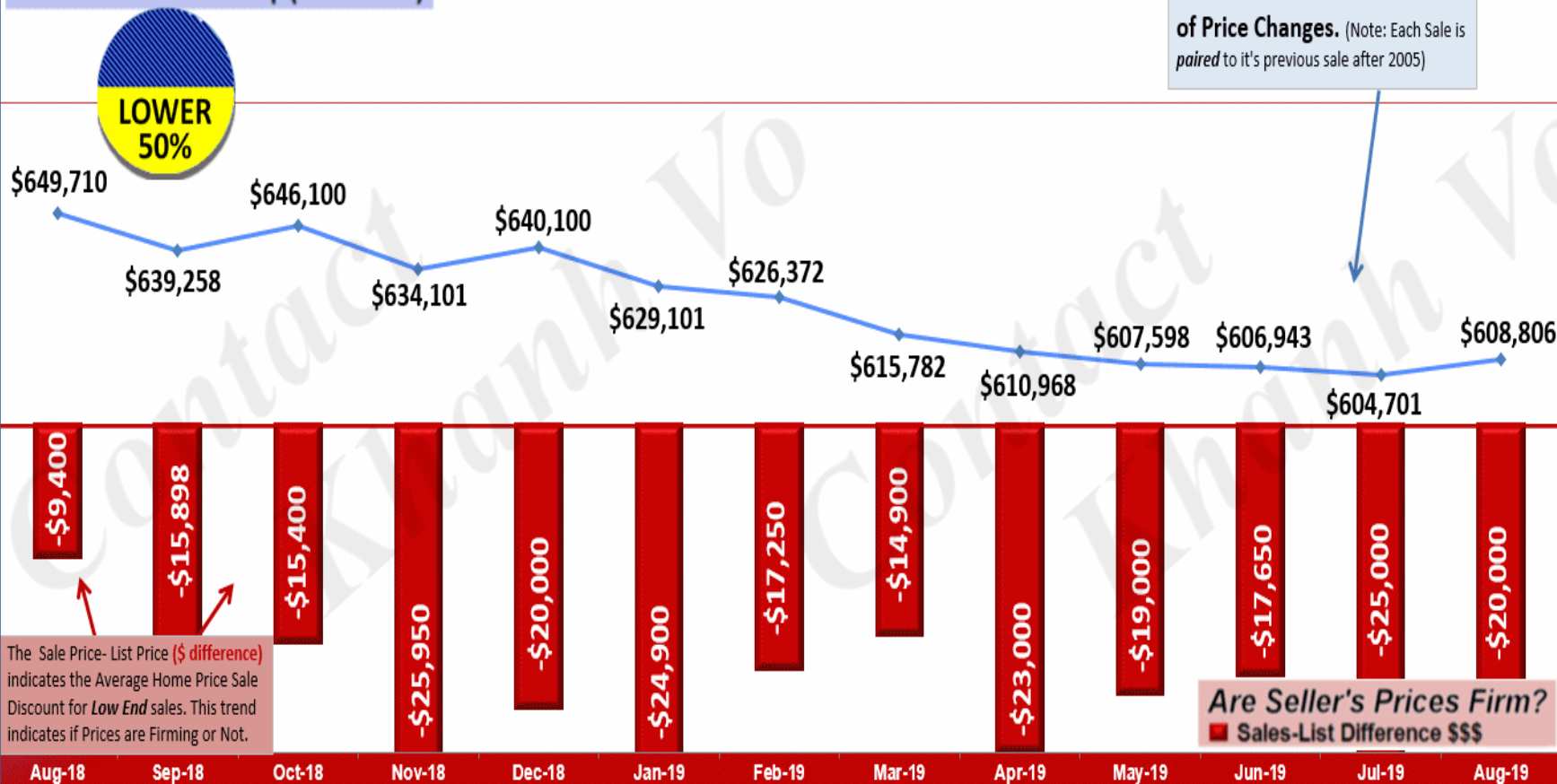
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes. (Note: Each Sale is paired to it's previous sale after 2005)



Condominiums



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 \$\$\$



Condominiums



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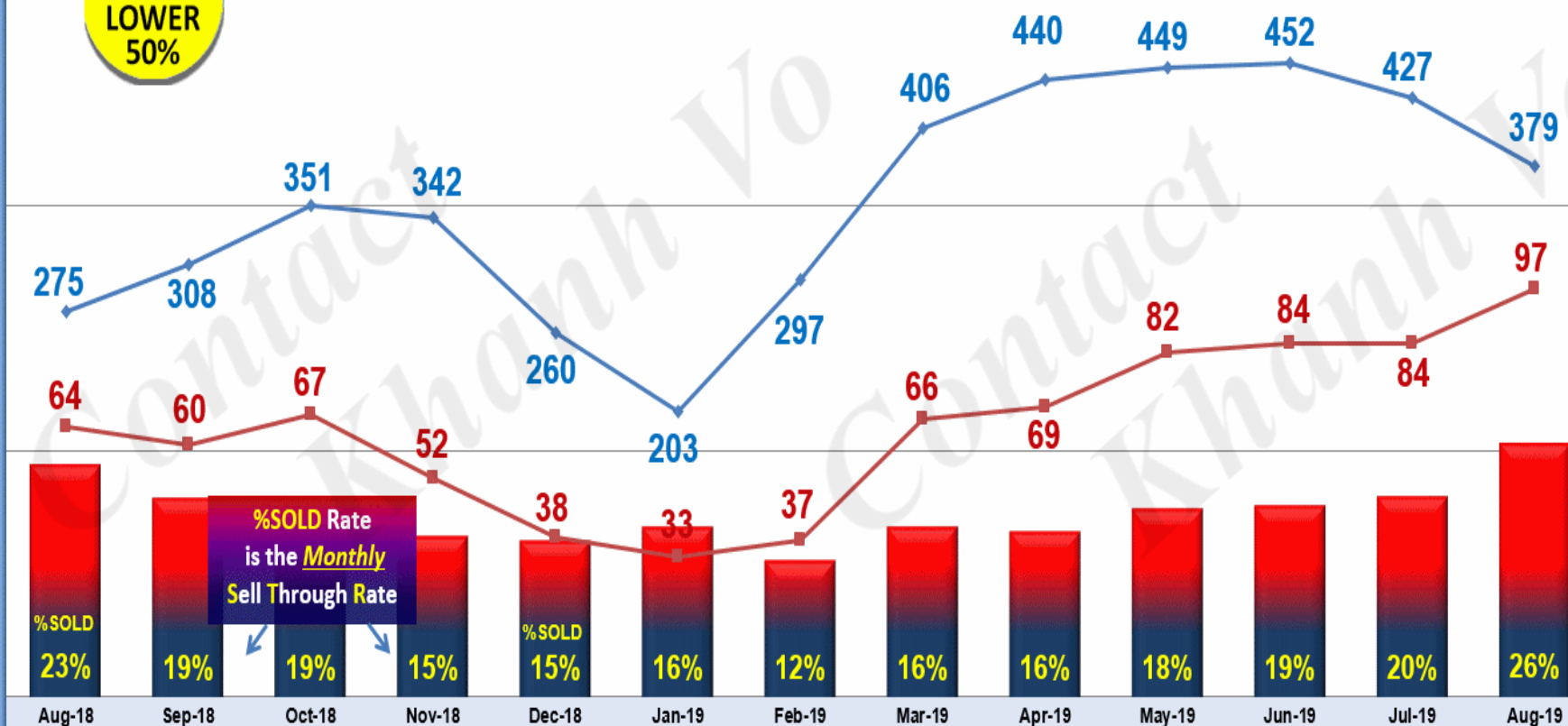


Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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

Sales / Listings
Monthly Totals

Total Listings Sales Homes Below \$800,000



Attached



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



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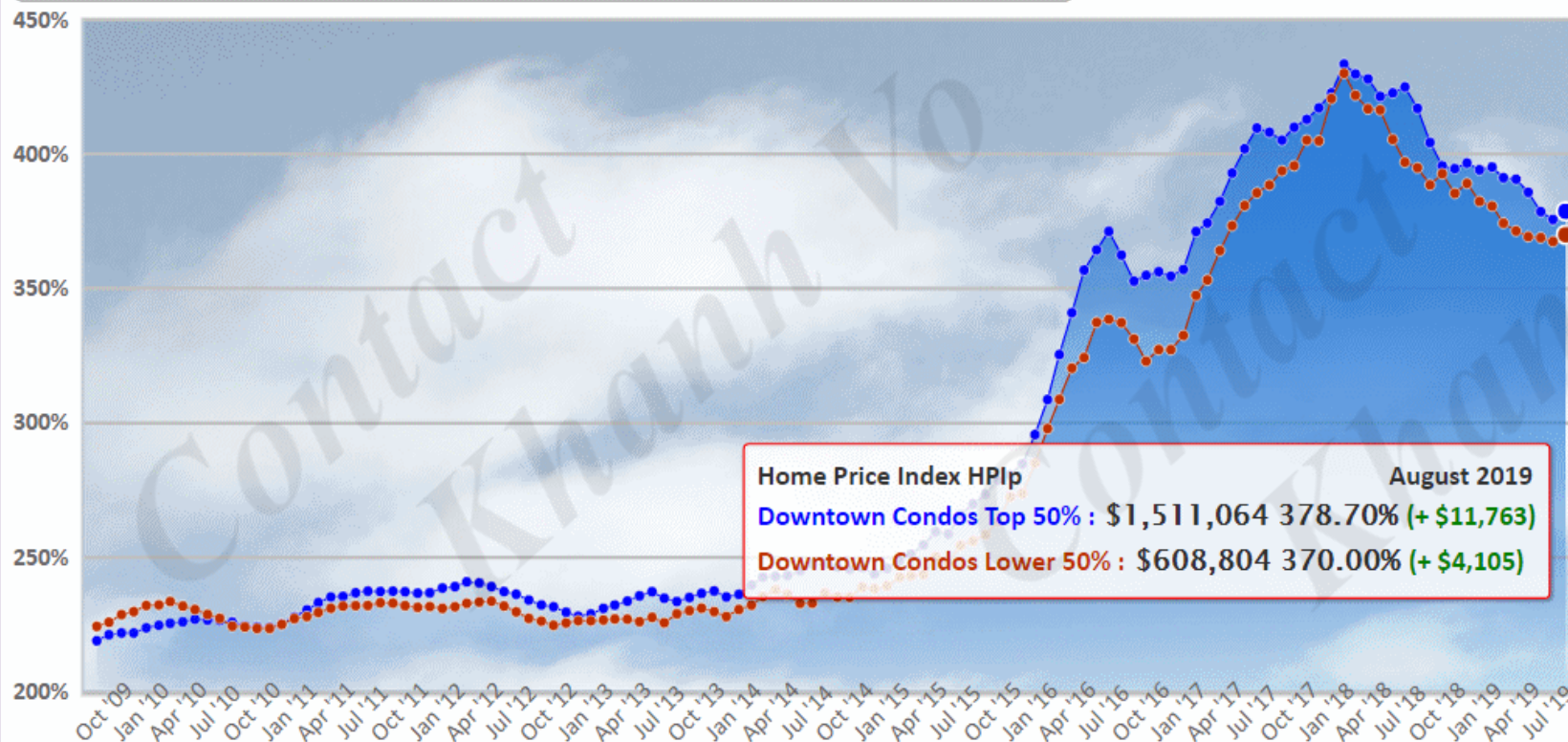


Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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



Monthly Home values

Date	Value
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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RE/MAX Statistics, on the Web!

attached homes



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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

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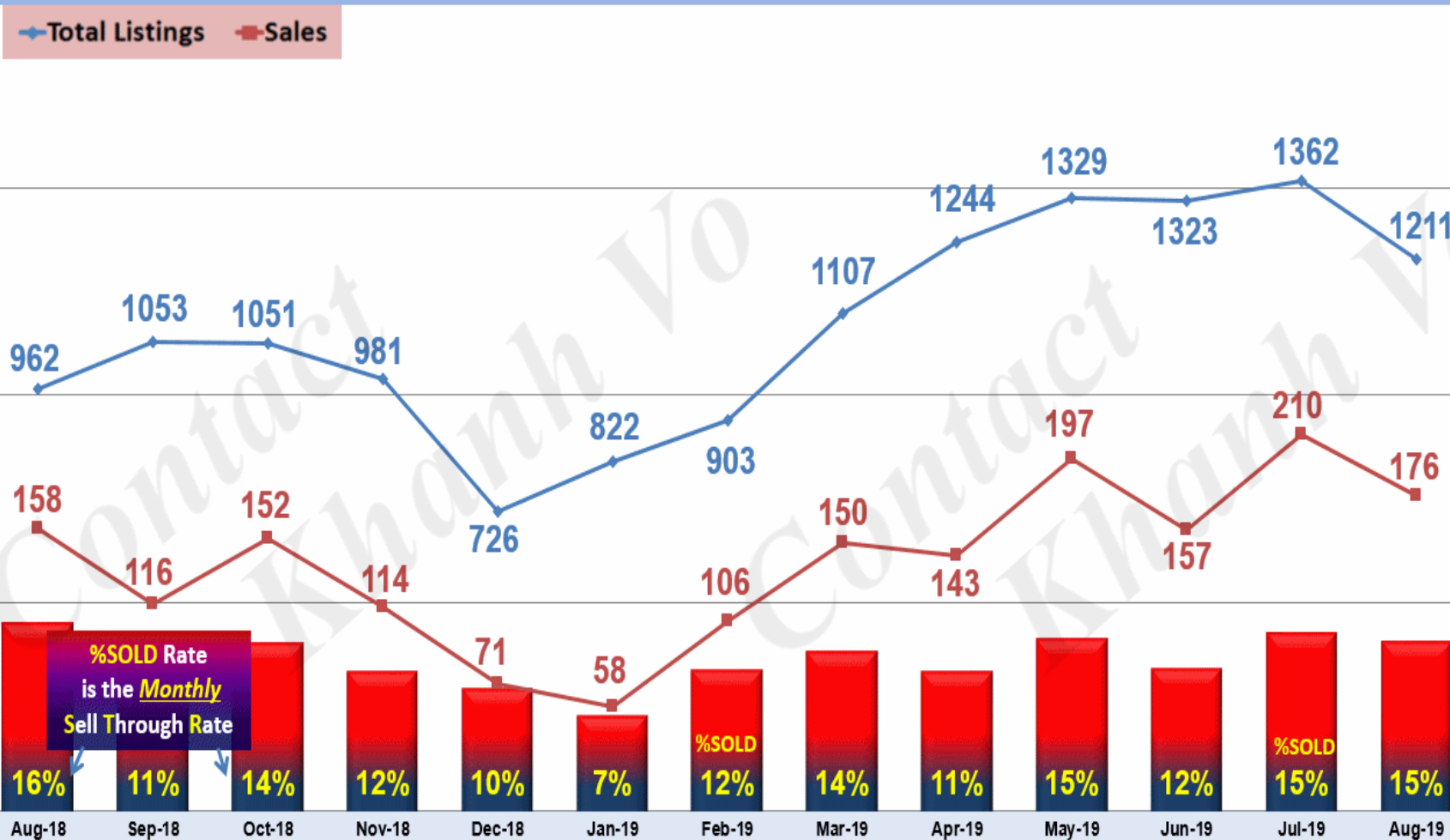


Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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

Sales / Listings

Monthly Totals



%SOLD Rate is the Monthly Sell Through Rate

%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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produced for: Khanh Vo



Market Analysis and Forecasting Sept 1/19 Vancouver Westside

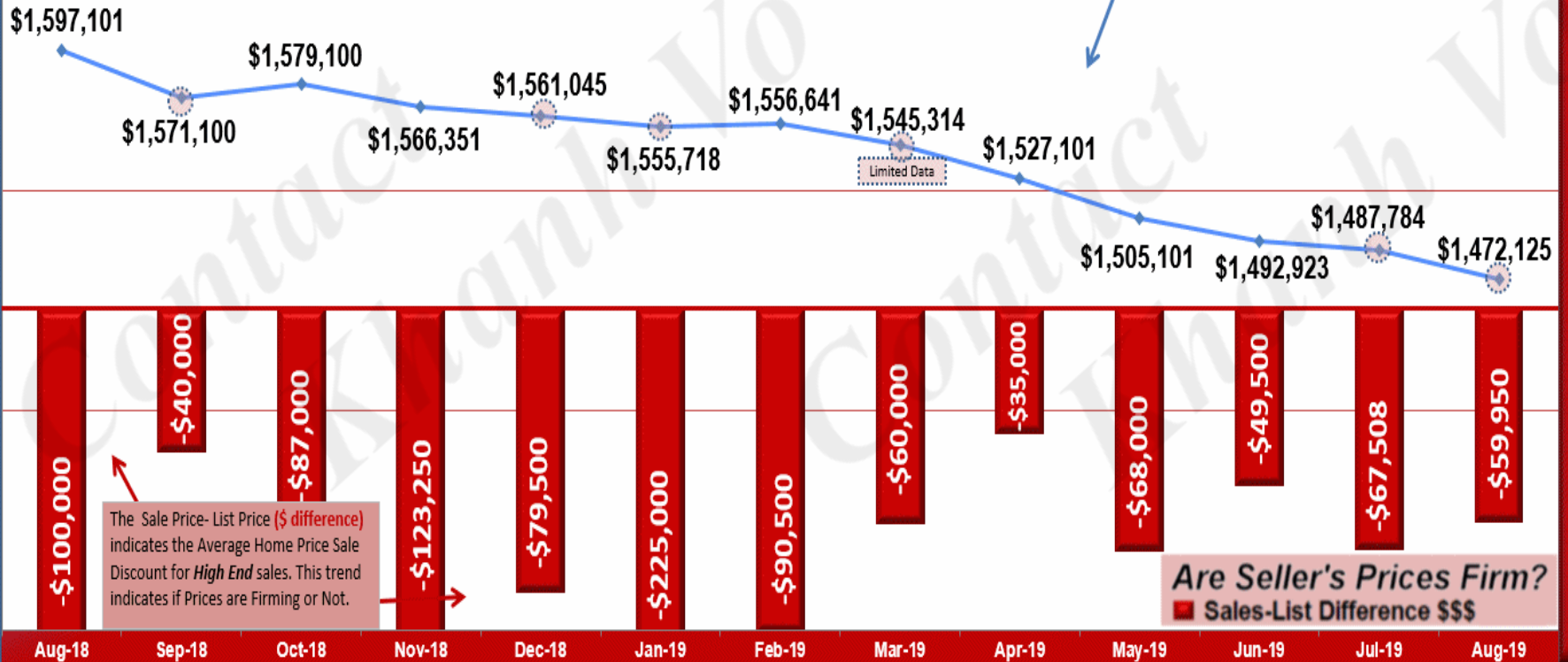
Attached Vancouver West Side Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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

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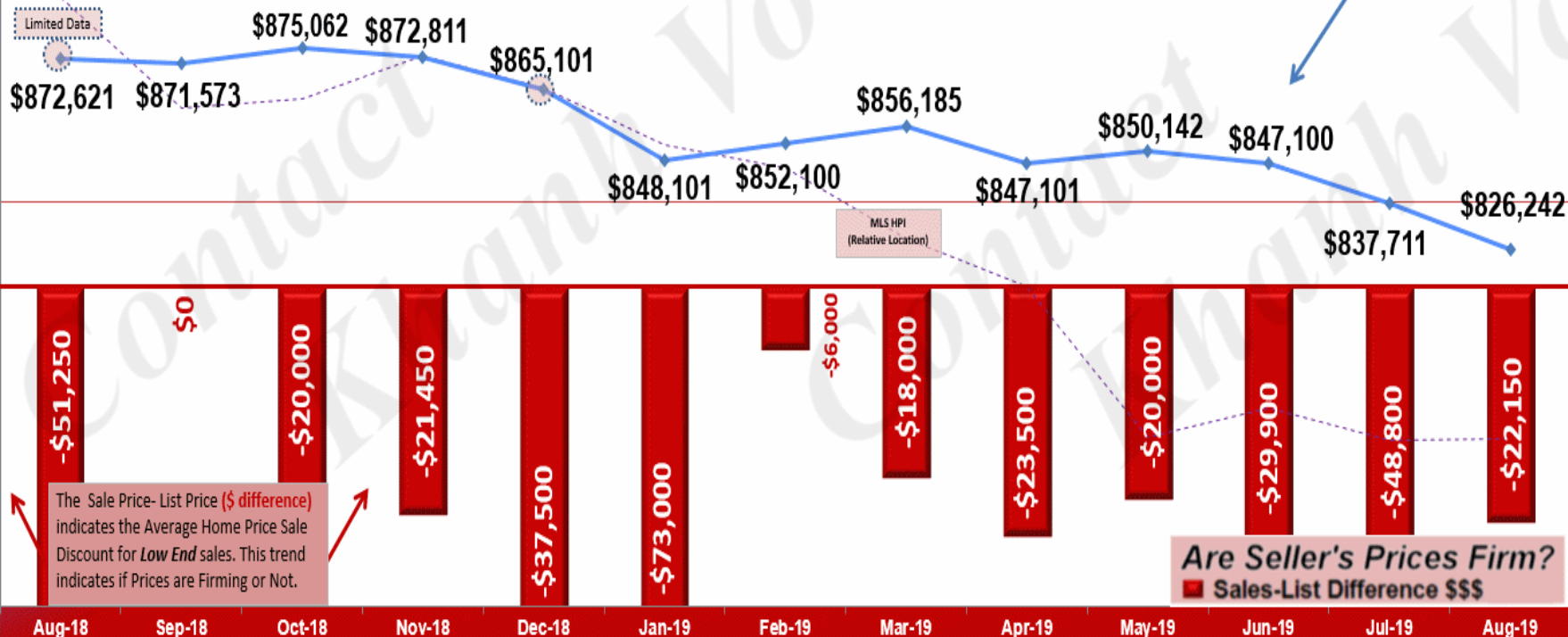


Attached Vancouver West Side Townhouse Home Price Index HPI (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

The Home Price Index HPI 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

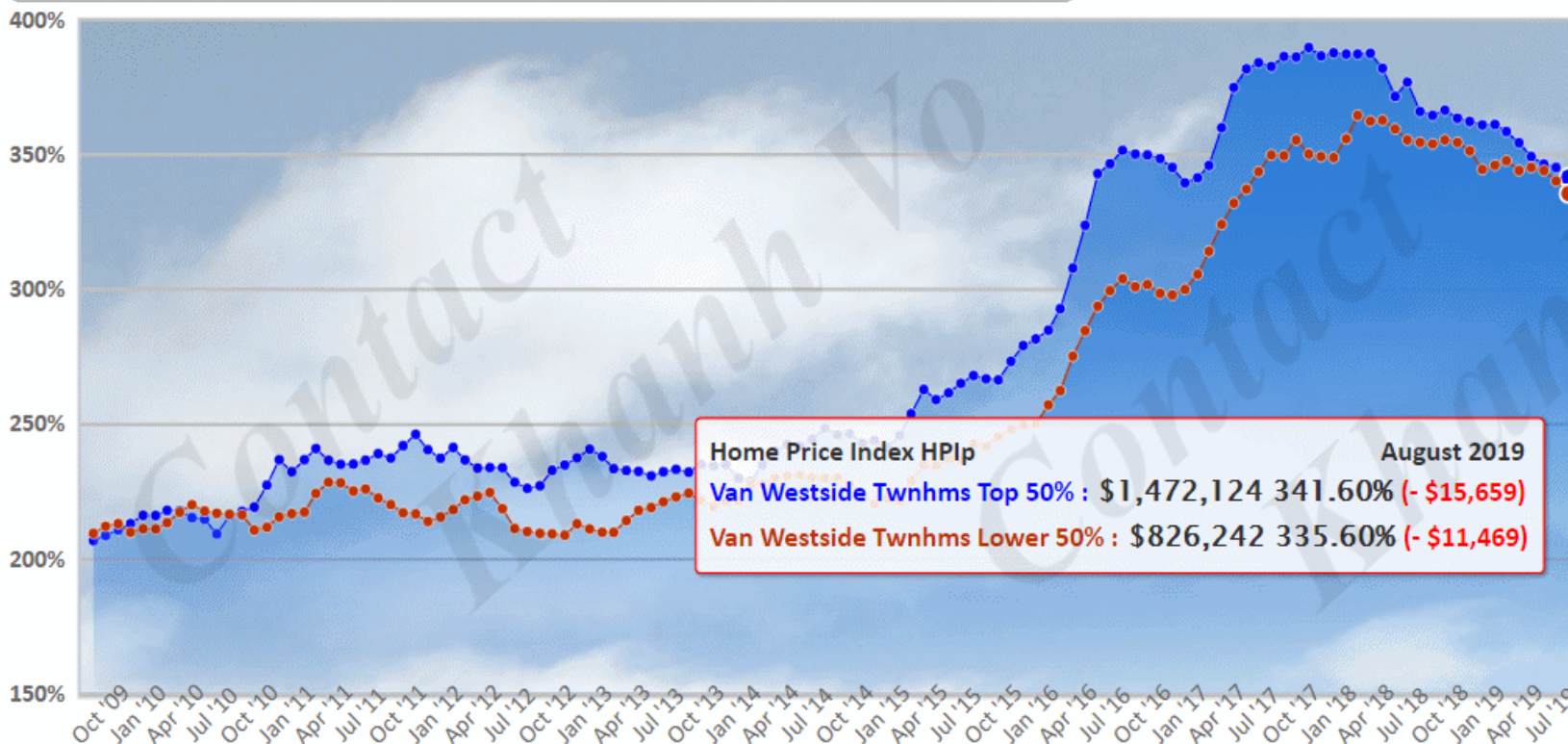
Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

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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% : 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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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)



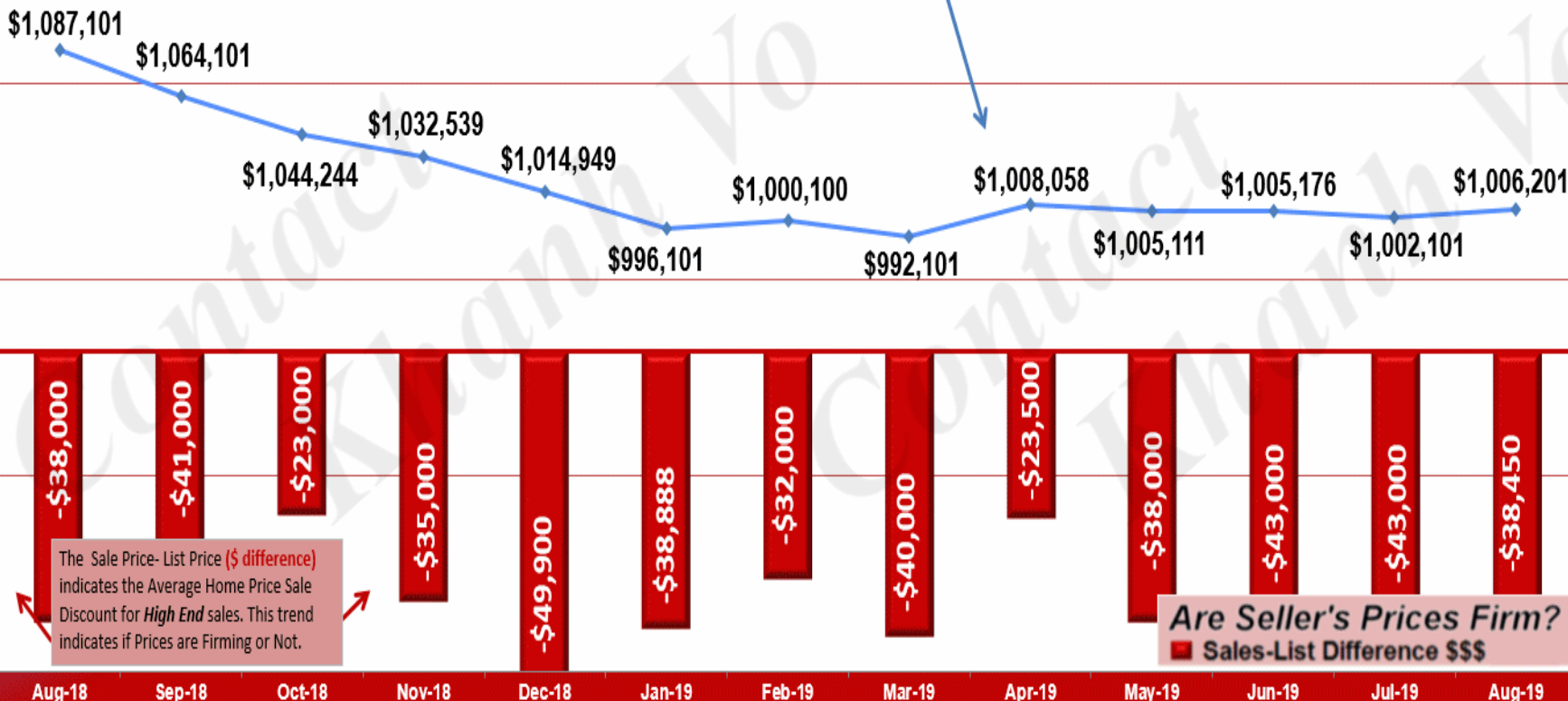
Condominiums



Condominiums

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 \$\$\$

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.



Market Analysis and Forecasting Sept 1/19 Vancouver Westside

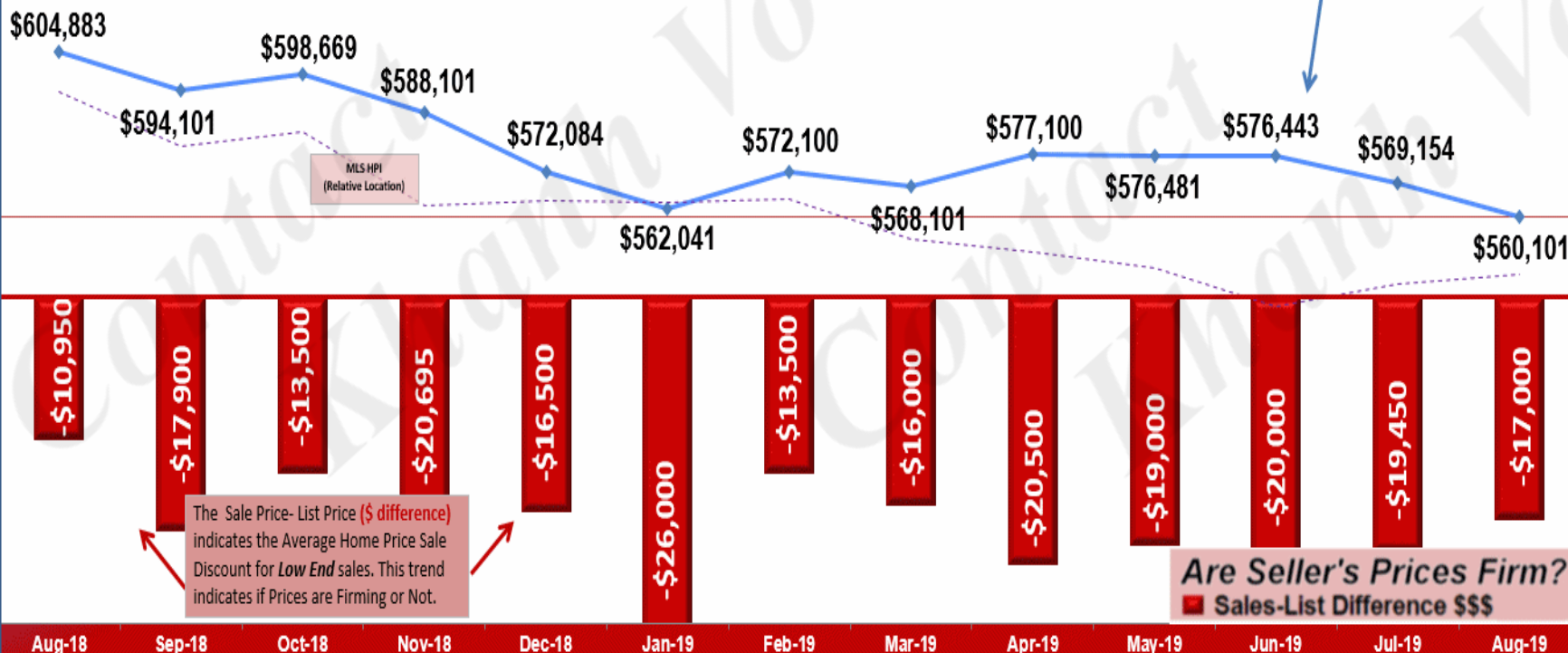
Attached Vancouver West Side Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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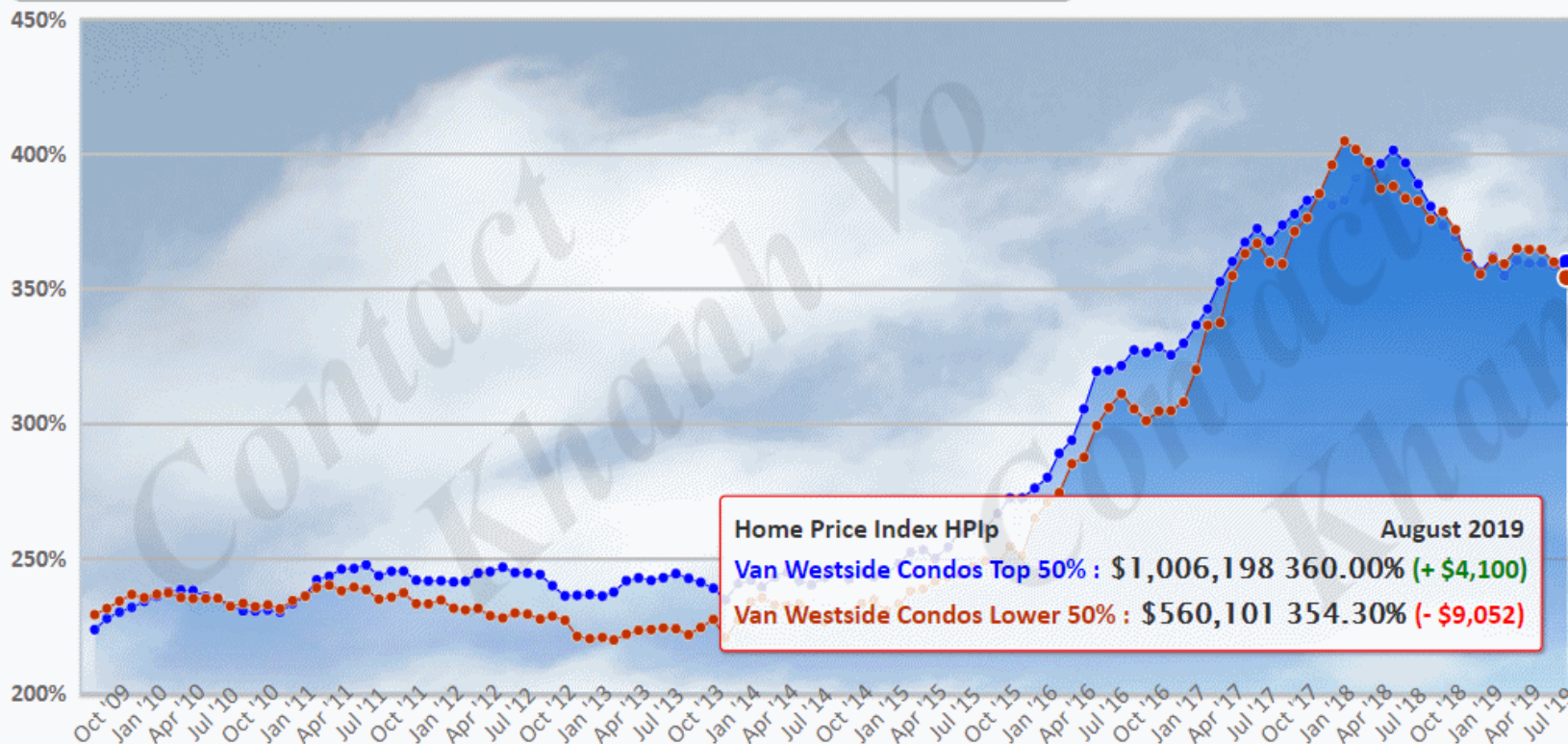
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Van Westside Condos Top 50% : HPIp Forecast+ Forecast-
 Van Westside Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

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

<< 1 2 3 >>

Highcharts.com



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Market Analysis and Forecasting Sept 1/19 North Vancouver

North Vancouver Sub areas Statistics - Aug 2019						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Boulevard	0	0				0.0%
Blueridge NV	3	1	48	96%	-\$34,000	33.3%
Capilano NV	113	20	43	95%	-\$38,500	17.7%
Central Lonsdale	1	0				0.0%
Canyon Heights	4	1	44	94%	-\$39,000	0.0%
Deep Cove	2	0				0.0%
Delbrook	1	0				0.0%
Dollarton	18	4	72	89%	-\$190,500	22.2%
Edgemont	3	0				0.0%
Grouse Woods	23	4	17	95%	-\$38,117	17.4%
Hamilton	7	1	29	96%	-\$45,000	14.3%
Indian River	177	31	24	96%	-\$24,000	17.5%
Lower Lonsdale	37	9	20	98%	-\$10,000	24.3%
Lynn Valley	71	4	27	98%	-\$6,500	5.6%
Lynnmoor	29	5	22	98%	-\$7,000	17.2%
Norgate	16	4	16	99%	-\$7,800	25.0%
Northlands	16	5	42	96%	-\$35,500	31.3%
Pemberton Heights	1	0				0.0%
Pemberton NV	55	2	77	98%	-\$15,500	3.6%
Princess Park	6	0				0.0%
Roche Point	63	11	38	98%	-\$19,900	17.5%
Seymour	9	2	14	97%	-\$32,000	22.2%
Upper Delbrook	1	1	114	96%	-\$24,000	100.0%
Upper Lonsdale	17	4	50	94%	-\$41,400	23.5%
Westlynn	6	2	6	99%	-\$11,500	33.3%
Total Activity	679	111	29	96%	-\$27,500	16%

North Vancouver Price Ranges Statistics - Aug 2019						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$450,000	42	9	22	96%	-\$12,000	21.4%
\$450,001-\$500,000	43	7	22	98%	-\$12,400	16.3%
\$500,001-\$600,000	79	21	41	96%	-\$21,500	26.6%
\$600,001-\$700,000	102	20	37	96%	-\$30,500	19.6%
\$700,001-\$800,000	91	15	20	95%	-\$36,000	16.5%
\$800,001-\$1,000,000	169	23	20	98%	-\$19,000	13.6%
\$1,000,001 and more	153	16	53	94%	-\$98,500	10.5%
Total Activity	679	111	29	96%	-\$27,500	16%

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings (A,S,T,C,X)	490	766	679		-87
Active Listings (1st of the month)	330	563	573	474	-99
Solds	96	102	111		9
DOM	16	22	29		8
%SOLD (Sales/ Listings /mthly rate)	20%	13%	16%		3.0%
Condos (Top 50%) Home Price Index HPI	\$775,121	\$720,100	\$712,274		-\$7,826
Condos (Lower 50%) Home Price Index HPI	\$475,112	\$446,958	\$441,529		-\$5,429
Twnhs (Top 50%) Home Price Index HPI	\$1,118,589	\$1,060,187	\$1,057,146		-\$3,042
Twnhs (Lower 50%) Home Price Index HPI	\$794,438	\$789,100	\$781,931		-\$7,169

the RE/MAX Market Share Reports



Sept 1 2019 North Vancouver Market Update (Attached Townhomes/ Condos)

Current: North Vancouver is a Seller Market with average listings inventory, a **16% SOLD** rate and a 97% sell/list ratio. (This means an average of a \$24,000 surplus on a sale from the original list price)

Most Active Range: Homes between \$500,00-\$600,000 have **26.6% SOLD** rate.
Least Active Range: Homes above \$1 mill. have **10.5% SOLD** rate.

History: North Vancouver's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that price decreased \$62,847.

North Vancouver's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$33,583.

North Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$61,443.

North Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$12,507.

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

Forecast: The Listing Inventories are 39% more than the same month last year. Total listing is 87 less than last month which means that we may expect a listing supply decrease on the next coming months. We project North Vancouver 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.

Comparative Market Analysis for your home. Data is from: FVRES, REBGV, CADRES Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

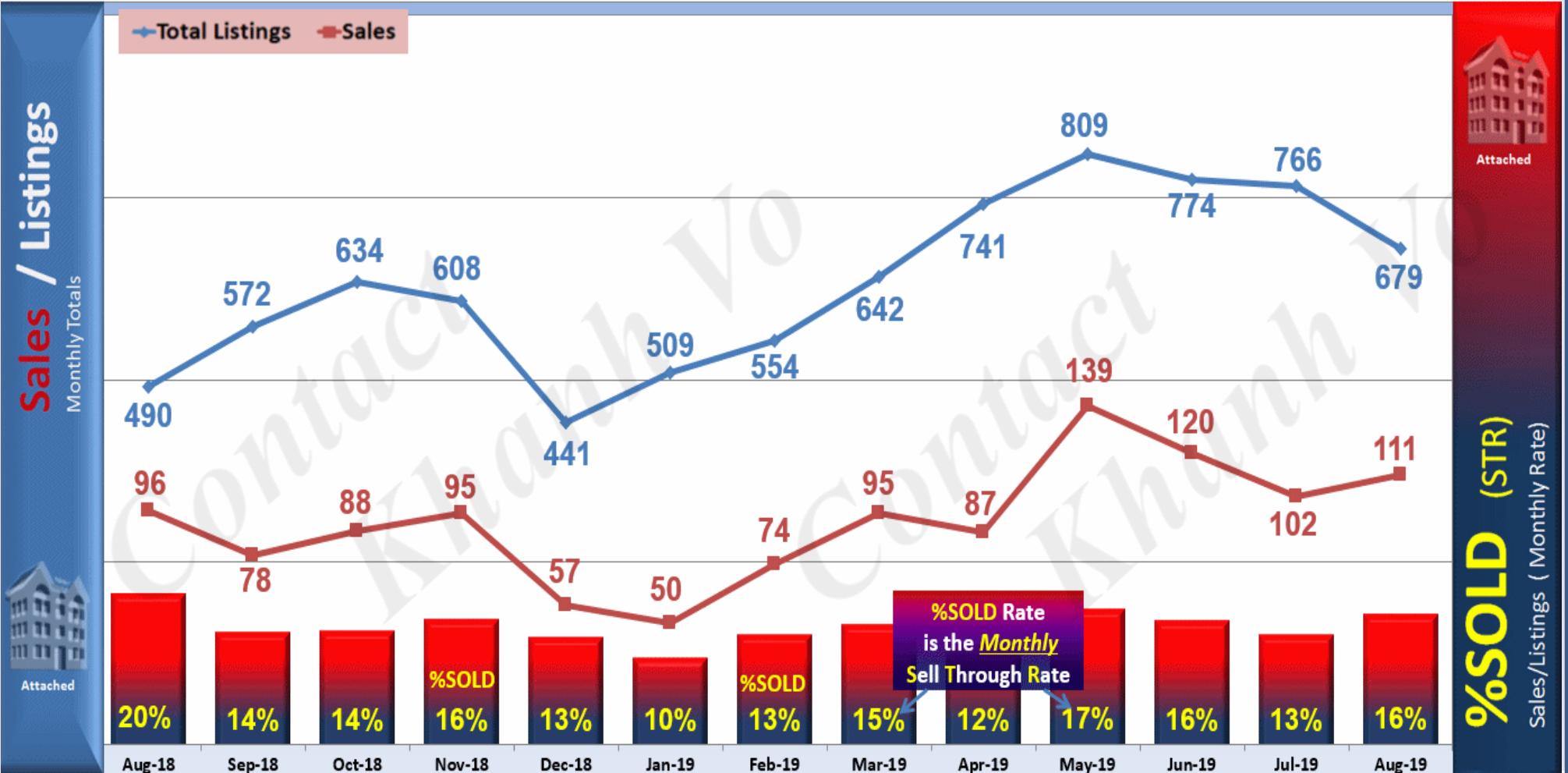
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produced for: **Khanh Vo**



Market Analysis and Forecasting Sept 1/19 North Vancouver

Attached Townhomes/ Condos North Vancouver Total Listings, Sales, and %SOLD Rate



Sales / Listings

Monthly Totals



Attached

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



Attached

*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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produced for: Khanh Vo



Market Analysis and Forecasting Sept 1/19 North Vancouver

Attached North 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)



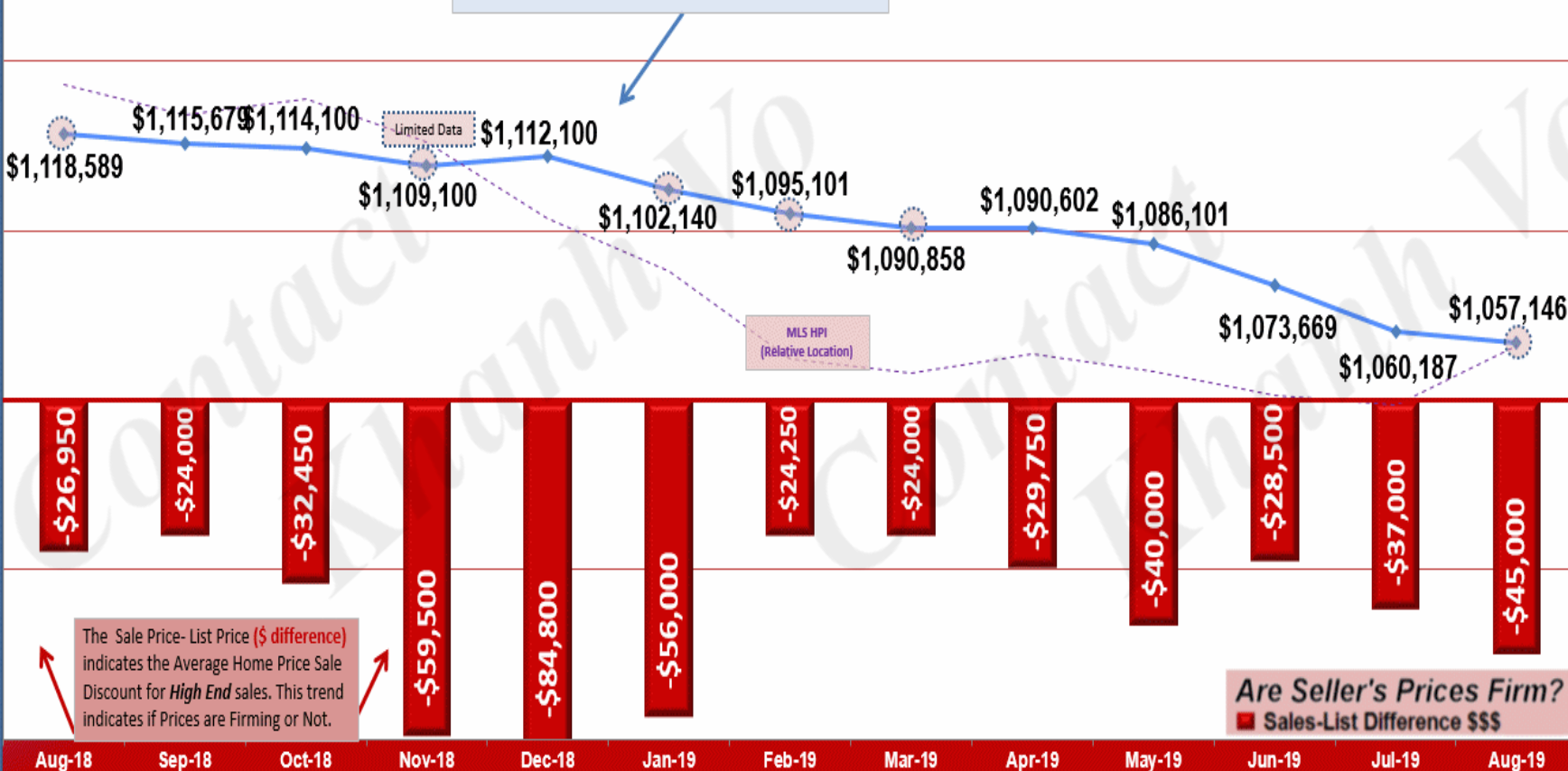
Townhouses

Are Home Prices Up?

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 2009.)



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Townhouses

Sales Discount \$\$

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

*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 North Vancouver

Attached North 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

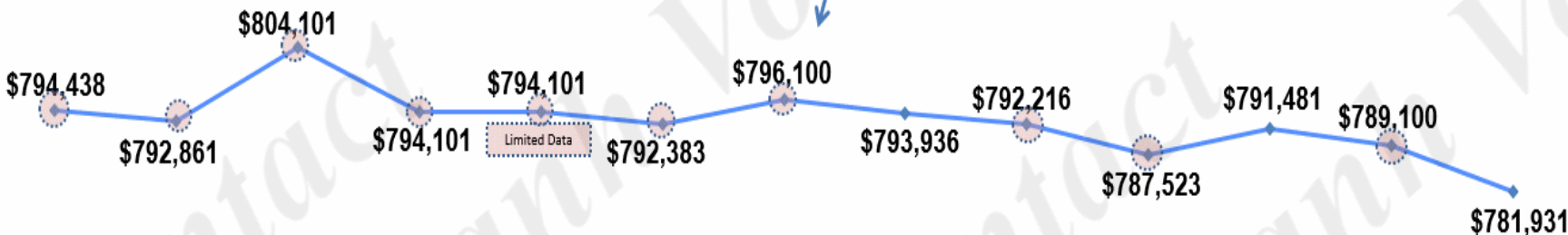
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Lower 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 2009.)



-\$34,500

-\$9,000

-\$8,795

-\$13,800

-\$14,450

-\$29,000

-\$10,800

-\$30,950

-\$9,000

-\$38,900

-\$34,000

-\$29,900

-\$19,000

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.

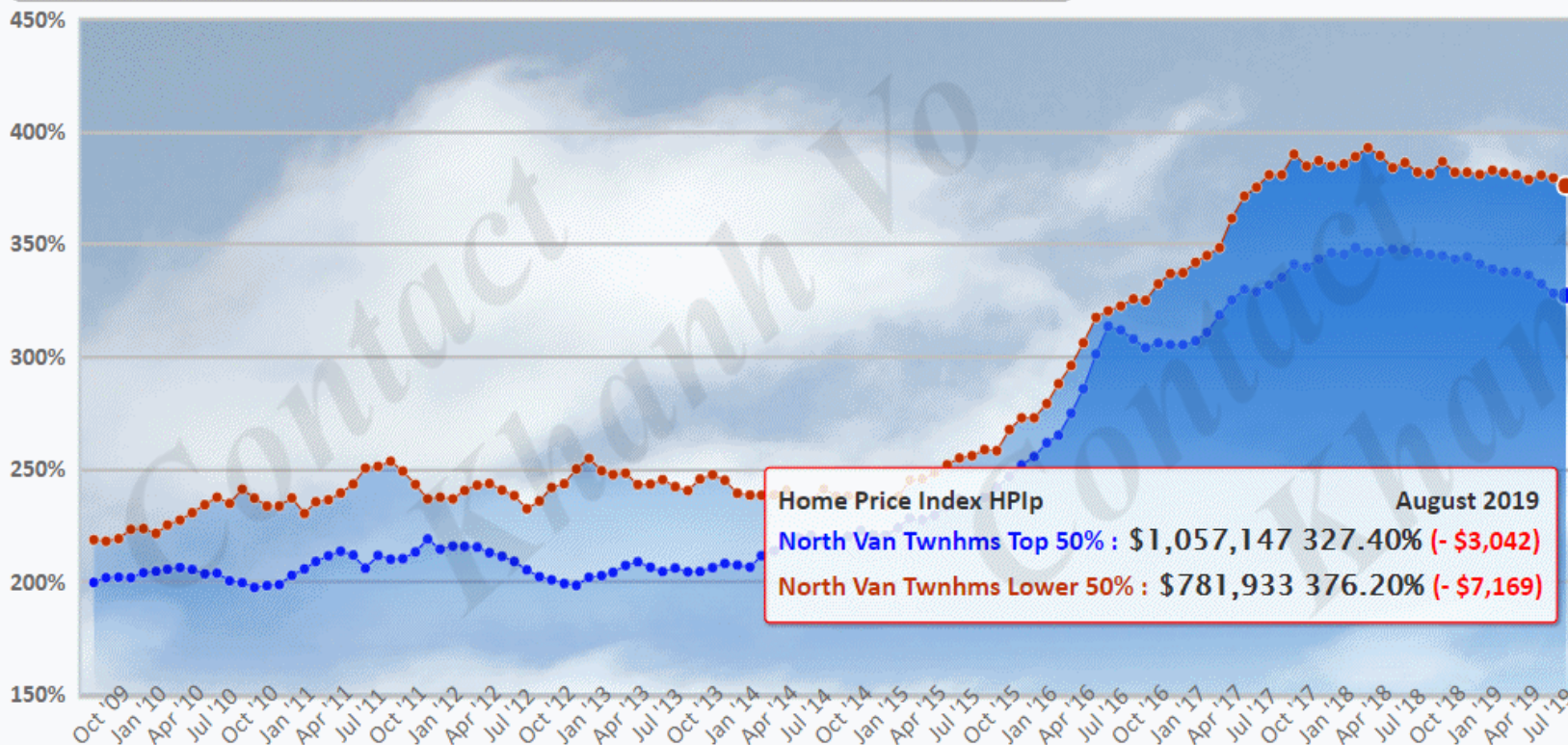
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North Van Twnhms Top 50% : HPIp Forecast+ Forecast-
 North Van Twnhms Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp August 2019
 North Van Twnhms Top 50% : \$1,057,147 327.40% (- \$3,042)
 North Van Twnhms Lower 50% : \$781,933 376.20% (- \$7,169)

Monthly Home values

Date	Value
Aug 2019	% 327.40
Jul 2019	% 328.30
Jun 2019	% 332.50
May 2019	% 336.40
Apr 2019	% 337.80
Mar 2019	% 337.80
Feb 2019	% 339.10
Jan 2019	% 341.30
Dec 2018	% 344.40
Nov 2018	% 343.50
Oct 2018	% 345.00
Sep 2018	% 345.50

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Market Analysis and Forecasting Sept 1/19 North Vancouver

Attached North 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

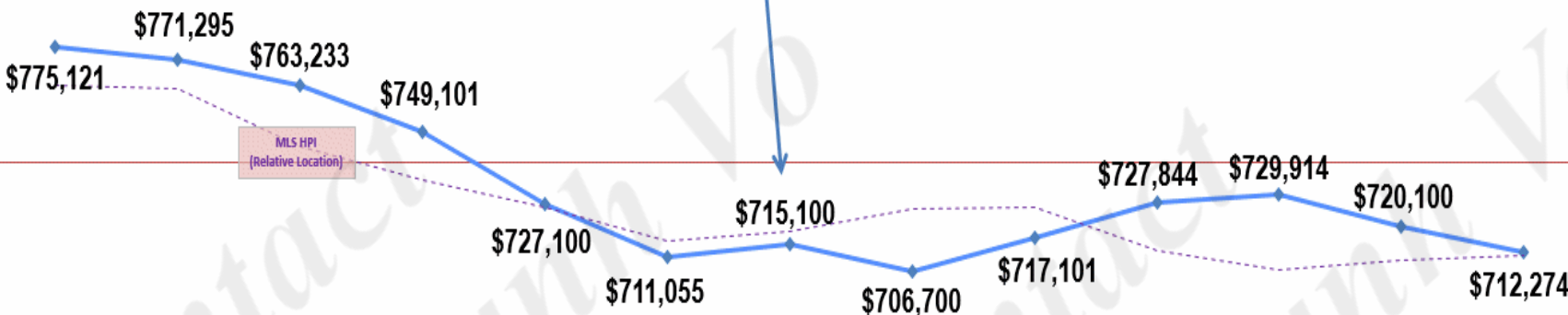
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

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 2009.)



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.



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Attached North 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)



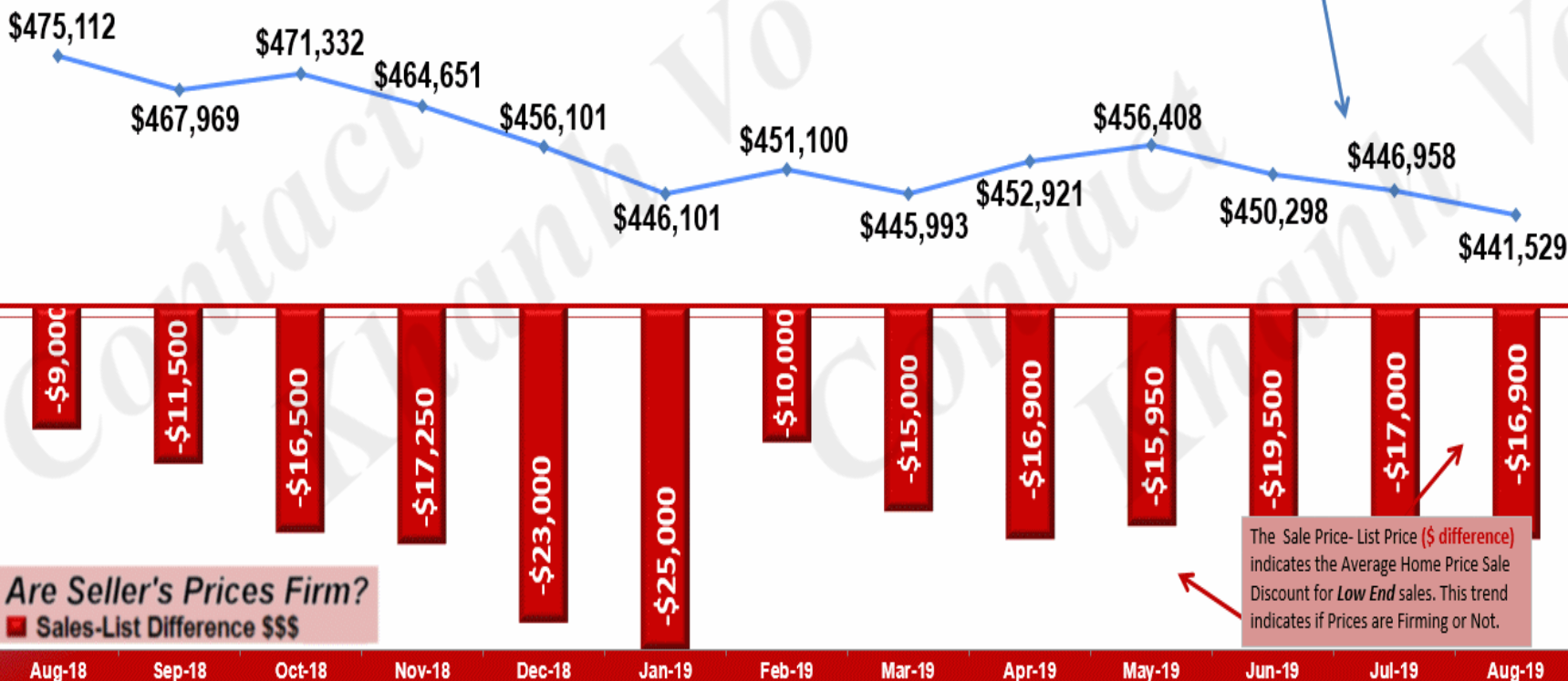
Condominiums

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

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

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

(Note: Each Sale is paired to it's previous sale after 2009.)



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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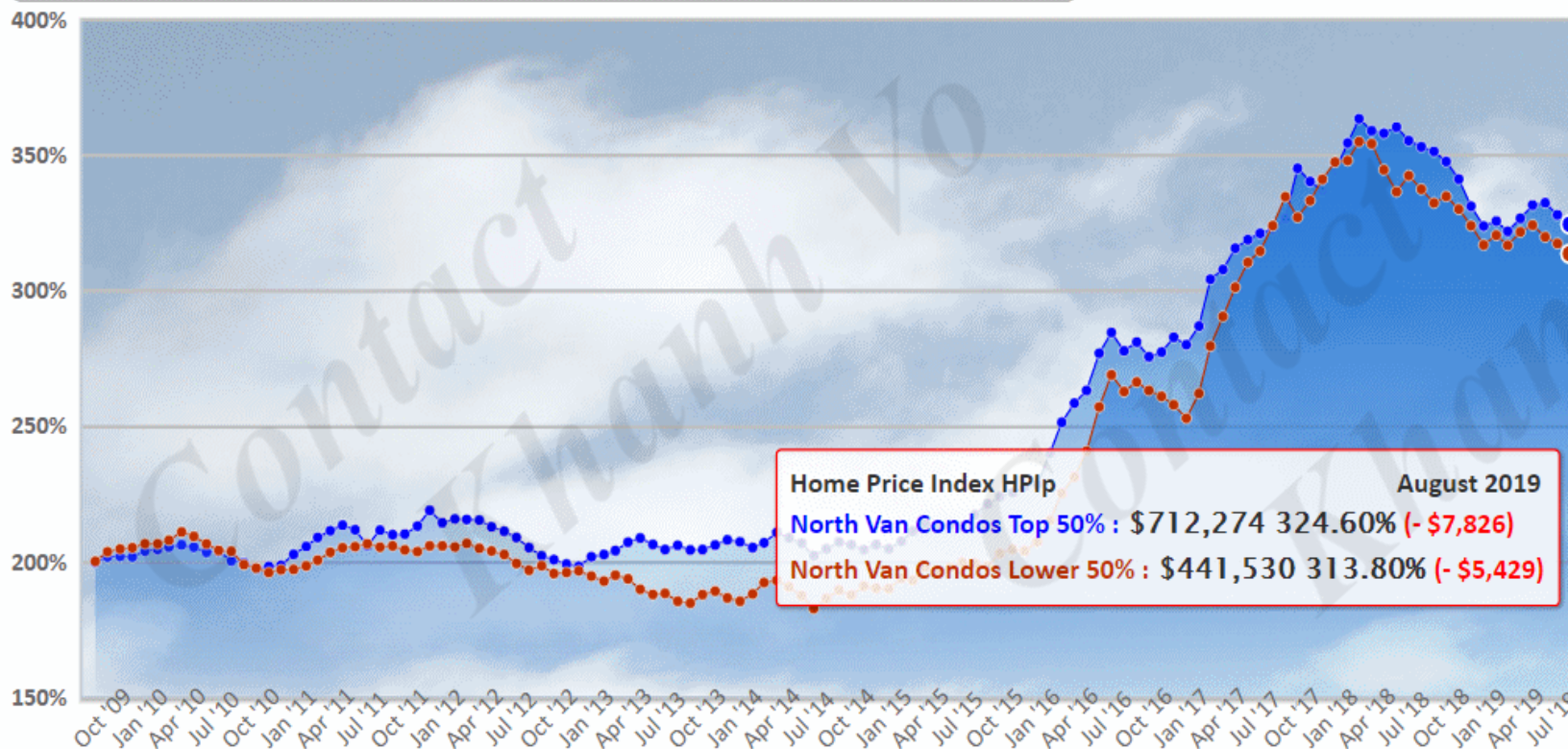


Market Analysis and Forecasting Sept 1/19 North Vancouver

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



Monthly Home values

Date	Value
Aug 2019	% 324.60
Jul 2019	% 328.10
Jun 2019	% 332.60
May 2019	% 331.70
Apr 2019	% 326.80
Mar 2019	% 322.00
Feb 2019	% 325.80
Jan 2019	% 324.00
Dec 2018	% 331.30
Nov 2018	% 341.30
Oct 2018	% 347.80
Sep 2018	% 351.50

<<< 1 2 3 >>>

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Market Analysis and Forecasting Sept 1/19 Burnaby S. and N.

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD
Brentwood Park	222	37	36	96%	-\$23,800	17%
Cariboo	22	5	61	94%	-\$24,900	23%
Central BN	50	2	68	97%	-\$13,550	
Capitol Hill BN	13	0				
Forest Hills BS	11	2	35	98%	-\$8,450	18%
Government Road	28	3	2	100%	\$1,200	11%
Lake City Industrial	0	0				0%
Montecito	10	3	14	97%	-\$20,900	30%
Parkcrest	5	1	10	99%	-\$4,800	20%
Sperling-Duthie	11	0				0%
Simon Fraser Unive	70	12	31	94%	-\$34,000	17%
Sullivan Heights	29	6	29	96%	-\$31,150	21%
Simon Fraser Hills	9	5	8	96%	-\$19,900	56%
Vancouver Heights	21	3	5	97%	-\$29,000	14%
Willingdon Heights	28	11	14	98%	-\$16,000	39%
Westridge BN	5	2	34	97%	-\$19,700	40%
Big Bend	7	2	69	94%	-\$61,850	29%
Burnaby Hospital	4	2	60	94%	-\$78,950	50%
Buckingham Height:	3	0				0%
Burnaby Lake	19	1	16	97%	-\$20,900	5%
Central Park BS	40	5	46	93%	-\$54,000	13%
Deer Lake	0	0				0%
Forest Glen BS	61	8	19	94%	-\$32,750	13%
Greentree Village	3	0				0%
Highgate	2	0				0%
Metrotown	125	16	29	97%	-\$22,500	13%
Oaklands	364	42	43	95%	-\$39,900	12%
Suncrest	16	5	145	94%	-\$75,500	31%
South Slope	70	16	53	97%	-\$16,950	23%
Upper Deer Lake	13	3	90	90%	-\$154,667	23%
Total Activity	1261	192	33	96%	-\$26,650	15%

Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	49	10	27	94%	-\$21,450	20.4%
\$400,001-\$500,000	160	27	25	95%	-\$23,888	16.9%
\$500,001-\$600,000	225	45	32	96%	-\$20,400	20.0%
\$600,001-\$700,000	230	35	33	96%	-\$29,000	15.2%
\$700,001-\$900,000	338	47	33	96%	-\$29,000	13.9%
\$900,001 and above	259	28	58	93%	-\$76,750	10.8%
Total Activity	1261	192	33	96%	-\$26,650	15%

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings (A,S,T,C,X)	865	1289	1261		-28
Active Listings (1st of the month)	629	1002	978	938	-40
Solds	137	190	192		2
DOM	19	25	33		8
%SOLD (Sales/ Listings /mnthly rate)	16%	15%	15%		0%
Condos (Top 50%) Home Price Index HPIp	\$759,101	\$679,305	\$669,960		-\$9,345
Condos (Lower 50%) Home Price Index HPIp	\$484,339	\$433,736	\$431,256		-\$2,479
Twnhs (Top 50%) Home Price Index HPIp	\$901,900	\$850,715	\$854,100		\$3,385
Twnhs (Lower 50%) Home Price Index HPIp	\$622,226	\$592,952	\$588,547		-\$4,405

the RE/MAX Market Share Reports



Sept 1 2019 Burnaby Market Update (attached)

Current: Burnaby's Residential Attached housing market is in a Stable Market with a **15% SOLD** rate and a 96% Sell/List Ratio. (This means that there is an average of a \$26,650 Discount on a sale from the original list price)

Most Active Range: Homes between \$400,000 - \$500,000 have **20.4% SOLD** rate. **Least Active Range:** Homes above \$900,000 have **10.8% SOLD** rate.

History: The Burnaby's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$89,141.

The Burnaby's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$53,083.

The Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$47,800.

The Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$33,679.

Forecast: The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes. Listing inventory levels is 46% more than same month last year. The Total Listings show an decrease by 28 count and so an decrease can be seen on SOLD next 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. 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: RMXRReports.com

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Market Analysis and Forecasting Sept 1/19 Burnaby S. and N.

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

Sales / Listings

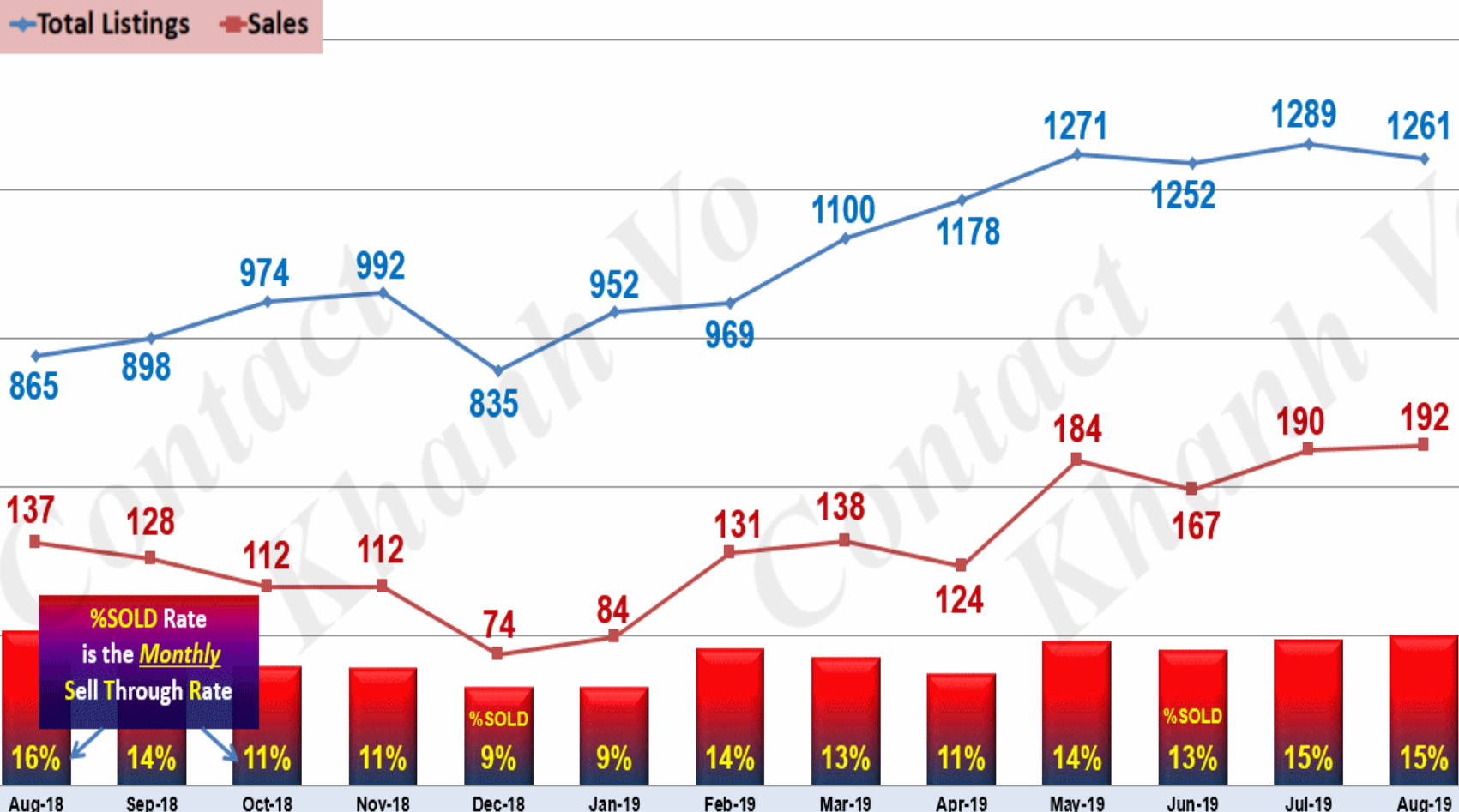
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate



Attached



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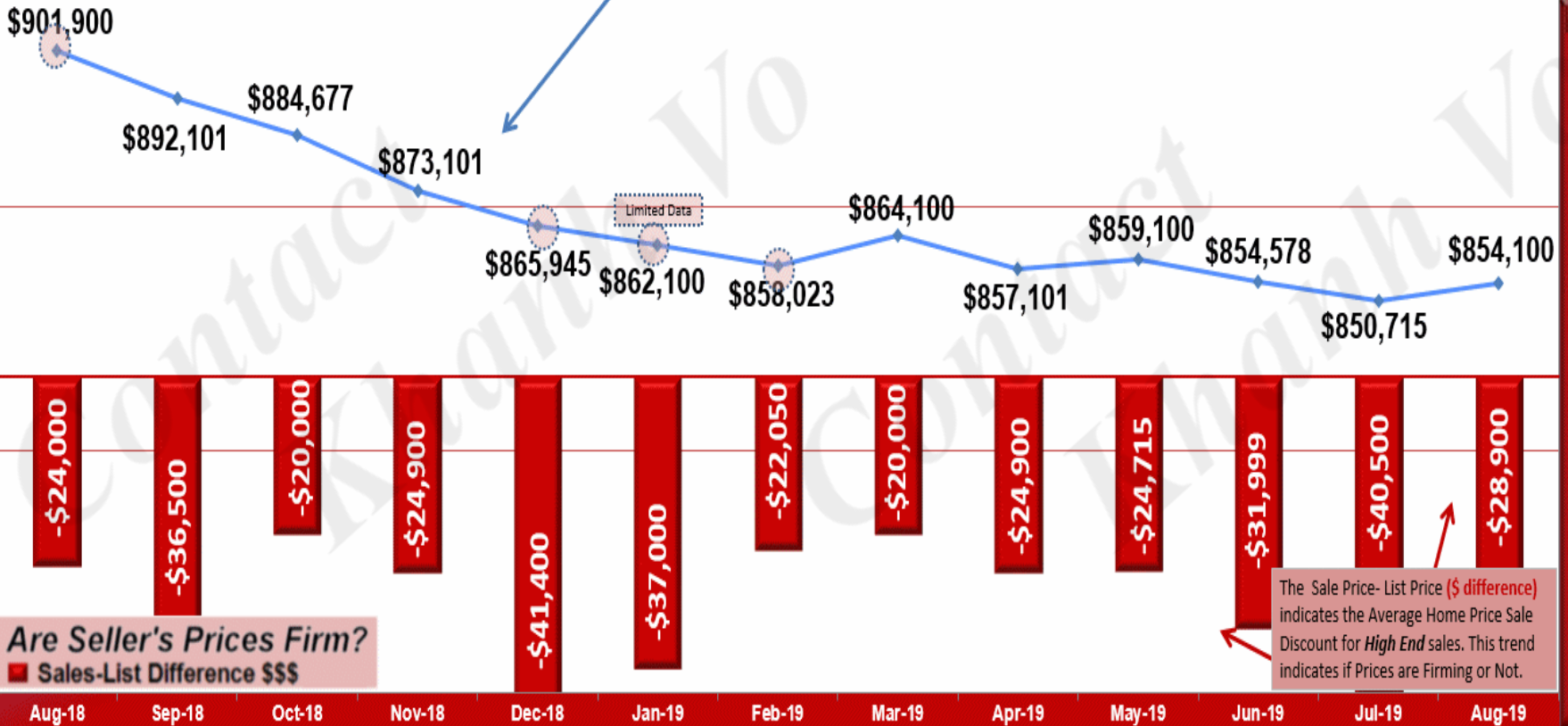


Market Analysis and Forecasting Sept 1/19 Burnaby S. and N.

Attached Burnaby 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 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 High End sales. This trend indicates if Prices are Firming or Not.

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



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.

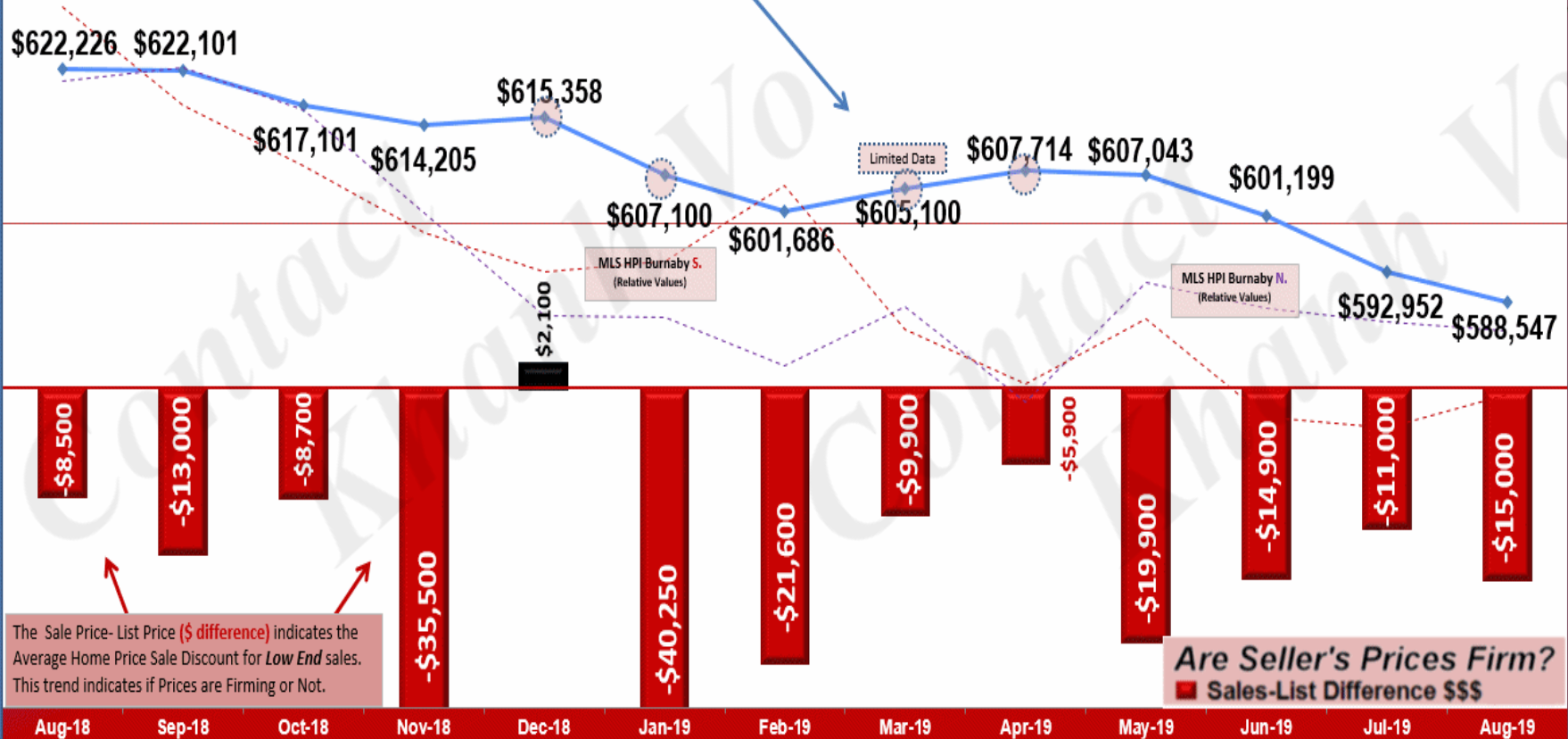


Market Analysis and Forecasting Sept 1/19 Burnaby S. and N.

Attached Burnaby 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 & 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)

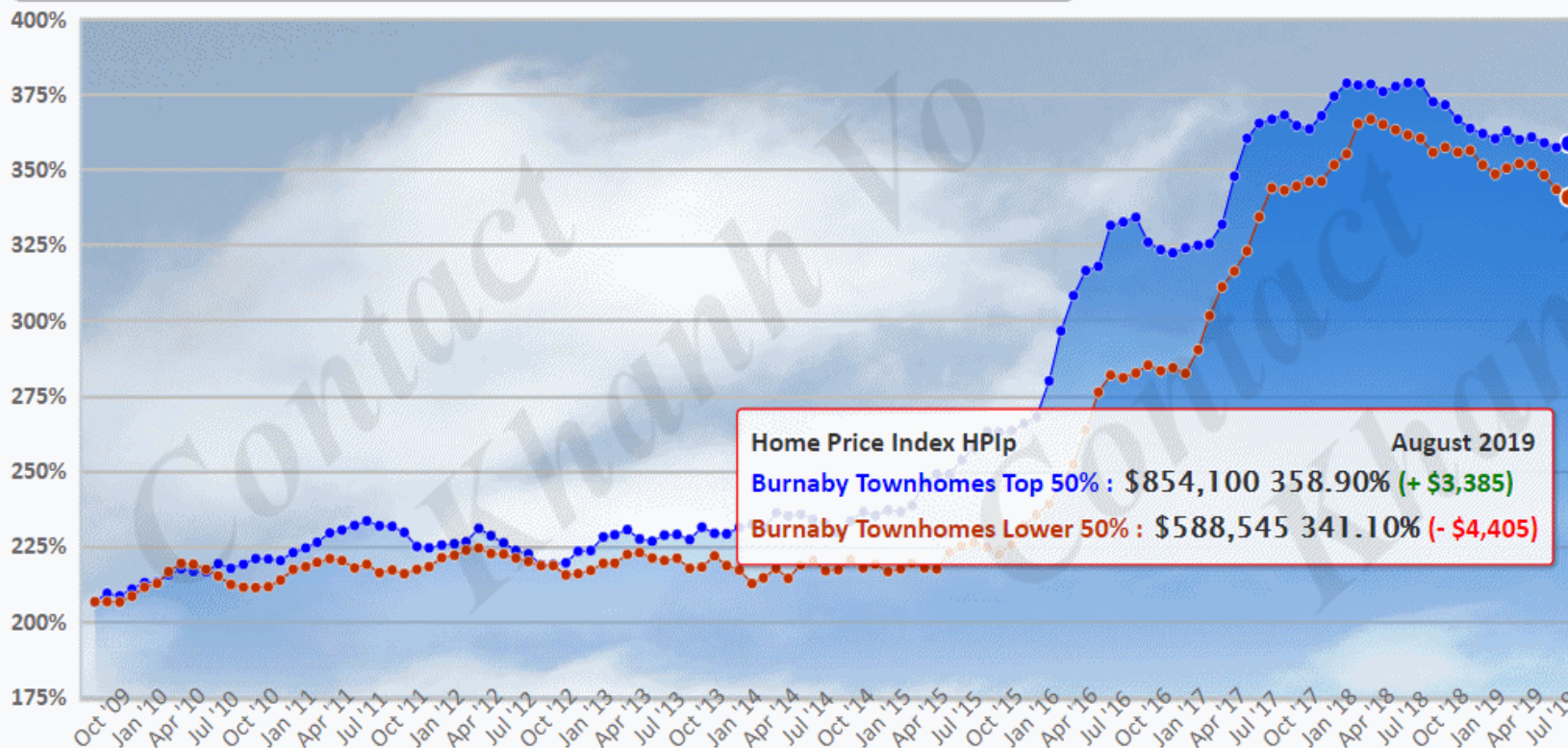
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Burnaby Townhomes Top 50% : HPIp Forecast+ Forecast-
 Burnaby Townhomes Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp August 2019
 Burnaby Townhomes Top 50% : \$854,100 358.90% (+ \$3,385)
 Burnaby Townhomes Lower 50% : \$588,545 341.10% (- \$4,405)

Monthly Home values

Date	Value
Aug 2019	% 358.90
Jul 2019	% 357.50
Jun 2019	% 359.10
May 2019	% 361.00
Apr 2019	% 360.10
Mar 2019	% 363.10
Feb 2019	% 360.50
Jan 2019	% 362.20
Dec 2018	% 363.90
Nov 2018	% 366.90
Oct 2018	% 371.70
Sep 2018	% 372.70

<<< 1 2 3 >>>

Highcharts.com

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Market Analysis and Forecasting Sept 1/19 Burnaby S. and N.

Attached Burnaby Condos Home Price Index HPI (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)

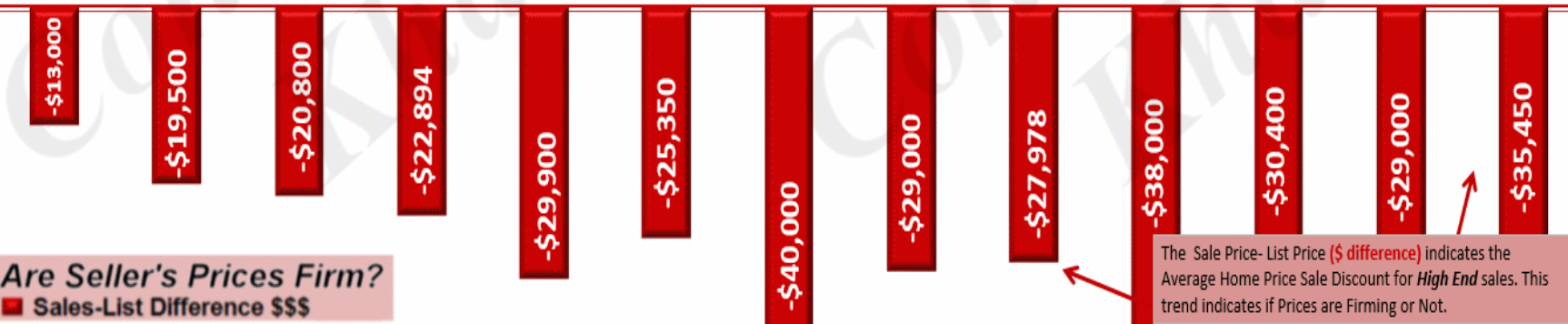
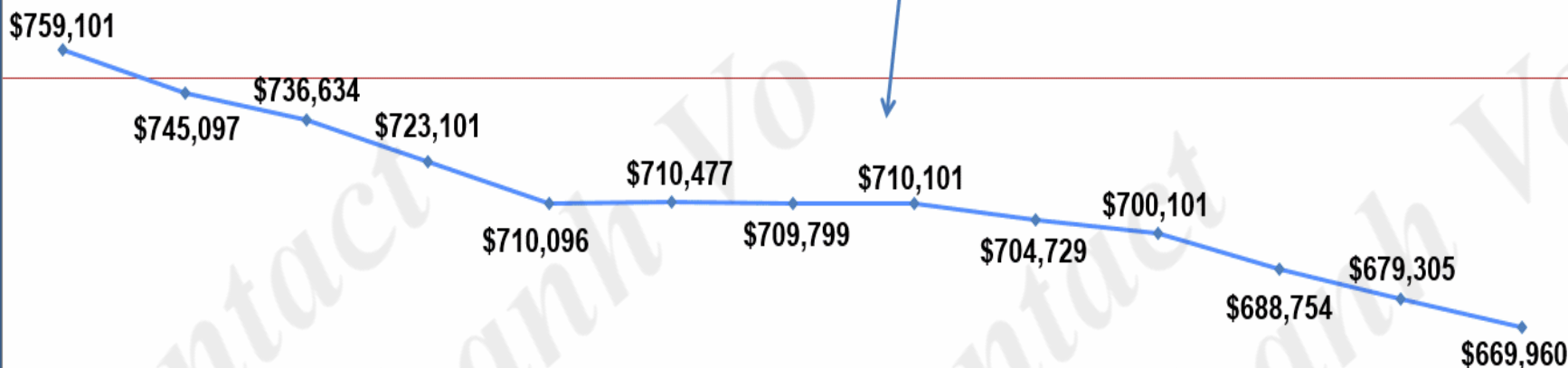


Condominiums

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

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(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 High End sales. This trend indicates if Prices are Firming or Not.

Aug-18 Sep-18 Oct-18 Nov-18 Dec-18 Jan-19 Feb-19 Mar-19 Apr-19 May-19 Jun-19 Jul-19 Aug-19



Condominiums

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

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Market Analysis and Forecasting Sept 1/19 Burnaby S. and N.

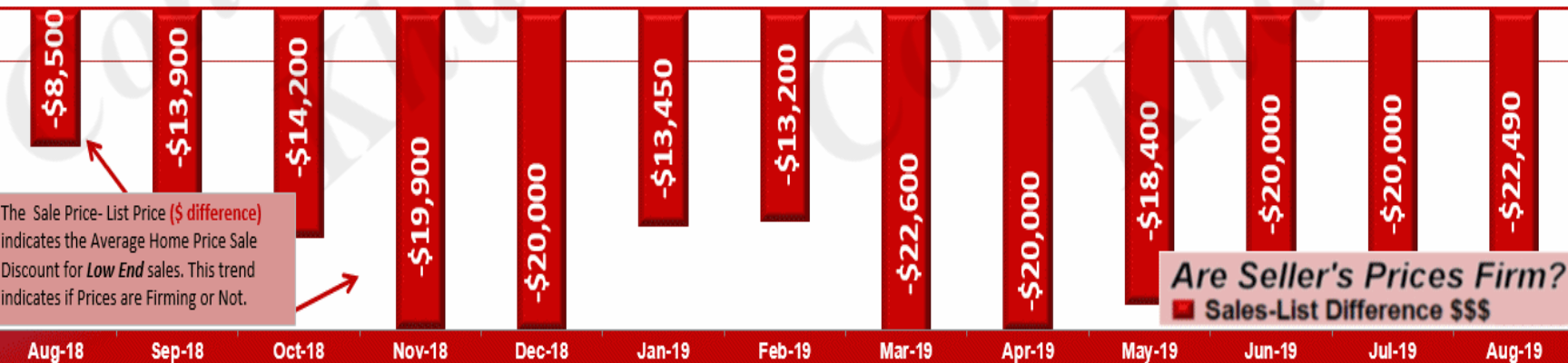
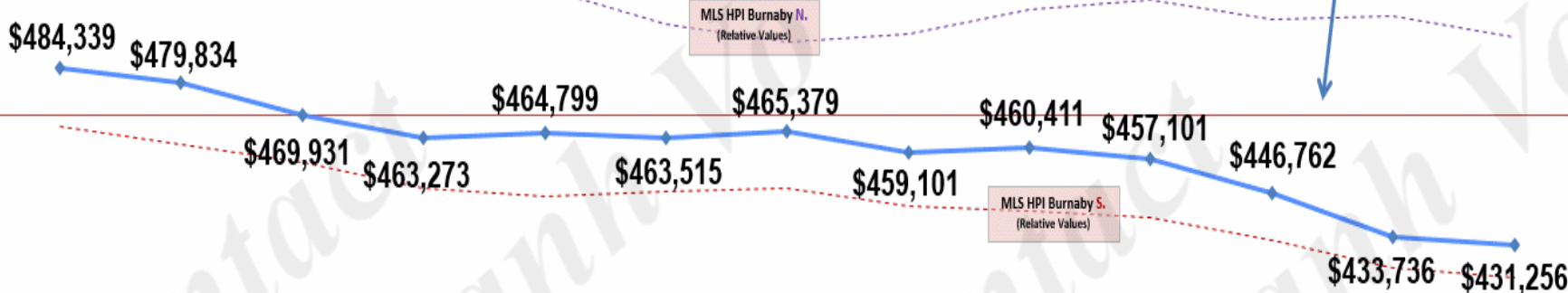
Attached Burnaby Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes

(Home Price Index Paired sales from 2005)

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

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Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Condominiums



Condominiums

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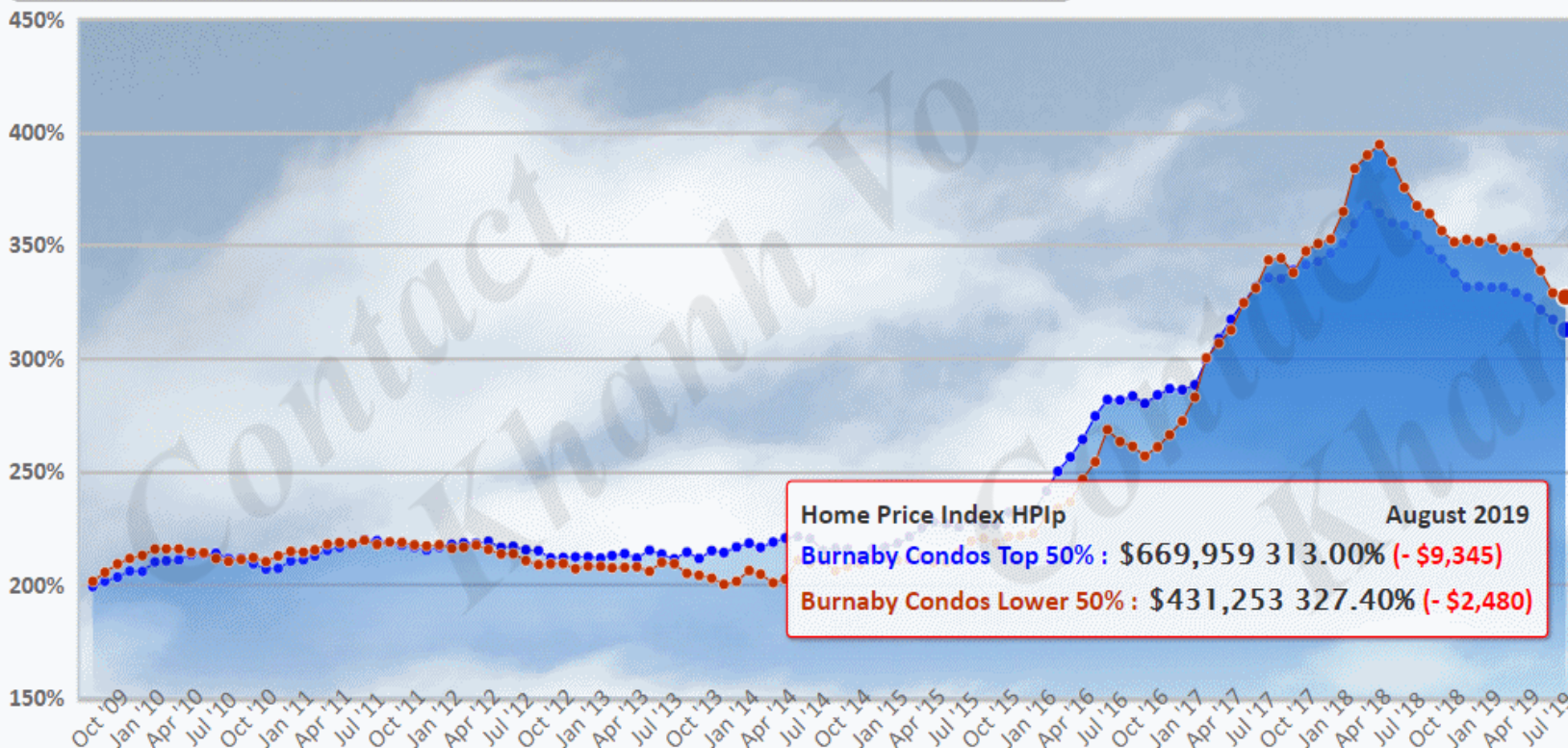


Market Analysis and Forecasting Sept 1/19 Burnaby S. and N.

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



Monthly Home values

Date	Value
Aug 2019	% 313.00
Jul 2019	% 317.40
Jun 2019	% 321.80
May 2019	% 327.10
Apr 2019	% 329.30
Mar 2019	% 331.80
Feb 2019	% 331.60
Jan 2019	% 332.00
Dec 2018	% 331.80
Nov 2018	% 337.90
Oct 2018	% 344.20
Sep 2018	% 348.10

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Highcharts.com



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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604-710-1245 khanhvo@remax.net

Market Analysis and Forecasting Sept 1/19 New West-E. Burnaby

New West-East Burnaby Sub areas Statistics - Aug 2019 Attached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price / List Price	Sell - List \$Difference	%SOLD
East Burnaby	16	2	51	101%	\$41,500	13%
The Crest BE	17	2	69	97%	-\$30,000	12%
Edmonds BE	92	15	42	96%	-\$26,300	16%
Brunette	0	0				0%
Downtown NW	106	17	50	96%	-\$19,900	16%
Fraserview Nw	65	17	38	96%	-\$23,499	26%
GlenBrooke North	12	5	6	98%	-\$10,000	42%
Moody Park	3	0				0%
Queensborough Nv	52	3	34	98%	-\$10,000	6%
Queens Park Nw	2	1	4	99%	-\$7,499	50%
Quay NW	88	17	27	96%	-\$23,000	19%
Sapperton Nw	26	4	25	97%	-\$12,425	15%
The Heights Nw	2	0				0%
Uptown Nw	135	17	17	96%	-\$23,000	13%
West End Nw	3	0				0%
Total Activity	619	100	29	96%	-\$19,050	16%

New West - East Burnaby List Price Ranges Statistics - Aug 2019 Attached

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price / List Price	Sell - List \$Difference	%SOLD
0-\$300,000	11	2	25	96%	-\$11,400	18.2%
\$300,001-\$400,000	57	15	15	94%	-\$23,000	26.3%
\$400,001-\$500,000	126	27	18	97%	-\$14,900	21.4%
\$500,001-\$600,000	139	26	21	96%	-\$19,450	18.7%
\$600,001-\$700,000	110	16	50	96%	-\$24,950	14.5%
\$700,001 and more	176	14	39	96%	-\$34,850	8.0%
Total Activity	619	100	29	96%	-\$19,050	16%

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	424	669	619		-50
Active Listings (1st of the Month)	294	522	511	459	-52
Solds	79	95	100		5
Days on Market (DOM)	19	15	29		14
%SOLD (Sales/Listings/Mthly Rate)	19%	14%	16%		2.0%
Condos (Upper 50%) Home Price Index	\$591,101	\$551,101	\$536,988		-\$14,113
Condos (Lower 50%) Home Price Index HI	\$426,100	\$372,101	\$370,006		-\$2,095
Twnhs (Upper 50%) Home Price Index H	\$892,101	\$842,879	\$840,100		-\$2,779
Twnhs (Lower 50%) Home Price Index HPI	\$578,731	\$560,396	\$557,480		-\$2,916

Sept 1 2019 **New West - East Burnaby** Market Update: **Attached Townhomes/ Condos**
Current: New West - East Burnaby's Residential Attached housing market is a Seller Market with a **16 % SOLD** Rate.
 (This means 16 homes out of 100 sold with average sales-list difference of \$19,050)

Most Active Price Range: Attached Homes between \$300,000 - \$400,000 have **26.3 % SOLD** rate.

Least Active Price Range: Attached Homes above \$700,000 have **8.0 % SOLD** rate.

History: The New West - E. Burnaby's **Condos** Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices decreased \$54,113.
 The New West - E. Burnaby's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$56,094.
 The New West - E. Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices decreased \$52,001.
 The New West - E. Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$21,251.

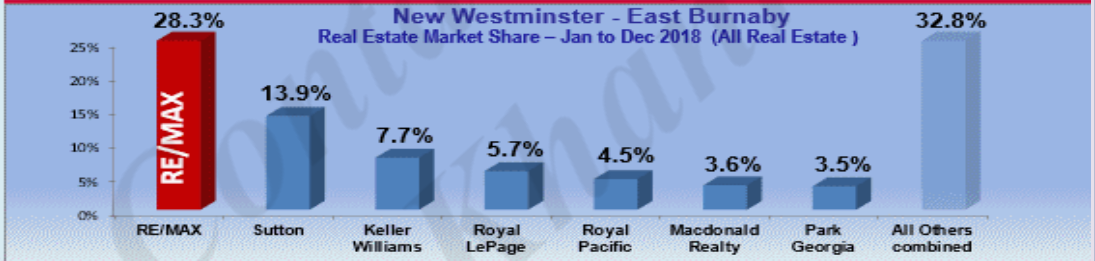
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The total Listing Inventories were 46% more than the month last year. Total listings decreased by 50 listings. We project New West - E. Burnaby Attached 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.

Analytical Methods: The New West - E. Burnaby represents many diverse markets that makes the average or median Monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **New West - E. Burnaby HPIp Upper 50%** representing the higher end sales and the **New West - E. Burnaby 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: FVRES, REBGV, 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 New West-E. Burnaby

Attached Townhomes/ Condos New West, E. Burnaby Total Listings, Sales, and %SOLD rates

Sales / Listings

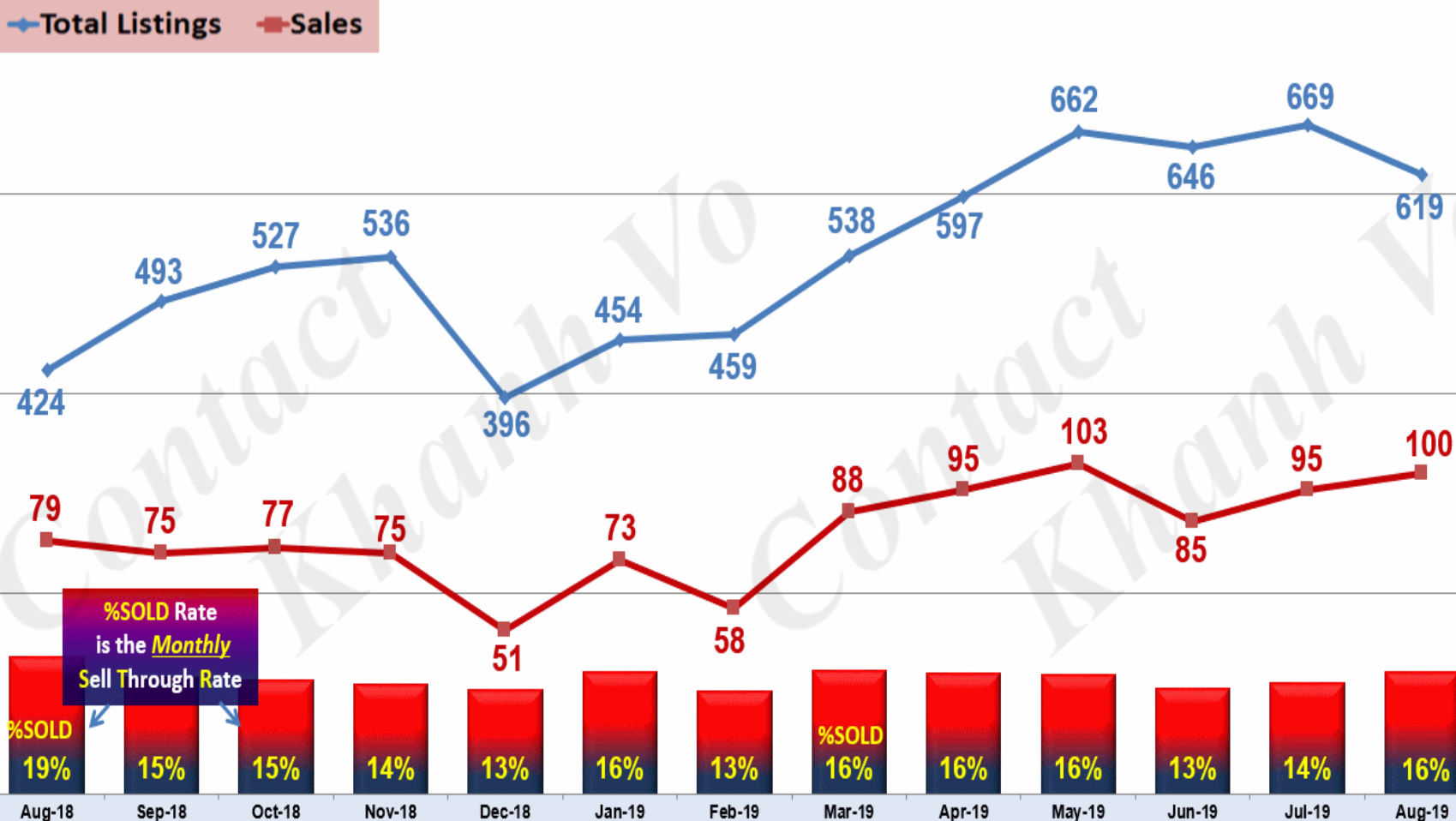
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate



Attached



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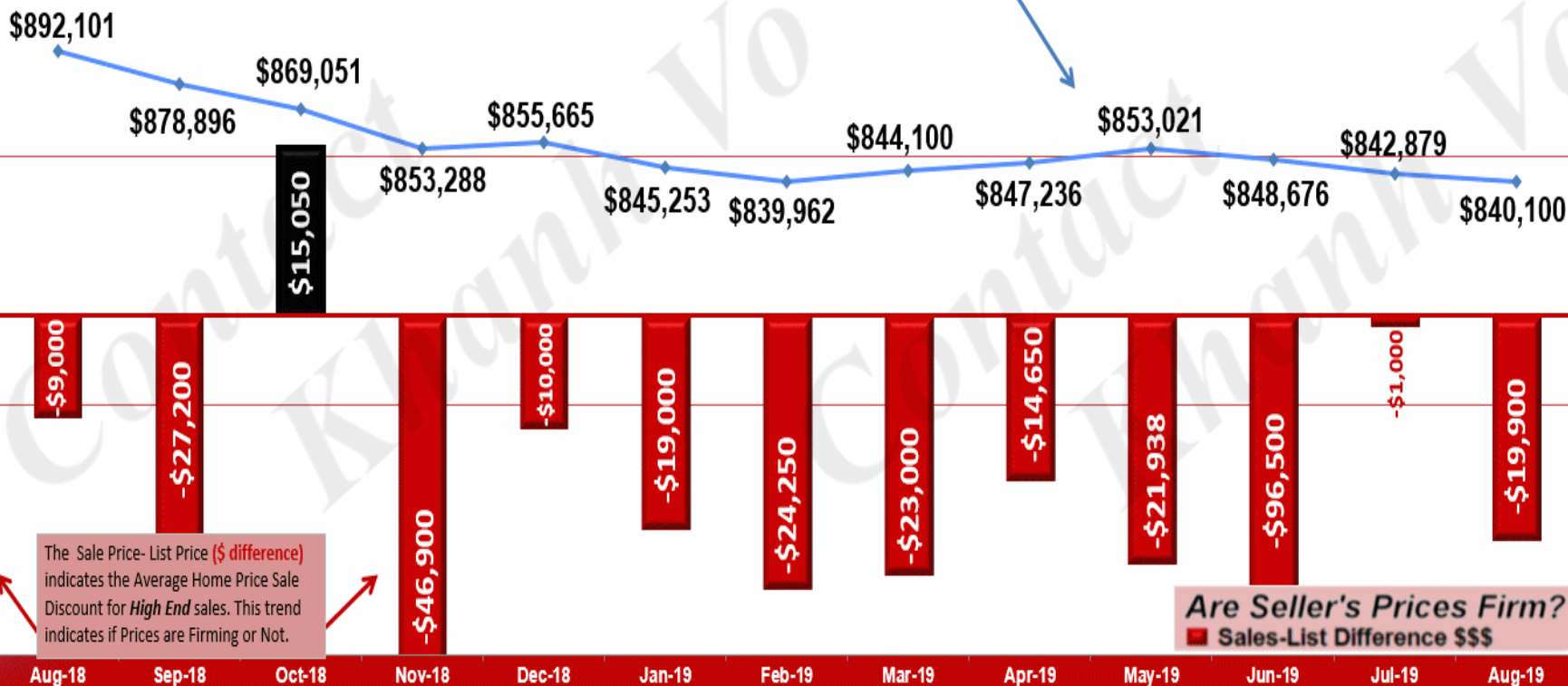
Market Analysis and Forecasting Sept 1/19 New West-E. Burnaby

Attached New West, E. Burnaby Townhouse Home Price Index HPI (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 → HPI (Top 50%)

The Home Price Index HPI 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.)

Home Price Changes
(Home Price Index Paired sales from 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 \$\$\$



Townhouses

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

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Home Price Changes

(Home Price Index Paired sales from 2005)

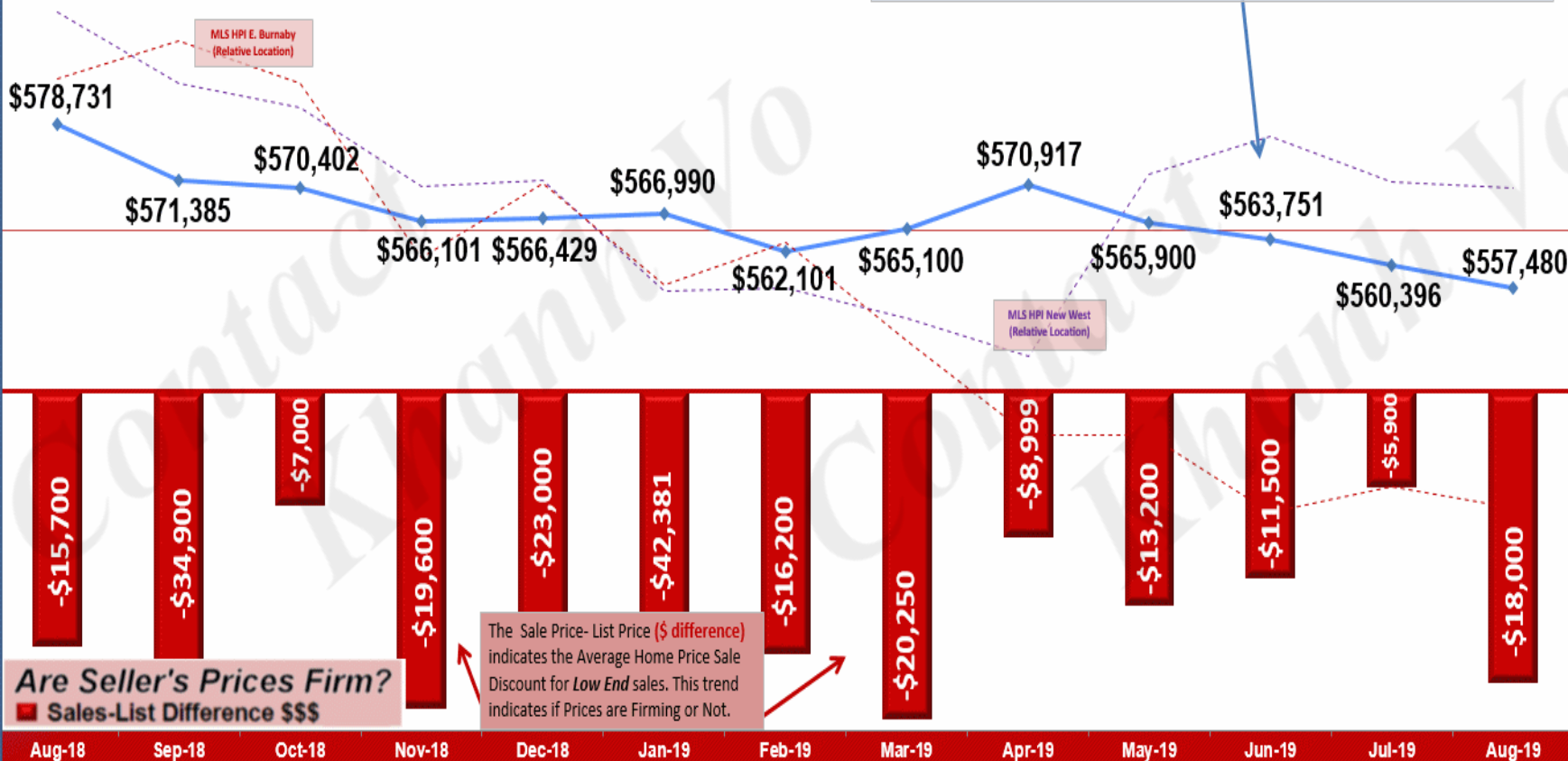


Townhouses

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

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

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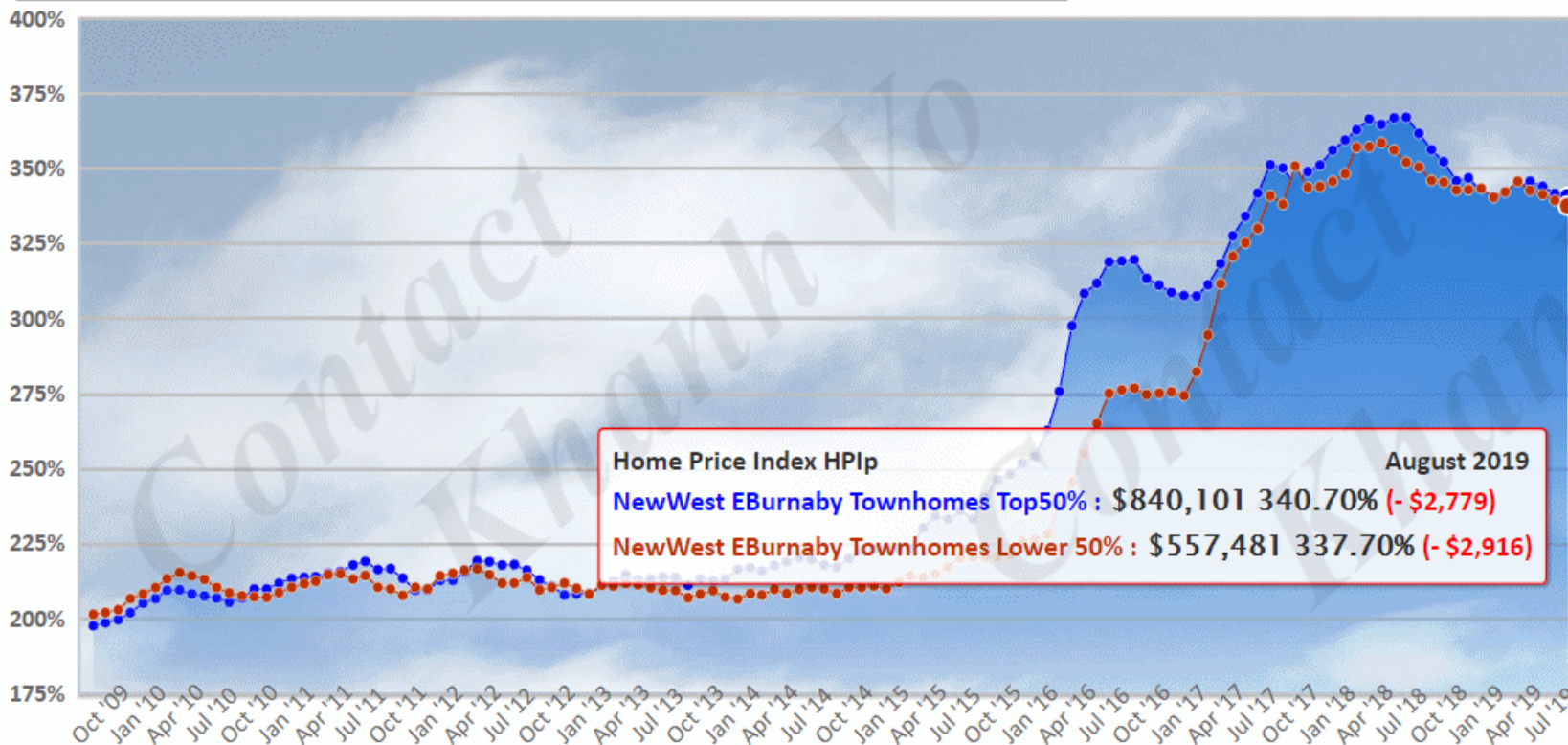
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NewWest EBurnaby Townhomes Top50% : **HPIp** Forecast+ Forecast-
 NewWest EBurnaby Townhomes Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home value:

Date	Value
Aug 2019	% 340.70
Jul 2019	% 341.80
Jun 2019	% 344.20
May 2019	% 345.90
Apr 2019	% 343.60
Mar 2019	% 342.30
Feb 2019	% 340.60
Jan 2019	% 342.80
Dec 2018	% 347.00
Nov 2018	% 346.00
Oct 2018	% 352.40
Sep 2018	% 356.40

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Market Analysis and Forecasting Sept 1/19 New West-E. Burnaby

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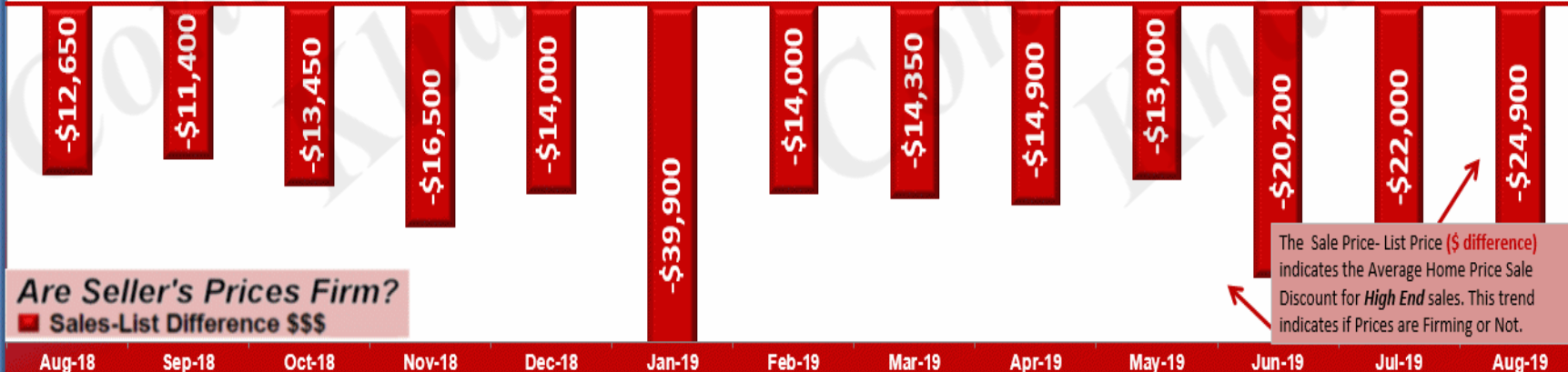
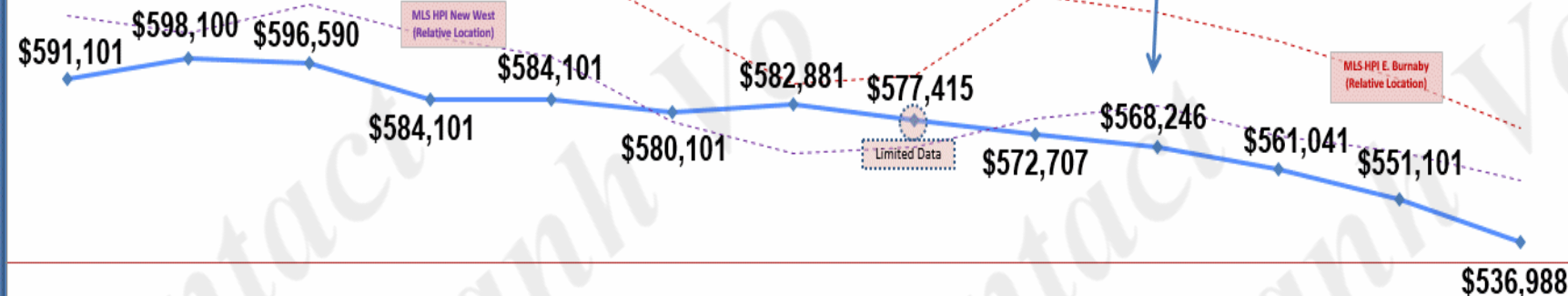
Home Price Changes
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

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Series "Condos Disc.(Top 50%)



Are Seller's Prices Firm?

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



Condominiums



Condominiums



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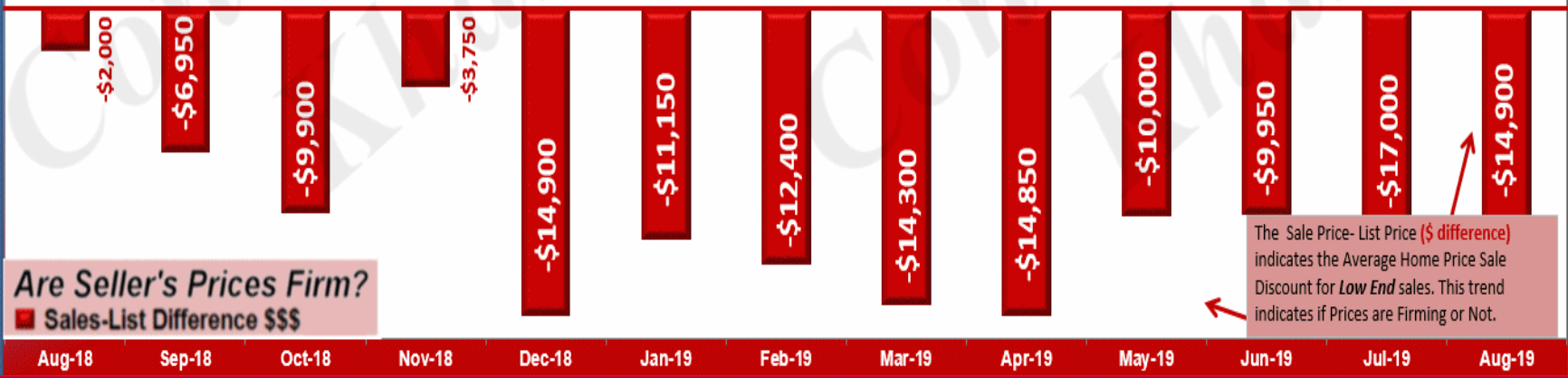
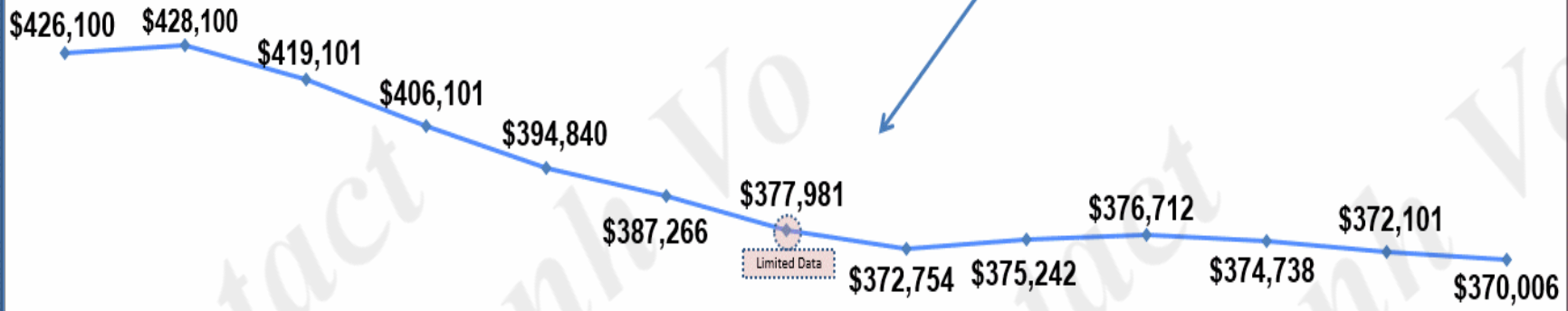
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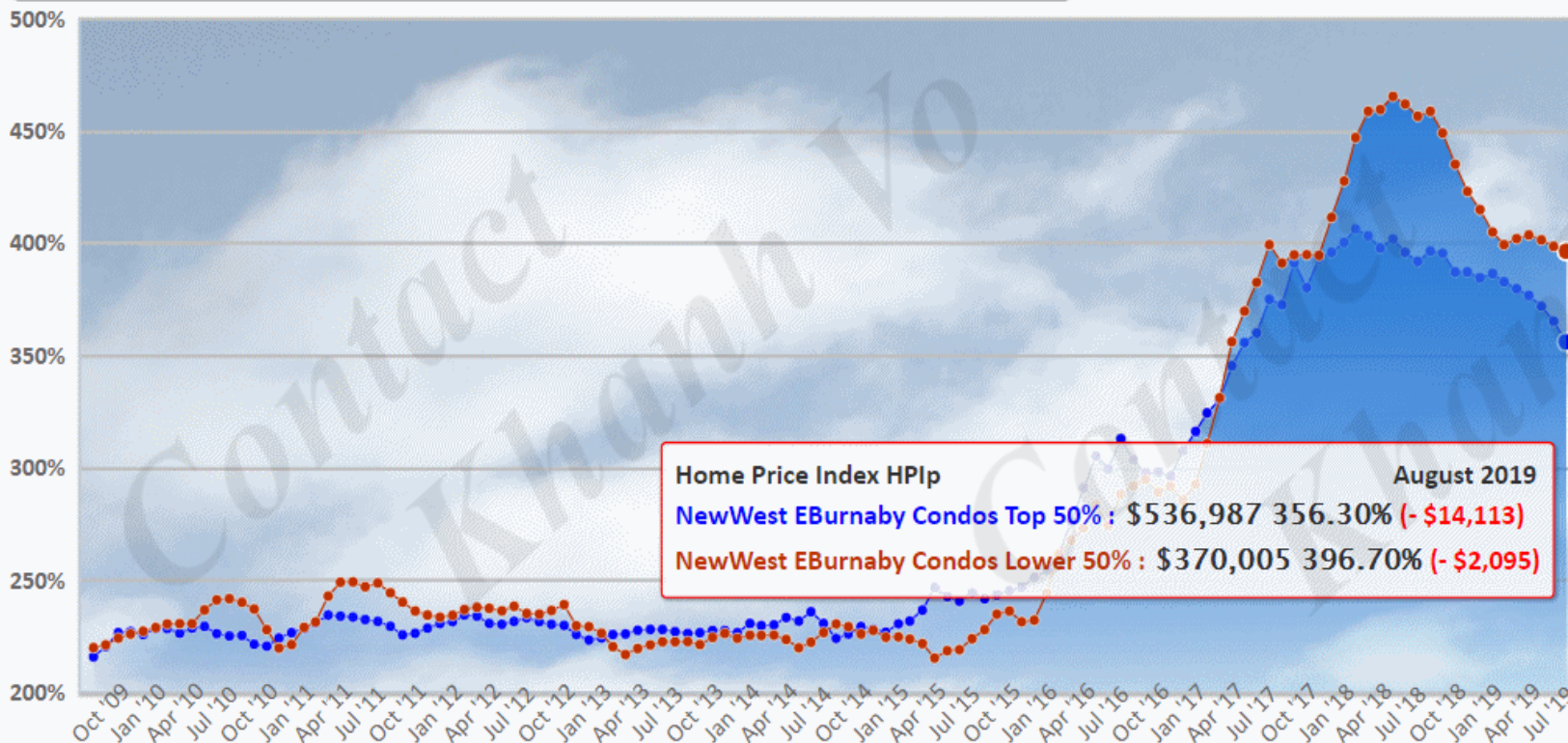


Market Analysis and Forecasting Sept 1/19 New West-E. Burnaby

Powered by the Greater Vancouver Market Reports HPIp



NewWest EBurnaby Condos Top 50% : HPIp Forecast+ Forecast-
 NewWest EBurnaby Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 356.30
Jul 2019	% 365.60
Jun 2019	% 372.20
May 2019	% 377.00
Apr 2019	% 380.00
Mar 2019	% 383.10
Feb 2019	% 386.70
Jan 2019	% 384.90
Dec 2018	% 387.50
Nov 2018	% 387.50
Oct 2018	% 395.80
Sep 2018	% 396.80

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Highcharts.com



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Sept 1/19 Coquitlam

Coquitlam Sub areas Statistics - Aug 2019						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD
Burke Mountain	76	19	15	100%	\$0	25.0%
Central Coquitlam	41	6	17	96%	-\$13,650	14.6%
Coquitlam East	5	0				0.0%
Cape Horn	1	0				0.0%
Chineside	158	20	25	96%	-\$28,950	12.7%
Coquitlam West	20	4	29	95%	-\$19,500	20.0%
Canyon Springs	21	1	46	95%	-\$27,000	4.8%
Eagle Ridge CQ	1	0				0.0%
Harbour Chines	5	2	23	97%	-\$21,750	40.0%
Maillardville	50	7	34	97%	-\$12,000	14.0%
North Coquitlam	199	30	18	95%	-\$24,950	15.1%
New Horizons	60	14	34	96%	-\$27,500	23.3%
Ranch Park	1	0				0.0%
Scott Creek	3	0				0.0%
Upper Eagle Ridge	3	0				0.0%
Westwood Plateau	76	11	34	96%	-\$29,000	14.5%
Total Activity	720	114	22	96%	-\$20,000	16%

Coquitlam List Price Ranges Statistics - Aug 2019						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	33	10	32	95%	-\$18,950	30.3%
\$400,000-\$500,001	123	29	22	96%	-\$19,100	23.6%
\$500,000-\$575,001	95	13	27	95%	-\$27,000	13.7%
\$575,000-\$675,001	158	21	20	96%	-\$29,000	13.3%
\$675,000-\$800,001	147	22	15	99%	-\$9,400	15.0%
\$800,001 and more	164	19	20	97%	-\$26,000	11.6%
Total Activity	720	114	22	96%	-\$20,000	16%

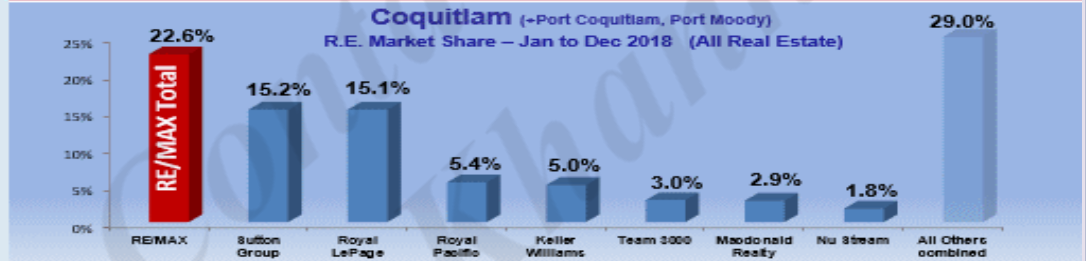
Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	614	780	720		-60
Active Listings	431	573	593	535	-58
Solds	117	121	114		-7
Days on Market (DOM)	18	26	22		-4
%SOLD (Sales/Listings /Mthly Rate)	19.1%	15.5%	15.8%		0.3%
Condos (Top 50%) Home Price Index H	\$561,439	\$528,910	\$521,673		-\$7,237
Condos (Lower 50%) Home Price Index	\$410,828	\$383,894	\$372,197		-\$11,697
Twnhs (Top 50%) Home Price Index HP	\$881,101	\$832,348	\$825,855		-\$6,493
Twnhs (Lower 50%) Home Price Index H	\$537,101	\$528,462	\$526,916		-\$1,545

Sept 1 2019 Coquitlam Market Update Attached Townhomes/ Condos
Current: Coquitlam is a Seller Market with average listing inventory, a **16 % SOLD** rate and a 96% Sell/List Ratio.
(This means the discount on a sale from the original list price is averaging \$20,000)
 Most Active Price Range: Attached Homes below \$400,000 have a **30.3 % SOLD** rate.
 Least Active Price Range: Attached Homes above \$8 mill. have a **11.6 % SOLD** rate.

History: The Coquitlam's Condos Year-To-Date Home Price Index HPIp (Top 50%) shows that prices decreased \$34,766.
 The Coquitlam's Condos Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices decreased \$38,631.
 The Coquitlam's Townhouses Year-To-Date Home Price Index HPIp (Top 50%) shows that prices decreased \$55,246.
 The Coquitlam's Townhouses Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices decreased \$10,185.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: We currently have 17% more listing than same month last year. We project Coquitlam Attached continuing 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.

the RE/MAX Market Share Reports



Neighbourhood: The Coquitlam represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the Coquitlam HPIp Top 50% representing the higher end sales and the Coquitlam 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. 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.

* Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month.
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Market Analysis and Forecasting Sept 1/19 Coquitlam

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

Sales / Listings

Monthly Totals

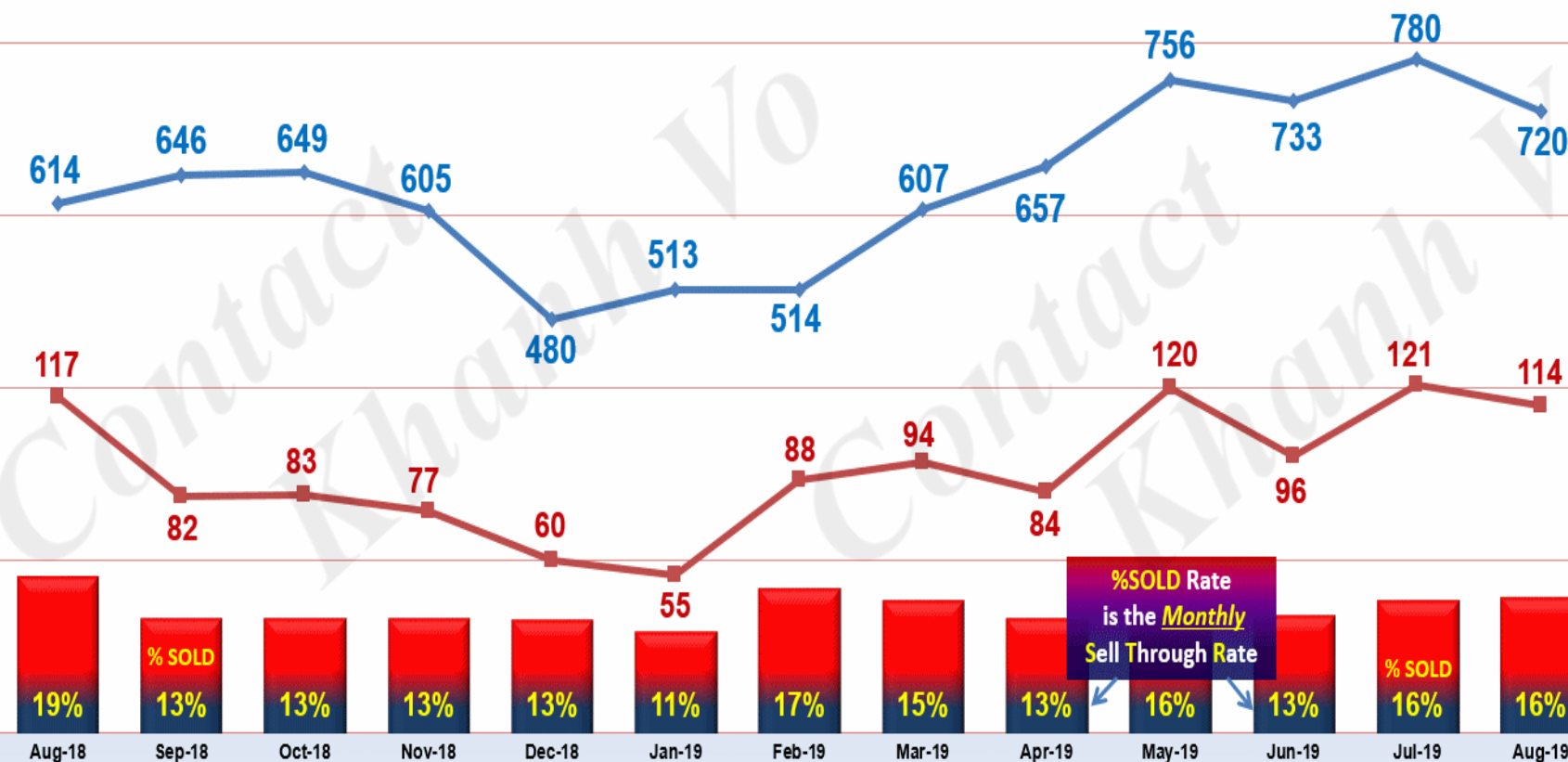


Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

Total Listings Sales



%SOLD Rate is the Monthly Sell Through Rate

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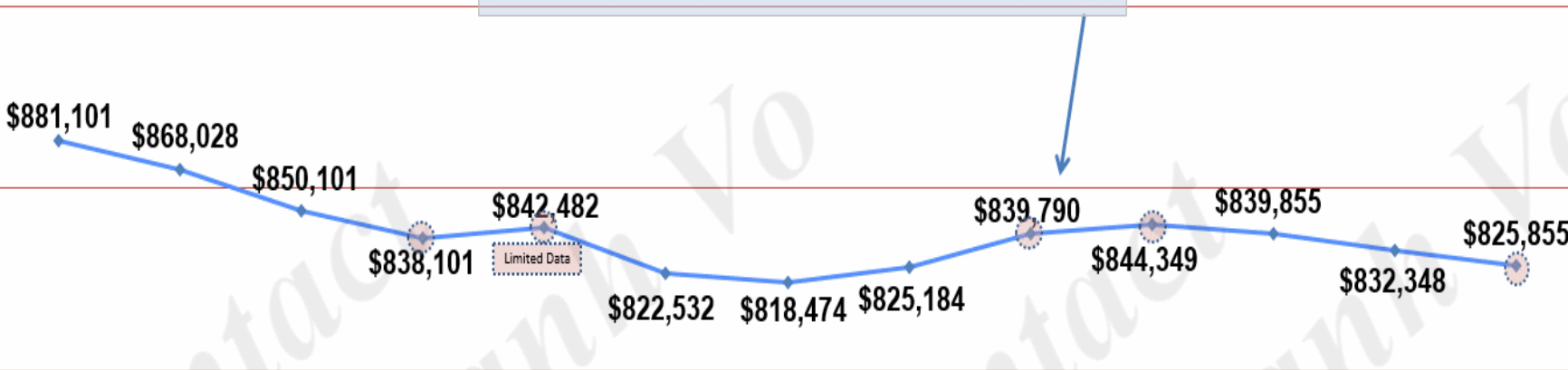
Market Analysis and Forecasting Sept 1/19 Coquitlam

Attached Coquitlam 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)

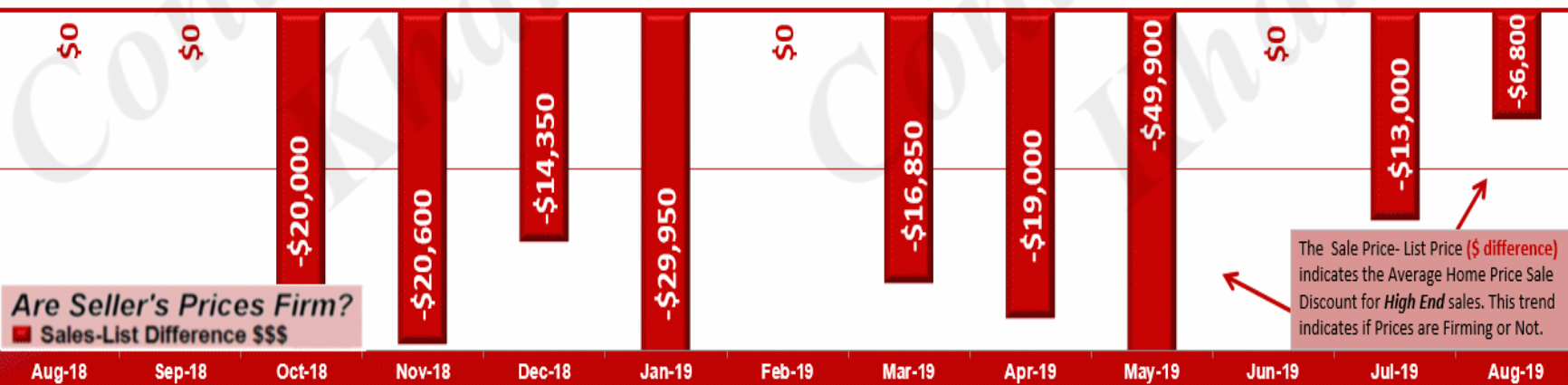
Are Home Prices Up?
Home Price Index → HPIp (Top 50%)

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



Townhouses



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 Changes
(Home Price Index Paired sales from 2005)



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Market Analysis and Forecasting Sept 1/19 Coquitlam

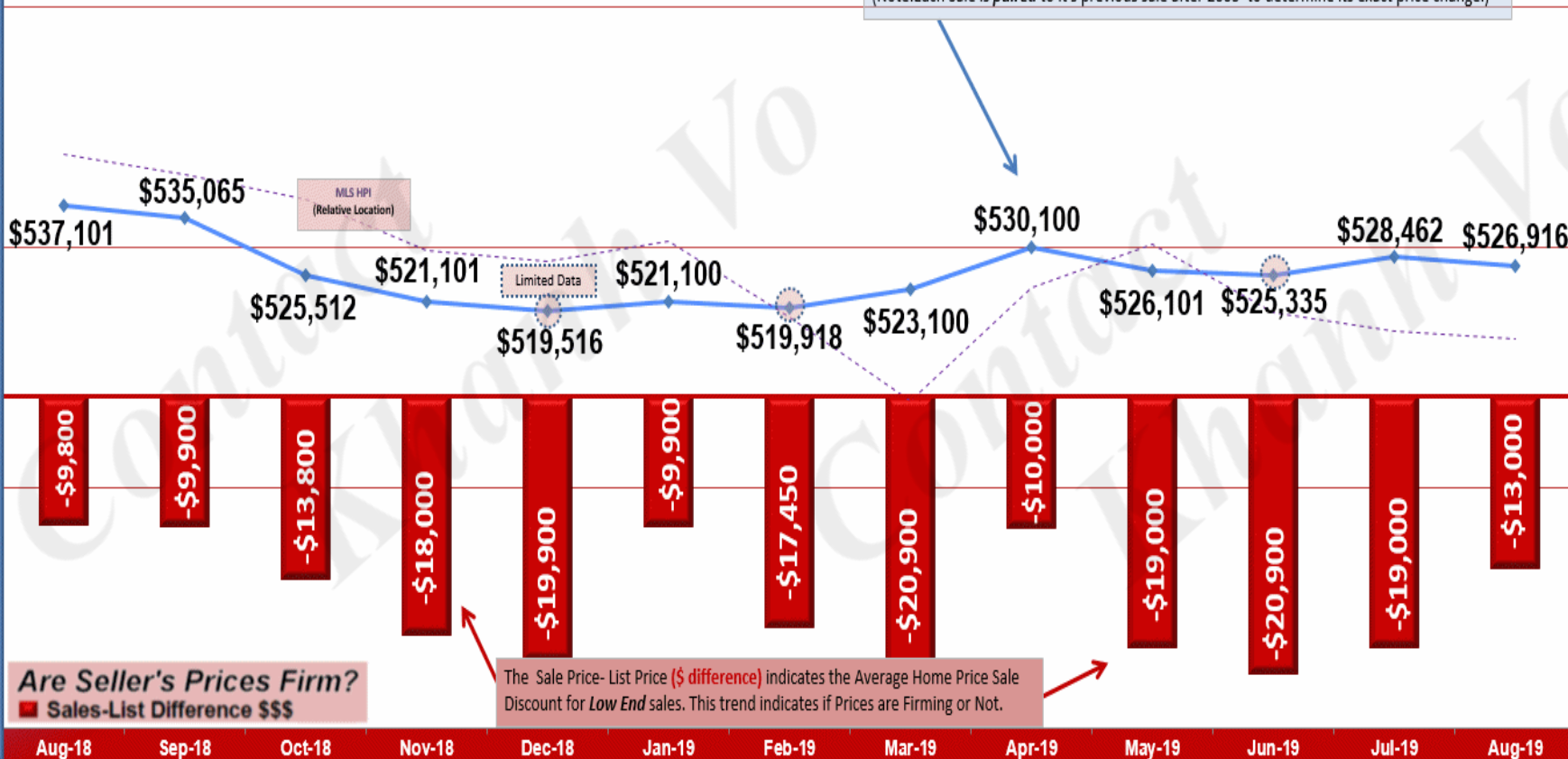
Attached Coquitlam Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

The Home Price Index HPIp is our 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 indicates if Prices are Firming or Not.

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



Townhouses

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

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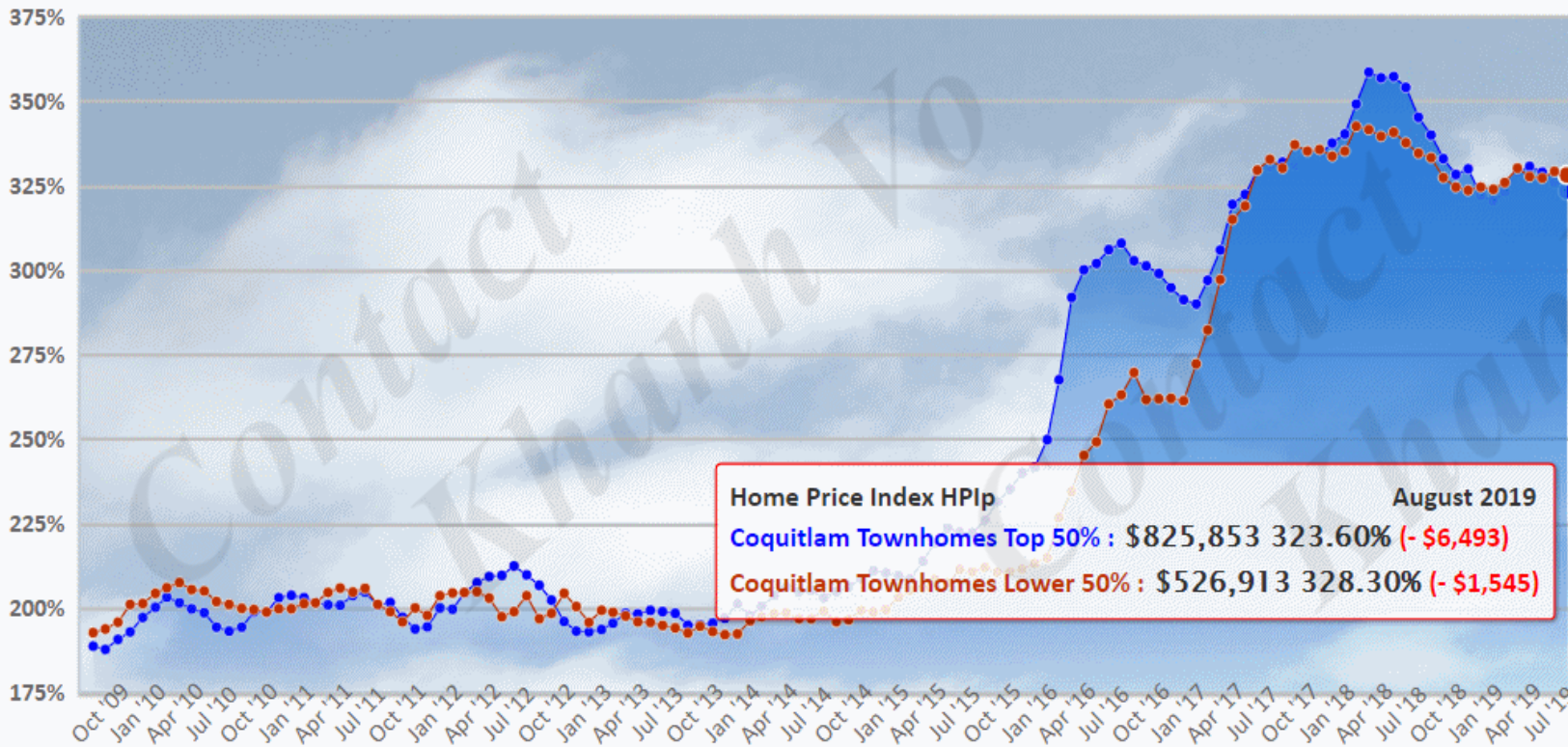


Market Analysis and Forecasting Sept 1/19 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Aug 2019	% 323.60
Jul 2019	% 326.10
Jun 2019	% 329.10
May 2019	% 330.80
Apr 2019	% 329.10
Mar 2019	% 323.30
Feb 2019	% 320.70
Jan 2019	% 322.30
Dec 2018	% 330.10
Nov 2018	% 328.40
Oct 2018	% 333.10
Sep 2018	% 340.10

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Market Analysis and Forecasting Sept 1/19 Coquitlam

Attached Coquitlam 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

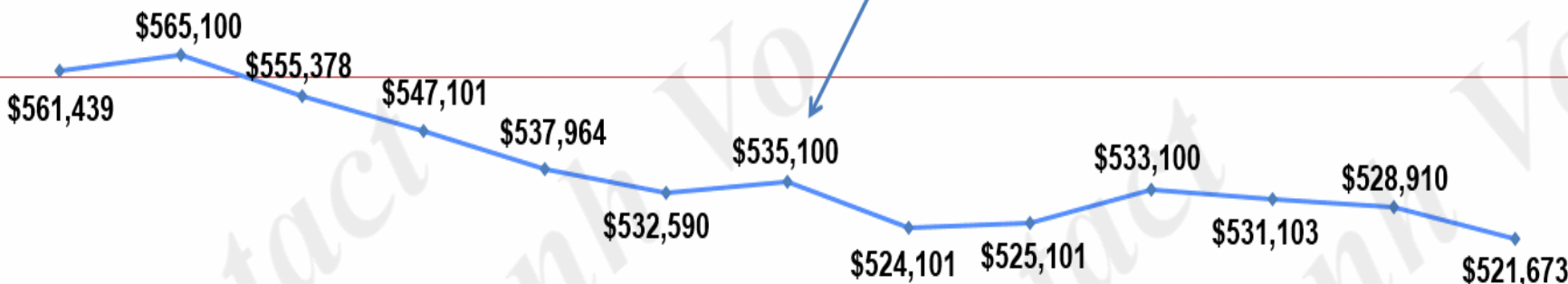
Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

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 Condos.

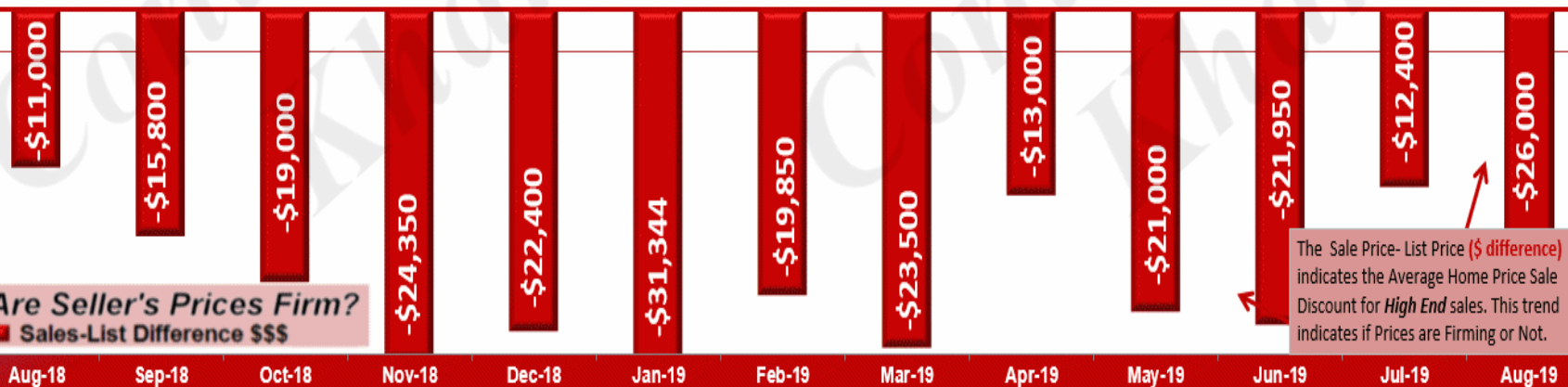
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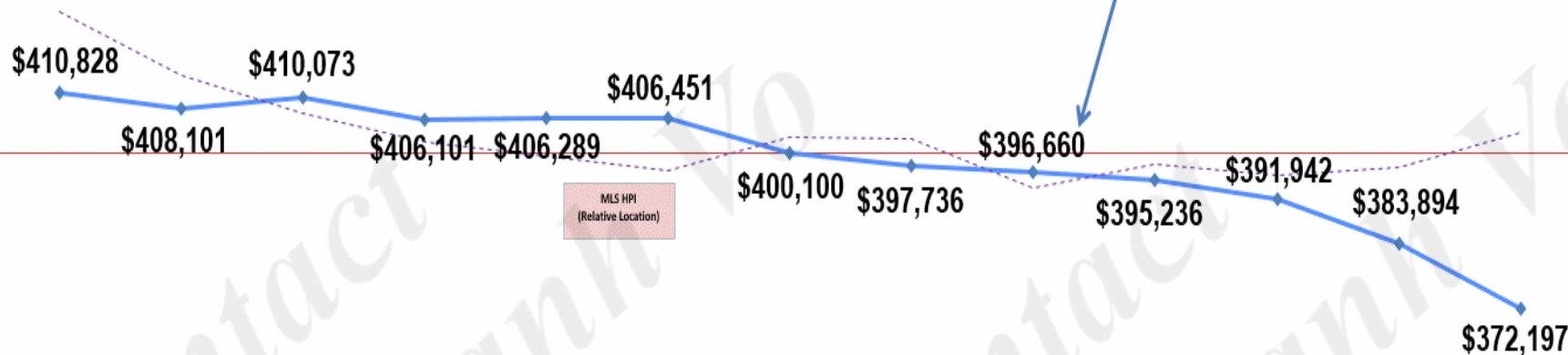
Market Analysis and Forecasting Sept 1/19 Coquitlam

Attached Coquitlam 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)

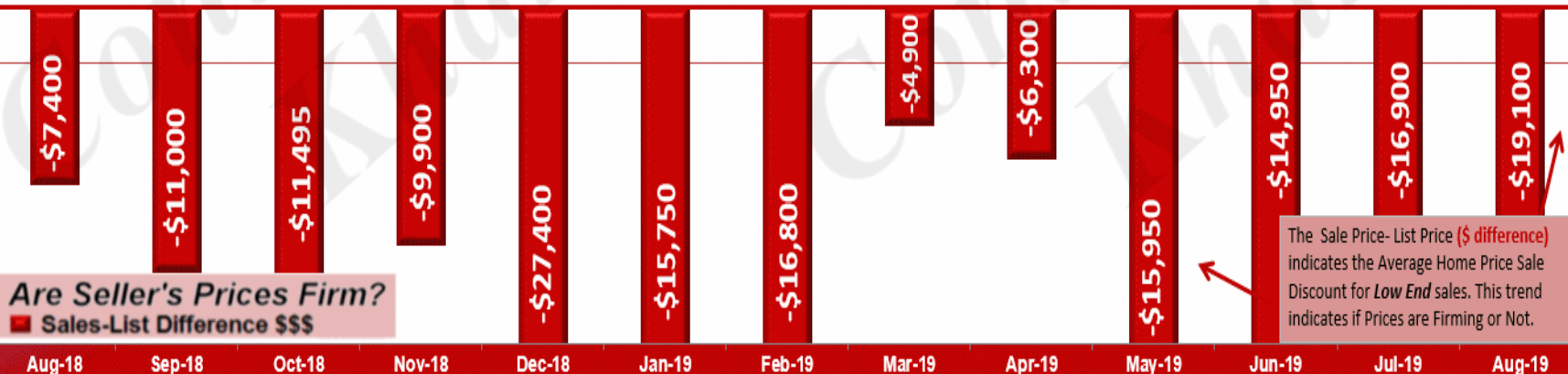
Home Price Changes
(Home Price Index Paired sales from 2005)

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Home Price Index - HPIp (Lower 50%)

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



Condominiums



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.

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



Condominiums

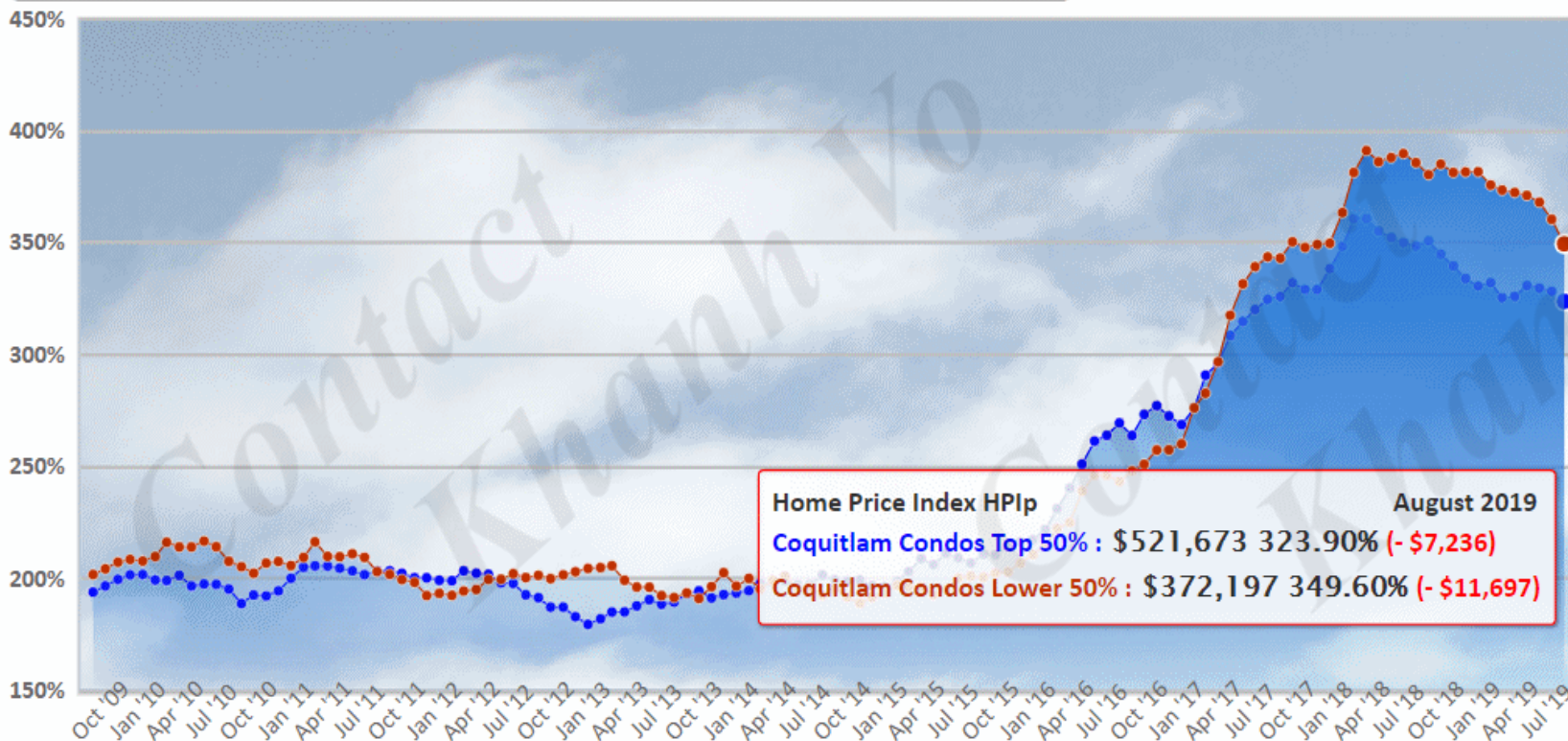
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Market Analysis and Forecasting Sept 1/19 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp

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



Monthly Home values

Date	Value
Aug 2019	% 323.90
Jul 2019	% 328.40
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Apr 2019	% 326.10
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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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Advice you can trust

604-710-1245 khanhvo@remax.net

Market Analysis and Forecasting Sept 1/19 Port Coquitlam

Port Coquitlam Sub areas Statistics - Aug 2019 Attached						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Birchland Manor	2	2	169	94%	-\$34,700	100%
Central Pt Coquitlam	154	26	23	97%	-\$14,250	17%
Citadel PQ	24	3	3	99%	-\$9,900	13%
Glenwood PQ	48	9	54	97%	-\$19,000	19%
Lower Mary Hill	0	0				0%
Lincoln Park PQ	8	1	17	98%	-\$10,900	13%
Mary Hill	11	1	88	89%	-\$79,000	9%
Oxford Heights	0	0				0%
Riverwood	39	6	25	97%	-\$23,850	15%
Woodland Acres PQ	0	0				#DIV/0!
Total Activity	286	48	25	97%	-\$15,000	17%

Port Coquitlam List Price Ranges - Aug 2019 Attached						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	61	18	21	97%	-\$10,000	29.5%
\$400,001-\$500,000	76	10	48	96%	-\$16,750	13.2%
\$500,001-\$600,000	49	8	35	97%	-\$15,900	16.3%
\$600,001 and more	100	12	25	97%	-\$22,400	12.0%
Total Activity	286	48	25	97%	-\$15,000	17%

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	248	292	286		-6
Active Listings	162	206	222	190	-32
Solds	54	44	48		4
DOM	10	15	25		11
MLS Port Coquitlam HPI* (Apts)	\$471,700	\$446,000	\$438,400		-\$7,600
MLS Port Coquitlam HPI* (Twnhs)	\$667,500	\$631,800	\$627,600		-\$4,200
%SOLD (Sales/Listings /Mthly Rate)	21.8%	15.1%	16.8%		1.7%

Sept 1 2019 Port Coquitlam Market Update Attached

Current: Port Coquitlam is a Seller Market with average listing inventory, a **17 %SOLD** rate and a 97% Sell/List Ratio.

(This means that there is an average of a \$15,000 discount on a sale from the original list price)

Most Active Price Range: Homes below \$400,000 have **29.5 %SOLD** rate.

Least Active Price Range: Homes above \$600,000 have **12.0 %SOLD** rate.

History: Port Coquitlam's Condos Year-To-Date MLS Home Price Index* shows a increase of \$33,300.

Port Coquitlam's Townhouses Year-To-Date MLS Home Price Index* shows an increase of \$39,900.

Forecast: Listing Inventories are 15% more than same month last year. We project Port Coquitlam Attached to be a Seller market.

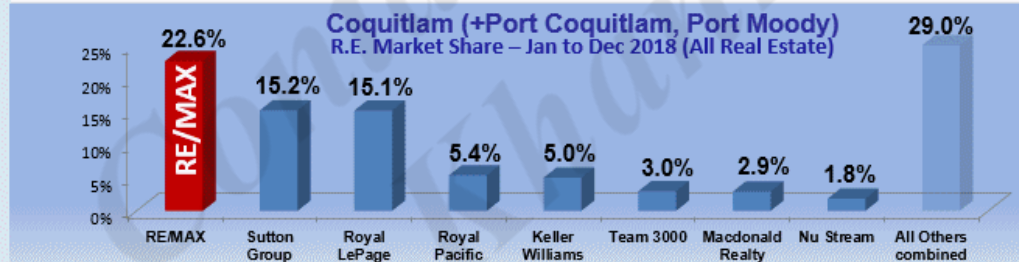
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Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the 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.

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the RE/MAX Market Share Reports

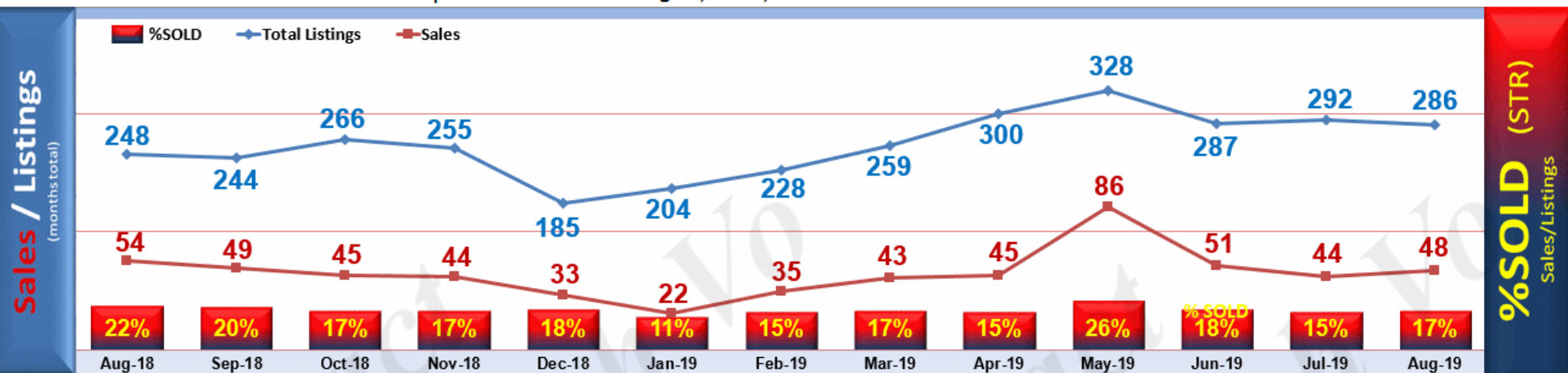


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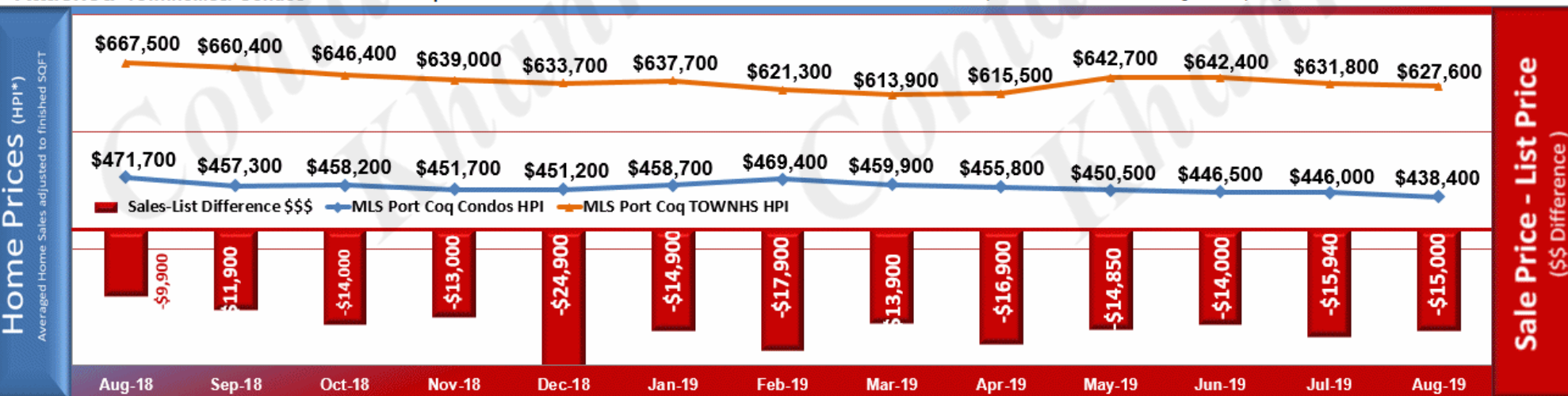


Market Analysis and Forecasting Sept 1/19 Port Coquitlam

Attached Townhomes/ Condos Port Coquitlam Total Listings**, Sales, and %SOLD rates



Attached Townhomes/ Condos Port Coquitlam Home Price Index*, Sale Price-List Price (\$ Difference) (sold for less \$ than their original list price)



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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

