

Market Analysis and Forecasting

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# Phil Haig's Market Reports



## Advanced Marketing Tools





Market Analysis and Forecasting

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# Phil Haig's Market Reports

## Detached

- [Burnaby](#)
- [Coquitlam](#)
- [Port Coquitlam](#)
- [Port Moody](#)

## Attached

- [Coquitlam](#)
- [Port Coquitlam](#)
- [Port Moody](#)

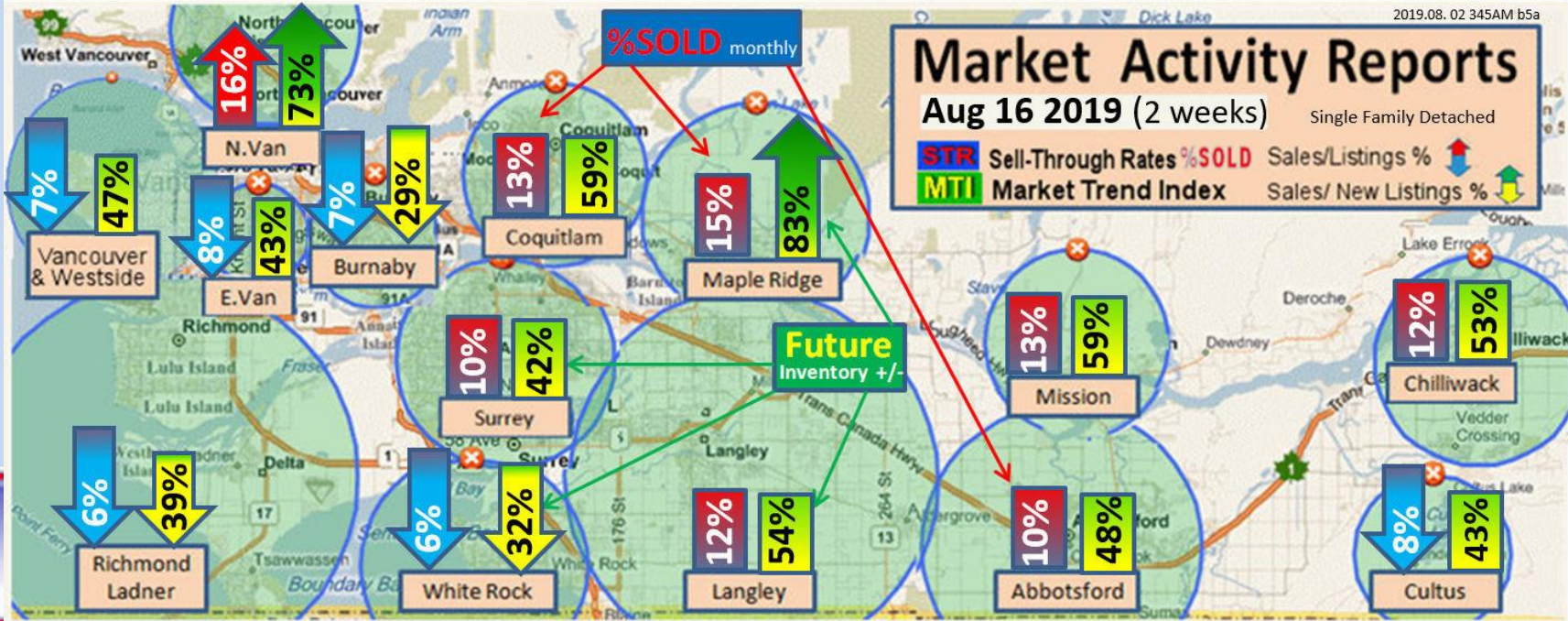
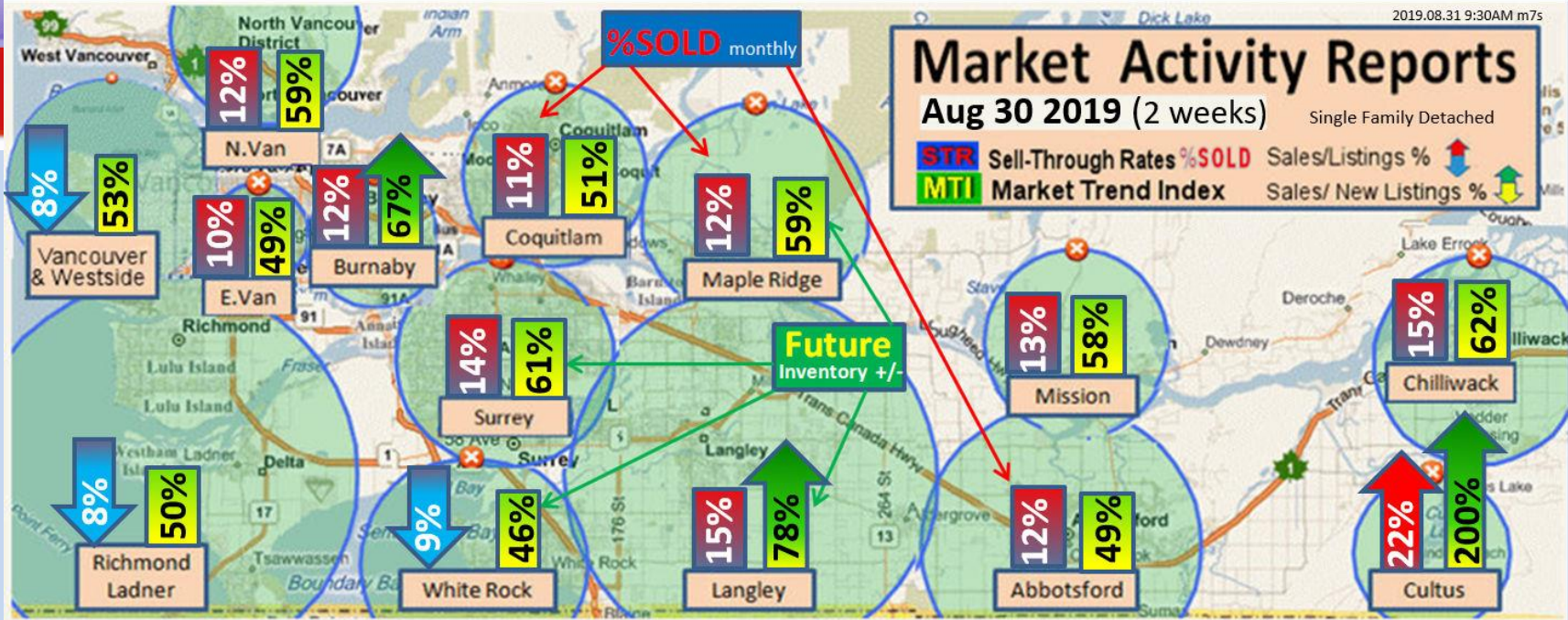
**Warning:** These Advanced Market Reports are Dangerous to operate without lesson ☺  
We highly recommend the [Stats Boot Camp Course](#) to fully understand them.





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Vancouver & Fraser Valley

### Sales (2 wks)/ Listings Graph

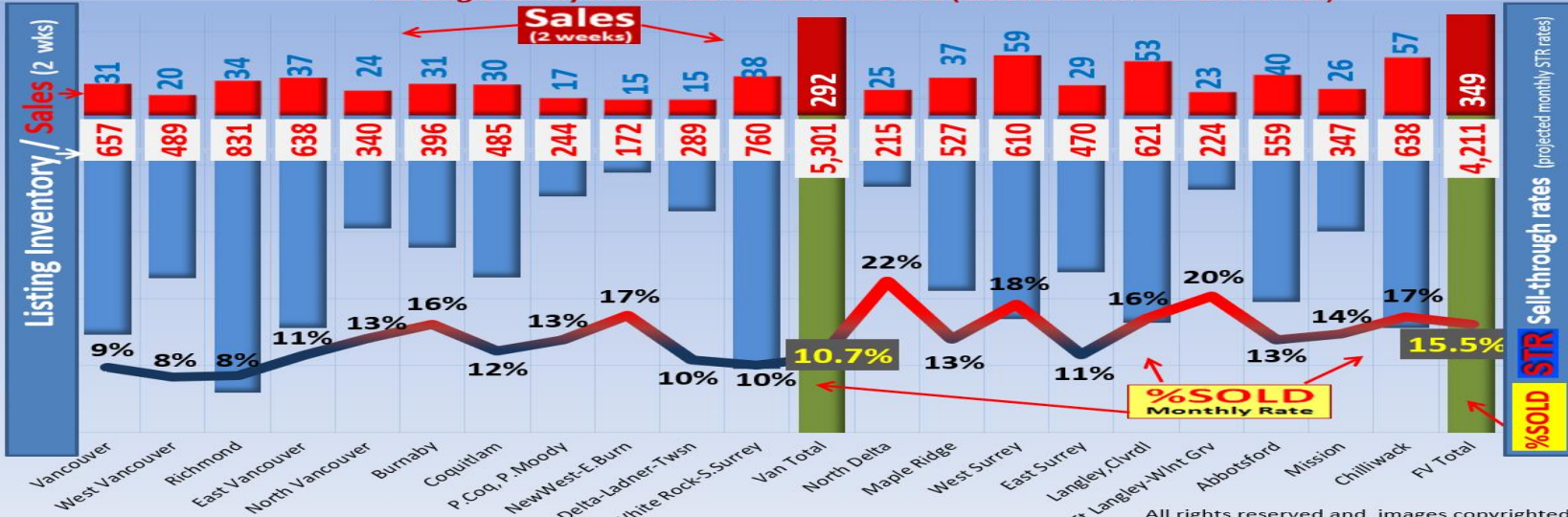
Aug 30 2019 (2 weeks)

%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

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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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Coquitlam Real Estate Price Changes (\$/%)

高貴林 房地產價格變動 / 高贵林房地产价格变动

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

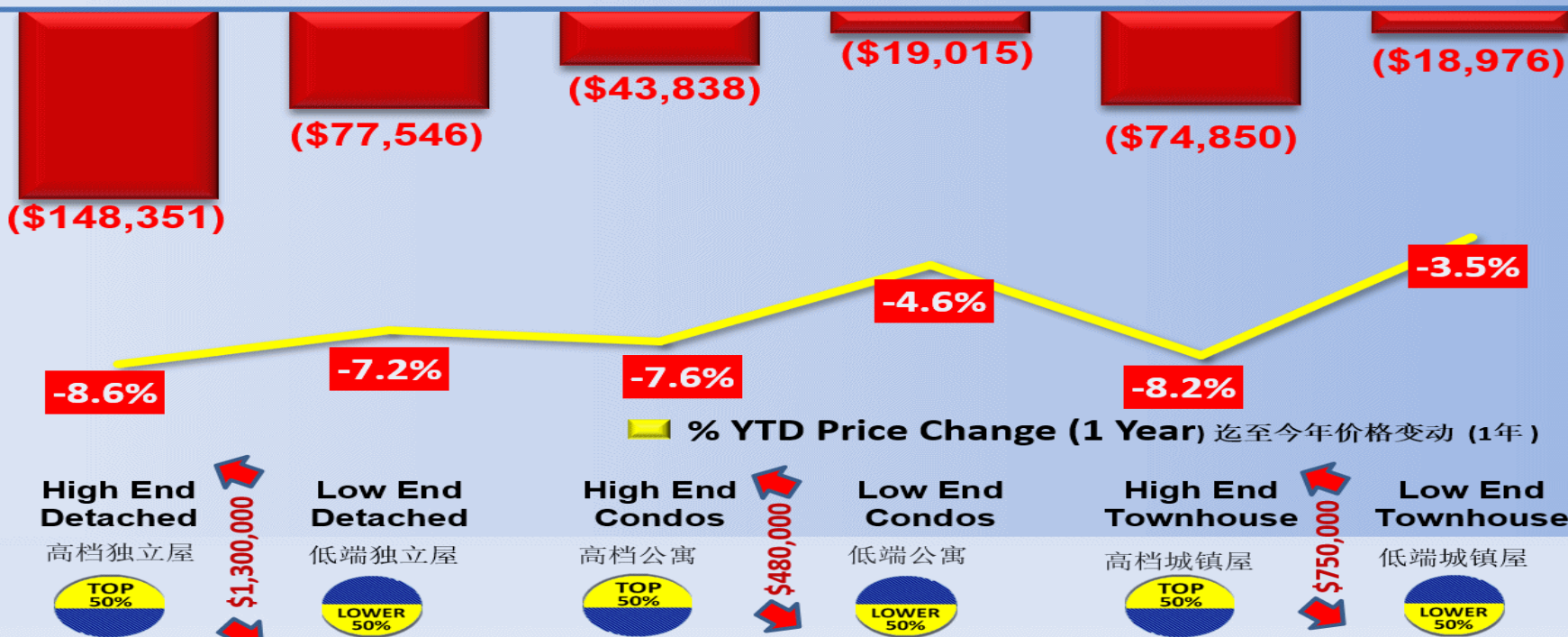
\$\$\$ YTD Price Change (1 Year) 价格变动 (1年)

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) 迄至今年价格变动 (1年)

High End Detached

高档独立屋



\$1,300,000

Low End Detached

低端独立屋



High End Condos

高档公寓



\$480,000

Low End Condos

低端公寓



High End Townhouse

高档城镇屋



\$750,000

Low End Townhouse

低端城镇屋



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

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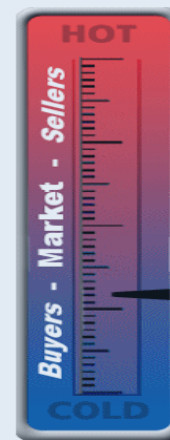
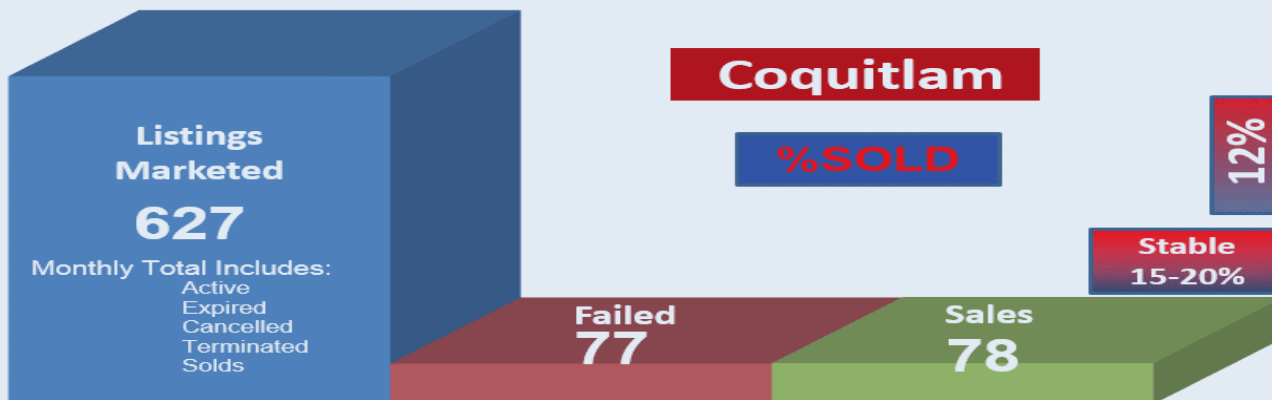


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## Monthly Market Activity - Aug 2019 - Single Family



### Sept 1, 2019 Coquitlam Market Update (Detached)

**Current:** Coquitlam's **12 % SOLD** Rate indicates a Stable Market.  
(This means 12 homes out of 100 sold last month with an Average \$60,544 Discount from the Original List Price)

*Most Active Price Range:* Homes between \$1.2 mill. - \$1.3 mill. have a **20.8 %SOLD** rate.

*Least Active Price Range:* Homes above \$2 mill. have **4.1 %SOLD** rate.

**History:** The Coquitlam Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$154,981.  
The Coquitlam Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$97,668.

\*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?

Coquitlam Price Range Statistics - Aug 2019

Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sell Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	99	16	34	95%	-\$29,900	16.2%	↑
\$1,000,000-1,200,000	101	21	27	95%	-\$55,000	20.8%	↑
\$1,200,001-\$1,300,000	129	15	38	96%	-\$58,088	11.6%	
\$1,300,001-\$1,550,000	131	17	59	93%	-\$105,000	13.0%	
\$1,550,001-\$2,000,000	45	4	92	67%	-\$815,000	8.9%	↓
\$2,000,001 and more	122	5	70	85%	-\$413,286	4.1%	↓
<b>Total Activity</b>	<b>627</b>	<b>78</b>	<b>38</b>	<b>94%</b>	<b>-\$60,544</b>	<b>12%</b>	

# 2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	635	661	627		-34	↓
Active Listings	506	534	498	472	-26	↓
Solds	60	86	78		-8	↓
DOM	32	27	38		12	↑
%SOLD (Sales/Listings /Mthly Rate)	9%	13%	12%		-0.6%	↓
(Top 50%) Home Price Index HPIp	\$1,671,454	\$1,548,101	\$1,516,473		-\$31,628	↓
(Lower 50%) Home Price Index HPIp	\$1,059,492	\$981,101	\$961,824		-\$19,277	↓

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## What Sold in your Neighbourhood and for What Price?

Coquitlam Neighbourhood Statistics - Aug 2019				Detached		
Neighbourhoods	Total Listings	Sales	DOM	Sell Price /List Price	Sell - List \$Difference	%SOLD
Burke Mountain	102	11	66	94%	-\$88,000	10.8%
Central Coquitlam-Chineside	129	19	36	94%	-\$69,250	14.7%
Coquitlam East	30	5	53	94%	-\$91,900	16.7%
Cape Horn	21	5	34	97%	-\$38,888	23.8%
Coquitlam West	73	6	68	75%	-\$559,451	8.2%
Eagle Ridge-Canyon Springs	15				\$0	0.0%
Harbour Chines	19	2	69	93%	-\$174,000	10.5%
Hockaday	12	2	41	93%	-\$105,556	16.7%
Harbour Place	5	1	70	99%	-\$20,000	20.0%
Meadow Brook	14	2	12	98%	-\$14,950	14.3%
Maillardville	52	5	23	91%	-\$135,000	9.6%
New Horizons	22	2	20	97%	-\$26,500	9.1%
Park Ridge Estates	2	1	3	98%	-\$30,000	50.0%
Ranch Park	34	11	36	95%	-\$53,000	32.4%
River Springs	9	1	52	96%	-\$34,000	11.1%
Scott Creek	10	1	9	94%	-\$74,900	10.0%
Eagle Ridge - Summit	8				\$0	0.0%
Westwood Plateau-Summit	70	4	42	87%	-\$200,000	5.7%
<b>Total Activity</b>	<b>627</b>	<b>78</b>	<b>38</b>	<b>94%</b>	<b>-\$60,544</b>	<b>12%</b>



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produced for: **Phil Haig**







## Next Months Market Forecast

**Forecast:** Coquitlam has a normal Listing supply; 472 homes are for sale. With the **12 %SOLD** Monthly Rate (**STR**) gives us ~8 months of inventory. 25% of the Active Listings have reduced their price by \$106,909 on Average or \$59,000 Median. We project Coquitlam Detached to be a Stable 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. Raw Data collected from the 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

team phil haig

TriCity's #1 RE/MAX

Real Estate Team

For 2010

We sell homes but people are our business



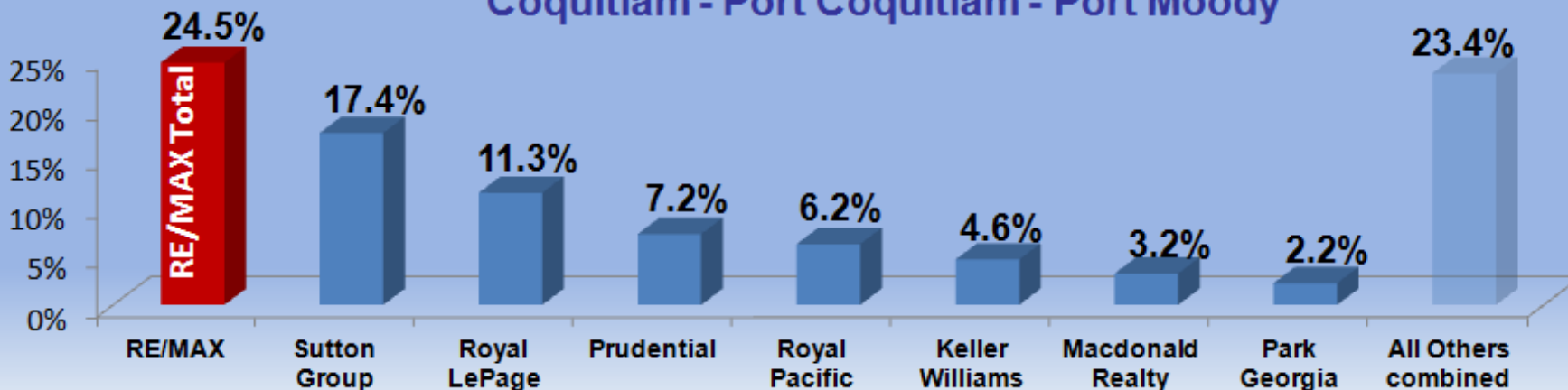
Market Analysis and Forecasting

Sept 1/19 Coquitlam



## #1 the RE/MAX Market Share Reports

Coquitlam - Port Coquitlam - Port Moody



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



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## Market Analysis and Forecasting

Sept 1/19 Coquitlam

Detached

Coquitlam

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)



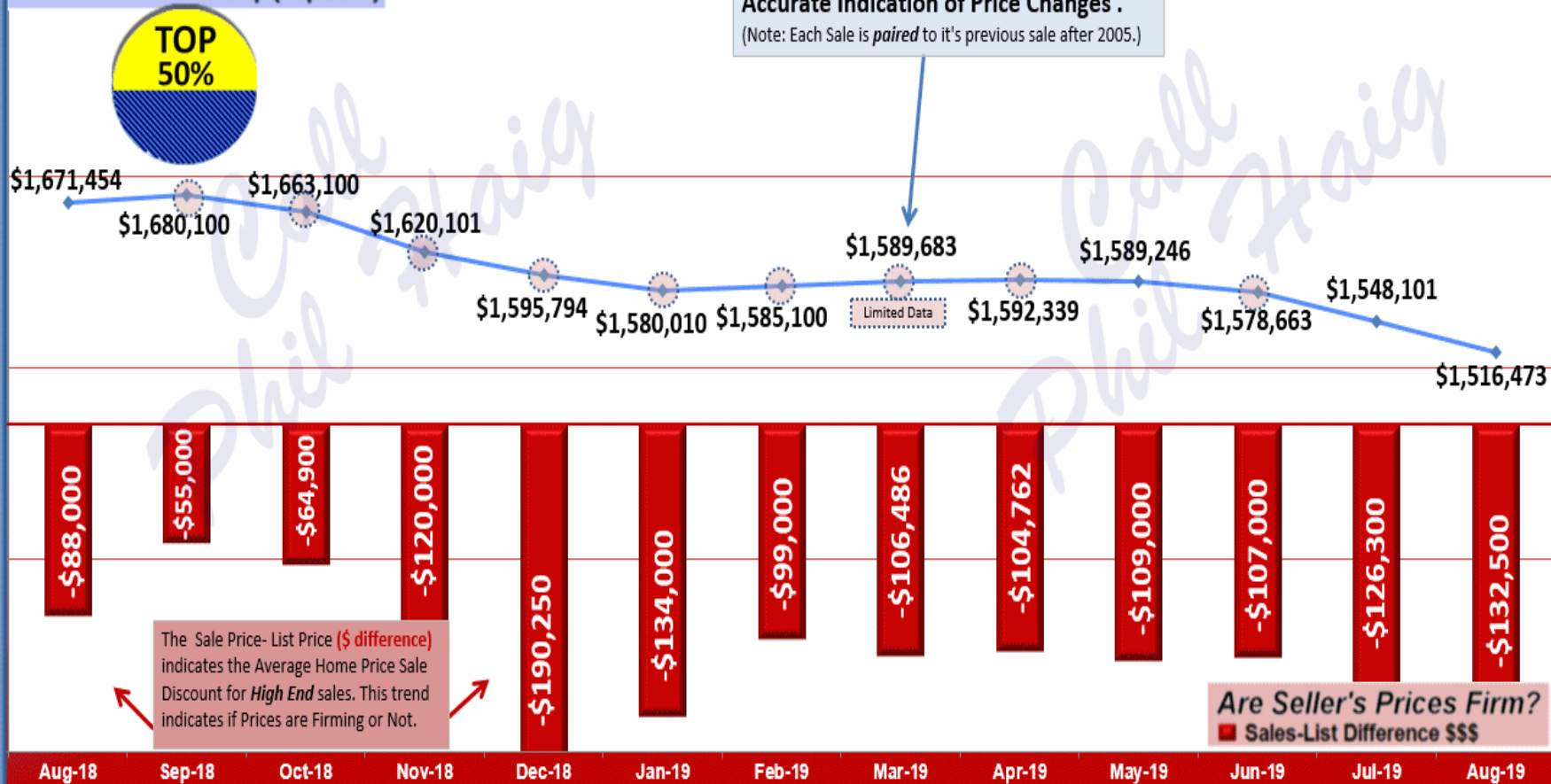
Detached

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

Homes Over \$1,300,000

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



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



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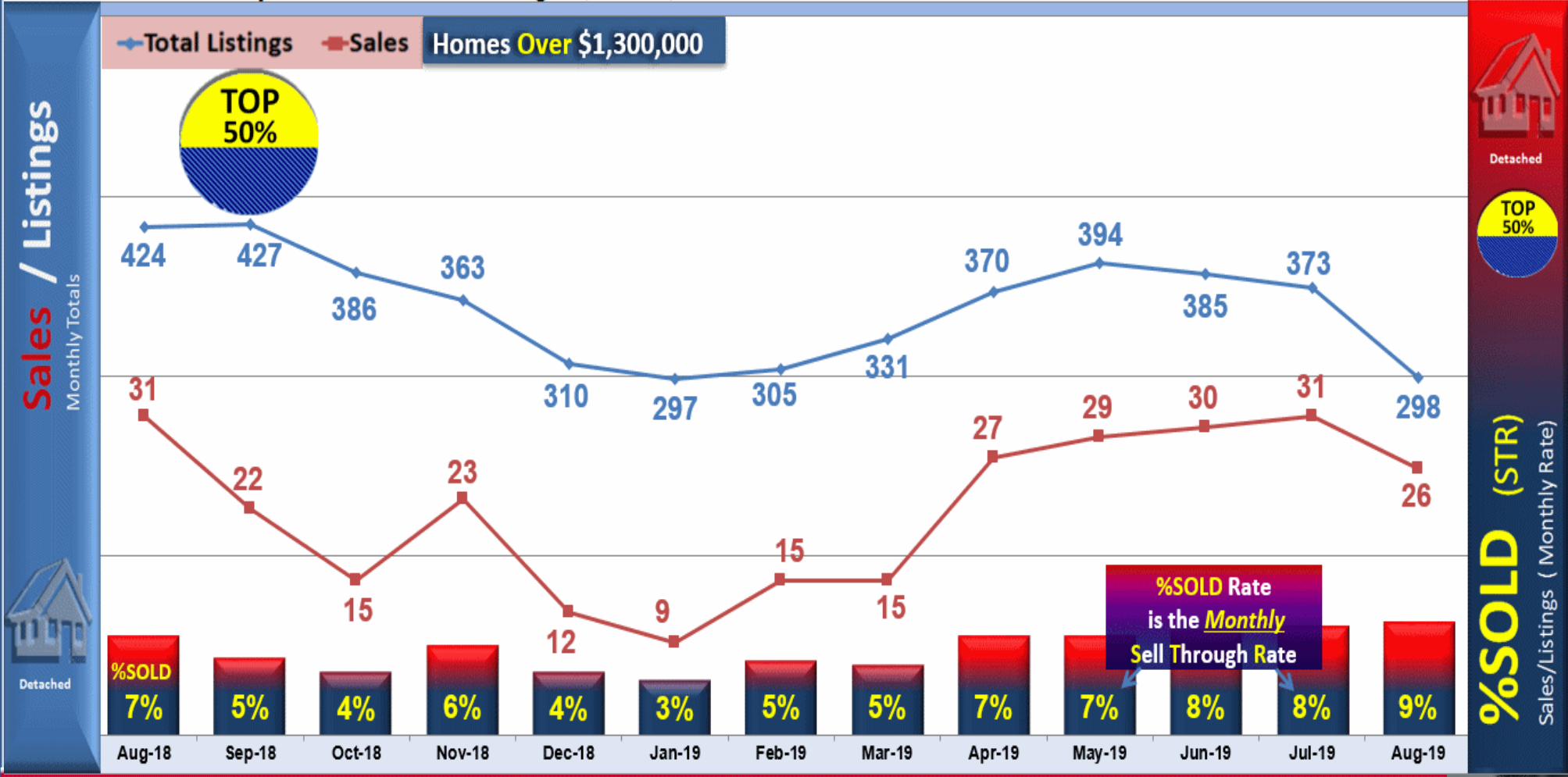
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## Market Analysis and Forecasting

Sept 1/19 Coquitlam

Detached Coquitlam Total Listings\*\*, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



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. [More Details](#)  
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## Market Analysis and Forecasting

Sept 1/19 Coquitlam

Detached Coquitlam 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)

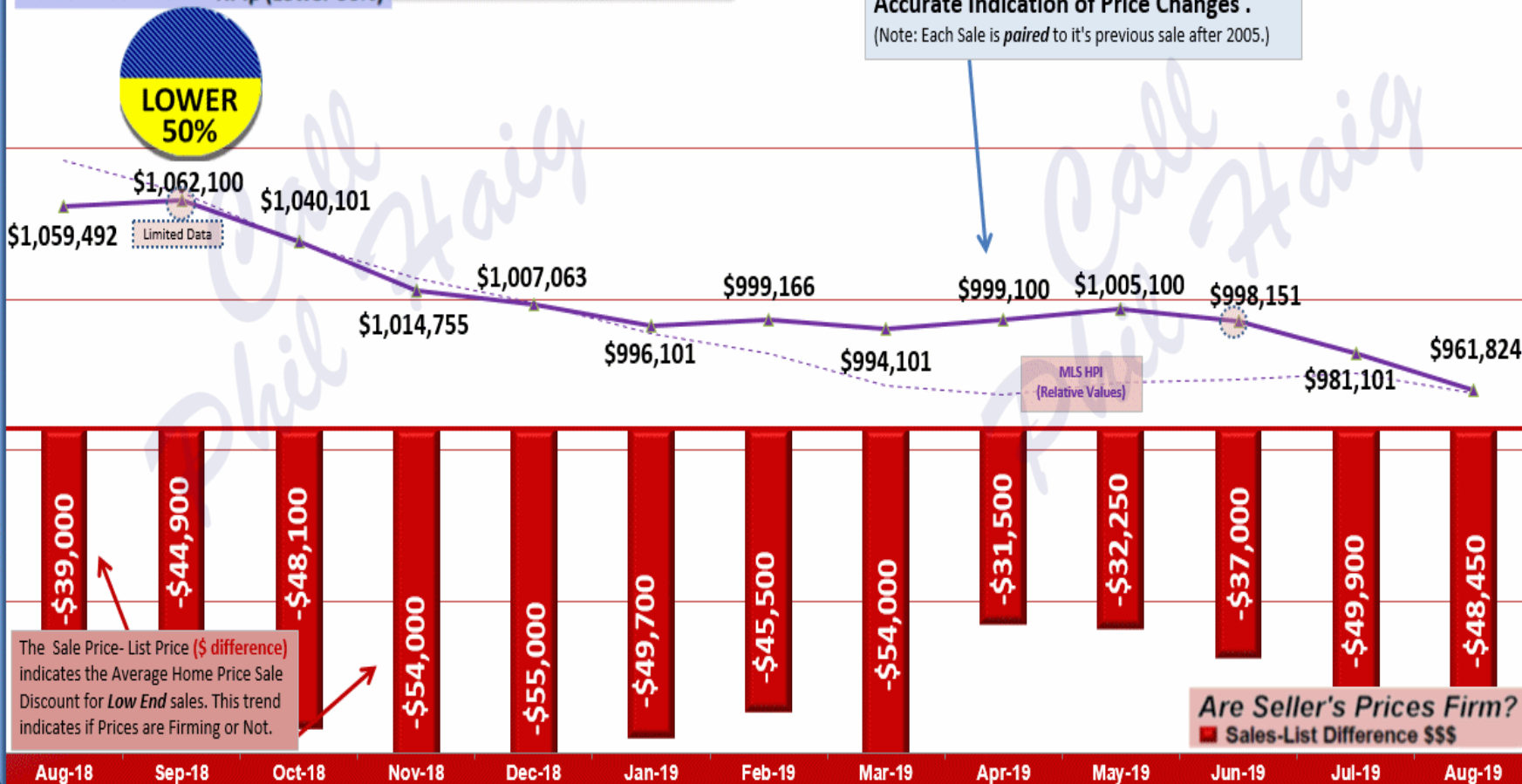
Home Price Changes  
(Home Price Index Paired sales from 2005)

### Are Home Prices Up? Homes Below \$1,300,000

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 \$\$\$



Detached



LOWER 50%

Sales Discount \$\$

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



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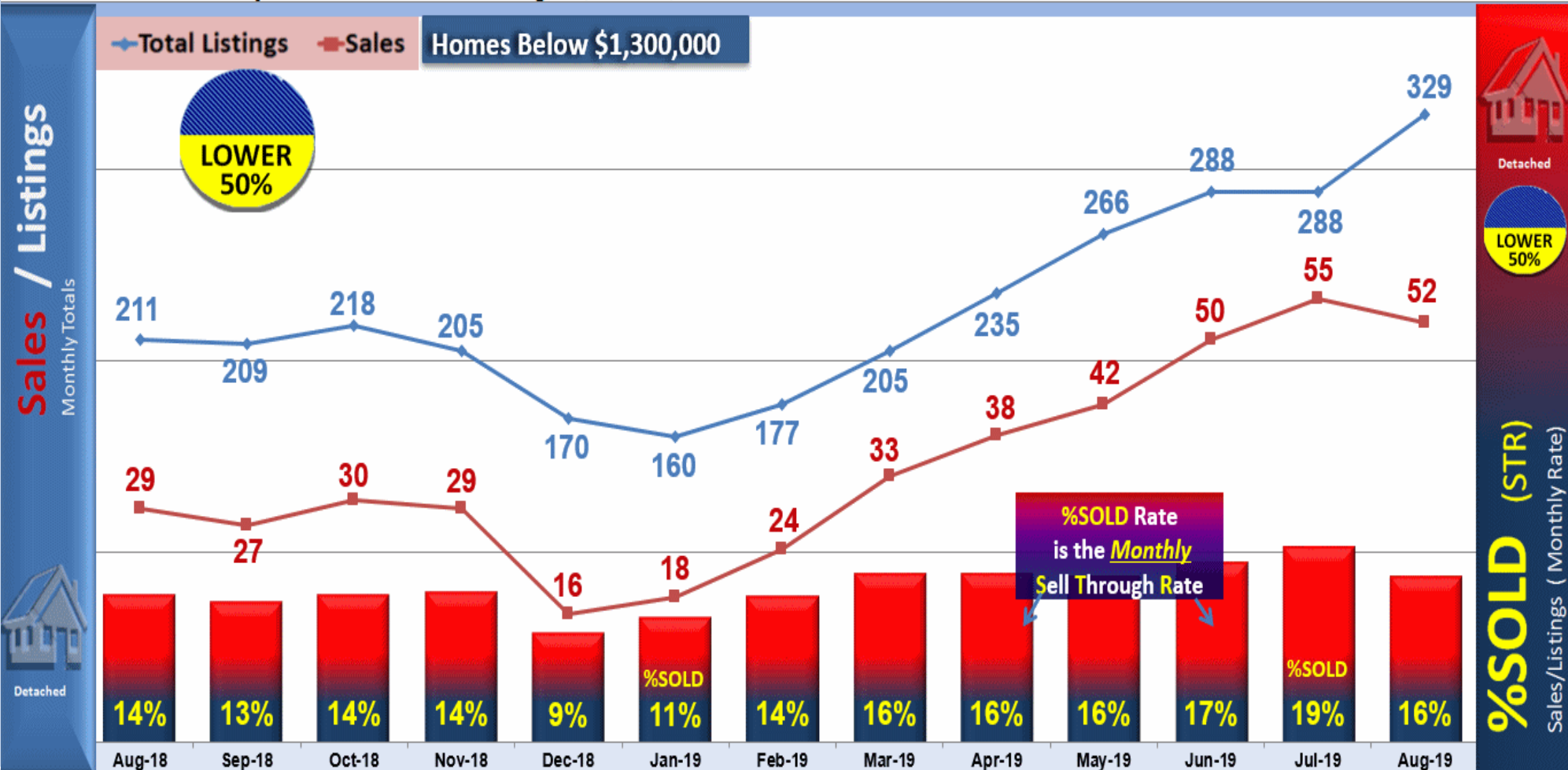
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## Market Analysis and Forecasting

Sept 1/19 Coquitlam

Detached Coquitlam 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. [More Details](#)  
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RE/MAX Statistics, on the Web!

detached homes

## Market Analysis and Forecasting

Sept 1/19 Coquitlam

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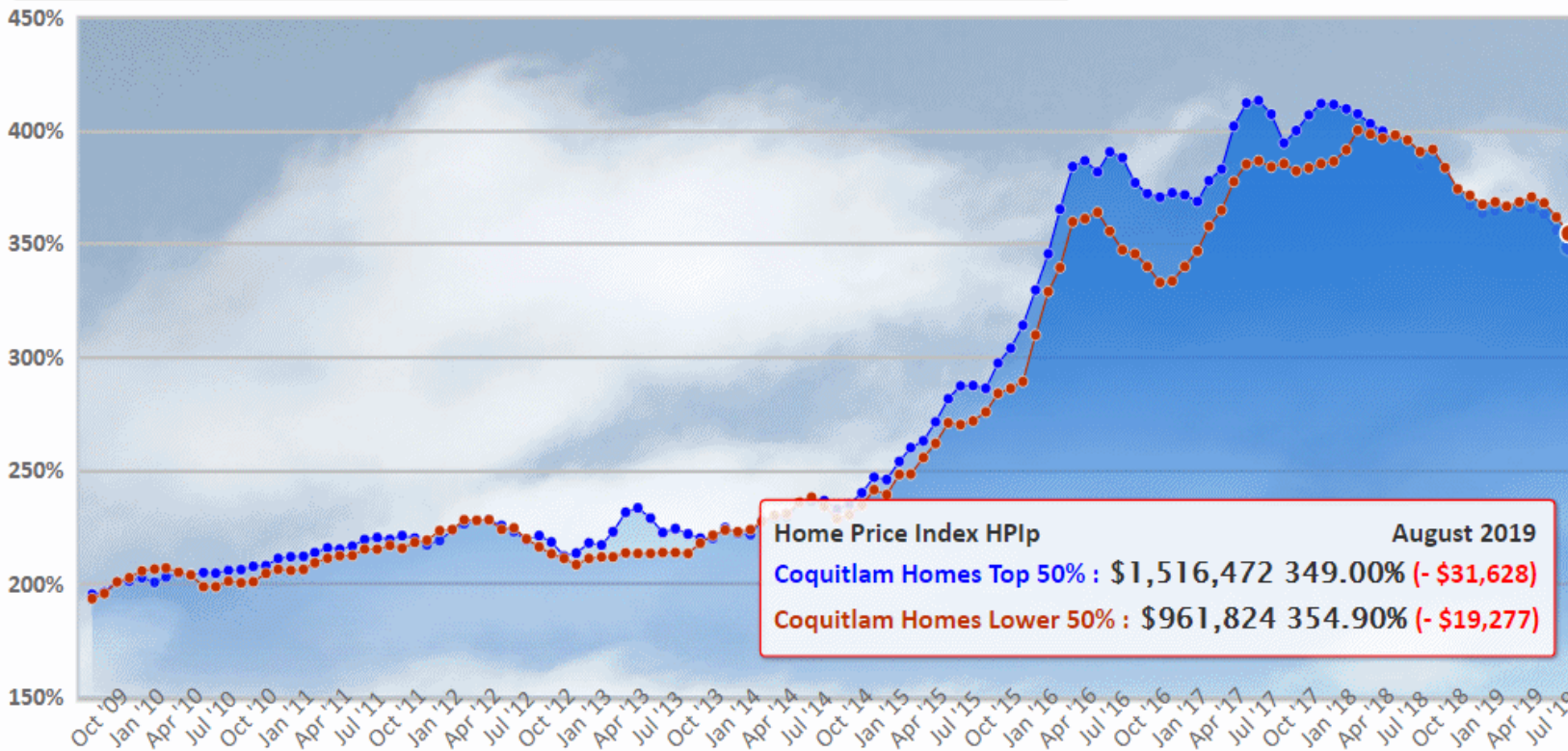
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Coquitlam Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Coquitlam Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 349.00
Jul 2019	% 356.30
Jun 2019	% 363.30
May 2019	% 365.70
Apr 2019	% 366.40
Mar 2019	% 365.80
Feb 2019	% 364.80
Jan 2019	% 363.60
Dec 2018	% 367.20
Nov 2018	% 372.80
Oct 2018	% 382.70
Sep 2018	% 388.90

<<< 1 2 3 >>>

Highcharts.com

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### Monthly Market Activity - Aug 2019 - Single Family



#### Sept 1 2019 Port Coquitlam Market Update (Detached) R

**Current:** Pt Coquitlam's **18 %SOLD** rate indicates a Seller Market.  
 (This means 18 homes out of 100 sold with an average \$45,000 discount from the original list price).  
*Most Active Price Range:* Homes below \$850,000 have **27.6 %SOLD** rate.  
*Least Active Price Range:* Homes above \$1.2 mill. have **9.0 %SOLD** rate.

**History:** Port Coquitlam Year-To-Date RMR Home Price Index\* shows that prices decreased \$8,813.

\*The RMR HPI (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?

Port Coquitlam Price Range Statistics - Aug 2019				Detached			
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$850,000	29	8	28	94%	-\$52,450	27.6%	↑
\$850,000-\$900,000	25	4	18	97%	-\$28,394	16.0%	↑
\$900,001-\$1,000,000	40	10	32	96%	-\$41,000	25.0%	↑
\$1,000,001-\$1,200,000	15	3	13	92%	-\$90,000	20.0%	↑
\$1,200,001 and more	67	6	12	98%	-\$24,500	9.0%	↓
<b>Total Activity</b>	<b>176</b>	<b>31</b>	<b>21</b>	<b>95%</b>	<b>-\$45,000</b>	<b>18%</b>	↑

## 2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	198	197	176		-21	↓
Active Listings (1st of the month)	147	152	150	130	-20	↓
Solds	18	32	31		-1	↓
Days on Market (DOM)	33	22	21		-1	↓
%SOLD (Sales/ Listings/Mthly Rate)	9%	16.2%	17.6%		1.4%	↑
Home Price Index	\$930,913	\$916,565	\$922,100		\$5,535	↑



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## What Sold in your Neighbourhood and for What Price?

Port Coquitlam Sub areas Statistics - Aug 2019			Detached			
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Birchland Manor	6	0				0.0%
Central Port Coquitlam	8	3	4	98%	-\$15,000	37.5%
Citadel PQ	20	6	24	98%	-\$26,000	30.0%
Glenwood PQ	39	10	31	93%	-\$57,450	25.6%
Lower Mary Hill	7	1	22	97%	-\$22,888	14.3%
Lincoln Park PQ	16	1	37	92%	-\$59,900	6.3%
Mary Hill	18	2	49	96%	-\$37,000	11.1%
Oxford Heights	26	3	7	95%	-\$40,000	11.5%
Riverwood	15	3	18	95%	-\$48,000	20.0%
Woodland Acres PQ	21	2	23	94%	-\$65,945	9.5%
<b>Total Activity</b>	<b>176</b>	<b>31</b>	<b>21</b>	<b>95%</b>	<b>-\$45,000</b>	<b>18%</b>



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## Next Months Market Forecast

**Forecast:** Port Coquitlam has Average Listing supply; 130 homes are for sale and with the **18 %SOLD** Monthly rate gives us a ~6 months of inventory. 28% of the active listings have reduced their price by \$32,287 on average and \$26,000 on median. We project Port Coquitlam 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.

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# How has the Market performed this Past Month and Year?



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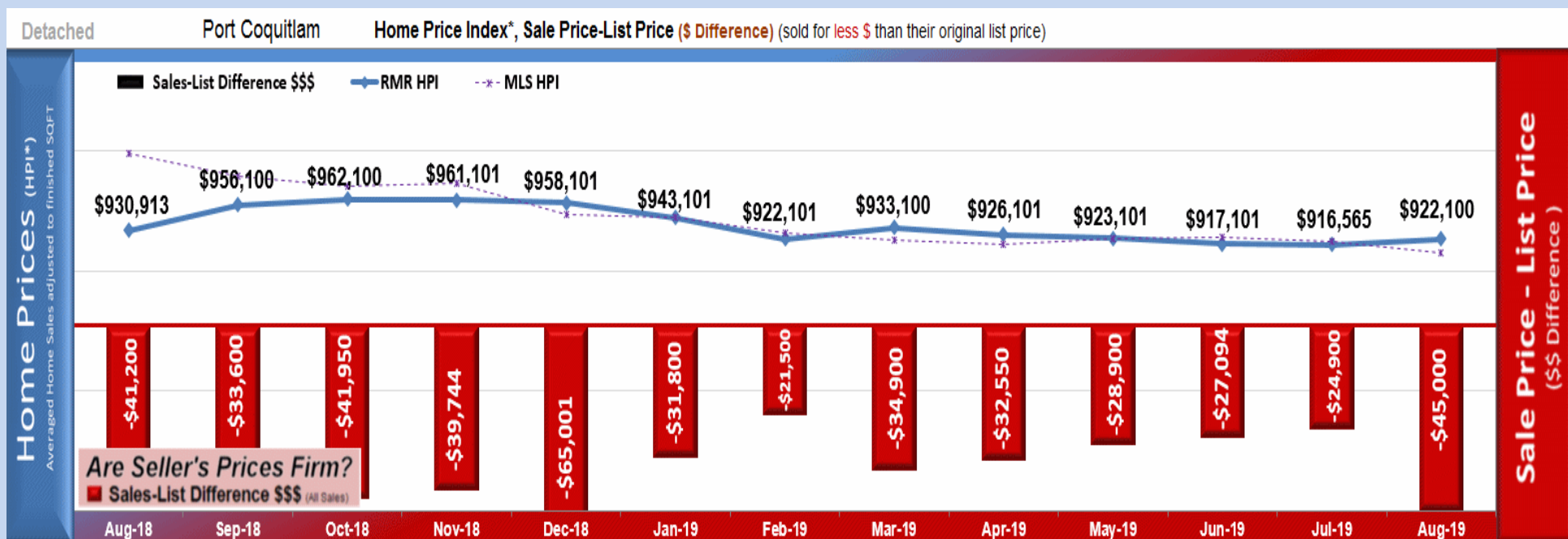






Market Analysis and Forecasting Sept 1/19 Port Coquitlam

# How has the Housing Price Index changed and ... What is the Average Negotiated Discount?



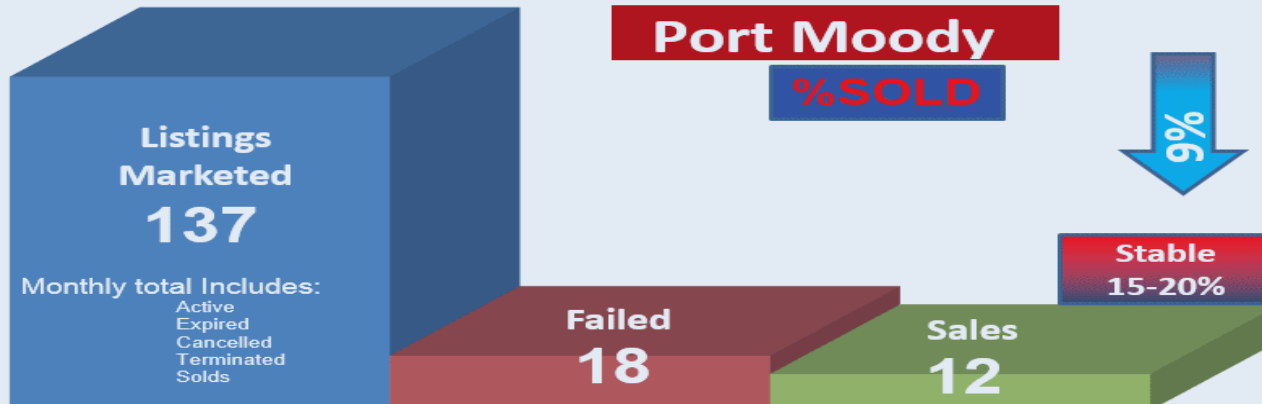
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Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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### Monthly Market Activity - Aug 2019- Single Family



#### Sept 1 2019 Port Moody Market Update (Detached)

**Current:** Port Moody's **9 %SOLD** Rate indicates a Buyer Market.  
(Meaning 9 Homes out of 100 Sold Last Month with an Average \$52,250 Discount from the Original List price).

*Most Active Price Range:* Homes below \$1 mill. have **38.5 %SOLD** rate.

*Least Active Price Range:* Homes above \$1.5 mill. have **1.9 %SOLD** rate.

**History:** Pt Moody YTD RMR HPI\* shows that prices decreased \$77,000.

\*The RMR HPI (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?

### Port Moody Price Range Statistics - Aug 2019

**Detached**

Home Price Range	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	13	5	20	99%	-\$6,900	38.5%	↑
\$1,000,001-\$1,200,000	48	5	53	95%	-\$67,875	10.4%	↓
\$1,200,001-\$1,500,000	22	1	117	82%	-\$395,000	4.5%	↓
\$1,500,001 and more	54	1	189	88%	-\$400,000	1.9%	↓
<b>Total Activity</b>	<b>137</b>	<b>12</b>	<b>51</b>	<b>95%</b>	<b>-\$52,250</b>	<b>9%</b>	↓

## 2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	121	121	137		16	↑
Active Listings (1st of the month)	100	108	101	107	6	↑
Solds	5	11	12		1	↑
Days on Market (DOM)	50	25	51		26	↑
%SOLD (Sales/ Listings/Mthly Rate)	4%	9%	9%		0%	
Home Price Index	\$1,336,100	\$1,256,100	\$1,259,100		\$3,000	↑



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## What Sold in your Neighbourhood and for What Price?

Port Moody Sub areas Statistics - Aug 2019				Detached		
Neighbourhoods	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Anmore	39	0				0.0%
Belcarra	10	0				0.0%
Barber Street	11	2	83	86%	-\$256,500	18.2%
College Park PM	15	3	20	99%	-\$6,900	20.0%
Glenayre	5	0				0.0%
Heritage Mountain	9	3	53	95%	-\$60,500	33.3%
Heritage Woods PM	22	1	81	95%	-\$67,875	4.5%
loco	0	0				0.0%
Mountain Meadows	2	0				0.0%
North Shore Pt Moody	11	1	189	88%	-\$400,000	9.1%
Port Moody Centre	13	2	49	98%	-\$16,950	15.4%
<b>Total Activity</b>	<b>137</b>	<b>12</b>	<b>51</b>	<b>95%</b>	<b>-\$52,250</b>	<b>9%</b>



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## Next Months Market Forecast

**Forecast:** Port Moody has Average Listing Supply; 137 homes are for sale and with the **9 %SOLD** Monthly Rate gives us a ~11 months of Inventory. We project Port Moody to continue into a 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

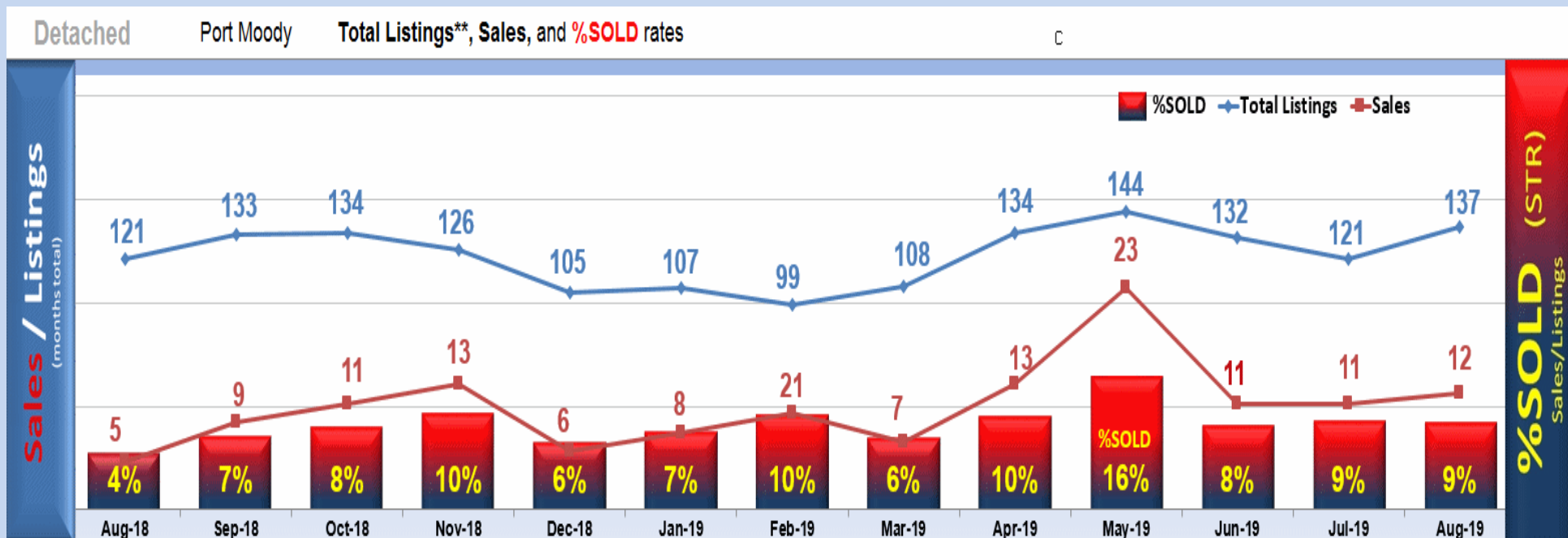


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# How has the Market performed this Past Month and Year?



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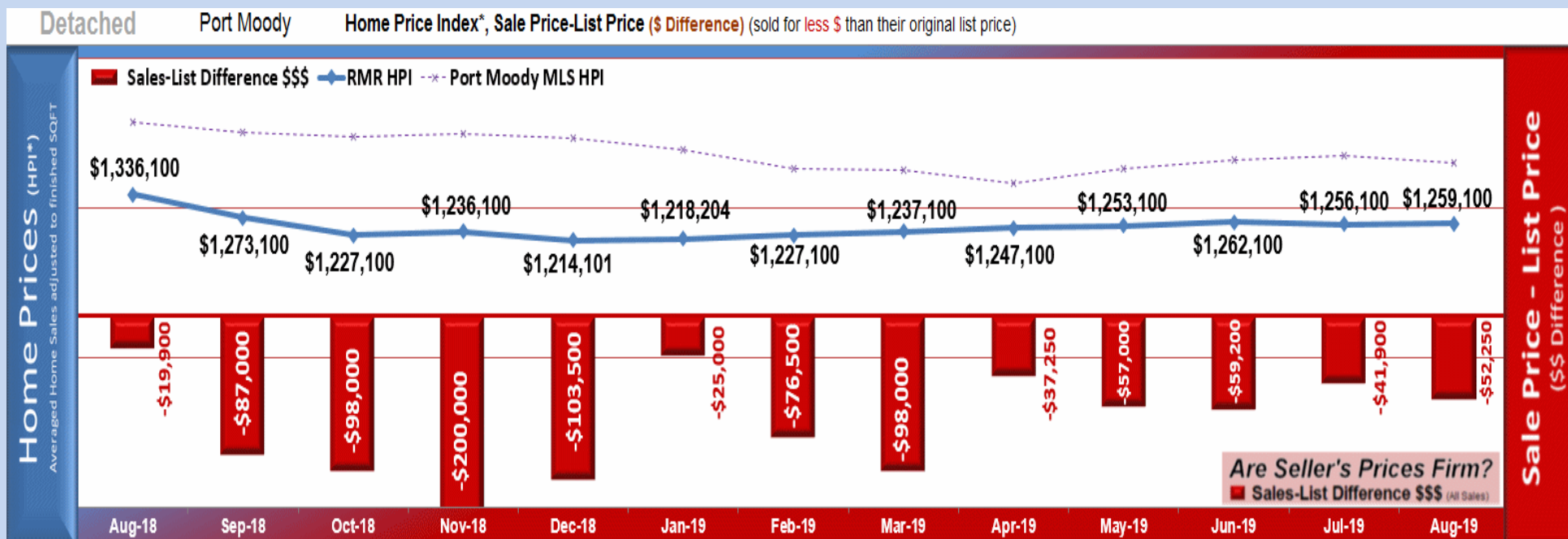






Market Analysis and Forecasting Sept 1/19 Port Moody

# How has the Housing Price Index changed and ... What is the Average Negotiated Discount?



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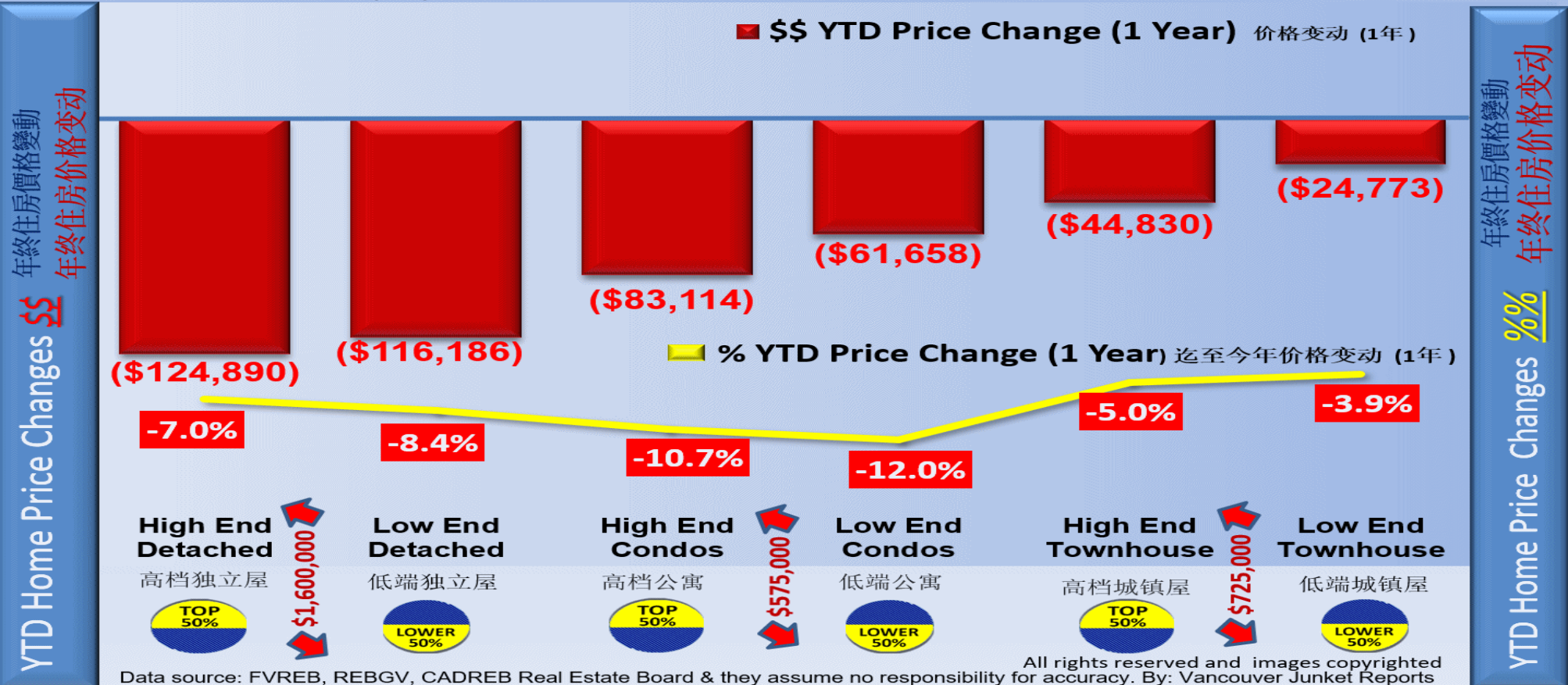
# Burnaby Real Estate Price Changes (\$/%)

本拿比房地產價格變動 / 本拿比房地產价格变动

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



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 Burnaby Market Update (detached)

**Current:** Burnaby's Residential Detached housing market is in a Stable Market with **10 %SOLD** rate.

(This means 10 homes out of 100 sold last month with an average \$139,120 Discount from the original price)

**Most Active Range:** Homes between \$1.45 mill. - \$1.6 mill. have **15.9 %SOLD** rate.

**Least Active Range:** Homes between \$2 mill. - \$2.5 mill. have **3.9 %SOLD** rate.

**History:** The Burnaby Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$119,597.

The Burnaby Home Price Index **HPIp (Lower 50%)** Year-To-Date shows that prices decreased \$91,885.



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

## Burnaby List Price Ranges Statistics - Aug 2019

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,300,000	61	8	36	93%	-\$89,500	13.1%	
\$1,300,001-\$1,450,000	59	9	51	91%	-\$139,120	15.3%	↑
\$1,450,001-\$1,600,000	82	13	31	94%	-\$90,000	15.9%	↑
\$1,600,001-\$1,800,000	54	5	16	91%	-\$159,000	9.3%	↓
\$1,800,001-\$2,000,000	66	3	21	95%	-\$90,000	4.5%	↓
\$2,000,001-\$2,500,000	76	3	56	90%	-\$239,000	3.9%	↓
\$2,500,001 and more	98	10	30	90%	-\$284,500	10.2%	
<b>Total Activity</b>	<b>496</b>	<b>51</b>	<b>31</b>	<b>91%</b>	<b>-\$139,120</b>	<b>10%</b>	

# 2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings (A,S,T,C,X)	546	538	496		-42	↓
Active Listings (1st of the month)	465	434	409	382	-27	↓
Solds	34	71	51		-20	↓
Days on Market (DOM)	36	21	31		10	↑
%SOLD (Sales/ Listings /mnlthly rate)	6.2%	13.2%	10.3%		-2.9%	↓
(Top 50%) Home Price Index HPIp	\$1,750,015	\$1,625,100	\$1,630,418		\$5,318	↑
(Lower 50%) Home Price Index HPIp	\$1,333,523	\$1,235,101	\$1,241,638		\$6,537	↑

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Market Analysis and Forecasting

Sept 1/19 Burnaby

Burnaby Sub areas Statistics - Aug 2019

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Brentwood Park	12	3	9	94%	-\$86,900	25%
Central BN	11	0				0%
Capitol Hill BN	53	3	4	99%	-\$15,000	6%
Forest Hills BS	2	0				0%
Government Road	27	7	16	97%	-\$70,000	26%
Montecito	12	2	126	87%	-\$186,000	17%
Oakdale	1	0				0%
Parkcrest	27	5	78	88%	-\$180,000	19%
Sperling-Duthie	28	3	86	93%	-\$90,000	11%
Simon Fraser Univer.	13	1	66	94%	-\$95,000	8%
Sullivan Heights	4	1	52	115%	\$145,000	5%
Simon Fraser Hills	0	0				0%
Vancouver Heights	26	2	88	88%	-\$269,444	8%
Willingdon Heights	22	4	55	91%	-\$119,500	18%
Westridge BN	11	1	21	95%	-\$90,000	9%
Big Bend	3	0				0%
Burnaby Hospital	19	2	39	92%	-\$120,738	11%
Buckingham Heights	15	2	43	88%	-\$434,500	13%
Burnaby Lake	18	2	26	94%	-\$92,450	11%
Central Park BS	8	0				0%
Deer Lake	13	4	88	89%	-\$238,944	31%
Deer Lake Place	5	0				0%
Forest Glen BS	15	0				0%
Greentree Village	4	0				0%
Garden Village	9	0				0%
Highgate	22	1	10	91%	-\$112,400	5%
Metrtown	33	3	54	90%	-\$210,000	9%
Suncrest	12	1	28	96%	-\$49,900	8%
South Slope	56	2	59	90%	-\$197,000	4%
Upper Deer Lake	15	2	16	96%	-\$52,300	13%
<b>Total Activity</b>	<b>496</b>	<b>51</b>	<b>31</b>	<b>91%</b>	<b>-\$139,120</b>	<b>10%</b>

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## Next Months Market Forecast

**Forecast:** Burnaby has a normal Listing supply; 409 homes are for sale and with the **10 % SOLD** monthly rate gives us a ~10 months of inventory. 27% of the active listings have reduced their price by \$103,444 on average or \$100,000 median. We project Burnaby to be a continued Stable 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. Note: 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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Market Analysis and Forecasting

Sept 1/19 Burnaby

Detached Burnaby 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)

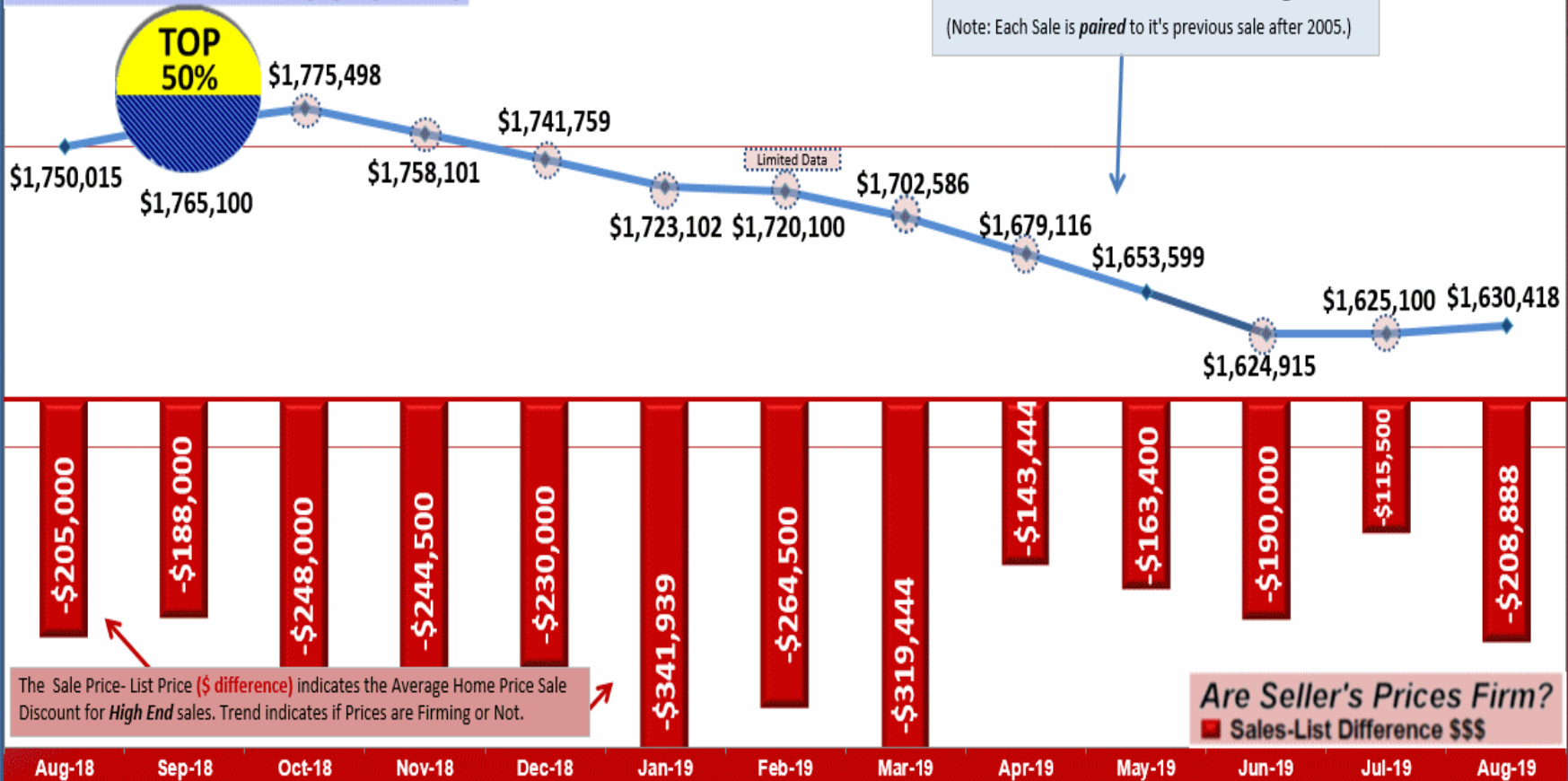
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,600,000

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. 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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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

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For 2010

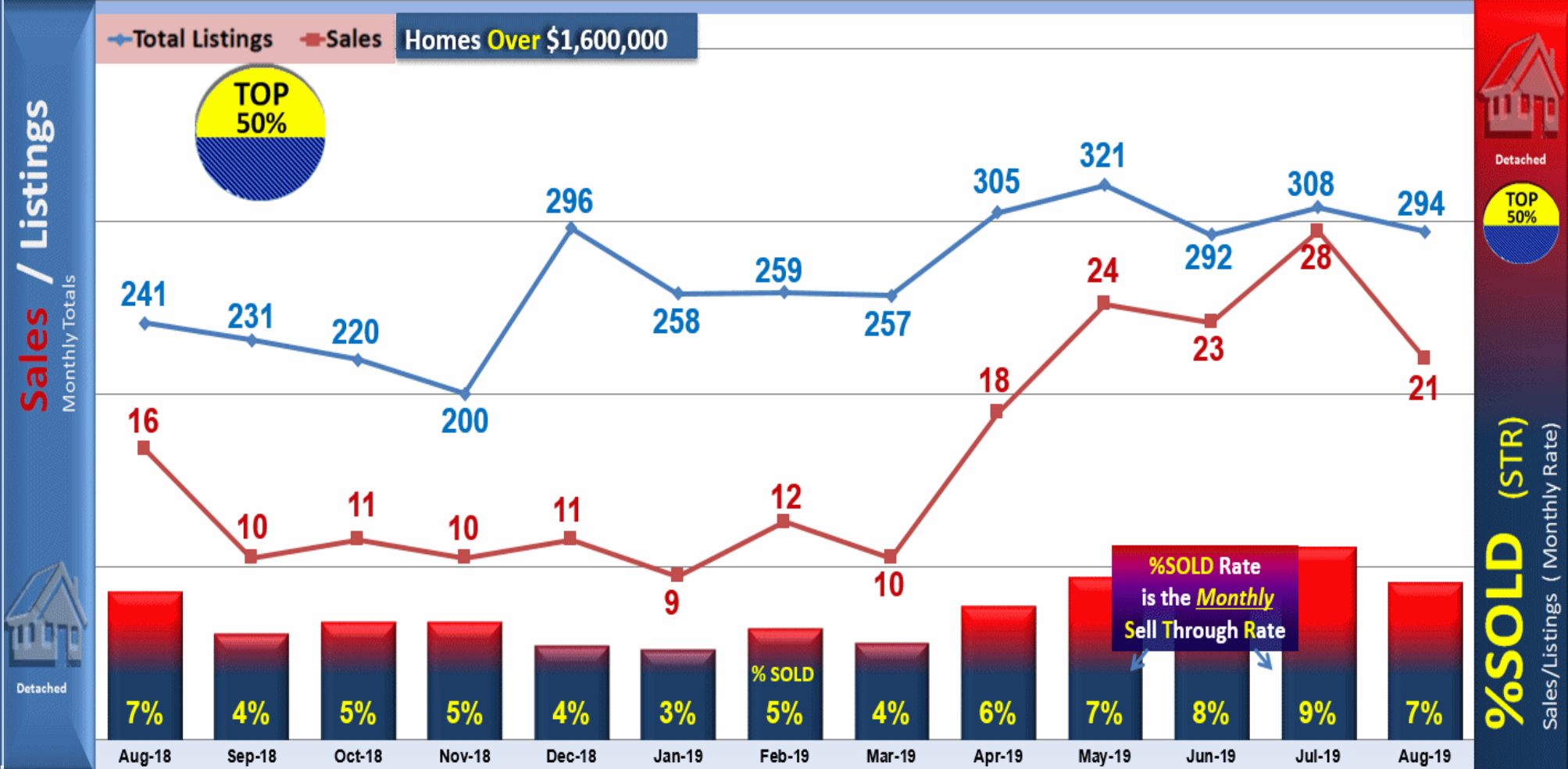
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## Market Analysis and Forecasting

Sept 1/19 Burnaby

Detached Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached



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

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## Market Analysis and Forecasting

Sept 1/19 Burnaby

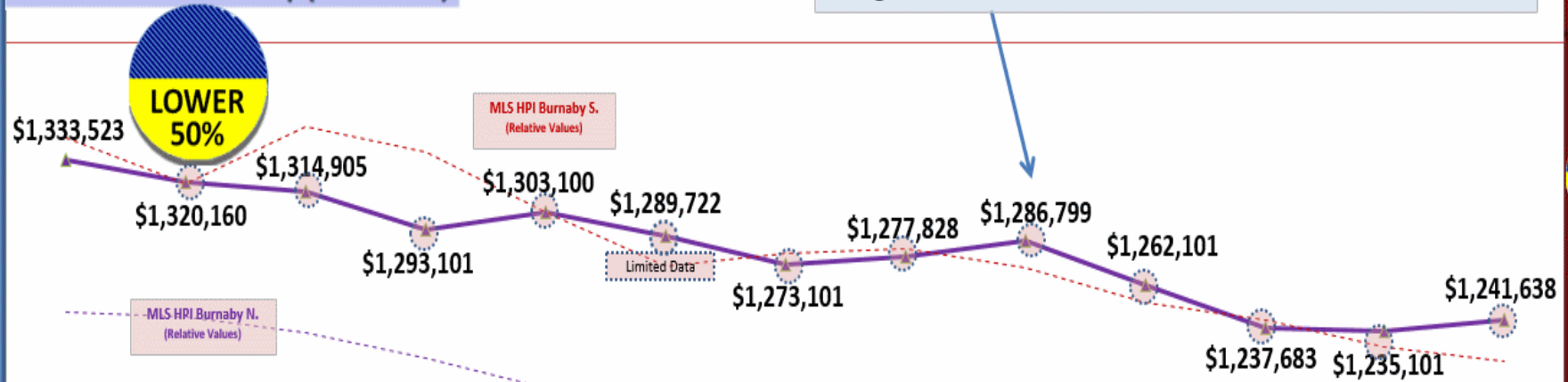
Detached Burnaby Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End sales)

### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

### Homes Below \$1,600,000

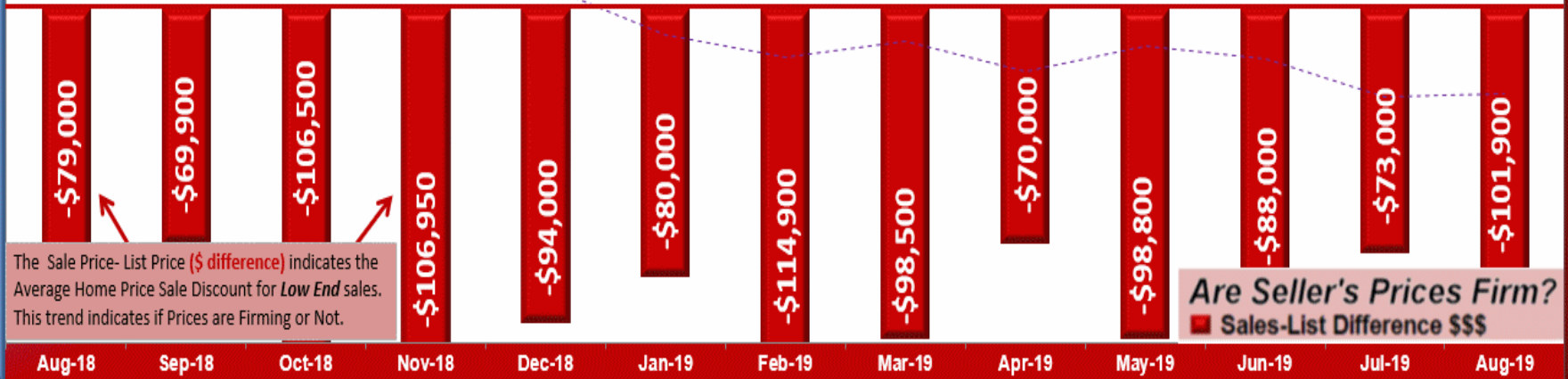
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes. (Note: Each Sale is paired to its previous sale after 2005.)



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



Detached



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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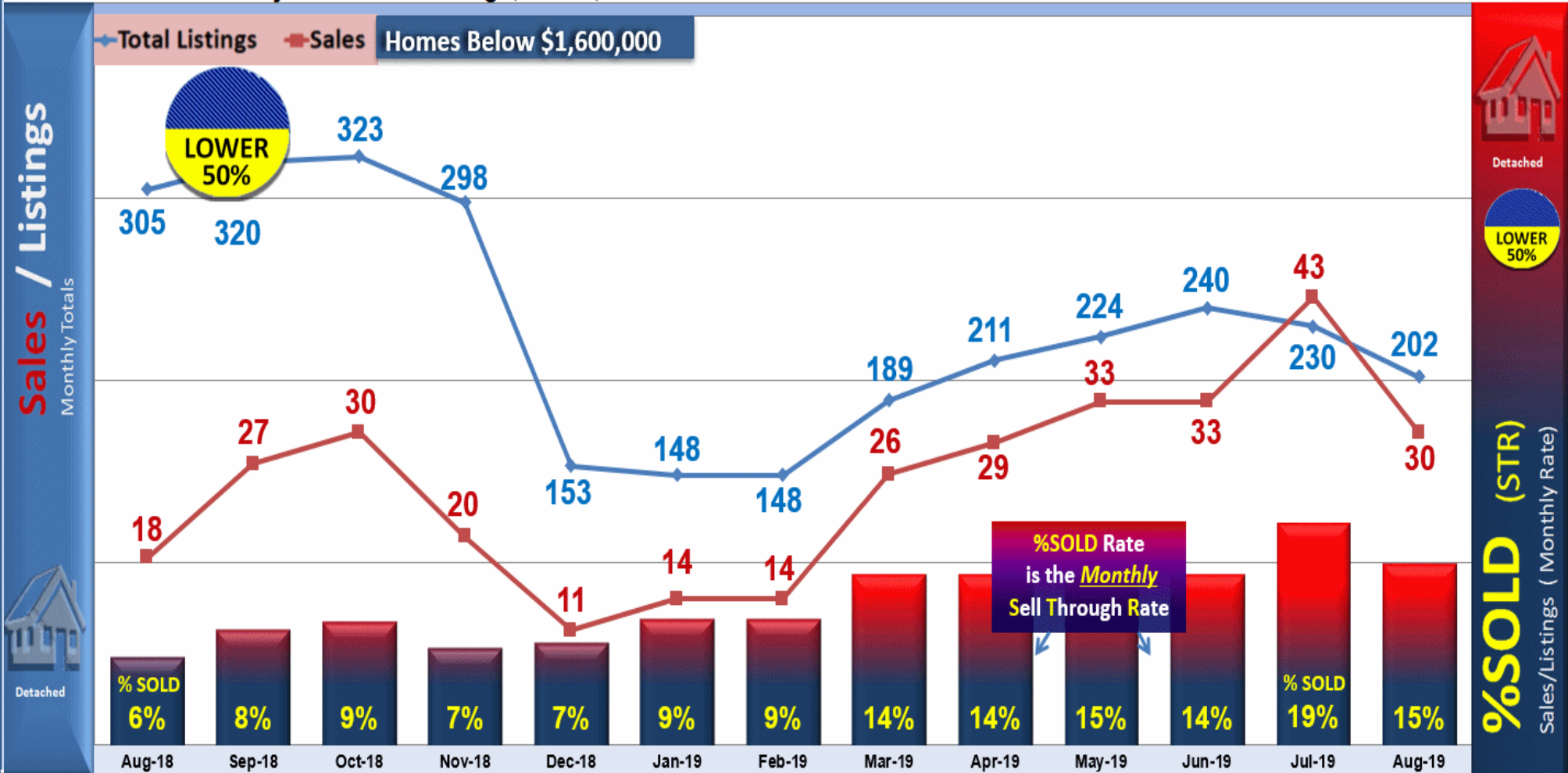
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## Market Analysis and Forecasting

Sept 1/19 Burnaby

Detached Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached

LOWER 50%

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



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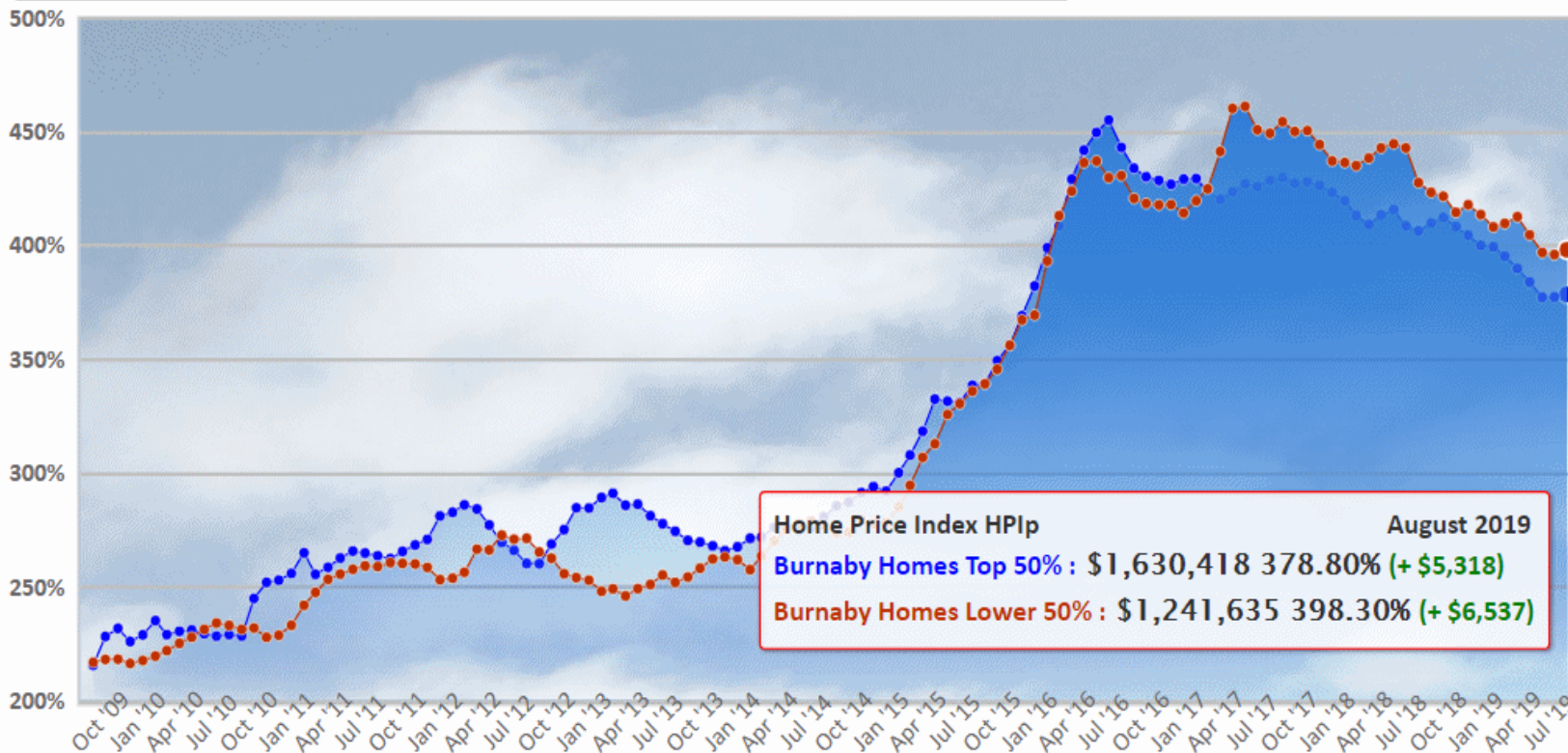
## Market Analysis and Forecasting

Sept 1/19 Burnaby

Powered by the Greater Vancouver Market Reports HPIp



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



**Home Price Index HPIp** August 2019  
 Burnaby Homes Top 50% : \$1,630,418 378.80% (+ \$5,318)  
 Burnaby Homes Lower 50% : \$1,241,635 398.30% (+ \$6,537)

Monthly Home values

Date	Value
Aug 2019	% 378.80
Jul 2019	% 377.60
Jun 2019	% 377.50
May 2019	% 384.20
Apr 2019	% 390.10
Mar 2019	% 395.60
Feb 2019	% 399.60
Jan 2019	% 400.30
Dec 2018	% 404.70
Nov 2018	% 408.50
Oct 2018	% 412.50
Sep 2018	% 410.10

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RE/MAX Statistics, on the Web!

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## Market Analysis and Forecasting

Sept 1/19 Coquitlam

Coquitlam Sub areas Statistics - Aug 2019						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD
Burke Mountain	76	19	15	100%	\$0	25.0%
Central Coquitlam	41	6	17	96%	-\$13,650	14.6%
Coquitlam East	5	0				0.0%
Cape Horn	1	0				0.0%
Chineside	158	20	25	96%	-\$28,950	12.7%
Coquitlam West	20	4	29	95%	-\$19,500	20.0%
Canyon Springs	21	1	46	95%	-\$27,000	4.8%
Eagle Ridge CQ	1	0				0.0%
Harbour Chines	5	2	23	97%	-\$21,750	40.0%
Maillardville	50	7	34	97%	-\$12,000	14.0%
North Coquitlam	199	30	18	95%	-\$24,950	15.1%
New Horizons	60	14	34	96%	-\$27,500	23.3%
Ranch Park	1	0				0.0%
Scott Creek	3	0				0.0%
Upper Eagle Ridge	3	0				0.0%
Westwood Plateau	76	11	34	96%	-\$29,000	14.5%
<b>Total Activity</b>	<b>720</b>	<b>114</b>	<b>22</b>	<b>96%</b>	<b>-\$20,000</b>	<b>16%</b>

Coquitlam List Price Ranges Statistics - Aug 2019						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	33	10	32	95%	-\$18,950	30.3%
\$400,000-\$500,001	123	29	22	96%	-\$19,100	23.6%
\$500,000-\$575,001	95	13	27	95%	-\$27,000	13.7%
\$575,000-\$675,001	158	21	20	96%	-\$29,000	13.3%
\$675,000-\$800,001	147	22	15	99%	-\$9,400	15.0%
\$800,001 and more	164	19	20	97%	-\$26,000	11.6%
<b>Total Activity</b>	<b>720</b>	<b>114</b>	<b>22</b>	<b>96%</b>	<b>-\$20,000</b>	<b>16%</b>

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A.S.T.C.X)	614	780	720		-60
Active Listings	431	573	593	535	-58
Solds	117	121	114		-7
Days on Market (DOM)	18	26	22		-4
%SOLD (Sales/Listings /Mthly Rate)	19.1%	15.5%	15.8%		0.3%
Condos (Top 50%) Home Price Index H	\$561,439	\$528,910	\$521,673		-\$7,237
Condos (Lower 50%) Home Price Index	\$410,828	\$383,894	\$372,197		-\$11,697
Twnhs (Top 50%) Home Price Index HP	\$881,101	\$832,348	\$825,855		-\$6,493
Twnhs (Lower 50%) Home Price Index H	\$537,101	\$528,462	\$526,916		-\$1,545

Sept 1 2019 Coquitlam Market Update Attached Townhomes/ Condos

**Current:** Coquitlam is a Seller Market with average listing inventory, a **16 % SOLD** rate and a 96% Sell/List Ratio.  
(This means the discount on a sale from the original list price is averaging \$20,000)

Most Active Price Range: Attached Homes below \$400,000 have a **30.3 % SOLD** rate.  
Least Active Price Range: Attached Homes above \$8 mill. have a **11.6 % SOLD** rate.

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

HPIp (Top 50%) shows that prices decreased \$34,766.

The Coquitlam's Condos Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices decreased \$38,631.

The Coquitlam's Townhouses Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices decreased \$55,246.

The Coquitlam's Townhouses Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices decreased \$10,185.

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

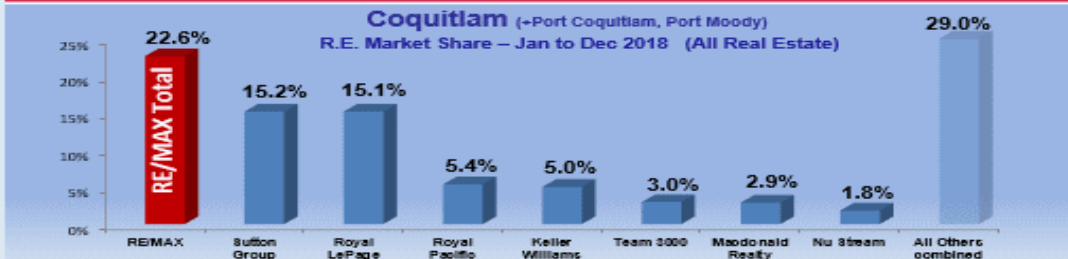
**Forecast:** We currently have 17% more listing than same month last year. We project Coquitlam Attached continuing to be a Seller market.

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 Neighbourhood.

Disclaimer: The Coquitlam 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 Coquitlam HPIp Top 50% representing the higher end sales and the Coquitlam 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. Data is from: PVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com Note: For a more accurate price change for your home request a Comparative Market Analysis.

## the RE/MAX Market Share Reports



\* 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

Sept 1/19 **Coquitlam**

Attached Townhomes/ Condos Coquitlam Total Listings, Sales, and %SOLD rates

Sales / Listings

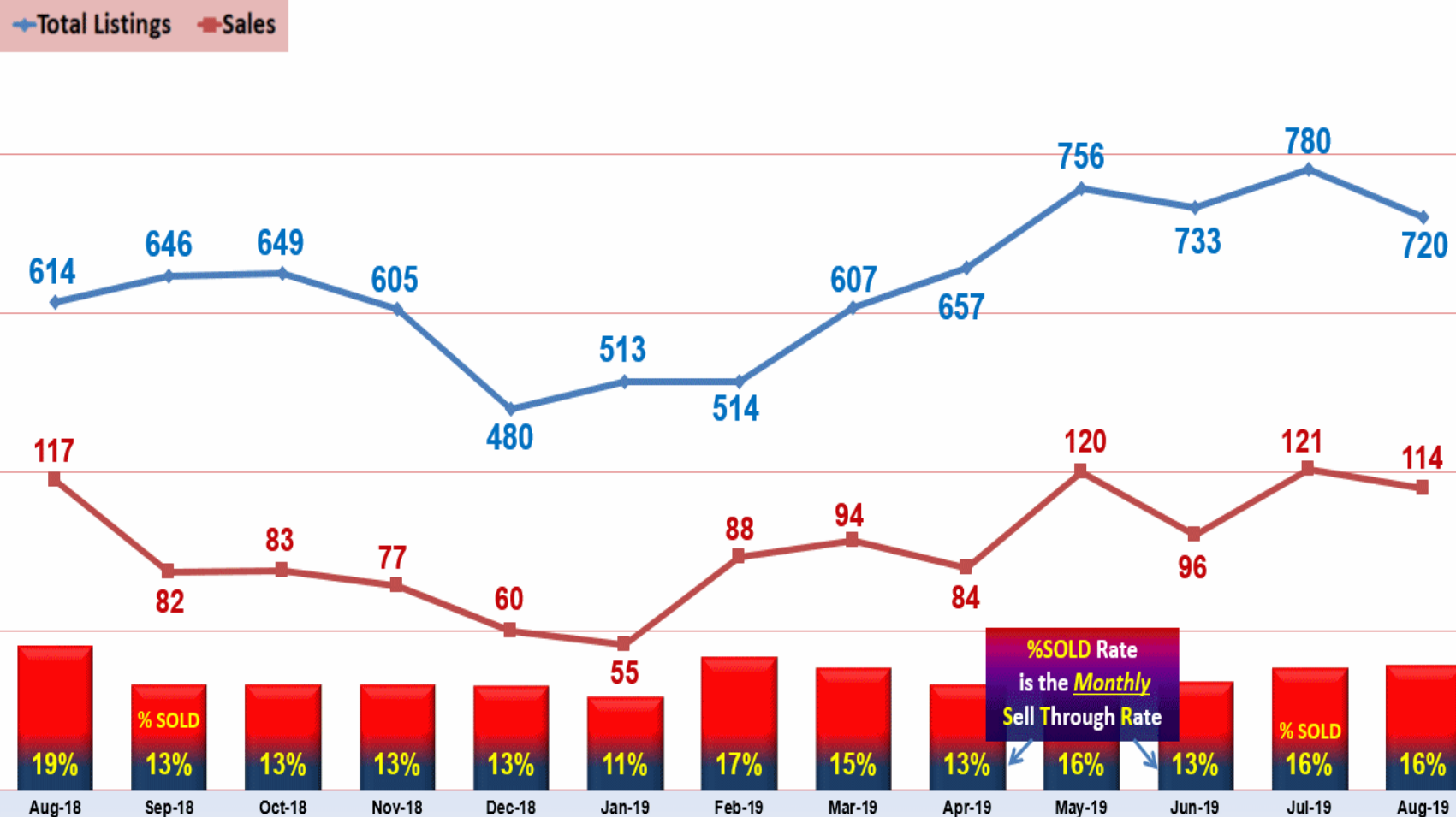
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings ( Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate



Attached



\*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.

produced for: **Phil Haig**





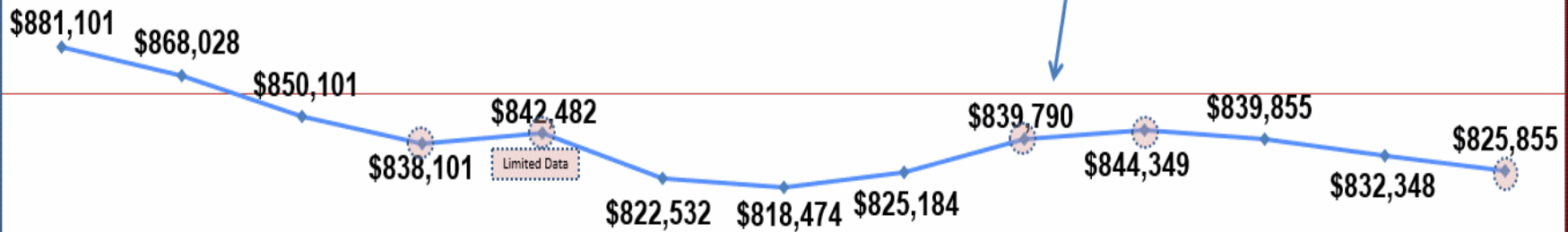
Market Analysis and Forecasting

Sept 1/19 Coquitlam

Attached Coquitlam 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)

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.)

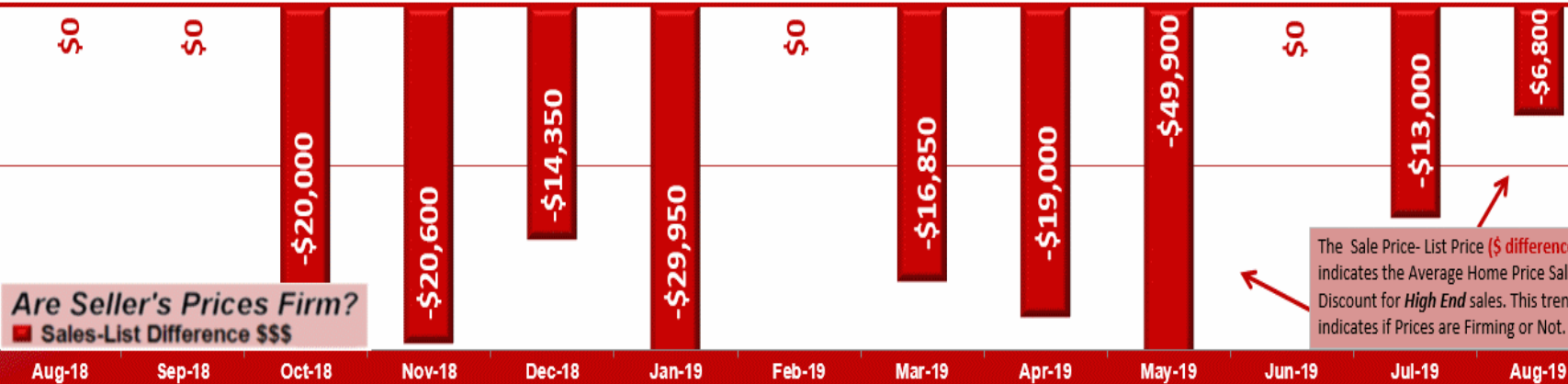


Townhouses

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



Townhouses



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)

\*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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Market Analysis and Forecasting

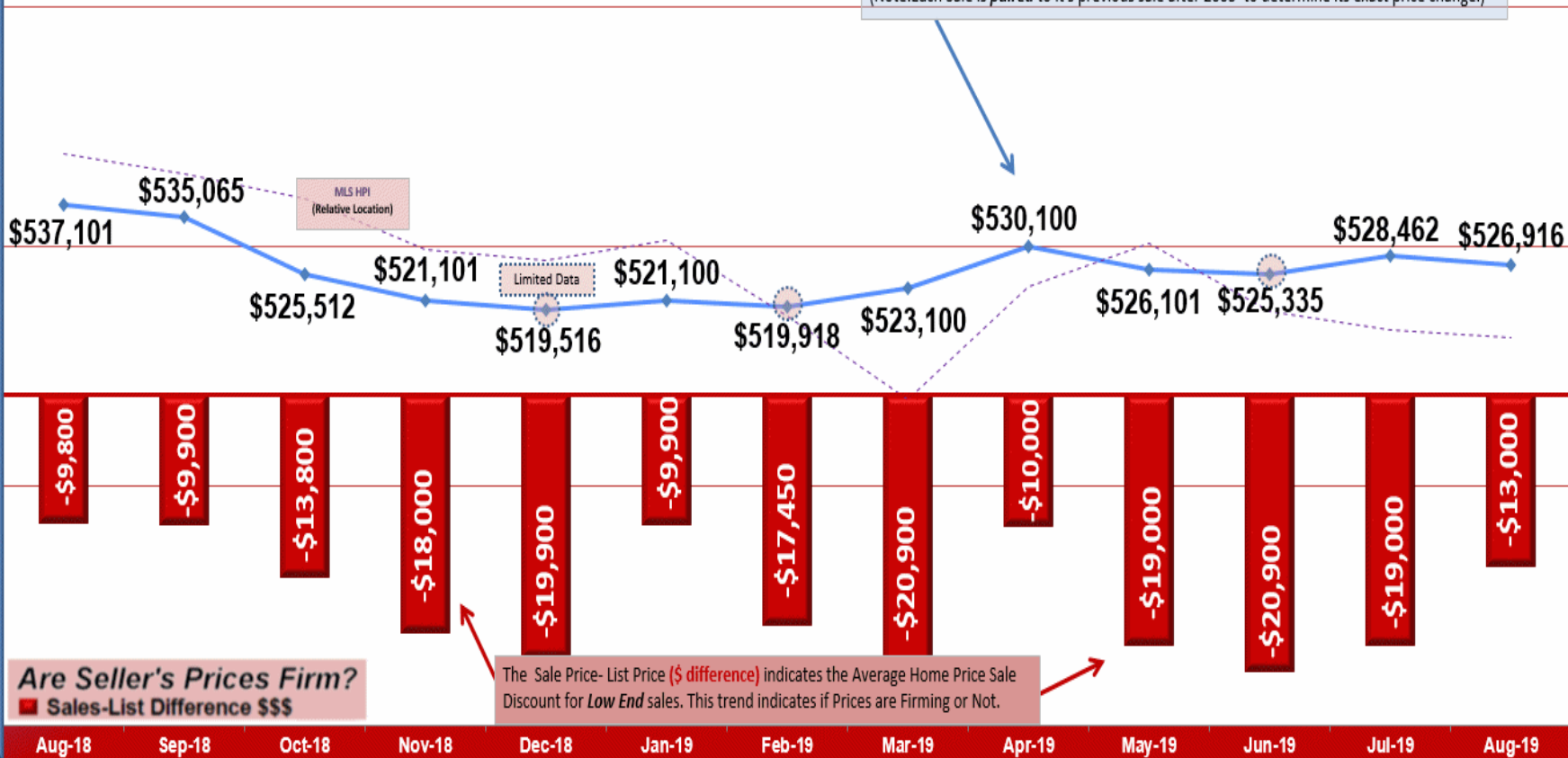
Sept 1/19 Coquitlam

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

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

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

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.  
(Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)



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.



Townhouses

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

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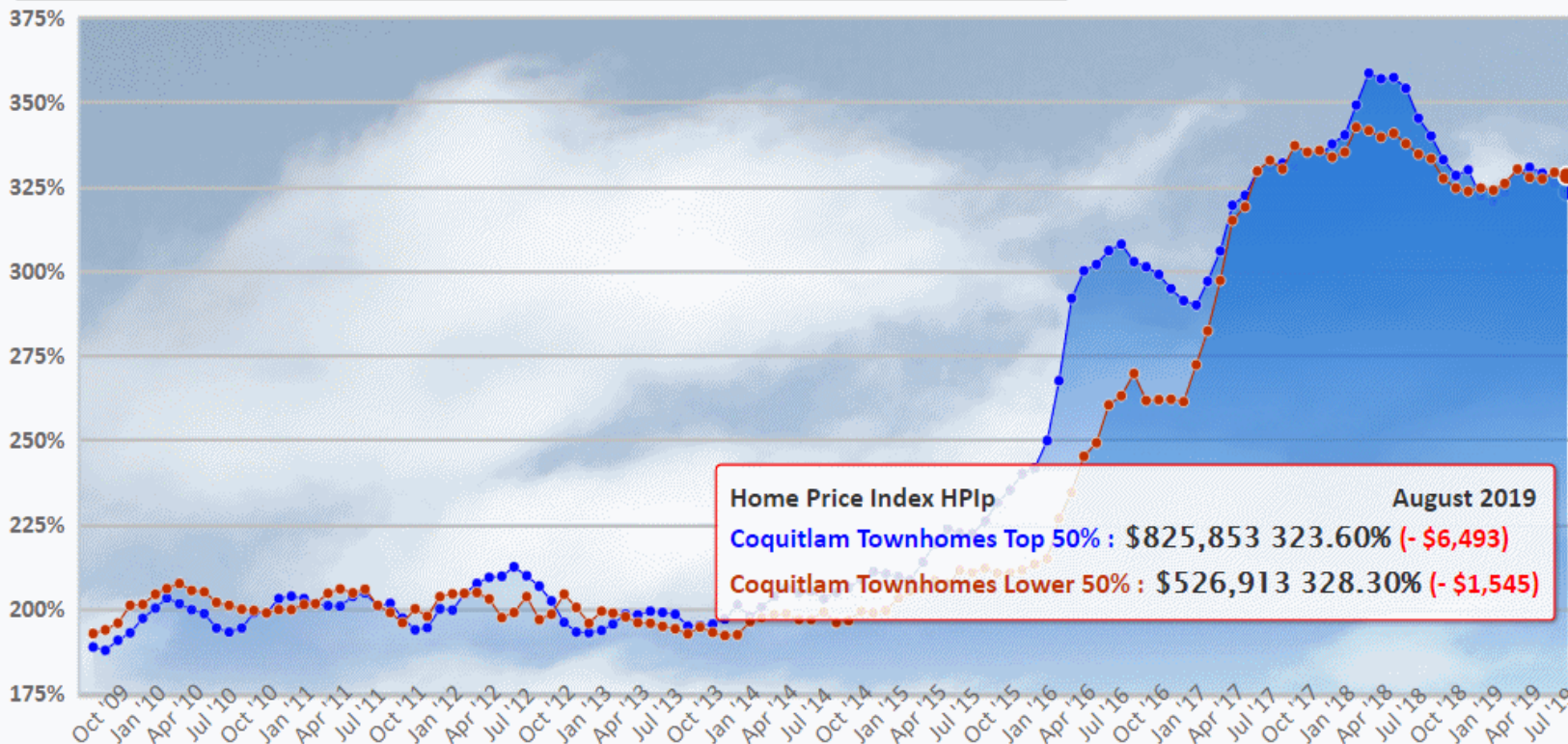
Market Analysis and Forecasting

Sept 1/19 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp



Coquitlam Townhomes Top 50% : HPIp Forecast+ Forecast-  
 Coquitlam Townhomes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 323.60
Jul 2019	% 326.10
Jun 2019	% 329.10
May 2019	% 330.80
Apr 2019	% 329.10
Mar 2019	% 323.30
Feb 2019	% 320.70
Jan 2019	% 322.30
Dec 2018	% 330.10
Nov 2018	% 328.40
Oct 2018	% 333.10
Sep 2018	% 340.10

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Highcharts.com



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







Market Analysis and Forecasting

Sept 1/19 Coquitlam

Attached Coquitlam Condos Home Price Index HPI (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)

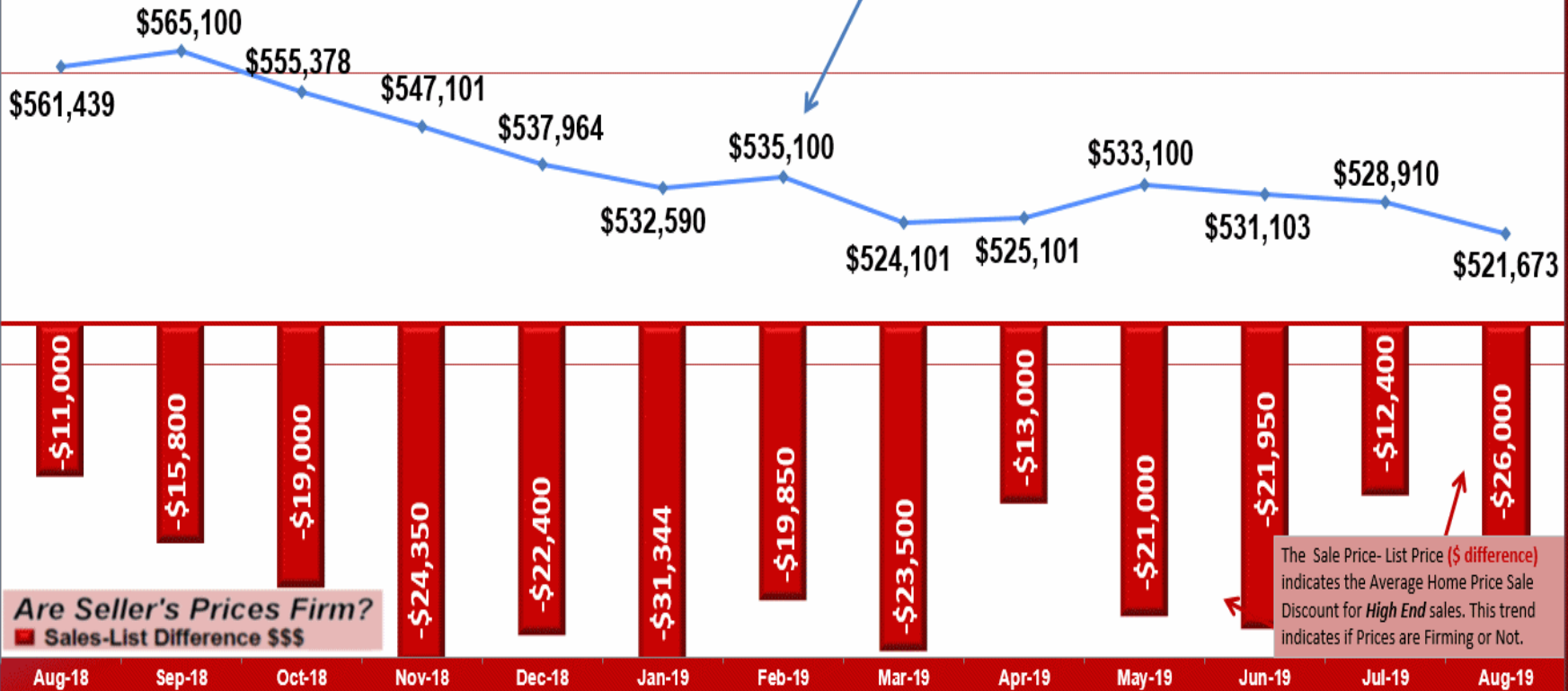


Condominiums

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

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

The Home Price Index HPI 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.)



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.

\*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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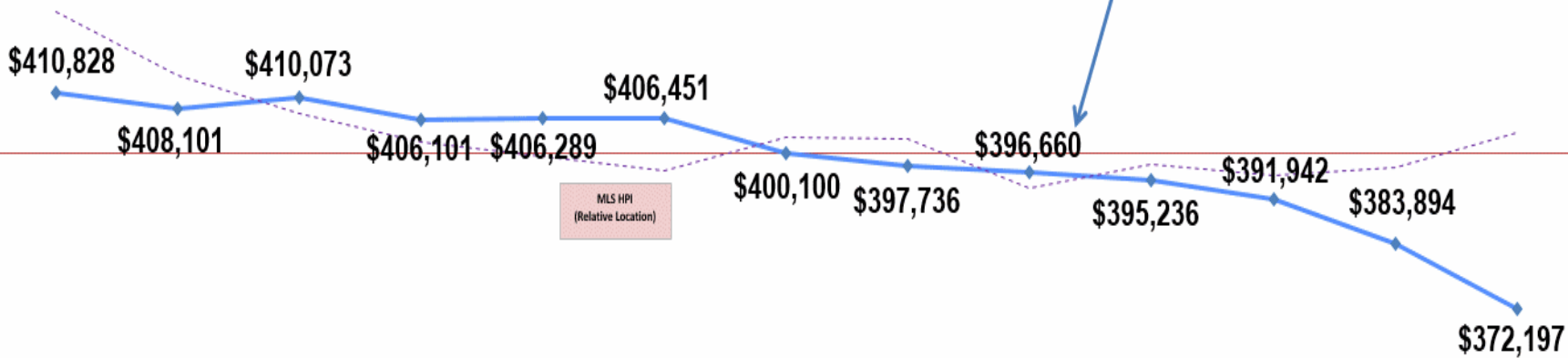
Market Analysis and Forecasting

Sept 1/19 Coquitlam

Attached Coquitlam 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)

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

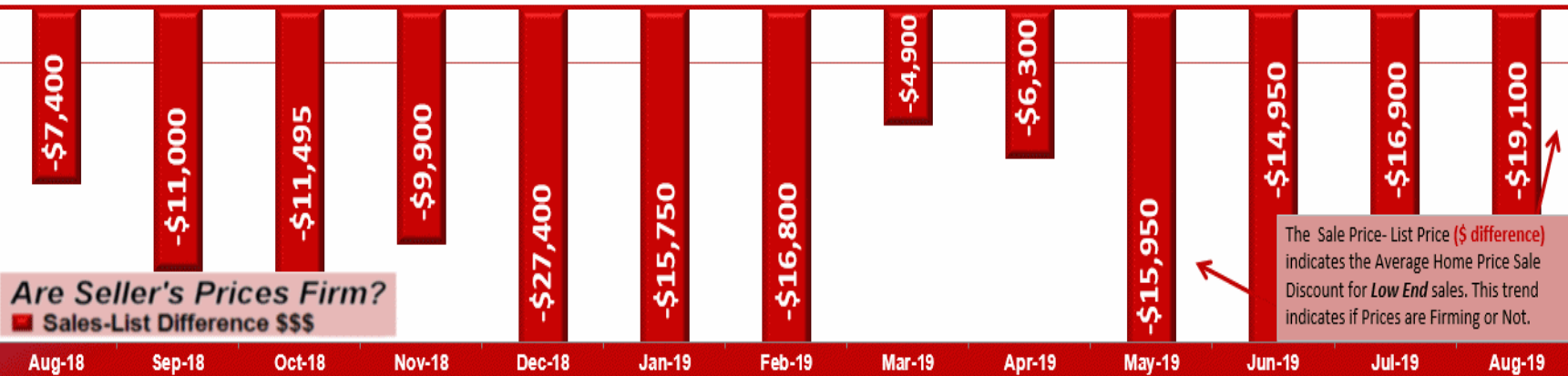
The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.  
(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change)



Condominiums

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

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.



Condominiums

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produced for: Phil Haig







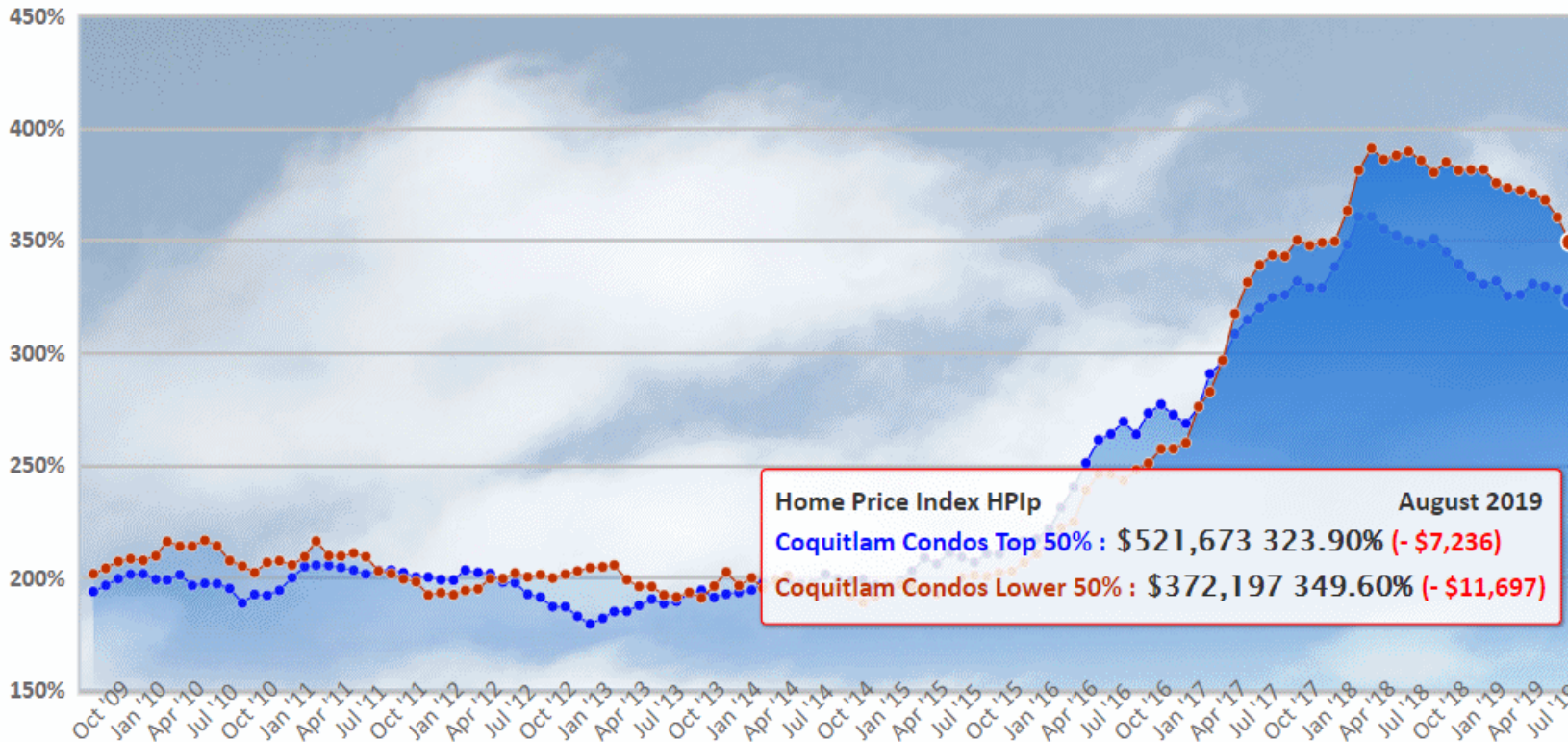
Market Analysis and Forecasting

Sept 1/19 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp



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



Home Price Index HPIp August 2019  
 Coquitlam Condos Top 50% : \$521,673 323.90% (- \$7,236)  
 Coquitlam Condos Lower 50% : \$372,197 349.60% (- \$11,697)

Monthly Home values

Date	Value
Aug 2019	% 323.90
Jul 2019	% 328.40
Jun 2019	% 329.80
May 2019	% 331.00
Apr 2019	% 326.10
Mar 2019	% 325.50
Feb 2019	% 332.30
Jan 2019	% 330.70
Dec 2018	% 334.10
Nov 2018	% 339.70
Oct 2018	% 344.90
Sep 2018	% 350.90

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Highcharts.com

\*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 Sept 1/19 Port Coquitlam

### Port Coquitlam Sub areas Statistics - Aug 2019 Attached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Birchland Manor	2	2	169	94%	-\$34,700	100%
Central Pt Coquitlam	154	26	23	97%	-\$14,250	17%
Citadel PQ	24	3	3	99%	-\$9,900	13%
Glenwood PQ	48	9	54	97%	-\$19,000	19%
Lower Mary Hill	0	0				0%
Lincoln Park PQ	8	1	17	98%	-\$10,900	13%
Mary Hill	11	1	88	89%	-\$79,000	9%
Oxford Heights	0	0				0%
Riverwood	39	6	25	97%	-\$23,850	15%
Woodland Acres PQ	0	0				#DIV/0!
<b>Total Activity</b>	<b>286</b>	<b>48</b>	<b>25</b>	<b>97%</b>	<b>-\$15,000</b>	<b>17%</b>

### Port Coquitlam List Price Ranges - Aug 2019 Attached

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	61	18	21	97%	-\$10,000	29.5%
\$400,001-\$500,000	76	10	48	96%	-\$16,750	13.2%
\$500,001-\$600,000	49	8	35	97%	-\$15,900	16.3%
\$600,001 and more	100	12	25	97%	-\$22,400	12.0%
<b>Total Activity</b>	<b>286</b>	<b>48</b>	<b>25</b>	<b>97%</b>	<b>-\$15,000</b>	<b>17%</b>

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	248	292	286		-6
Active Listings	162	206	222	190	-32
Solds	54	44	48		4
DOM	10	15	25		11
MLS Port Coquitlam HPI* (Apts)	\$471,700	\$446,000	\$438,400		-\$7,600
MLS Port Coquitlam HPI* (Twnhs)	\$667,500	\$631,800	\$627,600		-\$4,200
%SOLD (Sales/Listings /Mthly Rate)	21.8%	15.1%	16.8%		1.7%

### Sept 1 2019 Port Coquitlam Market Update Attached

**Current:** Port Coquitlam is a Seller Market with average listing inventory, a **17 %SOLD** rate and a 97% Sell/List Ratio.

(This means that there is an average of a \$15,000 discount on a sale from the original list price)

**Most Active Price Range:** Homes below \$400,000 have **29.5 %SOLD** rate.

**Least Active Price Range:** Homes above \$600,000 have **12.0 %SOLD** rate.

**History:** Port Coquitlam's Condos Year-To-Date MLS Home Price Index\* shows a increase of \$33,300.

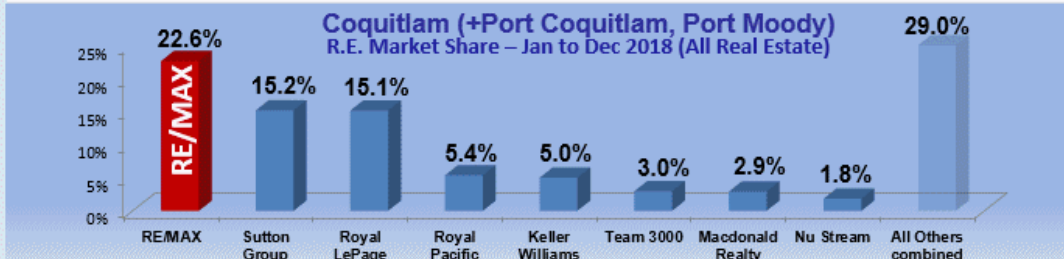
Port Coquitlam's Townhouses Year-To-Date MLS Home Price Index\* shows an increase of \$39,900.

**Forecast:** Listing Inventories are 15% more than same month last year. We project Port Coquitlam Attached to be a 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. Note\*: For a more accurate price change for your home call us for a Personal Comparative Market Analysis (CMA). Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

### the RE/MAX Market Share Reports



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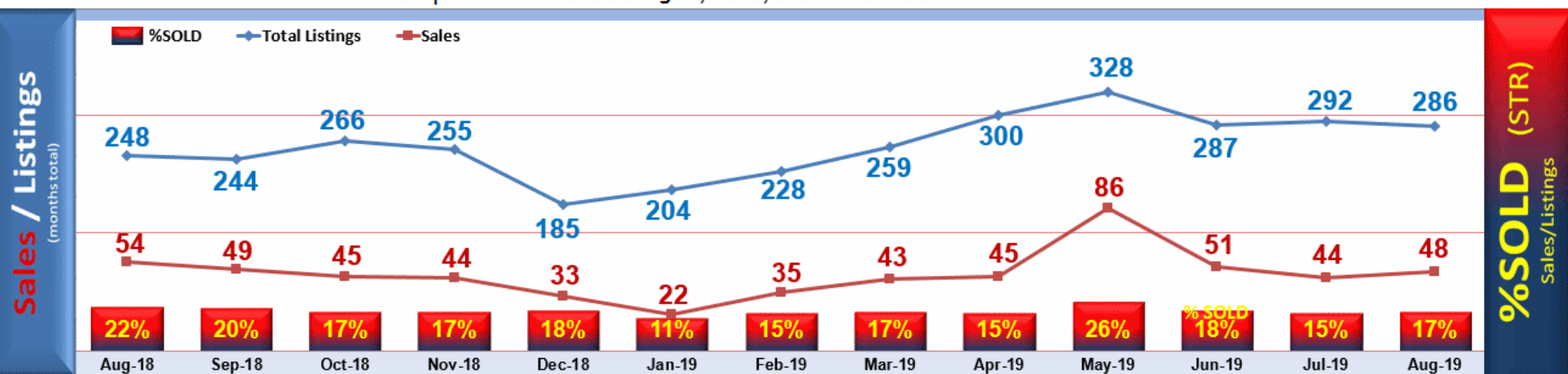
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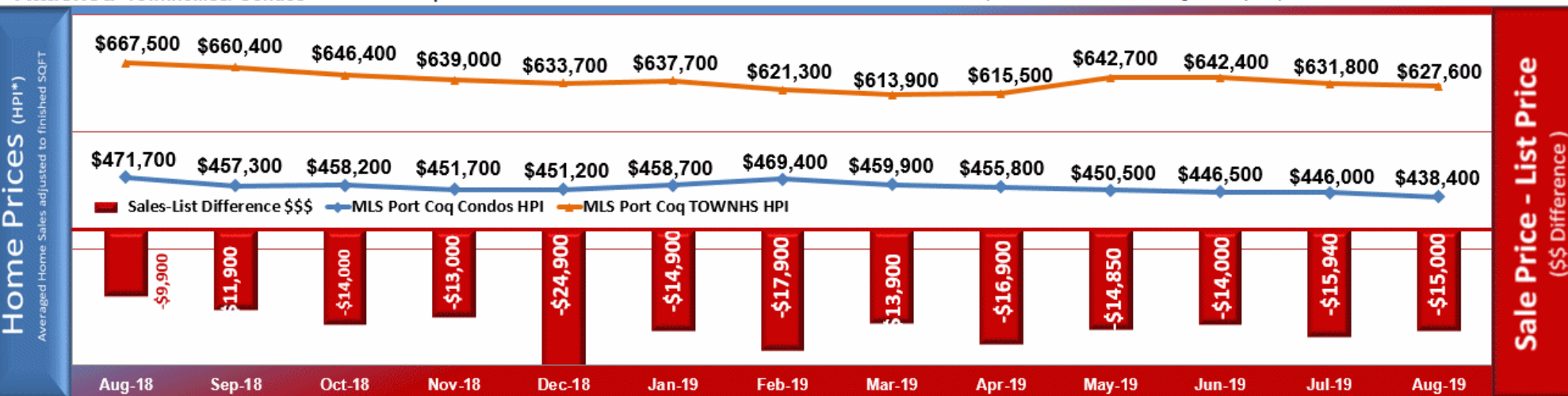


## Market Analysis and Forecasting Sept 1/19 Port Coquitlam

Attached Townhomes/ Condos Port Coquitlam Total Listings\*\*, Sales, and %SOLD rates



Attached Townhomes/ Condos Port Coquitlam Home Price Index\*, Sale Price-List Price (\$ Difference) (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. [More Details](#)  
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## Market Analysis and Forecasting Sept 1/19 Port Moody

Port Moody Sub Area Statistics - Aug 2019				Attached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
College Park PM	1	0				0.0%
Heritage Mountain	18	3	41	97%	-\$16,000	16.7%
Heritage Woods PM	11	2	49	98%	-\$21,750	18.2%
Anmore	18	0				0.0%
North Shore Pt Moody	23	5	43	97%	-\$17,000	21.7%
Port Moody Centre	78	16	11	98%	-\$10,450	20.5%
<b>Total Activity</b>	<b>149</b>	<b>26</b>	<b>19</b>	<b>98%</b>	<b>-\$12,500</b>	<b>17%</b>

Port Moody List Price Range Statistics - Aug 2019						Attached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$500,000	22	7	24	98%	-\$12,000	31.8%
\$500,001-\$600,000	27	7	10	99%	-\$5,000	25.9%
\$600,001-\$750,000	44	5	41	97%	-\$19,000	11.4%
\$750,001 and more	56	7	43	98%	-\$22,883	12.5%
<b>Total Activity</b>	<b>149</b>	<b>26</b>	<b>19</b>	<b>98%</b>	<b>-\$12,500</b>	<b>17%</b>

### Sept 1 2019 Port Moody Market Update (Attached)

**Current:** Port Moody is a Seller Market with Average Listing inventory, a **17% SOLD** Rate and a 98% Sell/List Ratio.

(This means that there is an Average \$12,500 discount on a Sale from the Original List Price)

**Most Active Price Range:** Homes below \$500,000 have **31.8% SOLD** rate.

**Least Active Price Range:** Homes above \$600,000 have **11.4% SOLD** rate.

**History:** Port Moody's Condos Year-To-Date MLS Home Price Index\* shows an decrease of \$45,400.

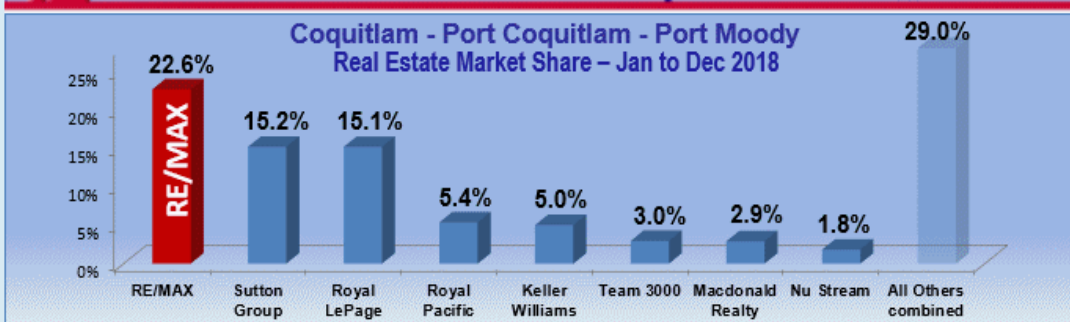
Port Moody's Townhouses Year-To-Date RMR Home Price Index\* shows an decrease of \$32,500.

**Forecast:** Listing Inventories are 13% more than same month lasy year. Total Listings for this month decreased by 18 compared last month. We project Port Moody 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. Note\*: For a more accurate price change for your Home do request a Personal Comparative Market Analysis (CMA). Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	132	167	149		-18
Active Listings	109	136	136	99	-37
Solds	24	39	26		-13
DOM	16	31	19		-13
MLS Port Moody HPI* (Apts)	\$668,800	\$628,700	\$622,200		-\$6,500
MLS Port Moody HPI* (Twnhs)	\$687,700	\$656,900	\$655,700		-\$1,200
%SOLD (Sales/ Listings/Mthly Rate)	18%	23%	17%		-6%

## the RE/MAX Market Share Reports



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# #1 RE/MAX Market Reports

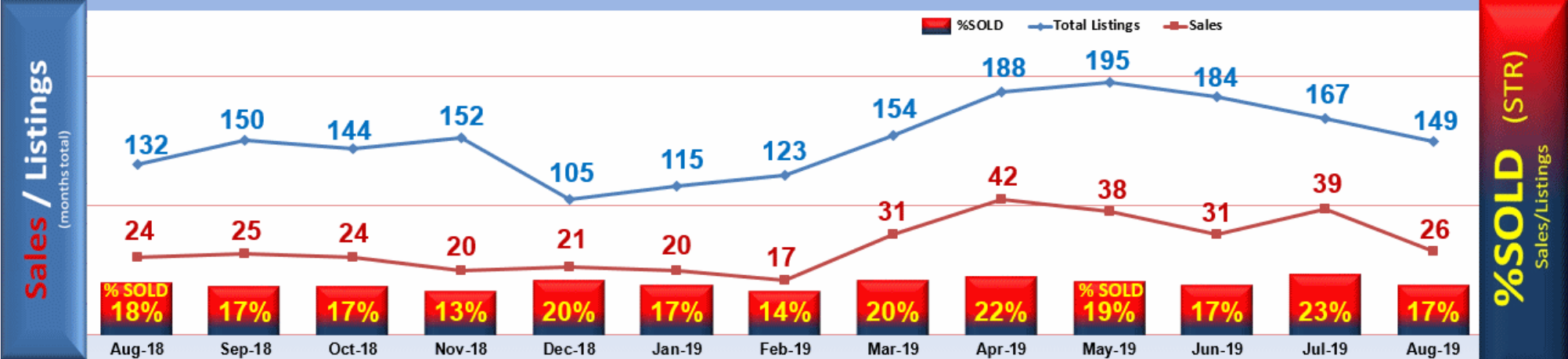
RE/MAX Statistics, on the Web!

attached homes

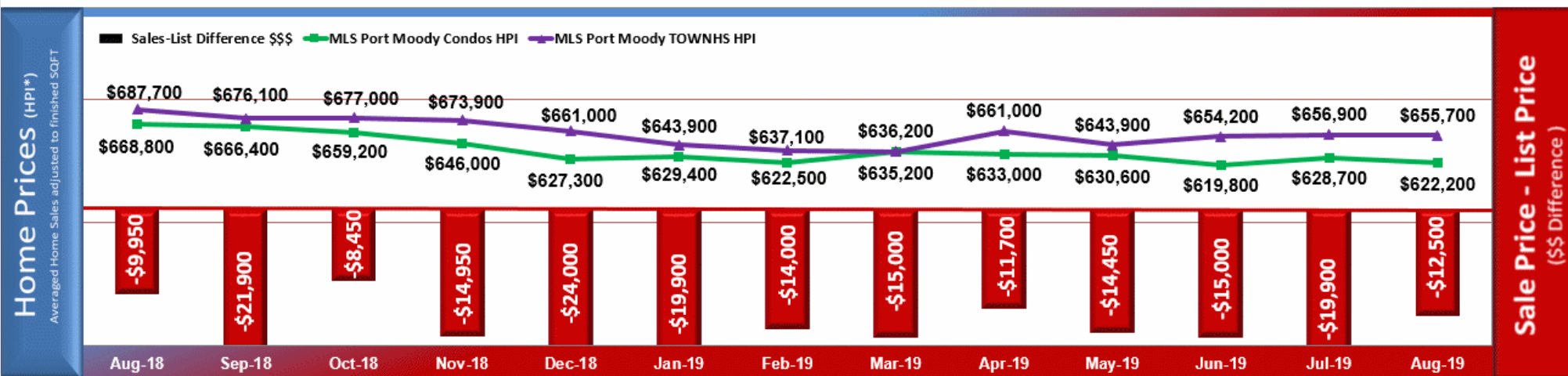
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## Market Analysis and Forecasting Sept 1/19 Port Moody

Attached Townhomes/ Condos Port Moody Total Listings\*\*, Sales, and %SOLD rates



Attached Townhomes/ Condos Port Moody Home Price Index\*, Sale Price-List Price (\$ Difference) (sold for less \$ than their original list price)



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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

