

Market Analysis and Forecasting

Market Analysis and Forecasting

Nikki Cvitanovic's Market Reports



Advanced Marketing Tools



Nikki Cvitanovic

Nikki Cvitanovic's Market Reports

Detached

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

Attached

- [Downtown-West End](#)

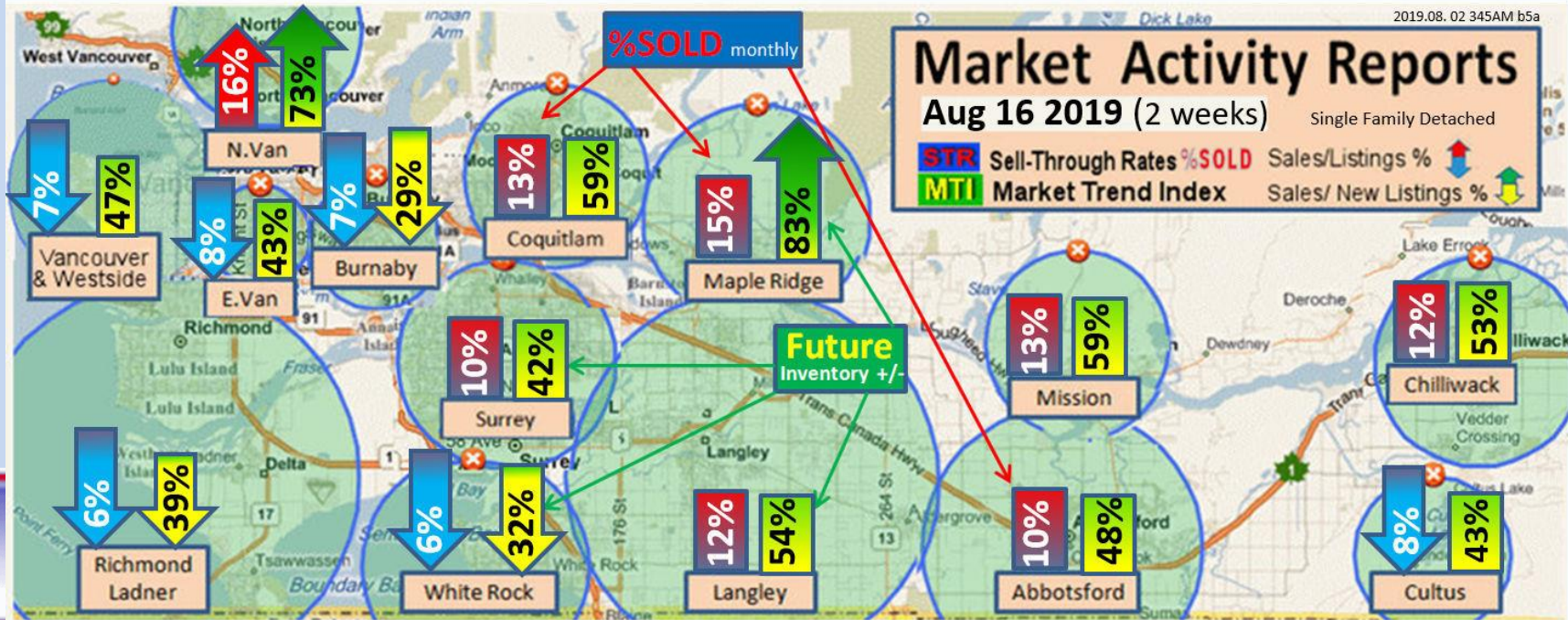
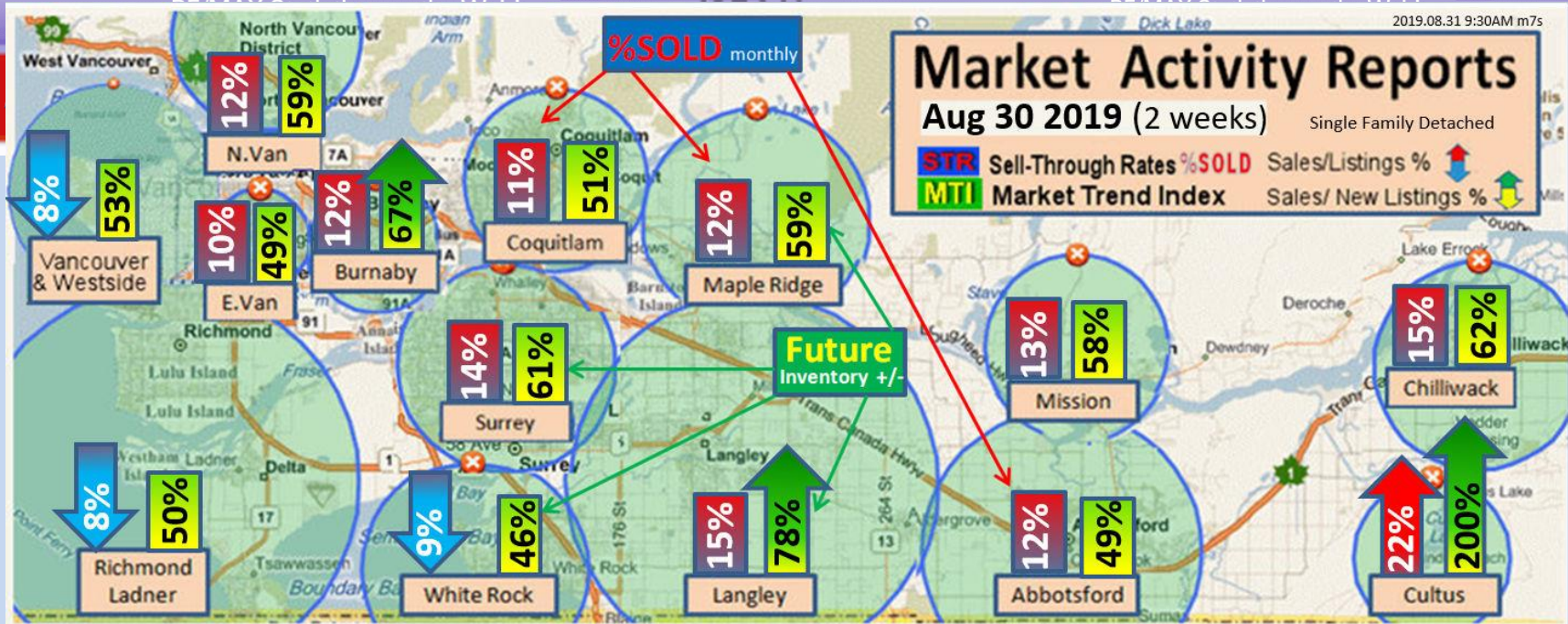
Warning: These Advanced Market Reports are Dangerous to operate without lesson 😊
We highly recommend the [Stats Boot Camp Course](#) to fully understand them.



Market

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Market An

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Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

Aug 30 2019 (2 weeks)

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

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

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

2019.08.31.930AM m7s



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

Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

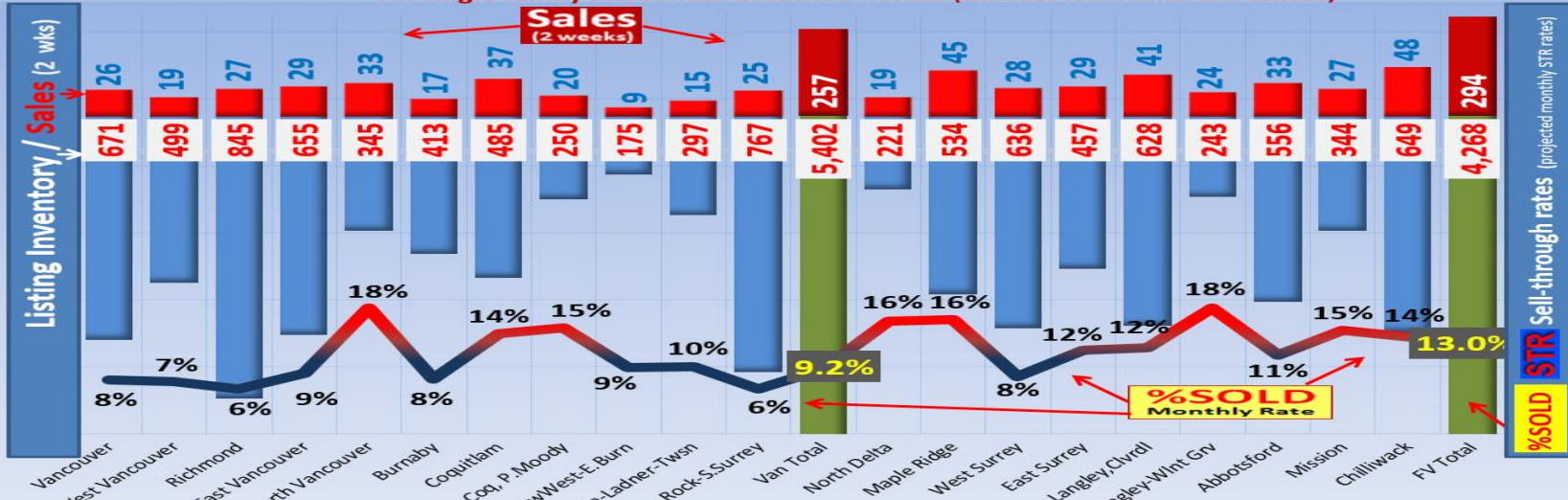
Aug 16 2019 (2 weeks)

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

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

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

2019.08.3.330AM b5a



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Richmond Real Estate Price Changes (\$/%)

列治文 房地產價格變動 / 列治文 房地產價格變動

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

房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIip

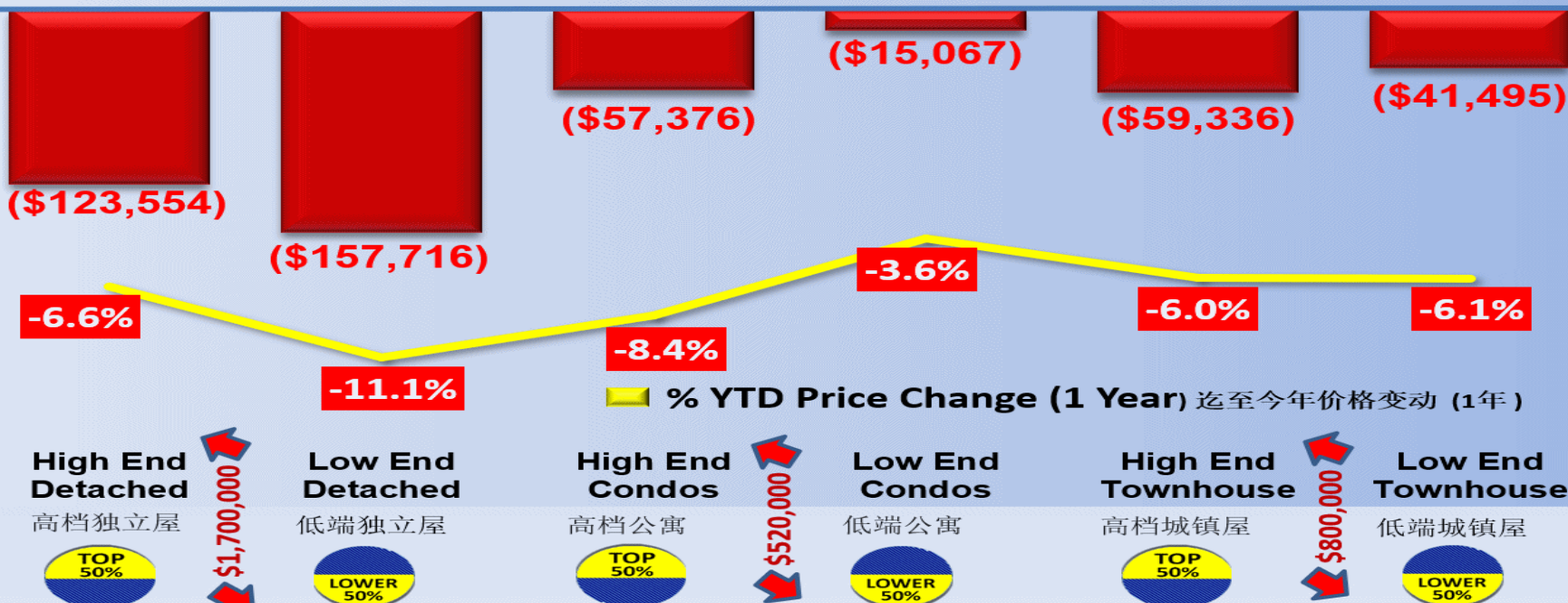
■ \$\$ YTD Price Change (1 Year) 价格变动 (1年)

年終住房價格變動
年終住房價格變動

年終住房價格變動
年終住房價格變動

YTD Home Price Changes \$\$

YTD Home Price Changes %



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

High End Detached

高档独立屋



Low End Detached

低端独立屋



High End Condos

高档公寓



Low End Condos

低端公寓



High End Townhouse

高档城镇屋



Low End Townhouse

低端城镇屋



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



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Monthly Market Activity - Aug 2019 Single Family



Sept 1 2019 Richmond Market Update (Detached)

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

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

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

History: The Richmond Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$178,590.
The Richmond Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$152,255.

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



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

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

2. How Many Properties Were Available During the Month?

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



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Market Analysis and Forecasting

Sept 1/19 Richmond

Richmond Sub areas Statistics - Aug 2019						Detached	
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
Sea Island	4	0				0.0%	
Bridgeport RI	22	0				0.0%	
West Cambie	38	2	71	92%	-\$117,950	5.3%	
East Cambie	22	4	51	92%	-\$112,000	18.2%	
Terra Nova	22	2	31	91%	-\$168,000	9.1%	
Riverdale RI	55	3	37	87%	-\$298,000	5.5%	
Quilchena RI	52	5	42	87%	-\$240,000	9.6%	
Granville	86	7	55	89%	-\$258,000	8.1%	
Seafair	68	2	115	90%	-\$168,400	2.9%	
Boyd Park	32	4	115	90%	-\$255,000	12.5%	
Lackner	42	3	65	91%	-\$300,000	7.1%	
Steveston Village	16	1	82	86%	-\$256,571	6.3%	
Steveston North	56	4	19	92%	-\$121,500	7.1%	
Steveston South	33	5	64	96%	-\$60,000	15.2%	
Westwind	16	0				0.0%	
Woodwards	61	1	15	94%	-\$89,000	1.6%	
Broadmoor	65	3	34	90%	-\$195,000	4.6%	
Garden City	37	5	50	93%	-\$121,000	13.5%	
Saunders	63	3	8	98%	-\$28,800	4.8%	
South Arm	30	2	33	91%	-\$200,953	6.7%	
Brighthouse	26	0				0.0%	
Brighthouse South	2	0				0.0%	
McLennan North	17	2	108	94%	-\$115,381	11.8%	
Gilmore	7	0				0.0%	
McLennan	16	2	82	84%	-\$313,494	12.5%	
East Richmond	16	0				0.0%	
McNair	32	1	20	95%	-\$64,000	3.1%	
Ironwood	37	5	40	95%	-\$73,000	13.5%	
Hamilton RI	18	1	44	94%	-\$63,000	5.6%	
Total Activity	991	67	40	91%	-\$140,000	7%	

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Next Months Market Forecast

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

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

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

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



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#1 **RE/MAX** Market Reports

RE/MAX Statistics, on the Web!

detached homes



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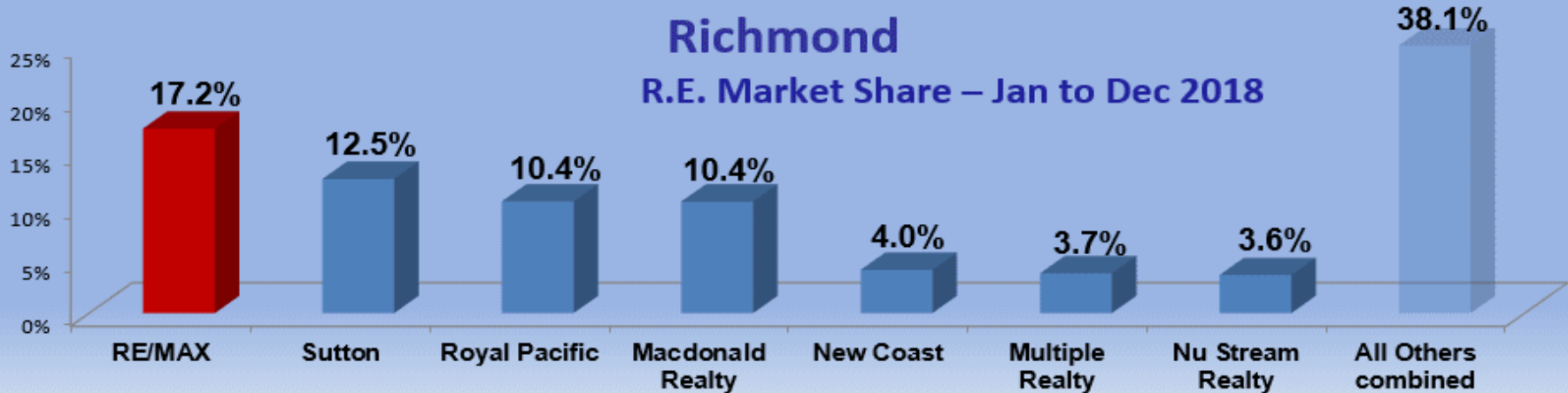
Cell: 778-926-6464



Market Analysis and Forecasting

Sept 1/19 Richmond

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



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



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Market Analysis and Forecasting

Sept 1/19 Richmond

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

Home Price Changes

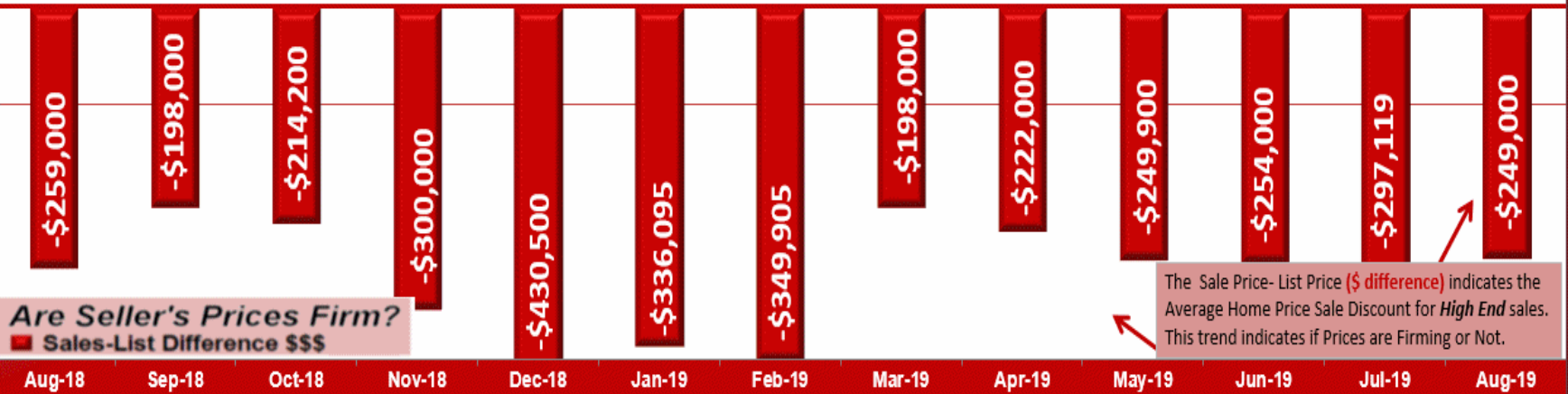
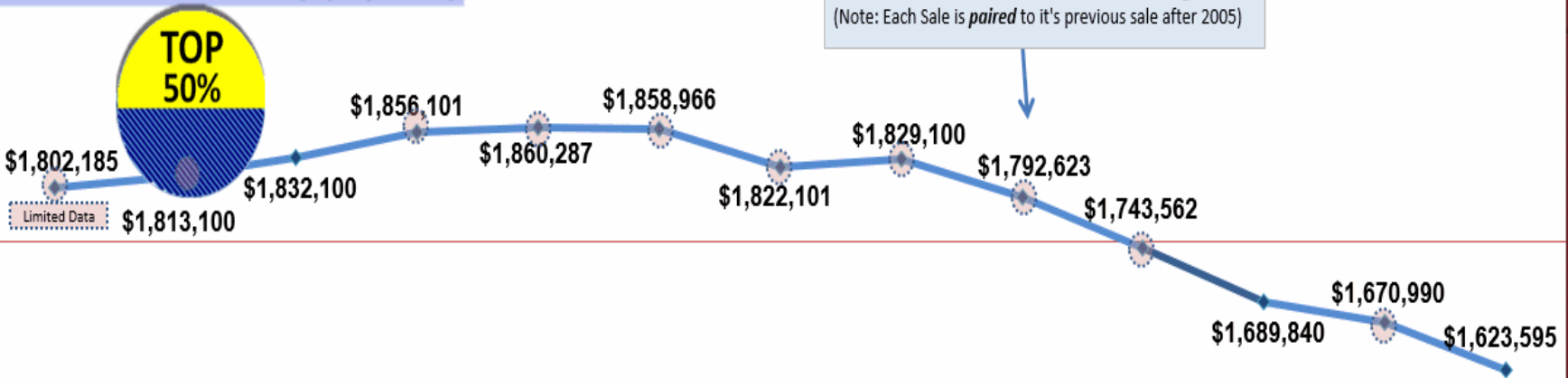
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,700,000

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



Are Seller's Prices Firm?

Sales-List Difference \$\$\$

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

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



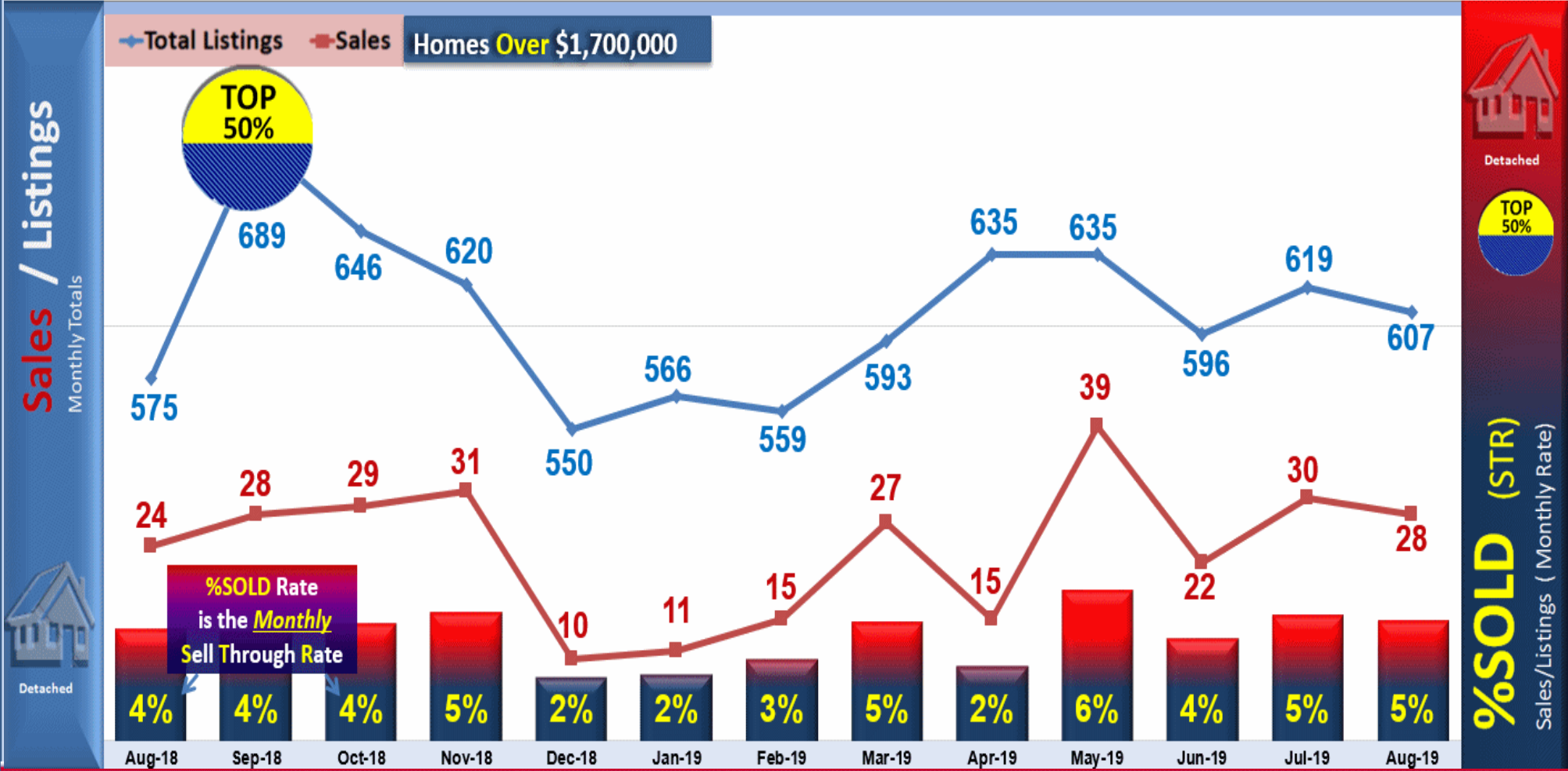
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Market Analysis and Forecasting

Sept 1/19 Richmond

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



Sales / Listings
Monthly Totals



Detached



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



Detached

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Market Analysis and Forecasting

Sept 1/19 Richmond

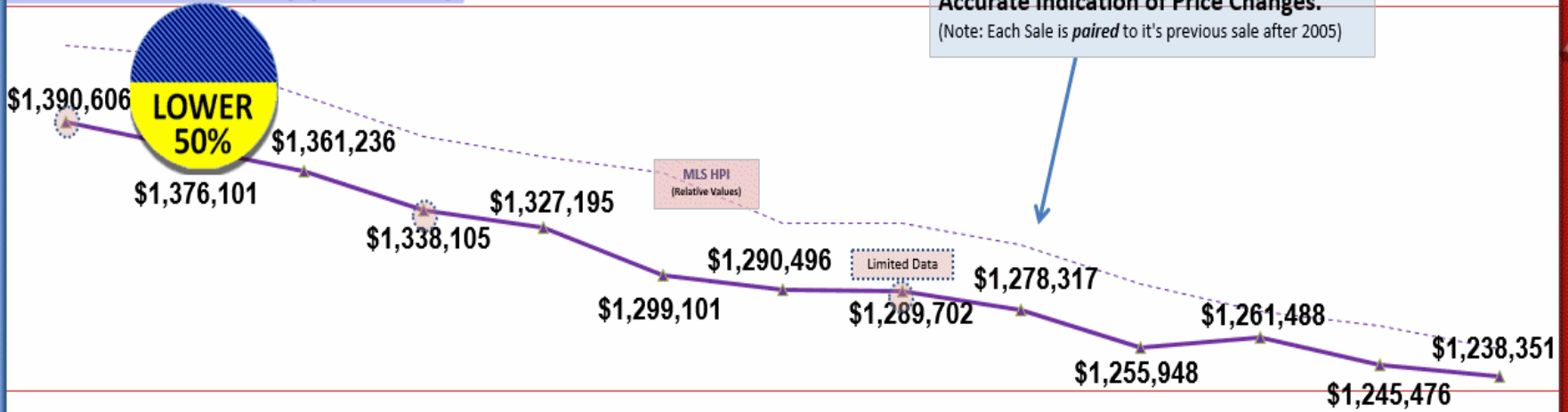
Detached Richmond Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

Homes Below \$1,700,000

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

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



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



Detached



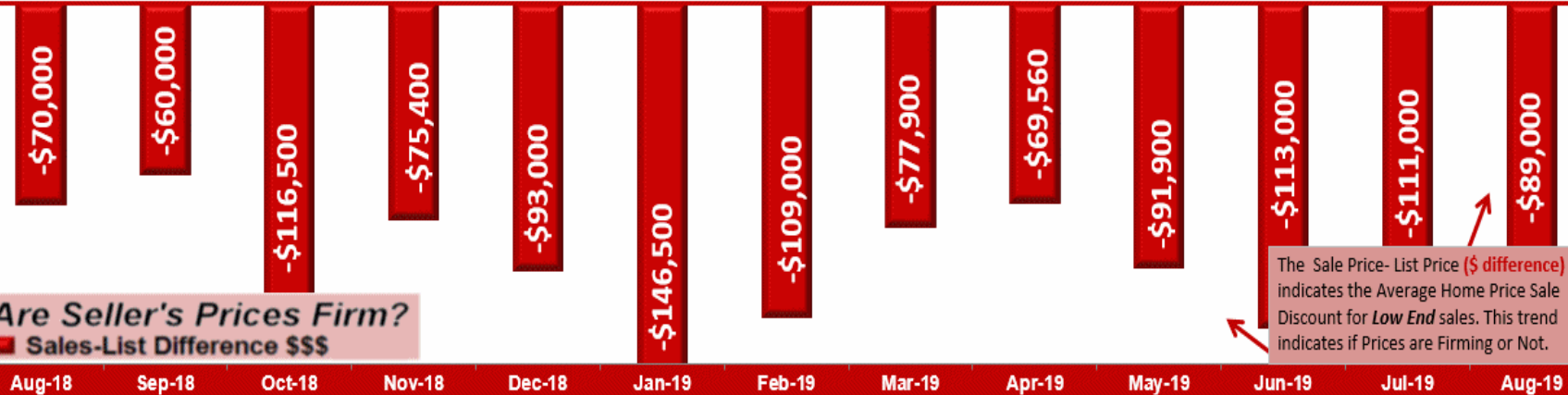
Detached



Detached

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

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



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

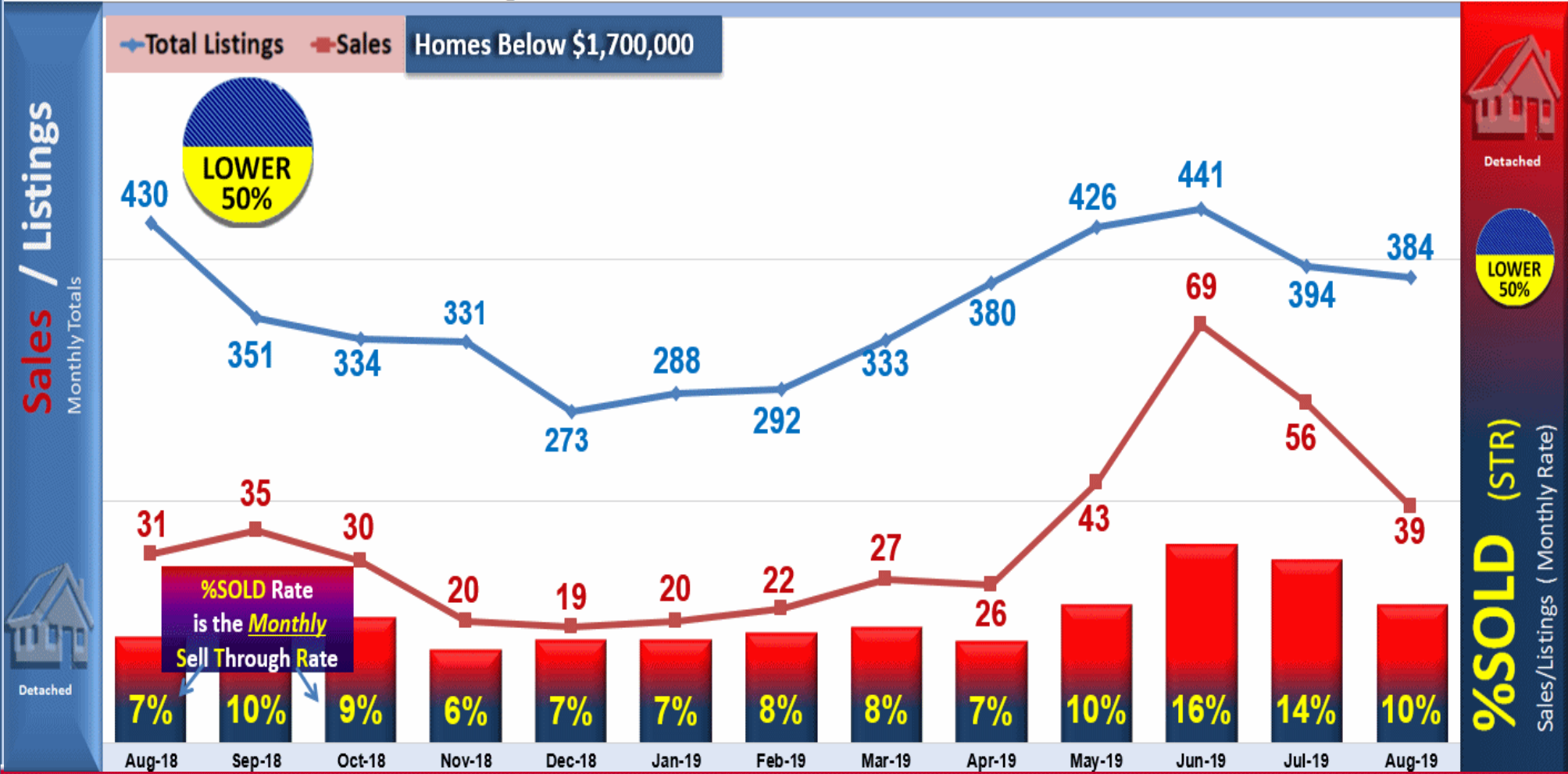
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Market Analysis and Forecasting

Sept 1/19 Richmond

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



Sales / Listings
Monthly Totals

Detached
LOWER 50%
%SOLD (STR)
Sales/Listings (Monthly Rate)

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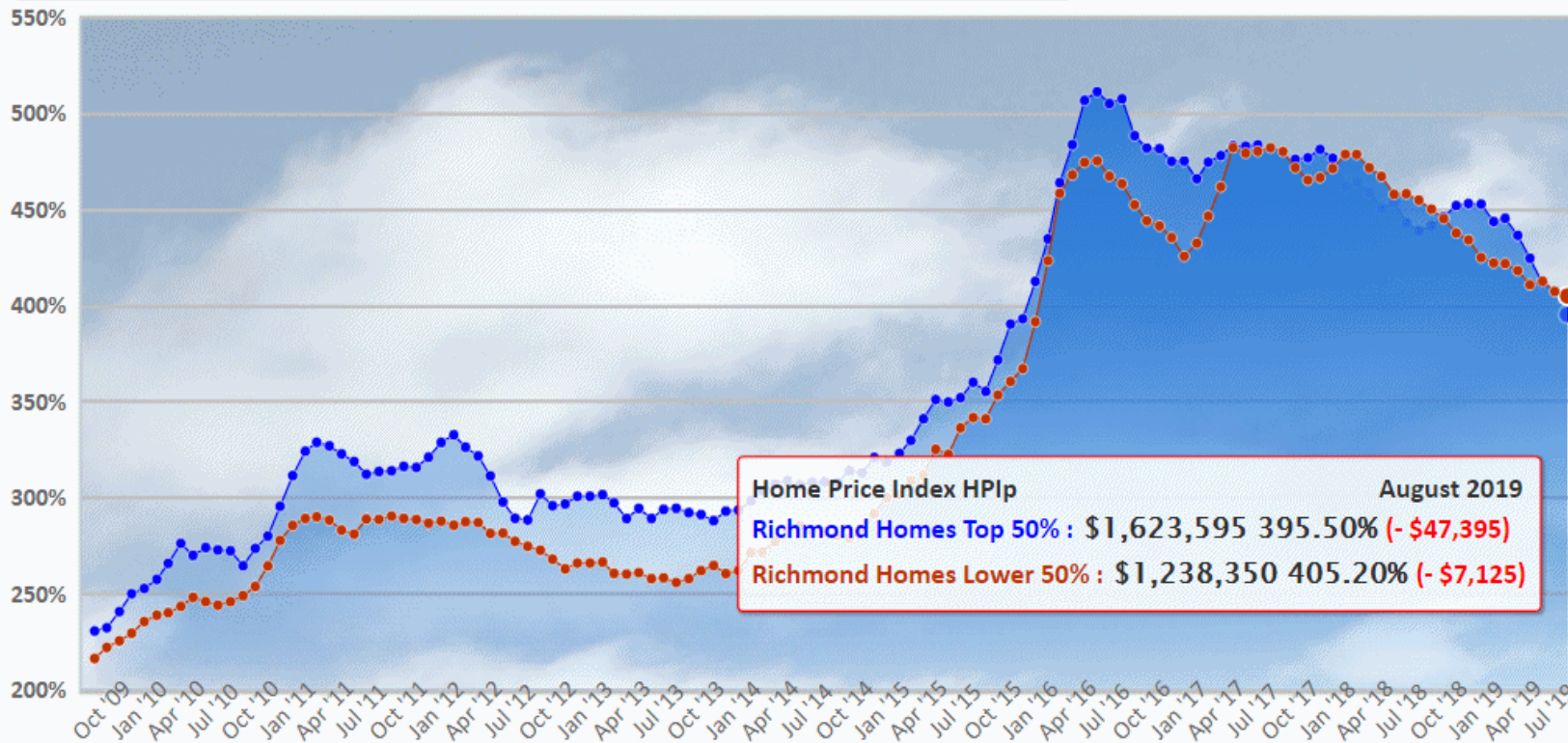
Market Analysis and Forecasting

Sept 1/19 Richmond

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

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

<<< 1 2 3 >>>

Highcharts.com



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

東溫房地產價格變動 / 东温 房地产价格变动

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

房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

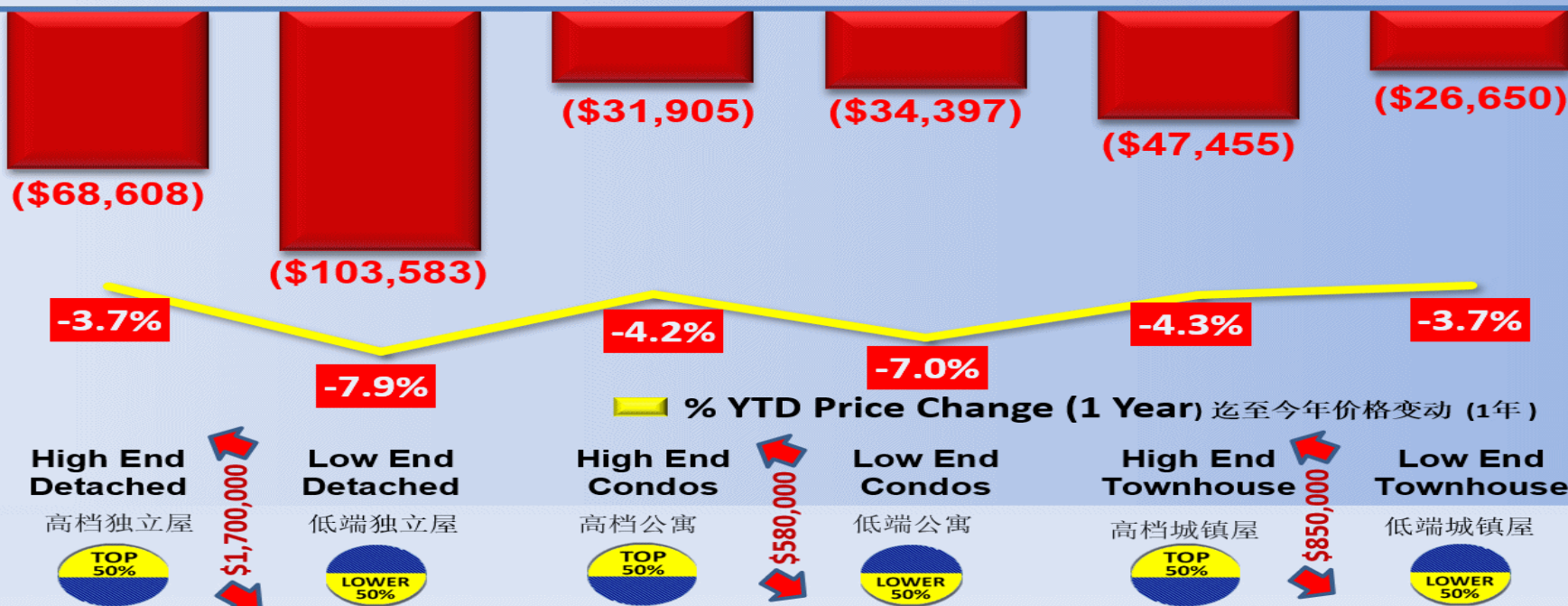
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YTD Home Price Changes \$\$ 年終住房價格變動

YTD Home Price Changes % 年終住房價格變動

YTD Home Price Changes % 年終住房價格變動

YTD Home Price Changes % 年終住房價格變動



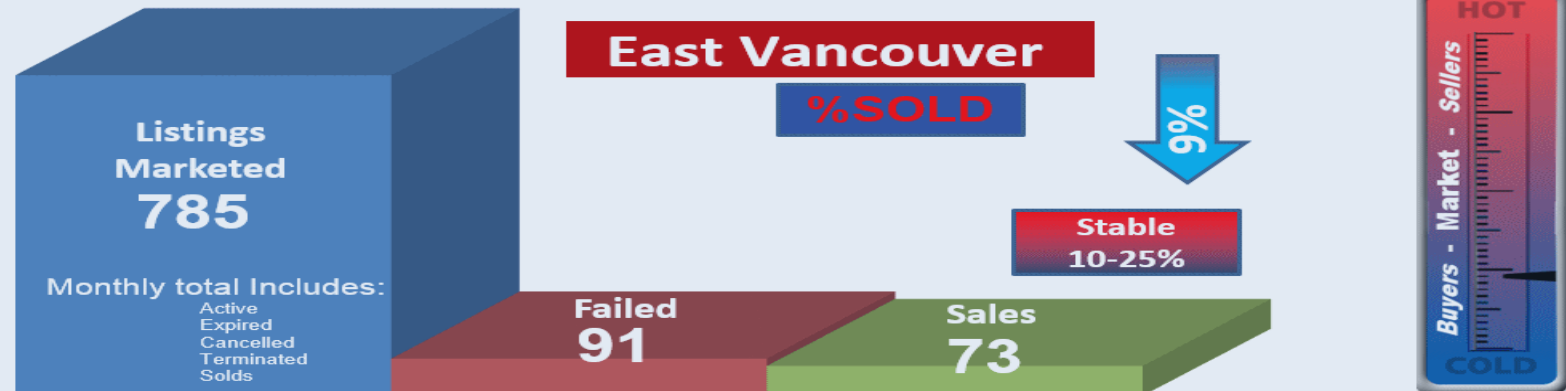
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Monthly Market Activity - Aug 2019 - Single Family



Sept 1 2019 East Vancouver Market Update (Detached)

Current: East Vancouver has a Buyer Market with average listing inventory, **9 %SOLD** rate, a 95% Sell/List Ratio and 31 DOM. (This means an average of a \$79,000 discount on a sale from the original list price)

Most Active Price Range: Homes between \$1.4 mill. - \$1.5 mill. have High **20.7 %SOLD** rate.

Least Active Price Range: Homes above \$3.3 mill. have **4.3 %SOLD** rate.

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

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



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

East Vancouver List Price Ranges Statistics - Aug 2019							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$1,200,000	74	13	35	92%	-\$85,000	17.6%	↑
\$1,200,001-\$1,300,000	69	13	25	97%	-\$39,000	18.8%	↑
\$1,300,001-\$1,400,000	52	3	23	95%	-\$73,000	5.8%	↓
\$1,400,001-\$1,500,000	82	17	28	93%	-\$96,888	20.7%	↑
\$1,500,001-\$1,700,000	126	12	40	96%	-\$71,250	9.5%	↓
\$1,700,001-\$2,000,000	112	6	65	93%	-\$138,000	5.4%	↓
\$2,000,001 and more	270	9	41	96%	-\$100,000	3.3%	↓
Total Activity	785	73	31	95%	-\$79,000	9%	↓

2. How Many Properties Were Available During the Month?

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



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What Sold in your Neighbourhood and for What Price?

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



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Next Months Market Forecast

Forecast: East Vancouver has average Listing Supply; with 621 homes for sale and the **9 %SOLD** monthly rate gives us ~11 months of Inventory. 20% of the active listings have reduced their price by \$119,858 on average or \$100,000 on median for the last month. We project East Vancouver to be a continued Buyer Market.

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

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

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



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

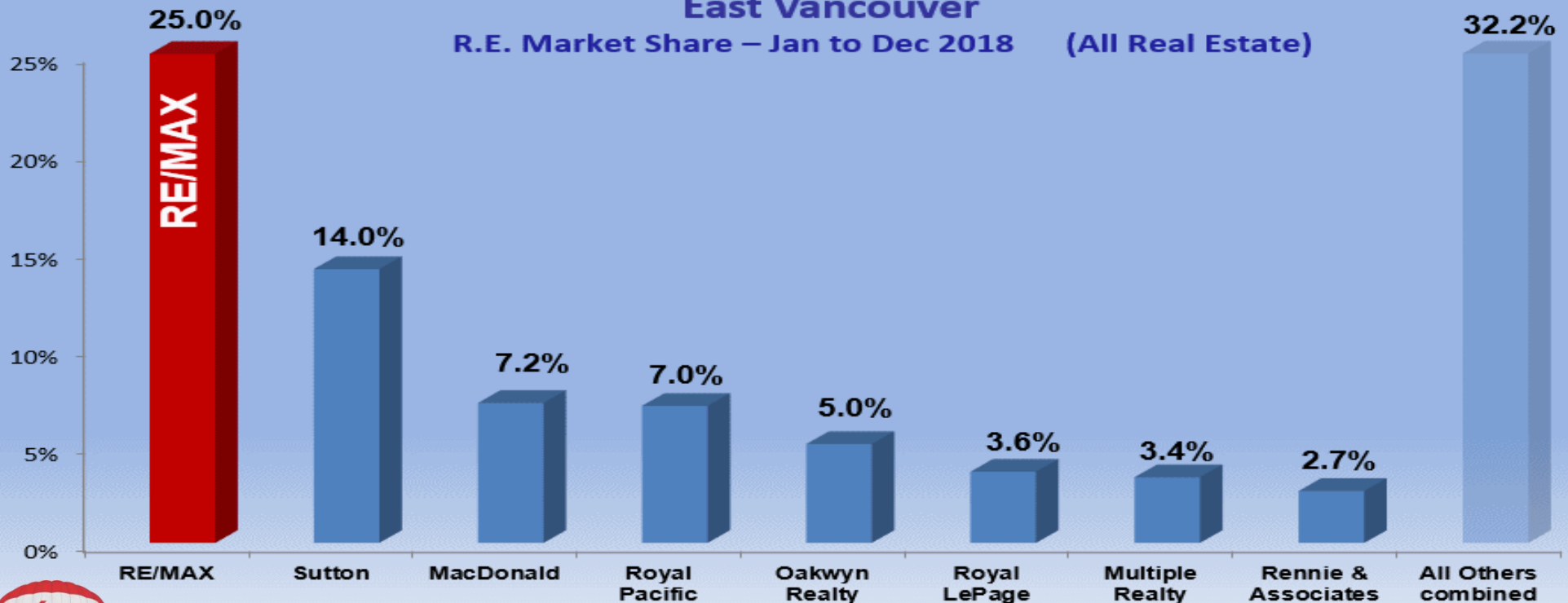
Sept 1/19 East Vancouver

the RE/MAX Market Share Reports

East Vancouver

R.E. Market Share – Jan to Dec 2018

(All Real Estate)



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



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Market Analysis and Forecasting

Sept 1/19 East Vancouver

Detached

East Vancouver

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

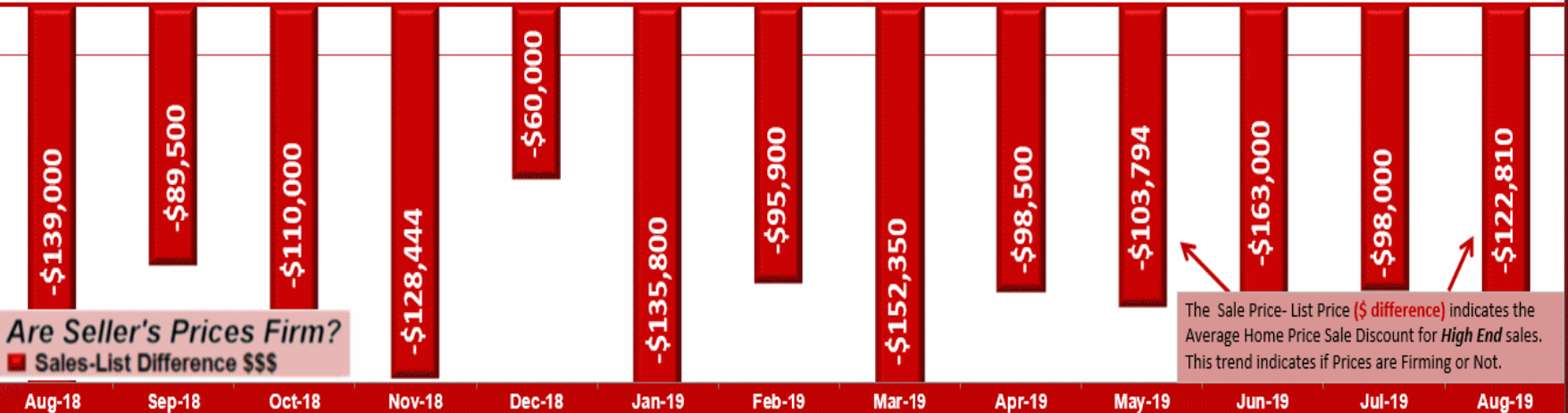
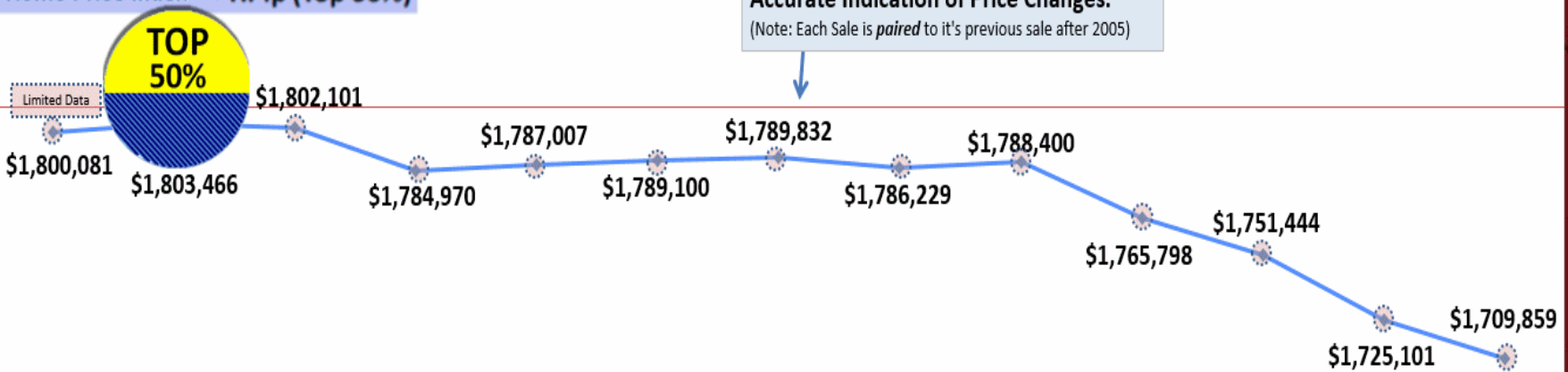
Home Price Changes
(Home Price Index Paired sales from 2005)

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

Homes Over \$1,700,000

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

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



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Detached

TOP 50%

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



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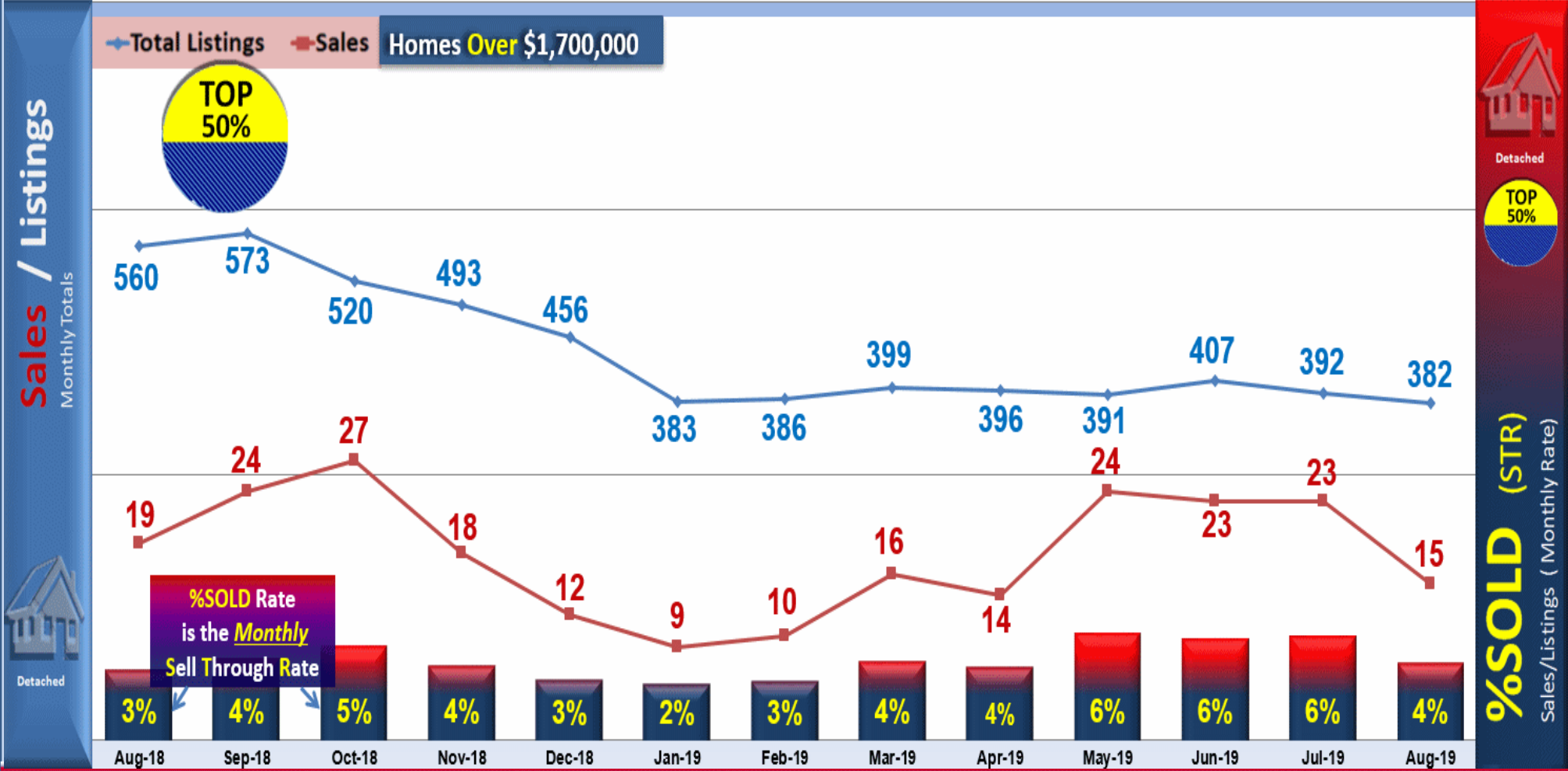
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Market Analysis and Forecasting

Sept 1/19 East Vancouver

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



Sales / Listings
Monthly Totals

Detached
TOP 50%

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



Detached



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Market Analysis and Forecasting

Sept 1/19 East Vancouver

Detached

East Vancouver

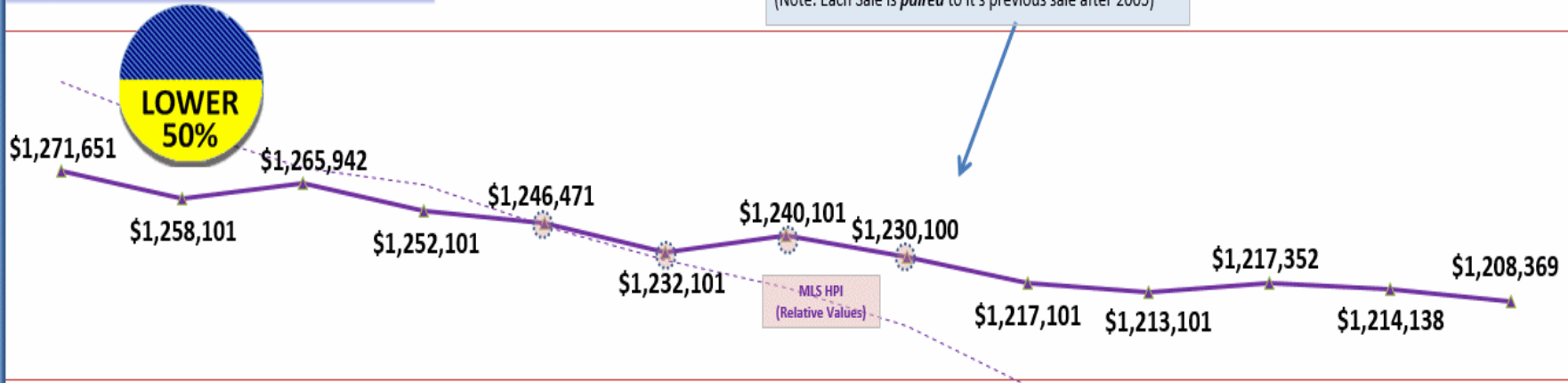
Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

Homes Below \$1,700,000

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

(Note: Each Sale is paired to its previous sale after 2005)



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

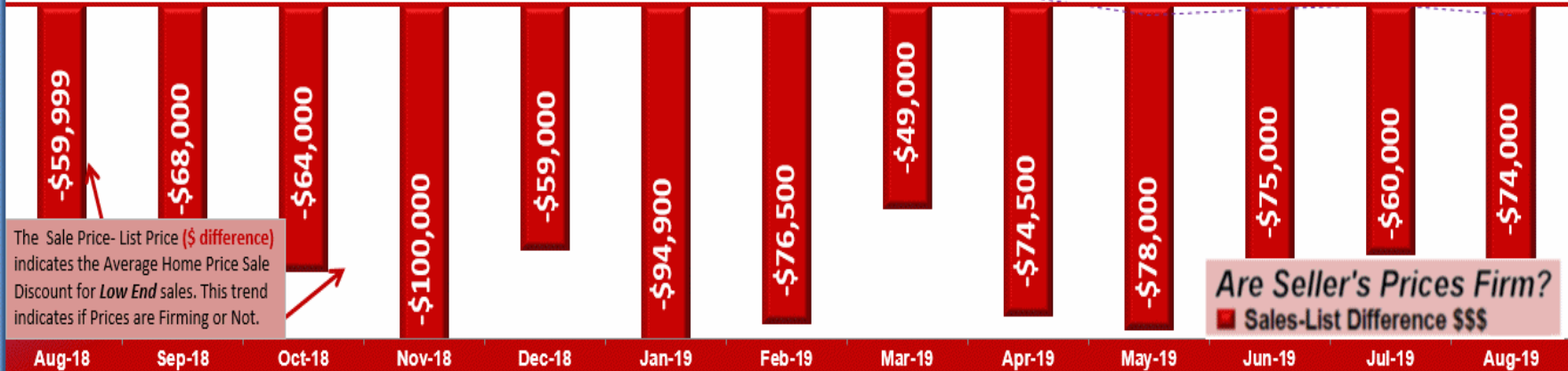


Detached



LOWER 50%

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



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

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



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

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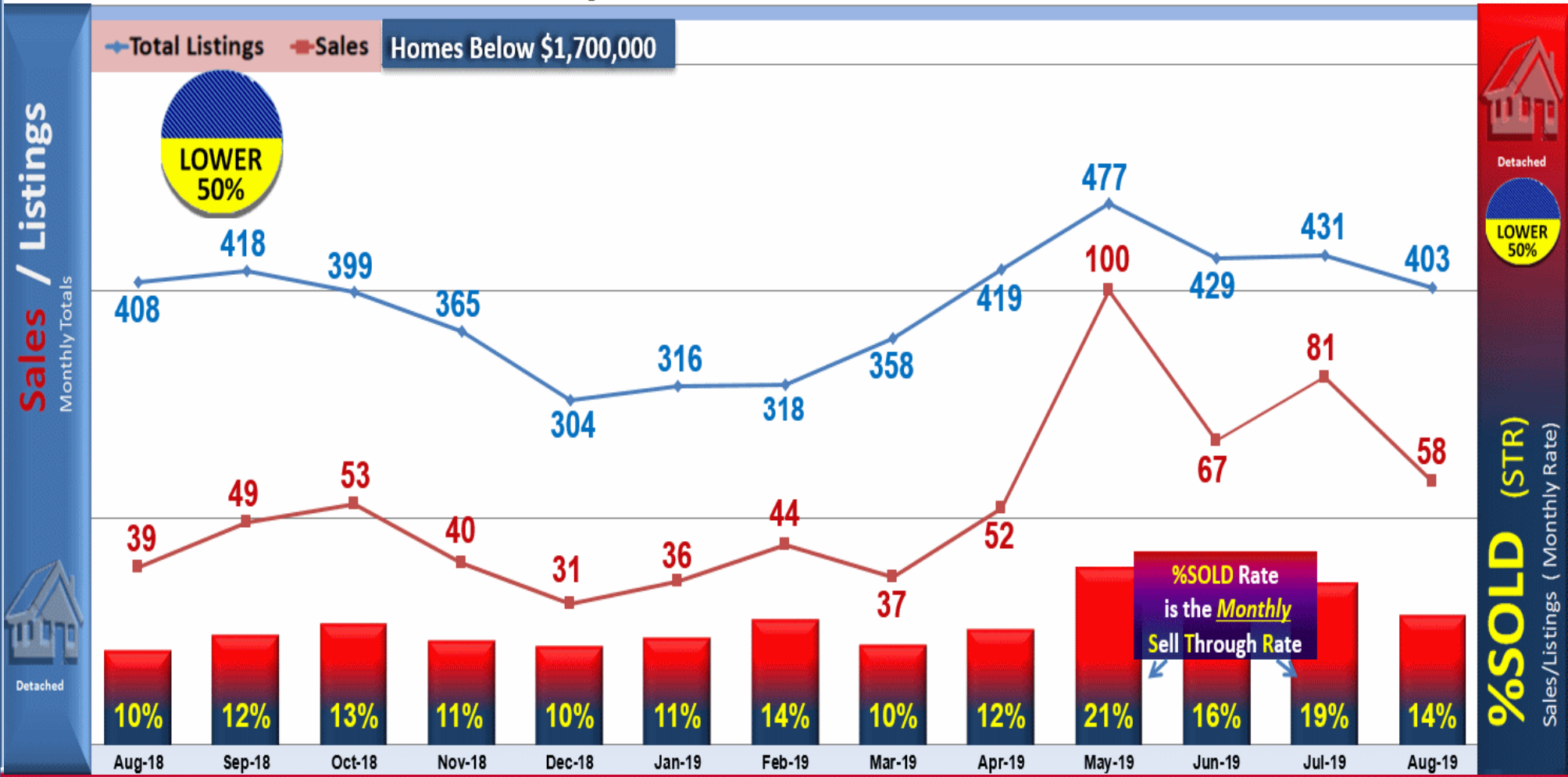
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Market Analysis and Forecasting

Sept 1/19 East Vancouver

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



Sales / Listings
Monthly Totals



Detached



Detached



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

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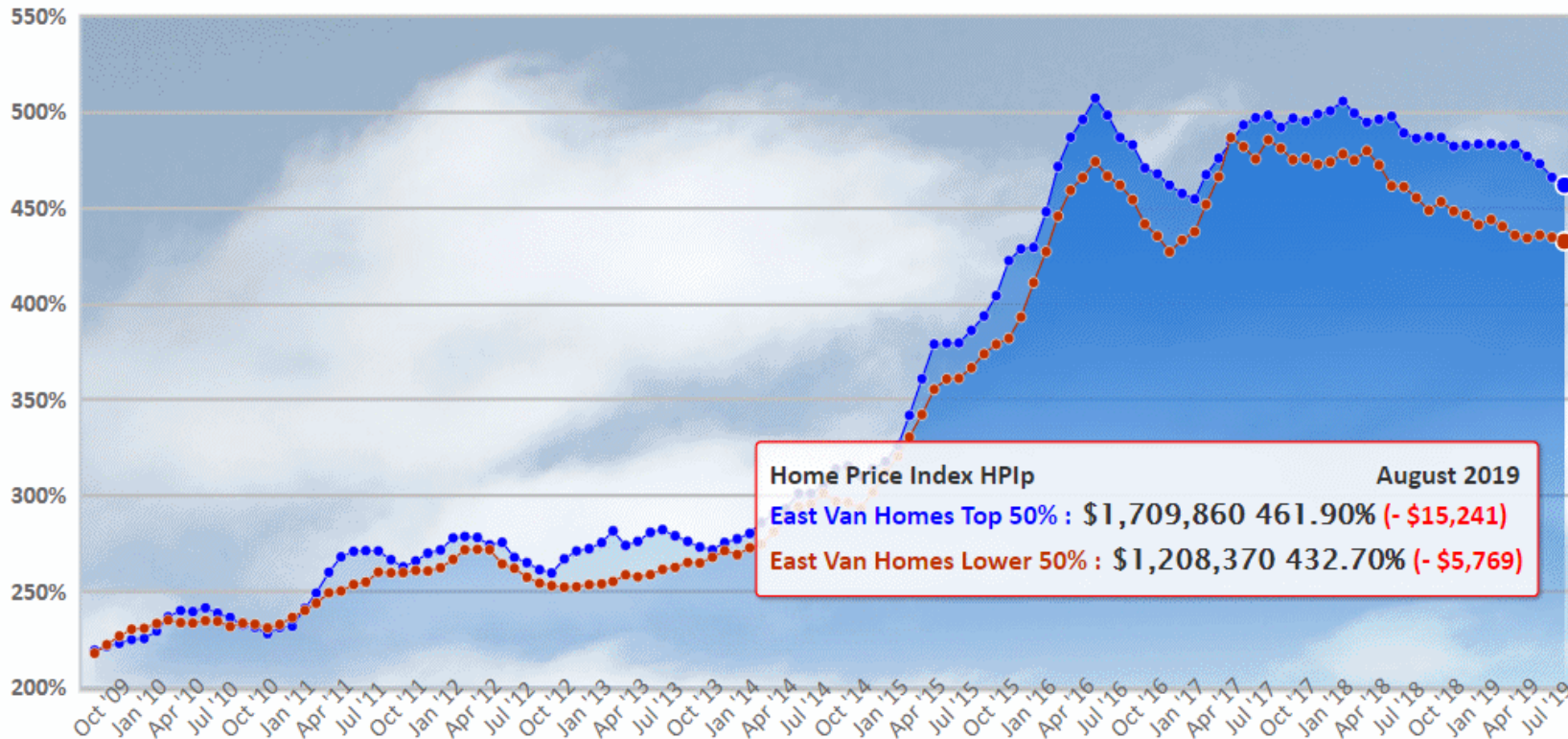
Market Analysis and Forecasting

Sept 1/19 East Vancouver

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

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

<<< 1 2 3 >>>

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Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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

溫哥華市中心房地產價格變動 / 溫哥華市中心房地產價格變動

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

房屋类型: 迄至今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

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

YTD Home Price Changes \$\$\$ 年終住房價格變動

YTD Home Price Changes % 年終住房價格變動



(\$155,762)

-9.2%

High End Condos

高档独立屋



(\$70,827)

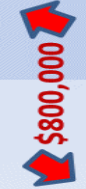
-10.4%

Low End Condos

低端独立屋



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



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



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Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

Vancouver Downtown Sub areas Statistics - Aug 2019 - Attached						
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Coal Harbour	172	10	41	94%	-\$69,250	6%
Downtown VW	373	72	25	97%	-\$21,450	19%
West End VW	221	38	19	96%	-\$20,500	17%
Yaletown	260	52	29	97%	-\$34,000	20%
Total Activity	1026	172	22	96%	-\$29,000	17%

Sept 1 2019 Vancouver Downtown Market Update (attached)

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

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

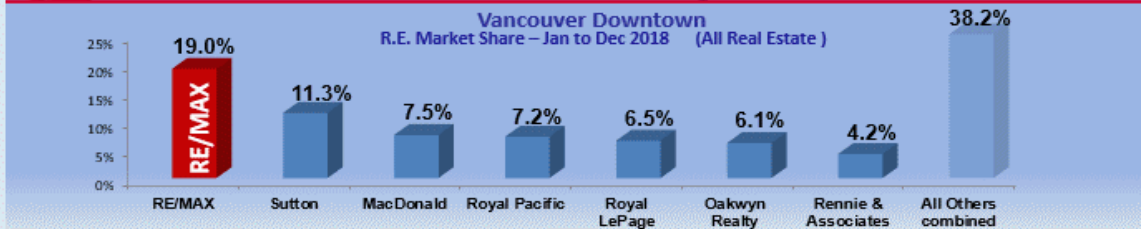
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: Current listing inventories are 13% more than same month last year meaning that we are seeing a reduced listings supply. We project Vancouver Downtown to be a continued seller market.
 August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.
 Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing \$3,518 on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased \$3,432 on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Vancouver Downtown List Price Ranges Statistics - Aug 2019							Attached
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$450,000	25	8	23	97%	-\$10,050	32.0%	↑
\$450,001-\$500,000	22	8	9	98%	-\$11,000	36.4%	↑
\$500,001-\$600,000	94	23	19	96%	-\$22,500	24.5%	↑
\$600,001-\$700,000	145	41	20	98%	-\$12,000	28.3%	↑
\$700,001-\$800,000	93	17	13	99%	-\$9,000	18.3%	↑
\$800,001-\$900,000	71	20	33	96%	-\$35,950	28.2%	↑
\$900,001-\$1,000,000	67	8	55	97%	-\$29,500	11.9%	↑
\$1,000,001-\$1,300,000	123	27	29	95%	-\$59,524	22.0%	↑
\$1,300,001-\$1,800,000	142	13	39	96%	-\$60,000	9.2%	↓
\$1,800,001-\$2,201,000	62	3	133	87%	-\$270,000	4.8%	↓
\$2,201,001 and more	182	4	81	94%	-\$159,500	2.2%	↓
Total Activity	1026	172	22	96%	-\$29,000	17%	↑

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

the RE/MAX Market Share Reports



Analytical Methods: The Vancouver Downtown represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Vancouver Downtown market into two parts with the **Vancouver Downtown HPIp Top 50%** representing the higher end sales and the **Vancouver Downtown HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time. Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

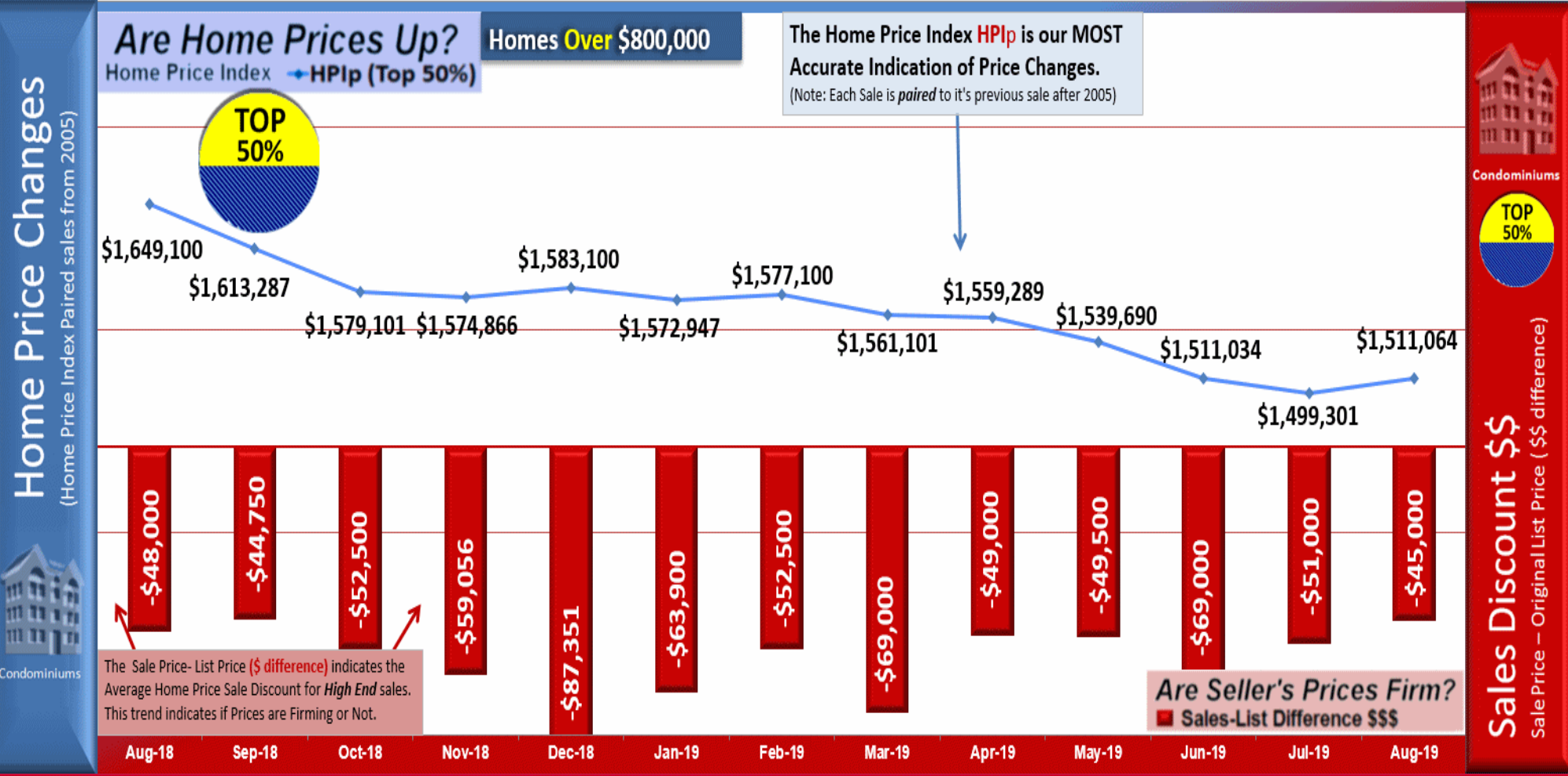


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 The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types.
 Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.



Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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

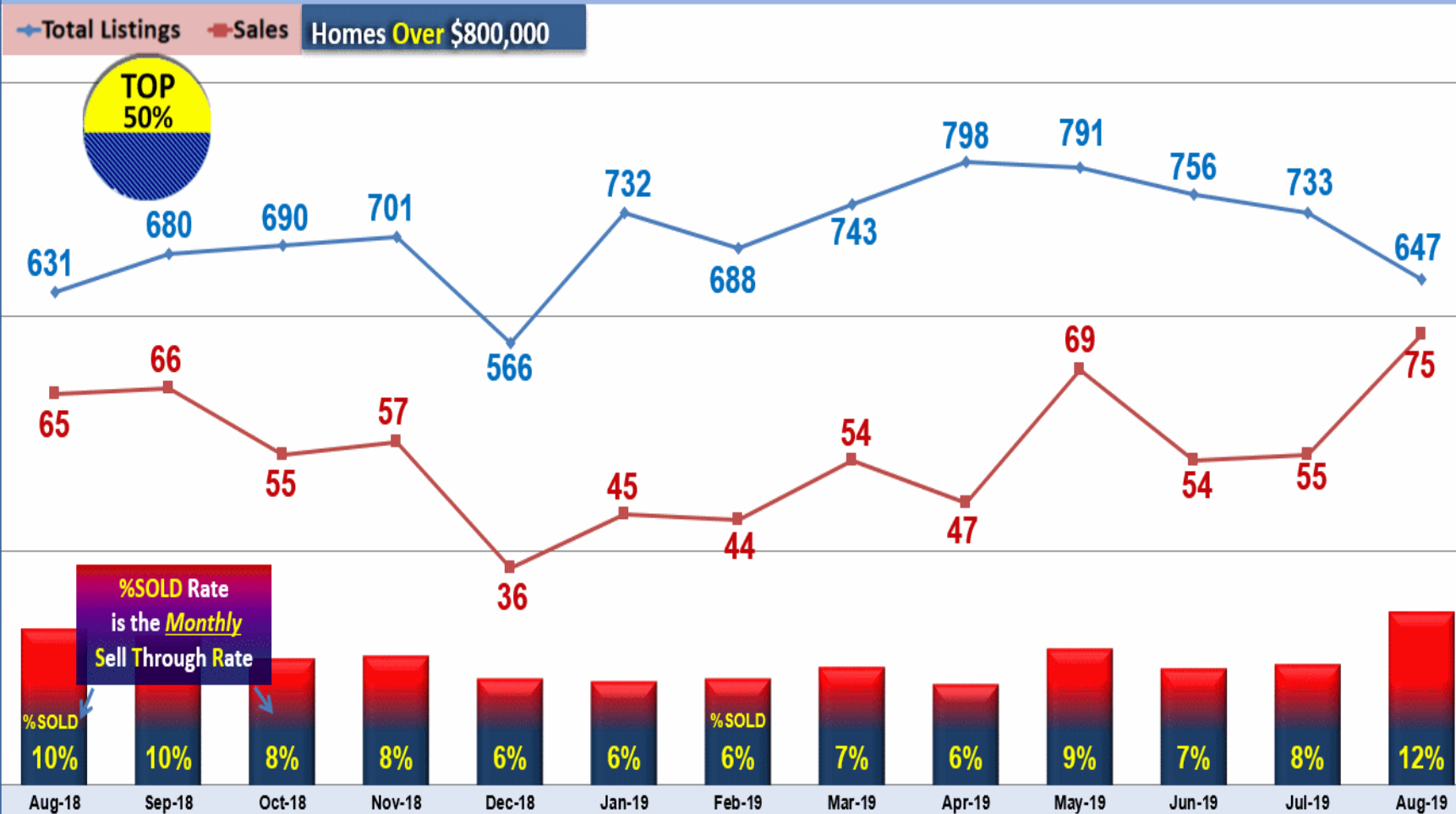


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Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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



Sales / Listings
Monthly Totals



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



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Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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

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



Condominiums

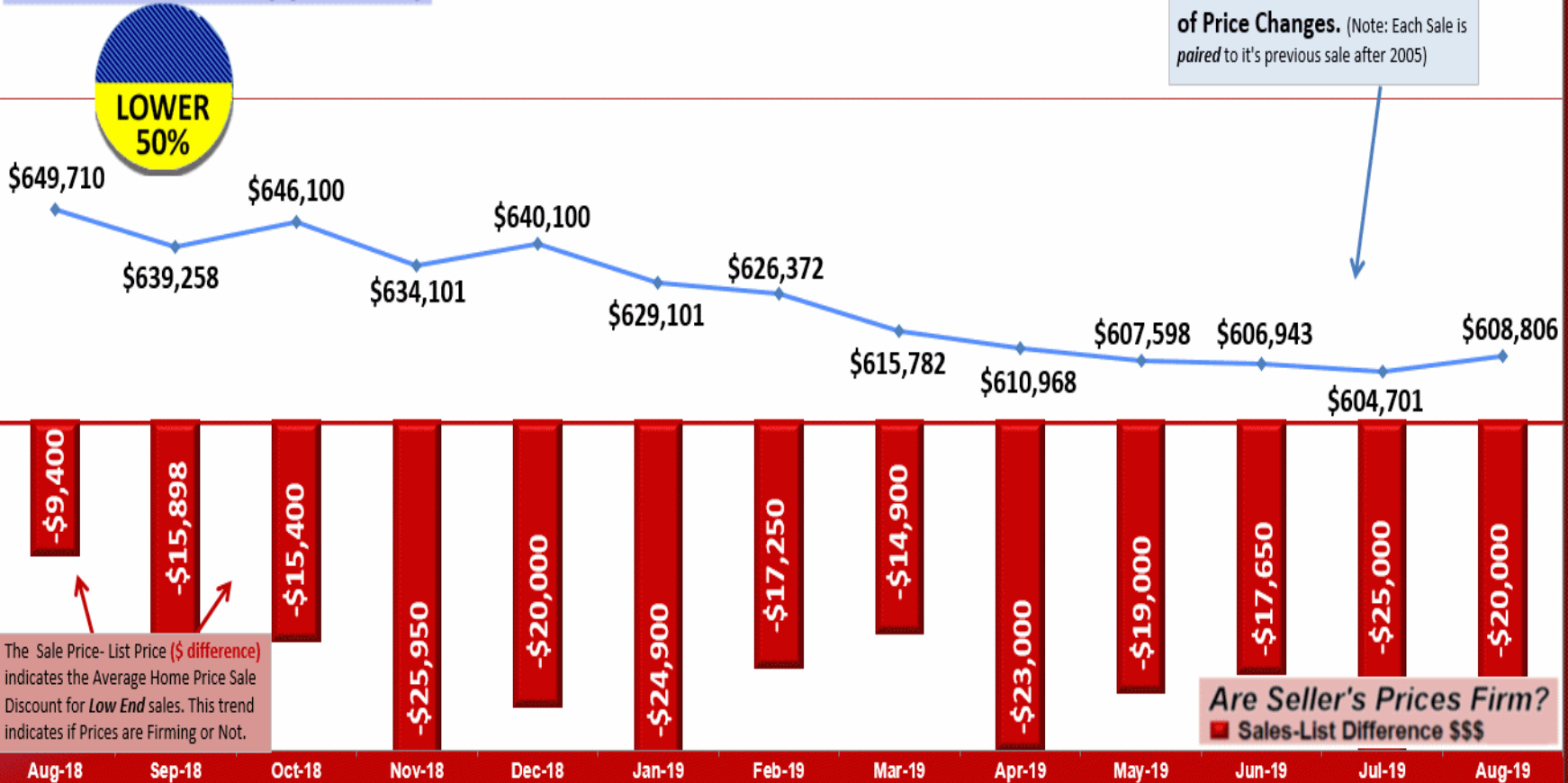


Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

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

Home Price Index → HPIp (Lower 50%)

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



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

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



Condominiums



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Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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

Sales / Listings
Monthly Totals



Attached

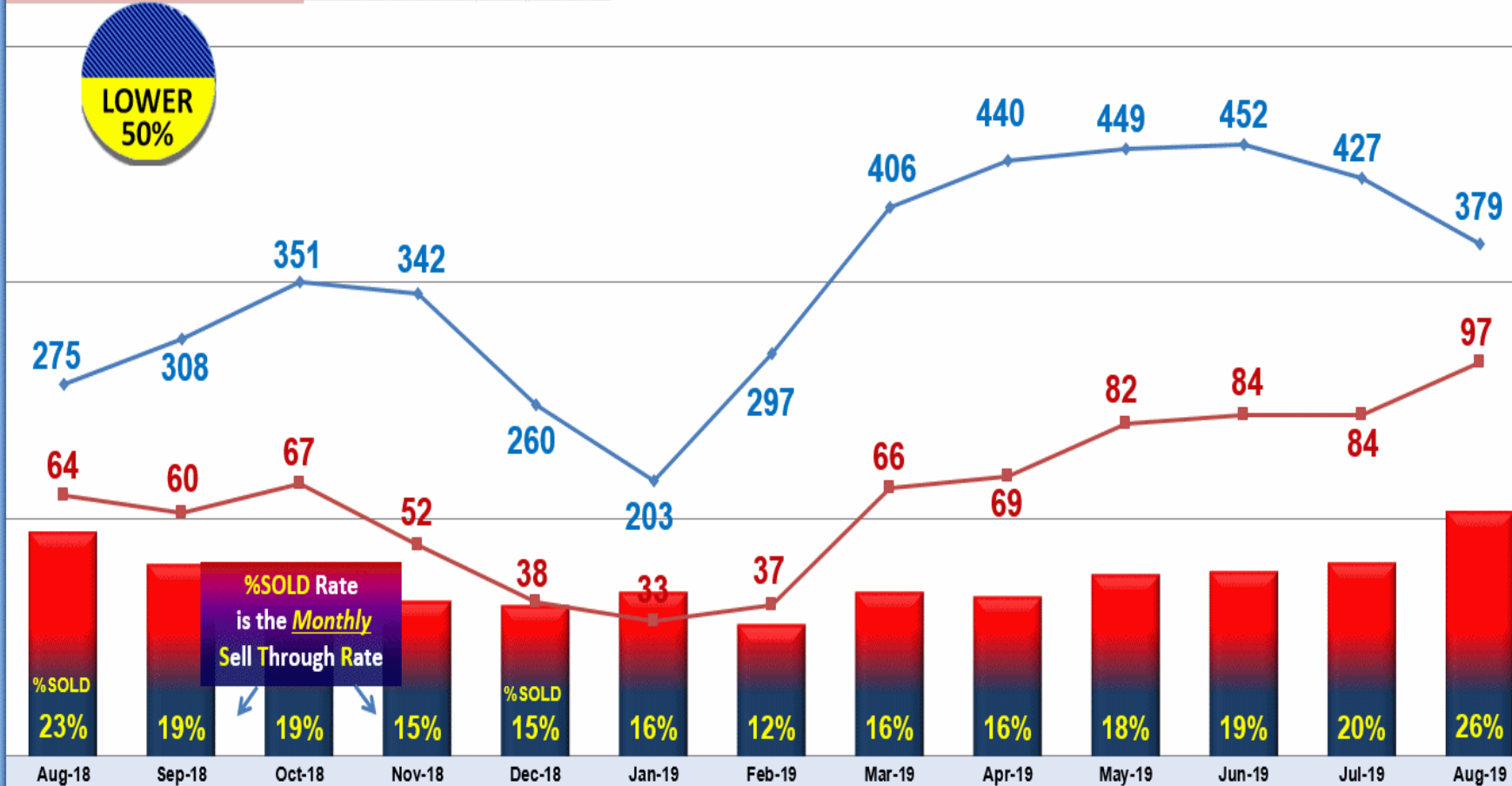


Attached



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

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



%SOLD Rate is the Monthly Sell Through Rate

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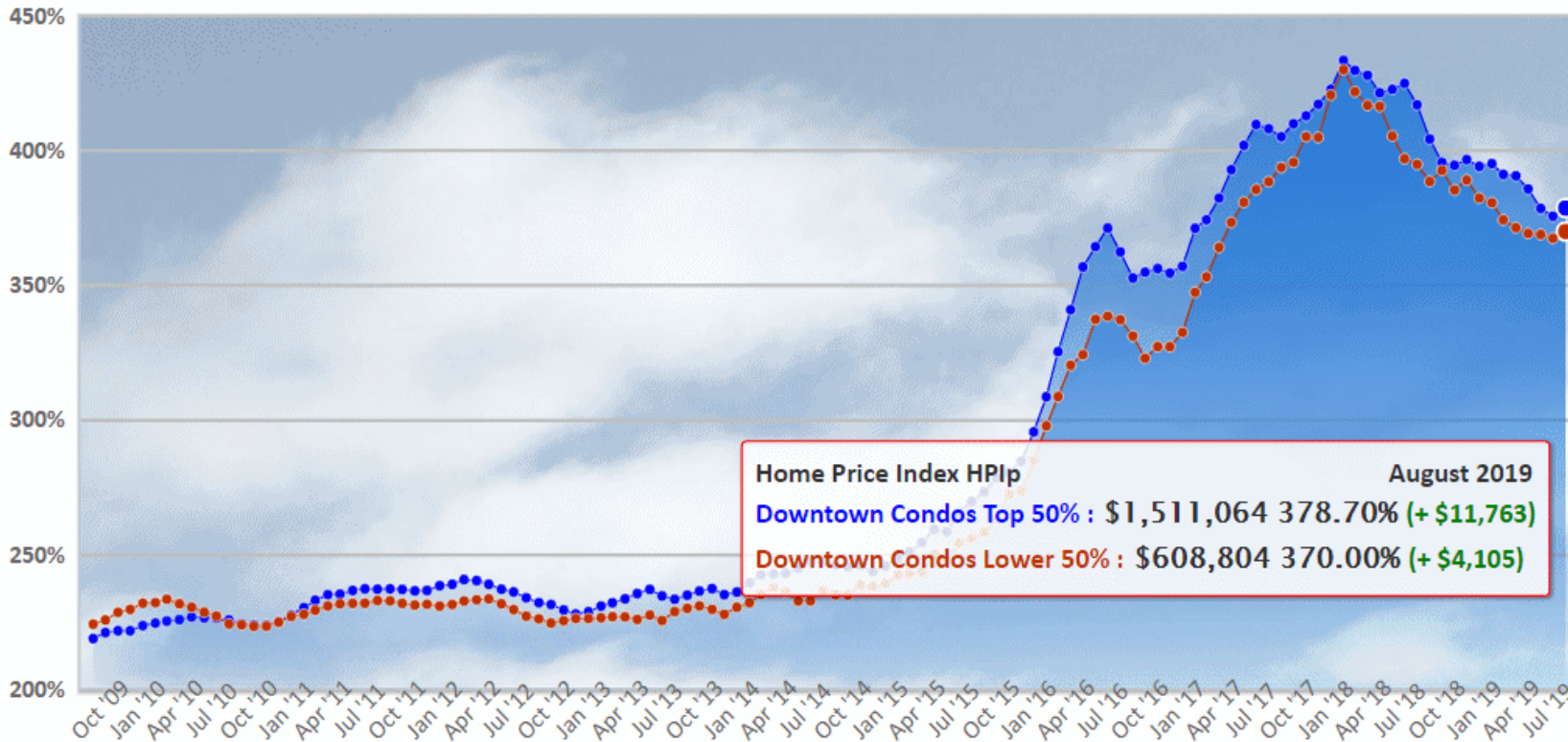


Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

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

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Highcharts.com



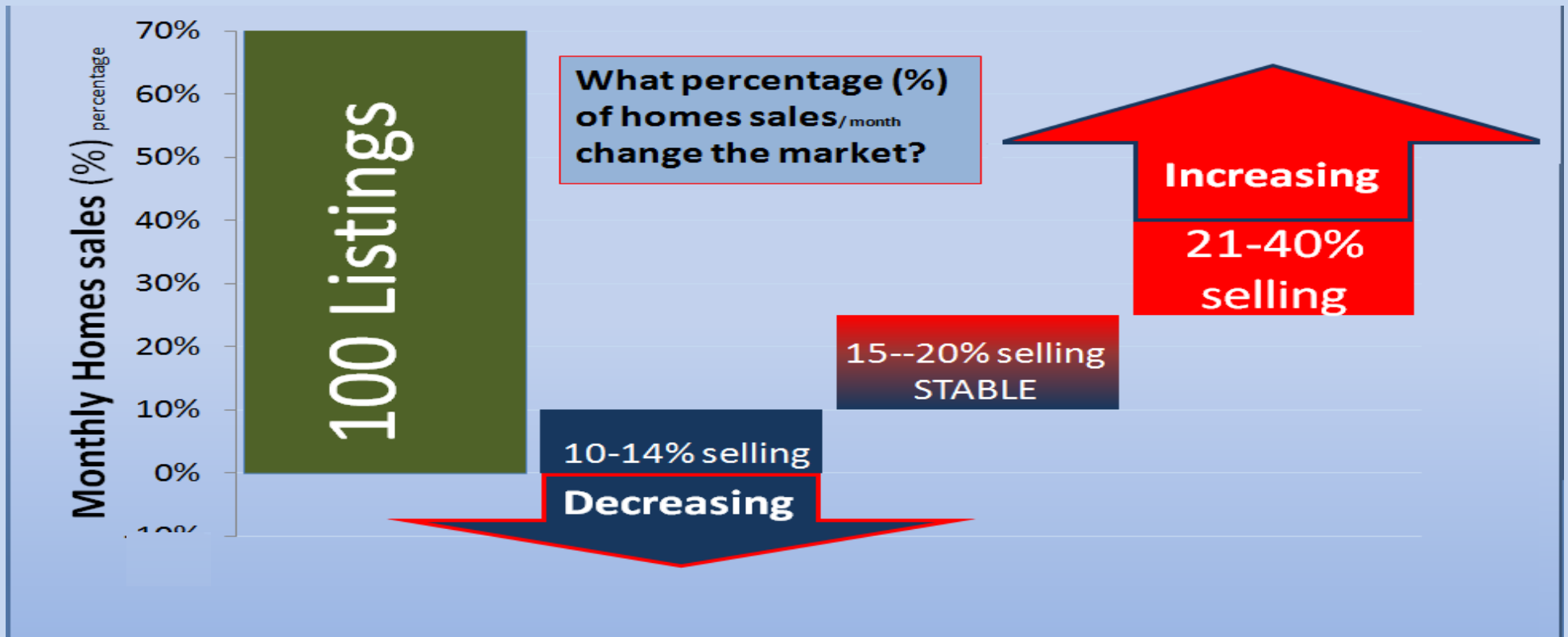
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Market Analysis and Forecasting

Market Analysis and Forecasting

Supply and Demand

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



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