

Market Analysis and Forecasting

Market Analysis and Forecasting

Mary Koenig's Market Reports



Advanced Marketing Tools



Mary Koenig

Mary Koenig's Market Reports

Detached

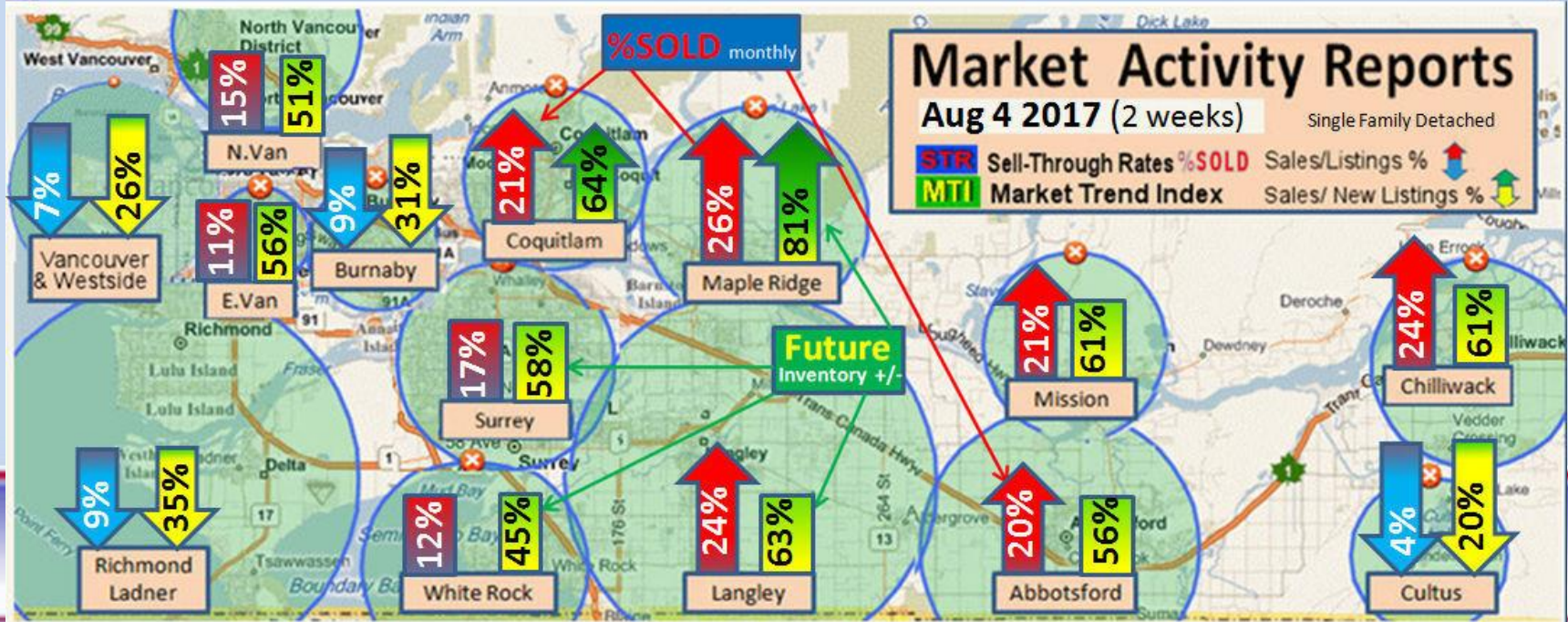
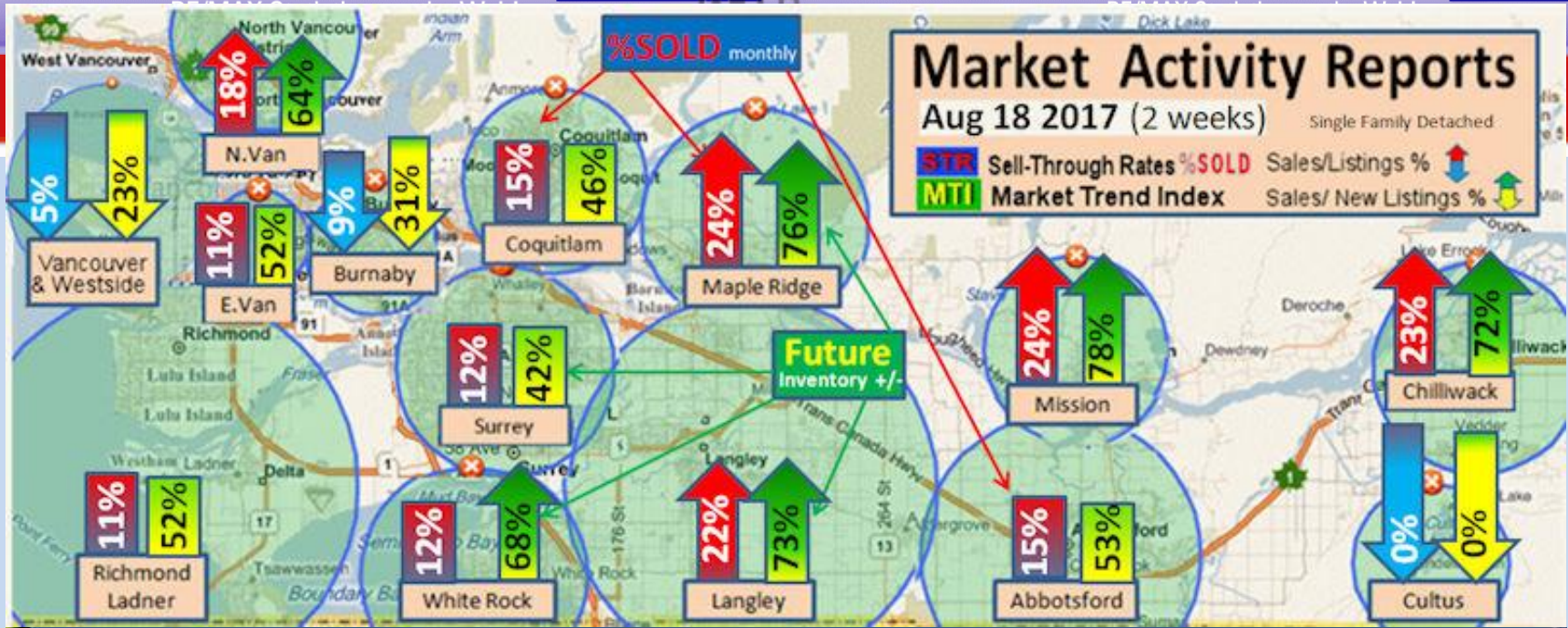
- [Abbotsford](#)
- [Chilliwack](#)
- [Langley North](#)
- [Langley-Cloverdale](#)

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 18 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)



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Vancouver & Fraser Valley

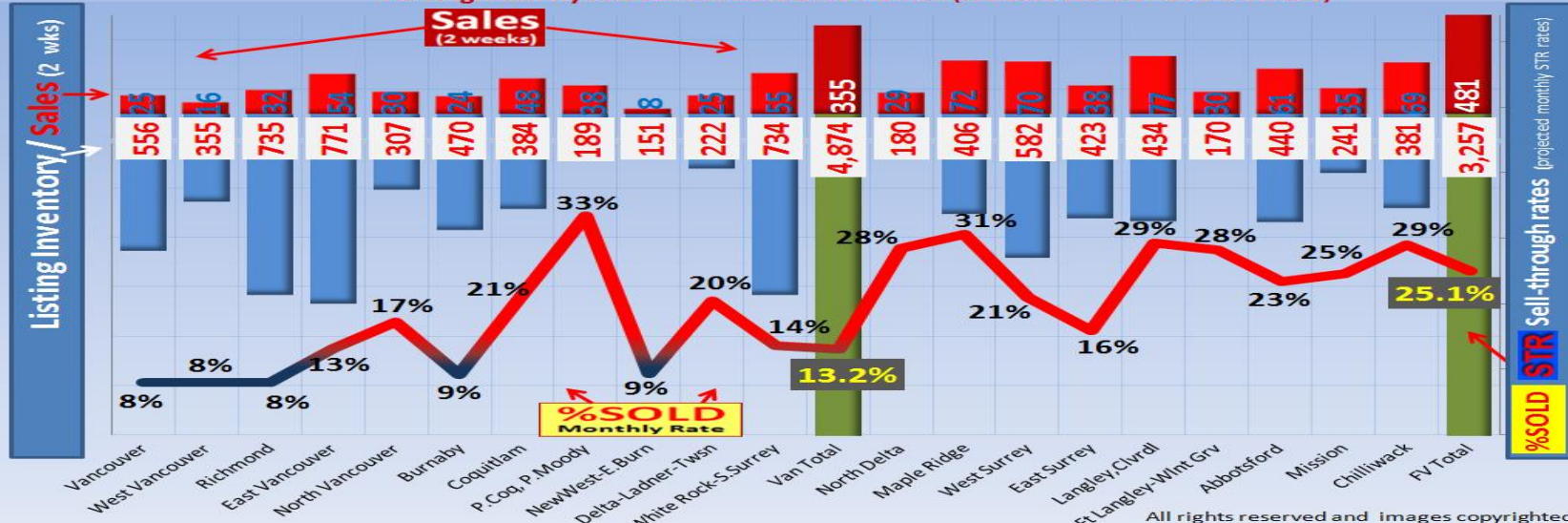
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Market Analysis and Forecasting

Aug 1/17 Abbotsford

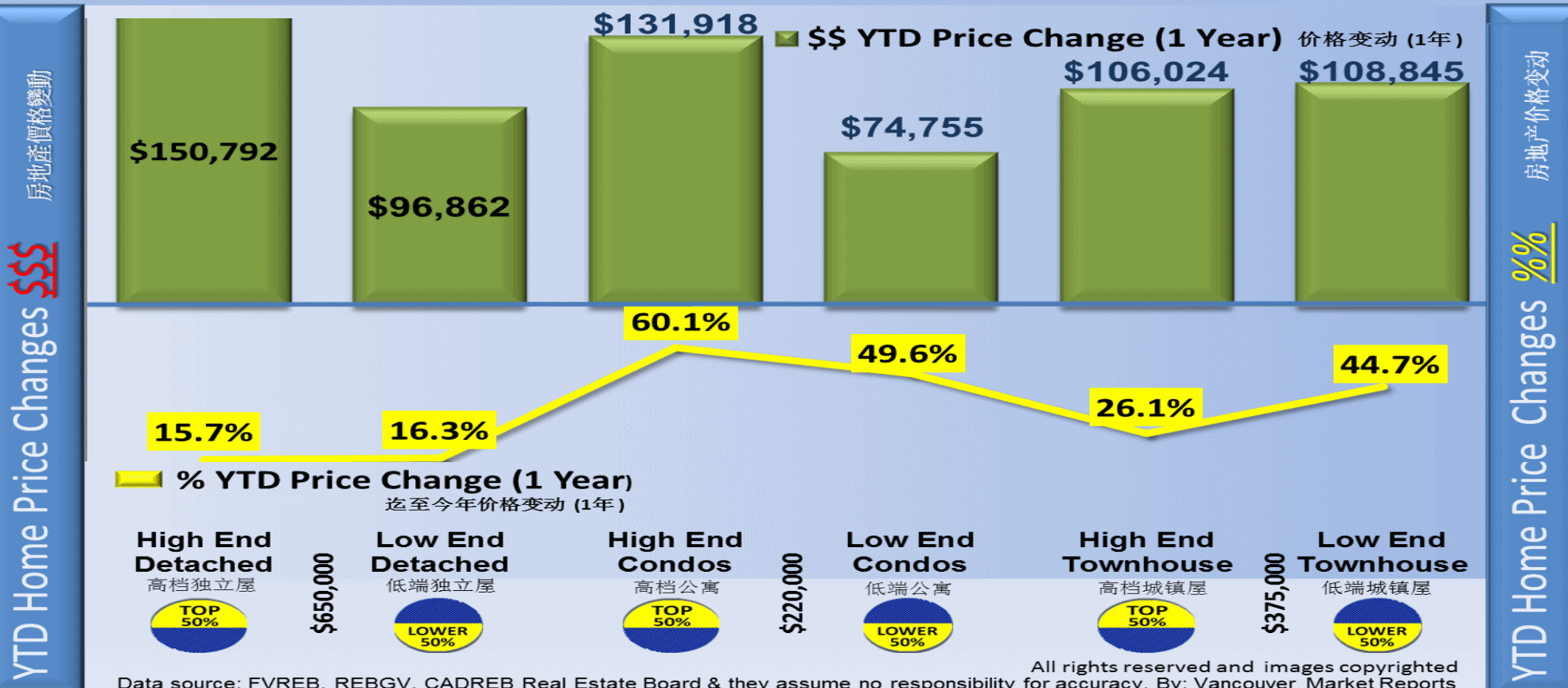
Abbotsford Real Estate Price Changes (\$/%)

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



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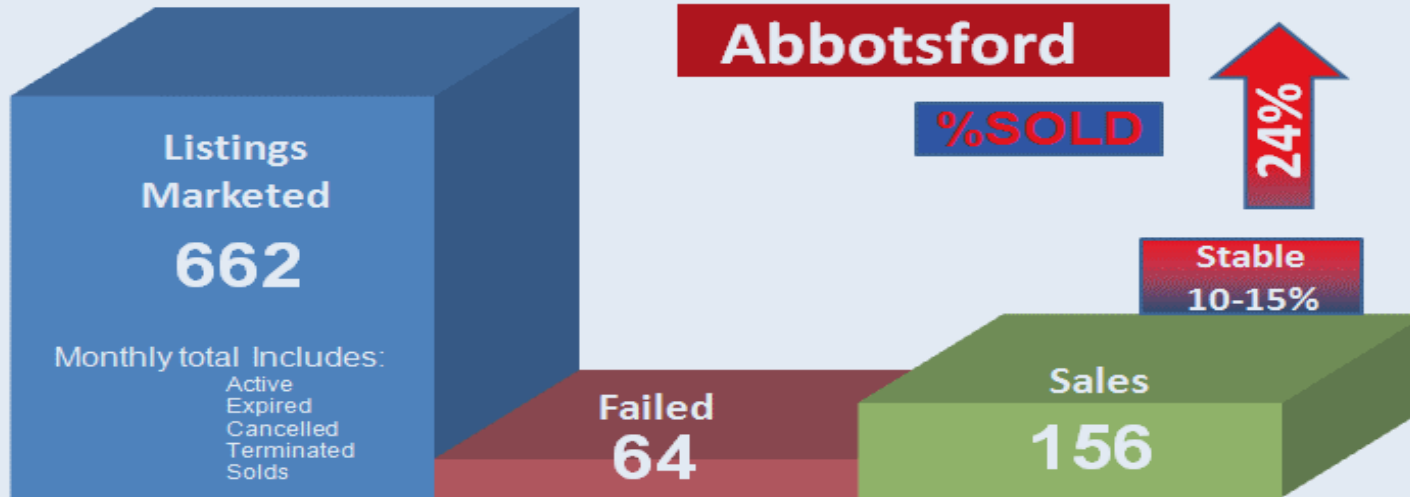
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Market Analysis and Forecasting Aug 1/17 Abbotsford

Monthly Market Activity - July 2017 - Single Family



Aug 1 2017 **Abbotsford Market Update** (Detached)

Current: Abbotsford is in Sellers Market with average listing inventories, a **24 %SOLD** rate and a 100% Sell/List Ratio.

(This means that on an average sale there is a \$250 discount from the original list price) .

Most Active Price Range: Homes below \$500,000 have a **41.7 %SOLD** rate.

Least Active Price Range: Homes above \$1.3 million have a **6.0 %SOLD** rate.

History: The Abbotsford Home Price Index **HPIp** (Top 50%) shows that prices increased \$138,013 year-to-date.
The Abbotsford Home Price Index **HPIp** (Lower 50%) shows that prices increased \$71,733 year-to-date.



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Market Analysis and Forecasting

Aug 1/17 Abbotsford

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

Abbotsford List Price Ranges Statistics - July 2017							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD	
0-\$500,000	12	5	13	100%	\$0	41.7%	↑
\$500,001-\$575,000	17	6	28	99%	-\$3,000	35.3%	↑
\$575,001-\$630,000	35	10	7	104%	\$25,001	28.6%	↑
\$630,001-\$725,000	162	48	6	100%	\$1,450	29.6%	↑
\$725,001-\$850,000	151	52	8	101%	\$5,050	34.4%	↑
\$850,001-\$1,300,000	152	27	10	100%	\$0	17.8%	↑
\$1,300,001 and more	133	8	39	95%	-\$89,000	6.0%	↓
Total Activity	662	156	8	100%	\$250	24%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jul-16	Jun-17	Jul-17	8/1/2017	Change	
Total Listings** (A,S,T,C,X)	695	474	662		188	↑
Active Listings (1st of the month)	432	206	404	442	38	↑
Solds	191	203	156		-47	↓
Days on Market (DOM)	10	7	8		1	↑
%SOLD (Sales/Listings /monthly rate)	27%	43%	24%		-19%	↓
(Top 50%) Home Price Index HPIp	\$1,010,100	\$1,132,101	\$1,148,113		\$16,012	↑
(Lower 50%) Home Price Index HPIp	\$619,100	\$692,101	\$690,833		-\$1,268	↓

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Market Analysis and Forecasting

Aug 1/17 **Abbotsford**

What Sold in your Neighbourhood and for What Price?

Abbotsford Sub areas Statistics - July 2017					Detached	
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	39	12	8	102%	\$6,050	30.8%
Bradner	24	3	42	96%	-\$75,000	12.5%
Matsqui	20	0				0.0%
Sumas Mountain	11	1	145	90%	-\$145,000	9.1%
Abbotsford West	196	52	8	100%	\$500	26.5%
Abbotsford East	211	54	7	100%	\$50	25.6%
Aberdeen	53	6	24	98%	-\$39,950	11.3%
Sumas Prairie	13	0				0.0%
Central Abbotsford	95	28	7	102%	\$12,550	29.5%
Total Activity	662	156	8	100%	\$250	24%



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Market Analysis and Forecasting

Aug 1/17 **Abbotsford**

Next Months Market Forecast

Forecast: Abbotsford has average Listing supply; 442 homes are for sale & with the **24 % SOLD** monthly rate gives us a ~4 months of inventory. 9% of the active listings have reduced their price by \$37,922 on average or \$33,400 median in the last month. We project Abbotsford to continue in Sellers Market.

July's Real Estate Statistics show 78% of Fraser Valley's Detached Markets increasing values in July; conversely just 52 % in the Vancouver Markets had price increases. Gone of the Exhausting Highly Emotional Charged Markets that we have seen in the last few years. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$6,045, which is a major decrease over the \$19,160 increase that we saw in June. Last year our 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.

Currently 88% of the Attached Markets are increasing at a fast pace in Greater Vancouver (51 of 58 Markets). We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

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

detached homes



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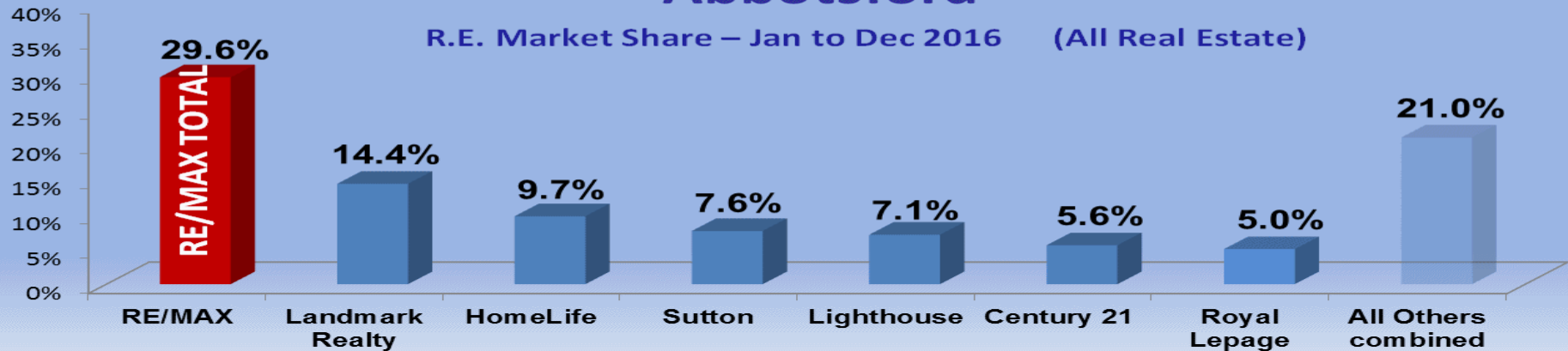
Market Analysis and Forecasting

Aug 1/17 **Abbotsford**

#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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RE/MAX Statistics, on the Web!

detached homes



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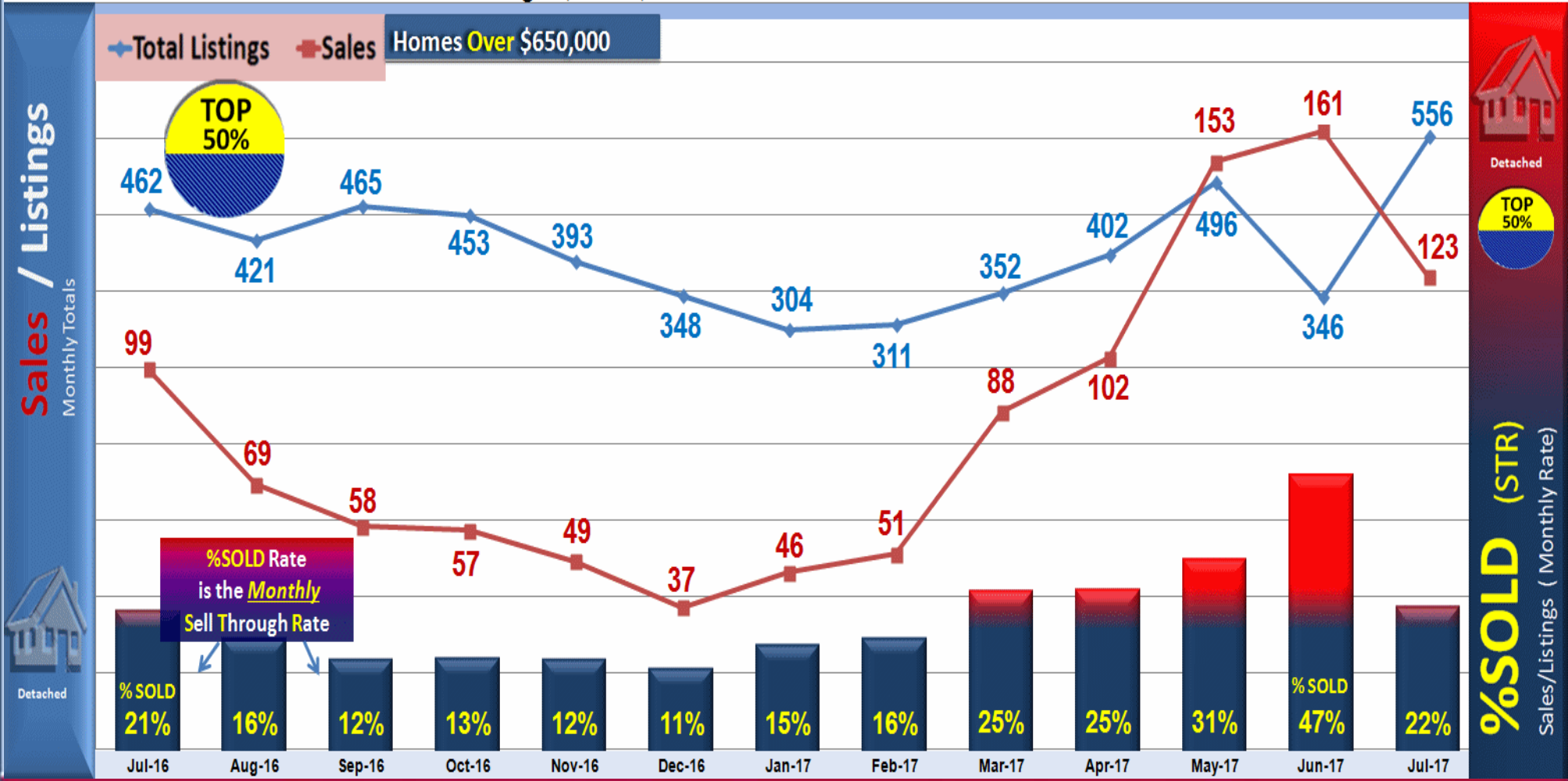
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Market Analysis and Forecasting

Aug 1/17 **Abbotsford**

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



Sales / Listings
Monthly Totals



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



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detached homes



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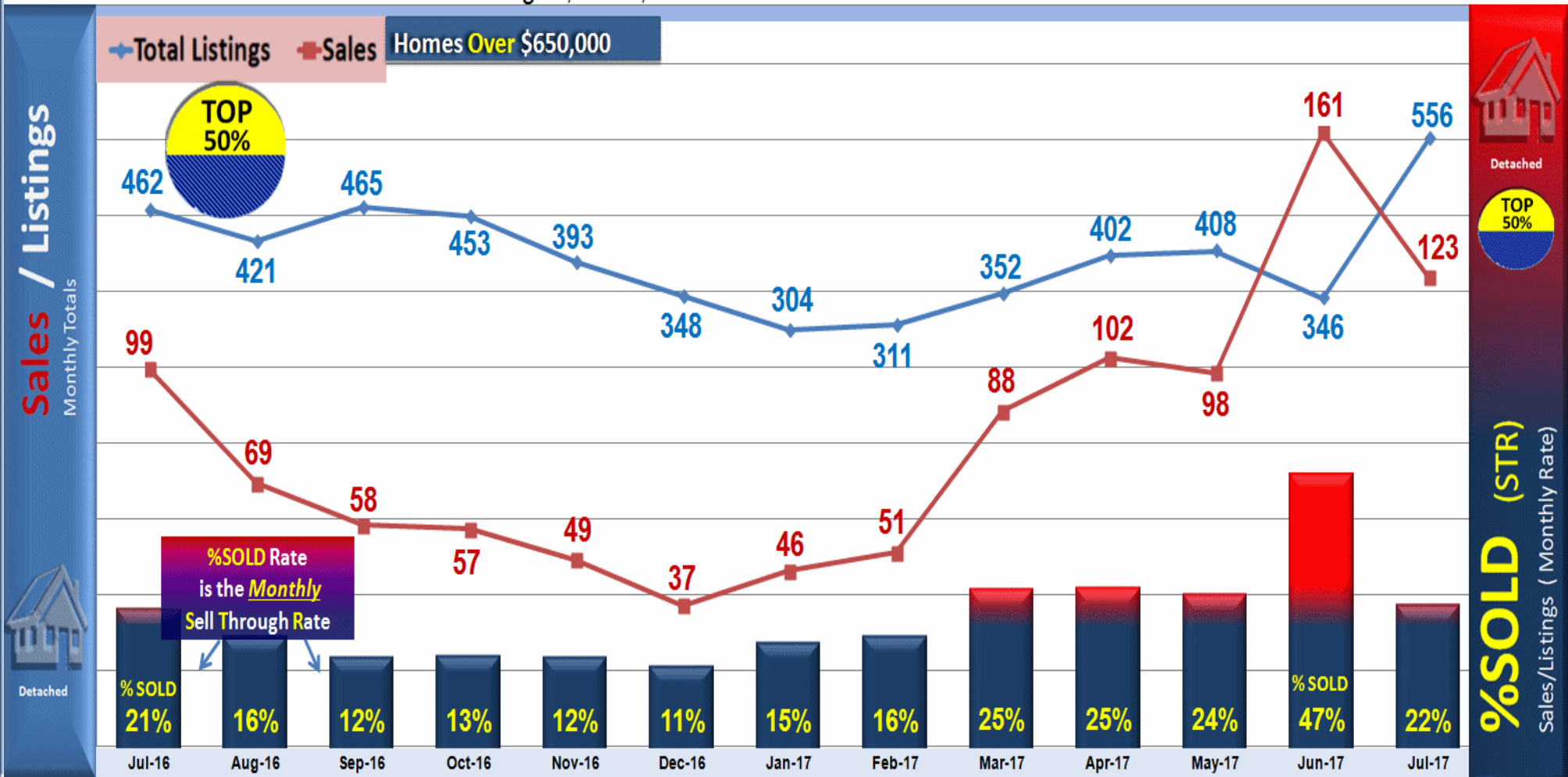
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Market Analysis and Forecasting

Aug 1/17 **Abbotsford**

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



Sales / Listings
Monthly Totals



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



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Market Analysis and Forecasting

Aug 1/17 Abbotsford

Detached

Abbotsford

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?

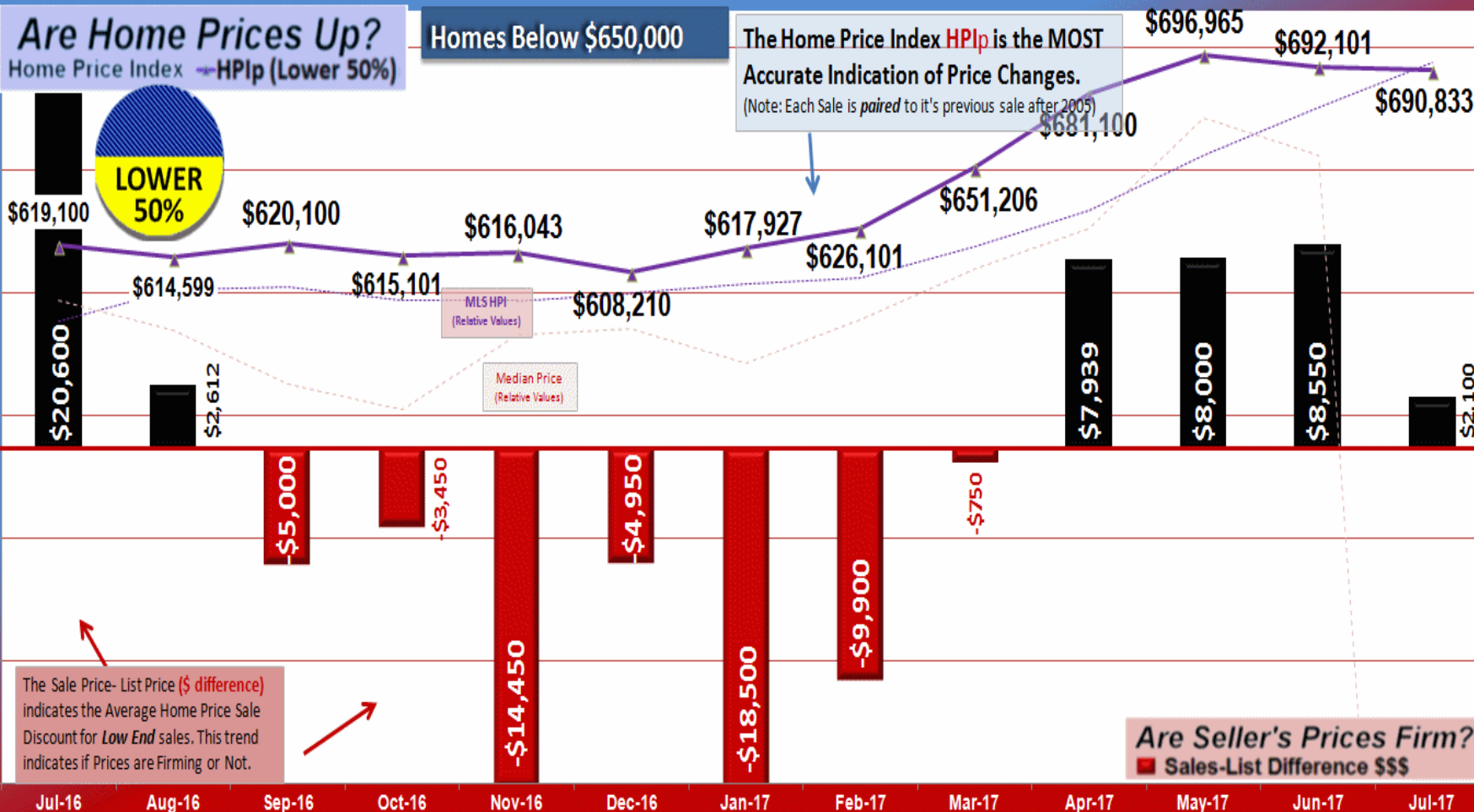
Home Price Index → HPIp (Lower 50%)

Homes Below \$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)

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 \$\$\$



Detached



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

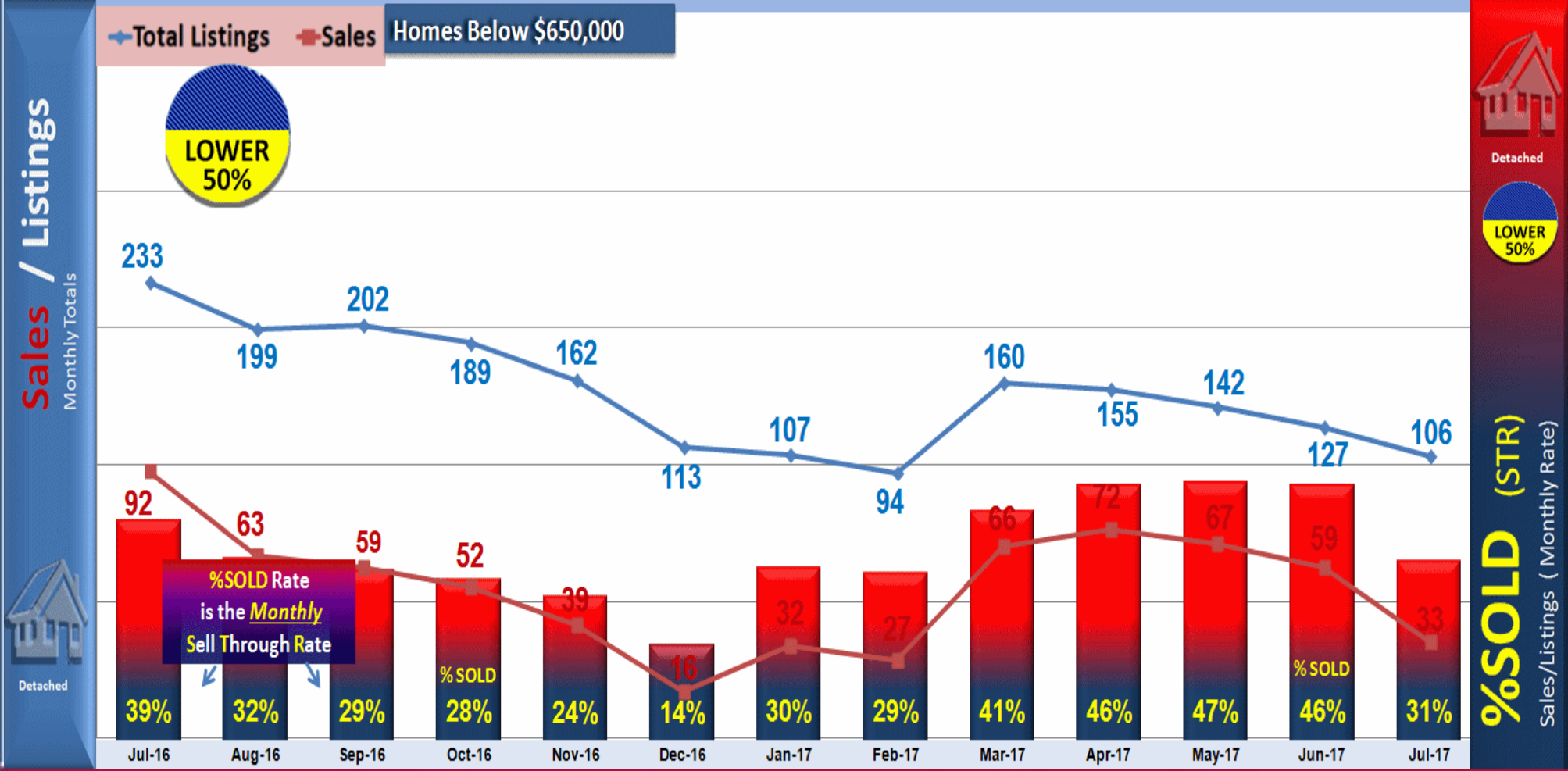
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Market Analysis and Forecasting Aug 1/17 **Abbotsford**

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



Sales / Listings
Monthly Totals



Detached

LOWER 50%

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



Detached

%SOLD Rate is the Monthly Sell Through Rate

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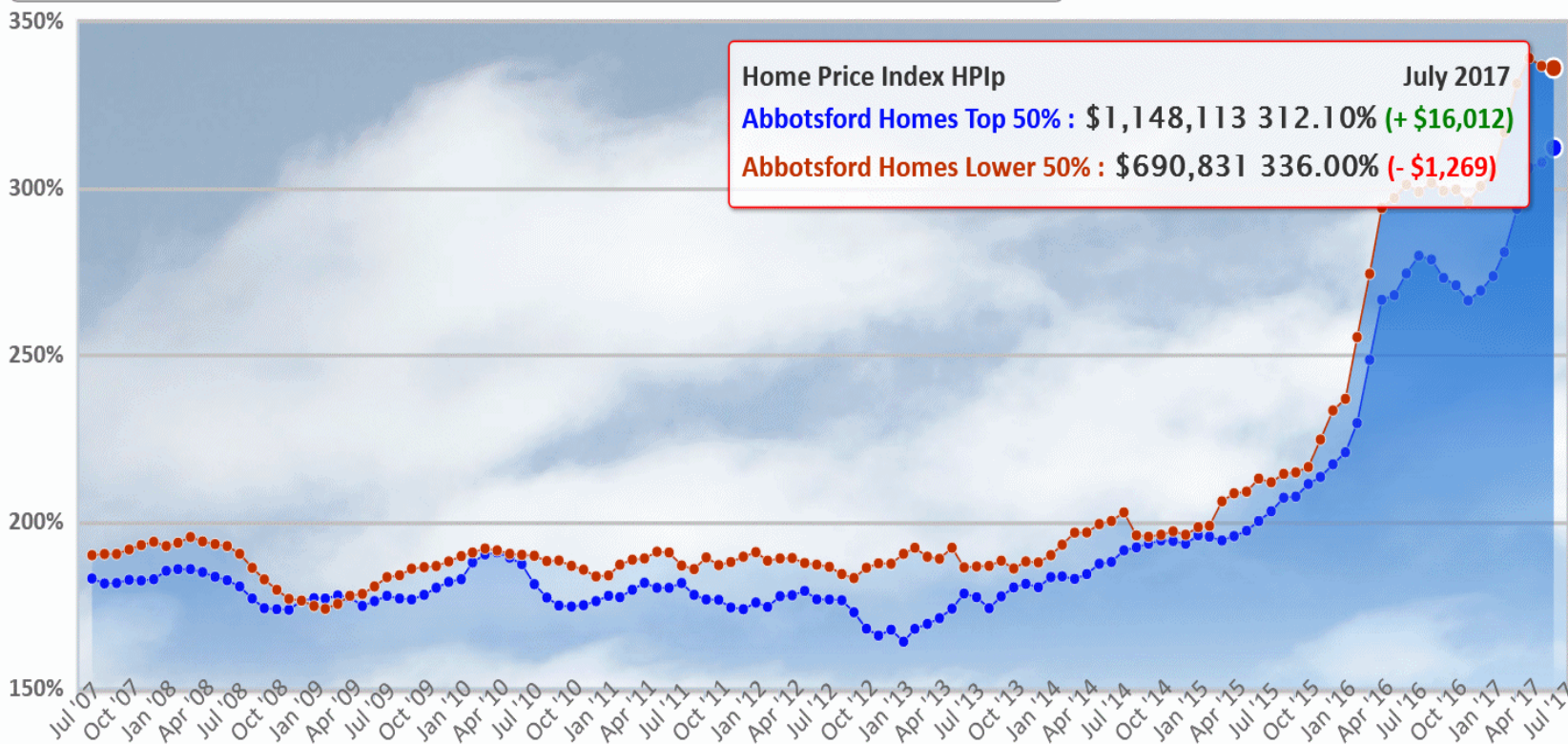
Market Analysis and Forecasting

Aug 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
Jul 2017	% 312.10
Jun 2017	% 307.70
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

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Market Analysis and Forecasting Aug 1/17 Langley - Walnut Grove

North Langley 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

\$95,090

\$\$\$ YTD Price Change (1 Year)

价格变动 (1年)

\$81,147

8.3%

10.3%

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

High End Detached

高档独立屋



\$950,000

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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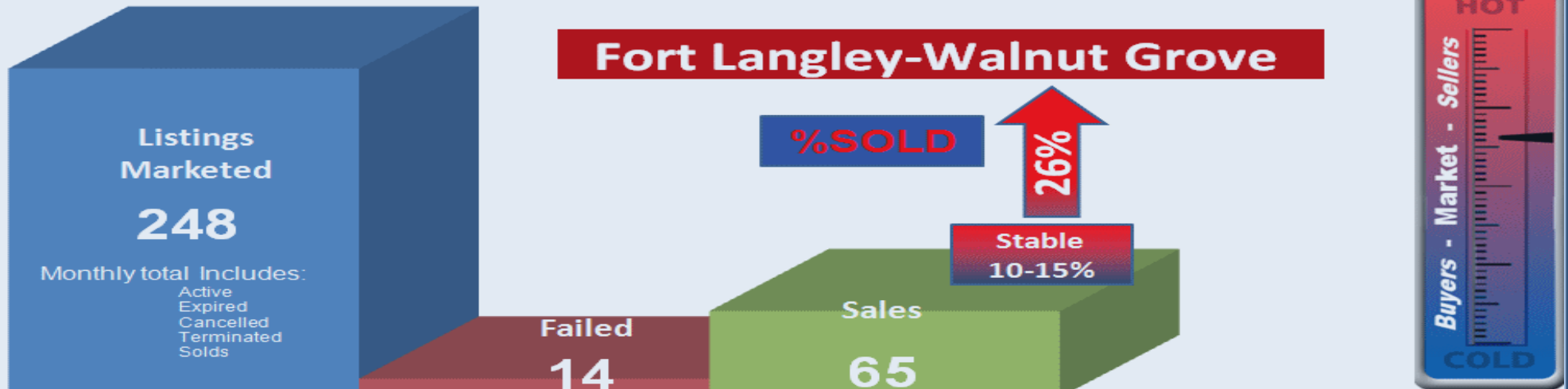
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Market Analysis and Forecasting Aug 1/17 Langley - Walnut Grove

Monthly Market Activity - July 2017 - Single Family



Aug 1 2017 North Langley Market Update (Detached)

Current: North Langley is in a Sellers Market with normal listing inventories, a **26 %SOLD** rate and a 99% Sell/List Ratio. (This means that there is an average of a **\$8,400** Discount on a sale from the original list price)
Most Active Price Range: Homes between \$725,000 - \$800,000 have **81.3 %SOLD** rate resulting in a Sellers Market.
Least Active Price Range: Homes above \$1.7 mill. have **16.2 %SOLD** rate.

History: The North Langley Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$101,564.
 The North Langley Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$72,321.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



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Market Analysis and Forecasting Aug 1/17 Langley - Walnut Grove

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

North Langley List Price Ranges Statistics - July 2017					Detached		
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$725,000	7	2	54	88%	-\$26,450	28.6%	↑
\$725,001-\$800,000	8	3	7	107%	\$55,100	37.5%	↑
\$800,001-\$900,000	16	7	9	102%	\$20,100	43.8%	↑
\$900,001-\$1,000,000	44	13	8	100%	\$0	29.5%	↑
\$1,000,001-\$1,700,000	97	30	8	98%	-\$19,500	30.9%	↑
\$1,700,001 and more	76	10	10	98%	-\$100,000	13.2%	
Total Activity	248	65	9	99%	-\$8,400	26%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jul-16	Jun-17	Jul-17	8/1/2017	Change	
Total Listings** (A,S,T,C,X)	212	248	248		0	
Active Listings (1st of the month)	113	139	133	169	36	↑
Solds	57	94	65		-29	↓
Days on Market (DOM)	11	9	9		0	
%SOLD (Sales/Listings /mthly rate)	26.9%	37.9%	26.2%		-11.7%	↓
(Top 50%) Home Price Index HPIp	\$1,197,313	\$1,285,100	\$1,298,877		\$13,777	↑
(Lower 50%) Home Price Index HPIp	\$823,237	\$893,101	\$895,558		\$2,457	↑

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Market Analysis and Forecasting Aug 1/17 Langley - Walnut Grove

What Sold in your Neighbourhood and for What Price?

North Langley Sub areas Statistics - July 2017			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Walnut Grove	76	26	10	99%	-\$6,500	34.2%
County Line Glen Valley	20	4	6	100%	-\$1,500	20.0%
Willoughby Heights	125	26	9	99%	-\$8,700	20.8%
Fort Langley	27	9	7	97%	-\$30,000	33.3%
Total Activity	248	65	9	99%	-\$8,400	26%



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Market Analysis and Forecasting Aug 1/17 Langley - Walnut Grove

Next Months Market Forecast

Forecast: North Langley has an average Listing supply; 169 homes are for sale and with the strong **26 % SOLD** monthly rate gives us a ~4 months of inventory. 11% of the active listings have reduced their price by \$59,133 on average or \$51,500 median in the last month.

July's Real Estate Statistics show 78% of Fraser Valley's Detached Markets increasing values in July; conversely just 52 % in the Vancouver Markets had price increases. Gone of the Exhausting Highly Emotional Charged Markets that we have seen in the last few years. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$6,045, which is a major decrease over the \$19,160 increase that we saw in June. Last year our 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.

Currently 88% of the Attached Markets are increasing at a fast pace in Greater Vancouver (51 of 58 Markets). We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

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RE/MAX Statistics, on the Web!

detached homes



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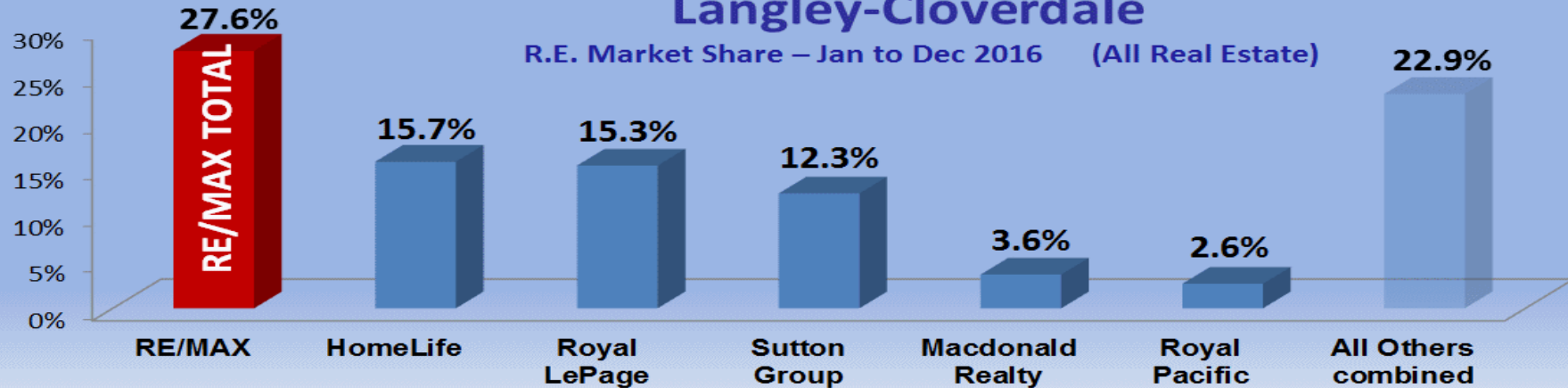
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Market Analysis and Forecasting Aug 1/17 Langley - Walnut Grove

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

Langley-Cloverdale

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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Market Analysis and Forecasting Aug 1/17 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)

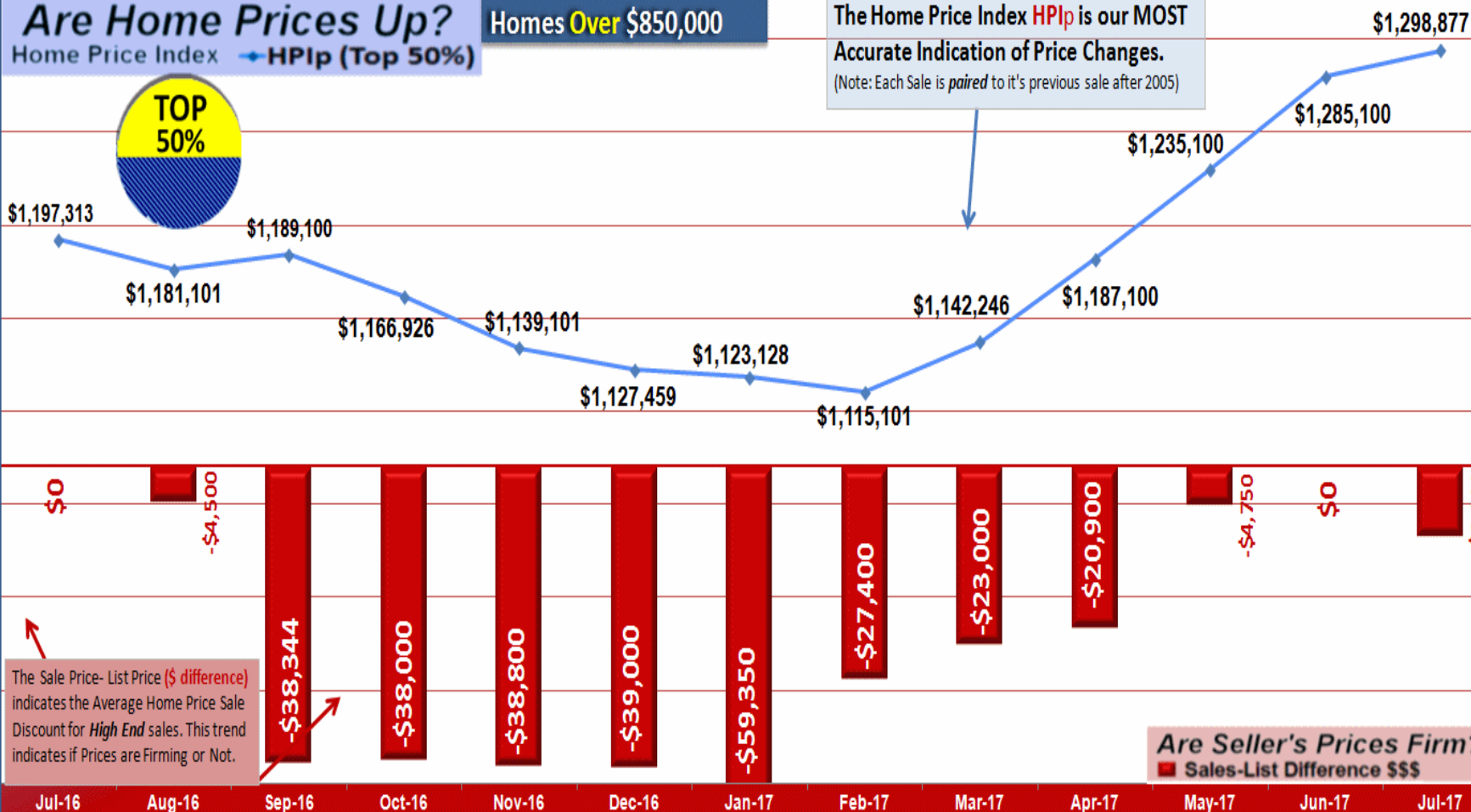
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$850,000

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)



*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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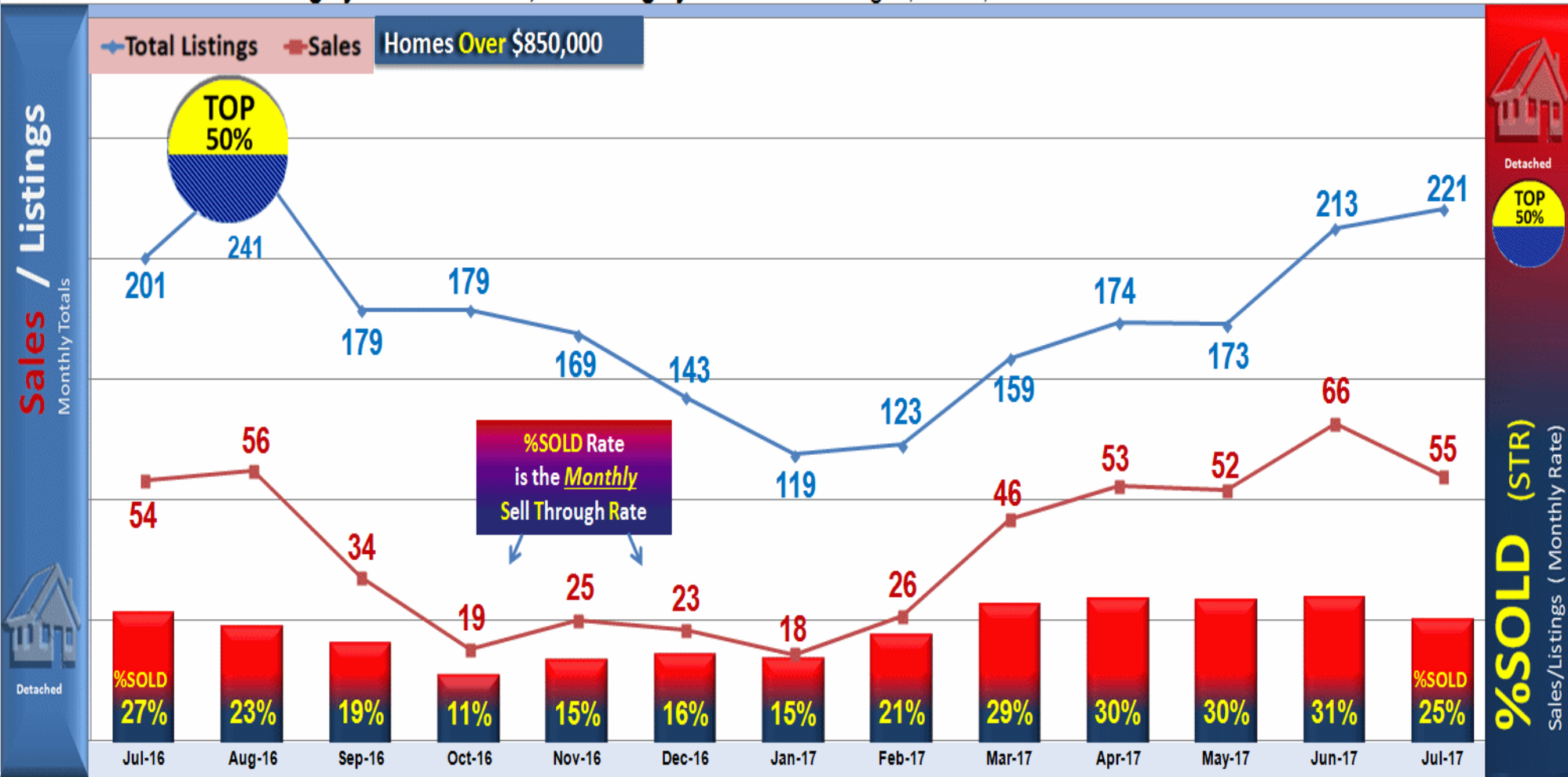
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Market Analysis and Forecasting Aug 1/17 Langley - Walnut Grove

Detached North Langley: Walnut Grove, Fort Langley 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 Aug 1/17 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?

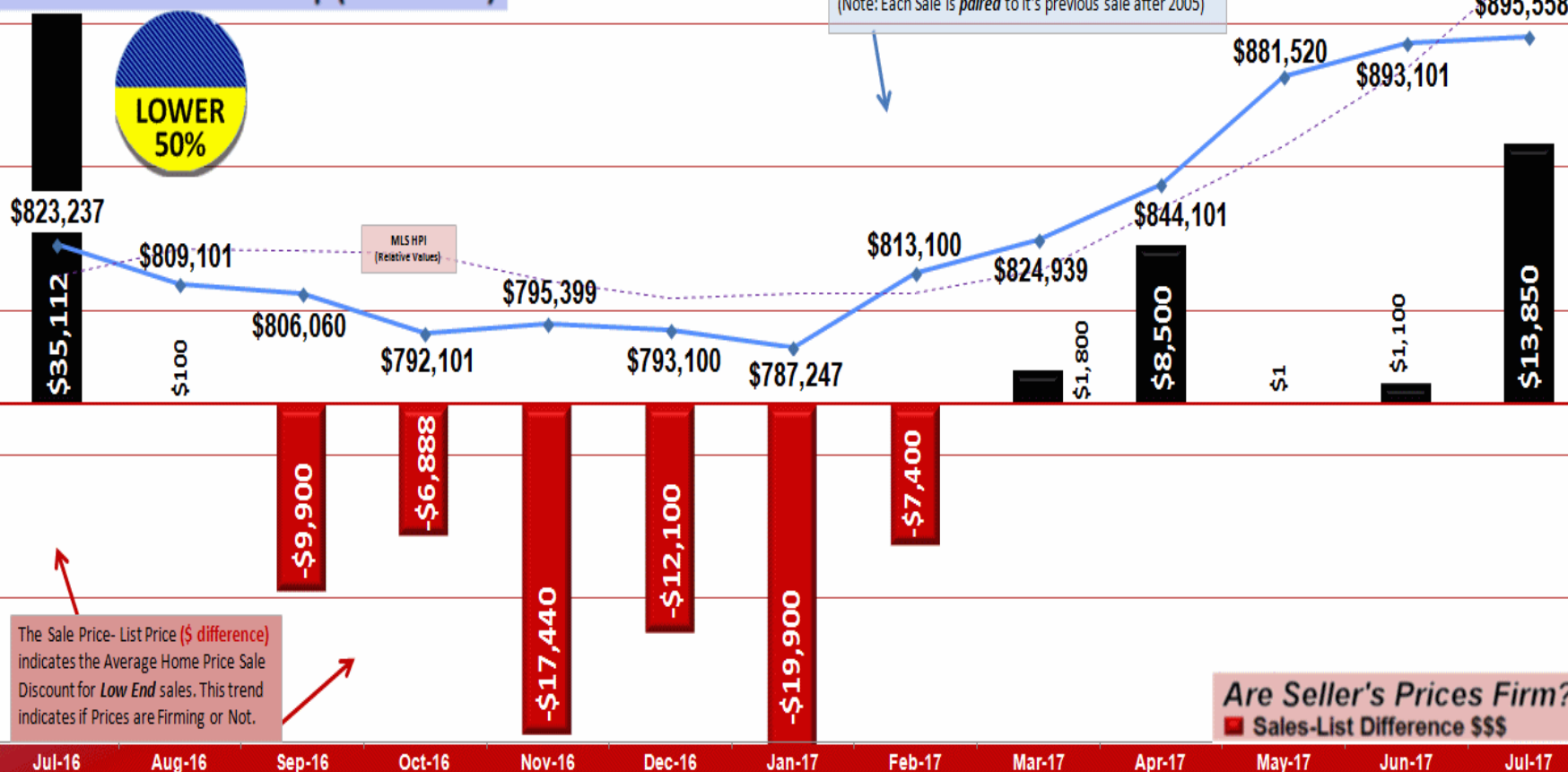
Home Price Index → HPIp (Lower 50%)

Homes Below \$850,000

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)



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](#)
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Market Analysis and Forecasting Aug 1/17 Langley - Walnut Grove

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

Total Listings Sales Homes Below \$850,000

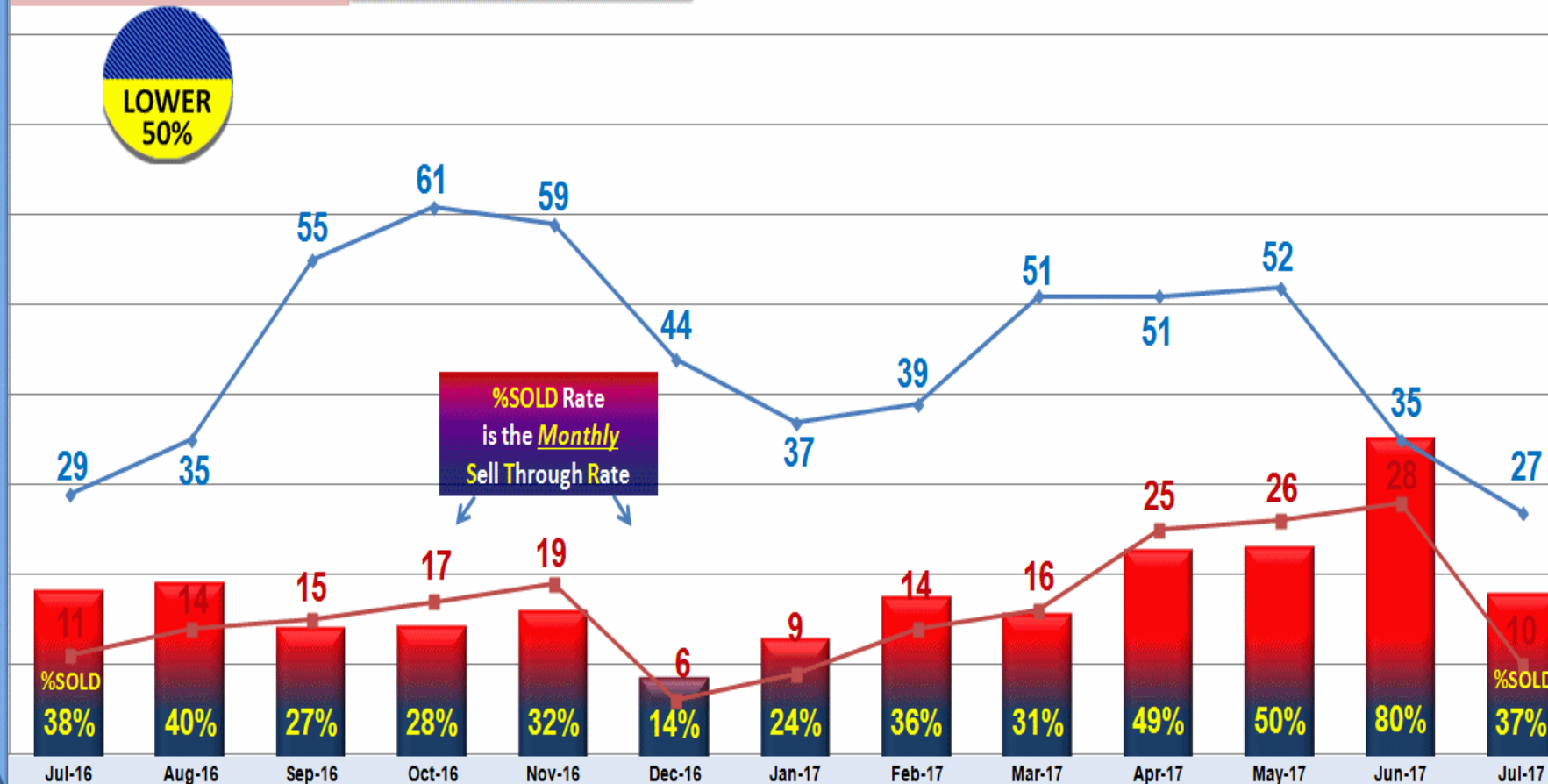


Detached



Sales / Listings Monthly Totals

%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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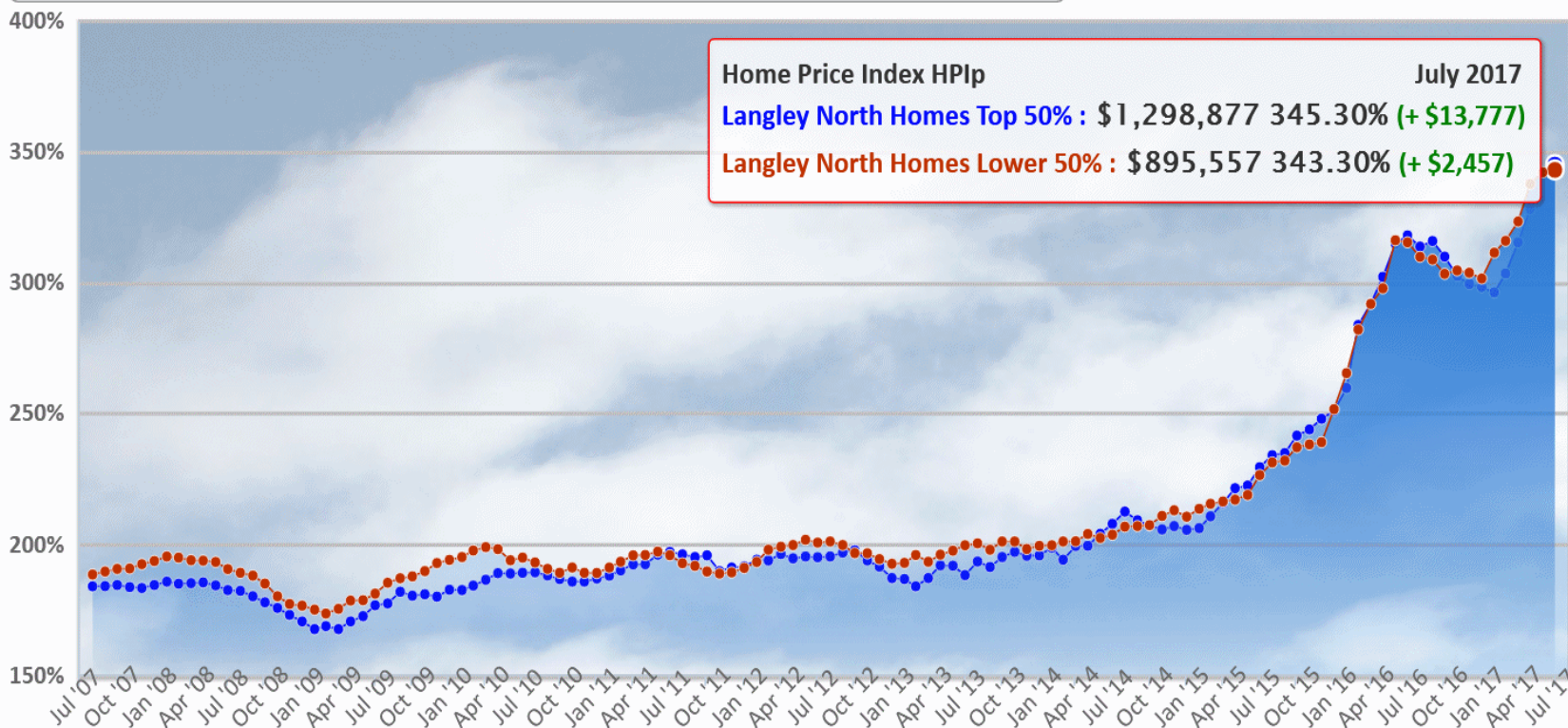
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Market Analysis and Forecasting Aug 1/17 Langley - Walnut Grove

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jul 2017	% 345.30
Jun 2017	% 341.70
May 2017	% 328.40
Apr 2017	% 315.60
Mar 2017	% 303.70
Feb 2017	% 296.50
Jan 2017	% 298.60
Dec 2016	% 299.70
Nov 2016	% 302.80
Oct 2016	% 310.20
Sep 2016	% 316.10
Aug 2016	% 314.00



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Market Analysis and Forecasting Aug 1/17 Langley, Cloverdale

Langley-Cloverdale 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

\$\$\$ 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



\$850,000

Low End Detached

低端独立屋



High End Condos

高档公寓



\$290,000

Low End Condos

低端公寓



High End Townhouse

高档城镇屋



\$450,000

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 Market Reports

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



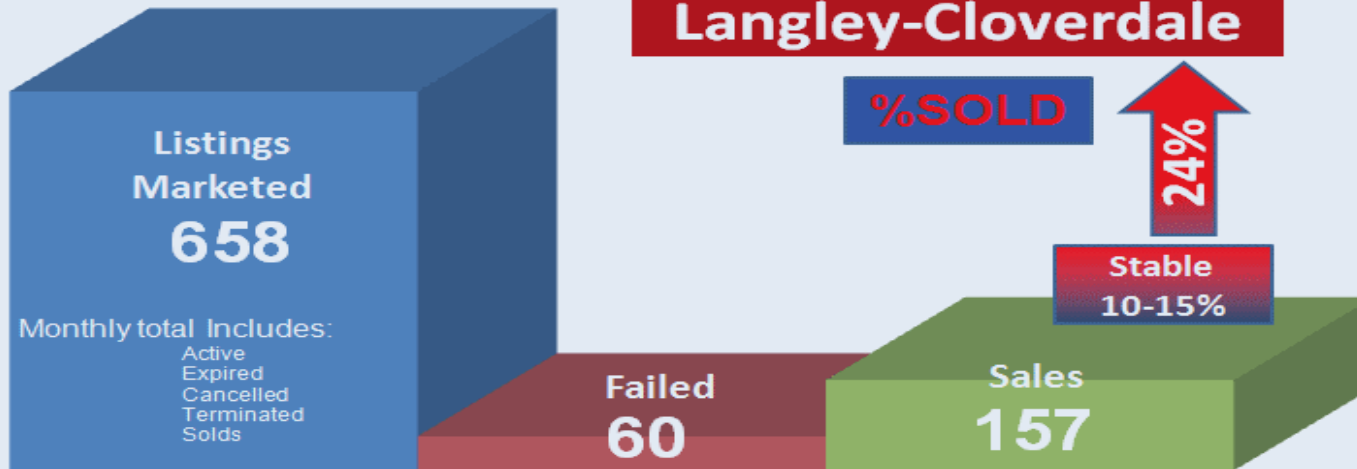
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Market Analysis and Forecasting Aug 1/17 Langley, Cloverdale

Monthly Market Activity - July 2017 - Single Family



Aug 1 2017 Langley, Cloverdale Market Update (Detached)

Current: Langley, Cloverdale is in a Sellers Market with average listing inventories, a **24 %SOLD** rate and a 100% Sell/List Ratio. (This means that there is an average of a \$3,000 discount on a sale from the original list price)
 Most Active Price Range: Homes between \$600,000 - \$690,000 have High **72.7 %SOLD** rate and is in a Sellers Market.
 Least Active Price Range: Homes above \$2 mill. have **3.7 %SOLD** rate.

History: The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$154,755.
 The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$91,000.

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Market Analysis and Forecasting Aug 1/17 Langley, Cloverdale

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

Langley, Cloverdale List Price Ranges Statistics - July 2017					Detached		
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD	
0-\$600,000	37	14	23	96%	-\$4,650	37.8%	↑
\$600,001-\$690,000	11	8	21	101%	\$5,000	72.7%	↑
\$690,001-\$750,000	25	8	5	102%	\$11,606	32.0%	↑
\$750,001-\$800,000	35	10	6	101%	\$8,050	28.6%	↑
\$800,001-\$900,000	87	29	7	102%	\$15,000	33.3%	↑
\$900,001-\$1,100,000	122	46	10	100%	-\$500	37.7%	↑
\$1,100,001-\$1,400,000	103	27	17	97%	-\$38,000	26.2%	↑
\$1,400,001-\$2,000,000	104	10	7	100%	-\$7,894	9.6%	↓
\$2,000,001 and more	134	5	133	92%	-\$325,000	3.7%	↓
Total Activity	658	157	10	100%	-\$3,000	24%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jul-16	Jun-17	Jul-17	8/1/2017	Change	
Total Listings** (A,S,T,C,X)	643	665	658		-7	↓
Active Listings (1st of the month)	354	200	394	441	47	↑
Solds	167	224	157		-67	↓
Days on Market (DOM)	8	9	10		1	↑
%SOLD (Sales/Listings /monthly rate)	26.0%	33.7%	23.9%		-9.8%	↓
(Top 50%) Home Price Index HPIp	\$1,108,101	\$1,259,100	\$1,262,856		\$3,756	↑
(Lower 50%) Home Price Index HPIp	\$729,100	\$800,101	\$820,100		\$19,999	↑

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Market Analysis and Forecasting Aug 1/17 Langley, Cloverdale

What Sold in your Neighbourhood and for What Price?

Langley, Cloverdale Sub areas Statistics - July 2017				Detached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	188	56	8	100%	\$0	29.8%
Serpentine	15	1	172	90%	-\$344,000	6.7%
Clayton	52	16	8	103%	\$26,050	30.8%
Murrayville	30	11	7	100%	-\$4,000	36.7%
Salmon River	69	14	11	97%	-\$29,950	20.3%
Brookswood Langley	88	13	28	95%	-\$54,900	14.8%
Aldergrove Langley	49	10	8	101%	\$8,106	20.4%
Campbell Valley	56	3	5	104%	\$50,000	5.4%
Otter District	39	11	13	97%	-\$11,900	28.2%
Langley City	72	22	15	98%	-\$17,400	30.6%
Total Activity	658	157	10	100%	-\$3,000	24%

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Market Analysis and Forecasting Aug 1/17 Langley, Cloverdale

Next Months Market Forecast

Forecast: Langley, Cloverdale has an average Listing supply; 441 homes are for sale and with the **24 % SOLD** monthly rate gives us a ~4 months of inventory. 9% of the active listings have reduced their price by \$43,189 on average or \$30,000 median in the last month. We project Langley, Cloverdale Detached to be a sellers market.

July's Real Estate Statistics show 78% of Fraser Valley's Detached Markets increasing values in July; conversely just 52 % in the Vancouver Markets had price increases. Gone of the Exhausting Highly Emotional Charged Markets that we have seen in the last few years. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$6,045, which is a major decrease over the \$19,160 increase that we saw in June. Last year our 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.

Currently 88% of the Attached Markets are increasing at a fast pace in Greater Vancouver (51 of 58 Markets). We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

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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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



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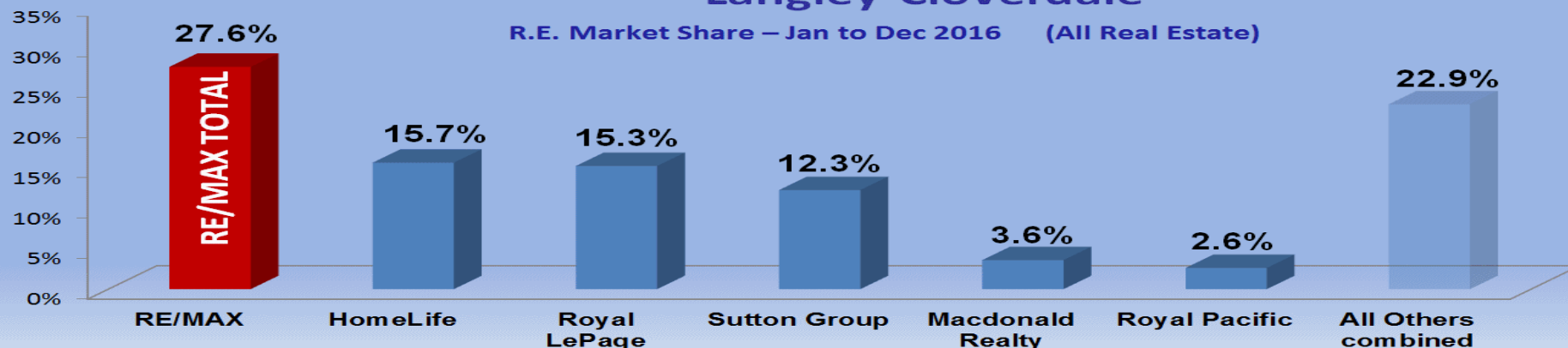
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Market Analysis and Forecasting Aug 1/17 Langley, Cloverdale

the RE/MAX Market Share Reports

Langley-Cloverdale

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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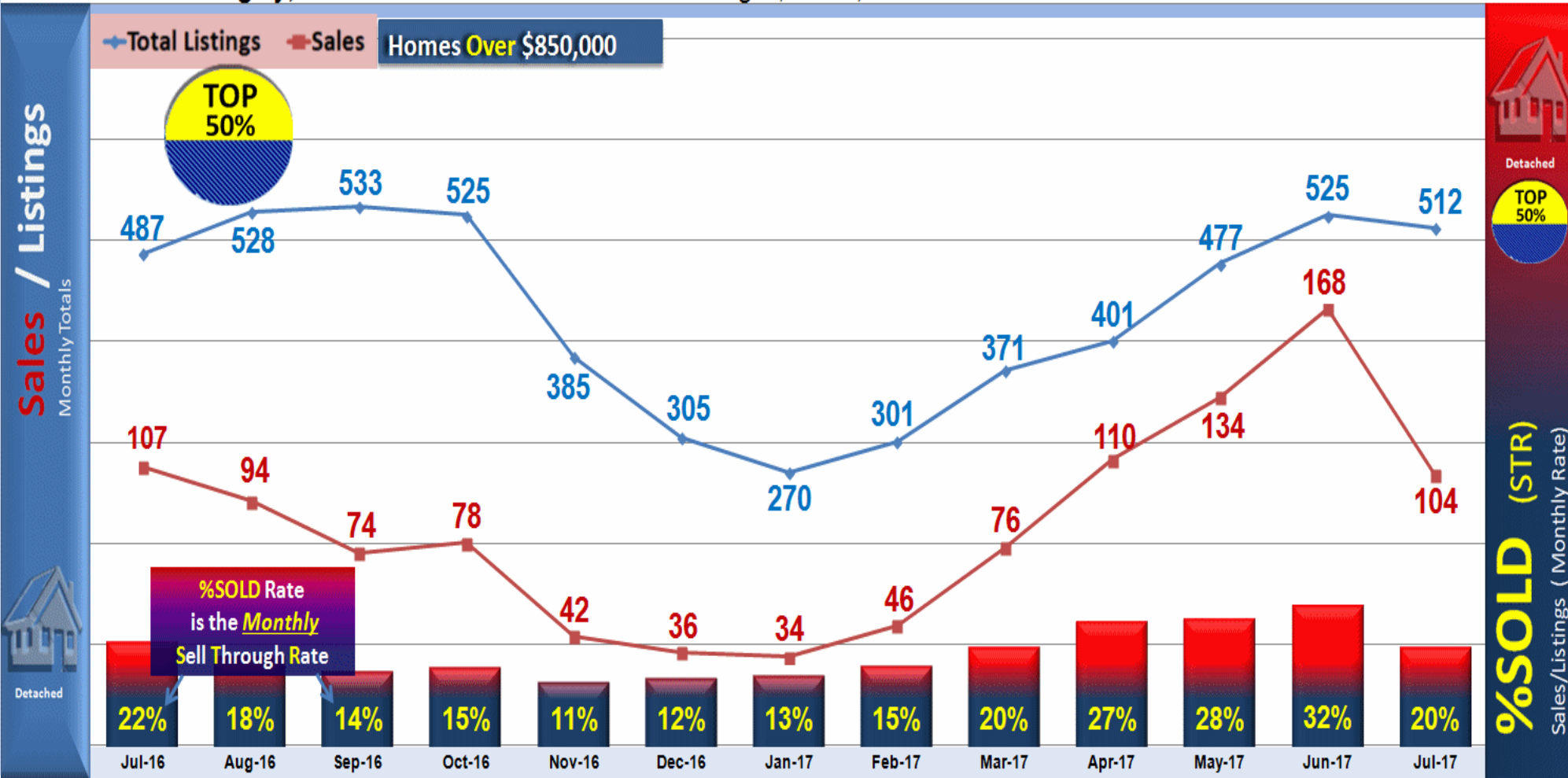
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Market Analysis and Forecasting

Aug 1/17 Langley, Cloverdale

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



Sales / Listings
Monthly Totals



Detached

TOP 50%

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

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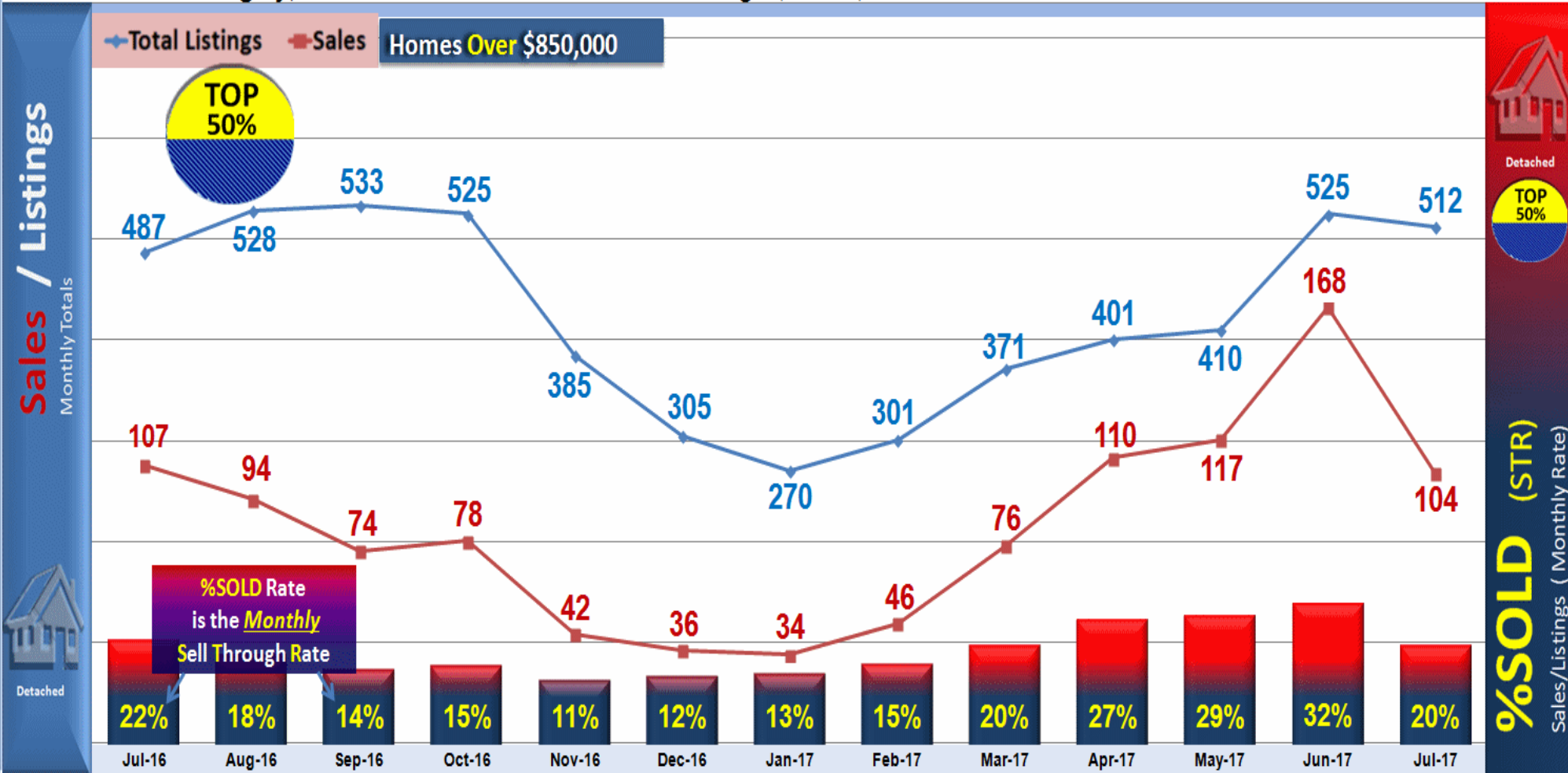
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Market Analysis and Forecasting

Aug 1/17 Langley, Cloverdale

Detached Langley, Cloverdale 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

Aug 1/17 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)

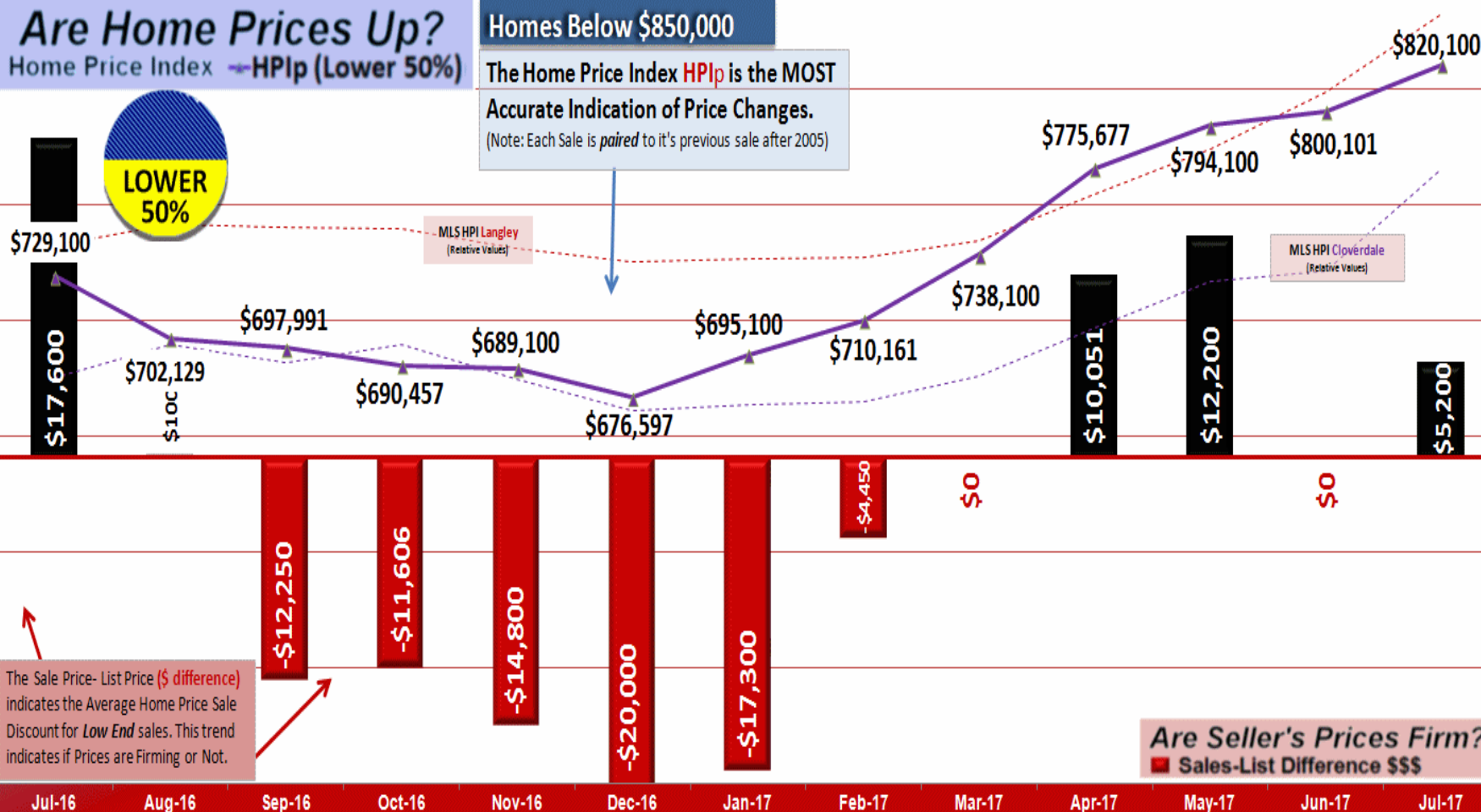
Home Price Changes
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$850,000

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)

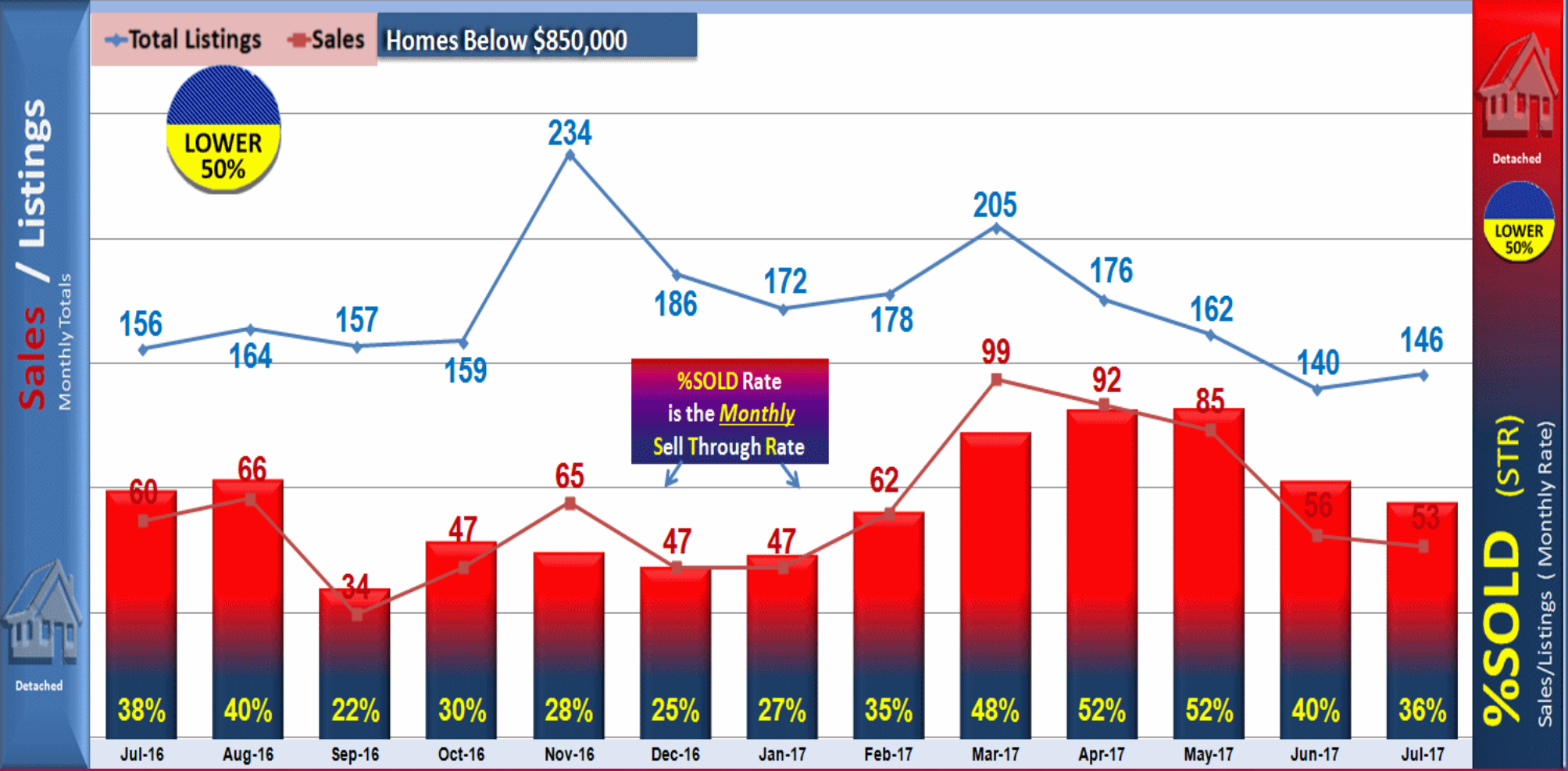
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Market Analysis and Forecasting Aug 1/17 Langley, Cloverdale

Detached Langley, Cloverdale Total Listings, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached
LOWER 50%

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

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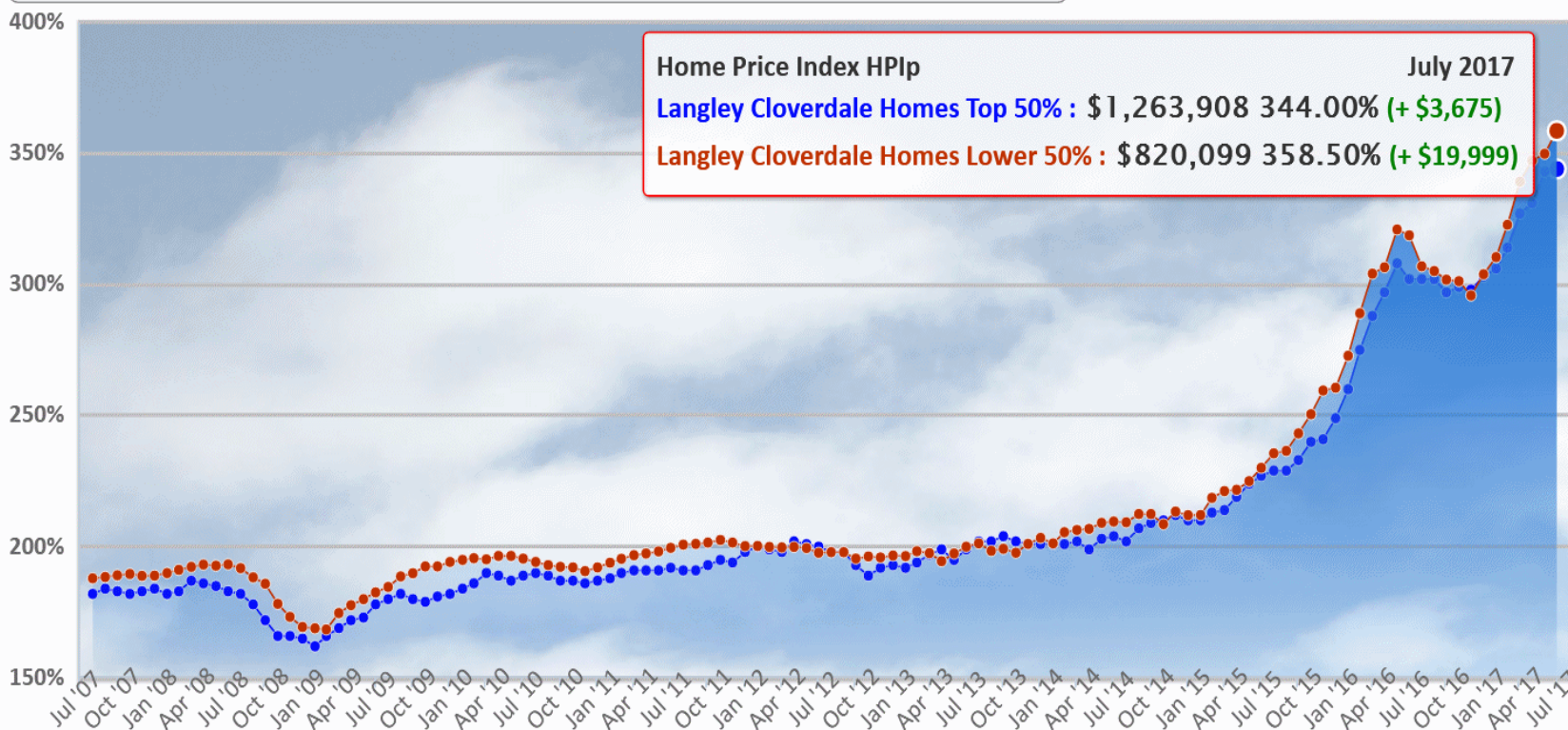
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Market Analysis and Forecasting Aug 1/17 Langley, Cloverdale

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
Jul 2017	% 344.00
Jun 2017	% 343.00
May 2017	% 331.00
Apr 2017	% 327.00
Mar 2017	% 314.00
Feb 2017	% 306.00
Jan 2017	% 303.00
Dec 2016	% 298.00
Nov 2016	% 299.00
Oct 2016	% 297.00
Sep 2016	% 302.00
Aug 2016	% 302.00



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Market Analysis and Forecasting

Aug 1/17 Chilliwack

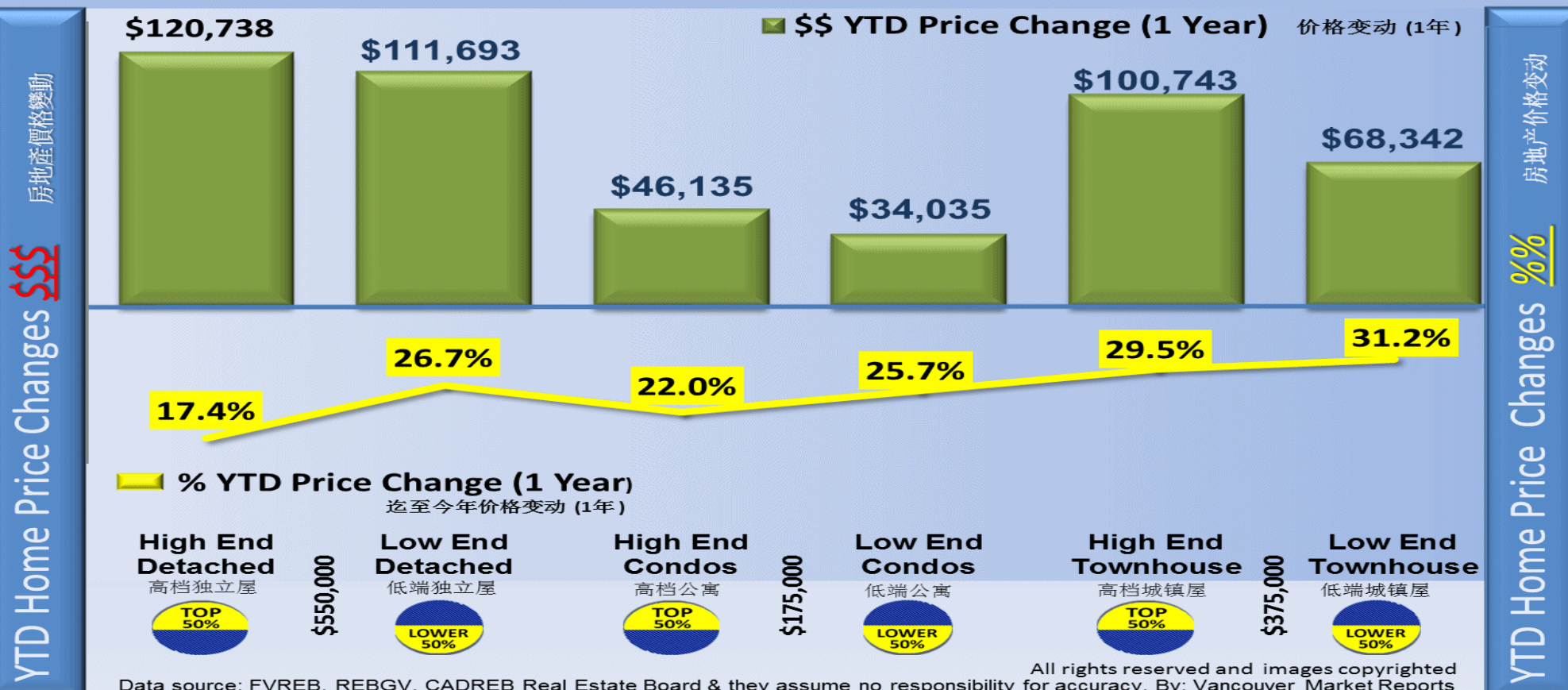
Chilliwack Real Estate Price Changes (\$/%)

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



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



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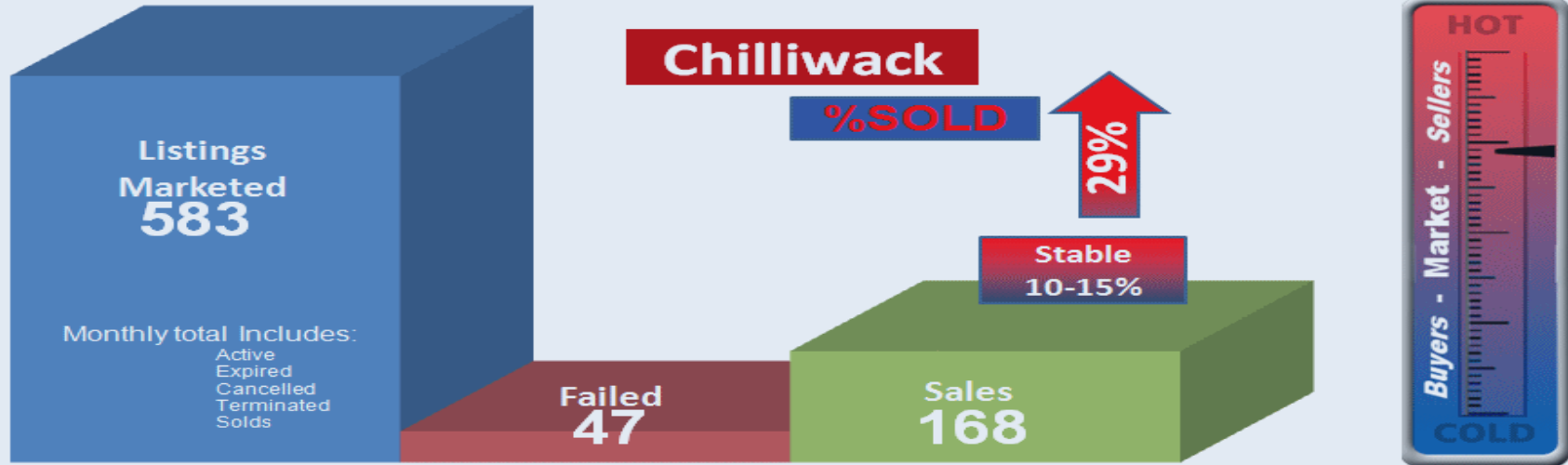
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Market Analysis and Forecasting

Aug 1/17 Chilliwack

Monthly Market Activity - July 2017 - Single Family



Aug 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, **29 %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 below \$275,000 have **46.2 %SOLD** rate.

Least Active Price Range: Homes between \$275,000 - \$360,000 have **21.3 %SOLD** rate. (= 21 sales out of 100 listings/month).

History:The Chilliwack Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$121,026.

The Chilliwack Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$114,031.

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



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Market Analysis and Forecasting

Aug 1/17 Chilliwack

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

Chilliwack (+Yarrow, Rosedale, Sardis) List Price Ranges Statistics - July 2017							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD	
0-\$275,000	26	12	27	97%	-\$6,400	46.2%	↑
\$275,001-\$360,000	5	1	45	96%	-\$10,400	20.0%	↑
\$360,001-\$440,000	32	11	12	99%	-\$4,650	34.4%	↑
\$440,001-\$500,000	57	22	11	100%	\$0	38.6%	↑
\$500,001-\$625,000	148	55	12	100%	\$0	37.2%	↑
\$625,001 and more	315	67	18	99%	-\$4,900	21.3%	↑
Total Activity	583	168	14	100%	-\$1,900	29%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jul-16	Jun-17	Jul-17	8/1/2017	Change	
Total Listings** (A,S,T,C,X)	538	626	583		-43	↓
Active Listings (1st of the month)	308	191	353	368	15	↑
Solds	180	233	168		-65	↓
Days on Market (DOM)	12	10	14		4	↑
%SOLD (Sales/ Listings /monthly rate)	33%	37%	29%		-8%	↓
(Top 50%) Home Price Index HPIp	\$729,721	\$840,100	\$850,747		\$10,647	↑
(Lower 50%) Home Price Index HPIp	\$451,113	\$561,100	\$565,145		\$4,045	↑

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Market Analysis and Forecasting

Aug 1/17 Chilliwack

What Sold in your Neighbourhood and for What Price?

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

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Chilliwack W Yale-Well	31	9	11	100%	\$1	29.0%
Chilliwack E Young-Yale	58	23	13	100%	\$0	39.7%
Chilliwack N Yale-Well	55	14	10	100%	\$1	25.5%
Chilliwack Yale Rd West	0					0.0%
Little Mountain	12	5	32	96%	-\$20,000	41.7%
Chilliwack Mountain	17	4	25	98%	-\$25,000	23.5%
Fairfield Island	27	8	10	101%	\$3,240	29.6%
East Chilliwack	9	0				0.0%
Eastern Hillsides	45	11	13	101%	\$6,560	24.4%
Rosedale Center	3	0				0.0%
Rosedale Popkum	23	2	13	92%	-\$85,900	8.7%
Sardist W Vedder Rd	47	20	10	100%	-\$1,650	42.6%
Sardist E Vedder Rd	60	18	15	99%	-\$4,400	30.0%
Vedder S Watson-Promontory	78	22	18	100%	-\$950	28.2%
Promontory	68	23	14	99%	-\$4,900	33.8%
Yarrow	13	2	40	97%	-\$41,500	15.4%
Majuba Hill	14	2	4	100%	\$0	14.3%
Greendale Chilliwack	3	1	204	87%	-\$74,700	33.3%
Ryder Lake	6	0				0.0%
Chilliwack River Valley	14	4	47	93%	-\$33,900	28.6%
Total Activity	583	168	14	100%	-\$1,900	29%

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





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Market Analysis and Forecasting

Aug 1/17 Chilliwack

Next Months Market Forecast

Forecast: Chilliwack has average Listing supply; 368 homes are for sale and with the **29 % SOLD** monthly rate gives us a ~3 months of inventory. 11% of the Active Listings have reduced their price by \$20,752 on average or \$20,000 on median. We project Chilliwack Detached to be a continued Sellers market.

July's Real Estate Statistics show 78% of Fraser Valley's Detached Markets increasing values in July; conversely just 52 % in the Vancouver Markets had price increases. Gone of the Exhausting Highly Emotional Charged Markets that we have seen in the last few years. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$6,045, which is a major decrease over the \$19,160 increase that we saw in June. Last year our 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.

Currently 88% of the Attached Markets are increasing at a fast pace in Greater Vancouver (51 of 58 Markets). We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

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

detached homes



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Market Analysis and Forecasting

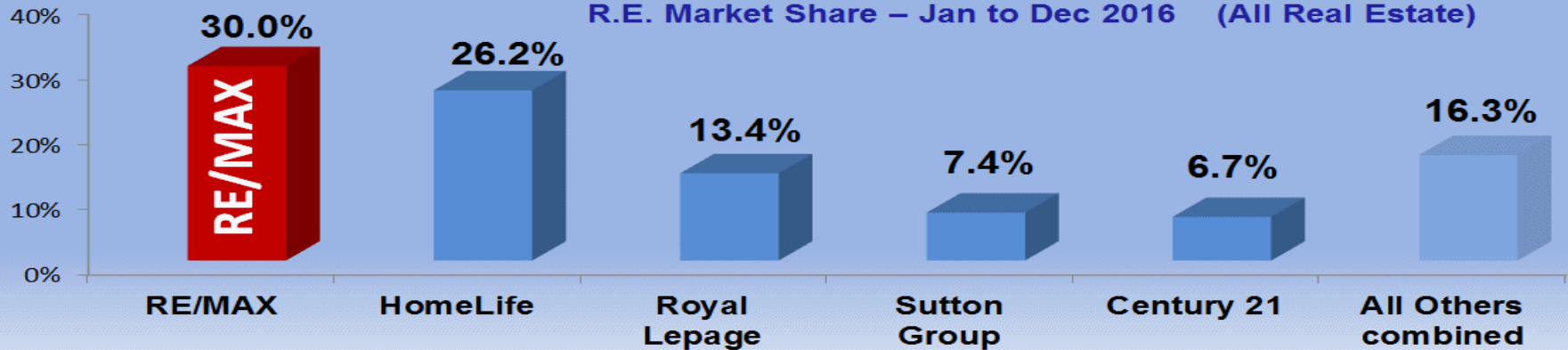
Aug 1/17

Chilliwack

#1 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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Market Analysis and Forecasting

Aug 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)

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

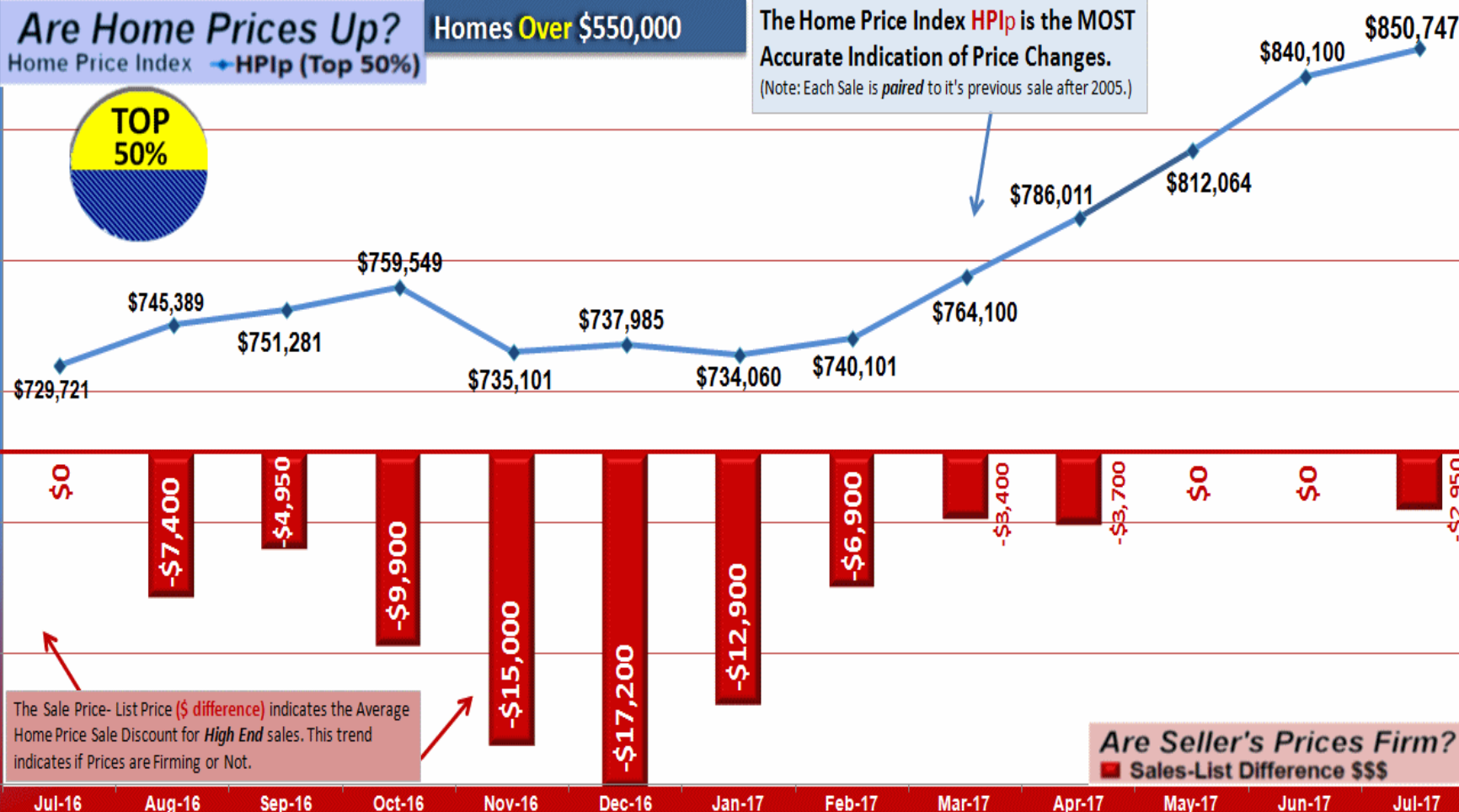
Are Home Prices Up? Homes Over \$550,000

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.)

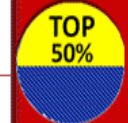


The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for High End sales. This trend indicates if Prices are Firming or Not.

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



Detached



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

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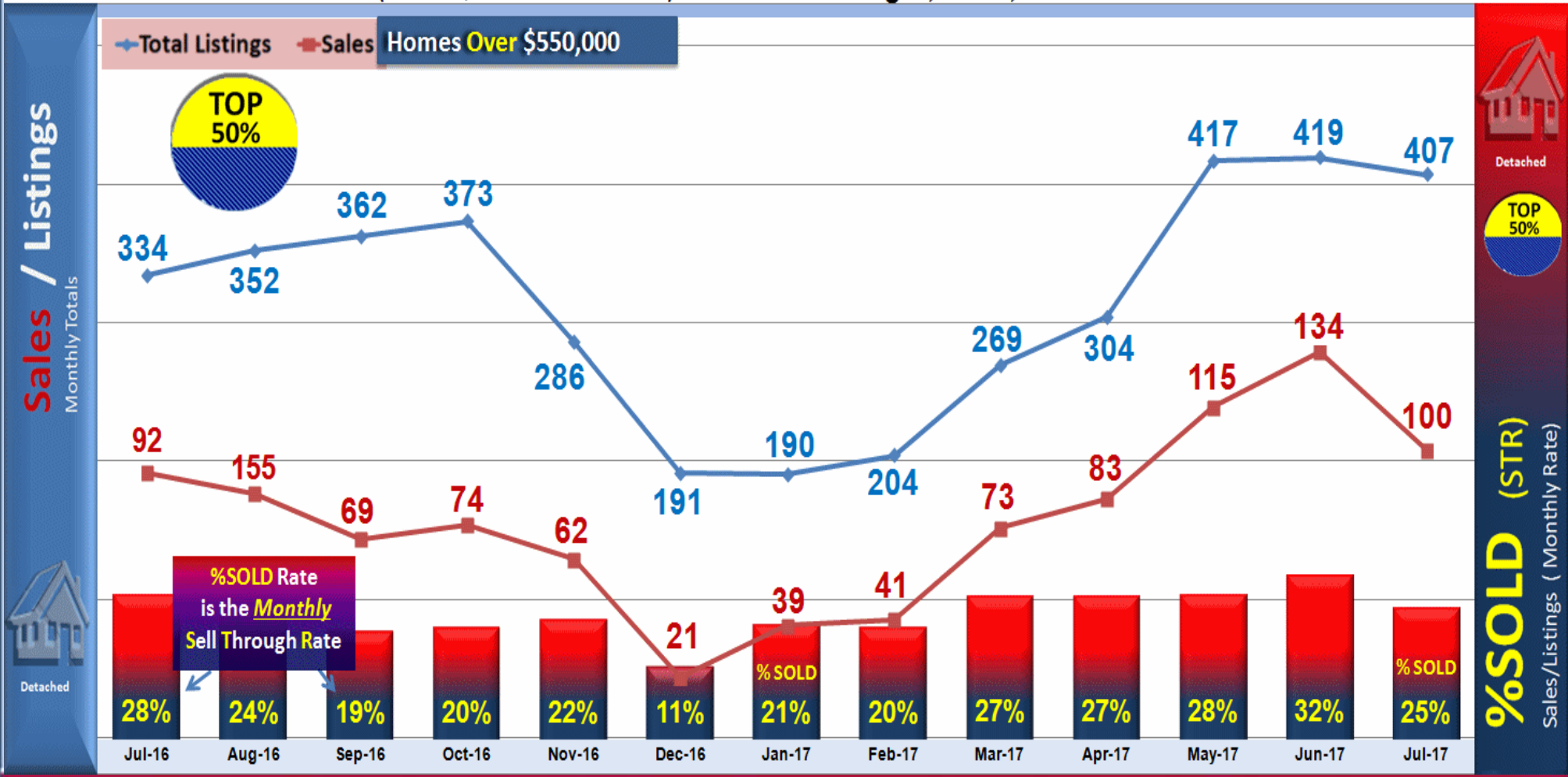
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Market Analysis and Forecasting

Aug 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

Aug 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)

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

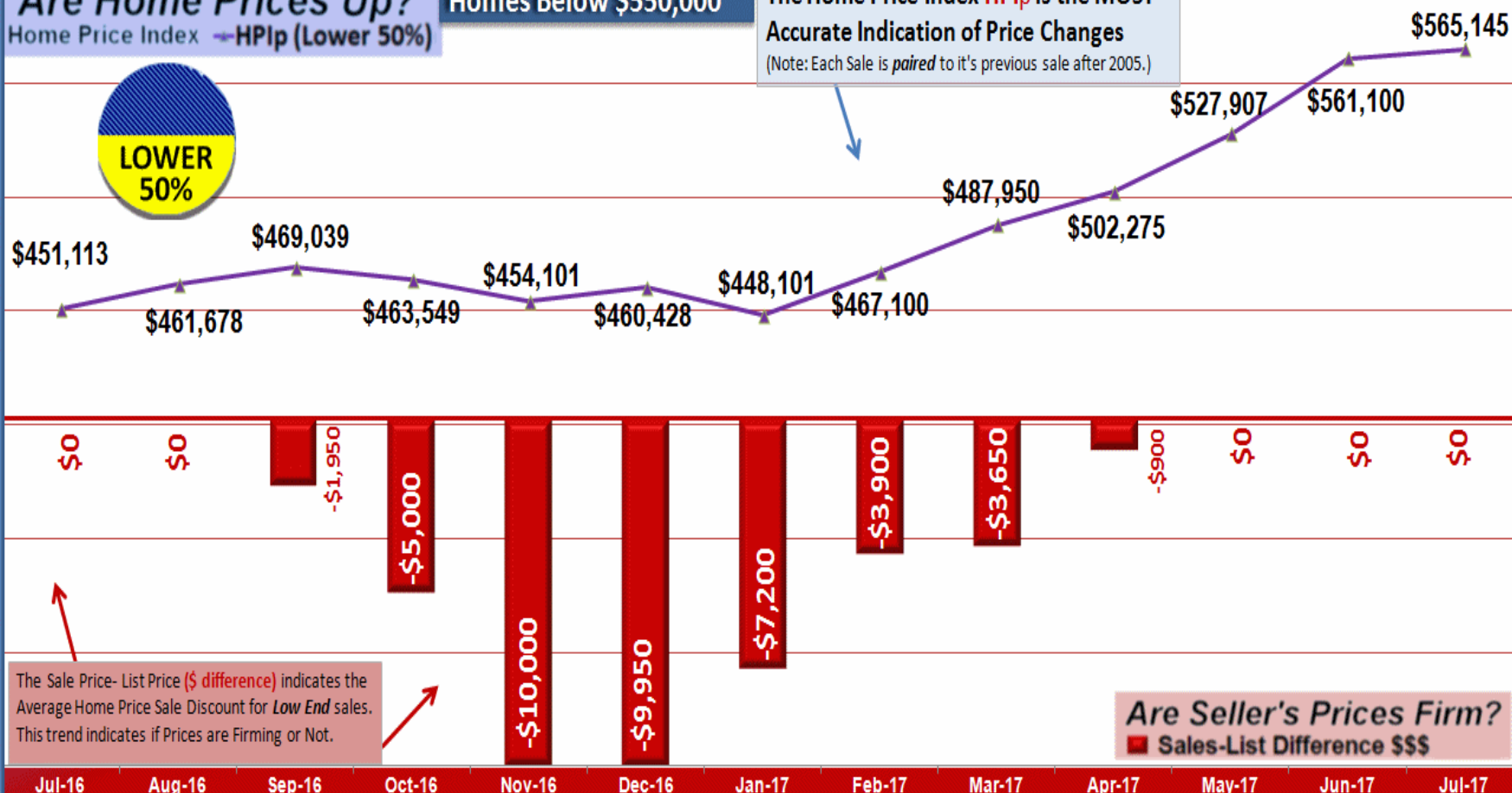
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$550,000

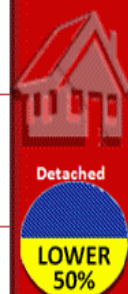
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes

(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 \$\$\$



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

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Market Analysis and Forecasting

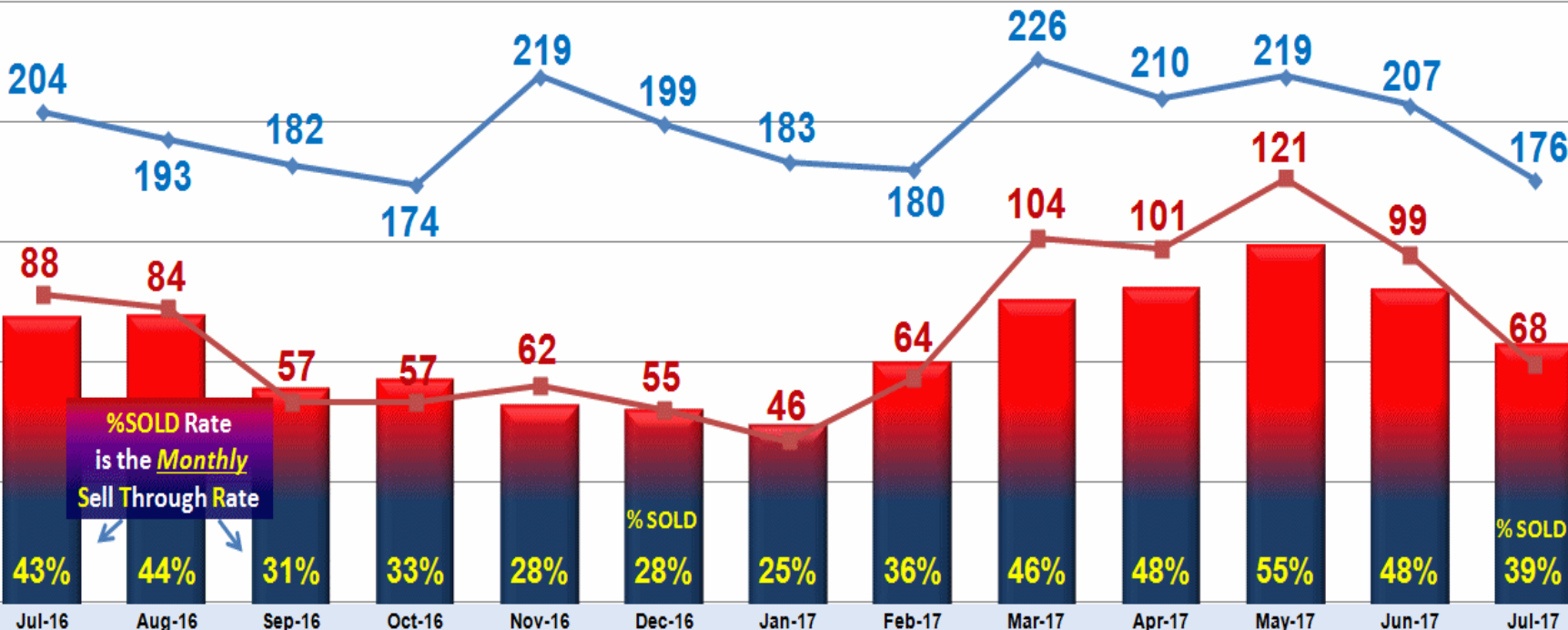
Aug 1/17 Chilliwack

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

Total Listings Sales Homes Below \$550,000



Sales / Listings Monthly Totals



%SOLD Rate is the Monthly Sell Through Rate



Detached



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

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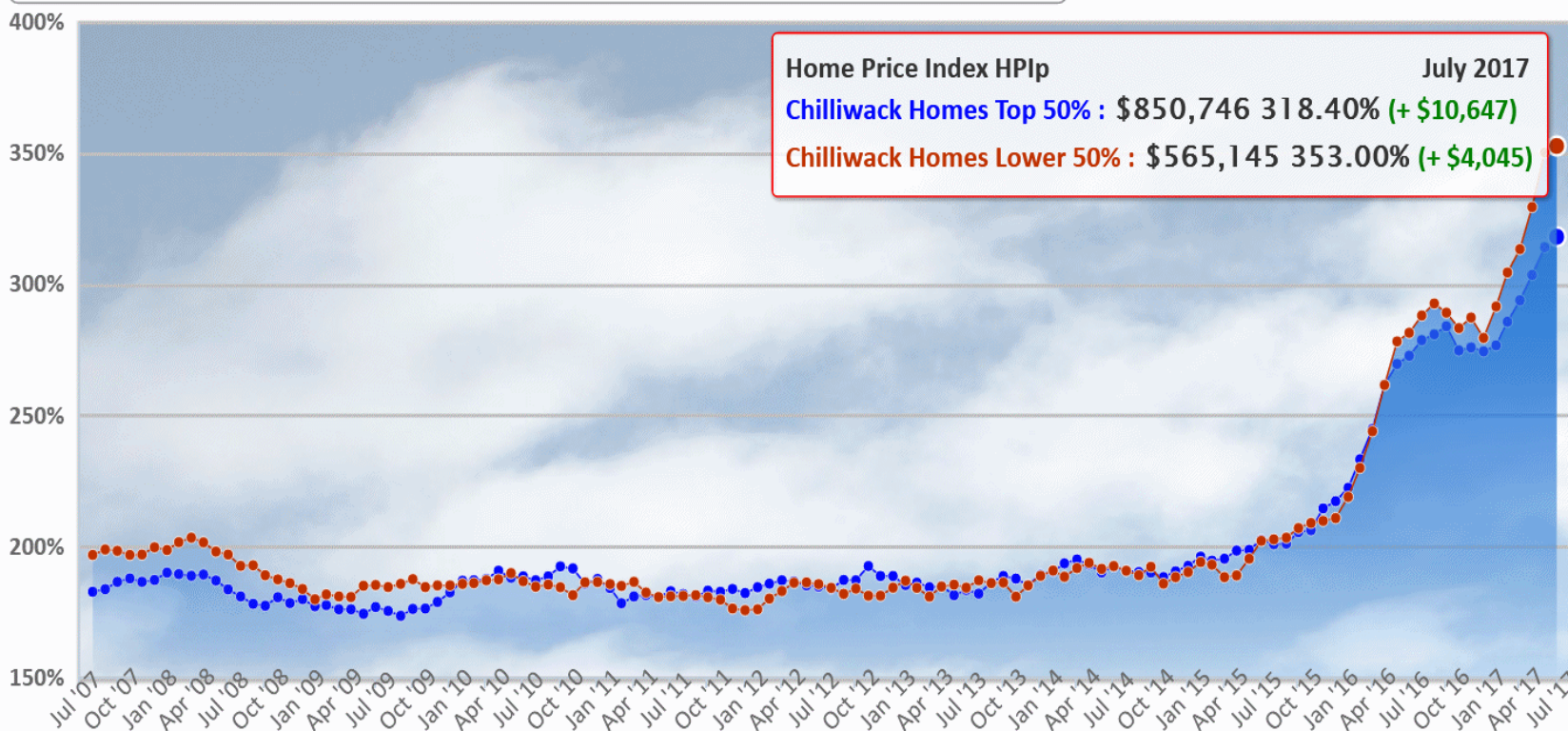
Market Analysis and Forecasting

Aug 1/17 Chilliwack

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
Jul 2017	% 318.40
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

Any ever rise to 400% in



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Supply and Demand

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

