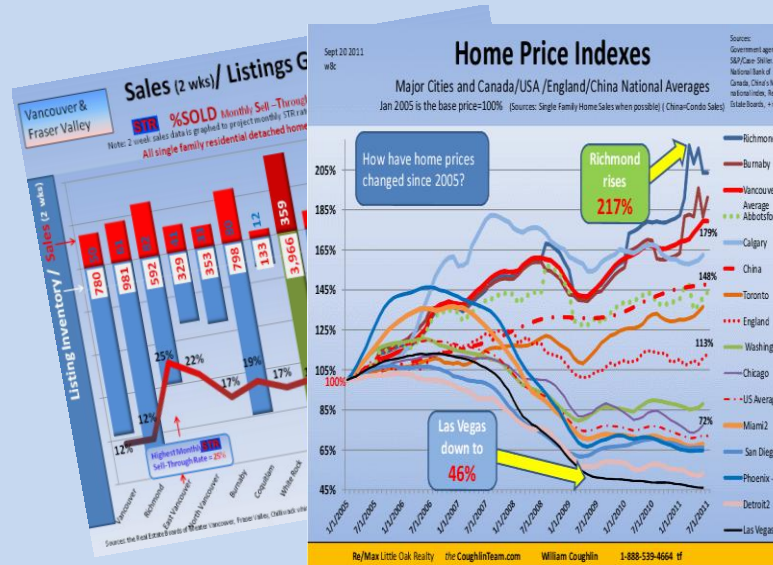


Rick Arnau's Market Reports



Advanced Marketing Tools





Rick Arnau's Market Reports

Detached

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

Attached

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

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

attached homes

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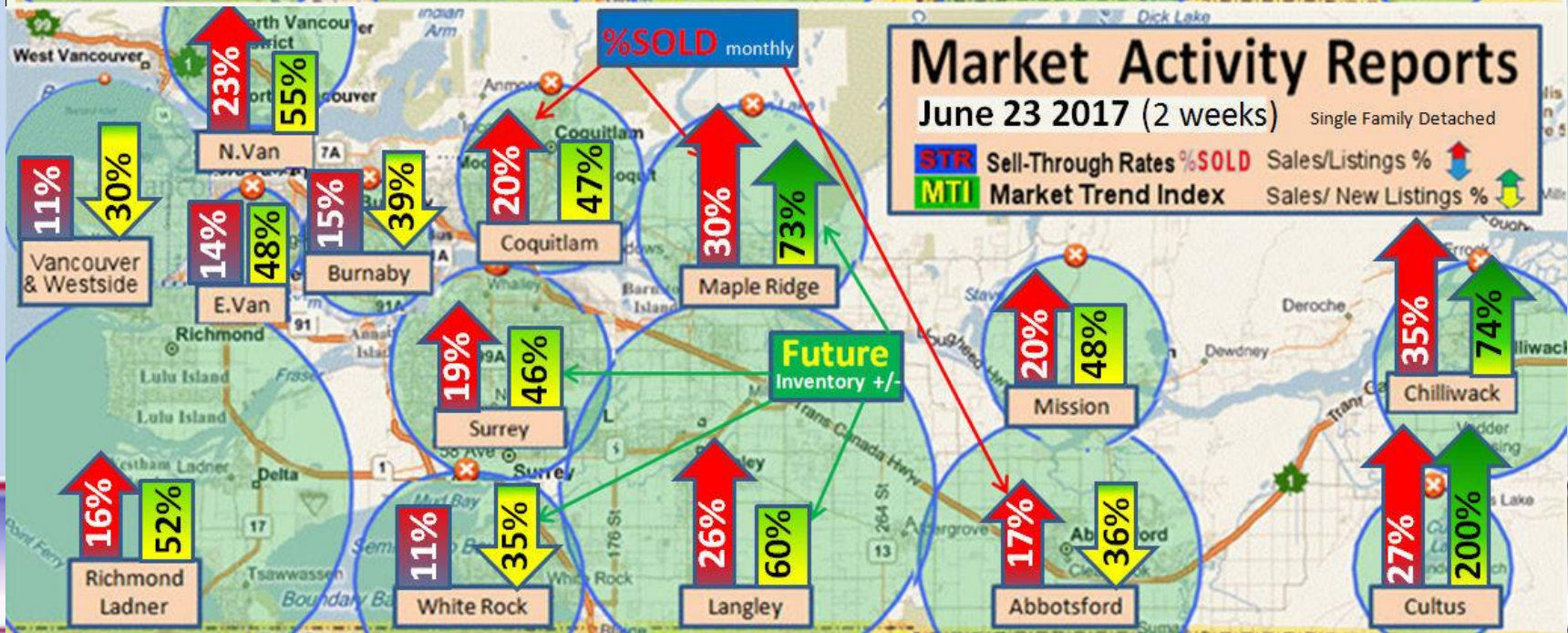
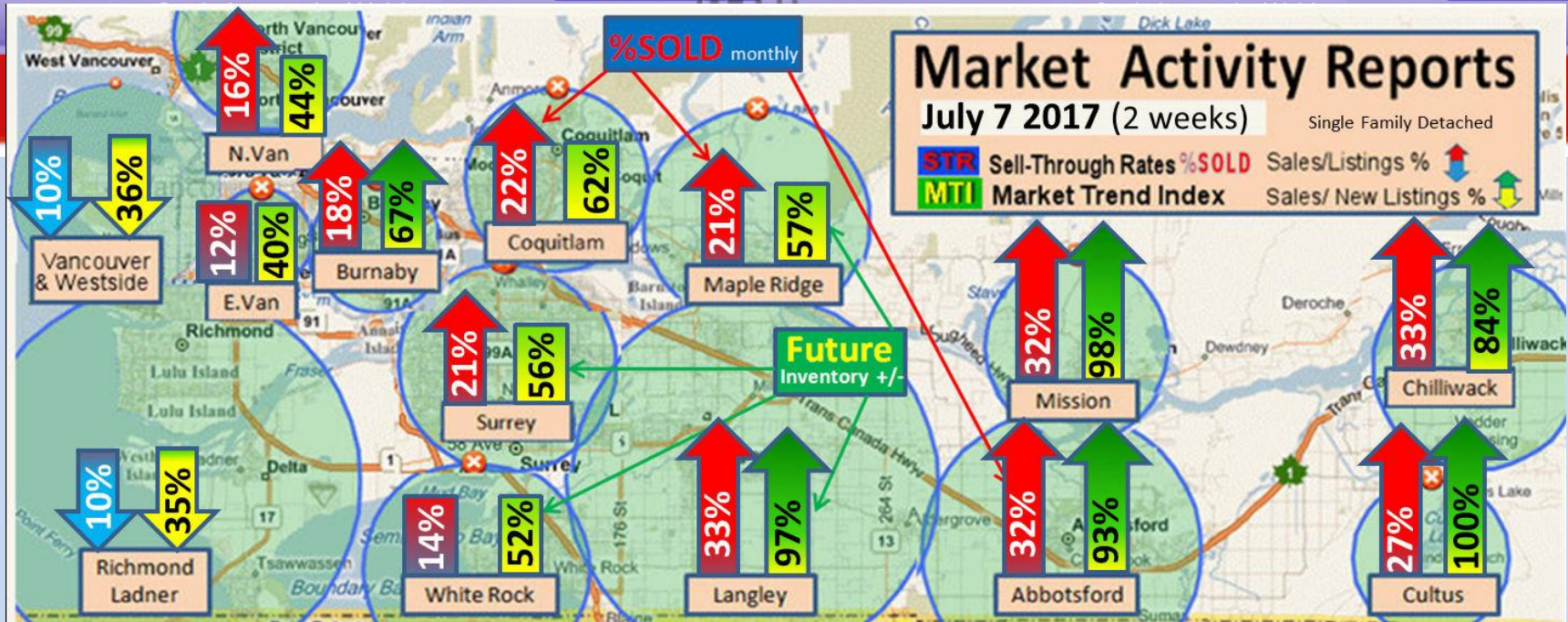
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Vancouver Market Reports

detached homes

Vancouver Market Reports

attached homes

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Vancouver & Fraser Valley

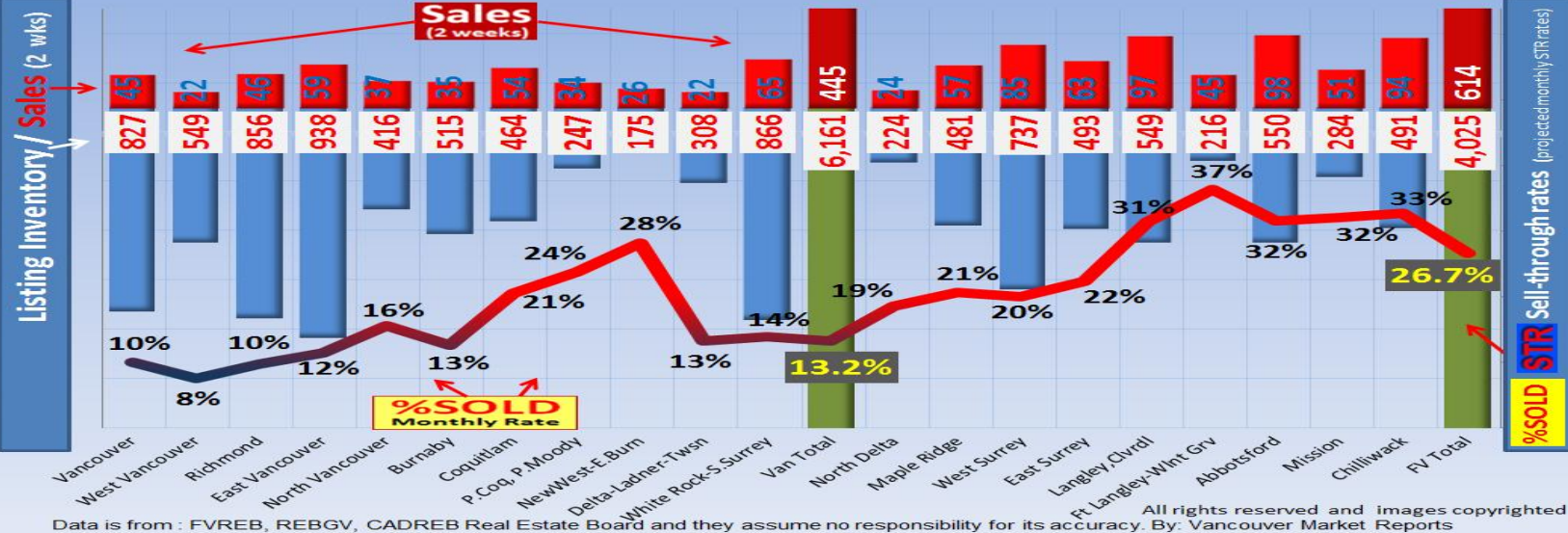
Sales (2 wks)/ Listings Graph

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

June 23 2017 (2 weeks)

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

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

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



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Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

July 1/17 Abbotsford

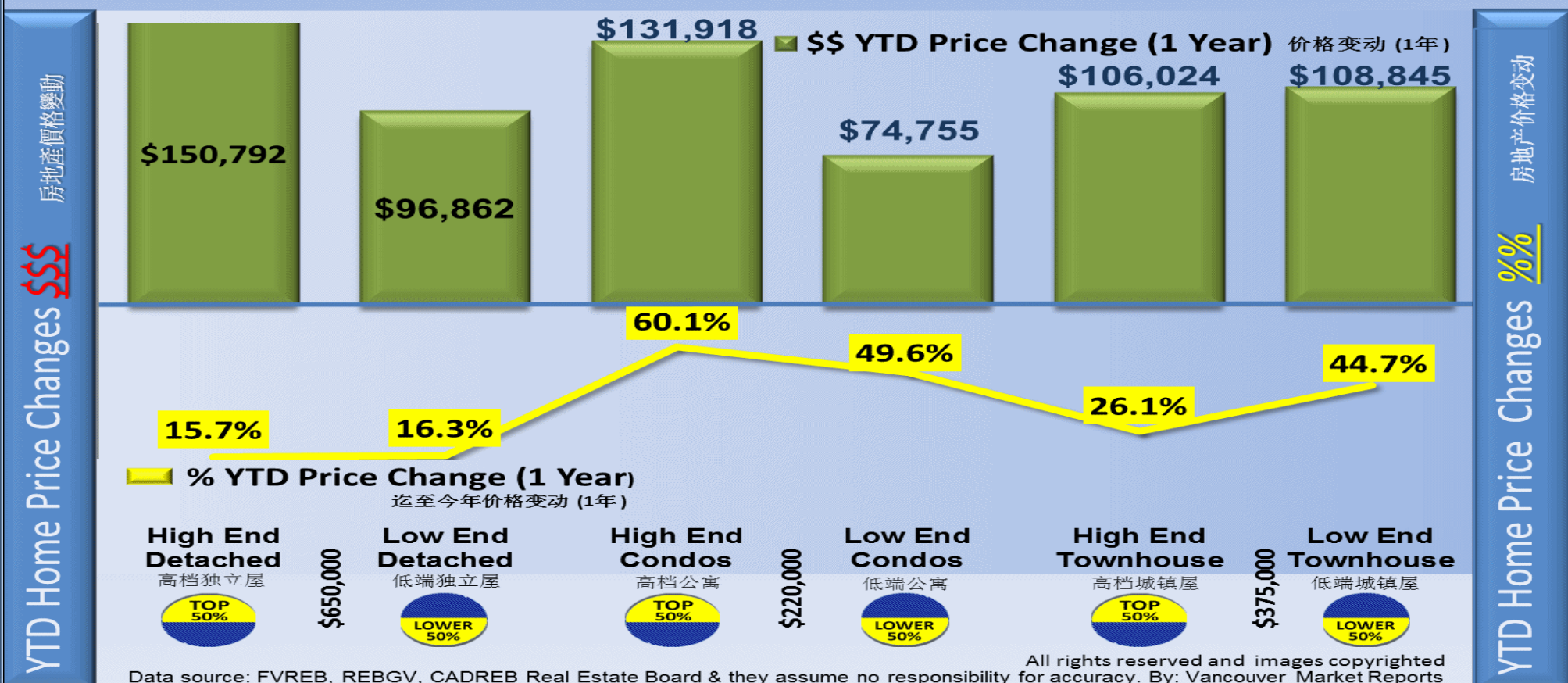
Abbotsford Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPI[®]



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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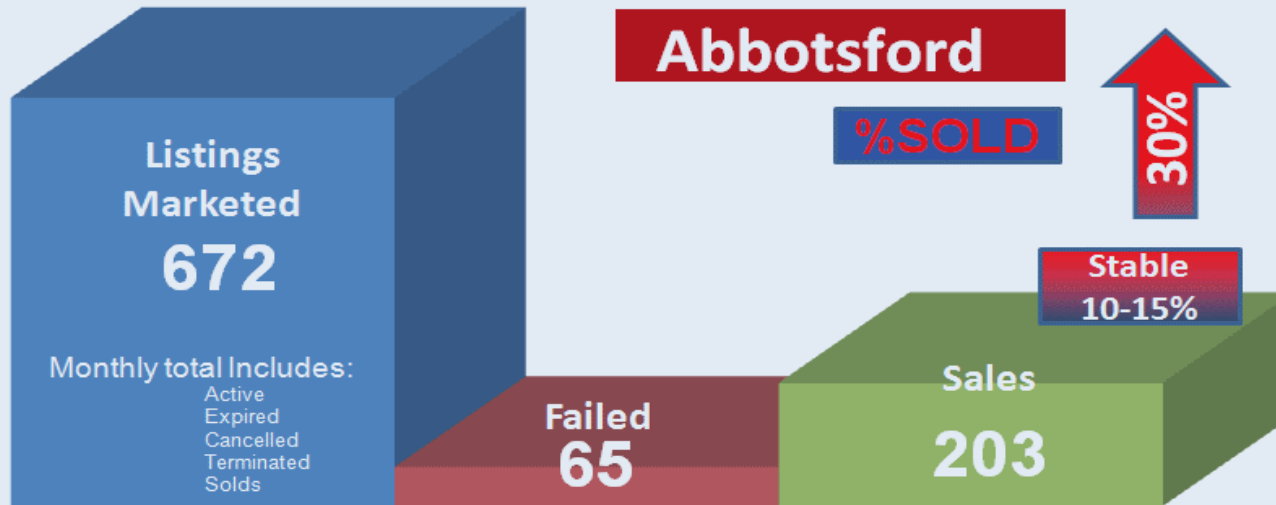
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Market Analysis and Forecasting

July 1/17 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	Detached
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

Next Months Market Forecast

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

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

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

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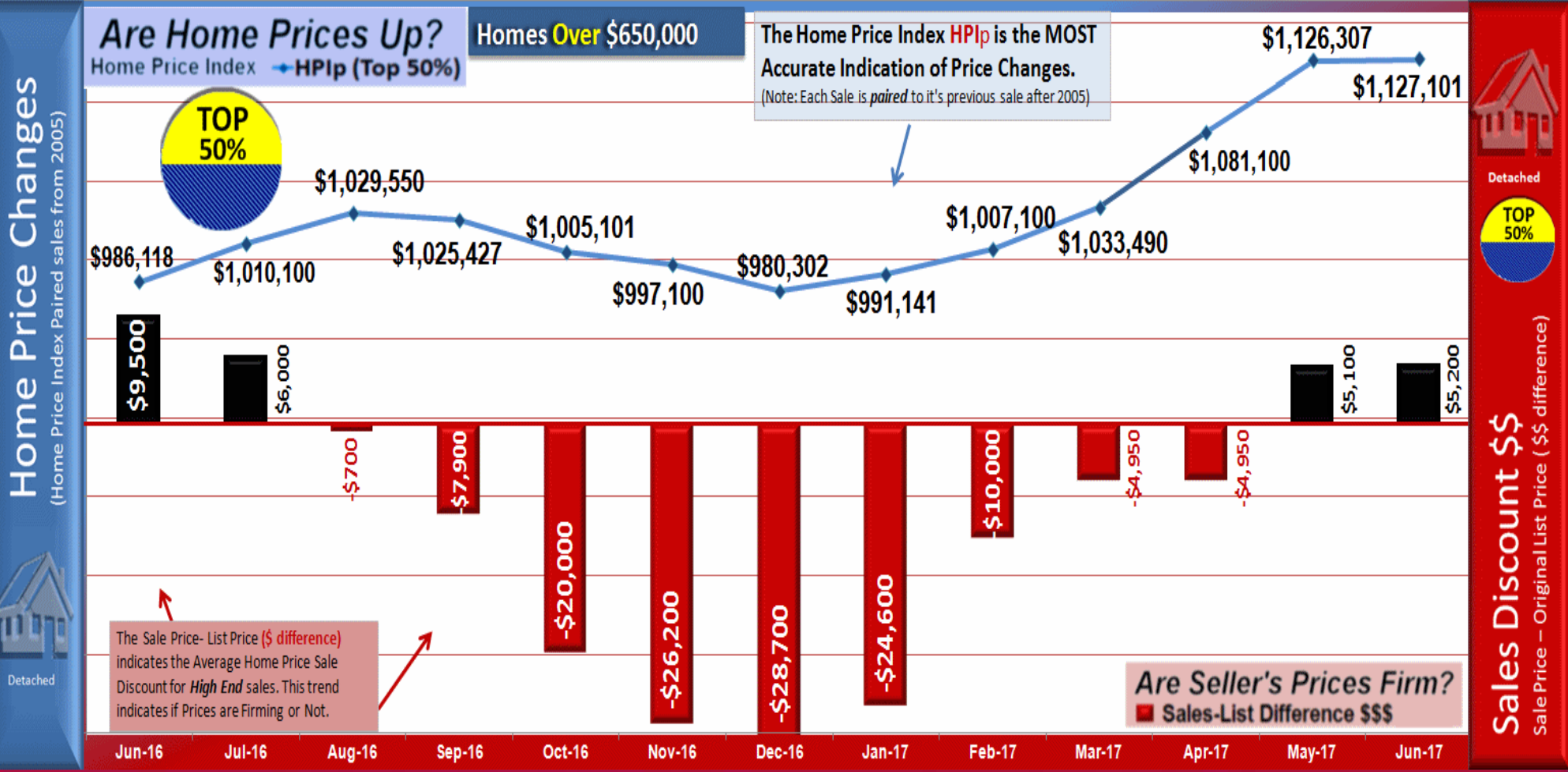
Market Analysis and Forecasting

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



Detached

TOP 50%

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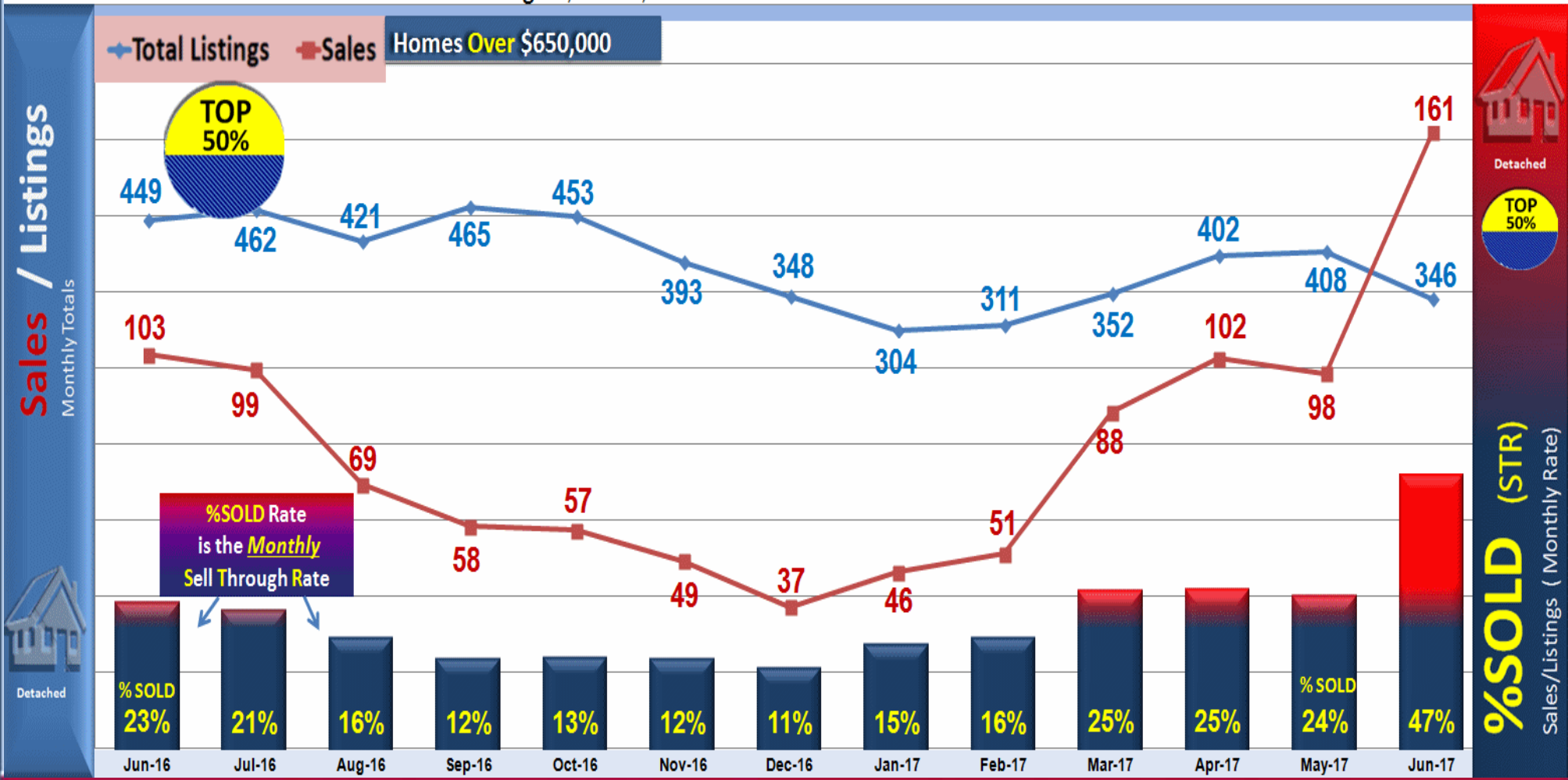
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Market Analysis and Forecasting

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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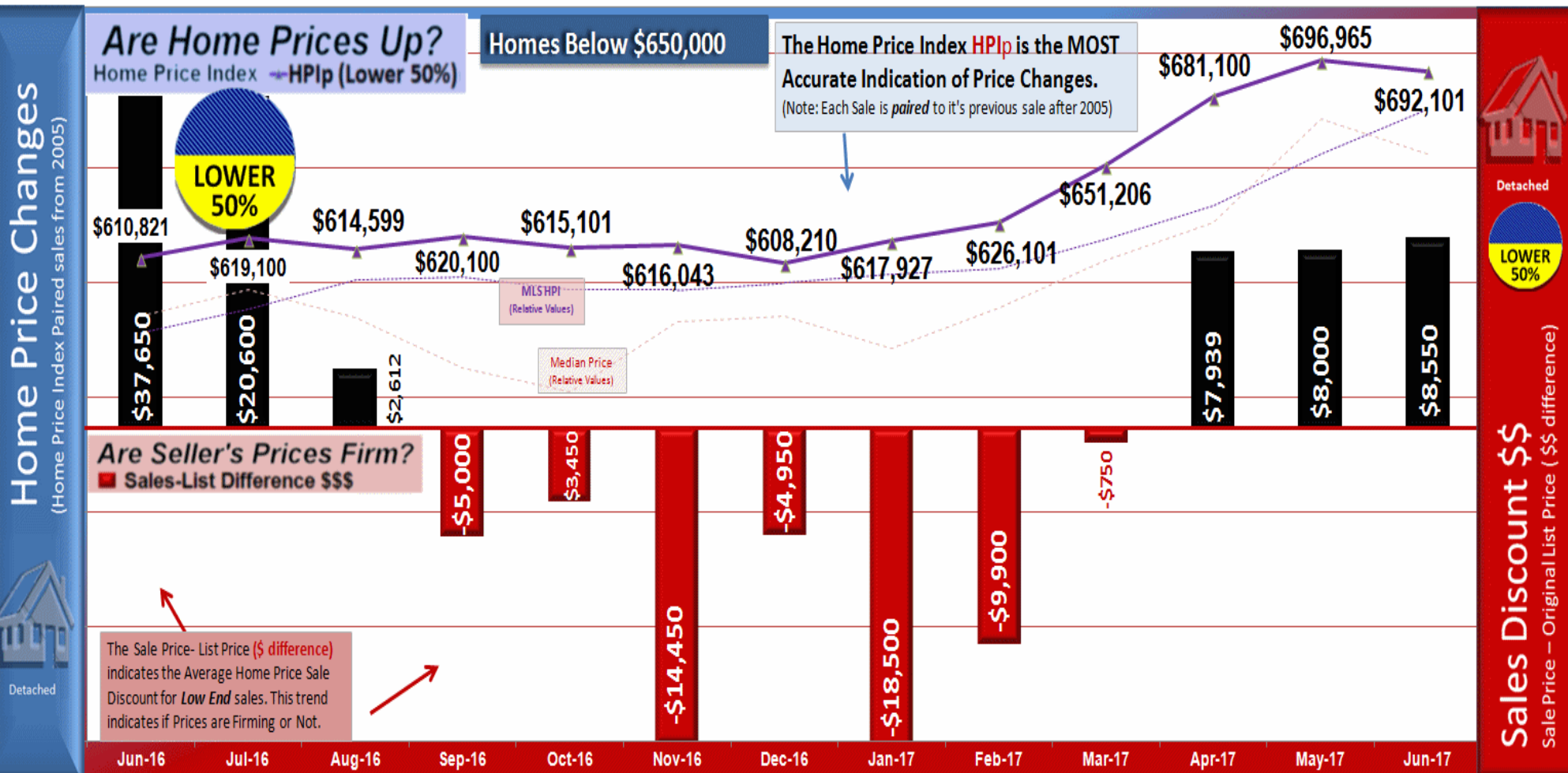
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Market Analysis and Forecasting

July 1/17 Abbotsford

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



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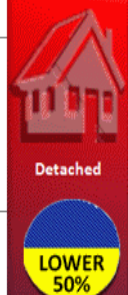
Market Analysis and Forecasting

July 1/17 Abbotsford

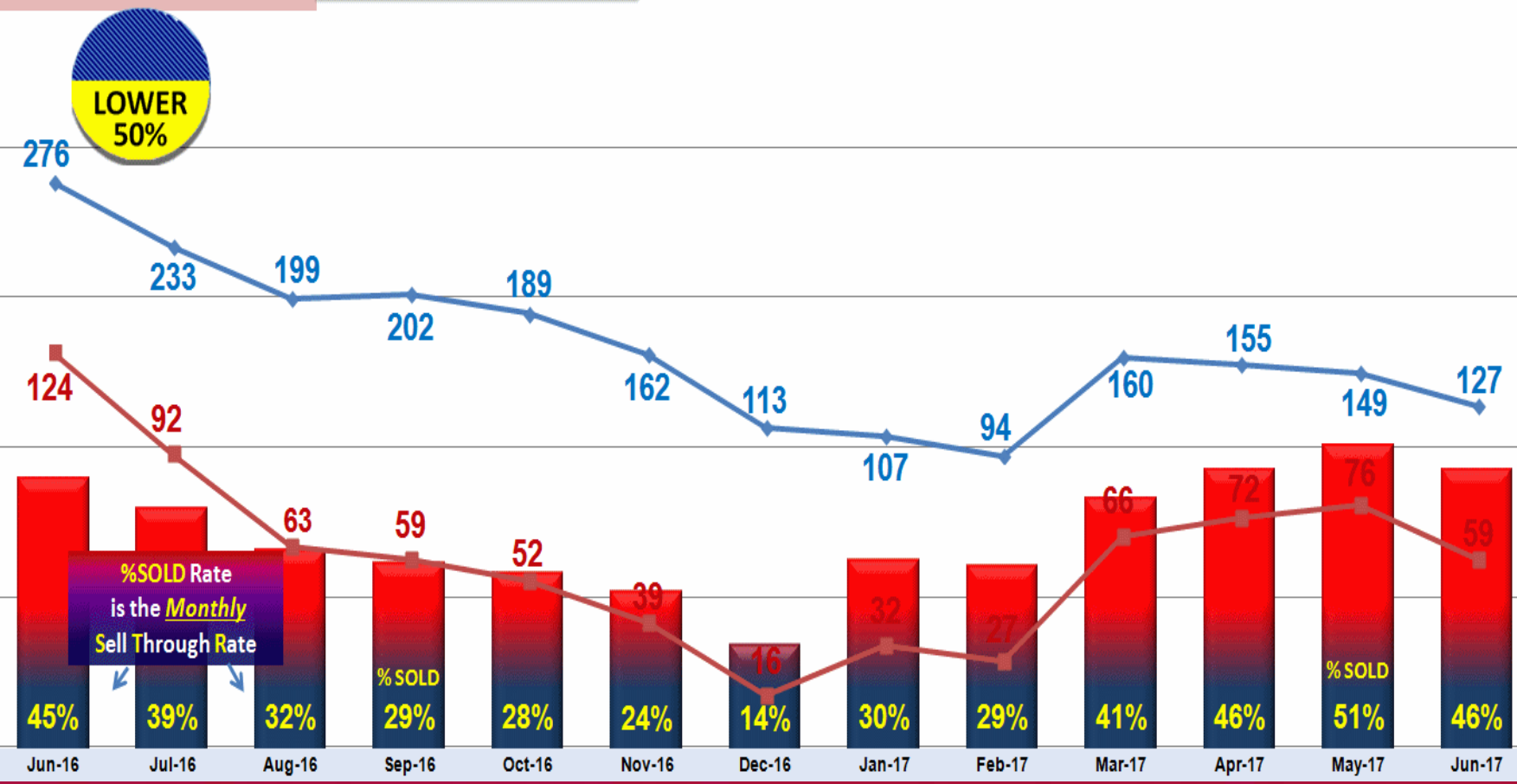
Detached Abbotsford Total Listings**, Sales, and %SOLD Rates

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

Sales / Listings
Monthly Totals



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



%SOLD Rate is the **Monthly Sell Through Rate**



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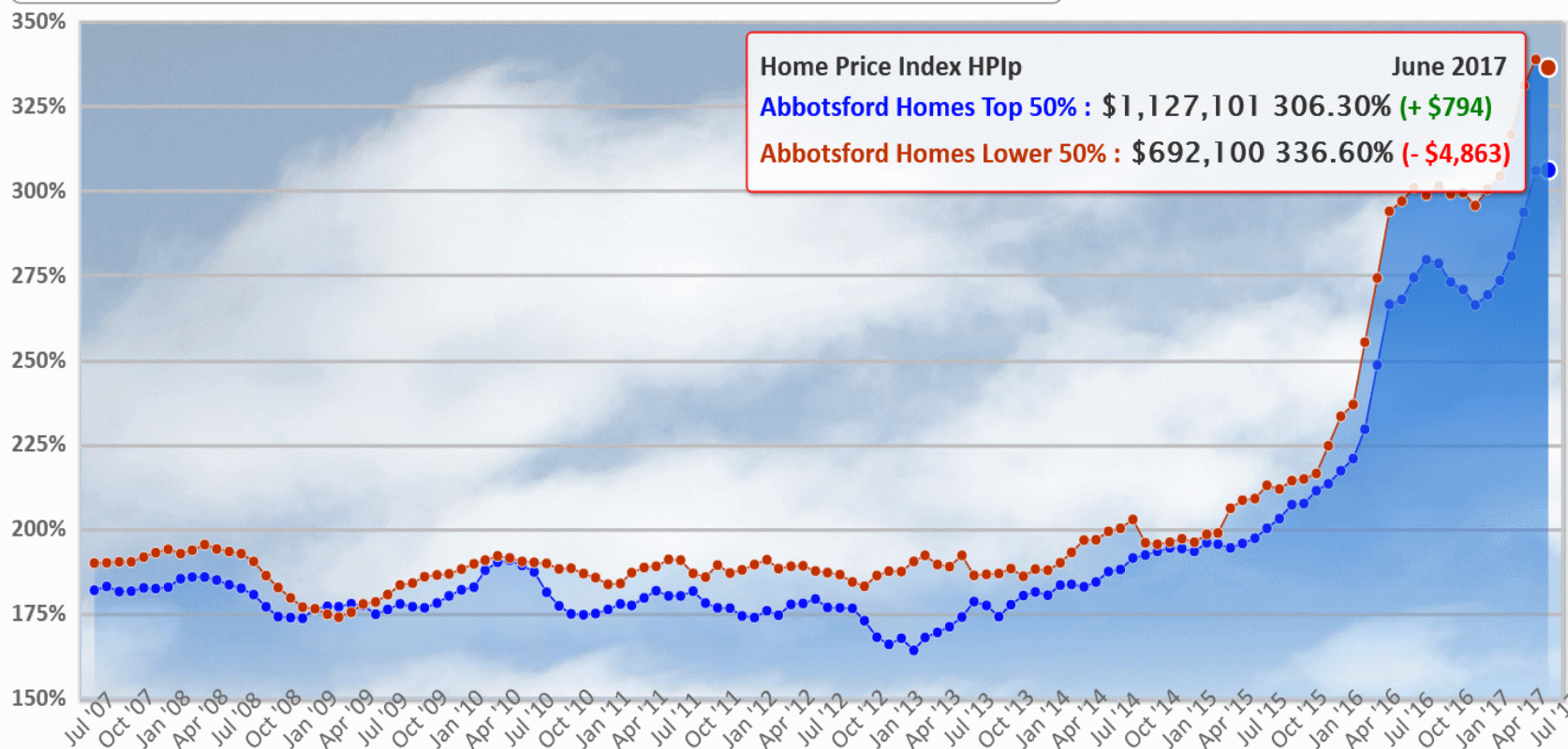
Market Analysis and Forecasting

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 Mission

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

19.1%

14.8%

■ % 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 %%

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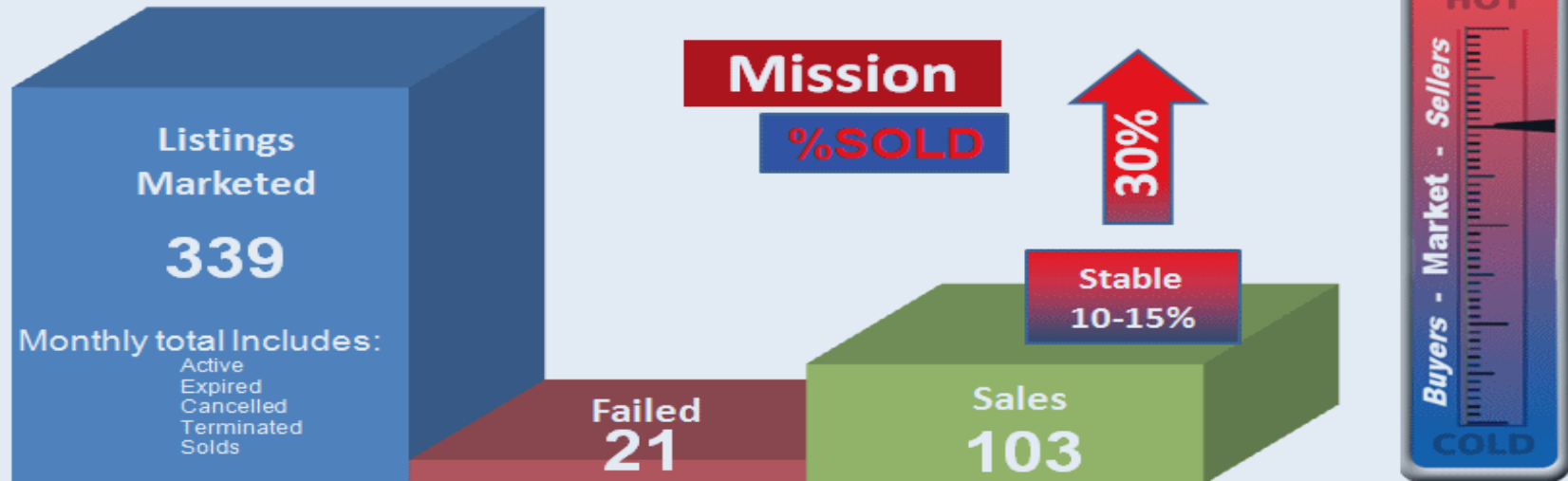
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Market Analysis and Forecasting

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

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 /mnlthly 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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Vancouver Market Reports

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Market Analysis and Forecasting

July 1/17 Mission

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

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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)

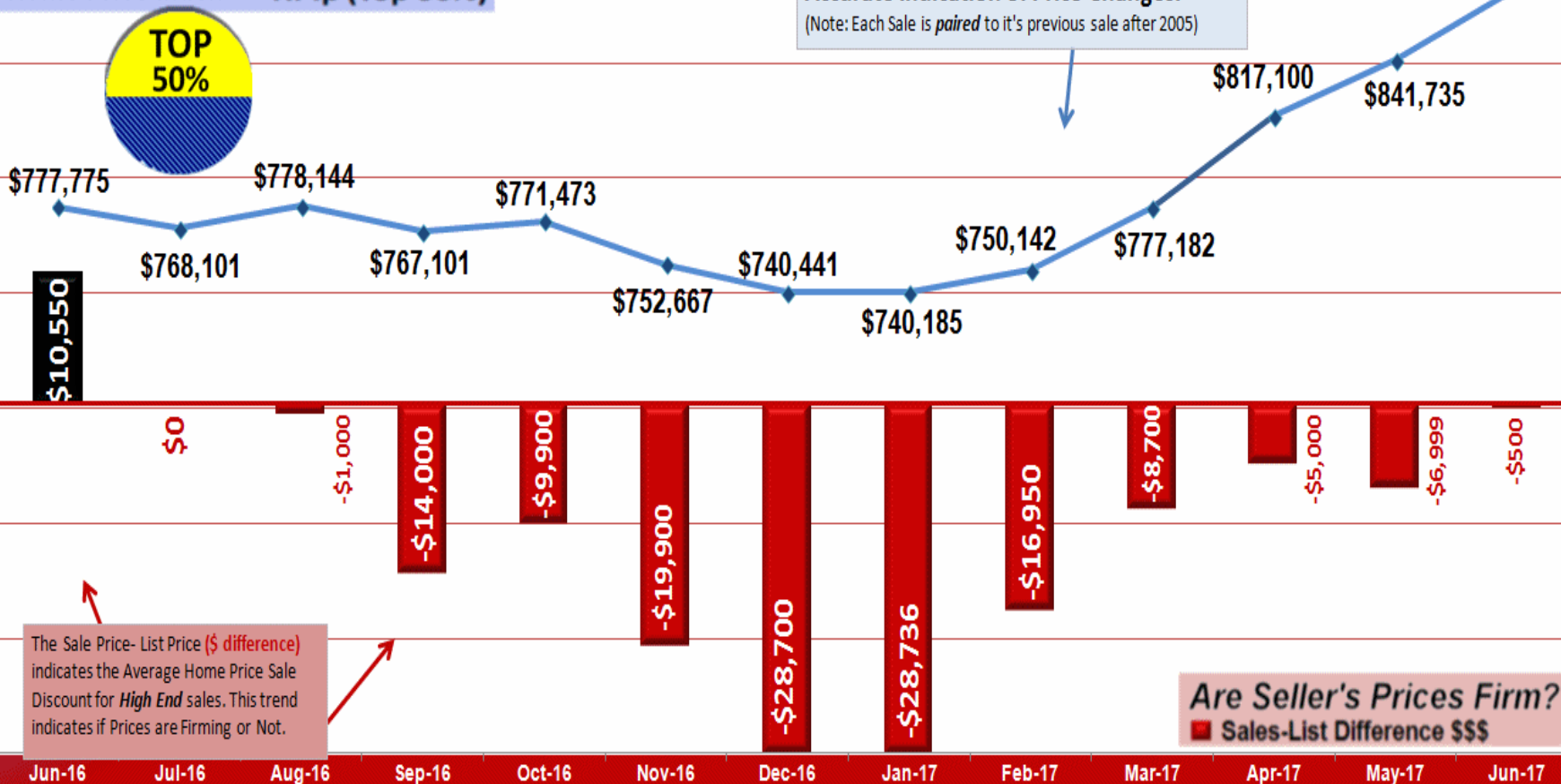
Are Home Prices Up?

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

TOP 50%

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

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Statistics, on the Web!

detached homes



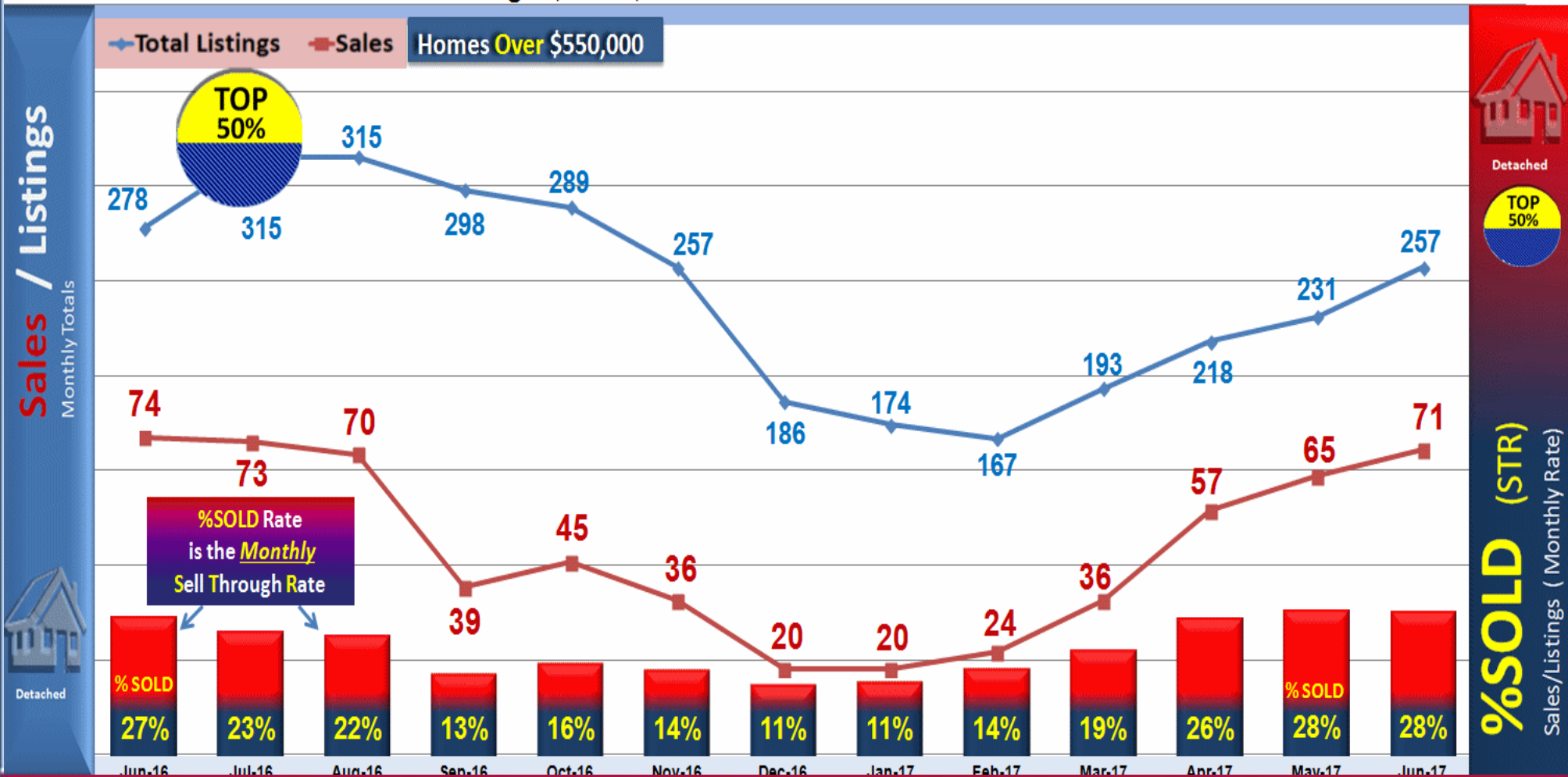
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Market Analysis and Forecasting

July 1/17 Mission

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



Sales / Listings
Monthly Totals



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

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Market Analysis and Forecasting

July 1/17 Mission

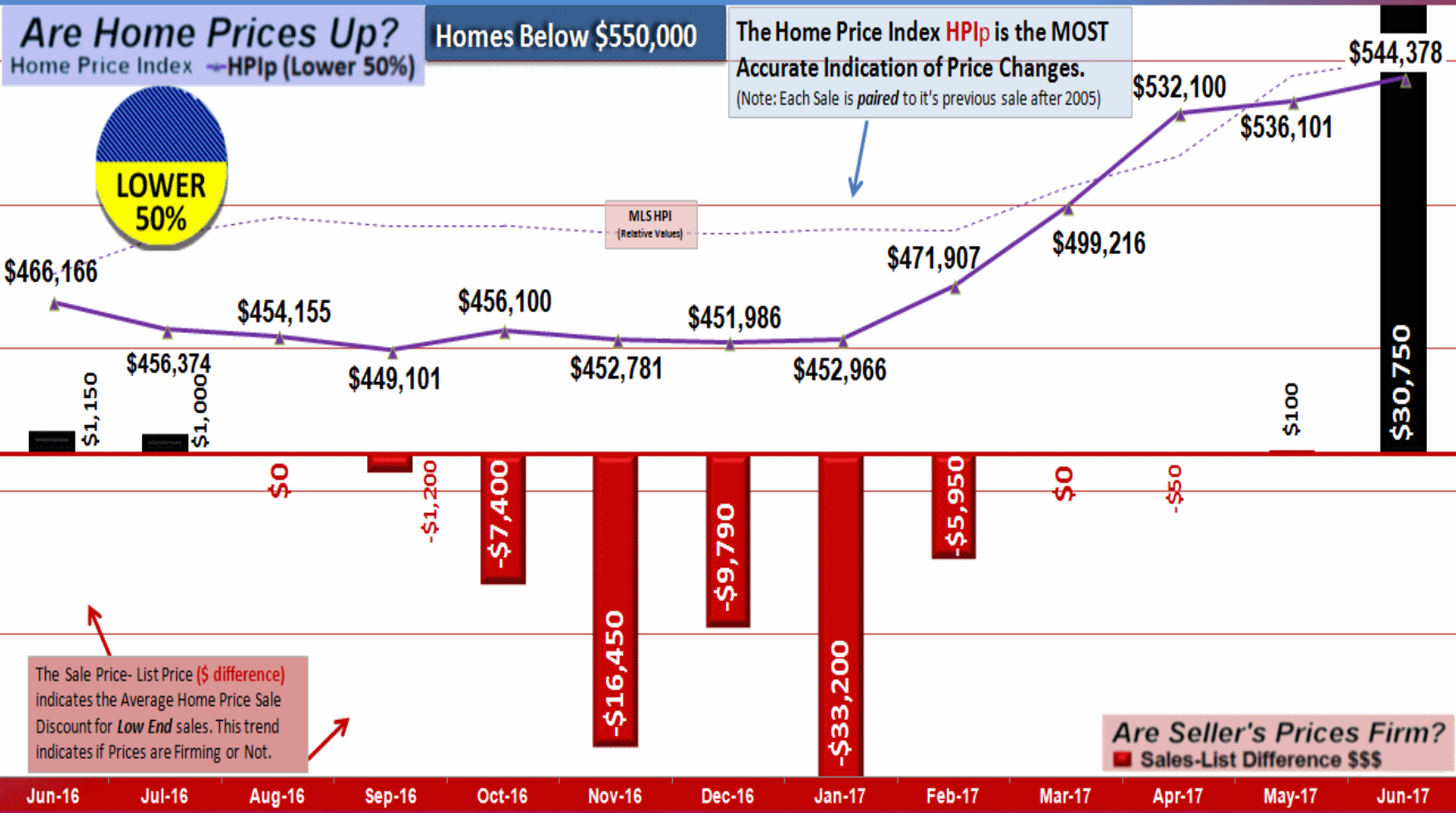
Detached

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 \$\$\$

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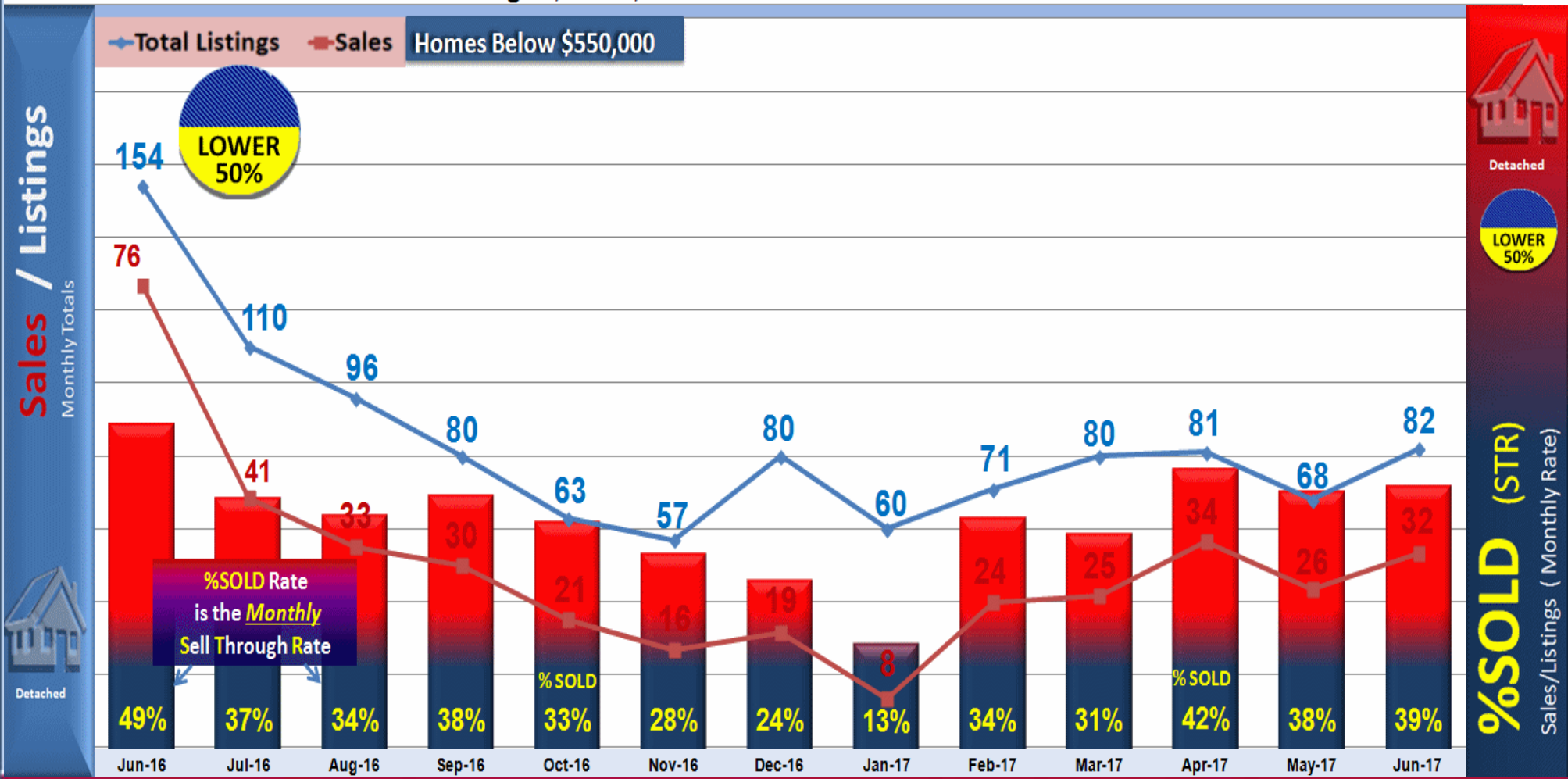
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Market Analysis and Forecasting

July 1/17 Mission

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



Sales / Listings
Monthly Totals



Detached



%SOLD (STR)
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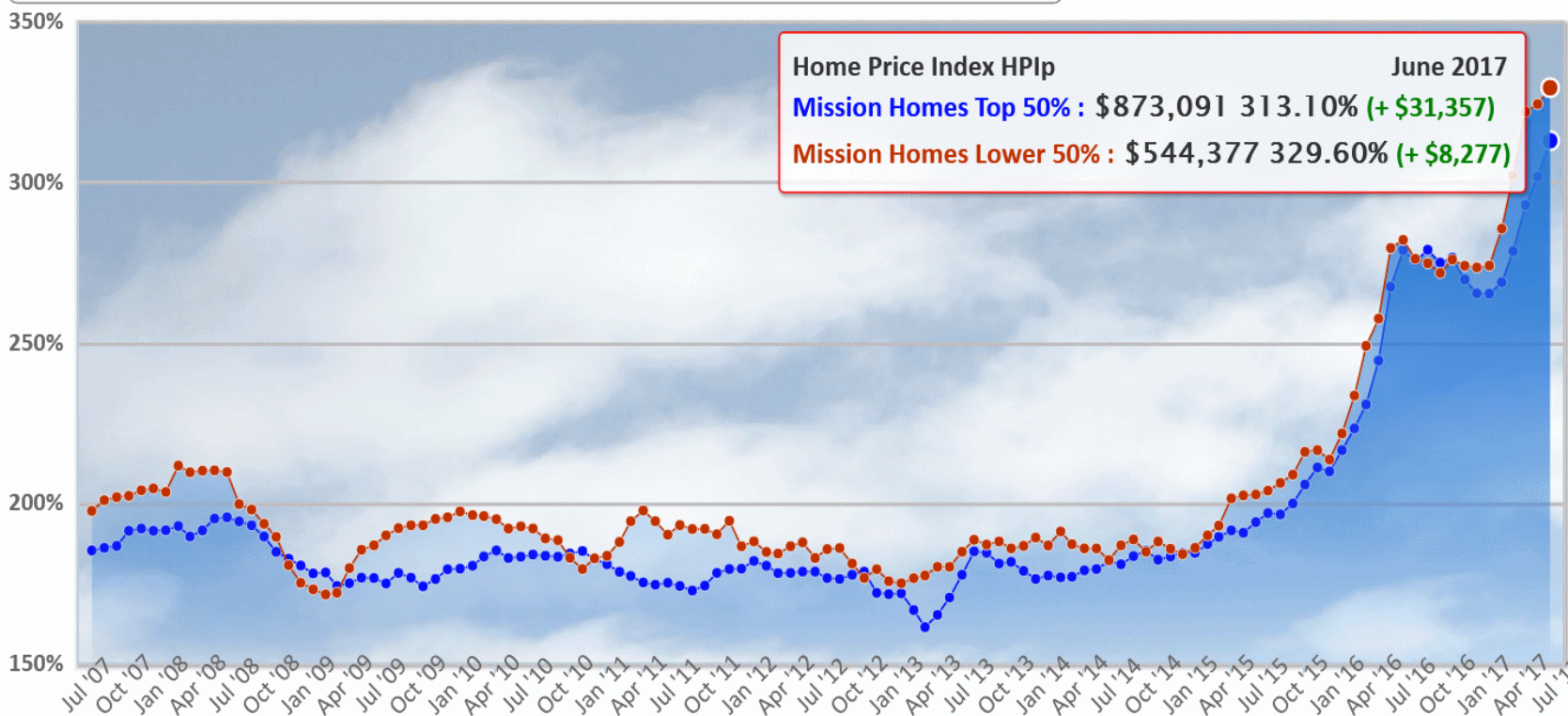
Market Analysis and Forecasting

July 1/17 Mission

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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

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Market Analysis and Forecasting

July 1/17 Chilliwack

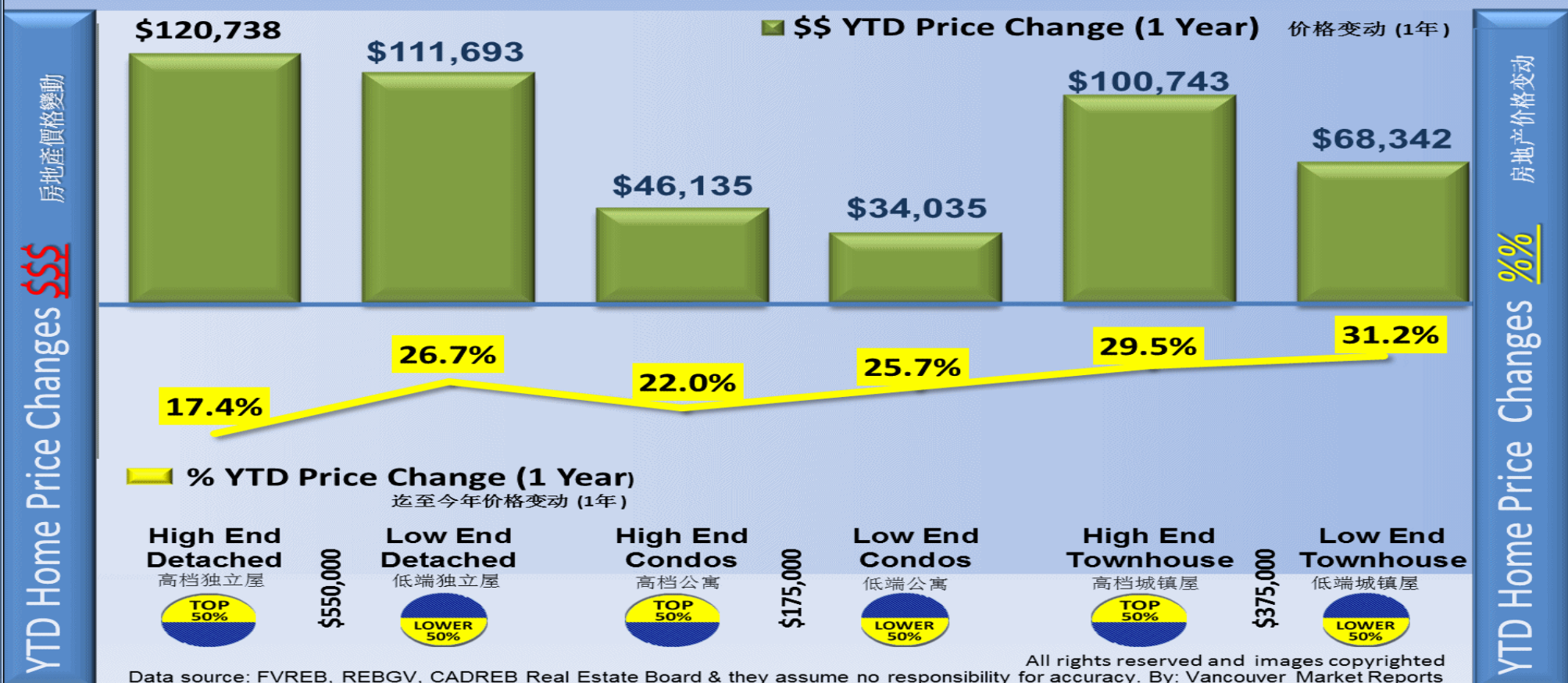
Chilliwack Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPI



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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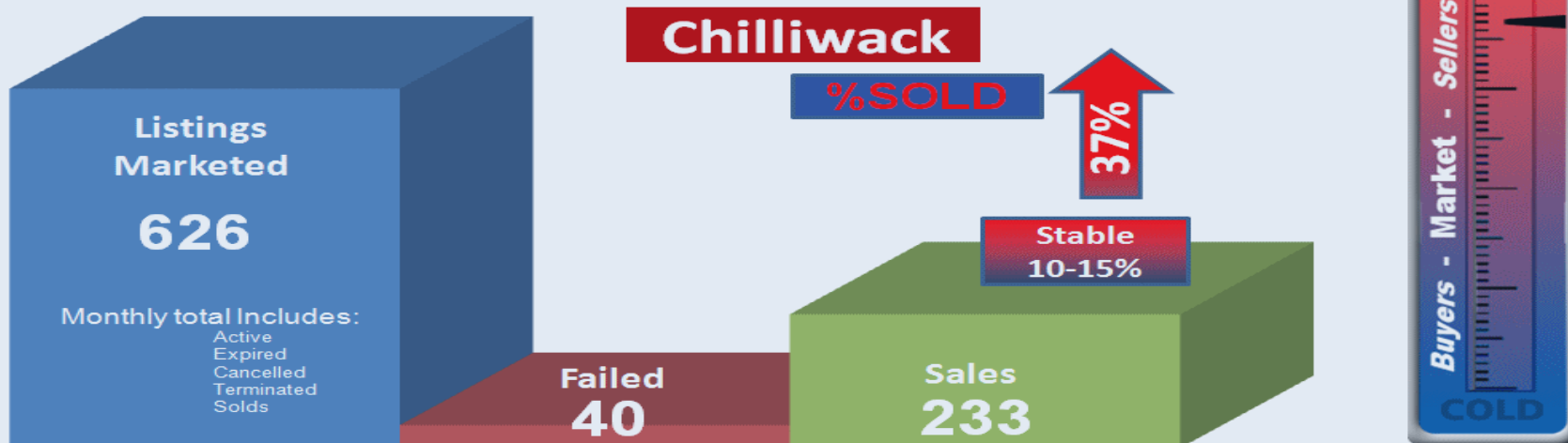
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Market Analysis and Forecasting

July 1/17 Chilliwack

Monthly Market Activity - June 2017 - Single Family



July 1, 2017 **Chilliwack** (+Yarrow, Rosedale and Sardis) Market Update **Detached**

Current: Chilliwack (+Yarrow, Rosedale and Sardis) is in a Sellers Market with average listing inventories, **37 %SOLD** rate and the Sale Price/List Price=100%. (This means that there is an average of a \$0 discount on a sale from the original list price)

Most Active Price Range: Homes between \$275,000 - \$360,000 have **80.0 %SOLD** rate.

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

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

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

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



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detached homes



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Market Analysis and Forecasting

July 1/17 Chilliwack

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

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

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)	605	457	626		169	↑
Active Listings (1st of the month)	302	303	191	353	162	↑
Solds	263	236	233		-3	↓
Days on Market (DOM)	10	9	10		1	↑
%SOLD (Sales/ Listings /monthly rate)	43%	52%	37%		-14%	↓
(Top 50%) Home Price Index HPIp	\$721,169	\$812,064	\$840,100		\$28,036	↑
(Lower 50%) Home Price Index HPIp	\$445,835	\$527,907	\$561,100		\$33,193	↑

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Vancouver Market Reports

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Market Analysis and Forecasting

July 1/17 Chilliwack

What Sold in your Neighbourhood and for What Price?

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

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

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Market Analysis and Forecasting

July 1/17 Chilliwack

Next Months Market Forecast

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

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

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

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detached homes



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Market Analysis and Forecasting

July 1/17 Chilliwack

Detached

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

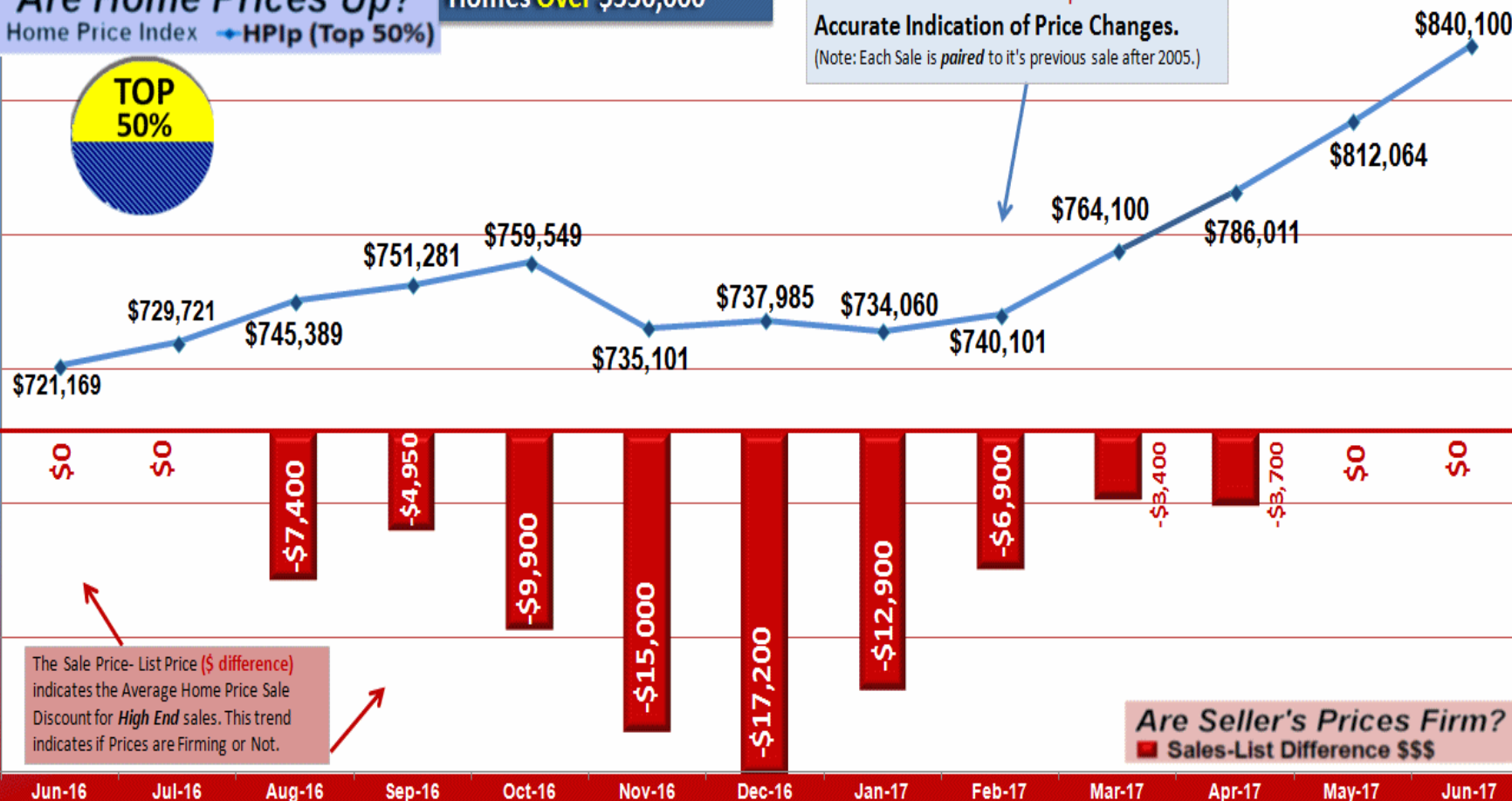
Home Price Changes
(Home Price Index Paired sales from 2005)

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

Home Price Index → **HPIp** (Top 50%)



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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached



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

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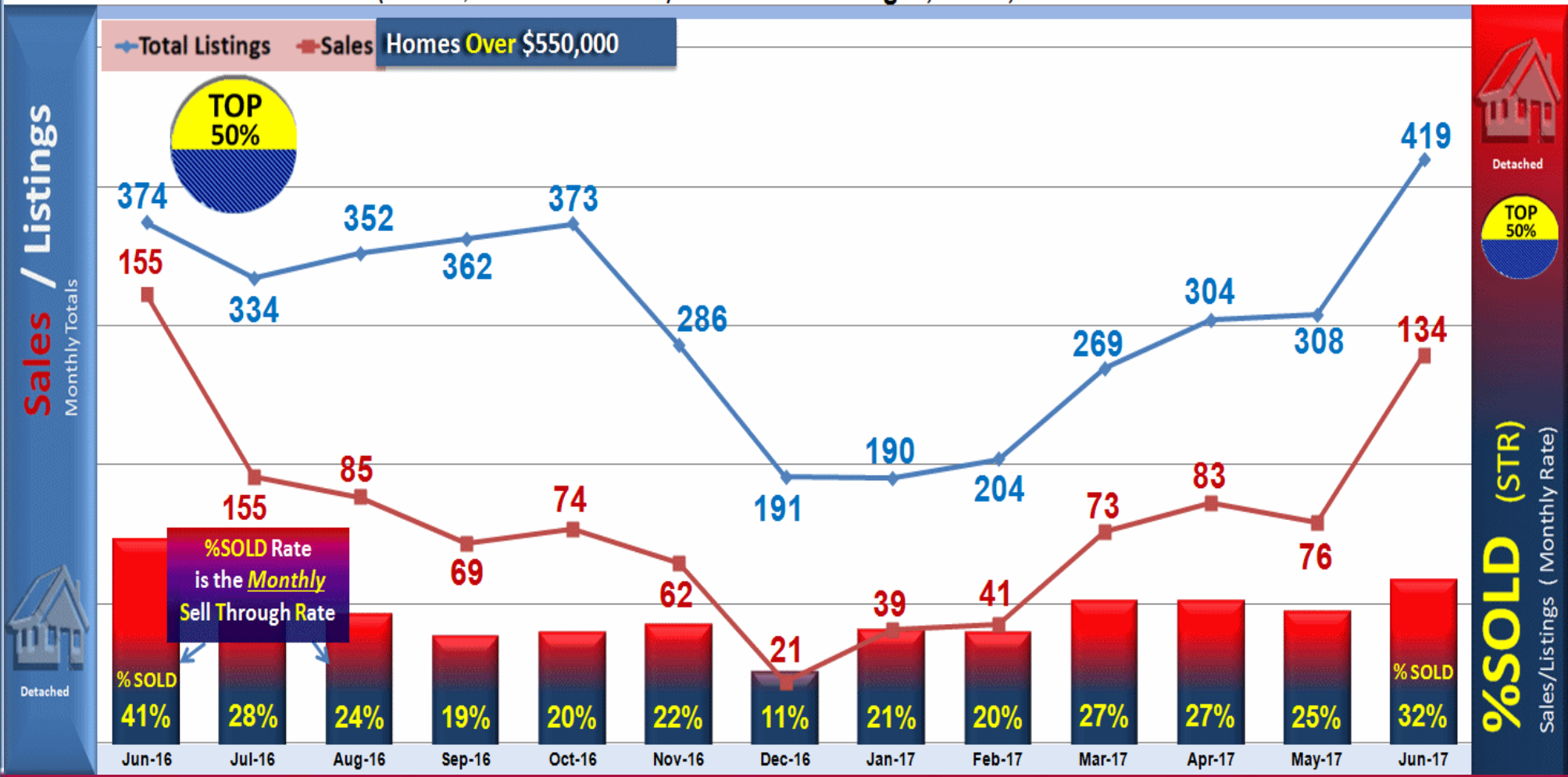
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Market Analysis and Forecasting

July 1/17 Chilliwack

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



Sales / Listings
Monthly Totals



Detached



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

%SOLD Rate is the Monthly Sell Through Rate

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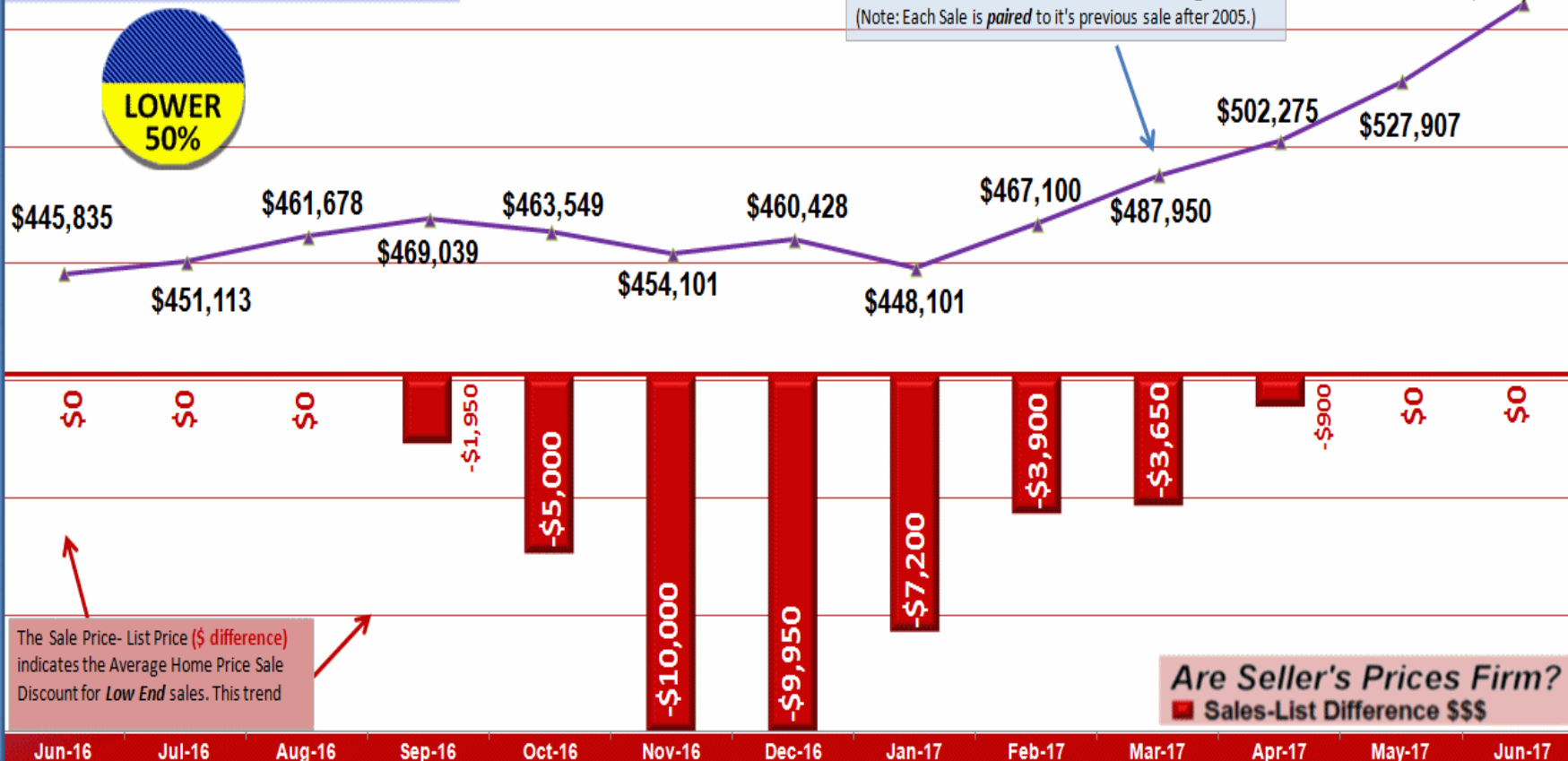
Chilliwack (+Yarrow, Rosedale and Sardis) Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End sales)

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

Home Price Index → HPIp (Lower 50%)

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

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



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

Detached
LOWER 50%

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

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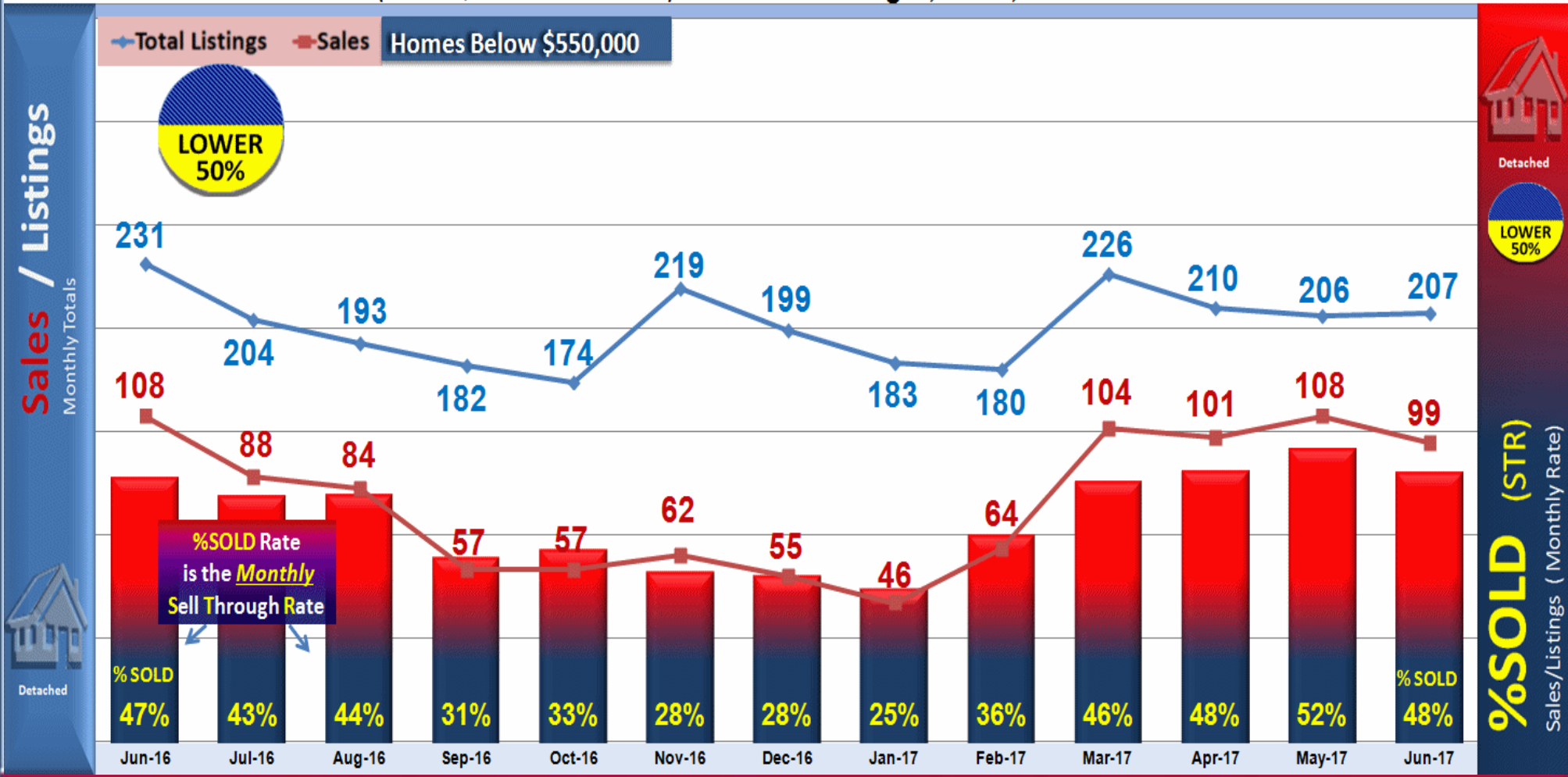
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Sales / Listings
Monthly Totals



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%SOLD (STR)
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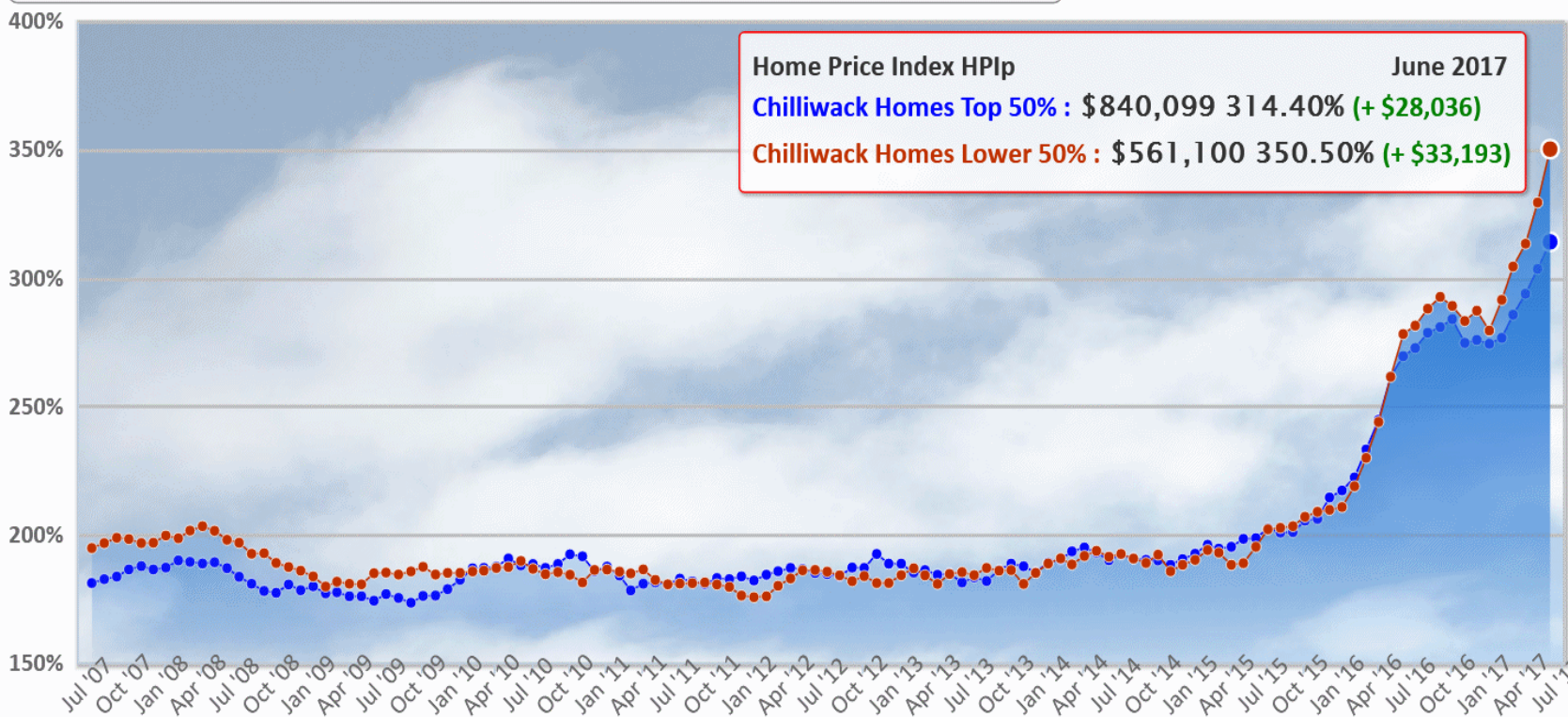
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July 1/17 Chilliwack

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



Monthly Home values

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Market Analysis and Forecasting

July 1/17

Abbotsford

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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Rick began his real estate career in Abbotsford in 1993. He speaks Spanish fluently and has helped many in the Latin community here in the Fraser Valley. All things considered real estate has been an excellent fit for Rick, he is able to use his gift for helping people every day and he enjoys the honor of seeing folks through one of the most stressful and rewarding experiences one can have.

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **all marketed listings /month.

The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types.

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

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Vancouver Market Reports

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attached homes



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Market Analysis and Forecasting

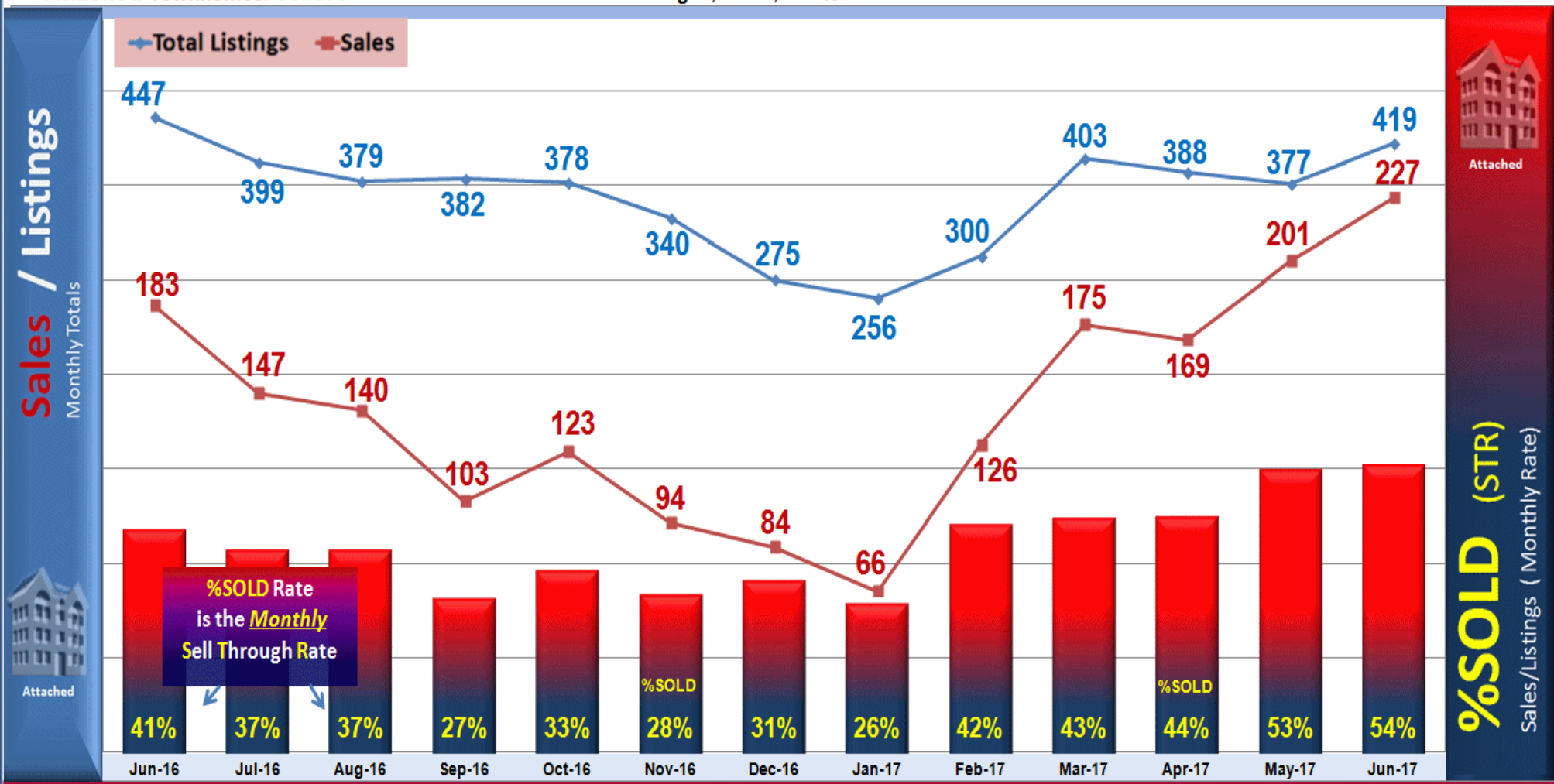
July 1/17

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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Vancouver Market Reports

Statistics, on the Web!

attached homes



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Market Analysis and Forecasting

July 1/17

Abbotsford

Attached

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



Townhouses

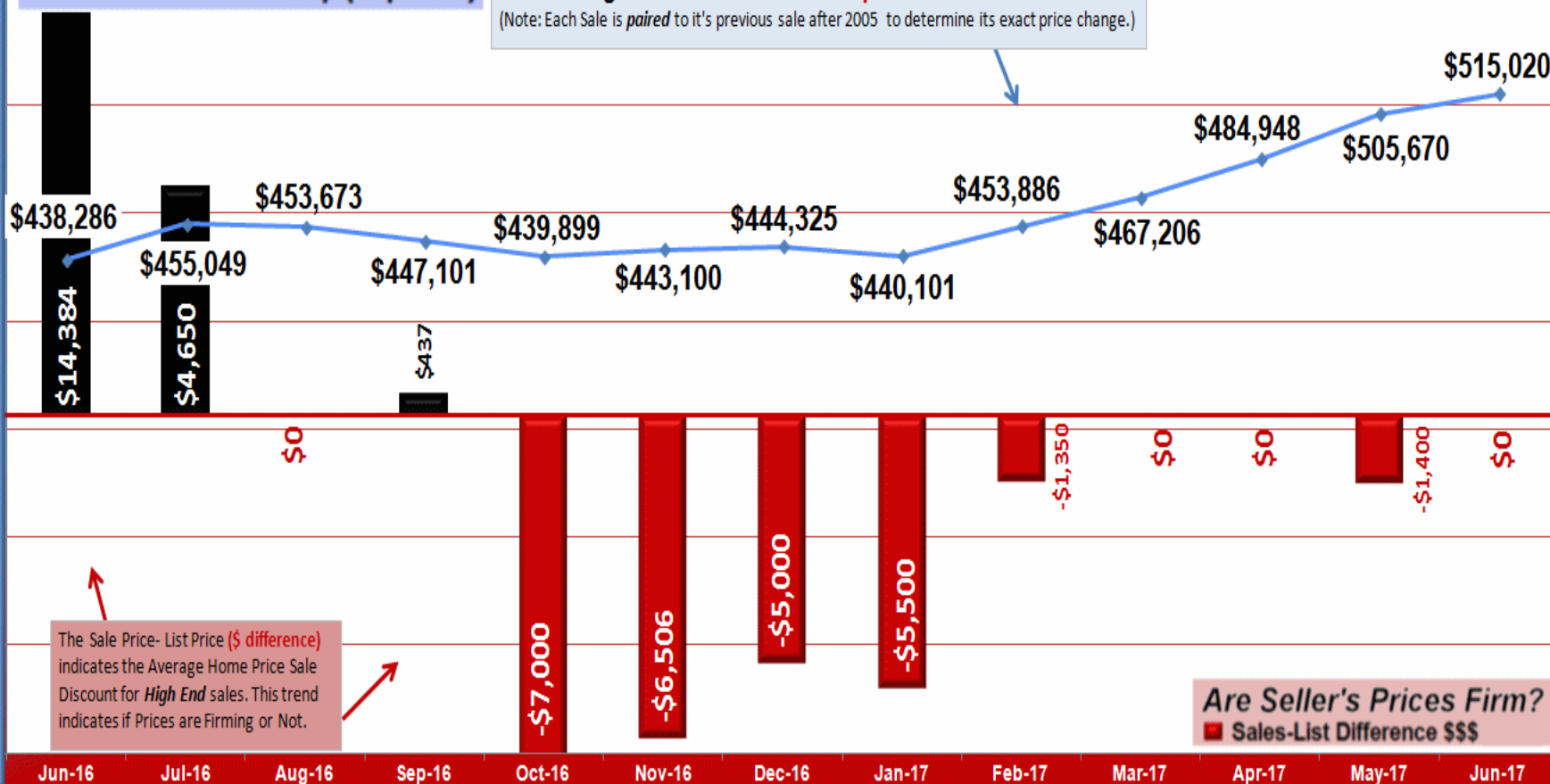
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Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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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)

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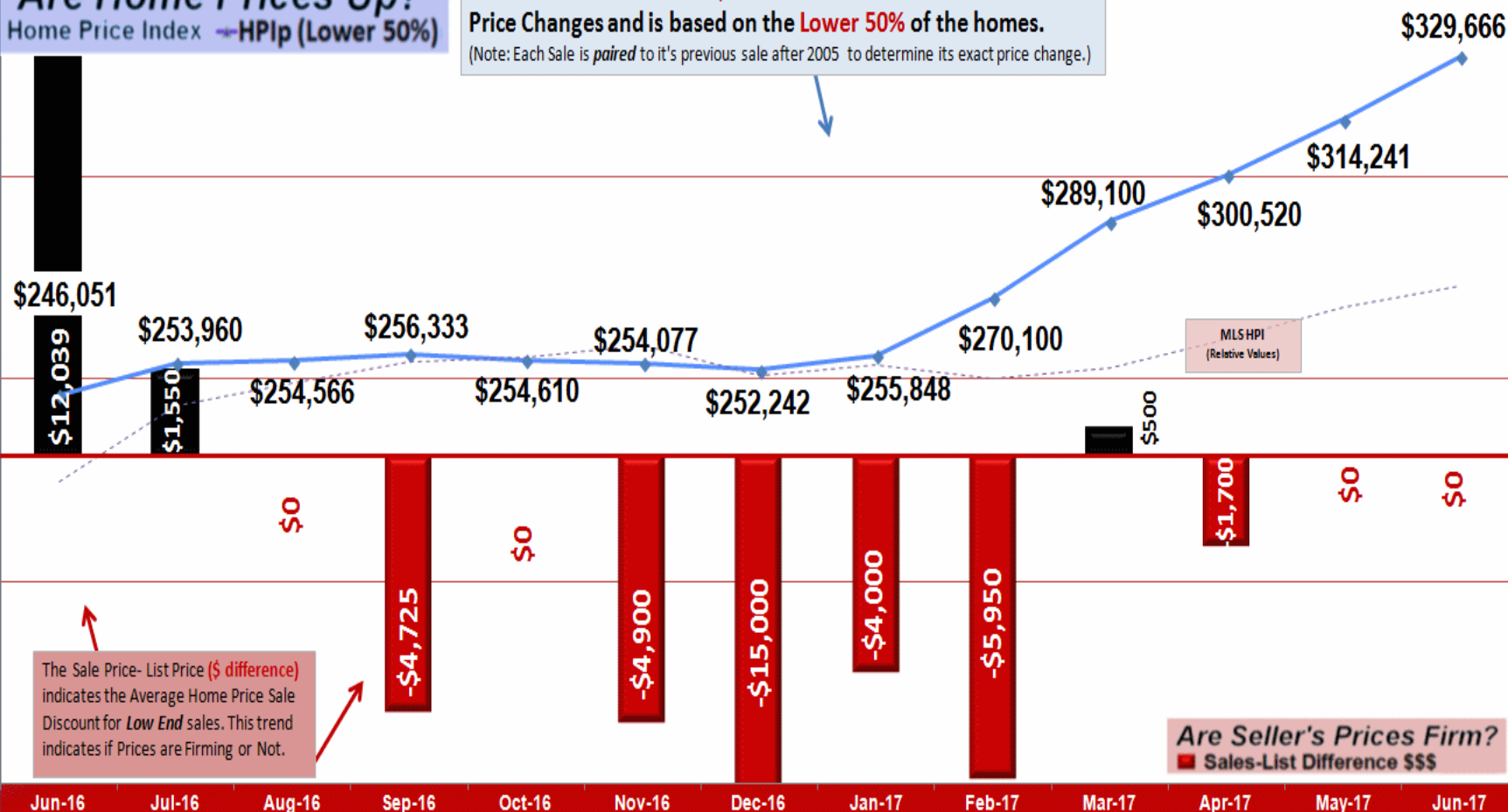
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Townhouses

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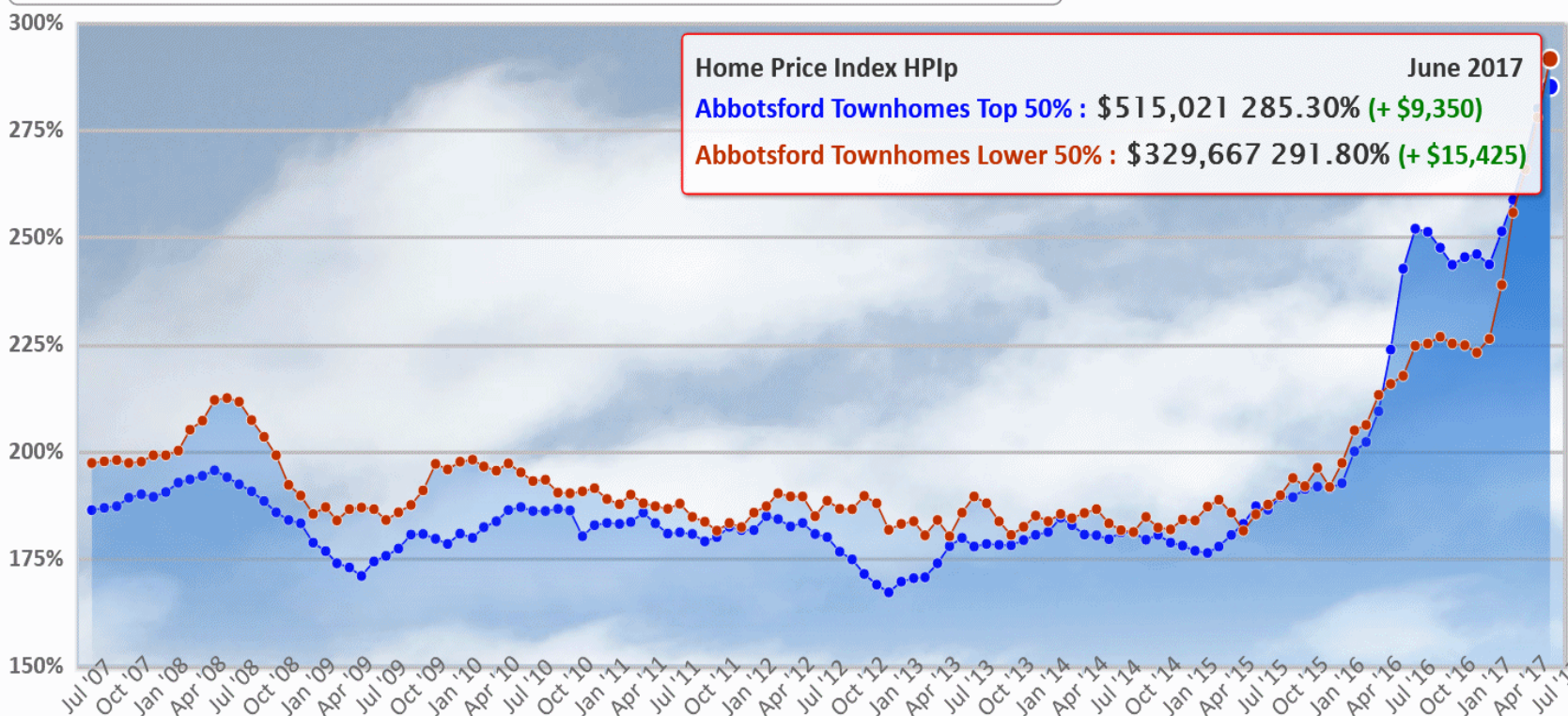
July 1/17

Abbotsford

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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

<< < 1 2 3 > >>

Drag over area to ZOOM in



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Attached

Abbotsford

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)



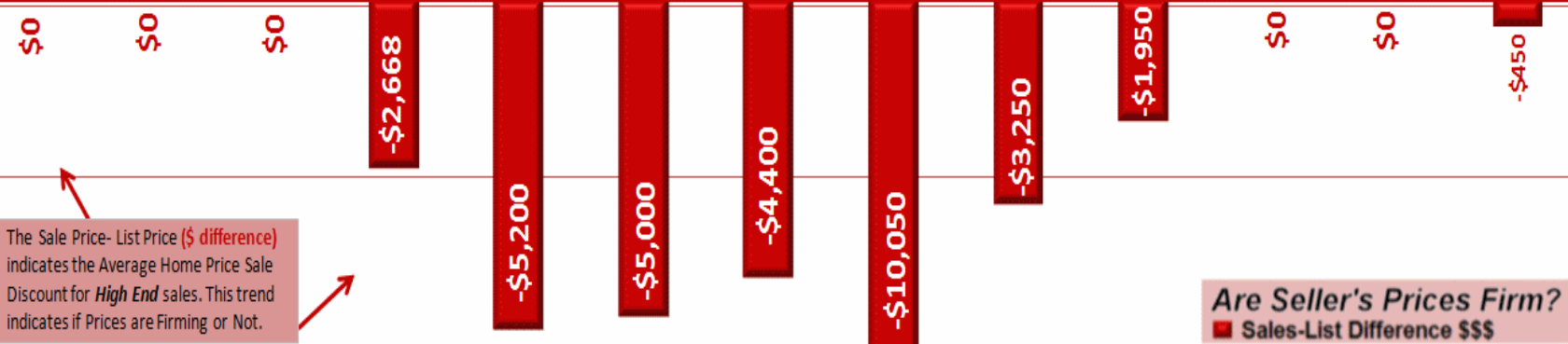
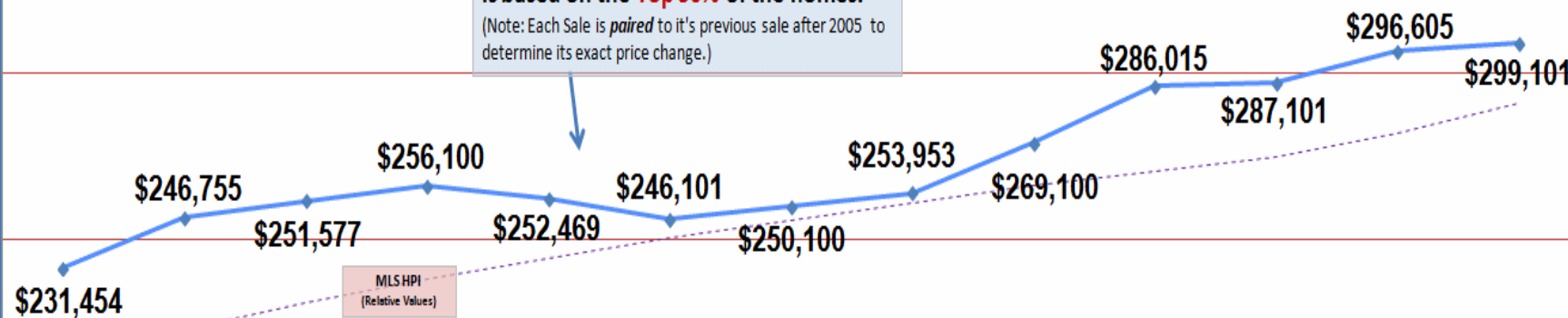
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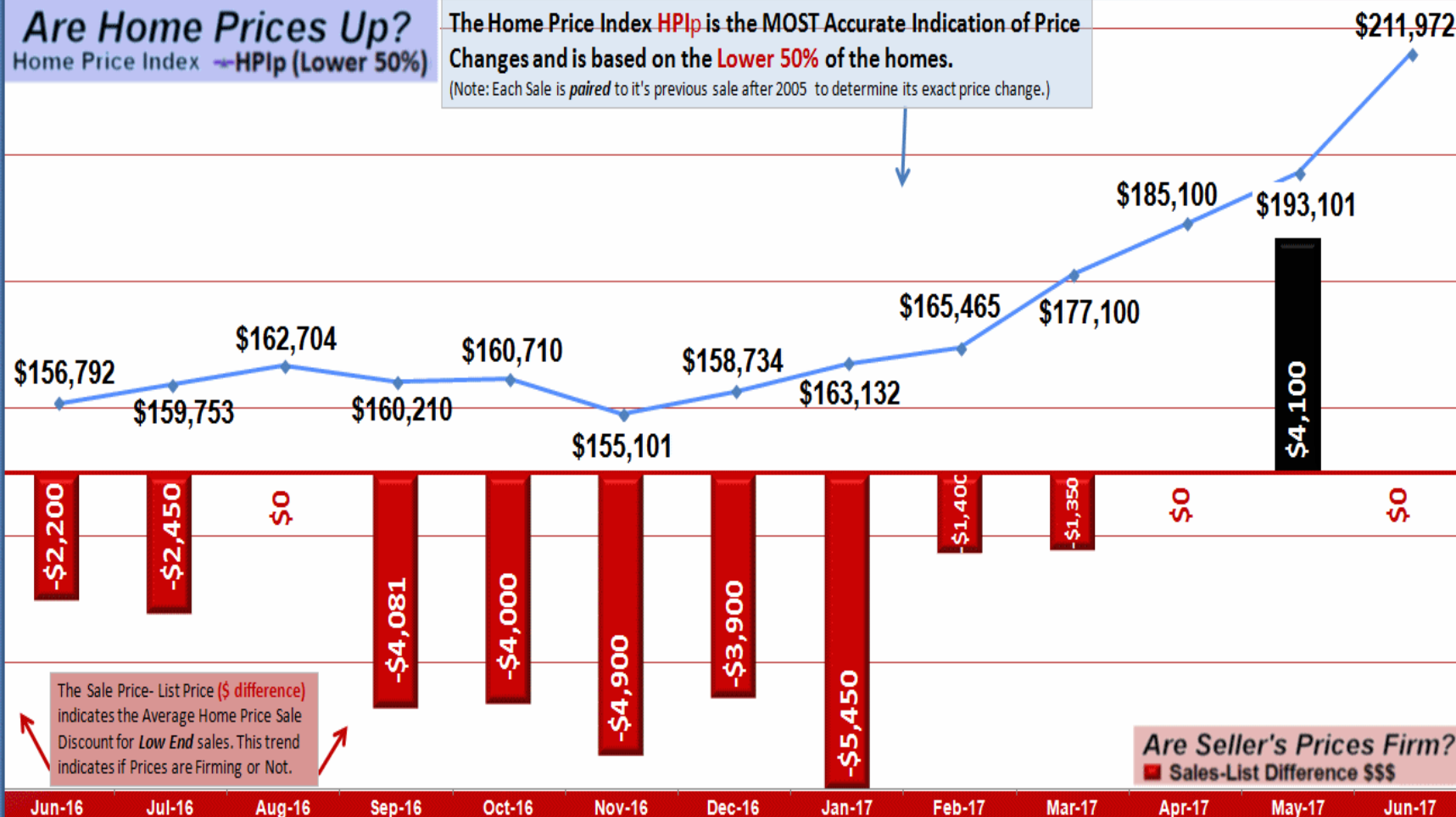
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Condominiums



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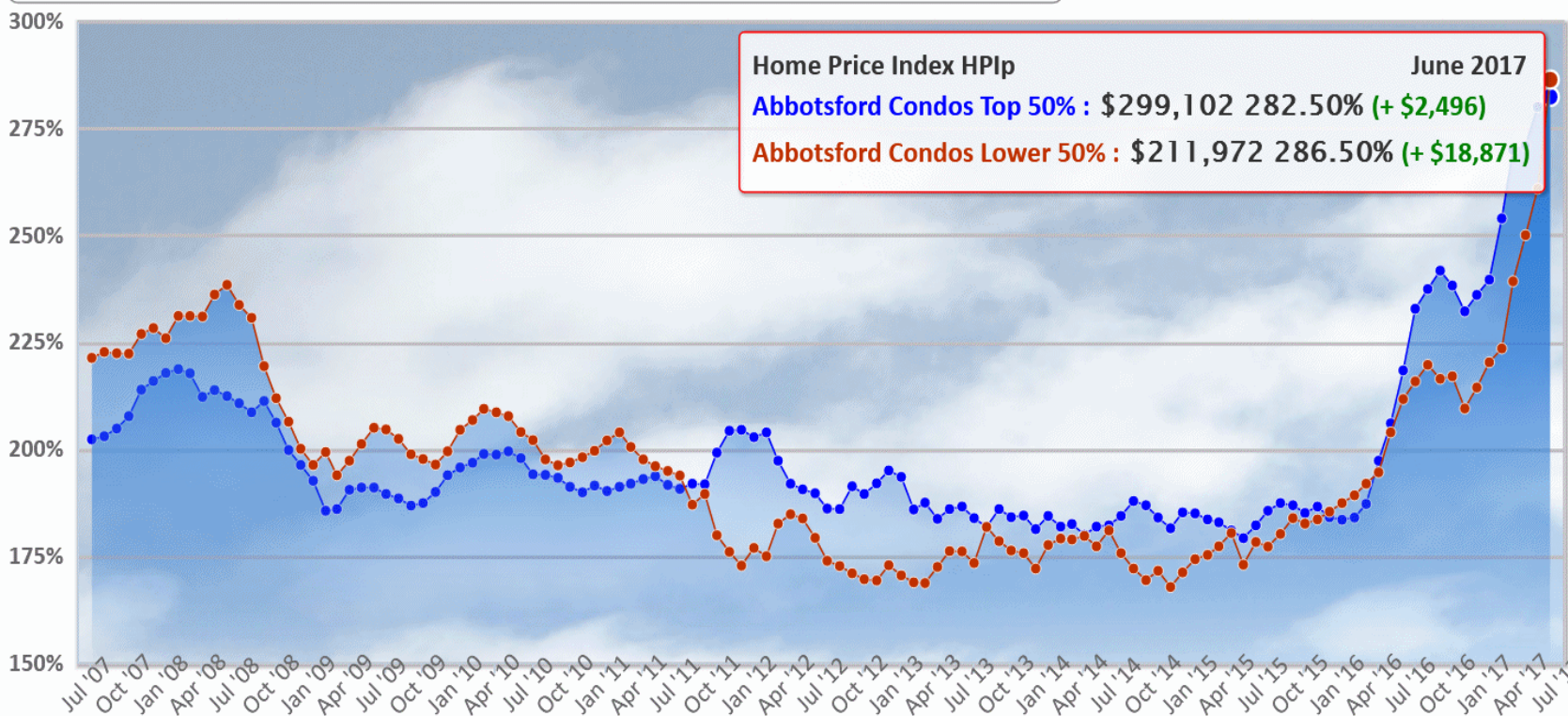
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Abbotsford

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Oct 2016	% 238.40
Sep 2016	% 241.90
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Jul 2016	% 233.00

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Market Analysis and Forecasting

July 1/17 Chilliwack

Chilliwack (+ Sardis) Sub areas Statistics - June 2017						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Chilliwack W Yale-Well	91	36	11	99%	-\$1,400	39.6%
Chilliwack E Young-Yale	79	29	13	98%	-\$1,500	36.7%
Chilliwack N Yale-Well	20	9	18	99%	-\$1,800	45.0%
Chilliwack Yale Rd West	7	2	14	98%	-\$13,450	0.0%
Chilliwack Mountain	3					0.0%
East Chilliwack	1					0.0%
Sardist W Vedder Rd	35	15	15	100%	\$0	42.9%
Sardist E Vedder Rd	27	8	8	100%	-\$725	29.6%
Vedder S Watson-Promon	99	38	12	100%	\$0	38.4%
Promontory	37	21	10	100%	\$0	56.8%
Yarrow	0	0				0.0%
Total Activity	399	158	13	100%	\$0	40%

Chilliwack (+ Sardis) List Price Ranges Statistics - June 2017						
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$100,000	3	2	56	94%	-\$5,200	66.7%
\$100,001-\$150,000	41	19	17	97%	-\$3,900	46.3%
\$150,001-\$200,000	36	15	20	98%	-\$3,900	41.7%
\$200,001-\$250,000	39	17	9	100%	\$0	43.6%
\$250,001-\$300,000	55	20	12	100%	-\$950	36.4%
\$300,001 and more	225	85	11	100%	\$0	37.8%
Total Activity	399	158	13	100%	\$0	40%

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

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

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

History: The Chilliwack's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$46,614.
 The Chilliwack's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$37,299.
 The Chilliwack's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$106,826.
 The Chilliwack's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$73,340.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The total Listing Inventories are 8% more than the same month in 2016. The Chilliwack Attached Real Estate Market is continuing to be a sellers market for the next month.

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

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

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

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

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Rick began his real estate career in Abbotsford in 1993. He speaks Spanish fluently and has helped many in the Latin community here in the Fraser Valley. All things considered real estate has been an excellent fit for Rick, he is able to use his gift for helping people every day and he enjoys the honor of seeing folks through one of the most stressful and rewarding experiences one can have.



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July 1/17

Chilliwack

Attached Townhomes/ Condos

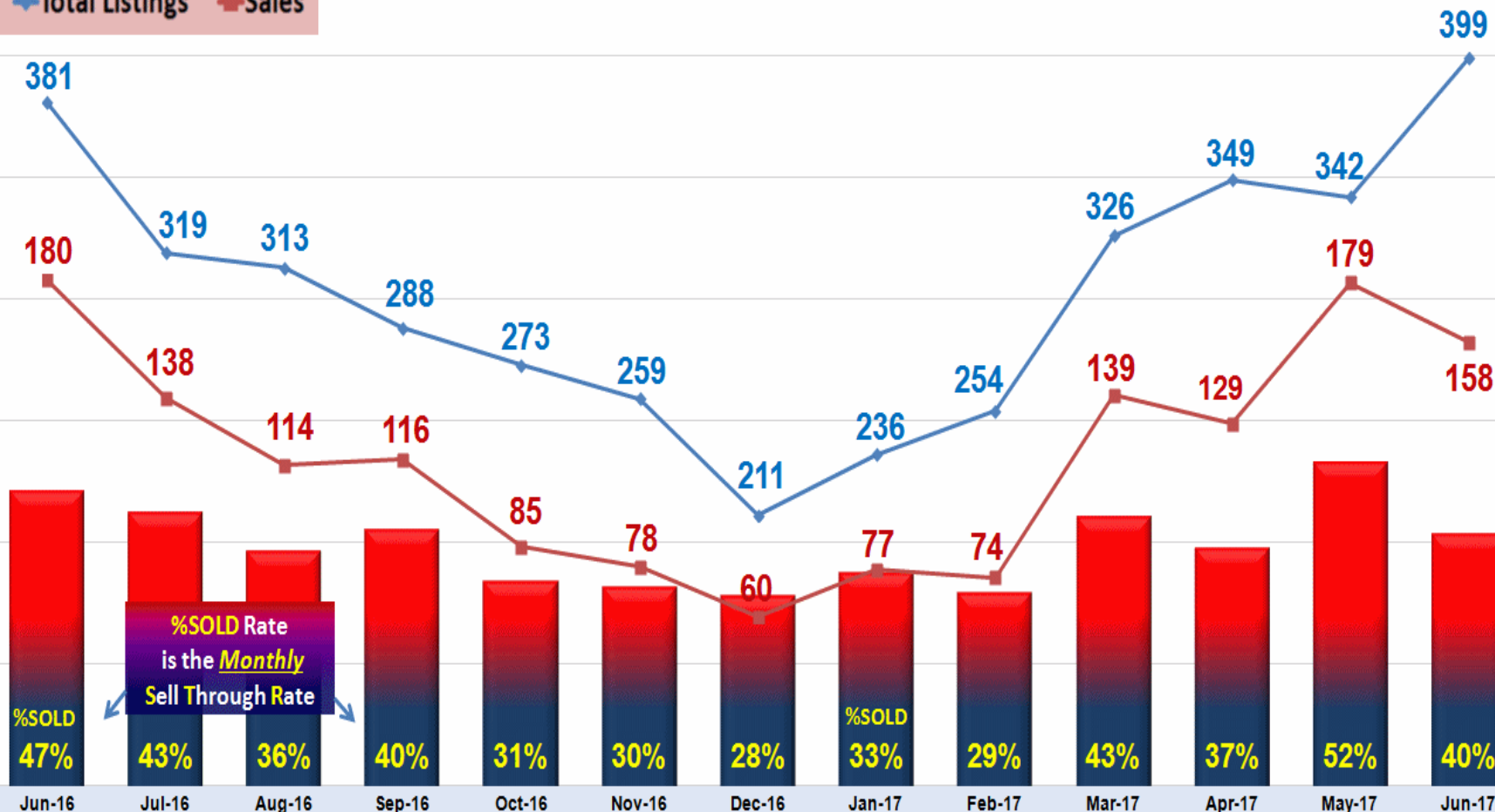
Chilliwack (+ Sardis)

Total Listings*, Sales, and %SOLD rates

Sales / Listings

Monthly Totals

← Total Listings → Sales



%SOLD Rate is the Monthly Sell Through Rate

%SOLD (STR)

Sales/Listings (Monthly Rate)

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Townhouse

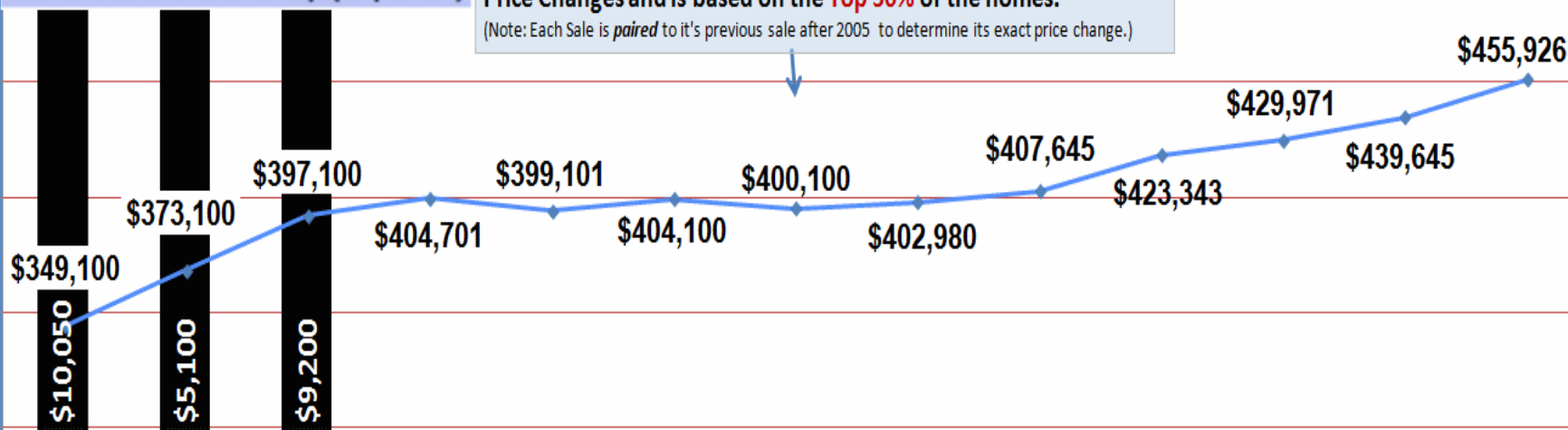
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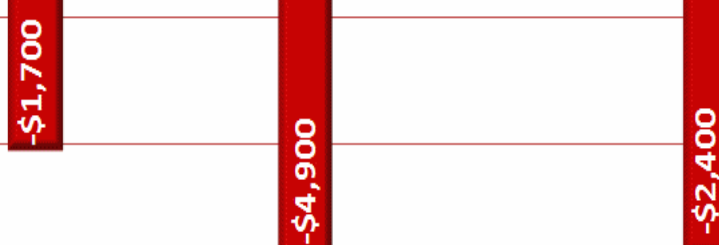


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\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0

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Townhouses

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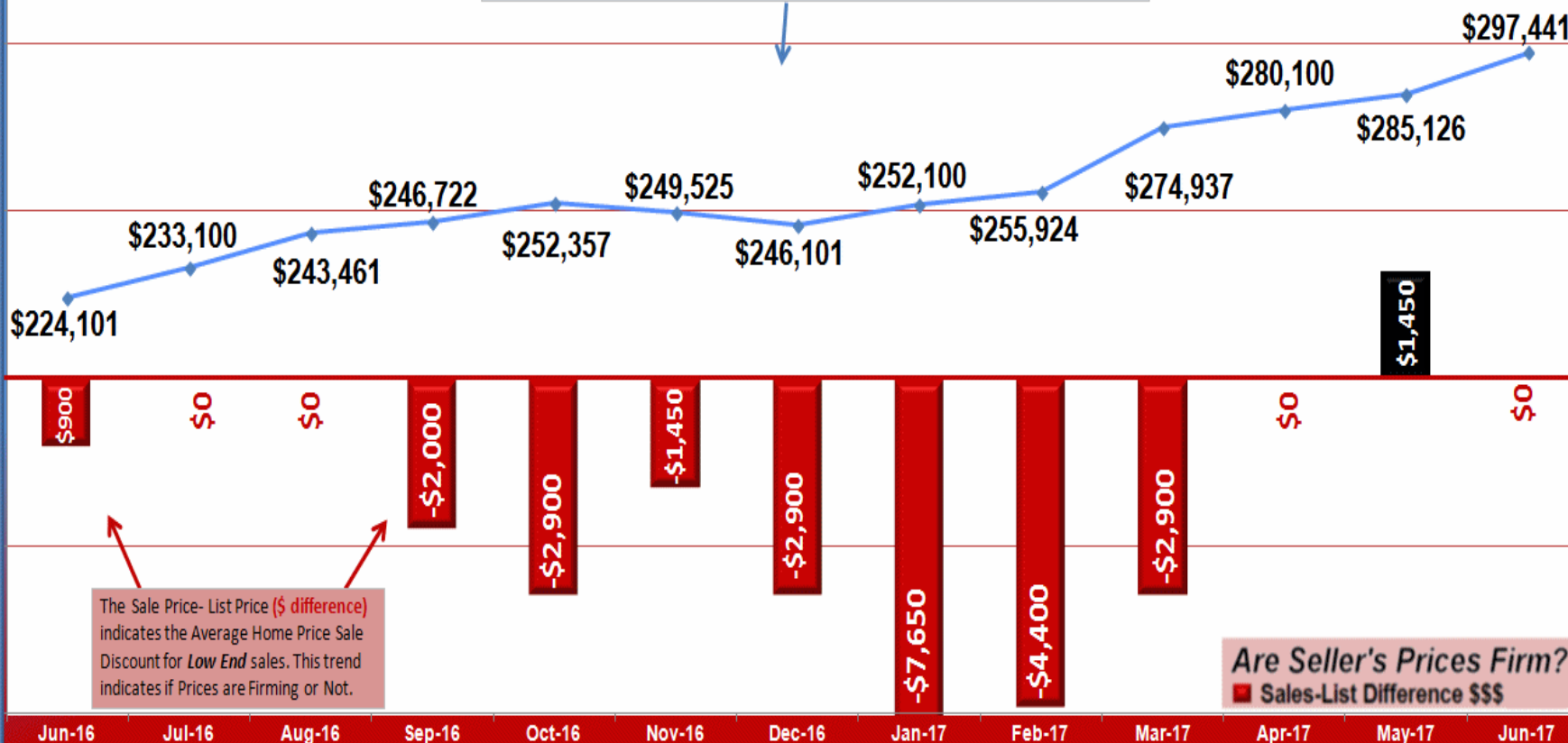
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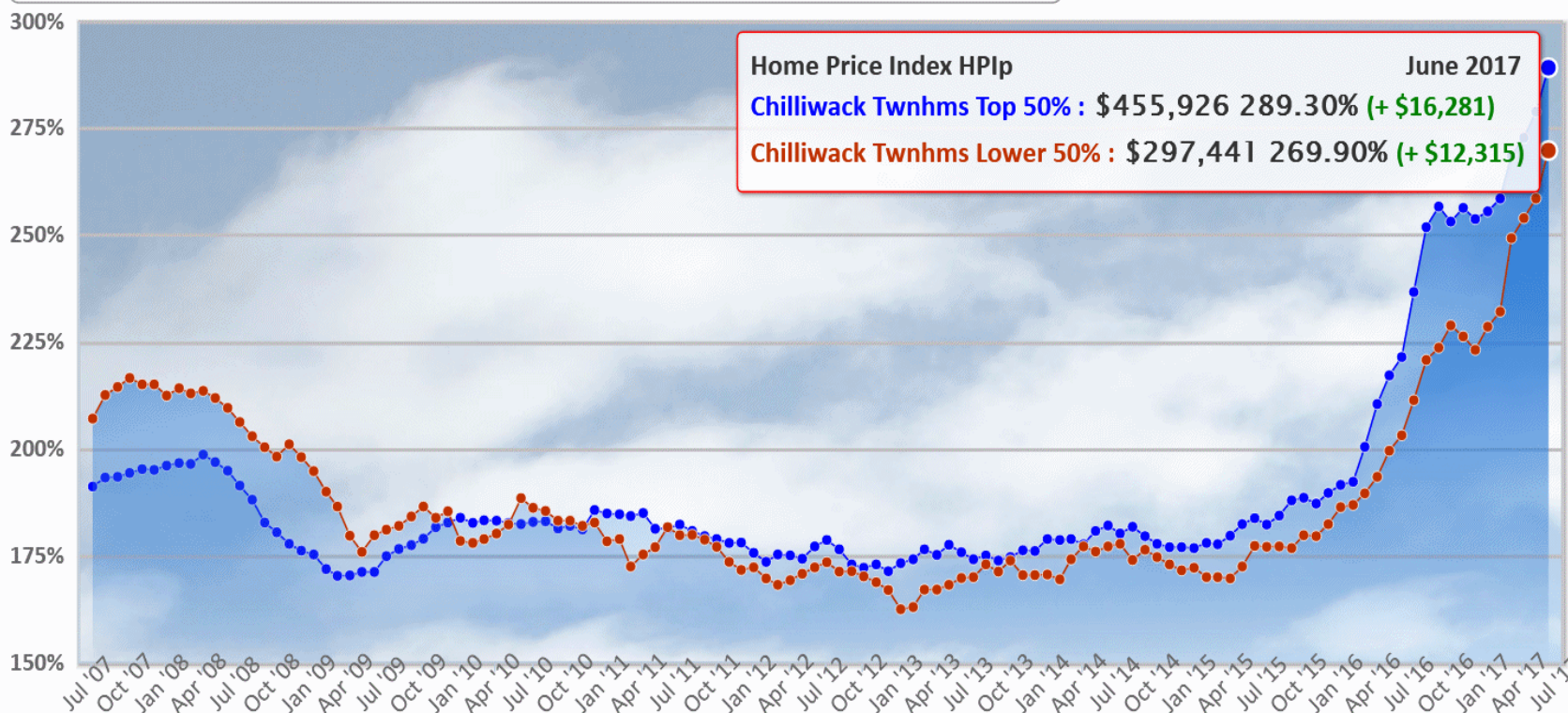
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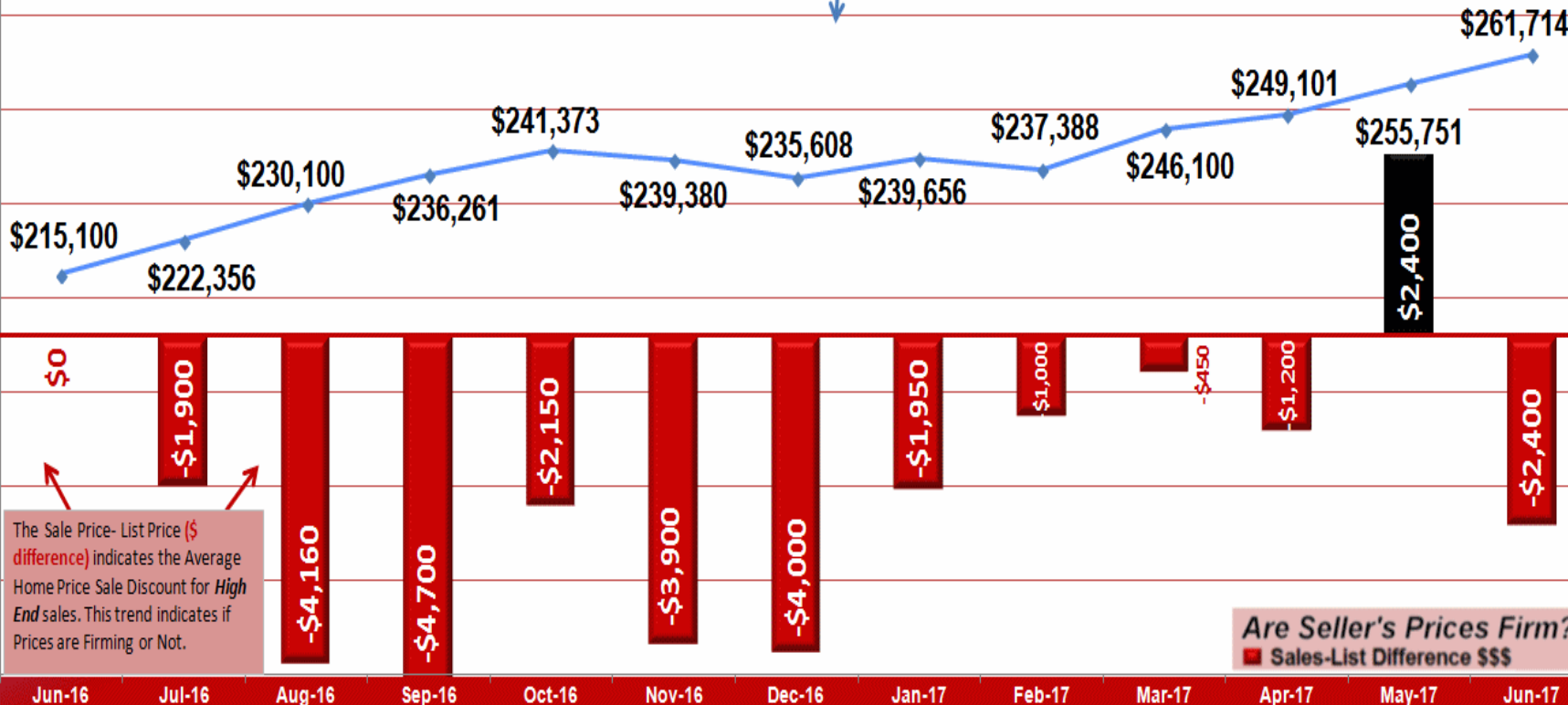
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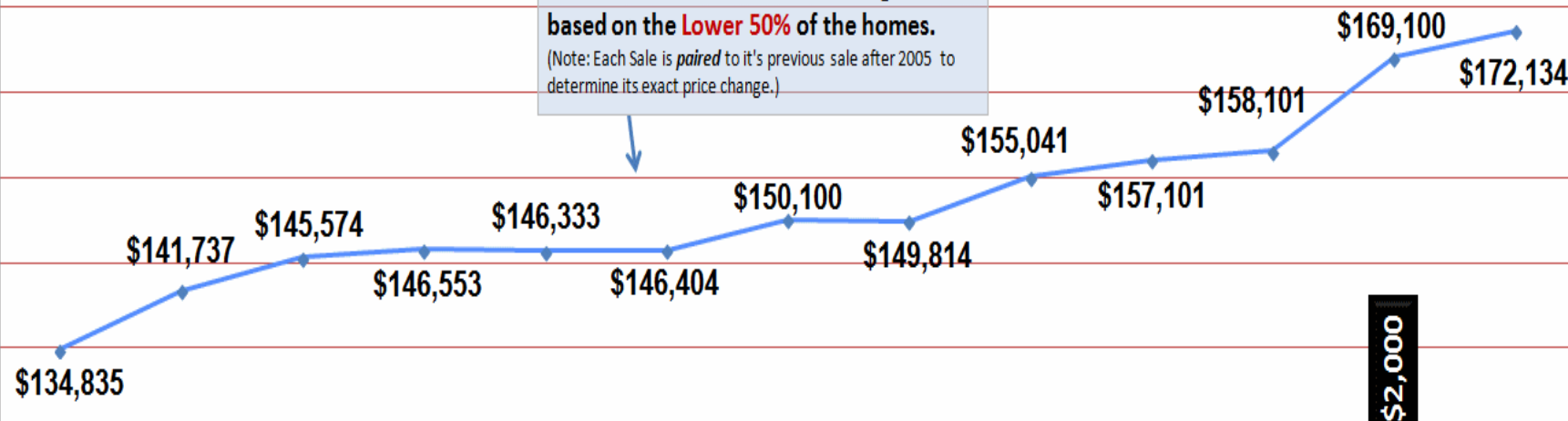
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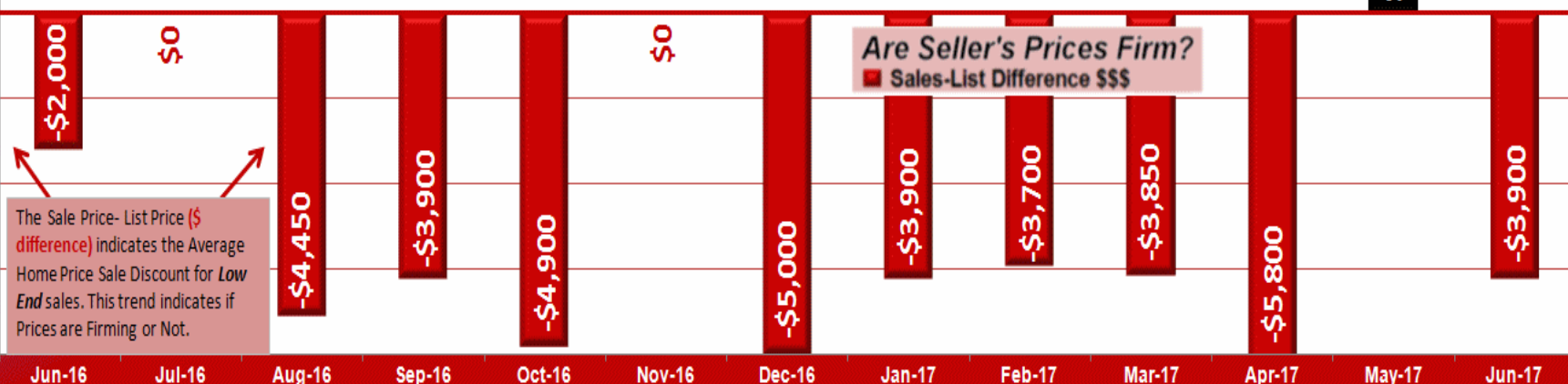
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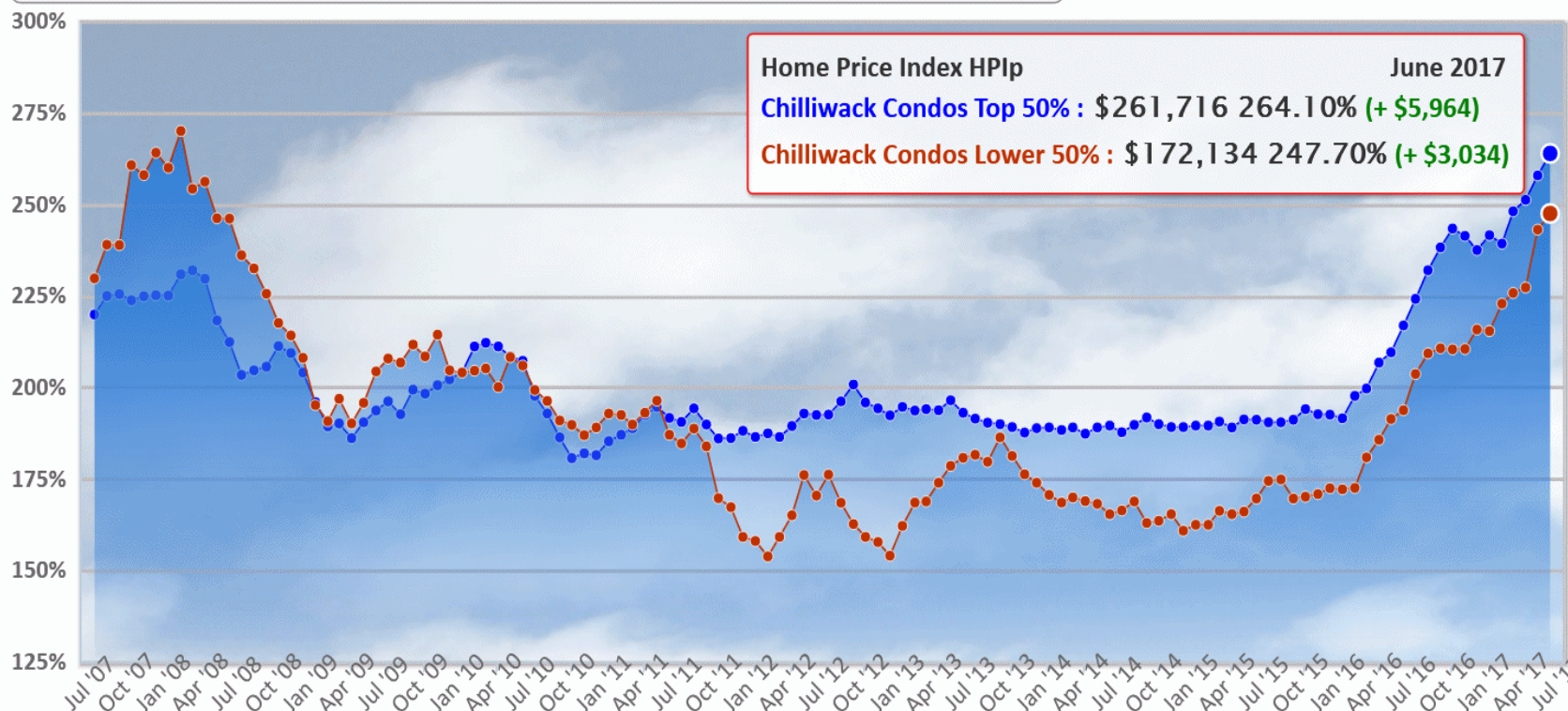
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Monthly Home values

Date	Value
Jun 2017	% 264.10
May 2017	% 258.10
Apr 2017	% 251.40
Mar 2017	% 248.30
Feb 2017	% 239.50
Jan 2017	% 241.80
Dec 2016	% 237.70
Nov 2016	% 241.60
Oct 2016	% 243.60
Sep 2016	% 238.40
Aug 2016	% 232.20
Jul 2016	% 224.40

<< < 1 2 3 > >>

Drag over area to ZOOM in



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

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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

