

Market Analysis and Forecasting

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Lesley White's Market Reports



Advanced Marketing Tools





Market Analysis and Forecasting

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Lesley White's Market Reports

Detached

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

Attached

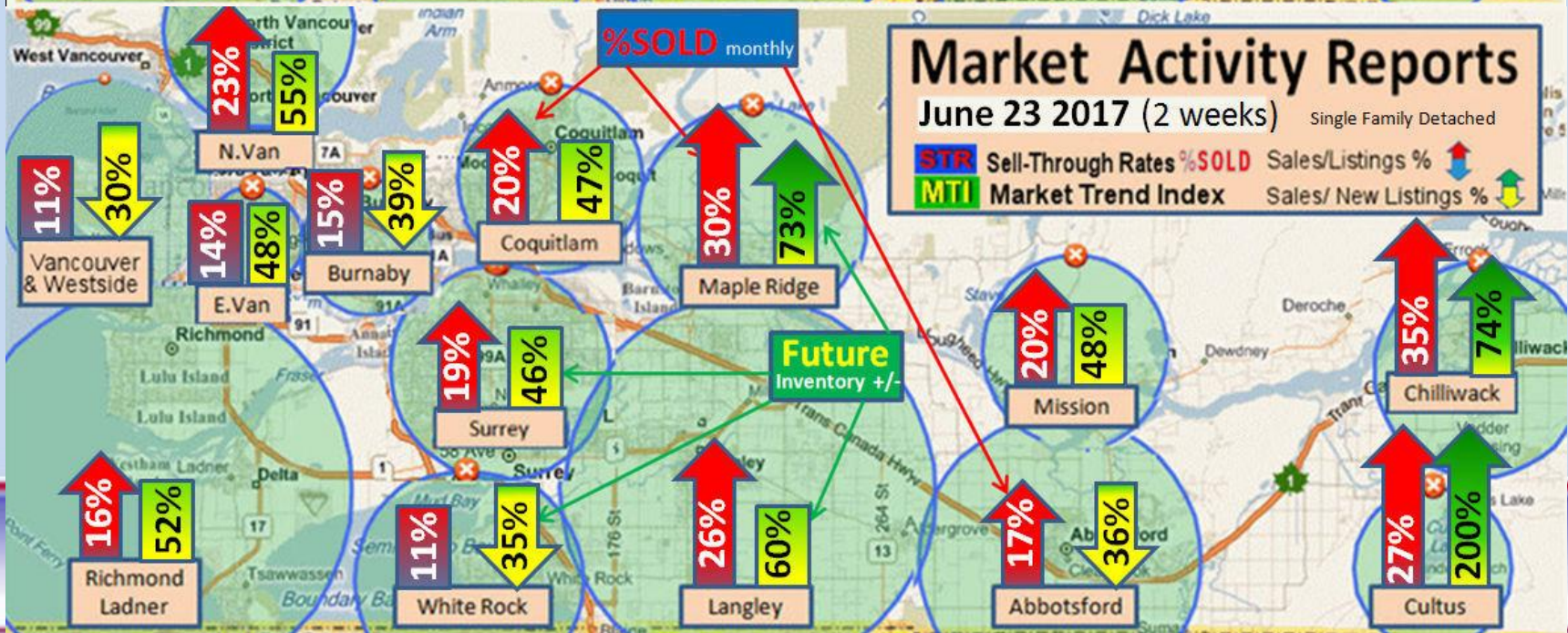
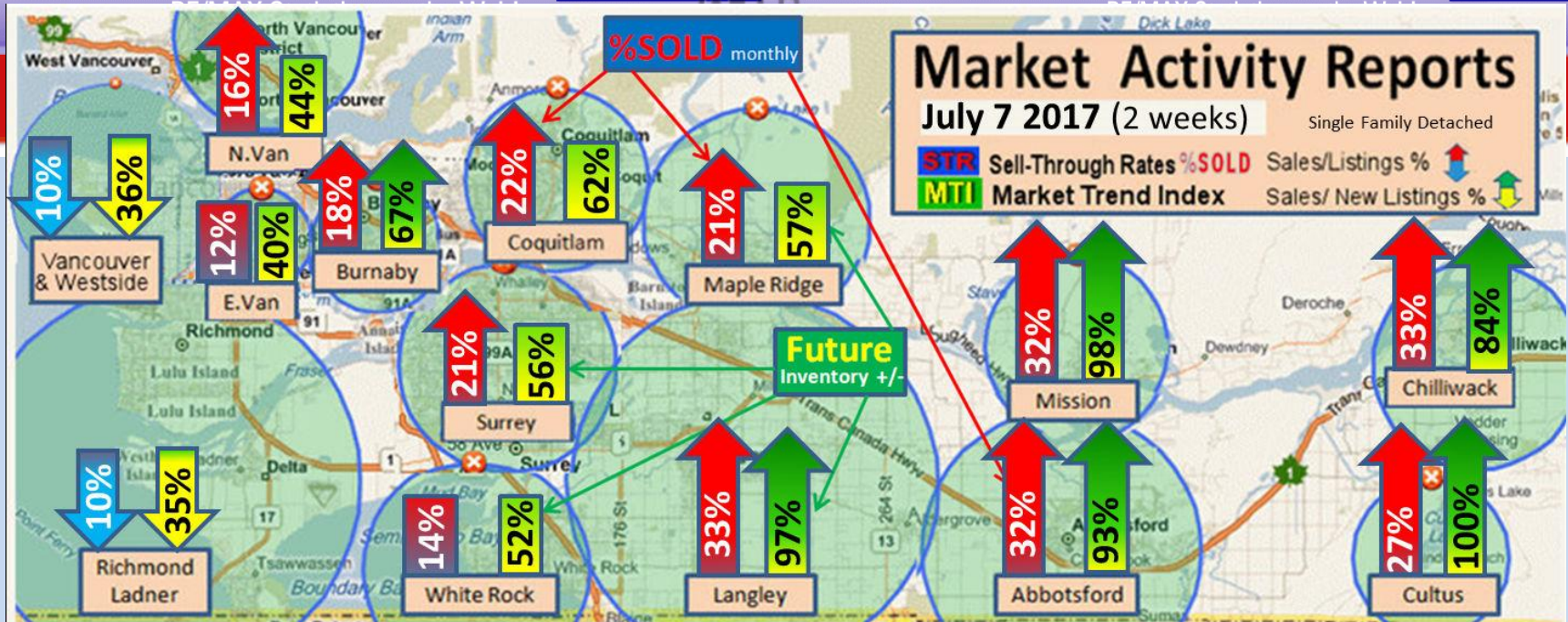
- [Chilliwack](#)

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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Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

July 7 2017 (2 weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr2)

Note: 2 week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)



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

Vancouver & Fraser Valley

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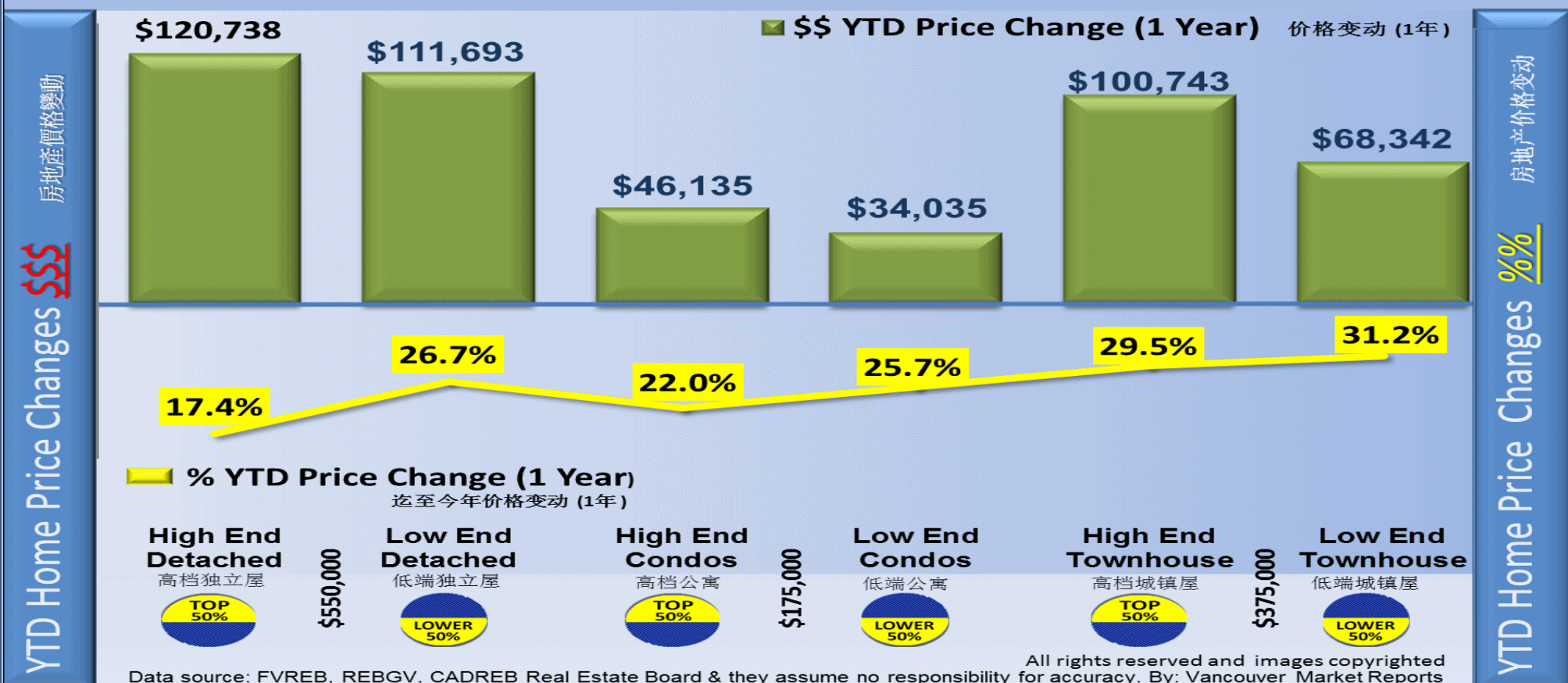
Chilliwack Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPI[®]



房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

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

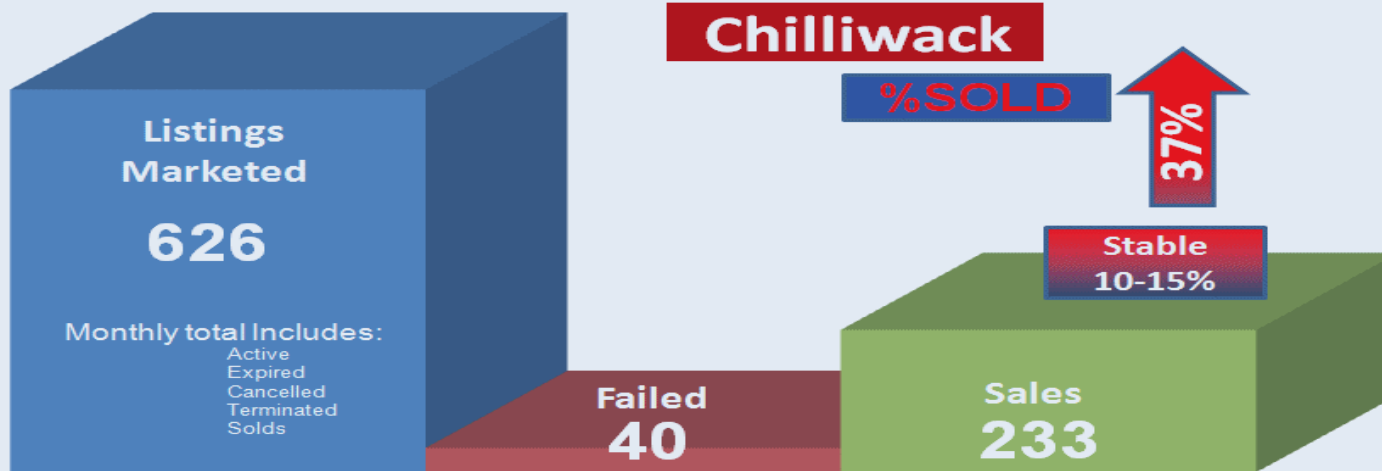
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Monthly Market Activity - June 2017 - Single Family



July 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, **37 %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 \$275,000 - \$360,000 have **80.0 %SOLD** rate.

Least Active Price Range: Homes above \$625,000 have **26.9 %SOLD** rate. (= 27 sales out of 100 listings/month).

History:The Chilliwack Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$118,931.

The Chilliwack Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$115,265.

*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?

Chilliwack (+Yarrow, Rosedale, Sardis) List Price Ranges Statistics - June 2017							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$275,000	32	11	42	92%	-\$6,900	34.4%	↑
\$275,001-\$360,000	10	8	12	100%	\$0	80.0%	↑
\$360,001-\$440,000	42	24	6	100%	\$0	57.1%	↑
\$440,001-\$500,000	61	29	7	101%	\$5,100	47.5%	↑
\$500,001-\$625,000	180	80	10	100%	\$50	44.4%	↑
\$625,001 and more	301	81	14	99%	-\$4,000	26.9%	↑
Total Activity	626	233	10	100%	\$0	37%	↑

Monthly Changes Summary	Jun-16	May-17	Jun-17	7/1/2017	Change	
Total Listings** (A,S,T,C,X)	605	457	626		169	↑
Active Listings (1st of the month)	302	303	191	353	162	↑
Solds	263	236	233		-3	↓
Days on Market (DOM)	10	9	10		1	↑
%SOLD (Sales/ Listings /monthly rate)	43%	52%	37%		-14%	↓
(Top 50%) Home Price Index HPIp	\$721,169	\$812,064	\$840,100		\$28,036	↑
(Lower 50%) Home Price Index HPIp	\$445,835	\$527,907	\$561,100		\$33,193	↑

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What Sold in your Neighbourhood and for What Price?

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

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Chilliwack W Yale-Well	34	15	7	102%	\$9,100	44.1%
Chilliwack E Young-Yale	78	38	9	100%	\$0	48.7%
Chilliwack N Yale-Well	53	25	8	102%	\$10,000	47.2%
Chilliwack Yale Rd West						0.0%
Little Mountain	14	2	3	99%	-\$2,394	14.3%
Chilliwack Mountain	16	6	6	100%	-\$1,450	37.5%
Fairfield Island	33	17	10	100%	\$0	51.5%
East Chilliwack	9	4	15	98%	-\$14,450	44.4%
Eastern Hillside	40	12	13	100%	-\$2,000	30.0%
Rosedale Center	3	1	13	103%	\$15,200	33.3%
Rosedale Popkum	24	5	18	95%	-\$19,000	20.8%
Sardist W Vedder Rd	47	12	6	101%	\$4,100	25.5%
Sardist E Vedder Rd	62	17	42	98%	-\$9,900	27.4%
Vedder S Watson-Promontory	82	33	12	100%	\$0	40.2%
Promontory	80	28	14	100%	\$0	35.0%
Yarrow	11	1	8	99%	-\$5,000	9.1%
Majuba Hill	15	7	9	100%	\$0	46.7%
Greendale Chilliwack	3	1	15	90%	-\$124,000	33.3%
Ryder Lake	8	5	7	105%	\$37,000	62.5%
Chilliwack River Valley	14	4	9	99%	-\$4,950	28.6%
Total Activity	626	233	10	100%	\$0	37%

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Next Months Market Forecast

Forecast: Chilliwack has average Listing supply; 353 homes are for sale and with the **37 %SOLD** monthly rate gives us a ~3 months of inventory. 13% of the Active Listings have reduced their price by \$24,074 on average or \$20,900 on median. We project Chilliwack Detached to be a continued Sellers market.

June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this last month, conversely only one City in the Fraser Valley saw a price drop. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$19,160, which is a small decrease over the \$25,106 increase that we saw in May, and is double the \$8,046 Average Increase in the Vancouver Markets. Last year our Emotionally Charged Single Family Markets peaked in July/ August and this year we are forecasting that we are at the end of the Sellers Market across most Detached Markets.

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. 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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#1 RE/MAX Market Reports
RE/MAX Statistics, on the Web!

detached homes

Lesley White
chilliwack realtor



Market Analysis and Forecasting

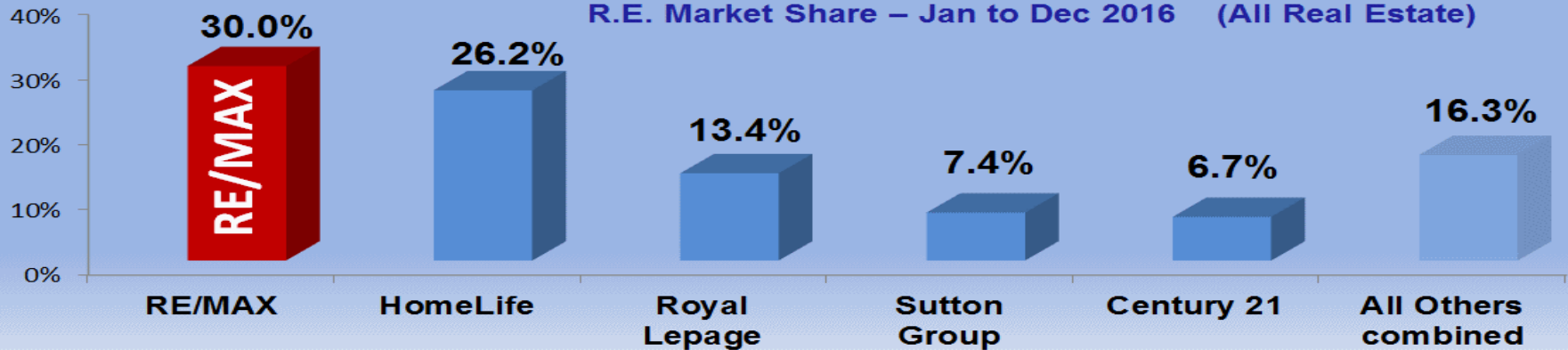
July 1/17 Chilliwack

604-819-1167

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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produced for: **Lesley White**

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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)

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

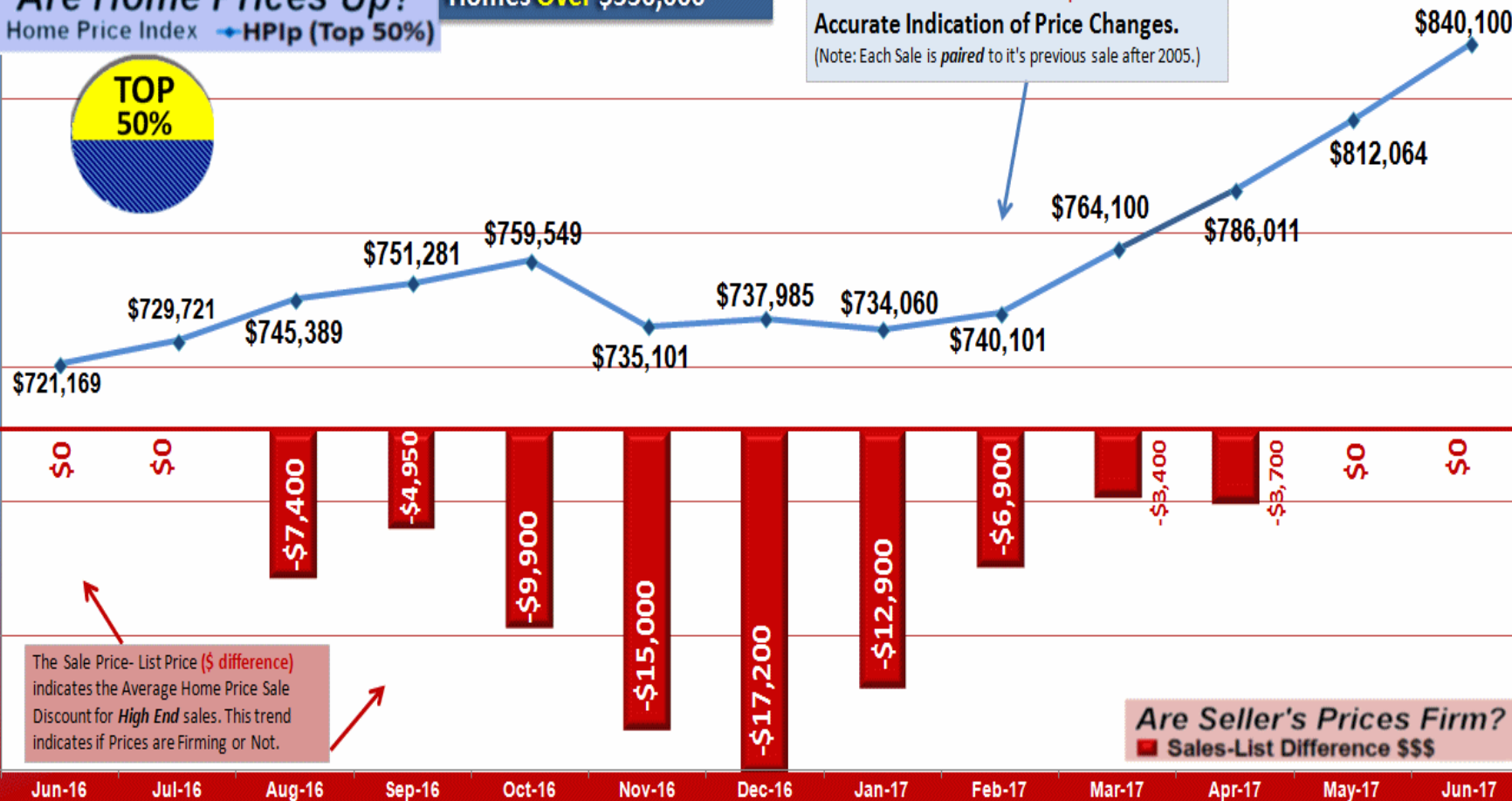
Are Home Prices Up? Homes Over \$550,000

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.)



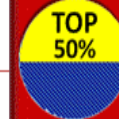
The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for High End sales. This trend indicates if Prices are Firming or Not.

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached



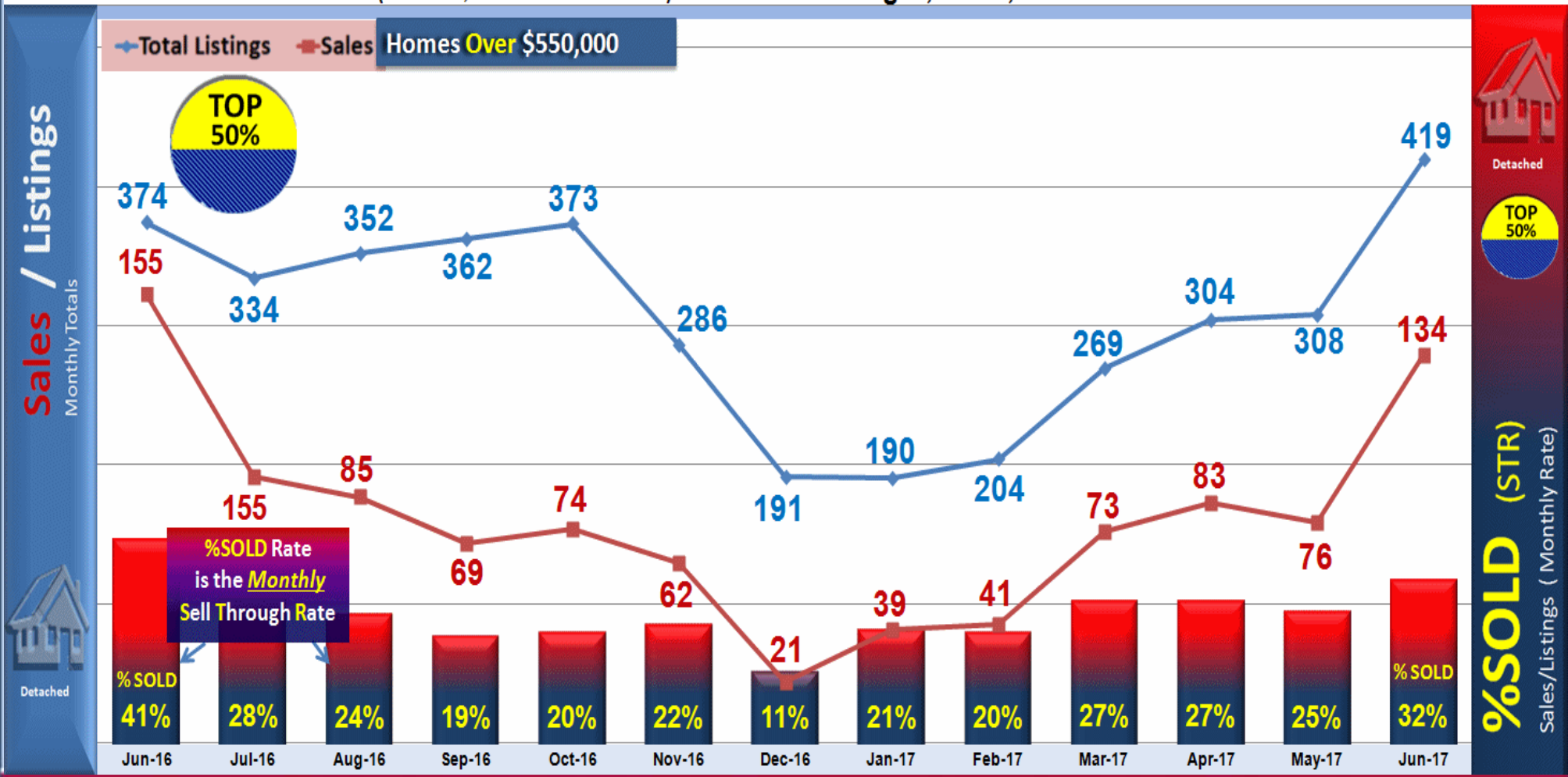
Sales Discount \$\$
Sale Price - Original List Price (\$ difference)



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



%SOLD Rate is the Monthly Sell Through Rate

Sales / Listings
Monthly Totals



Detached

TOP 50%

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



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Detached

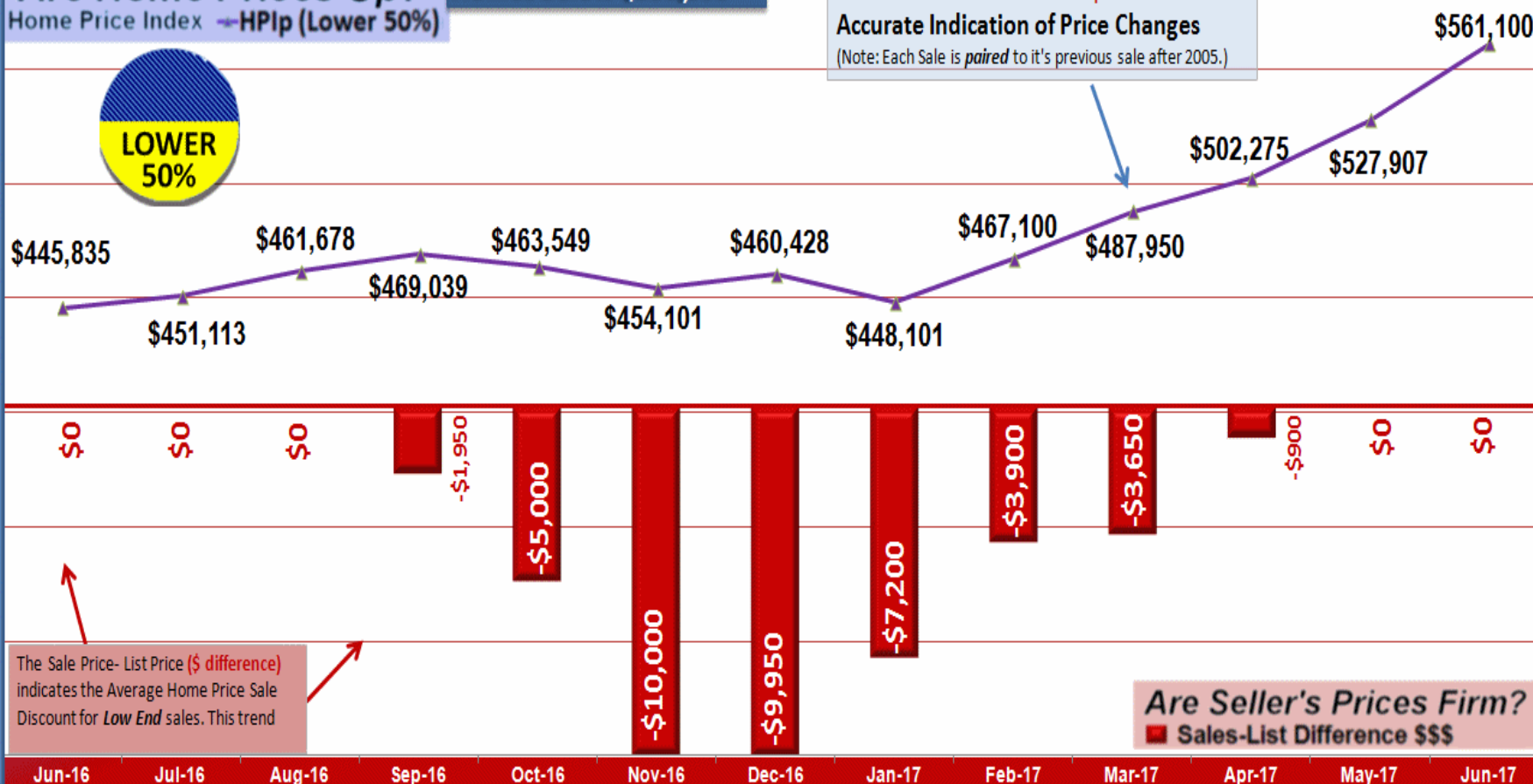
Chilliwack (+Yarrow, Rosedale and Sardis) Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End sales)

Are Home Prices Up? Homes Below \$550,000

Home Price Index → HPIp (Lower 50%)

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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Detached



Detached

LOWER 50%

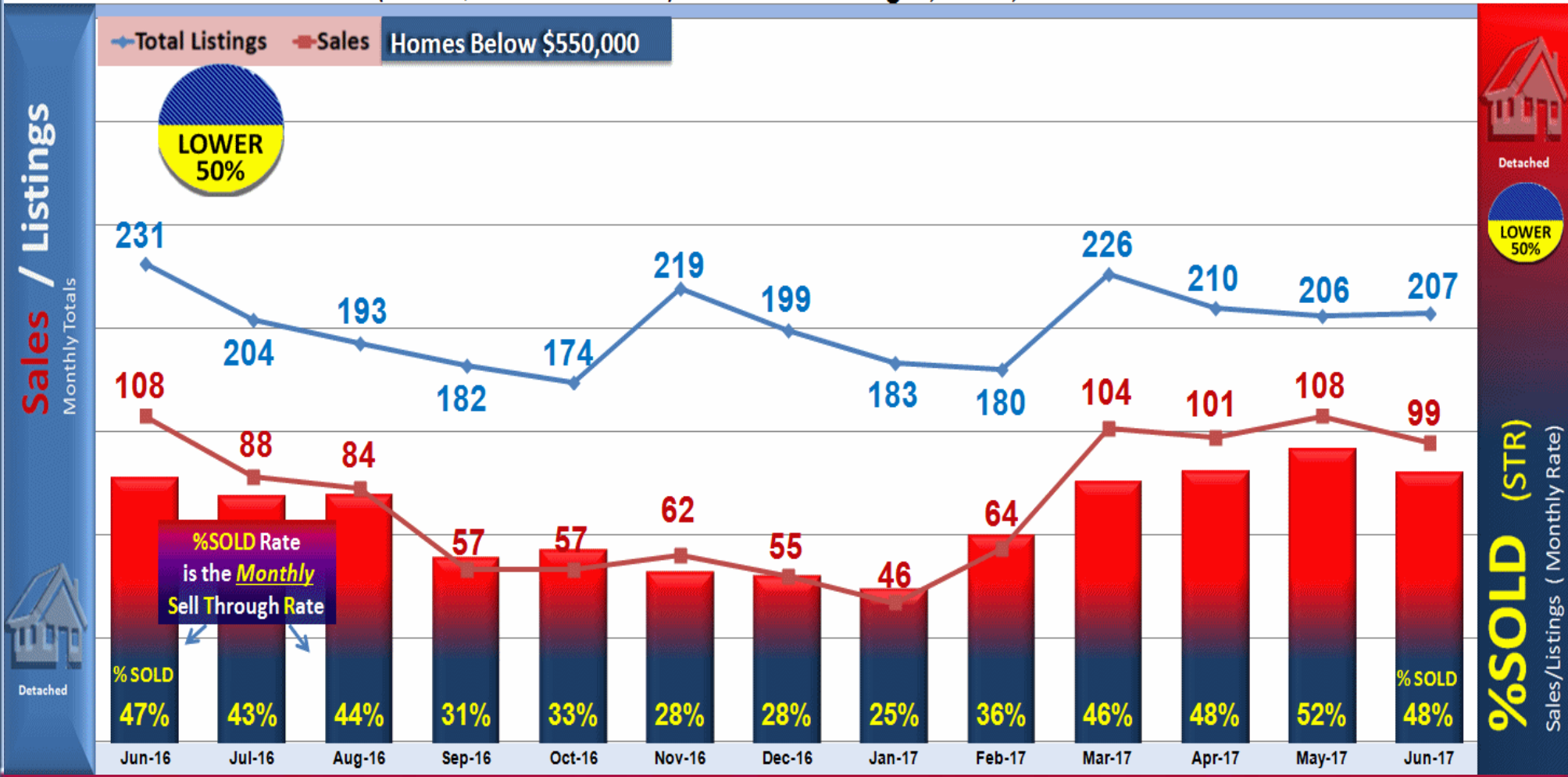
Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

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



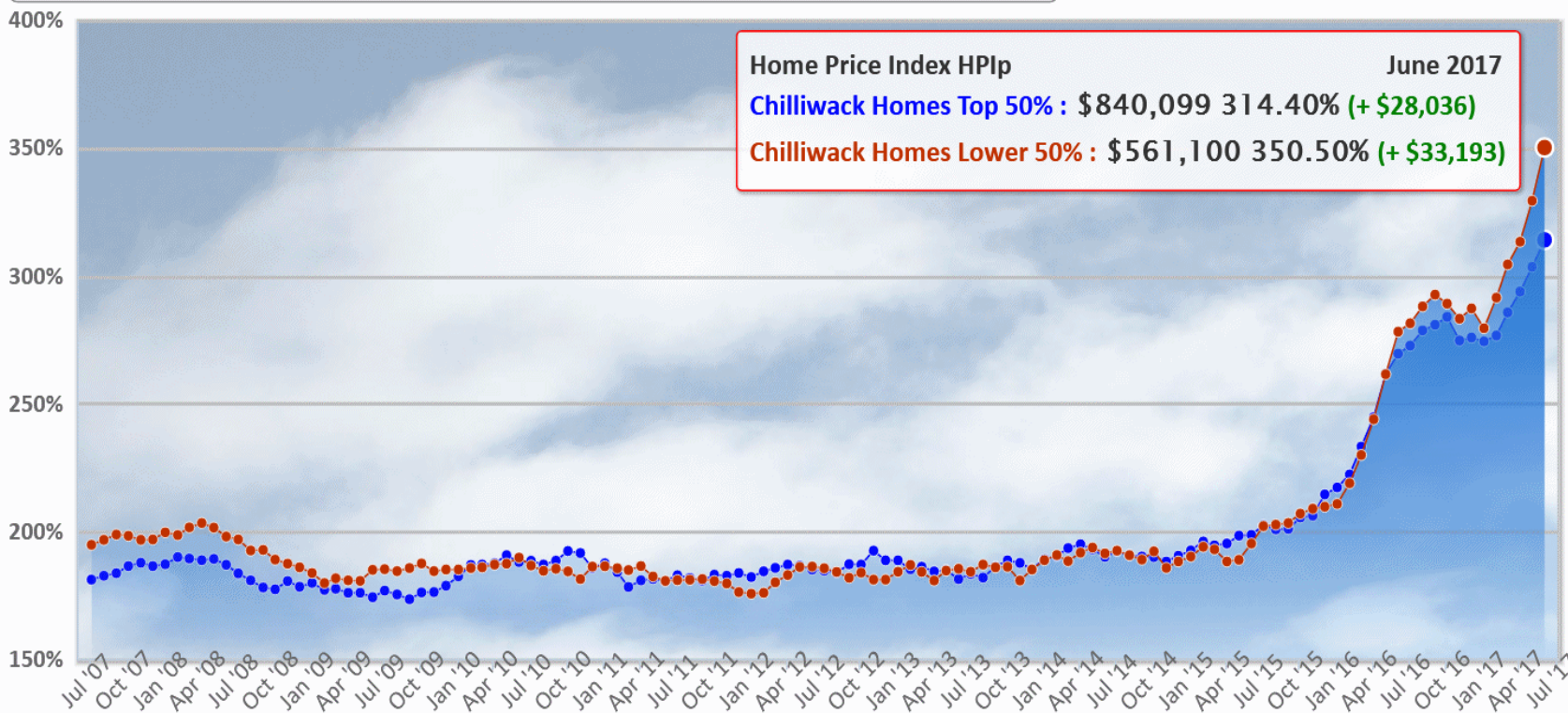
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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jun 2017	% 314.40
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

<< < 1 2 3 > >>

Drag over area to ZOOM in



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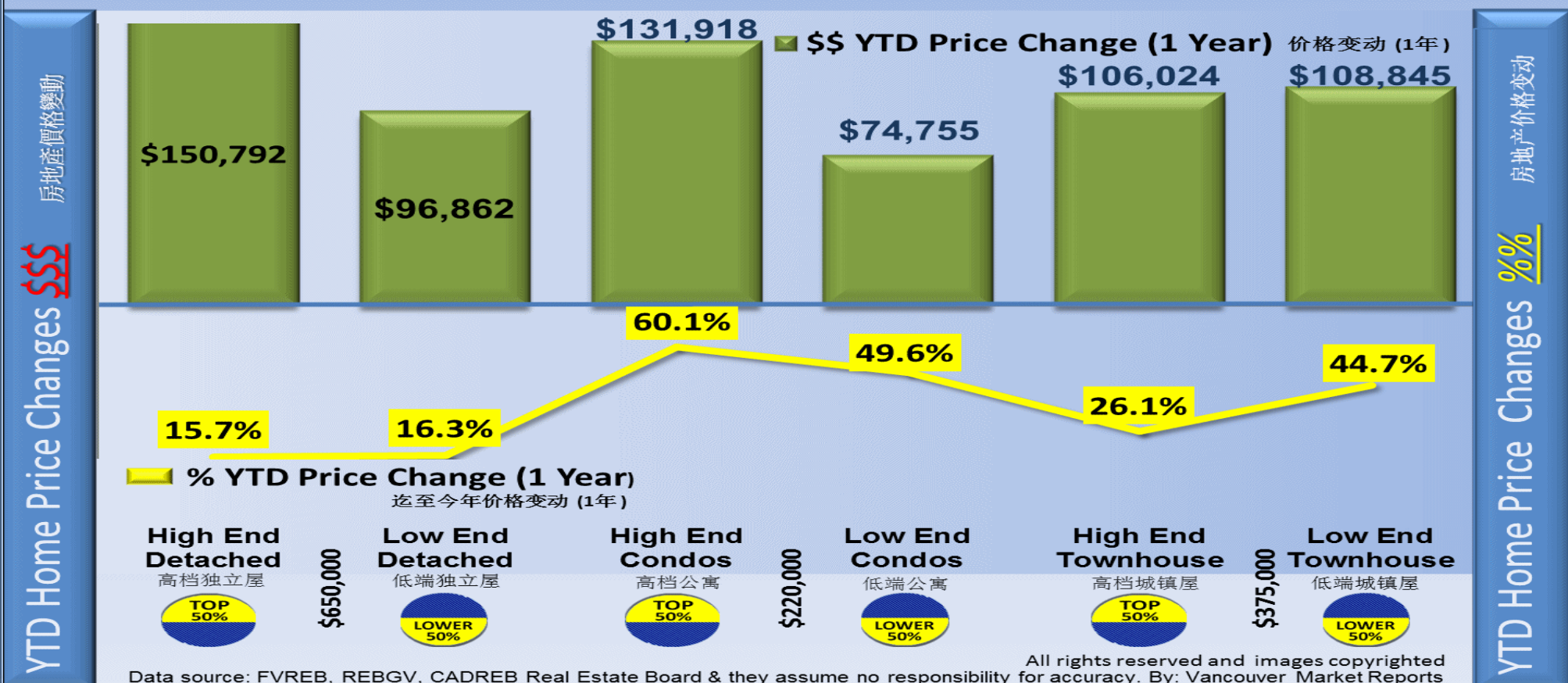
Abbotsford Real Estate Price Changes (\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

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YTD Home Price Changes \$\$\$

YTD Home Price Changes %%

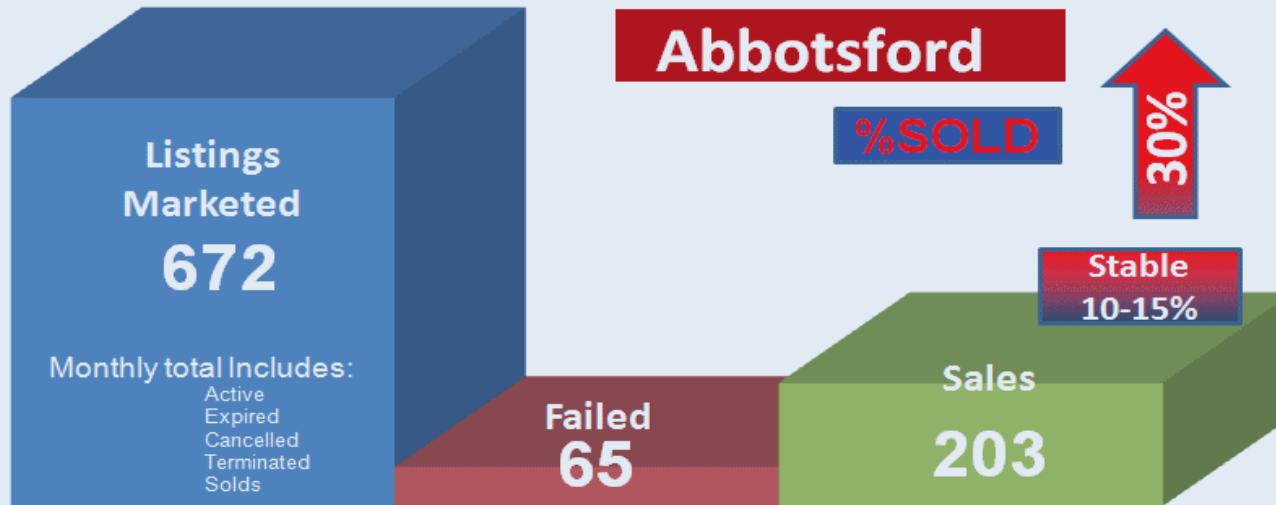
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produced for: **Lesley White**



Monthly Market Activity - June 2017 - Single Family



July 1 2017 Abbotsford Market Update (Detached)

Current: Abbotsford is in Sellers Market with average listing inventories, a **30 %SOLD** rate and a 101% Sell/List Ratio. (This means that on an average sale there is a \$6,000 discount from the original list price)

Most Active Price Range: Homes below \$500,000 have a **57.1 %SOLD** rate.

Least Active Price Range: Homes above \$1.3 million have a **7.6 %SOLD** rate.

History: The Abbotsford Home Price Index **HPIp** (Top 50%) shows that prices increased \$140,983 year-to-date. The Abbotsford Home Price Index **HPIp** (Lower 50%) shows that prices increased \$81,280 year-to-date.



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

Abbotsford List Price Ranges Statistics - June 2017

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$500,000	21	12	12	100%	-\$700	57.1%	↑
\$500,001-\$575,000	18	9	5	104%	\$21,000	50.0%	↑
\$575,001-\$630,000	46	21	7	102%	\$15,100	45.7%	↑
\$630,001-\$725,000	167	71	6	101%	\$9,500	42.5%	↑
\$725,001-\$850,000	153	45	8	102%	\$15,000	29.4%	↑
\$850,001-\$1,300,000	135	35	6	100%	-\$3,800	25.9%	↑
\$1,300,001 and more	132	10	29	99%	-\$17,000	7.6%	↓
Total Activity	672	203	7	101%	\$6,000	30%	↑

Monthly Changes Summary	Jun-16	May-17	Jun-17	7/1/2017	Change	
Total Listings** (A,S,T,C,X)	725	473	672		199	↑
Active Listings (1st of the month)	418	341	206	404	198	↑
Solds	227	220	203		-17	↓
Days on Market (DOM)	8	8	7		-1	↓
%SOLD (Sales/Listings /monthly rate)	31%	47%	30%		-16%	↓
(Top 50%) Home Price Index HPIp	\$986,118	\$1,126,307	\$1,127,101		\$794	↑
(Lower 50%) Home Price Index HPIp	\$610,821	\$696,965	\$692,101		-\$4,864	↓

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What Sold in your Neighbourhood and for What Price?

Abbotsford Sub areas Statistics - June 2017

Detached

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	38	12	8	100%	\$0	31.6%
Bradner	29	8	12	98%	-\$22,500	27.6%
Matsqui	20	3	17	100%	\$0	15.0%
Sumas Mountain	12	0				0.0%
Abbotsford West	191	60	8	101%	\$11,000	31.4%
Abbotsford East	215	75	6	101%	\$10,100	34.9%
Aberdeen	58	9	11	99%	-\$13,810	15.5%
Sumas Prairie	10	0				0.0%
Central Abbotsford	99	36	7	101%	\$8,250	36.4%
Total Activity	672	203	7	101%	\$6,000	30%



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Next Months Market Forecast

Forecast: Abbotsford has average Listing supply; 404 homes are for sale & with the **30 %SOLD** monthly rate gives us a ~3 months of inventory. 10% of the active listings have reduced their price by \$44,730 on average or \$46,500 median in the last month. We project Abbotsford to continue in Sellers Market.

June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this last month, conversely only one City in the Fraser Valley saw a price drop. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$19,160, which is a small decrease over the \$25,106 increase that we saw in May, and is double the \$8,046 Average Increase in the Vancouver Markets. Last year our Emotionally Charged Single Family Markets peaked in July/August and this year we are forecasting that we are at the end of the Sellers Market across most Detached Markets.

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. 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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#1 **RE/MAX** Market Reports
RE/MAX Statistics, on the Web!

detached homes

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Market Analysis and Forecasting

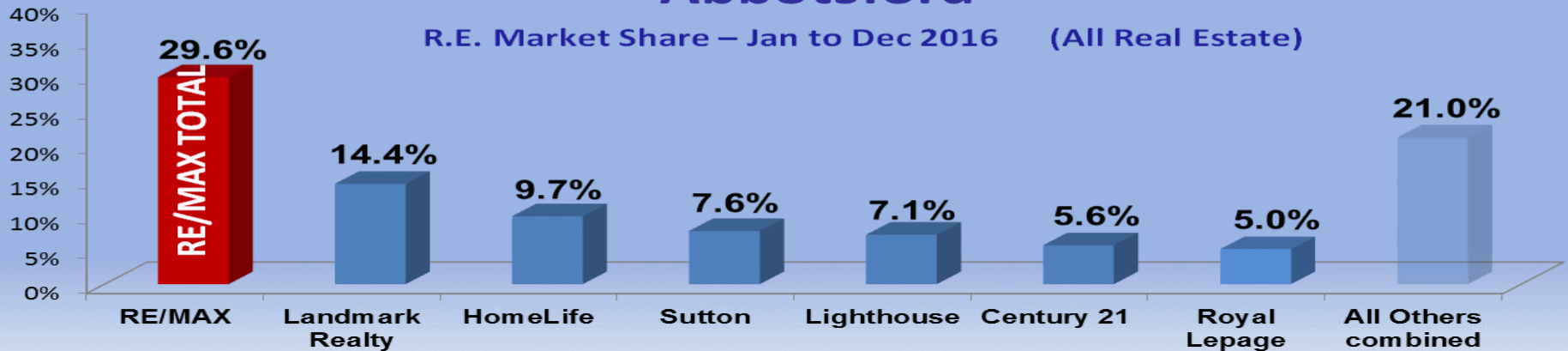
July 1/17 Abbotsford

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#1 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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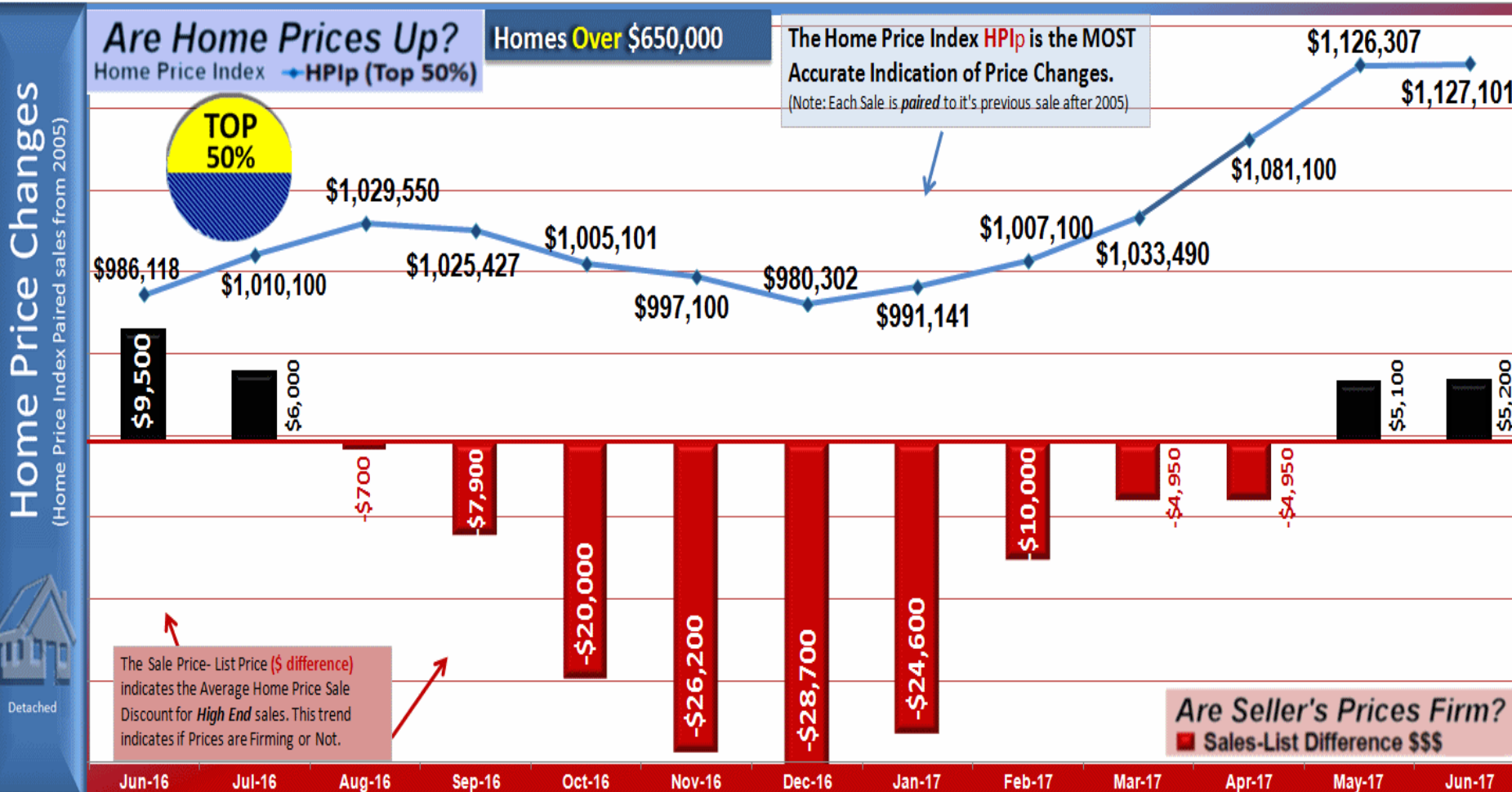
Cell: 604-819-1167



Detached

Abbotsford

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



Detached

TOP 50%

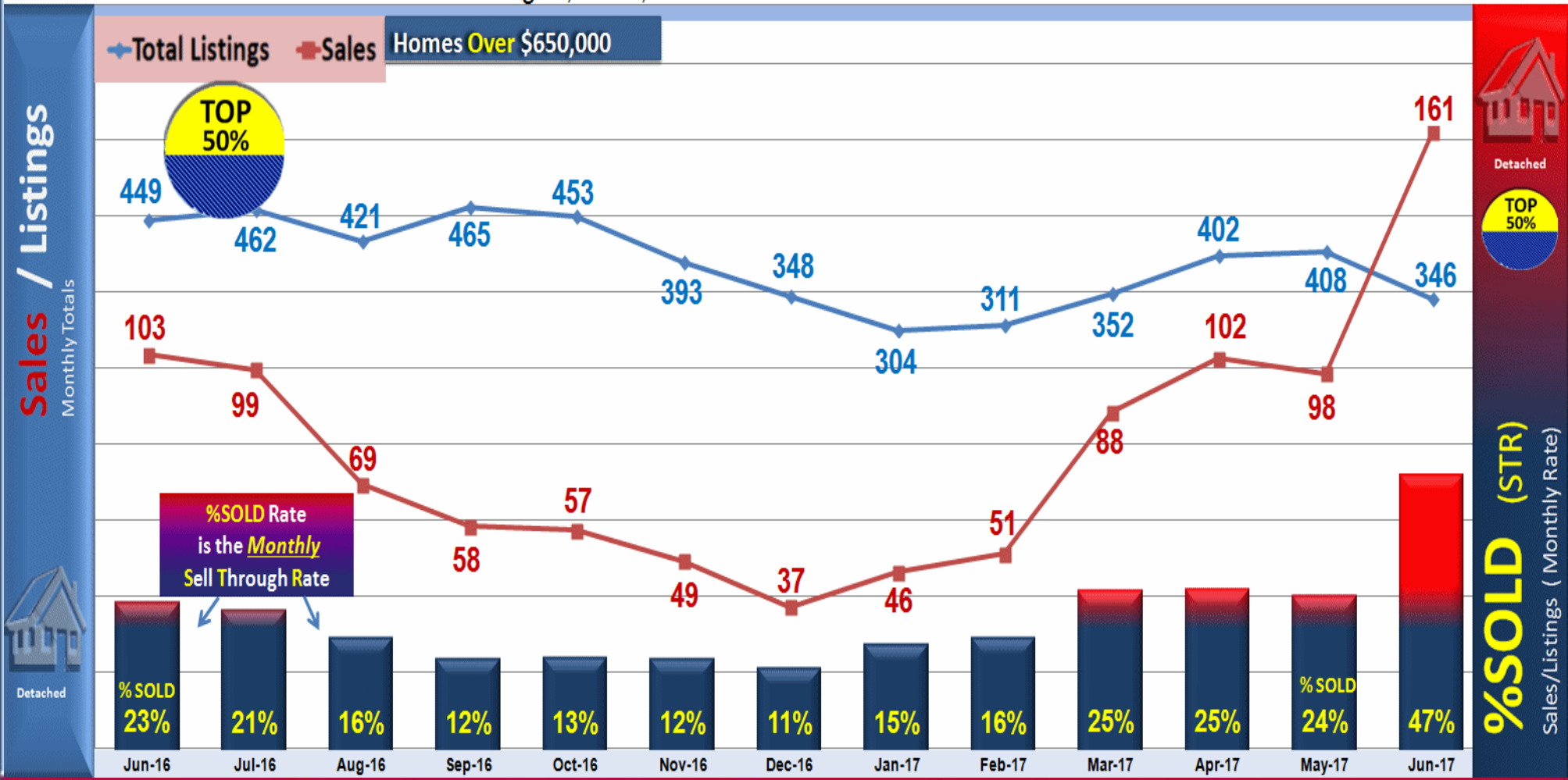
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)



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



Sales / Listings
Monthly Totals



Detached



Detached



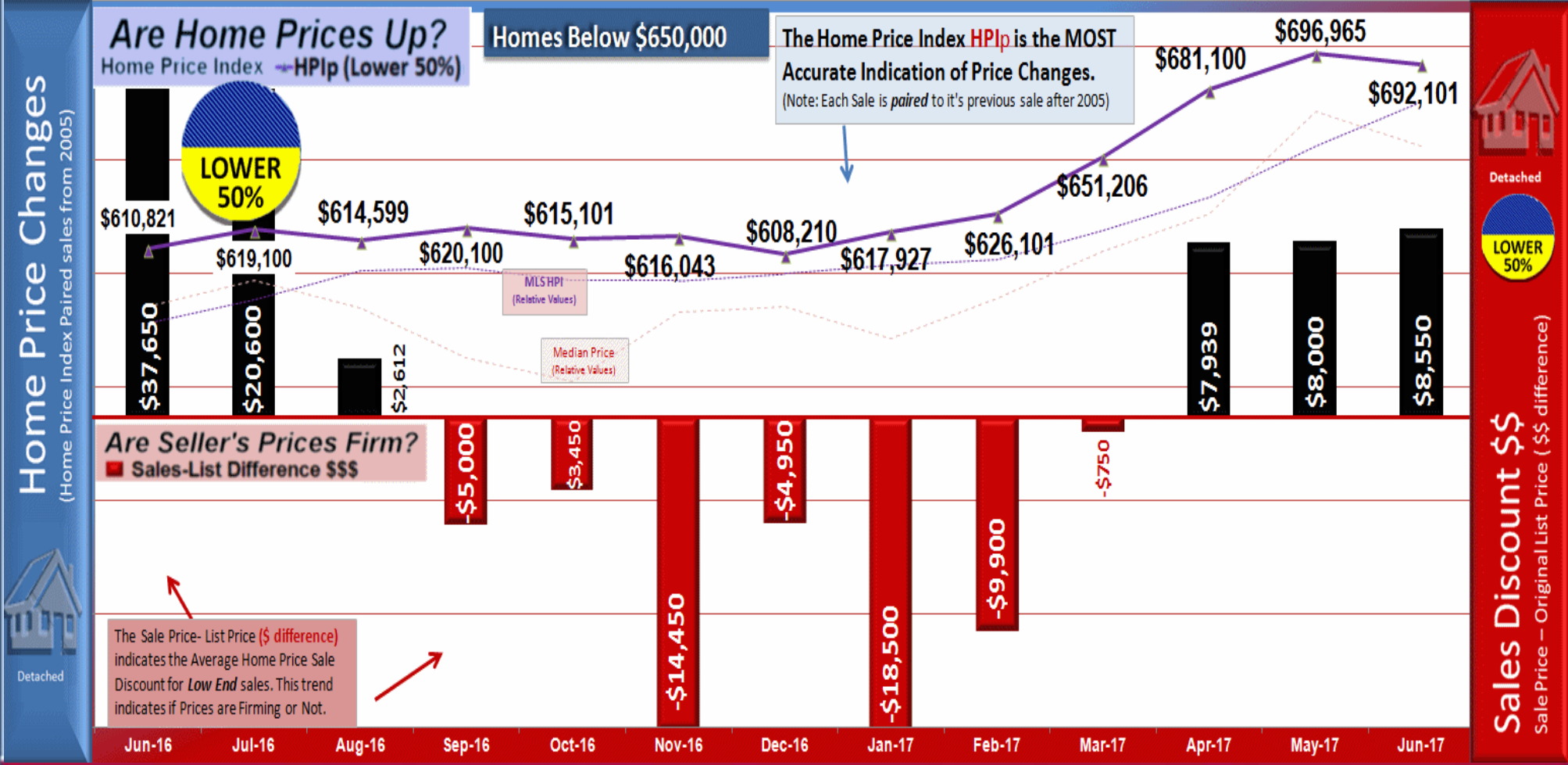
%SOLD (STR)
Sales/Listings (Monthly Rate)



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

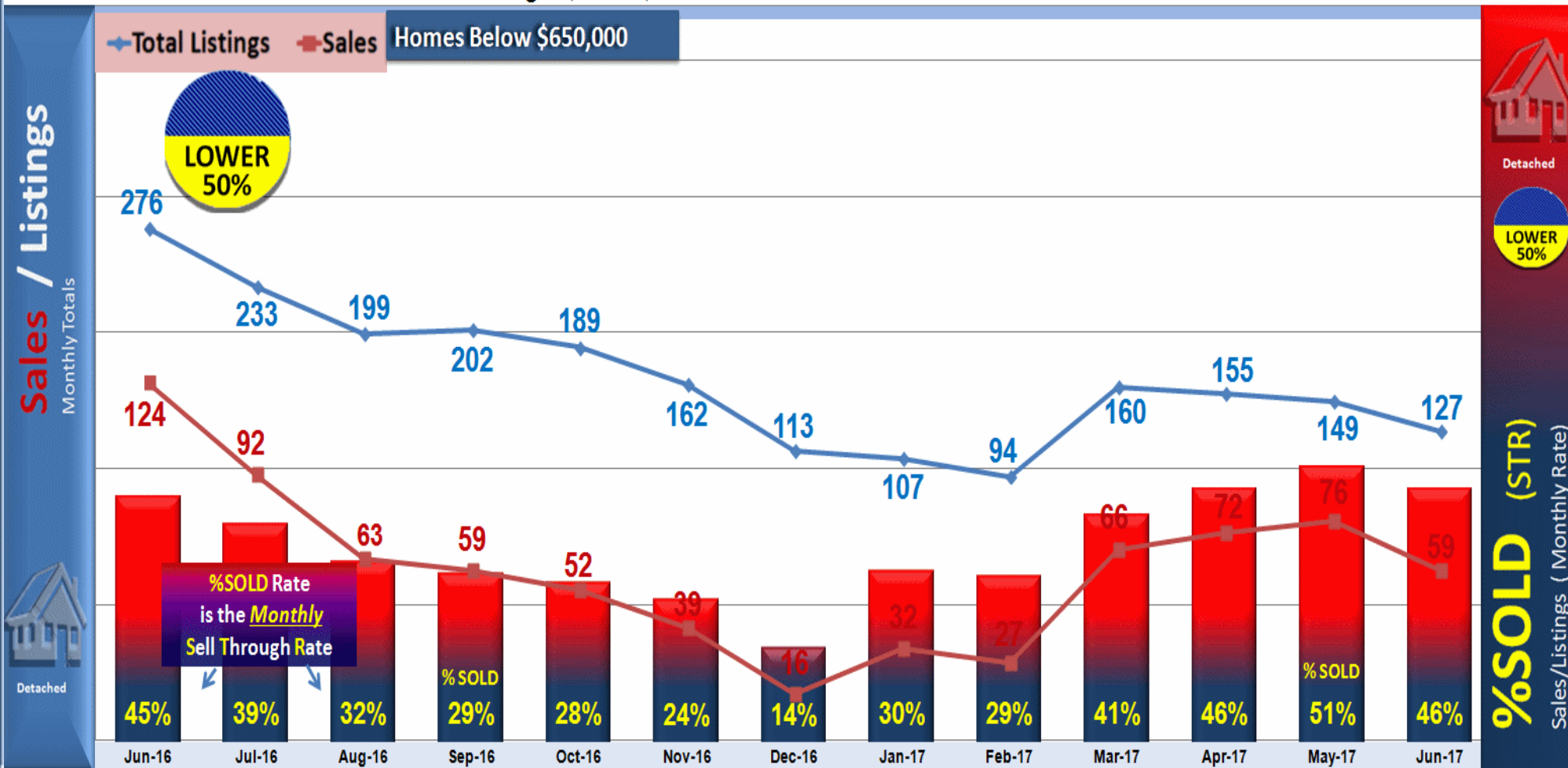


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Detached Abbotsford Total Listings**, Sales, and %SOLD Rates

← Total Listings → Sales Homes Below \$650,000



%SOLD Rate is the Monthly Sell Through Rate

Sales / Listings Monthly Totals

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

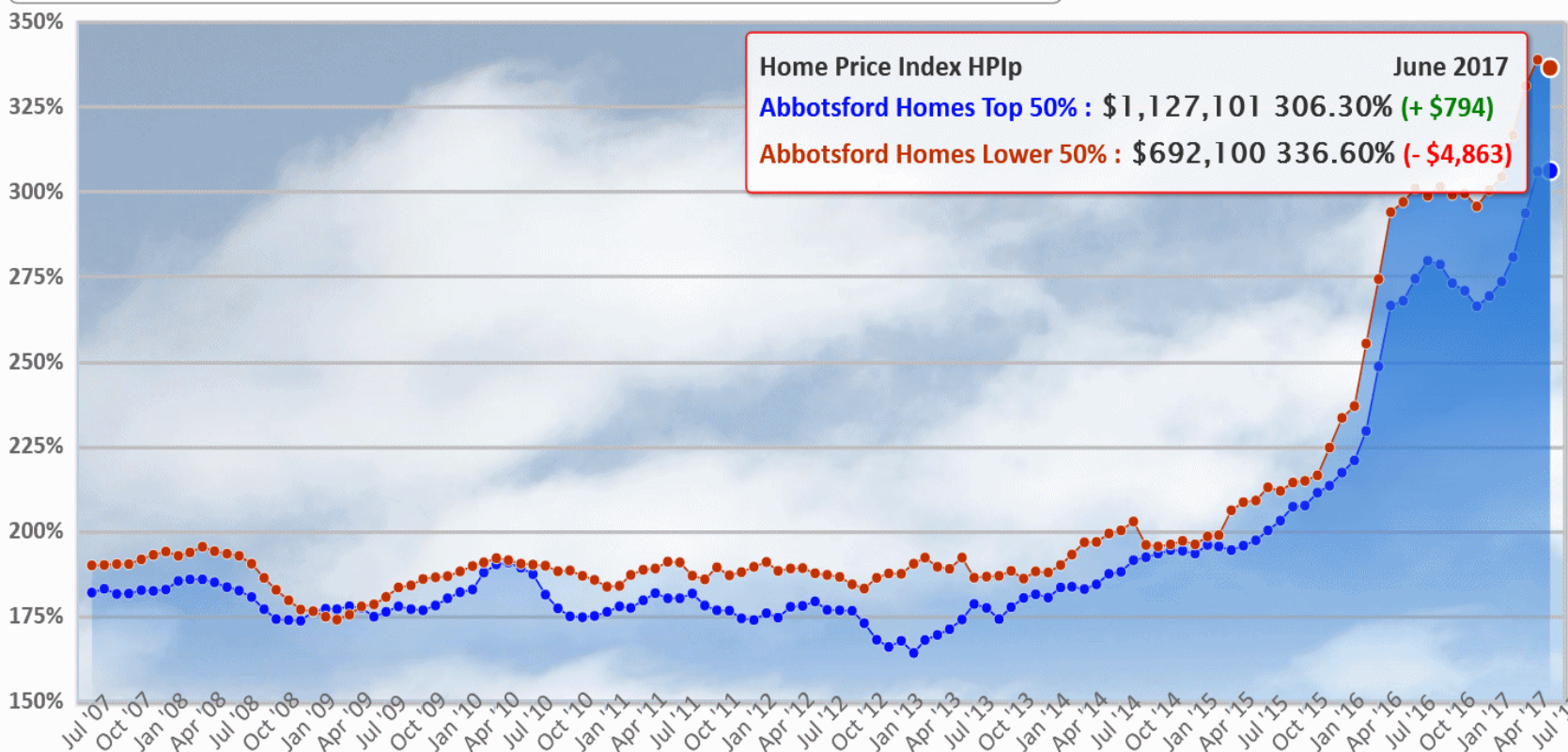
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Abbotsford Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Abbotsford Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jun 2017	% 306.30
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

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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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Market Analysis and Forecasting

July 1/17

Chilliwack

604-819-1167

Chilliwack (+ Sardis) Sub areas Statistics - June 2017

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Chilliwack W Yale-Well	91	36	11	99%	-\$1,400	39.6%
Chilliwack E Young-Yale	79	29	13	98%	-\$1,500	36.7%
Chilliwack N Yale-Well	20	9	18	99%	-\$1,800	45.0%
Chilliwack Yale Rd West	7	2	14	98%	-\$13,450	0.0%
Chilliwack Mountain	3					0.0%
East Chilliwack	1					0.0%
Sardist W Vedder Rd	35	15	15	100%	\$0	42.9%
Sardist E Vedder Rd	27	8	8	100%	-\$725	29.6%
Vedder S Watson-Promon	99	38	12	100%	\$0	38.4%
Promontory	37	21	10	100%	\$0	56.8%
Yarrow	0	0				0.0%
Total Activity	399	158	13	100%	\$0	40%

Attached

Chilliwack (+ Sardis) List Price Ranges Statistics - June 2017

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$100,000	3	2	56	94%	-\$5,200	66.7%
\$100,001-\$150,000	41	19	17	97%	-\$3,900	46.3%
\$150,001-\$200,000	36	15	20	98%	-\$3,900	41.7%
\$200,001-\$250,000	39	17	9	100%	\$0	43.6%
\$250,001-\$300,000	55	20	12	100%	-\$950	36.4%
\$300,001 and more	225	85	11	100%	\$0	37.8%
Total Activity	399	158	13	100%	\$0	40%

Attached

July 1 2017 Chilliwack(+Sardis) Market Update Attached Townhomes/ Condos

Current: Chilliwack (+Sardis) is in a Sellers Market with average listing inventories, a **40 %SOLD** rate and a 100% Sell/List Ratio.
(This means that there is an average of a \$0 discount on a sale from the original list price)
Most Active Price Range: Attached homes below \$100,000 have **66.7 %SOLD** rate.
Least Active Price Range: Attached homes between \$250,000 - \$300,000 have **36.4 %SOLD** rate.

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

HPIp (Top 50%) shows that prices increased \$46,614.
The Chilliwack's Condos Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices increased \$37,299.
The Chilliwack's Townhouses Year-To-Date Home Price Index

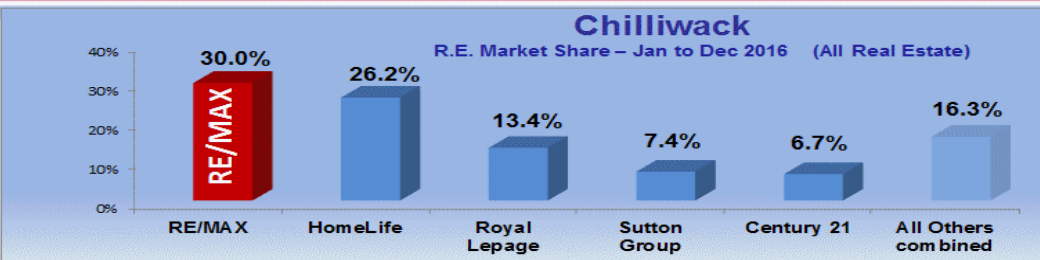
HPIp (Top 50%) shows that prices increased \$106,826.
The Chilliwack's Townhouses Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices increased \$73,340.
*The HPIp (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.

Monthly Changes Summary	Jun-16	May-17	Jun-17	7/1/2017	Change
Total Listings** (A,S,T,C,X)	381	342	399		57
Active Listings (1st of the month)	206	204	147	224	77
Solds	180	179	158		-21
Days on Market (DOM)	10	11	13		2
%SOLD (Sales/Listings/mnthly rate)	47%	52%	40%		-13%
Condos (Top 50%) Home Price Index HPIp	\$215,100	\$255,751	\$261,714		\$5,964
Condos (Lower 50%) Home Price Index HPIp	\$134,835	\$169,100	\$172,134		\$3,034
Twnhs (Top 50%) Home Price Index HPIp	\$349,100	\$439,645	\$455,926		\$16,281
Twnhs (Lower 50%) Home Price Index HPIp	\$224,101	\$285,126	\$297,441		\$12,314

the RE/MAX Market Share Reports



June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this last month, conversely only one City in the Fraser Valley saw a price drop. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$19,160, which is a small decrease over the \$25,106 increase that we saw in May, and is double the \$8,046 Average Increase in the Vancouver Markets. Last year our Emotionally Charged Single Family Markets peaked in July/ August and this year we are forecasting that we are at the end of the Sellers Market across most Detached Markets.

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. 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 HPIp Top 50% representing the higher end sales and the Chilliwack 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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The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
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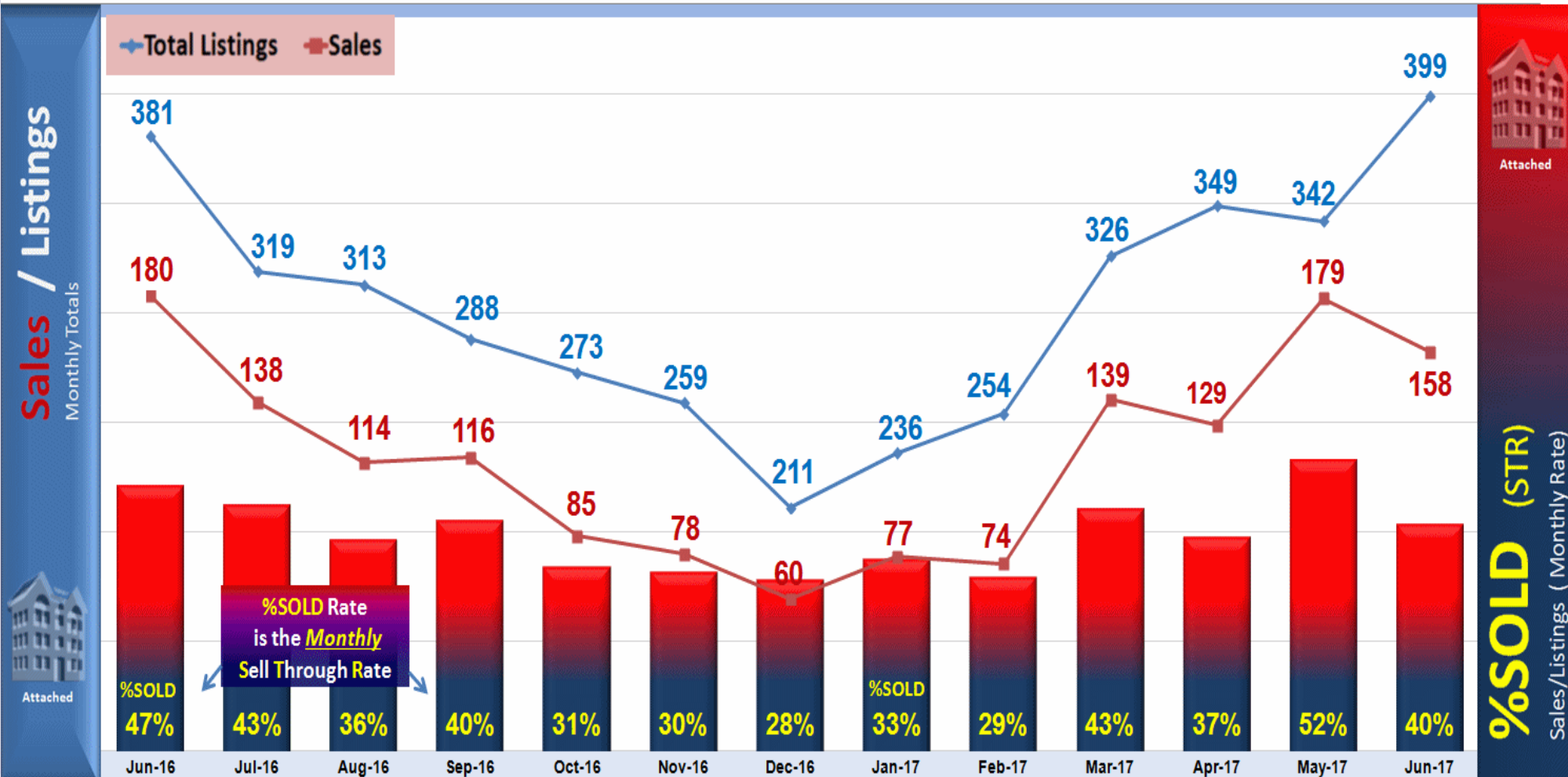




Attached Townhomes/ Condos

Chilliwack (+ Sardis)

Total Listings*, Sales, and %SOLD rates



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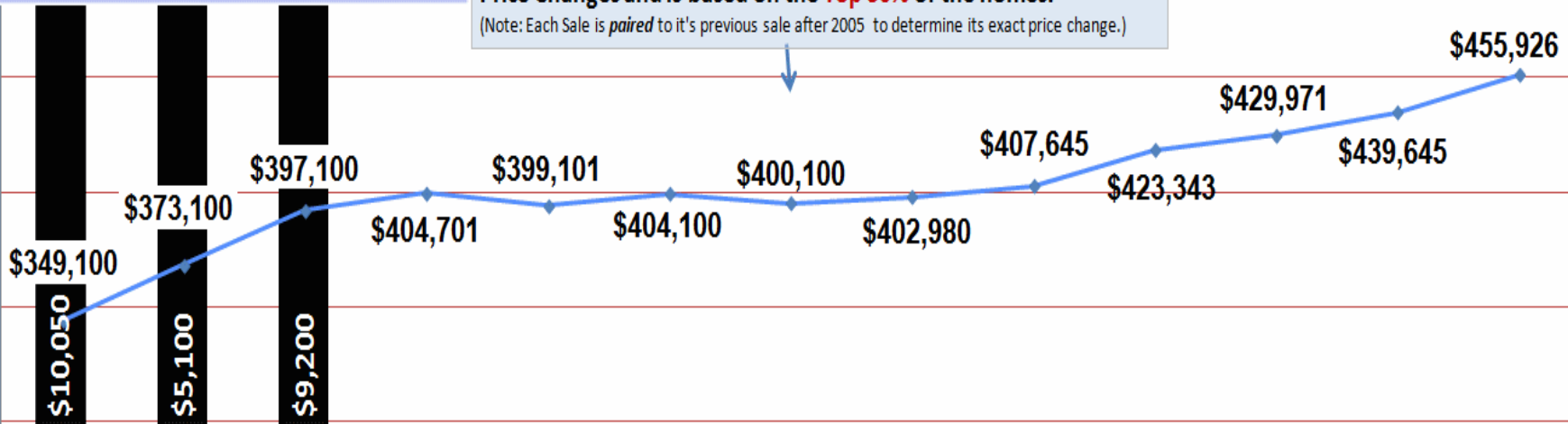


Attached Chilliwack Townhouse Home Price Index HPIp (Top 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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 \$\$\$

\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0

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.

-\$1,700

-\$4,900

-\$2,400

Jun-16 Jul-16 Aug-16 Sep-16 Oct-16 Nov-16 Dec-16 Jan-17 Feb-17 Mar-17 Apr-17 May-17 Jun-17

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

Chilliwack

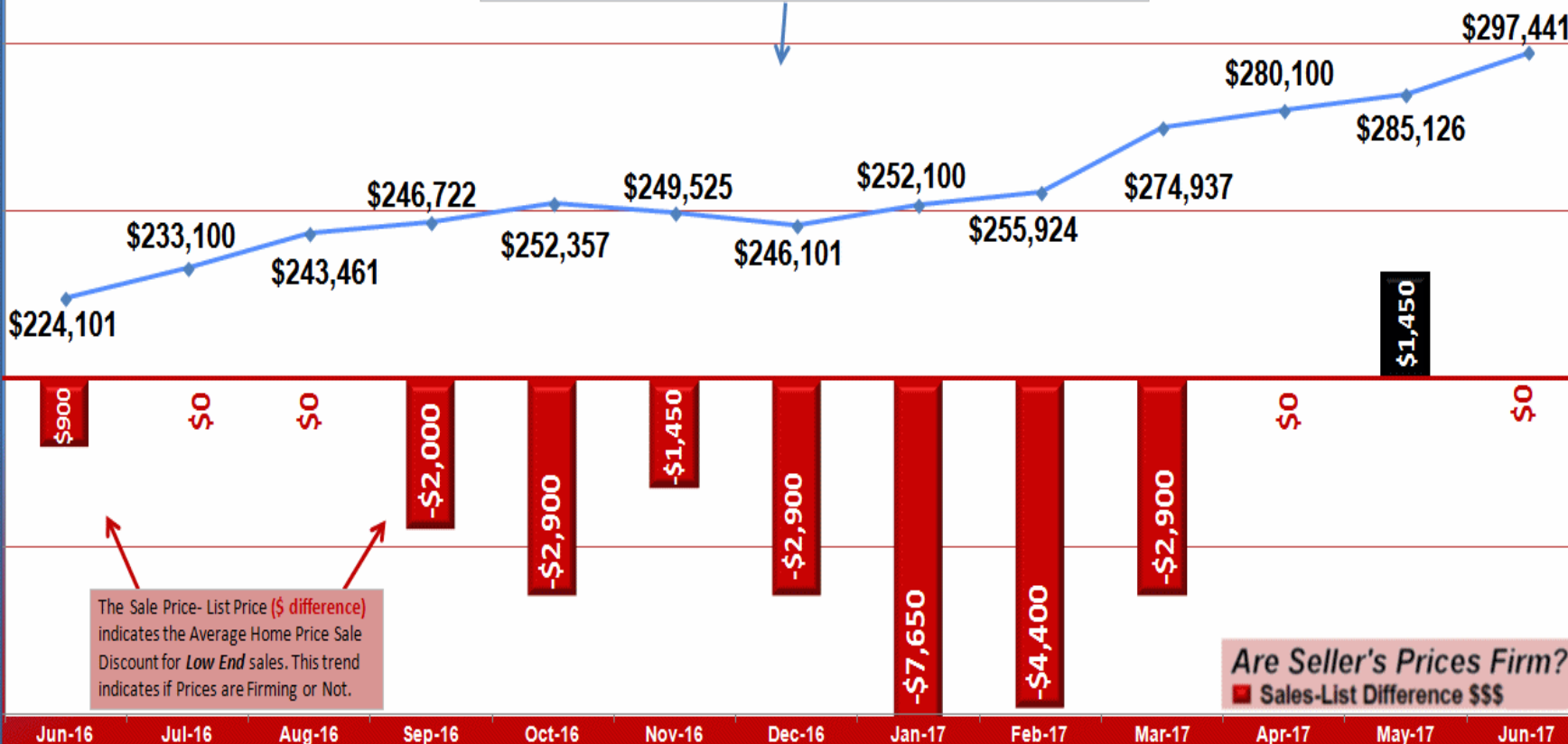
Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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 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 \$\$\$



Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

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

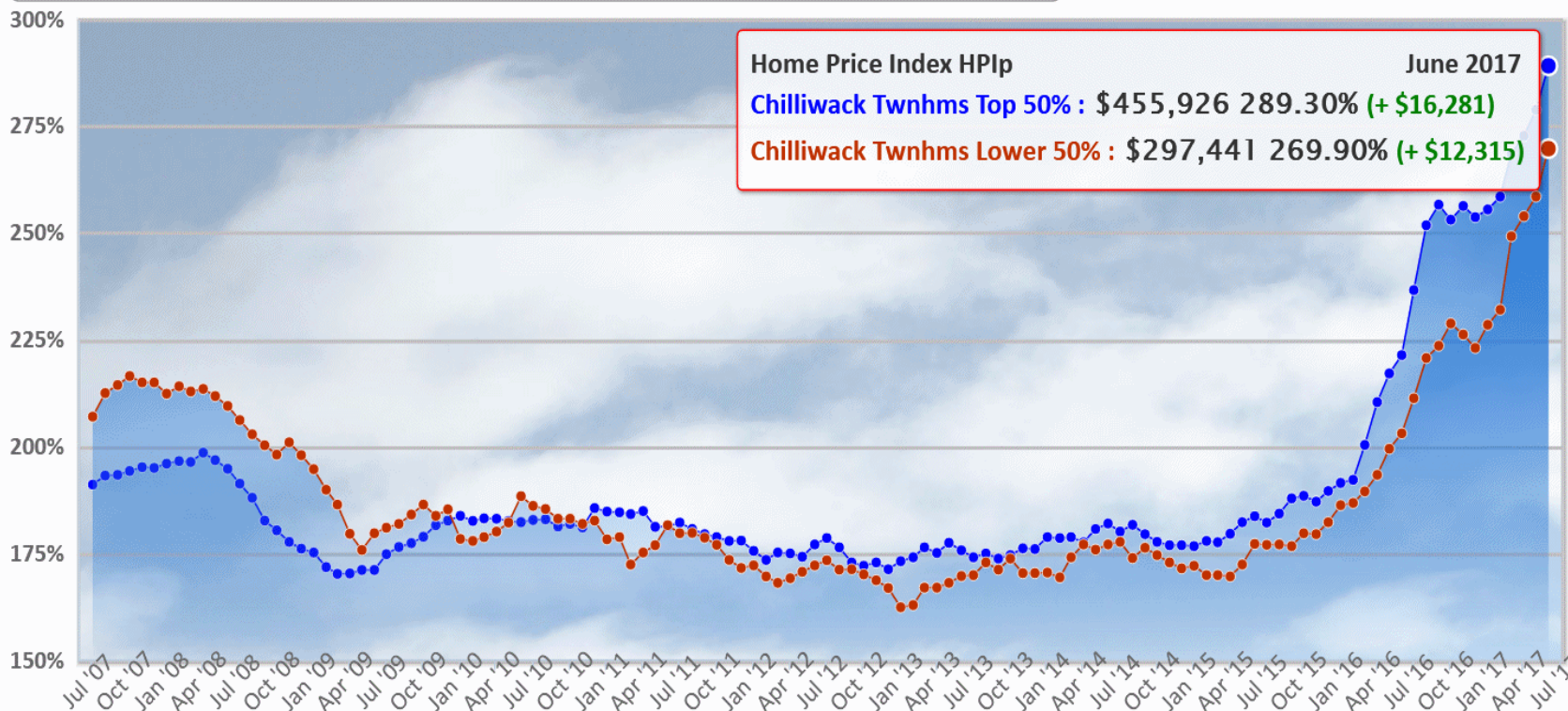




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Chilliwack Twnhms Top 50% : HPIp Forecast+ Forecast-
Chilliwack Twnhms Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Jun 2017	% 289.30
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

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Drag over area to ZOOM in



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

Chilliwack

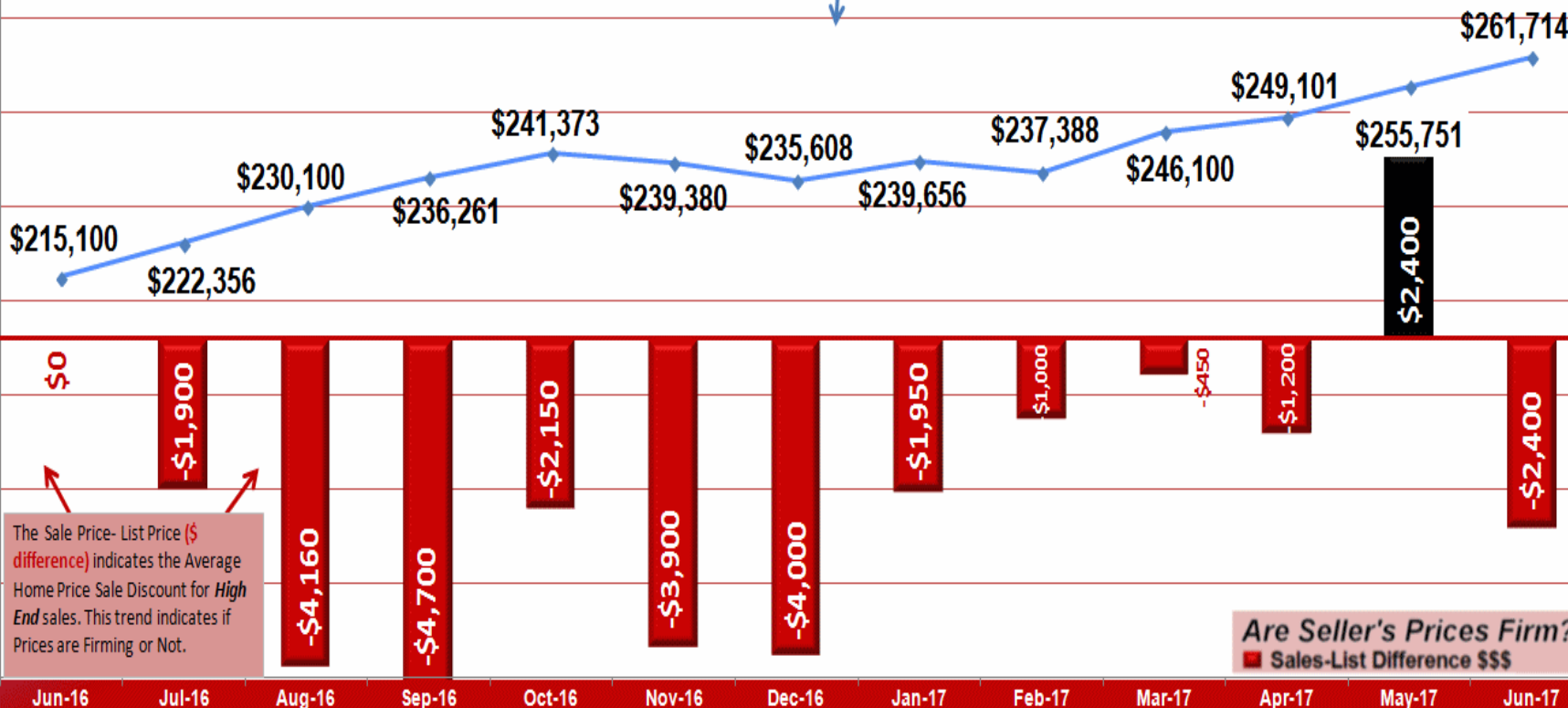
Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Condominiums

Sales Discount \$\$

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



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Attached

Chilliwack

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

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

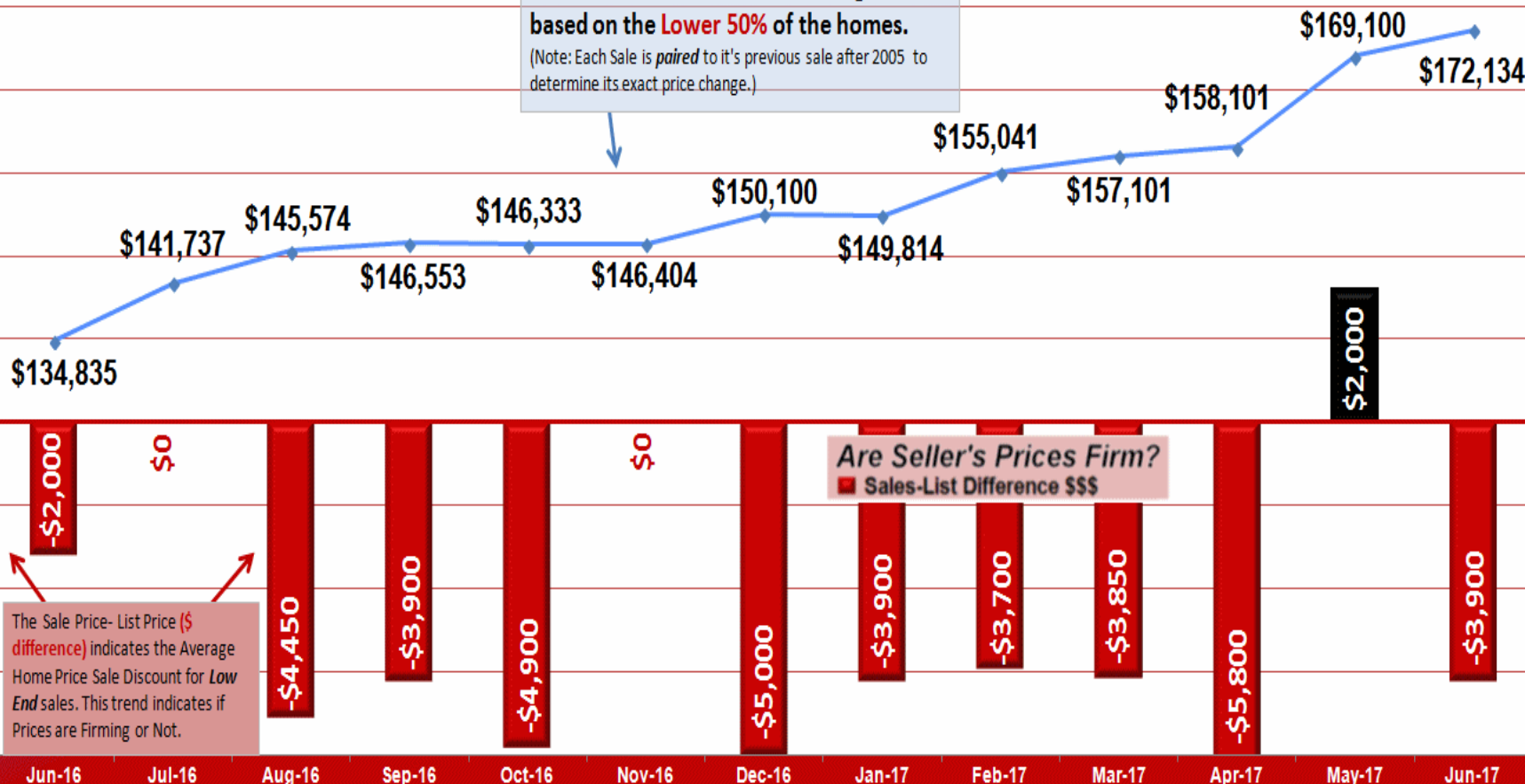


Condominiums

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

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

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

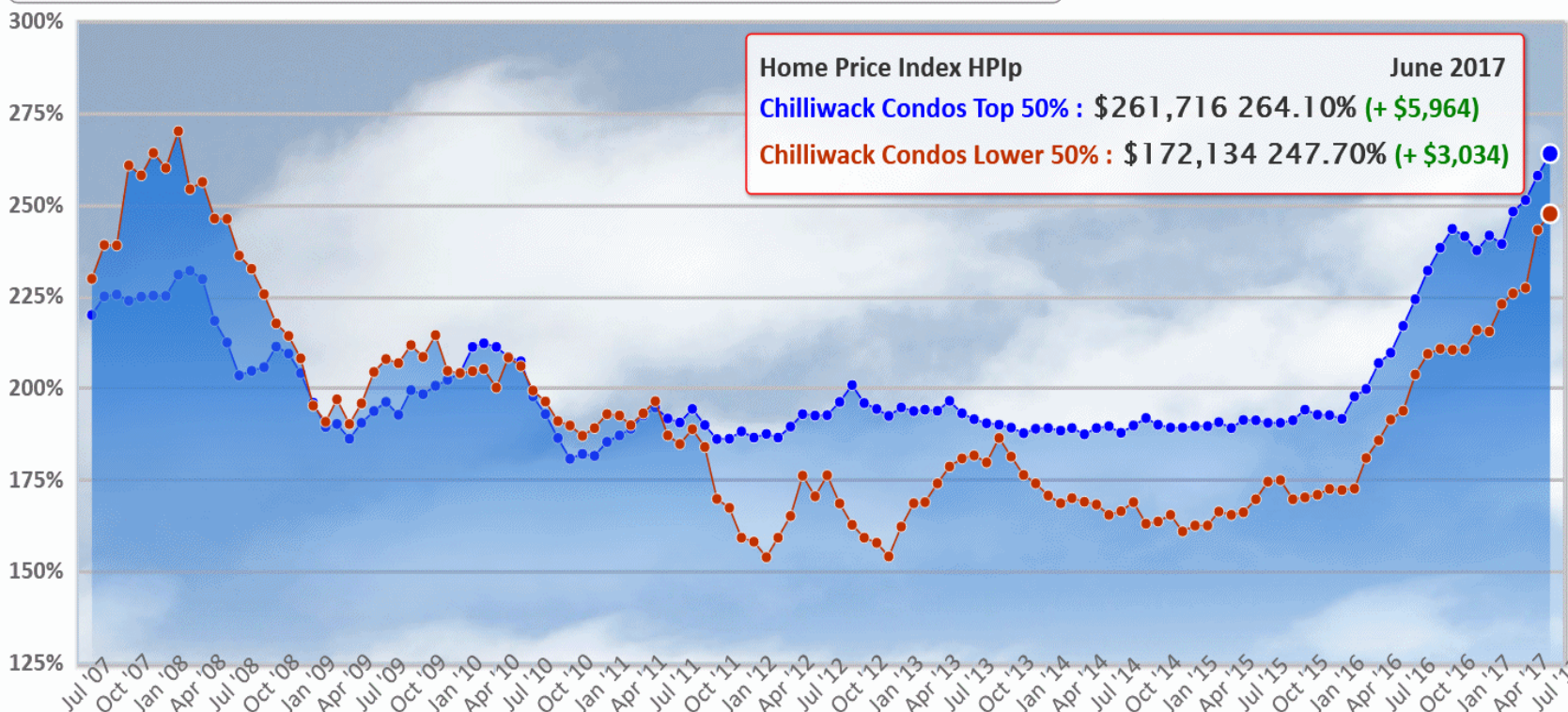
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Chilliwack Condos Top 50% : HPIp Forecast+ Forecast-
Chilliwack Condos Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp June 2017
Chilliwack Condos Top 50% : \$261,716 264.10% (+ \$5,964)
Chilliwack Condos Lower 50% : \$172,134 247.70% (+ \$3,034)

Monthly Home values

Date	Value
Jun 2017	% 264.10
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

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Drag over area to ZOOM in



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Market Analysis and Forecasting

Market Analysis and Forecasting

Supply and Demand

How **%SOLD** Rates Affect Price Changes
Sell-Through-Rates (STR) -absorption Rates

