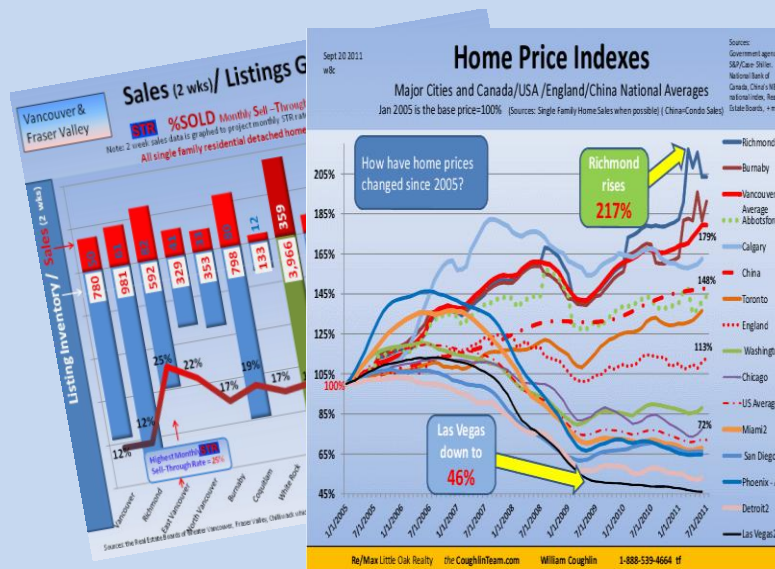


Lawrence Engelsman's Market Reports



Advanced Marketing Tools





Lawrence Engelsman's Market Reports

Detached

- [Abbotsford](#)
- [Chilliwack](#)

Attached

- [Abbotsford](#)
- [Chilliwack](#)

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



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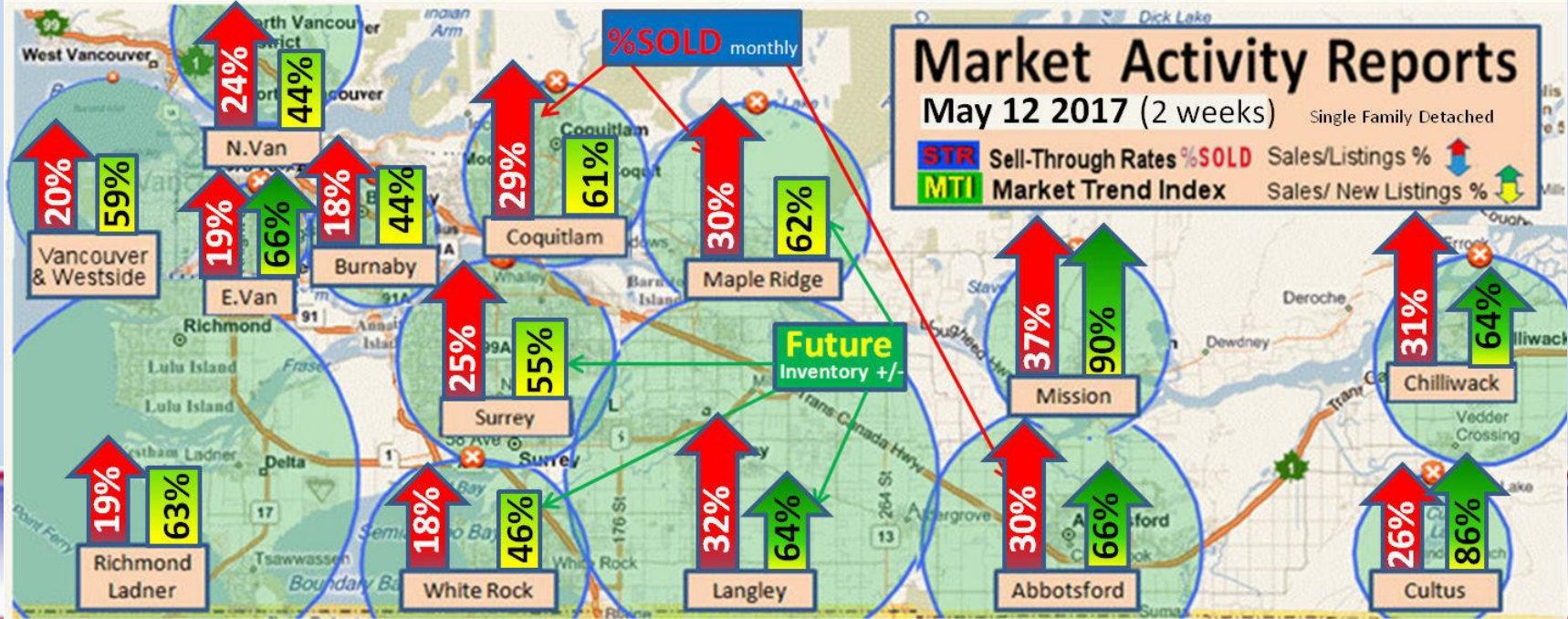
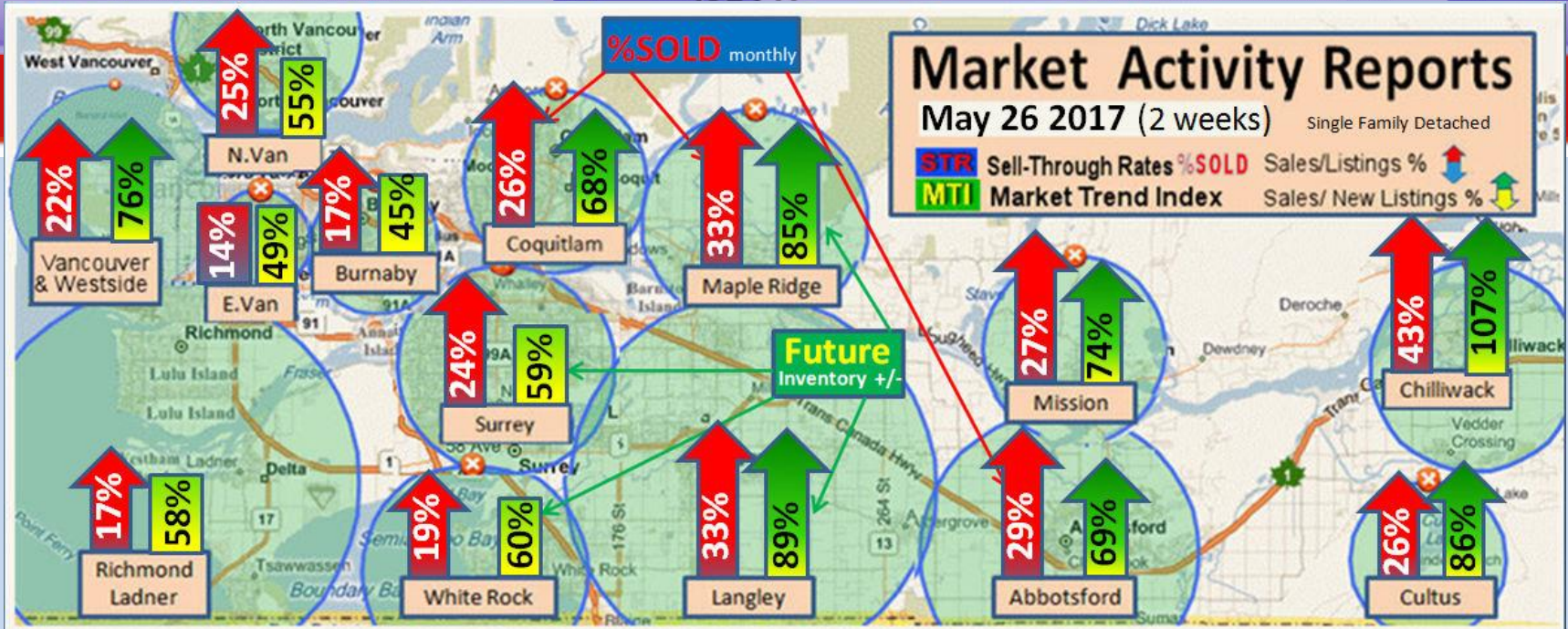
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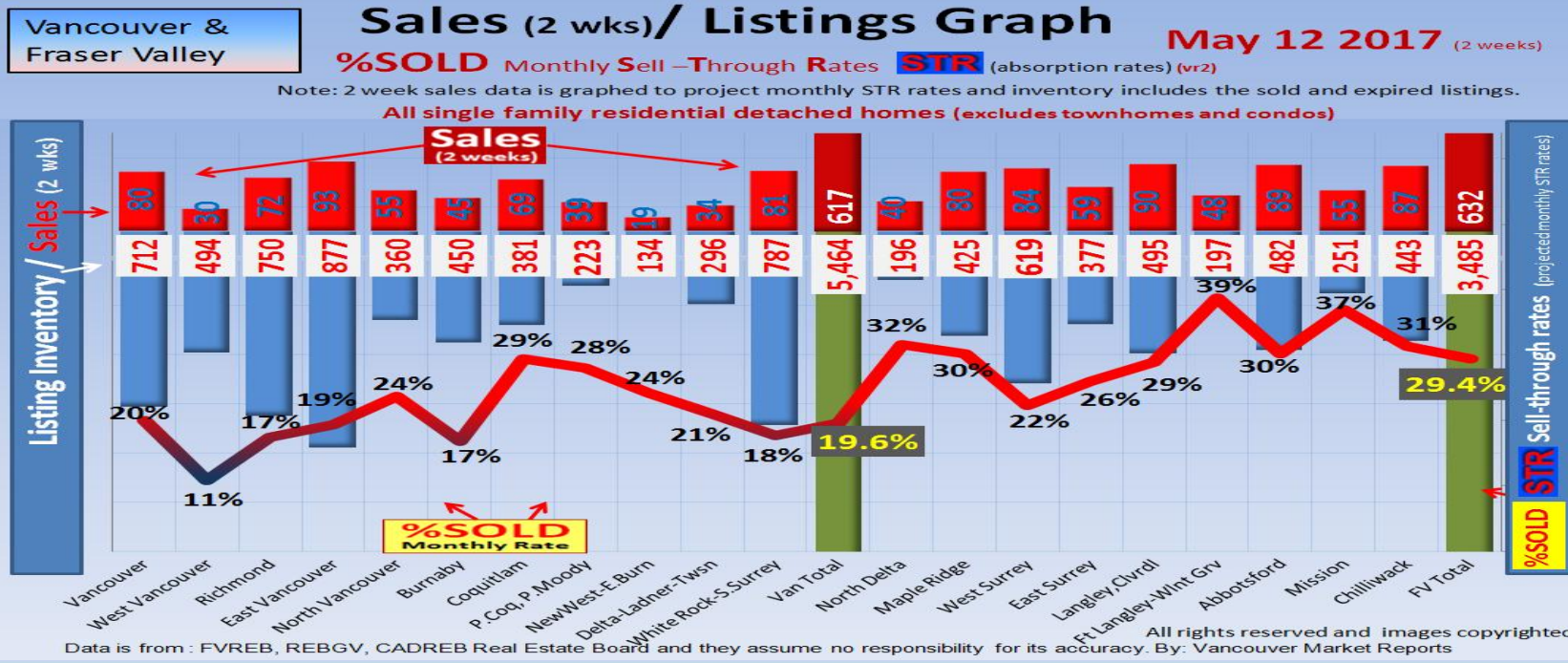
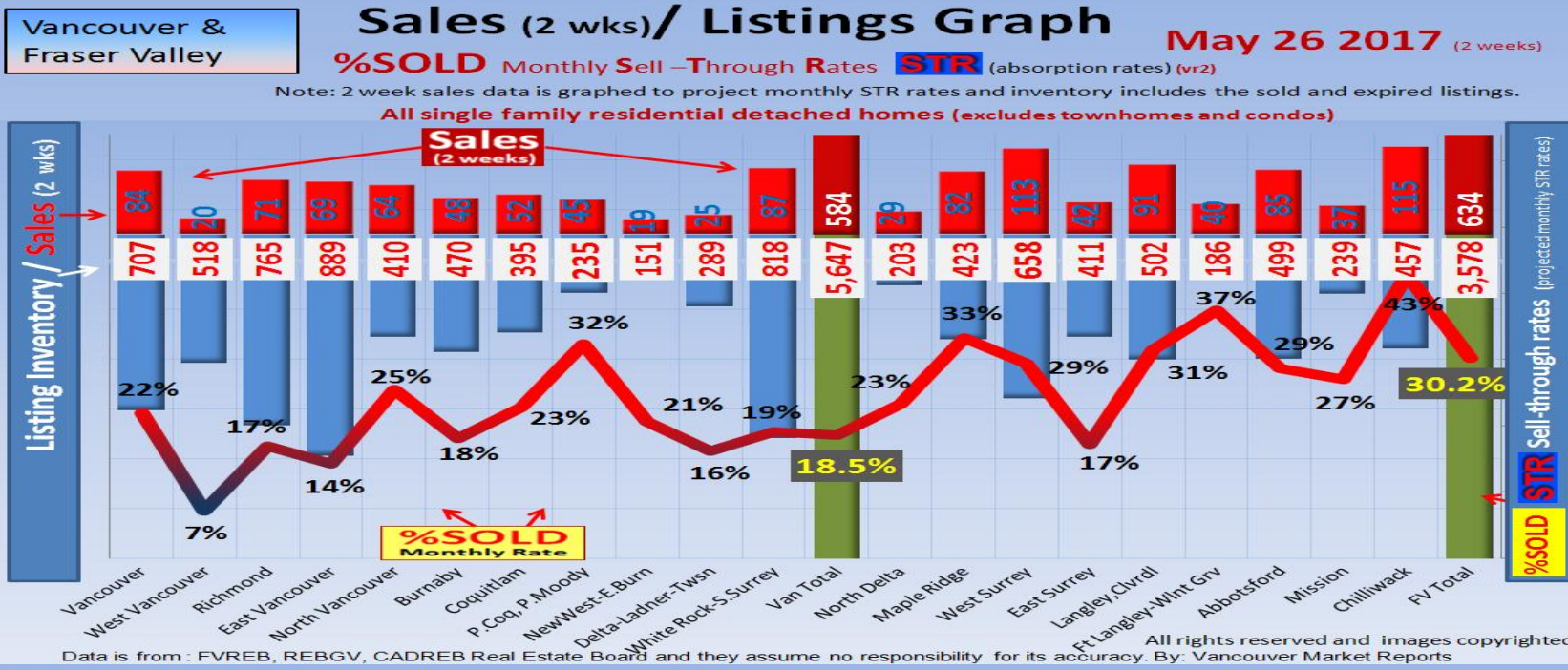
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Market Analysis and Forecasting

June 1/17 Abbotsford

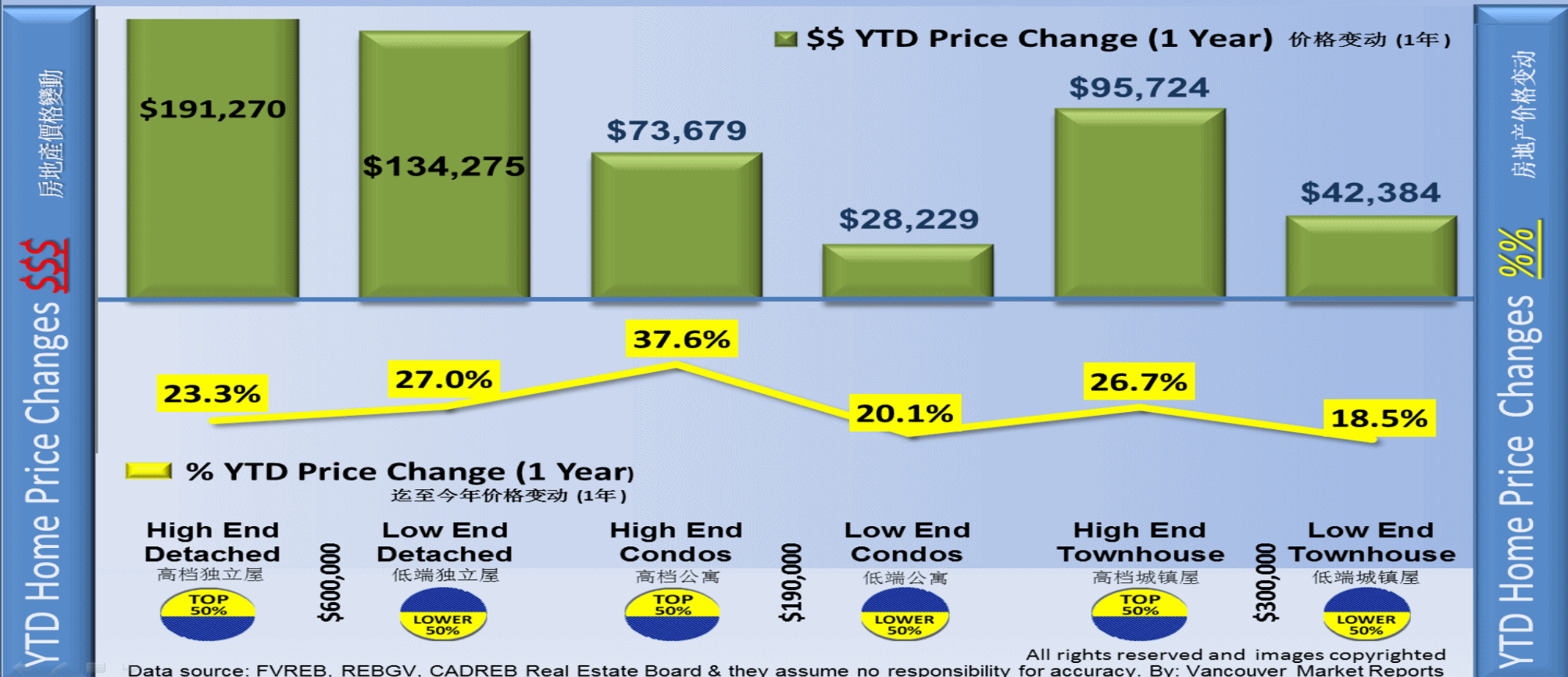
Abbotsford Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年三月至2017年三月

Powered by: Vancouver Market Reports HPIp



YTD Home Price Changes \$\$\$

YTD Home Price Changes %%

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

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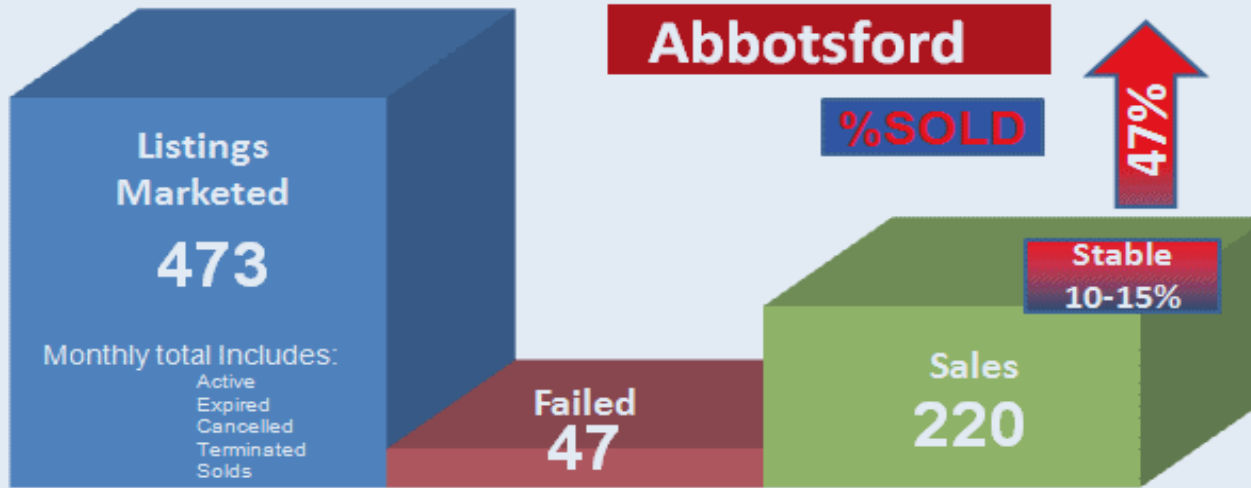


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Market Analysis and Forecasting

June 1/17 Abbotsford

Monthly Market Activity - May 2017 - Single Family



June 1 2017 Abbotsford Market Update (Detached)

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

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

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

History: The Abbotsford Home Price Index **HPIp (Top 50%)** shows that prices increased \$145,392 year-to-date. The Abbotsford Home Price Index **HPIp (Lower 50%)** shows that prices increased \$92,306 year-to-date.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

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



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Market Analysis and Forecasting

June 1/17 Abbotsford

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

Abbotsford List Price Ranges Statistics - May 2017

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

2. How Many Properties Were Available During the Month?

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

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Market Analysis and Forecasting

June 1/17 Abbotsford

What Sold in your Neighbourhood and for What Price?

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



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Market Analysis and Forecasting

June 1/17 Abbotsford

Next Months Market Forecast

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

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

Currently 100% of the Attached Markets are increasing at a fast pace in Greater Vancouver's 58 Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July and this year we are forecasting a **prolonged Sellers Market across all Markets**. We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood

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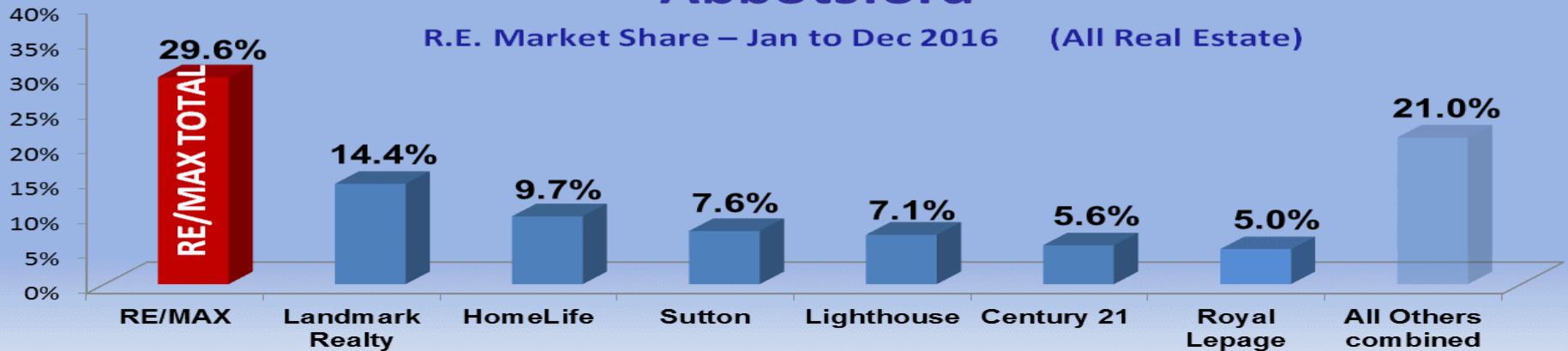
June 1/17 Abbotsford



the RE/MAX Market Share Reports

Abbotsford

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



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

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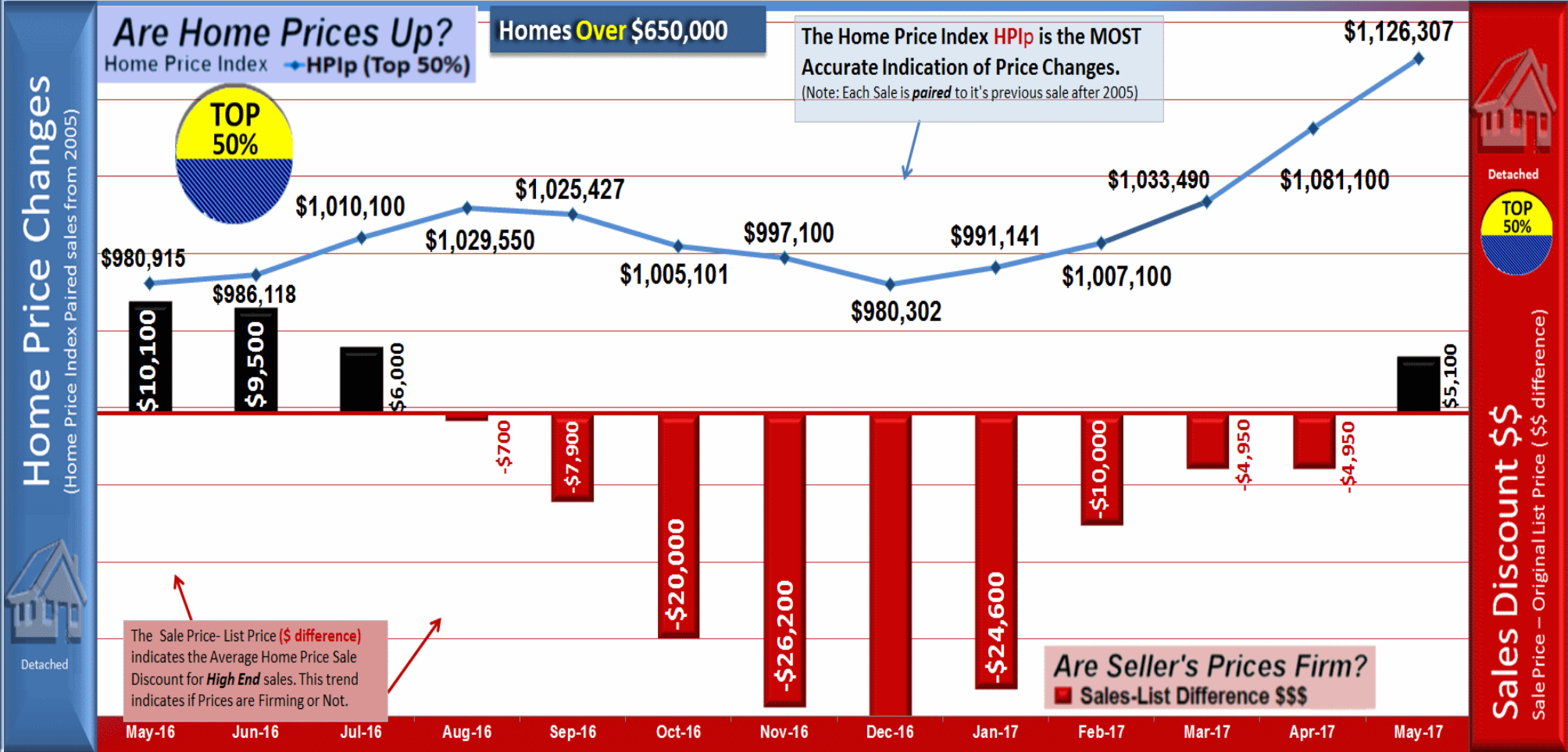


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Market Analysis and Forecasting

June 1/17 Abbotsford

Detached Abbotsford 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)



Detached



Detached



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

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

Homes Over \$650,000

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

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

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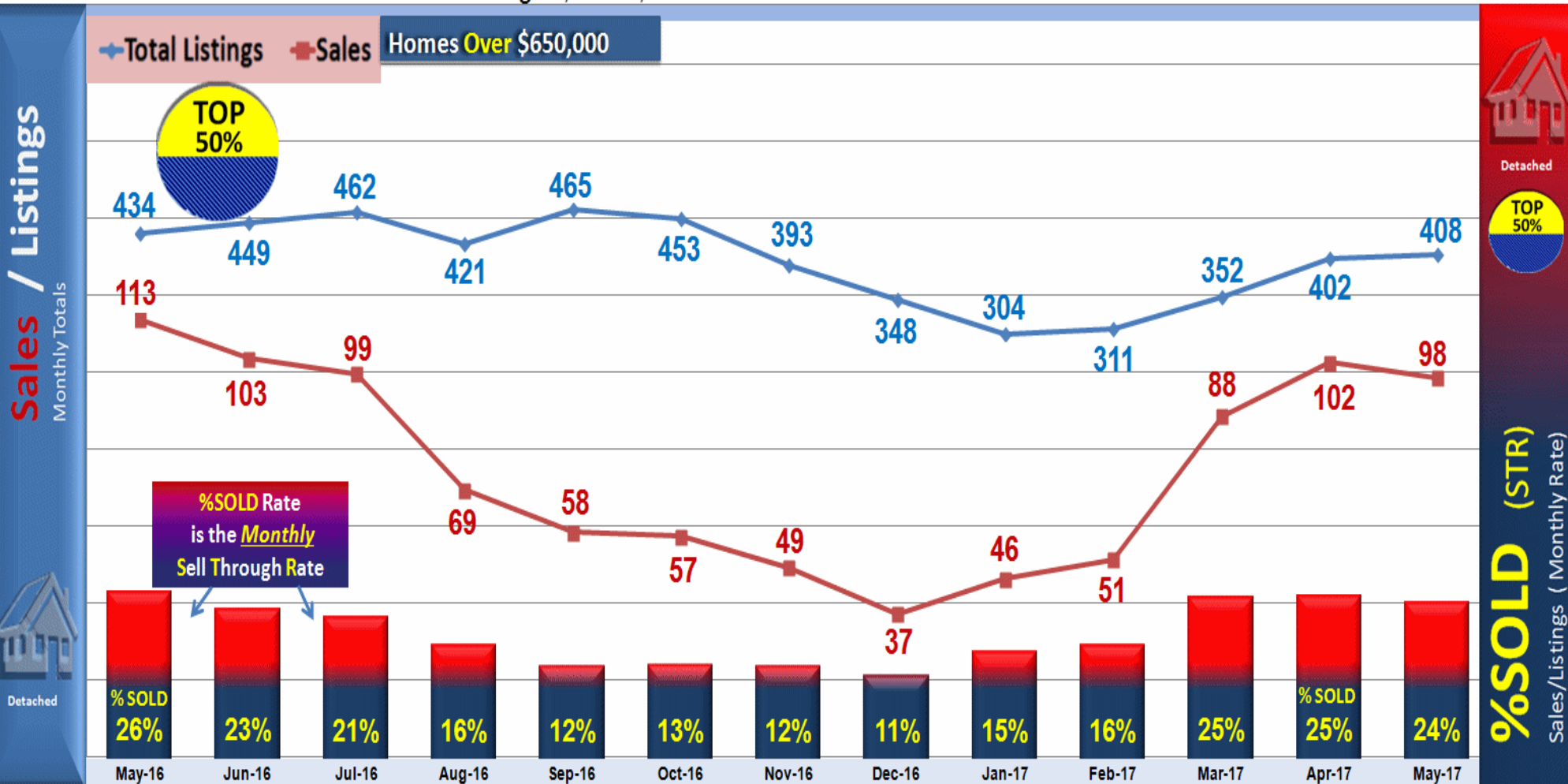


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Market Analysis and Forecasting

June 1/17 Abbotsford

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



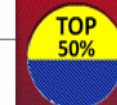
Sales / Listings
Monthly Totals



Detached



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

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Market Analysis and Forecasting

June 1/17 Abbotsford

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Abbotsford

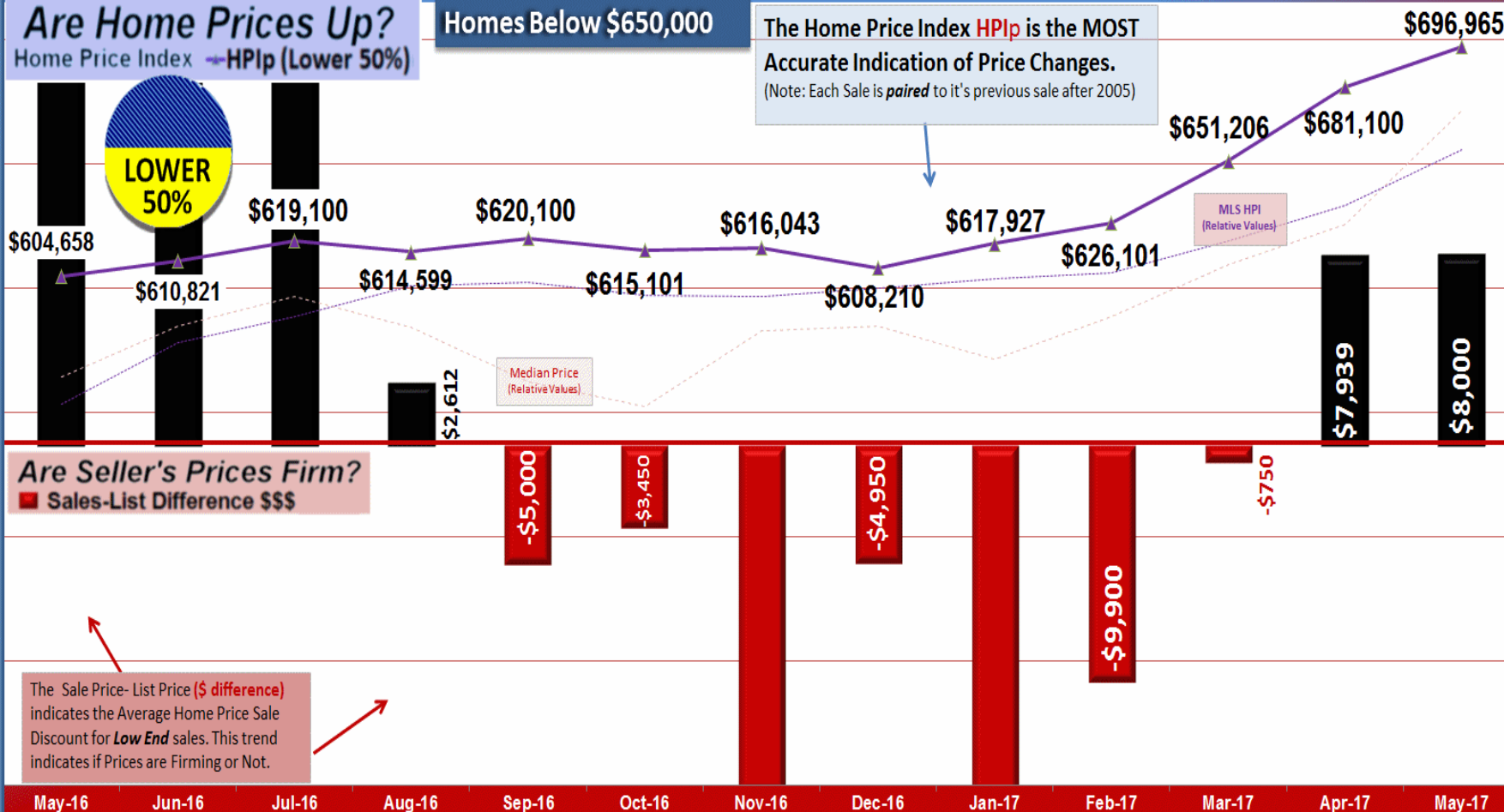
Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)

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

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

Homes Below \$650,000

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



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

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



Detached



LOWER 50%

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

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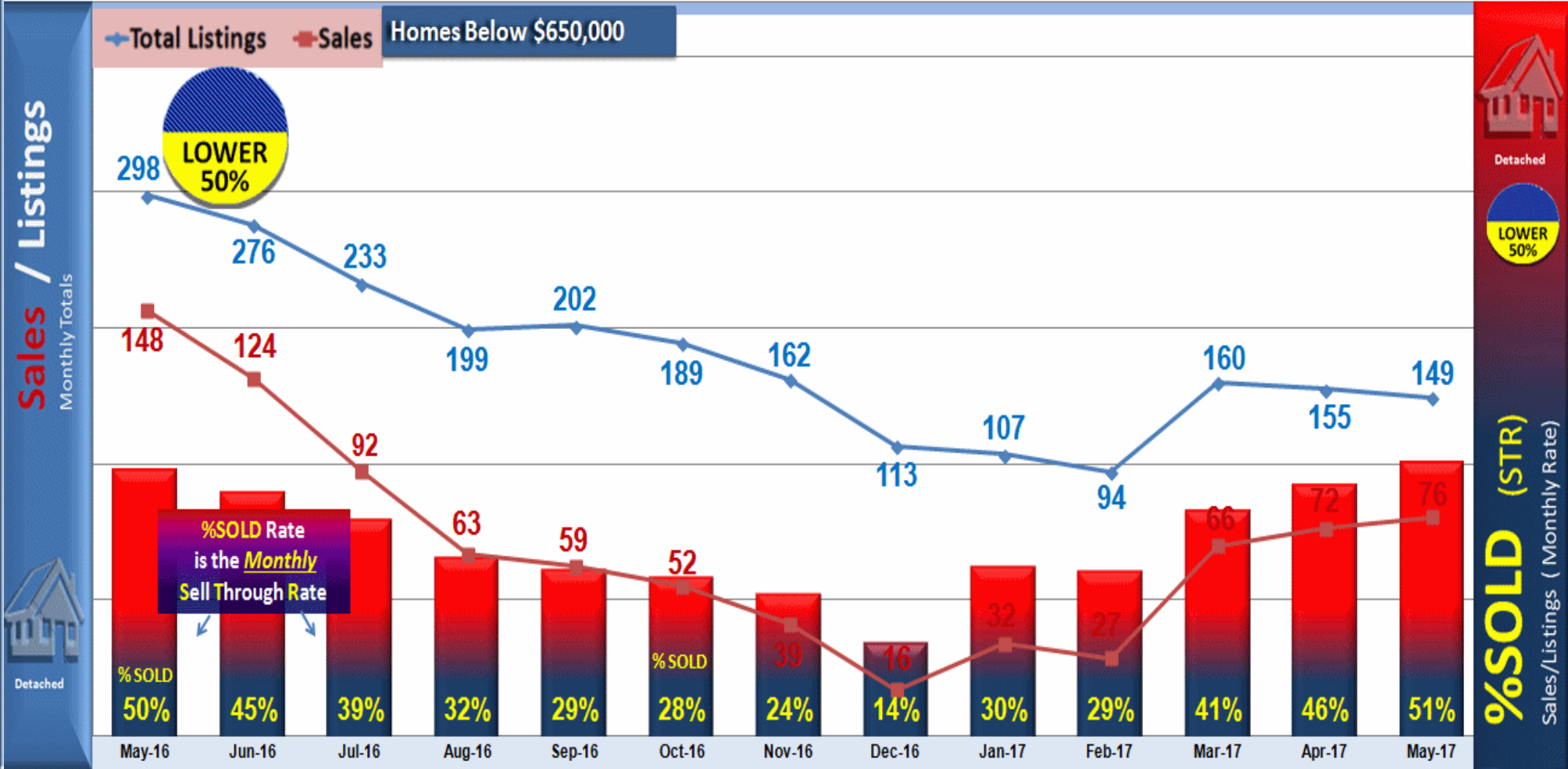


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Market Analysis and Forecasting

June 1/17 Abbotsford

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



Sales / Listings
Monthly Totals



Detached



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

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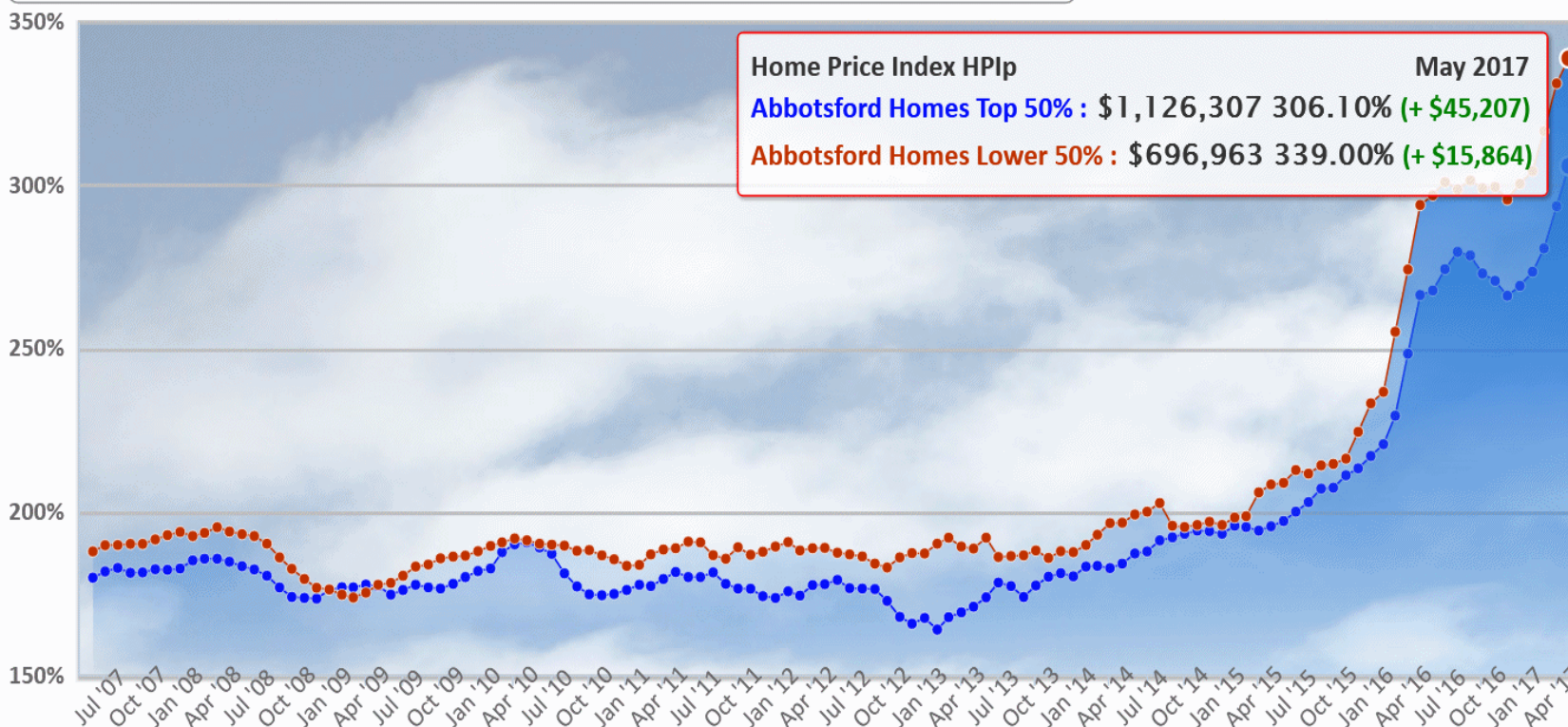
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June 1/17 Abbotsford

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

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

<< < 1 2 3 > >>

Drag over area to ZOOM in



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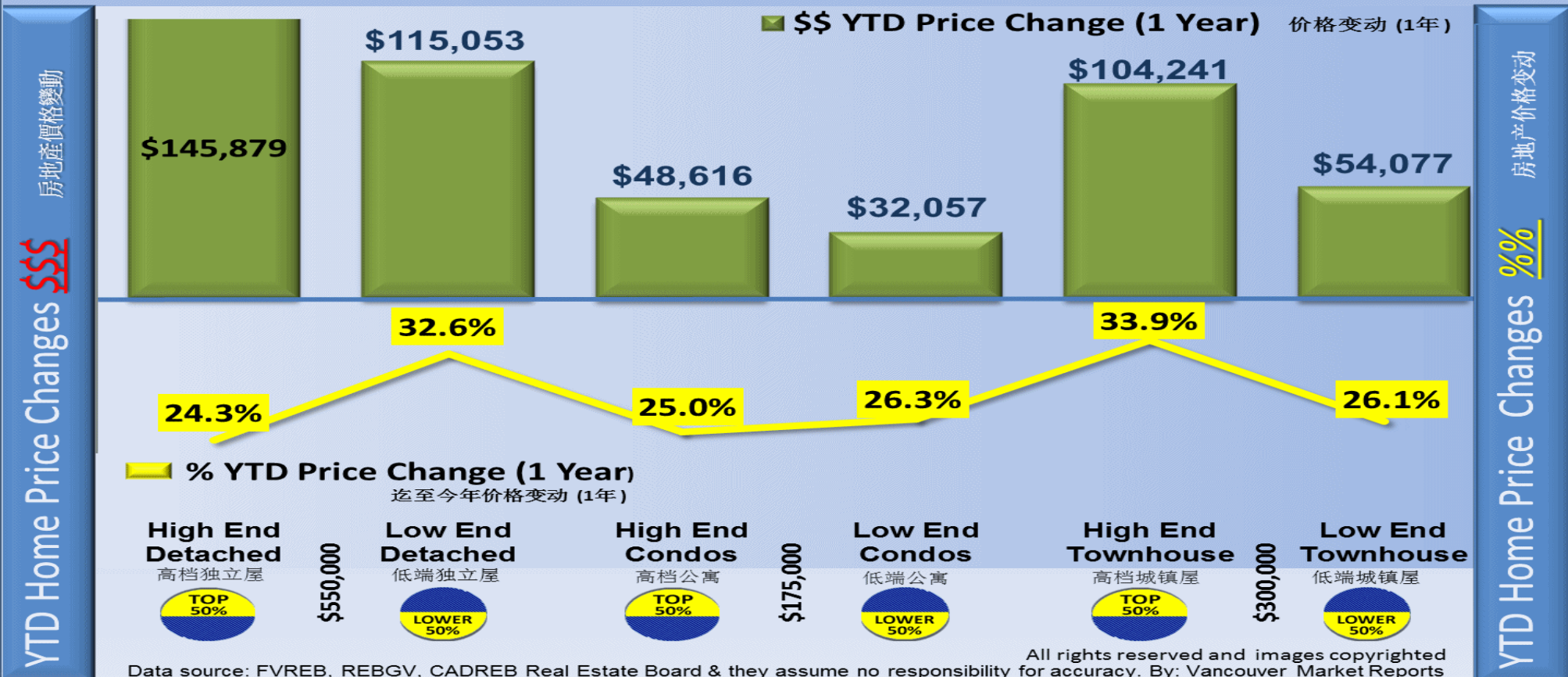
Chilliwack Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年三月至2017年三月

Powered by: Vancouver Market Reports HPIp



房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

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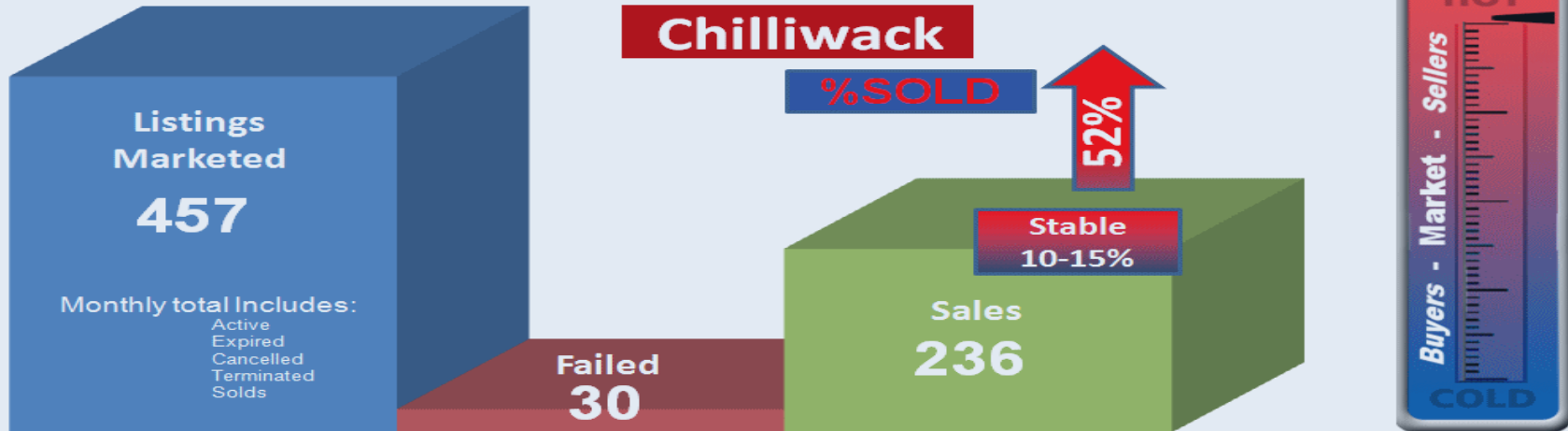


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Market Analysis and Forecasting

June 1/17 Chilliwack

Monthly Market Activity - May 2017 - Single Family



June 1, 2017 **Chilliwack** (+Yarrow, Rosedale and Sardis) Market Update **Detached**

Current: Chilliwack (+Yarrow, Rosedale and Sardis) is in a Sellers Market with average listing inventories, **52 %SOLD** rate and the Sale Price/List Price=100%. (This means that there is an average of a \$0 discount on a sale from the original list price)

Most Active Price Range: Homes between \$360,000 - \$440,000 have **70.2 %SOLD** rate.

Least Active Price Range: Homes above \$625,000 have **39.4 %SOLD** rate. (=39 sales out of 100 listings/ month).

History: The Chilliwack Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$112,133. The Chilliwack Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$108,618.

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



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Market Analysis and Forecasting

June 1/17 Chilliwack

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

Chilliwack (+Yarrow, Rosedale, Sardis) List Price Ranges Statistics - May 2017							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$275,000	28	16	14	97%	-\$4,900	57.1%	↑
\$275,001-\$360,000	7	3	9	100%	\$0	42.9%	↑
\$360,001-\$440,000	47	33	7	100%	\$100	70.2%	↑
\$440,001-\$500,000	54	36	9	101%	\$5,550	66.7%	↑
\$500,001-\$625,000	146	79	9	100%	\$0	54.1%	↑
\$625,001 and more	175	69	11	100%	\$0	39.4%	↑
Total Activity	457	236	9	100%	\$0	52%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	May-16	Apr-17	May-17	6/1/2017	Change	
Total Listings** (A,S,T,C,X)	600	514	457		-57	↓
Active Listings (1st of the month)	298	279	303	191	-112	↓
Solds	277	184	236		52	↑
Days on Market (DOM)	9	14	9		-5	↓
%SOLD (Sales/ Listings /mnlthly rate)	46%	36%	52%		16%	↑
(Top 50%) Home Price Index HPIp	\$699,931	\$786,011	\$812,064		\$26,052	↑
(Lower 50%) Home Price Index HPIp	\$419,289	\$502,275	\$527,907		\$25,632	↑

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Market Analysis and Forecasting

June 1/17 Chilliwack

What Sold in your Neighbourhood and for What Price?

Chilliwack (+Yarrow, Rosedale, Sardis) Sub areas Statistics - May 2017 Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Chilliwack W Yale-Well	27	15	21	99%	\$0	55.6%
Chilliwack E Young-Yale	69	40	8	100%	\$1,000	58.0%
Chilliwack N Yale-Well	40	27	9	100%	\$2,150	67.5%
Chilliwack Yale Rd West	1	1	0	49%	-\$3,700	100.0%
Little Mountain	4	2	4	97%	\$0	50.0%
Chilliwack Mountain	6	1	11	50%	-\$2,450	16.7%
Fairfield Island	32	16	8	100%	\$0	50.0%
East Chilliwack	5	3	8	86%	-\$37,500	60.0%
Eastern Hillside	32	14	34	100%	\$0	43.8%
Rosedale Center	1	0	0	0%	\$0	0.0%
Rosedale Popkum	13	6	7	99%	-\$9,000	46.2%
Sardist W Vedder Rd	35	22	9	100%	\$0	62.9%
Sardist E Vedder Rd	31	13	13	100%	\$50	41.9%
Vedder S Watson-Promontory	60	27	8	99%	-\$1,000	45.0%
Promontory	69	34	9	100%	\$0	49.3%
Yarrow	6	1	3	50%	\$0	16.7%
Majuba Hill	12	8	7	101%	\$10,000	66.7%
Greendale Chilliwack	2	0	0	0%	\$0	0.0%
Ryder Lake	4	2	2	98%	\$0	50.0%
Chilliwack River Valley	8	4	7	93%	-\$7,900	50.0%
Total Activity	457	236	9	100%	\$0	52%

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Market Analysis and Forecasting

June 1/17 Chilliwack

Next Months Market Forecast

Forecast: Chilliwack has average Listing supply; 191 homes are for sale and with the **52 %SOLD** monthly rate gives us a ~2 months of inventory. 7% of the Active Listings have reduced their price by \$15,510 on average or \$15,000 on median. We project Chilliwack Detached to be a continued Sellers market.

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

Currently 100% of the Attached Markets are increasing at a fast pace in Greater Vancouver's 58 Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July and this year we are forecasting a **prolonged Sellers Market across all Markets**. We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood

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Vancouver Market Reports

Statistics, on the Web!

detached homes



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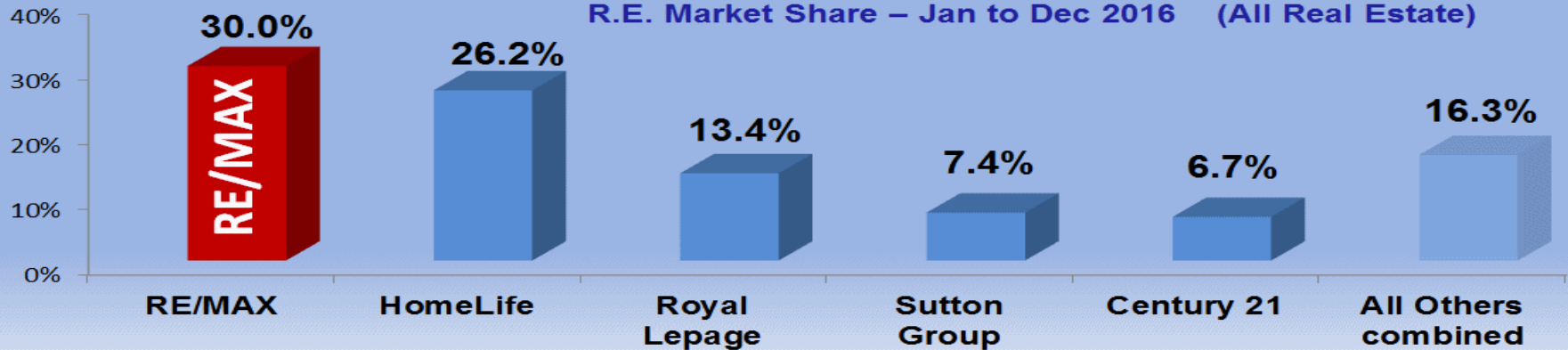
Market Analysis and Forecasting

June 1/17 Chilliwack

the RE/MAX Market Share Reports

Chilliwack

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



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

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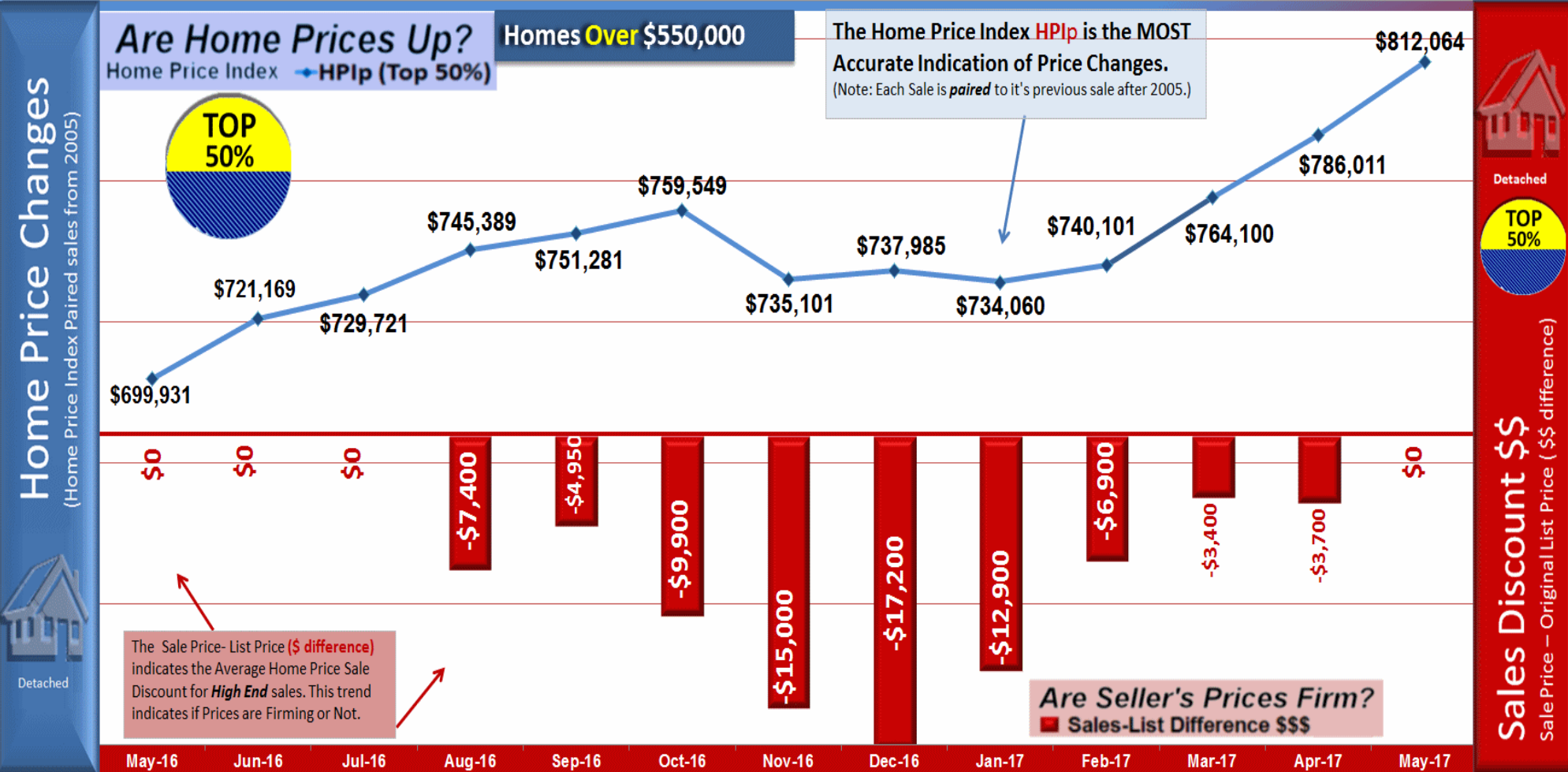
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Market Analysis and Forecasting

June 1/17 Chilliwack

Detached

Chilliwack (+Yarrow, Rosedale and Sardis) 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)



Detached



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

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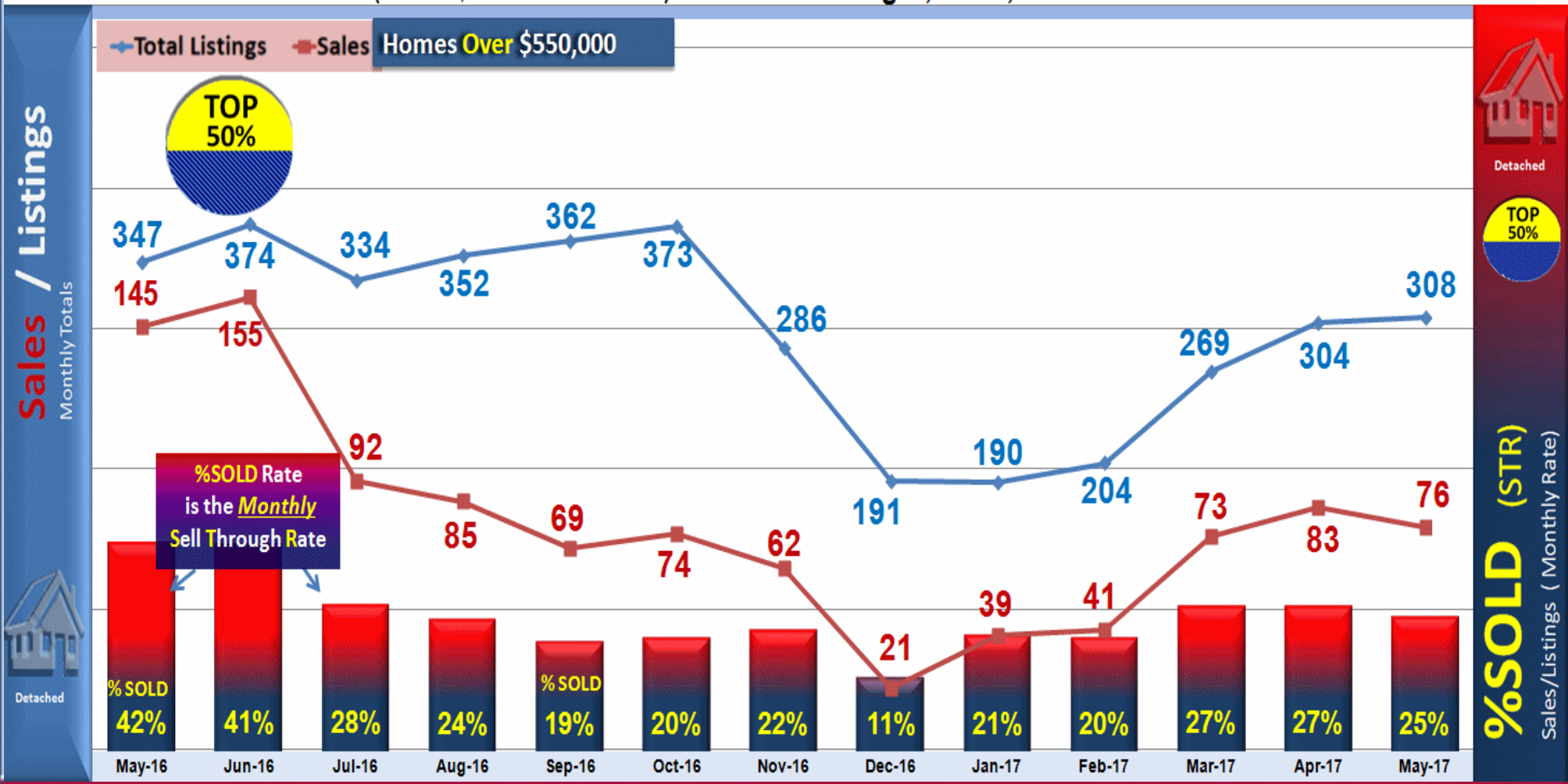


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Market Analysis and Forecasting

June 1/17 Chilliwack

Detached Chilliwack (+Yarrow, Rosedale and Sardis) Total Listings, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached

TOP 50%

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

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Market Analysis and Forecasting

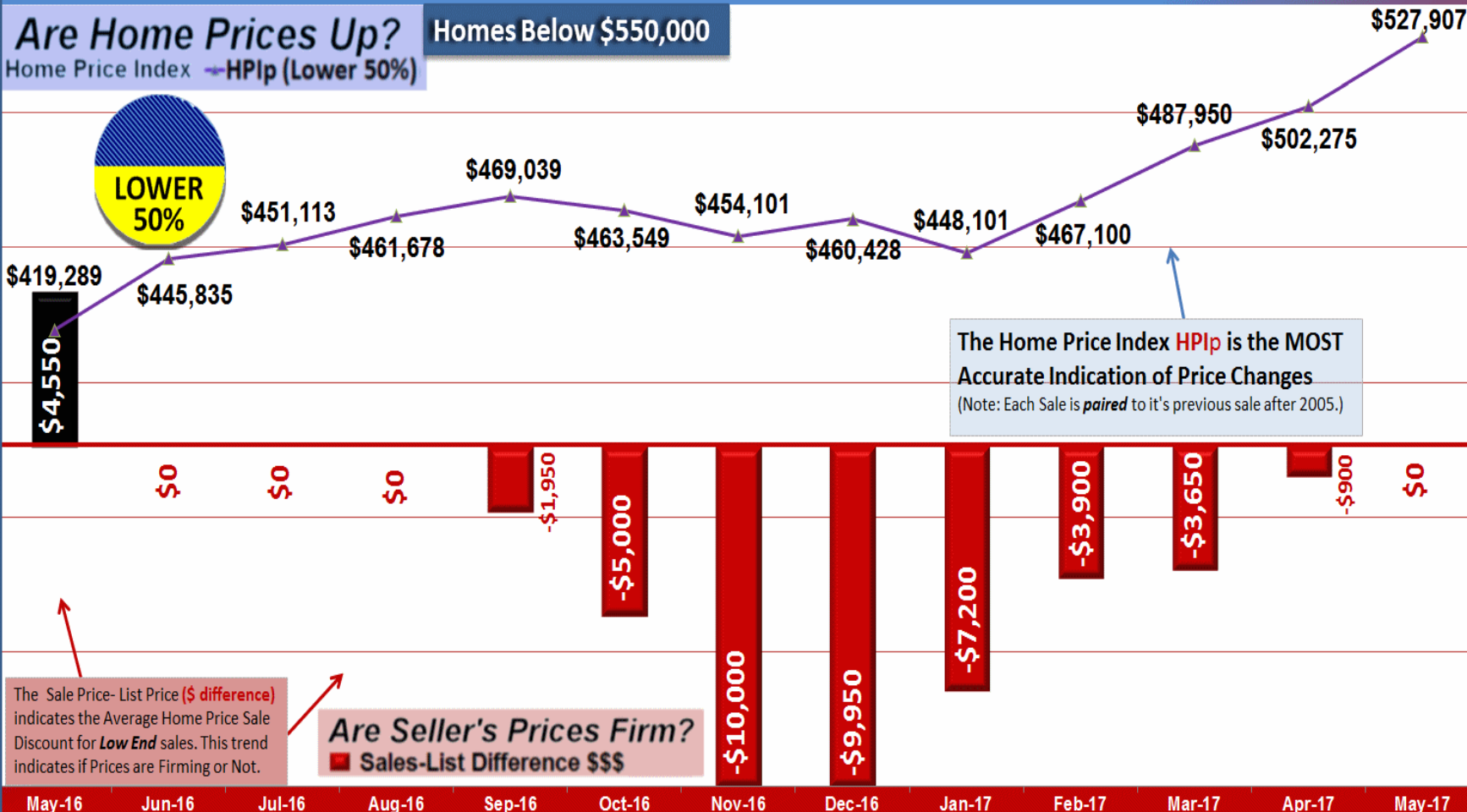
June 1/17 Chilliwack

Detached

Chilliwack (+Yarrow, Rosedale and Sardis) 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? Homes Below \$550,000

Home Price Index → **HPIp (Lower 50%)**



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



Detached

LOWER 50%

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

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

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

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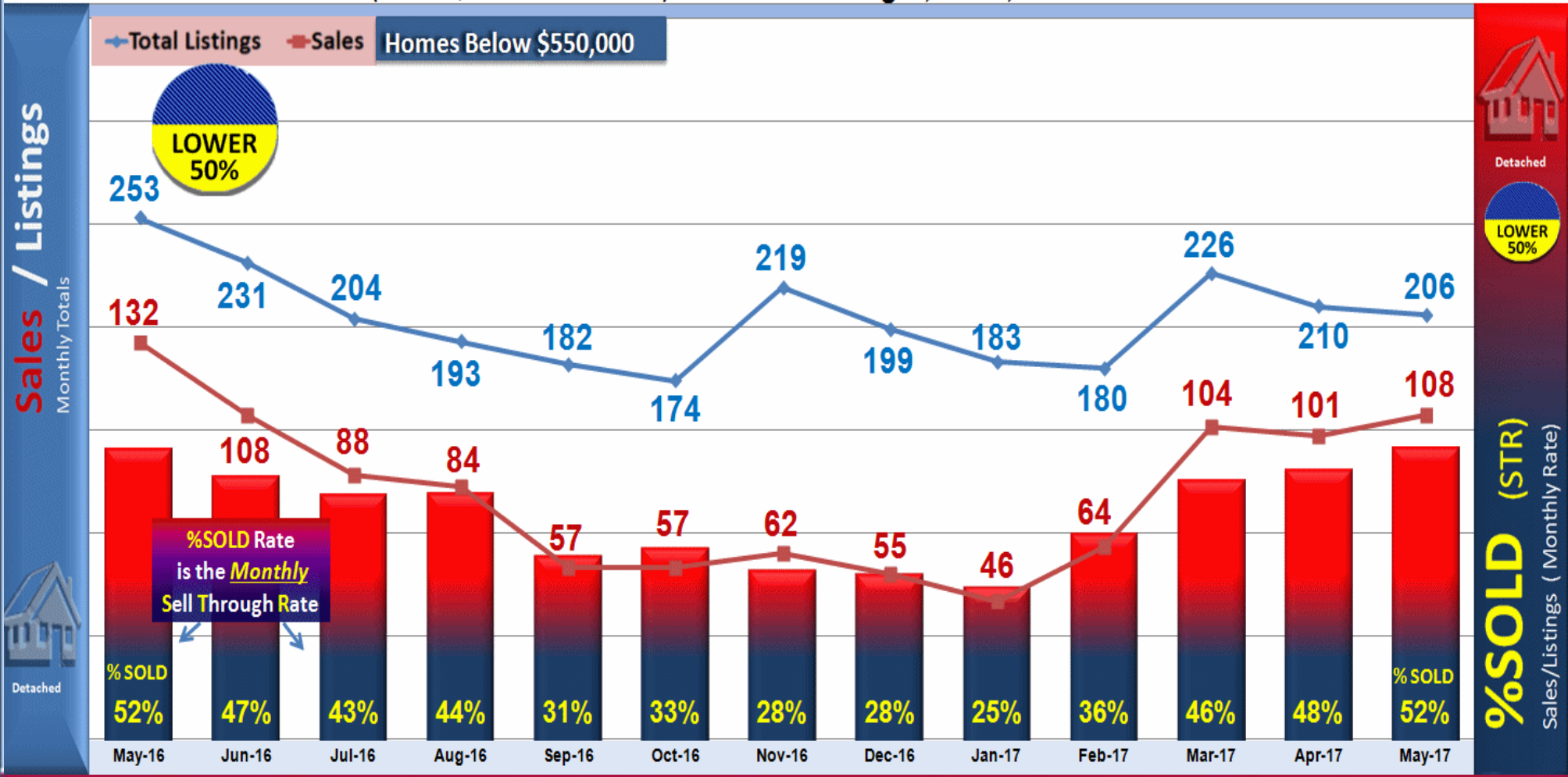


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Market Analysis and Forecasting

June 1/17 Chilliwack

Detached Chilliwack (+Yarrow, Rosedale and Sardis) Total Listings, Sales, and %SOLD Rates



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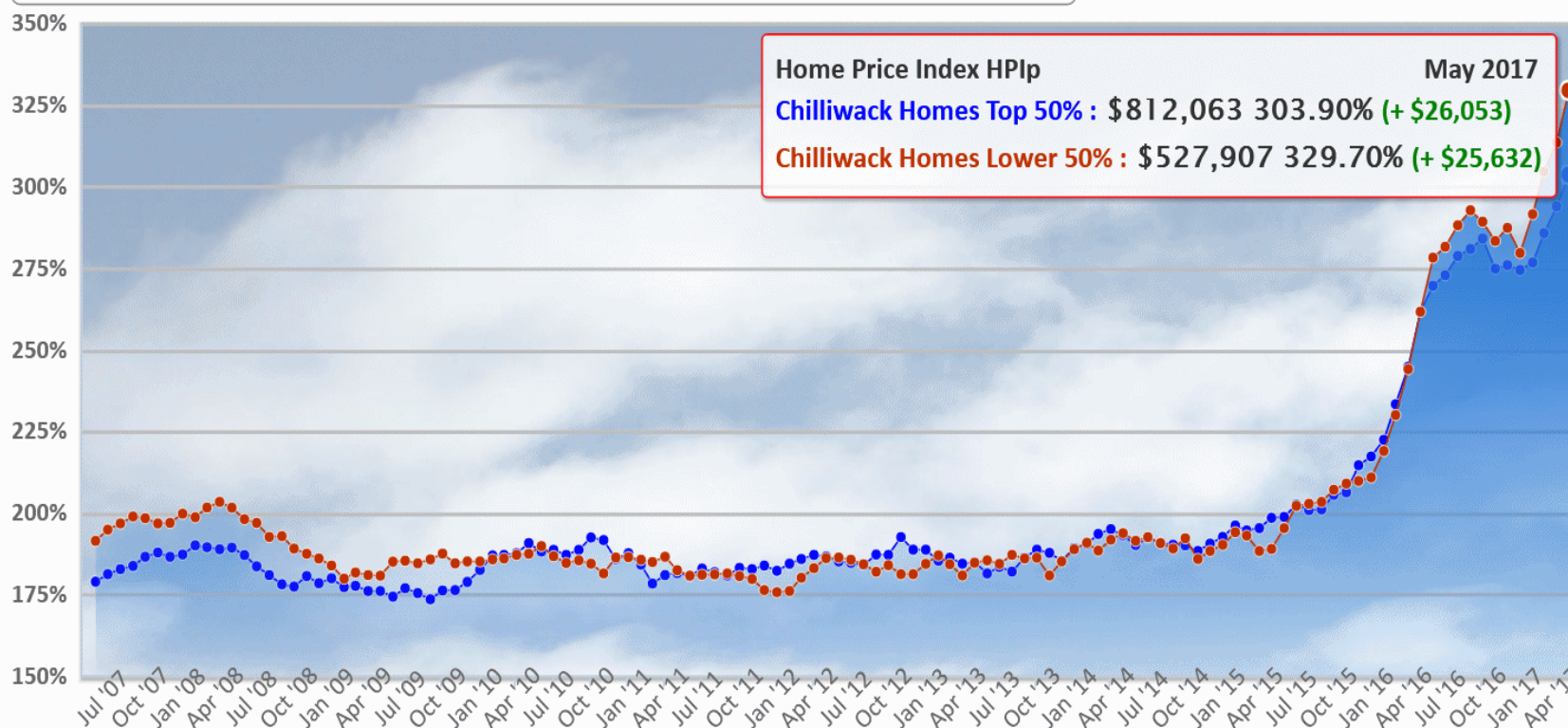
Market Analysis and Forecasting

June 1/17 Chilliwack

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



Monthly Home values

Date	Value
May 2017	% 303.90
Apr 2017	% 294.20
Mar 2017	% 286.00
Feb 2017	% 277.00
Jan 2017	% 274.70
Dec 2016	% 276.20
Nov 2016	% 275.10
Oct 2016	% 284.30
Sep 2016	% 281.20
Aug 2016	% 279.00
Jul 2016	% 273.10
Jun 2016	% 269.90

<< < 1 2 3 > >>

Drag over area to ZOOM in

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Market Analysis and Forecasting June 1/17 Abbotsford

Abbotsford Sub areas Statistics - May 2017						
Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differen	%SOLD
Poplar	17	11	7	100%	\$100	64.7%
Matsqui	0	0				0.0%
Sumas Mountain	0	0				0.0%
Abbotsford West	146	77	8	100%	\$0	52.7%
Abbotsford East	46	26	6	100%	\$50	56.5%
Aberdeen	6	5	6	102%	\$10,100	83.3%
Sumas Prairie	0	0				0.0%
Central Abbotsford	162	82	9	100%	-\$950	50.6%
Total Activity	377	201	8	100%	\$0	53%

Abbotsford List Price Ranges Statistics - May 2017						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price	Sell - List \$Differen	%SOLD
\$0-\$150,000	21	9	6	101%	\$1,100	42.9%
\$150,001-\$200,000	61	33	6	99%	-\$2,000	54.1%
\$200,001-\$250,000	93	60	7	100%	\$0	64.5%
\$250,001-\$300,000	46	20	9	100%	\$0	43.5%
\$300,001 and more	156	79	8	100%	\$0	50.6%
Total Activity	377	201	8	100%	\$0	53%

June 1 2017 Abbotsford Market Update Attached Townhomes/ Condos

Current: Abbotsford is a Sellers Market with normal listing inventories, a **53 % SOLD** rate and a 100% Sell/List Ratio.
 (This means that there is an average of a \$1,353 surplus on a sale from the original list price)
Most Active Price Range: Attached homes between \$200,001 - \$250,000 have **64.5 % SOLD** rate.
Least Active Price Range: Attached homes below \$150,000 have **42.9 % SOLD** rate.

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

History: The Abbotsford's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$87,505.
 The Abbotsford's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$44,000.
 The Abbotsford's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$127,570.
 The Abbotsford's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$73,244.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast:

Abbotsford Listing Inventories are 8% more than May 2017.
 May's Real Estate Statistics show ALL 97 Markets are in Strong Sellers Market and by most accounts, exceeding the 2016 Market Furious Activity Levels. The Vancouver Consumer Confidence Recovery from the negative impact of the 15% Foreign Buyer Tax implemented in Metro Vancouver last August is mostly due to an increased demand from a Large Local Investor Component and Markedly Lower Inventory Levels. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$25,106, which is a decrease from the \$32,589 increase that we saw in April and less than the \$40,337 increase in the Vancouver Markets.

I specialize in residential Real Estate in Chilliwack and the Fraser Valley. I take great personal satisfaction from helping my clients achieve their goals. I appreciate the importance of the decision to buy or sell a home and I handle each transaction with genuine concern. My goal is to always exceed my client's expectations. My ongoing commitment to continued education has enabled me to utilize cutting edge technology needed in today's Market. If I can be of any assistance to you now or in the future, please give me a call.

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

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

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Vancouver Market Reports

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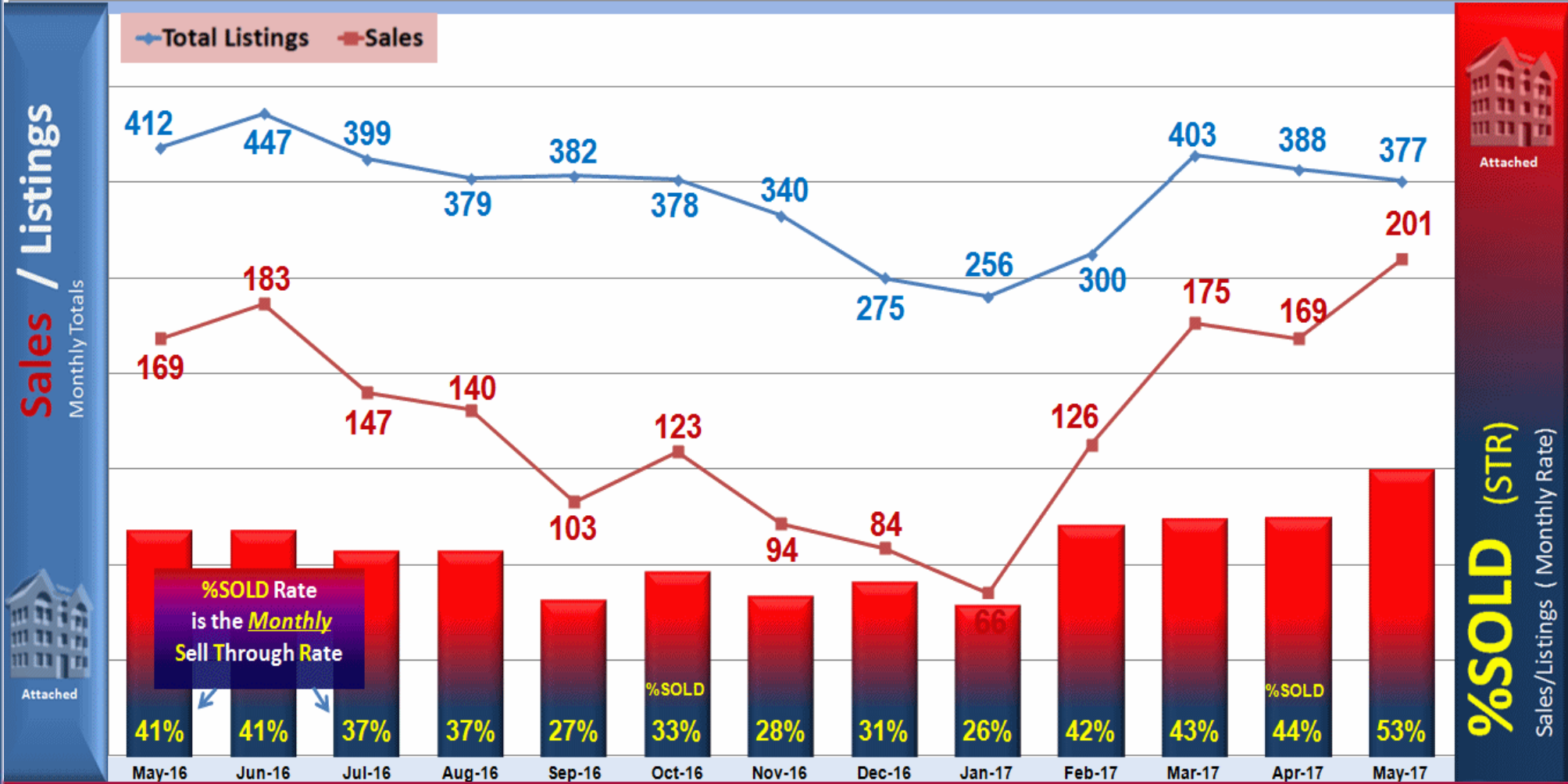
June 1/17

Abbotsford

Attached Townhomes/ Condos

Abbotsford

Total Listings, Sales, and %SOLD rates



Sales / Listings

Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

%SOLD Rate is the Monthly Sell Through Rate

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Market Analysis and Forecasting

June 1/17

Abbotsford

Attached

Abbotsford

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

Home Price Changes

(Home Price Index Paired sales from 2005)

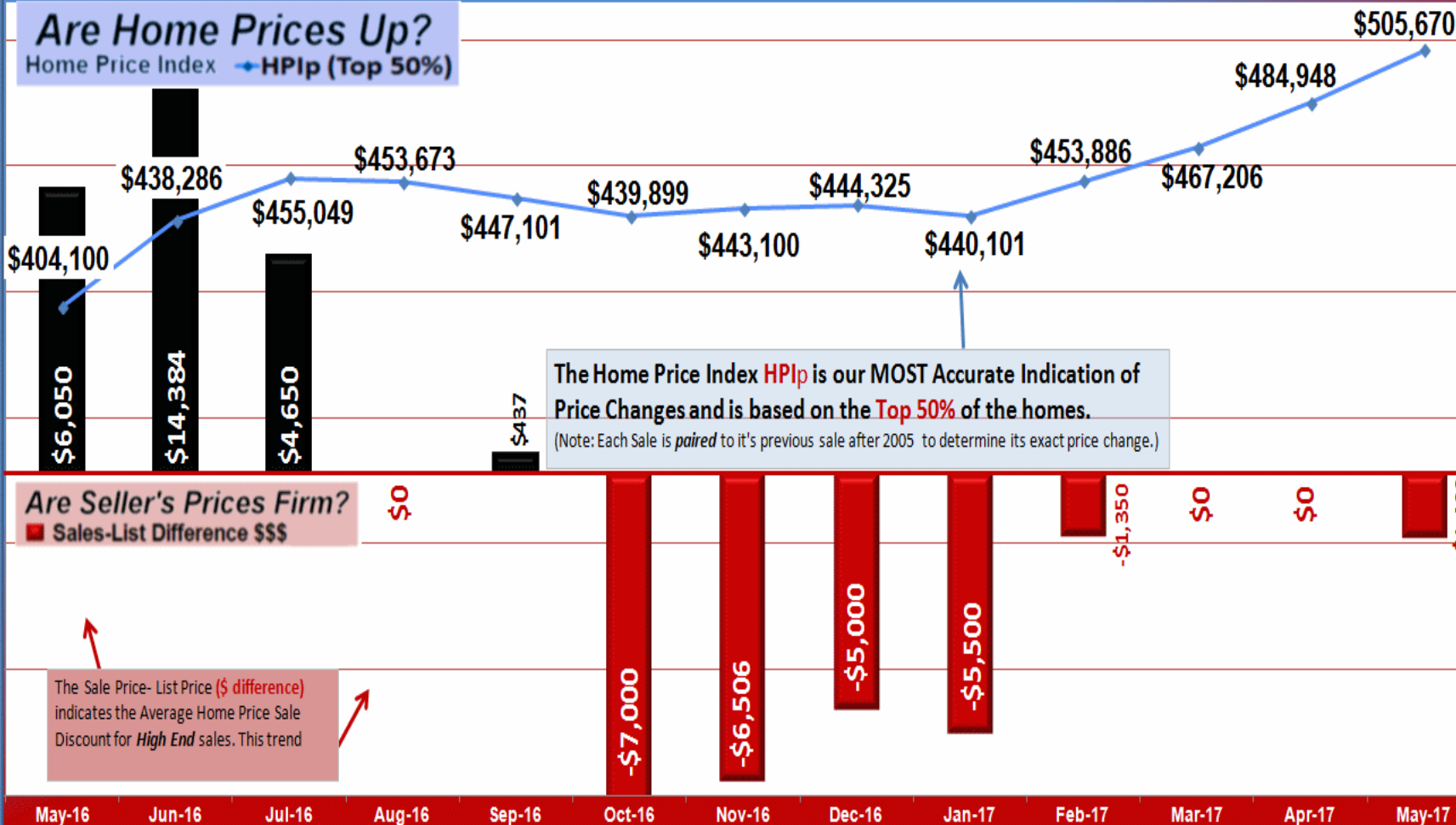


Townhouses

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

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)



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

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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for High End sales. This trend

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June 1/17

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Abbotsford

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)



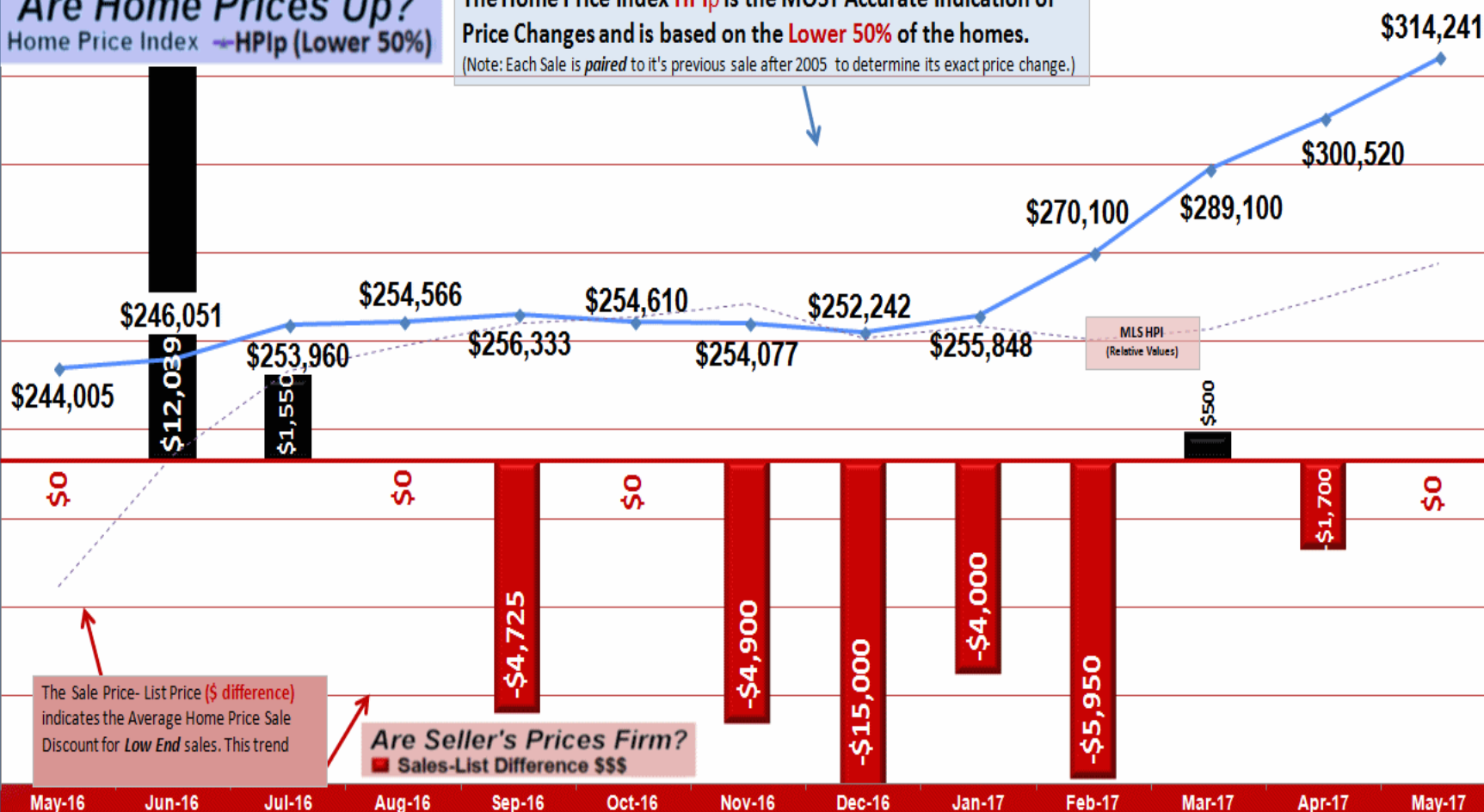
Townhouses

Are Home Prices Up?

Home Price Index - HPIp (Lower 50%)

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Are Seller's Prices Firm?

Sales-List Difference \$\$\$



Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

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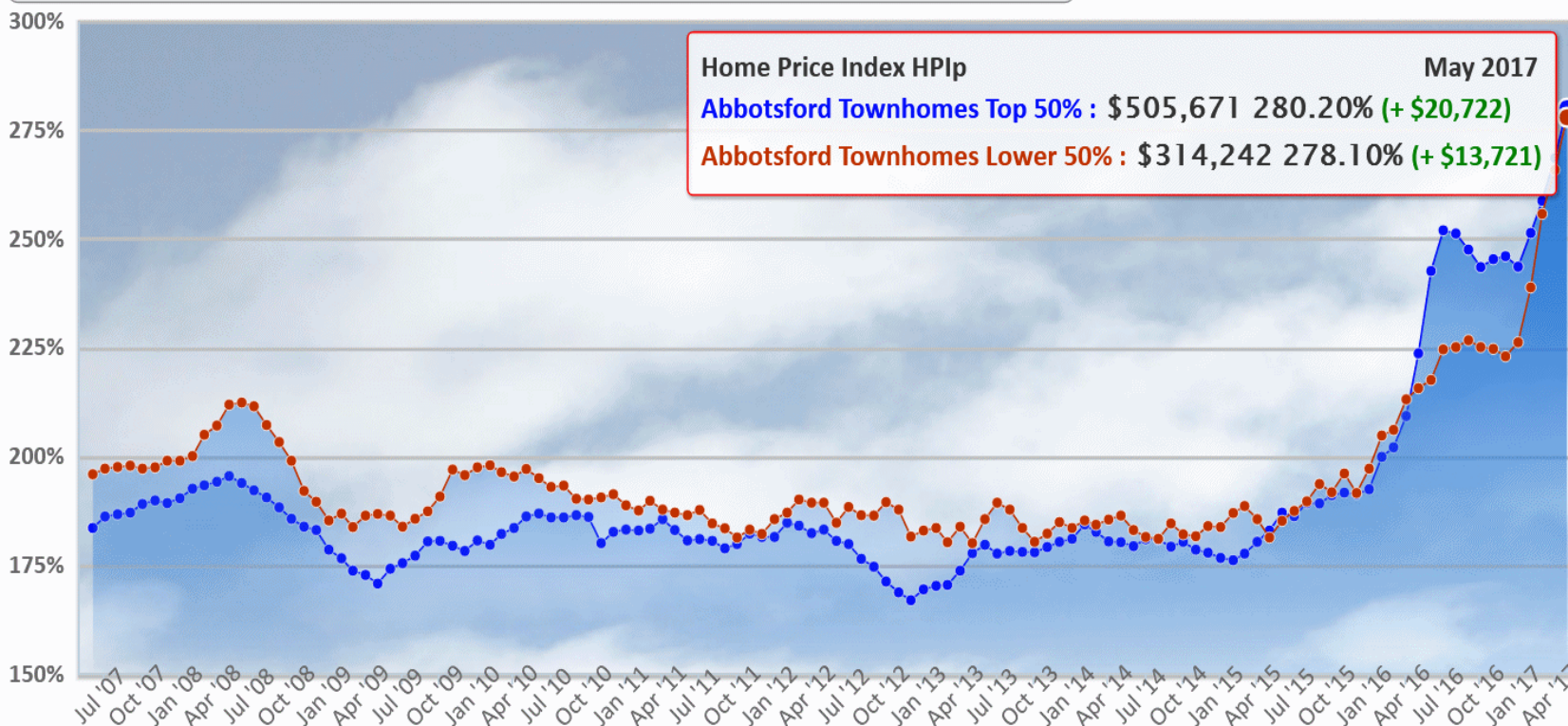
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June 1/17

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



Monthly Home values

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

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Drag over area to zoom in



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Abbotsford

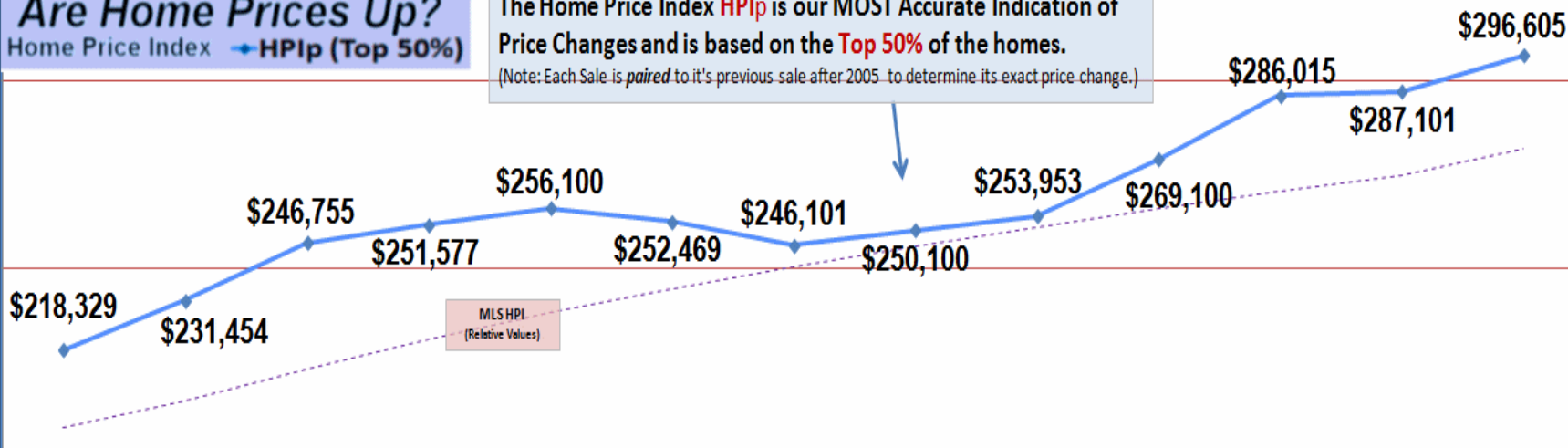
Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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

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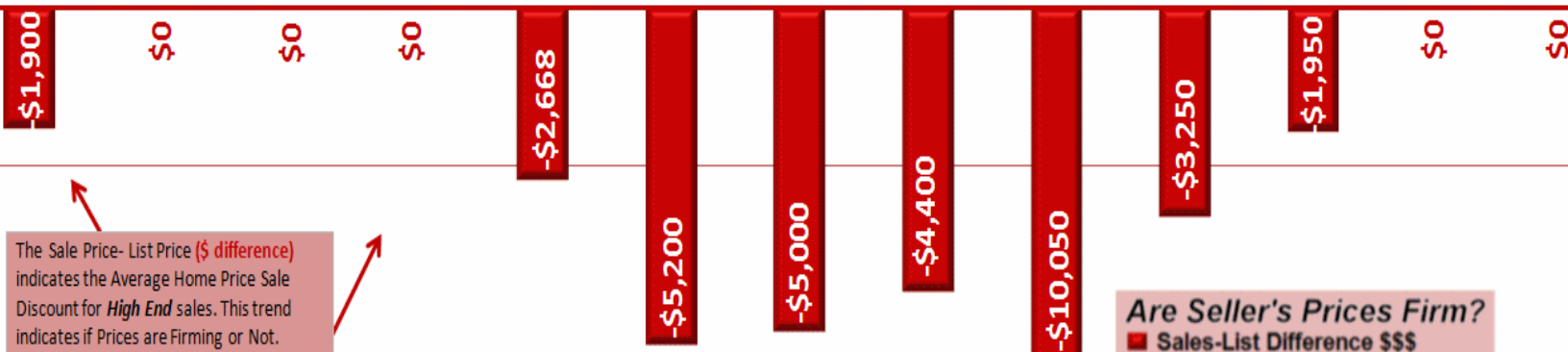


Condominiums

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



Condominiums



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

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

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

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Market Analysis and Forecasting

June 1/17

Abbotsford

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Abbotsford

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

Home Price Changes

(Home Price Index Paired sales from 2005)



Condominiums



Condominiums

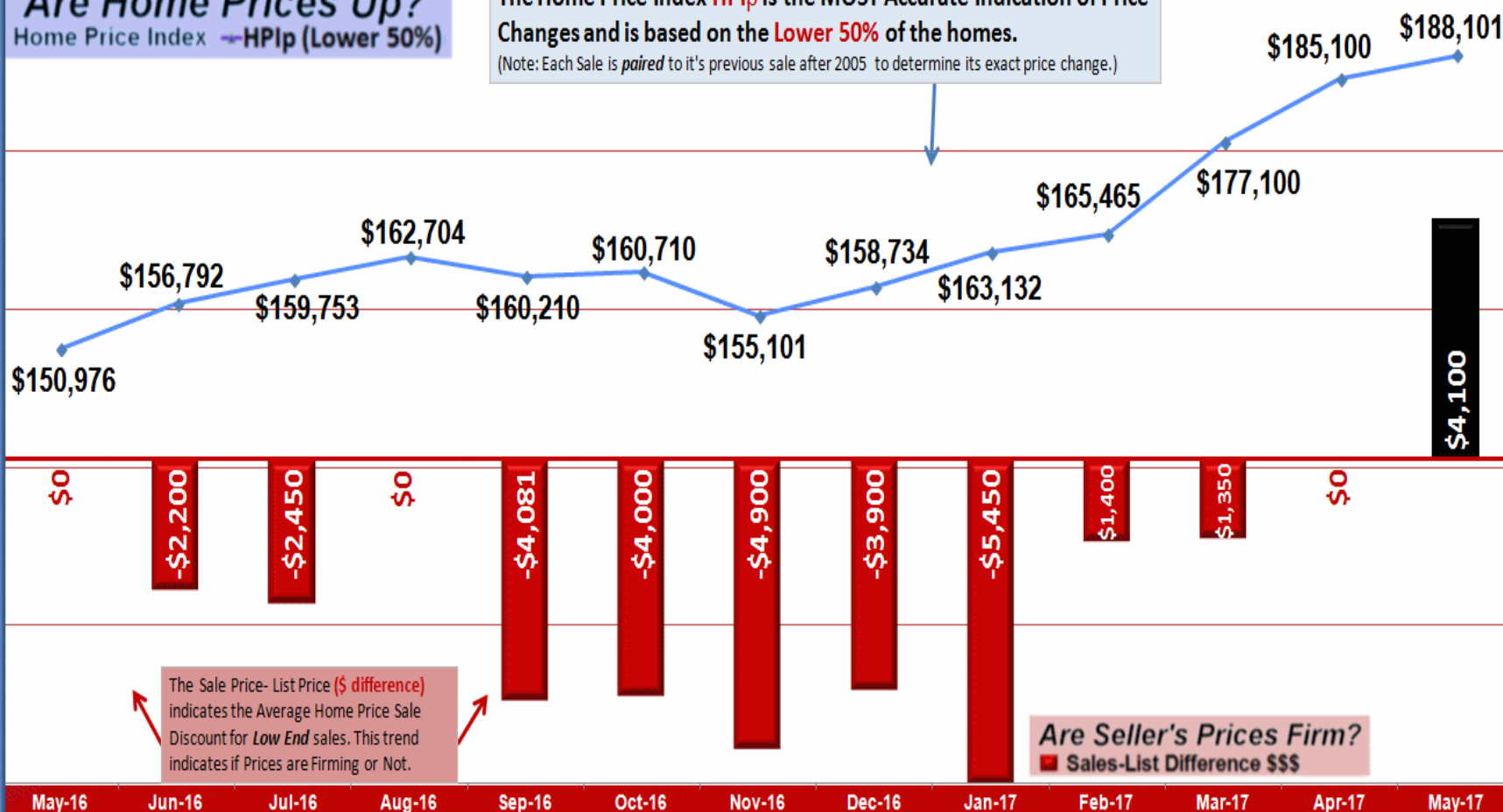
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

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Are Seller's Prices Firm?
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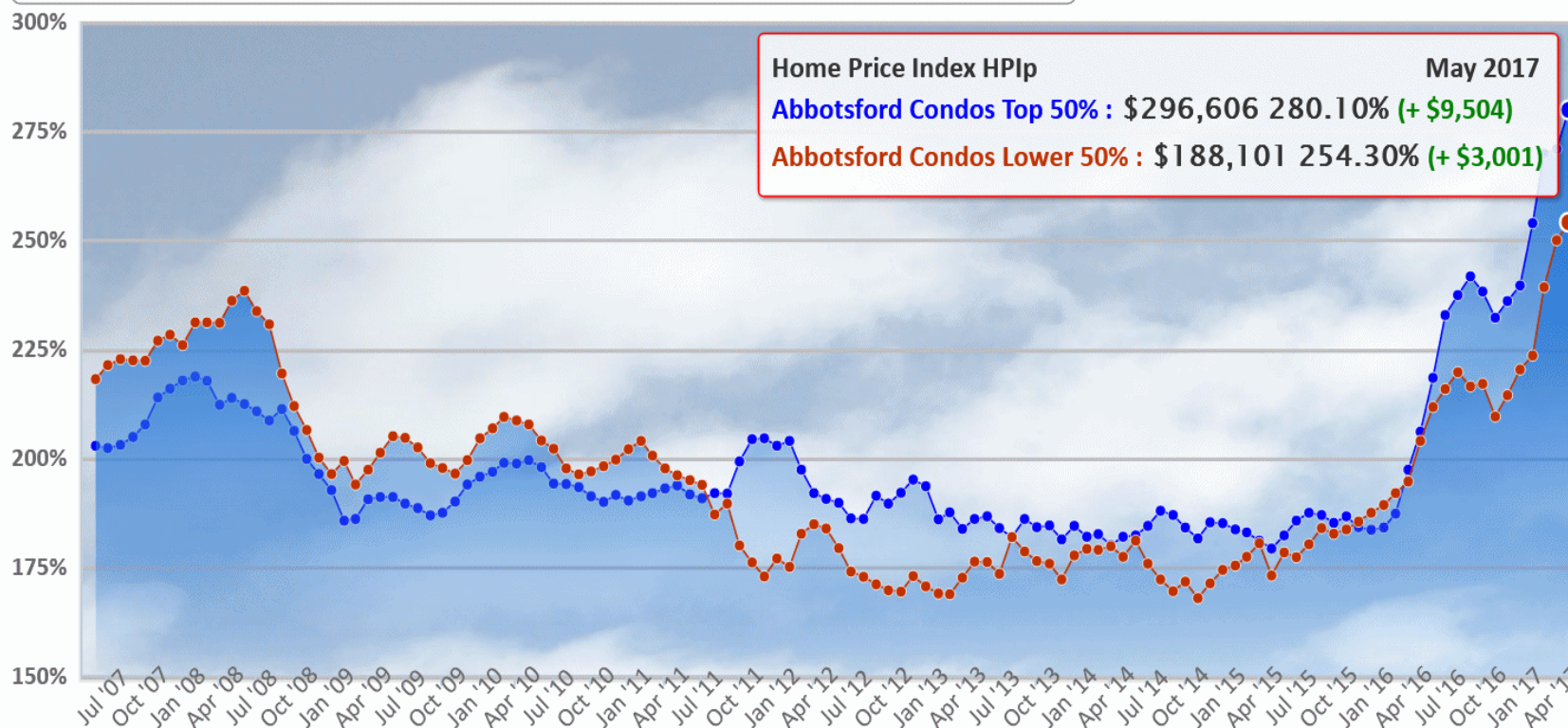
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Abbotsford

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Abbotsford Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
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Sep 2016	% 241.90
Aug 2016	% 237.60
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Jun 2016	% 218.60

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June 1/17

Chilliwack

Chilliwack (+ Sardis) Sub areas Statistics - May 20							Attached
Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differenc	%SOLD	
Chilliwack W Yale-Well	87	45	11	98%	-\$2,800	51.7%	
Chilliwack E Young-Yal	55	26	7	100%	\$0	47.3%	
Chilliwack N Yale-Well	25	15	10	100%	\$0	60.0%	
Chilliwack Yale Rd Wes	0	0				0.0%	
Chilliwack Mountain	5	3	17	100%	\$0	60.0%	
East Chilliwack	0	0				0.0%	
Sardist W Vedder Rd	25	12	16	99%	-\$4,800	48.0%	
Sardist E Vedder Rd	24	16	9	100%	-\$400	66.7%	
Vedder S Watson-Frorn	80	41	11	100%	-\$1,900	51.3%	
Promontory	41	21	17	100%	\$0	51.2%	
Yarrow	0	0				0.0%	
Total Activity	342	179	11	100%	-\$900	52%	

Chilliwack (+ Sardis) List Price Ranges Statistics - May 2017							Attached
Home Price Range	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differenc	%SOLD	
0-\$100,000	6	5	23	100%	\$100	83.3%	↑
\$100,001-\$150,000	31	17	24	98%	-\$2,900	54.8%	↑
\$150,001-\$200,000	38	22	9	99%	-\$1,400	57.9%	↑
\$200,001-\$250,000	40	20	7	99%	-\$2,000	50.0%	↑
\$250,001-\$300,000	39	17	17	100%	\$0	43.6%	↑
\$300,001 and more	188	98	14	100%	\$0	52.1%	↑
Total Activity	342	179	11	100%	-\$900	52%	↑

Monthly Changes Summary	Mag-16	Apr-17	Mag-17	6/1/2017	Change	
Total Listings** (A,S,T,C,X)	371	349	342		-7	↓
Active Listings (1st of the month)	128	166	204	147	-57	↓
Solds	148	129	179		50	↑
Days on Market (DOM)	15	11	11		0	↔
%SOLD (Sales/Listings/mnthly rate)	40%	37%	52%		15%	↑
Condos (Top 50%) Home Price Index HPI_p	\$207,961	\$249,101	\$255,751		\$6,650	↑
Condos (Lower 50%) Home Price Index HP	\$133,175	\$158,101	\$169,100		\$10,999	↑
Twnhs (Top 50%) Home Price Index HPI_p	\$342,383	\$429,971	\$439,645		\$9,674	↑
Twnhs (Lower 50%) Home Price Index HPI_p	\$220,100	\$280,100	\$285,126		\$5,026	↑

May 1 2017 Chilliwack(+sardis) Market Update Attached Townhomes/ Condos

Current: Chilliwack (+Sardis) is in a Sellers Market with average listing inventories, a **52% SOLD** rate and a 100% Sell/List Ratio. (This means that there is an average of a \$900 discount on a sale from the original list price)

Most Active Price Range: Attached homes below \$100,000 have **83.3% SOLD** rate. **Least Active Price Range:** Attached homes between \$250,000 - \$300,000 have **43.6% SOLD** rate.

History: The Chilliwack's Condos Year-To-Date Home Price Index

HPI_p (Top 50%) shows that prices increased \$47,790.

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

HPI_p (Lower 50%) shows that prices increased \$35,925.

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

HPI_p (Top 50%) shows that prices increased \$97,262.

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

HPI_p (Lower 50%) shows that prices increased \$65,026.

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

Forecast: The total Listing Inventories are 8% more than the same month in 2016.

The Chilliwack Attached Real Estate Market is continuing to be a sellers market for the next month.

May's Real Estate Statistics show **ALL 97 Markets** are in Strong Sellers Market and by most accounts, exceeding the 2016 Market Furious Activity Levels. The Vancouver Consumer Confidence Recovery from the negative impact of the 15% Foreign Buyer Tax implemented in Metro Vancouver last August is mostly due to an increased demand from a Large Local Investor Component and Markedly Lower Inventory Levels. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of **\$25,106**, which is a decrease from the **\$32,589** increase that we saw in April and less than the **\$40,337** increase in the Vancouver Markets. Currently 100% of the Attached Markets are increasing at a fast pace in Greater Vancouver's 58 Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July and this year we are forecasting a **prolonged Sellers Market across all Markets**. We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood

Analytical Methods: The Chilliwack 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 **Chilliwack HPI_p Top 50%** representing the higher end sales and the **Chilliwack HPI_p 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, REDOV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RVRReports.com

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The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types.

Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.



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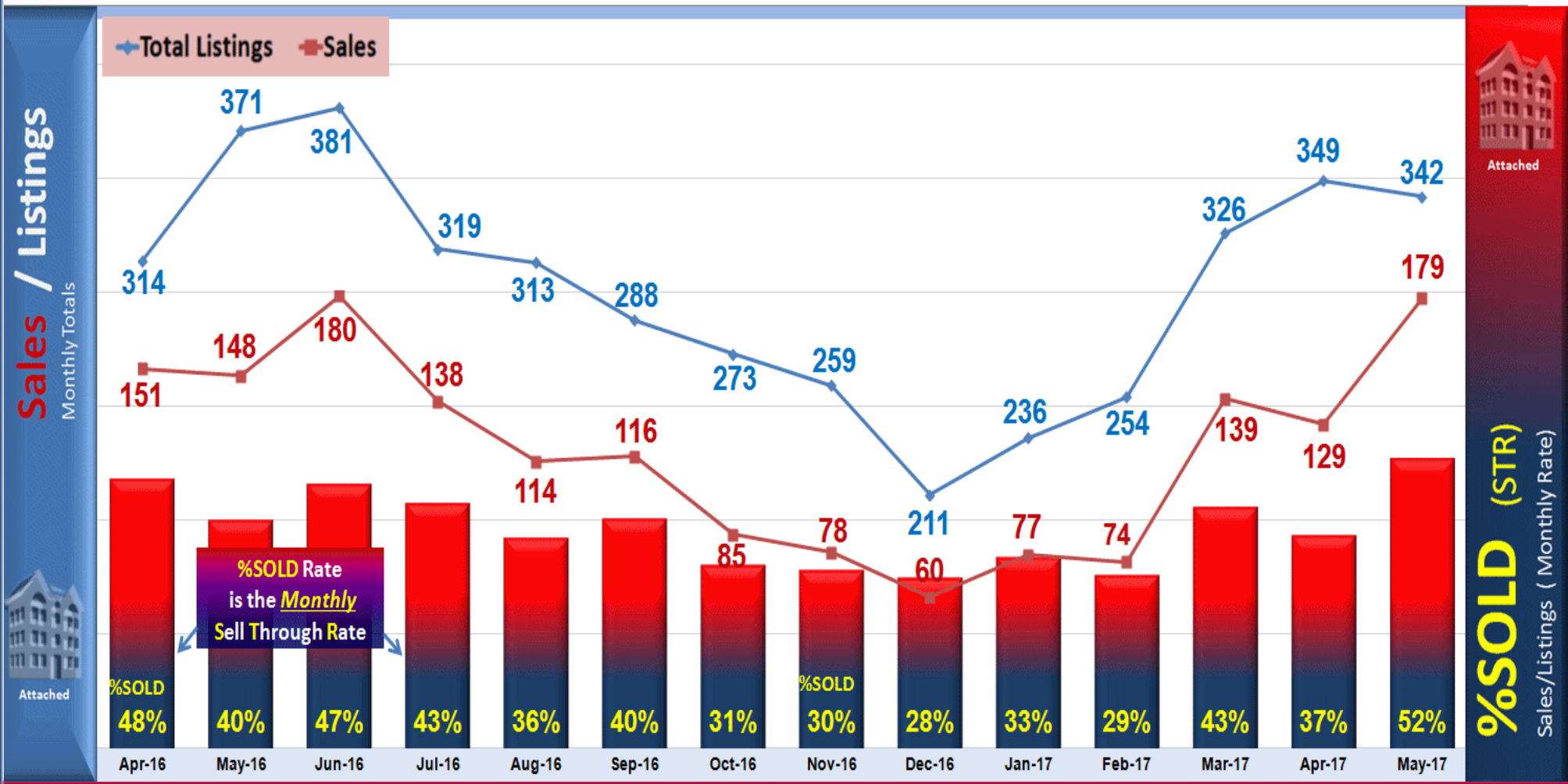
Market Analysis and Forecasting

June 1/17

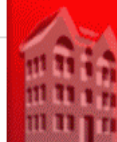
Chilliwack

Attached Townhomes/ Condos Chilliwack (+ Sardis)

Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Attached

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

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June 1/17

Chilliwack

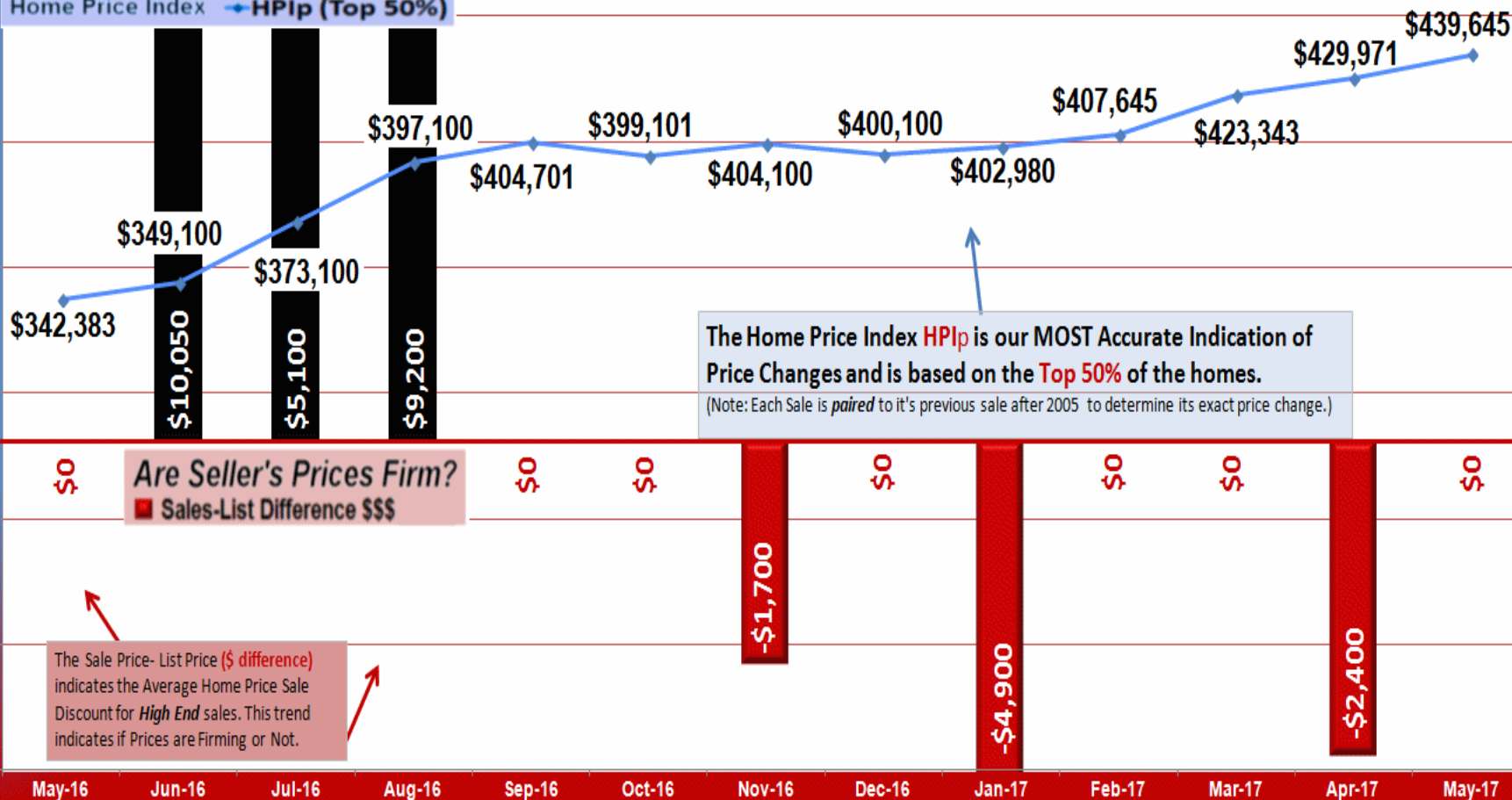
Attached Chilliwack Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)



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

(Note: Each Sale is paired to 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.



Townhouses

Sales Discount \$\$

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



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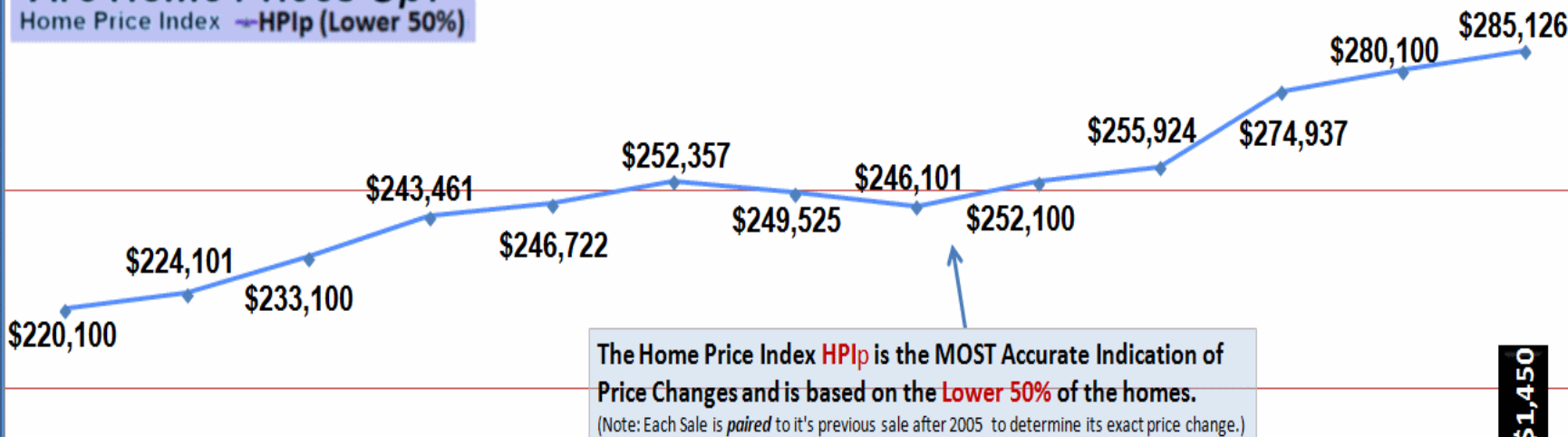
Attached

Chilliwack

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 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 \$\$\$



Townhouses



Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



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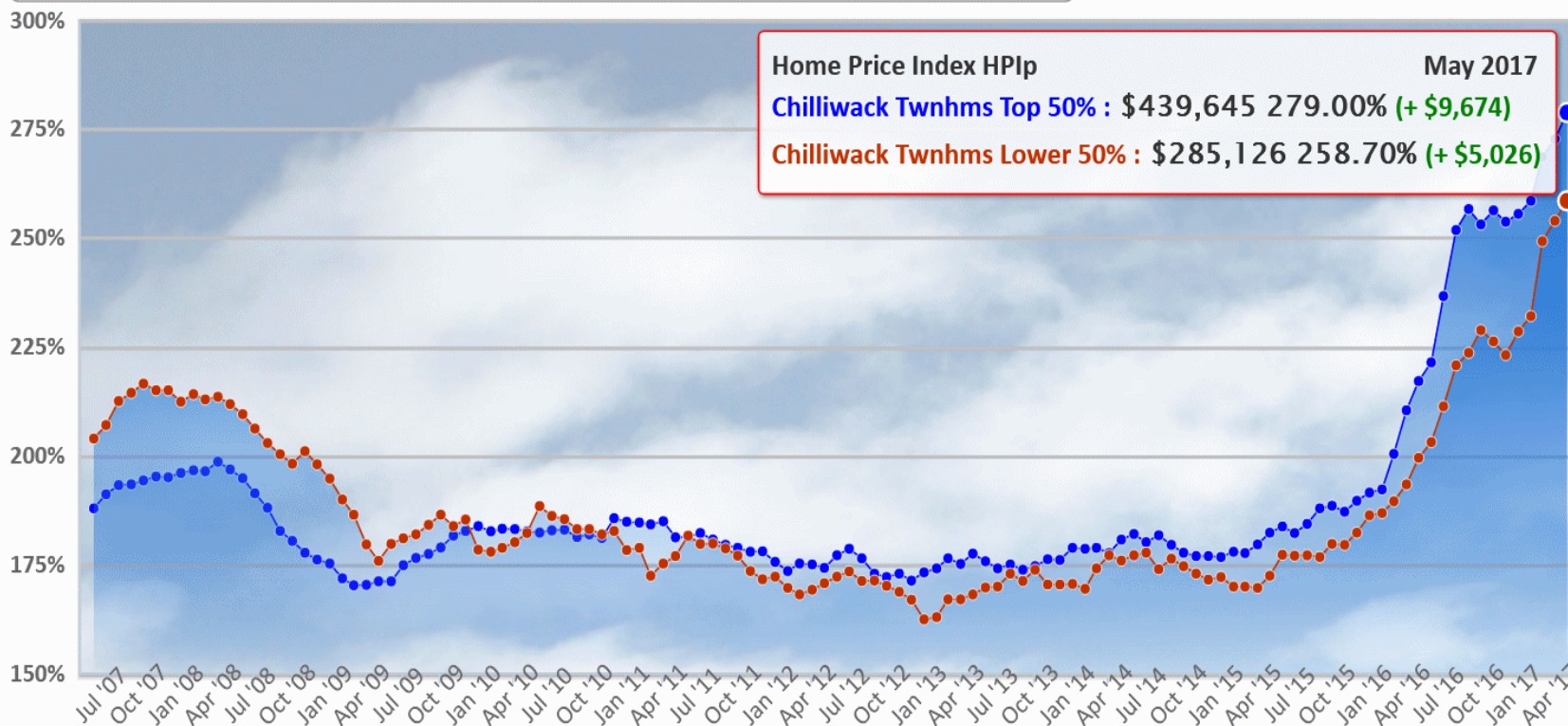
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Chilliwack

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Chilliwack Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Chilliwack Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
May 2017	% 279.00
Apr 2017	% 272.90
Mar 2017	% 268.70
Feb 2017	% 258.70
Jan 2017	% 255.70
Dec 2016	% 253.90
Nov 2016	% 256.50
Oct 2016	% 253.30
Sep 2016	% 256.80
Aug 2016	% 252.00
Jul 2016	% 236.80
Jun 2016	% 221.60

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drag over area to zoom in



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

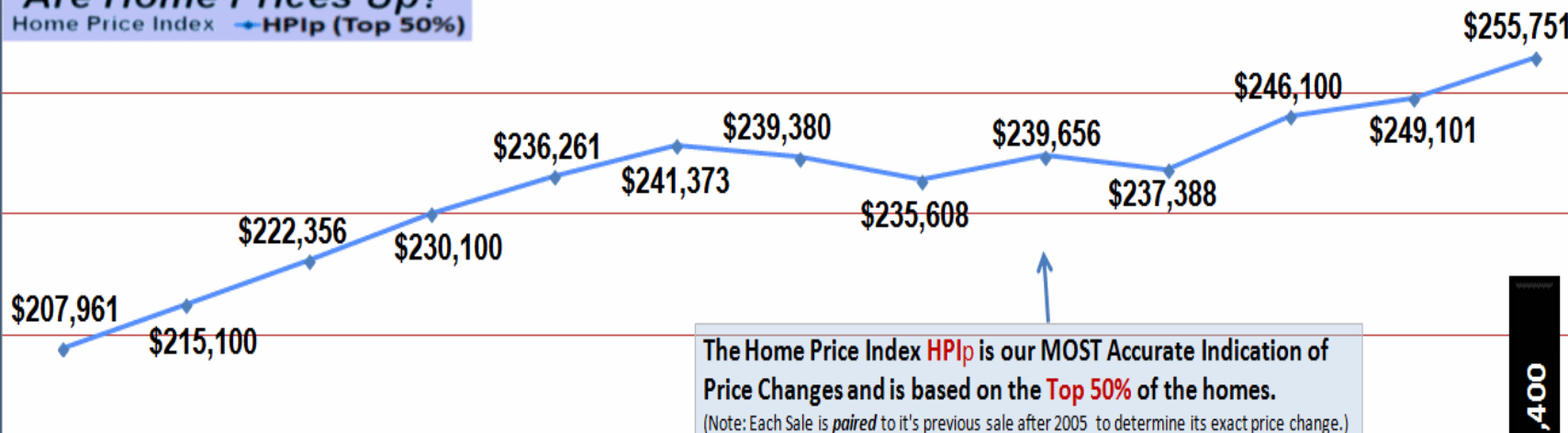
Home Price Changes
(Home Price Index Paired sales from 2005)



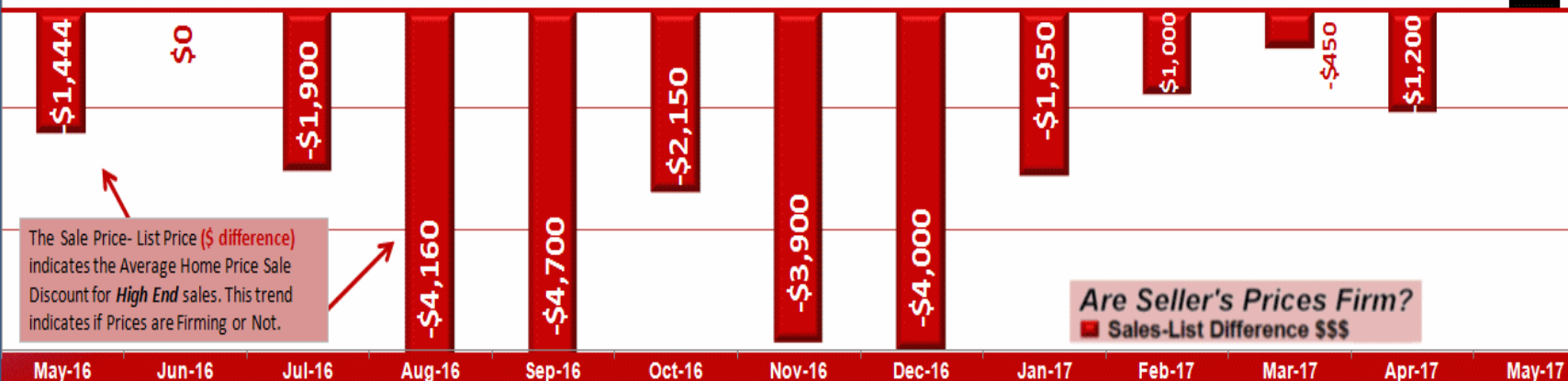
Condominiums

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)



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



Condominiums

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

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

Home Price Changes

(Home Price Index Paired sales from 2005)



Condominiums



Condominiums

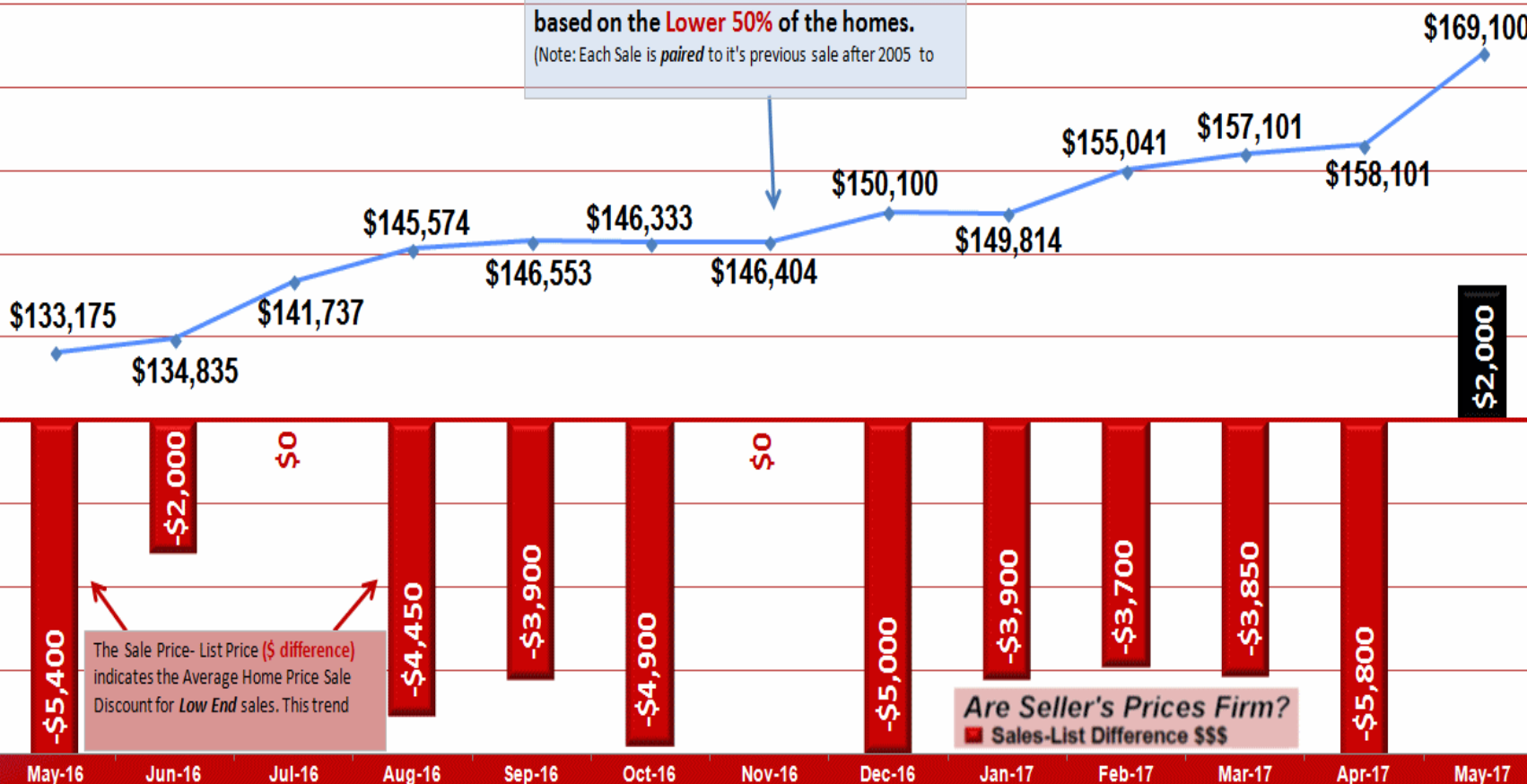
Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

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



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend

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Sales-List Difference \$\$\$

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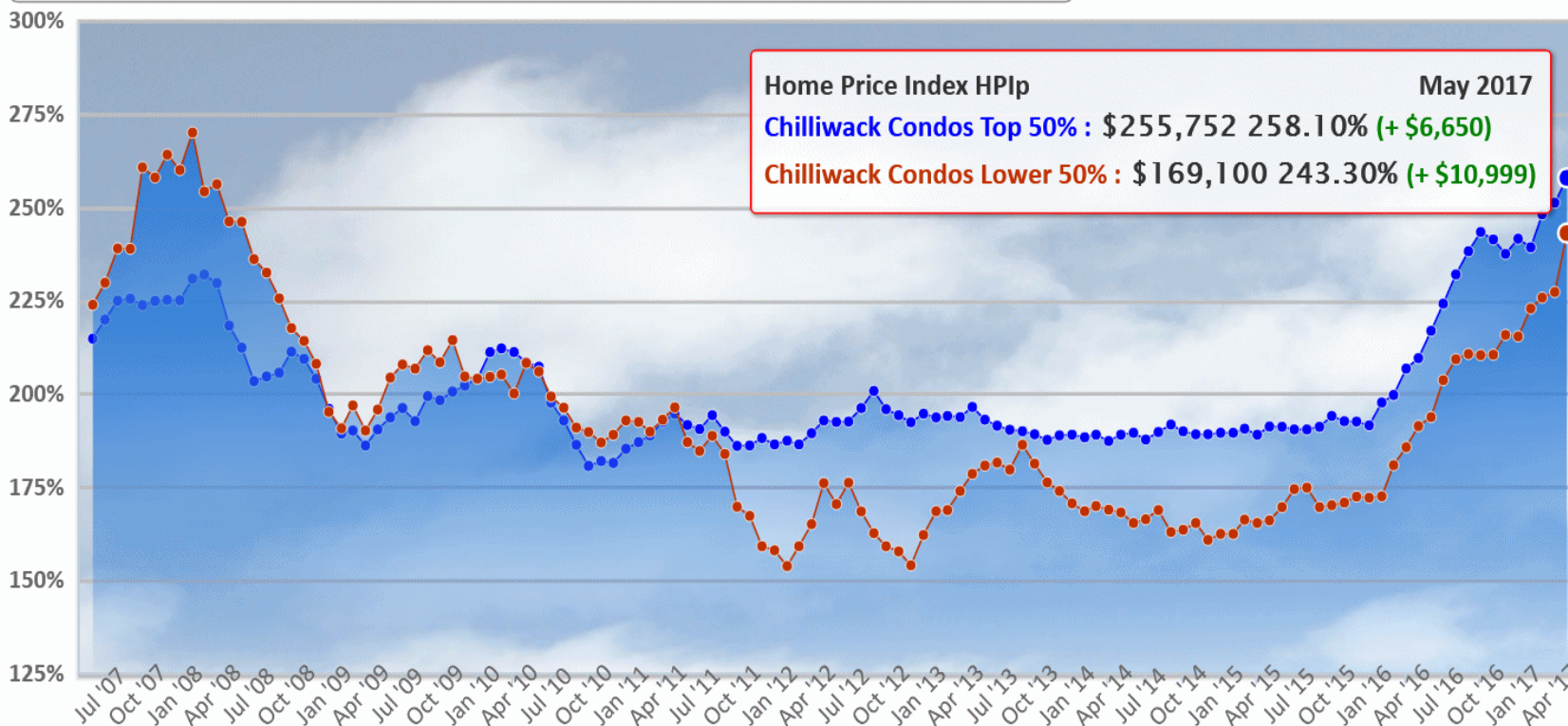
June 1/17

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Chilliwack Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Chilliwack Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
May 2017	% 258.10
Apr 2017	% 251.40
Mar 2017	% 248.30
Feb 2017	% 239.50
Jan 2017	% 241.80
Dec 2016	% 237.70
Nov 2016	% 241.60
Oct 2016	% 243.60
Sep 2016	% 238.40
Aug 2016	% 232.20
Jul 2016	% 224.40
Jun 2016	% 217.10

<< < 1 2 3 > >>

Area over area ZOOM in



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Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

