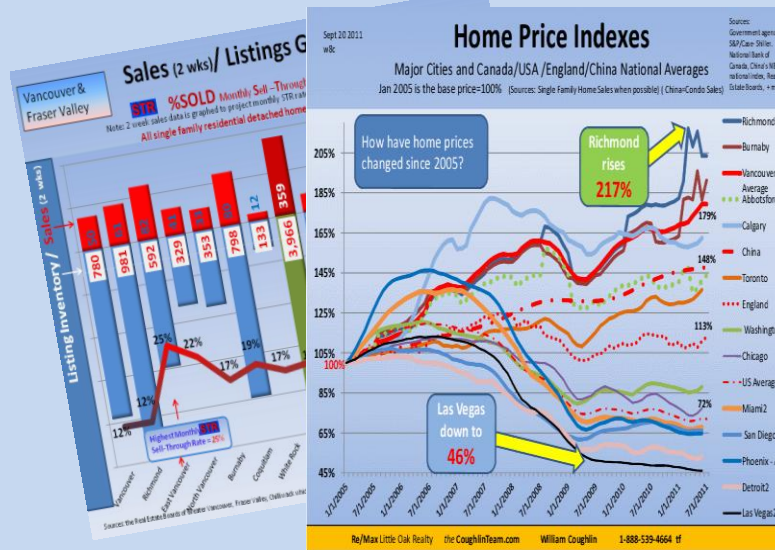


Pat and Deb Vale's Market Reports



Advanced Marketing Tools





Pat and Deb Vale's Market Reports

Detached

- [Mission](#)
- [Abbotsford](#)
- [Maple Ridge](#)

Attached

- [Abbotsford](#)
- [Maple Ridge](#)

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



Vancouver Market Reports

detached homes

Vancouver Market Reports

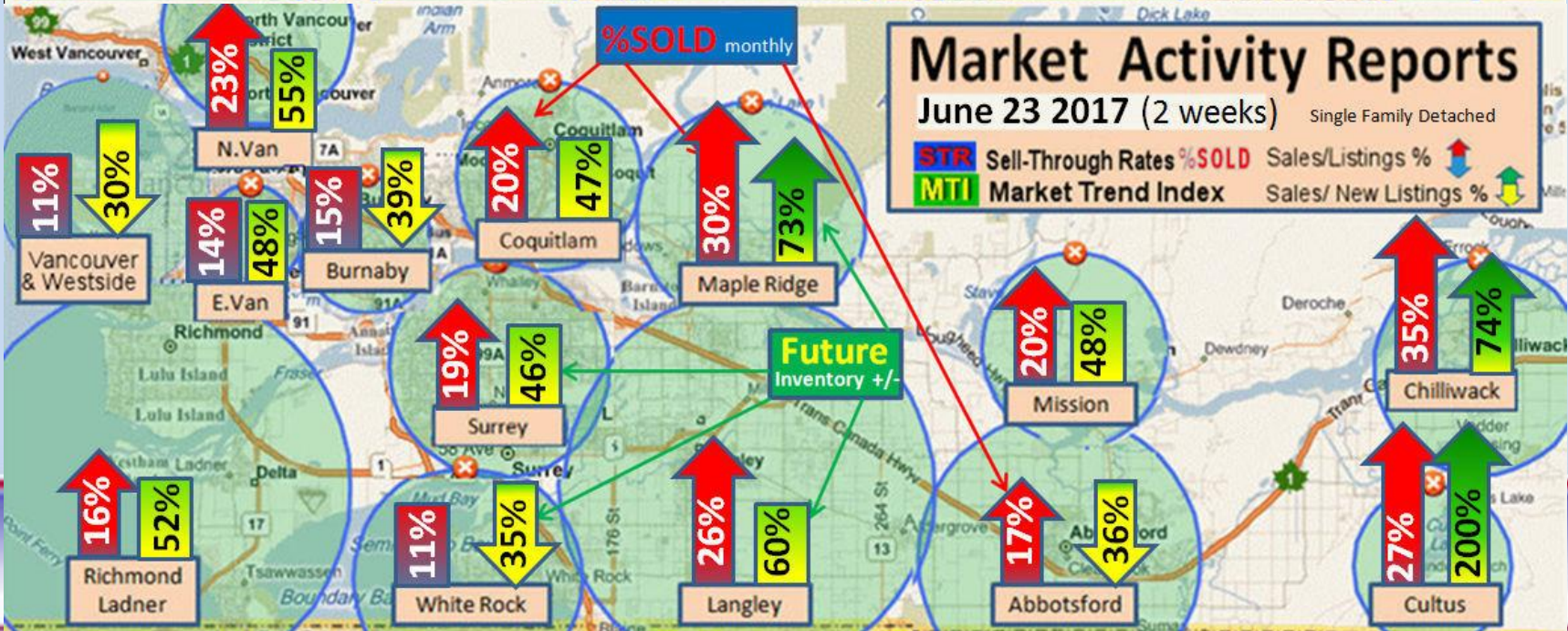
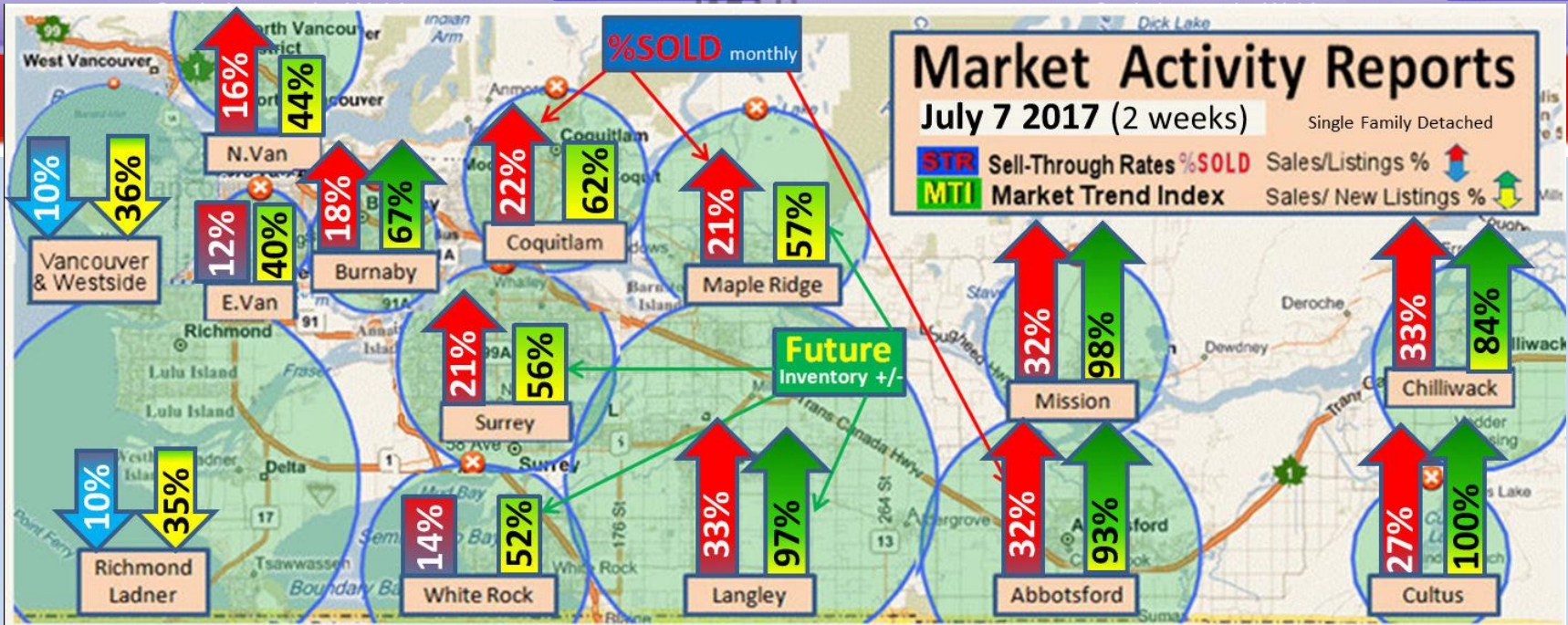
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detached homes

Vancouver Market Reports

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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

Sales (2 wks)/ Listings Graph

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



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Market Analysis and Forecasting

July 1/17 Mission

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Mission 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 **HPIp**

\$108,631

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

\$86,259

14.8%

19.1%

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

High End Detached

高档独立屋



\$550,000

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 %%

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

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

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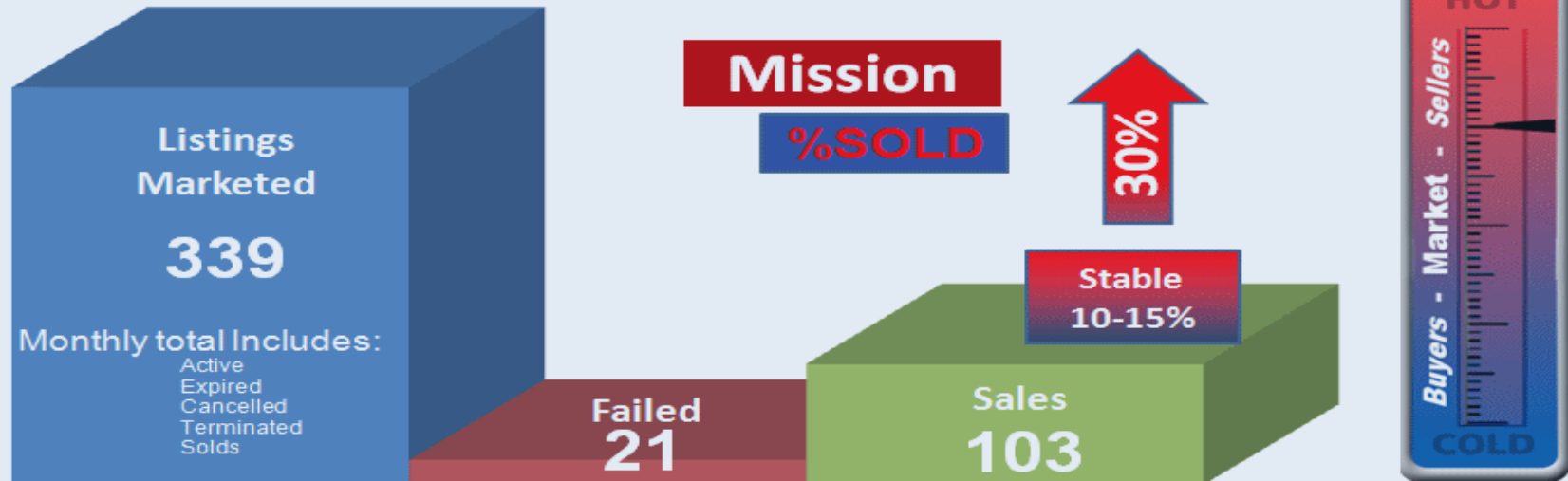
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Market Analysis and Forecasting

July 1/17 Mission

Monthly Market Activity - June 2017 - Single Family



July 1 2017 Mission Market Update (Detached)

Current: Mission is a Sellers Market with normal listing inventories, **30 %SOLD** rate and Sale Price /List Price = 100% (e.g.: means an average of a \$0 Discount from the original list price on sale .)

Most Active Price Range: Homes between \$450,000 - \$575,000 have **45.0 %SOLD** rate.

Least Active Price Range: Homes above \$750,000 have a **17.5 %SOLD** rate.

History: The Mission Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$95,317. The Mission Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$78,212.

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



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Market Analysis and Forecasting

July 1/17 Mission

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

Mission List Price Ranges Statistics - June 2017							Detached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$350,000	22	4	9	103%	\$4,100	18.2%	↑
\$350,001-\$450,000	7	3	8	100%	\$0	42.9%	↑
\$450,001-\$575,000	60	27	7	106%	\$32,100	45.0%	↑
\$575,001-\$750,000	107	44	9	100%	\$0	41.1%	↑
\$750,001 and more	143	25	20	98%	-\$14,800	17.5%	↑
Total Activity	339	103	9	100%	\$0	30%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jun-16	May-17	Jun-17	7/1/2017	Change	
Total Listings (A,S,T,C,X)	432	233	339		106	↑
Active Listings (1st of the month)	232	191	105	215	110	↑
Solds	150	104	103		-1	↓
Days on Market (DOM)	9	8	9		1	↑
%SOLD (Sales/ Listings /mthly rate)	35%	45%	30%		-14%	↓
(Top 50%) Home Price Index HPI _p	\$777,775	\$841,735	\$873,092		\$31,357	↑
(Lower 50%) Home Price Index HPI _p	\$466,166	\$536,101	\$544,378		\$8,277	↑

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Market Analysis and Forecasting

July 1/17 Mission

What Sold in your Neighbourhood and for What Price?

Mission Sub areas Statistics - June 2017						Detached
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Hatzic	55	14	9	100%	\$0	25.5%
Stave Falls	11	3	13	100%	\$0	27.3%
Steelhead	6	1	2	103%	\$26,000	16.7%
Mission	198	75	8	100%	\$0	37.9%
Durieu	14	0				0.0%
Dewdney Deroche	18	3	39	91%	-\$96,000	16.7%
Lake Errock	25	5	11	100%	\$0	20.0%
Hemlock	3	1	49	88%	-\$49,500	33.3%
Mission-West	9	1	26	98%	-\$14,800	11.1%
Total Activity	339	103	9	100%	\$0	30%



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Market Analysis and Forecasting

July 1/17 Mission

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Next Months Market Forecast

Forecast: Mission has average Listing Supply; 215 homes are for sale and with the **30 %SOLD** monthly rate gives us a ~3 months of inventory. Another indicator: 10% of the Active Listings have Reduced their Price by \$30,959 on Average and \$29,800 on Median for the last month. We project Mission Detached to be a 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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Market Analysis and Forecasting

July 1/17 Mission

Detached

Mission 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)

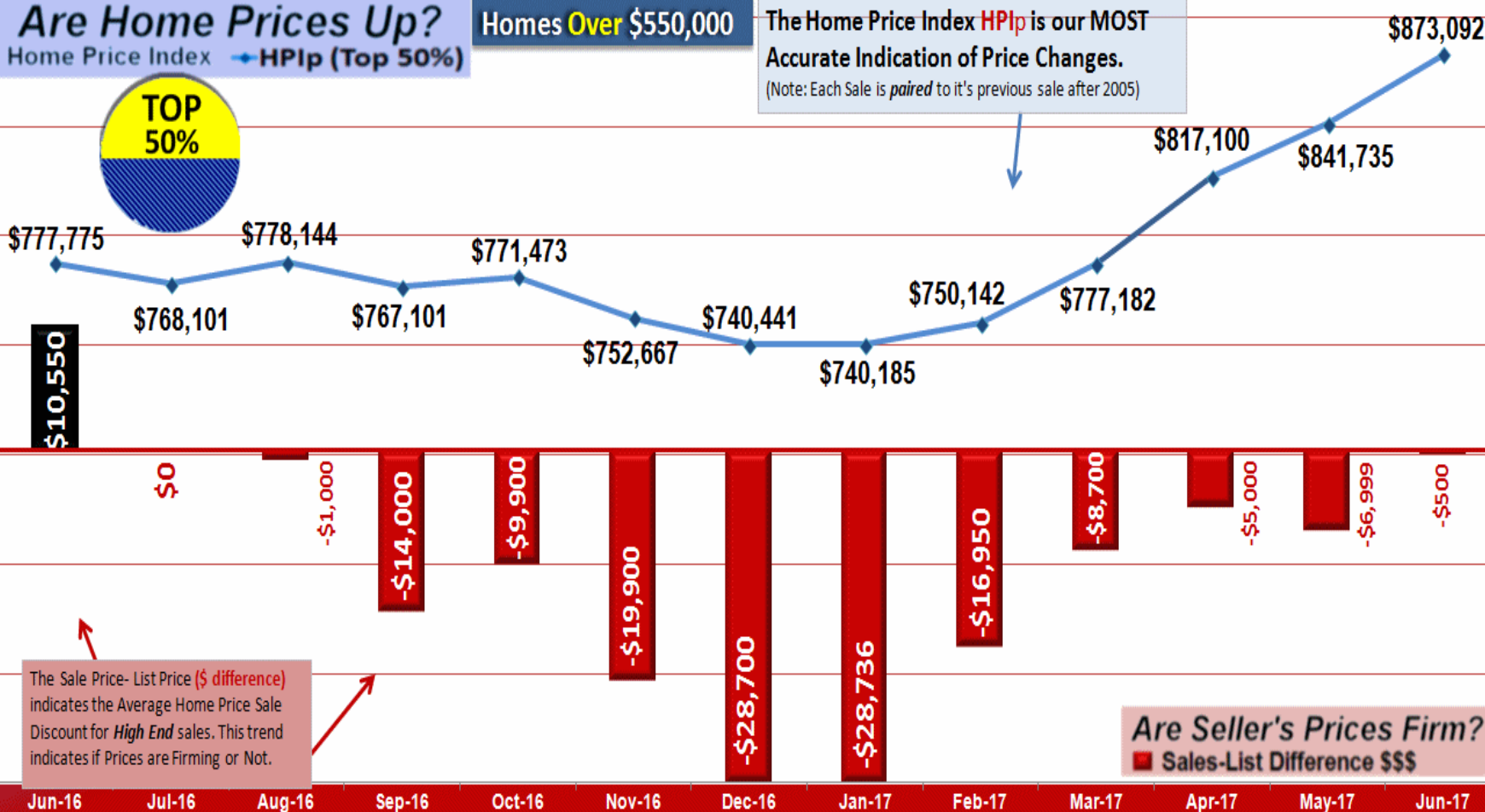
Are Home Prices Up?

Home Price Index → **HPIp (Top 50%)**

Homes **Over \$550,000**

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



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

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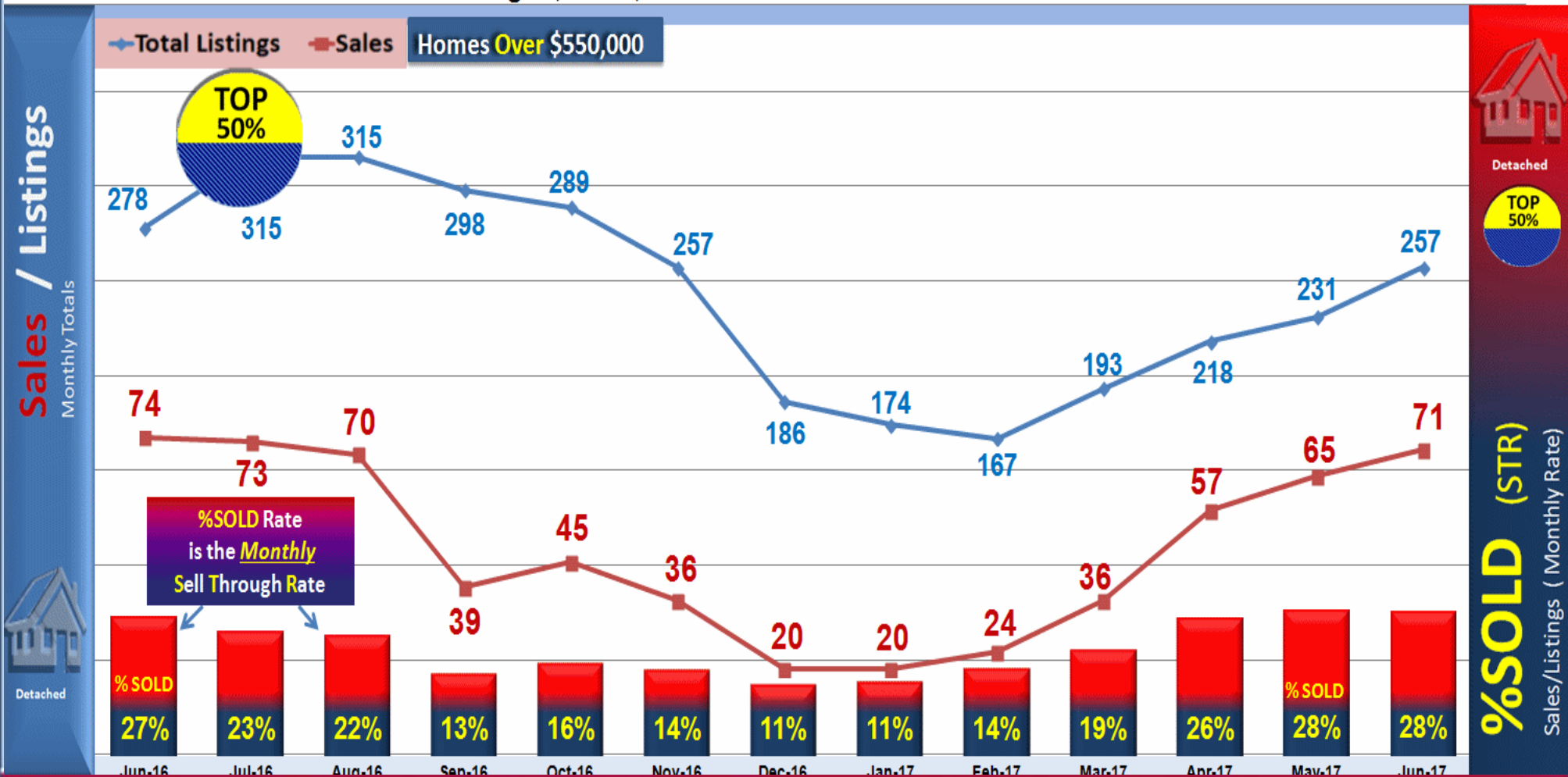
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Market Analysis and Forecasting

July 1/17 Mission

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



Sales / Listings
Monthly Totals

Detached
TOP 50%

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

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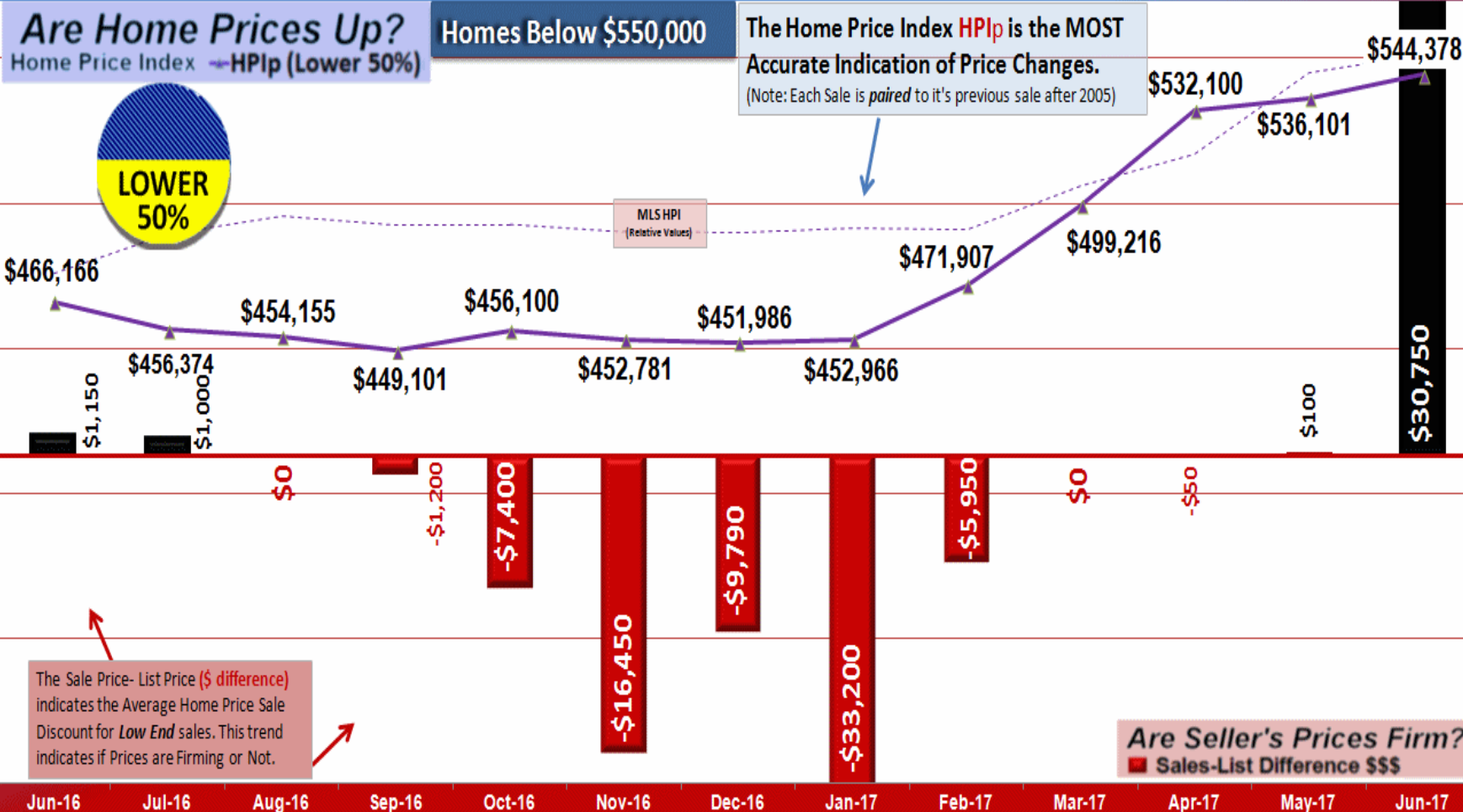
Detached

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

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



Detached



Detached



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

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 its 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 \$\$\$

*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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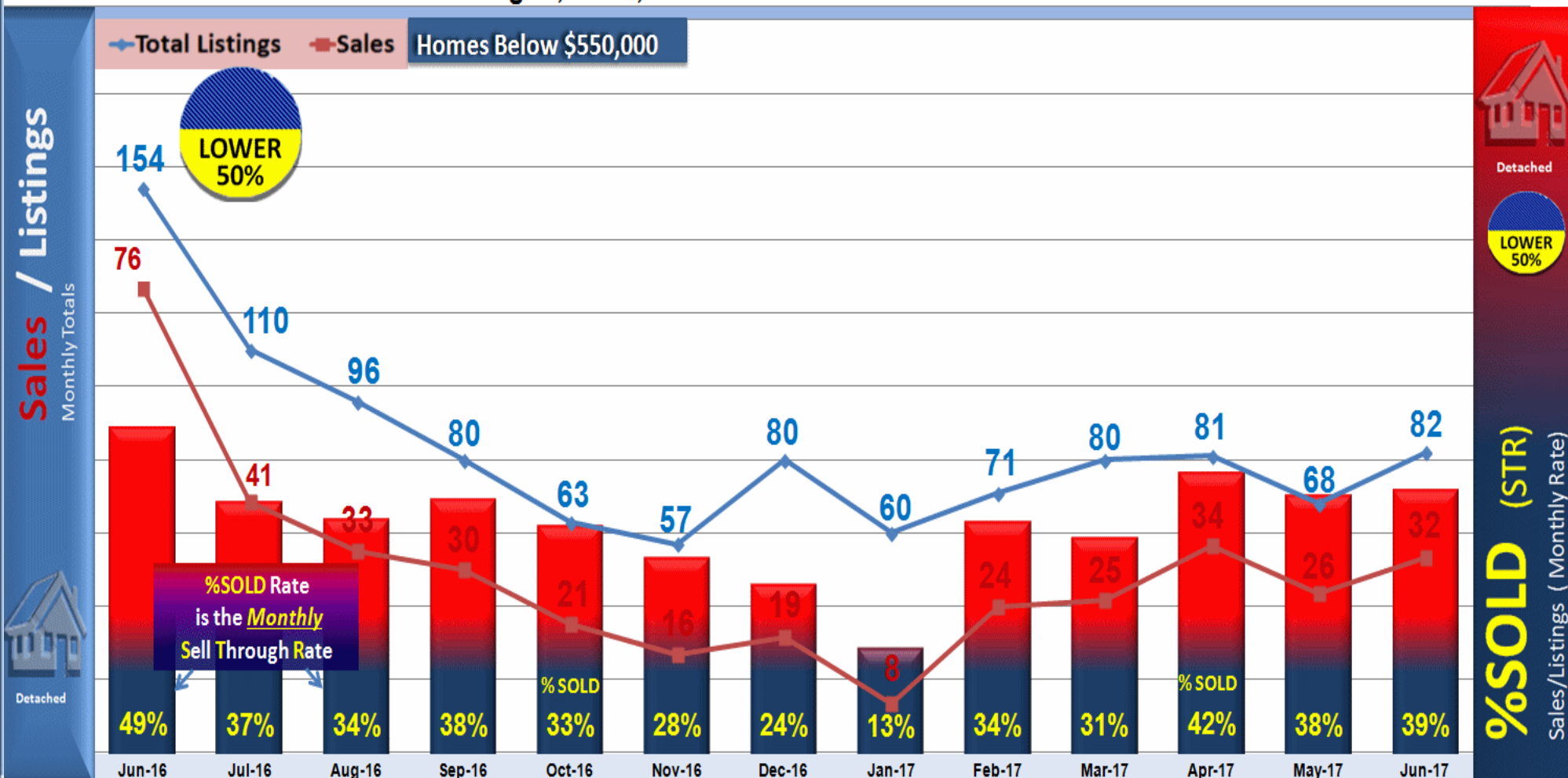
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Market Analysis and Forecasting

July 1/17 Mission

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



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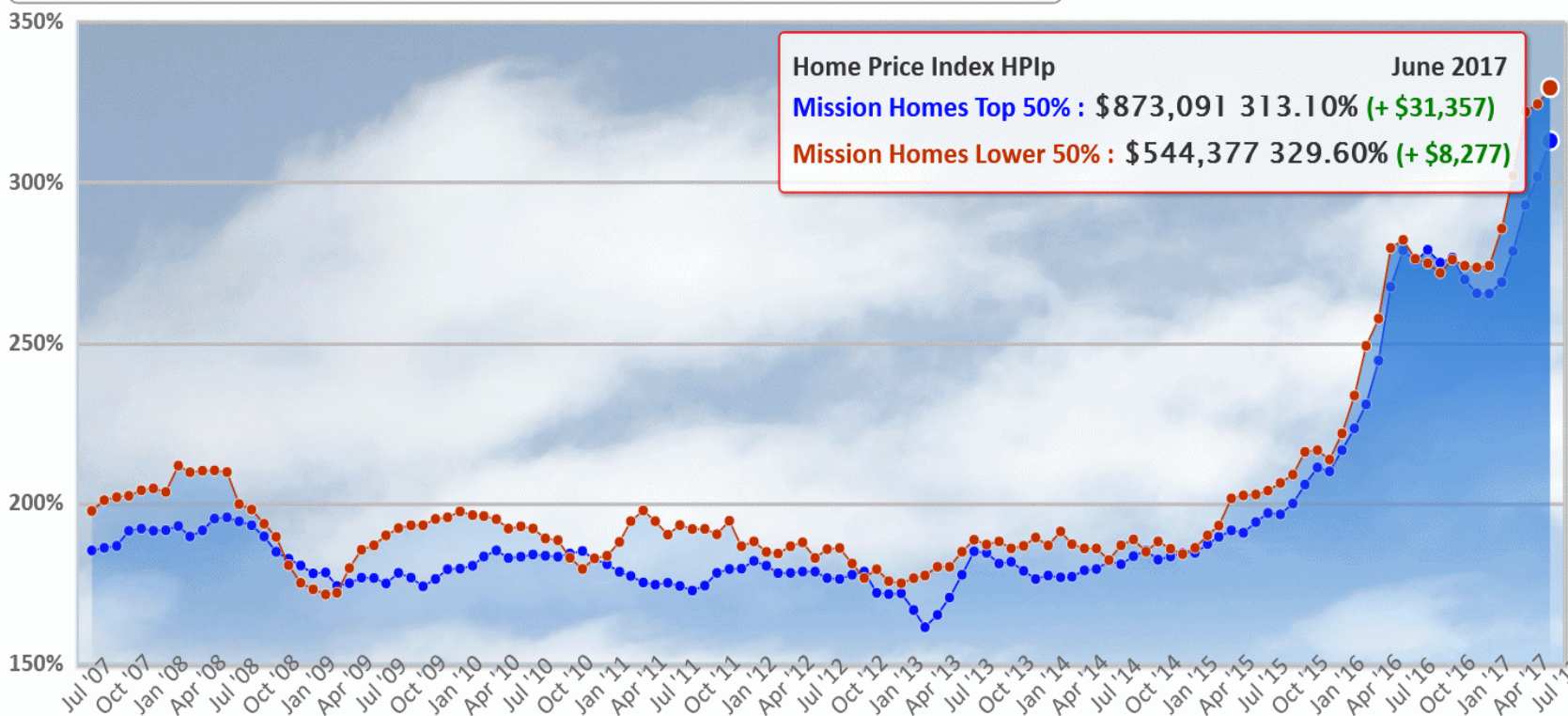
Market Analysis and Forecasting

July 1/17 Mission

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jun 2017	% 313.10
May 2017	% 301.90
Apr 2017	% 293.10
Mar 2017	% 278.70
Feb 2017	% 269.00
Jan 2017	% 265.50
Dec 2016	% 265.60
Nov 2016	% 269.90
Oct 2016	% 276.70
Sep 2016	% 275.10
Aug 2016	% 279.10
Jul 2016	% 275.50

<< < 1 2 3 > >>

Drag over area to ZOOM in



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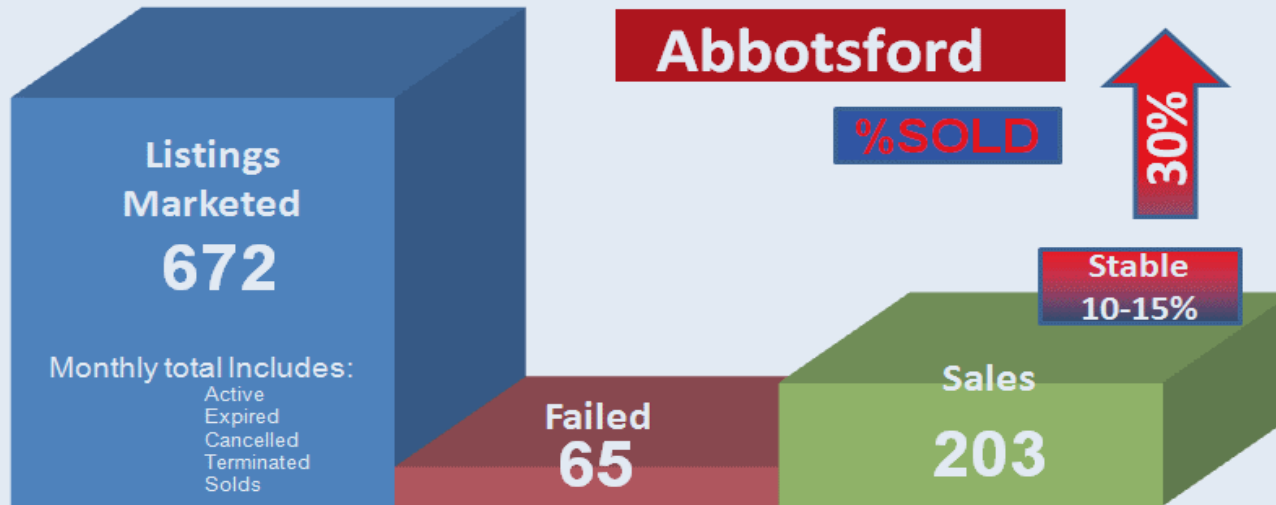
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Market Analysis and Forecasting

July 1/17 Abbotsford

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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Market Analysis and Forecasting

July 1/17 Abbotsford

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%	↑

2. How Many Properties Were Available During the Month?

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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Market Analysis and Forecasting

July 1/17 Abbotsford

What Sold in your Neighbourhood and for What Price?

Abbotsford Sub areas Statistics - June 2017

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Detached	
					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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Market Analysis and Forecasting

July 1/17 Abbotsford

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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.

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July 1/17 Abbotsford

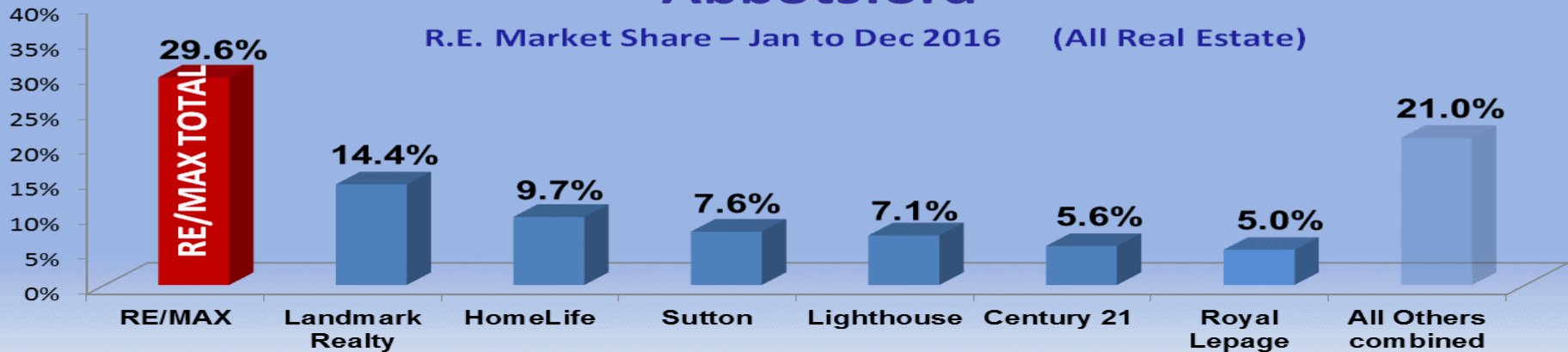
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the RE/MAX Market Share Reports

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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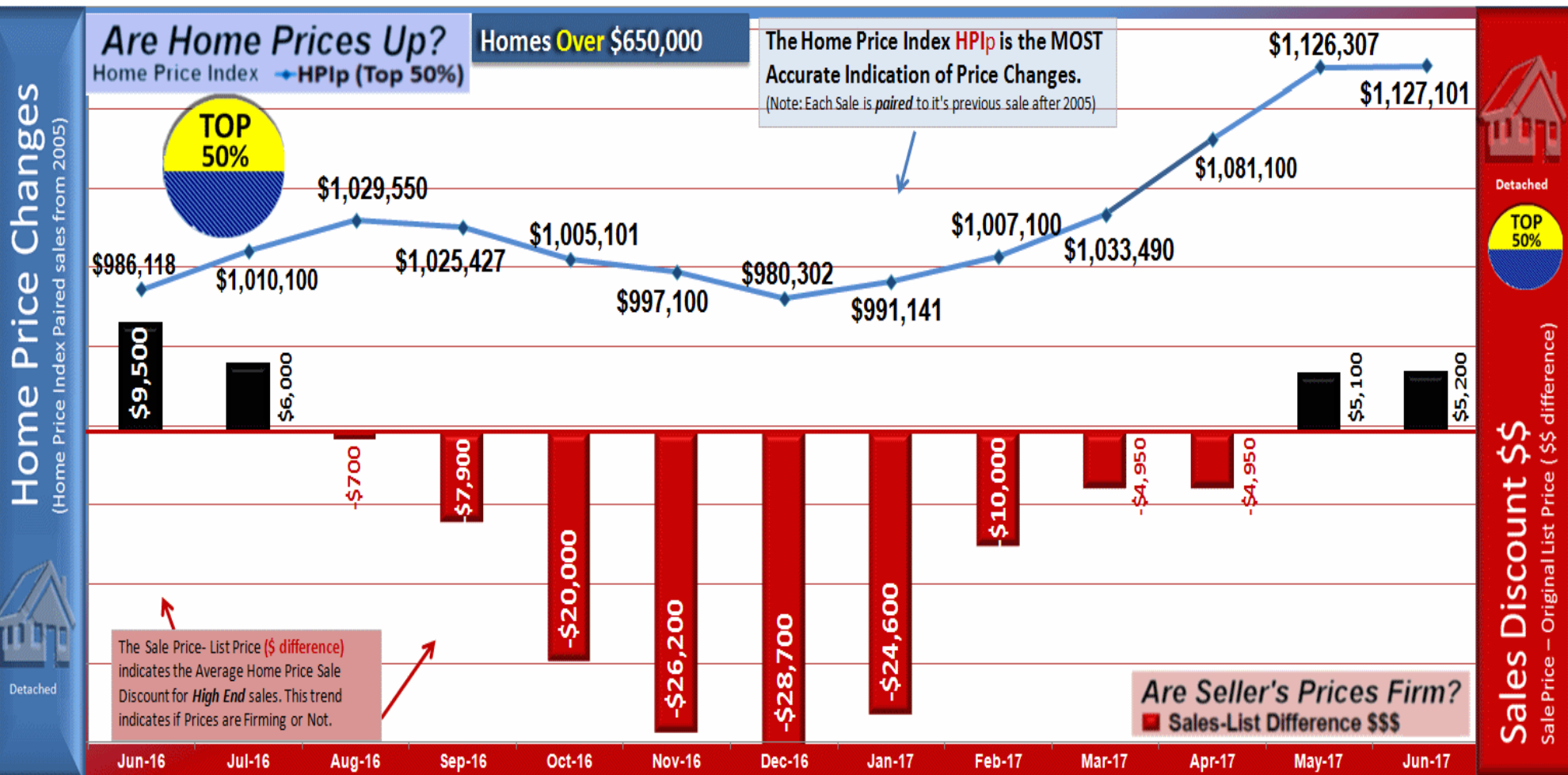
Market Analysis and Forecasting

July 1/17 Abbotsford

Detached

Abbotsford

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



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



Detached



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

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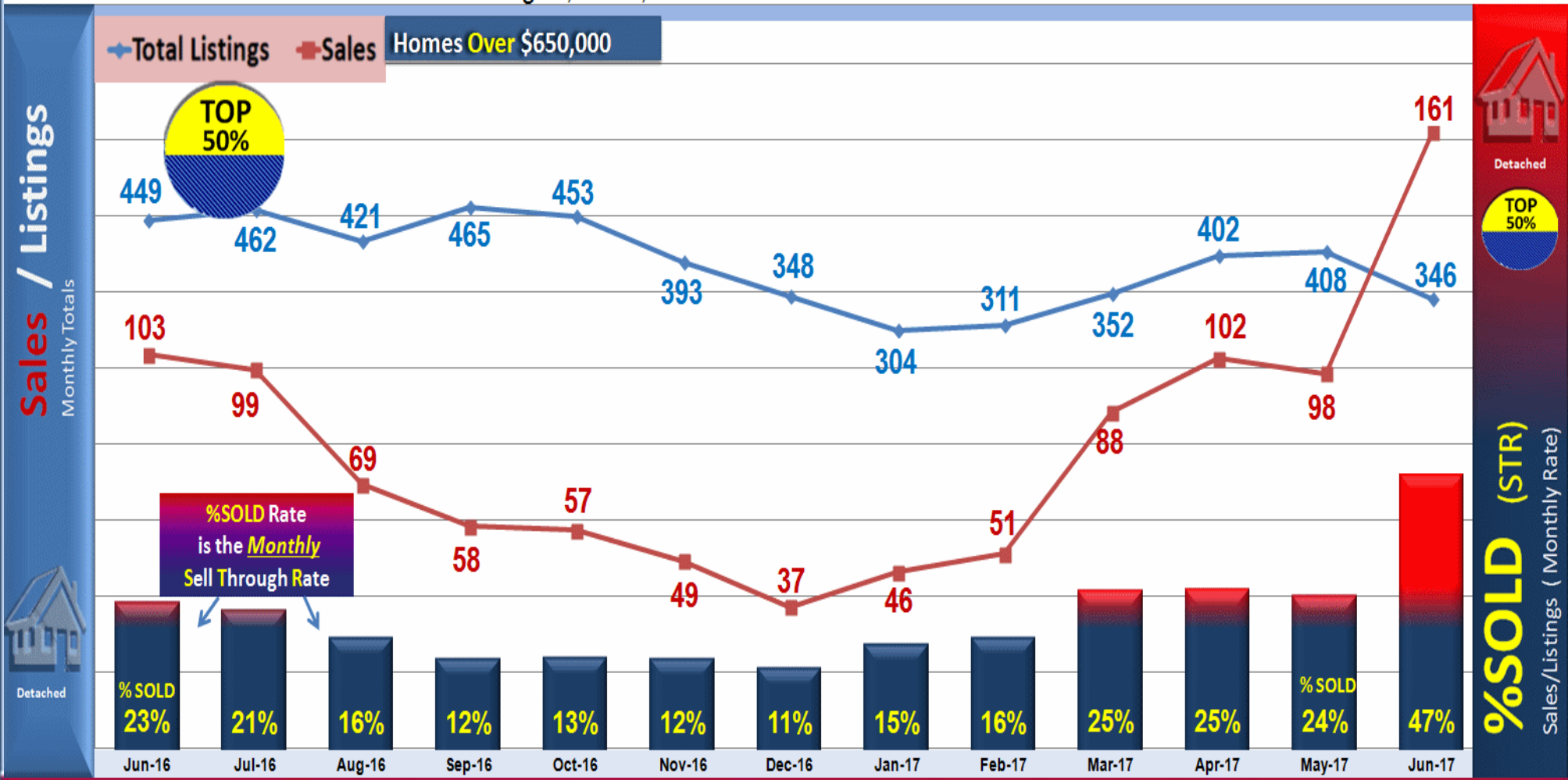
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Market Analysis and Forecasting

July 1/17 Abbotsford

Detached Abbotsford 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

July 1/17 Abbotsford

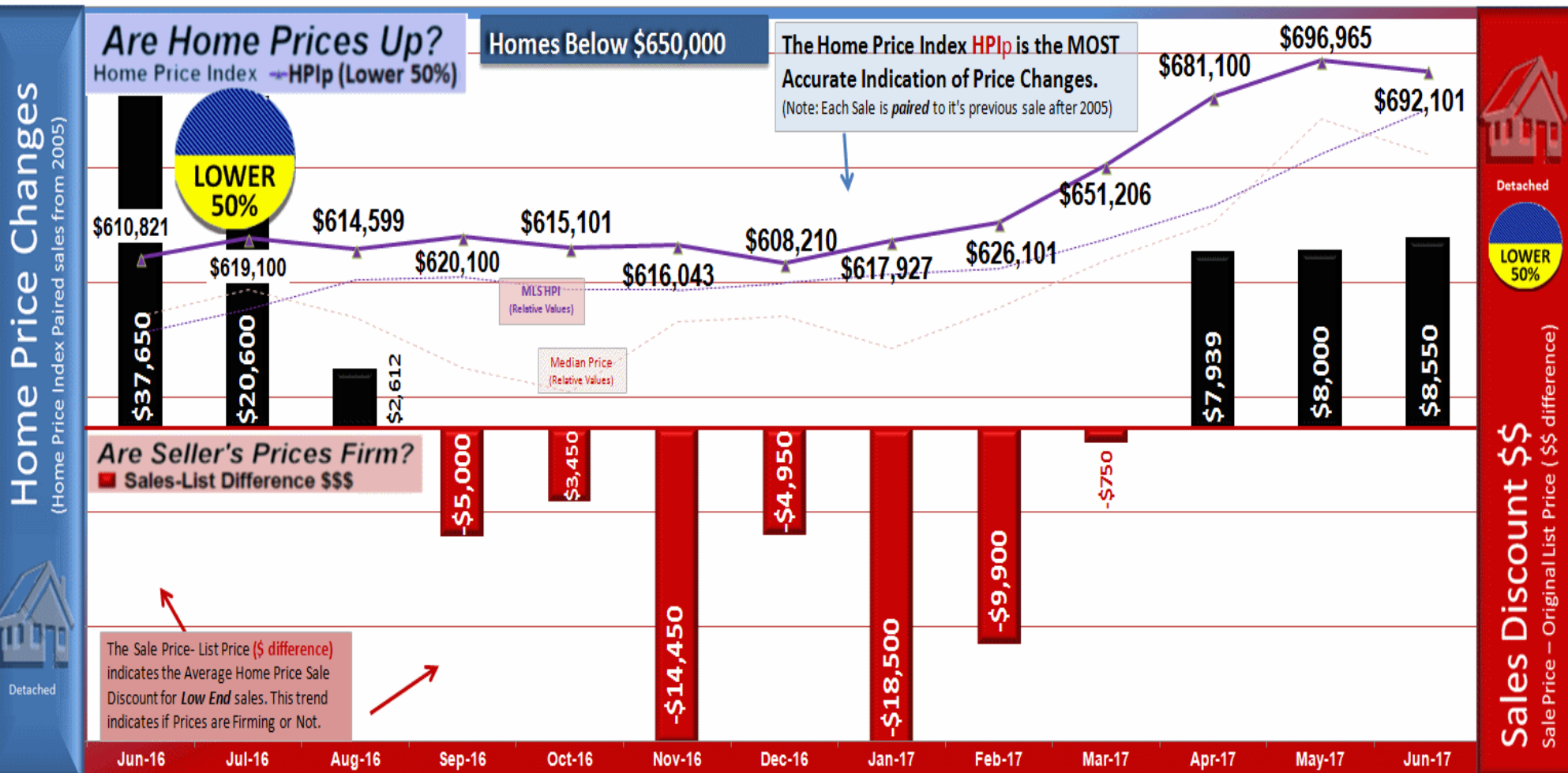
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Detached

Abbotsford

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



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

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Market Analysis and Forecasting

July 1/17 Abbotsford

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

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

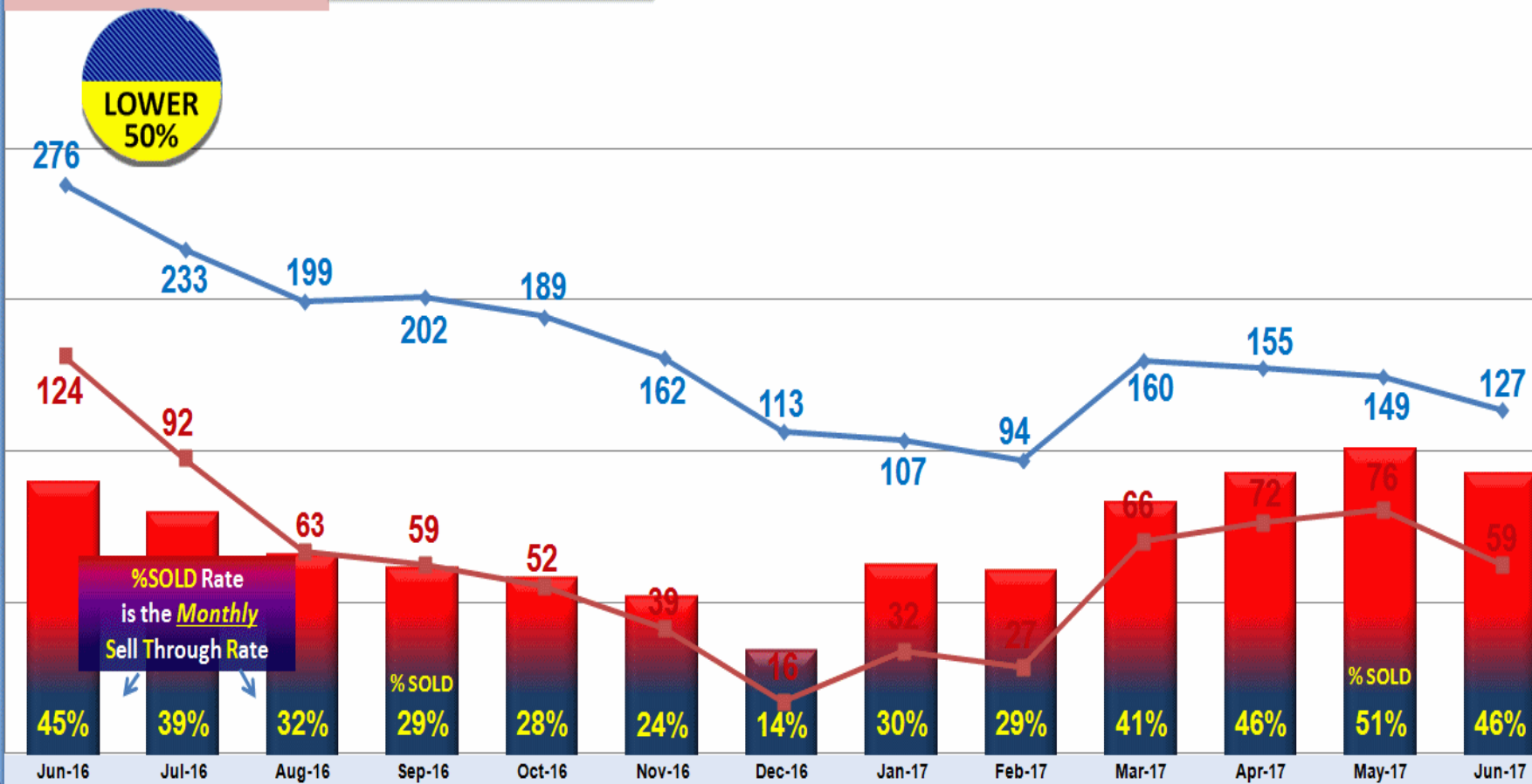
Sales / Listings
Monthly Totals

Detached
LOWER 50%

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



Detached



%SOLD Rate is the Monthly Sell Through Rate



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

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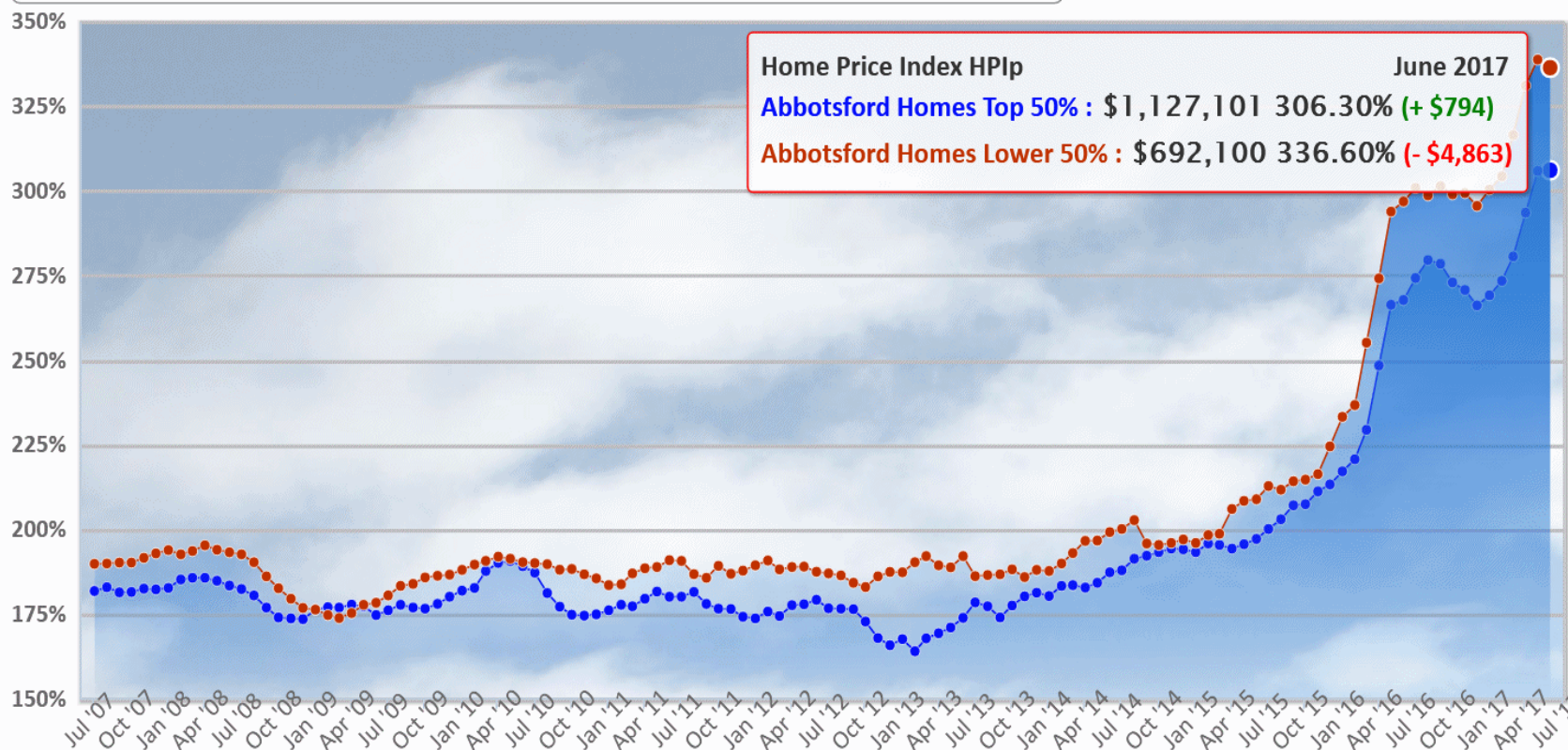
Market Analysis and Forecasting

July 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
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

<< < 1 2 3 > >>

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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

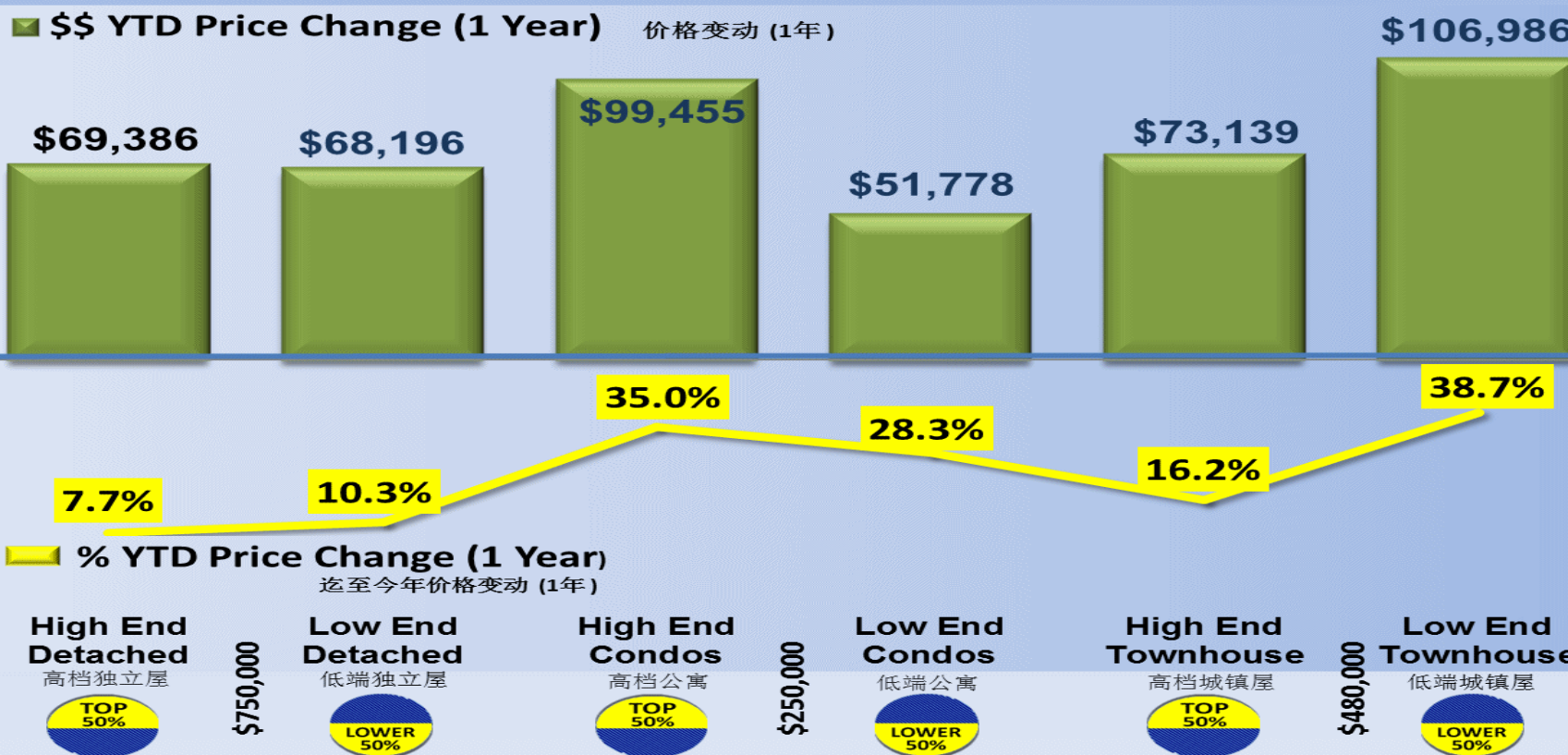
Maple Ridge-Pitt Meadows Real Estate Price Changes (\$/%)

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 HPIp



房地產價格變動

房地產價格變動

YTD Home Price Changes \$\$\$

YTD Home Price Changes %%

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

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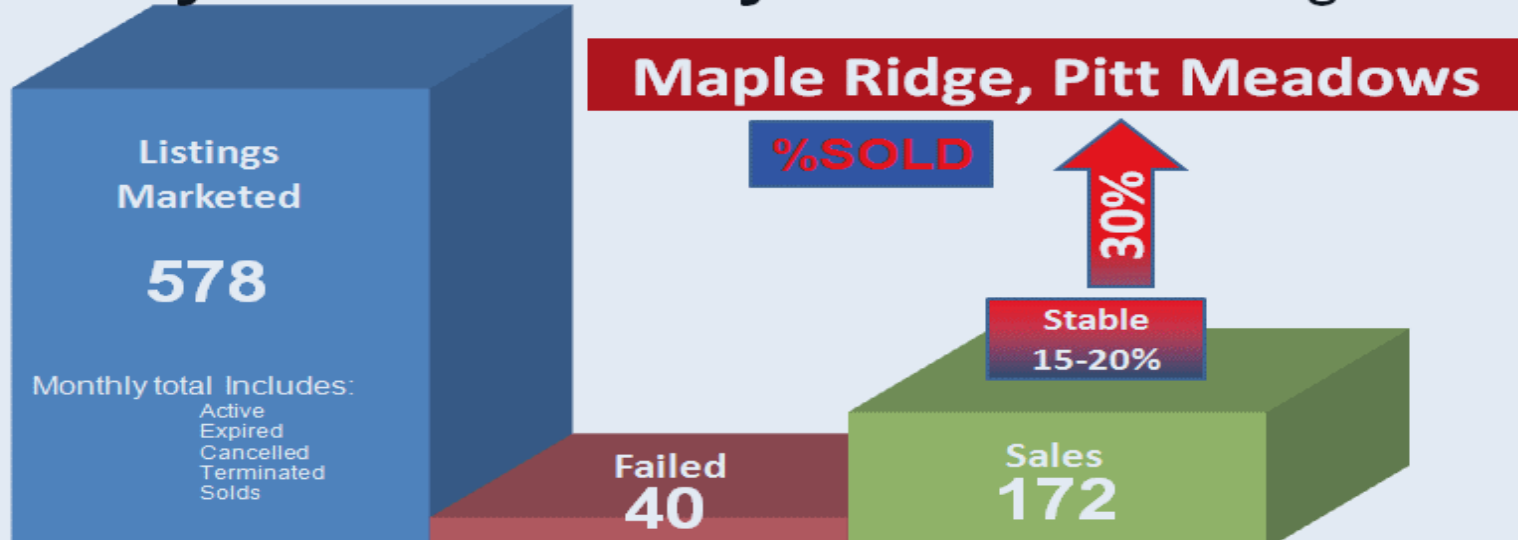
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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

Monthly Market Activity - June 2017 - Single Family



July 1 2017 Maple Ridge & Pitt Meadows Market Update (Detached)

Current: Maple Ridge & Pitt Meadows are in a Sellers Market with Average Listing inventories, a **30% SOLD** Rate and Sell Price/List Price = 100% (Meaning there is an Average of a \$0 Discount on a Sale from the List price)

Most Active Price Range: Homes between \$700,000 - \$800,000 have **45.8% SOLD** Rate.

Least Active Price Range: Homes above \$1 mill. have **14.0% SOLD** Rate.

History: The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices increased \$59,178. The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$62,887.



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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

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

Maple Ridge and Pitt Meadows List Price Ranges Statistics - June 2017							Detached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$525,000	11	4	14	100%	\$300	36.4%	↑
\$525,001-\$625,000	24	10	8	100%	-\$2,000	41.7%	↑
\$625,001-\$700,000	68	30	9	102%	\$12,600	44.1%	↑
\$700,001-\$800,000	83	38	7	100%	\$100	45.8%	↑
\$800,001-\$1,000,000	156	57	10	100%	\$0	36.5%	↑
\$1,000,001 and more	236	33	14	96%	-\$58,000	14.0%	↑
Total Activity	578	172	9	100%	\$0	30%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jun-16	May-17	Jun-17	17/1/2017	Change	
Total Listings** (A,S,T,C,X)	550	416	578		162	↑
Active Listings (1st of the month)	317	293	203	366	163	↑
Solds	235	185	172		-13	↓
Days on Market (DOM)	8	8	9		1	↑
%SOLD (Sales/Listings/Mthly Rate)	43%	44%	30%		-15%	↓
(Upper 50%) Home Price Index HPIp	\$938,922	\$973,101	\$998,100		\$24,999	↑
(Lower 50%) Home Price Index HPIp	\$674,832	\$729,339	\$737,719		\$8,381	↑

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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

What Sold in your Neighbourhood and for What Price?

Maple Ridge, Haney and Pitt Mdws Sub areas Stats - June 2017

Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Albion	58	22	8	101%	\$12,600	37.9%
Cottonwood MR	56	21	11	100%	\$0	37.5%
East Central	61	24	10	100%	-\$1,400	39.3%
Northeast-North Maple Ridge	12	2	38	92%	-\$96,500	16.7%
Northwest Maple Ridge	36	11	10	100%	\$0	30.6%
Silver Valley	59	17	12	99%	-\$14,999	28.8%
Southwest Mple Rdg	43	12	9	100%	\$0	27.9%
Thornhill	47	6	5	101%	\$4,350	12.8%
Websters Corners	50	12	12	97%	-\$39,950	24.0%
West Central	66	14	8	100%	\$0	21.2%
Whonnock	17	1	195	86%	-\$84,000	5.9%
Central & Mid Meadows	28	14	10	103%	\$21,450	50.0%
North & West Meadows	26	4	39	91%	-\$96,950	15.4%
South Meadows	19	12	7	100%	\$50	63.2%
Total Activity	578	172	9	100%	\$0	30%

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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

Next Months Market Forecast

Forecast:

Maple Ridge & Pitt Meadows has normal Listing supply; 366 homes are for sale and with the **30 %SOLD** Monthly Rate gives us a ~3 months of inventory. Another Indicator: 13% of the Active listings have Reduced their Price by \$82,282 on Average or \$50,000 Median in the last month. We project Maple Ridge - Pitt Meadows Detached to continue into a Sellers Market.

June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of just \$8,046, which is a dramatic decrease over the \$40,337 increase that we saw in May, and is now less than the \$19,160 Average Increase in Fraser Valley Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July 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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Detached

Maple Ridge and Pitt Meadows 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)



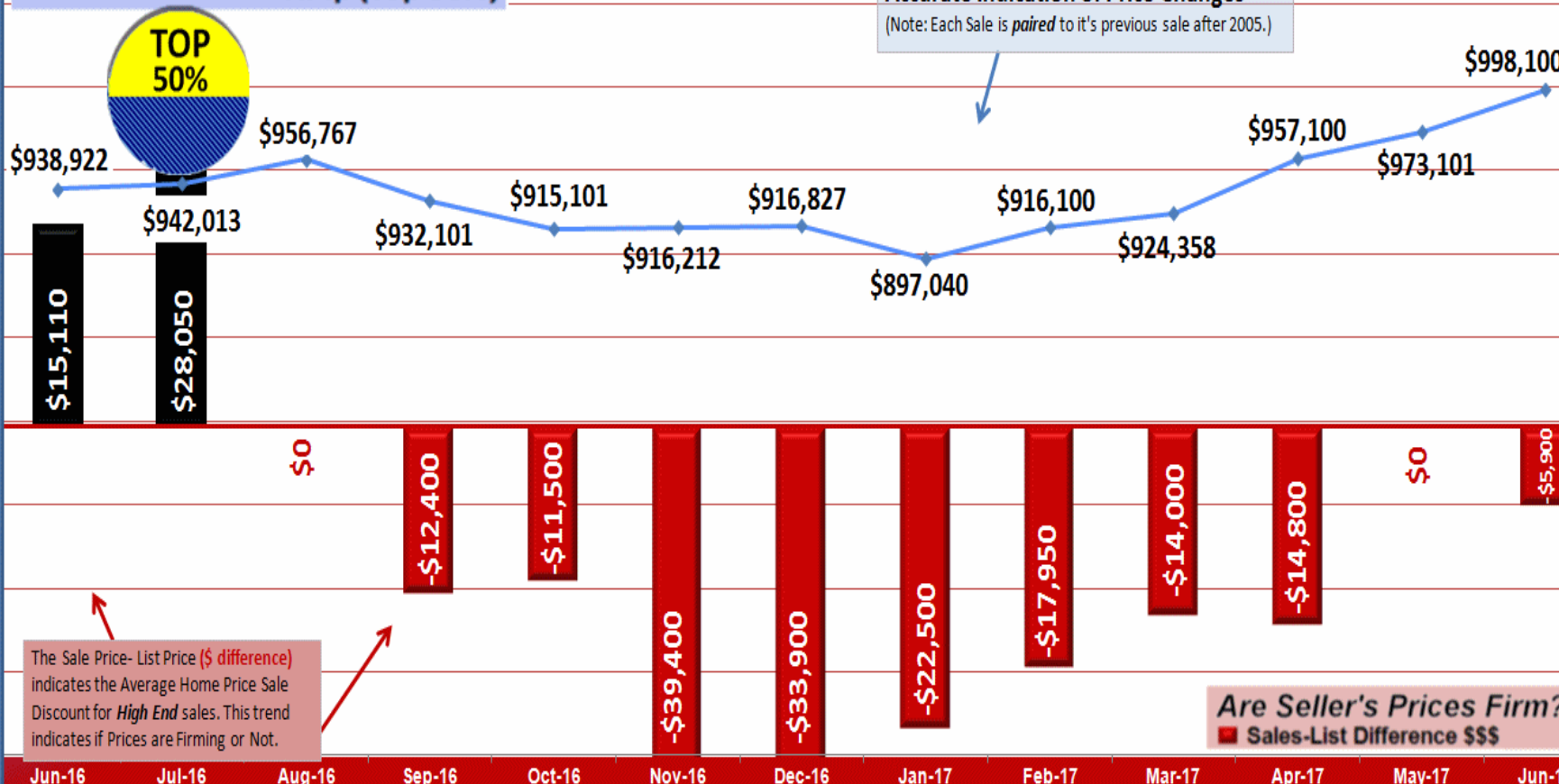
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Are Home Prices Up?
Home Price Index → HPIp (Top 50%)

Homes Over \$750,000

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

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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached

TOP 50%

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

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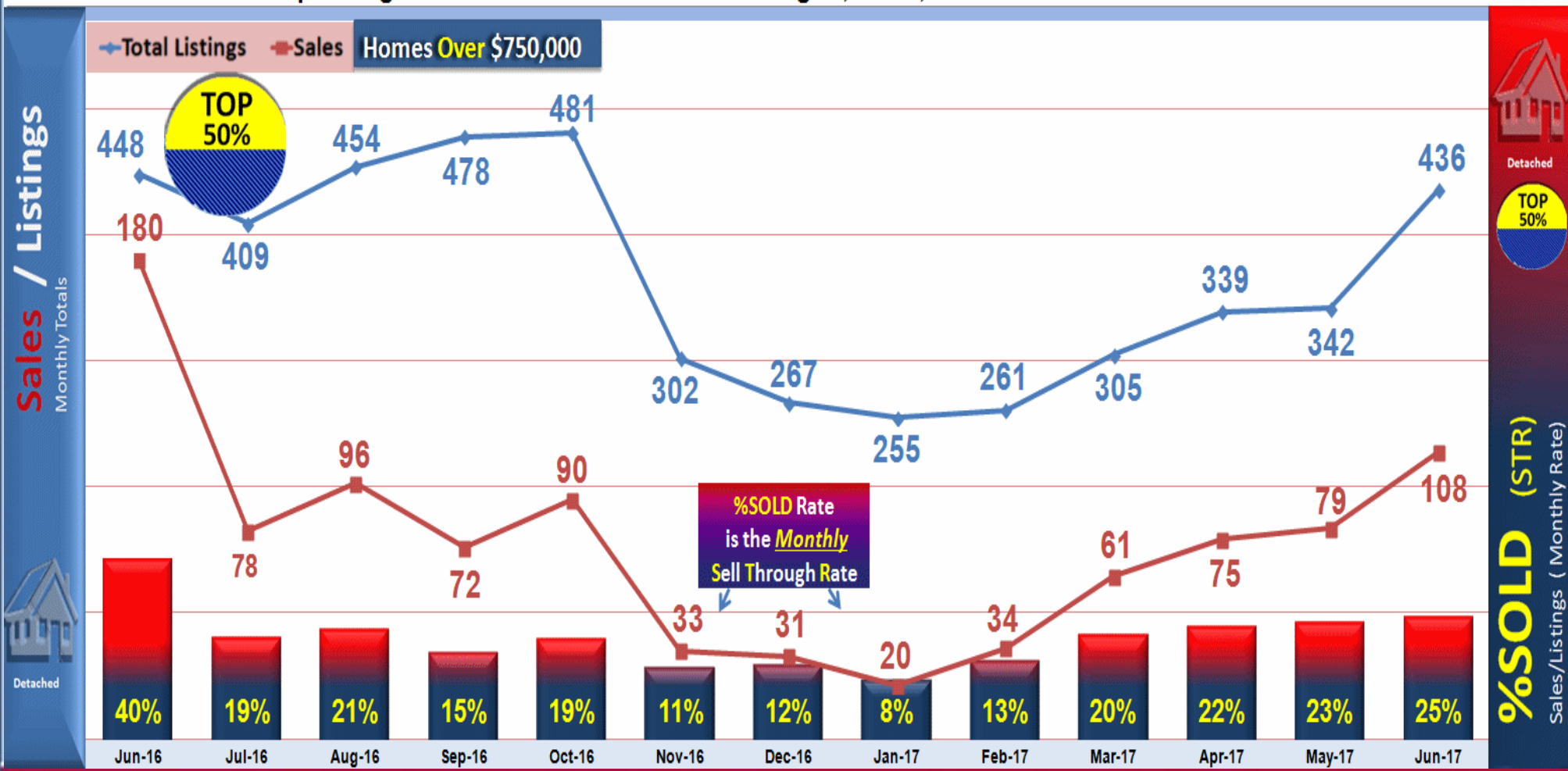
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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

Detached Maple Ridge & Pitt Meadows Total Listings**, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached



Detached

TOP 50%

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

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

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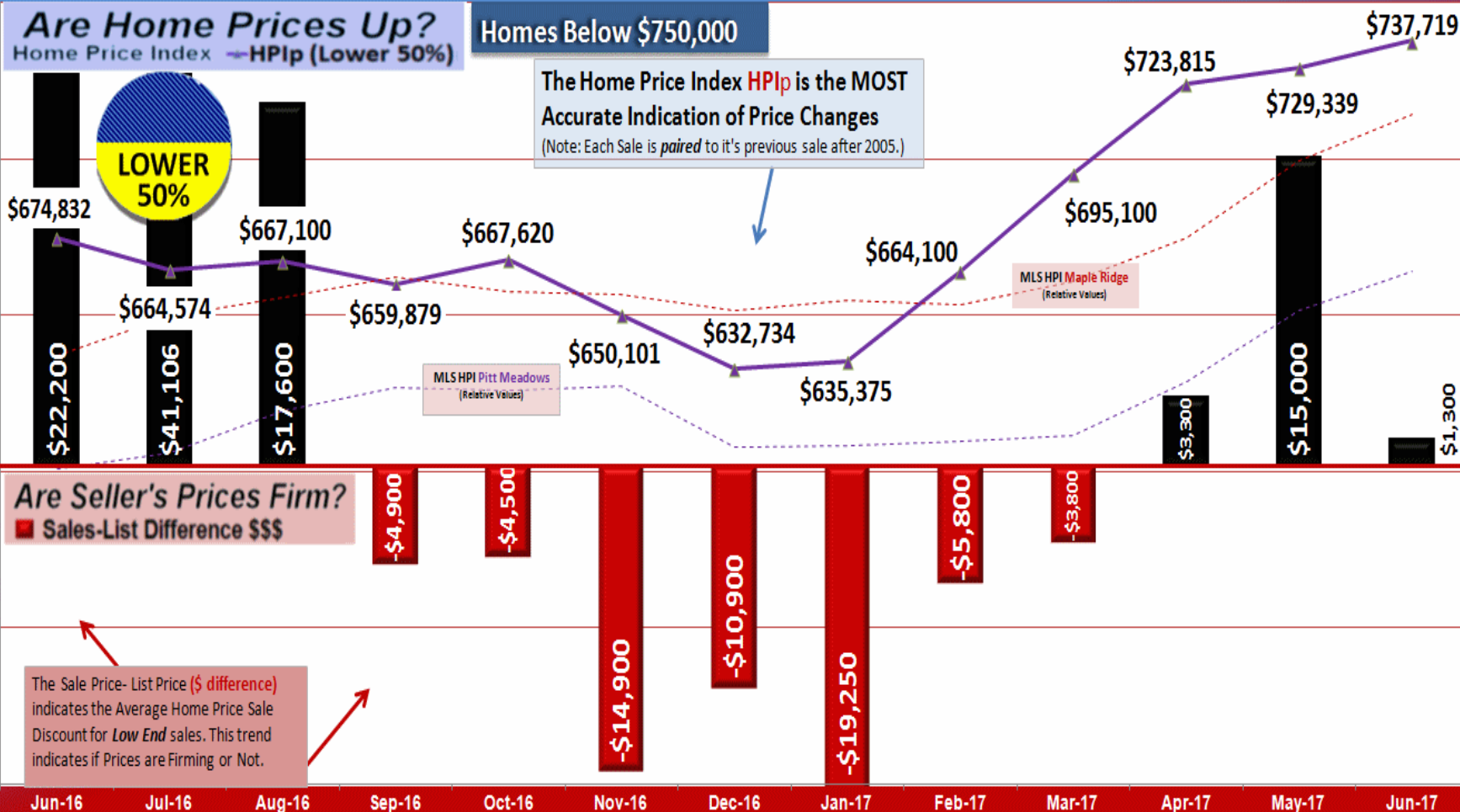
Maple Ridge and Pitt Meadows Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (Average Home Sold for \$ less than their Original List price for Low End Home sales)

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

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

Homes Below \$750,000

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



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.



LOWER 50%

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



Detached

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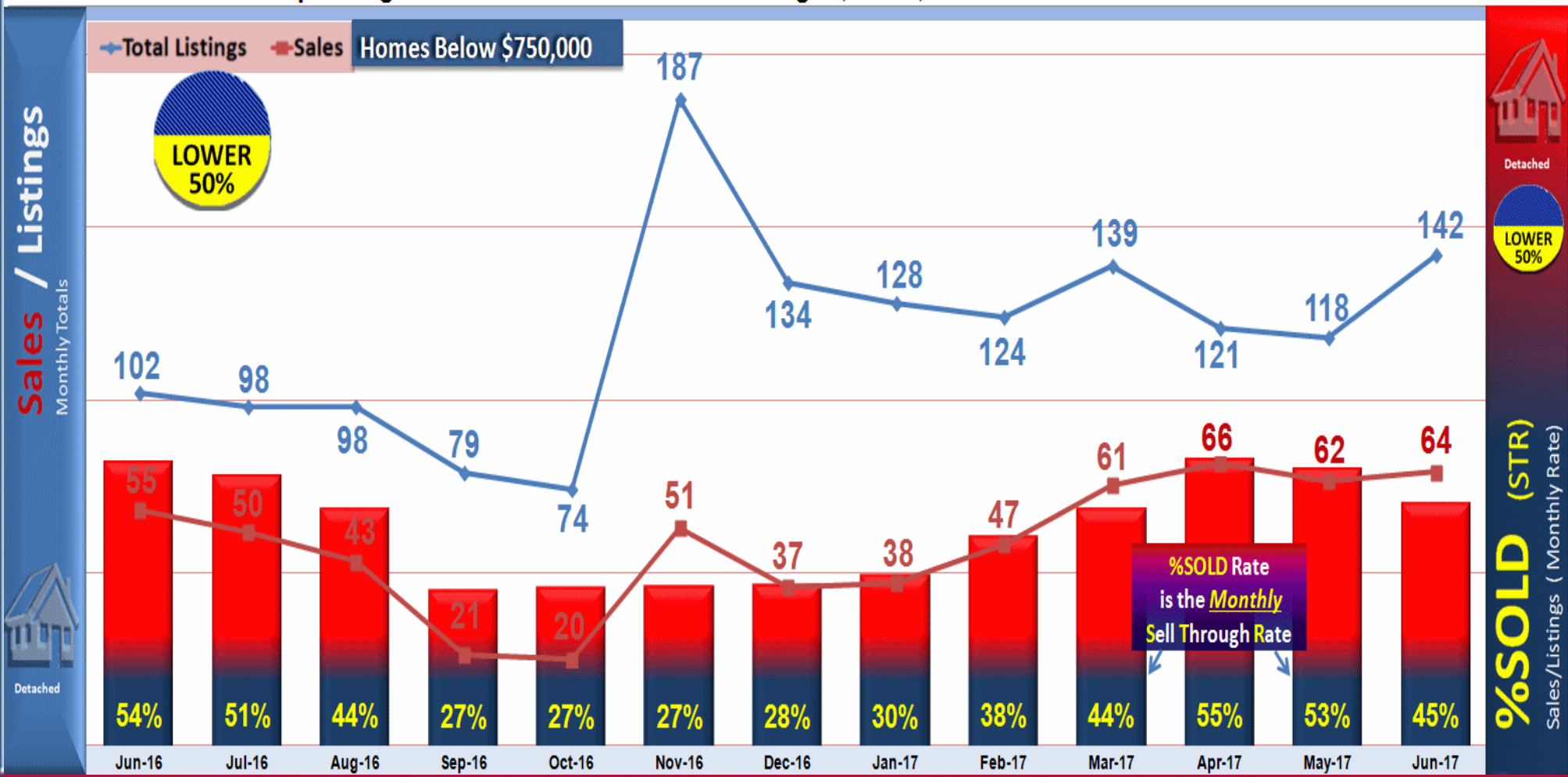
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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

Detached Maple Ridge & Pitt Meadows Total Listings**, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached



Detached



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

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

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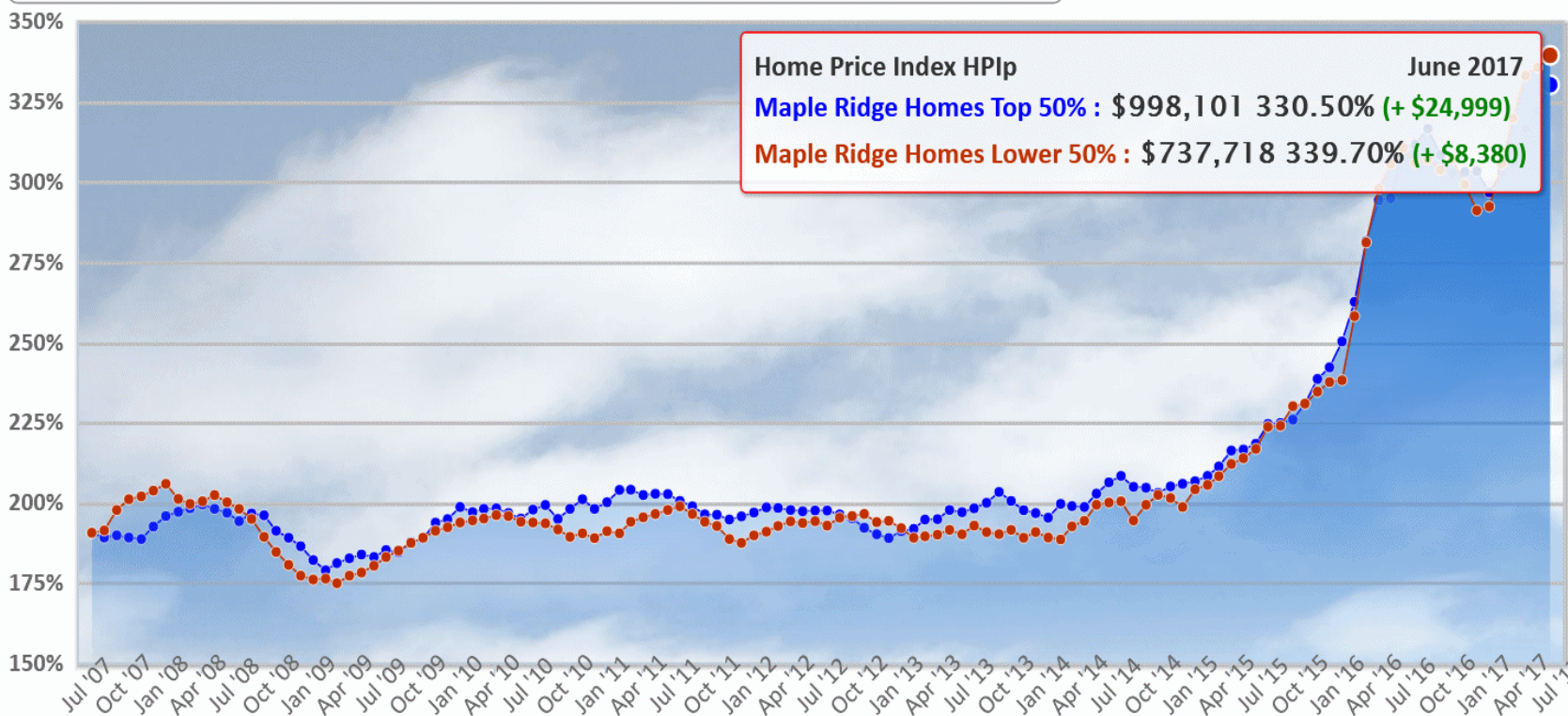
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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

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Maple Ridge Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Maple Ridge Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jun 2017	% 330.50
May 2017	% 322.20
Apr 2017	% 316.90
Mar 2017	% 306.00
Feb 2017	% 303.30
Jan 2017	% 297.00
Dec 2016	% 303.50
Nov 2016	% 303.30
Oct 2016	% 303.00
Sep 2016	% 308.60
Aug 2016	% 316.80
Jul 2016	% 311.90

<< < 1 2 3 > >>

Drag over area to ZOOM in



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Market Analysis and Forecasting

July 1/17 **Abbotsford**

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Abbotsford Sub areas Statistics - June 2017						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Poplar	11	9	6	100%	\$0	81.8%
Matsqui						0.0%
Sumas Mountain						0.0%
Abbotsford West	169	79	10	100%	\$0	46.7%
Abbotsford East	42	25	9	100%	\$0	59.5%
Aberdeen	1	1	7	102%	\$10,100	100.0%
Sumas Prairie						0.0%
Central Abbotsford	196	88	12	100%	-\$900	44.9%
Total Activity	419	202	10	100%	\$0	48%

Abbotsford List Price Ranges Statistics - June 2017						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
\$0-\$150,000	25	7	2	100%	\$0	28.0%
\$150,001-\$200,000	55	32	12	100%	\$0	58.2%
\$200,001-\$250,000	96	51	12	100%	-\$900	53.1%
\$250,001-\$300,000	62	31	15	99%	-\$1,500	50.0%
\$300,001 and more	181	81	8	100%	\$0	44.8%
Total Activity	419	202	10	100%	\$0	48%

July 1 2017 Abbotsford Market Update Attached Townhomes/Condos

Current: Abbotsford is a Sellers Market with normal listing inventories, a **48 %SOLD** rate and a 100% Sell/List Ratio.

(This means that there is an average of a \$1,353 surplus on a sale from the original list price)

Most Active Price Range: Attached homes between \$150,001 - \$200,000 have **58.2 %SOLD** rate.

Least Active Price Range: Attached homes below \$150,000 have **28.0 %SOLD** rate.

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

HPIp (Top 50%) shows that prices increased \$80,772.

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

HPIp (Lower 50%) shows that prices increased \$60,996.

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

HPIp (Top 50%) shows that prices increased \$110,920.

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

HPIp (Lower 50%) shows that prices increased \$85,661.

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

Forecast: Abbotsford Listing Inventories are 8% more than May 2017.

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

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Monthly Changes Summary	Jun-16	May-17	Jun-17	7/1/2017	Change
Total Listings** (A,S,T,C,X)	447	377	419		42
Active Listings	216	198	151	198	47
Solds	183	201	202		1
Days on Market (DOM)	7	8	10		2
%SOLD (Sales/ Listings /mthly rate)	40.9%	53.3%	48.2%		-5.1%
Condos (Top 50%) Home Price Index HPIp	\$218,329	\$296,605	\$299,101		\$2,496
Condos (Lower 50%) Home Price Index HPIp	\$150,976	\$193,101	\$211,972		\$18,871
Twnhs (Top 50%) Home Price Index HPIp	\$404,100	\$505,670	\$515,020		\$9,350
Twnhs (Lower 50%) Home Price Index HPIp	\$244,005	\$314,241	\$329,666		\$15,425

When you work with **Pat & Deb**, you can count on a highly personalized approach to your needs. They want to know your story and understand what matters most to you. Then they can apply their exceptional teamwork, genuine care and proven commitment to help you achieve your real estate goals. With these two professionals on your side, you can be sure that every detail is covered and every option is explored because they want you to live happily ever after in the home of your dreams. **Pat & Deb** will help you Write Your Success Story in Fraser Valley real estate. **Call them today!**

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



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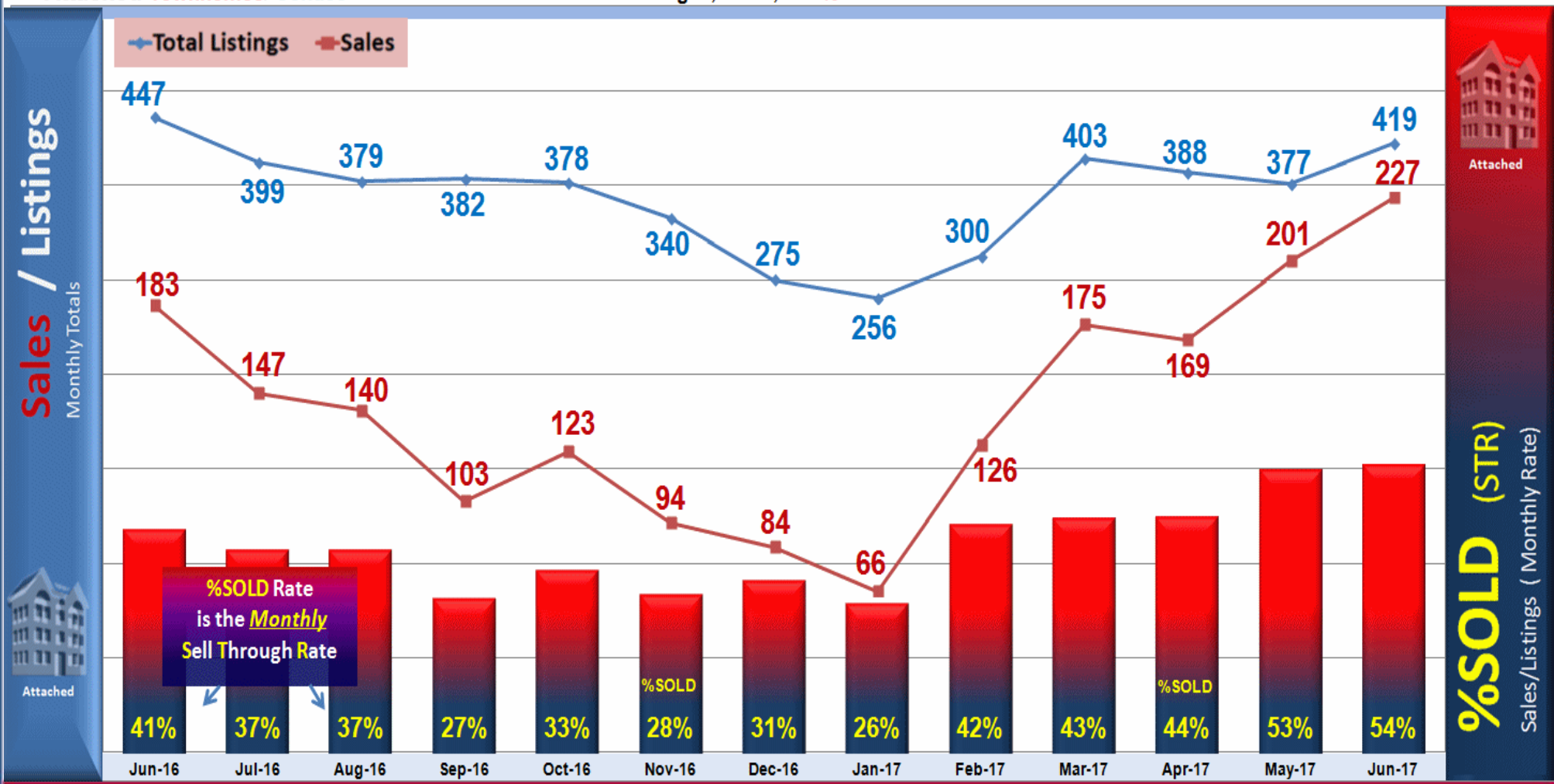
July 1/17

Abbotsford

Attached Townhomes/Condos

Abbotsford

Total Listings, Sales, and %SOLD rates



Sales / Listings

Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)



Attached

%SOLD Rate is the Monthly Sell Through Rate

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July 1/17

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Abbotsford

Townhouse

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

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



Townhouses

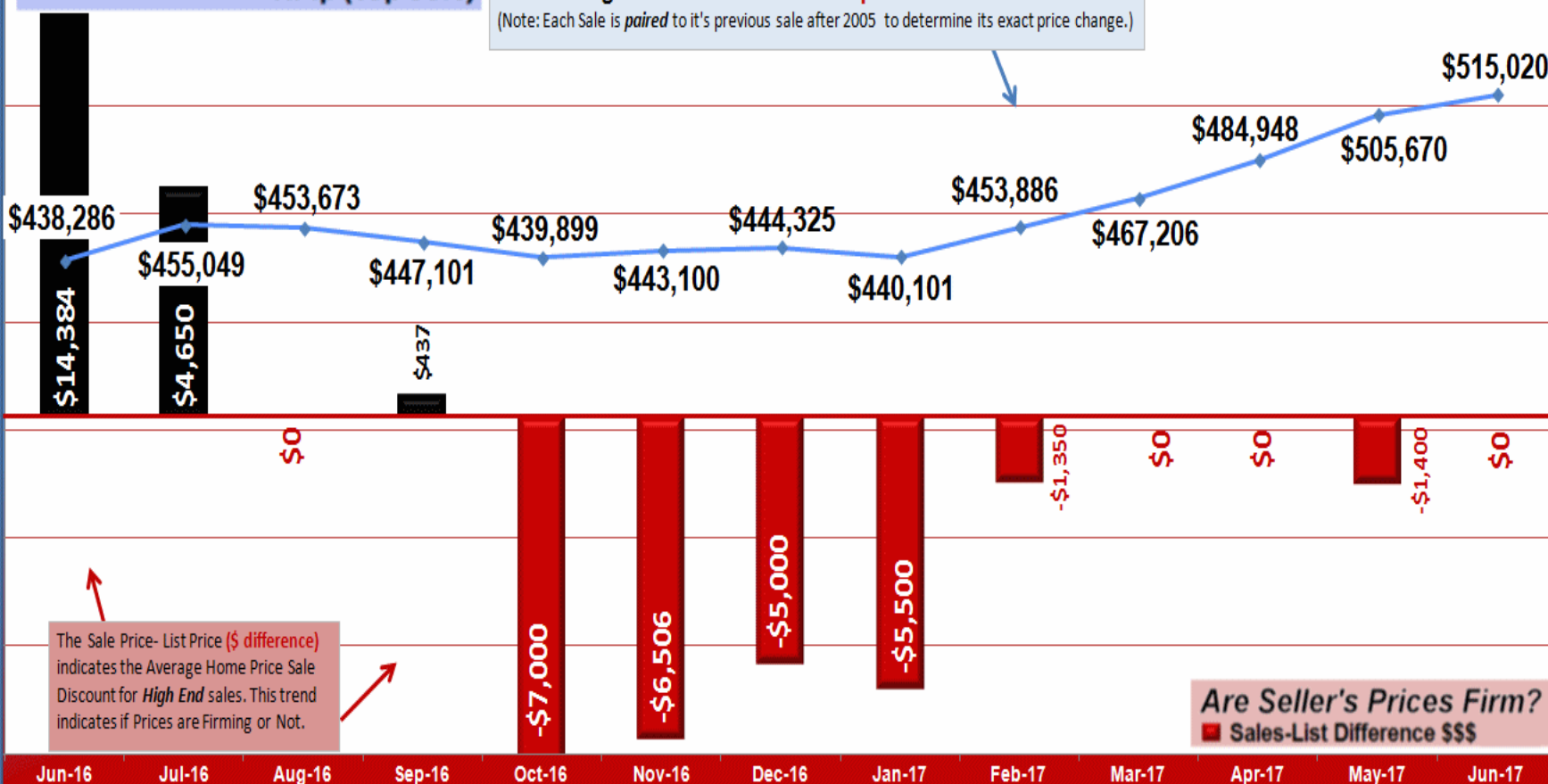
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

Home Price Index → **HPIp** (Top 50%)

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

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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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Attached

Abbotsford

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

Home Price Changes

(Home Price Index Paired sales from 2005)



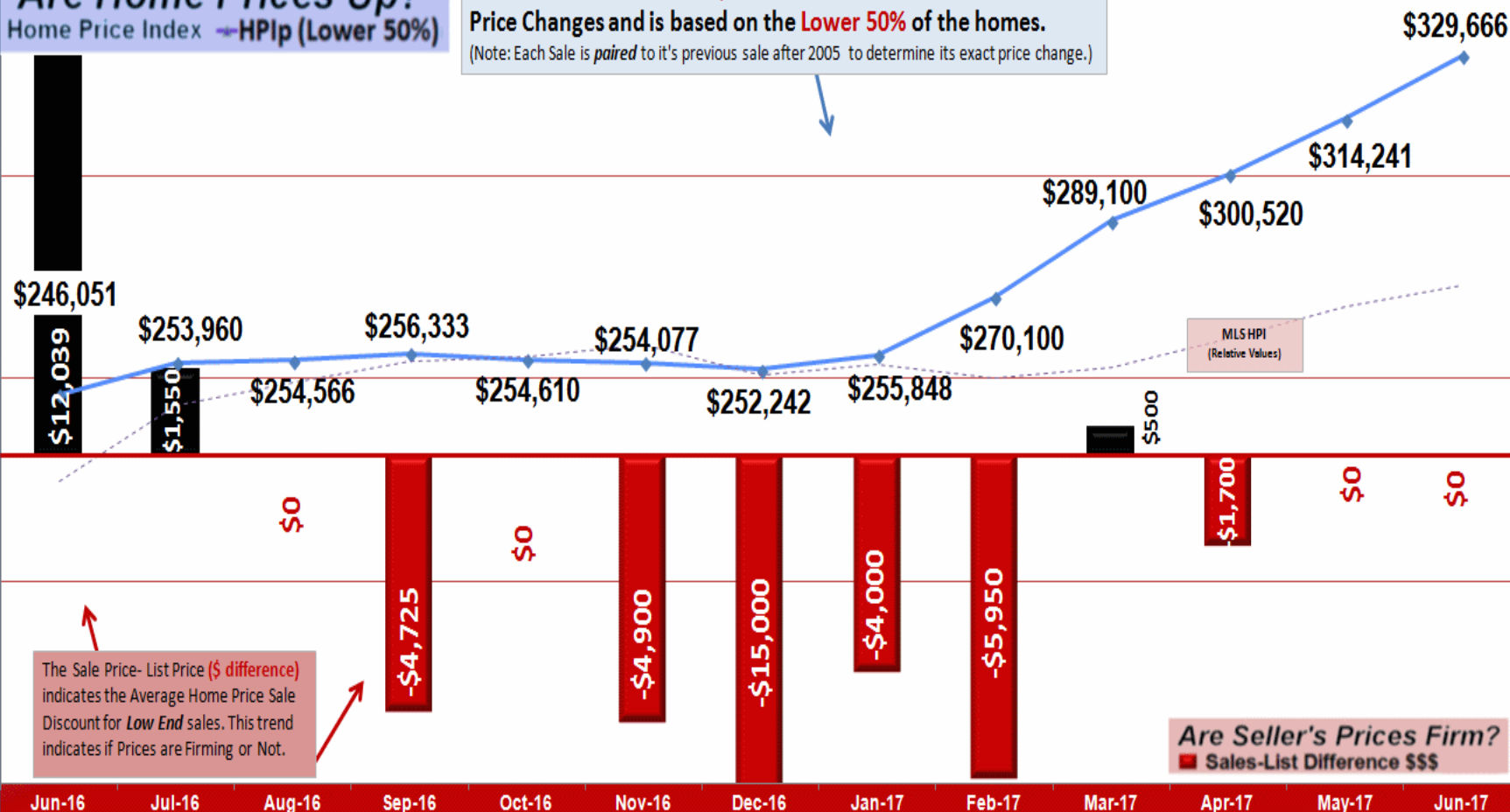
Townhouses

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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.)



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



Townhouses

Sales Discount \$\$

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

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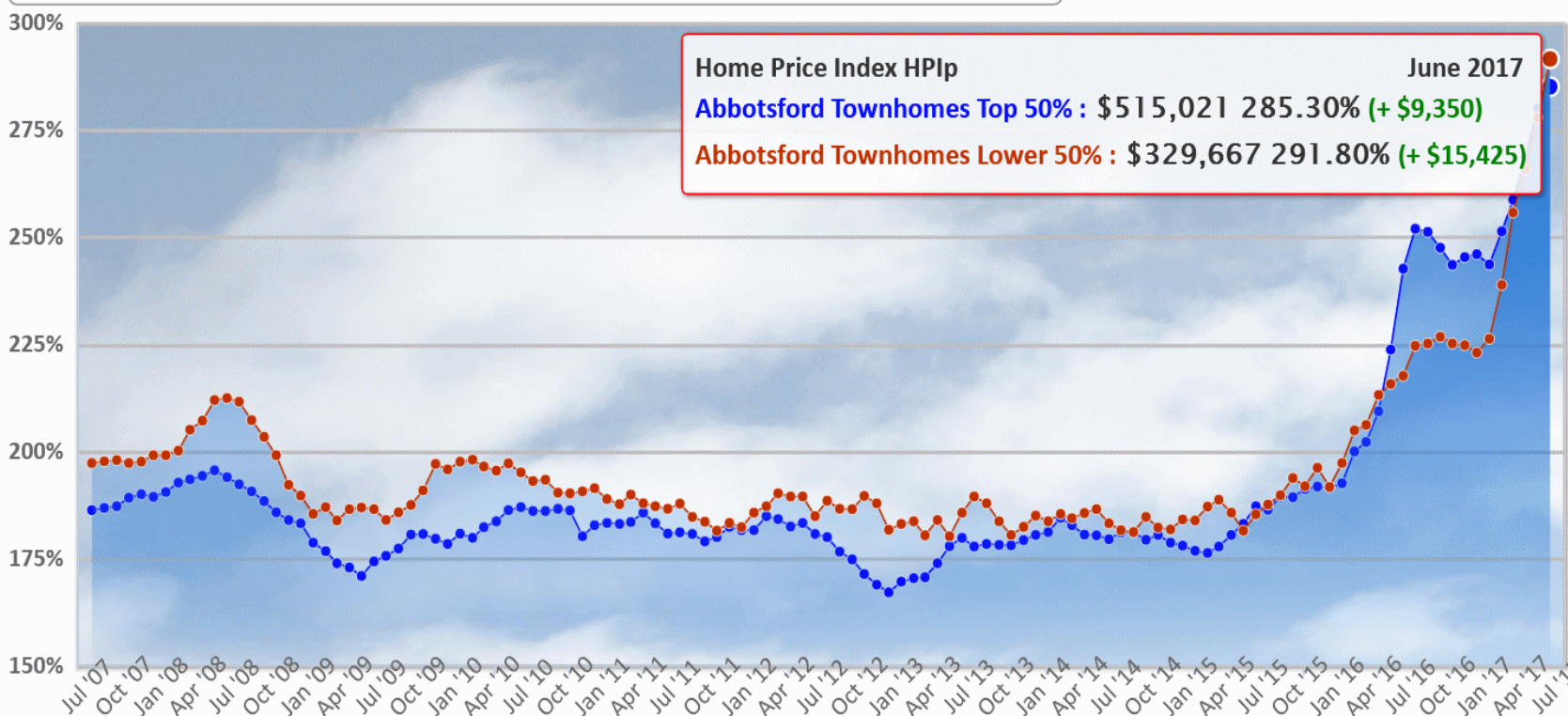
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Abbotsford Townhomes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Abbotsford Townhomes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jun 2017	% 285.30
May 2017	% 280.20
Apr 2017	% 268.70
Mar 2017	% 258.90
Feb 2017	% 251.50
Jan 2017	% 243.80
Dec 2016	% 246.20
Nov 2016	% 245.50
Oct 2016	% 243.70
Sep 2016	% 247.70
Aug 2016	% 251.40
Jul 2016	% 252.10

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

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



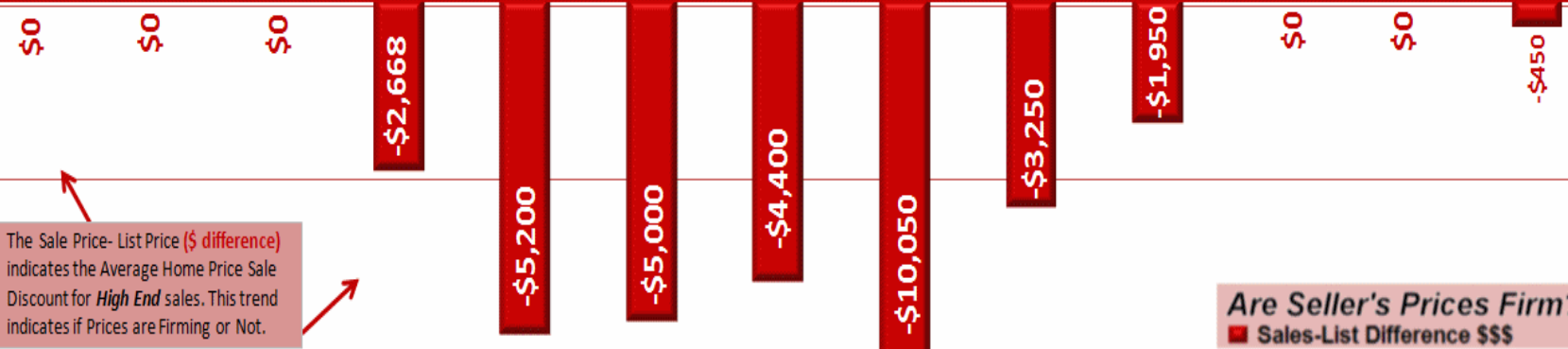
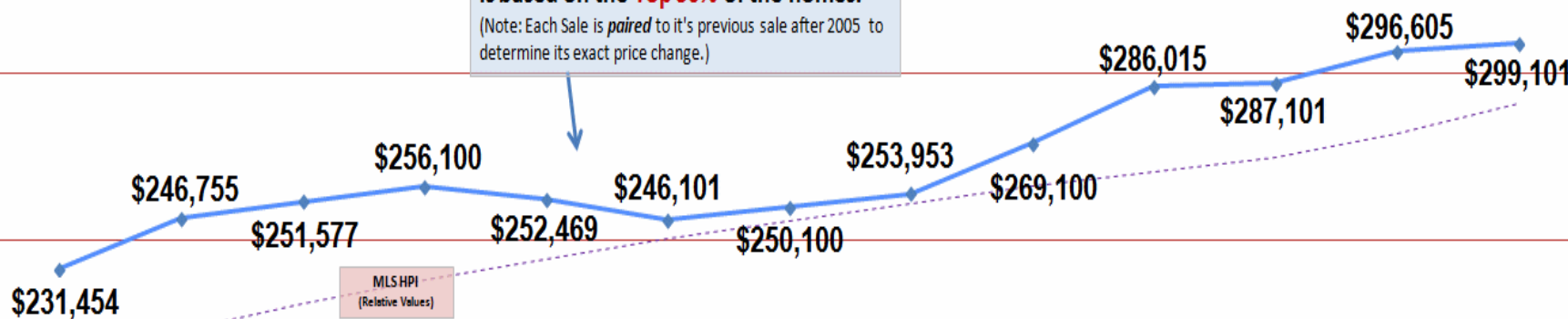
Condominiums

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

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

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

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



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

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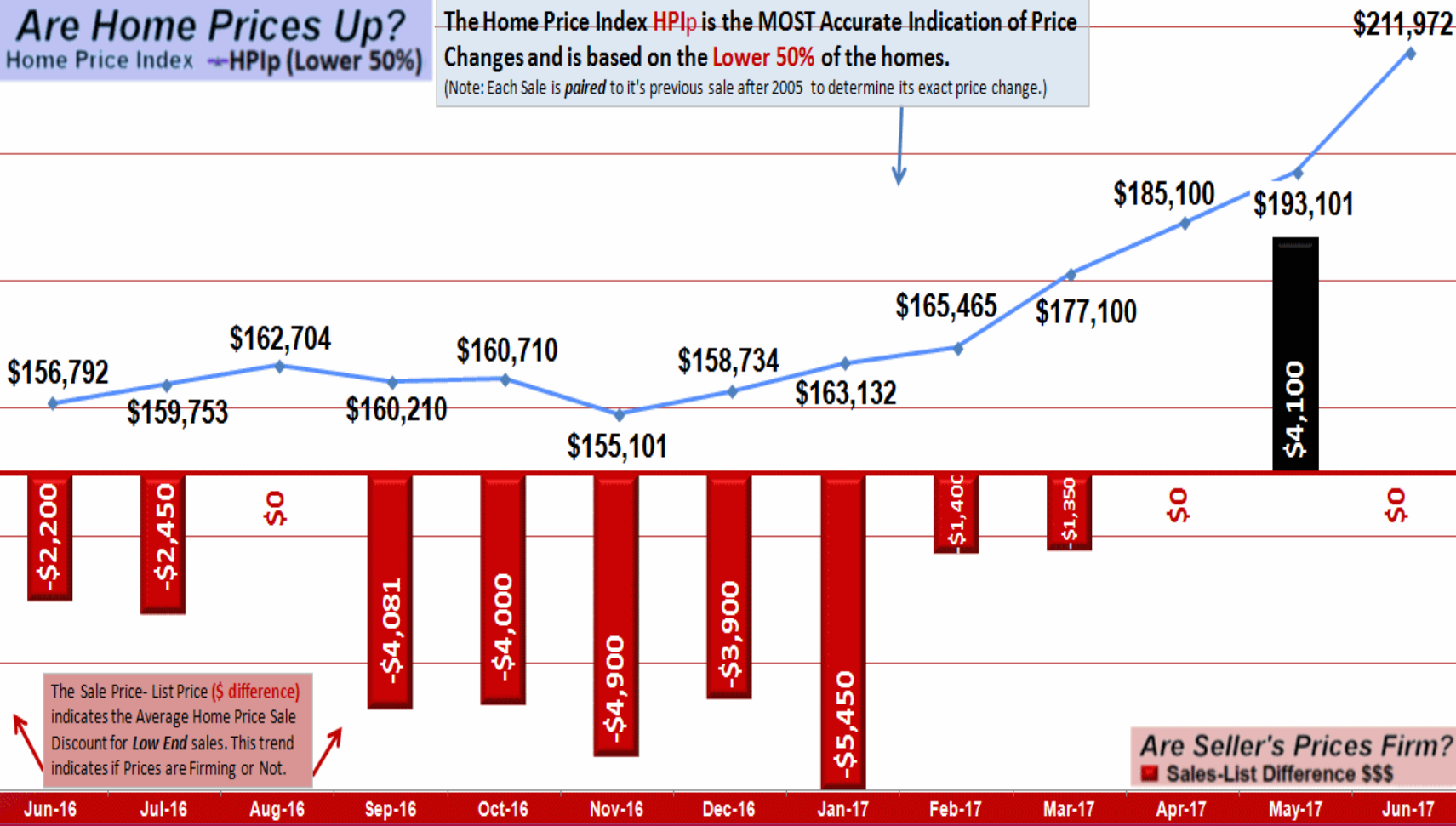
Market Analysis and Forecasting July 1/17 Abbotsford

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

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

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 \$\$\$



Condominiums

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

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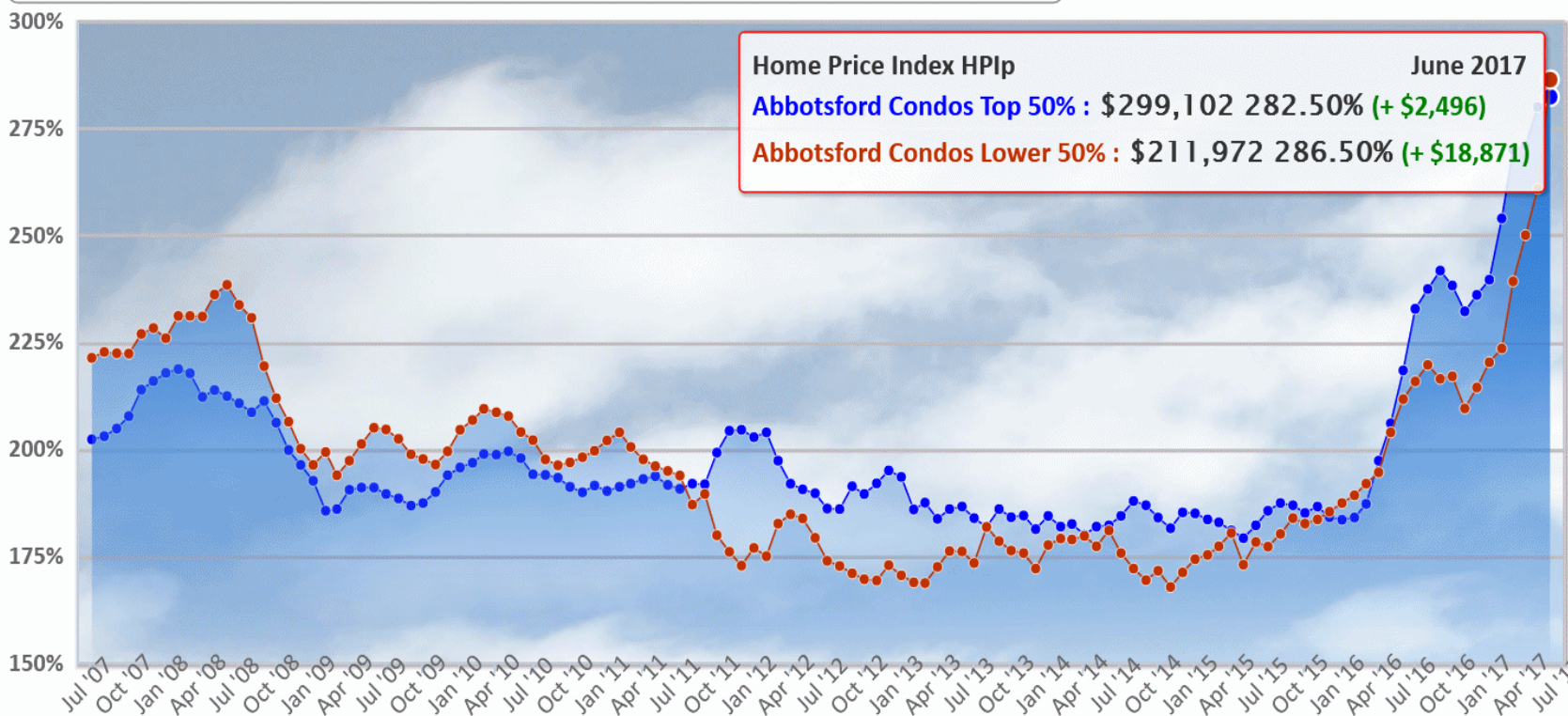
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Abbotsford Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Abbotsford Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jun 2017	% 282.50
May 2017	% 280.10
Apr 2017	% 271.10
Mar 2017	% 270.10
Feb 2017	% 254.10
Jan 2017	% 239.80
Dec 2016	% 236.20
Nov 2016	% 232.40
Oct 2016	% 238.40
Sep 2016	% 241.90
Aug 2016	% 237.60
Jul 2016	% 233.00

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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Albion	9	3	24	100%	\$0	33.3%
Cottonwood MR	36	21	8	100%	\$0	58.3%
East Central	59	35	10	100%	\$0	59.3%
Northwest Maple Ridg	6	4	14	102%	\$14,500	66.7%
Silver Valley	8	5	2	104%	\$20,000	62.5%
Southwest Maple Ridg	12	9	8	102%	\$10,000	75.0%
Thornhill	0	0				0.0%
West Central	43	21	8	102%	\$15,100	48.8%
Central Meadows	32	19	5	100%	\$0	59.4%
Mid Meadows	34	23	6	100%	\$0	67.6%
North Meadows	13	5	10	99%	-\$4,000	38.5%
South Meadows	3	3	8	108%	\$40,500	100.0%
Total Activity	255	148	11	100%	\$50	58%

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$200,000	9	5	10	100%	\$100	55.6%
\$200,001-\$300,000	42	23	5	100%	\$0	54.8%
\$300,001-\$400,000	87	56	7	100%	\$0	64.4%
\$400,001 and more	117	64	8	102%	\$10,000	54.7%
Total Activity	255	148	11	100%	\$50	58%

Monthly Changes Summary	Jun-16	May-17	Jun-17	7/1/2017	Change
Total Listings** (A,S,T,C,X)	352	282	255		-27
Active Listings (1st of the Month)	187	161	92	92	0
Solds	139	176	148		-28
DOM	9	9	11		2
%SOLD (Sales/ Listings /mnlth rate)	39.5%	62.4%	58.0%		-4.4%
Condos (Upper 50%) Home Price Index HPIp	\$294,236	\$390,158	\$396,101		\$5,943
Condos (Lower 50%) Home Price Index HPIp	\$181,369	\$237,554	\$239,718		\$2,165
Twnhs (Upper 50%) Home Price Index HPIp	\$471,796	\$521,298	\$547,100		\$25,802
Twnhs (Lower 50%) Home Price Index HPIp	\$282,414	\$382,101	\$406,928		\$24,827

July 1 2017 Maple Ridge - Pitt Meadows Market Update Attached Townhomes/Condos

Current: Maple Ridge, Pitt Meadows is a Sellers Market with Average listing inventory, a **58 %SOLD** Rate and a 100% Sell/List ratio.
(This means an average of a \$0 discount on a sale from the original list price)

Most Active Range: Homes between \$300,000 - \$400,000 have **64.4 %SOLD** rate.
Least Active Range: Homes above \$400,000 have **54.7 %SOLD** rate.

History: Maple Ridge, Pitt Meadows's **Condos** Year-To-Date Home Price Index **HPIp** (Upper 50%) shows that prices increased \$101,865.
Maple Ridge, Pitt Meadows's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$58,349.
Maple Ridge, Pitt Meadows's **Townhouses** Year-To-Date Home Price Index **HPIp** (Upper 50%) shows that prices increased \$75,304.
Maple Ridge, Pitt Meadows's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$124,514.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The Listing Inventories are currently 21% more than May 2016. We project Ridge-Meadows Attached to be a continued Sellers market. June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of just \$8,046, which is a dramatic decrease over the \$40,337 increase that we saw in May, and is now less than the \$19,160 Average Increase in Fraser Valley Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July 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.

NOTE: For a more accurate price change CALL US for a Personal Comparative Market Analysis for your home. Data is from : FVREB, REBGV, CADREB Real Estate Boards & they assume no responsibility for its accuracy. Copyright: RMXReports.

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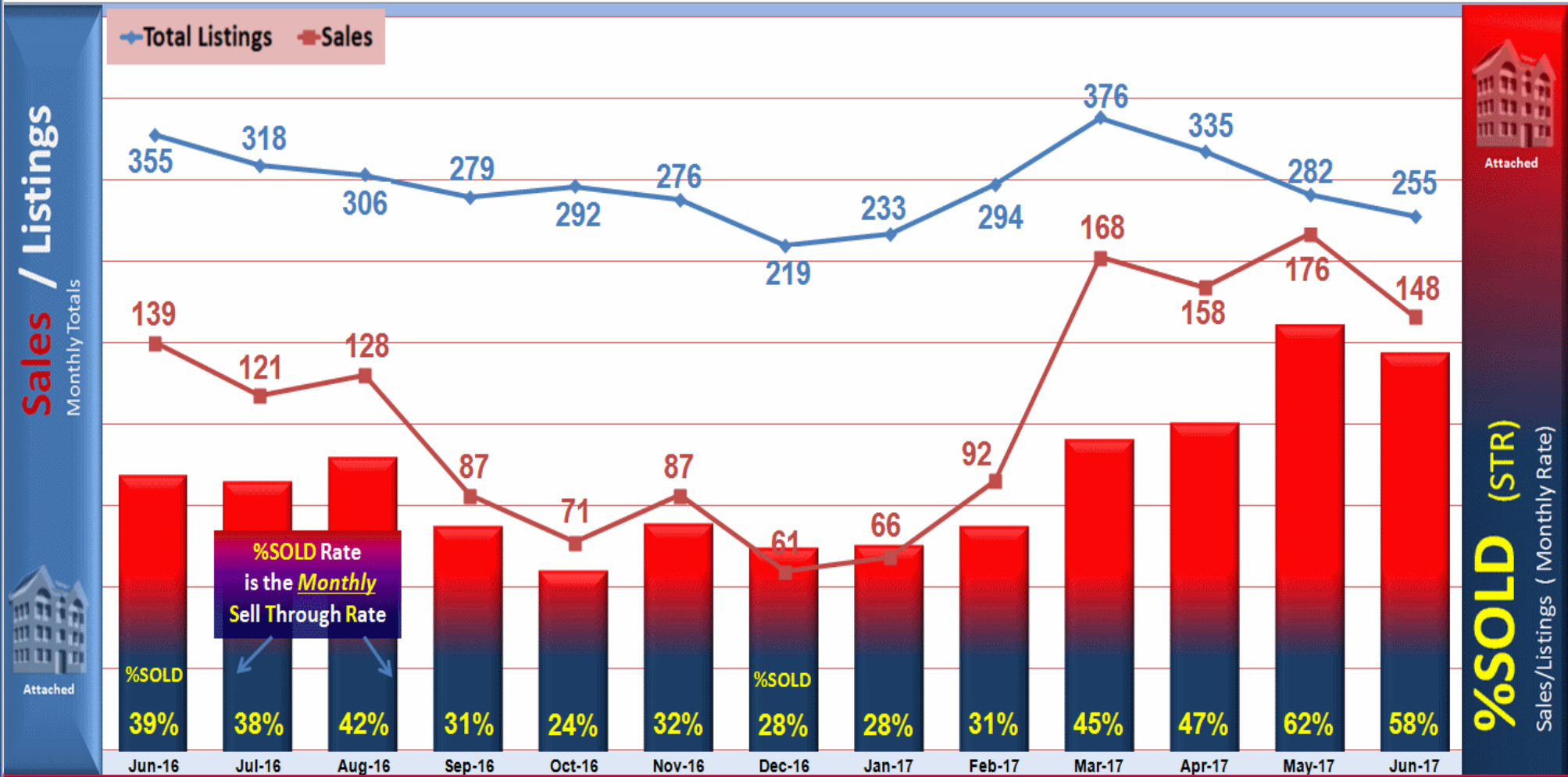
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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

Attached Townhomes/ Condos Maple Ridge, Pitt Meadows Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



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

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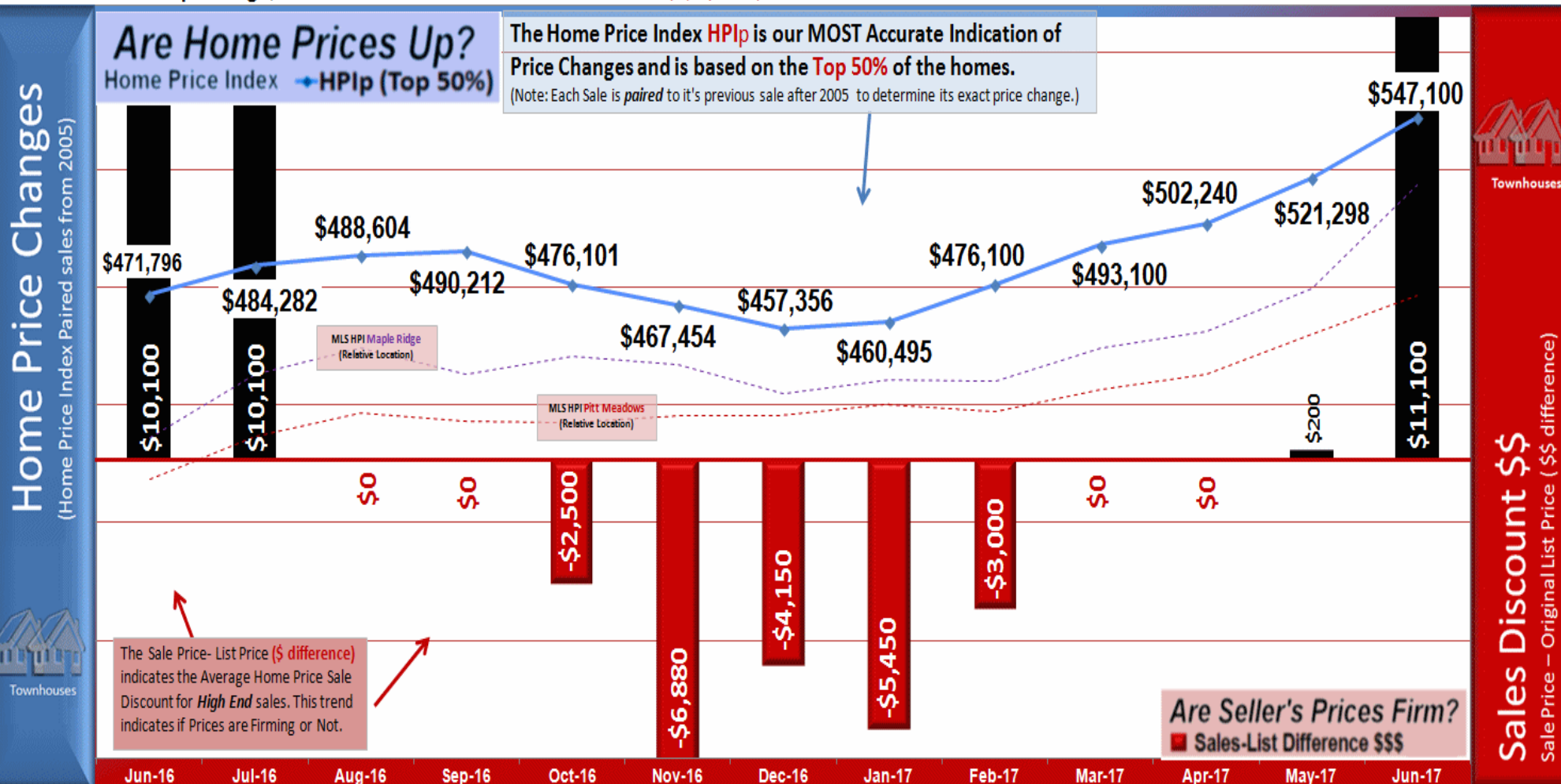
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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

Attached Maple Ridge, Pitt Meadows 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)



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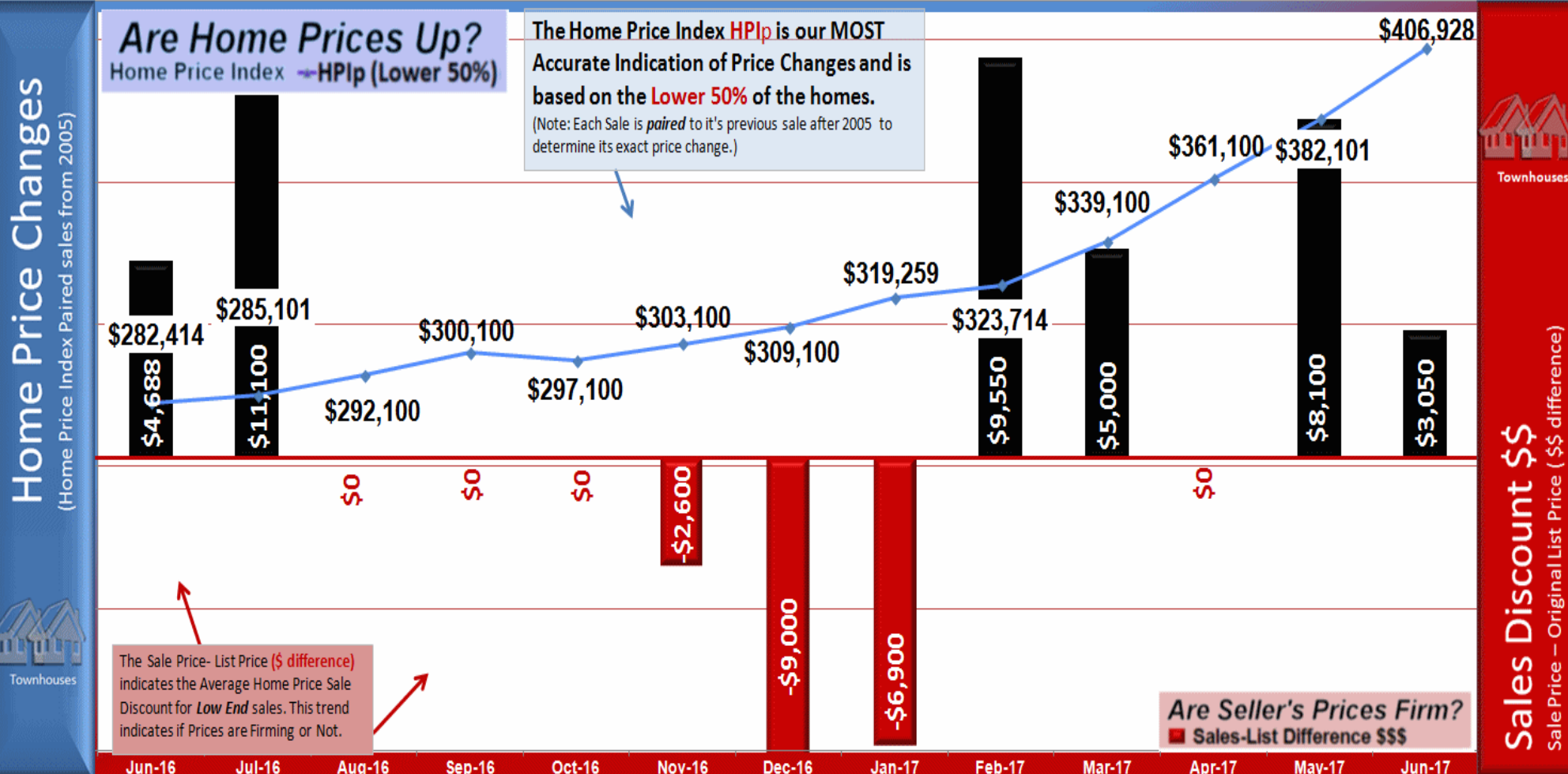
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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

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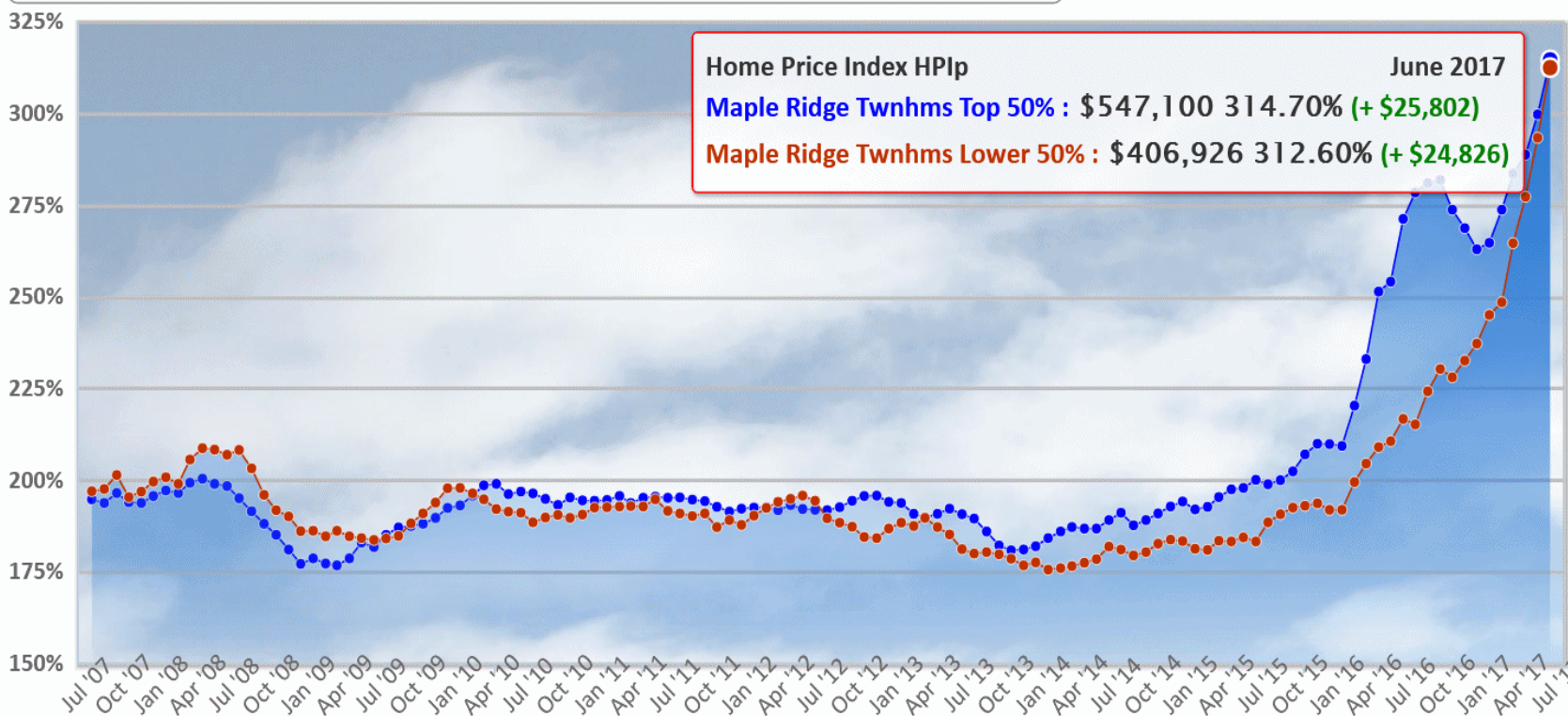
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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

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Maple Ridge Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Maple Ridge Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jun 2017	% 314.70
May 2017	% 299.90
Apr 2017	% 288.90
Mar 2017	% 283.70
Feb 2017	% 273.90
Jan 2017	% 264.90
Dec 2016	% 263.10
Nov 2016	% 268.90
Oct 2016	% 273.90
Sep 2016	% 282.00
Aug 2016	% 281.10
Jul 2016	% 278.60

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



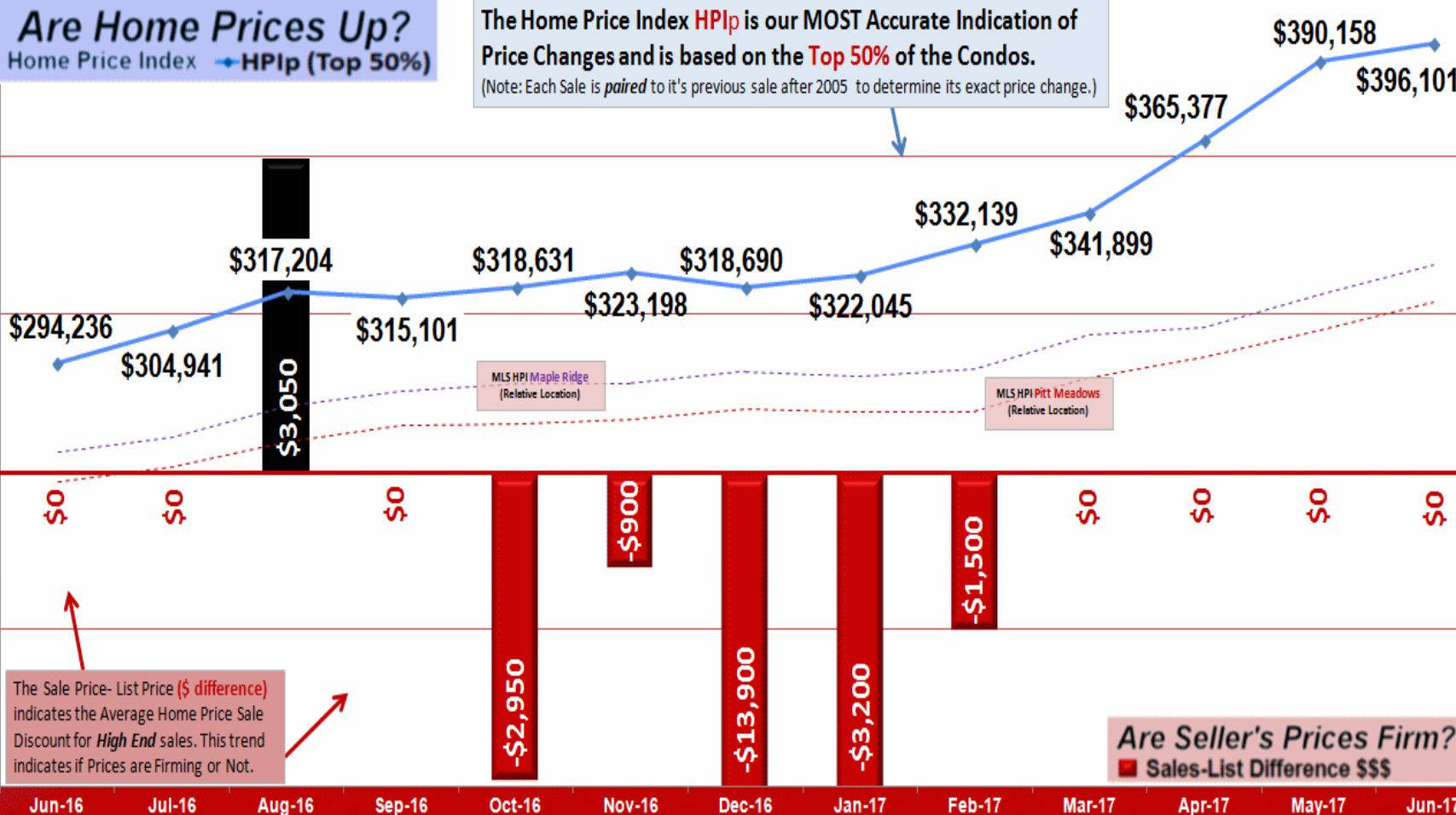
Condominiums

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

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

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

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



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Are Seller's Prices Firm?
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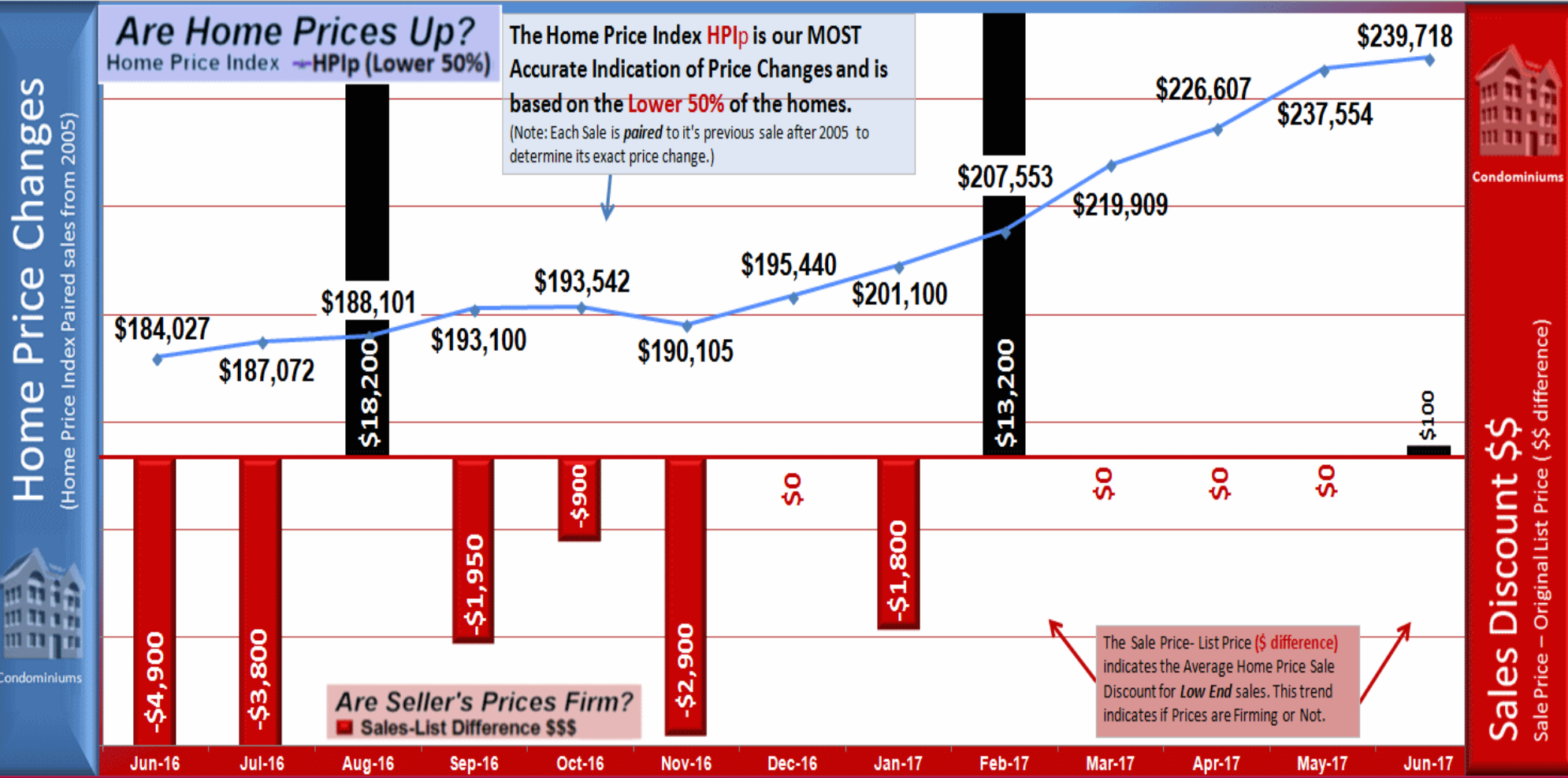


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Home Price Changes
(Home Price Index Paired sales from 2005)



Condominiums



Condominiums

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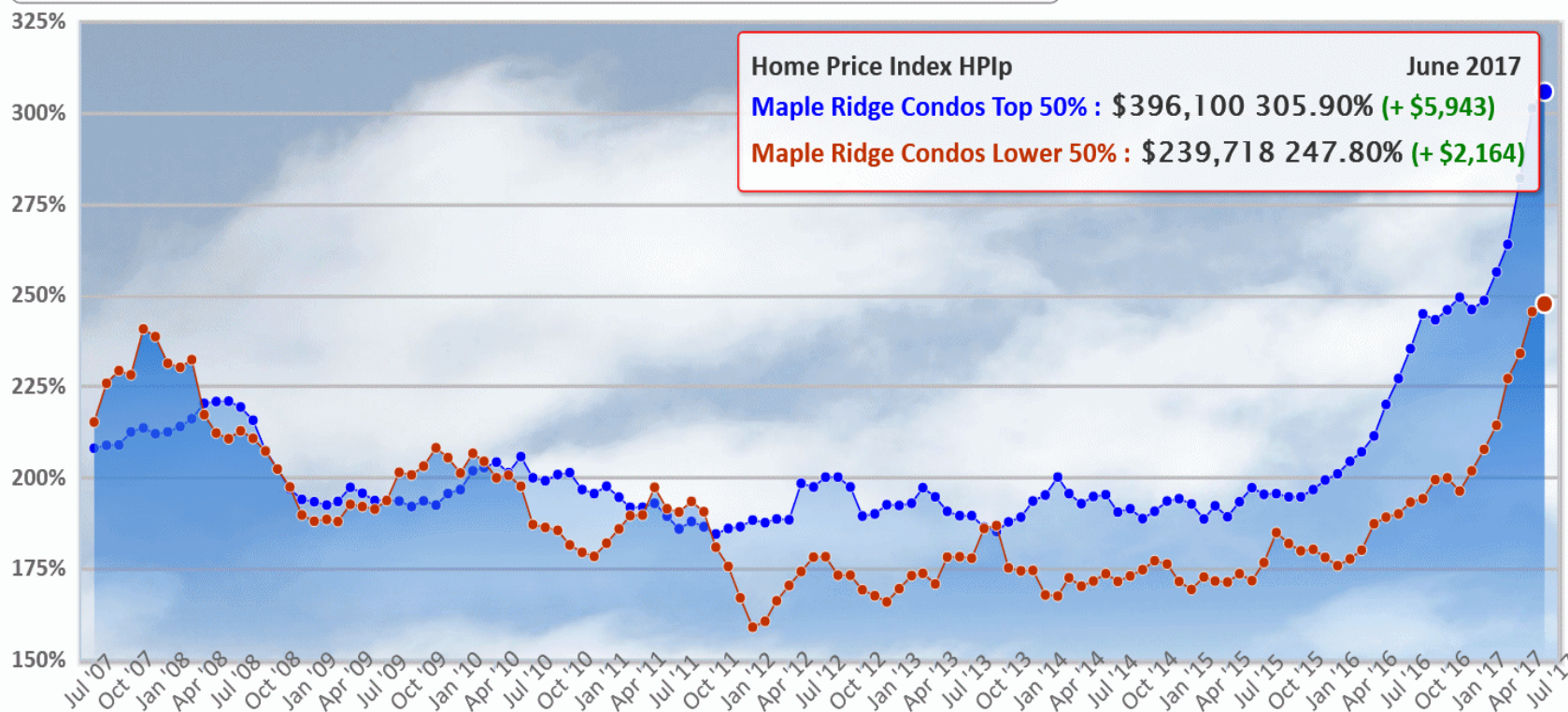
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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

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Maple Ridge Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Maple Ridge Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

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Apr 2017	% 282.20
Mar 2017	% 264.10
Feb 2017	% 256.50
Jan 2017	% 248.70
Dec 2016	% 246.20
Nov 2016	% 249.60
Oct 2016	% 246.10
Sep 2016	% 243.40
Aug 2016	% 245.00
Jul 2016	% 235.50

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Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

