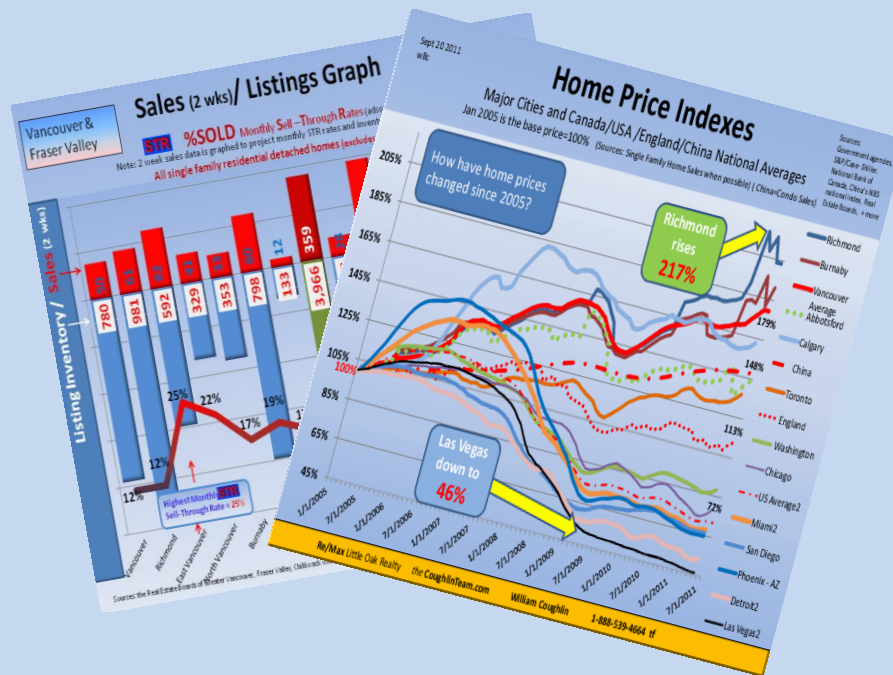


## Market Analysis and Forecasting

## Market Analysis and Forecasting

# Ron and Joyce Hubenig's Market Reports



## Advanced Marketing Tools



Ron and Joyce Hubenig



## Market Analysis and Forecasting

## Market Analysis and Forecasting

# Ron and Joyce Hubenig's Market Reports

### Detached

- [Abbotsford](#)
- [Burnaby](#)
- [Chilliwack](#)
- [Coquitlam](#)
- [East Vancouver](#)
- [Ladner Delta](#)
- [Langley North](#)
- [Langley-Cloverdale](#)
- [Maple Ridge](#)
- [Mission](#)
- [New West](#)

### Detached

- [North Delta](#)
- [North Vancouver](#)
- [Port Coquitlam](#)
- [Port Moody](#)
- [Richmond](#)
- [Surrey East](#)
- [Surrey West](#)
- [Vancouver Westside](#)
- [West Vancouver](#)
- [White Rock S Surrey](#)

### Attached

- [Abbotsford](#)
- [Burnaby](#)
- [Chilliwack](#)
- [Coquitlam](#)
- [Downtown-West End](#)
- [East Vancouver](#)
- [Langley-Cloverdale](#)
- [Maple Ridge](#)

### Attached

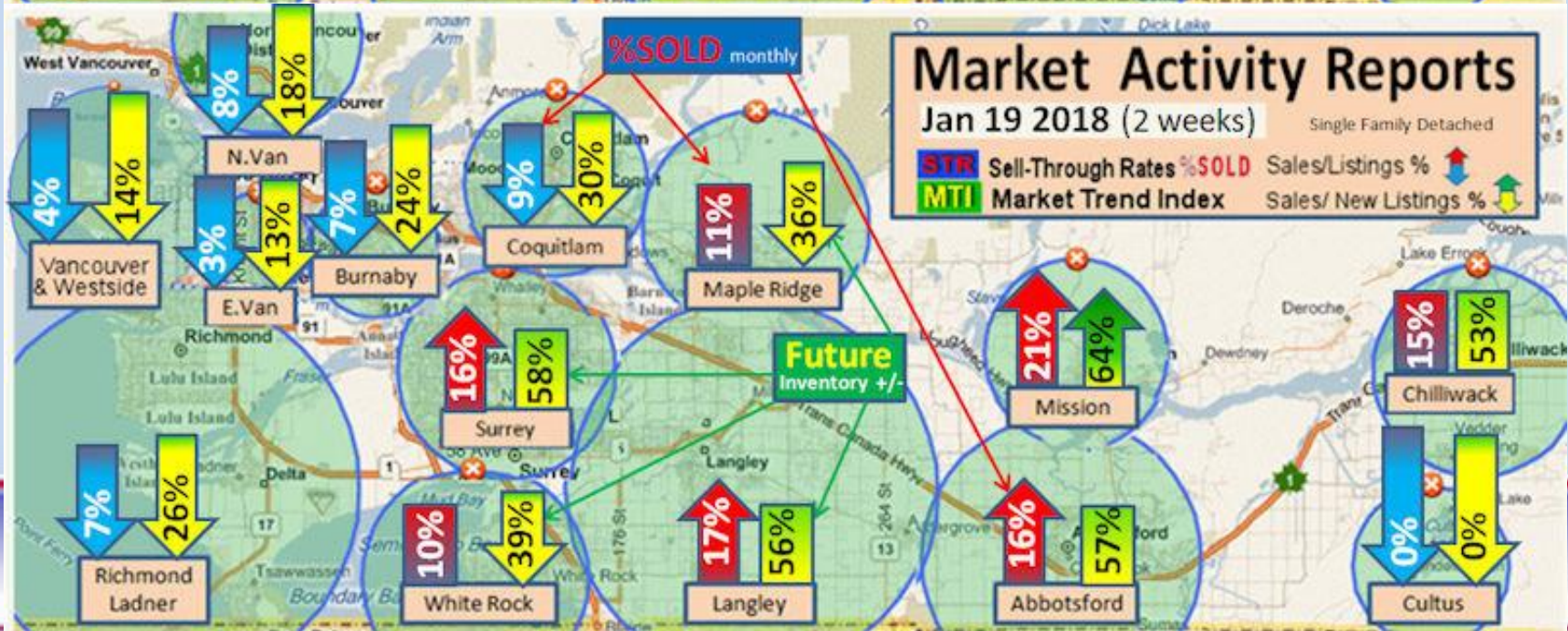
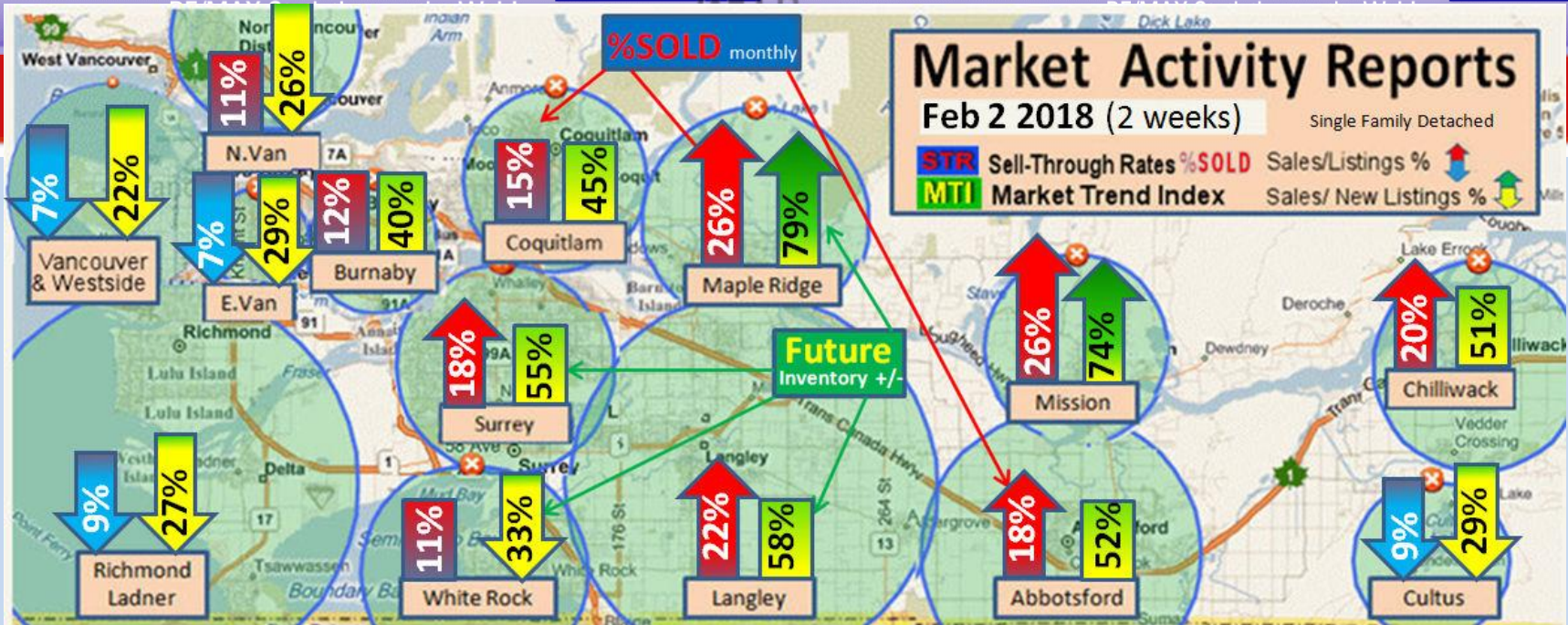
- [New West](#)
- [North Vancouver](#)
- [Port Coquitlam](#)
- [Port Moody](#)
- [Richmond](#)
- [Surrey East](#)
- [Surrey West](#)
- [Vancouver Westside](#)
- [White Rock S Surrey](#)

**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

Feb 2 2018 (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

Jan 19 2018 (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 Feb 1/18 Vancouver Westside

Ph: 778-549-9909

## Vancouver Westside Real Estate Price Changes(\$/%)

溫哥華西區房地產價格變動 / 溫哥華西區房地產價格變動

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

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

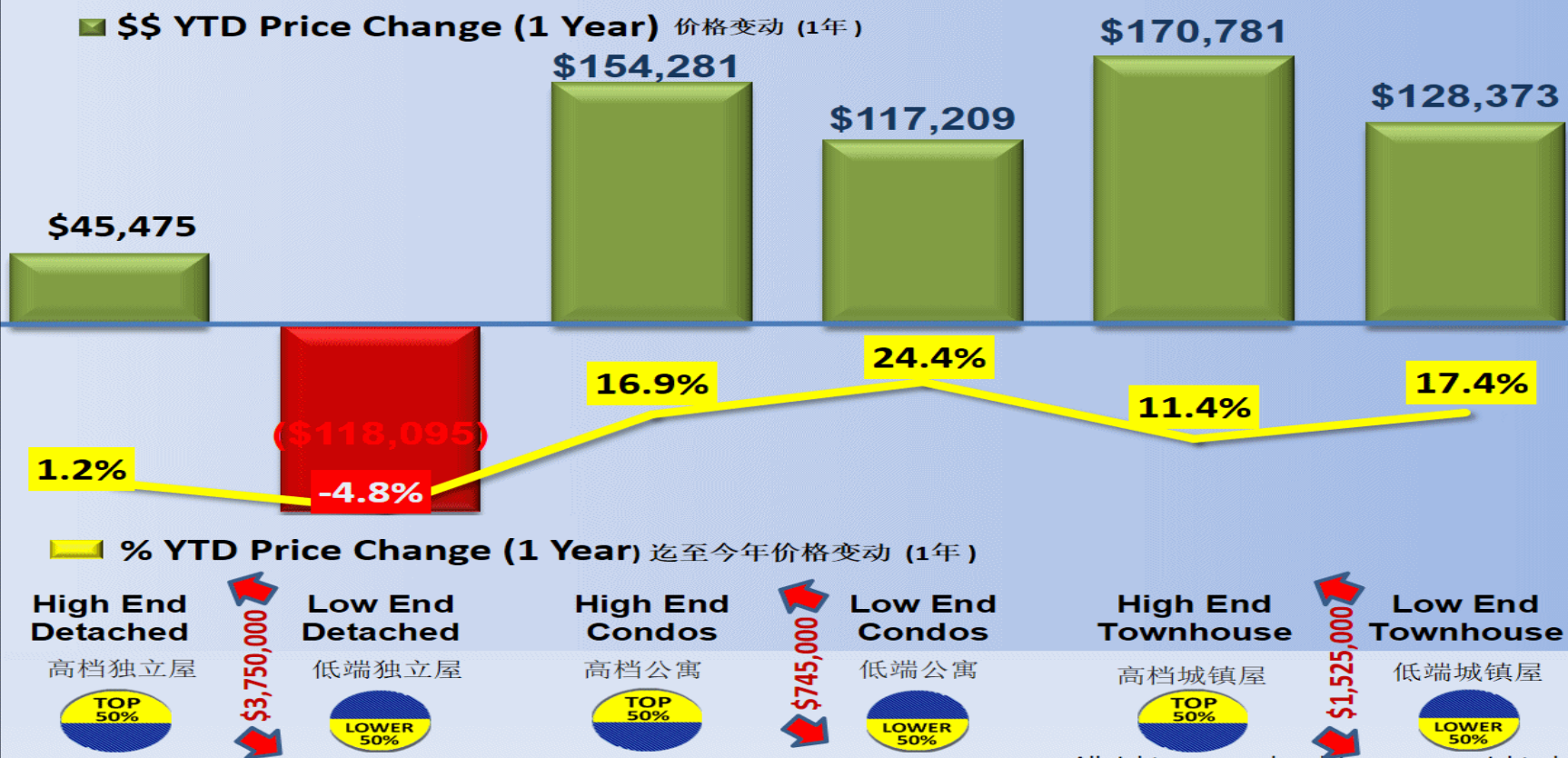
Powered by: Vancouver Market Reports HPI<sup>ip</sup>

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes \$\$\$

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes %%



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

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

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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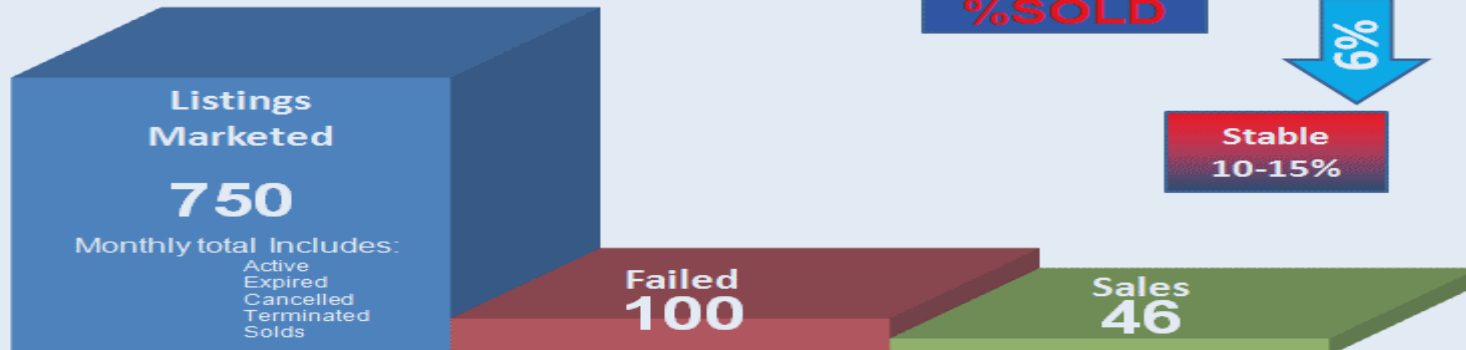


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Market Analysis and Forecasting Feb 1/18 Vancouver Westside

## Monthly Market Activity - Jan 2018 - Single Family

### Vancouver Westside



Feb 1 2018 Vancouver Westside Market Update (Detached)

**Current:** Vancouver Westside ranges from a Hot Lower End Market to a Stable High End Market with average **6 %SOLD** rate and a Sale Price /List Price of 93% or \$264,900 avg. sale price discount from original list price.

*Most Active Price Range:* Homes between \$4 mill. - \$4.5 mill. have **13.2 %SOLD** rate.

*Least Active Price Range:* Homes between \$5 mill. - \$6 mill. have **2.4 %SOLD** rate

**History:** The Vancouver Westside Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$78,607.

The Vancouver Westside Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$74,260. \*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting Feb 1/18 Vancouver Westside

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

Vancouver Westside List Price Ranges Statistics - Jan 2018							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$2,250,000	20	2	25	94%	-\$16,500	10.0%	
\$2,250,001-\$2,500,000	32	4	60	94%	-\$154,501	12.5%	
\$2,500,001-\$2,750,000	19	2	74	92%	-\$222,910	10.5%	
\$2,750,001-\$3,000,000	56	3	25	95%	-\$138,000	5.4%	↓
\$3,000,001-\$3,300,000	43	3	124	87%	-\$430,857	7.0%	↓
\$3,300,001-\$3,600,000	60	5	84	95%	-\$190,000	8.3%	↓
\$3,600,001-\$4,000,000	88	8	44	96%	-\$153,000	9.1%	↓
\$4,000,001-\$4,500,000	68	9	32	91%	-\$400,000	13.2%	↓
\$4,500,001-\$5,000,000	76	2	81	94%	-\$305,000	2.6%	↓
\$5,000,001-\$6,000,000	84	2	58	87%	-\$774,000	2.4%	↓
\$6,000,001-\$8,000,000	104	3	158	83%	-\$1,158,000	2.9%	↓
\$8,000,001 and more	100	3	116	93%	-\$620,000	3.0%	↓
<b>Total Activity</b>	<b>750</b>	<b>46</b>	<b>48</b>	<b>93%</b>	<b>-\$264,900</b>	<b>6%</b>	↓

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-17	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	642	777	750		-27	↓
Active Listings (1st of the month)	342	705	493	604	111	↑
Solds	37	37	46		9	↑
Days on Market (DOM)	19	64	48		-17	↓
%SOLD (Sales/Listings /mthly rate)	5.8%	4.8%	6.1%		1.4%	↑
(Top 50%) Home Price Index HPI <sub>P</sub>	\$3,740,922	\$3,799,820	\$3,819,529		\$19,709	↑
(Lower 50%) Home Price Index HPI <sub>P</sub>	\$2,407,101	\$2,346,274	\$2,332,841		-\$13,433	↓

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Ron and Joyce Hubenig

# Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting Feb 1/18 Vancouver Westside



Ron & Joyce Hubenig

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

Vancouver Westside Sub Areas Statistics - Jan 2018					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Arbutus	40	4	19	95%	-\$200,000	10.0%
Cambie	35	3	14	97%	-\$128,000	8.6%
Dunbar	104	8	41	90%	-\$415,429	7.7%
Fairview VW-False Creek	5	0				0.0%
Kerrisdale	53	3	29	87%	-\$435,000	5.7%
Kitsilano	47	3	97	91%	-\$269,800	6.4%
MacKenzie Heights	23	1	225	95%	-\$190,000	4.3%
Mount Pleasant VW	3	0				0.0%
Marpole	58	4	68	94%	-\$187,010	6.9%
Oakridge VW	15	0				0.0%
Point Grey	64	8	73	92%	-\$469,000	12.5%
Quilchena	36	3	63	92%	-\$398,000	8.3%
South Cambie	9	0				0.0%
South Granville	83	5	97	91%	-\$223,000	6.0%
Shaughnessy	84	1	158	81%	-\$1,378,000	1.2%
Southlands	36	0				0.0%
S.W. Marine	34	1	61	96%	-\$178,000	2.9%
University VW	21	2	25	94%	-\$16,500	9.5%
<b>Total Activity</b>	<b>750</b>	<b>46</b>	<b>48</b>	<b>93%</b>	<b>-\$264,900</b>	<b>6%</b>

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detached homes

Market Analysis and Forecasting Feb 1/18 Vancouver Westside

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REALTY LTD



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## Next Months Market Forecast

**Forecast:** Vancouver Westside has average Listing Supply; 604 homes are for sale and with the **6 % SOLD** monthly rate gives us a ~17 months of inventory. 3% of the active listings have reduced their price by \$234,529 on average and \$200,000 median for the last month.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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



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# Vancouver Market Reports

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detached homes



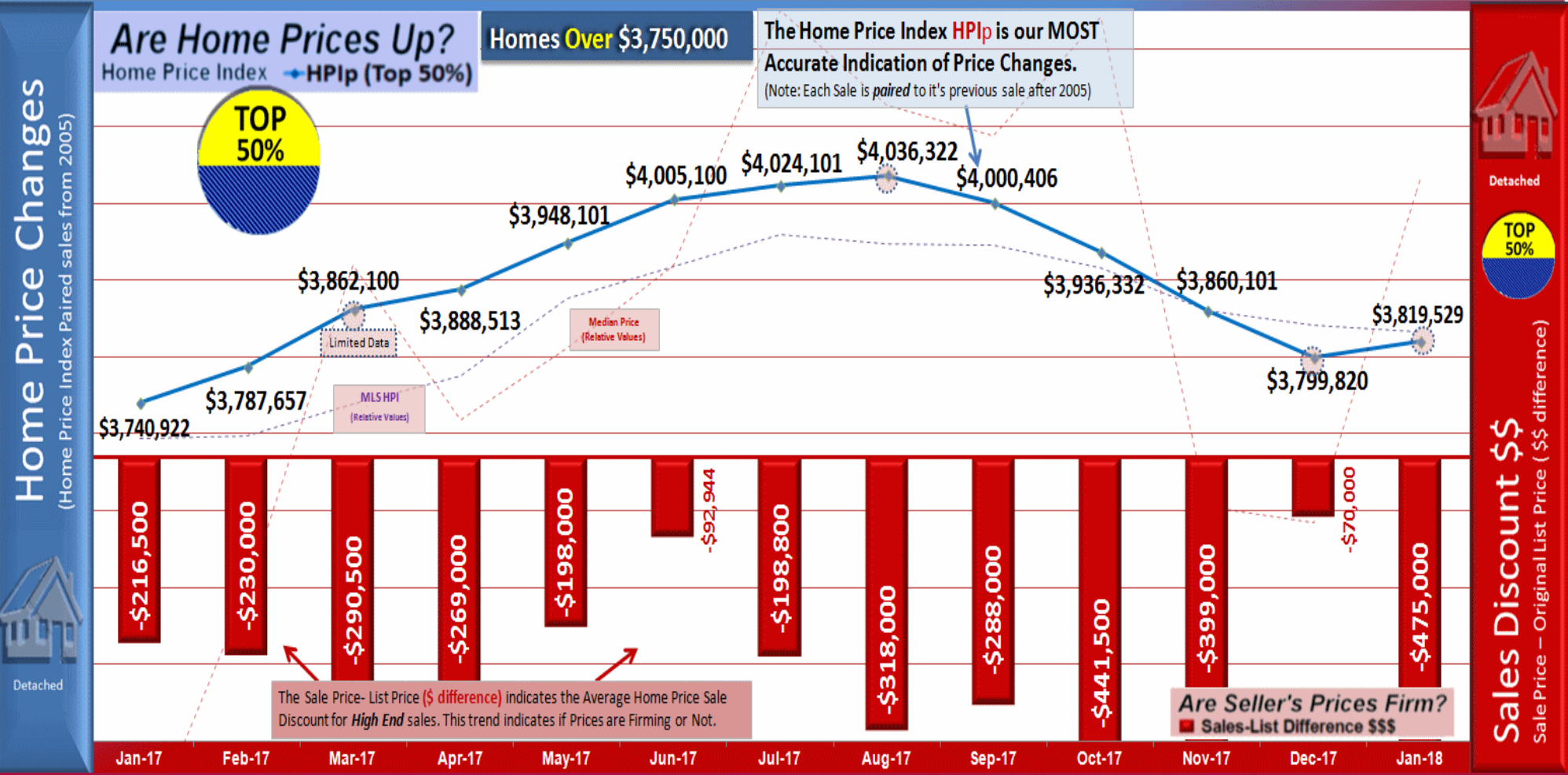
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## Market Analysis and Forecasting Feb 1/18 Vancouver Westside

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



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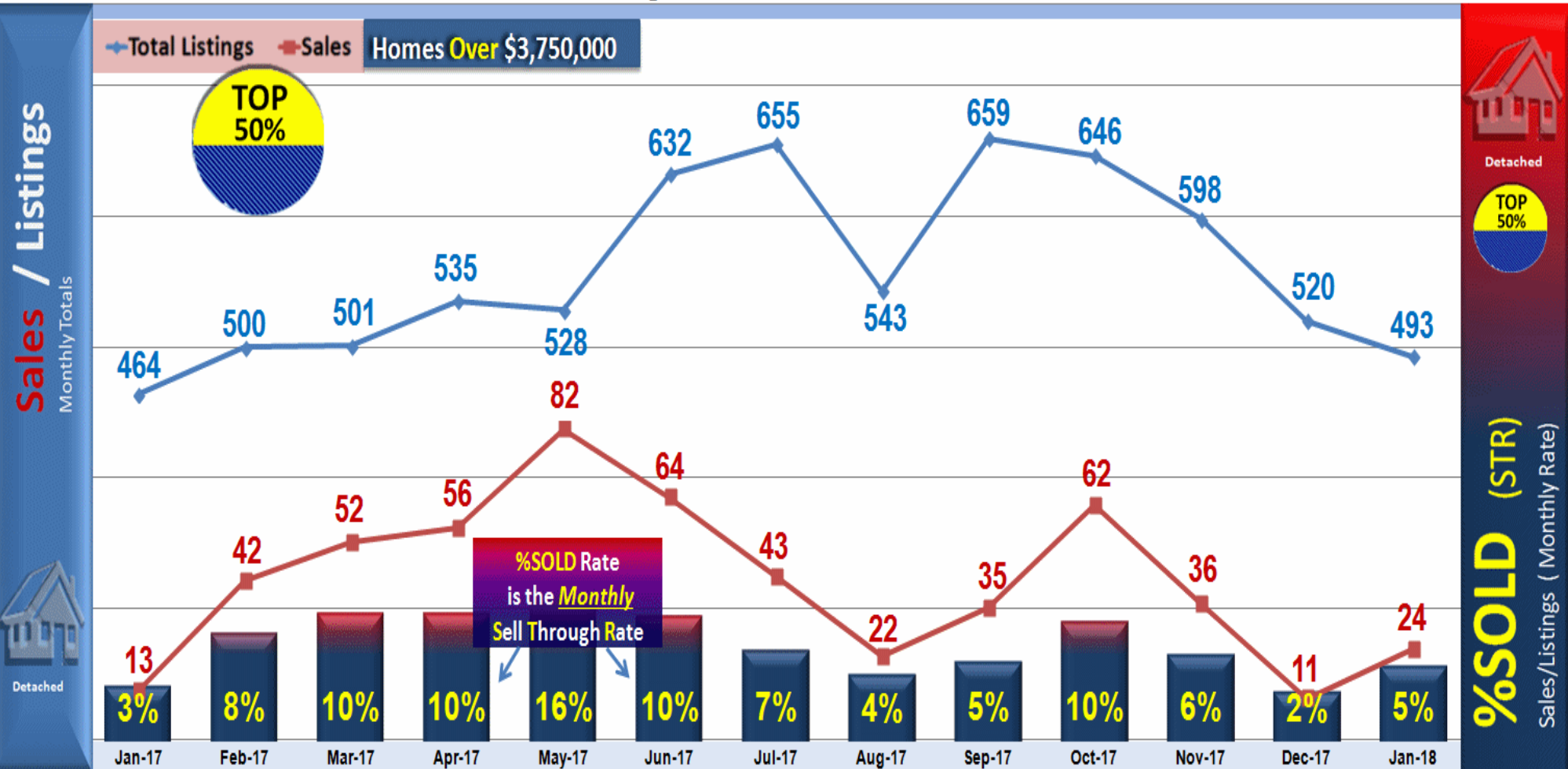
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## Market Analysis and Forecasting Feb 1/18 Vancouver Westside

Detached Vancouver Westside Total Listings\*\*, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached



Detached

TOP 50%

%SOLD (STR)

Sales/Listings ( Monthly Rate)

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

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting Feb 1/18 Vancouver Westside

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

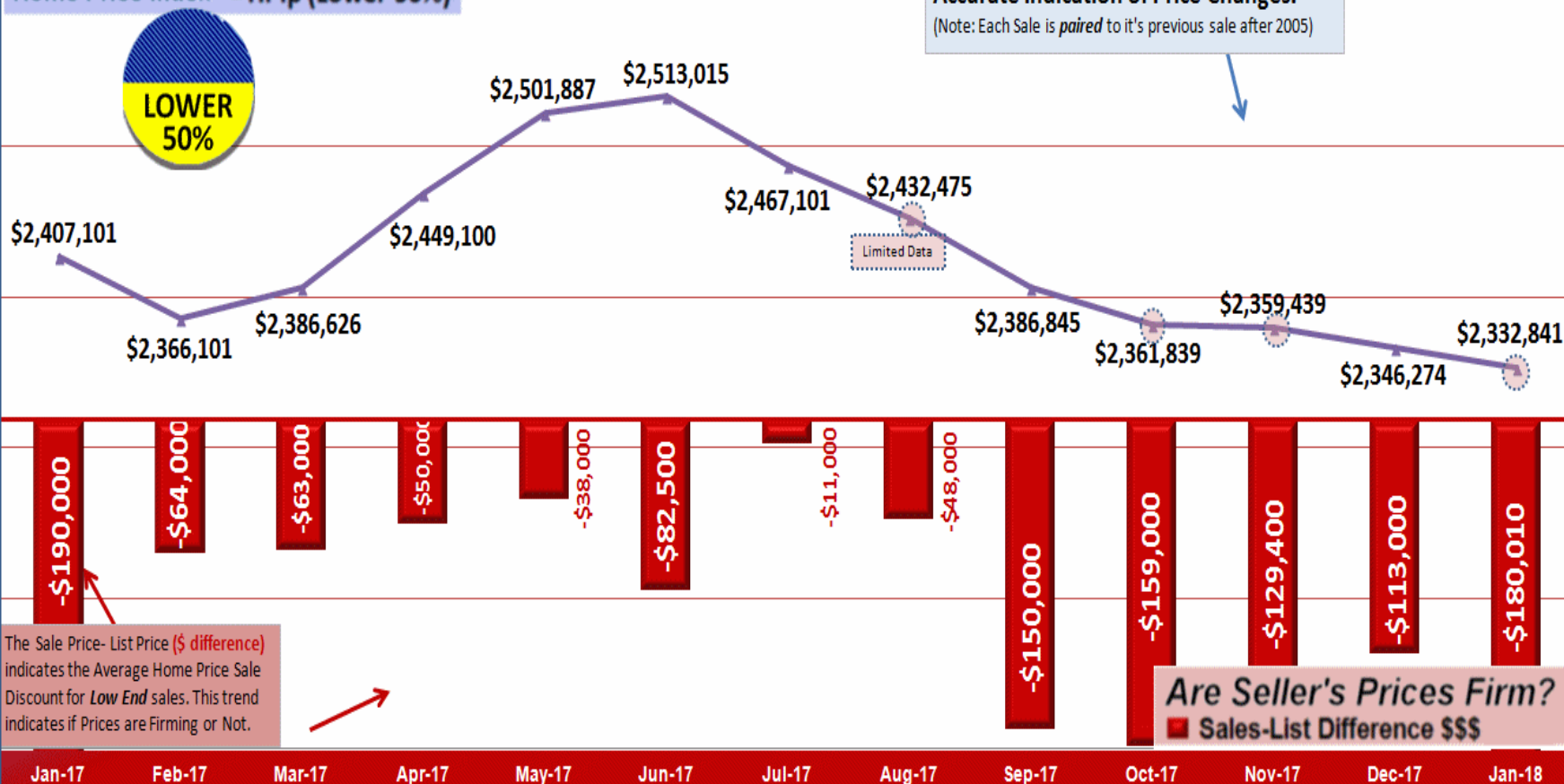
Home Price Changes  
(Home Price Index Paired sales from 2005)

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

Homes Below \$3,750,000

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

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



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for 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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# Vancouver Market Reports

Statistics, on the Web!

detached homes



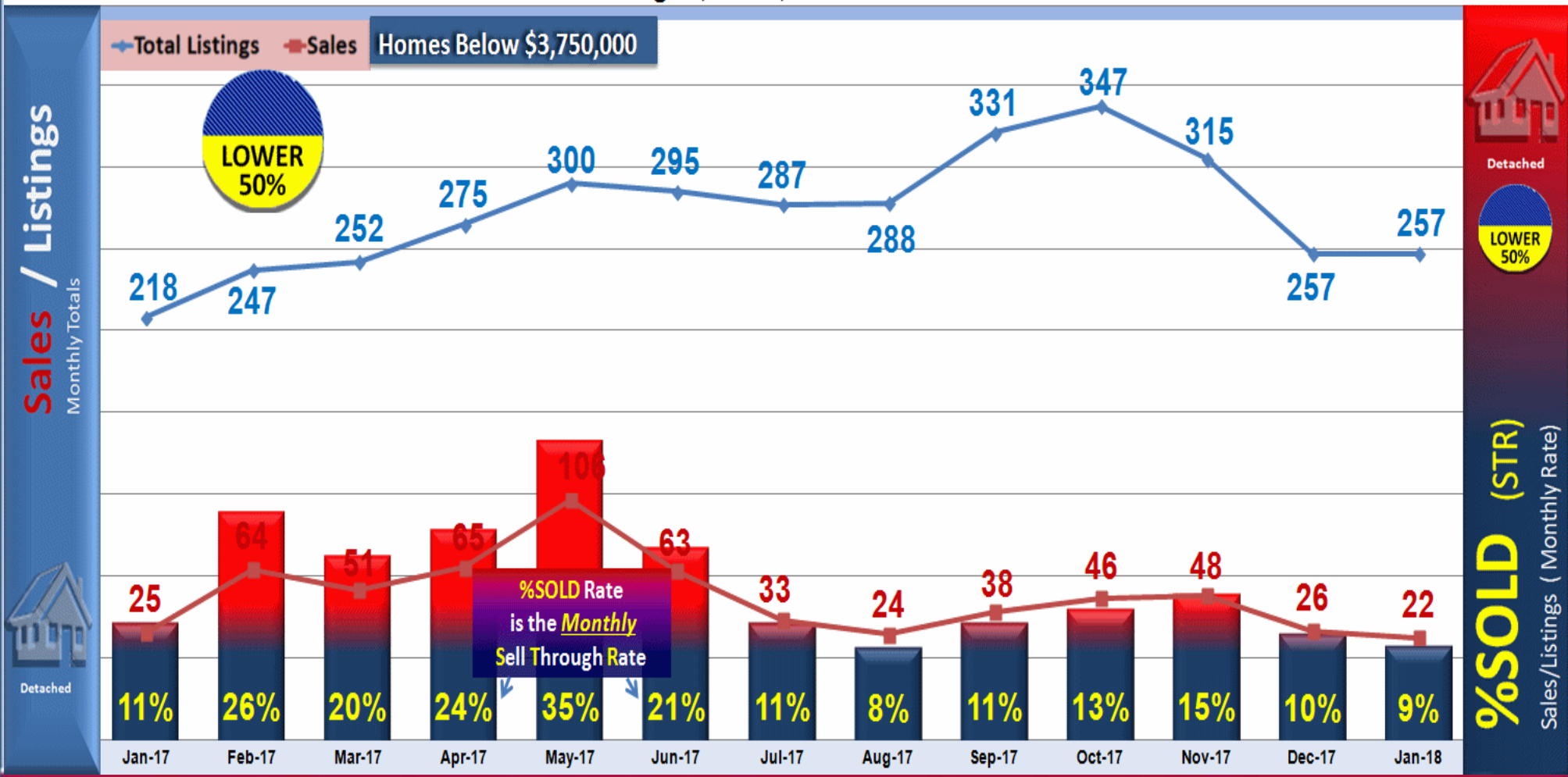
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## Market Analysis and Forecasting Feb 1/18 Vancouver Westside

Detached Vancouver Westside Total Listings\*\*, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached  
LOWER 50%

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

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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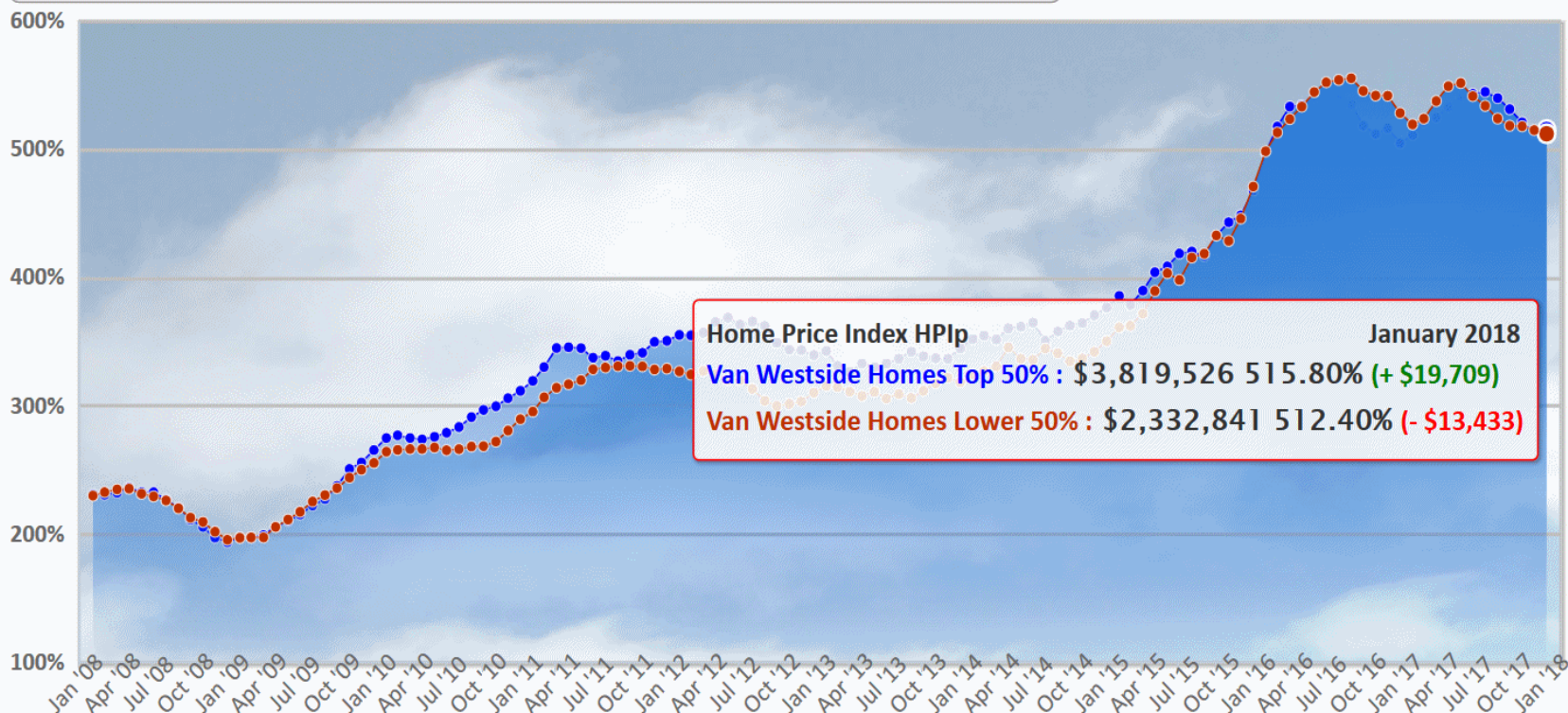
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## Market Analysis and Forecasting Feb 1/18 Vancouver Westside

Powered by the Greater Vancouver Market Reports HPIp



Van Westside Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Van Westside Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Home Price Index HPIp January 2018  
**Van Westside Homes Top 50% : \$3,819,526 515.80% (+ \$19,709)**  
**Van Westside Homes Lower 50% : \$2,332,841 512.40% (- \$13,433)**

Monthly	Home values
Date	Value
Jan 2018	% 515.80
Dec 2017	% 513.20
Nov 2017	% 521.30
Oct 2017	% 531.60
Sep 2017	% 540.30
Aug 2017	% 545.10
Jul 2017	% 543.50
Jun 2017	% 540.90
May 2017	% 533.20
Apr 2017	% 525.10
Mar 2017	% 521.60
Feb 2017	% 511.50

<<< 1 2 3 >>>



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 Richmond

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

列治文 房地產價格變動 / 列治文 房地產價格變動

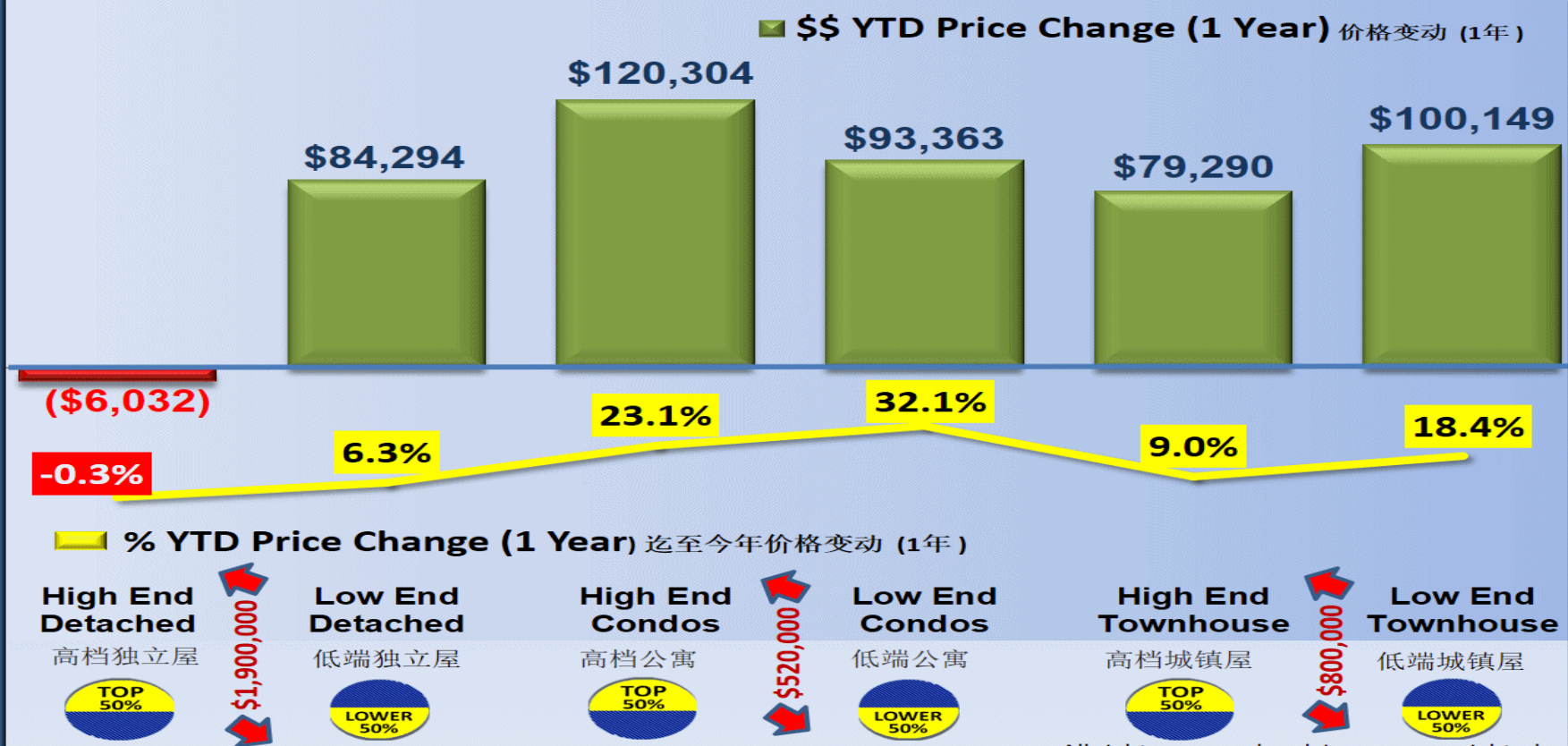
Housing Types: Year-To-Date Dec 2016 – Dec 2017 (Quarters)

房屋类型: 迄于今年 (每季) 由2016十二月份至2017十二月份

Powered by: Vancouver Market Reports HPI<sup>ip</sup>

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

YTD Home Price Changes % 年終住房價格變動



**High End Detached** (TOP 50%) vs **Low End Detached** (LOWER 50%): Price difference of \$1,900,000.  
**High End Condos** (TOP 50%) vs **Low End Condos** (LOWER 50%): Price difference of \$520,000.  
**High End Townhouse** (TOP 50%) vs **Low End Townhouse** (LOWER 50%): Price difference of \$800,000.

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

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detached homes



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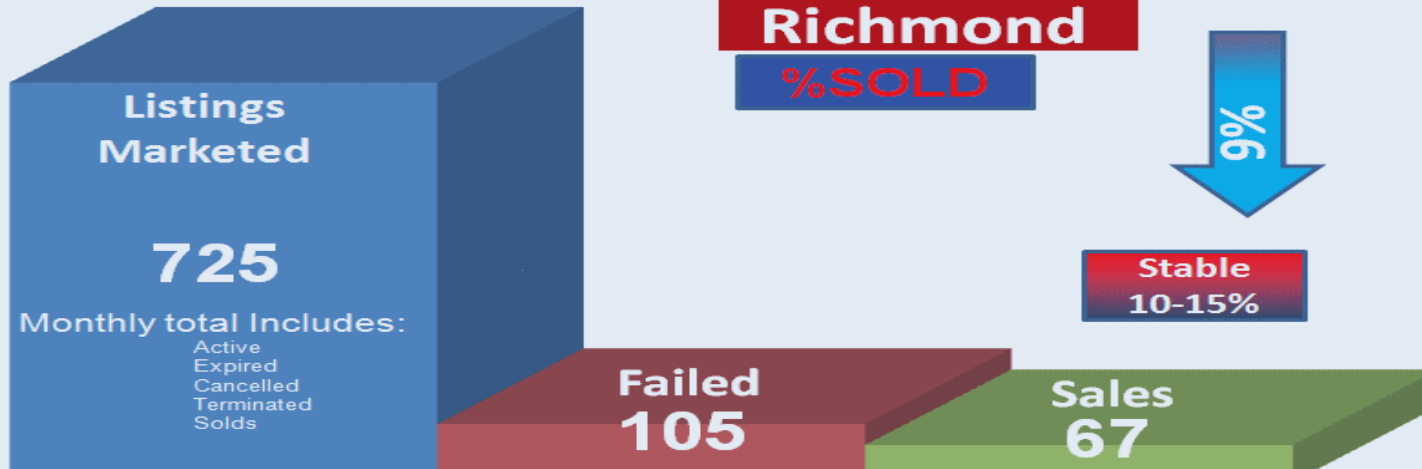


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Market Analysis and Forecasting

Feb 1/18 Richmond

## Monthly Market Activity - Jan 2018 - Single Family



### Feb 1 2018 Richmond Market Update (Detached)

**Current:** Richmond: is in a Sellers Market with average Listings, **9 %SOLD** rate and a 94% Sell/List Ratio.

(This means that there is an average of a \$105,000 Discount on a sale from the original list price)

*Most Active Price Range:* Homes between \$1.3 mill. - \$1.5 mill. have **28.3 %SOLD** rate.

*Least Active Price Range:* Homes between \$2.6 mill. - \$3 mill. have **3.3 %SOLD** rate

**History:** The Richmond Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$5,727.  
The Richmond Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$139,766.

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



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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## Market Analysis and Forecasting

Feb 1/18 Richmond

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

#### Richmond List Price Ranges Statistics - Jan 2018

Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,100,000	8	1	7	106%	\$50,200	12.5%	
\$1,100,001-\$1,300,000	18	2	3	98%	-\$23,600	11.1%	
\$1,300,001-\$1,500,000	53	15	29	95%	-\$78,000	28.3%	↑
\$1,500,001-\$1,700,000	92	9	37	97%	-\$46,000	9.8%	↓
\$1,700,001-\$1,900,000	83	11	57	94%	-\$110,000	13.3%	↓
\$1,900,001-\$2,200,000	114	9	38	95%	-\$100,000	7.9%	↓
\$2,200,001-\$2,600,000	117	10	54	94%	-\$133,500	8.5%	↓
\$2,600,001-\$3,000,000	90	3	105	88%	-\$335,619	3.3%	↓
\$3,000,001 and more	150	7	32	91%	-\$352,000	4.7%	↓
<b>Total Activity</b>	<b>725</b>	<b>67</b>	<b>38</b>	<b>94%</b>	<b>-\$105,000</b>	<b>9%</b>	↓

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	753	792	725		-67	↓
Active Listings	435	699	513	553	40	↑
Solds	56	69	67		-2	↓
DOM	41	43	38		-5	↓
%SOLD (Sales/ Listings /mnthly rate)	7%	9%	9.2%		0.5%	↑
(Top 50%) Home Price Index HPIp	\$1,951,566	\$1,976,100	\$1,957,293		-\$18,807	↓
(Lower 50%) Home Price Index HPIp	\$1,301,223	\$1,426,567	\$1,440,989		\$14,422	↑



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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## Market Analysis and Forecasting

Feb 1/18 Richmond

### Richmond Sub areas Statistics - Jan 2018

Detached

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Sea Island	5	0				0.0%
Bridgeport RI	11	1	119	87%	-\$190,476	9.1%
West Cambie	21	2	128	93%	-\$113,600	9.5%
East Cambie	20	2	37	95%	-\$101,350	10.0%
Terra Nova	18	2	55	95%	-\$104,000	11.1%
Riverdale RI	41	5	32	99%	-\$10,000	12.2%
Quilchena RI	29	6	78	92%	-\$144,500	20.7%
Granville	69	4	60	93%	-\$149,500	5.8%
Seafair	54	4	32	96%	-\$111,500	7.4%
Boyd Park	17	3	24	99%	-\$10,000	17.6%
Lackner	33	3	14	96%	-\$125,000	9.1%
Steveston Village	10	0				0.0%
Steveston North	48	5	3	97%	-\$77,000	10.4%
Steveston South	20	1	56	95%	-\$100,000	5.0%
Westwind	9	3	74	93%	-\$178,000	33.3%
Woodwards	37	6	44	93%	-\$149,400	16.2%
Broadmoor	58	2	17	93%	-\$232,500	3.4%
Garden City	38	3	11	95%	-\$69,200	7.9%
Saunders	44	5	45	98%	-\$33,000	11.4%
South Arm	17	4	36	96%	-\$58,000	23.5%
Brighouse	8	0				0.0%
Brighouse South	2	0				0.0%
McLennan North	7	0				0.0%
Gilmore	6	0				0.0%
McLennan	19	1	104	94%	-\$110,000	5.3%
East Richmond	18	1	221	87%	-\$600,000	5.6%
McNair	37	2	102	90%	-\$196,000	5.4%
Ironwood	17	1	0	98%	-\$27,000	5.9%
Hamilton RI	12	1	12	93%	-\$180,000	8.3%
<b>Total Activity</b>	<b>725</b>	<b>67</b>	<b>38</b>	<b>94%</b>	<b>-\$105,000</b>	<b>9%</b>

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 Richmond

## Next Months Market Forecast

**Forecast:** Richmond has 553 homes are for sale and with the **9 %SOLD** monthly rate gives us a ~11 months of inventory. 4% of the active listings have reduced their price by \$194,381 on average or \$221,112 median for the last month. We project Richmond to be a continued stable/sellers market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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## Market Analysis and Forecasting

Feb 1/18 Richmond

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

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



Detached



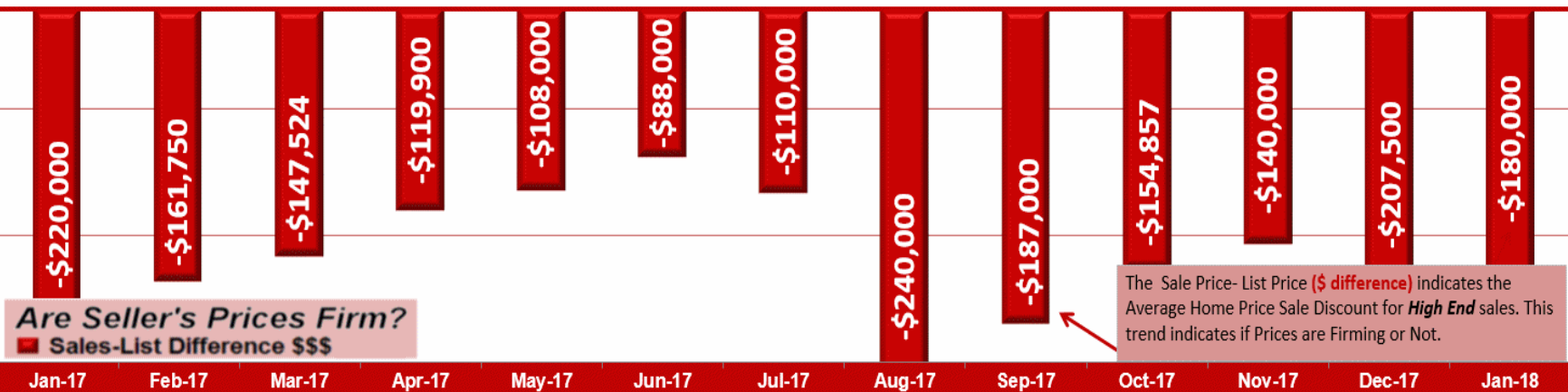
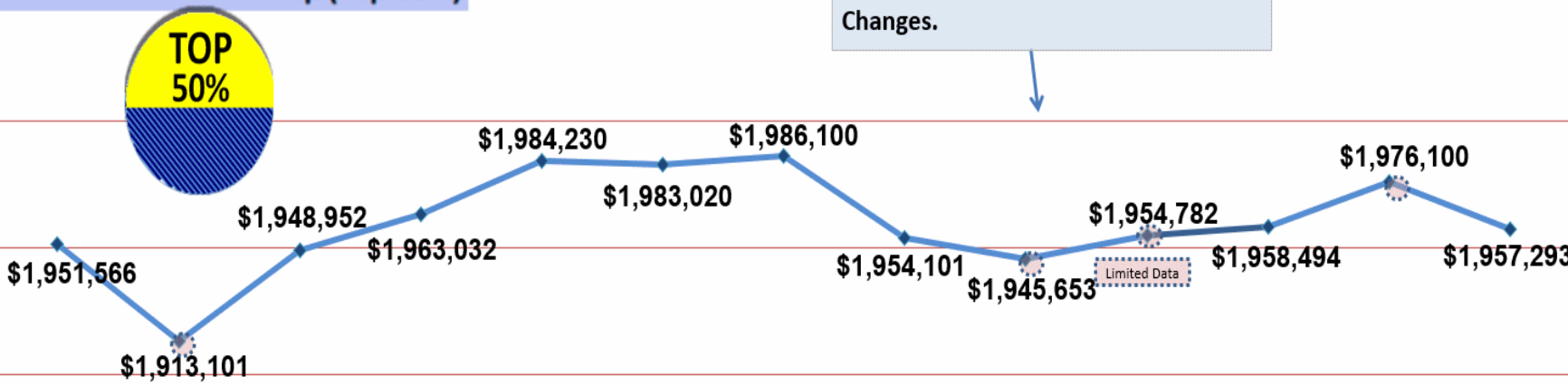
Sales Discount \$\$  
Sale Price - Original List Price (\$\$ difference)

### Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,900,000

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



### 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.

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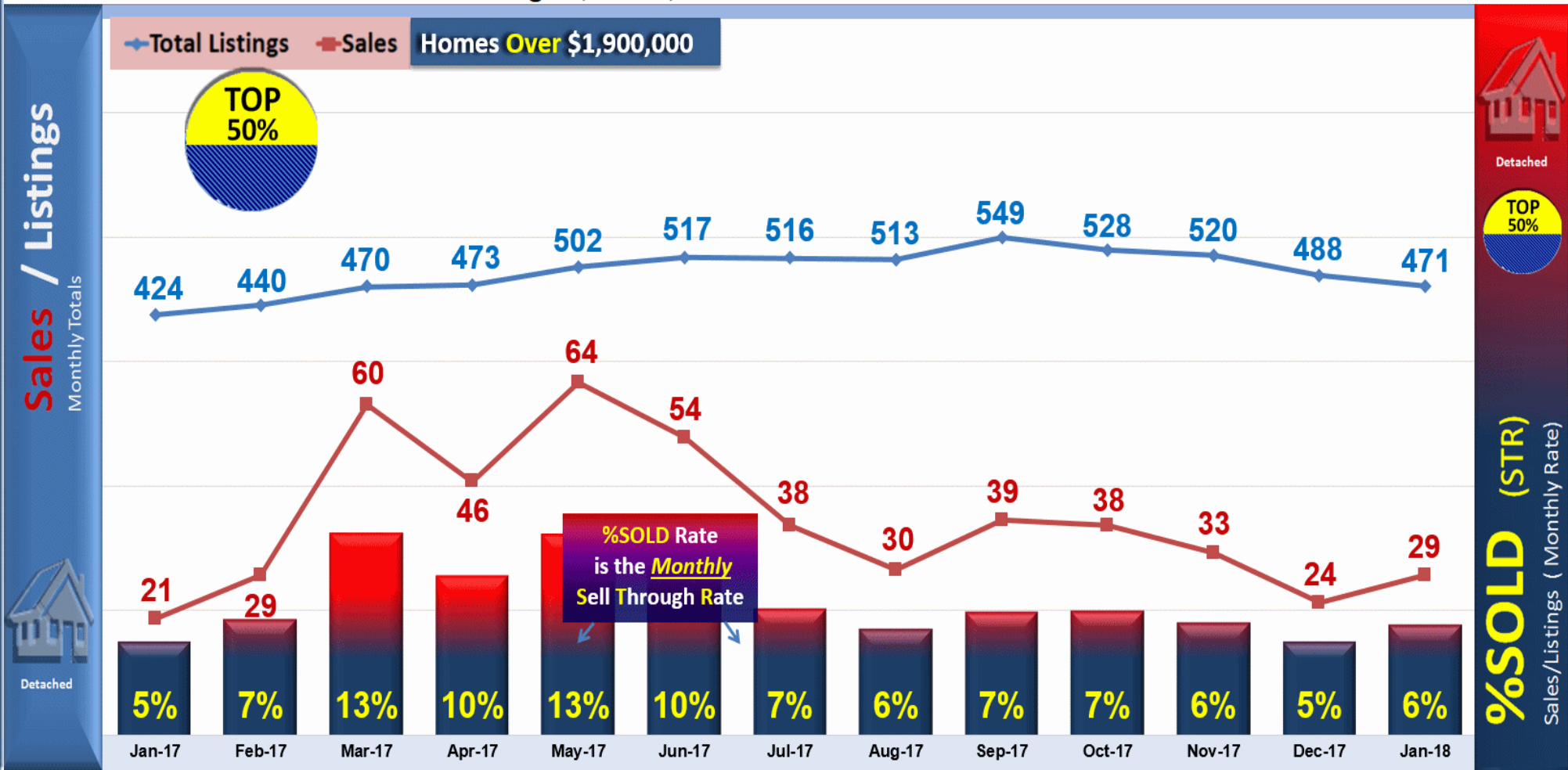


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## Market Analysis and Forecasting

Feb 1/18 Richmond

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



Sales / Listings

Monthly Totals



Detached



%SOLD (STR)

Sales/Listings (Monthly Rate)

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detached homes



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## Market Analysis and Forecasting

Feb 1/18 Richmond

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

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

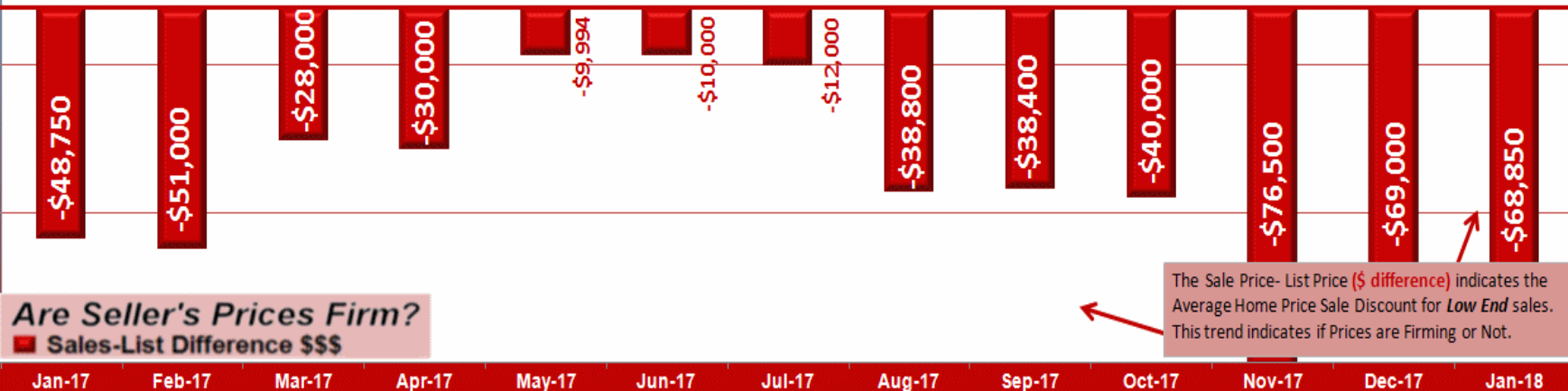
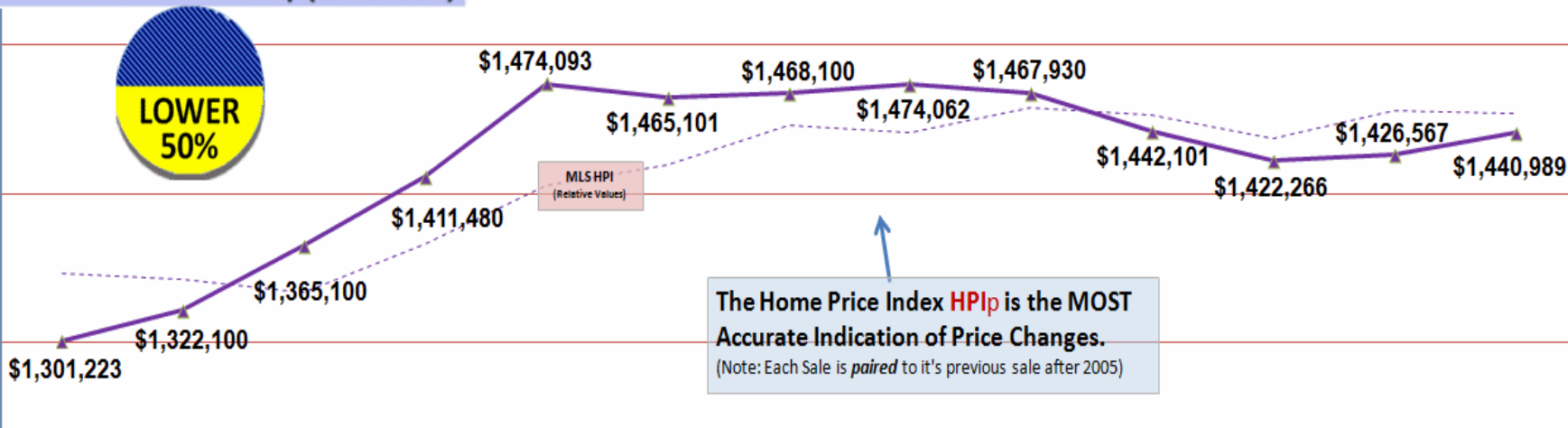


Detached



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

### Are Home Prices Up? Homes Below \$1,900,000



### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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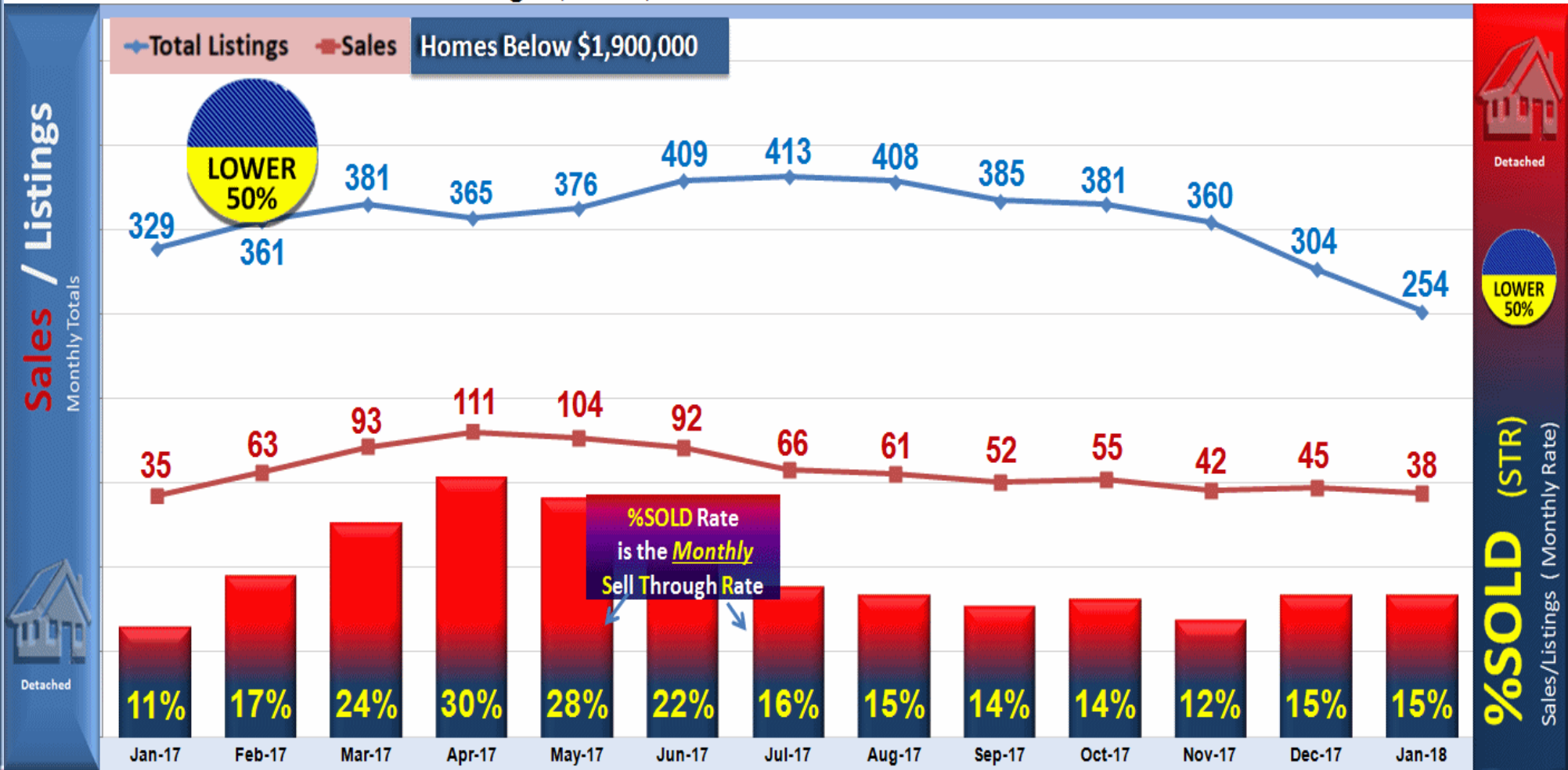


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## Market Analysis and Forecasting

Feb 1/18 Richmond

### Detached Richmond 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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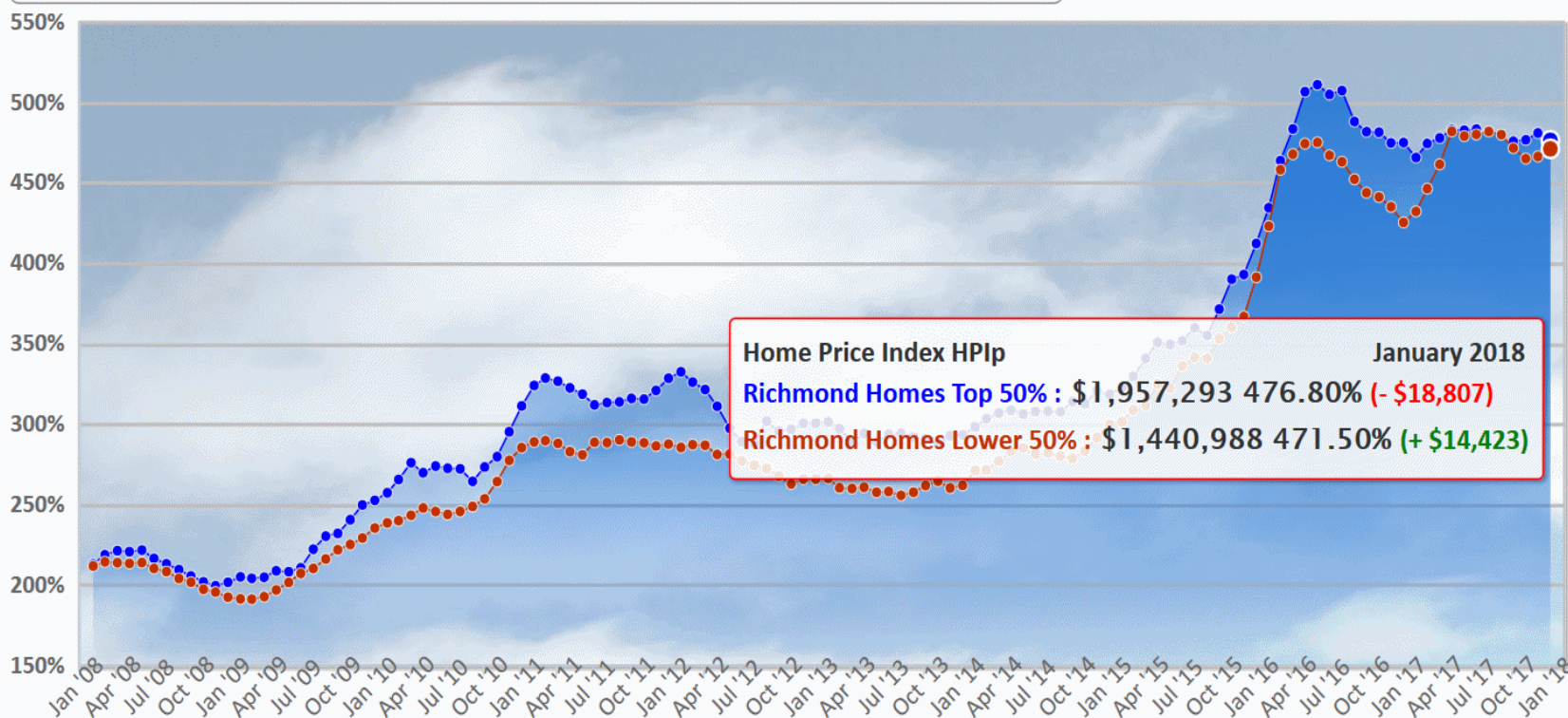
## Market Analysis and Forecasting

Feb 1/18 Richmond

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jan 2018	% 476.80
Dec 2017	% 481.40
Nov 2017	% 477.10
Oct 2017	% 476.20
Sep 2017	% 474.00
Aug 2017	% 476.00
Jul 2017	% 483.80
Jun 2017	% 483.10
May 2017	% 483.40
Apr 2017	% 478.20
Mar 2017	% 474.80
Feb 2017	% 466.10

<<< 1 2 3 >>>



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# Vancouver Market Reports

Statistics, on the Web!



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Market Analysis and Forecasting Feb 1/18 East Vancouver

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

東溫 房地產價格變動 / 东温 房地产价格变动

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

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

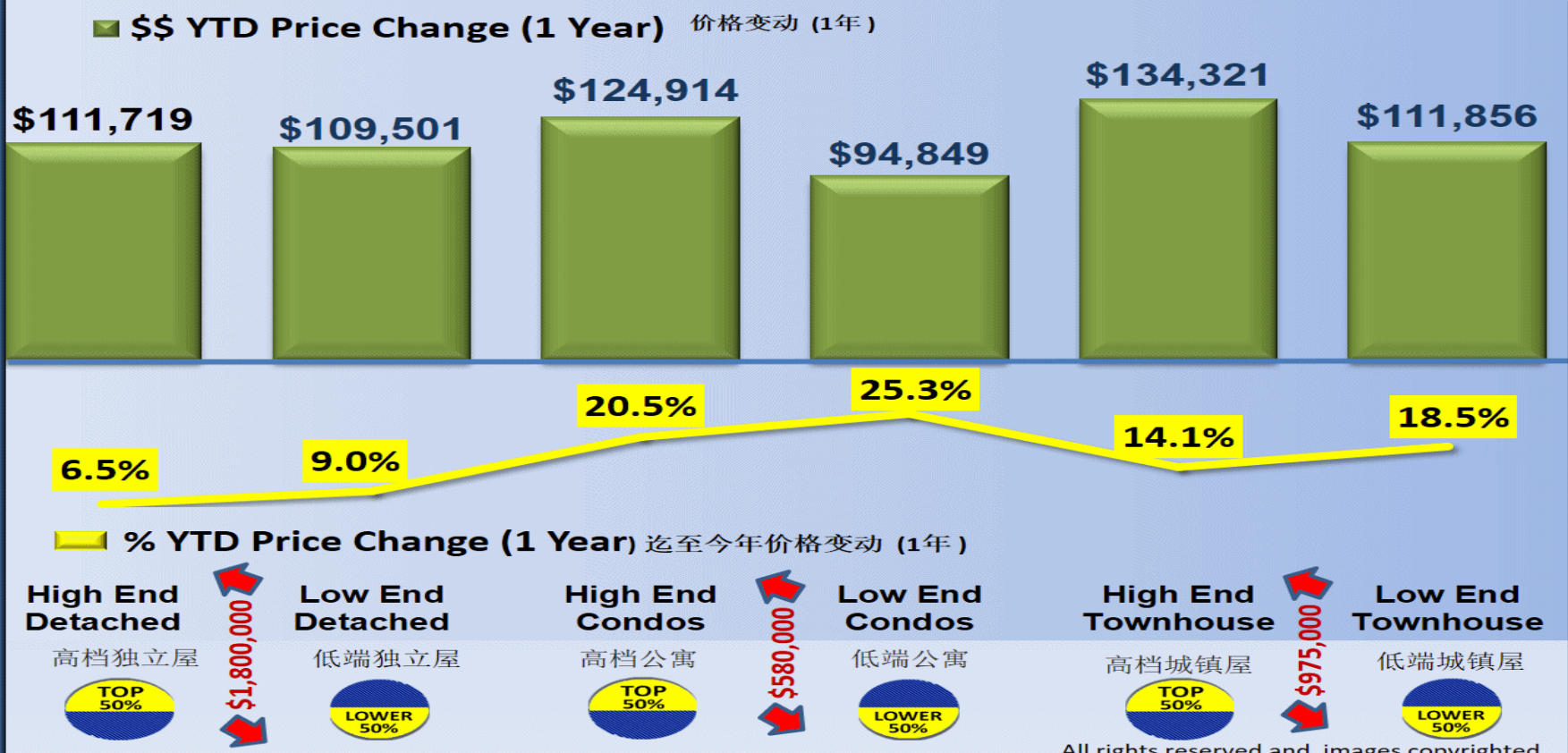
Powered by: Vancouver Market Reports HPI<sup>ip</sup>

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes \$\$

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes %



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

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detached homes



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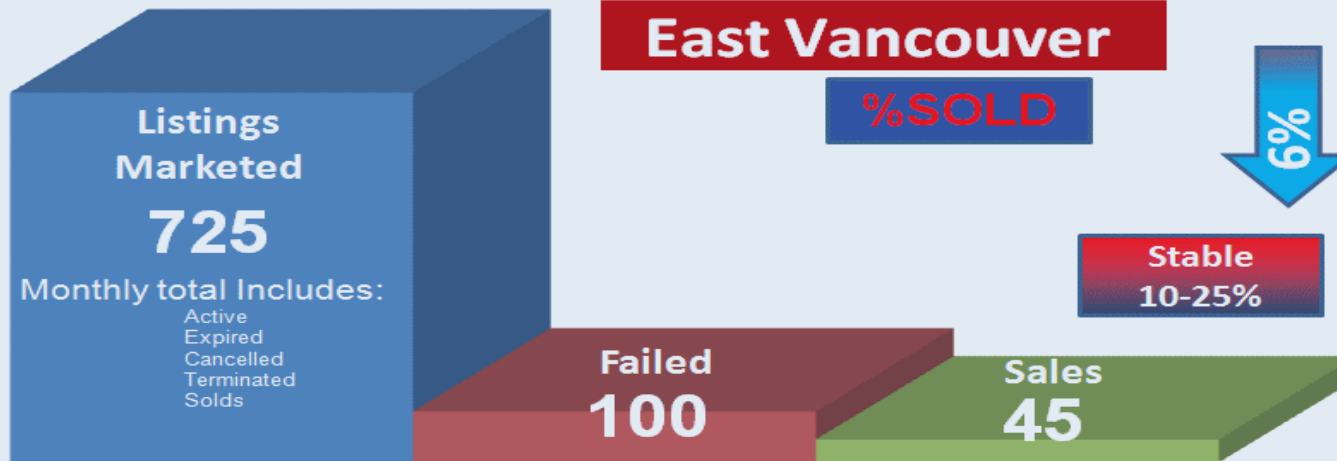


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Market Analysis and Forecasting

Feb 1/18 East Vancouver

## Monthly Market Activity - Jan 2018 - Single Family



### Feb 1 2018 East Vancouver Market Update (Detached)

**Current:** East Vancouver has a Sellers Market with average listing inventory, **6 %SOLD** rate, a 97% Sell/List Ratio and 28 DOM. (This means an average of a \$48,888 discount on a sale from the original list price)

*Most Active Price Range:* Homes below \$1.2 mill. have High **21.7 %SOLD** rate.

*Least Active Price Range:* Homes above \$2 mill. have **2.2 %SOLD** rate.

**History:** The East Vancouver Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$159,297. The East Vancouver Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$113,615.

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



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# Vancouver Market Reports

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detached homes



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Market Analysis and Forecasting

Feb 1/18 East Vancouver

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

East Vancouver List Price Ranges Statistics - Jan 2018

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$1,200,000	23	5	152	98%	-\$19,000	21.7%	↑
\$1,200,001-\$1,300,000	25	3	37	96%	-\$48,888	12.0%	↑
\$1,300,001-\$1,400,000	34	4	48	98%	-\$26,400	11.8%	↑
\$1,400,001-\$1,500,000	41	3	20	93%	-\$115,000	7.3%	↓
\$1,500,001-\$1,700,000	131	13	9	97%	-\$48,000	9.9%	↓
\$1,700,001-\$2,000,000	155	10	12	99%	-\$22,000	6.5%	↓
\$2,000,001 and more	316	7	79	95%	-\$114,000	2.2%	↓
<b>Total Activity</b>	<b>725</b>	<b>45</b>	<b>28</b>	<b>97%</b>	<b>-\$48,888</b>	<b>6%</b>	

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	356	431	396		-35	↓
Active Listings (1st of the month)	241	339	268	266	-2	↓
Solds	49	62	63		1	↑
Days on Market (DOM)	35	20	26		6	↑
%SOLD (Sales/Listings /monthly rate)	13.8%	14.4%	15.9%		1.5%	↑
(Top 50%) Home Price Index HPIp	\$1,248,930	\$1,437,100	\$1,417,519		-\$19,581	↓
(Lower 50%) Home Price Index HPIp	\$786,038	\$893,719	\$916,660		\$22,941	↑

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detached homes



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Market Analysis and Forecasting

Feb 1/18 East Vancouver

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

East Vancouver Sub areas Statistics - Jan 2018

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Detached	
					Sell - List \$Difference	%SOLD
Champlain Heights	3	0				0.0%
Collingwood Van East	90	4	18	96%	-\$69,000	4.4%
Fraser VE	49	5	28	100%	-\$9,000	10.2%
Fraserview VE	46	2	65	95%	-\$96,500	4.3%
Grandview VE	62	9	9	98%	-\$49,000	14.5%
Hastings	21	0				0.0%
Hastings East	27	4	65	95%	-\$66,500	14.8%
Killarney VE	63	3	8	99%	-\$18,800	4.8%
Knight	54	6	44	97%	-\$44,000	11.1%
Main	35	2	38	95%	-\$180,000	5.7%
Mount Pleasant VE	14	2	30	95%	-\$72,000	14.3%
Renfrew VE	107	4	29	95%	-\$81,944	3.7%
Renfrew Heights	38	1	4	100%	\$2,000	2.6%
South Vancouver	83	2	42	98%	-\$35,500	2.4%
Victoria VE	33	1	225	88%	-\$157,900	3.0%
<b>Total Activity</b>	<b>725</b>	<b>45</b>	<b>28</b>	<b>97%</b>	<b>-\$48,888</b>	<b>6%</b>



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# Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting

Feb 1/18 East Vancouver

TEAM 3000  
REALTY LTD



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## Next Months Market Forecast

**Forecast:** East Vancouver has average Listing Supply; with 580 homes for sale and the **6 %SOLD** monthly rate gives us ~17 months of Inventory. 7% of the active listings have reduced their price by \$188,585 on average or \$89,000 on median for the last month. We project East Vancouver to be a continued stable Market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

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## Market Analysis and Forecasting

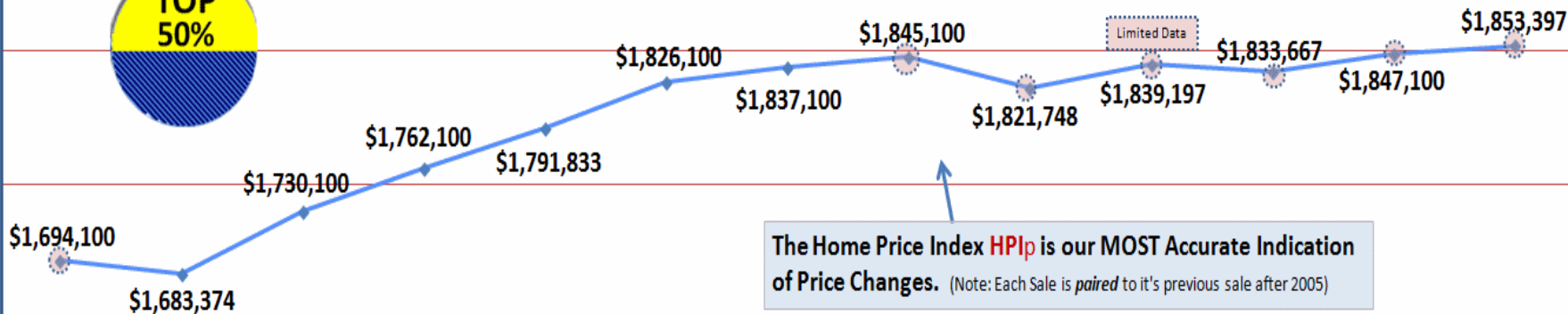
Feb 1/18 East Vancouver

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

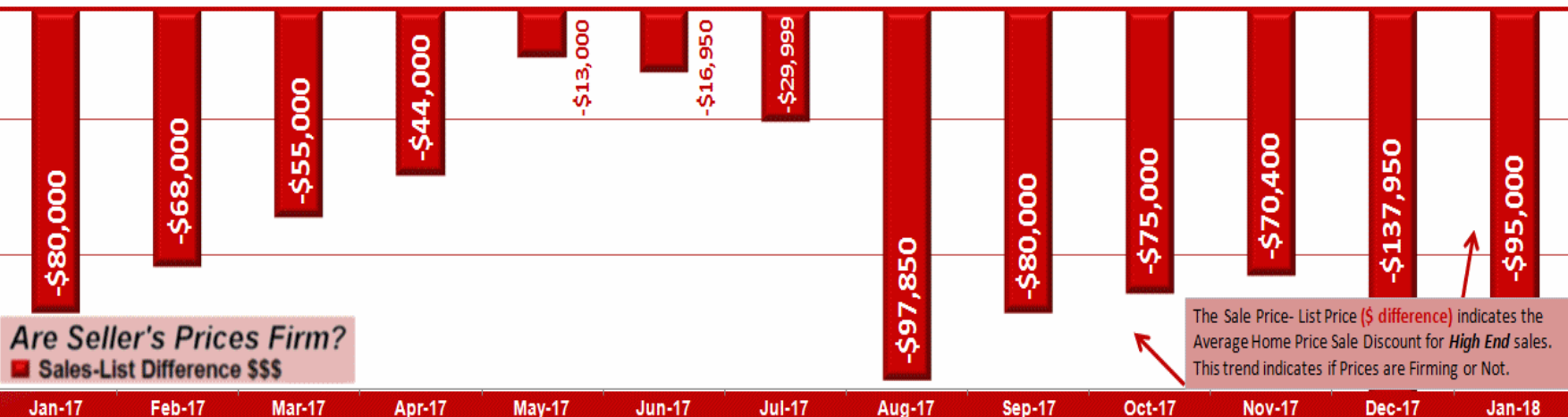
### Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,800,000



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



### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

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



Detached



Detached



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

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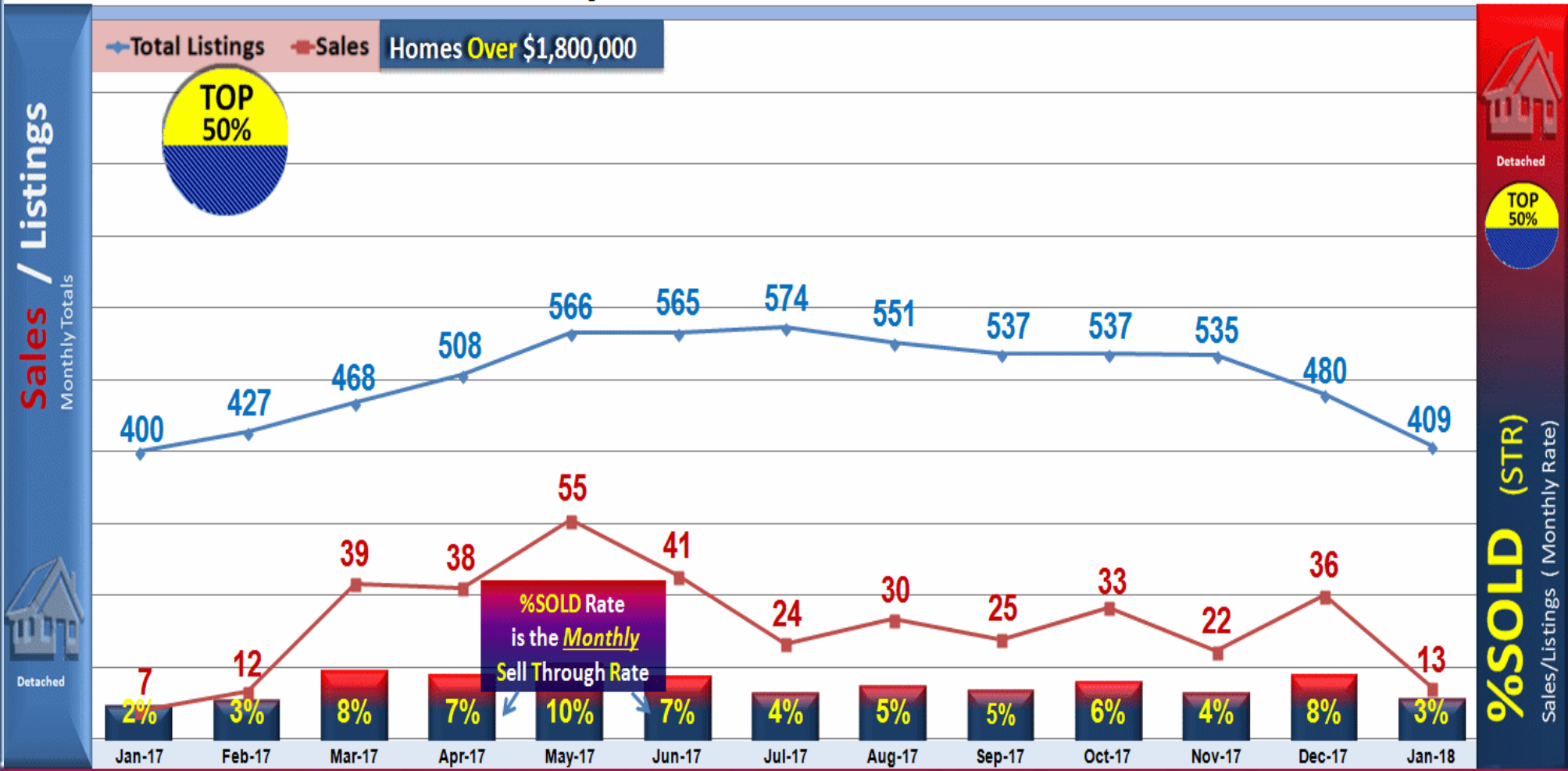


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## Market Analysis and Forecasting

Feb 1/18 East Vancouver

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



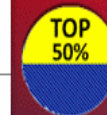
Sales / Listings  
Monthly Totals



Detached



Detached



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

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Statistics, on the Web!

detached homes



Ron & Joyce Hubenig



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Market Analysis and Forecasting

Feb 1/18 East Vancouver

Detached

East Vancouver

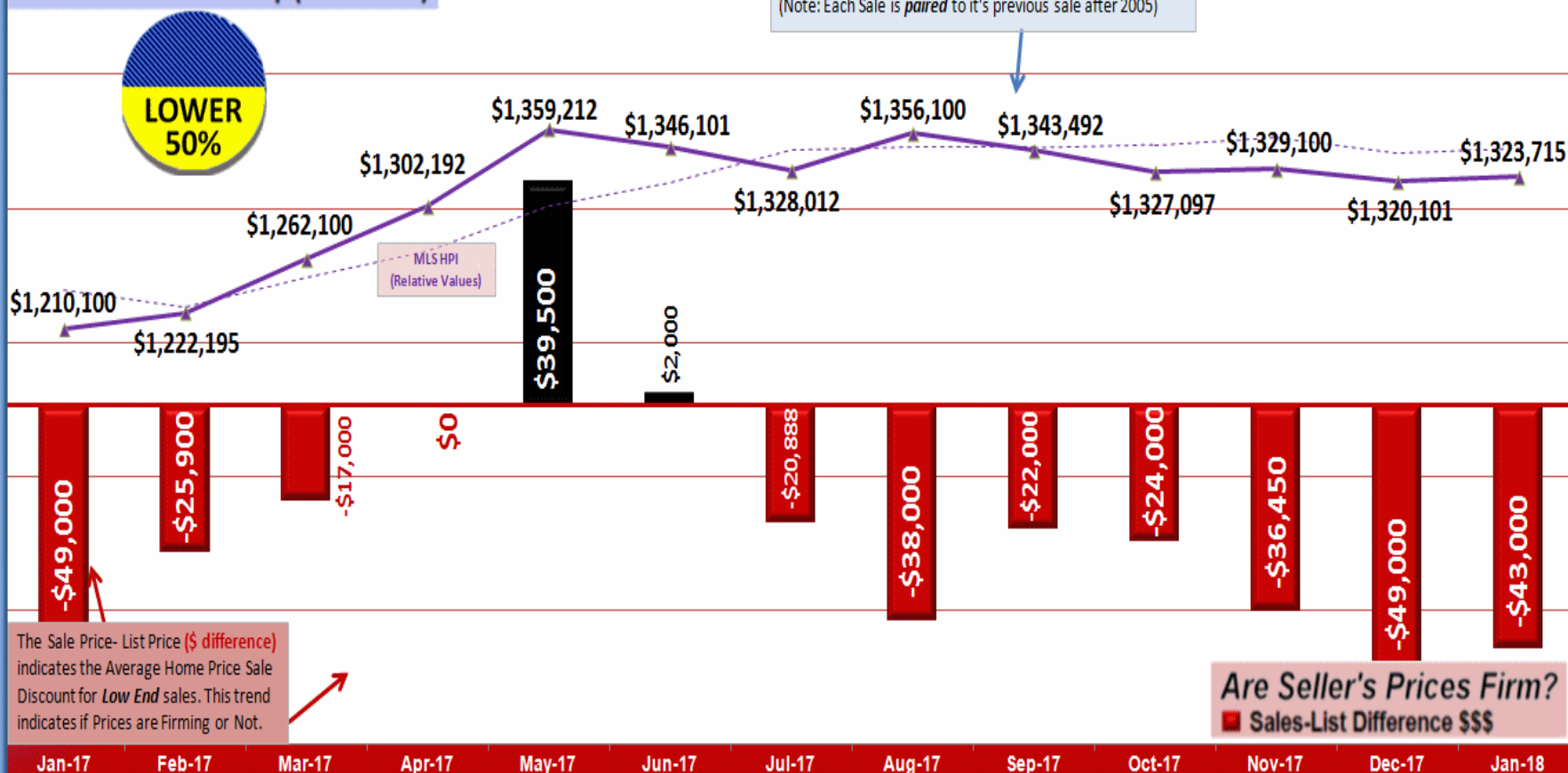
Home Price Index **HPI** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

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

Homes Below \$1,800,000

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



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

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



Detached



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

\*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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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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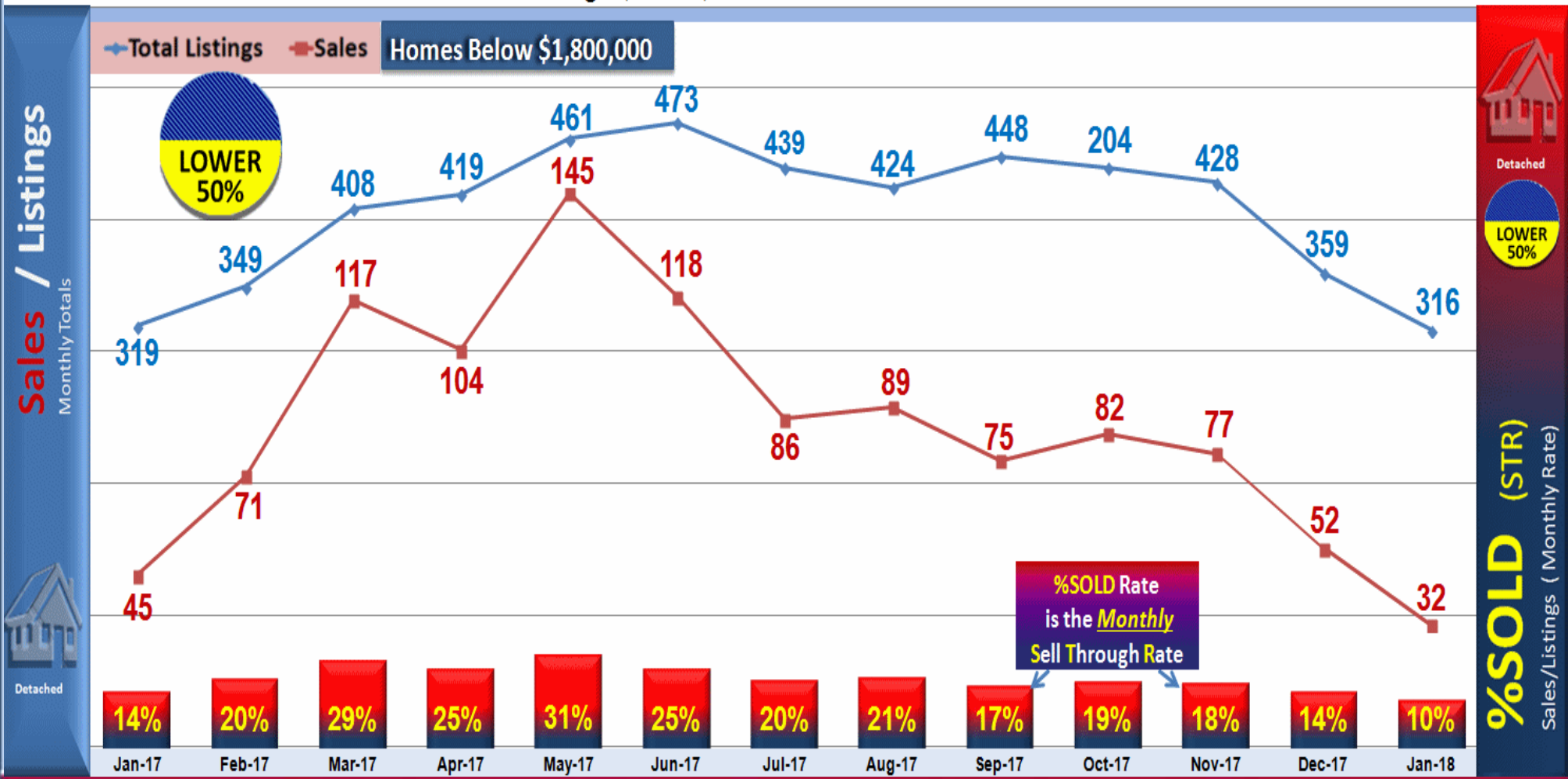


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## Market Analysis and Forecasting

Feb 1/18 East Vancouver

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



Sales / Listings  
Monthly Totals



Detached

LOWER 50%

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

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

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detached homes



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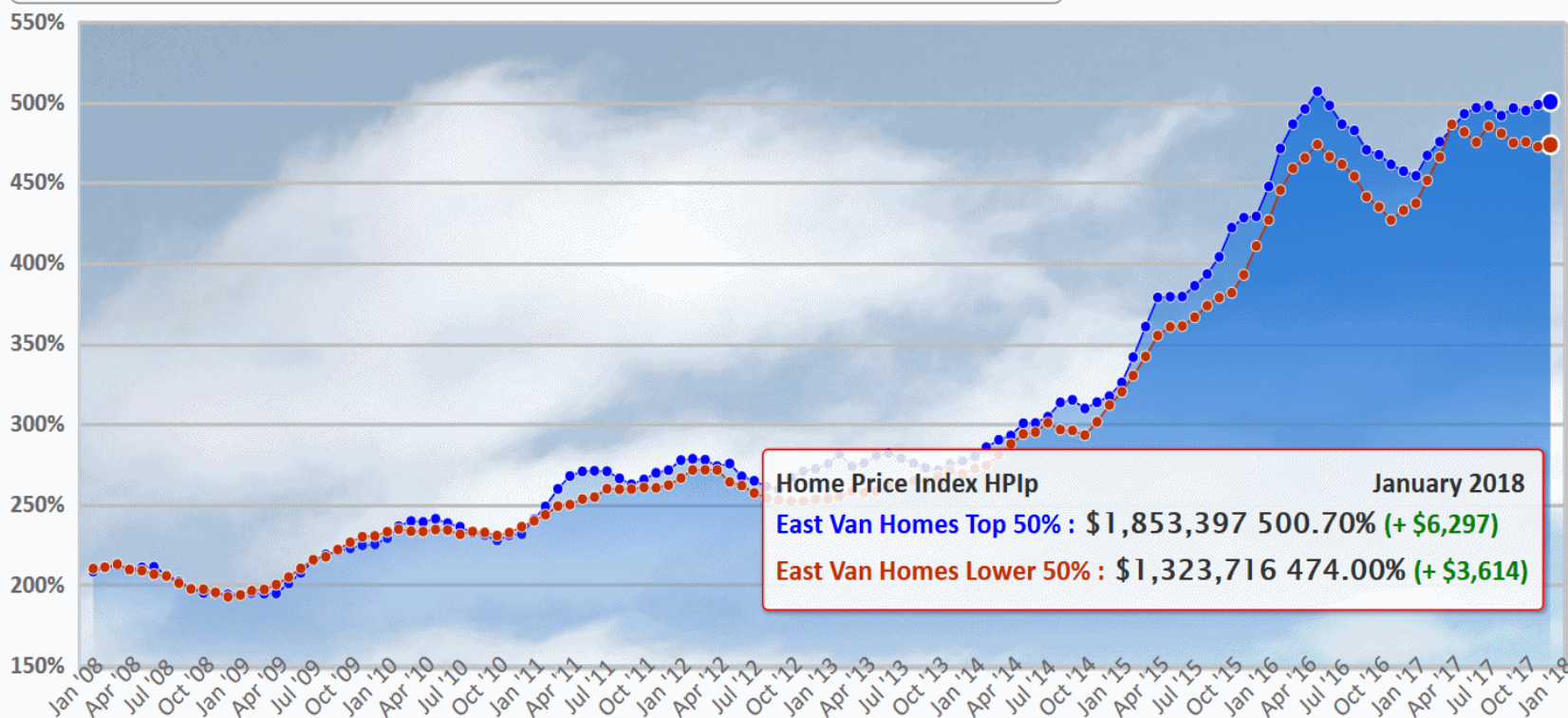
## Market Analysis and Forecasting

Feb 1/18 East Vancouver

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jan 2018	% 500.70
Dec 2017	% 499.00
Nov 2017	% 495.30
Oct 2017	% 496.80
Sep 2017	% 492.10
Aug 2017	% 498.40
Jul 2017	% 497.10
Jun 2017	% 493.30
May 2017	% 484.00
Apr 2017	% 476.00
Mar 2017	% 467.40
Feb 2017	% 454.70

<<< 1 2 3 >>>



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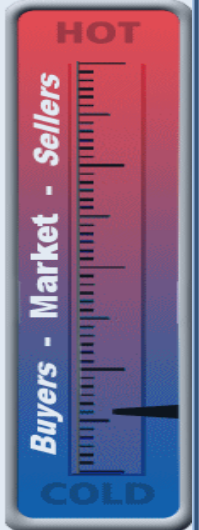
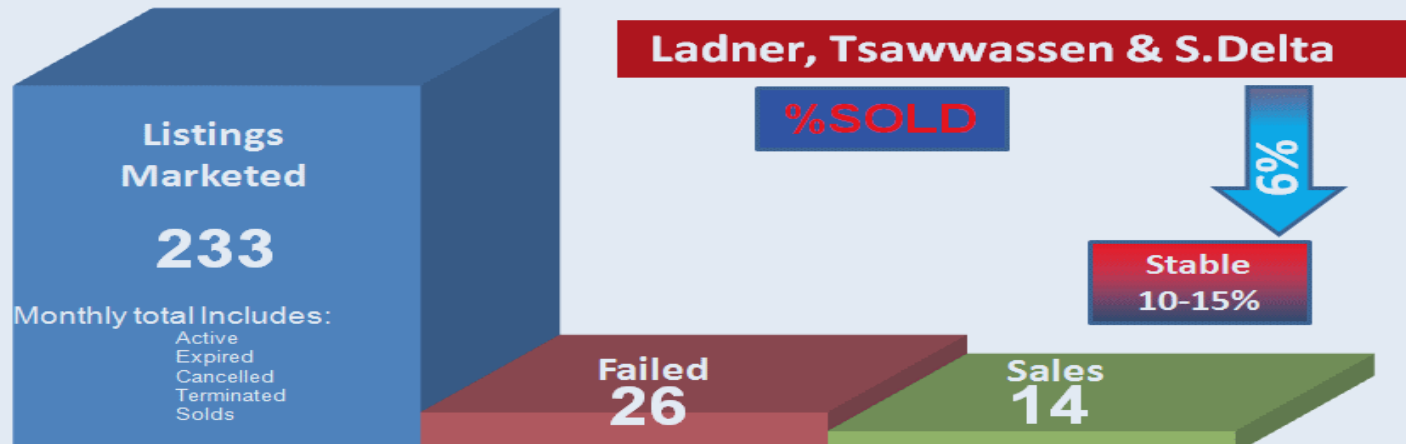


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Market Analysis and Forecasting

Feb 1/18 Ladner, S. Delta

## Monthly Market Activity - Jan 2018 Single Family



Feb 1 2018 Ladner, Tsawwassen & S. Delta Market Update (detached)

**Current:** Ladner, Tsawwassen and S. Delta residential detached housing market has a **6 %SOLD** rate making it a Sellers Market. (This means 6 homes out of 100 sold last month with an average **\$48,000** Discount from the original list price).  
**Most Active Price Range:** Homes between \$1 mill. - \$1.2 mill. have **16.7 %SOLD** rate.  
**Least Active Price Range:** Homes between \$1.3 mill. - \$1.4 mill. have **6.3 %SOLD** rate.

**History:** Ladner, Tsawwassen and S. Delta Year-To-Date RMR HPI\* shows that prices increased \$37,385.

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



\*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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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 Ladner, S. Delta

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

Ladner, Tsawwassen & S.Delta List Price Ranges Statistics - Jan 2018

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	24	3	6	98%	-\$16,900	12.5%	↑
\$1,000,001-\$1,200,000	48	8	100	95%	-\$60,900	16.7%	↑
\$1,200,001-\$1,400,000	48	3	38	98%	-\$28,800	6.3%	↓
\$1,400,001-\$1,800,000	45	0				0.0%	
\$1,800,001 and more	68	0				0.0%	
<b>Total Activity</b>	<b>233</b>	<b>14</b>	<b>75</b>	<b>96%</b>	<b>-\$48,000</b>	<b>6%</b>	↓

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	286	247	233		-14	↓
Active Listings (1st of the month)	176	224	161	193	32	↑
Solds	53	59	14		-45	↓
Days on Market (DOM)	39	46	75		30	↑
%SOLD (Sales/Listings/mnthly rate)	30.1%	23.9%	6.0%		-17.9%	↓
Home Price Index	\$1,076,100	\$1,145,101	\$1,122,007		-\$23,094	↓

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 Ladner, S. Delta

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

Ladner, Tsawwassen & S.Delta Sub areas Statistics - Jan 2018 Detached						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Delta Manor	5	0				0%
East Delta	3	0				0%
Hawthorne	28	1	6	100%	\$0	4%
Holly	6	1	7	99%	-\$12,000	17%
Ladner Rural	11	0				0%
Ladner Elementary	14	2	69	97%	-\$32,450	14%
Neilsen Grove	10	0				0%
Port Guichon	10	1	3	98%	-\$16,900	10%
Westham Island	3	0				0%
Boundary Beach	17	1	71	93%	-\$84,900	6%
Beach Grove	18	3	115	93%	-\$69,900	17%
Cliff Drive	15	1	128	108%	\$72,000	7%
Tsawwassen Central	36	1	84	94%	-\$68,800	3%
English Bluff	18	2	29	97%	-\$40,900	11%
Pebble Hill	26	1	180	88%	-\$138,000	4%
Tsawwassen East	13	0				0%
<b>Total Activity</b>	<b>233</b>	<b>14</b>	<b>75</b>	<b>96%</b>	<b>-\$48,000</b>	<b>6%</b>

\*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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# Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting

Feb 1/18 Ladner, S. Delta

TEAM 3000  
REALTY LTD



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## Next Months Market Forecast

**Forecast:** Ladner, Tsawwassen and S. Delta have 193 homes for sale and with the **6 % SOLD** monthly rate gives us ~16 months of inventory. 6% of the active listings have reduced their price by \$48,717 on average or \$49,750 median in the last month.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

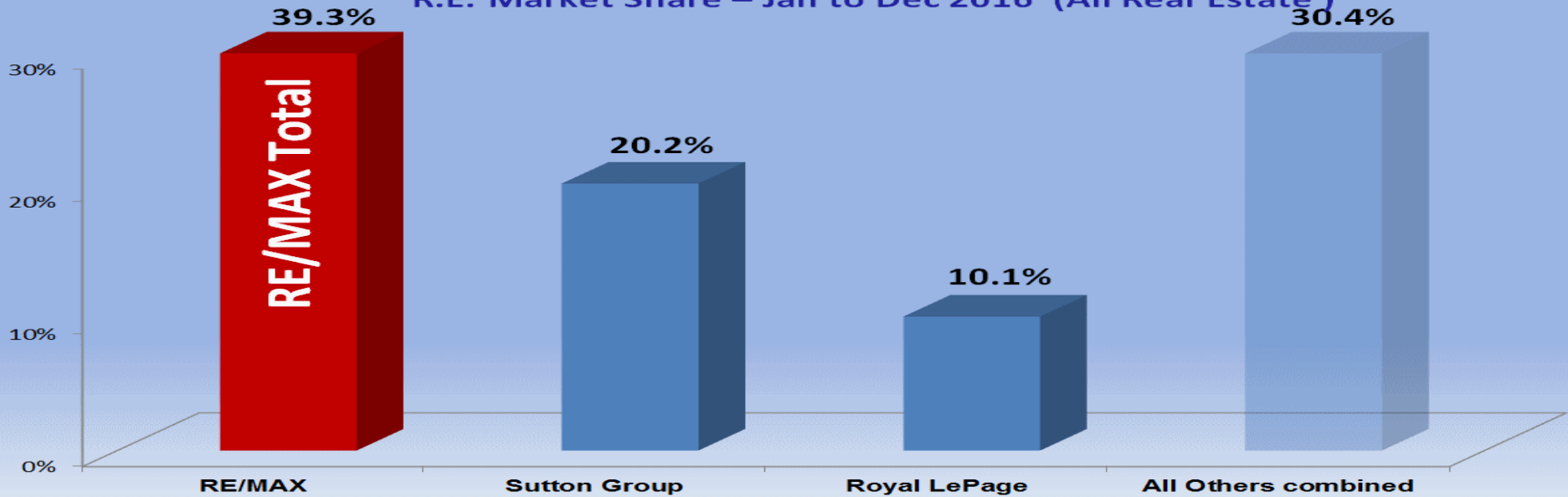
Feb 1/18 Ladner, S. Delta



## the RE/MAX Market Share Reports

Ladner / Tsawwassen / Delta

R.E. Market Share – Jan to Dec 2016 (All Real Estate)



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

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# Vancouver Market Reports

Statistics, on the Web!



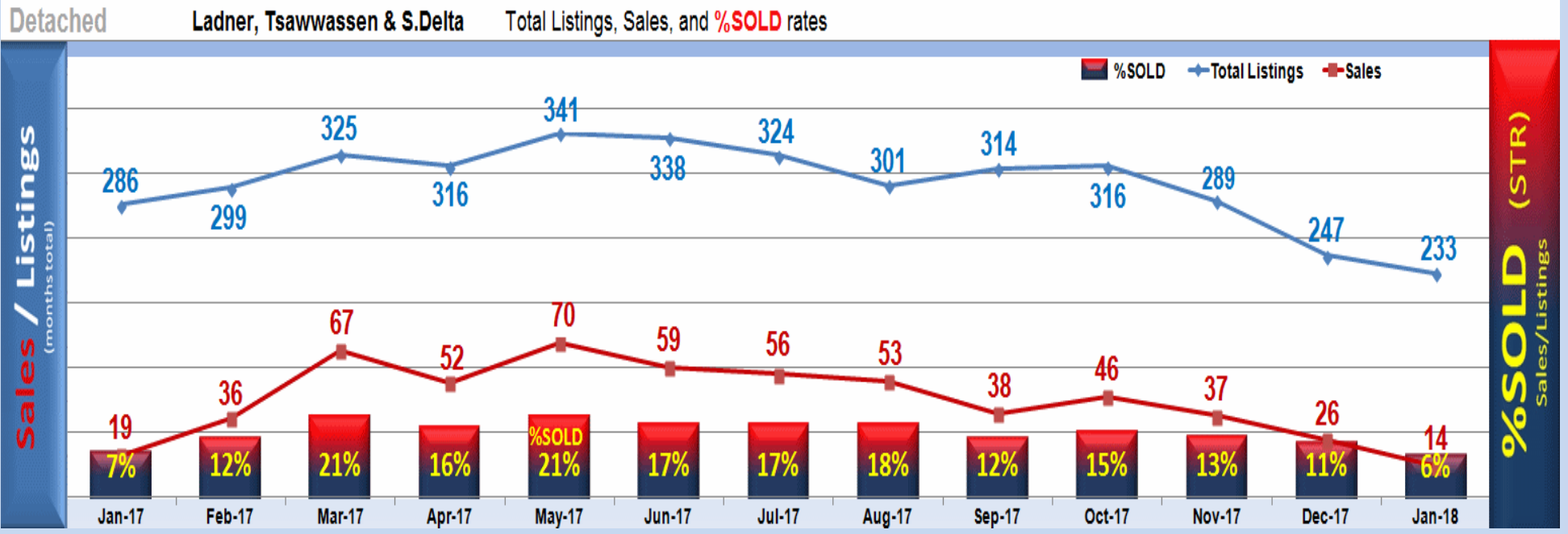
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Market Analysis and Forecasting Feb 1/18 Ladner, S. Delta

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



\*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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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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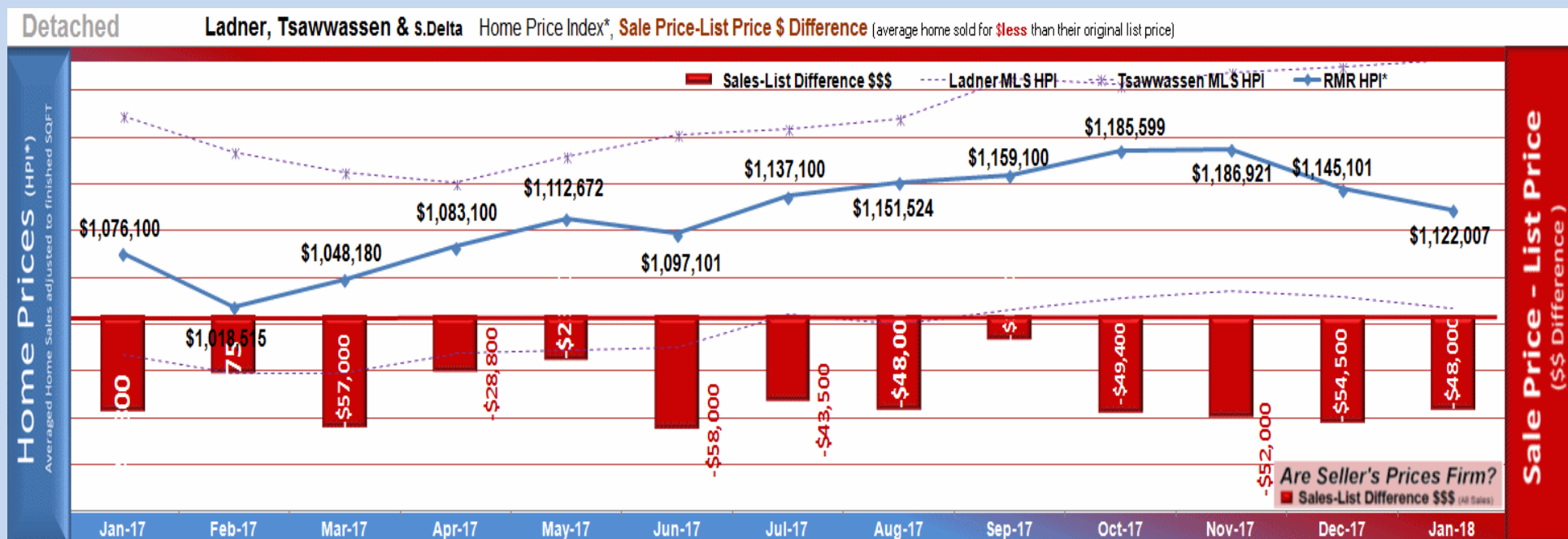


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Market Analysis and Forecasting

Feb 1/18 Ladner, S. Delta

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



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 West Vancouver

## West Vancouver Real Estate Price Changes(\$/%)

西溫 房地產價格變動 / 西溫 房地產价格变动

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

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

Powered by: Vancouver Market Reports HPI<sup>ip</sup>

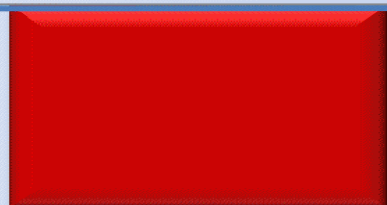
■ \$\$ YTD Price Change (1 Year) 价格变动 (1年)

年終住房價格變動  
年終住房价格变动

YTD Home Price Changes \$\$

年終住房價格變動  
年終住房价格变动

YTD Home Price Changes %



(\$225,469)

-4.3%

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

High End Detached

高档独立屋



(\$69,094)

-2.6%

Low End Detached

低端独立屋



\$3,500,000

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

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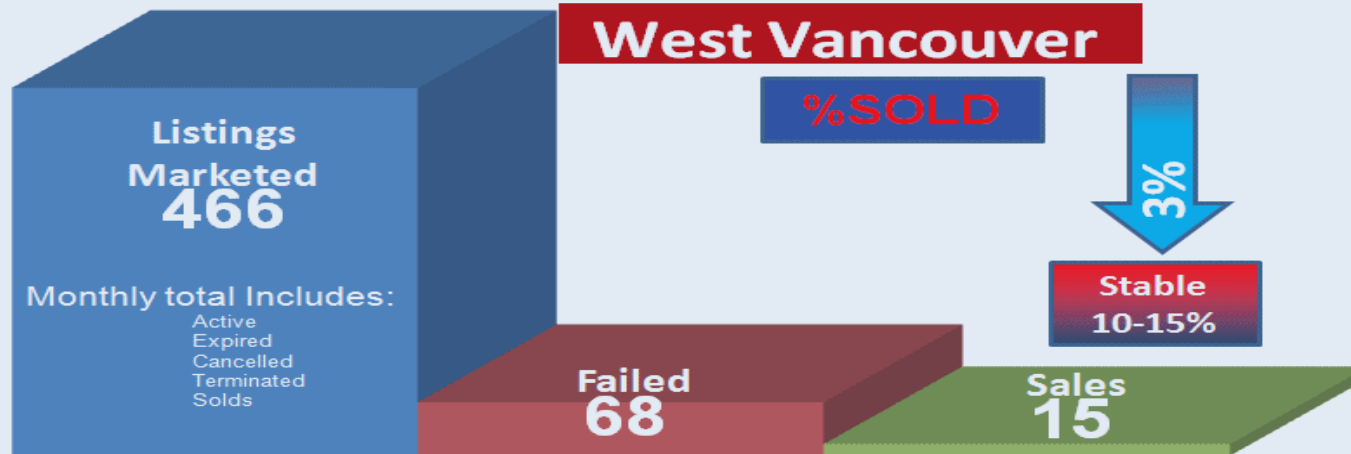


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Market Analysis and Forecasting

Feb 1/18 West Vancouver

## Monthly Market Activity Jan 2018- Single Family



### Feb 1 2018 West Vancouver Market Update (detached)

**Current:** West Vancouver is in a Buyers Market with a **3 %SOLD** rate, 56 days on the market (DOM) and with a 88% selling discount of \$413,000 off the original list price.

*Most Active Price Range:* Homes below \$2 mill. have **18.2% SOLD** rate.

*Least Active Price Range:* Homes between \$.5 mill. \$4.5 have **1.1 %SOLD** rate.

**History:** The West Vancouver Year-To-Date Home Price Index **HPIp (Top 50%)** HPIp\* shows that prices decreased \$397,379. The West Vancouver Year-To-Date Home Price Index **HPIp (Lower 50%)** HPIp\* shows that prices increased \$2,757.

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



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# Vancouver Market Reports

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detached homes



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Market Analysis and Forecasting

Feb 1/18 West Vancouver

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

West Vancouver List Price Ranges Statistics - Jan 2018

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$2,000,000	22	4	52	86%	-\$220,000	18.2%	↓
\$2,000,001-\$2,500,000	43	1	74	87%	-\$318,000	2.3%	↓
\$2,500,000-\$3,000,000	71	2	35	92%	-\$232,500	2.8%	↓
\$3,000,000-\$3,500,000	39	1	31	94%	-\$198,000	2.6%	↓
\$3,500,000-\$4,500,000	88	1	51	77%	-\$980,000	1.1%	↓
\$4,500,000-\$5,000,000	41	2	88	85%	-\$714,000	4.9%	↓
\$5,000,000-\$6,000,000	47	1	5	92%	-\$430,000	2.1%	↓
\$6,000,001-\$8,000,000	60	2	133	85%	-\$1,059,000	3.3%	↓
\$8,000,001 and more	55	1	129	84%	-\$1,888,000	1.8%	↓
<b>Total Activity</b>	<b>466</b>	<b>15</b>	<b>56</b>	<b>88%</b>	<b>-\$413,000</b>	<b>3%</b>	↓

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings (A,S,T,C,X)	417	532	466		-66	↓
Active Listings (1st of the month)	247	492	354	383	29	↑
Solds	21	30	15		-15	↓
Days on Market (DOM)	54	56	56		1	↑
%SOLD (Sales/ Listings /mnthly rate)	5%	6%	3%		-2.4%	↓
(Top 50%) Home Price Index HPIp	\$5,302,100	\$5,007,101	\$4,904,721		-\$102,380	↓
(Lower 50%) Home Price Index HPIp	\$2,621,101	\$2,588,101	\$2,618,344		\$30,243	↑

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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## Market Analysis and Forecasting

Feb 1/18 West Vancouver

West Vancouver Sub areas Statistics - Jan 2018						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Detached Sell - List \$Difference	% SOLD
Altamont	13	0				0.0%
Ambleside	49	0				0.0%
British Properties	77	3	31	92%	-\$430,000	3.9%
Bayridge	13	1	77	90%	-\$479,000	7.7%
Caulfeild	27	3	98	82%	-\$949,000	11.1%
Canterbury WV	6	0				0.0%
Cedardale	12	2	35	92%	-\$232,500	16.7%
Cypress Prk Estates	14	0				0.0%
Chelsea Park	5	0				0.0%
Chartwell	31	1	56	88%	-\$830,000	3.2%
Cypress	4	0				0.0%
Deer Ridge WV	0	0				0.0%
Dundarave	29	0				0.0%
Eagle Harbour	17	0				0.0%
Eagleridge	3	0				0.0%
Furry Creek	3	1	25	96%	-\$48,000	33.3%
Gleneagles	9	0				0.0%
Glenmore	15	1	74	87%	-\$318,000	6.7%
Horseshoe Bay WV	9	0				0.0%
Howe Sound	3	0				0.0%
Lions Bay	18	2	111	86%	-\$220,000	11.1%
Olde Caulfeild	6	0				0.0%
Porteau Cove	0	0				0.0%
Park Royal	2	0				0.0%
Panorama Village	0	0				0.0%
Queens	15	1	51	77%	-\$980,000	6.7%
Rockridge	5	0				0.0%
Sandy Cove	2	0				0.0%
Sentinel Hill	19	0				0.0%
Upper Caulfeild	8	0				0.0%
West Bay	15	0				0.0%
Whytecliff	3	0				0.0%
Whitby Estates	10	0				0.0%
Westhill	8	0				0.0%
Westmount WV	16	0				0.0%
<b>Total Activity</b>	<b>466</b>	<b>15</b>	<b>56</b>	<b>88%</b>	<b>-\$413,000</b>	<b>3%</b>

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# Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting

Feb 1/18 West Vancouver



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## Next Months Market Forecast

**Forecast:** West Vancouver has average Listing supply; 383 homes are for sale and with the **6 %SOLD** monthly rate gives us a ~33 months of inventory. 2% of the active listings have reduced their price by \$227,500 on average and \$200,000 on median for the last month. We project West Vancouver to be a continued Stable market.

January's Real Estate Statistics show 57% of Vancouver's Detached Markets increasing values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$9,668, which is a big drop from the \$12,671 increase that we saw in the month prior. On the Average Fraser Valley has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the pending higher interest rates, pending trade tariffs and the chilly economic winds arriving started this month, we are forecasting the beginning of Buyers Market across most Detached and Condo Markets.

Currently, the Condo Markets set a fast pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following month. Thus, Townhouse Markets show 57% and continues to increase (16 out of 28 Markets). 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.

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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## Market Analysis and Forecasting

Feb 1/18 West Vancouver

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

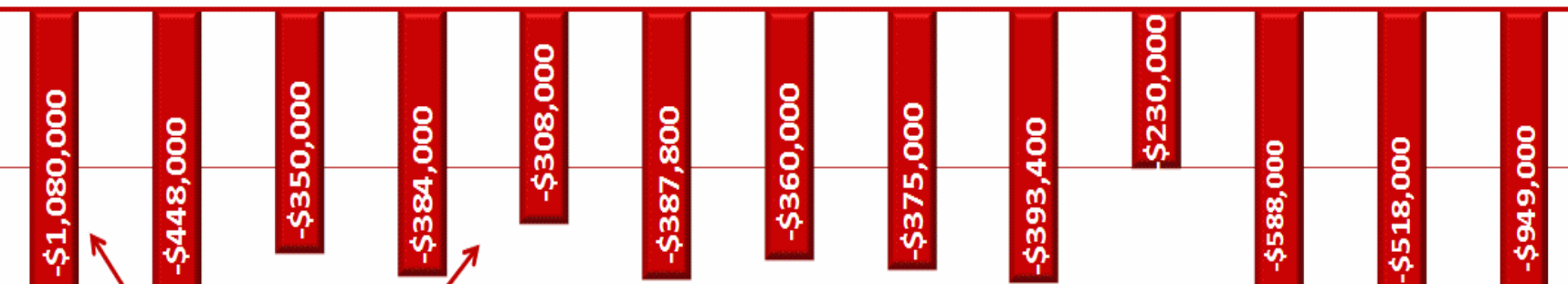
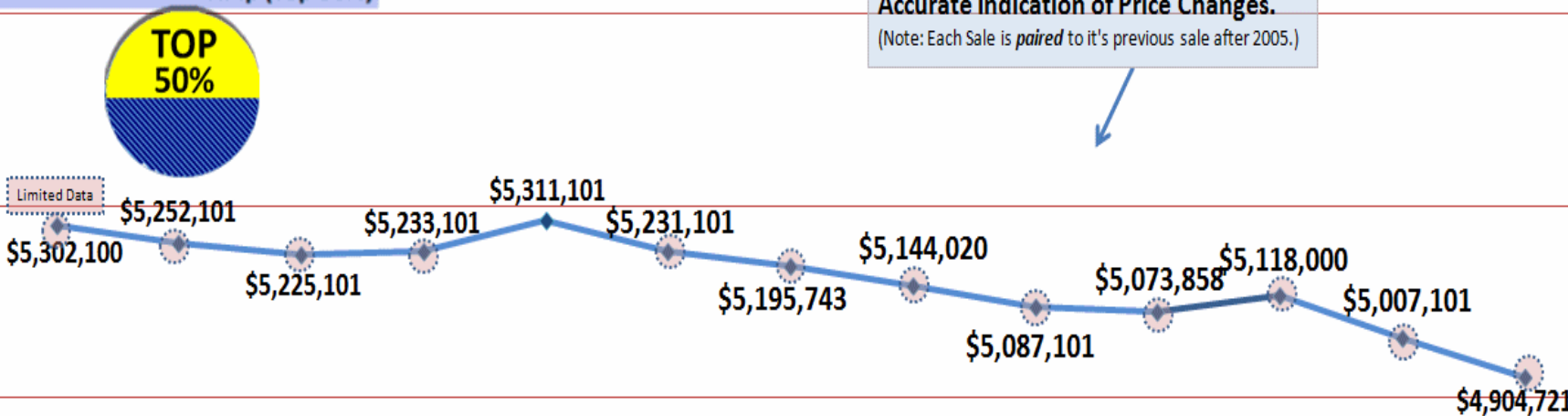
Home Price Changes  
(Home Price Index Paired sales from 2005)

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

Homes Over \$3,750,000

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 \$\$\$



Detached



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

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



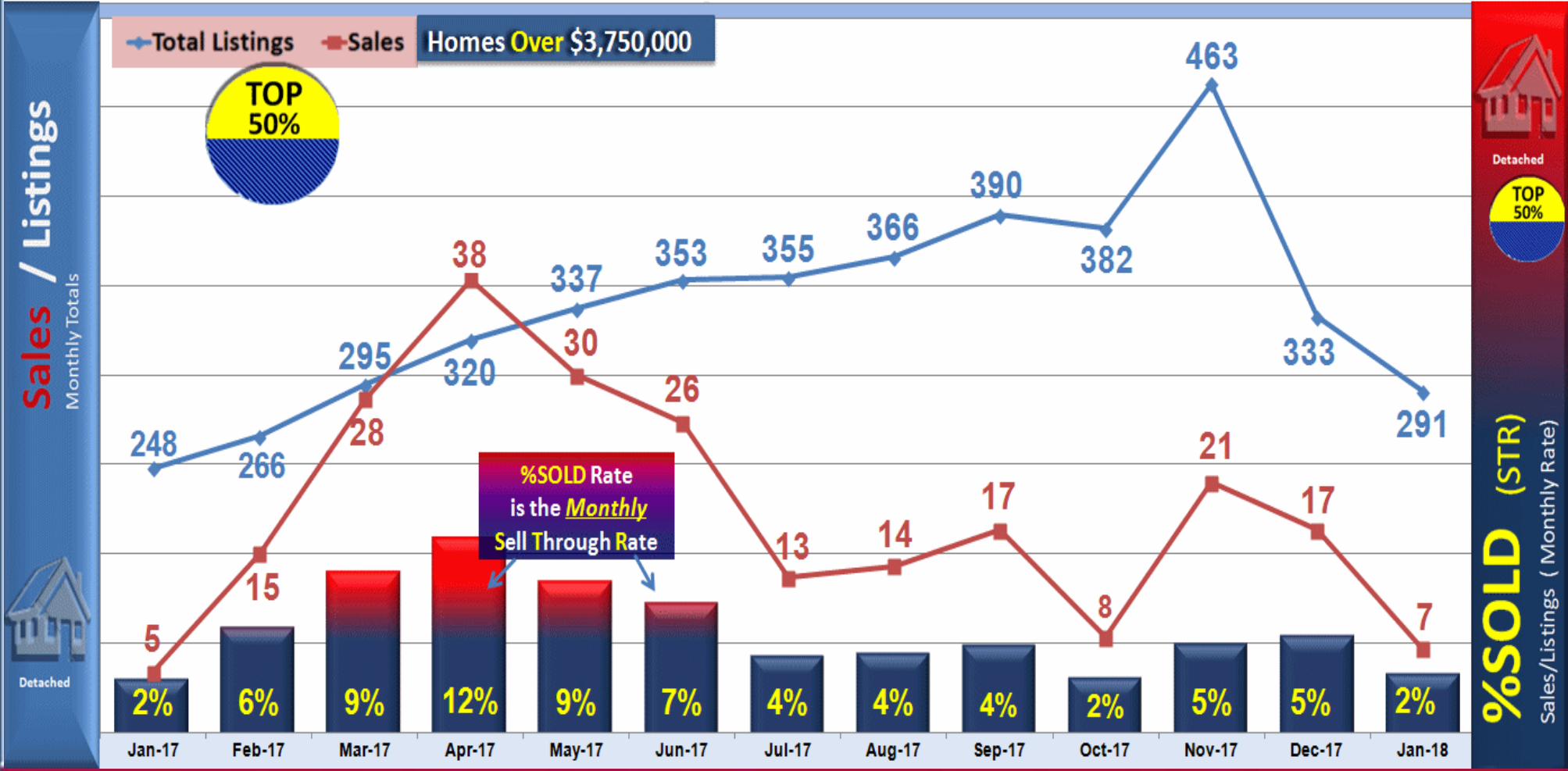
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Market Analysis and Forecasting Feb 1/18 West Vancouver

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



Sales / Listings  
Monthly Totals  
Detached

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

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Statistics, on the Web!

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## Market Analysis and Forecasting

Feb 1/18 West Vancouver

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

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



Detached

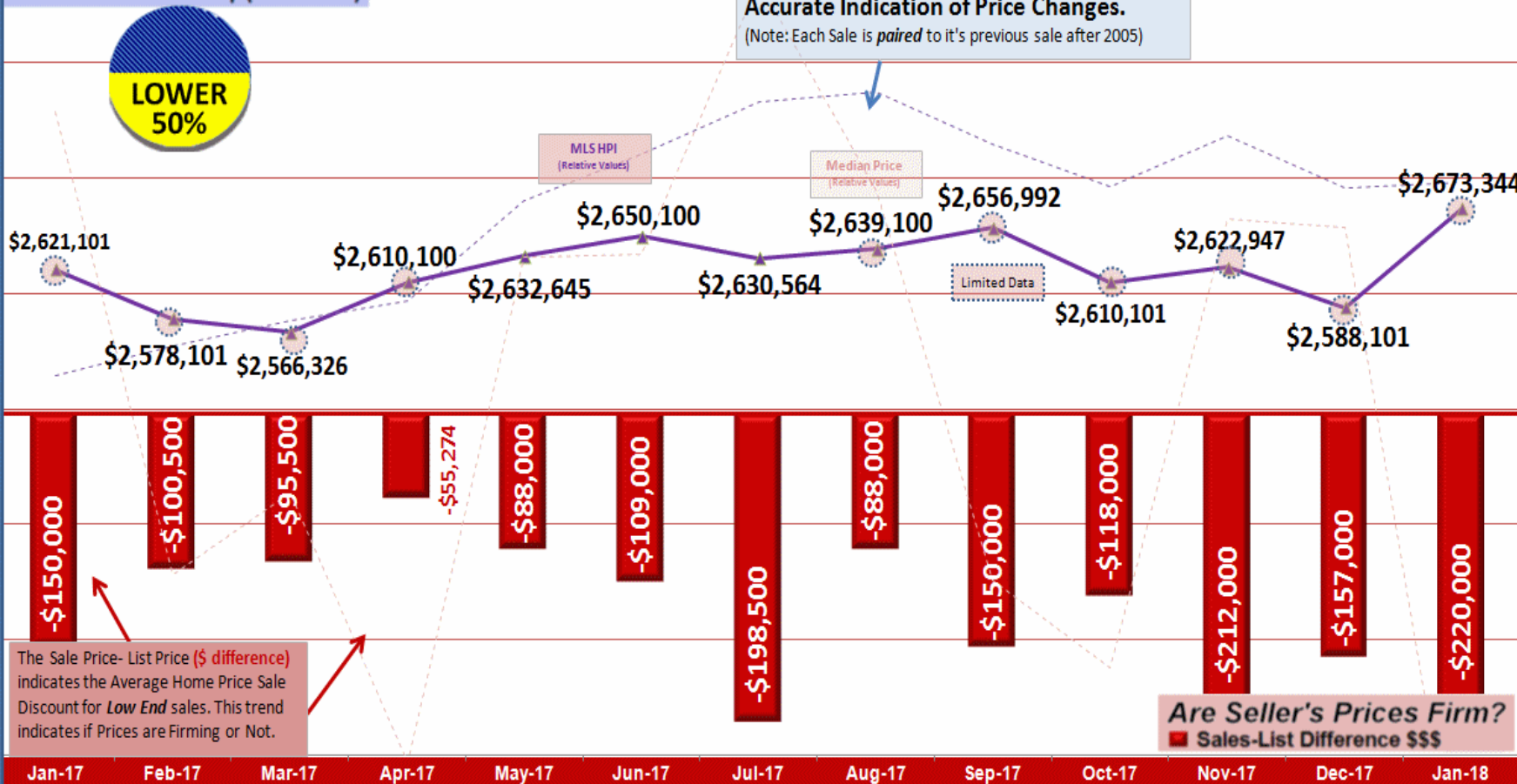
LOWER 50%

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

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

Homes Below \$3,750,000

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



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

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

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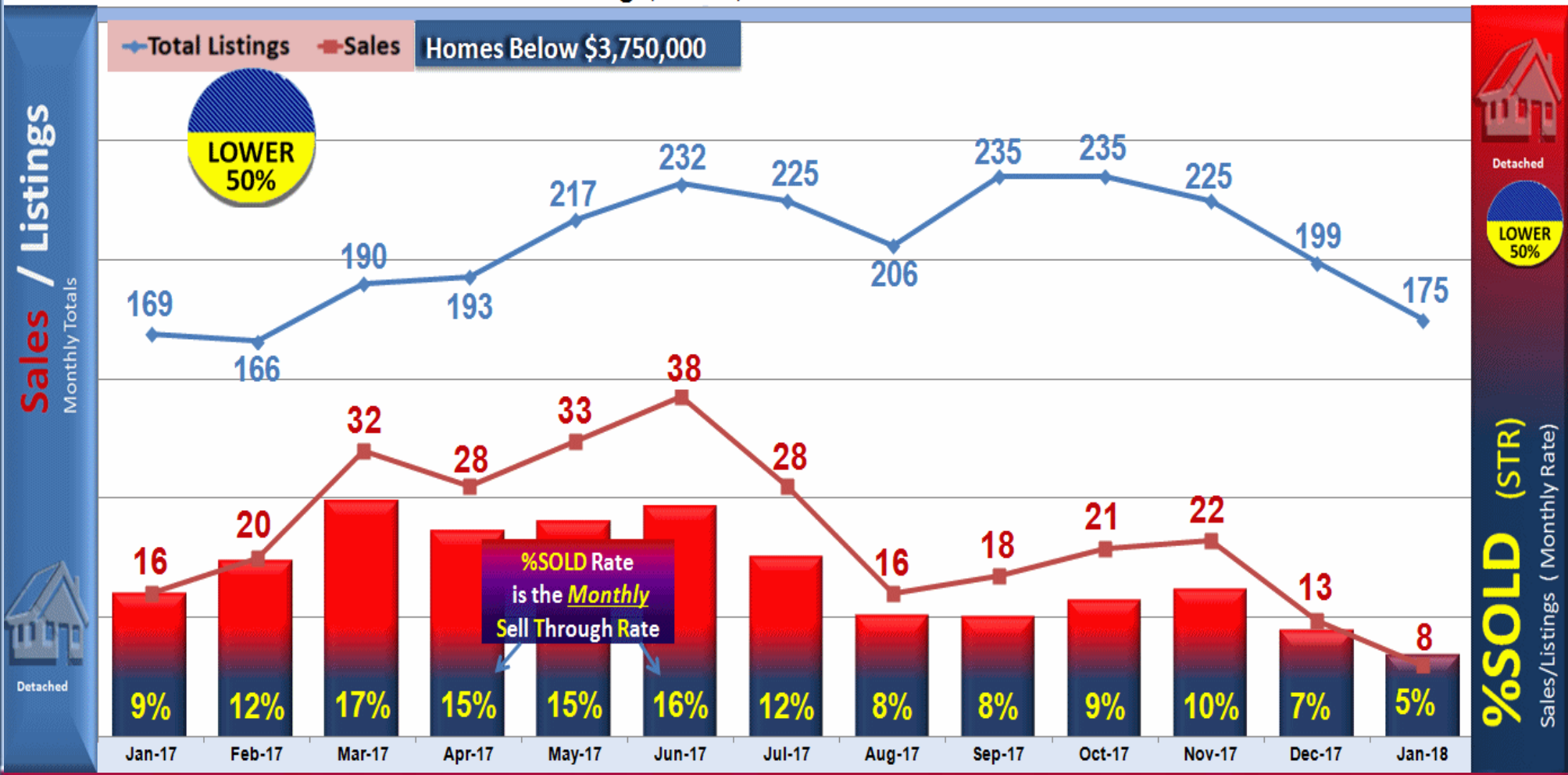


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## Market Analysis and Forecasting

Feb 1/18 West Vancouver

### Detached West Vancouver Total Listings, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached

LOWER 50%

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

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Statistics, on the Web!

detached homes



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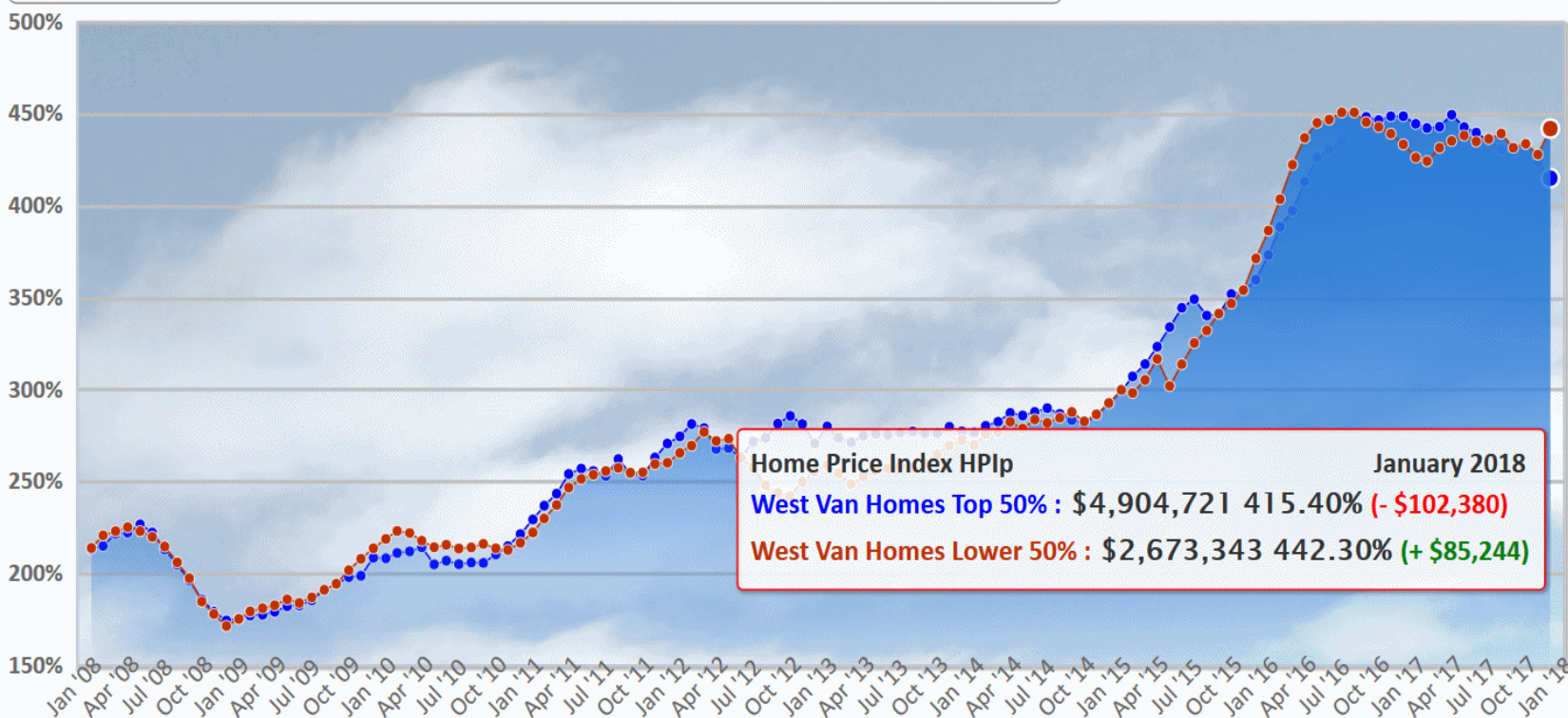
## Market Analysis and Forecasting

Feb 1/18 West Vancouver

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jan 2018	% 415.40
Dec 2017	% 424.10
Nov 2017	% 433.50
Oct 2017	% 429.80
Sep 2017	% 430.90
Aug 2017	% 435.70
Jul 2017	% 440.10
Jun 2017	% 443.10
May 2017	% 449.90
Apr 2017	% 443.30
Mar 2017	% 442.60
Feb 2017	% 444.90

<< 1 2 3 >>



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Statistics, on the Web!

detached homes

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Market Analysis and Forecasting

Feb 1/18 North Vancouver

## North Vancouver Real Estate Price Changes (\$/%)

北温房地產價格變動 / 北温房地產價格變動

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

房屋类型: 迄于今年 (每季) 由2016十二月份至2017十二月份

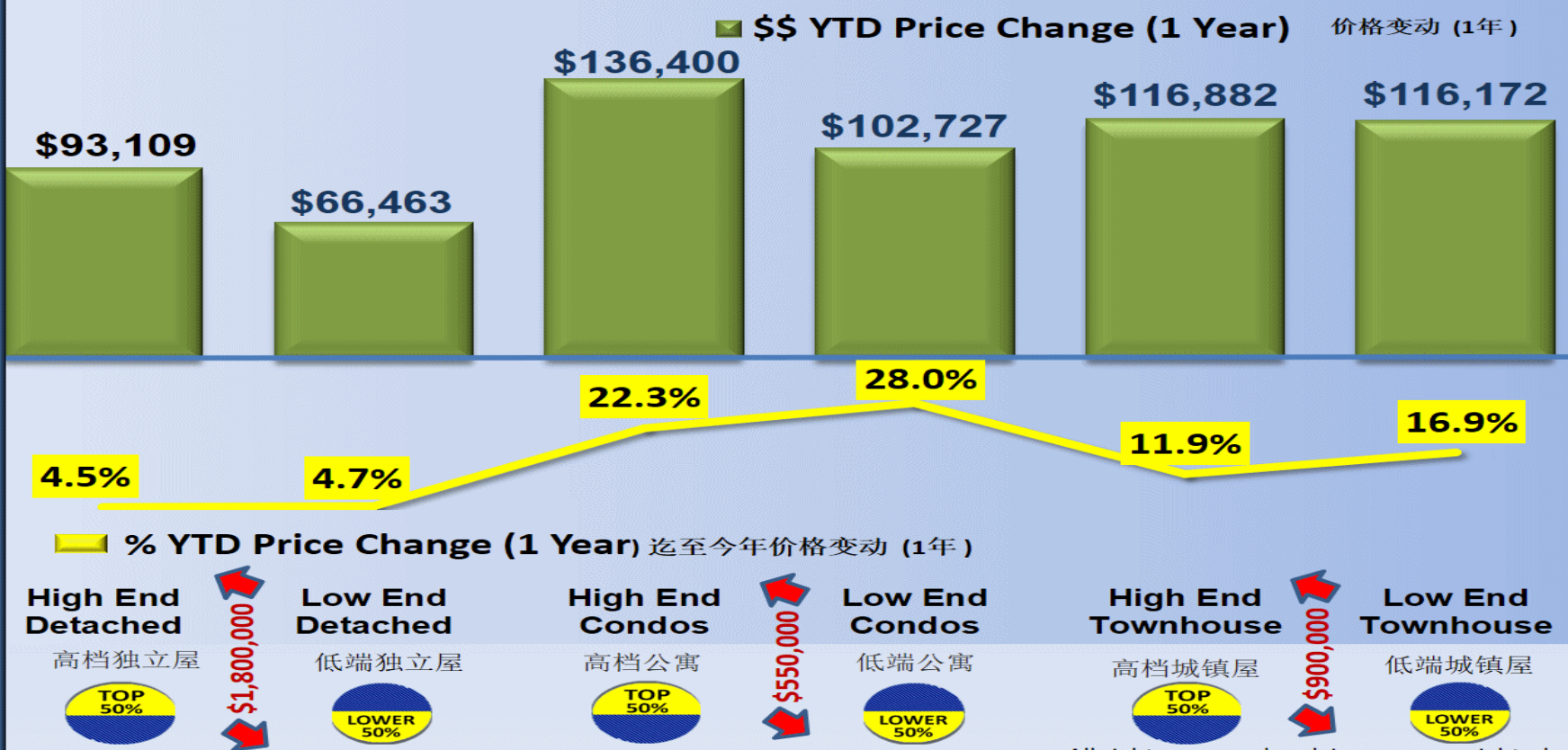
Powered by: Vancouver Market Reports HPI<sup>®</sup>

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes \$\$\$

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes %%



**High End Detached** (高档独立屋) **TOP 50%** **LOWER \$1,800,000**  
**Low End Detached** (低端独立屋) **LOWER 50%**  
**High End Condos** (高档公寓) **TOP 50%** **LOWER \$550,000**  
**Low End Condos** (低端公寓) **LOWER 50%**  
**High End Townhouse** (高档城镇屋) **TOP 50%** **LOWER \$900,000**  
**Low End Townhouse** (低端城镇屋) **LOWER 50%**

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

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detached homes



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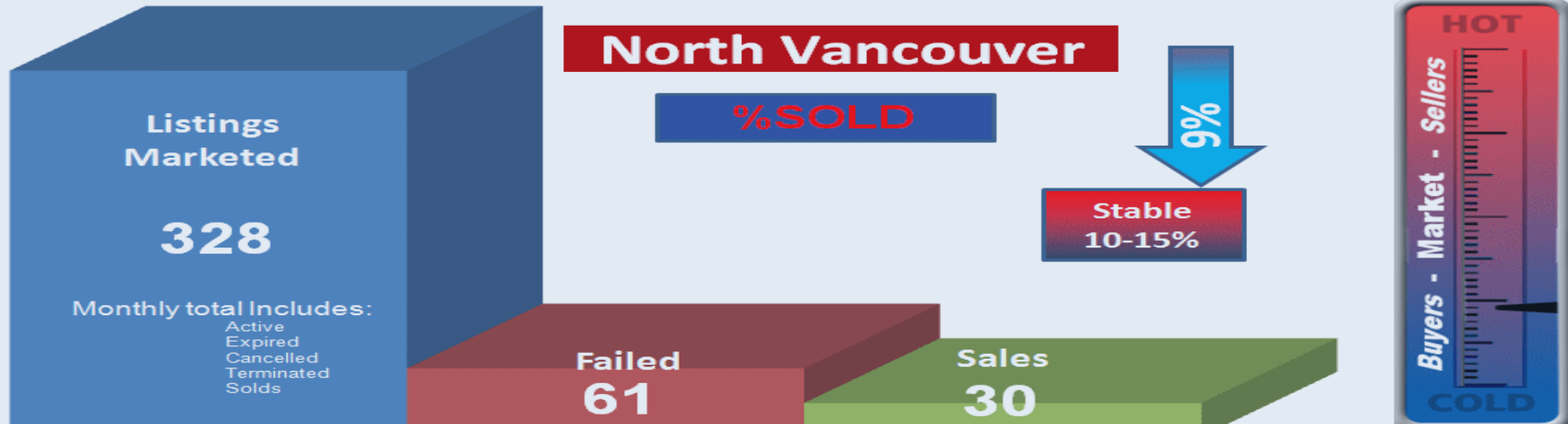


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Market Analysis and Forecasting

Feb 1/18 North Vancouver

## Monthly Market Activity - Jan 2018- Single Family



### Feb 1 2018 North Vancouver Market Update (detached)

**Current:** North Vancouver is in a Sellers Market with its average listings inventory and **9 %SOLD** rate. Meaning

9 homes out of 100 sold in the last month with an avg of \$64,000 Discount on sale from the original list price.

*Most Active Range:* Homes below \$1.19 mill. - \$1.3 mill. have **60.0 %SOLD** rate.

*Least Active Range:* Homes above \$2.5 mill. have **0.8 %SOLD** rate.

**History:** The North Vancouver Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$7,879.  
The North Vancouver Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$72,977.

\*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

Feb 1/18 North Vancouver

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

North Vancouver Price Ranges Statistics - Jan 2018

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,190,000	8	4	10	98%	-\$17,750	50.0%	↑
\$1,190,001-\$1,300,000	5	3	36	89%	-\$148,000	60.0%	↑
\$1,300,001-\$1,500,000	29	6	34	97%	-\$50,500	20.7%	↑
\$1,500,001-\$1,700,000	39	3	6	100%	-\$3,000	7.7%	↓
\$1,700,001-\$1,900,000	41	8	4	99%	-\$26,900	19.5%	↑
\$1,900,001-\$2,500,000	77	5	30	95%	-\$128,000	6.5%	↓
\$2,500,001 and more	129	1	129	89%	-\$344,238	0.8%	↓
<b>Total Activity</b>	<b>328</b>	<b>30</b>	<b>24</b>	<b>96%</b>	<b>-\$64,000</b>	<b>9%</b>	↓

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings (A,S,T,C,X)	286	366	328		-38	↓
Active Listings (1st of the month)	147	324	194	237	43	↑
Solds	35	70	30		-40	↓
DOM	24	24	24		0	
%SOLD (Sales/ Listings /mnthly rate)	12.2%	19.1%	9.1%		-10.0%	↓
(Top 50%) Home Price Index HPIp	\$2,139,100	\$2,157,630	\$2,131,221		-\$26,409	↓
(Lower 50%) Home Price Index HPIp	\$1,416,124	\$1,498,160	\$1,489,101		-\$9,059	↓

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 North Vancouver

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## North Vancouver Sub areas Statistics - Jan 2018 Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Boulevard	12	1	0	100%	\$0	8.3%
Blueridge NV	13	1	1	98%	-\$32,400	7.7%
Braemar	2	0				0.0%
Capilano NV	4	0				0.0%
Central Lonsdale	18	1	89	94%	-\$80,000	5.6%
Calverhall	4	0				0.0%
Canyon Heights NV	41	3	4	98%	-\$34,800	7.3%
Deep Cove	8	2	7	98%	-\$19,250	25.0%
Delbrook	5	2	42	95%	-\$82,000	40.0%
Dollarton	8	0				0.0%
EDGEMONT	25	1	1	92%	-\$198,000	4.0%
Forest Hills NV	21	2	34	94%	-\$143,000	9.5%
Grouse Woods	2	0				0.0%
Hamilton Heights	1	0				0.0%
Hamilton	7	3	3	99%	-\$19,000	0.0%
Indian Arm	0	0				0.0%
Indian River	2	0				0.0%
Lower Lonsdale	8	0				0.0%
Lynn Valley	32	4	20	99%	-\$13,000	12.5%
Lynnmour	3	1	36	99%	-\$8,000	33.3%
Norgate	1	0				0.0%
Northlands	1	0				0.0%
Pemberton Heights	8	0				0.0%
Pemberton NV	14	1	9	100%	\$0	7.1%
Princess Park	6	0				0.0%
Queensbury	4	0				0.0%
Roche Point	3	1	72	97%	-\$43,000	33.3%
Seymour	7	0				0.0%
Tempe	2	1	51	96%	-\$69,000	50.0%
Upper Delbrook	11	0				0.0%
Upper Lonsdale	40	6	33	95%	-\$91,000	15.0%
Westlynn	7	0				0.0%
Windsor Park NV	3	0				0.0%
Woodlands-Sunshine-	5	0				0.0%
Westlynn Terrace	0	0				0.0%
<b>Total Activity</b>	<b>328</b>	<b>30</b>	<b>24</b>	<b>96%</b>	<b>-\$64,000</b>	<b>9%</b>

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 North Vancouver

Ph: 778-549-9909

## Next Months Market Forecast

**Forecast:** North Vancouver has average listing supply; 237 homes are for sale and with the **19 %SOLD** monthly rate gives us a ~11 months of inventory. 4% of the Active Listings have reduced their price by \$110,700 on average or \$90,000 on median in the last month. We project North Vancouver to be a continued sellers market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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



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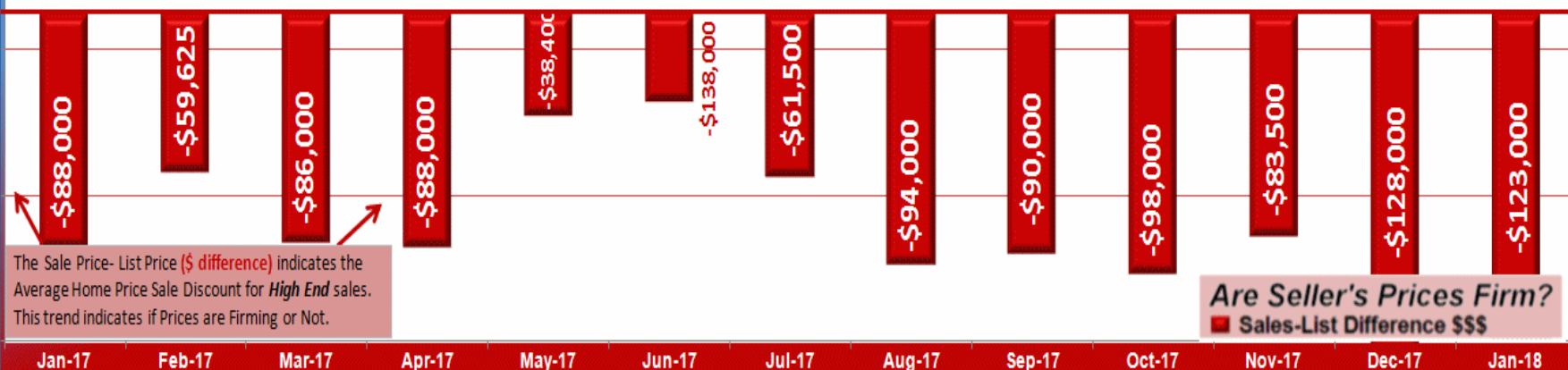
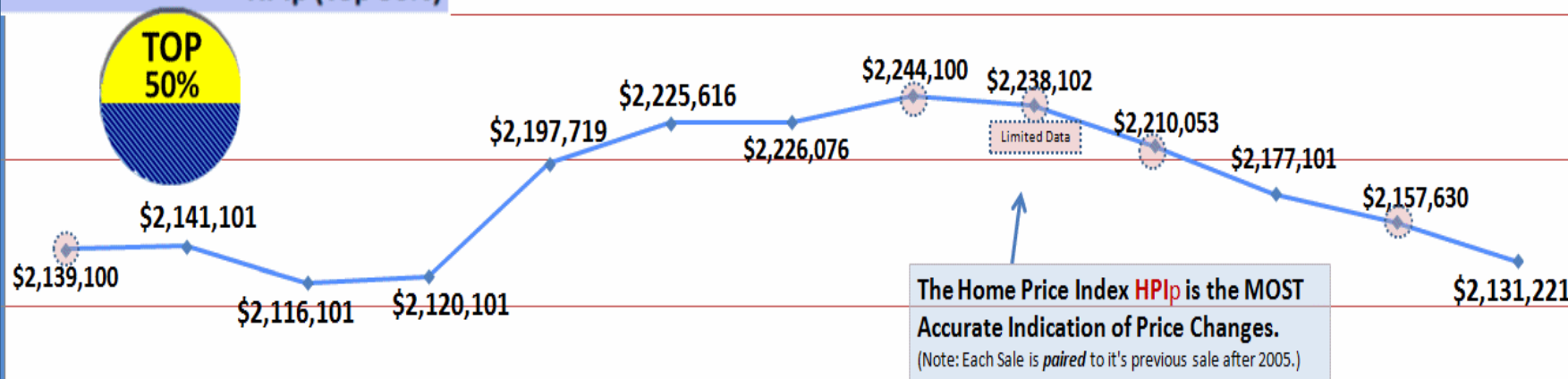
Feb 1/18 North Vancouver

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

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

### Are Home Prices Up? Homes Over \$1,900,000

Home Price Index → HPIp (Top 50%)



Detached



TOP 50%

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

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

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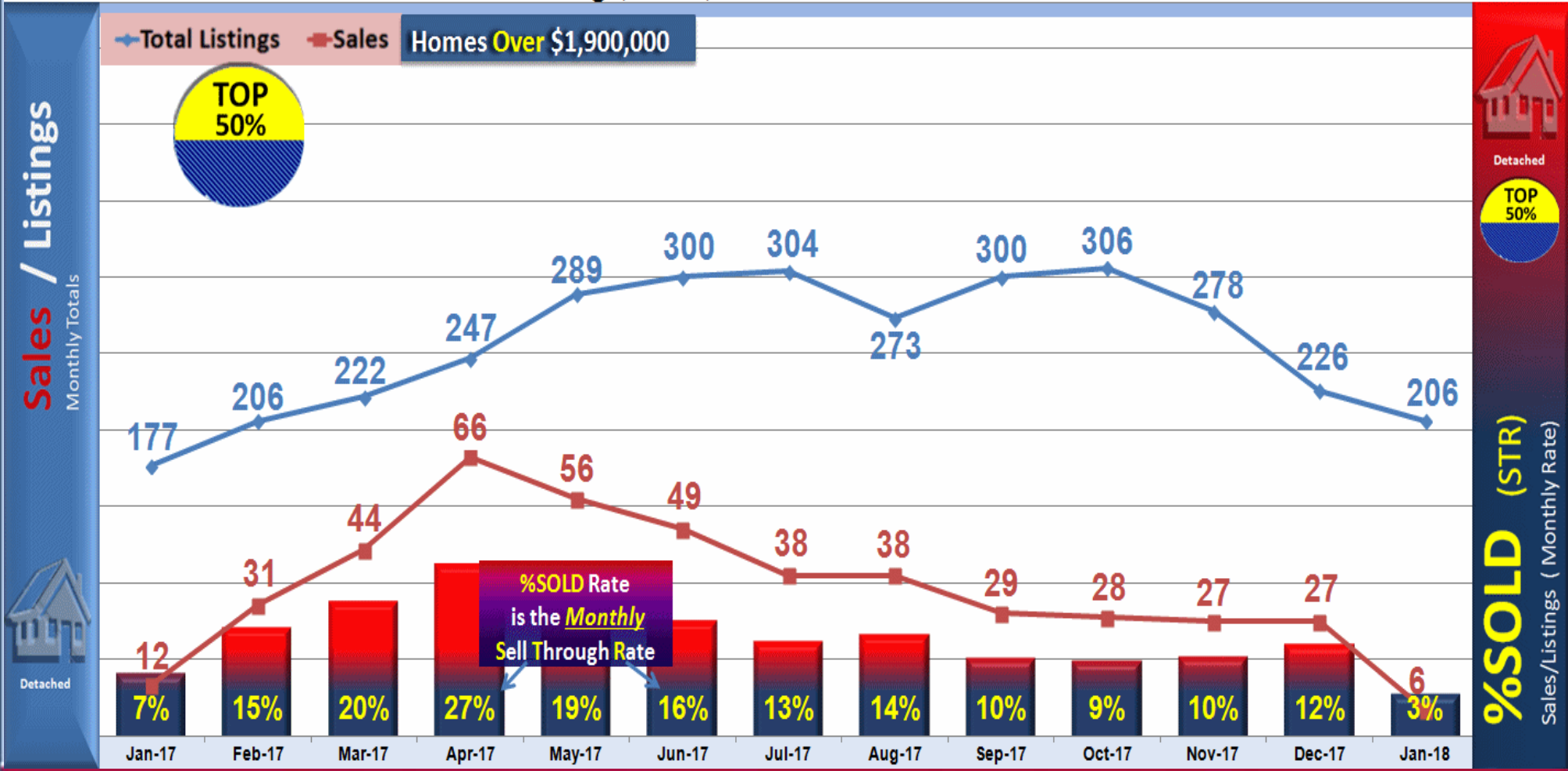


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## Market Analysis and Forecasting

Feb 1/18 North Vancouver

### Detached North Vancouver Total Listings, Sales, and %SOLD Rate



Sales / Listings

Monthly Totals



Detached

TOP 50%

%SOLD (STR)

Sales/Listings (Monthly Rate)

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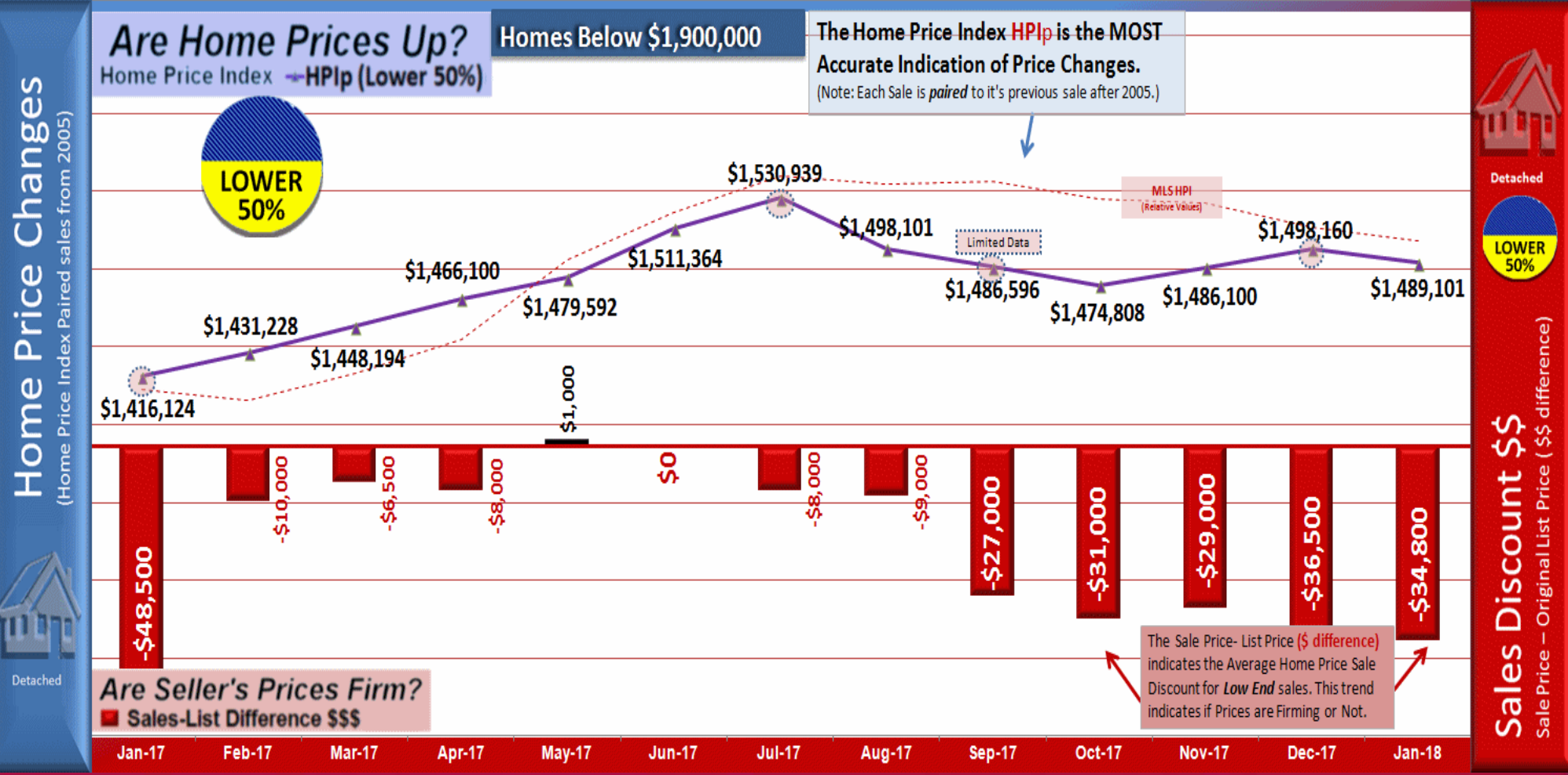
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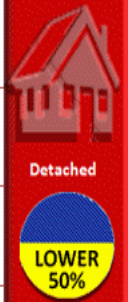
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Market Analysis and Forecasting Feb 1/18 North Vancouver

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



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



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

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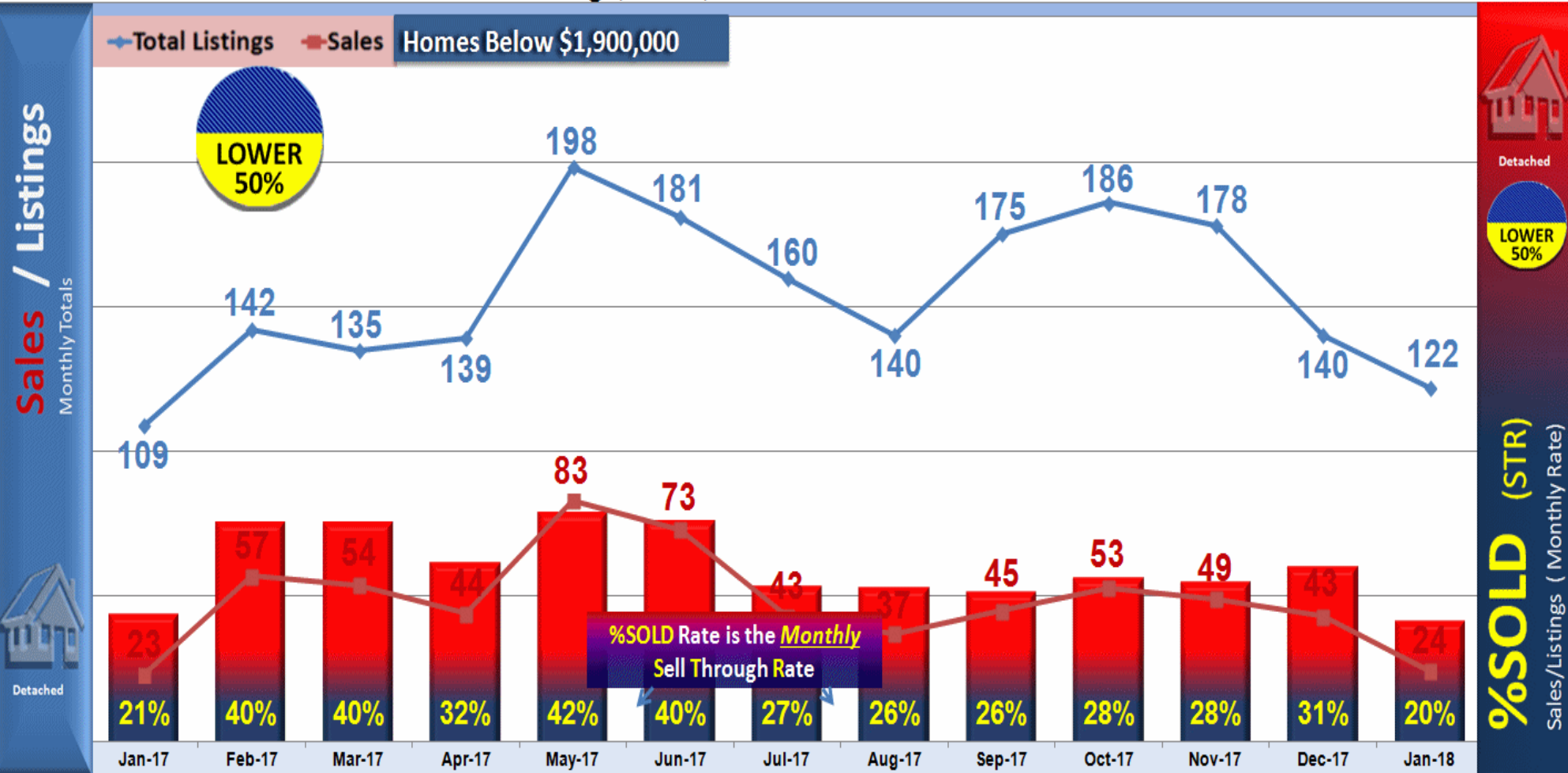


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## Market Analysis and Forecasting

Feb 1/18 North Vancouver

### Detached North Vancouver Total Listings, Sales, and %SOLD Rate



Sales / Listings  
Monthly Totals

Detached  
LOWER 50%

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

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



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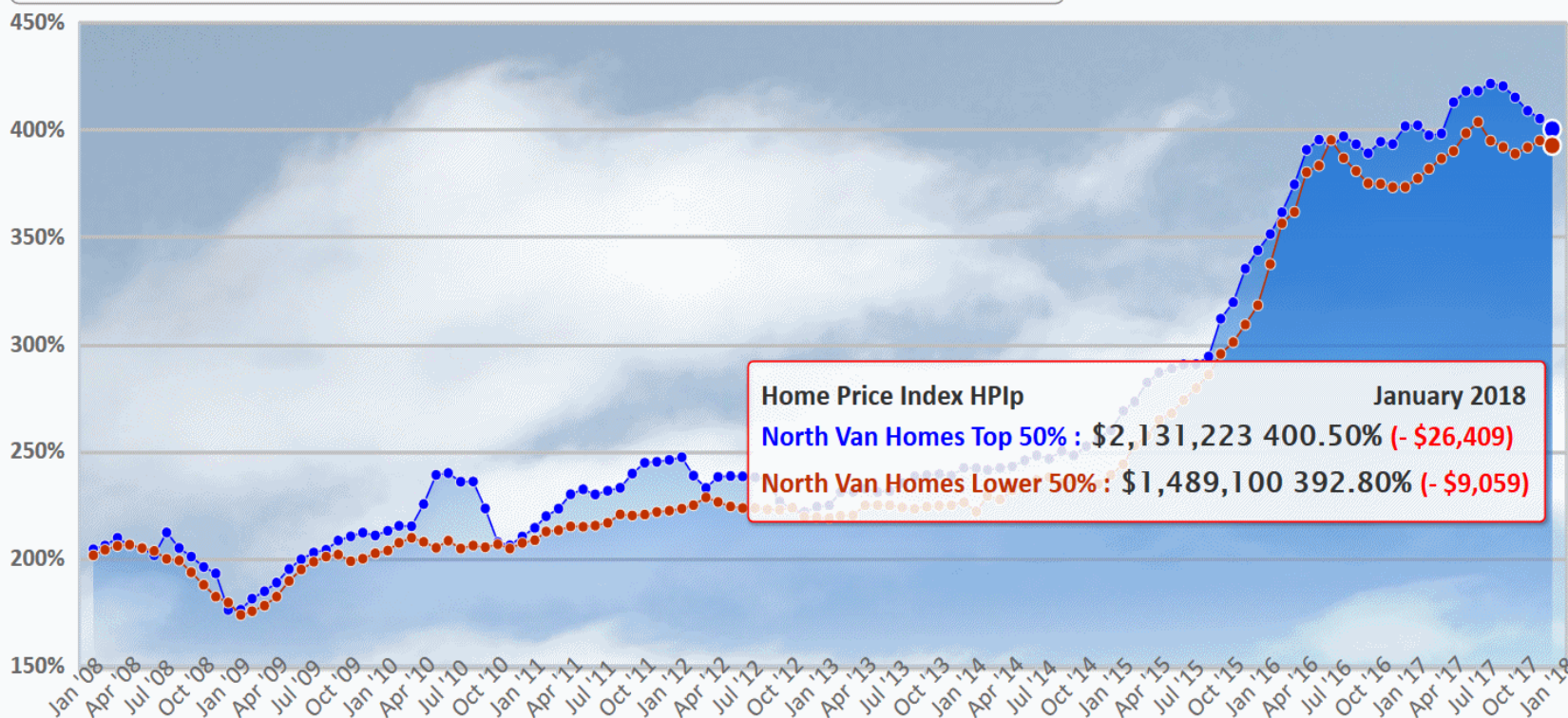
## Market Analysis and Forecasting

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North Van Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 North Van Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



**Home Price Index HPIp**  
**North Van Homes Top 50% : \$2,131,223 400.50% (- \$26,409)**  
**North Van Homes Lower 50% : \$1,489,100 392.80% (- \$9,059)**

Monthly	Home values
Date	Value
Jan 2018	% 400.50
Dec 2017	% 405.40
Nov 2017	% 409.10
Oct 2017	% 415.30
Sep 2017	% 420.50
Aug 2017	% 421.70
Jul 2017	% 418.30
Jun 2017	% 418.20
May 2017	% 413.00
Apr 2017	% 398.40
Mar 2017	% 397.60
Feb 2017	% 402.30



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Market Analysis and Forecasting

Feb 1/18 Burnaby S. & N.

## 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 Dec 2016 – Dec 2017 (Quarters)

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

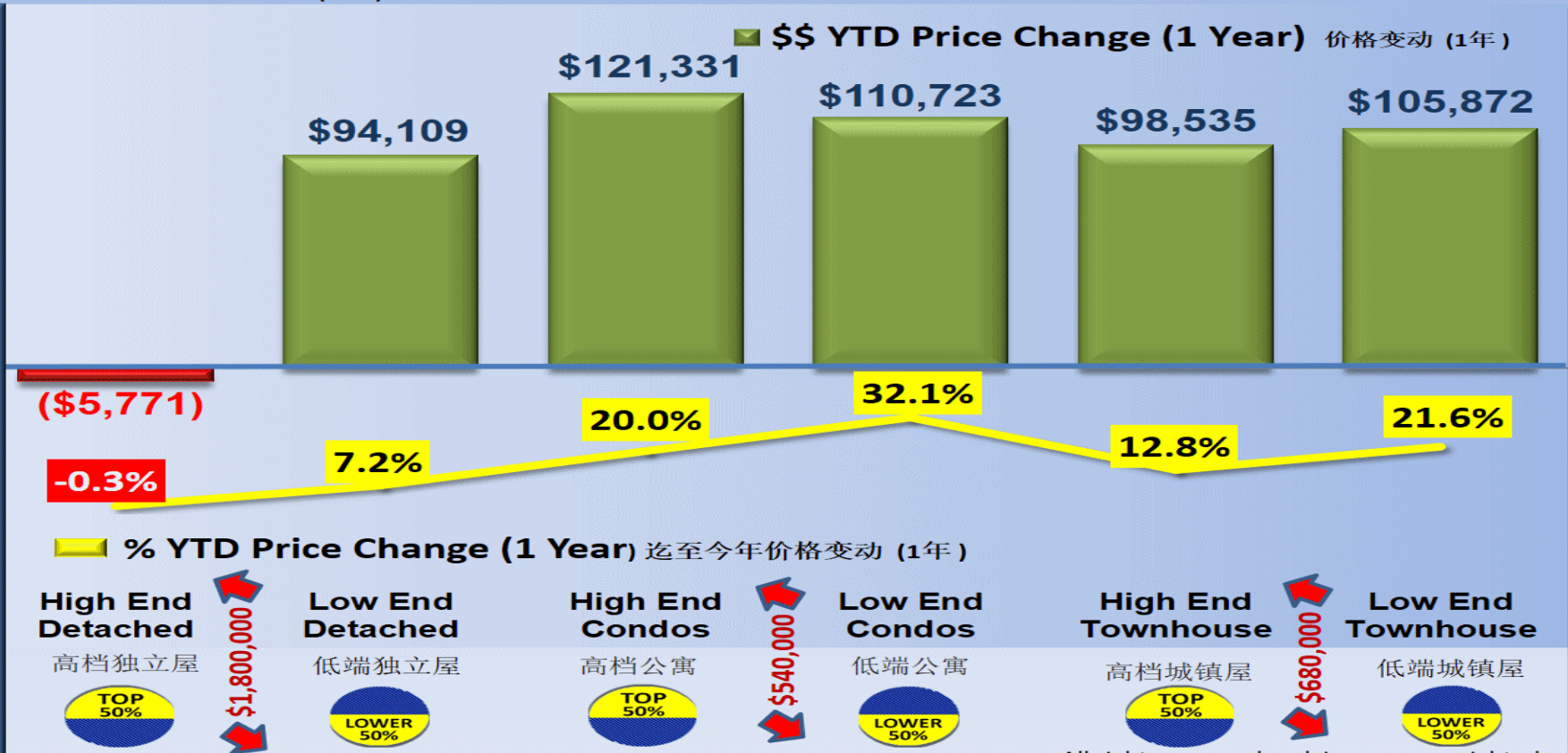
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年終住房價格變動  
年終住房价格变动

YTD Home Price Changes \$/\$

年終住房價格變動  
年終住房价格变动

YTD Home Price Changes %/%



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



Ron & Joyce Hubenig

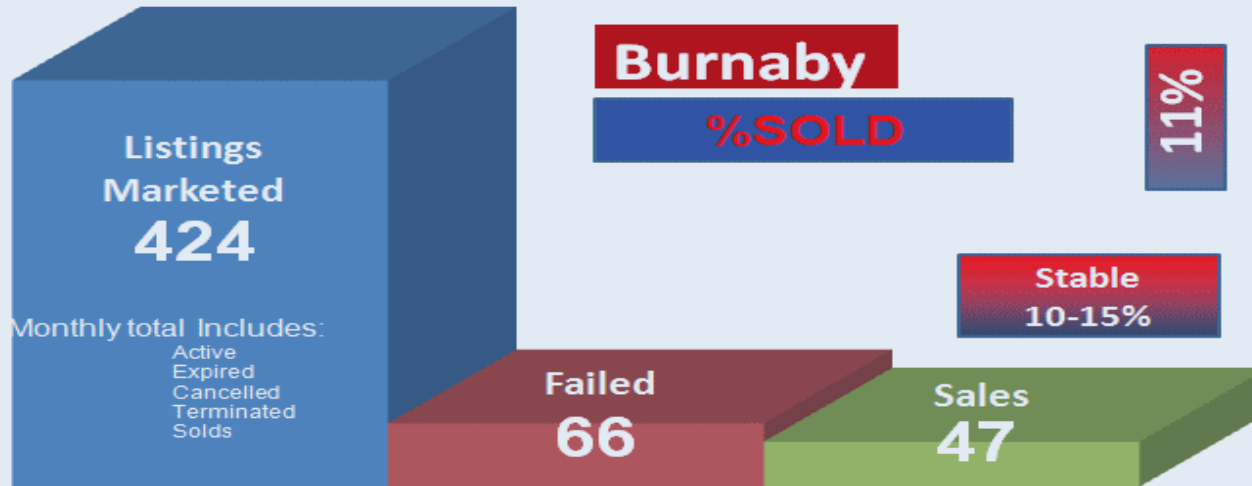


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Market Analysis and Forecasting

Feb 1/18 Burnaby S. & N.

## Monthly Market Activity - Jan 2018 - Single Family



### Feb 1 2018 Burnaby Market Update (detached)

**Current:** Burnaby's Residential Detached housing market is in a sellers Market with **11 %SOLD** rate.

(This means 11 homes out of 100 sold last month with an average \$96,500 Discount from the original price)

*Most Active Range:* Homes below \$1.3 mill. have **42.3 %SOLD** rate.

*Least Active Range:* Homes above \$2.5 mill. have **5.9 %SOLD** rate.

**History:** The Burnaby Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$25,400.  
The Burnaby Home Price Index **HPIp** (Lower 50%) Year-To-Date shows that prices increased \$70,866.



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Market Analysis and Forecasting

Feb 1/18 Burnaby S. & N.

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

### Burnaby List Price Ranges Statistics - Jan 2018

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,300,000	26	11	48	96%	-\$48,000	42.3%	↑
\$1,300,001-\$1,450,000	20	4	70	99%	-\$14,000	20.0%	↑
\$1,450,001-\$1,600,000	52	5	6	95%	-\$73,000	9.6%	↑
\$1,600,001-\$1,800,000	63	9	33	95%	-\$90,000	14.3%	
\$1,800,001-\$2,000,000	58	5	42	95%	-\$100,000	8.6%	↓
\$2,000,001-\$2,500,000	85	5	9	96%	-\$90,000	5.9%	↓
\$2,500,001 and more	120	8	65	94%	-\$183,300	6.7%	↓
<b>Total Activity</b>	<b>424</b>	<b>47</b>	<b>48</b>	<b>95%</b>	<b>-\$89,000</b>	<b>11%</b>	

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings (A,S,T,C,X)	390	464	424		-40	↓
Active Listings (1st of the month)	228	404	297	311	14	↑
Solds	50	61	47		-14	↓
Days on Market (DOM)	55	29	48		19	↑
%SOLD (Sales/ Listings /mnlthly rate)	12.8%	13.1%	11.1%		-2.1%	↓
(Top 50%) Home Price Index HPIp	\$1,848,100	\$1,836,103	\$1,822,700		-\$13,403	↓
(Lower 50%) Home Price Index HPIp	\$1,292,179	\$1,385,525	\$1,363,045		-\$22,480	↓

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detached homes



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## Market Analysis and Forecasting

Feb 1/18 Burnaby S. & N.

### Burnaby Sub areas Statistics - Jan 2018

### Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Brentwood Park	14	2	4	109%	\$115,000	14%
Central BN	4	0				0%
Capitol Hill BN	37	3	9	95%	-\$67,000	8%
Forest Hills BS	0	0				0%
Government Road	16	2	72	94%	-\$168,900	13%
Montecito	21	2	52	94%	-\$144,300	10%
Oakdale	2	0				0%
Parkcrest	20	1	38	95%	-\$138,000	5%
Sperling-Duthie	26	0				0%
Simon Fraser Univer.	9	1	15	90%	-\$185,000	11%
Sullivan Heights	5	2	64	98%	-\$21,500	40%
Simon Fraser Hills	0	0				0%
Vancouver Heights	17	1	60	97%	-\$63,000	6%
Willingdon Heights	23	4	64	97%	-\$37,942	17%
Westridge BN	8	0				0%
Big Bend	7	1	28	95%	-\$98,000	14%
Burnaby Hospital	8	1	4	100%	\$5,100	13%
Buckingham Heights	9	1	71	100%	\$0	11%
Burnaby Lake	16	1	94	91%	-\$139,429	6%
Central Park BS	7	2	8	92%	-\$194,000	29%
Deer Lake	11	2	165	89%	-\$308,000	18%
Deer Lake Place	9	2	85	99%	-\$31,000	22%
Forest Glen BS	20	1	87	94%	-\$168,000	5%
Greentree Village	7	2	8	93%	-\$81,500	29%
Garden Village	15	3	7	96%	-\$90,000	20%
Highgate	19	2	31	97%	-\$56,500	11%
Metrtown	15	2	92	93%	-\$106,000	13%
Suncrest	11	3	33	96%	-\$59,000	27%
South Slope	43	4	33	101%	\$22,500	9%
Upper Deer Lake	25	2	67	89%	-\$210,000	8%
<b>Total Activity</b>	<b>424</b>	<b>47</b>	<b>48</b>	<b>95%</b>	<b>-\$89,000</b>	<b>11%</b>

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detached homes



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Market Analysis and Forecasting

Feb 1/18 Burnaby S. & N.

## Next Months Market Forecast

**Forecast:** Burnaby has a normal Listing supply; 311 homes are for sale and with the **11 %SOLD** monthly rate gives us a ~9 months of inventory. 7% of the active listings have reduced their price by \$103,818 on average or \$100,000 median. We project Burnaby to be a continued sellers market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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 & Forecast in your Local Market Area and more specifically - Your Neighbourhood.

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Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 Burnaby S. & N.

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)

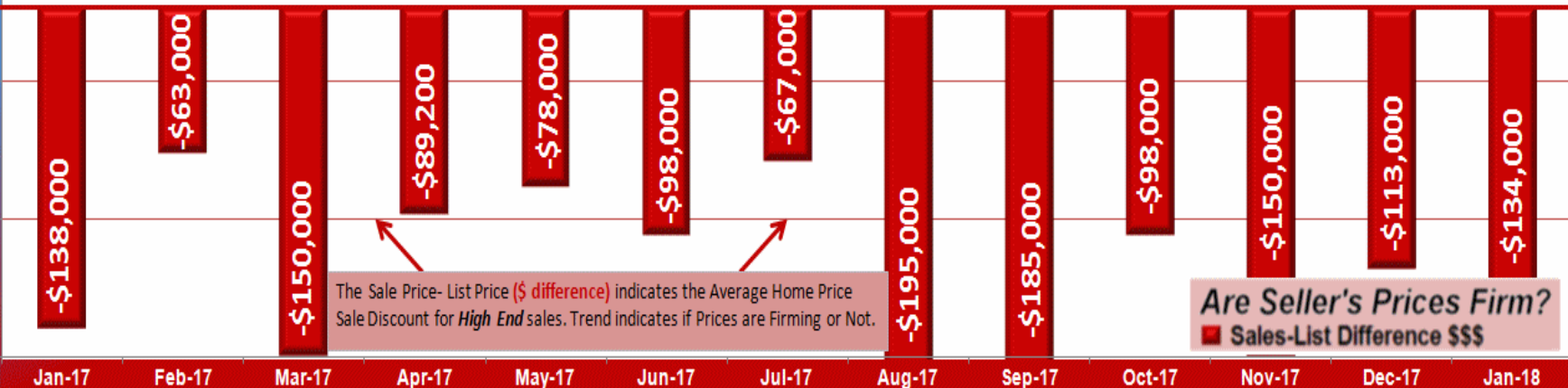
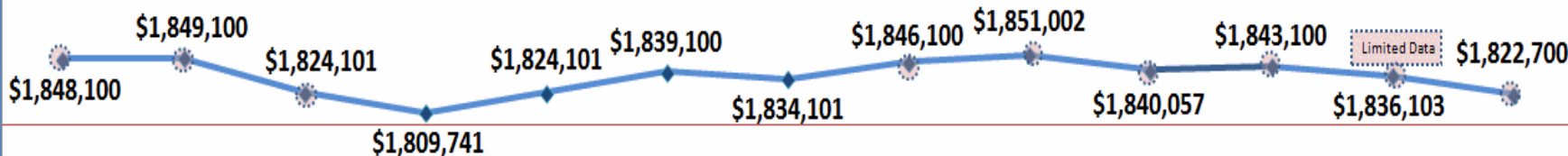
Home Price Changes  
(Home Price Index Paired sales from 2005)

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

Homes Over \$1,800,000

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

TOP 50%

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

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detached homes

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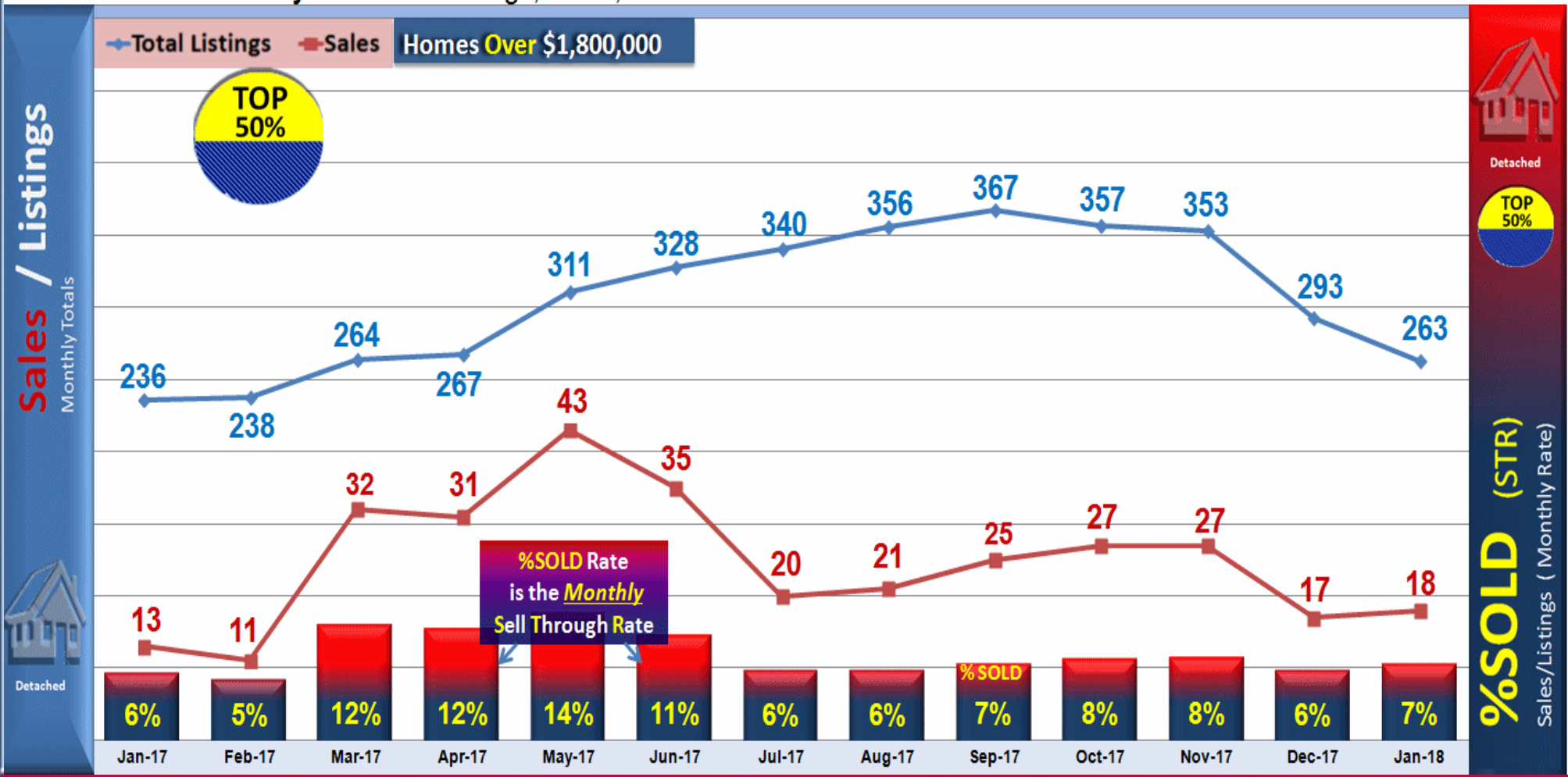


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## Market Analysis and Forecasting

Feb 1/18 Burnaby S. & N.

Detached Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached



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

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# Vancouver Market Reports

Statistics, on the Web!

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## Market Analysis and Forecasting

Feb 1/18 Burnaby S. & N.

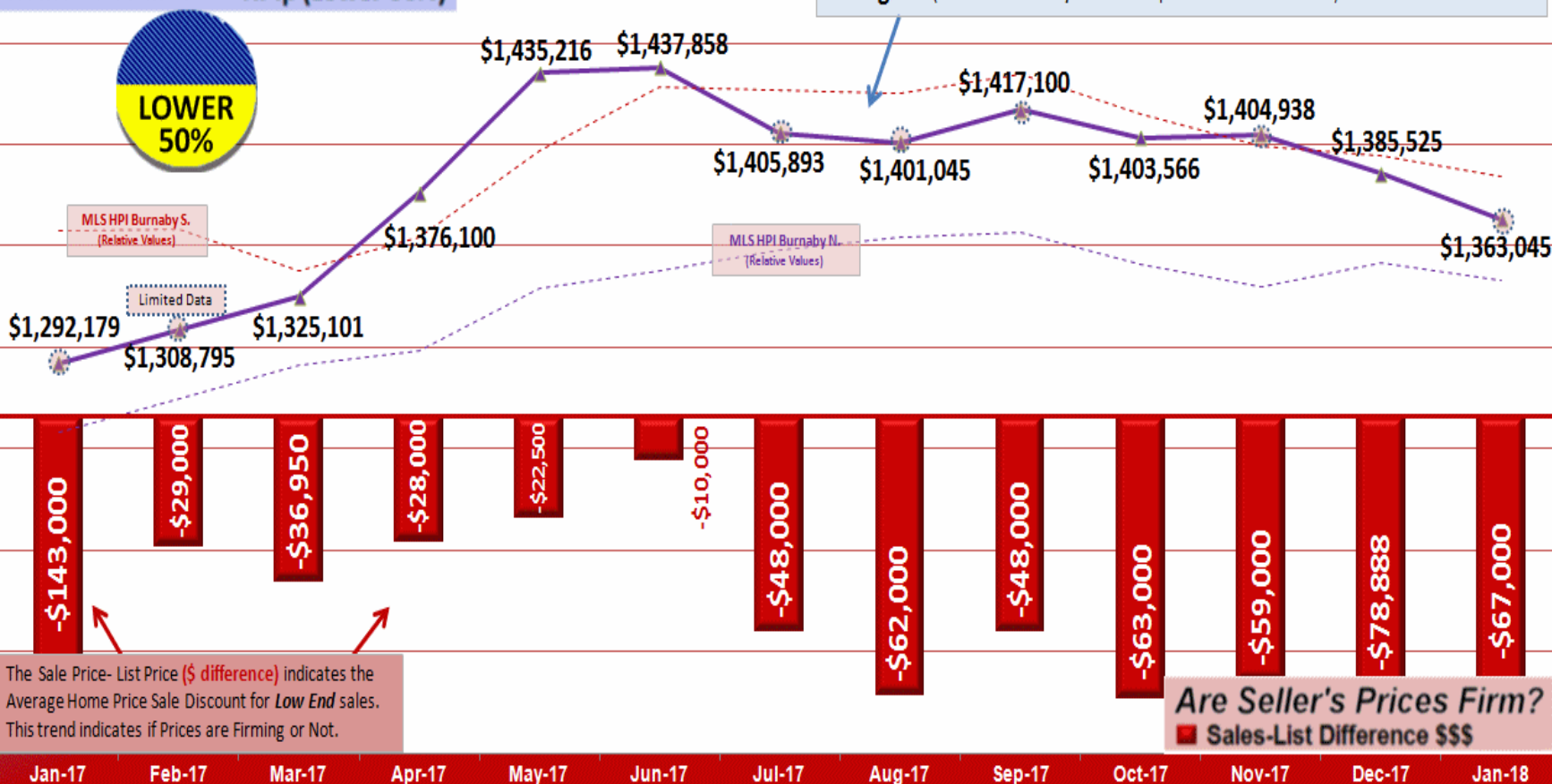
Detached Burnaby Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End sales)

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

### Are Home Prices Up?

Homes Below \$1,800,000

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



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

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached

LOWER 50%

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

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detached homes



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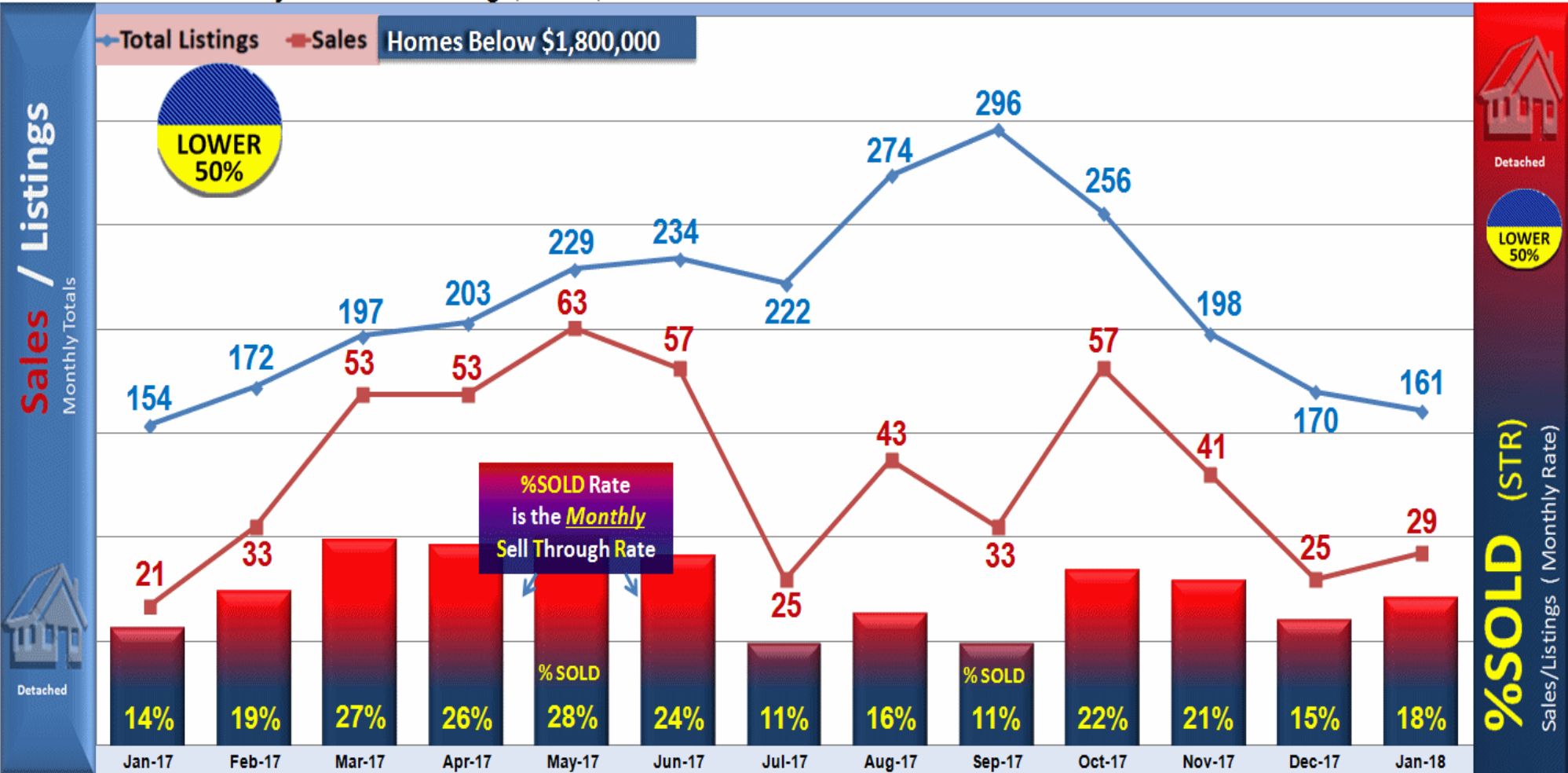


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## Market Analysis and Forecasting

Feb 1/18 Burnaby S. & N.

Detached Burnaby Total Listings, Sales, and %SOLD rates

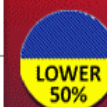


Sales / Listings

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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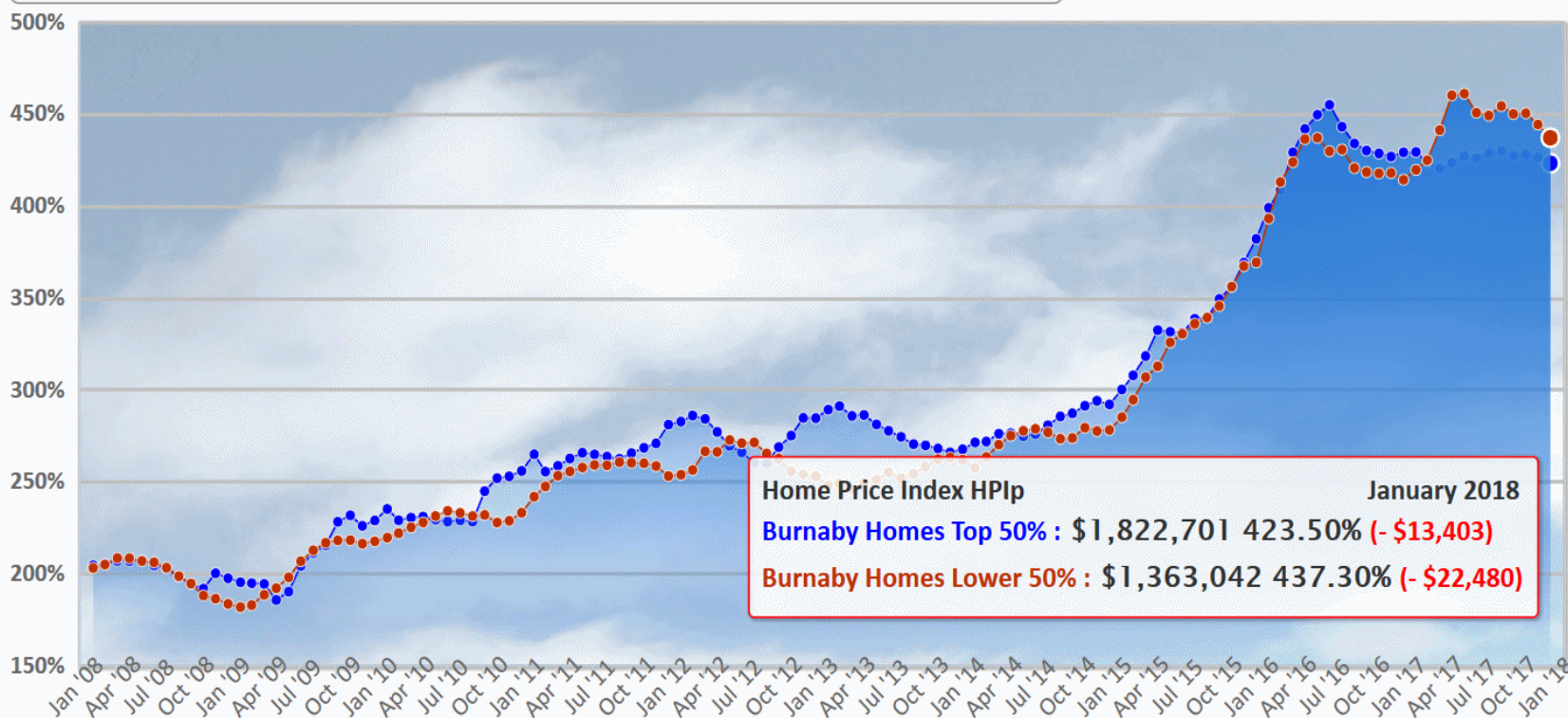
## Market Analysis and Forecasting

Feb 1/18 Burnaby S. & N.

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jan 2018	% 423.50
Dec 2017	% 426.60
Nov 2017	% 428.20
Oct 2017	% 427.50
Sep 2017	% 430.10
Aug 2017	% 428.90
Jul 2017	% 426.10
Jun 2017	% 427.30
May 2017	% 423.80
Apr 2017	% 420.50
Mar 2017	% 423.80
Feb 2017	% 429.60

<<< 1 2 3 >>>

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# Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby



Ron & Joyce Hubenig



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## New-West, Burnaby E. Real Estate Price Changes (\$/%)

新西,本拿比東房地產價格變動 / 新西,本拿比東 房地產價格變動

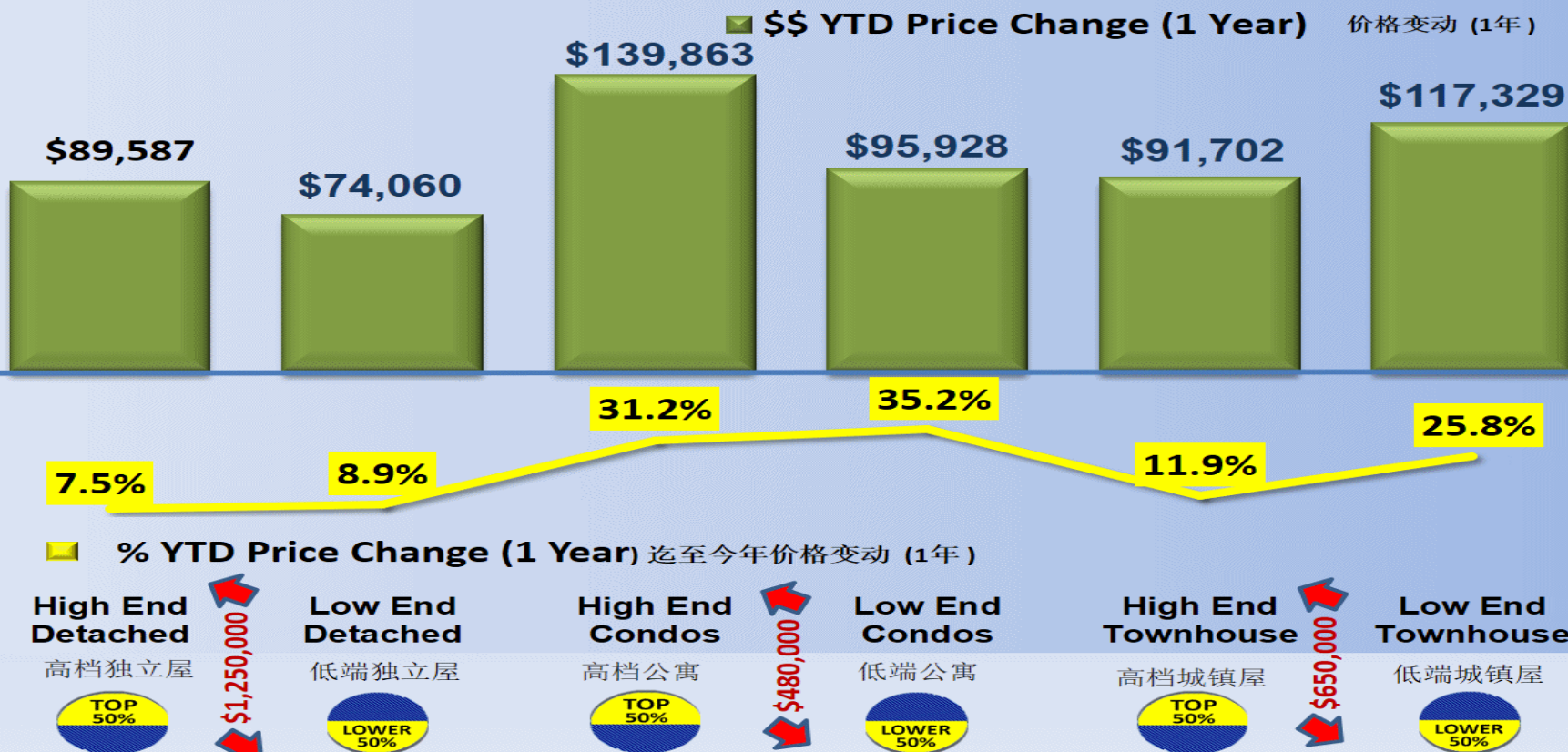
Housing Types: Year-To-Date Dec 2016 – Dec 2017 (Quarters)

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

Powered by: Vancouver Market Reports HPI<sup>ip</sup>

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes \$



年終住房價格變動  
年終住房價格變動

YTD Home Price Changes %

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

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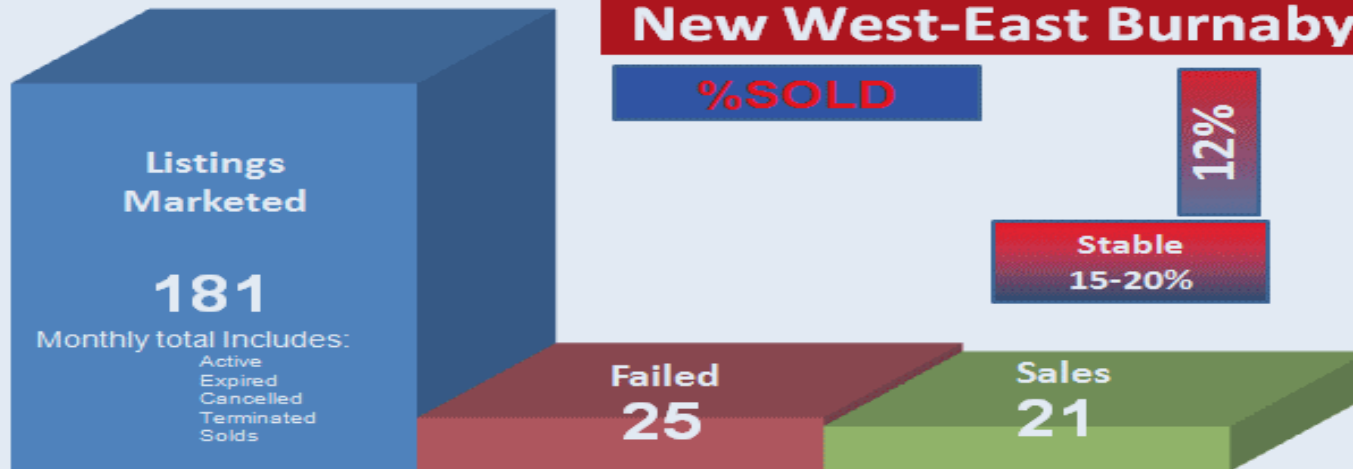


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Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby

## Monthly Market Activity - Jan 2018 - Single Family

### New West-East Burnaby



### Feb 1 2018 New Westminter - East Burnaby Market Update (Detached)

**Current:** New West & E. Burnaby's Residential Detached housing is in a Sellers Market with **12 %SOLD** Rate.

(Meaning 12 homes out of 100 sold last month with an average \$39,500 Discount from Original List price)

Most Active Range: Homes between \$1.35 mill. - \$1.5 mill. have High **18.2 %SOLD** rate.

Least Active Range: Homes between \$1 mill. - \$1.15 mill. have **9.1 %SOLD** rate.

**History:** The New West & E. Burnaby Year-To-Date Home Price Index **HPIp** (Upper 50%) shows that prices increased \$117,470.

The New West & E. Burnaby Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$83,348.

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



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Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby

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

New Westminster - East Burnaby List Price Ranges Statistics - Jan 2018							Detached
Home Price Range	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	17	2	4	99%	-\$13,500	11.8%	
\$1,000,001-\$1,150,000	11	1	2	107%	\$70,000	9.1%	↓
\$1,150,001-\$1,350,000	33	5	31	91%	-\$106,000	15.2%	
\$1,350,001-\$1,500,000	33	4	34	93%	-\$99,500	12.1%	
\$1,500,001-\$1,650,000	11	2	76	94%	-\$95,549	18.2%	↑
\$1,650,001 and more	76	7	39	92%	-\$176,571	9.2%	↓
<b>Total Activity</b>	<b>181</b>	<b>21</b>	<b>0</b>	<b>0%</b>	<b>\$0</b>	<b>12%</b>	

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	121	177	181		4	↑
Active Listings (1st of the Month)	92	151	130	135	5	↑
Solds	17	20	21		1	↑
Days on Market (DOM)	35	32	0		-32	↓
%SOLD (Sales/Listings/Mthly Rate)	18.5%	11.3%	11.6%		0.3%	↑
Upper 50% Home Price Index HPIp	\$1,174,894	\$1,295,169	\$1,292,364		-\$2,805	↓
Lower 50% Home Price Index HPIp	\$826,650	\$905,101	\$909,998		\$4,897	↑

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detached homes



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Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby

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

### New Westminster - East Burnaby Sub Area Statistics - Jan 2018 Detached

Neighborhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
East Burnaby	53	7	56	92%	-\$159,100	13%
The Crest BE	18	3	20	90%	-\$138,000	17%
Edmonds BE	18	0				0%
Connaught Heights NW	6	1	3	91%	-\$110,000	17%
Downtown NW	0	0				0%
Fraserview NW	0	0				0%
GlenBrooke North NW	11	1	32	93%	-\$100,000	9%
Moody Park NW	3	1	111	84%	-\$270,000	33%
North Arm NW	0	0				0%
Queensborough NW	24	4	34	100%	\$8,056	17%
Queens Park NW	4	0				0%
Sapperton NW	13	1	2	107%	\$70,000	8%
The Heights NW	14	1	8	99%	-\$12,000	7%
Uptown NW	7	1	154	102%	\$23,429	14%
West End NW	10	1	2	100%	\$5,000	10%
<b>Total Activity</b>	<b>181</b>	<b>21</b>	<b>0</b>	<b>0%</b>	<b>\$0</b>	<b>12%</b>



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby



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## Next Months Market Forecast

**Forecast:** New Westminster- East Burnaby has an average Listing Supply; 135 homes are for sale and with the **12% SOLD** Monthly Rate giving us a ~8 Months of Inventory. Another indicator: 4% of the Active Listings have Reduced their Price by \$55,600 on Average and \$50,000 on Median in the last month. We project New Westminster- East Burnaby Detached to be a sellers Market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



Ron & Joyce Hubenig



Ph: 778-549-9909

## Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby

Detached

New West, E. 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 Home sales)

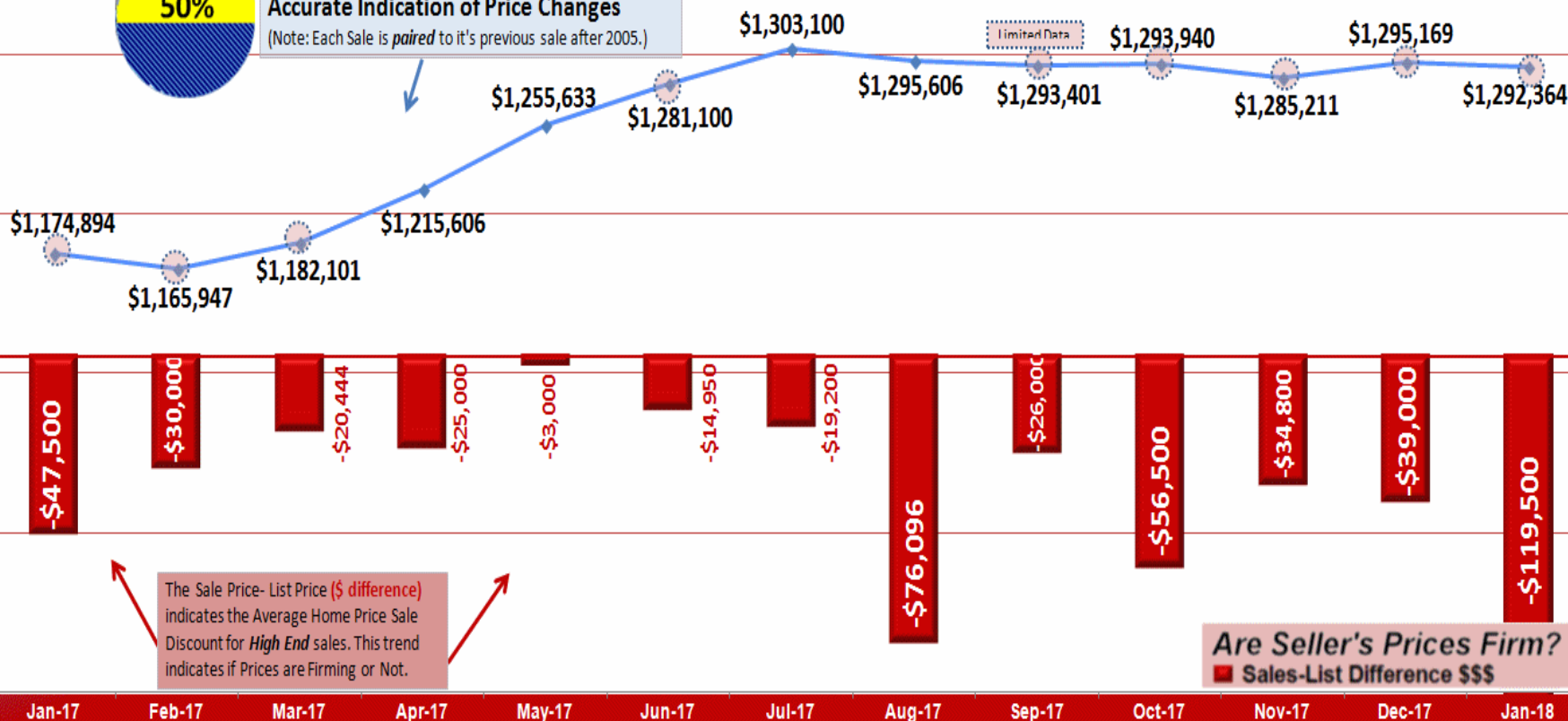
### Are Home Prices Up?

Homes Over \$1,250,000

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 \$\$\$

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



Detached



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

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## Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby

Detached New West, E. Burnaby Total Listings, Sales, and %SOLD rates

◆ Total Listings 
 ■ Sales 
 Homes Over \$1,250,000



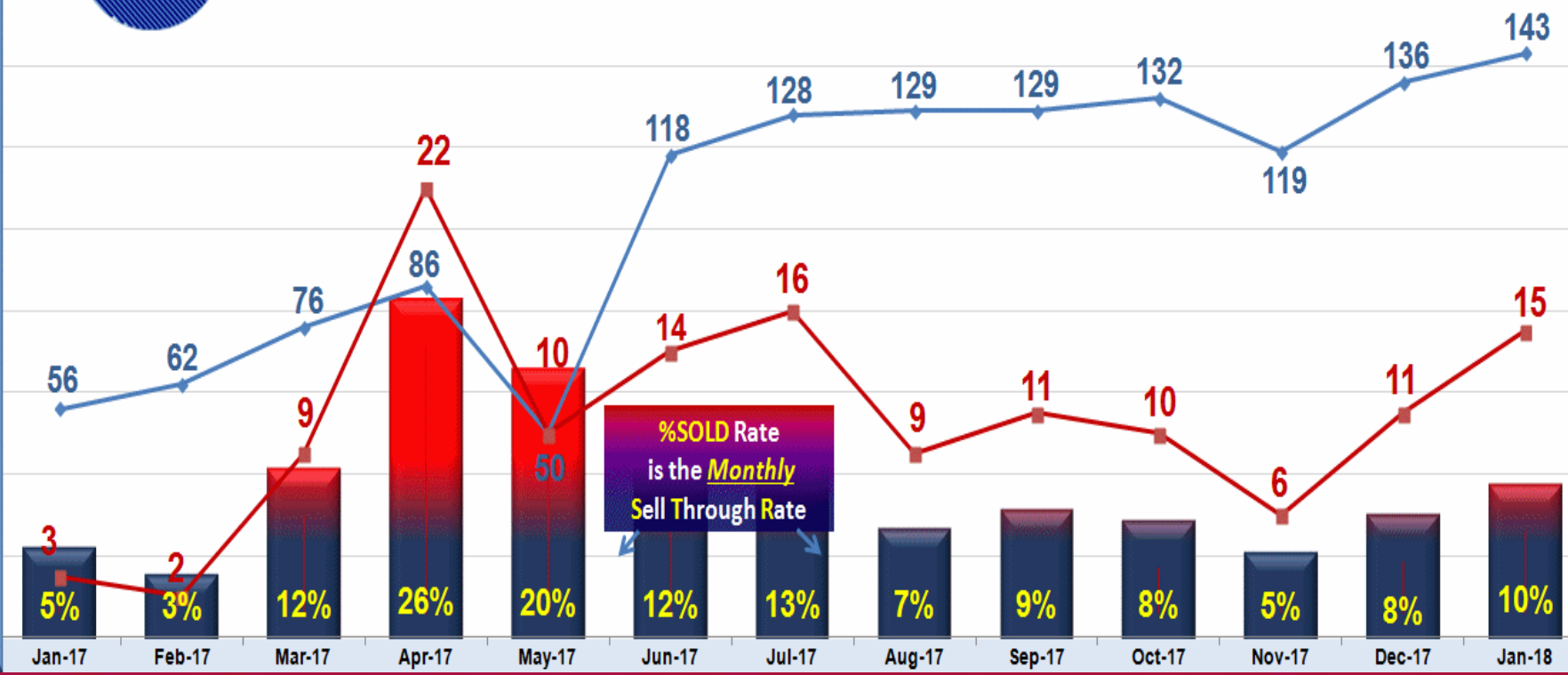
Sales / Listings



Detached



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



%SOLD Rate is the Monthly Sell Through Rate

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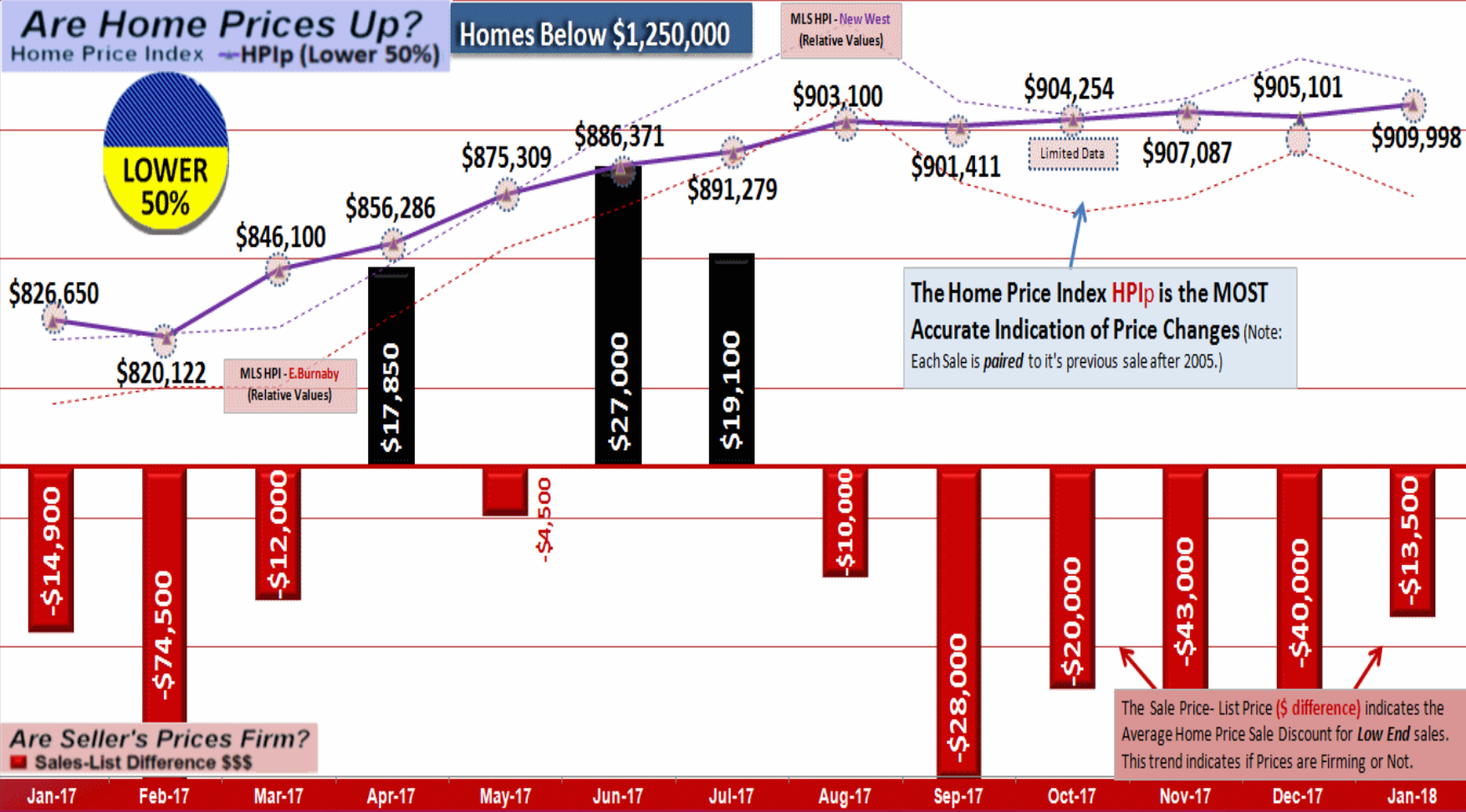


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## Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby

Detached New West, E. 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 Home sales)

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

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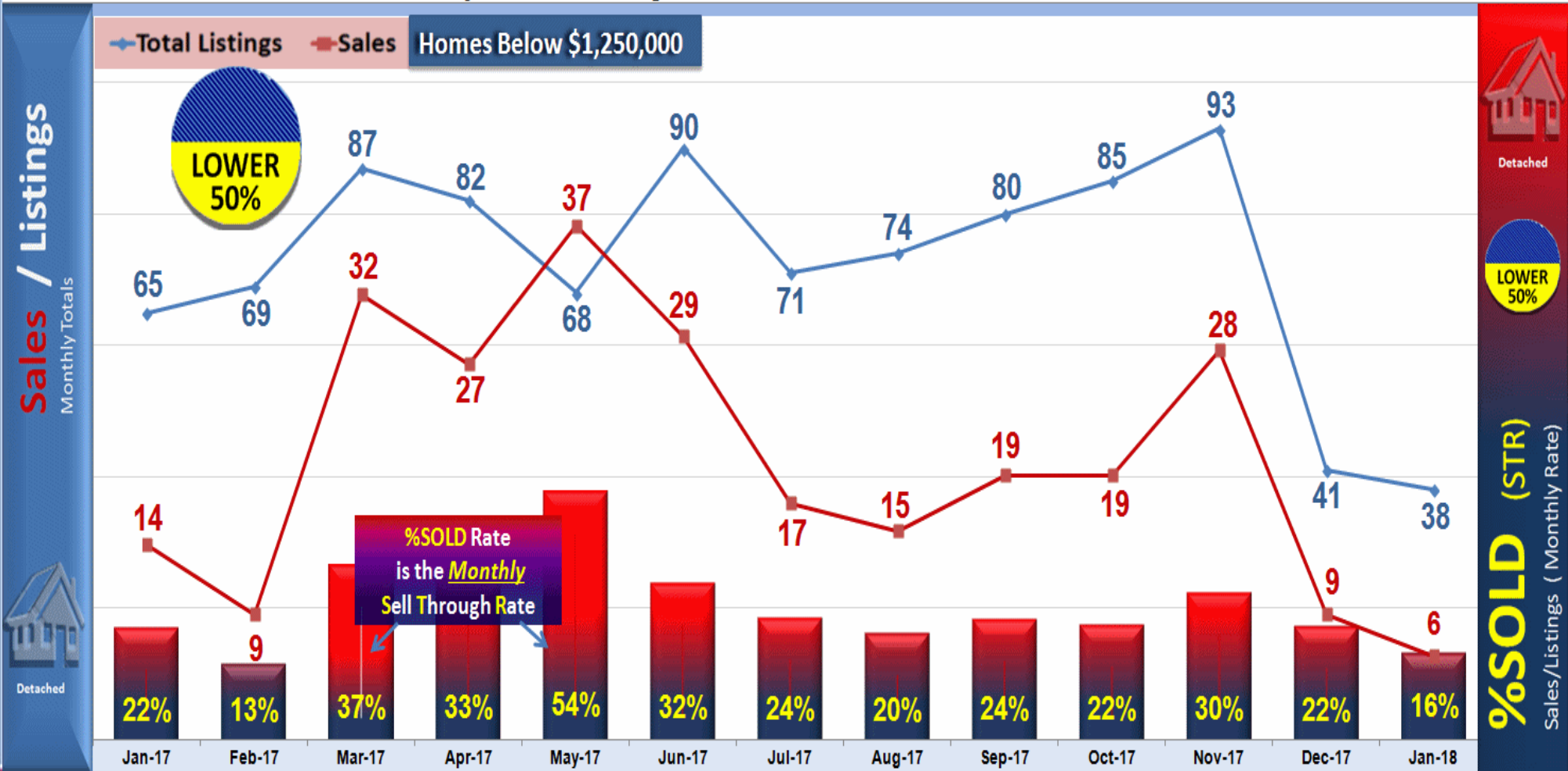
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## Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby

Detached New West, E. Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached



LOWER 50%

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

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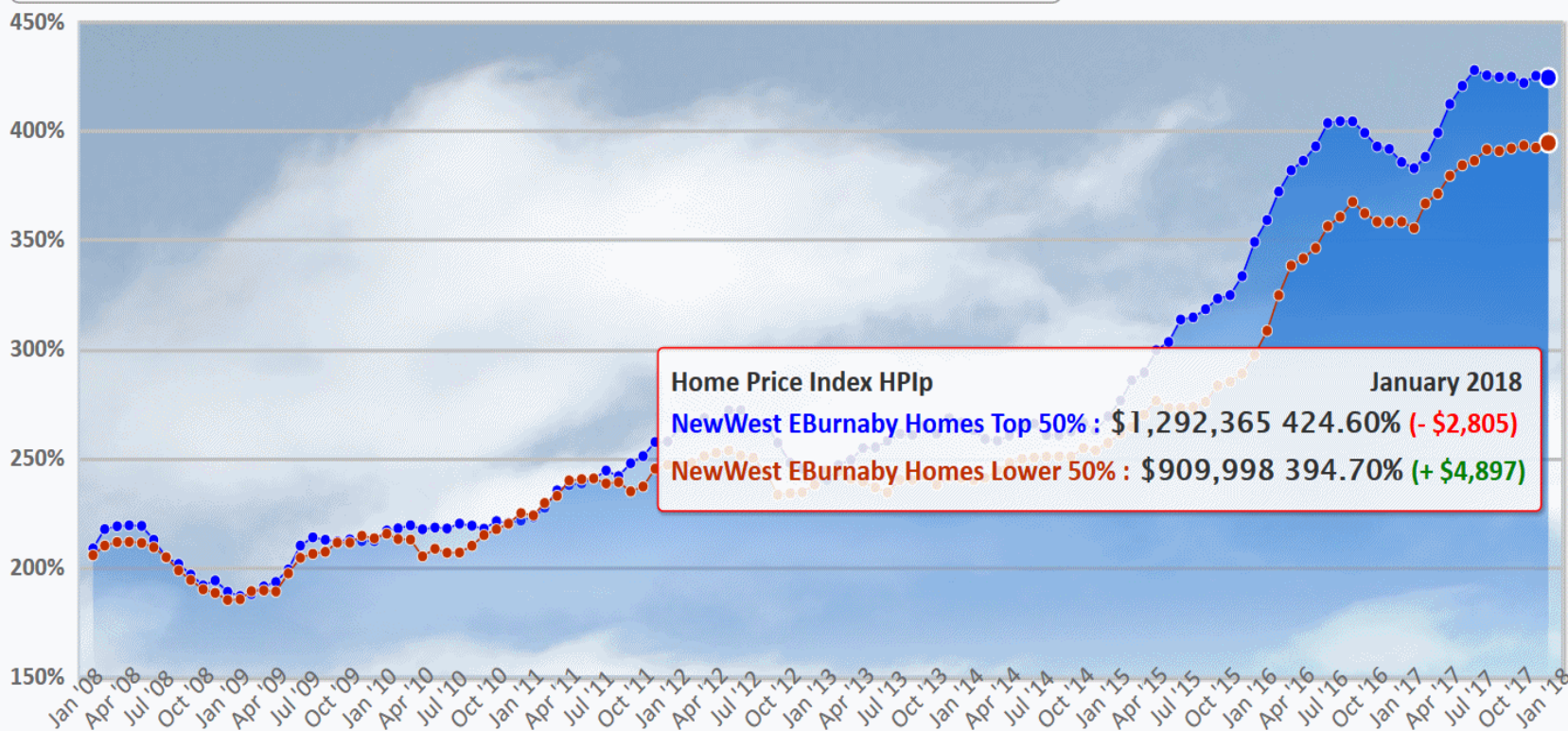
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## Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby

Powered by the Greater Vancouver Market Reports HPIp



NewWest EBurnaby Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 NewWest EBurnaby Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jan 2018	% 424.60
Dec 2017	% 425.50
Nov 2017	% 422.20
Oct 2017	% 425.10
Sep 2017	% 424.90
Aug 2017	% 425.70
Jul 2017	% 428.10
Jun 2017	% 420.90
May 2017	% 412.50
Apr 2017	% 399.40
Mar 2017	% 388.40
Feb 2017	% 383.10

<<< 1 2 3 >>>

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 Coquitlam

## 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 Dec 2016 – Dec 2017 (Quarters)

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

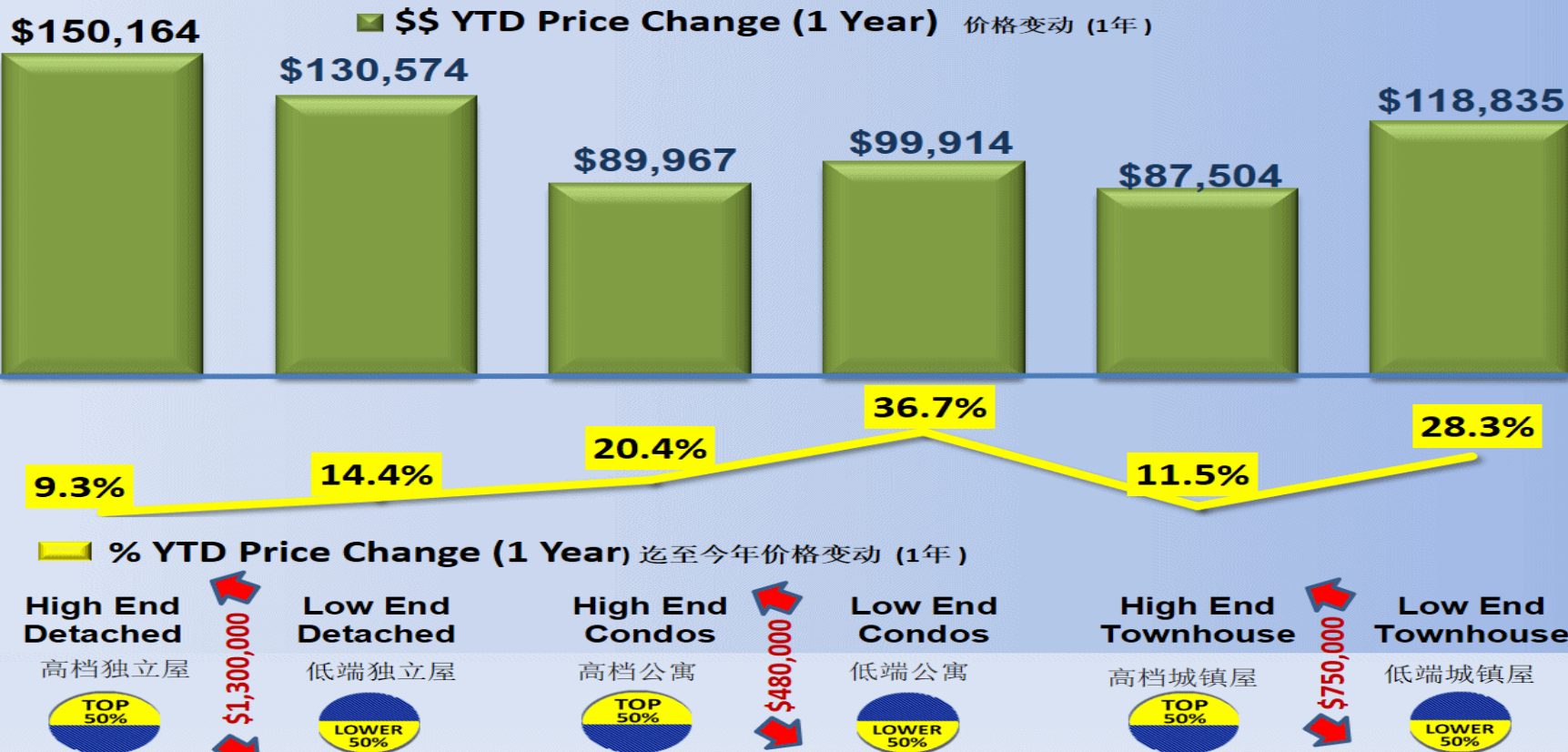
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年終住房價格變動  
年終住房價格變動

YTD Home Price Changes \$

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes %



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

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detached homes



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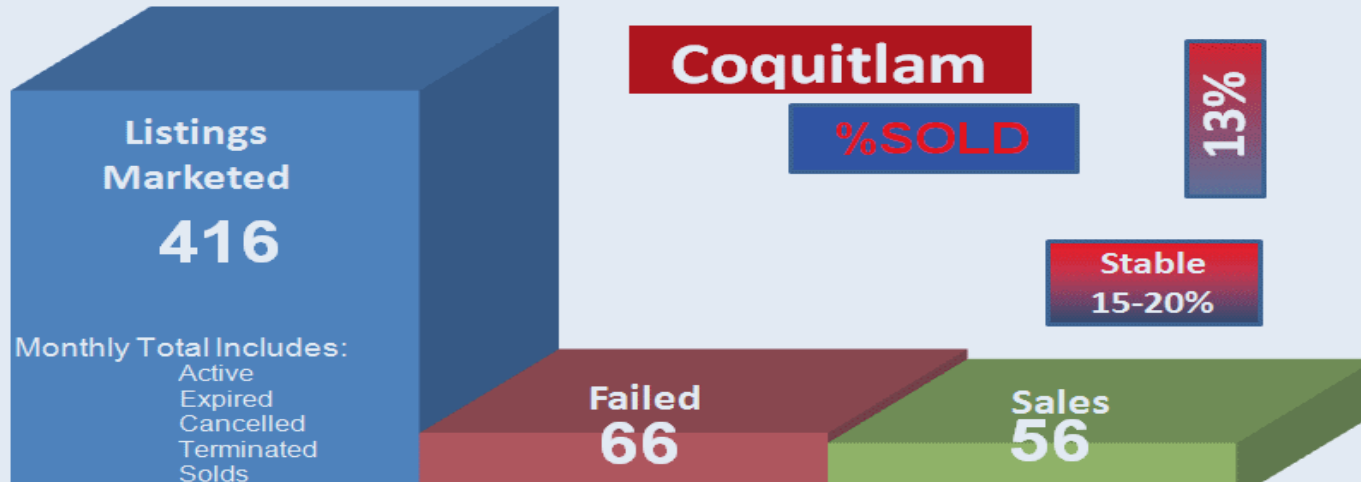


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Market Analysis and Forecasting

Feb 1/18 Coquitlam

## Monthly Market Activity - Jan 2018 - Single Family



Feb 1, 2018 Coquitlam Market Update (Detached)

**Current:** Coquitlam's **13 % SOLD** Rate indicates a Stable Market.

(This means 12 homes out of 100 sold last month with an Average \$28,500 Discount from the Original List Price) but do check the many micro-markets **13 %SOLD** rates for each neighbourhood.

*Most Active Price Range:* Homes below \$1,000,000 have a **38.1 %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 increased \$173,061. The Coquitlam Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$125,576.

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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## Market Analysis and Forecasting

Feb 1/18 Coquitlam

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

Coquitlam Price Range Statistics - Jan 2018					Detached		
Home Price Range	Total Listings (Month)	Sales	DOM	Sell Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	21	8	18	99%	-\$4,500	38.1%	↑
\$1,000,000-1,200,000	43	13	33	97%	-\$29,000	30.2%	↑
\$1,200,001-\$1,400,000	73	13	33	96%	-\$52,000	17.8%	↑
\$1,400,001-\$1,700,000	112	15	50	97%	-\$46,500	13.4%	↓
\$1,700,001-\$2,000,000	44	2	101	96%	-\$78,500	4.5%	↓
\$2,000,001 and more	123	5	64	93%	-\$165,000	4.1%	↓
<b>Total Activity</b>	<b>416</b>	<b>56</b>	<b>38</b>	<b>97%</b>	<b>-\$32,950</b>	<b>13%</b>	

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	323	432	416		-16	↓
Active Listings	192	374	276	294	18	↑
Solds	35	50	56		6	↑
DOM	29	25	38		13	↑
%SOLD (Sales/Listings /Mthly Rate)	11%	12%	13%		2%	↑
(Top 50%) Home Price Index HPIp	\$1,615,795	\$1,790,770	\$1,788,857		-\$1,914	↓
(Lower 50%) Home Price Index HPIp	\$922,100	\$1,045,100	\$1,047,676		\$2,576	↑



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 Coquitlam

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

Coquitlam Neighbourhood Statistics - Jan 2018					Detached	
Neighbourhoods	Total Listings	Sales	DOM	Sell Price /List Price	Sell - List \$Difference	%SOLD
Burke Mountain	84	10	45	98%	-\$30,000	11.9%
Central Coquitlam-Chineside	100	10	37	95%	-\$59,750	10.0%
Coquitlam East	24	8	31	98%	-\$26,000	33.3%
Cape Horn	9	1	66	97%	-\$34,900	11.1%
Coquitlam West	48	5	64	96%	-\$44,000	10.4%
Eagle Ridge-Canyon Springs	7	0				0.0%
Harbour Chines	12	2	44	95%	-\$62,000	16.7%
Hockaday	7	3	26	96%	-\$48,800	42.9%
Harbour Place	7	0				0.0%
Meadow Brook	6	1	10	100%	\$0	16.7%
Maillardville	30	3	92	86%	-\$125,000	10.0%
New Horizons	13	3	8	101%	\$10,100	23.1%
Park Ridge Estates	1	0				0.0%
Ranch Park	10	2	6	100%	-\$4,950	20.0%
River Springs	0	0				0.0%
Scott Creek	1	0				0.0%
Eagle Ridge - Summit	8	2	3	104%	\$35,556	25.0%
Westwood Plateau-Summit	49	6	69	95%	-\$82,000	12.2%
<b>Total Activity</b>	<b>416</b>	<b>56</b>	<b>38</b>	<b>97%</b>	<b>-\$32,950</b>	<b>13%</b>

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# Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting

Feb 1/18 Coquitlam

TEAM 3000  
REALTY LTD



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## Next Months Market Forecast

**Forecast:** Coquitlam has a normal Listing supply; 294 homes are for sale. With the **13% SOLD** Monthly Rate (**STR**) gives us ~8 months of inventory. 3% of the Active Listings have reduced their price by \$48,021 on Average or \$47,500 Median. We project Coquitlam Detached to be a Sellers Market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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detached homes



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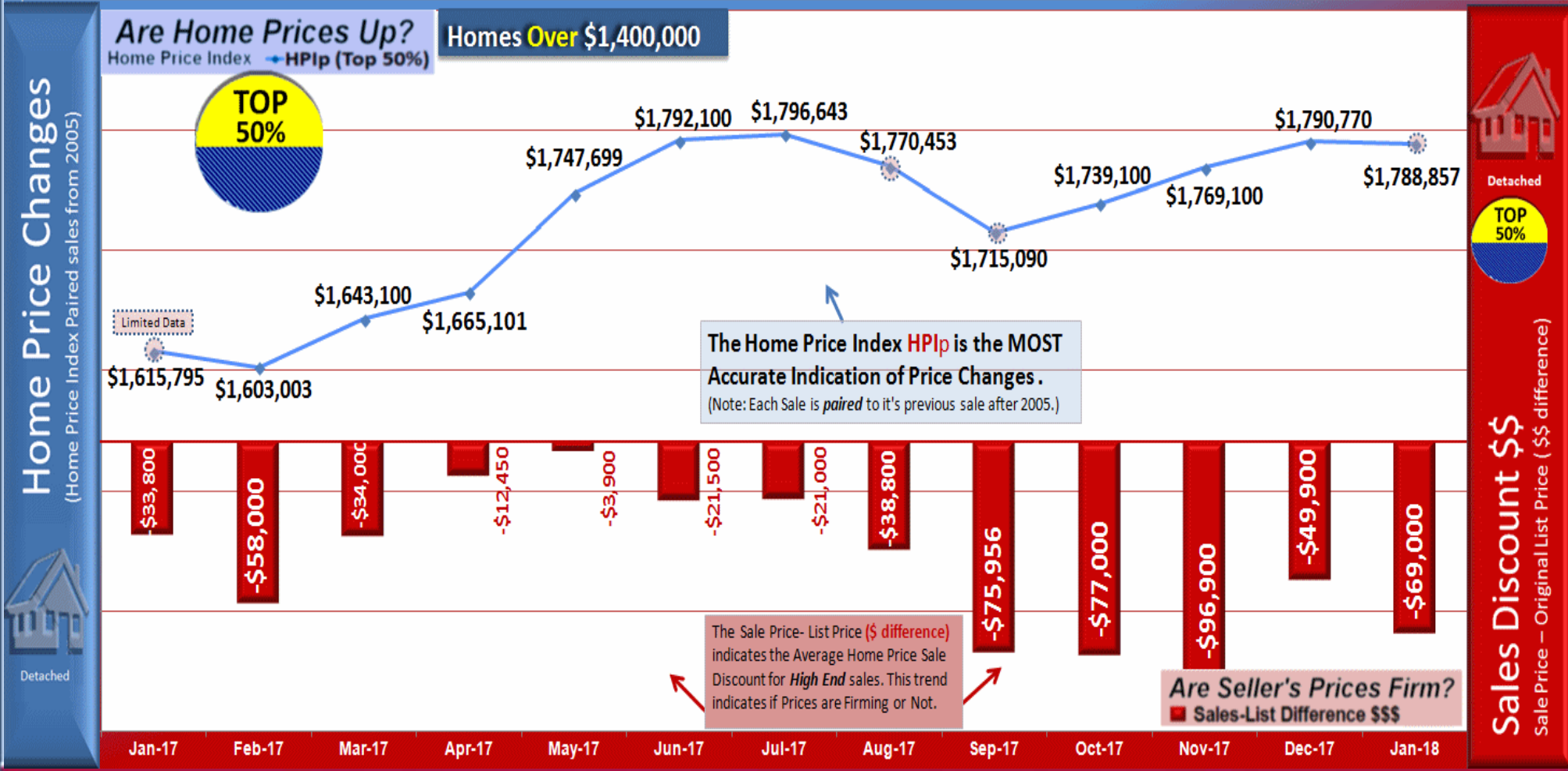


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## Market Analysis and Forecasting

Feb 1/18 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)



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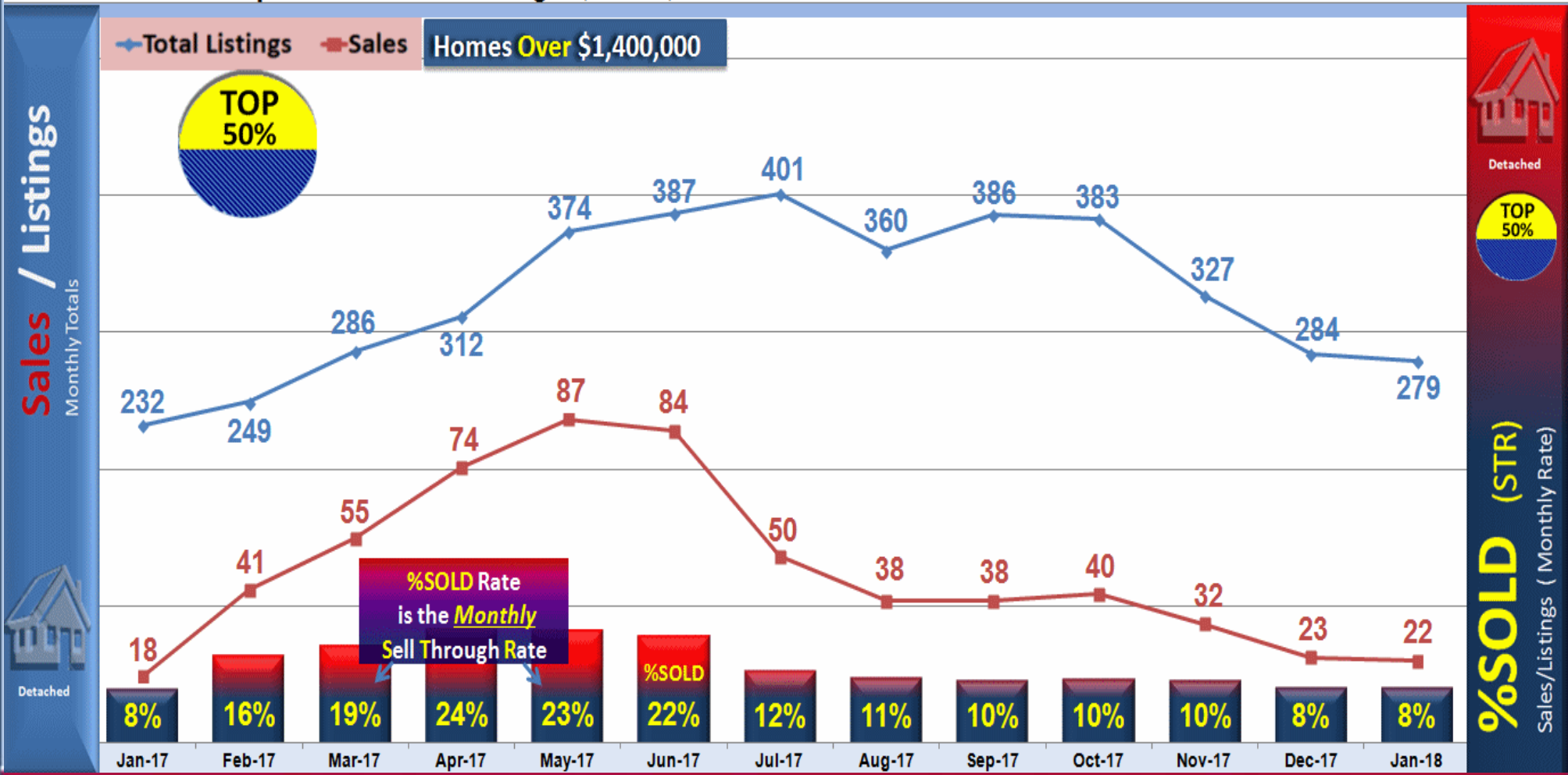


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## Market Analysis and Forecasting

Feb 1/18 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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detached homes



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## Market Analysis and Forecasting

Feb 1/18 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)



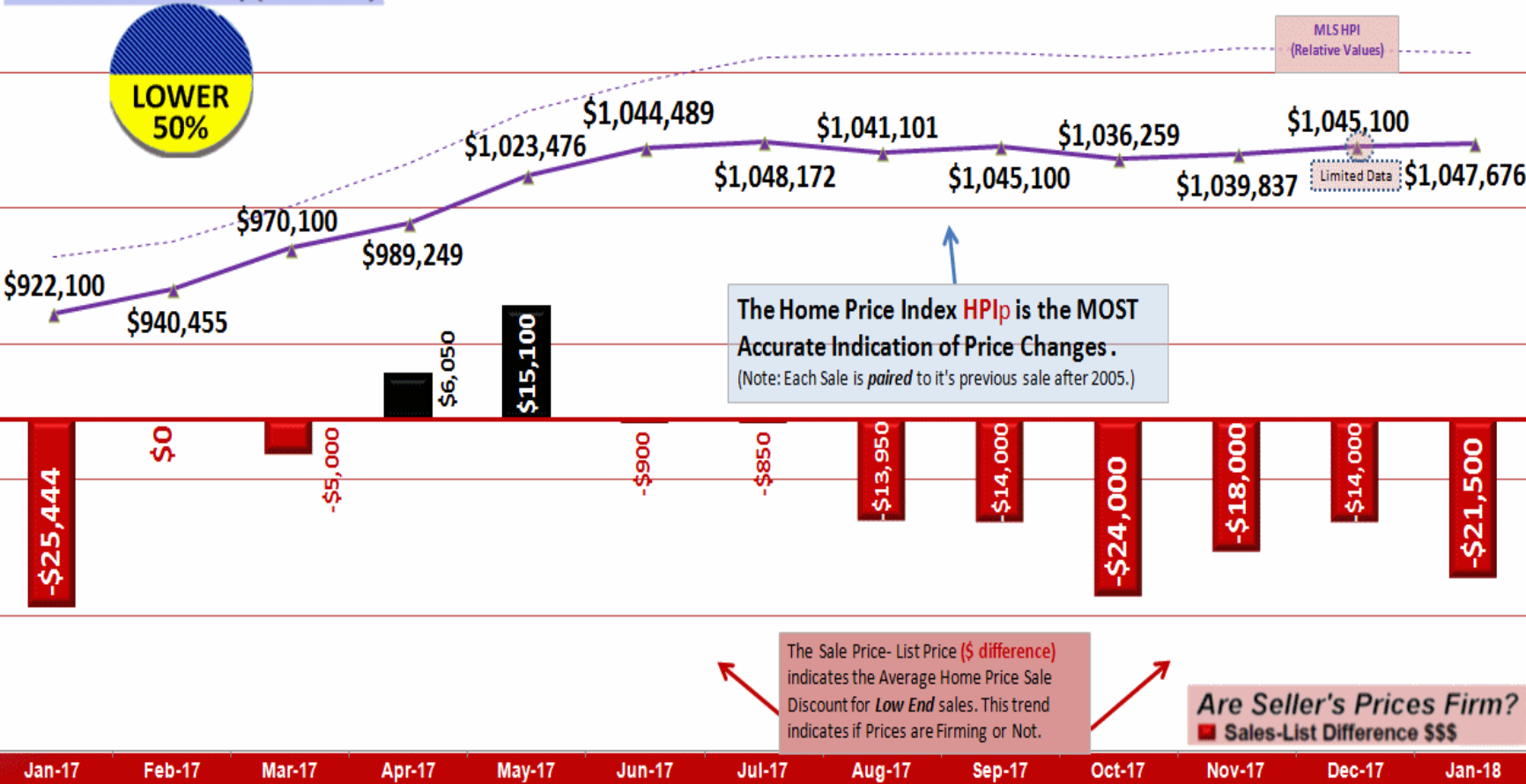
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LOWER 50%

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

### Are Home Prices Up? Homes Below \$1,400,000



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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## Market Analysis and Forecasting

Feb 1/18 Coquitlam

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

← Total Listings → Sales Homes Below \$1,400,000



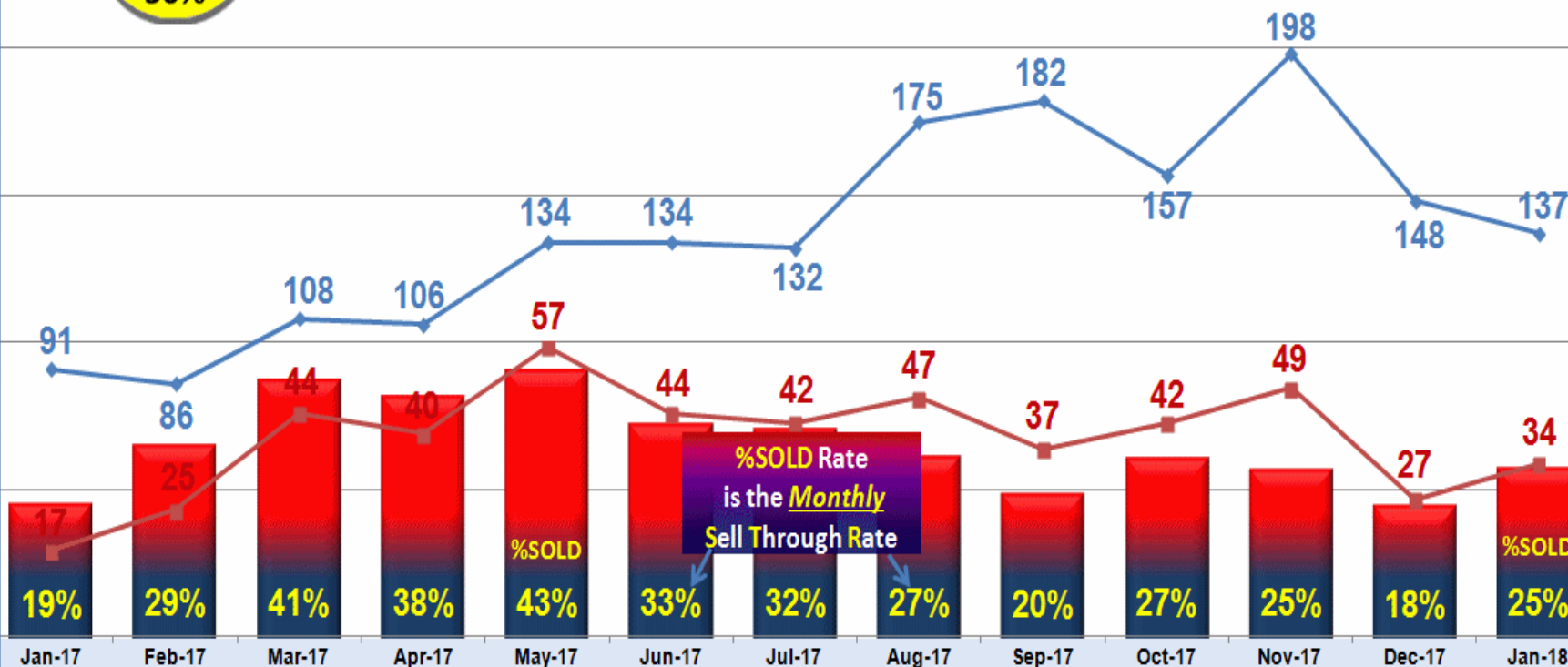
Detached



Sales / Listings  
Monthly Totals



Detached



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

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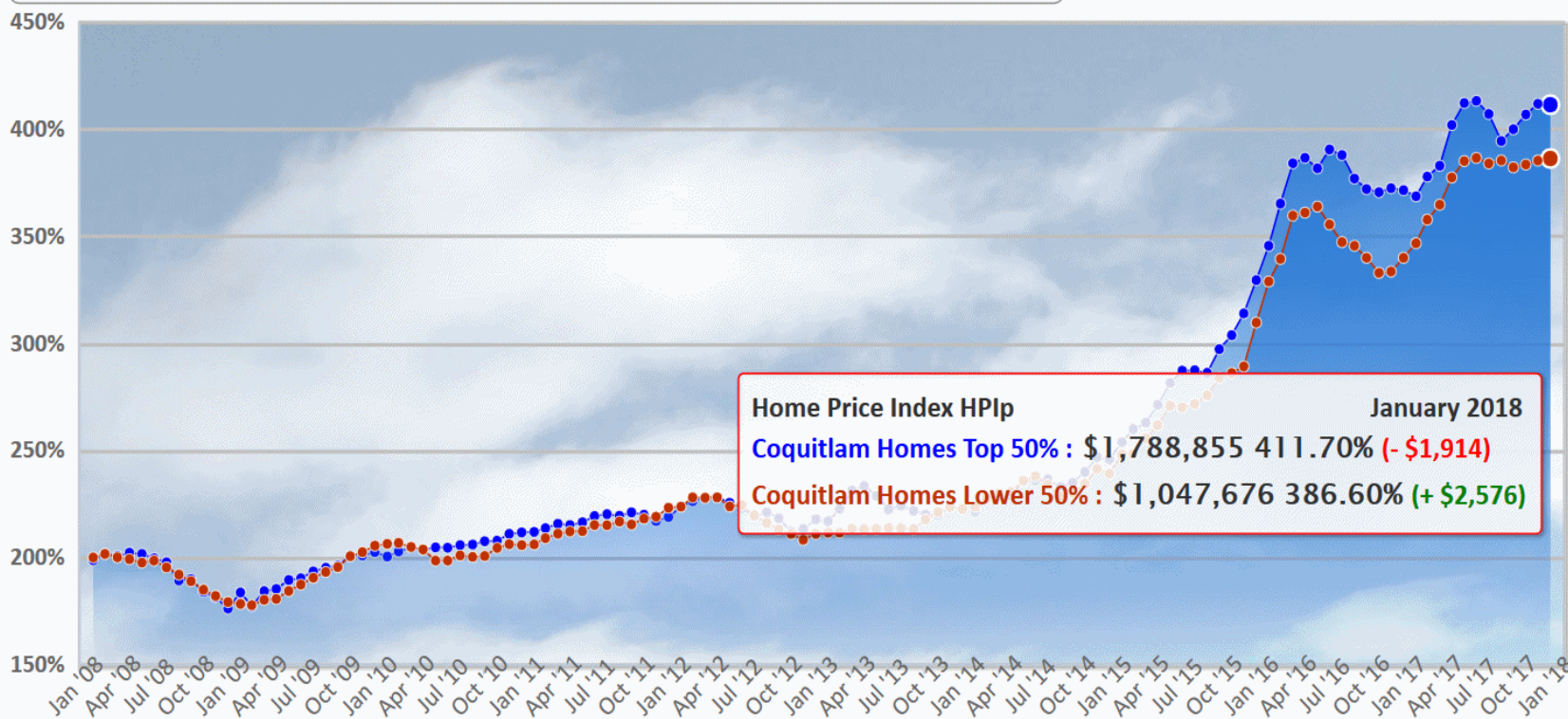
## Market Analysis and Forecasting

Feb 1/18 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp



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



**Home Price Index HPIp** January 2018  
 Coquitlam Homes Top 50% : \$1,788,855 411.70% (- \$1,914)  
 Coquitlam Homes Lower 50% : \$1,047,676 386.60% (+ \$2,576)

Monthly Home values

Date	Value
Jan 2018	% 411.70
Dec 2017	% 412.10
Nov 2017	% 407.10
Oct 2017	% 400.20
Sep 2017	% 394.70
Aug 2017	% 407.40
Jul 2017	% 413.50
Jun 2017	% 412.40
May 2017	% 402.20
Apr 2017	% 383.20
Mar 2017	% 378.10
Feb 2017	% 368.90

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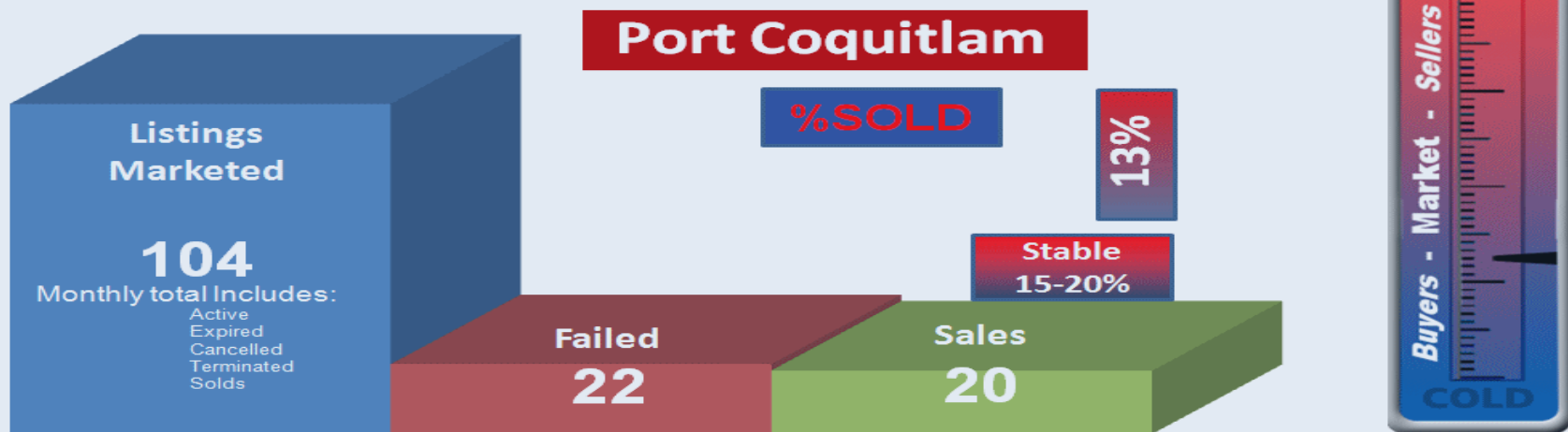
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Market Analysis and Forecasting Feb 1/18 Port Coquitlam

## Monthly Market Activity - Jan 2018 - Single Family



### Feb 1 2018 Port Coquitlam Market Update (Detached)

**Current:** Pt Coquitlam's **13 %SOLD** rate indicates a Sellers Market.

(This means 13 homes out of 100 sold with an average \$15,000 discount from the original list price).

*Most Active Price Range:* Homes between \$1 mill. - \$1.1 mill. have **23.1 %SOLD** rate.

*Least Active Price Range:* Homes above \$1.1 mill. have **4.7 %SOLD** rate.

**History:** Port Coquitlam Year-To-Date RMR Home Price Index\* shows that prices increased \$168,723.

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



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Market Analysis and Forecasting

Feb 1/18 Port Coquitlam

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

### Port Coquitlam Price Range Statistics - Jan 2018

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$850,000	11	2	69	93%	-\$54,000	18.2%	↑
\$850,000-\$900,000	13	2	16	104%	\$32,500	15.4%	
\$900,001-\$1,000,000	24	4	15	100%	-\$2,500	16.7%	↑
\$1,000,001-\$1,100,000	13	3	7	99%	-\$8,000	23.1%	↑
\$1,100,001 and more	43	2	19	97%	-\$34,000	4.7%	↓
<b>Total Activity</b>	<b>104</b>	<b>13</b>	<b>20</b>	<b>99%</b>	<b>-\$15,000</b>	<b>13%</b>	

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	113	109	104		-5	↓
Active Listings (1st of the month)	73	87	67	75	8	↑
Solds	14	20	13		-7	↓
Days on Market (DOM)	10	11	20		9	↑
%SOLD (Sales/ Listings/Mthly Rate)	12%	18.3%	12.5%		-6%	↓
Home Price Index	\$797,100	\$947,000	\$965,823		\$18,823	↑



\*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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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting Feb 1/18 Port Coquitlam

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

Port Coquitlam Sub areas Statistics - Jan 2018			Detached			
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Birchland Manor	1	0				0.0%
Central Port Coquitlam	14	2	69	93%	-\$54,000	14.3%
Citadel PQ	15	2	46	99%	-\$11,500	13.3%
Glenwood PQ	26	3	21	99%	-\$5,000	11.5%
Lower Mary Hill	3	0				0.0%
Lincoln Park PQ	11	1	17	96%	-\$45,000	9.1%
Mary Hill	7	0				0.0%
Oxford Heights	12	2	8	100%	\$50	16.7%
Riverwood	5	1	25	96%	-\$32,500	20.0%
Woodland Acres PQ	10	2	14	99%	-\$11,500	20.0%
<b>Total Activity</b>	<b>104</b>	<b>13</b>	<b>20</b>	<b>99%</b>	<b>-\$15,000</b>	<b>13%</b>



\*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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# Vancouver Market Reports

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Market Analysis and Forecasting

Feb 1/18 Port Coquitlam

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## Next Months Market Forecast

**Forecast:** Port Coquitlam has Average Listing supply; 75 homes are for sale and with the **13 %SOLD** Monthly rate gives us a ~8 months of inventory. 5% of the active listings have reduced their price by \$23,500 on average and \$22,500 on median. We project Port Coquitlam to be a continued Sellers Market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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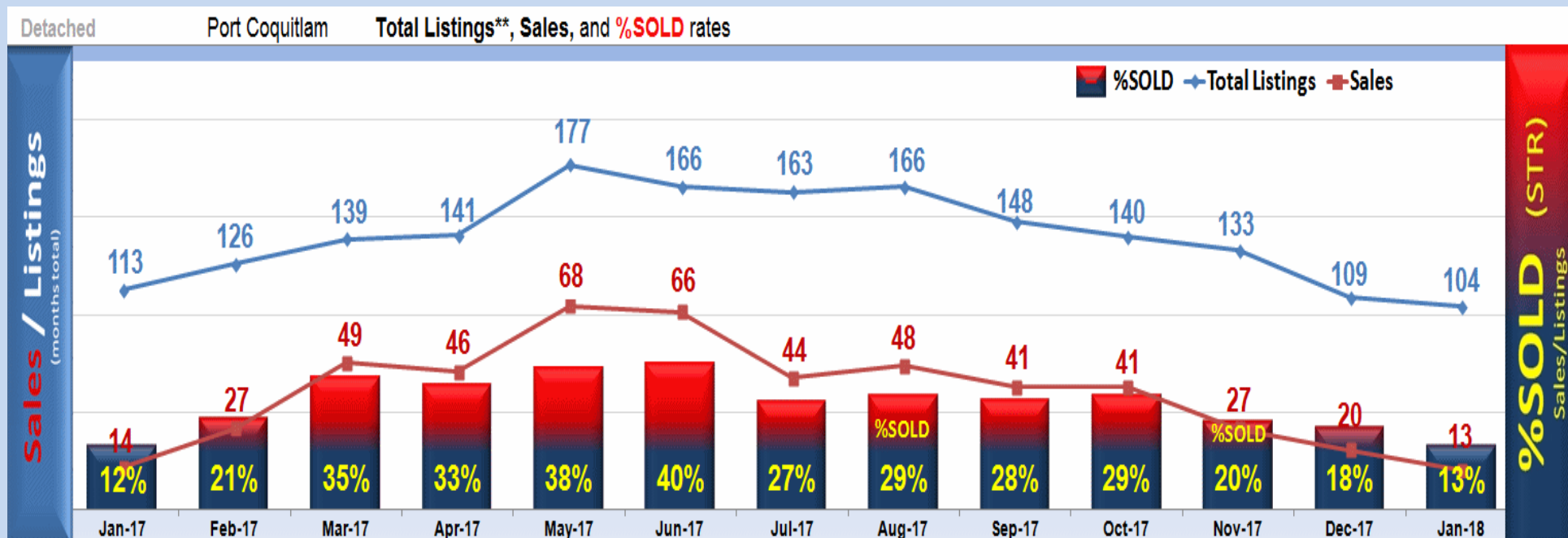


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Market Analysis and Forecasting

Feb 1/18 Port Coquitlam

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



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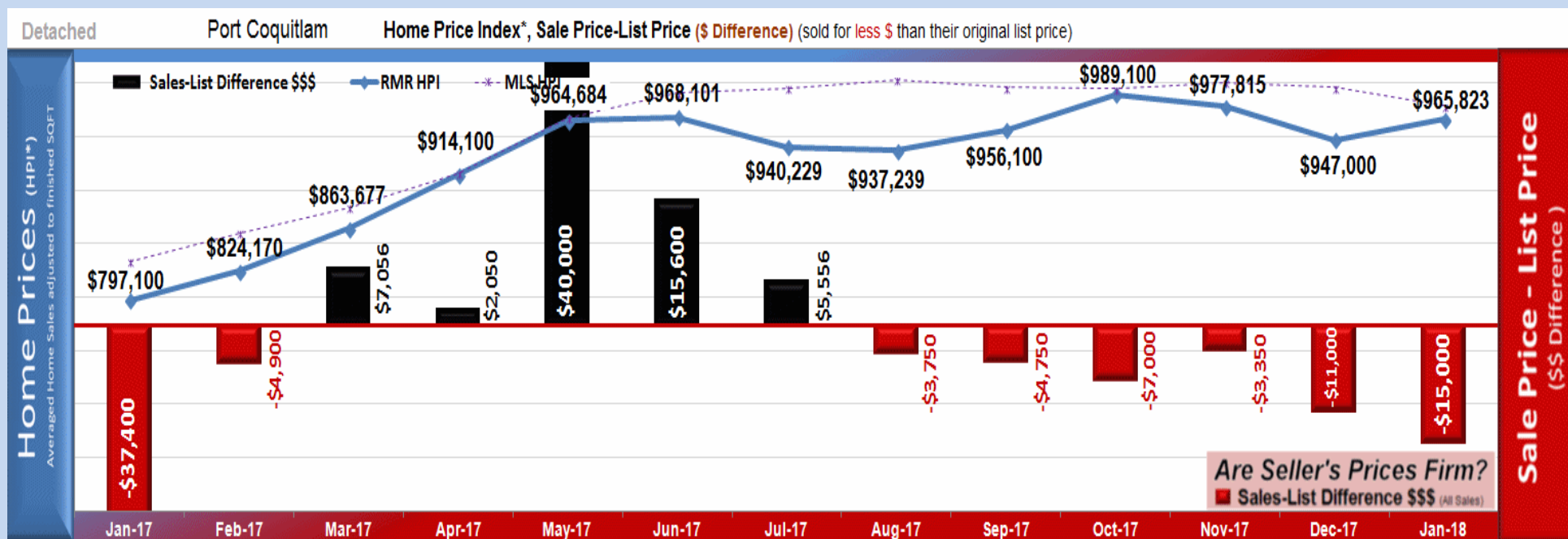


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Market Analysis and Forecasting

Feb 1/18 Port Coquitlam

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



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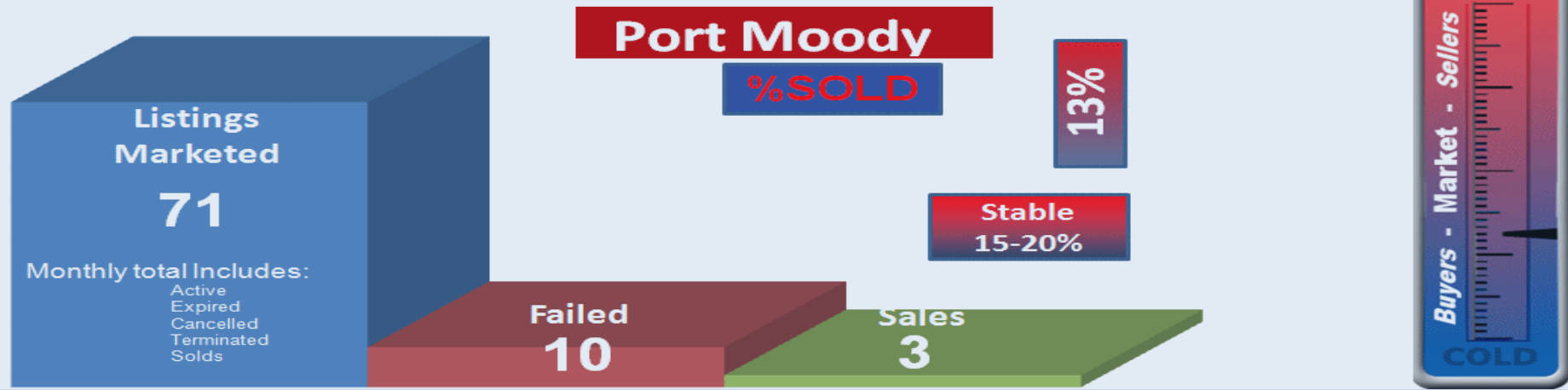


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Market Analysis and Forecasting

Feb 1/18 Port Moody

## Monthly Market Activity - Jan 2018- Single Family



### Jan 1 2018 Port Moody Market Update (Detached)

**Current:** Port Moody's **13 %SOLD** Rate indicates a Sellers Market.  
(Meaning 13 Homes out of 100 Sold Last Month with an Average \$74,500 Discount from the Original List price).

*Most Active Price Range:* Homes between \$1.0 mill. - \$1.5 mill. have **22.7 %SOLD** rate.

*Least Active Price Range:* Homes above \$2 mill. have **5.9 %SOLD** rate.

**History:** Pt Moody YTD RMR HPI\* shows that prices increased \$111,915.

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



\*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

Feb 1/18 Port Moody

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

### Port Moody Price Range Statistics - Jan 2018

Detached

Home Price Range	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	5	1	19	100%	\$0	20.0%	↑
\$1,000,001-\$1,500,000	19	2	24	99%	-\$14,000	10.5%	↑
\$1,500,001-\$2,000,000	16	0				0.0%	↑
\$2,000,001 and more	31	0				0.0%	↓
<b>Total Activity</b>	<b>71</b>	<b>3</b>	<b>49</b>	<b>94%</b>	<b>-\$74,500</b>	<b>4%</b>	

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	76	79	71		-8	↓
Active Listings (1st of the month)	50	73	48	58	10	↓
Solds	9	10	3		-7	↓
Days on Market (DOM)	19	49	49		0	↑
%SOLD (Sales/ Listings/Mthly Rate)	12%	13%	4%		-8%	↓
Home Price Index	\$1,230,037	\$1,344,101	\$1,295,339		-\$48,762	↓



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Market Analysis and Forecasting

Feb 1/18 Port Moody

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

### Port Moody Sub areas Statistics - Jan 2018

### Detached

Neighbourhoods	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Anmore	29	1	19	100%	\$0	3.4%
Belcarra	1	0				0.0%
Barber Street	2	0				0.0%
College Park PM	12	0				0.0%
Glenayre	2	0				0.0%
Heritage Mountain	7	2	24	99%	-\$14,000	28.6%
Heritage Woods PM	8	0				0.0%
loco	0	0				0.0%
Mountain Meadows	1	0				0.0%
North Shore Pt Moody	4	0				0.0%
Port Moody Centre	5	0				0.0%
<b>Total Activity</b>	<b>71</b>	<b>3</b>	<b>49</b>	<b>94%</b>	<b>-\$74,500</b>	<b>4%</b>



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Market Analysis and Forecasting

Feb 1/18 Port Moody

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## Next Months Market Forecast

**Forecast:** Port Moody has Average Listing Supply; 58 homes are for sale and with the **13 %SOLD** Monthly Rate gives us a ~8 months of Inventory. We project Port Moody to continue into a Stable Market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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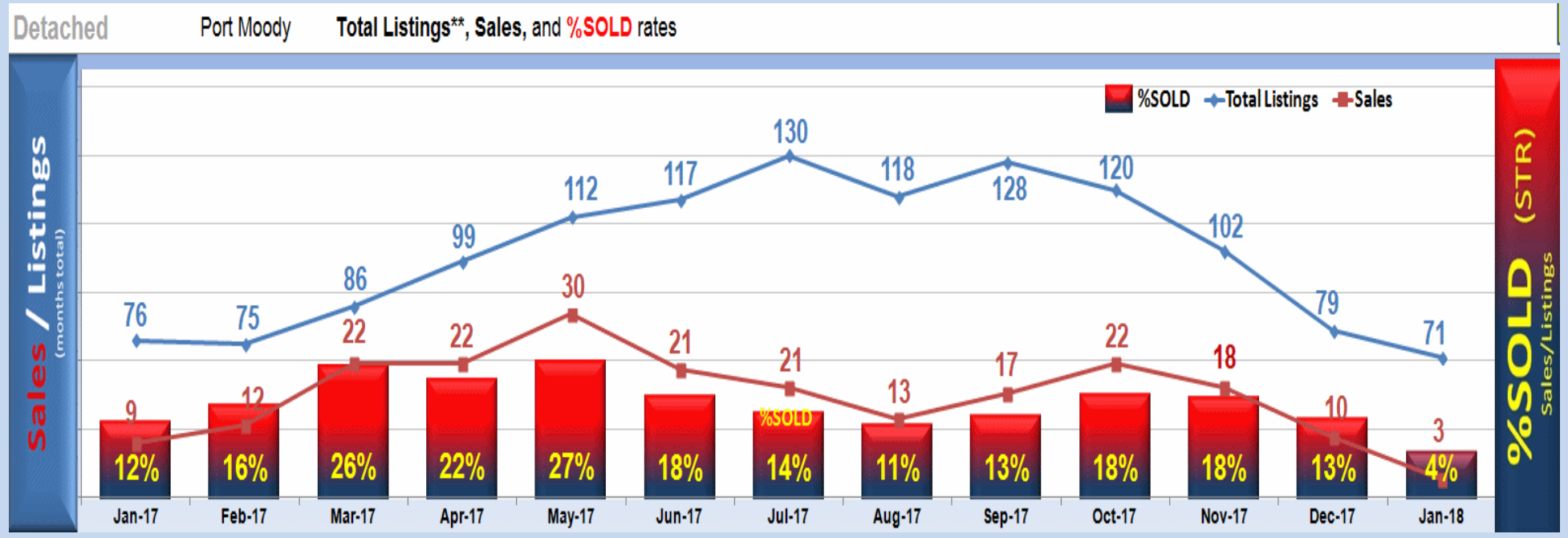
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Market Analysis and Forecasting Feb 1/18 Port Moody

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



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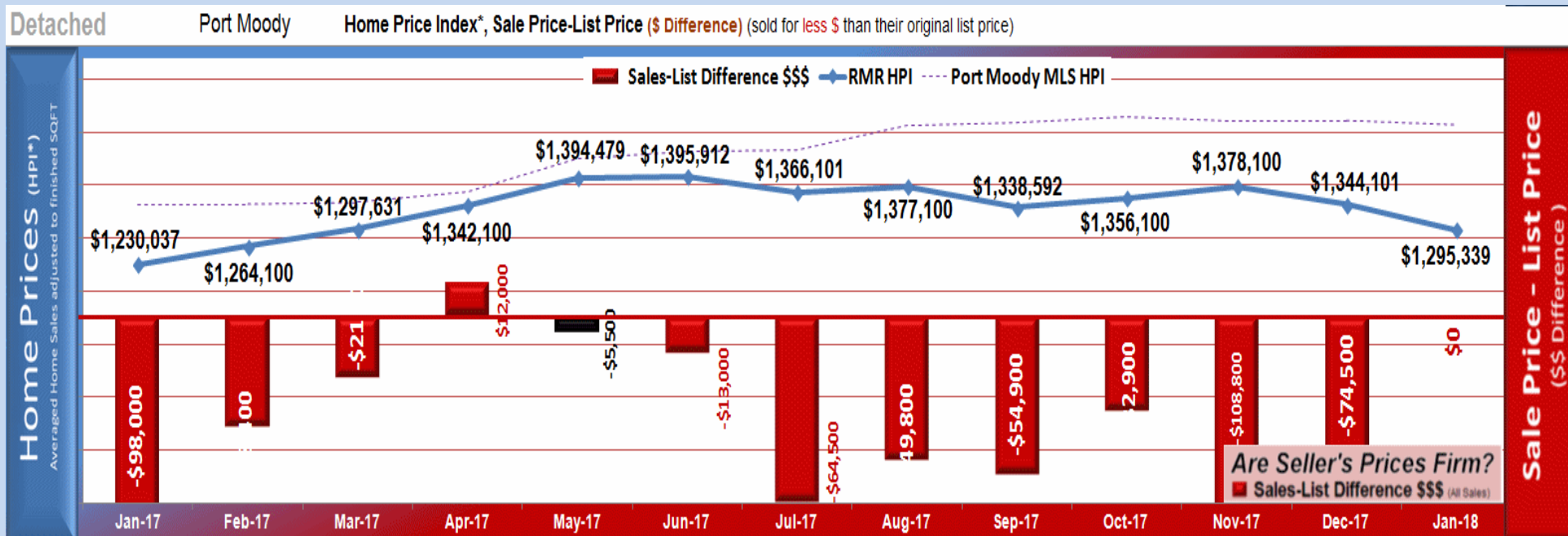


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Market Analysis and Forecasting

Feb 1/18 Port Moody

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



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Market Analysis and Forecasting Feb 1/18 Maple Ridge-Pitt Meadows

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

房地产价格变动(\$/%)

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

房屋类型: 迄于今年 (每季) 由2016十二月份至2017十二月份

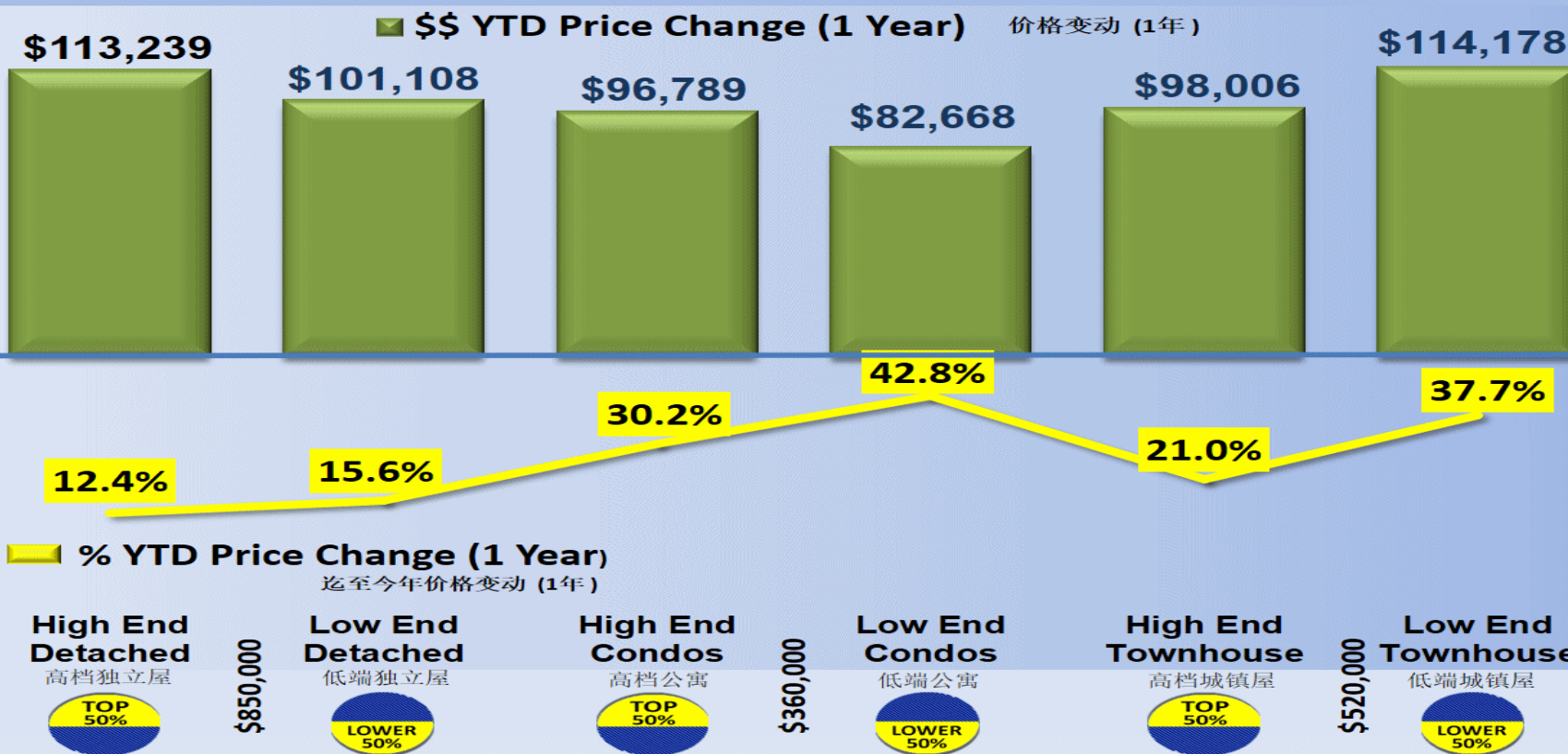
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房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



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Market Analysis and Forecasting Feb 1/18 Maple Ridge-Pitt Meadows

## Monthly Market Activity - Jan 2018- Single Family Maple Ridge, Pitt Meadows



Feb 1 2018 Maple Ridge & Pitt Meadows Market Update (Detached)

**Current:** Maple Ridge & Pitt Meadows are in a Sellers Market with Average Listing inventories, a **21 %SOLD** Rate and Sell Price/List Price = 99% (Meaning there is an Average of a \$9,000 Discount on a Sale from the List price)

*Most Active Price Range:* Homes between \$750,000 - \$850,000 have **39.4 %SOLD** Rate.

*Least Active Price Range:* Homes above \$1.1 mill. have **10.7 %SOLD** Rate.

**History:** The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices increased \$158,060.  
The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$141,983.

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Market Analysis and Forecasting Feb 1/18 Maple Ridge-Pitt Meadows

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

Maple Ridge and Pitt Meadows List Price Ranges Statistics - Jan 2018						Detached	
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$600,000	11	3	59	95%	-\$4,900	27.3%	↑
\$600,001-\$750,000	42	14	17	100%	-\$3,400	33.3%	↑
\$750,001-\$850,000	33	13	10	99%	-\$4,000	39.4%	↑
\$850,001-\$950,000	61	19	40	99%	-\$9,900	31.1%	↑
\$950,001-\$1,100,000	46	8	17	100%	-\$4,500	17.4%	↑
\$1,100,001 and more	169	18	28	95%	-\$54,000	10.7%	↑
<b>Total Activity</b>	<b>362</b>	<b>75</b>	<b>25</b>	<b>99%</b>	<b>-\$9,000</b>	<b>21%</b>	↑

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	383	399	362		-37	↓
Active Listings (1st of the month)	242	340	248	234	-14	↓
Solds	58	83	75		-8	↓
Days on Market (DOM)	22	22	25		3	↑
%SOLD (Sales/Listings/Mthly Rate)	15%	21%	21%		-0.1%	↓
(Upper 50%) Home Price Index HPIp	\$897,040	\$1,031,100	\$1,055,100		\$24,000	↑
(Lower 50%) Home Price Index HPIp	\$635,375	\$759,242	\$777,358		\$18,115	↑



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# Vancouver Market Reports

Statistics, on the Web!

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Market Analysis and Forecasting Feb 1/18 Maple Ridge-Pitt Meadows

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

### Maple Ridge, Haney and Pitt Mdws Sub areas Stats - Jan 2018

### Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Albion	33	8	30	100%	-\$2,450	24.2%
Cottonwood MR	27	11	15	100%	-\$20	40.7%
East Central	42	12	11	100%	-\$2,450	28.6%
Northeast-North Maple Ridge	11	1	31	93%	-\$104,388	9.1%
Northwest Maple Ridge	29	5	76	98%	-\$24,000	17.2%
Silver Valley	34	15	20	100%	\$0	44.1%
Southwest Mple Rdg	36	7	43	95%	-\$38,000	19.4%
Thornhill	38	3	96	96%	-\$42,000	7.9%
Websters Corners	32	0				0.0%
West Central	35	7	25	97%	-\$20,000	20.0%
Whonnock	17	1	42	92%	-\$111,300	5.9%
Central & Mid Meadows	7	4	68	94%	-\$55,500	57.1%
North & West Meadows	19	1	1	98%	-\$23,888	5.3%
South Meadows	2	0				0.0%
<b>Total Activity</b>	<b>362</b>	<b>75</b>	<b>25</b>	<b>99%</b>	<b>-\$9,000</b>	<b>21%</b>



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Market Analysis and Forecasting Feb 1/18 Maple Ridge-Pitt Meadows

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## Next Months Market Forecast

### Forecast:

Maple Ridge & Pitt Meadows has normal Listing supply; 234 homes are for sale and with the **21 %SOLD** Monthly Rate gives us a ~5 months of inventory. Another Indicator: 3% of the Active listings have Reduced their Price by \$59,611 on Average or \$49,444 Median in the last month. We project Maple Ridge - Pitt Meadows Detached to continue into a Sellers Market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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## Market Analysis and Forecasting Feb 1/18 Maple Ridge-Pitt Meadows

Detached

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

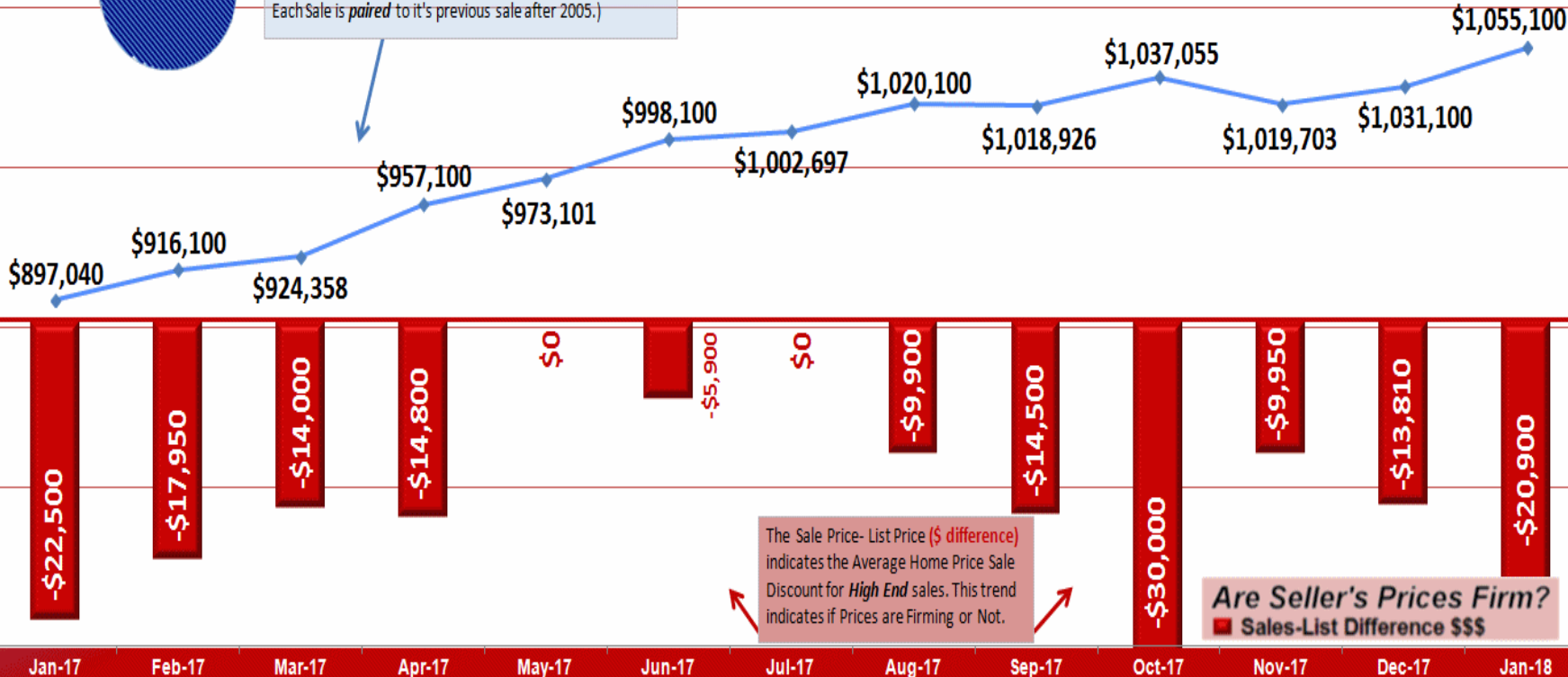
Home Price Changes  
(Home Price Index Paired sales from 2005)

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

Homes Over \$850,000



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



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for **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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Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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# Vancouver Market Reports

Statistics, on the Web!

detached homes

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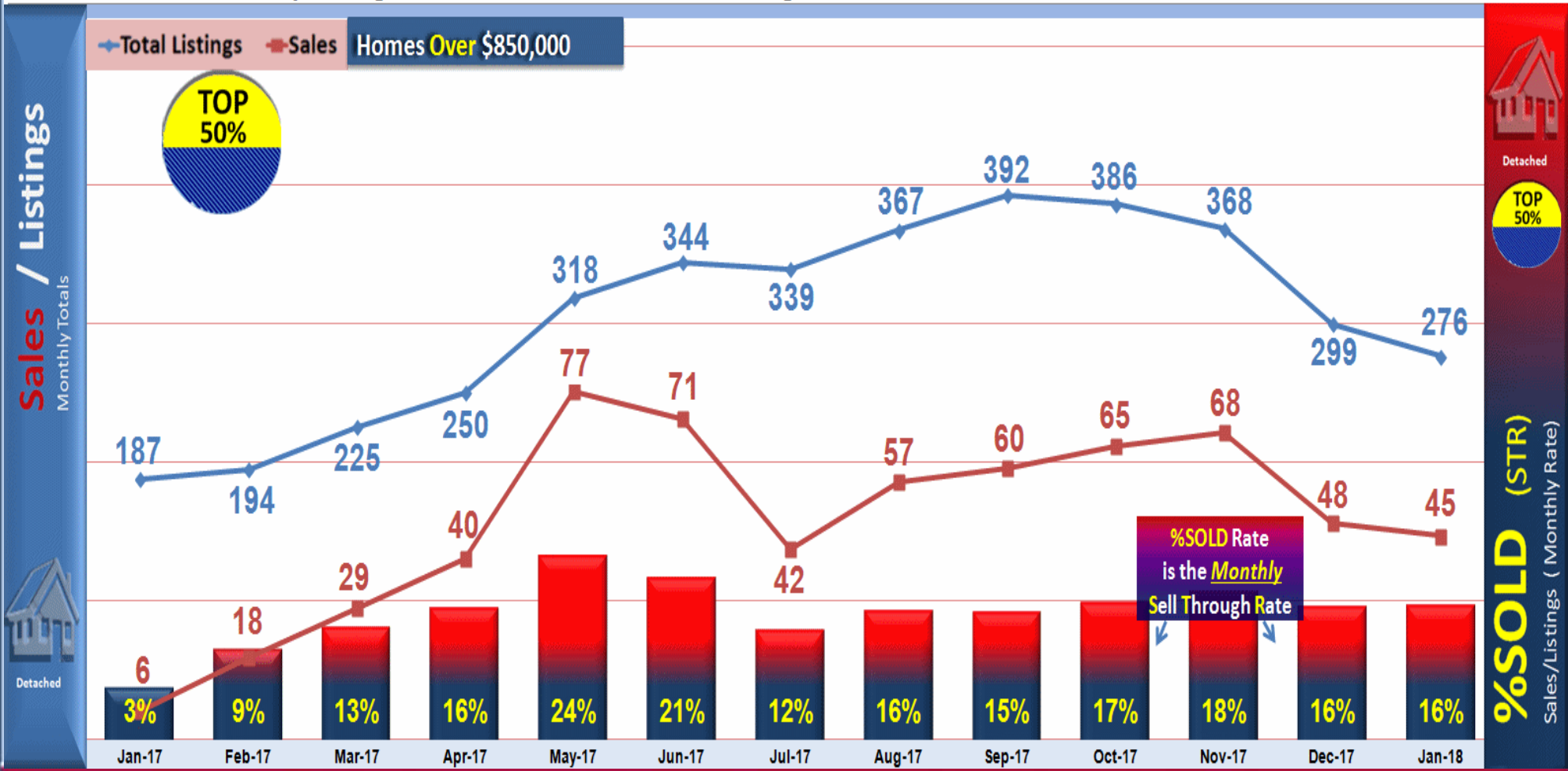
Ron & Joyce Hubenig



Ph: 778-549-9909

## Market Analysis and Forecasting Feb 1/18 Maple Ridge-Pitt Meadows

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



Sales / Listings  
Monthly Totals

TOP 50%

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

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## Market Analysis and Forecasting Feb 1/18 Maple Ridge-Pitt Meadows



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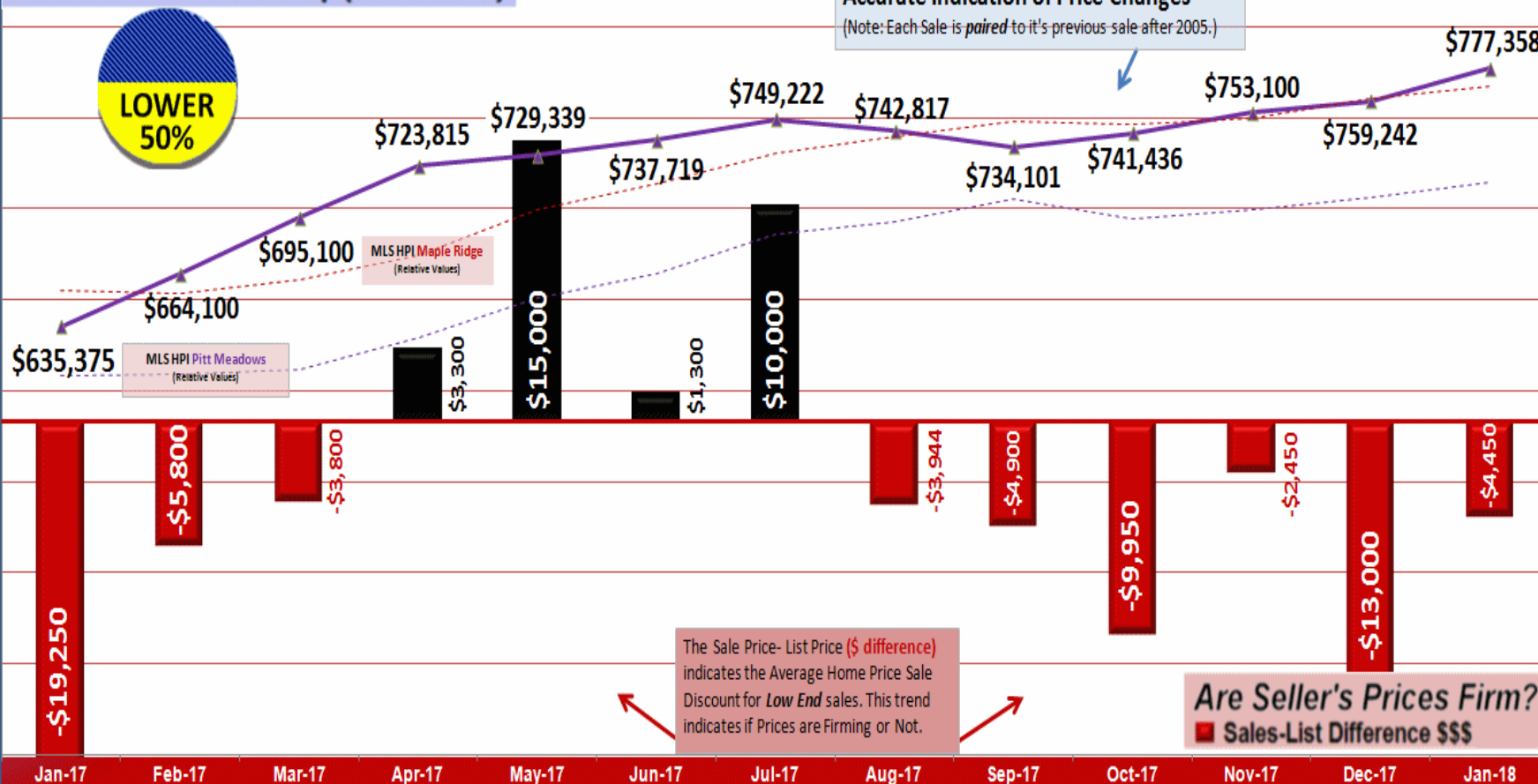
### Detached

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

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

Homes Below \$850,000

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



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



Detached



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

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

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

\*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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detached homes



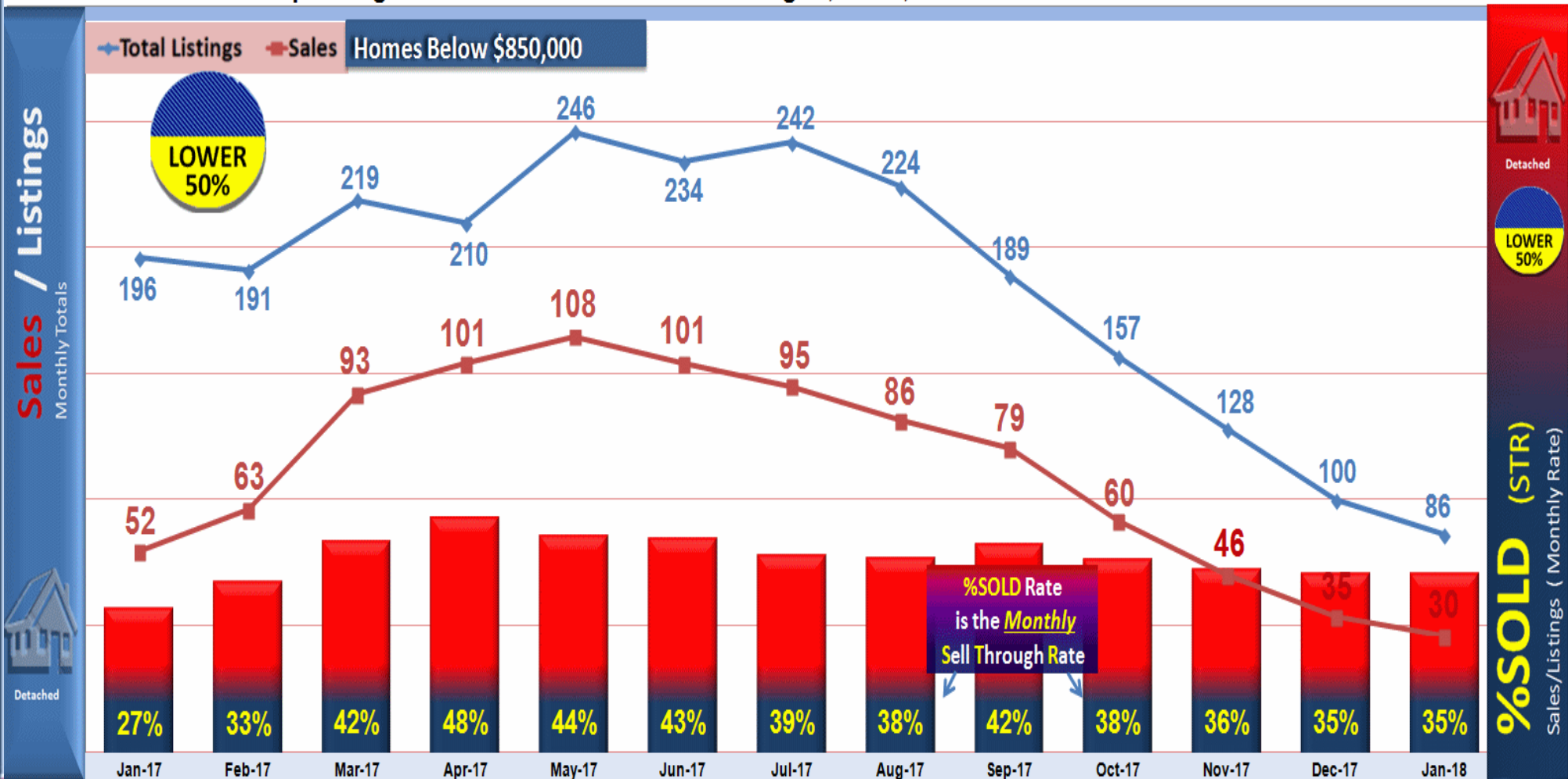
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## Market Analysis and Forecasting Feb 1/18 Maple Ridge-Pitt Meadows

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



Sales / Listings  
Monthly Totals



LOWER 50%

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

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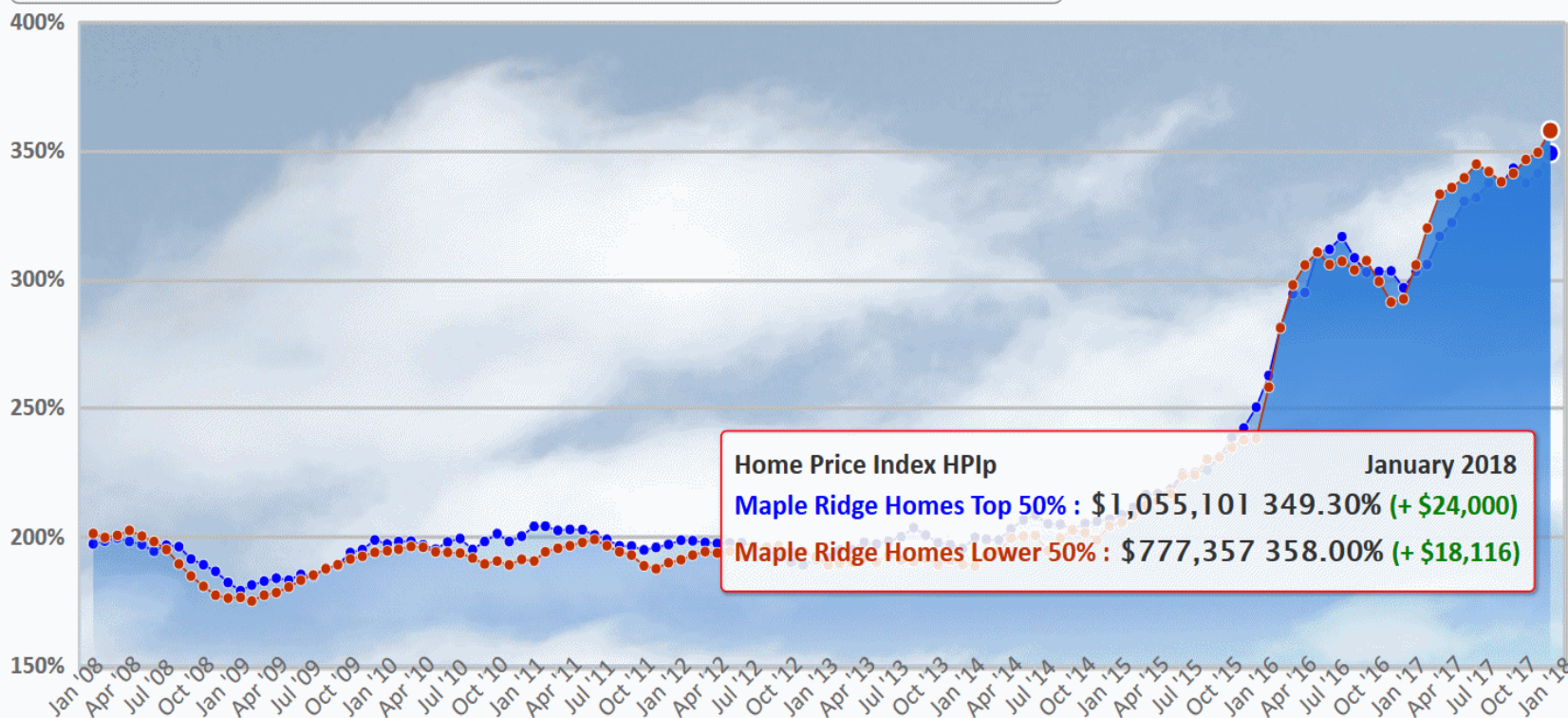
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## Market Analysis and Forecasting Feb 1/18 Maple Ridge-Pitt Meadows

Powered by the Greater Vancouver Market Reports HPIp



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



Home Price Index HPIp January 2018  
 Maple Ridge Homes Top 50% : \$1,055,101 349.30% (+ \$24,000)  
 Maple Ridge Homes Lower 50% : \$777,357 358.00% (+ \$18,116)

Monthly	Home values
Date	Value
Jan 2018	% 349.30
Dec 2017	% 341.40
Nov 2017	% 337.60
Oct 2017	% 343.40
Sep 2017	% 337.40
Aug 2017	% 337.70
Jul 2017	% 332.00
Jun 2017	% 330.50
May 2017	% 322.20
Apr 2017	% 316.90
Mar 2017	% 306.00
Feb 2017	% 303.30

<<< 1 2 3 >>>



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# Vancouver Market Reports

Statistics, on the Web!

detached homes

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Market Analysis and Forecasting Feb 1/18 White Rock & S. Surrey

## South Surrey White Rock Real Estate Price Changes (\$/%)

白石,南素里 房地產價格變動/白石,南素里 房地產價格变动

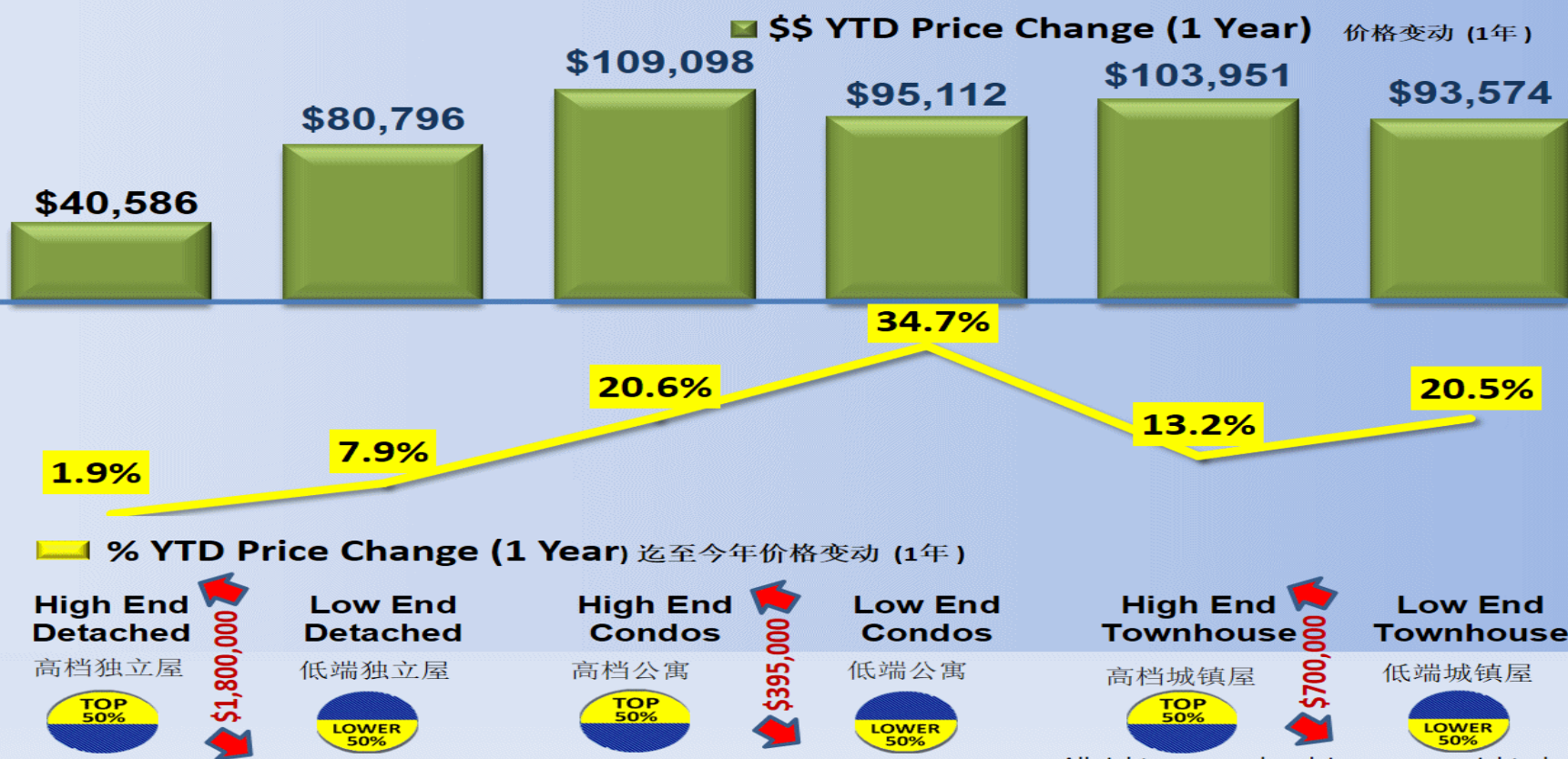
Housing Types: Year-To-Date Dec 2016 – Dec 2017 (Quarters)

房屋类型: 迄于今年 (每季) 由2016十二月份至2017十二月份

Powered by: Vancouver Market Reports HPI<sup>ip</sup>

YTD Home Price Changes \$

年終住房價格變動  
年終住房價格变动



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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detached homes



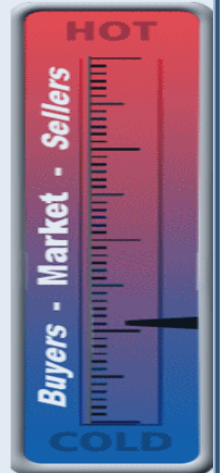
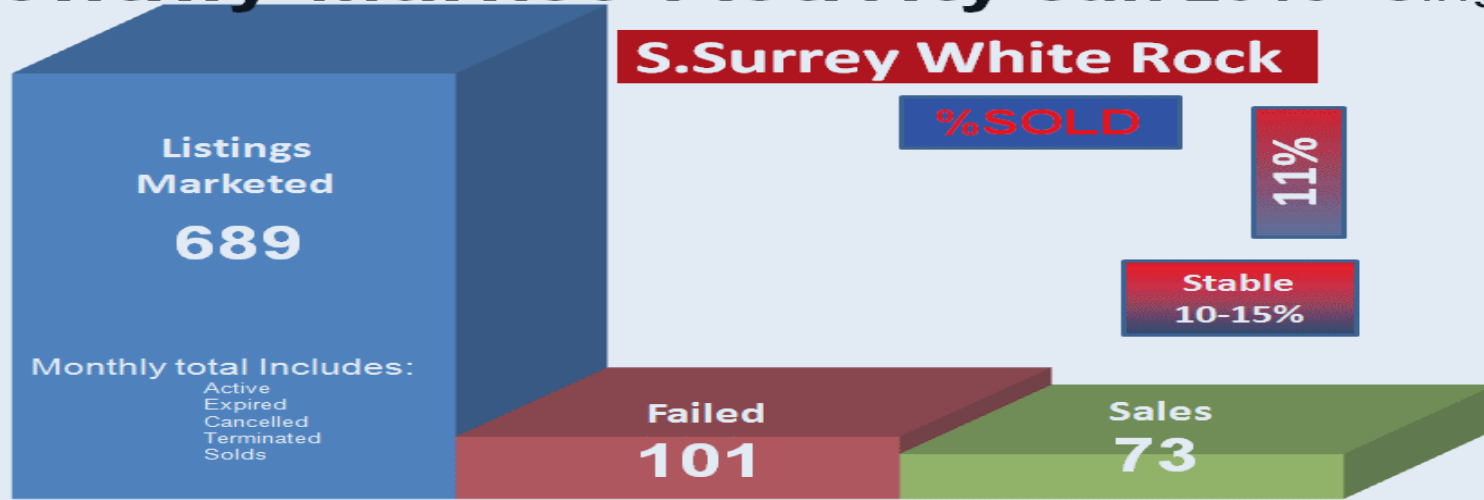
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Market Analysis and Forecasting Feb 1/18 White Rock & S. Surrey

## Monthly Market Activity Jan 2018- Single Family



Feb 1 2018 White Rock - South Surrey Market Update (Detached)

**Current:** White Rock South Surrey is in a Stable Market with average listing inventories, **11 %SOLD** rate and a 95% Sell/List Ratio. (This means that there is an average of a \$64,900 discount on a sale from the original list price)  
**Most Active Price Range:** Homes between \$900,000 - \$1.1 mill. have **34.1 %SOLD** rate.  
**Least Active Price Range:** Homes above \$3 mill. have **2.4 %SOLD** rate.

**History:** The S. Surrey White Rock Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$72,049.  
 The S. Surrey White Rock Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$77,983.



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# Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting Feb 1/18 White Rock & S. Surrey



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

White Rock - South Surrey List Price Ranges Statistics - Jan 2018							Detached	
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD		
0-\$900,000	20	6	32	98%	-\$8,450	30.0%	↑	
\$900,001-\$1,100,000	44	15	54	95%	-\$49,700	34.1%	↑	
\$1,100,001-\$1,250,000	60	15	67	96%	-\$48,990	25.0%	↑	
\$1,250,001-\$1,400,000	81	8	57	96%	-\$54,500	9.9%	↑	
\$1,400,001-\$1,600,000	68	5	50	95%	-\$73,000	7.4%	↓	
\$1,600,001-\$1,800,000	53	6	25	96%	-\$70,500	11.3%	↓	
\$1,800,001-\$2,000,000	55	3	94	93%	-\$138,000	5.5%	↓	
\$2,000,001-\$3,000,000	181	12	39	90%	-\$234,000	6.6%	↓	
\$3,000,001 and more	127	3	8	96%	-\$180,000	2.4%	↓	
<b>Total Activity</b>	<b>689</b>	<b>73</b>	<b>47</b>	<b>95%</b>	<b>-\$64,900</b>	<b>11%</b>		

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	660	759	689		-70	↓
Active Listings (1st of the month)	389	639	478	515	37	↑
Solds	51	68	73		5	↑
Days on Market (DOM)	37	47	47		0	
%SOLD (Sales/ Listings /monthly rate)	7.7%	9.0%	10.6%		1.6%	↑
(Top 50%) Home Price Index HPIp	\$2,142,052	\$2,239,100	\$2,214,101		-\$24,999	↓
(Lower 50%) Home Price Index HPIp	\$1,036,100	\$1,112,552	\$1,114,083		\$1,532	↑

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting Feb 1/18 White Rock & S. Surrey

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

White Rock - South Surrey Sub areas Statistics - Jan 2018				Detached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Elgin Chantrell	108	4	43	94%	-\$100,650	3.7%
Sunnyside Pk Surrey	49	9	58	93%	-\$73,000	18.4%
Crescent Bch Ocean Pk.	110	8	49	94%	-\$76,500	7.3%
White Rock	159	13	65	95%	-\$62,000	8.2%
King George Corridor	79	12	35	96%	-\$20,000	15.2%
Hazelmere	14	1	8	97%	-\$105,000	7.1%
Grandview Surrey	72	8	30	96%	-\$57,000	11.1%
Morgan Creek	55	9	48	95%	-\$58,000	16.4%
Pacific Douglas	43	9	11	96%	-\$68,000	20.9%
<b>Total Activity</b>	<b>689</b>	<b>73</b>	<b>47</b>	<b>95%</b>	<b>-\$64,900</b>	<b>11%</b>

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Market Analysis and Forecasting Feb 1/18 White Rock & S. Surrey

## Next Months Market Forecast

**Forecast:** White Rock South Surrey has average Listing supply; 515 homes are for sale and with the **11 %SOLD** monthly rate gives us a ~9 months of inventory. 7% of the active listings have reduced their price by \$85,097 on average or \$70,000 median for the last month. We project White Rock South Surrey to be a continued Sellers market.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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



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detached homes



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Market Analysis and Forecasting Feb 1/18 White Rock & S. Surrey

Detached

White Rock - South Surrey

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)

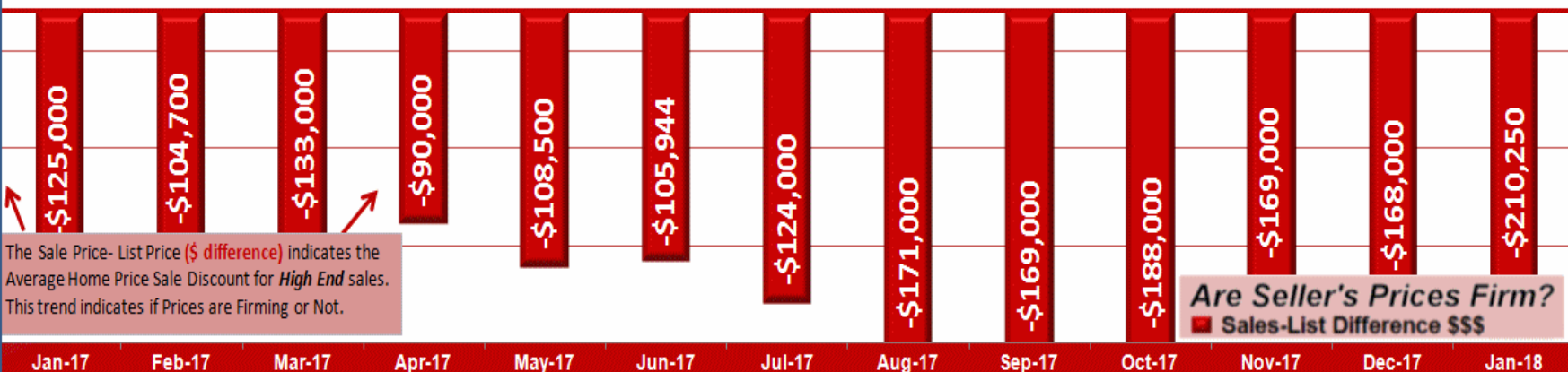
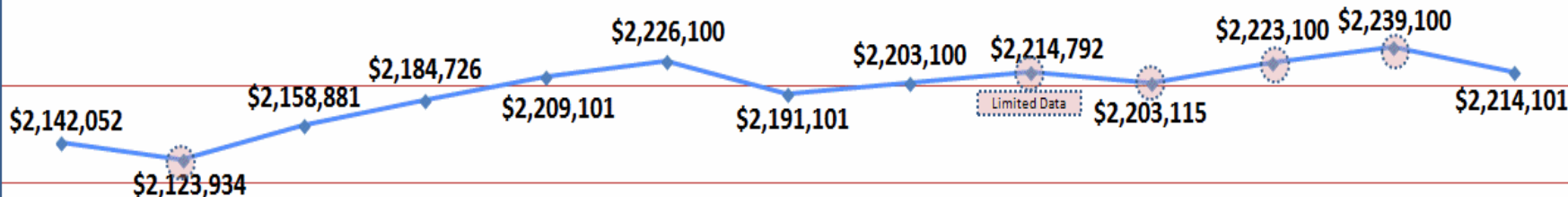
## Are Home Prices Up?

Home Price Index → **HPIp** (Top 50%)

Homes **Over** \$1,800,000

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



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

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Statistics, on the Web!

detached homes

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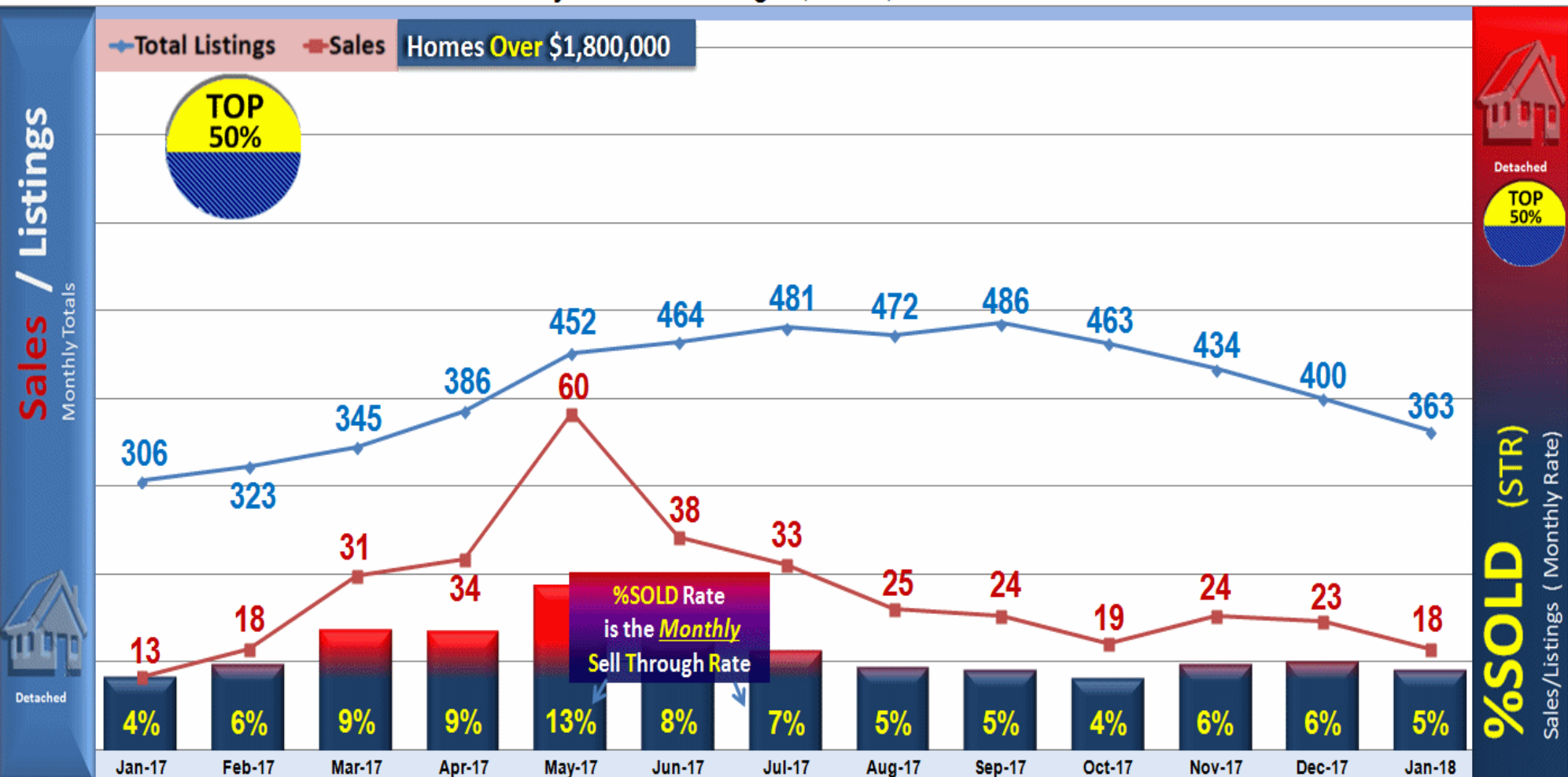
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## Market Analysis and Forecasting Feb 1/18 White Rock & S. Surrey

Detached White Rock - South Surrey Total Listings\*\*, Sales, and %SOLD rates



Sales / Listings

Monthly Totals



Detached



Detached

TOP 50%

%SOLD (STR)

Sales/Listings (Monthly Rate)

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting Feb 1/18 White Rock & S. Surrey

Detached White Rock - South Surrey 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)



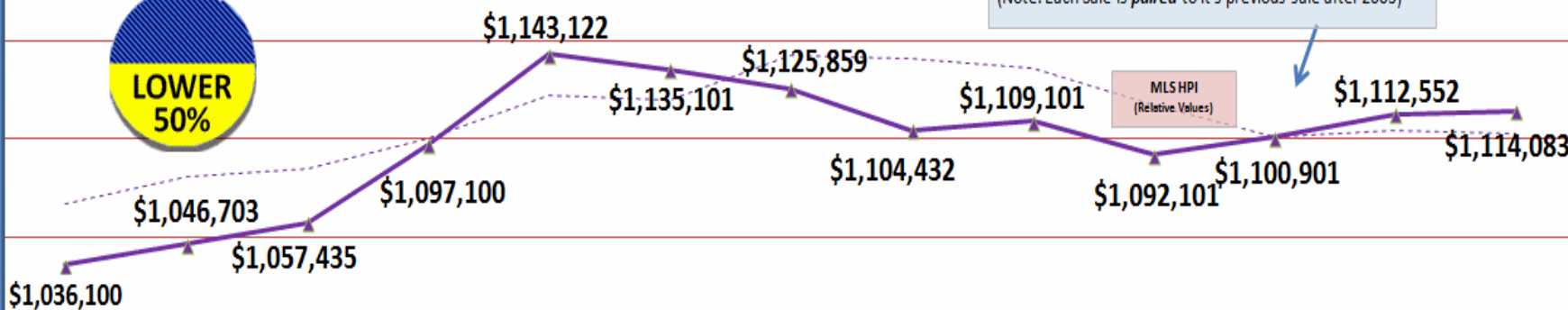
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## Are Home Prices Up? Homes Below \$1,800,000

Home Price Index → HPIp (Lower 50%)

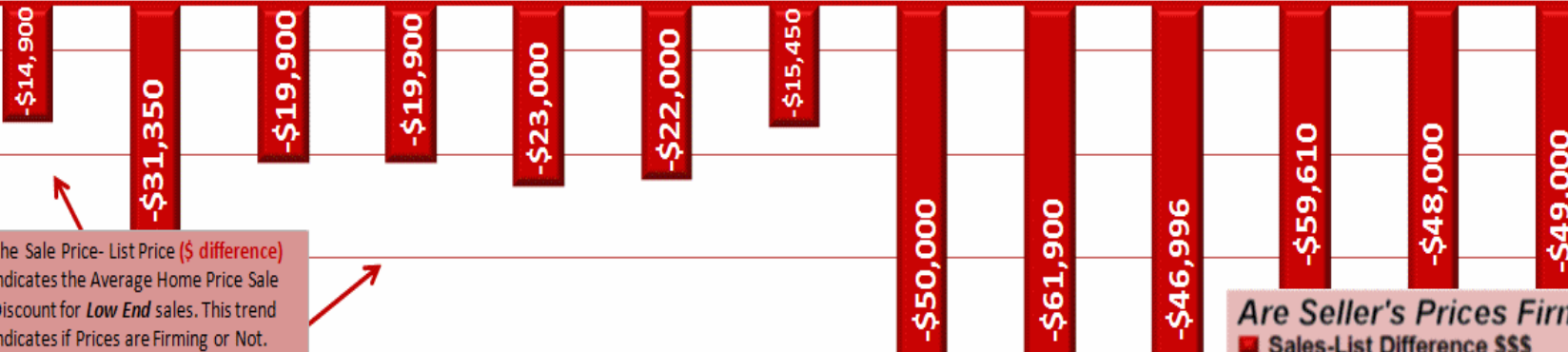


The Home Price Index HPIp is the MOST Accurate Indication of Price Changes.  
(Note: Each Sale is paired to its previous sale after 2005)



Detached

LOWER 50%



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

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

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

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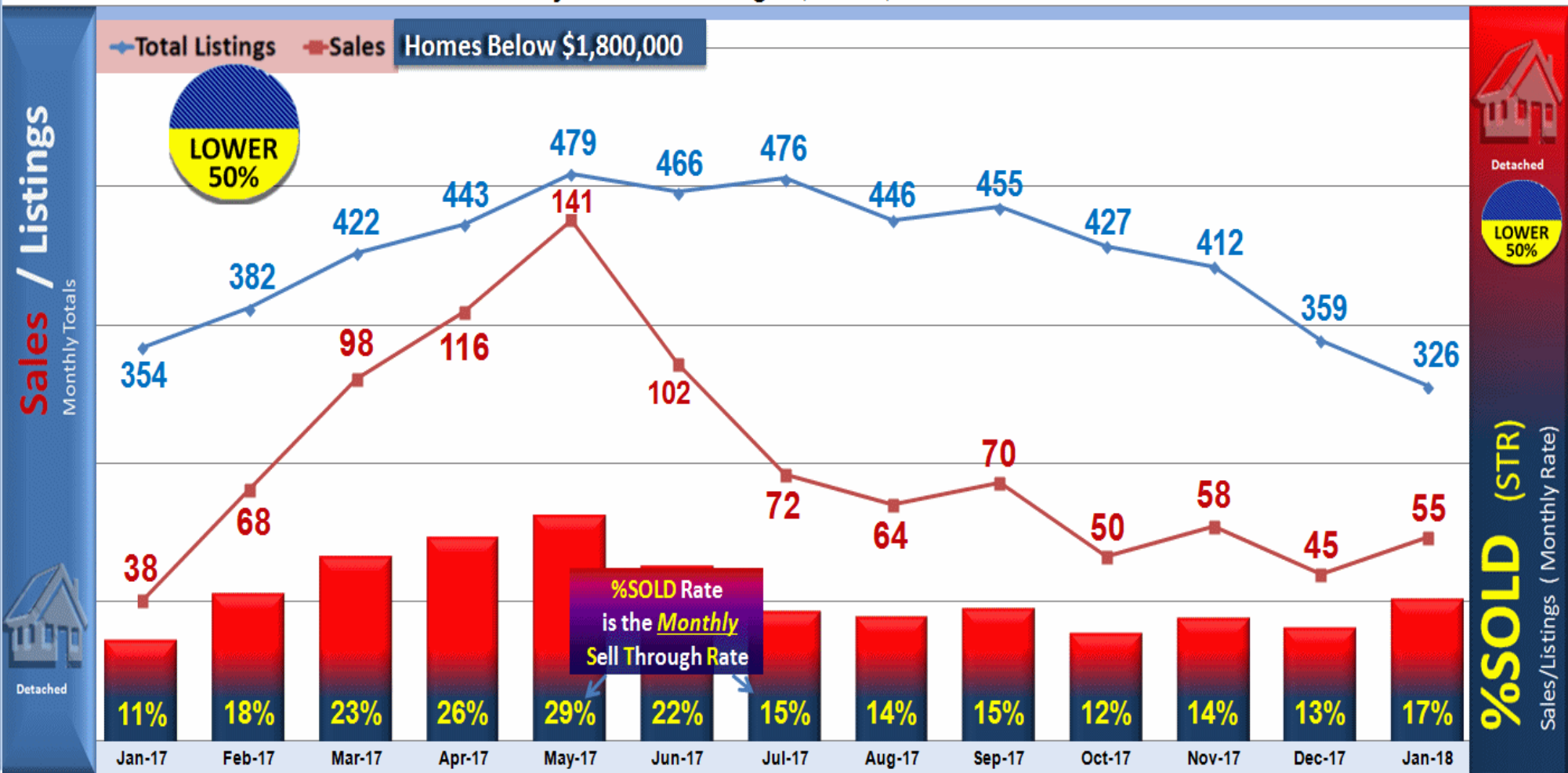
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Market Analysis and Forecasting Feb 1/18 White Rock & S. Surrey

Detached White Rock - South Surrey Total Listings\*\*, Sales, and %SOLD rates



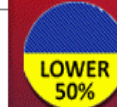
Sales / Listings  
Monthly Totals



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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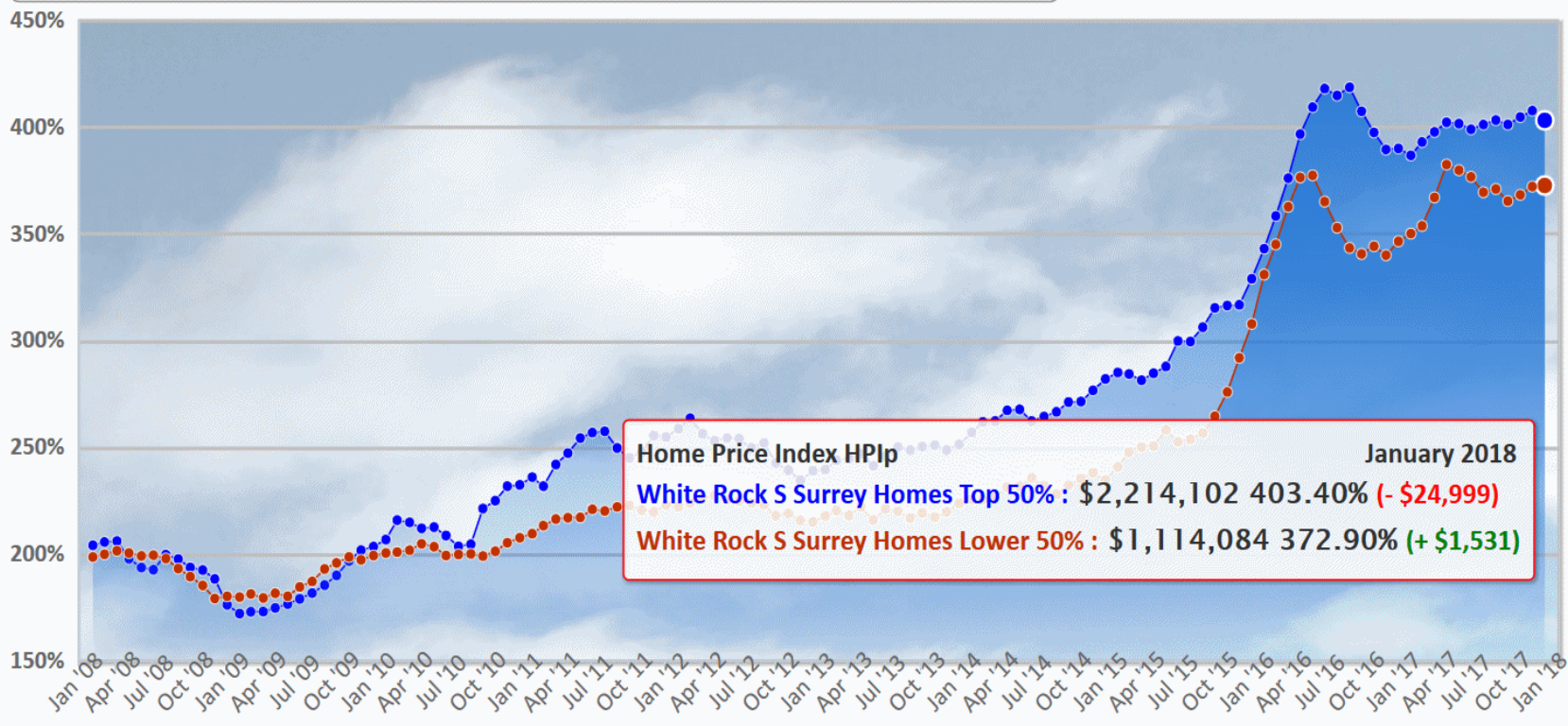
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## Market Analysis and Forecasting Feb 1/18 White Rock & S. Surrey

Powered by the Greater Vancouver Market Reports HPIp



White Rock S Surrey Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 White Rock S Surrey Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Home Price Index HPIp  
 White Rock S Surrey Homes Top 50% : \$2,214,102 403.40% (- \$24,999)  
 White Rock S Surrey Homes Lower 50% : \$1,114,084 372.90% (+ \$1,531)  
 January 2018

Monthly Home values

Date	Value
Jan 2018	% 403.40
Dec 2017	% 408.00
Nov 2017	% 405.00
Oct 2017	% 401.40
Sep 2017	% 403.50
Aug 2017	% 401.40
Jul 2017	% 399.20
Jun 2017	% 401.90
May 2017	% 402.50
Apr 2017	% 398.00
Mar 2017	% 393.30
Feb 2017	% 387.00

<<< 1 2 3 >>>



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 North Delta

## North Delta Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

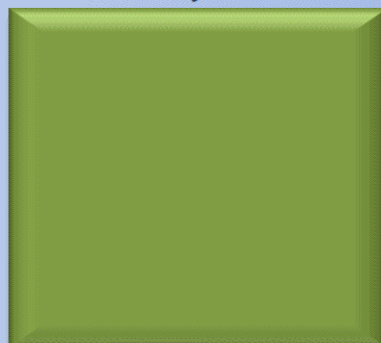
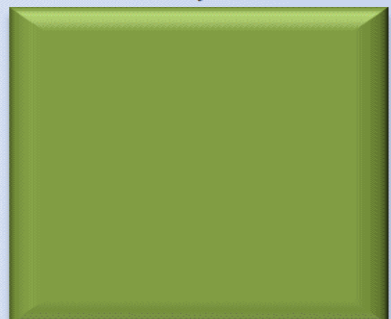
Powered by: Vancouver Market Reports HPIp

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

价格变动 (1年)

\$70,421

\$75,404



7.5%

10.5%

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

High End Detached

高档独立屋



\$925,000

Low End Detached

低端独立屋



房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

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

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

Statistics, on the Web!

detached homes



Ron & Joyce Hubenig

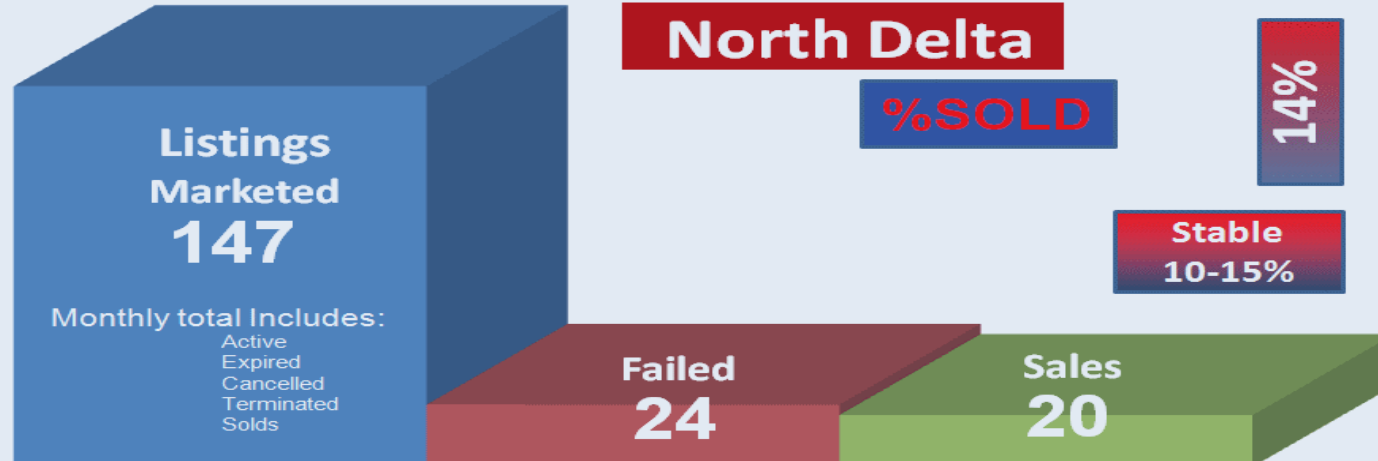


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Market Analysis and Forecasting

Feb 1/18 North Delta

## Monthly Market Activity - Jan 2018- Single Family



Feb 1 2018 N. Delta Market Update (Detached)

**Current:** N.Delta has a Sellers Market with **14 %SOLD** rate and a 98% Sell/List ratio.

(This means that there is an average of a \$14,500 discount from the original list price)

*Most Active Price Range:* Homes below \$850,000 have a high **40.0 %SOLD** rate.

*Least Active Price Range:* Homes above \$1.2 mill. have **8.7 %SOLD** rate.

**History:** The North Delta Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$85,190.

The North Delta Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased 77,960.

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



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Market Analysis and Forecasting

Feb 1/18 North Delta

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

### N. Delta List Price Ranges Statistics - Jan 2018

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$850,000	5	2	30	98%	-\$16,500	40.0%	↑
\$850,001-\$925,000	28	7	34	98%	-\$14,000	25.0%	↑
\$925,001-\$1,200,000	68	7	12	98%	-\$15,500	10.3%	
\$1,200,001 and more	46	4	39	98%	-\$28,900	8.7%	↓
<b>Total Activity</b>	<b>147</b>	<b>20</b>	<b>32</b>	<b>98%</b>	<b>-\$14,500</b>	<b>14%</b>	

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	180	181	147		-34	↓
Active Listings (1st of the month)	126	139	94	103	9	↓
Solds	23	34	20		-14	↓
Days on Market (DOM)	38	30	32		2	↑
%SOLD (Sales/Listings /monthly rate)	13%	19%	14%		-5%	↓
(Top 50%) Home Price Index HPIp	\$927,996	\$1,027,648	\$1,013,186		-\$14,462	↑
(Lower 50%) Home Price Index HPIp	\$717,124	\$796,880	\$795,084		-\$1,796	↓



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Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 North Delta

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

### N. Delta Sub areas Statistics - Jan 2018

### Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Annieville	35	3	56	97%	-\$29,888	8.6%
Nordel	44	9	34	96%	-\$36,800	20.5%
Scottsdale	44	6	16	99%	-\$11,400	13.6%
Sunshine Hills Woods	24	2	75	109%	\$98,101	8.3%
<b>Total Activity</b>	<b>147</b>	<b>20</b>	<b>32</b>	<b>98%</b>	<b>-\$14,500</b>	<b>14%</b>



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Market Analysis and Forecasting

Feb 1/18 North Delta

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## Next Months Market Forecast

**Forecast:** North Delta has average Listing supply; 103 homes are for sale and with the **14 %SOLD** monthly rate gives us about ~7 months of inventory. 5% of the active listings have reduced their price by \$35,200 on average or \$35,000 on median for the last month. We project North Delta to be a continued sellers market.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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Statistics, on the Web!

detached homes

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## Market Analysis and Forecasting

Feb 1/18 North Delta

Detached

North Delta

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)

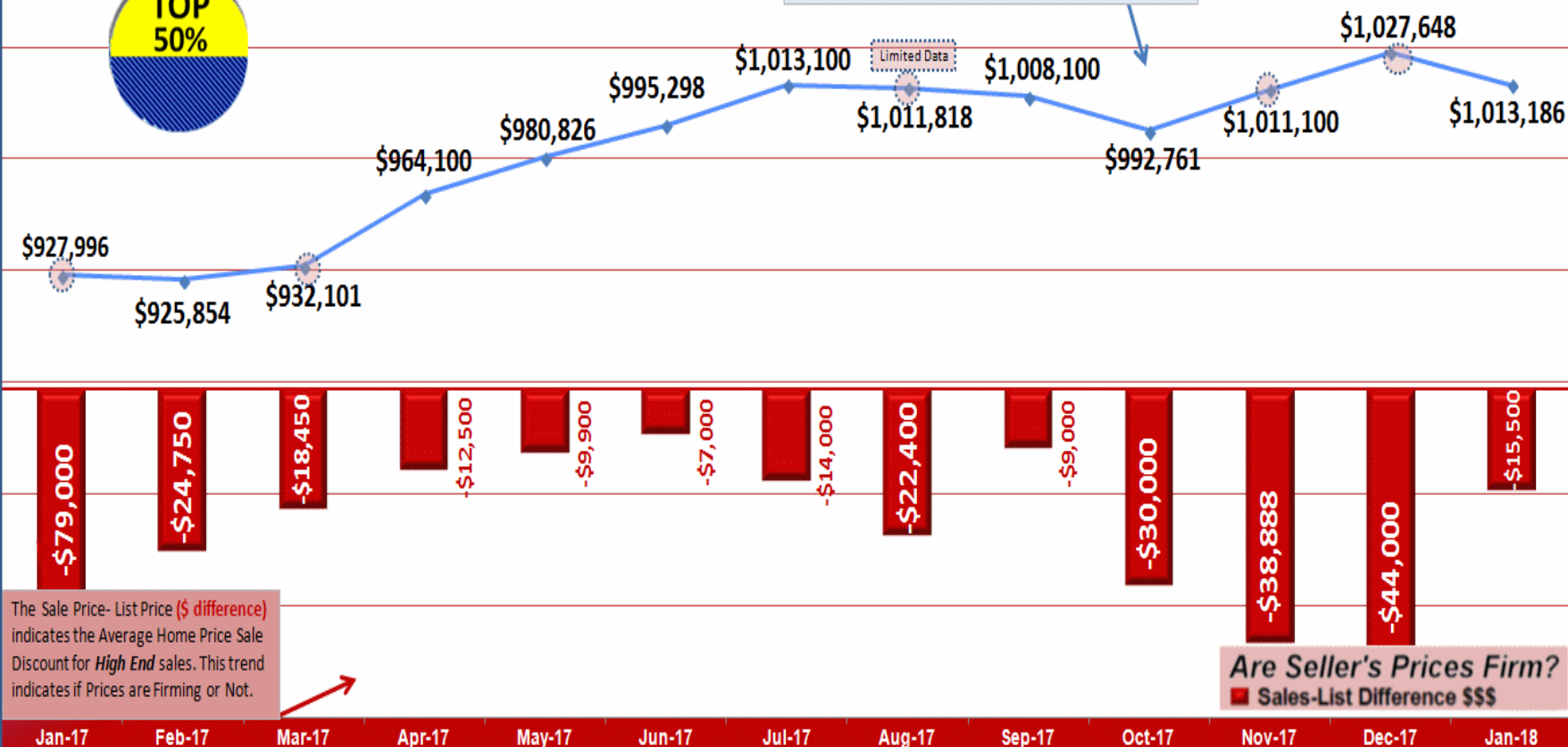
### Are Home Prices Up?

Home Price Index → **HPIp** (Top 50%)

Homes Over \$925,000

The Home Price Index **HPIp** is our 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 High End sales. This trend indicates if Prices are Firming or Not.

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Detached

TOP 50%

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

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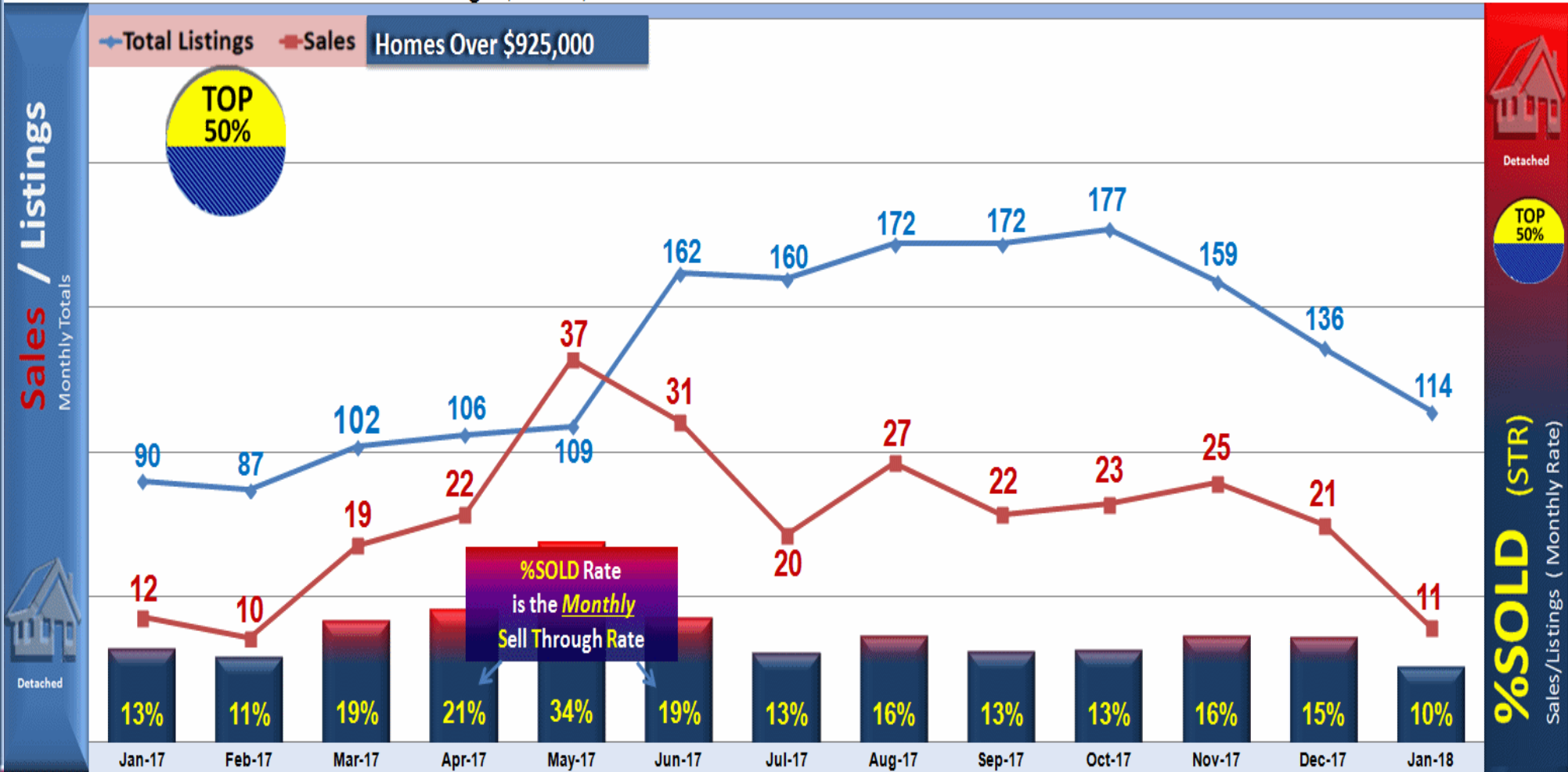


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## Market Analysis and Forecasting

Feb 1/18 North Delta

Detached N. Delta Total Listings \*\*, Sales, and %SOLD Rates



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Statistics, on the Web!

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## Market Analysis and Forecasting

Feb 1/18 North Delta

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

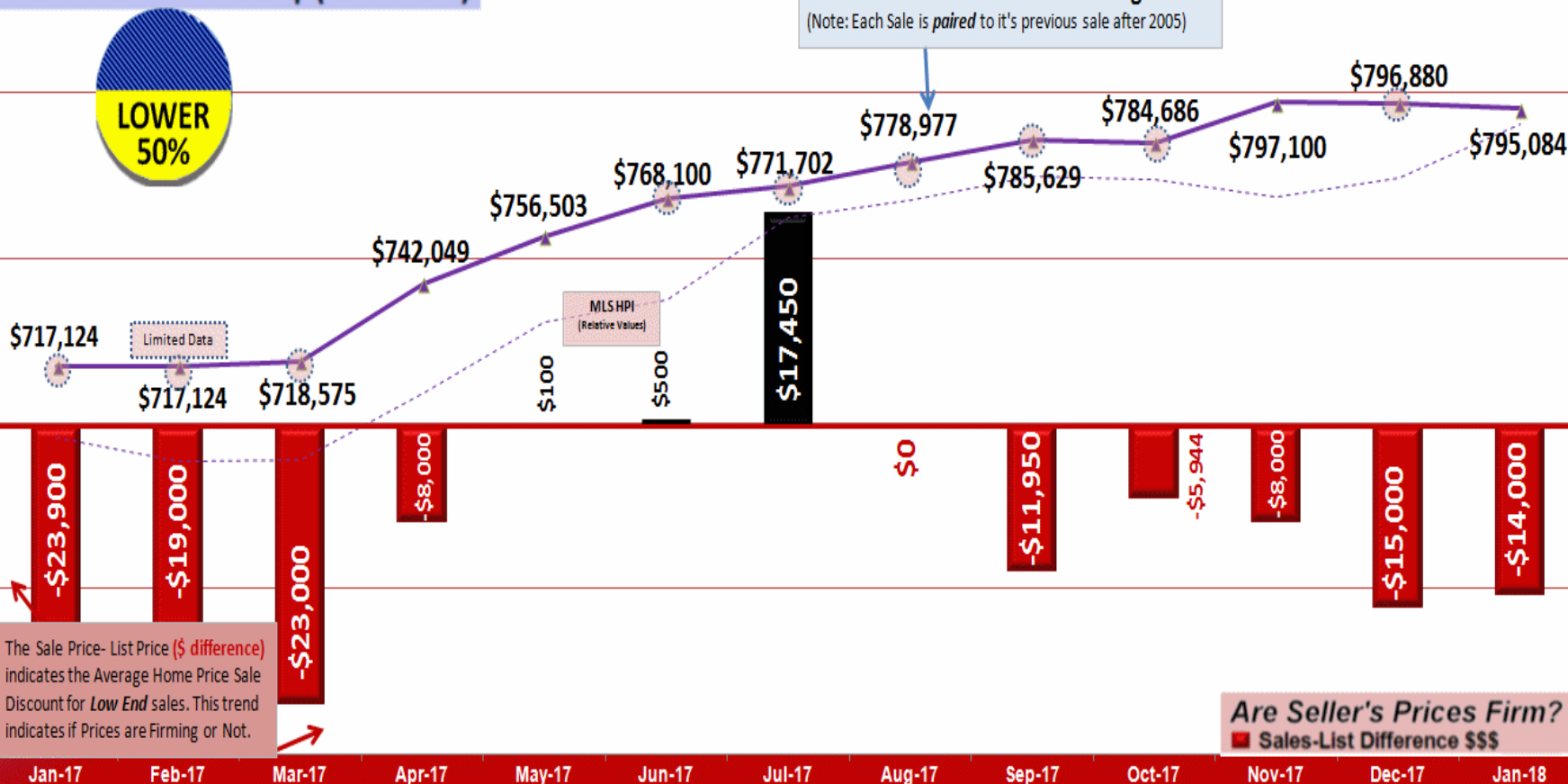
### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$925,000

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

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



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



Detached



Detached



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

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

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

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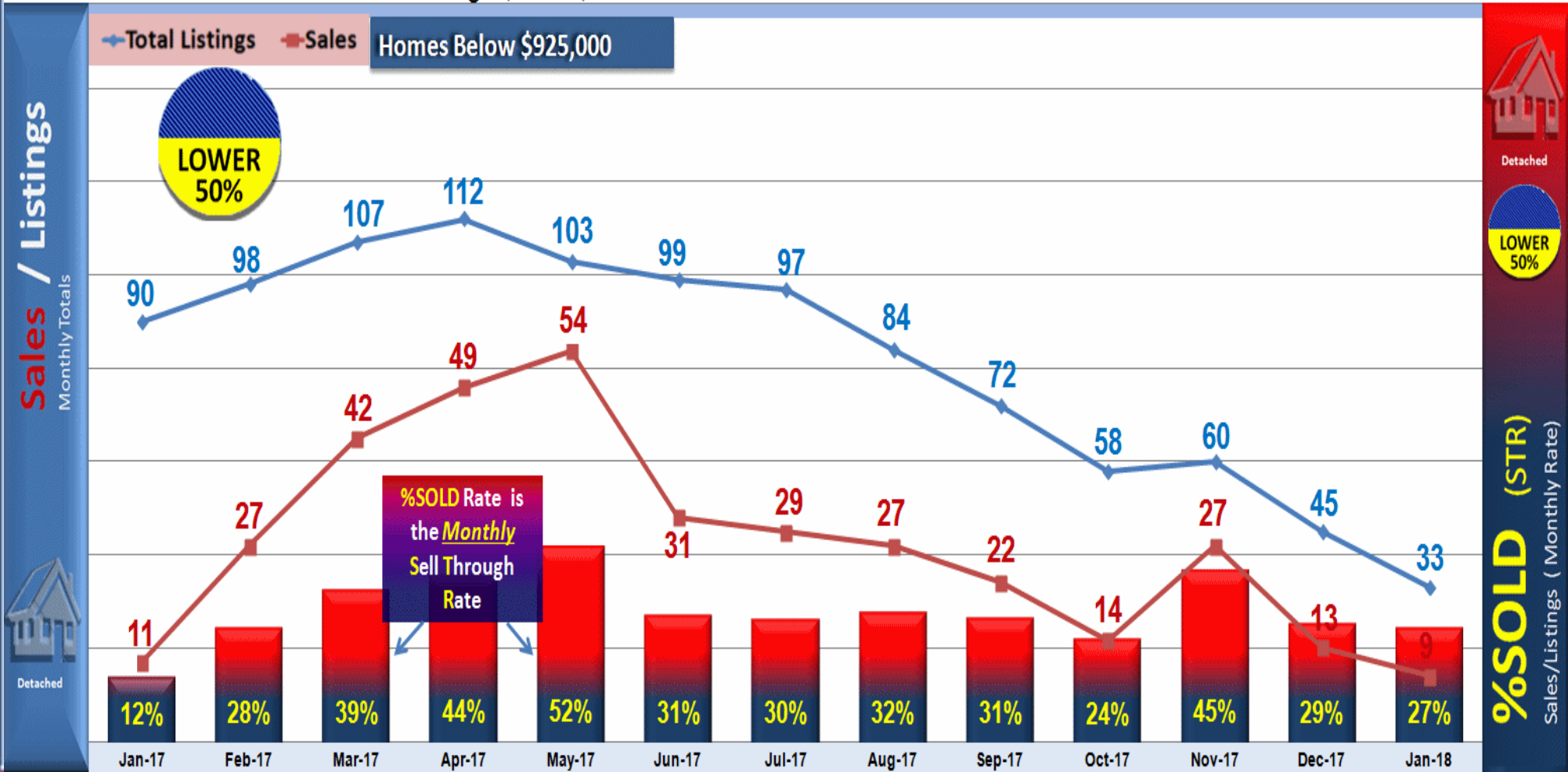


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## Market Analysis and Forecasting

Feb 1/18 North Delta

Detached N. Delta Total Listings \*\*, Sales, and %SOLD Rates



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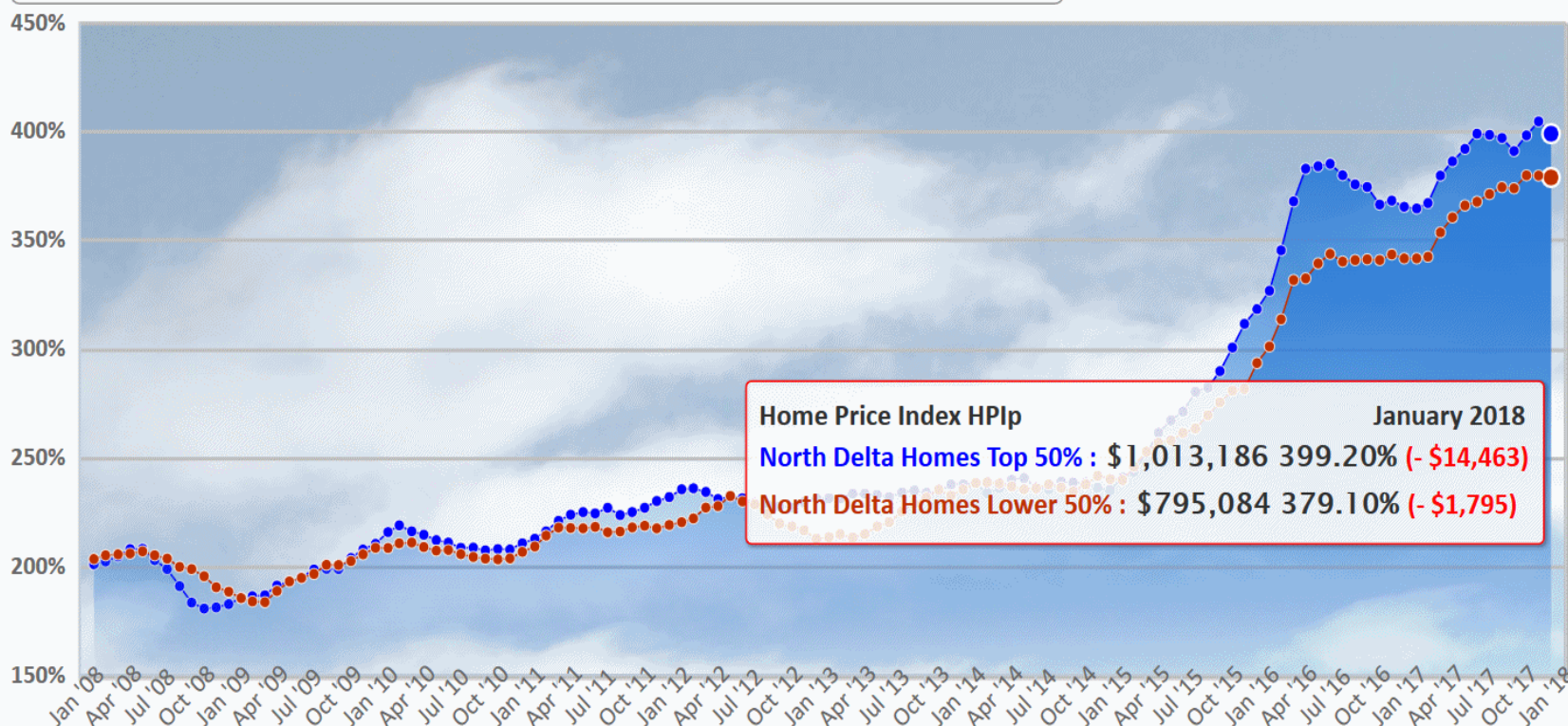
## Market Analysis and Forecasting

Feb 1/18 North Delta

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jan 2018	% 399.20
Dec 2017	% 404.90
Nov 2017	% 398.40
Oct 2017	% 391.20
Sep 2017	% 397.20
Aug 2017	% 398.70
Jul 2017	% 399.20
Jun 2017	% 392.20
May 2017	% 386.50
Apr 2017	% 379.90
Mar 2017	% 367.30
Feb 2017	% 364.80

<<< 1 2 3 >>>



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 West Surrey

## Surrey West Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

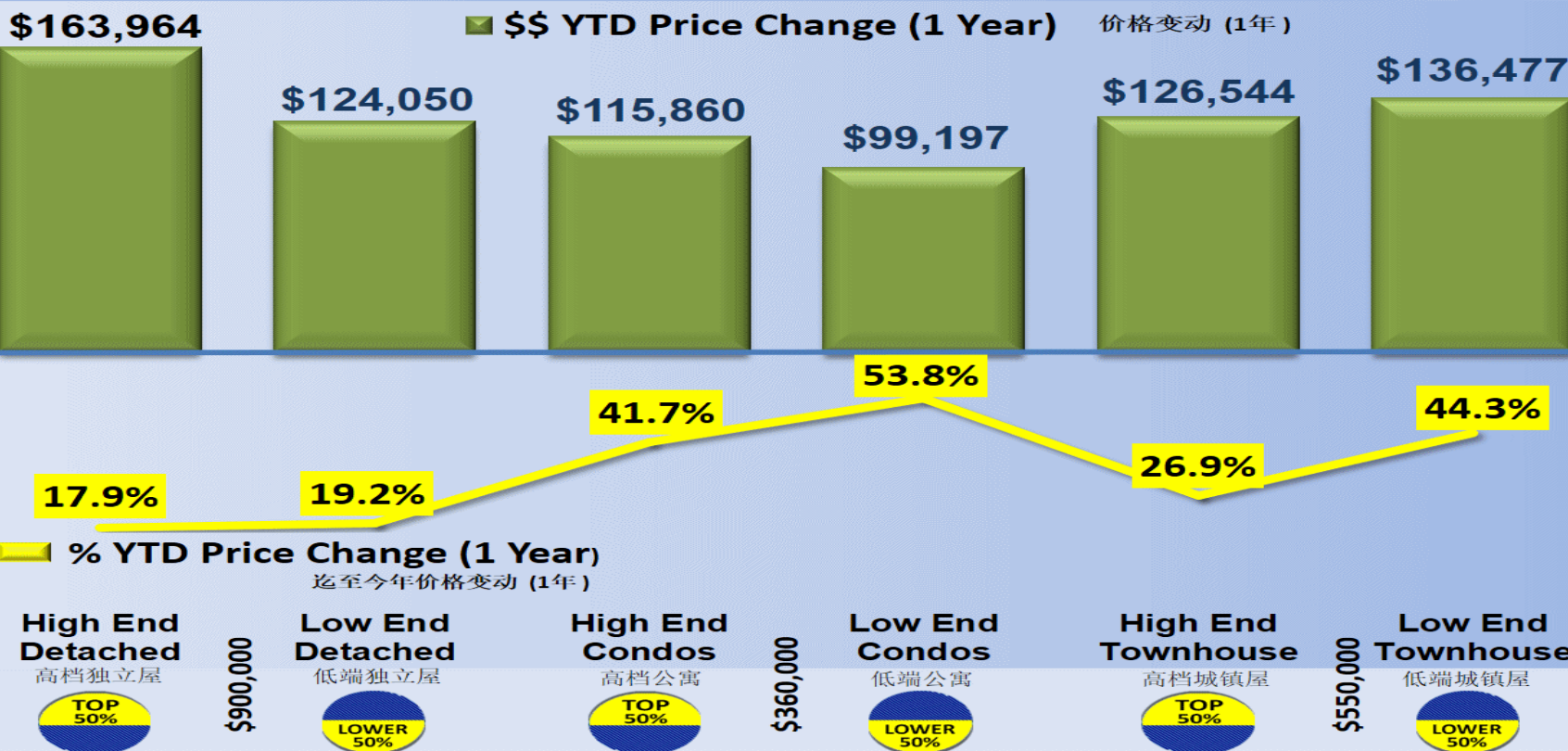
Powered by: Vancouver Market Reports HPIp

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



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

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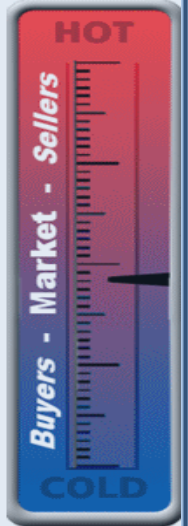
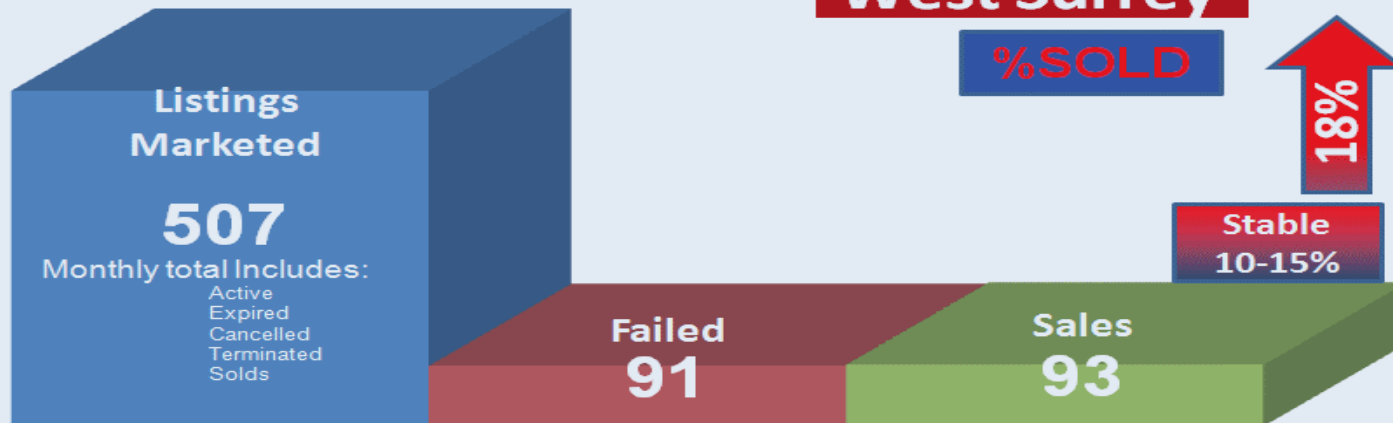
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Market Analysis and Forecasting

Feb 1/18

West Surrey

## Monthly Market Activity - Jan 2018- Single Family



Feb 1 2018 West Surrey Market Update

(Detached)

**Current:** West Surrey is in a Sellers Market with an average listing inventory, **18 %SOLD** rate and a 97% Sell/List Ratio. (This means that there is an average of a \$22,810 sales discount from the original list price)

*Most Active Price Range:* Homes between \$800,000 - \$900,000 have **30.3 %SOLD** rate.

*Least Active Price Range:* Homes above \$1.2 mill. have **5.9 % SOLD** rate.

**History:** The Surrey West Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$165,604. The Surrey West Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$132,242.



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detached homes



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Market Analysis and Forecasting

Feb 1/18

West Surrey

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

### West Surrey List Price Ranges Statistics - Jan 2018

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$600,000	15	3	18	87%	-\$3,500	20.0%	↑
\$600,001-\$700,000	8	1	61	96%	-\$28,700	12.5%	↑
\$700,000-\$800,000	58	17	41	99%	-\$10,000	29.3%	↑
\$800,000-\$900,000	89	27	47	97%	-\$24,000	30.3%	↑
\$900,000-\$1,100,000	132	27	29	98%	-\$20,429	20.5%	↑
\$1,100,000-\$1,200,000	35	8	41	96%	-\$49,000	22.9%	↑
\$1,200,001 and more	170	10	63	97%	-\$55,234	5.9%	↓
<b>Total Activity</b>	<b>507</b>	<b>93</b>	<b>41</b>	<b>97%</b>	<b>-\$22,810</b>	<b>18%</b>	↑

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	578	630	507		-123	↓
Active Listings (1st of the month)	380	509	364	323	-41	↓
Solds	75	115	93		-22	↓
Days on Market (DOM)	34	22	41		19	↑
%SOLD (Sales/ Listings /mnlly rate)	13.0%	18.3%	18.3%		0.1%	↑
(Top 50%) Home Price Index HPIp	\$921,496	\$1,073,985	\$1,087,100		\$13,115	↑
(Lower 50%) Home Price Index HPIp	\$647,859	\$791,230	\$780,101		-\$11,129	↓



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Market Analysis and Forecasting

Feb 1/18

West Surrey

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

West Surrey Sub areas Statistics - Jan 2018					Detached	
Neighbourhoods	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	17	2	40	98%	-\$14,350	11.8%
Bolivar Heights	59	12	50	98%	-\$17,889	20.3%
Royal Heights	15	2	47	101%	\$24,056	3.7%
Cedar Hills	61	10	78	97%	-\$32,900	10.7%
Whalley	52	8	30	100%	-\$1,167	14.8%
Queen Mary Park Surrey	69	15	51	97%	-\$31,200	15.1%
Bear Creek Green Timbers	66	13	17	98%	-\$18,000	9.2%
West Newton	73	16	56	97%	-\$18,500	11.3%
East Newton	95	15	52	95%	-\$51,269	7.2%
<b>Total Activity</b>	<b>507</b>	<b>93</b>	<b>41</b>	<b>97%</b>	<b>-\$22,810</b>	<b>18%</b>

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Statistics, on the Web!

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Market Analysis and Forecasting

Feb 1/18

West Surrey

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## Next Months Market Forecast

**Forecast:** West Surrey has average Listing supply; 323 homes are for sale and with the **18 %SOLD** monthly rate gives us a ~6 months of inventory. 4% of the active listings have reduced their price by \$39,901 on average or \$29,000 median in the last month. We project West Surrey to be a Sellers market.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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detached homes

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Market Analysis and Forecasting

Feb 1/18

West Surrey

Detached

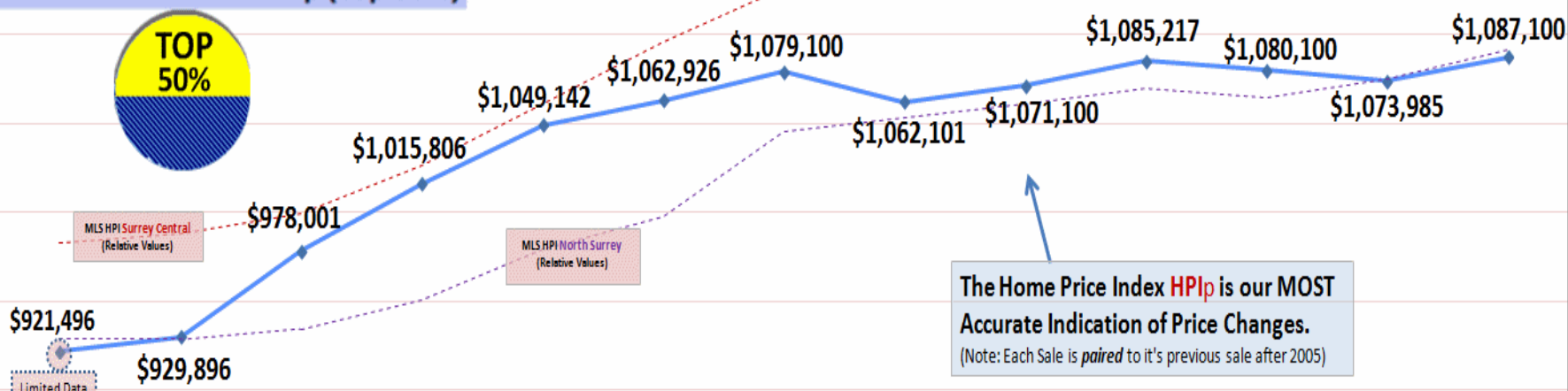
West Surrey

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)

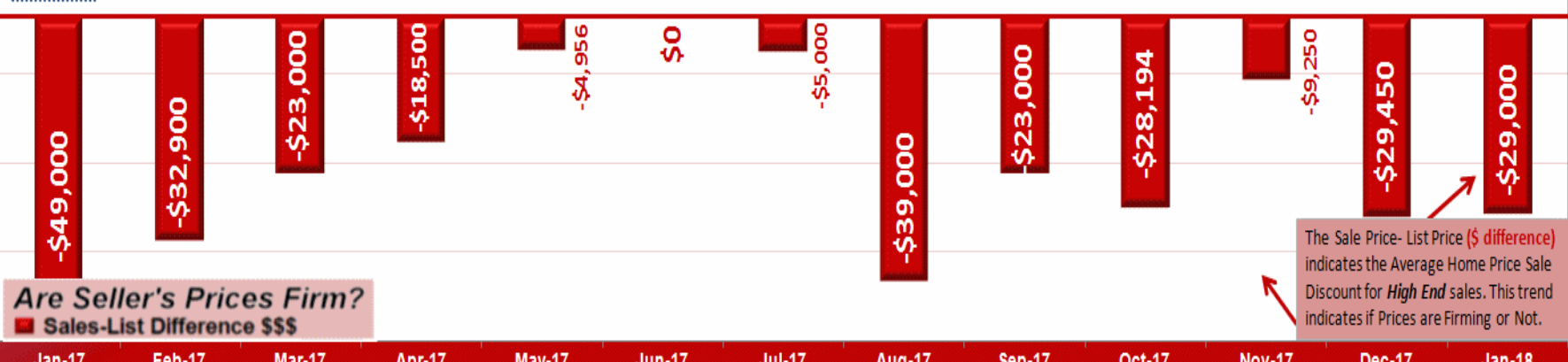
## Are Home Prices Up?

Home Price Index → **HPIp** (Top 50%)

Homes Over \$775,000



The Home Price Index **HPIp** is our 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 **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



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



Detached

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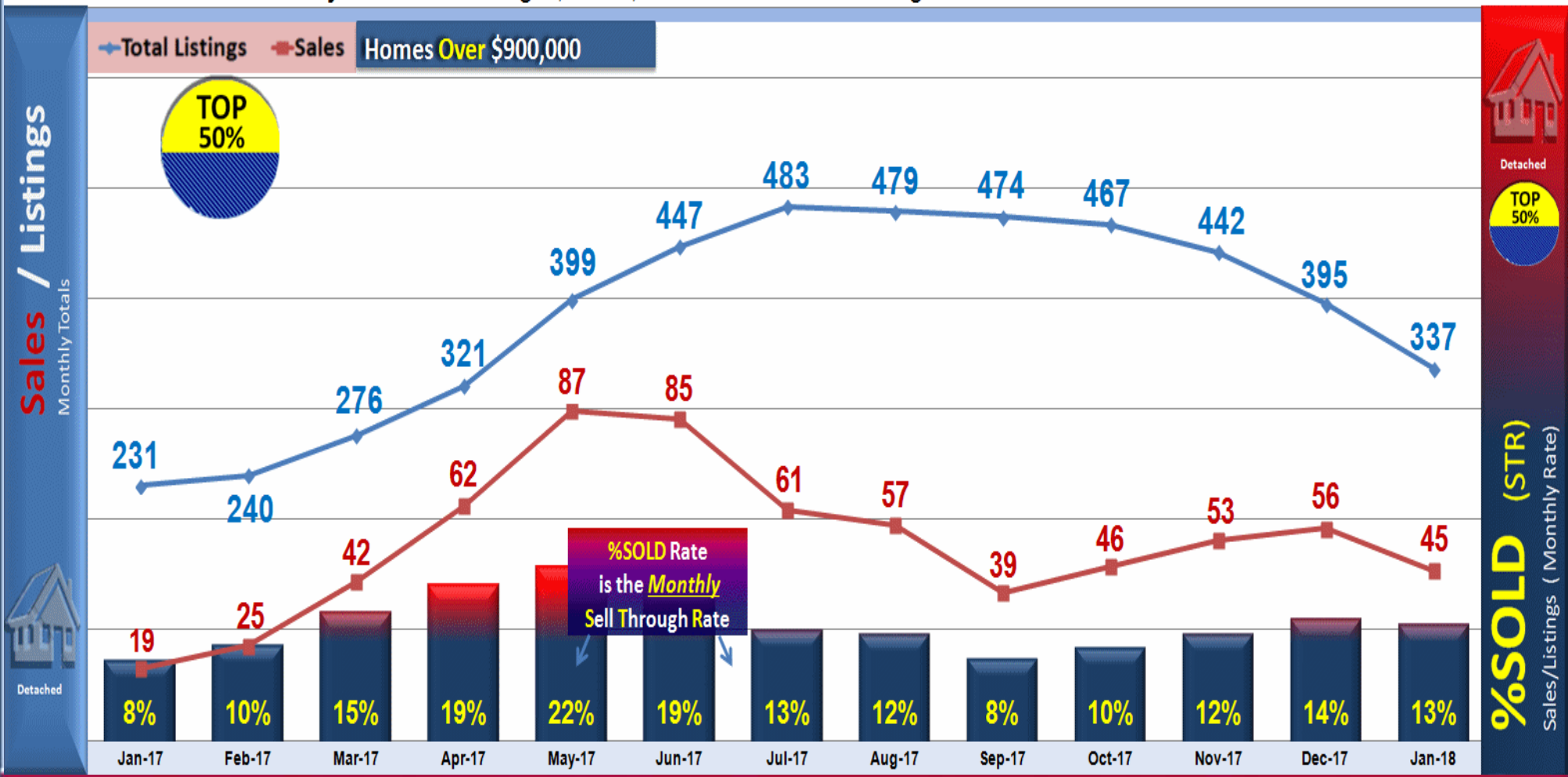
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## Market Analysis and Forecasting

Feb 1/18

## West Surrey

Detached West Surrey Total Listings<sup>\*\*</sup>, Sales, and %SOLD Rates for High End Homes



Sales / Listings  
Monthly Totals

Detached  
TOP 50%

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

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

Ron and Joyce Hubenig

# Vancouver Market Reports

Statistics, on the Web!

detached homes



Ron & Joyce Hubenig



Ph: 778-549-9909

Market Analysis and Forecasting

Feb 1/18

West Surrey

Detached

West Surrey 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)

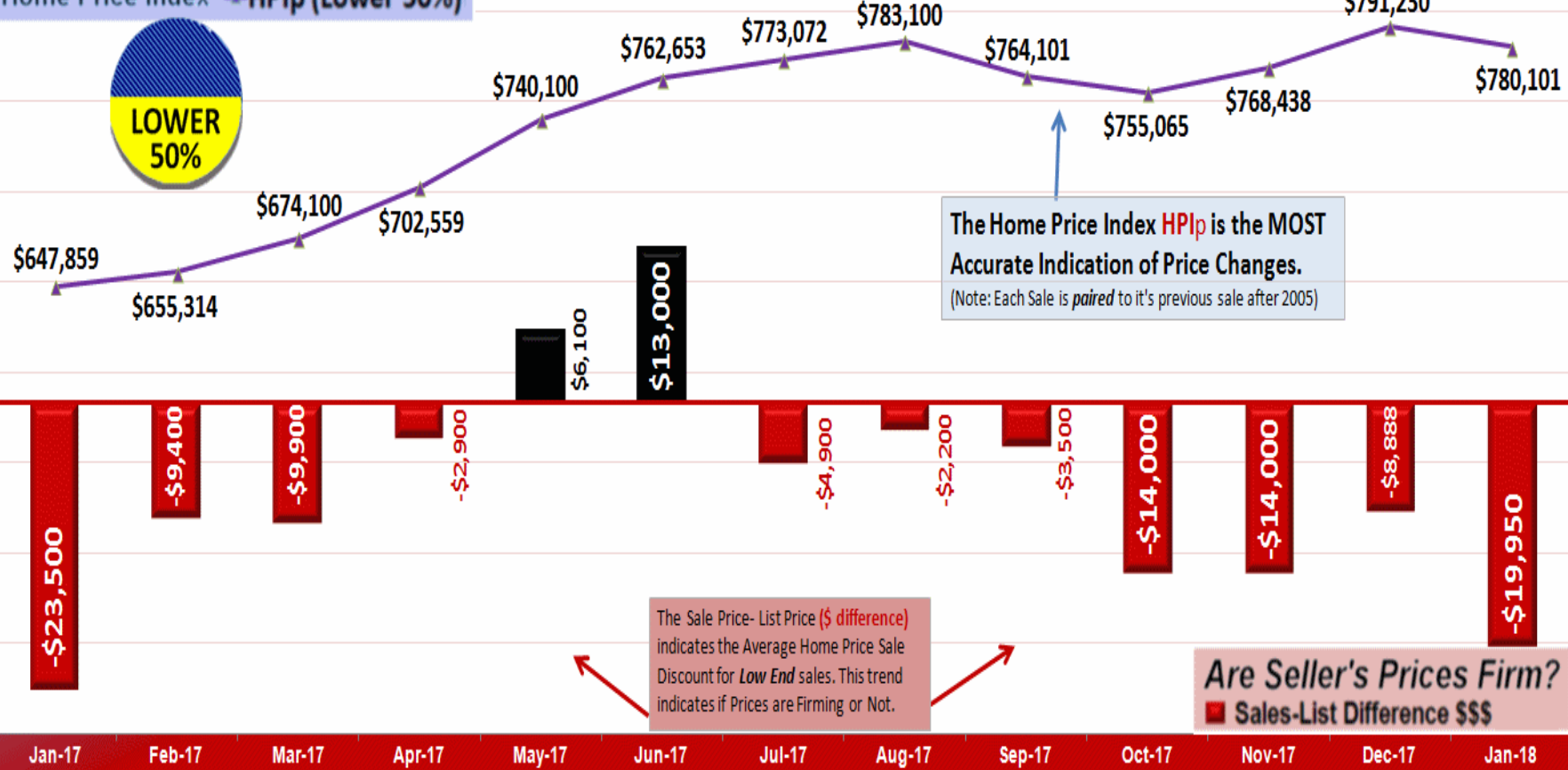


Detached

## Are Home Prices Up?

Homes Below \$775,000

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 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 \$\$\$



Detached



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

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

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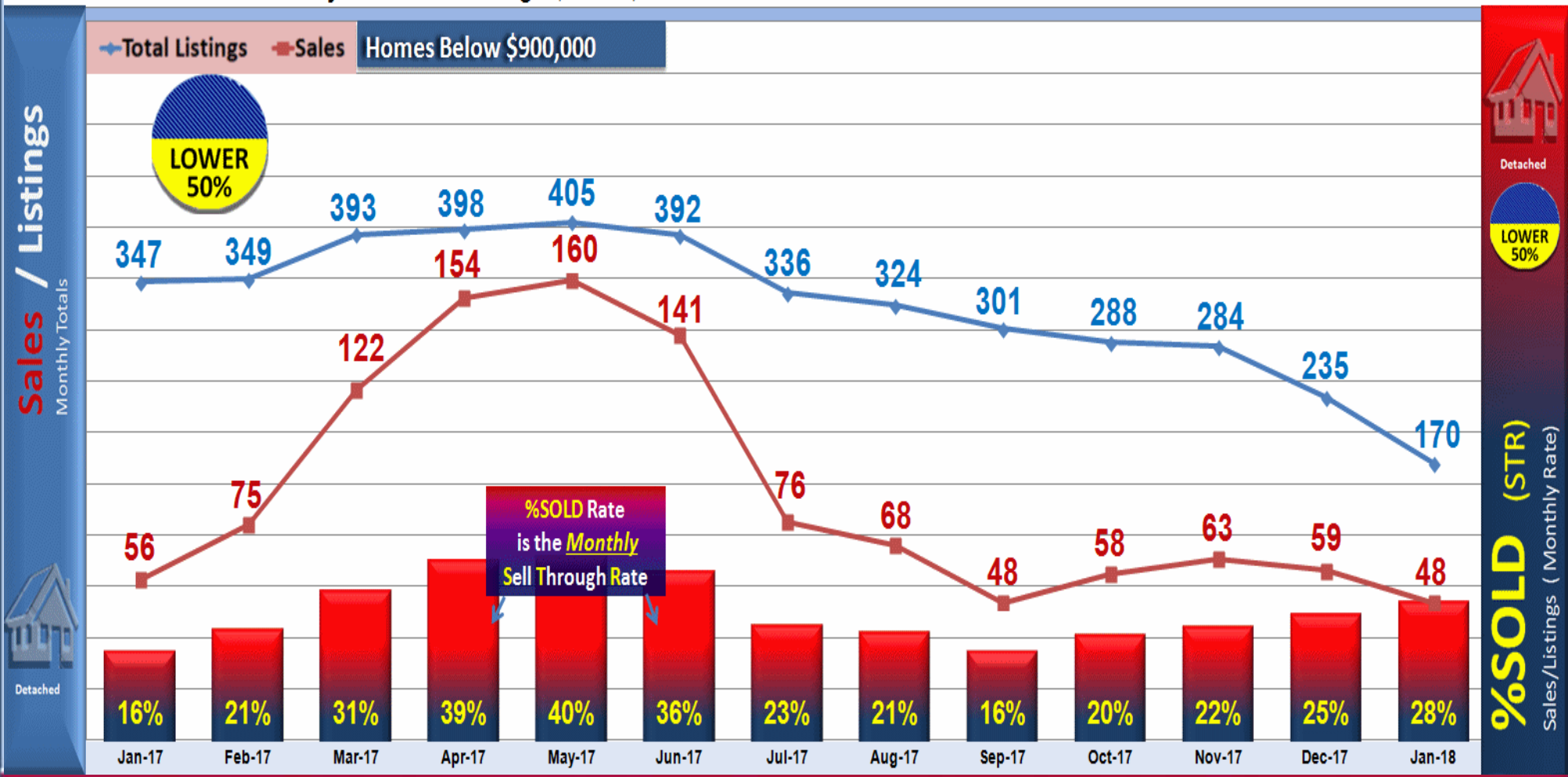
Ph: 778-549-9909

## Market Analysis and Forecasting

Feb 1/18

## West Surrey

Detached West Surrey Total Listings<sup>\*\*</sup>, Sales, and %SOLD Rates for Low End Homes



Sales / Listings  
Monthly Totals



Detached



Detached

LOWER 50%

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

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

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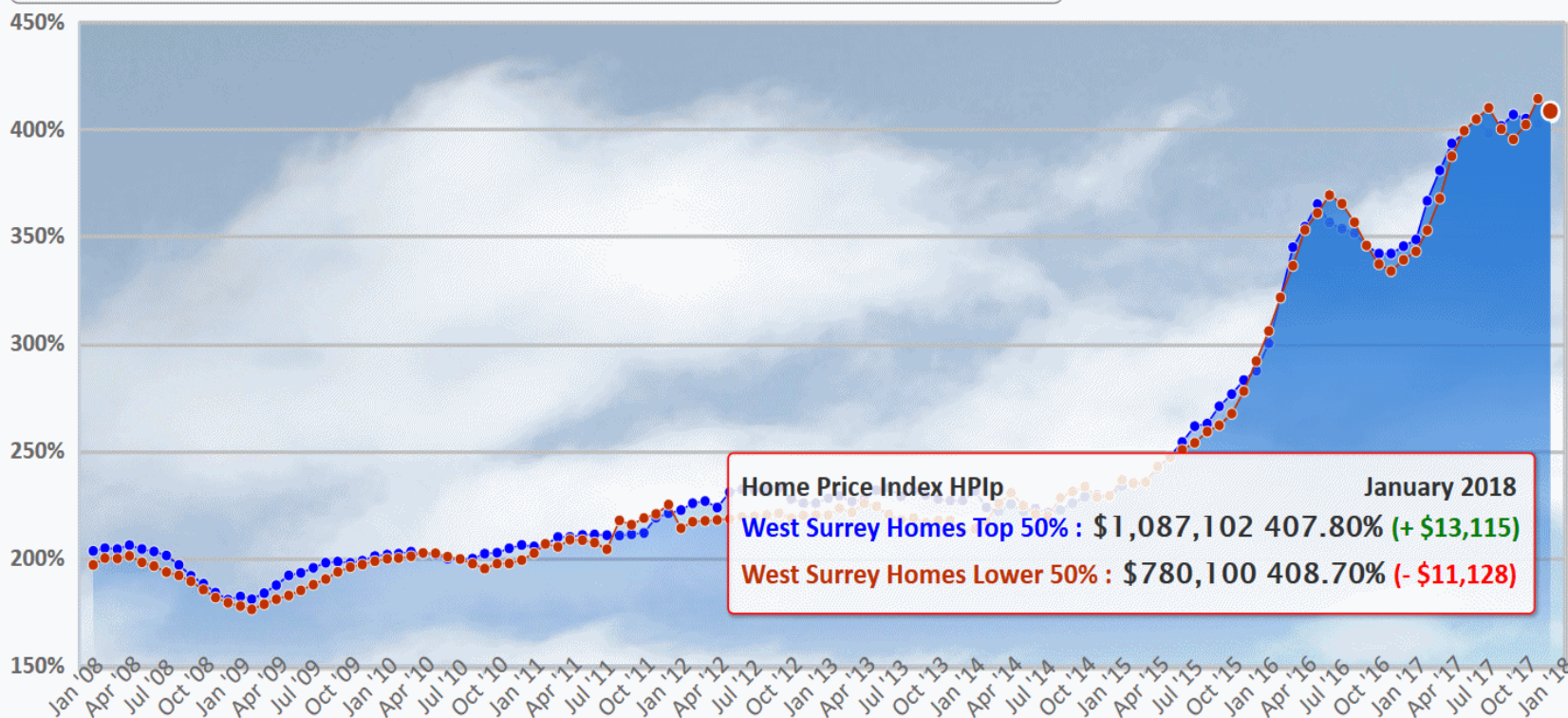
Feb 1/18

West Surrey

Powered by the Greater Vancouver Market Reports HPIp



West Surrey Homes Top 50% : HPIp Forecast+ Forecast-  
 West Surrey Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Jan 2018	% 407.80
Dec 2017	% 402.90
Nov 2017	% 405.20
Oct 2017	% 407.10
Sep 2017	% 401.80
Aug 2017	% 398.40
Jul 2017	% 404.80
Jun 2017	% 398.70
May 2017	% 393.60
Apr 2017	% 381.10
Mar 2017	% 366.90
Feb 2017	% 348.80

<<< 1 2 3 >>>

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 East Surrey

## Surrey East Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

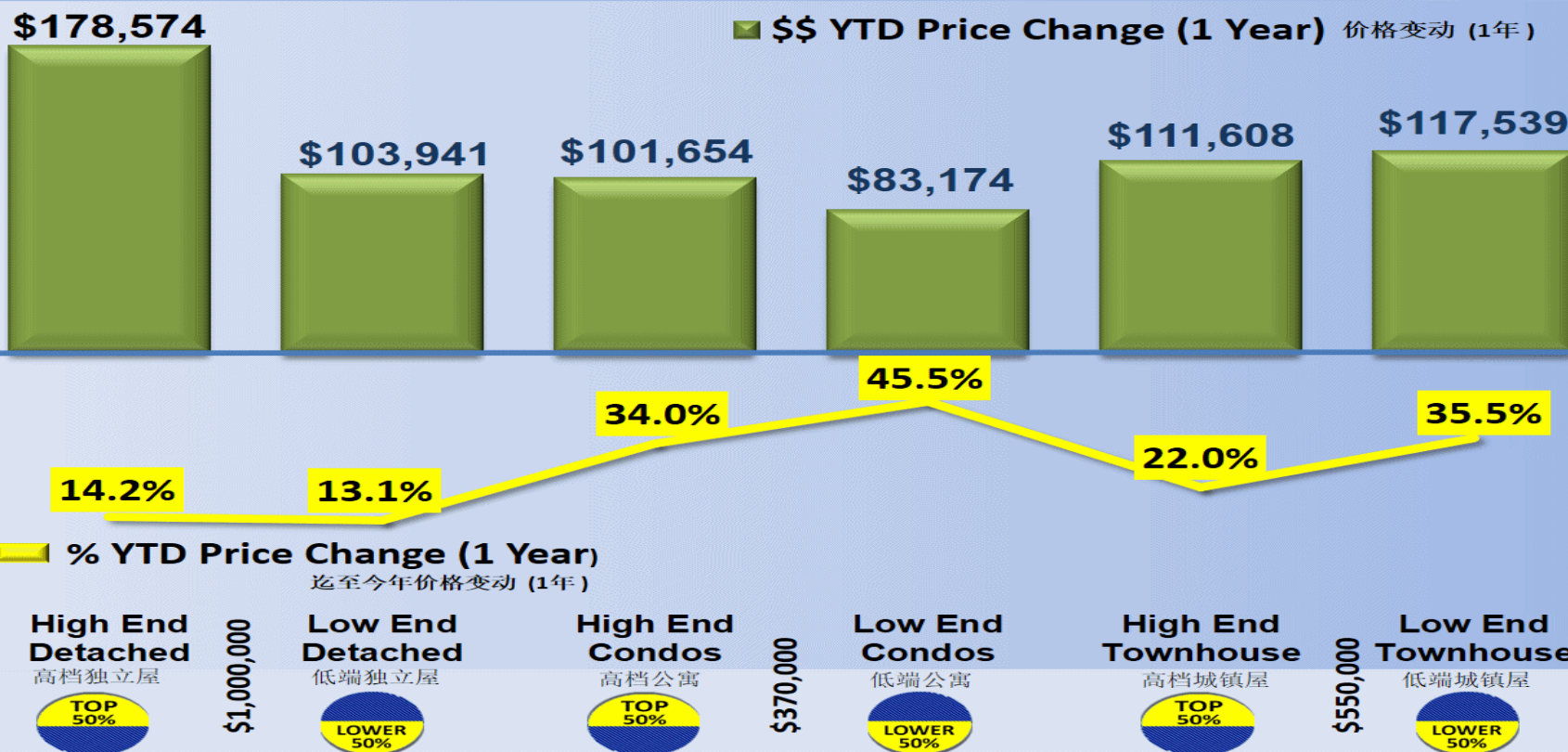
Powered by: Vancouver Market Reports HPIp

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



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

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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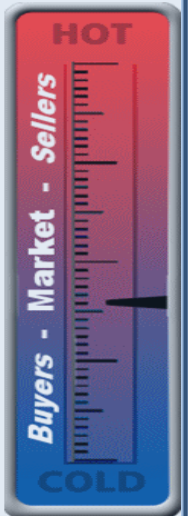
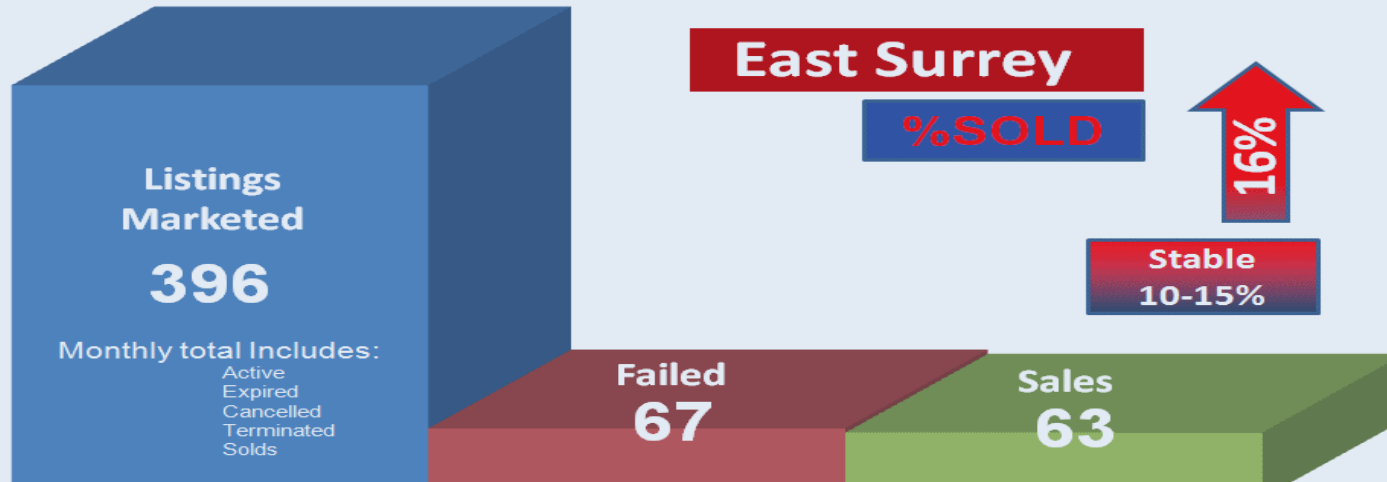
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Market Analysis and Forecasting

Feb 1/18

East Surrey

## Monthly Market Activity - Jan 2018- Single Family



Feb 1 2018 East Surrey Market Update (Detached)

**Current:** East Surrey is in a Stable Market with **16% SOLD** rate, 20 DOM and 98% Sell/List Ratio.  
(This means that there is an average (m) of a \$25,000 discount from the original list price)

*Most Active Price Range:* Homes below \$800,000 have **36.4 %SOLD** rate.

*Least Active Price Range:* Homes above \$1.5 mill. have **6.1 %SOLD** rate.

**History:** The Surrey East Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$168,588.  
The Surrey East Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$130,621.

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

\*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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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18

East Surrey

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

### East Surrey List Price Ranges Statistics - Jan 2018

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	11	4	50	102%	\$14,050	36.4%	↑
\$800,001-\$950,000	43	8	23	98%	-\$15,000	18.6%	↑
\$950,001-\$1100,000	66	20	24	97%	-\$26,000	30.3%	↑
\$1,100,001-\$1,200,000	40	5	6	98%	-\$18,000	12.5%	↓
\$1,200,001-\$1,500,000	122	19	16	97%	-\$35,000	15.6%	↓
\$1,500,001 and more	114	7	80	96%	-\$61,000	6.1%	↓
<b>Total Activity</b>	<b>396</b>	<b>63</b>	<b>26</b>	<b>98%</b>	<b>-\$25,000</b>	<b>16%</b>	

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change	
Total Listings** (A,S,T,C,X)	356	431	396		-35	↓
Active Listings (1st of the month)	241	339	268	266	-2	↓
Solds	49	62	63		1	↑
Days on Market (DOM)	35	20	26		6	↑
%SOLD (Sales/ Listings /mnthly rate)	13.8%	14.4%	15.9%		1.5%	↑
(Top 50%) Home Price Index HPIp	\$1,248,930	\$1,437,100	\$1,417,519		-\$19,581	↓
(Lower 50%) Home Price Index HPIp	\$786,038	\$893,719	\$916,660		\$22,941	↑



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



Ron & Joyce Hubenig



Market Analysis and Forecasting

Feb 1/18

East Surrey

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

### East Surrey Sub areas Statistics - Jan 2018

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	50	10	10	98%	-\$19,950	20.0%
Guildford	24	1	71	96%	-\$32,000	4.2%
Port Kells	12	2	58	103%	\$160,050	16.7%
Fleetwood Tynehead	135	26	36	97%	-\$30,440	19.3%
Panorama Ridge	99	11	22	97%	-\$29,888	11.1%
Sullivan Station	76	13	9	98%	-\$22,800	17.1%
<b>Total Activity</b>	<b>396</b>	<b>63</b>	<b>26</b>	<b>98%</b>	<b>-\$25,000</b>	<b>16%</b>



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# Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting

Feb 1/18 East Surrey



Ron & Joyce Hubenig

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## Next Months Market Forecast

**Forecast:** East Surrey has an average Listing Supply; 266 homes are for sale and with the **16 %SOLD** monthly rate gives us a 6 months of inventory. 5% of the active listings have reduced their price by \$29,915 on average or \$31,000 on median in the last month. We project East Surrey to be a continued stable market.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets. Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18

East Surrey

Detached East Surrey 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)

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

Homes Over \$1,000,000

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 \$\$\$



Detached

TOP 50%

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

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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## Market Analysis and Forecasting

Feb 1/18

## East Surrey

Detached East Surrey Total Listings, Sales, and %SOLD Rates

◆ Total Listings 
 ◆ Sales 
 Homes Over \$1,000,000



Detached

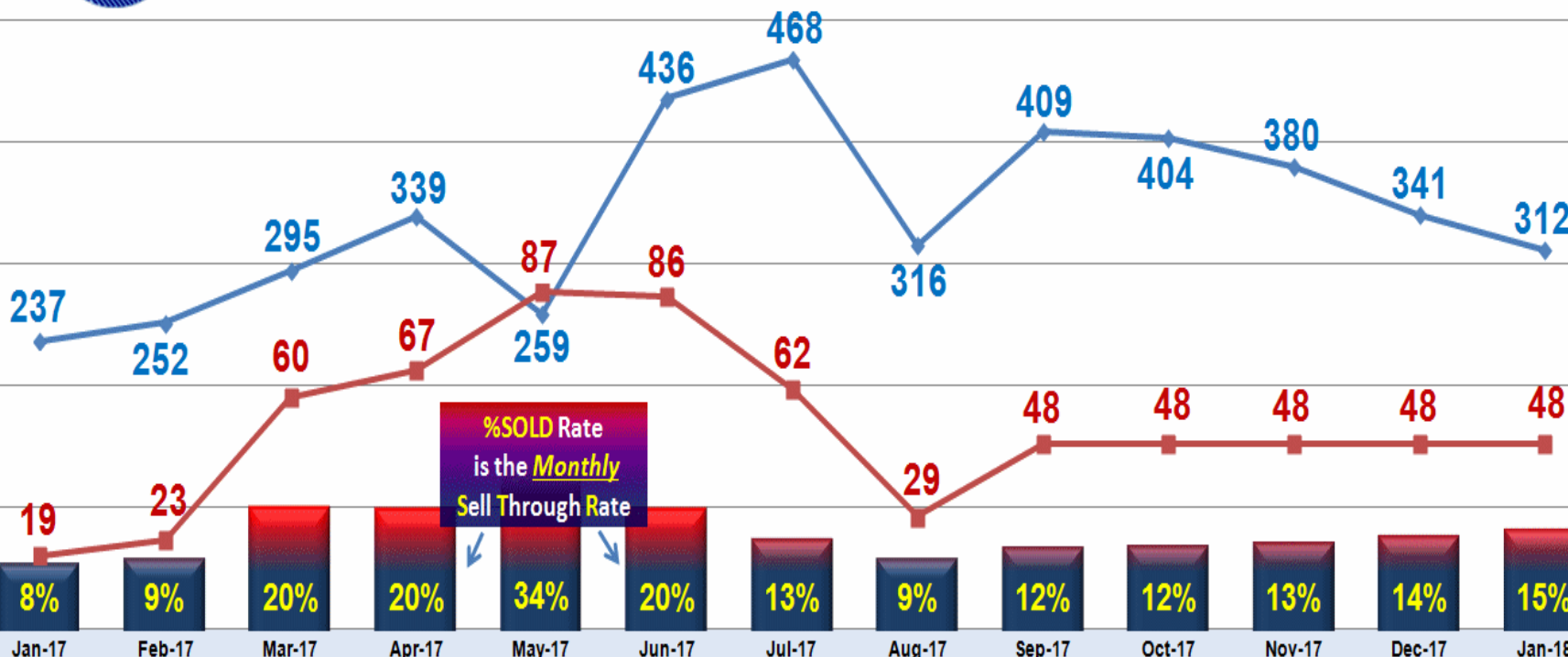
TOP 50%

Sales / Listings

Monthly Totals

%SOLD (STR)

Sales/Listings ( Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate

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

Statistics, on the Web!

detached homes

TEAM 3000 REALTY LTD



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Market Analysis and Forecasting

Feb 1/18

East Surrey

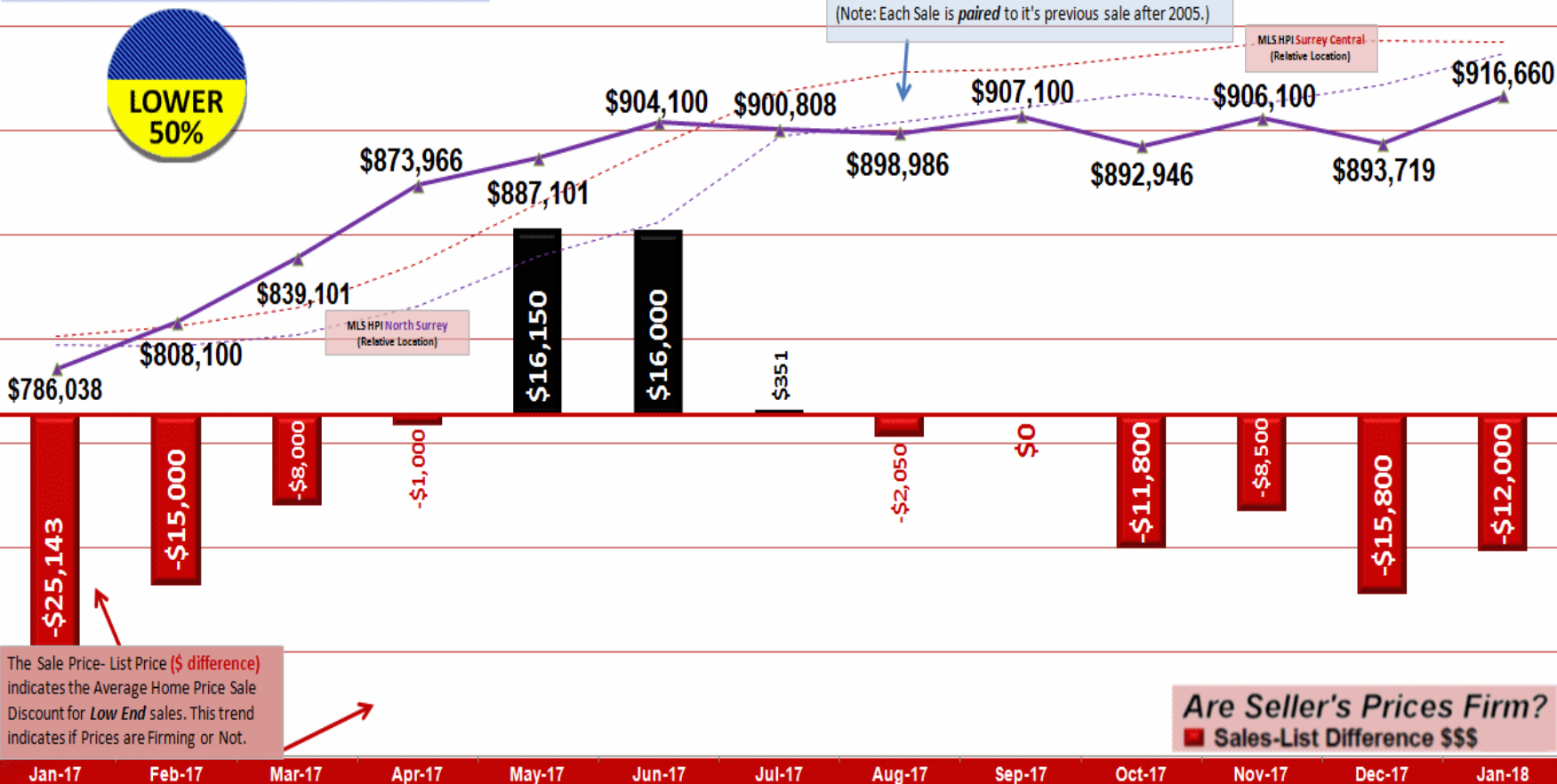
Detached East Surrey Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (Average home sold for \$ less than their original list price)

## Are Home Prices Up?

Homes Below \$1,000,000

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

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



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



Detached



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

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

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

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Statistics, on the Web!

detached homes



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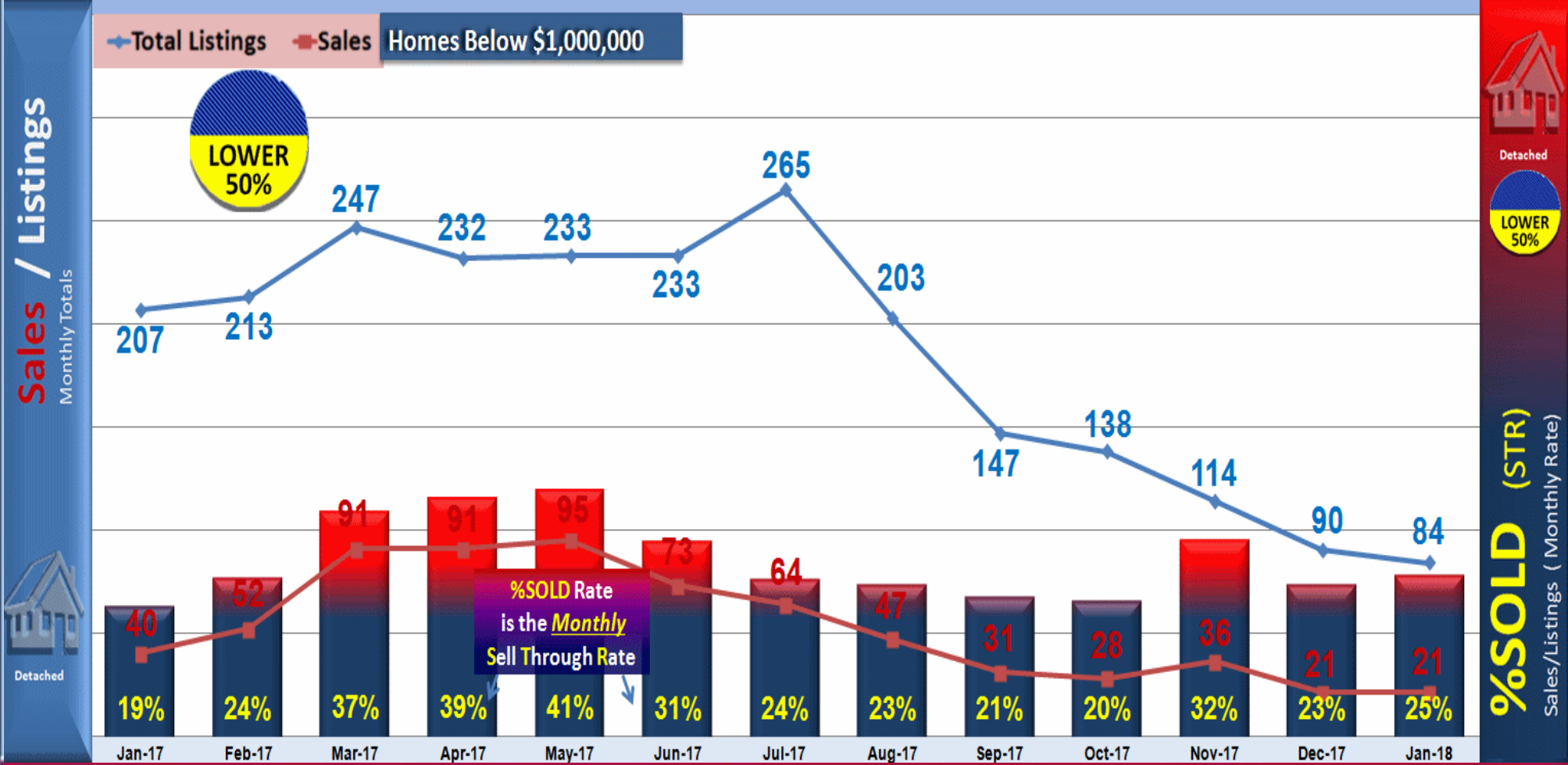
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## Market Analysis and Forecasting

Feb 1/18

## East Surrey

Detached East Surrey Total Listings \*\*, Sales, and %SOLD Rates



← Total Listings → Sales Homes Below \$1,000,000

LOWER 50%

%SOLD Rate is the Monthly Sell Through Rate



Detached

LOWER 50%

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

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

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

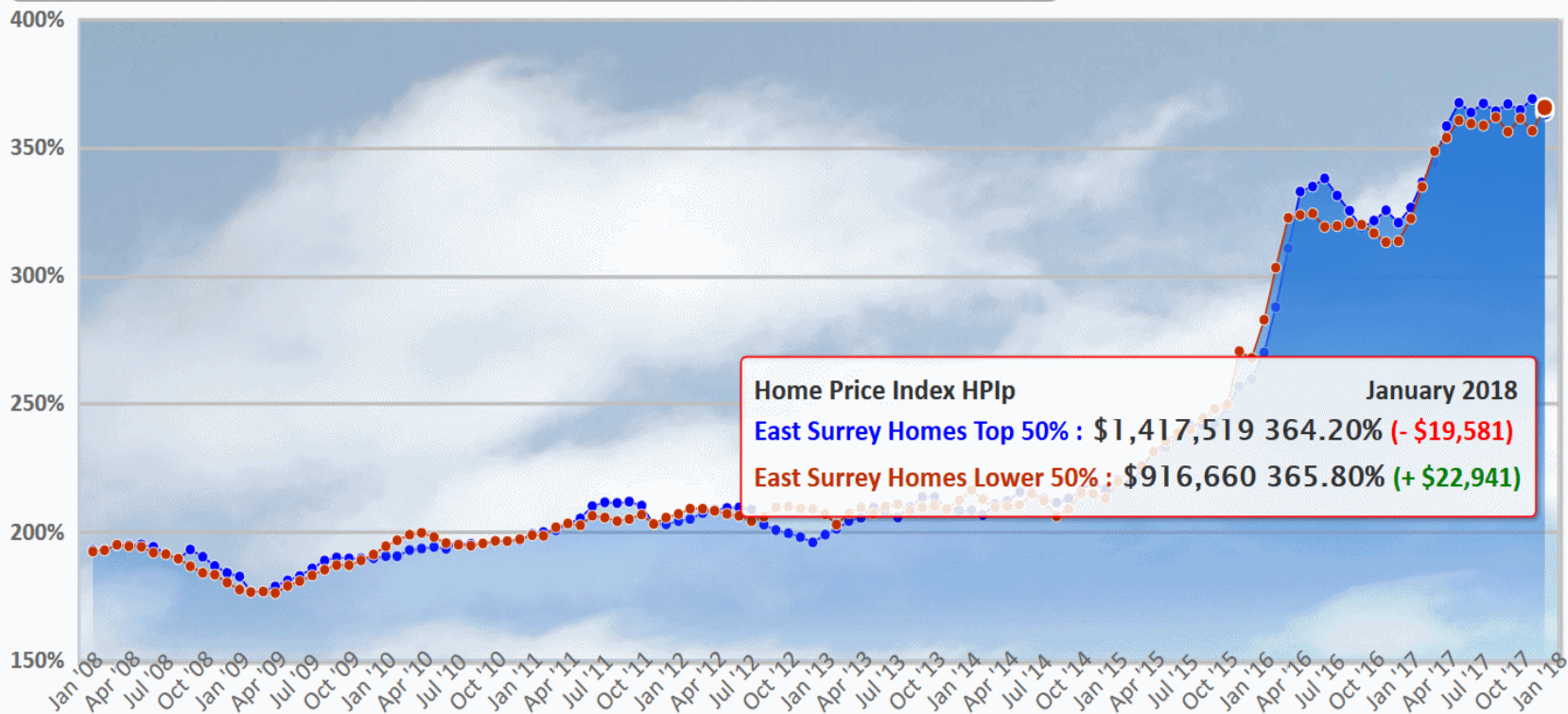
Feb 1/18

East Surrey

Powered by the Greater Vancouver Market Reports HPIp



East Surrey Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 East Surrey Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jan 2018	% 364.20
Dec 2017	% 369.20
Nov 2017	% 364.90
Oct 2017	% 367.20
Sep 2017	% 364.40
Aug 2017	% 367.40
Jul 2017	% 363.90
Jun 2017	% 367.70
May 2017	% 358.60
Apr 2017	% 344.30
Mar 2017	% 336.60
Feb 2017	% 326.80

<<< 1 2 3 >>>



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# Vancouver Market Reports

Statistics, on the Web!

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Market Analysis and Forecasting Feb 1/18 Langley - Walnut Grove

## North Langley Real Estate Price Changes (\$/%)

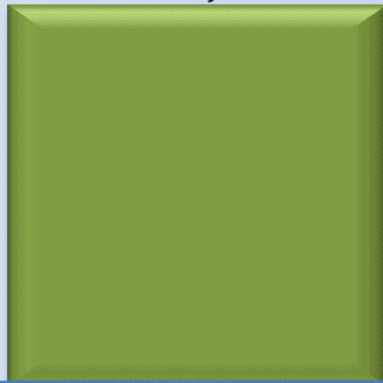
房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

Powered by: Vancouver Market Reports HPIp

\$179,921



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

价格变动 (1年)

\$115,792



15.7%

14.6%

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

High End Detached

高档独立屋

Low End Detached

低端独立屋

\$950,000



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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detached homes



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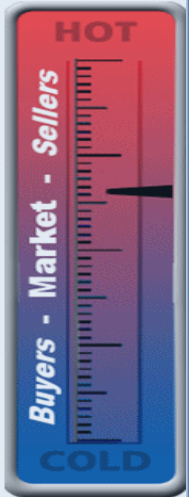
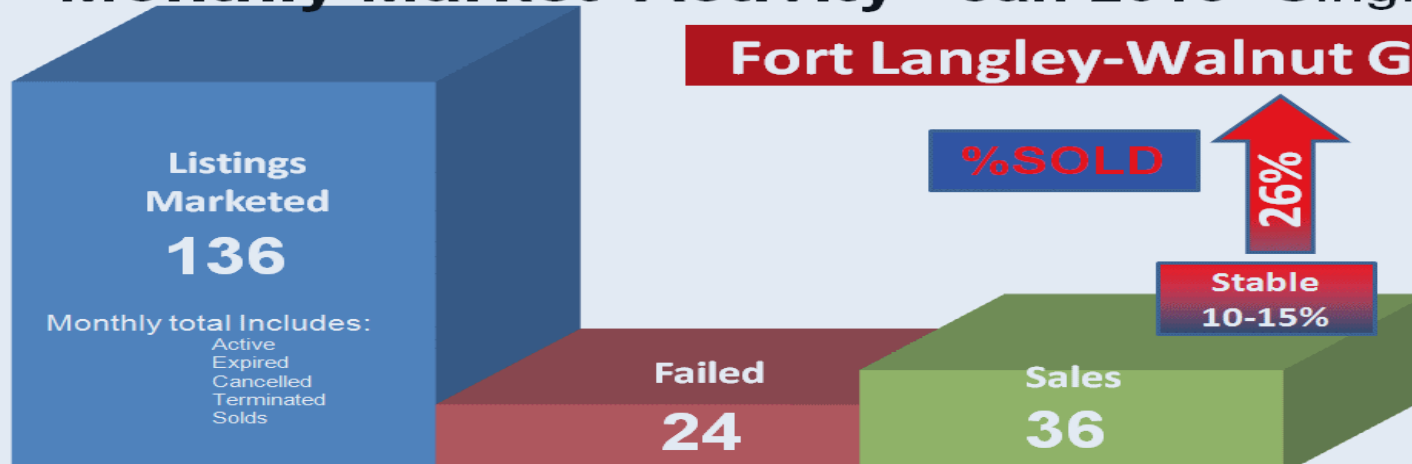


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Market Analysis and Forecasting Feb 1/18 Langley - Walnut Grove

## Monthly Market Activity - Jan 2018- Single Family

### Fort Langley-Walnut Grove



Feb 1 2018 North Langley Market Update (Detached)

**Current:** North Langley is in a Sellers Market with normal listing inventories, a **26 %SOLD** rate and a 98% Sell/List Ratio. (This means that there is an average of a \$25,500 Discount on a sale from the original list price)  
*Most Active Price Range:* Homes between \$800,000 - \$900,000 have **55.6 %SOLD** rate resulting in a Sellers Market.  
*Least Active Price Range:* Homes between \$1 mill. - \$1.1 mill. have **16.7 %SOLD** rate.

**History:** The North Langley Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$202,029.  
 The North Langley Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$133,373.

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



\*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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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting Feb 1/18 Langley - Walnut Grove

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

North Langley List Price Ranges Statistics - Jan 2018

Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	9	3	38	97%	-\$20,000	33.3%	↑
\$800,001-\$900,000	18	10	23	98%	-\$21,000	55.6%	↑
\$900,001-\$1,000,000	8	4	34	99%	-\$11,900	50.0%	↑
\$1,000,001-\$1,100,000	12	2	28	97%	-\$31,400	16.7%	↑
\$1,100,001-\$1,300,000	26	6	32	97%	-\$30,944	23.1%	↑
\$1,300,001 and more	63	11	20	98%	-\$50,000	17.5%	↑
<b>Total Activity</b>	<b>136</b>	<b>36</b>	<b>28</b>	<b>98%</b>	<b>-\$25,500</b>	<b>26%</b>	↑

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	156	157	136		-21	↓
Active Listings (1st of the month)	104	119	81	76	-5	↓
Solds	27	35	36		1	↑
Days on Market (DOM)	33	14	28		14	↑
%SOLD (Sales/ Listings /monthly rate)	17.3%	22.3%	26.5%		4.2%	↑
(Top 50%) Home Price Index HPIp	\$1,123,128	\$1,322,388	\$1,325,157		\$2,770	↑
(Lower 50%) Home Price Index HPIp	\$787,247	\$909,792	\$920,620		\$10,828	↑

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



Ron & Joyce Hubenig



Market Analysis and Forecasting Feb 1/18 Langley - Walnut Grove

Ph: 778-549-9909

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

### North Langley Sub areas Statistics - Jan 2018

### Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Walnut Grove	34	10	23	98%	-\$16,950	29.4%
County Line Glen Valley	16	5	16	93%	-\$100,000	31.3%
Willoughby Heights	74	19	34	98%	-\$24,000	25.7%
Fort Langley	12	2	80	92%	-\$175,750	16.7%
<b>Total Activity</b>	<b>136</b>	<b>36</b>	<b>28</b>	<b>98%</b>	<b>-\$25,500</b>	<b>26%</b>



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Market Analysis and Forecasting Feb 1/18 Langley - Walnut Grove

Ph: 778-549-9909

## Next Months Market Forecast

**Forecast:** North Langley has an average Listing supply; 76 homes are for sale and with the strong **26 %SOLD** monthly rate gives us a ~4 months of inventory. 4% of the active listings have reduced their price by \$17,367 on average or \$19,000 median in the last month.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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



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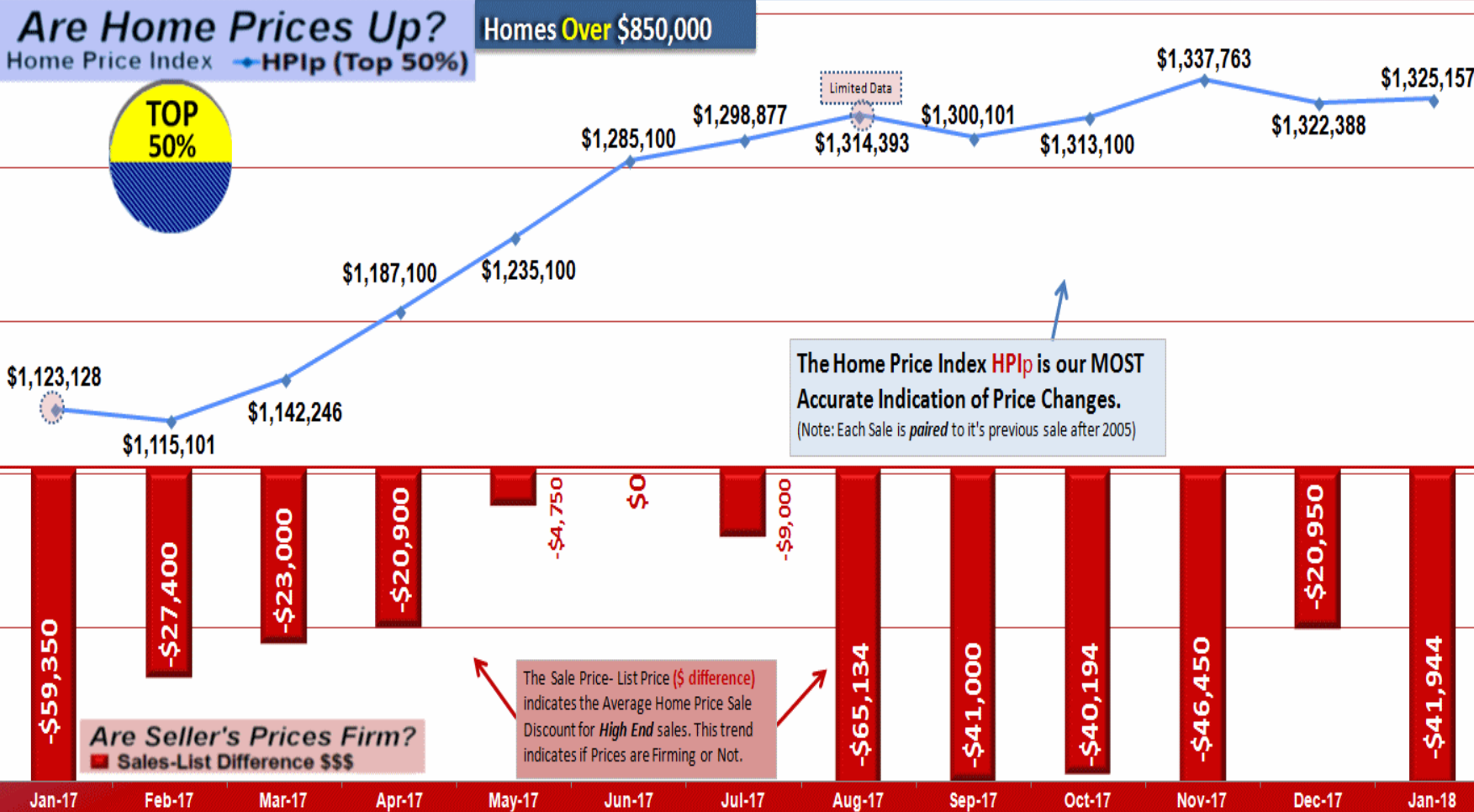
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## Market Analysis and Forecasting Feb 1/18 Langley - Walnut Grove

Detached

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

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



Detached

TOP 50%

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

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

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

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

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
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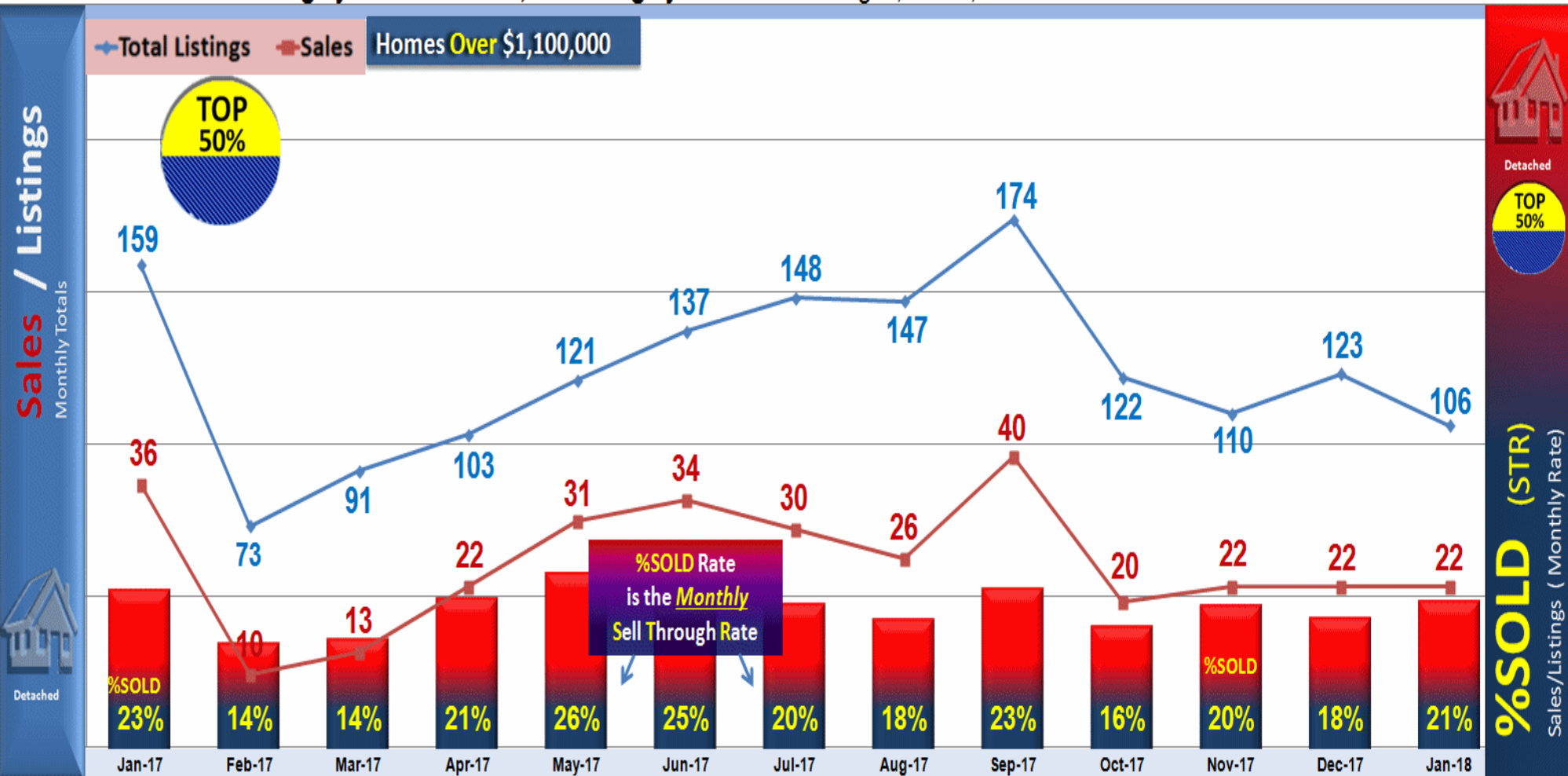
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## Market Analysis and Forecasting Feb 1/18 Langley - Walnut Grove

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



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Market Analysis and Forecasting Feb 1/18 Langley - Walnut Grove

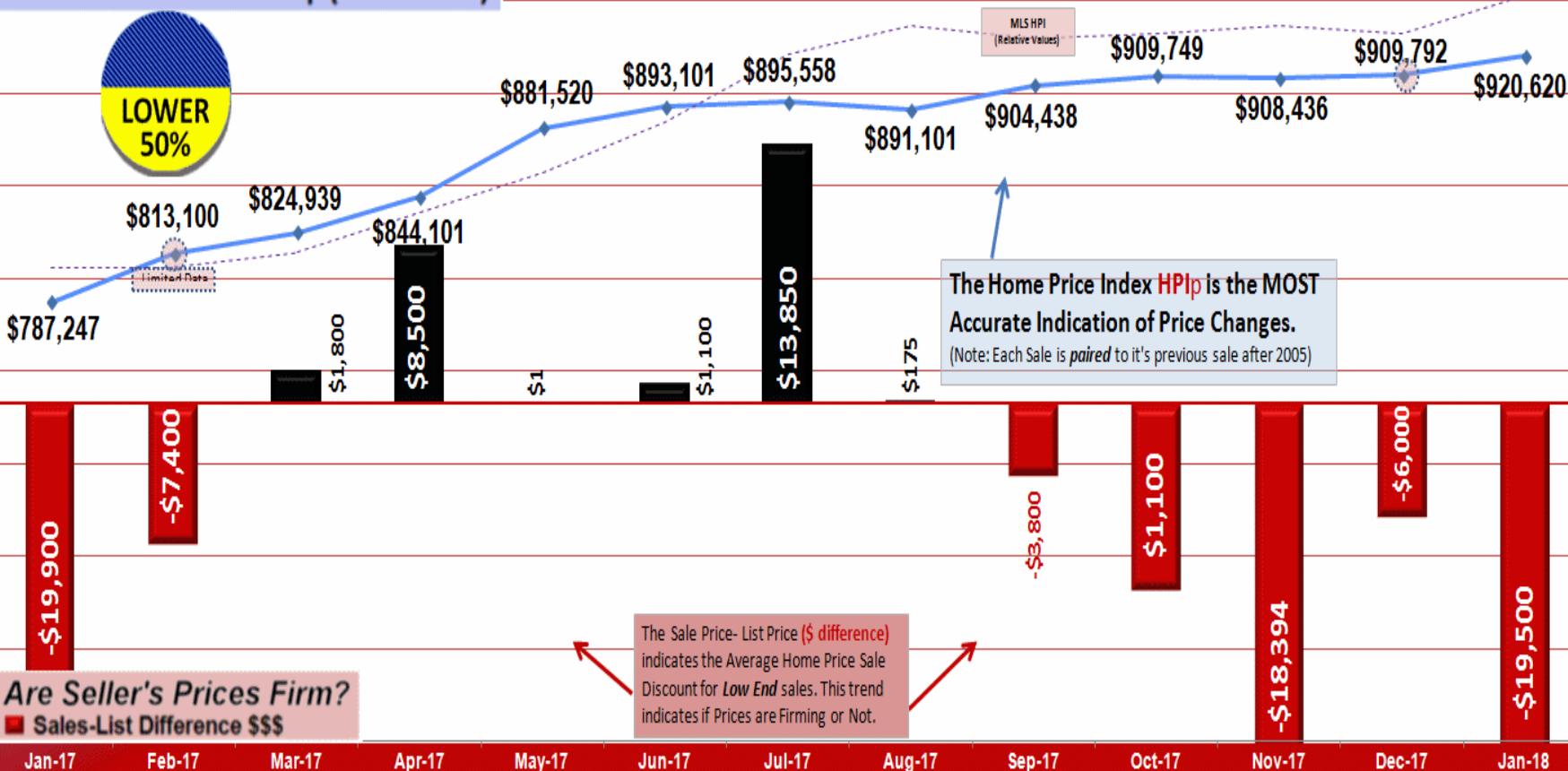
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North Langley: Walnut Grove, Fort Langley Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

## Are Home Prices Up?

Homes Below \$850,000

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 its previous sale after 2005)

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

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

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



Detached



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

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
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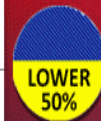
Market Analysis and Forecasting Feb 1/18 Langley - Walnut Grove

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

← Total Listings → Sales Homes Below \$1,100,000



Detached

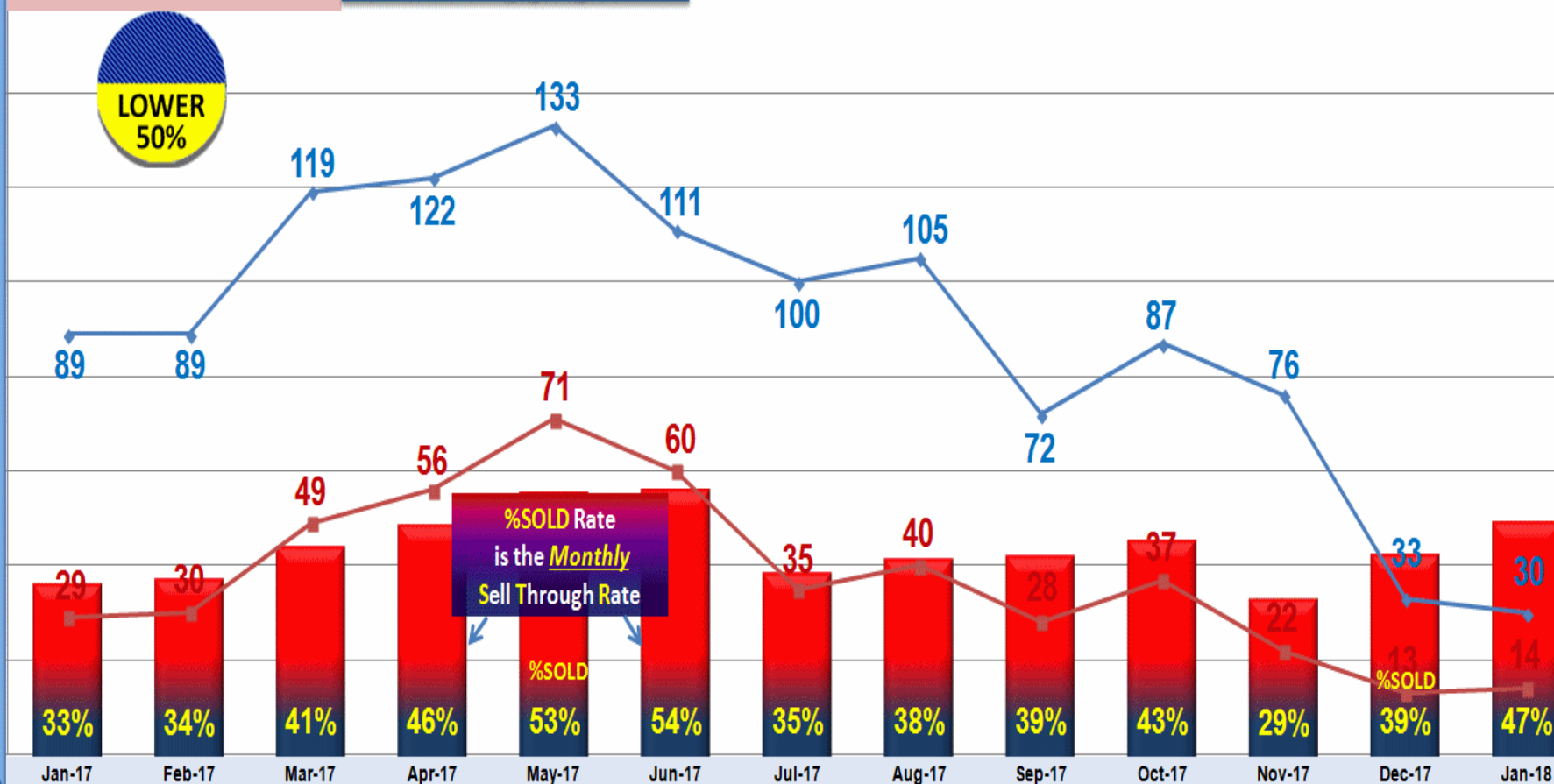


Sales / Listings  
Monthly Totals



Detached

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



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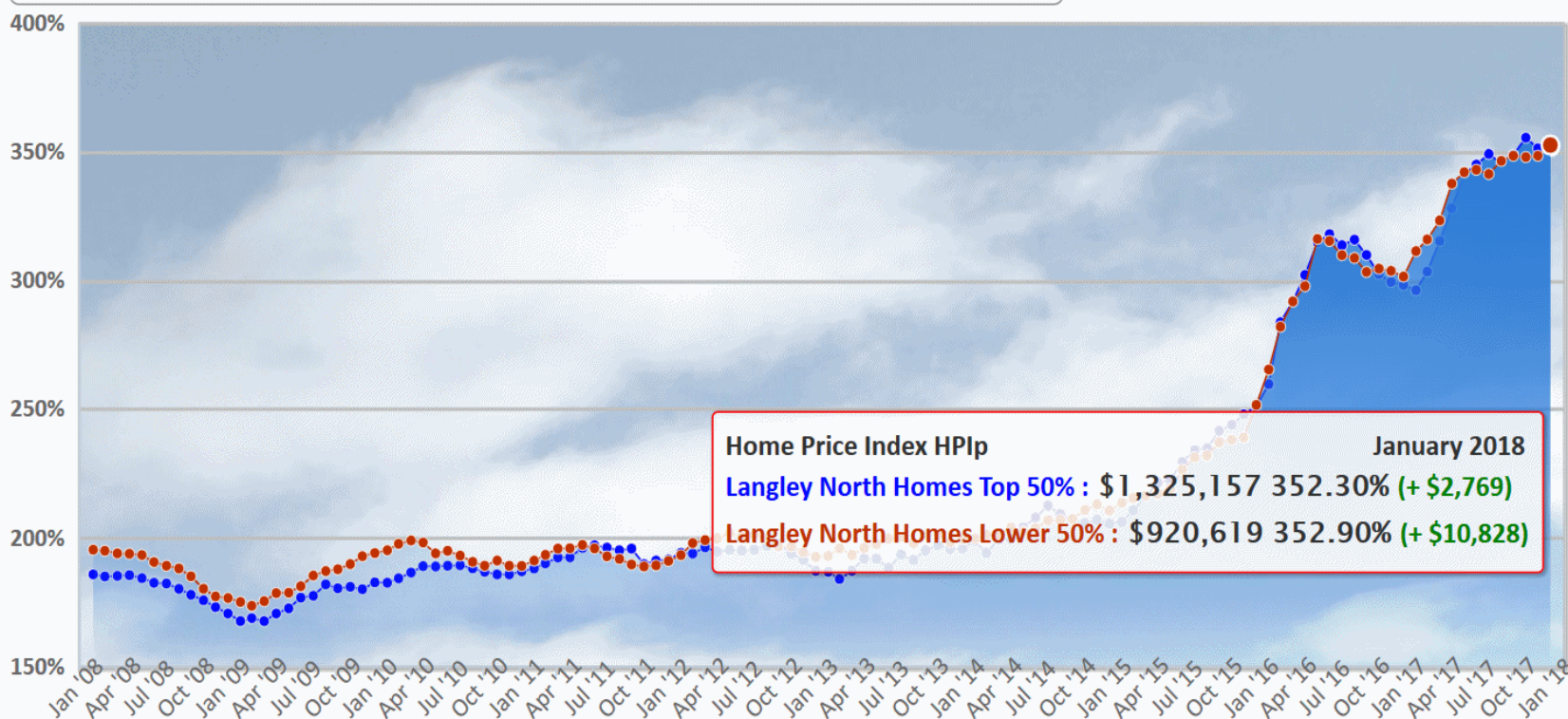
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## Market Analysis and Forecasting Feb 1/18 Langley - Walnut Grove

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jan 2018	% 352.30
Dec 2017	% 351.60
Nov 2017	% 355.70
Oct 2017	% 349.10
Sep 2017	% 345.60
Aug 2017	% 349.40
Jul 2017	% 345.30
Jun 2017	% 341.70
May 2017	% 328.40
Apr 2017	% 315.60
Mar 2017	% 303.70
Feb 2017	% 296.50

<<< 1 2 3 >>>



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Market Analysis and Forecasting Feb 1/18 Langley, Cloverdale

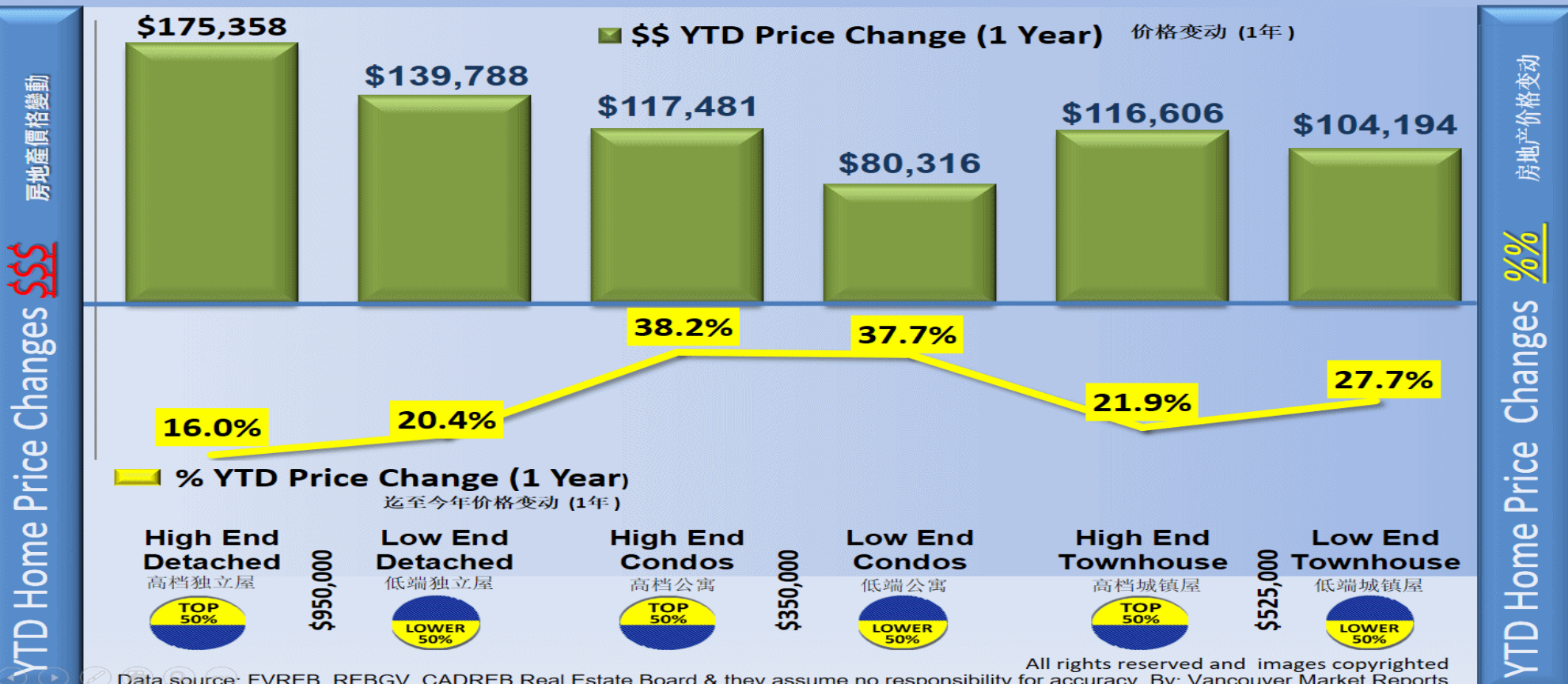
## Langley-Cloverdale Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

Powered by: Vancouver Market Reports HPIp



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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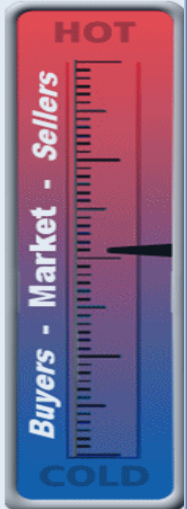
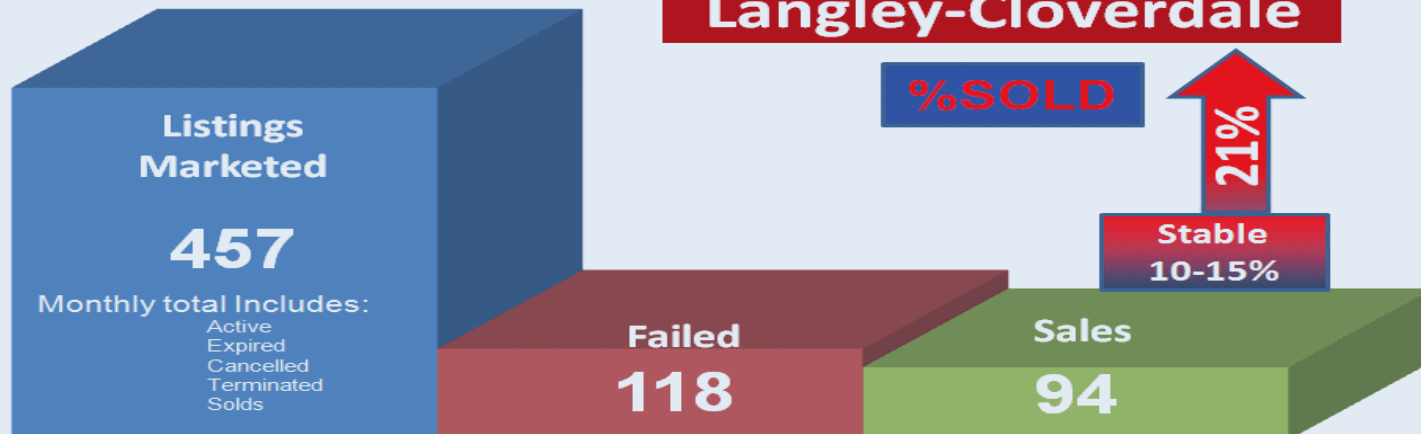
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Market Analysis and Forecasting Feb 1/18 Langley, Cloverdale

## Monthly Market Activity - Jan 2018- Single Family Langley-Cloverdale



Feb 1 2018 Langley, Cloverdale Market Update (Detached)

**Current:** Langley, Cloverdale is in a Sellers Market with average listing inventories, a **21 %SOLD** rate and a 98% Sell/List Ratio. (This means that there is an average of a \$17,200 discount on a sale from the original list price)

*Most Active Price Range:* Homes below \$800,000 have High **38.2 %SOLD** rate and is in a Sellers Market.

*Least Active Price Range:* Homes above \$2.5 mill. have **2.5 %SOLD** rate.

**History:** The Langley, Cloverdale Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$162,126. The Langley, Cloverdale Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$139,240.

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



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# Vancouver Market Reports

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Market Analysis and Forecasting Feb 1/18 Langley, Cloverdale

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

Langley, Cloverdale List Price Ranges Statistics - Jan 2018					Detached		
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	55	21	14	98%	-\$4,900	38.2%	↑
\$800,001-\$875,000	27	8	27	98%	-\$17,400	29.6%	↑
\$875,000-\$950,000	49	8	8	97%	-\$29,450	16.3%	↑
\$950,001-\$1,100,000	66	24	4	99%	-\$6,900	36.4%	↑
\$1,100,000-\$1,200,000	28	7	35	94%	-\$72,000	25.0%	↑
\$1,200,000-\$1,300,000	29	4	52	98%	-\$24,000	13.8%	↑
\$1,300,001-\$1,800,000	83	14	44	98%	-\$35,000	16.9%	↑
\$1,800,001-\$2,500,000	39	6	52	94%	-\$134,400	15.4%	↓
\$2,500,001 and more	81	2	148	92%	-\$224,000	2.5%	↓
<b>Total Activity</b>	<b>457</b>	<b>94</b>	<b>18</b>	<b>98%</b>	<b>-\$17,200</b>	<b>21%</b>	↑

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	442	516	457		-59	↓
Active Listings (1st of the month)	273	409	298	316	18	↓
Solds	81	100	94		-6	↓
Days on Market (DOM)	46	20	18		-2	↑
%SOLD (Sales/Listings /monthly rate)	18.3%	19.4%	20.6%		1.2%	↓
(Top 50%) Home Price Index HPIp	\$1,115,100	\$1,280,100	\$1,277,226		-\$2,874	↑
(Lower 50%) Home Price Index HPIp	\$695,100	\$828,508	\$834,340		\$5,833	↑

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Market Analysis and Forecasting

Feb 1/18 Langley, Cloverdale



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

Langley, Cloverdale Sub areas Statistics - Jan 2018			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	112	21	11	96%	-\$36,500	18.8%
Serpentine	17	1	1	94%	-\$74,000	5.9%
Clayton	24	5	39	99%	-\$9,999	20.8%
Murrayville	25	8	37	98%	-\$15,950	32.0%
Salmon River	37	6	31	97%	-\$47,000	16.2%
Brookswood Langley	70	17	10	98%	-\$19,900	24.3%
Aldergrove Langley	51	13	14	99%	-\$2,400	25.5%
Campbell Valley	45	4	103	94%	-\$134,950	8.9%
Otter District	25	5	2	98%	-\$4,500	20.0%
Langley City	51	14	35	99%	-\$8,750	27.5%
<b>Total Activity</b>	<b>457</b>	<b>94</b>	<b>18</b>	<b>98%</b>	<b>-\$17,200</b>	<b>21%</b>

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Market Analysis and Forecasting

Feb 1/18 Langley, Cloverdale

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## Next Months Market Forecast

**Forecast:** Langley, Cloverdale has an average Listing supply; 316 homes are for sale and with the **21 %SOLD** monthly rate gives us a ~5 months of inventory. 5% of the active listings have reduced their price by \$50,048 on average or \$40,000 median in the last month. We project Langley, Cloverdale Detached to be a sellers market.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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## Market Analysis and Forecasting

Feb 1/18 Langley, Cloverdale

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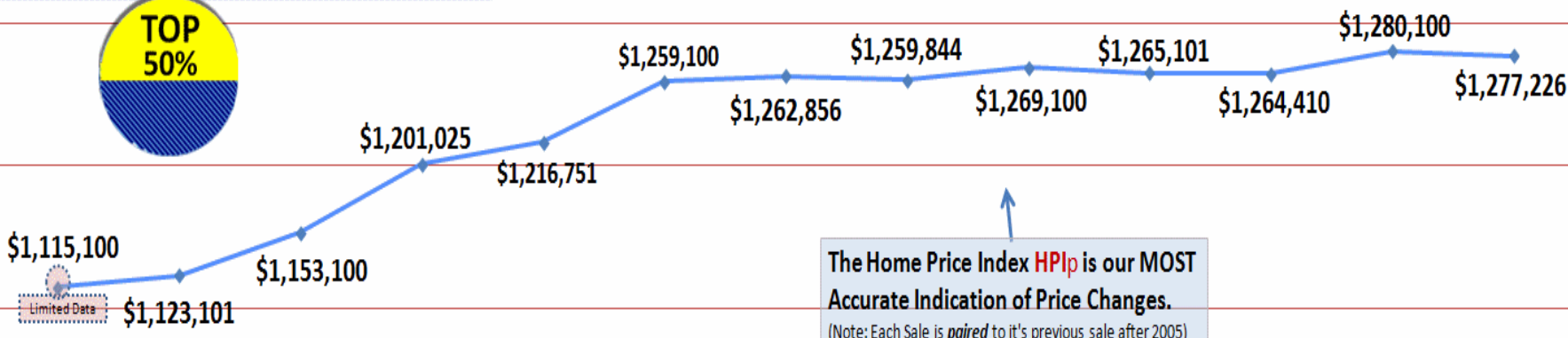
Langley, Cloverdale

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** \$950,000



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

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



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



Detached



Detached

TOP 50%

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

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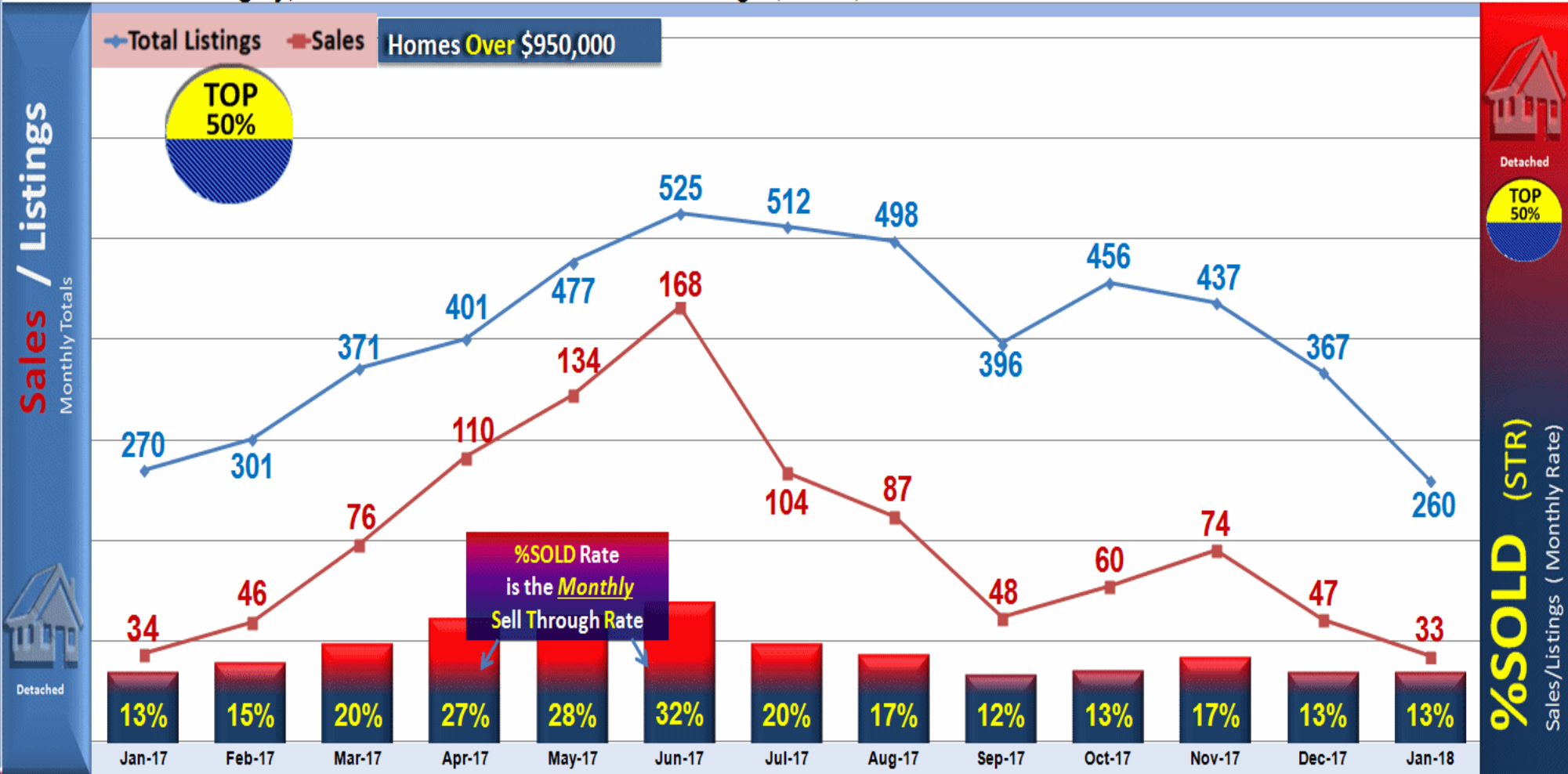
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Market Analysis and Forecasting Feb 1/18 Langley, Cloverdale

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



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

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

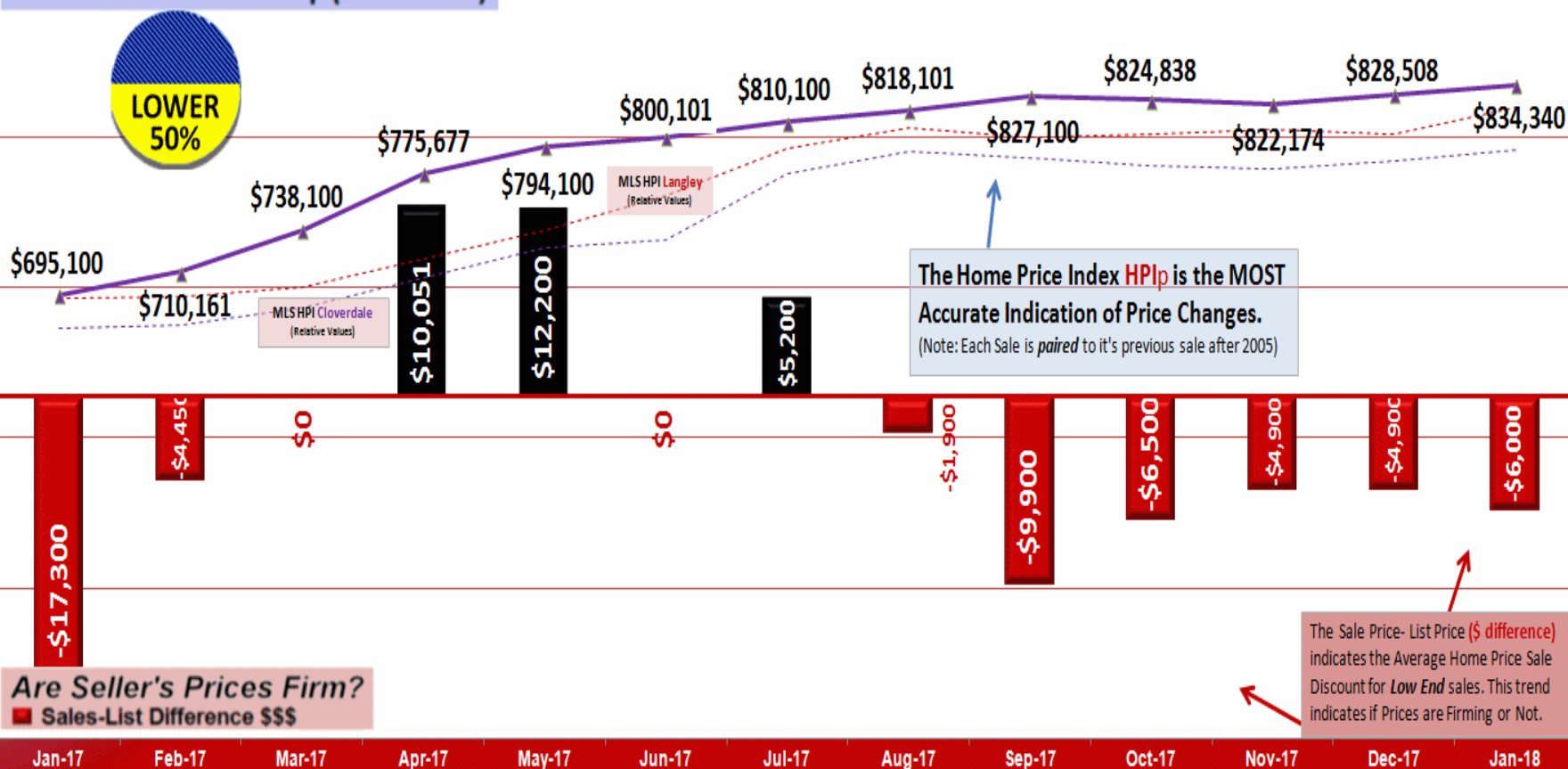


Detached

## Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$950,000



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 \$\$\$



Detached

LOWER 50%

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

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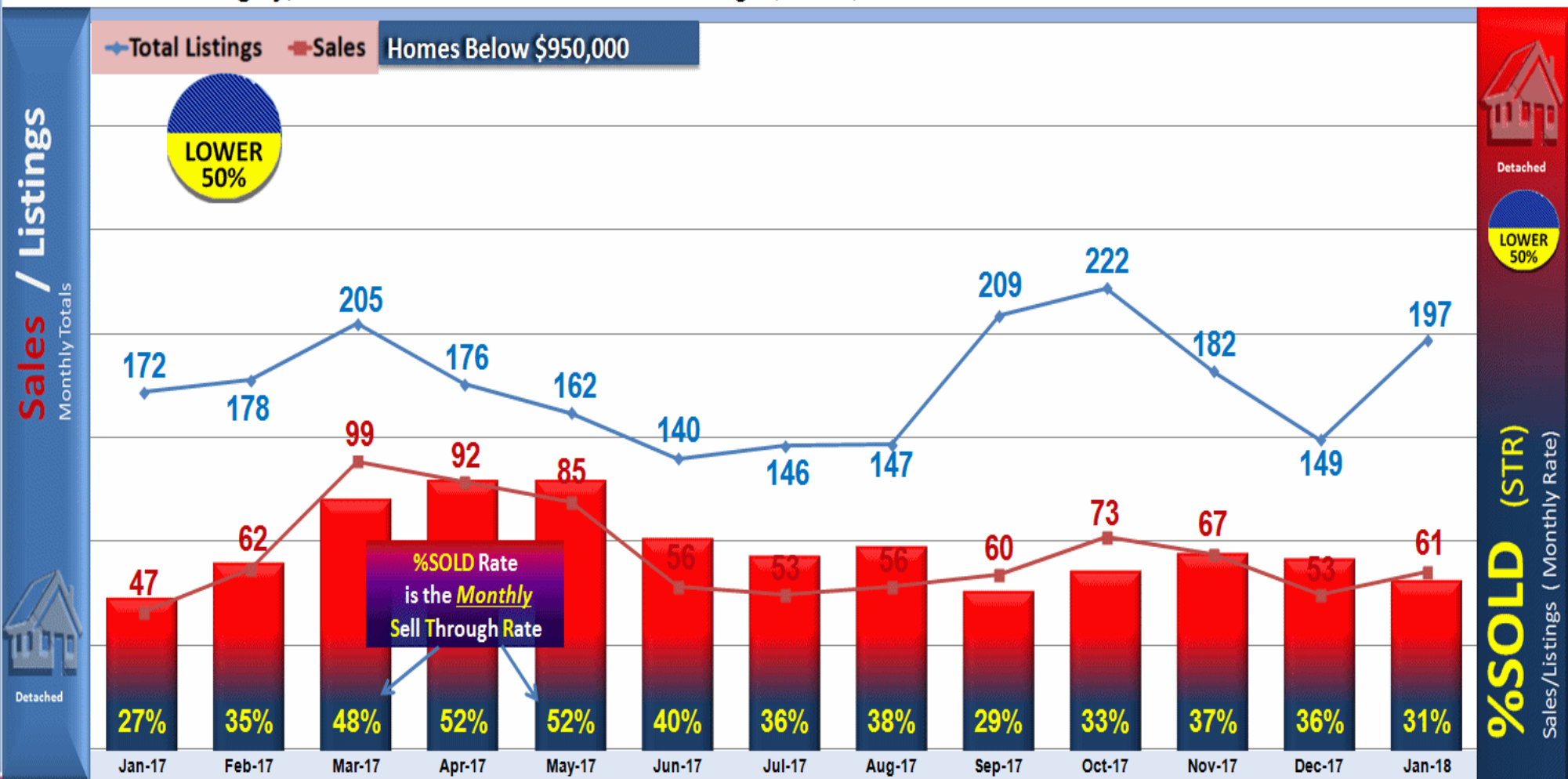
Ron & Joyce Hubenig



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Market Analysis and Forecasting Feb 1/18 Langley, Cloverdale

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



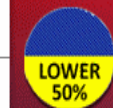
Sales / Listings  
Monthly Totals



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](#)  
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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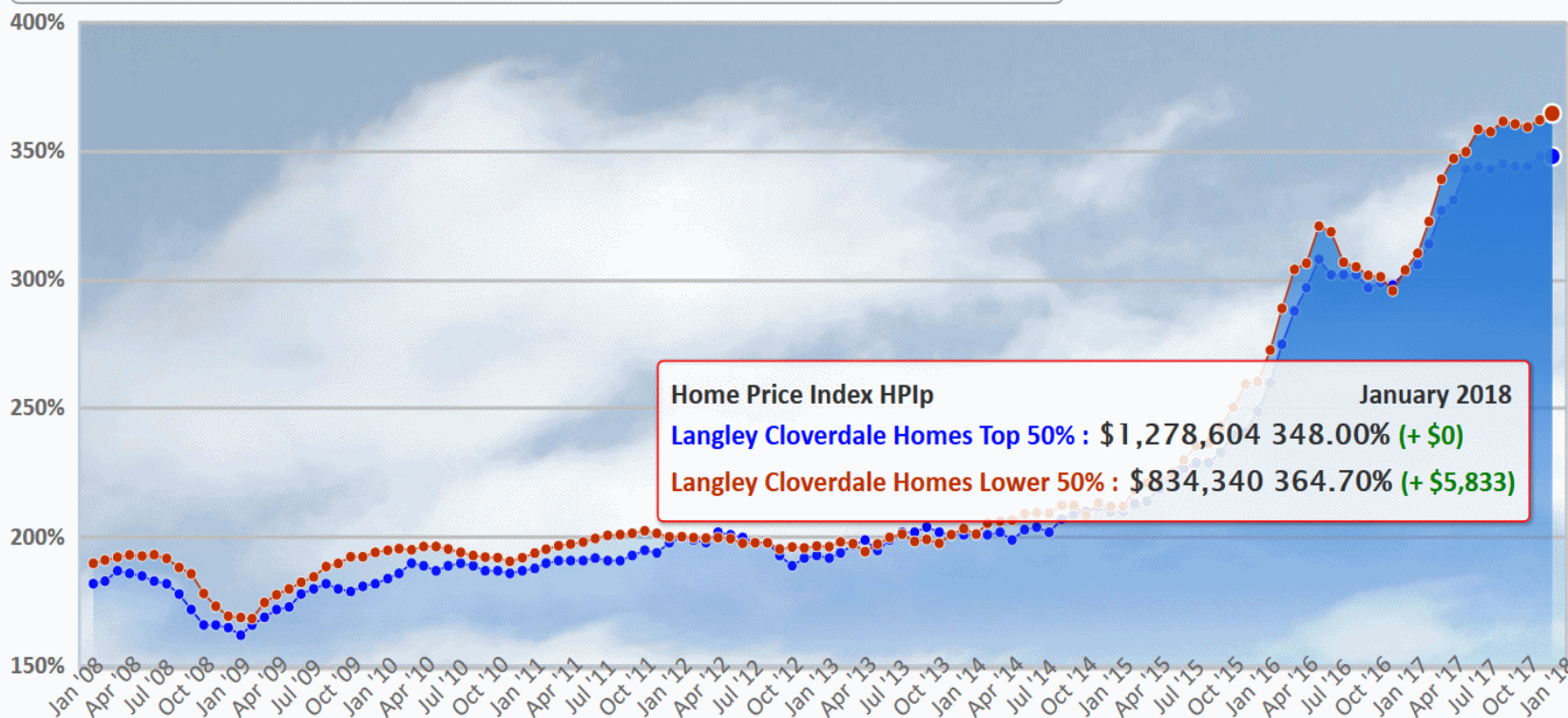
## Market Analysis and Forecasting

Feb 1/18 Langley, Cloverdale

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jan 2018	% 348.00
Dec 2017	% 348.00
Nov 2017	% 344.00
Oct 2017	% 344.00
Sep 2017	% 345.00
Aug 2017	% 343.00
Jul 2017	% 344.00
Jun 2017	% 343.00
May 2017	% 331.00
Apr 2017	% 327.00
Mar 2017	% 314.00
Feb 2017	% 306.00

<< 1 2 3 >>

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Market Analysis and Forecasting

Feb 1/18 Abbotsford

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

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

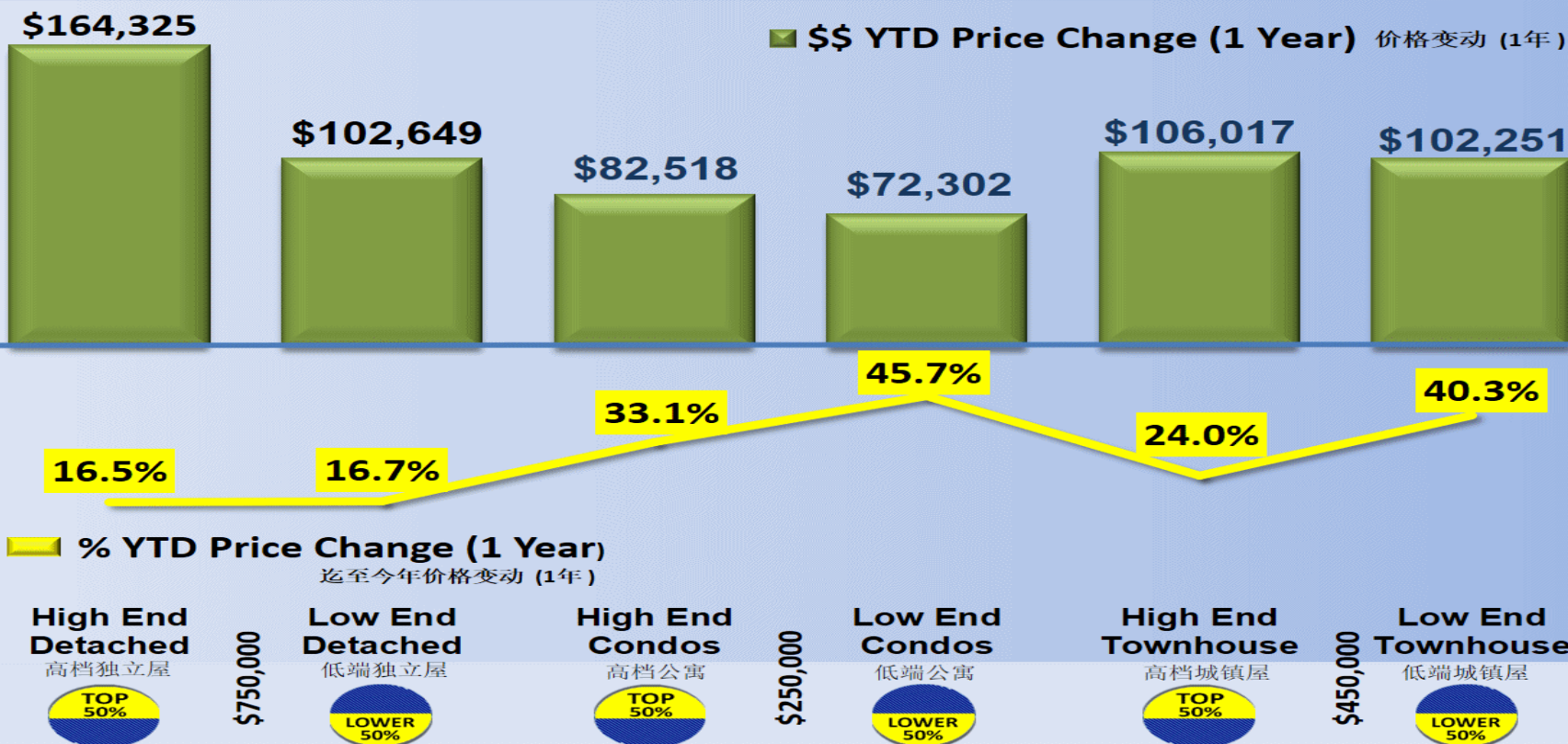
Powered by: Vancouver Market Reports HPIp

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



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

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Statistics, on the Web!

detached homes



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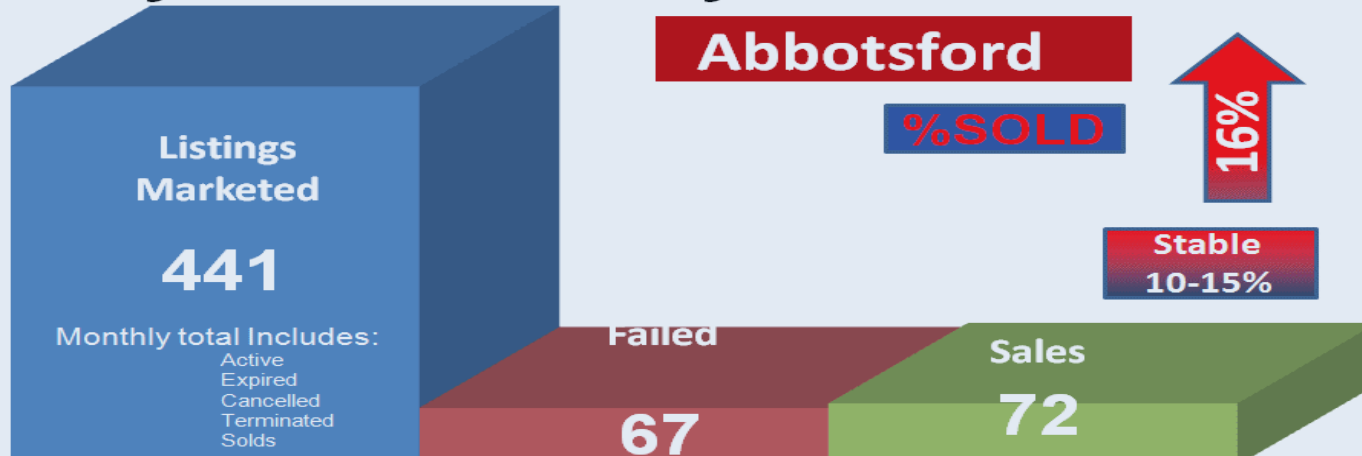


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Market Analysis and Forecasting

Feb 1/18 Abbotsford

## Monthly Market Activity - Jan 2018 - Single Family



Feb 1 2018 **Abbotsford Market Update (Detached)**

**Current:** Abbotsford is in Sellers Market with average listing inventories, a **16 %SOLD** rate and a 99% Sell/List Ratio.

(This means that on an average sale there is a \$9,794 discount from the original list price) .

*Most Active Price Range:* Homes between \$1 mill. - \$1.1 mill. have a **50.0 %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 \$200,722 year-to-date.  
The Abbotsford Home Price Index **HPIp (Lower 50%)** shows that prices increased \$117,421 year-to-date.



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# Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting

Feb 1/18 Abbotsford



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

Abbotsford List Price Ranges Statistics - Jan 2018

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$550,000	11	4	2	97%	-\$2,000	36.4%	↑
\$550,001-\$675,000	60	19	33	99%	-\$5,000	31.7%	↑
\$675,001-\$750,000	71	17	20	99%	-\$9,900	23.9%	↑
\$750,001-\$825,000	60	10	27	99%	-\$11,988	16.7%	↑
\$825,001-\$950,000	72	13	45	99%	-\$10,000	18.1%	↑
\$950,001-\$1,300,000	79	6	24	98%	-\$28,200	7.6%	↓
\$1,300,001 and more	88	3	50	98%	-\$32,000	3.4%	↓
<b>Total Activity</b>	<b>441</b>	<b>72</b>	<b>32</b>	<b>99%</b>	<b>-\$9,794</b>	<b>16%</b>	↑

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	411	500	441		-59	↓
Active Listings (1st of the month)	278	393	295	302	7	↑
Solds	78	89	72		-17	↓
Days on Market (DOM)	46	15	32		17	↑
%SOLD (Sales/ Listings /monthly rate)	19%	18%	16%		-1%	↓
(Top 50%) Home Price Index HPIp	\$991,141	\$1,176,100	\$1,191,863		\$15,763	↑
(Lower 50%) Home Price Index HPIp	\$617,927	\$727,100	\$735,348		\$8,248	↑

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 Abbotsford

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

### Abbotsford Sub areas Statistics - Jan 2018

Detached

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	26	3	39	99%	-\$8,800	11.5%
Bradner	15	1	25	96%	-\$49,000	6.7%
Matsqui	15	1	67	83%	-\$304,000	6.7%
Sumas Mountain	11	2	26	99%	-\$14,944	18.2%
Abbotsford West	138	24	36	98%	-\$10,000	17.4%
Abbotsford East	132	25	19	99%	-\$8,000	18.9%
Aberdeen	40	4	64	96%	-\$36,000	10.0%
Sumas Prairie	6	0				0.0%
Central Abbotsford	58	12	21	100%	\$0	20.7%
<b>Total Activity</b>	<b>441</b>	<b>72</b>	<b>32</b>	<b>99%</b>	<b>-\$9,794</b>	<b>16%</b>



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 Abbotsford

## Next Months Market Forecast

**Forecast:** Abbotsford has average Listing supply; 304 homes are for sale & with the **16 %SOLD** monthly rate gives us a ~6 months of inventory. 4% of the active listings have reduced their price by \$54,066 on average or \$42,500 median in the last month. We project Abbotsford to continue in Sellers Market.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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## Market Analysis and Forecasting

Feb 1/18 Abbotsford

Detached

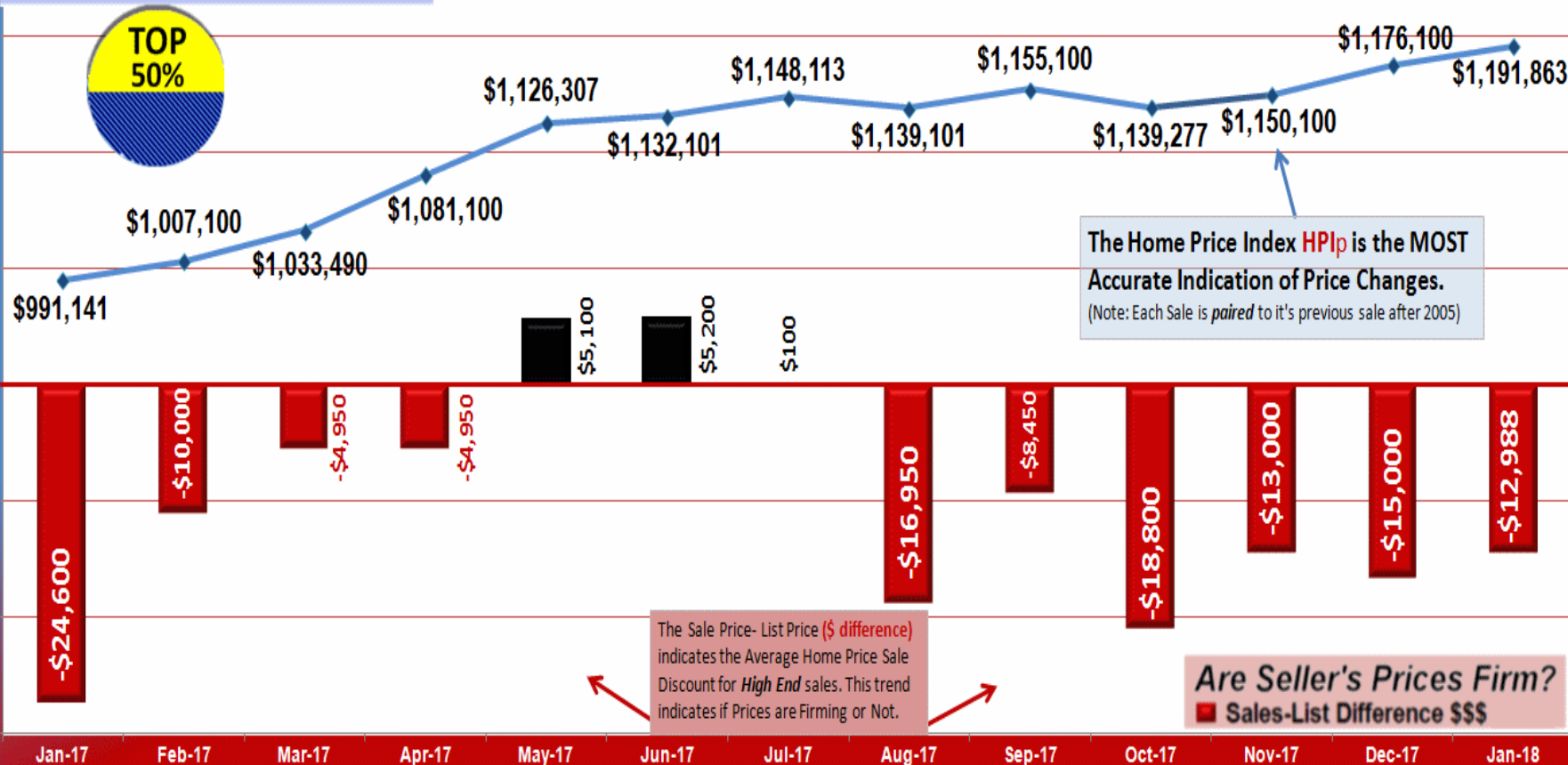
Abbotsford

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

### Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$750,000



The Home Price Index **HPIp** is the MOST Accurate Indication of Price Changes.  
(Note: Each Sale is paired to its 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



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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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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## Market Analysis and Forecasting

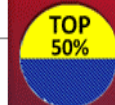
Feb 1/18 Abbotsford

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

← Total Listings → Sales Homes Over \$750,000

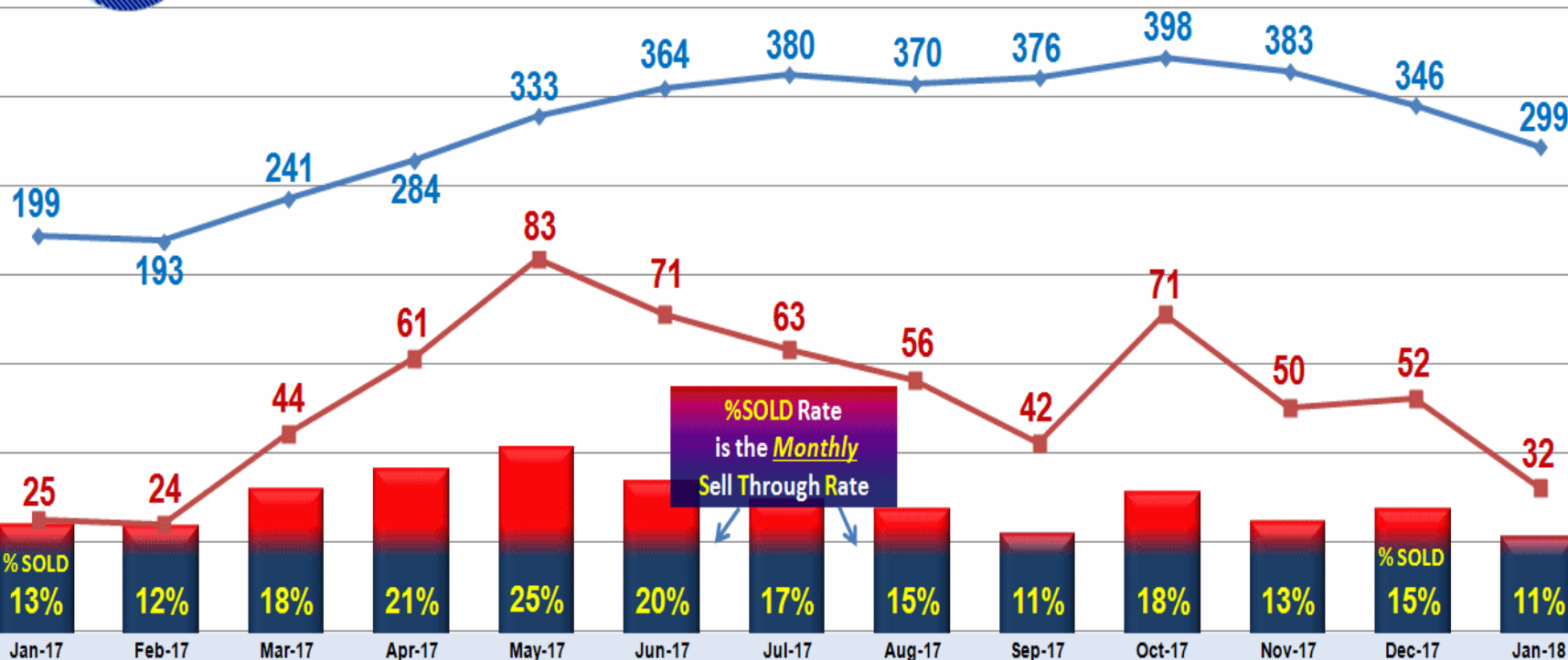


Detached



Sales / Listings  
Monthly Totals

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



%SOLD Rate is the Monthly Sell Through Rate

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

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

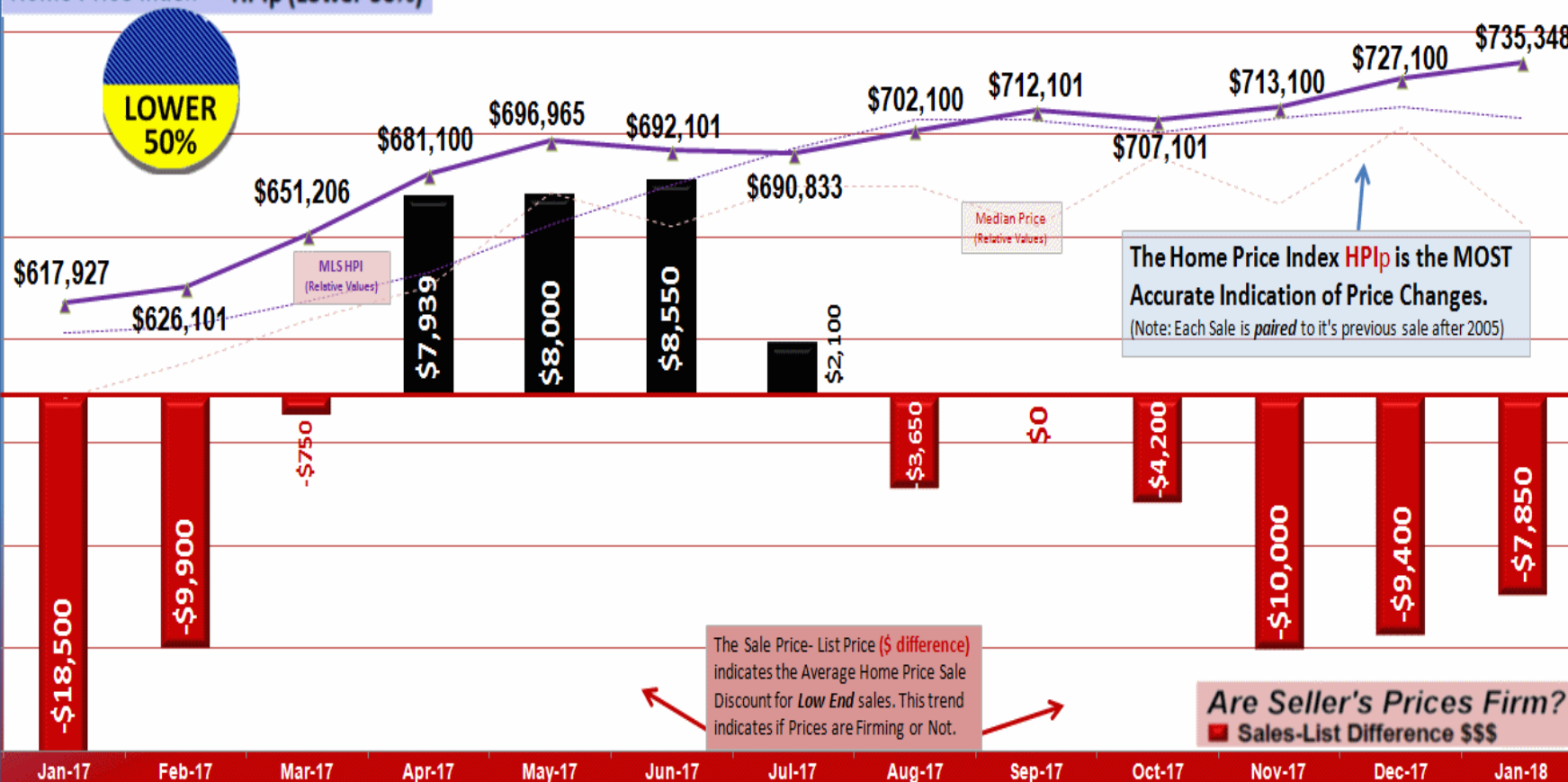
Feb 1/18 Abbotsford

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

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

## Are Home Prices Up? Homes Below \$750,000

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 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 \$\$\$



Detached



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

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detached homes



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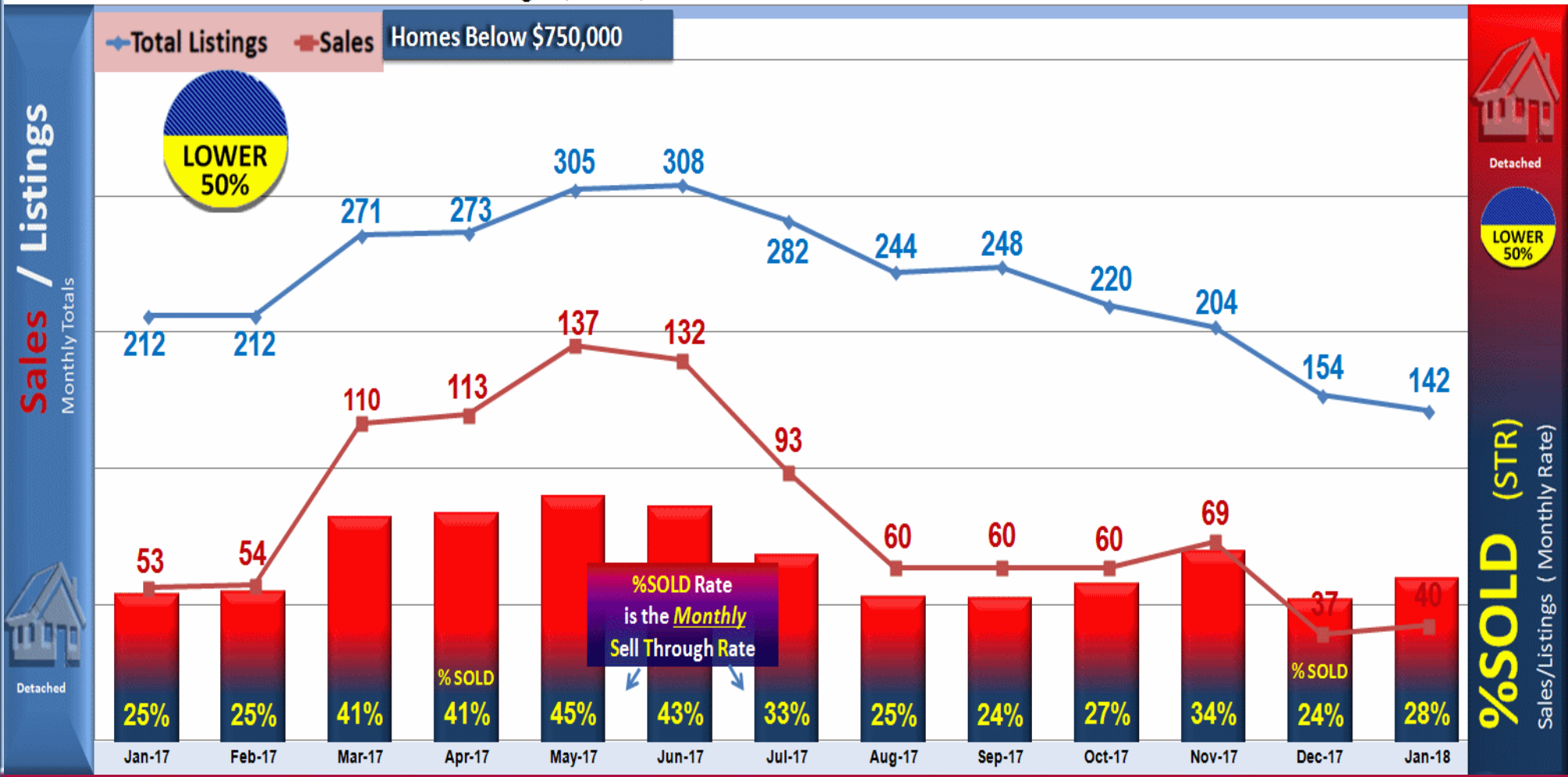


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## Market Analysis and Forecasting

Feb 1/18 Abbotsford

Detached Abbotsford 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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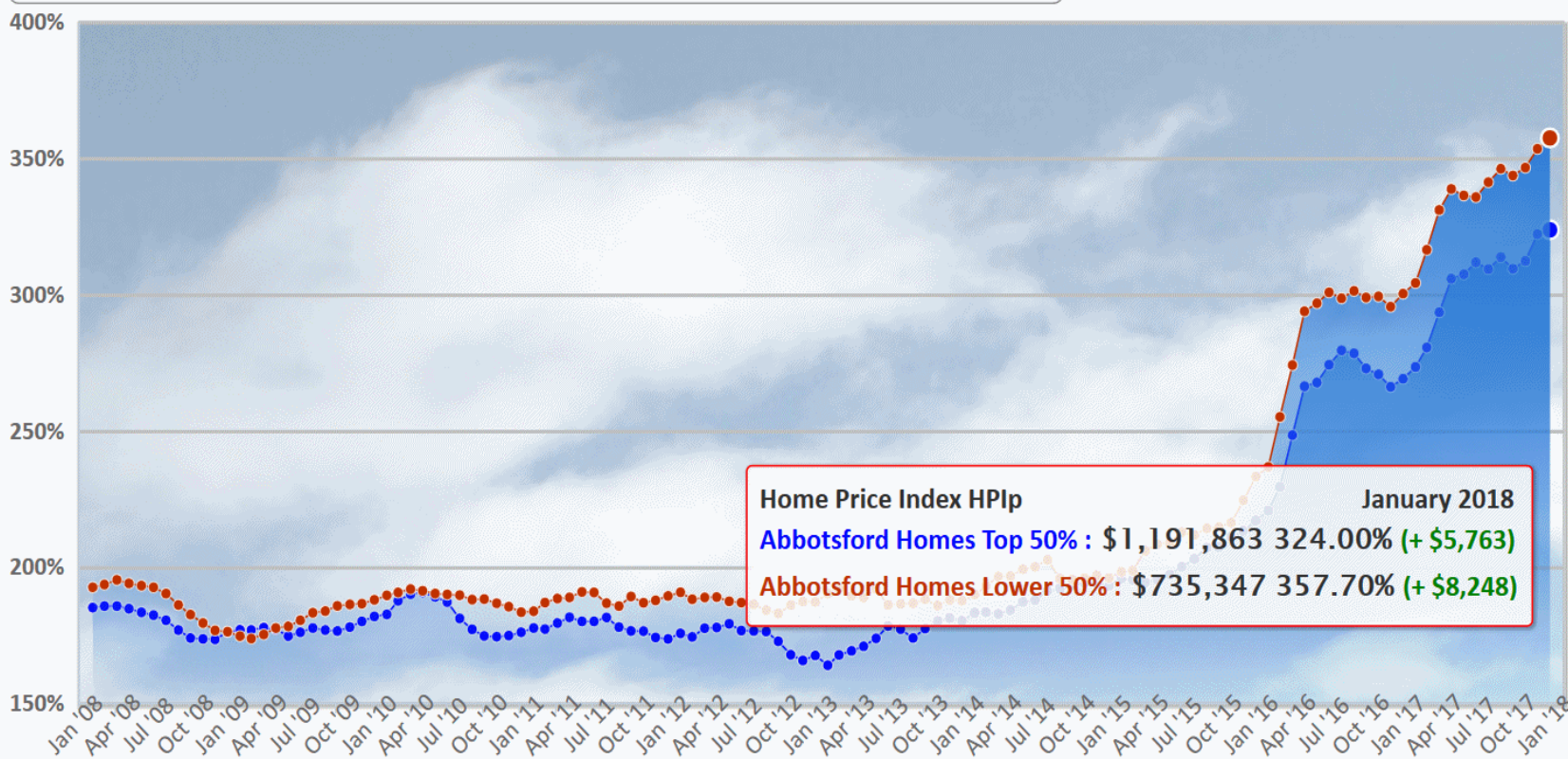
## Market Analysis and Forecasting

Feb 1/18 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
Jan 2018	% 324.00
Dec 2017	% 322.40
Nov 2017	% 312.60
Oct 2017	% 309.70
Sep 2017	% 314.00
Aug 2017	% 309.60
Jul 2017	% 312.10
Jun 2017	% 307.70
May 2017	% 306.10
Apr 2017	% 293.80
Mar 2017	% 280.90
Feb 2017	% 273.70

<<< 123 >>>



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 Mission

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

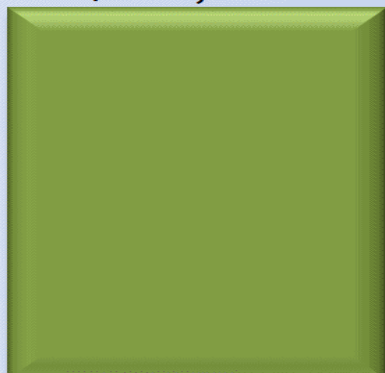
房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

Powered by: Vancouver Market Reports HPIp

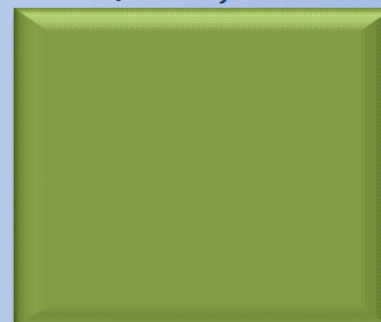
\$126,149



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

价格变动 (1年)

\$108,631



23.9%

16.7%

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

High End Detached

高档独立屋



\$675,000

Low End Detached

低端独立屋



房地產價格變動

YTD Home Price Changes \$\$\$

房地產价格变动

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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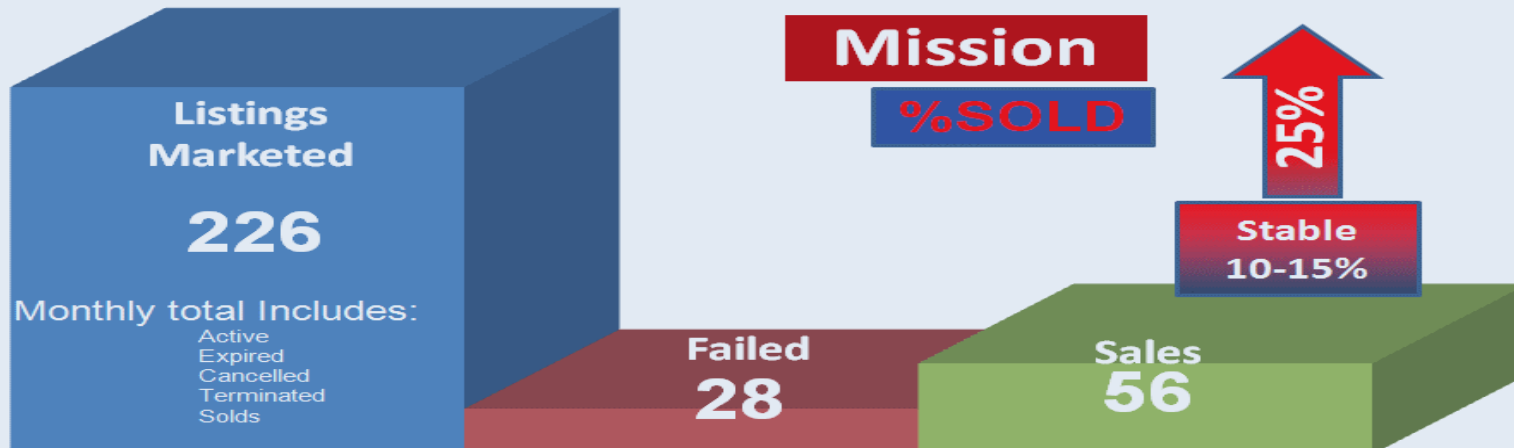


Market Analysis and Forecasting

Feb 1/18 Mission

Ph: 778-549-9909

## Monthly Market Activity - Jan 2018 - Single Family



### Feb 1 2018 Mission Market Update (Detached)

**Current:** Mission is a Sellers Market with normal listing inventories, **25 %SOLD** rate and Sale Price /List Price=98% (e.g.: means an average of a \$9,900 Discount from the original list price on sale .)

*Most Active Price Range:* Homes below \$350,000 have **52.6 %SOLD** rate.

*Least Active Price Range:* Homes above \$800,000 have a **14.4 %SOLD** rate.

**History:** The Mission Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$159,915. The Mission Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$124,489.



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# Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting

Feb 1/18 Mission



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

### Mission List Price Ranges Statistics - Jan 2018

Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$350,000	19	10	12	97%	-\$6,000	52.6%	↑
\$350,001-\$550,000	23	9	6	98%	-\$9,000	39.1%	↑
\$550,001-\$675,000	42	11	11	98%	-\$9,900	26.2%	↑
\$675,001-\$800,000	45	12	19	100%	-\$3,450	26.7%	↑
\$800,001 and more	97	14	69	97%	-\$29,689	14.4%	
<b>Total Activity</b>	<b>226</b>	<b>56</b>	<b>19</b>	<b>98%</b>	<b>-\$9,900</b>	<b>25%</b>	↑

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings (A,S,T,C,X)	234	245	226		-19	↓
Active Listings (1st of the month)	178	198	145	142	-3	↓
Solds	28	52	56		4	↑
Days on Market (DOM)	54	16	19		3	↑
%SOLD (Sales/ Listings /mnlthly rate)	12%	21%	25%		4%	↑
<b>(Top 50%) Home Price Index HPIp</b>	\$740,185	\$881,432	\$900,100		\$18,668	↑
<b>(Lower 50%) Home Price Index HPIp</b>	\$452,966	\$562,199	\$577,454		\$15,255	↑

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Feb 1/18 Mission

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

### Mission Sub areas Statistics - Jan 2018 Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Hatzic	27	7	15	98%	-\$9,900	25.9%
Stave Falls	15	4	30	97%	-\$6,000	26.7%
Steelhead	1	0				0.0%
Mission	138	33	18	99%	-\$9,000	23.9%
Durieu	8	2	30	93%	-\$34,000	25.0%
Dewdney Deroche	11	1	7	97%	-\$9,000	9.1%
Lake Errock	14	5	29	95%	-\$19,000	35.7%
Hemlock	3	1	30	98%	-\$9,000	33.3%
Mission-West	9	3	87	91%	-\$105,000	33.3%
<b>Total Activity</b>	<b>226</b>	<b>56</b>	<b>19</b>	<b>98%</b>	<b>-\$9,900</b>	<b>25%</b>



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# Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting

Feb 1/18 Mission



Ron & Joyce Hubenig

Ph: 778-549-9909



## Next Months Market Forecast

**Forecast:** Mission has average Listing Supply; 142 homes are for sale and with the **25 %SOLD** monthly rate gives us a ~4 months of inventory. Another indicator: 5% of the Active Listings have Reduced their Price by \$34,500 on Average and \$26,000 on Median for the last month. We project Mission Detached to be a sellers market.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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



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## Market Analysis and Forecasting

Feb 1/18 Mission

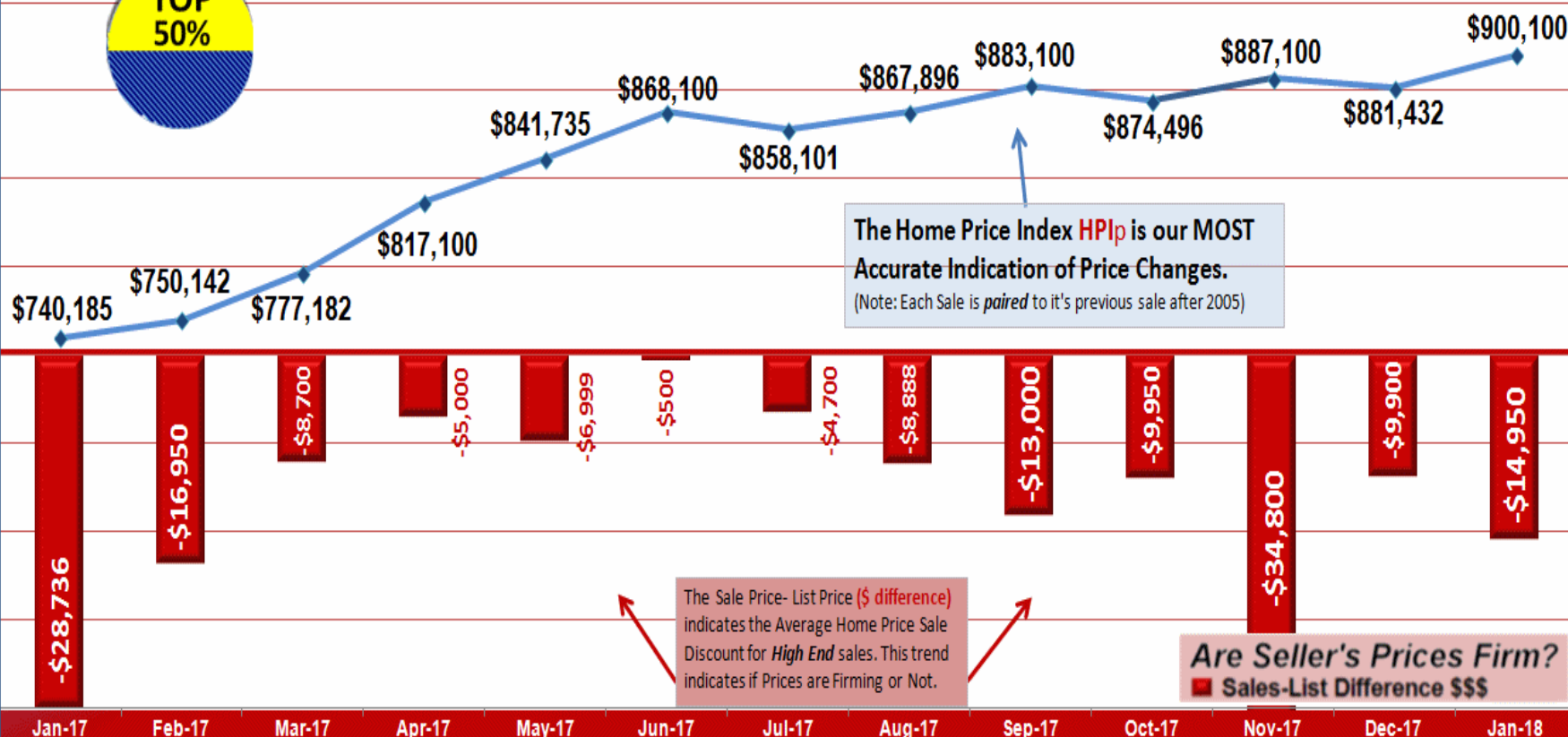
### Detached

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

### Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$675,000



The Home Price Index HPIp is our 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 High End sales. This trend indicates if Prices are Firming or Not.

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

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



Detached



Detached



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

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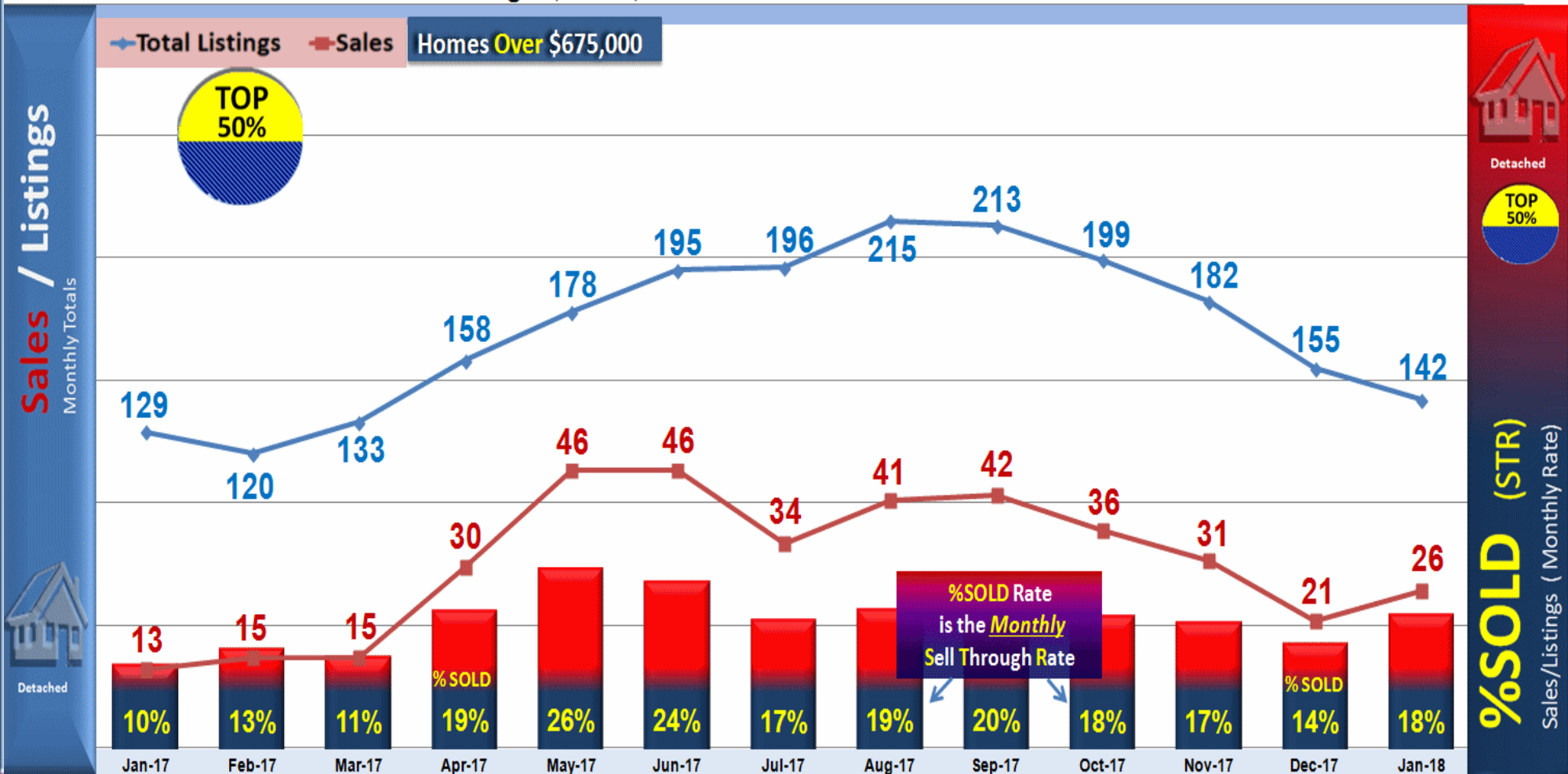


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## Market Analysis and Forecasting

Feb 1/18 Mission

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



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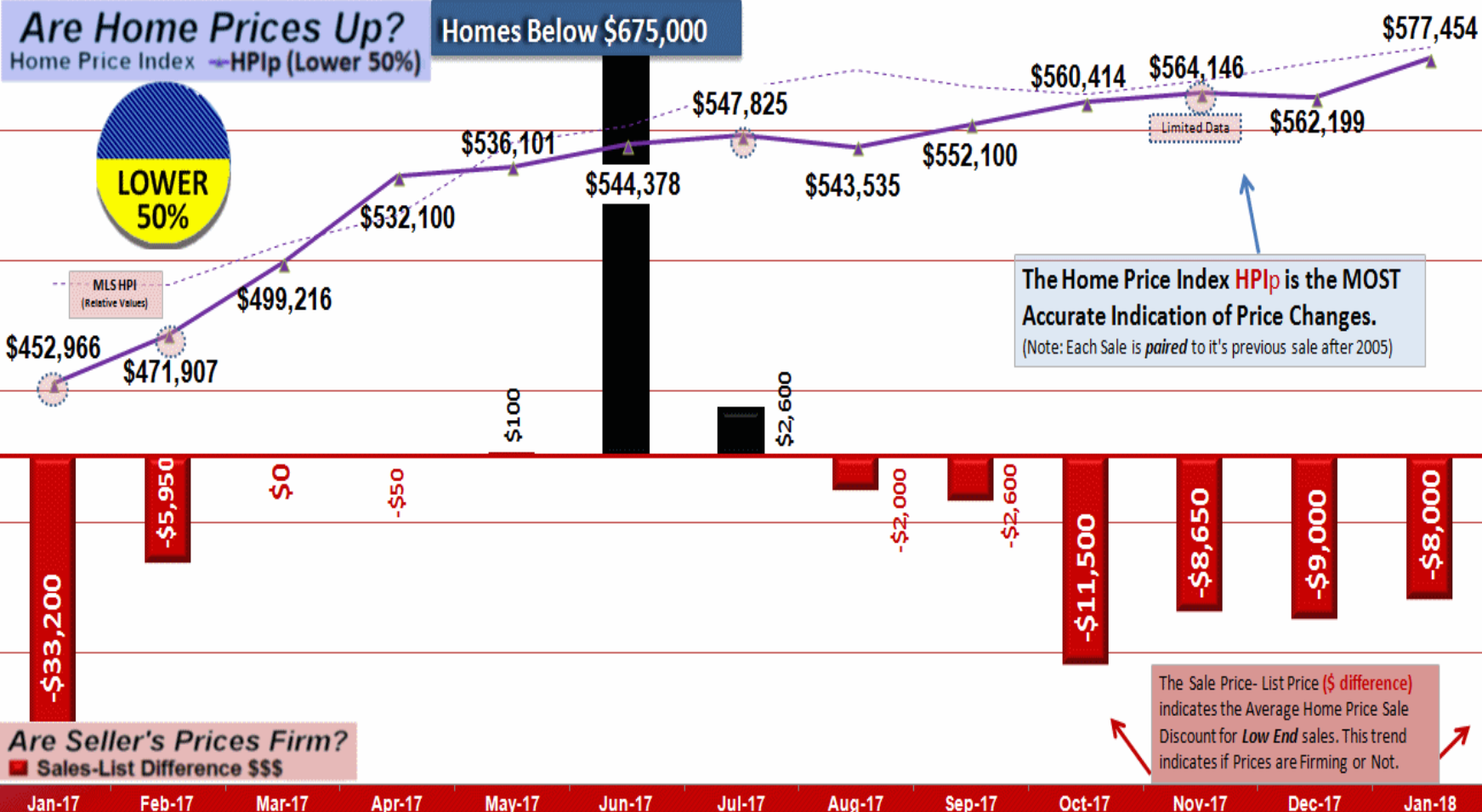
## Market Analysis and Forecasting

Feb 1/18 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



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

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

Homes Below \$675,000



MLS HPI (Relative Values)

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

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

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

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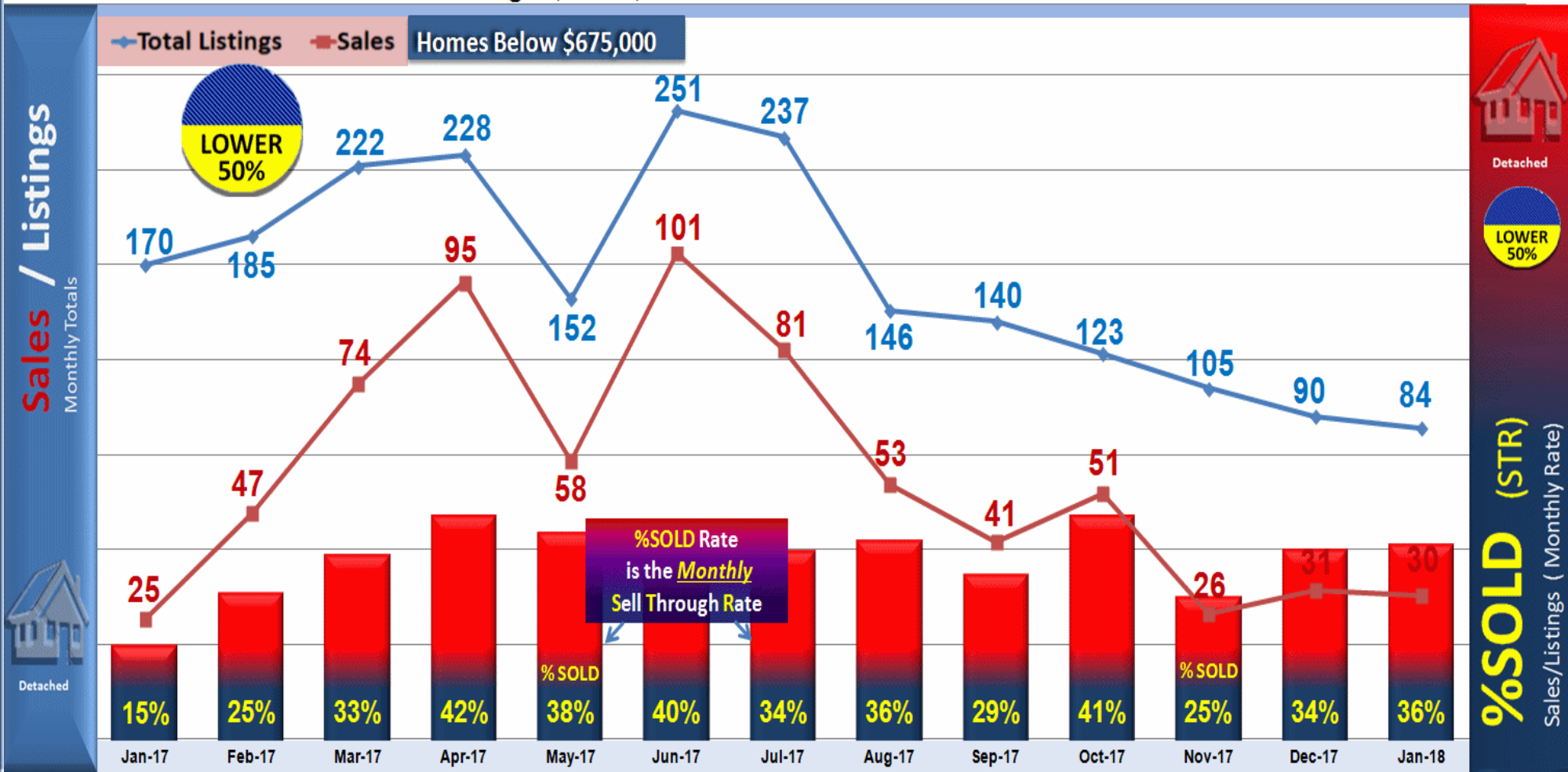


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## Market Analysis and Forecasting

Feb 1/18 Mission

### Detached Mission 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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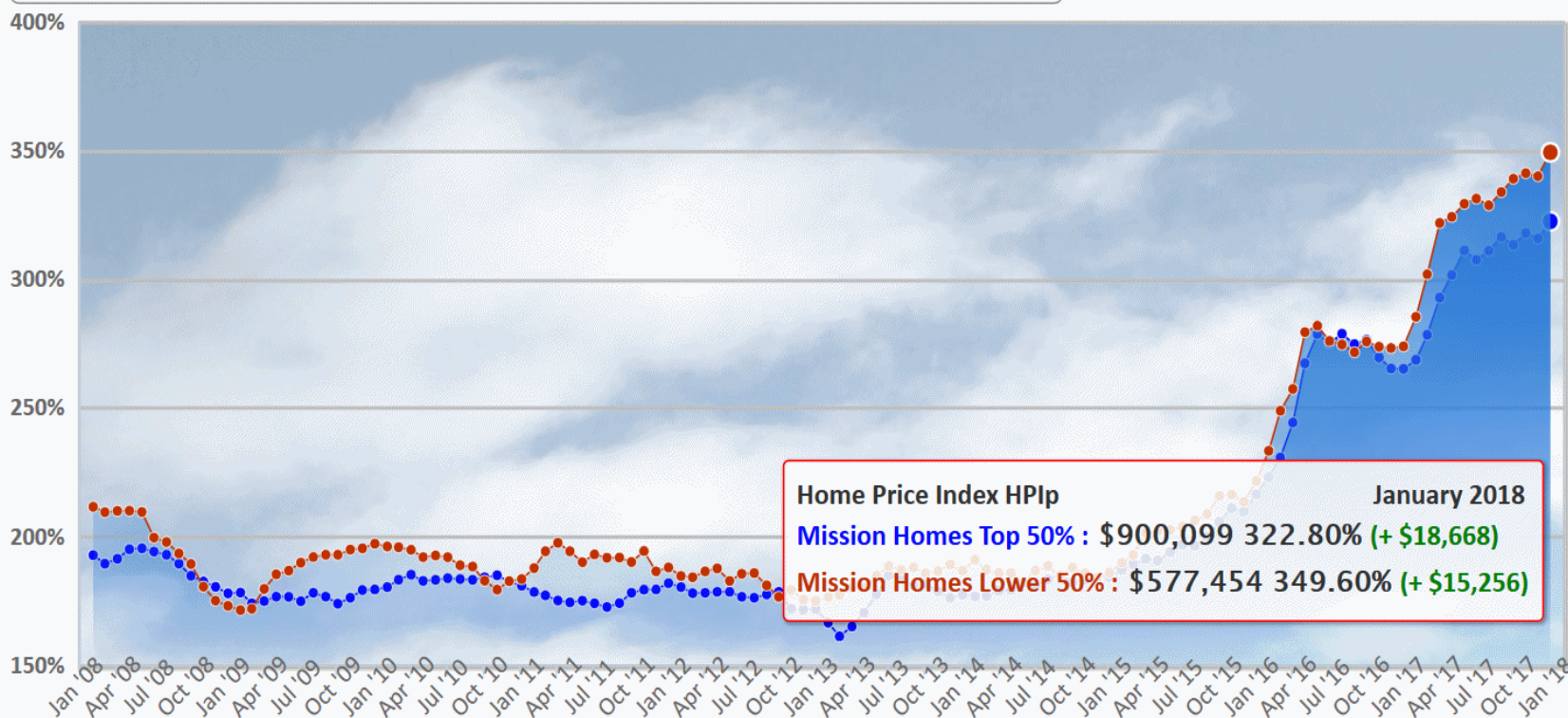
## Market Analysis and Forecasting

Feb 1/18 Mission

Powered by the Greater Vancouver Market Reports HPIp



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



Home Price Index HPIp January 2018  
 Mission Homes Top 50% : \$900,099 322.80% (+ \$18,668)  
 Mission Homes Lower 50% : \$577,454 349.60% (+ \$15,256)

Monthly Home values

Date	Value
Jan 2018	% 322.80
Dec 2017	% 316.10
Nov 2017	% 318.20
Oct 2017	% 313.60
Sep 2017	% 316.70
Aug 2017	% 311.30
Jul 2017	% 307.80
Jun 2017	% 311.40
May 2017	% 301.90
Apr 2017	% 293.10
Mar 2017	% 278.70
Feb 2017	% 269.00

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Market Analysis and Forecasting

Feb 1/18 Chilliwack

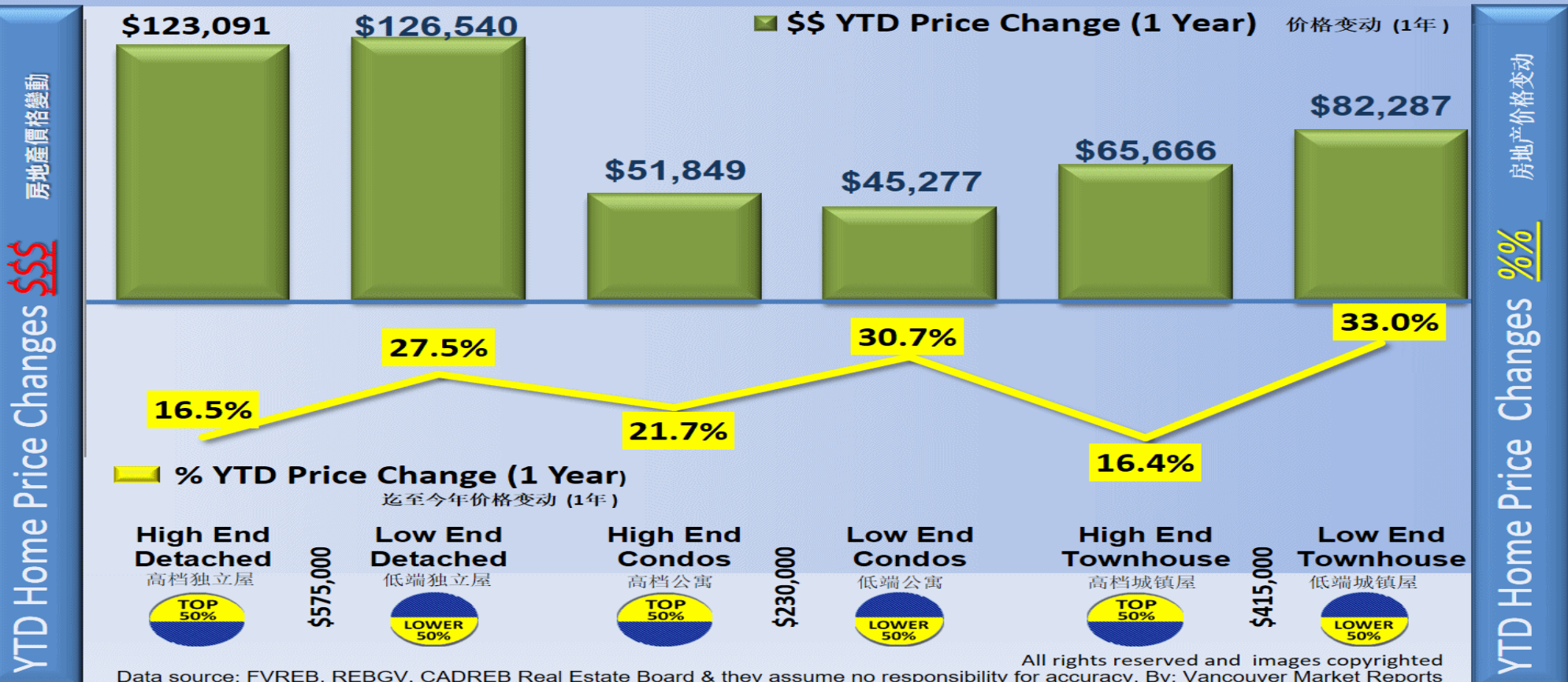
## Chilliwack Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

Powered by: Vancouver Market Reports HPIp



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

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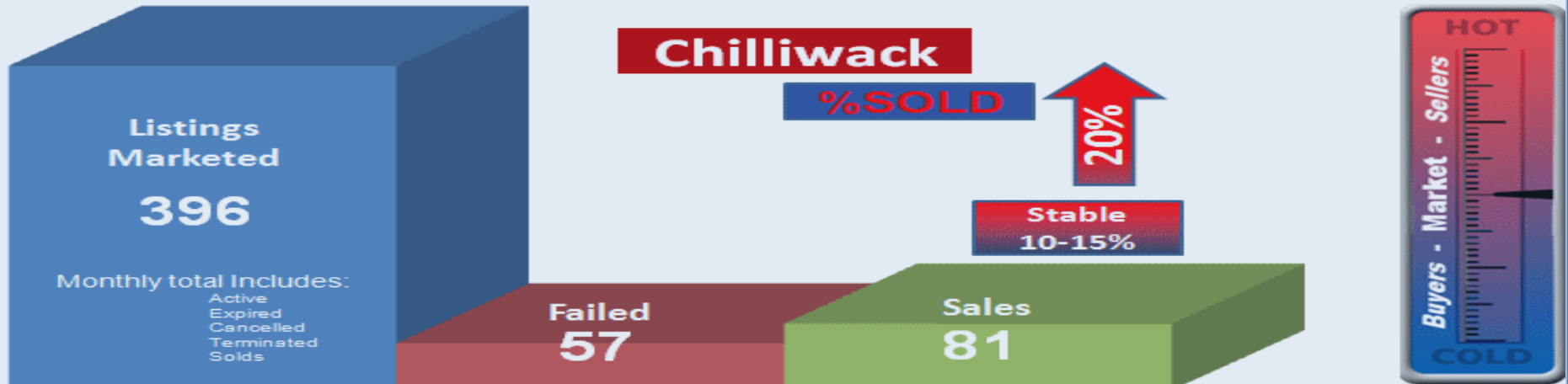


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Market Analysis and Forecasting

Feb 1/18 Chilliwack

## Monthly Market Activity - Jan 2018 - Single Family



Feb 1, 2018 **Chilliwack** (+Yarrow, Rosedale and Sardis) Market Update **Detached**

**Current:** Chilliwack (+Yarrow, Rosedale and Sardis) is in a Sellers Market with average listing inventories, **20 %SOLD** rate and the Sale Price/List Price=99%. (This means that there is an average of a \$4,900 discount on a sale from the original list price)  
 Most Active Price Range: Homes below \$275,000 have **45.5 %SOLD** rate.  
 Least Active Price Range: Homes above \$825,000 have **4.9 %SOLD** rate. (= 5 sales out of 100 listings/month).

**History:** The Chilliwack Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$132,979.  
 The Chilliwack Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$154,444.  
 \*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



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# Vancouver Market Reports

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detached homes



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Market Analysis and Forecasting

Feb 1/18 Chilliwack

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

Chilliwack (+Yarrow, Rosedale, Sardis) List Price Ranges Statistics - Jan 2018							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$275,000	11	5	17	100%	\$0	45.5%	↑
\$275,001-\$400,000	8	2	62	84%	-\$62,450	25.0%	↑
\$400,001-\$575,000	77	21	30	98%	-\$9,400	27.3%	↑
\$575,001-\$700,000	126	35	33	98%	-\$9,700	27.8%	↑
\$700,001-\$825,000	71	13	19	100%	\$0	18.3%	↑
\$825,001 and more	103	5	30	99%	-\$9,900	4.9%	↓
<b>Total Activity</b>	<b>396</b>	<b>81</b>	<b>26</b>	<b>99%</b>	<b>-\$4,900</b>	<b>20%</b>	↑

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	2/1/2018	Change	
Total Listings** (A,S,T,C,X)	373	424	396		-28	↓
Active Listings (1st of the month)	241	304	244	258	14	↓
Solds	85	92	81		-11	↓
Days on Market (DOM)	28	29	26		-3	↑
% SOLD (Sales/ Listings /monthly rate)	23%	22%	20%		-1%	↓
(Top 50%) Home Price Index HPI <sub>p</sub>	\$734,060	\$858,217	\$867,036		\$8,819	↓
(Lower 50%) Home Price Index HPI <sub>p</sub>	\$448,101	\$590,855	\$602,545		\$11,690	↑

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Market Analysis and Forecasting

Feb 1/18 Chilliwack



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

Chilliwack (+Yarrow, Rosedale, Sardis) Sub areas Statistics - Jan 2018 Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Chilliwack W Yale-Well	18	5	12	100%	-\$900	27.8%
Chilliwack E Young-Yale	43	13	30	97%	-\$19,000	30.2%
Chilliwack N Yale-Well	40	5	6	99%	-\$4,900	12.5%
Chilliwack Yale Rd West	0	0				0.0%
Little Mountain	9	1	30	98%	-\$14,900	11.1%
Chilliwack Mountain	6	1	82	87%	-\$99,000	16.7%
Fairfield Island	19	6	41	97%	-\$18,400	31.6%
East Chilliwack	5	1	42	96%	-\$80,000	20.0%
Eastern Hillsides	41	7	35	99%	-\$4,900	17.1%
Rosedale Center	5	0				0.0%
Rosedale Popkum	18	2	34	100%	\$0	11.1%
Sardist W Vedder Rd	40	6	8	100%	\$0	15.0%
Sardist E Vedder Rd	35	9	37	100%	\$0	25.7%
Vedder S Watson-Promontory	39	7	19	100%	\$0	17.9%
Promontory	50	12	26	99%	-\$6,050	24.0%
Yarrow	4	0				0.0%
Majuba Hill	8	1	76	94%	-\$44,800	12.5%
Greendale Chilliwack	1	0				0.0%
Ryder Lake	6	2	30	94%	-\$36,900	33.3%
Chilliwack River Valley	9	3	17	91%	-\$69,900	33.3%
<b>Total Activity</b>	<b>396</b>	<b>81</b>	<b>26</b>	<b>99%</b>	<b>-\$4,900</b>	<b>20%</b>

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Market Analysis and Forecasting

Feb 1/18 Chilliwack

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## Next Months Market Forecast

**Forecast:** Chilliwack has average Listing supply; 258 homes are for sale and with the **20 %SOLD** monthly rate gives us a ~5 months of inventory. 5% of the Active Listings have reduced their price by \$22,139 on average or \$20,000 on median. We project Chilliwack Detached to be a continued Sellers market.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

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## Market Analysis and Forecasting

Feb 1/18 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)

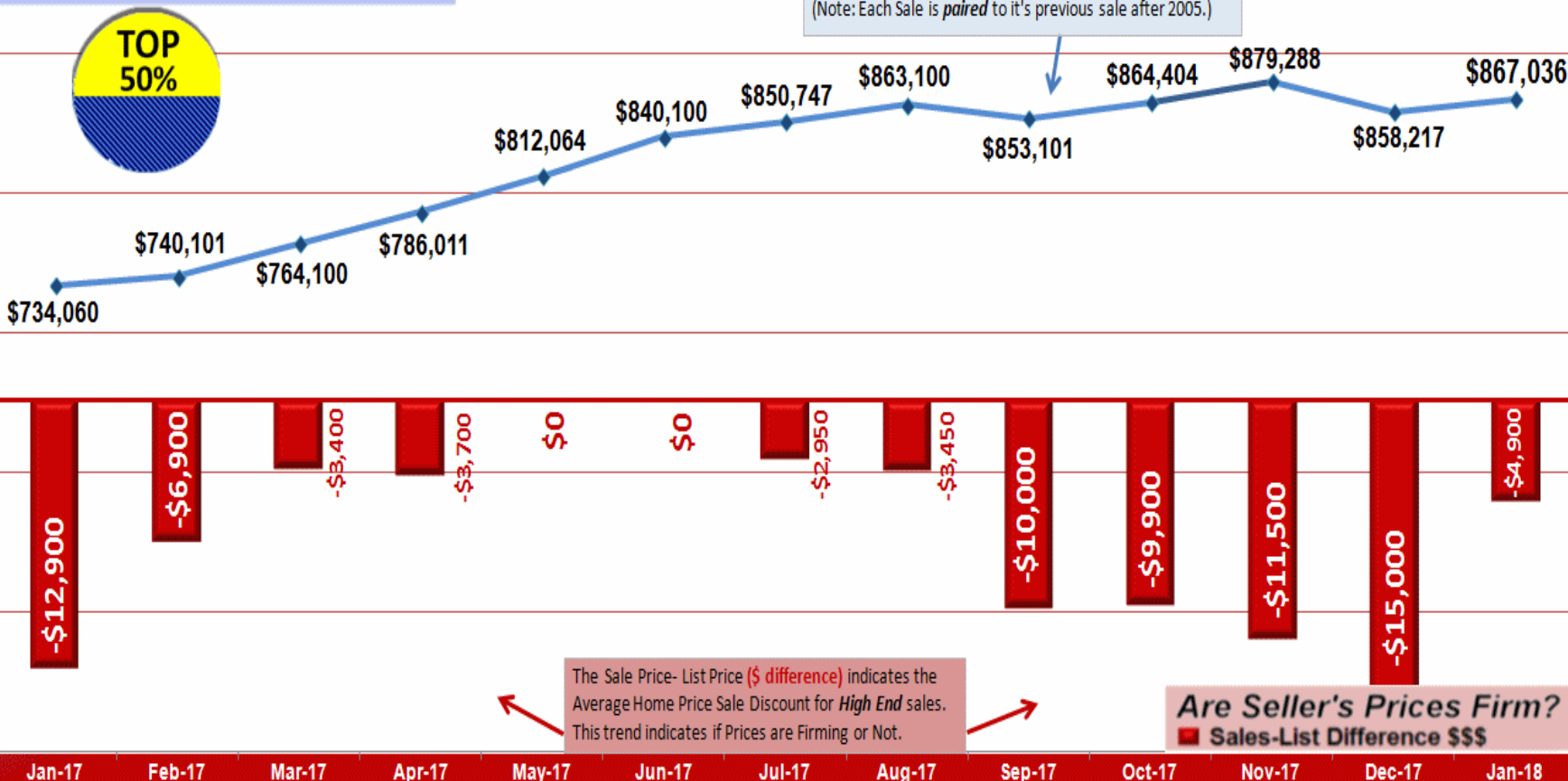
### Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$575,000

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 High End sales. This trend indicates if Prices are Firming or Not.

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

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



Detached



Detached

TOP 50%

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

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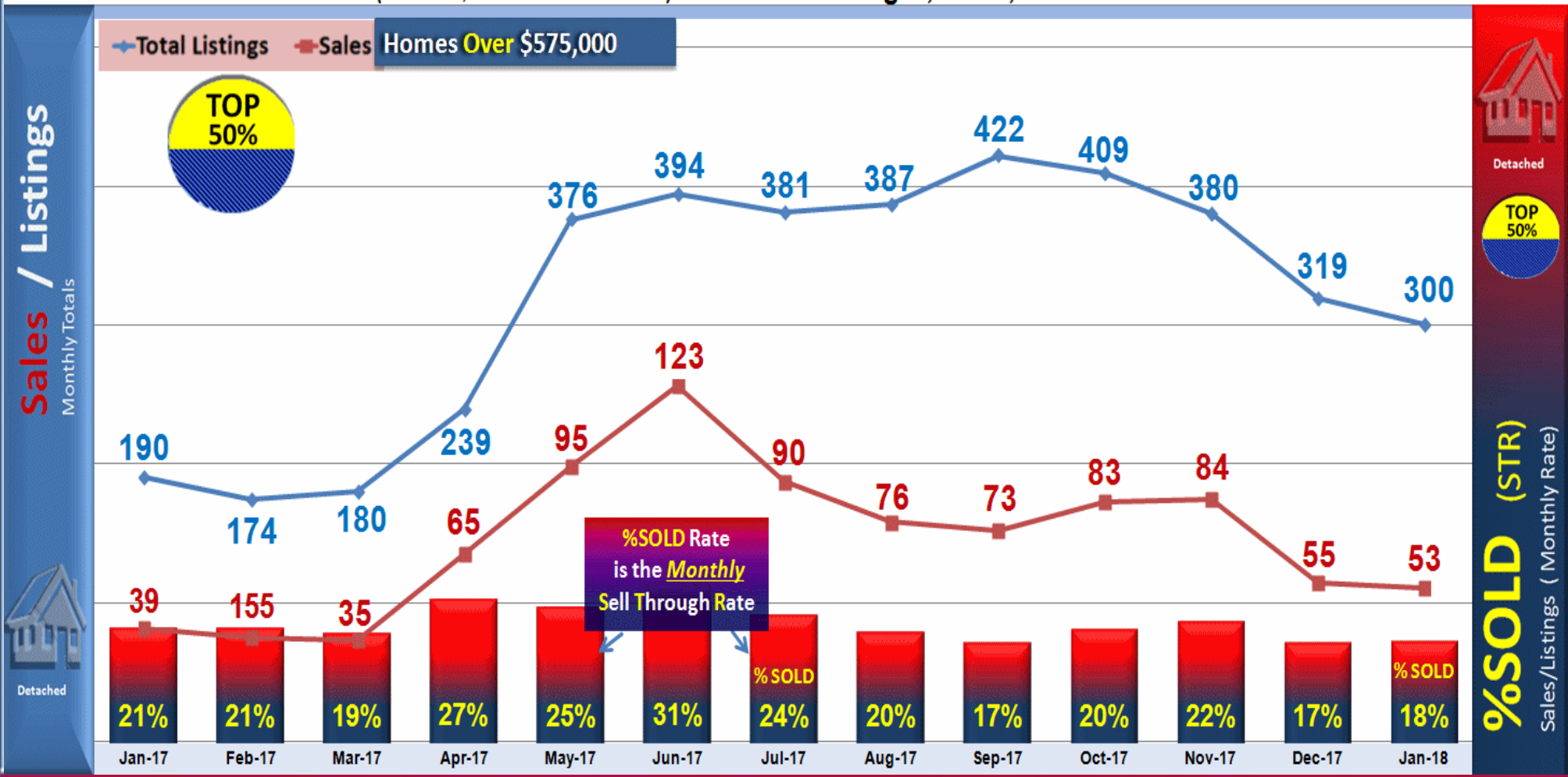


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## Market Analysis and Forecasting

Feb 1/18 Chilliwack

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



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## Market Analysis and Forecasting

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### Detached

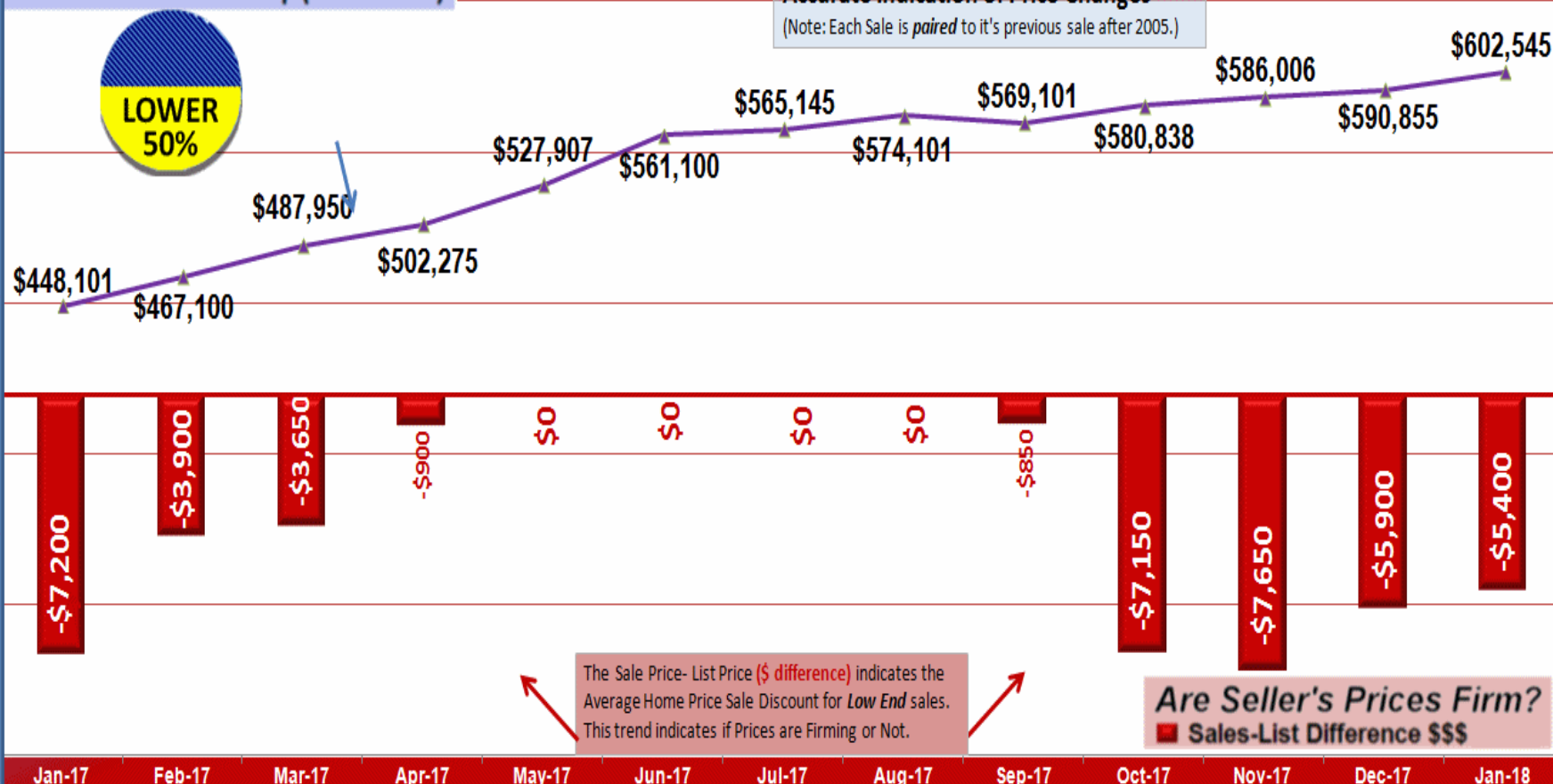
Chilliwack (+Yarrow, Rosedale and Sardis) Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End sales)

### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$575,000

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



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

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Detached



Detached



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

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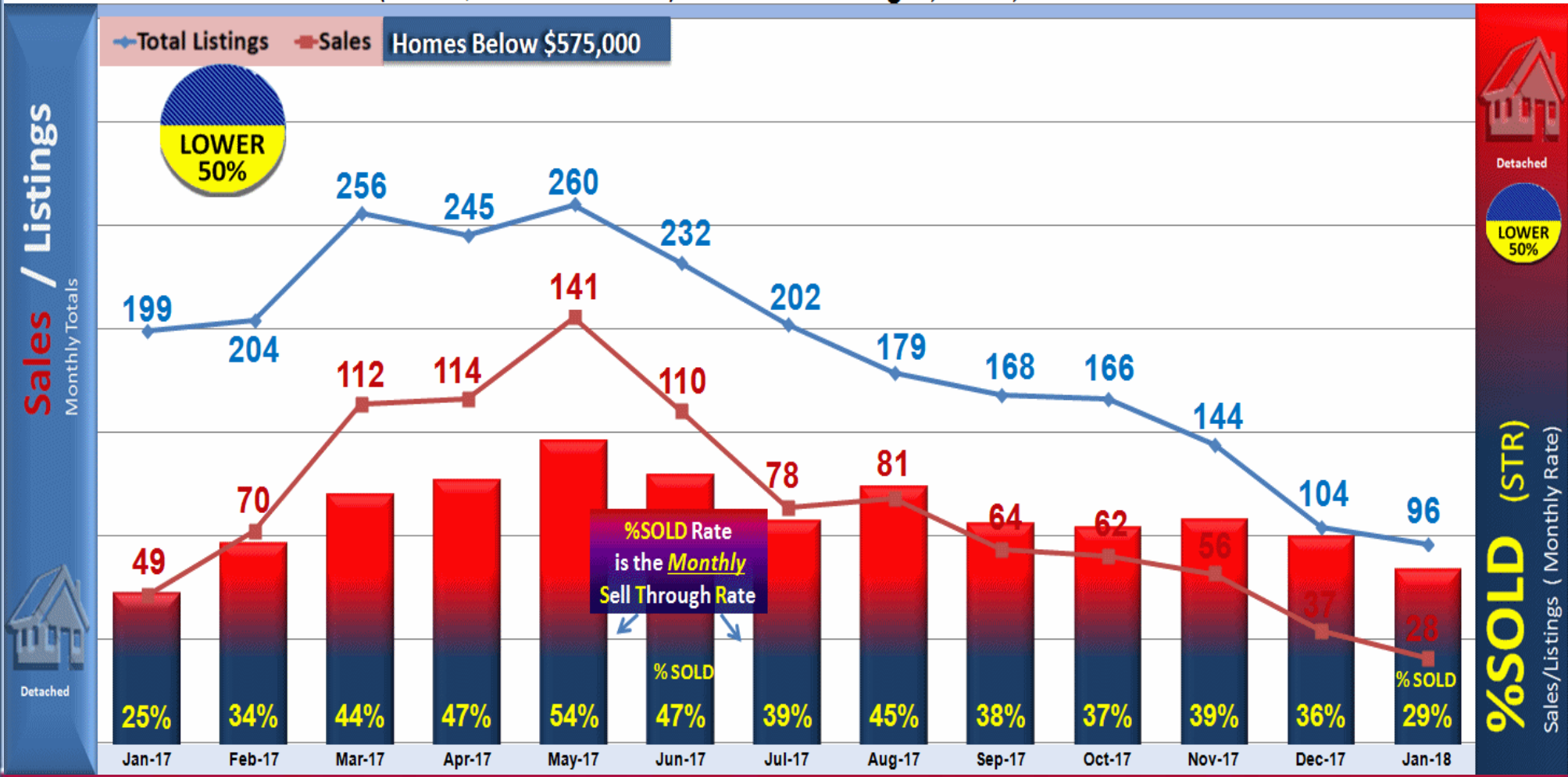


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Feb 1/18 Chilliwack

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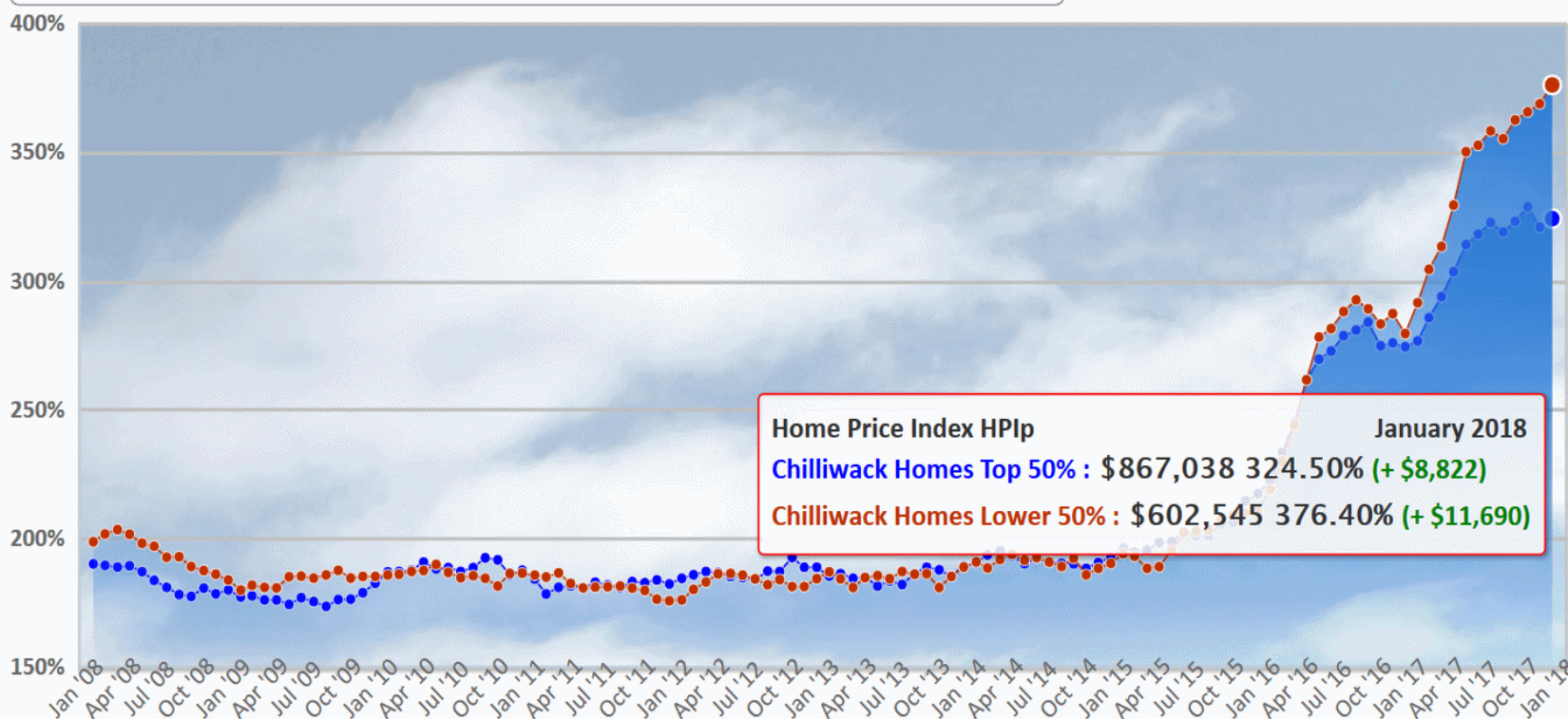
## Market Analysis and Forecasting

Feb 1/18 Chilliwack

Powered by the Greater Vancouver Market Reports HPIp



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



Home Price Index HPIp  
**Chilliwack Homes Top 50% : \$867,038 324.50% (+ \$8,822)**  
**Chilliwack Homes Lower 50% : \$602,545 376.40% (+ \$11,690)**

Monthly Home values

Date	Value
Jan 2018	% 324.50
Dec 2017	% 321.20
Nov 2017	% 329.10
Oct 2017	% 323.50
Sep 2017	% 319.30
Aug 2017	% 323.00
Jul 2017	% 318.40
Jun 2017	% 314.40
May 2017	% 303.90
Apr 2017	% 294.20
Mar 2017	% 286.00
Feb 2017	% 277.00

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# Vancouver Market Reports

attached homes

Statistics, on the Web!

## Market Analysis and Forecasting Feb 1/18 Vancouver Westside

**TEAM 3000 REALTY LTD**  
**Ron & Joyce Hubenig**  
**Ph: 778-549-9909**

### Vancouver West Side Sub areas Statistics - Jan 2018 Attached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Arbutus	2	0				0.0%
Cambie	53	12	8	99%	-\$10,000	22.6%
Dunbar	6	3	27	101%	\$12,000	50.0%
Fairview VW	74	16	7	100%	\$1,250	21.6%
False Creek	79	18	11	100%	\$0	22.8%
Kerrisdale	17	1	64	99%	-\$6,200	5.9%
Kitsilano	78	20	11	100%	\$1,250	25.6%
MacKenzie Heights	0	0				0.0%
Mount Pleasant VW	10	3	11	107%	\$84,500	30.0%
Marpole	77	14	20	99%	-\$6,500	18.2%
Oakridge VW	12	3	122	98%	-\$30,000	25.0%
Point Grey	7	4	17	98%	-\$23,450	57.1%
Quilchena	12	3	7	102%	\$14,000	25.0%
South Cambie	18	0				0.0%
South Granville	19	2	93	92%	-\$204,400	10.5%
Shaughnessy	9	0				0.0%
Southlands	1	1	35	96%	-\$34,000	100.0%
S.W. Marine	8	3	41	97%	-\$30,800	37.5%
University VW	104	29	6	100%	\$0	27.9%
<b>Total Activity</b>	<b>586</b>	<b>132</b>	<b>10</b>	<b>100%</b>	<b>\$0</b>	<b>23%</b>

### Vancouver West Side List Price Ranges Statistics - Jan 2018 Attached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	3	2	7	111%	\$40,051	66.7%
\$400,001-\$500,000	14	7	24	101%	\$3,000	50.0%
\$500,001-\$600,000	32	16	14	100%	\$750	50.0%
\$600,001-\$700,000	60	24	9	100%	\$50	40.0%
\$700,001-\$800,000	39	9	5	100%	\$0	23.1%
\$800,001-\$900,000	33	5	5	100%	\$0	15.2%
\$900,001-\$1,000,000	54	20	15	98%	-\$19,400	37.0%
\$1,000,001-\$1,250,000	61	11	2	100%	\$0	18.0%
\$1,250,001-\$1,500,000	80	15	27	100%	-\$3,000	18.8%
\$1,500,001-\$1,750,000	52	7	29	99%	-\$20,000	13.5%
\$1,750,001 and more	158	16	8	100%	-\$11,500	10.1%
<b>Total Activity</b>	<b>586</b>	<b>132</b>	<b>10</b>	<b>100%</b>	<b>\$0</b>	<b>23%</b>

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	579	589	586		-3
Active Listings (1st of the month)	265	447	356	366	10
Solds	115	131	132		1
DOM	21	10	10		0
% SOLD (Sales/ Listings /mnlthly rate)	800%	22%	23%		0%
Condos (Top 50%) Home Price Index HPIp	\$922,100	\$1,077,412	\$1,060,101		-\$17,311
Condos (Lower 50%) Home Price Index HPIp	\$487,245	\$609,267	\$626,100		\$16,833
Twnhs (Top 50%) Home Price Index HPIp	\$1,463,101	\$1,666,101	\$1,671,101		\$5,000
Twnhs (Lower 50%) Home Price Index HPIp	\$738,700	\$859,855	\$858,948		-\$907

### Feb 1 2018 Vancouver West Side Market Update (Attached)

**Current:** Vancouver West Side: a Sellers Market with **23 %SOLD** Rate and 100% Sell/List Ratio. (This means an average of a \$0 Discount on a sale from the original list price)

Most Active Range: Homes below \$400,000 have **66.7 %SOLD** rate.  
 Least Active Range: Homes above \$1,750,000. have **10.1 %SOLD** rate.

**History:** Vancouver Westside's **Condos** Year-To-Date Home Price Index January's (Top 50%) shows that prices increased \$138,001  
 Vancouver Westside's **Condos** Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices increased \$138,855.  
 Vancouver Westside's **Townhouses** Year-To-Date Home Price Index HPIp (Top 50%) shows that prices increased \$208,000.  
 Vancouver Westside's **Townhouses** Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices increased \$120,248.  
 \*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast** The last month Listing Inventory is 1% more than YTD. We project Vancouver Westside to be a continued sellers market. January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets. Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks.

**Biography:** Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

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

\*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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# Vancouver Market Reports

Statistics, on the Web!

attached homes



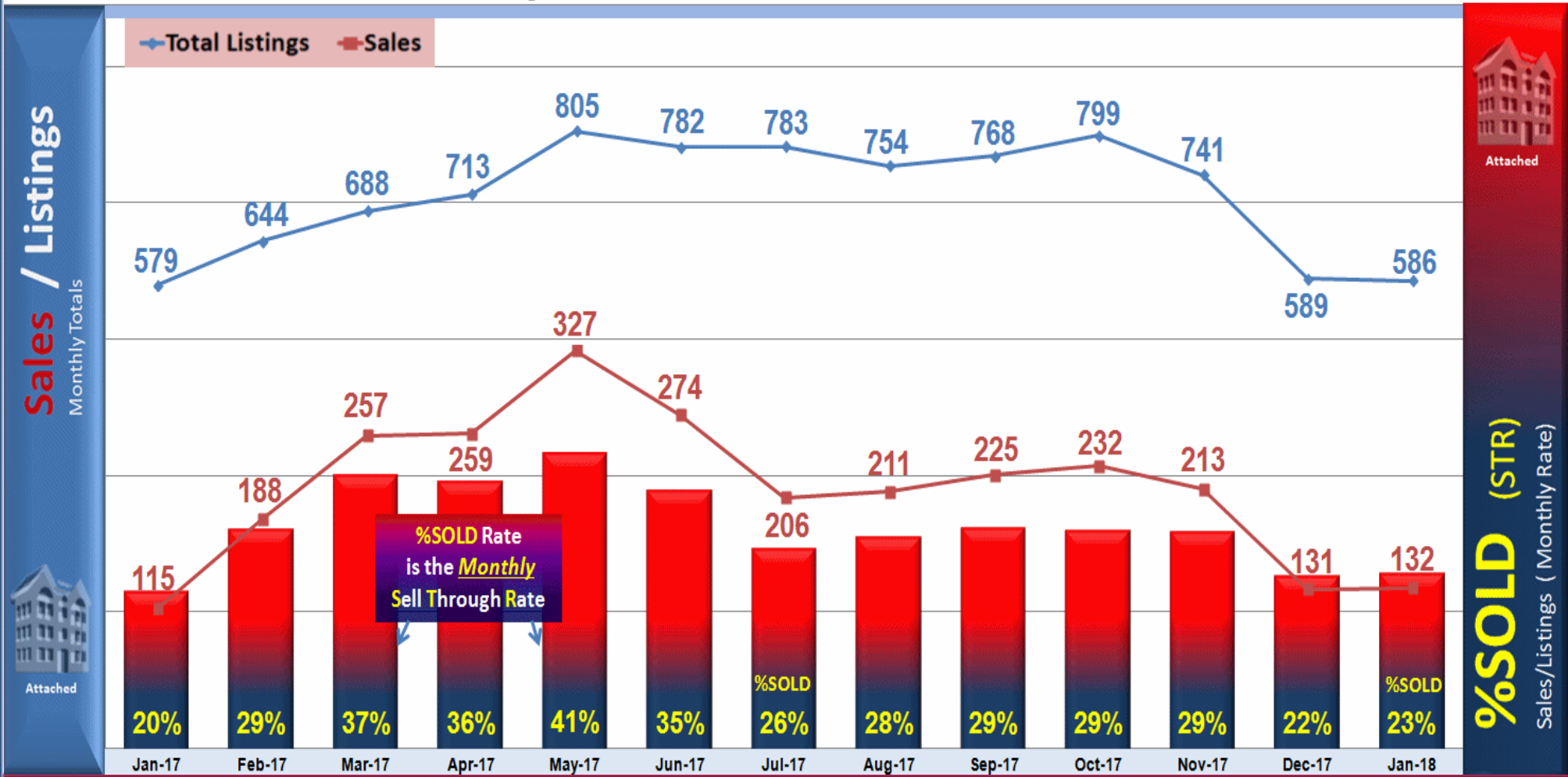
Ron & Joyce Hubenig



Ph: 778-549-9909

## Market Analysis and Forecasting Feb 1/18 Vancouver Westside

Attached Vancouver West Side Total Listings, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Attached

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

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attached homes



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## Market Analysis and Forecasting Feb 1/18 Vancouver Westside

Attached Vancouver West Side 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)

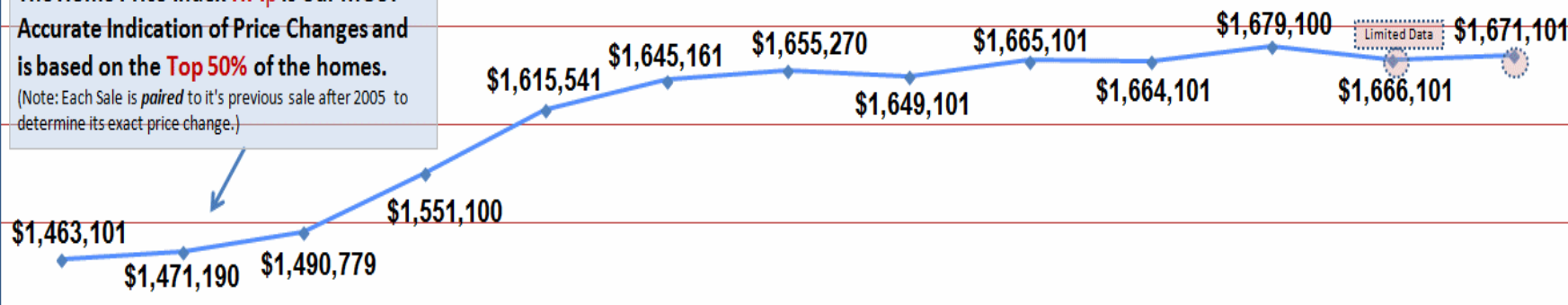
Home Price Changes  
(Home Price Index Paired sales from 2005)

### Are Home Prices Up?

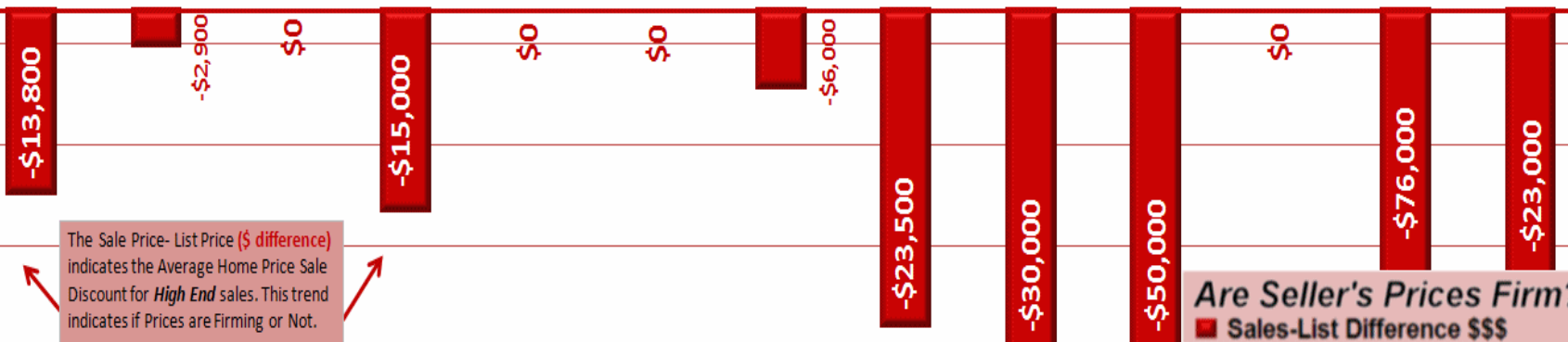
Home Price Index → HPIp (Top 50%)

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



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 \$\$\$

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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attached homes



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## Market Analysis and Forecasting Feb 1/18 Vancouver Westside

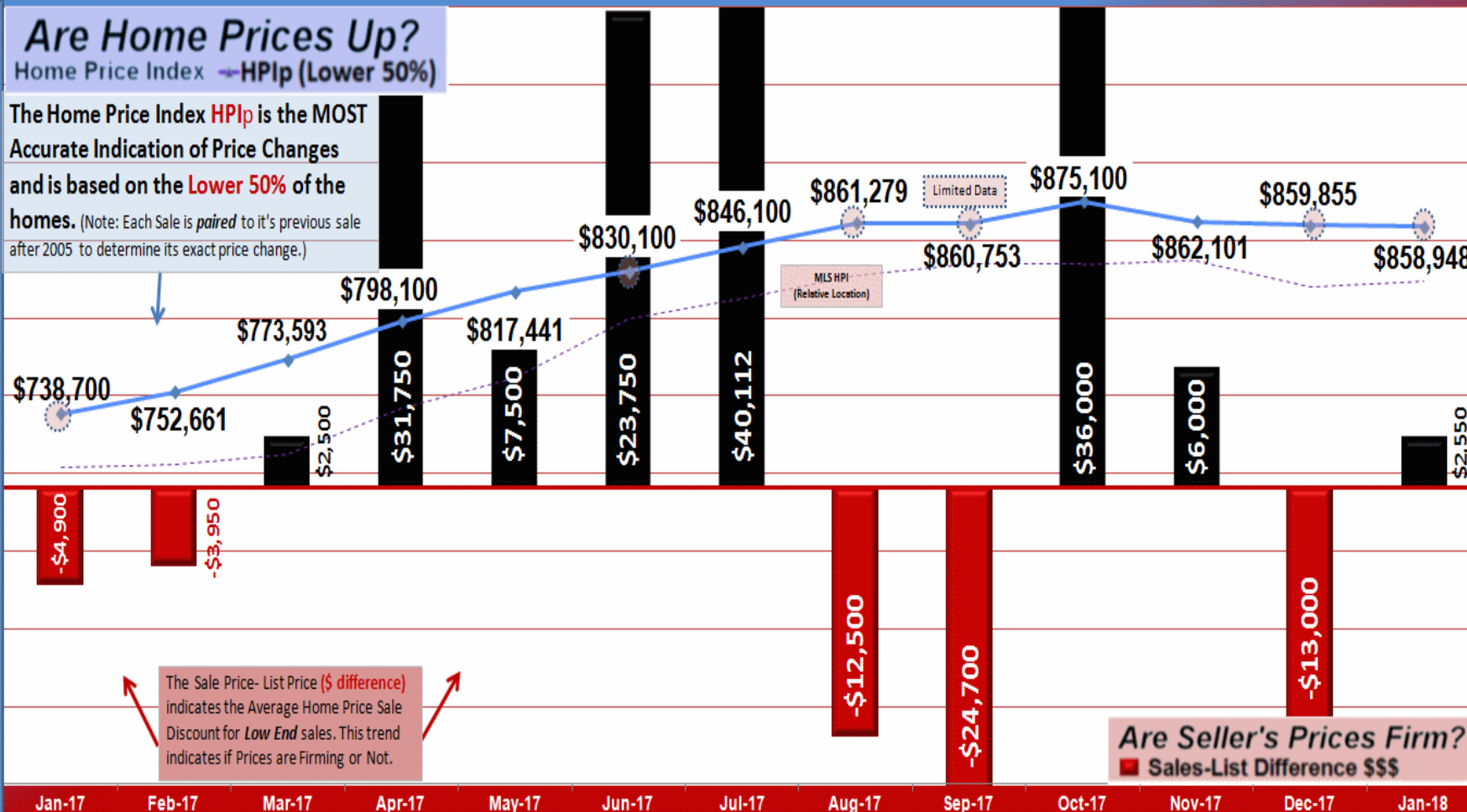
Attached Vancouver West Side **Townhouse** Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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 the 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.)



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

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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

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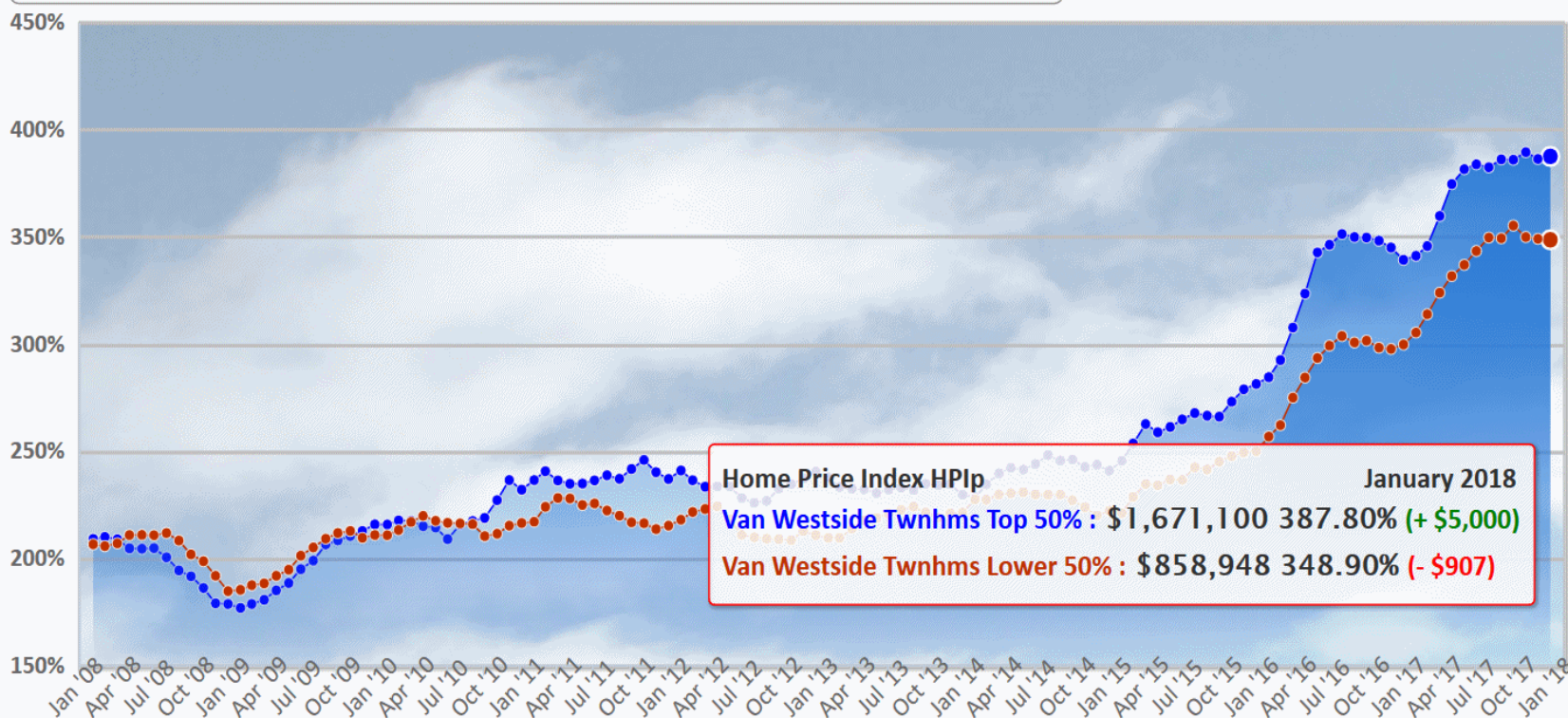
## Market Analysis and Forecasting Feb 1/18 Vancouver Westside

**TEAM 3000 REALTY LTD**  
**Ron & Joyce Hubenig**  
**Ph: 778-549-9909**

Powered by the Greater Vancouver Market Reports HPIp



Van Westside Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Van Westside Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jan 2018	% 387.80
Dec 2017	% 386.60
Nov 2017	% 389.70
Oct 2017	% 386.20
Sep 2017	% 386.40
Aug 2017	% 382.70
Jul 2017	% 384.10
Jun 2017	% 381.80
May 2017	% 374.90
Apr 2017	% 360.00
Mar 2017	% 346.00
Feb 2017	% 341.40

<<< 1 2 3 >>>



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# Vancouver Market Reports

Statistics, on the Web!

attached homes



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## Market Analysis and Forecasting Feb 1/18 Vancouver Westside

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

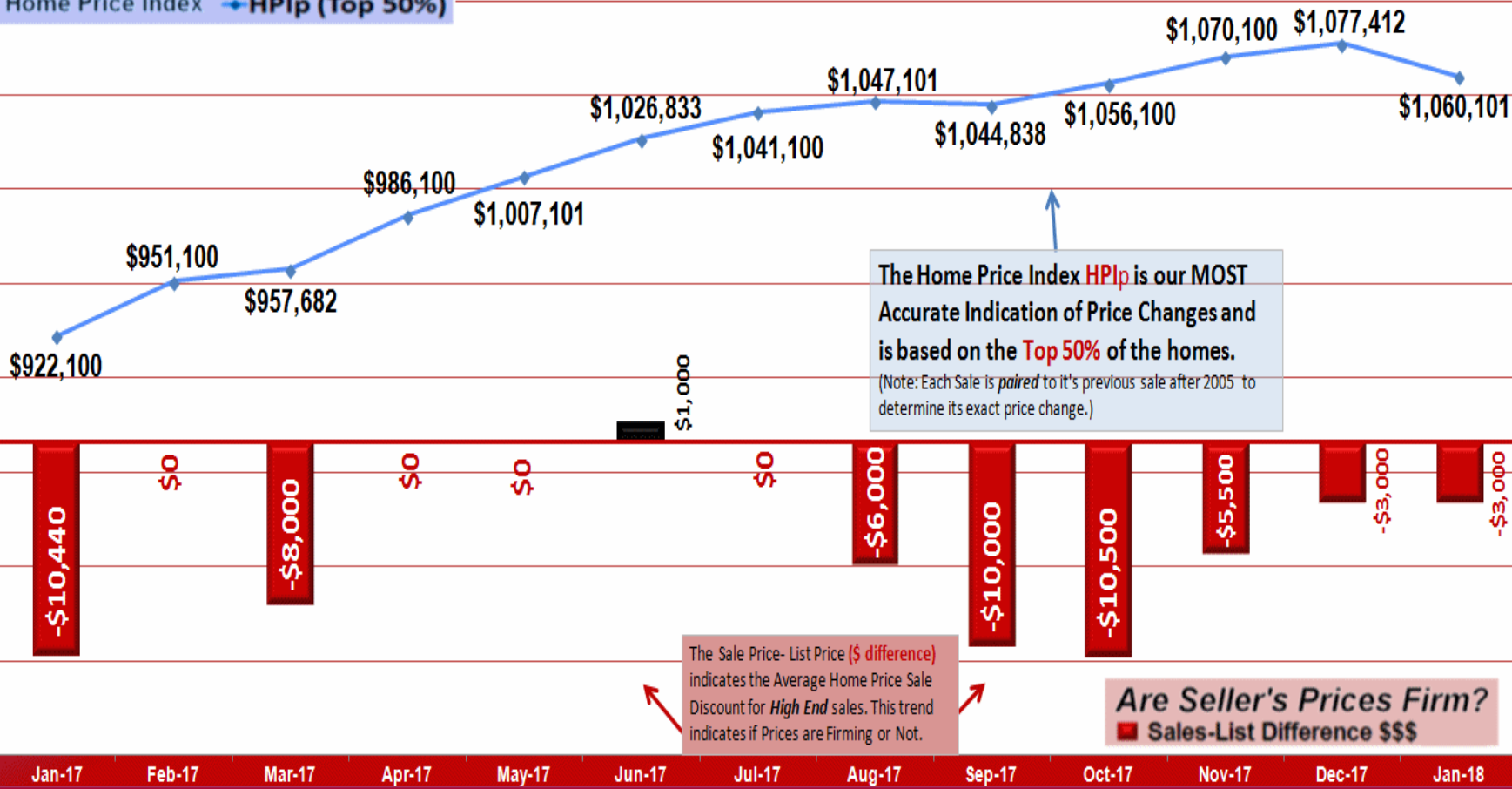
Home Price Changes  
(Home Price Index Paired sales from 2005)



Condominiums

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

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



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

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

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

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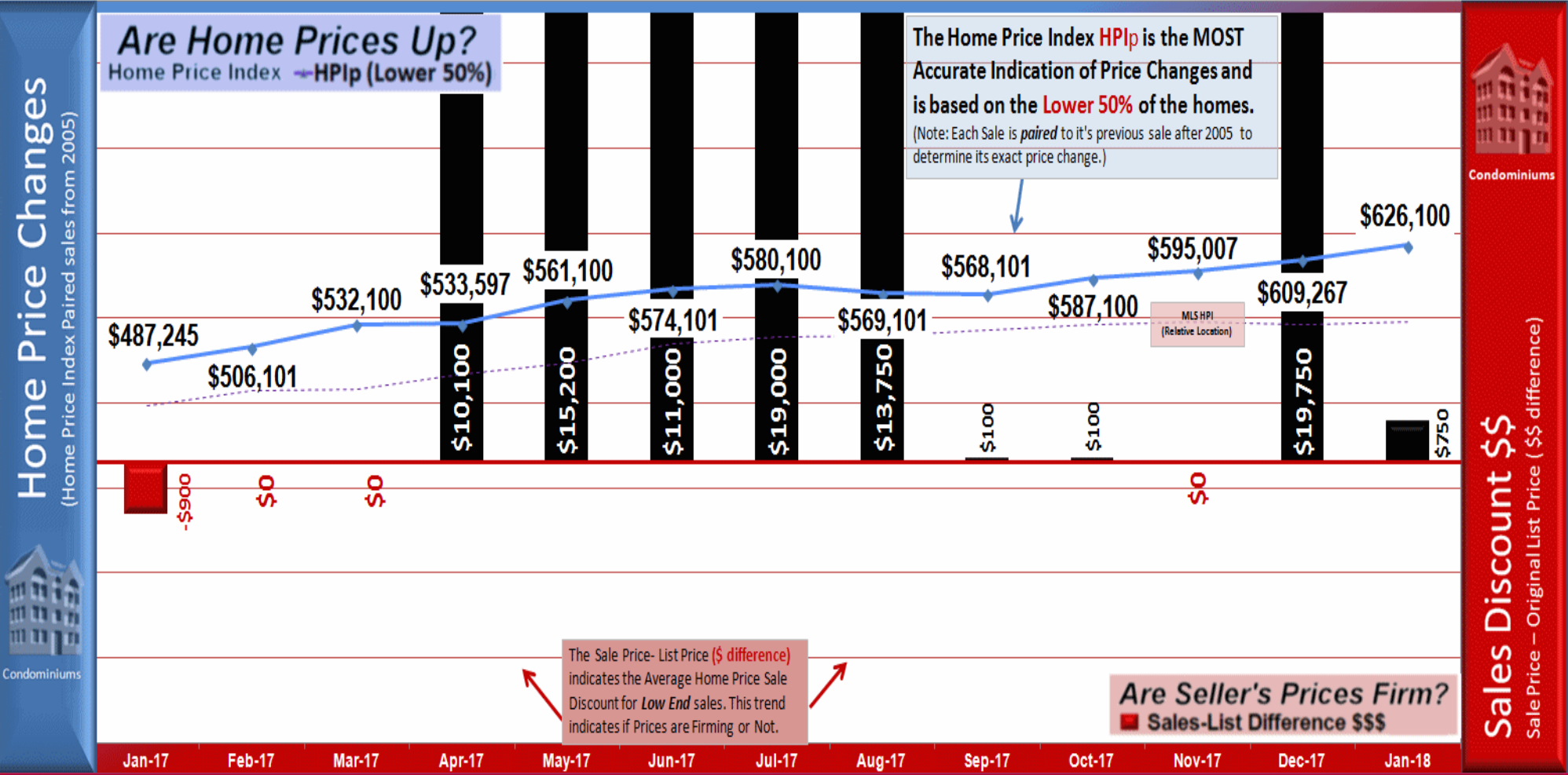
Ron & Joyce Hubenig



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## Market Analysis and Forecasting Feb 1/18 Vancouver Westside

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



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



Condominiums

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attached homes

TEAM 3000 REALTY LTD



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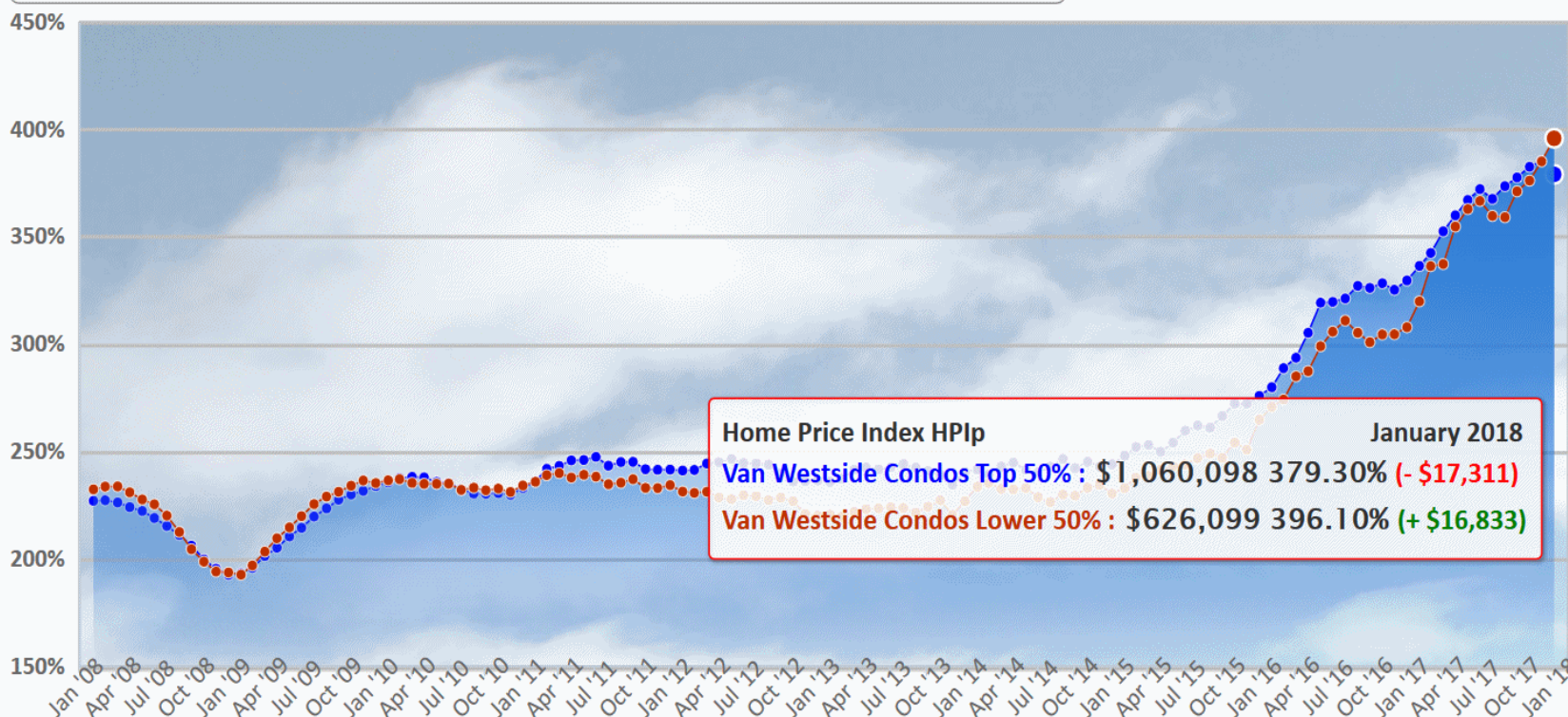
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## Market Analysis and Forecasting Feb 1/18 Vancouver Westside

Powered by the Greater Vancouver Market Reports HPIp



Van Westside Condos Top 50% : HPIp Forecast+ Forecast-  
 Van Westside Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Jan 2018	% 379.30
Dec 2017	% 385.50
Nov 2017	% 382.90
Oct 2017	% 377.90
Sep 2017	% 373.80
Aug 2017	% 367.90
Jul 2017	% 372.50
Jun 2017	% 367.40
May 2017	% 360.30
Apr 2017	% 352.80
Mar 2017	% 342.70
Feb 2017	% 336.70

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# Vancouver Market Reports

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attached homes



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Market Analysis and Forecasting Feb 1/18 Vancouver Downtown

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

溫哥華市中心房地產價格變動 / 溫哥華市中心房地產價格變動

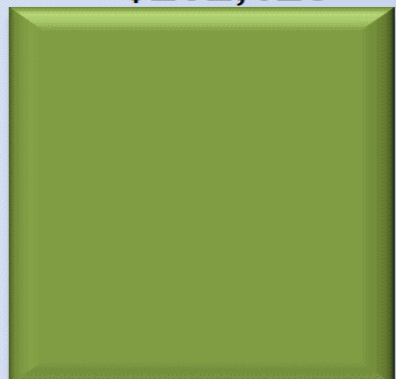
Housing Types: Year-To-Date Dec 2016 – Dec 2017 (Quarters)

房屋类型: 迄至今年 (每季) 由2016十二月份至2017十二月份

Powered by: Vancouver Market Reports HPI<sup>®</sup>

\$232,128

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



\$123,606

16.4%

23.1%

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

High End Condos

高档独立屋



Low End Condos

低端独立屋



\$800,000

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes \$\$

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes %

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

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Ron and Joyce Hubenig

# Vancouver Market Reports

attached homes

Statistics, on the Web!

## Market Analysis and Forecasting Feb 1/18 Vancouver Downtown



Ph: 778-549-9909

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Coal Harbour	69	14	14	98%	-\$22,000	20%
Downtown VW	233	56	11	100%	\$500	24%
West End VW	80	20	8	99%	-\$8,000	25%
Yaletown	168	47	13	99%	-\$4,900	28%
<b>Total Activity</b>	<b>550</b>	<b>137</b>	<b>10</b>	<b>100%</b>	<b>-\$800</b>	<b>25%</b>

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	5	3	39	96%	-\$14,980	60.0%
\$400,001-\$500,000	12	4	7	102%	\$12,150	33.3%
\$500,001-\$600,000	21	7	7	100%	\$2,500	33.3%
\$600,001-\$700,000	60	21	8	103%	\$17,000	35.0%
\$700,001-\$800,000	60	21	16	100%	\$1,000	35.0%
\$800,001-\$900,000	46	12	9	99%	-\$6,450	26.1%
\$900,001-\$1,000,000	37	12	11	100%	\$3,500	32.4%
\$1,000,001-\$1,300,000	70	18	8	99%	-\$9,000	25.7%
\$1,300,001-\$1,800,000	83	18	13	99%	-\$11,550	21.7%
\$1,800,001-\$2,200,000	27	9	15	98%	-\$40,000	33.3%
\$2,200,001 and more	129	12	22	94%	-\$225,000	9.3%
<b>Total Activity</b>	<b>550</b>	<b>137</b>	<b>10</b>	<b>100%</b>	<b>-\$800</b>	<b>25%</b>

Feb 1 2018 Vancouver Downtown Market Update (attached)

**Current:** Vancouver Downtown's Residential Attached housing market is a Sellers market with **25 %SOLD** rate and a 100% Sell/List Ratio. (This means 25 homes out of 100 sold with an average of \$800 discount on a sale from original list price).  
**Most Active Price Range:** Homes below \$400,000 have **60.0 %SOLD** rate.  
**Least Active Price Range:** Homes above \$2.2 mill. have **9.3 %SOLD** rate.

**History:** The Vancouver Downtown Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$262,304.

The Vancouver Downtown Year-To-Date Home Price Index

**HPIp (Lower 50%)** shows that prices increased \$144,940.

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

**Forecast:** Current listing inventories are 4% more than same month in 2016 meaning that we are seeing a reduced listings supply. The buyer demand is strong. We project Vancouver Downtown to be a continued sellers market.

January's Real Estate Statistics show 57% of Vancouver's Detached Markets increasing values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$9,668, which is a big drop from the \$12,671 increase that we saw in the month prior. On the Average Fraser Valley has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the pending higher interest rates, pending trade tariffs and the chilly economic winds arriving started this month, we are forecasting the beginning of Buyers Market across most Detached and Condo Markets. Currently, the Condo Markets set a fast pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following month. Thus, Townhouse Markets show 57% and continues to increase (16 out of 28 Markets). 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.

**Analytical Methods:** The Vancouver Downtown represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Vancouver Downtown market into two parts with the **Vancouver Downtown HPIp Top 50%** representing the higher end sales and the **Vancouver Downtown HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time.

Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	531	554	550		-4
Active Listings (1st of the month)	302	399	307	328	21
Solds	122	148	137		-11
DOM	13	12	10		-2
%SOLD (Sales/ Listings /mnlthly rate)	23%	27%	25%		-2%
<b>Condos (Top 50%) Home Price Index HPIp</b>	\$1,425,100	\$1,665,100	\$1,687,404		\$22,304
<b>Condos (Lower 50%) Home Price Index HPIp</b>	\$547,160	\$666,101	\$692,100		\$25,999

**Biography:** Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

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Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

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attached homes



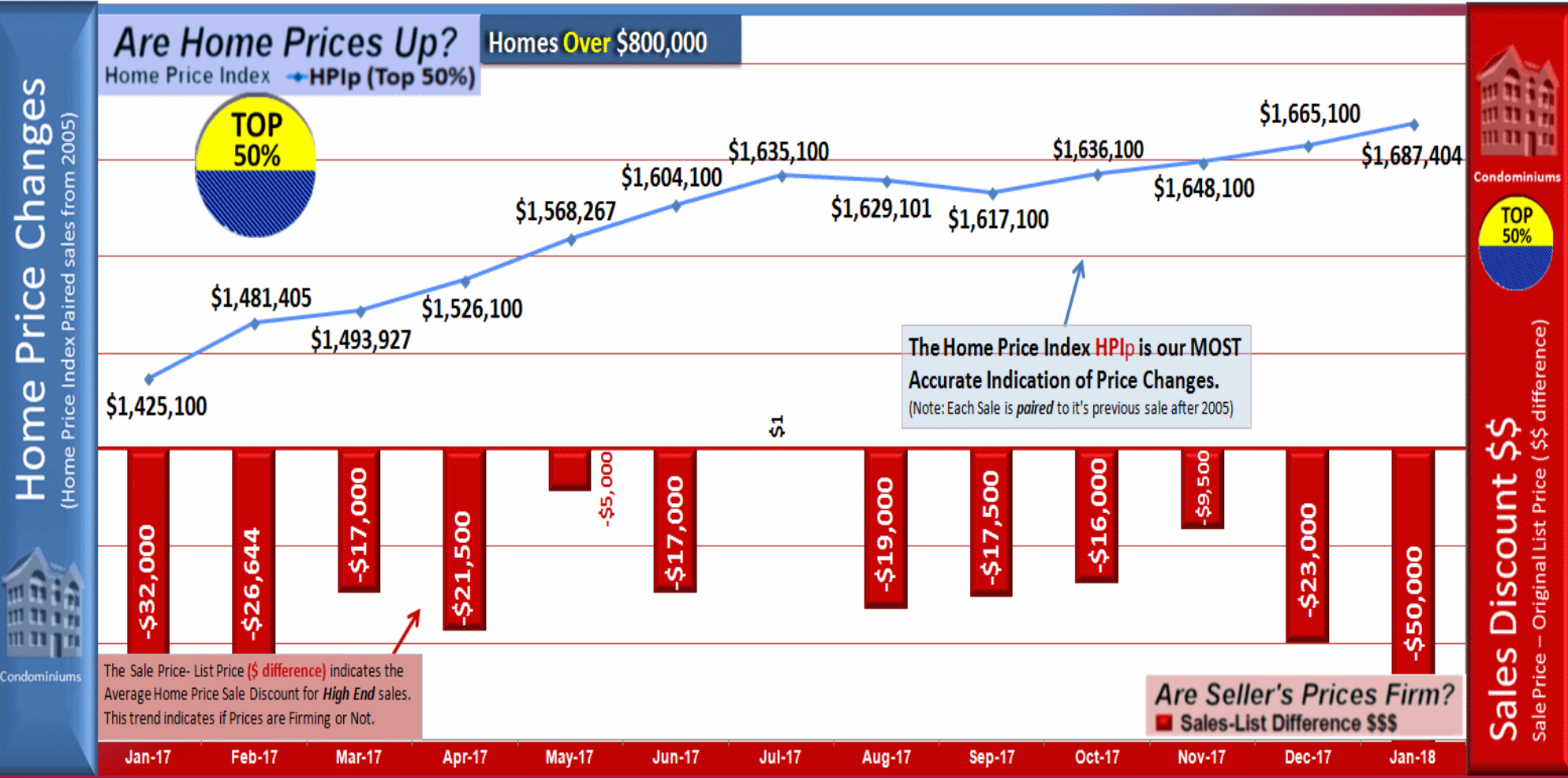
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## Market Analysis and Forecasting Feb 1/18 Vancouver Downtown

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



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



Condominiums



Condominiums



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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attached homes

TEAM 3000 REALTY LTD



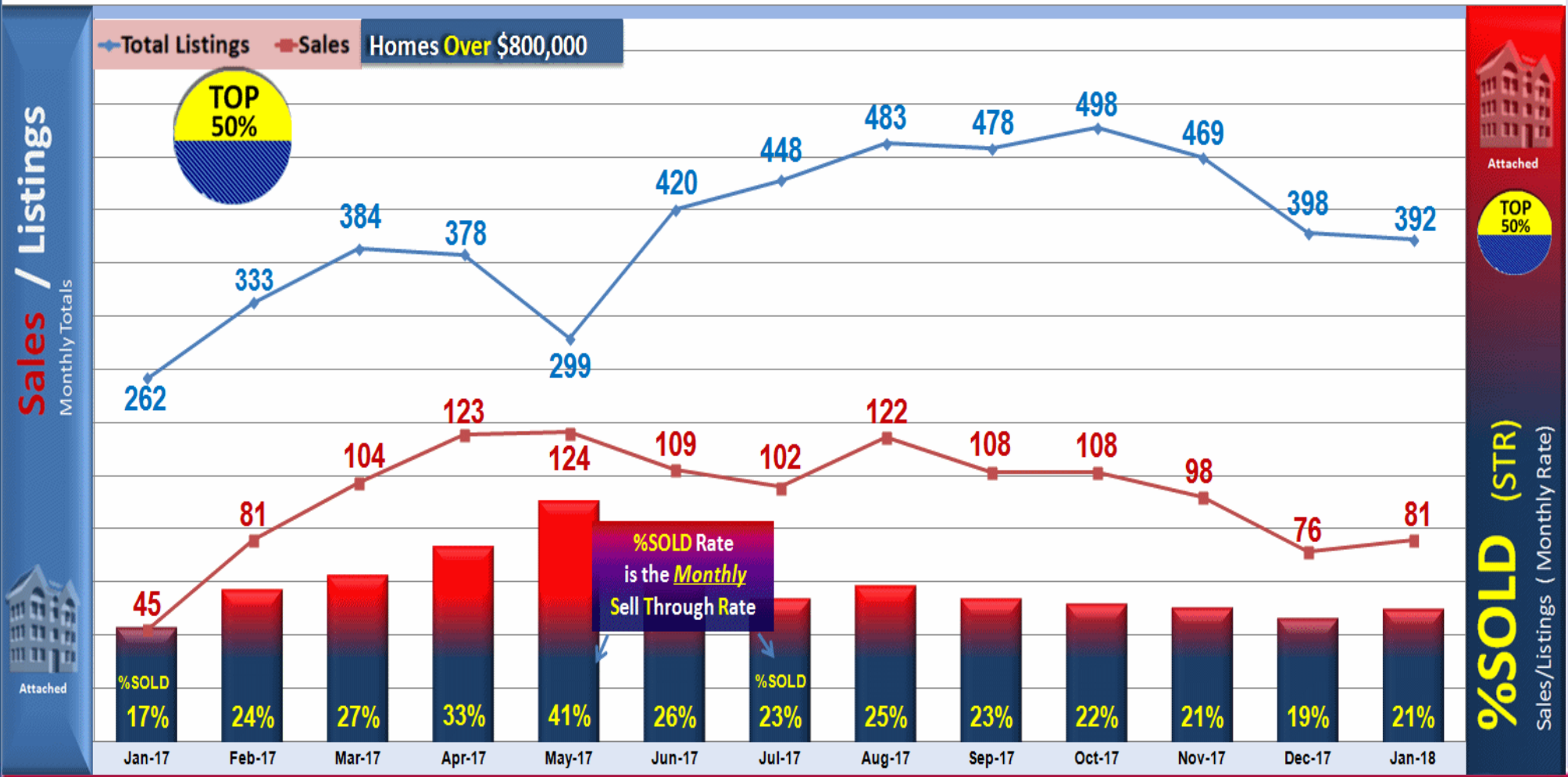
Ron & Joyce Hubenig



Ph: 778-549-9909

## Market Analysis and Forecasting Feb 1/18 Vancouver Downtown

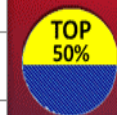
Attached Vancouver Downtown Total Listings, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Attached



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

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

Ron and Joyce Hubenig

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# Vancouver Market Reports

Statistics, on the Web!

attached homes



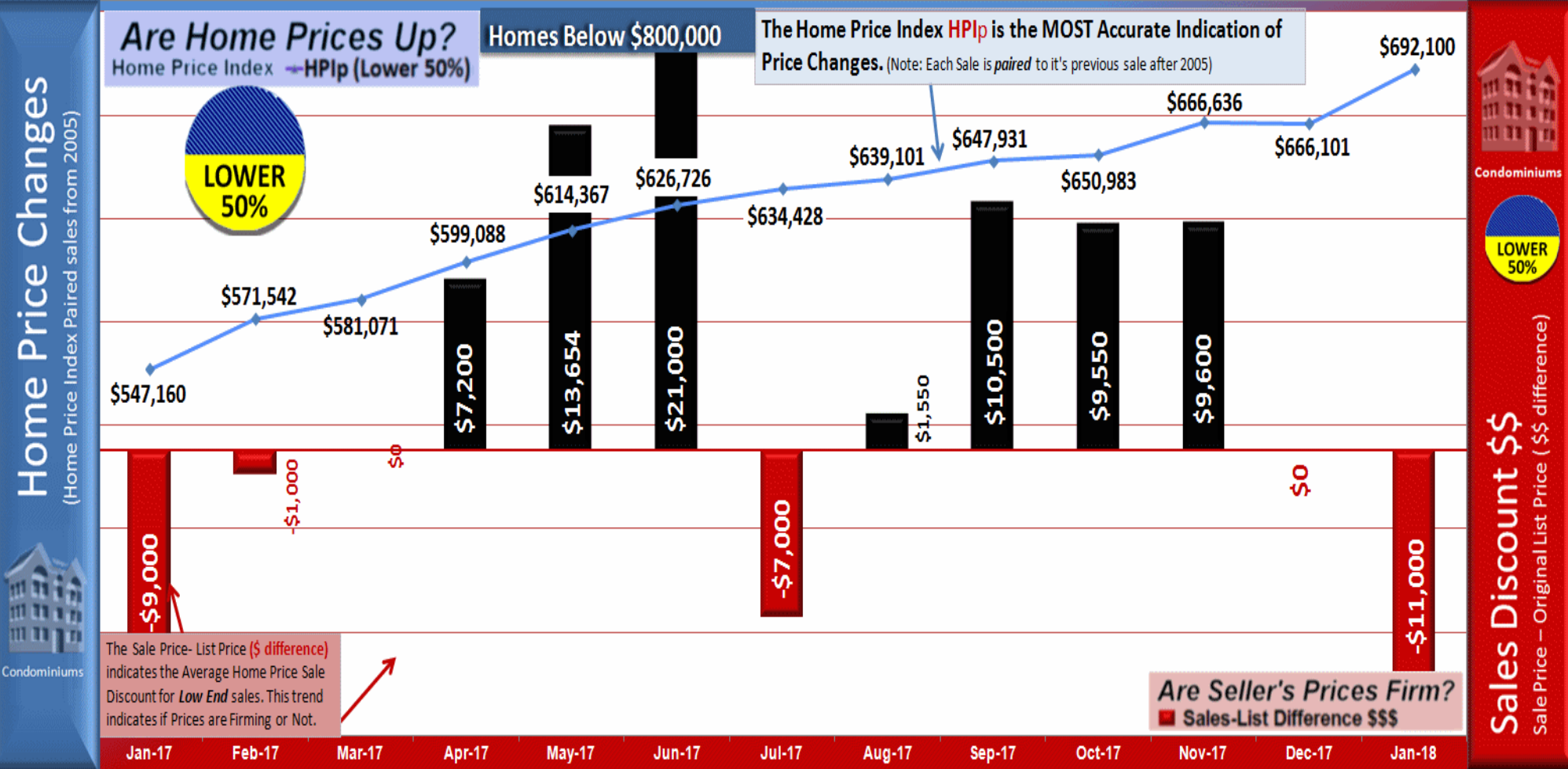
Ron & Joyce Hubenig



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## Market Analysis and Forecasting Feb 1/18 Vancouver Downtown

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



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

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

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

Statistics, on the Web!

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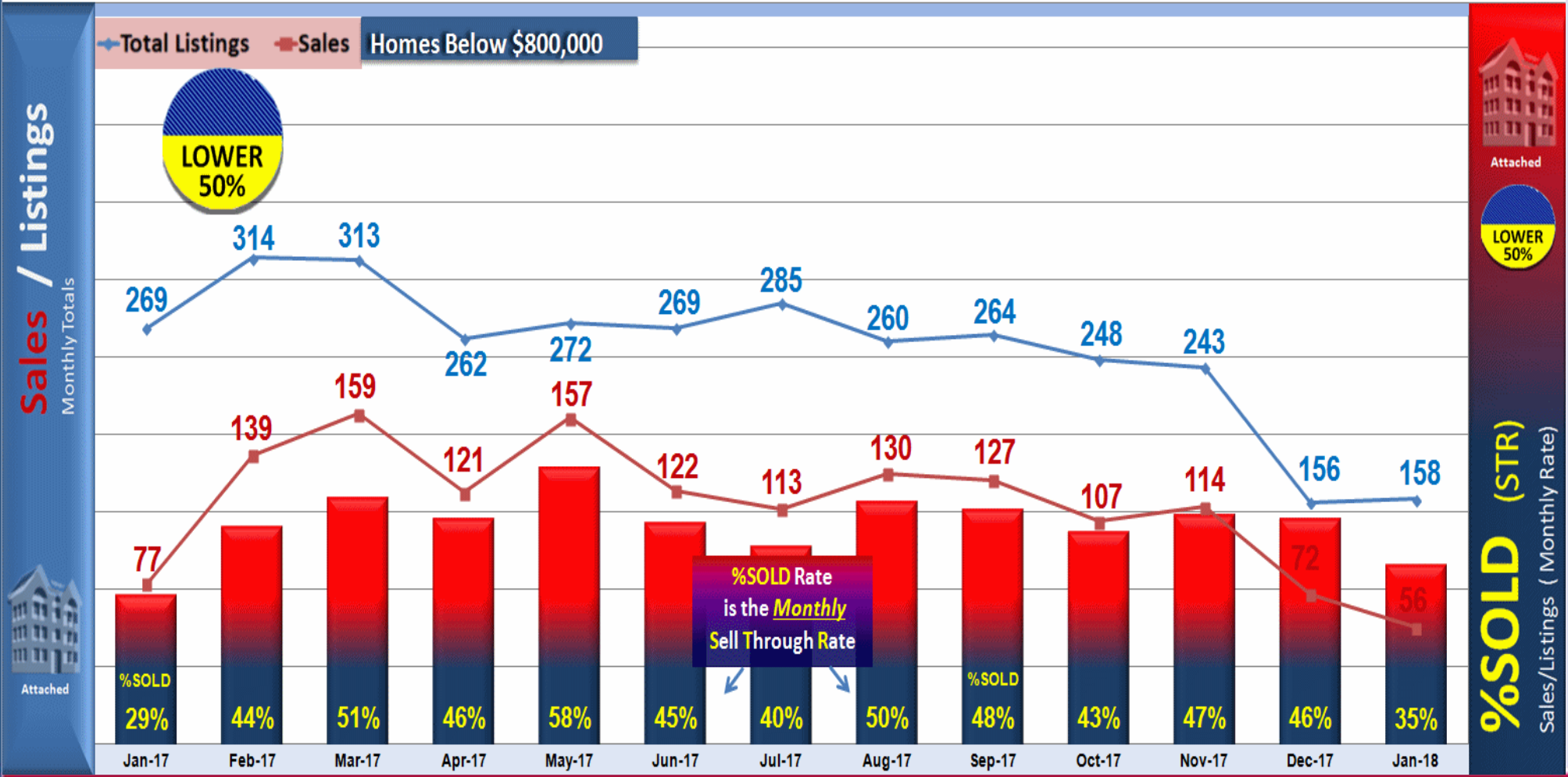
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## Market Analysis and Forecasting Feb 1/18 Vancouver Downtown

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



Sales / Listings  
Monthly Totals



Attached



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



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# Vancouver Market Reports

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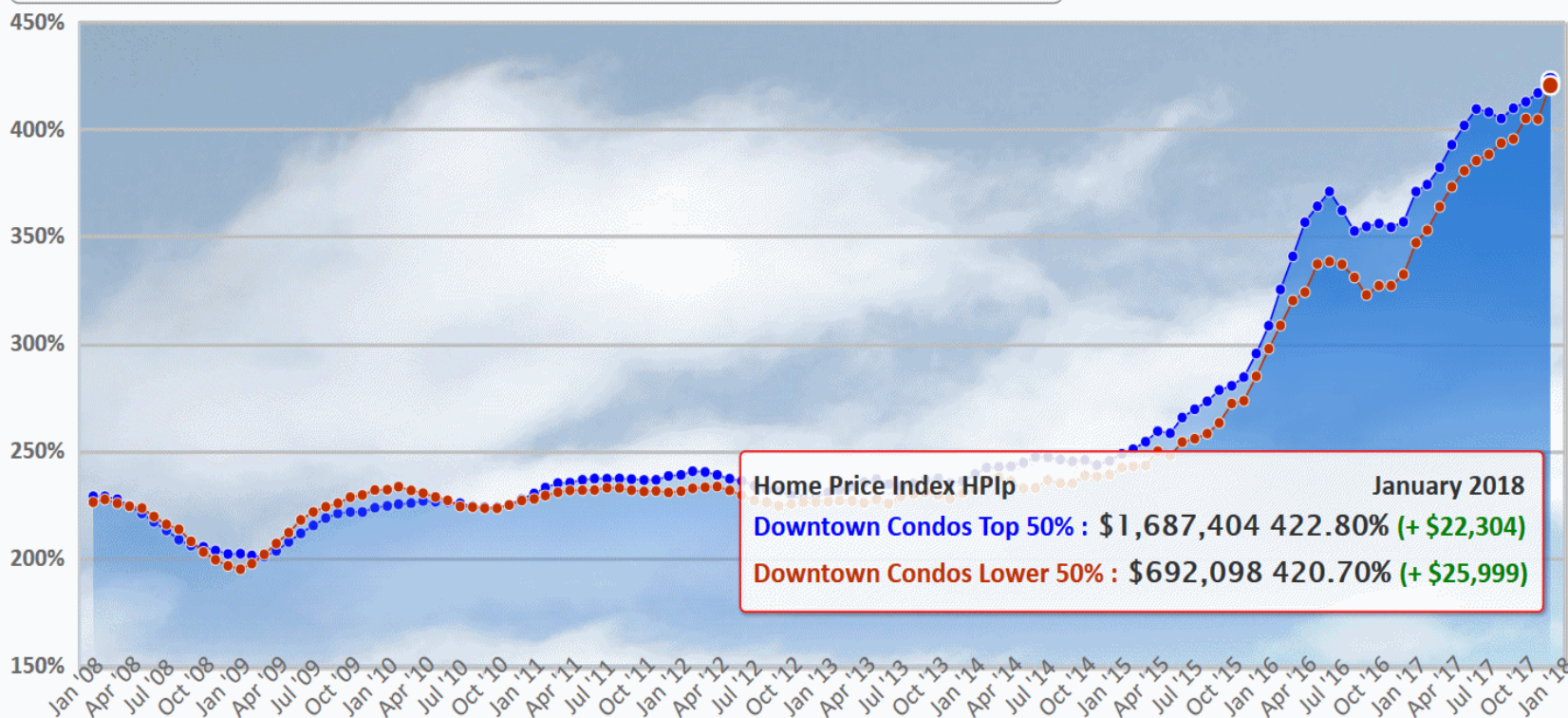
Ph: 778-549-9909

## Market Analysis and Forecasting Feb 1/18 Vancouver Downtown

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jan 2018	% 422.80
Dec 2017	% 417.20
Nov 2017	% 413.00
Oct 2017	% 410.00
Sep 2017	% 405.20
Aug 2017	% 408.20
Jul 2017	% 409.70
Jun 2017	% 402.00
May 2017	% 393.00
Apr 2017	% 382.40
Mar 2017	% 374.40
Feb 2017	% 371.20

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# Vancouver Market Reports



Statistics, on the Web!



## Market Analysis and Forecasting Feb 1/18 East Vancouver

Ph: 778-549-9909

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	% SOLD
Champlain Heights	56	18	11	100%	\$0	32.1%
Collingwood Van. East	51	10	11	100%	-\$1,900	19.6%
Downtown VE	14	5	63	100%	\$0	35.7%
Fraser VE	23	4	14	100%	\$0	17.4%
Fraserview VE	8	3	6	105%	\$25,100	37.5%
Grandview VE	38	8	8	106%	\$26,050	21.1%
Hastings	21	7	57	100%	\$0	33.3%
Hastings East	10	1	7	105%	\$32,057	10.0%
Killarney VE	21	4	38	117%	\$103,250	19.0%
Knight	23	3	3	104%	\$21,000	13.0%
Main	14	3	8	107%	\$46,000	21.4%
Mount Pleasant VE	101	18	9	100%	\$0	17.8%
Renfrew VE	12	3	7	103%	\$21,000	25.0%
Renfrew Heights	0	0				0.0%
South Vancouver	4	0				0.0%
Victoria VE	53	6	13	101%	\$3,850	11.3%
<b>Total Activity</b>	<b>449</b>	<b>93</b>	<b>10</b>	<b>100%</b>	<b>\$0</b>	<b>21%</b>

Home Price Range	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	% SOLD
\$0-\$300,000	1	1	48	100%	\$0	100.0%
\$300,001-\$400,000	8	3	9	107%	\$27,000	37.5%
\$400,001-\$500,000	40	13	7	105%	\$25,100	32.5%
\$500,001-\$600,000	57	20	11	100%	\$0	35.1%
\$600,001-\$700,000	54	19	8	103%	\$17,100	35.2%
\$700,001-\$800,000	51	9	49	100%	\$0	17.6%
\$800,001 and more	238	28	17	100%	\$0	11.8%
<b>Total Activity</b>	<b>449</b>	<b>93</b>	<b>10</b>	<b>100%</b>	<b>\$0</b>	<b>21%</b>

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	398	464	449		-15
Active Listings (1st of the month)	193	336	263	280	17
Solds	89	149	93		-56
DOM	7	9	10		1
% SOLD (Sales/ Listings /mthly rate)	22%	32%	21%		-11%
Condos (Top 50%) Home Price Index HPIp	\$627,989	\$734,101	\$735,100		\$999
Condos (Lower 50%) Home Price Index HPIp	\$383,148	\$477,101	\$479,864		\$2,763
Twnhs (Top 50%) Home Price Index HPIp	\$956,219	\$1,087,218	\$1,095,100		\$7,882
Twnhs (Lower 50%) Home Price Index HPIp	\$606,729	\$720,409	\$711,850		-\$8,559

Feb 1 2018 **East Vancouver Market Update (Attached)**

**Current:** East Vancouver has a Sellers Market with **21 %SOLD** rate and a 100% Sell/List Ratio. (This means an average of a \$0 Discount on a sale from the original list price)

*Most Active Range:* Homes between \$300,000 - \$400,000 have **37.5 %SOLD** rate.  
*Least Active Range:* Homes above \$800,000 have **11.8 %SOLD** rate.

**History:** East Vancouver's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$107,111.

East Vancouver's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$96,716.

East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$138,881.

East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$105,121.

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

**Forecast:** The last month listing inventory 13% less than the same month last year. There were 17 active listings compared to last month. We project East Vancouver to be a Sellers Market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets. Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks.

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

**Biography:** Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

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**Ron and Joyce Hubenig**

# Vancouver Market Reports

Statistics, on the Web!

attached homes



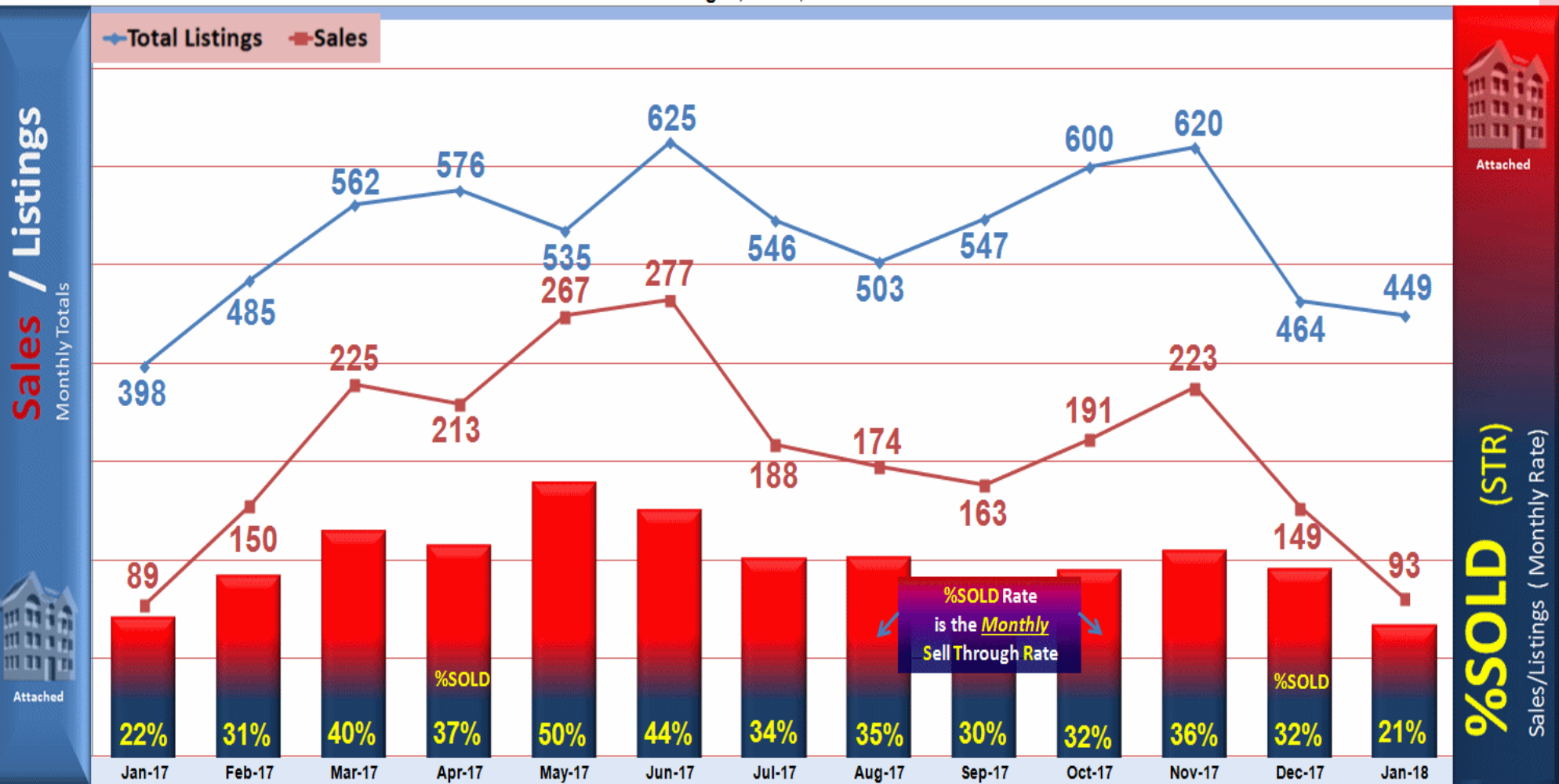
Ron & Joyce Hubenig



Ph: 778-549-9909

## Market Analysis and Forecasting Feb 1/18 East Vancouver

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



Sales / Listings

Monthly Totals



Attached

%SOLD (STR)

Sales/Listings ( Monthly Rate)

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# Vancouver Market Reports

Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Feb 1/18 East Vancouver

Attached East Vancouver 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)

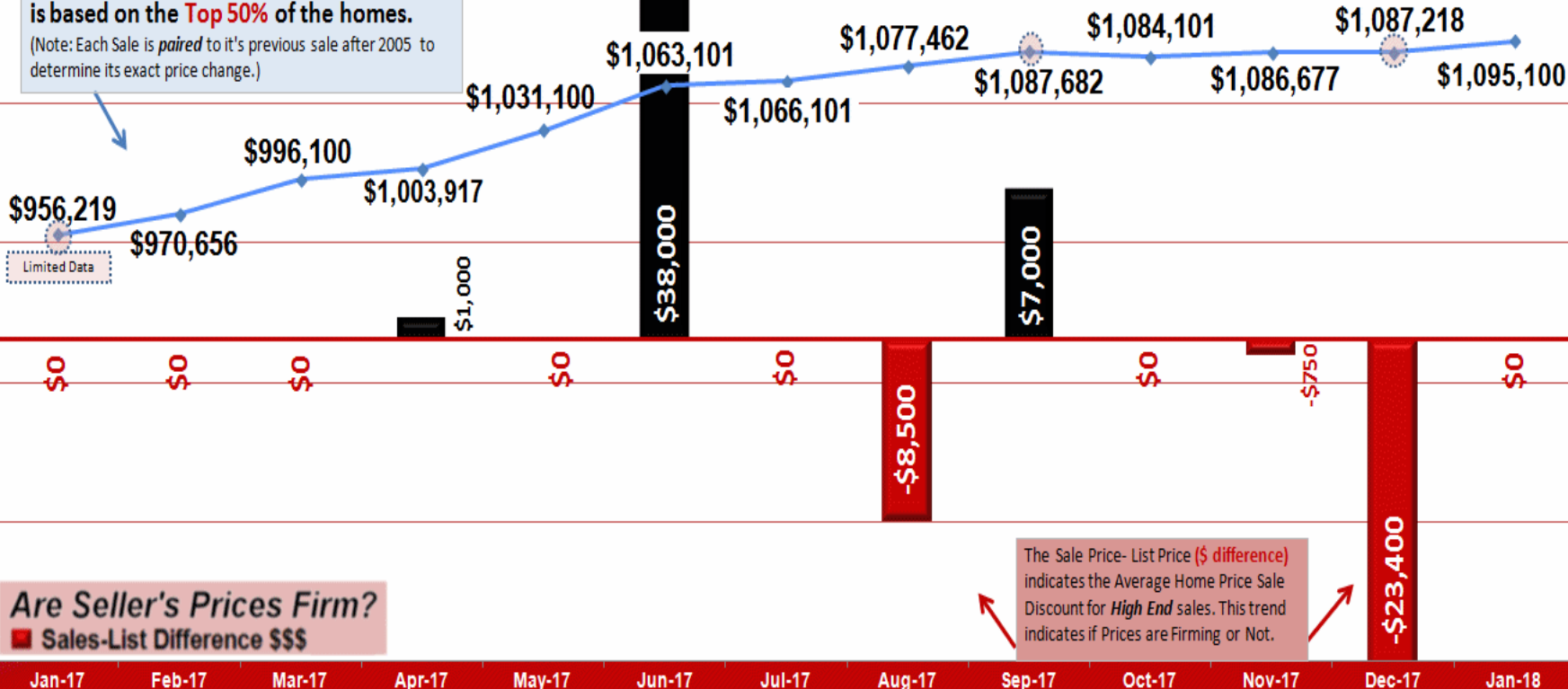
Home Price Changes  
(Home Price Index Paired sales from 2005)

## 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.)



## 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.



Townhouses

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

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# Vancouver Market Reports

Statistics, on the Web!

attached homes



Ron & Joyce Hubenig



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## Market Analysis and Forecasting Feb 1/18 East Vancouver

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

### Home Price Changes

(Home Price Index Paired sales from 2005)



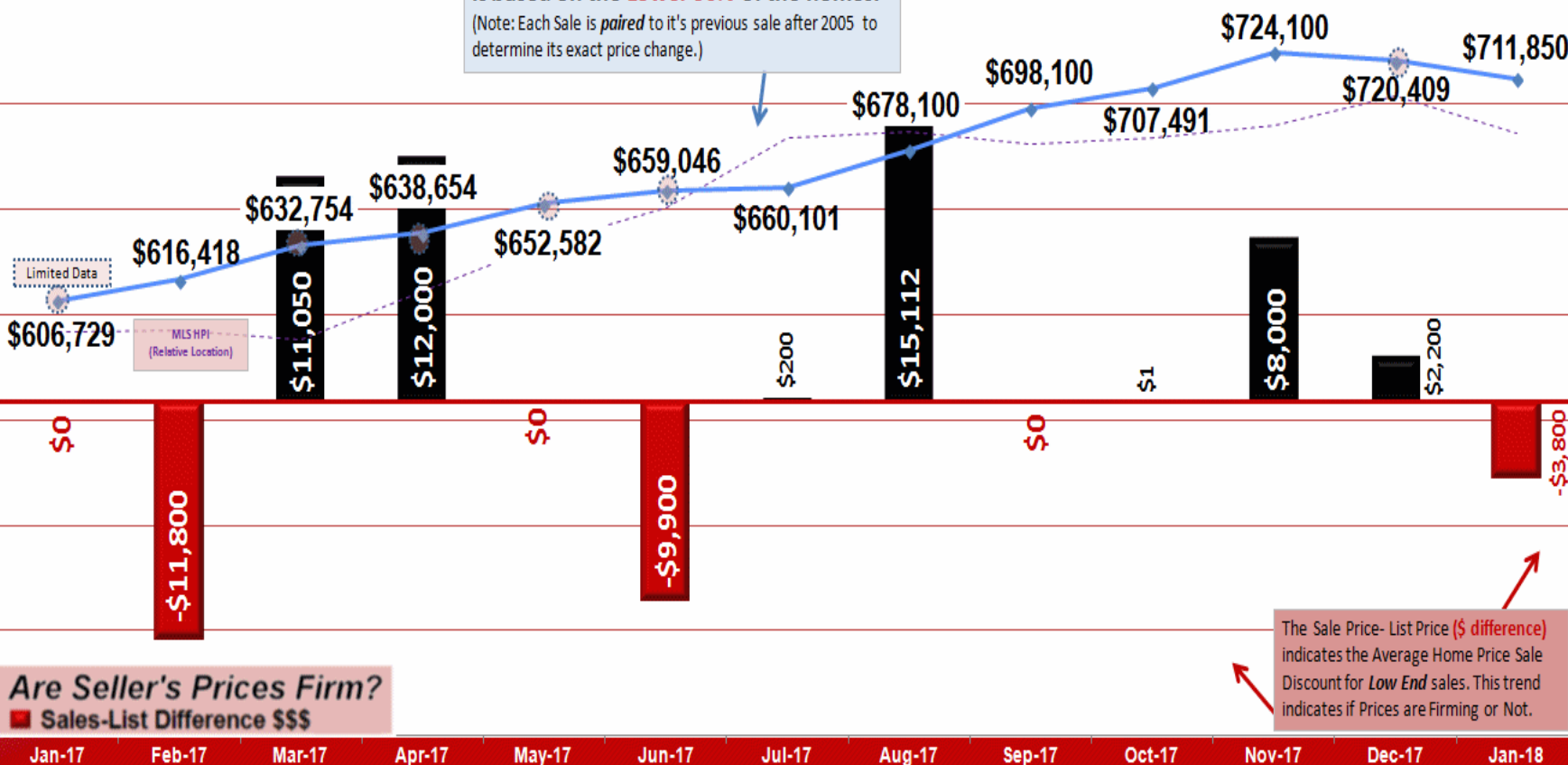
Townhouses

### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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

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



Townhouses

### Sales Discount \$\$

Sale Price - Original List Price ( \$ difference)

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

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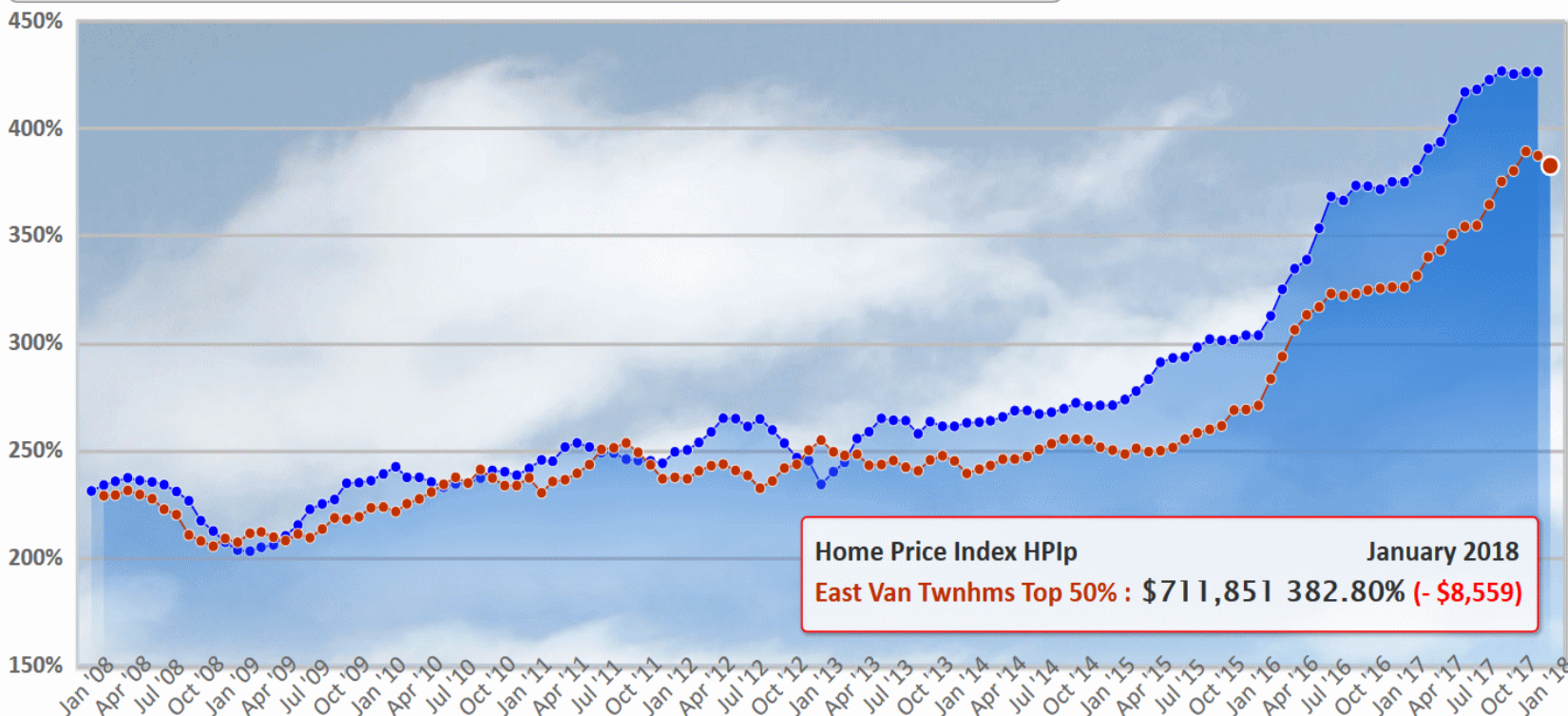
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## Market Analysis and Forecasting Feb 1/18 East Vancouver

Powered by the Greater Vancouver Market Reports HPIp



East Van Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 East Van Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Dec 2017	% 426.60
Nov 2017	% 426.40
Oct 2017	% 425.40
Sep 2017	% 426.80
Aug 2017	% 422.80
Jul 2017	% 418.30
Jun 2017	% 417.10
May 2017	% 404.60
Apr 2017	% 393.90
Mar 2017	% 390.80
Feb 2017	% 380.90
Jan 2017	% 375.20

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Drag over area to ZOOM in



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attached homes



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Market Analysis and Forecasting Feb 1/18 East Vancouver

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

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



Condominiums



Condominiums

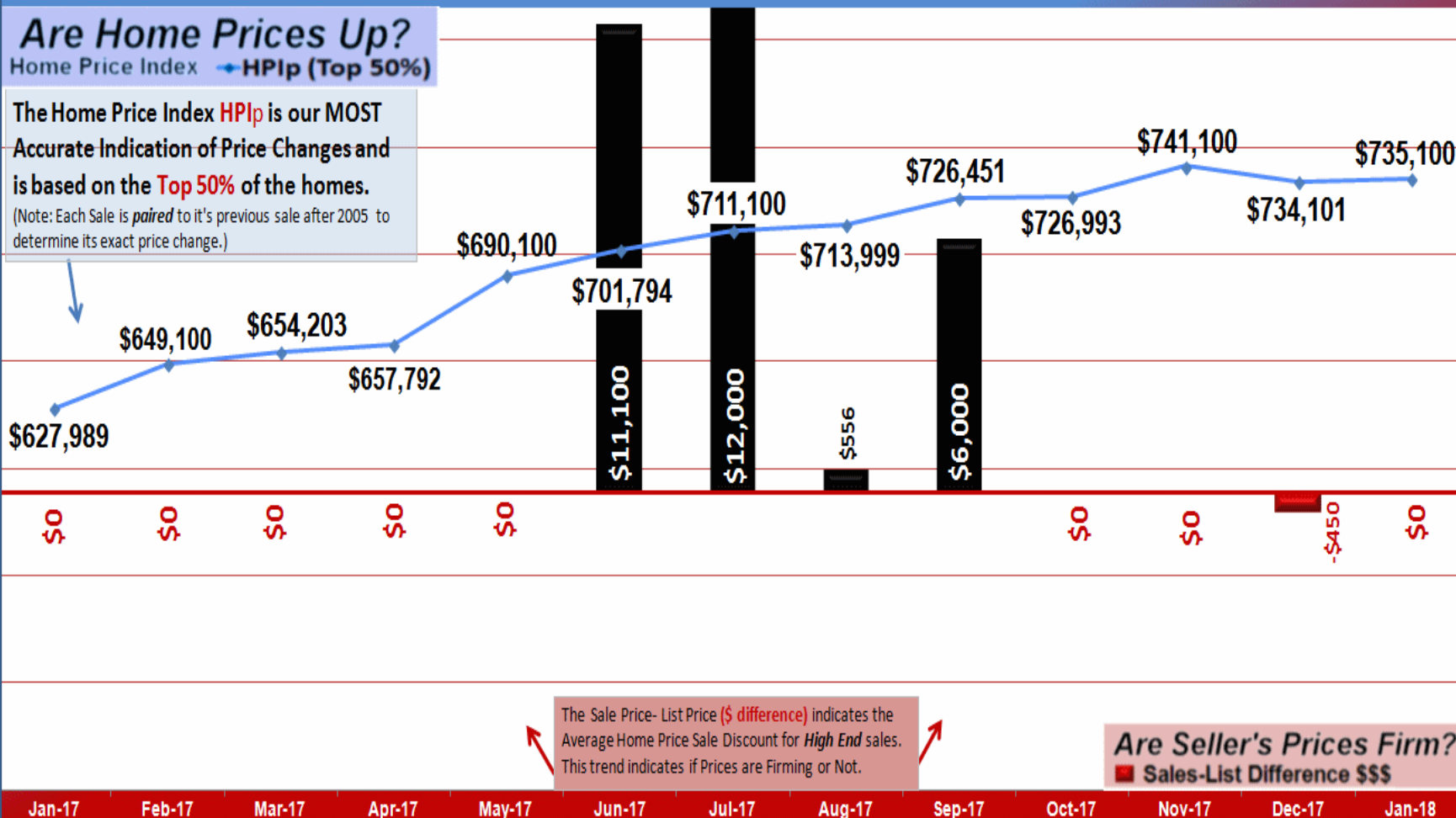
Sales Discount \$\$  
Sale Price - Original List Price (\$\$ difference)

## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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

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



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

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

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# Vancouver Market Reports

Statistics, on the Web!

attached homes



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## Market Analysis and Forecasting Feb 1/18 East Vancouver

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

### Home Price Changes

(Home Price Index Paired sales from 2005)



Condominiums

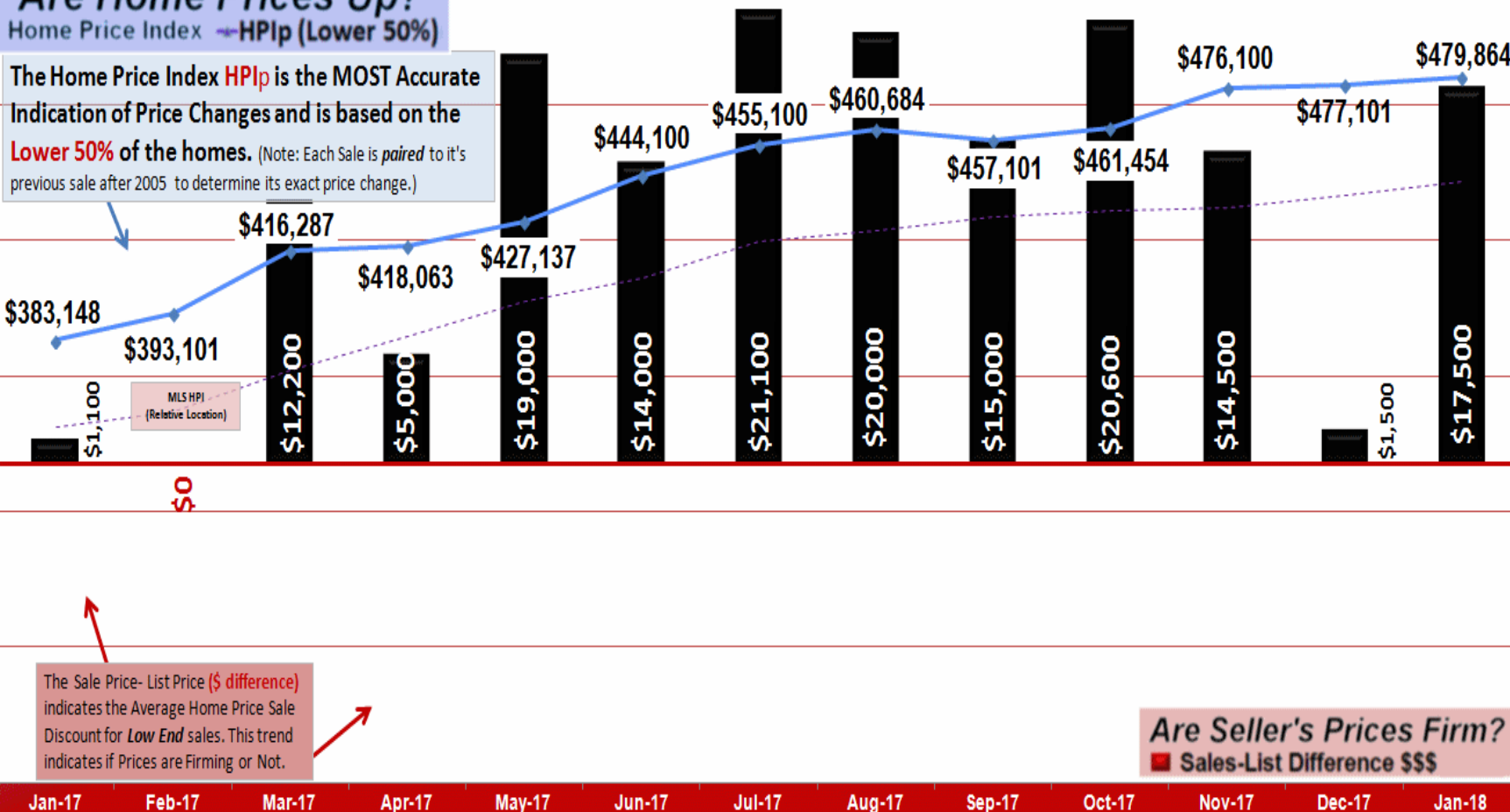


Condominiums

### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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



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

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

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

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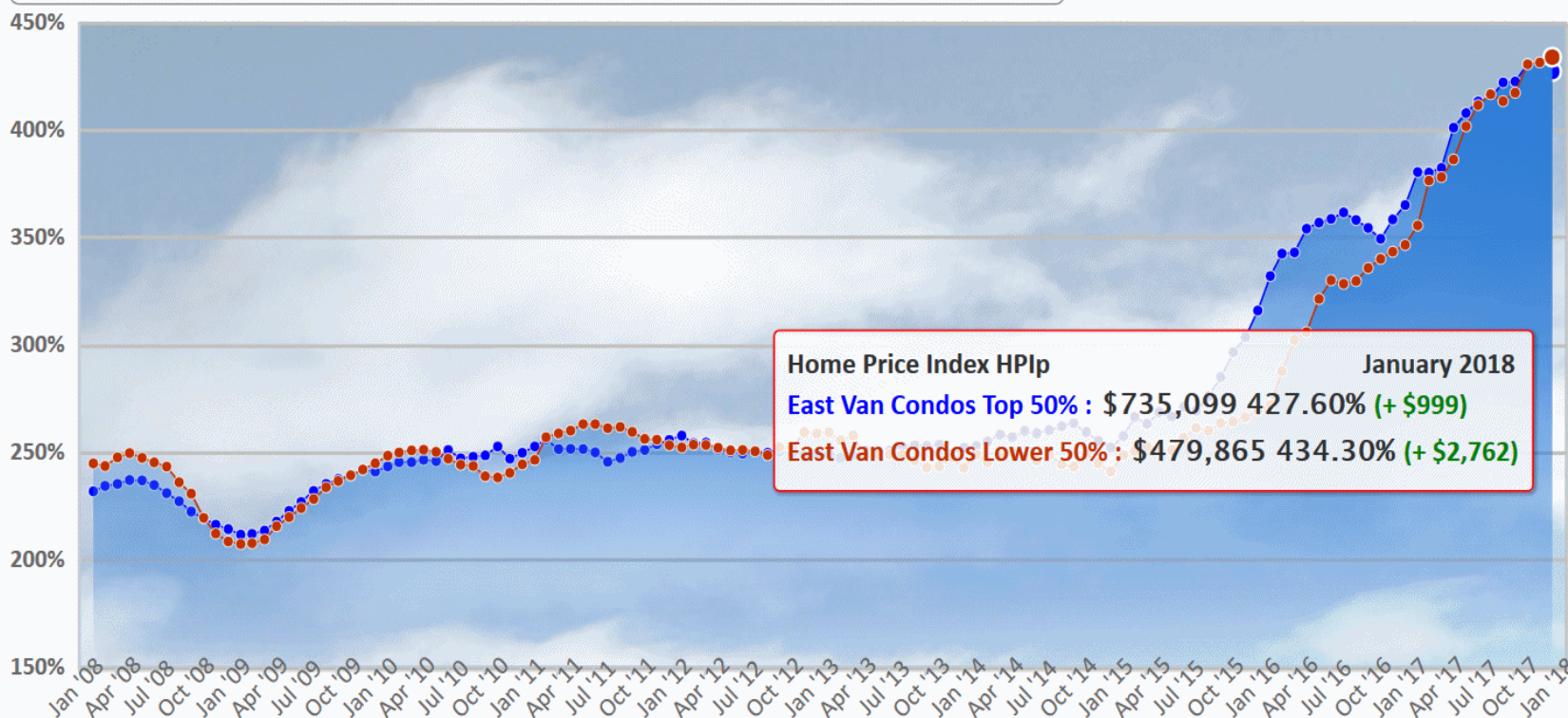
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## Market Analysis and Forecasting Feb 1/18 East Vancouver

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jan 2018	% 427.60
Dec 2017	% 427.00
Nov 2017	% 431.10
Oct 2017	% 422.90
Sep 2017	% 422.50
Aug 2017	% 415.30
Jul 2017	% 413.60
Jun 2017	% 408.20
May 2017	% 401.40
Apr 2017	% 382.60
Mar 2017	% 380.50
Feb 2017	% 380.70

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Ron and Joyce Hubenig

# Vancouver Market Reports

attached homes

Statistics, on the Web!

## Market Analysis and Forecasting Feb 1/18 Burnaby S. & N.



Ph: 778-549-9909

Burnaby Sub areas Statistics - Jan 2018						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Brentwood Park	64	24	6	102%	\$16,000	38%
Cariboo	9	5	7	108%	\$36,200	56%
Central BN	9	2	14	98%	-\$17,450	22%
Capitol Hill BN	8	3	8	109%	\$38,000	38%
Forest Hills BS	6	1	36	98%	-\$15,000	17%
Government Road	12	3	15	113%	\$56,000	25%
Lake City Industrial	0	0				0%
Montecito	4	1	50	96%	-\$19,900	25%
Parkcrest	0	0				0%
Sperling-Duthie	11	2	33	107%	\$18,500	18%
Simon Fraser Univer.	21	8	8	100%	\$1,900	38%
Sullivan Heights	11	3	5	110%	\$60,000	27%
Simon Fraser Hills	8	3	10	108%	\$35,100	38%
Vancouver Heights	4	1	60	99%	-\$4,000	25%
Willingdon Heights	9	1	7	104%	\$32,000	11%
Westridge BN	0	0				0%
Big Bend	2	0				0%
Burnaby Hospital	7	1	9	103%	\$15,100	14%
Buckingham Heights	1	0				0%
Burnaby Lake	6	2	105	100%	-\$1,000	33%
Central Park BS	19	4	6	102%	\$13,400	21%
Deer Lake	0	0				0%
Forest Glen BS	28	5	10	104%	\$20,000	18%
Greentree Village	3	0				0%
Highgate	0	0				0%
Metrotown	41	13	13	101%	\$6,001	32%
Oaklands	138	43	31	99%	-\$9,000	31%
Suncrest	3	0				0%
South Slope	32	7	59	99%	-\$8,000	22%
Upper Deer Lake	3	0				0%
<b>Total Activity</b>	<b>459</b>	<b>132</b>	<b>10</b>	<b>100%</b>	<b>\$0</b>	<b>29%</b>

Burnaby List Price Ranges Statistics - Jan 2018						
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
0-\$400,000	25	11	7	110%	\$35,100	44.0%
\$400,001-\$500,000	53	20	8	101%	\$7,001	37.7%
\$500,001-\$600,000	68	28	11	104%	\$23,000	41.2%
\$600,001-\$700,000	82	21	8	100%	\$0	25.6%
\$700,001-\$900,000	108	34	27	99%	-\$10,500	31.5%
\$900,001 and above	123	18	30	100%	-\$5,000	14.6%
<b>Total Activity</b>	<b>459</b>	<b>132</b>	<b>10</b>	<b>100%</b>	<b>\$0</b>	<b>29%</b>

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings (A,S,T,C,X)	511	497	459		-38
Active Listings (1st of the month)	258	350	273	281	8
Solds	125	167	132		-35
DOM	13	8	10		2
% SOLD (Sales/ Listings /mthly rate)	24%	34%	29%		-5%
Condos (Top 50%) Home Price Index HPIp	\$612,944	\$734,101	\$749,988		\$15,887
Condos (Lower 50%) Home Price Index HPIp	\$359,100	\$462,383	\$465,023		\$2,640
Twnhs (Top 50%) Home Price Index HPIp	\$771,593	\$876,100	\$891,633		\$15,533
Twnhs (Lower 50%) Home Price Index HPIp	\$487,641	\$597,508	\$606,979		\$9,471

**Biography:** Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

### Feb 1 2018 Burnaby Market Update (attached)

**Current:** Burnaby's Residential Attached housing market is in a Sellers Market with a **29 % 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 Range:** Homes below \$400,000 have **44.0 % SOLD** rate. **Least Active Range:** Homes above \$900,000 have **14.6 % SOLD** rate.

**History:** The Burnaby's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$137,044  
The Burnaby's **Condos (Lower 50%)** Home Price Index **HPIp (Lower 50%)** shows that prices increased \$105,923.

The Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$120,040.  
The Burnaby's **Townhouses (Lower 50%)** Home Price Index **HPIp (Lower 50%)** shows that prices increased \$119,337.

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

**Forecast:** Listing inventory levels is 10% Less than same month last year. The Active Listings shows a increase by 8 count and so an increase can be seen on SOLD next month. January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets. Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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

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**Ron and Joyce Hubenig**

# Vancouver Market Reports

Statistics, on the Web!

attached homes

TEAM 3000 REALTY LTD



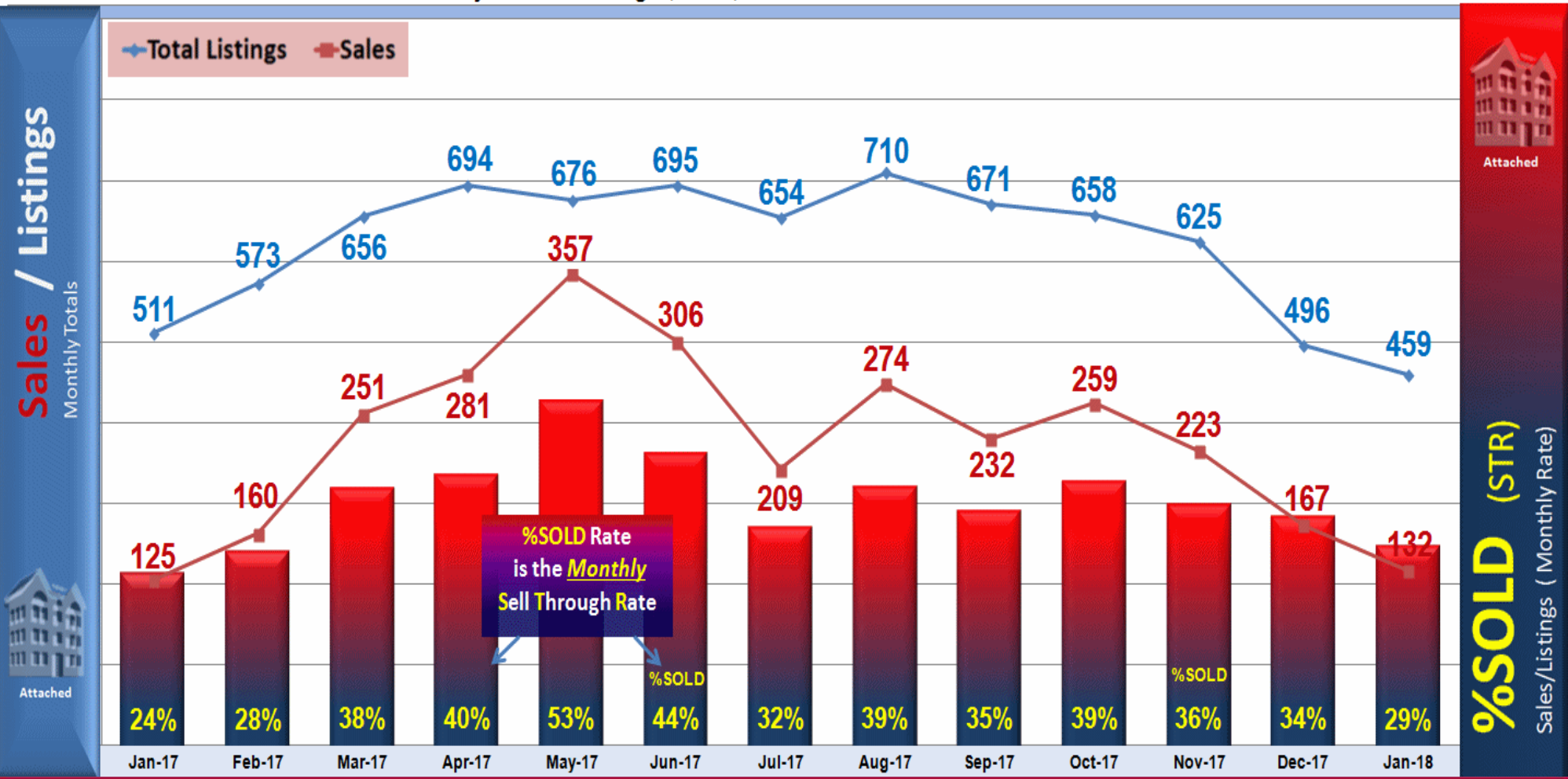
Ron & Joyce Hubenig



Ph: 778-549-9909

## Market Analysis and Forecasting Feb 1/18 Burnaby S. & N.

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



Sales / Listings Monthly Totals



Attached

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

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Market Analysis and Forecasting Feb 1/18 Burnaby S. & N.

Attached Burnaby 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)

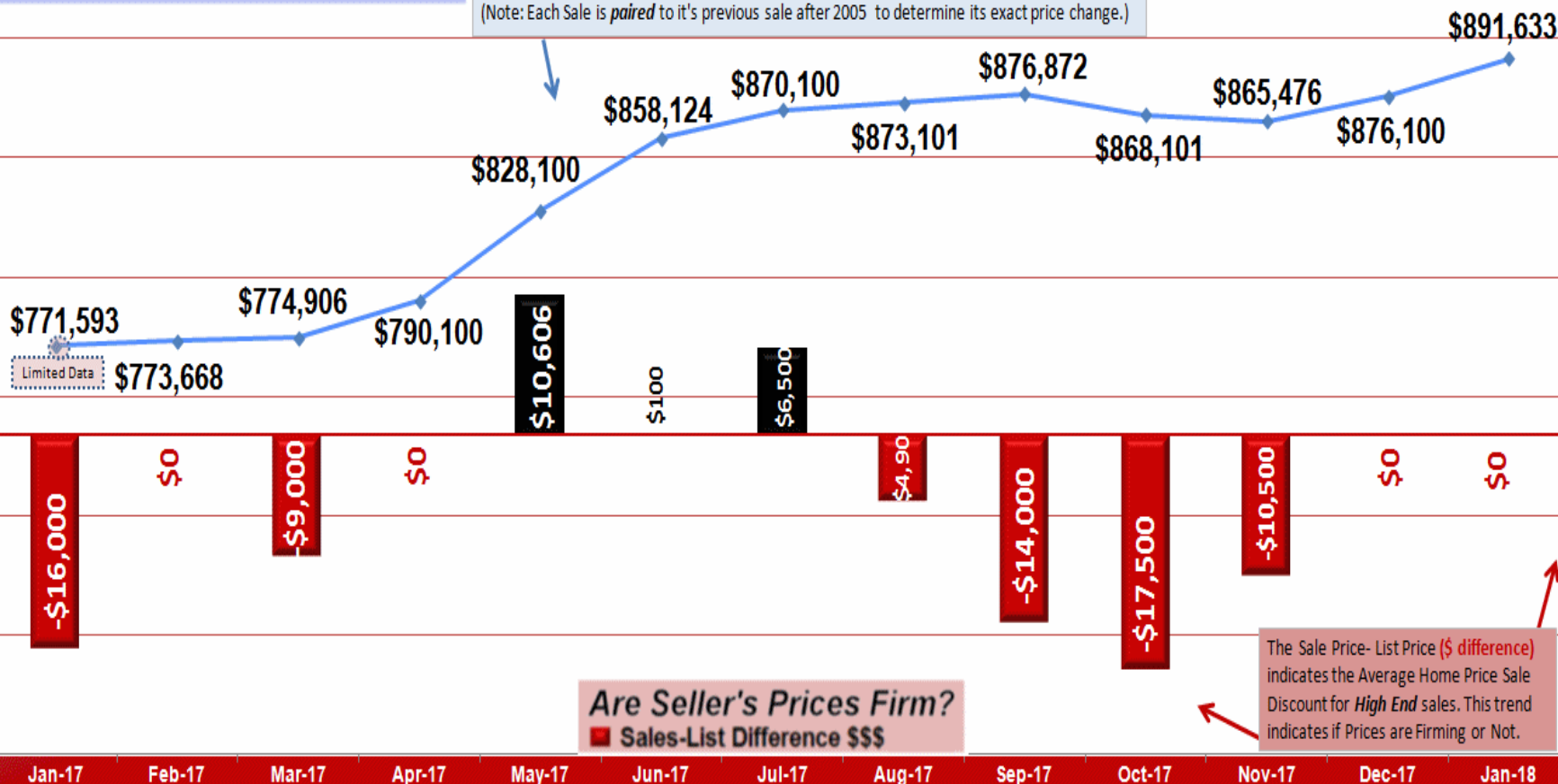
Home Price Changes  
(Home Price Index Paired sales from 2005)

## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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

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



Townhouses

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 High End sales. This trend indicates if Prices are Firming or Not.

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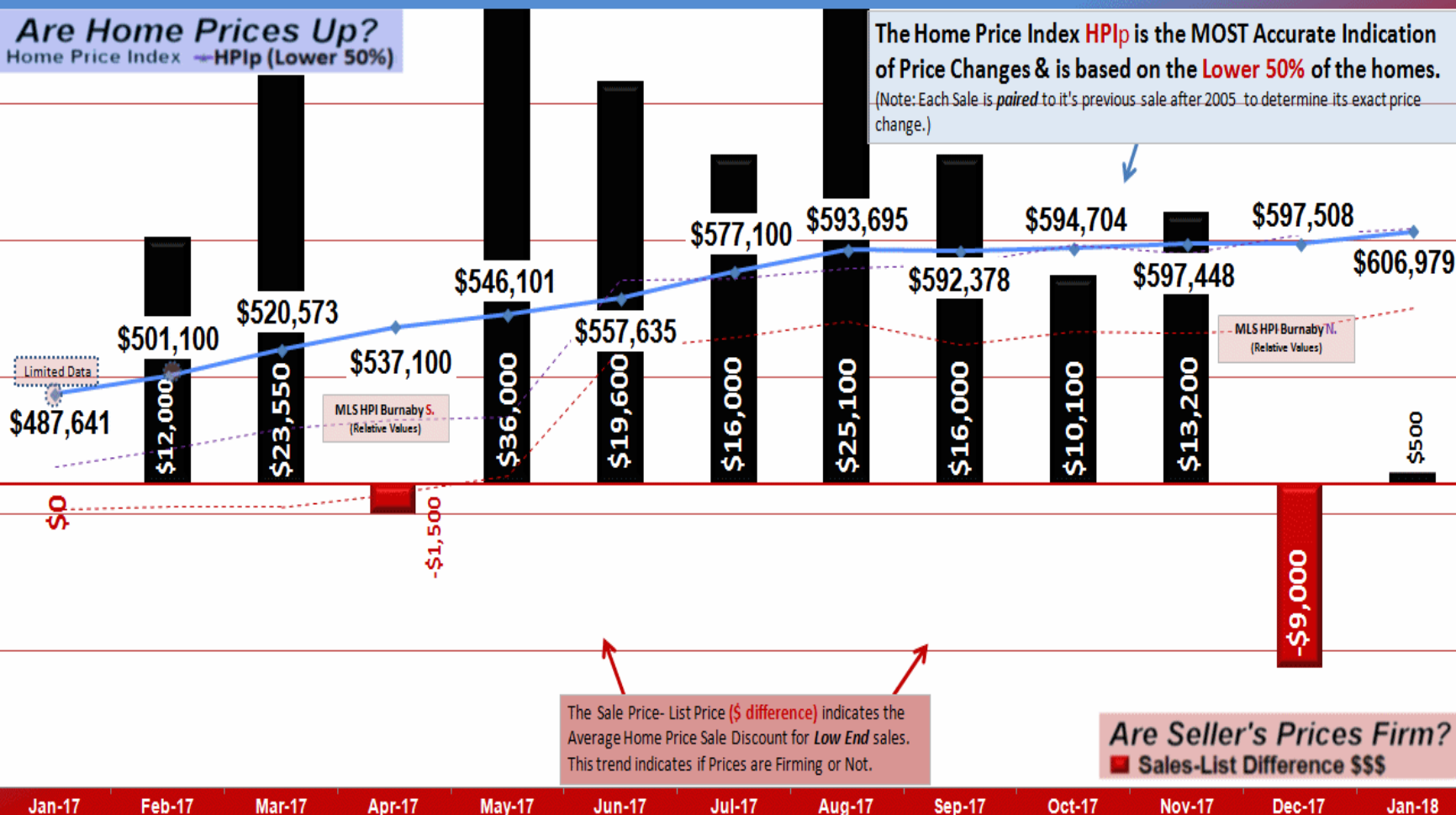
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Attached Burnaby Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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 the MOST Accurate Indication of Price Changes & is based on the Lower 50% of the homes.  
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Are Seller's Prices Firm?  
Sales-List Difference \$\$\$



Townhouses



Townhouses

Sales Discount \$\$\$

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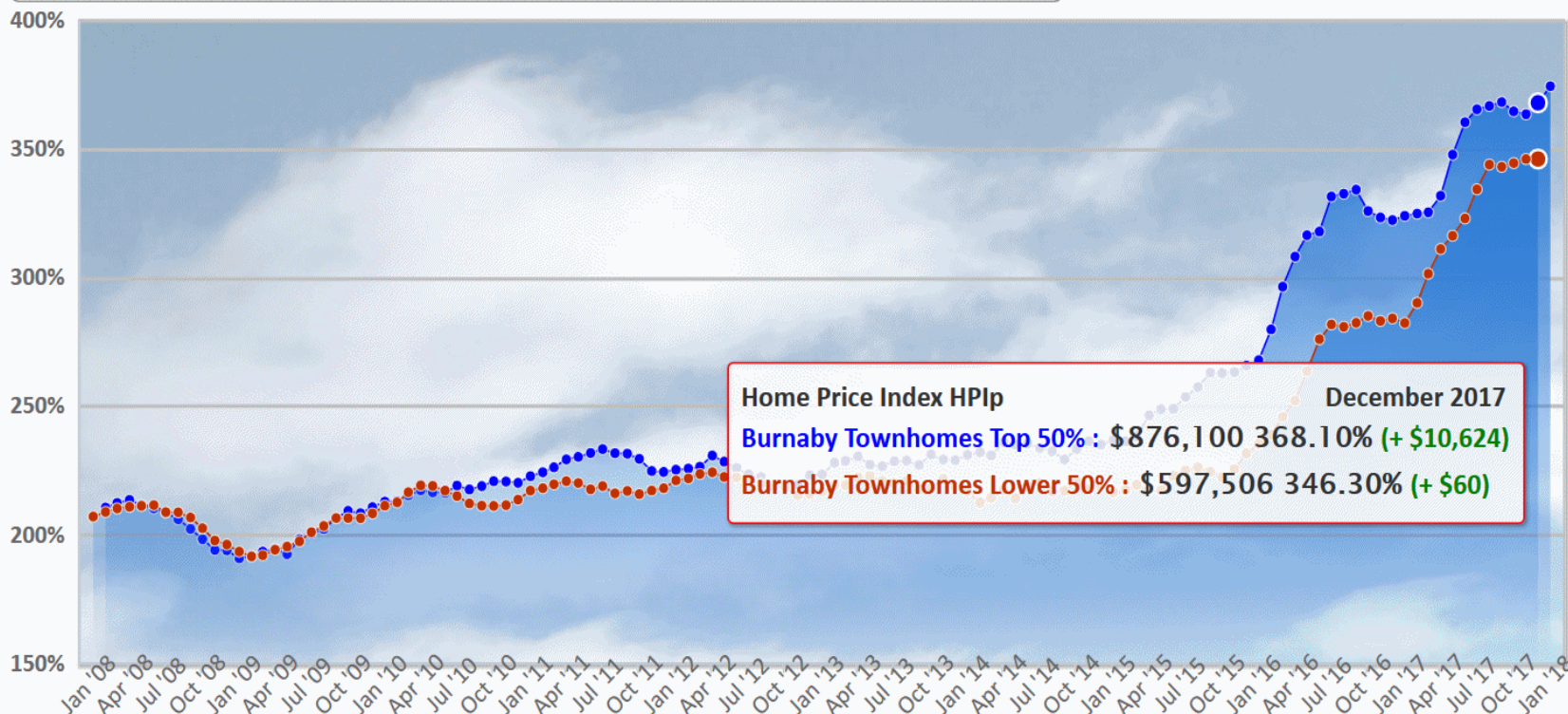
attached homes

## Market Analysis and Forecasting Feb 1/18 Burnaby S. & N.

**TEAM 3000 REALTY LTD**  
**Ron & Joyce Hubenig**  
**Ph: 778-549-9909**

Powered by the Greater Vancouver Market Reports HPIp

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



Monthly Home values

Date	Value
Jan 2018	% 374.60
Dec 2017	% 368.10
Nov 2017	% 363.70
Oct 2017	% 364.80
Sep 2017	% 368.40
Aug 2017	% 366.90
Jul 2017	% 365.60
Jun 2017	% 360.60
May 2017	% 348.00
Apr 2017	% 332.00
Mar 2017	% 325.60
Feb 2017	% 325.10

<<< 1 2 3 >>>



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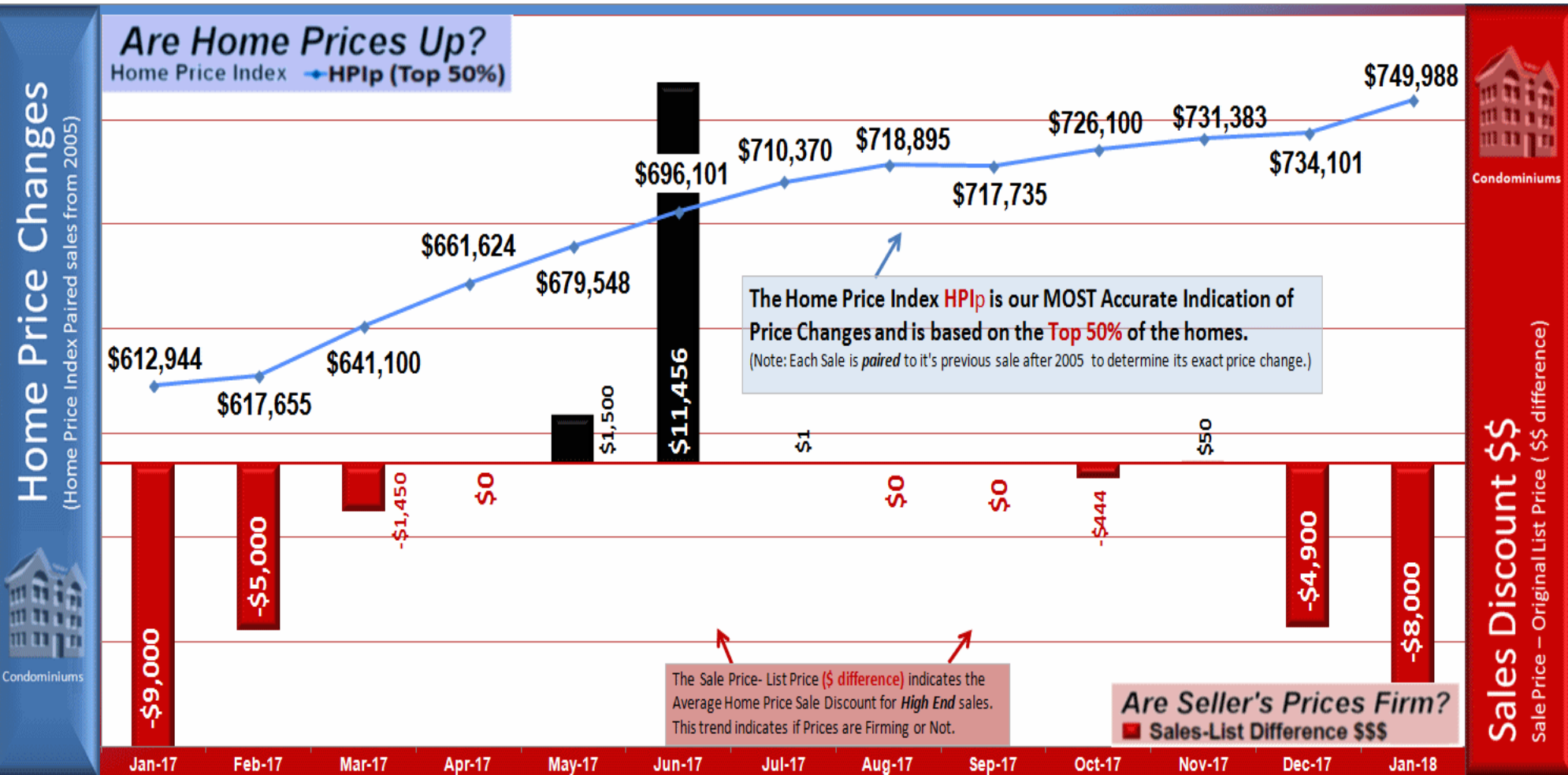
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Market Analysis and Forecasting Feb 1/18 Burnaby S. & N.

Attached Burnaby 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



Condominiums

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Market Analysis and Forecasting Feb 1/18 Burnaby S. & N.

Attached Burnaby 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)

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(Home Price Index Paired sales from 2005)

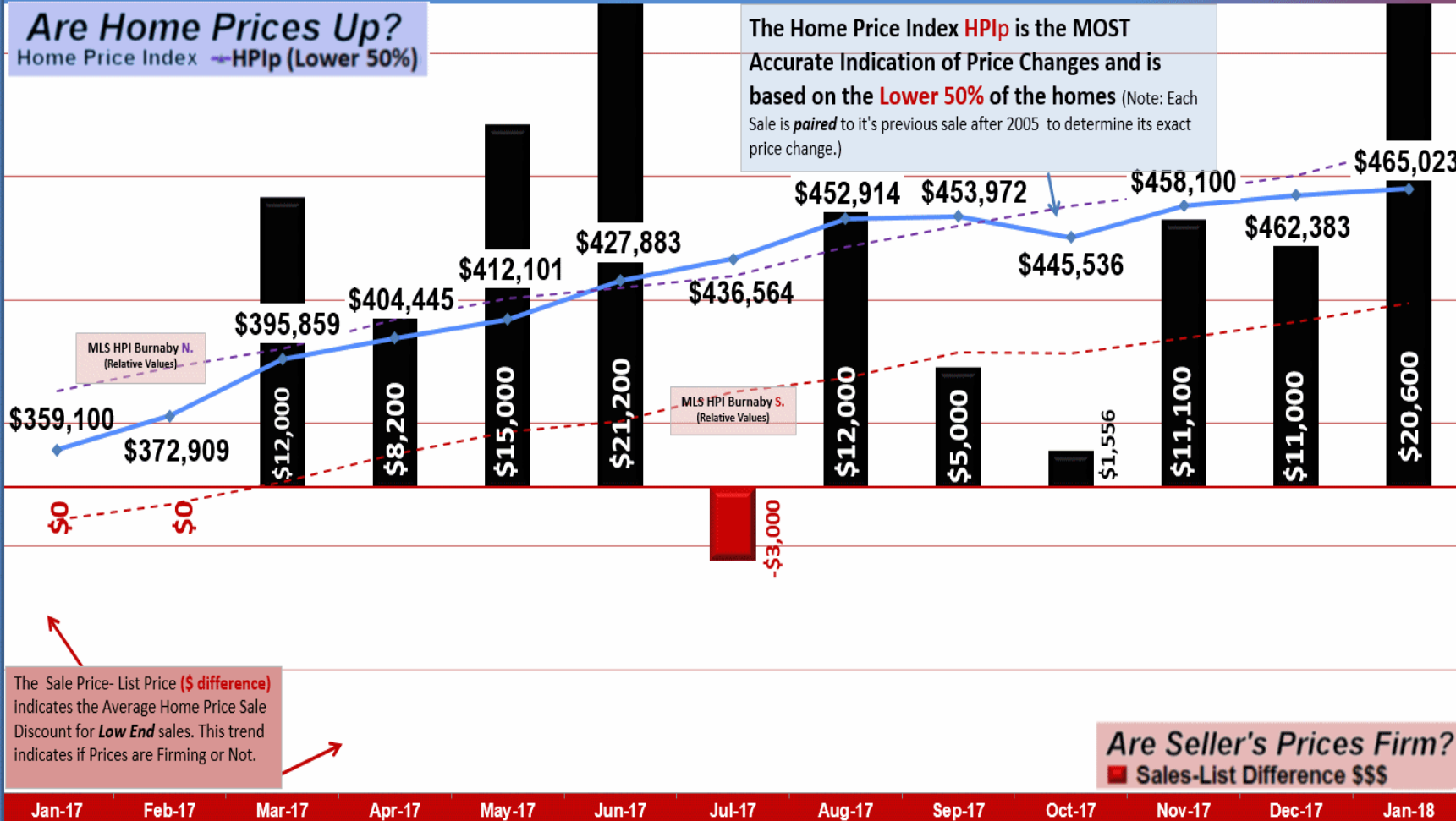


Condominiums

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

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

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



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

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

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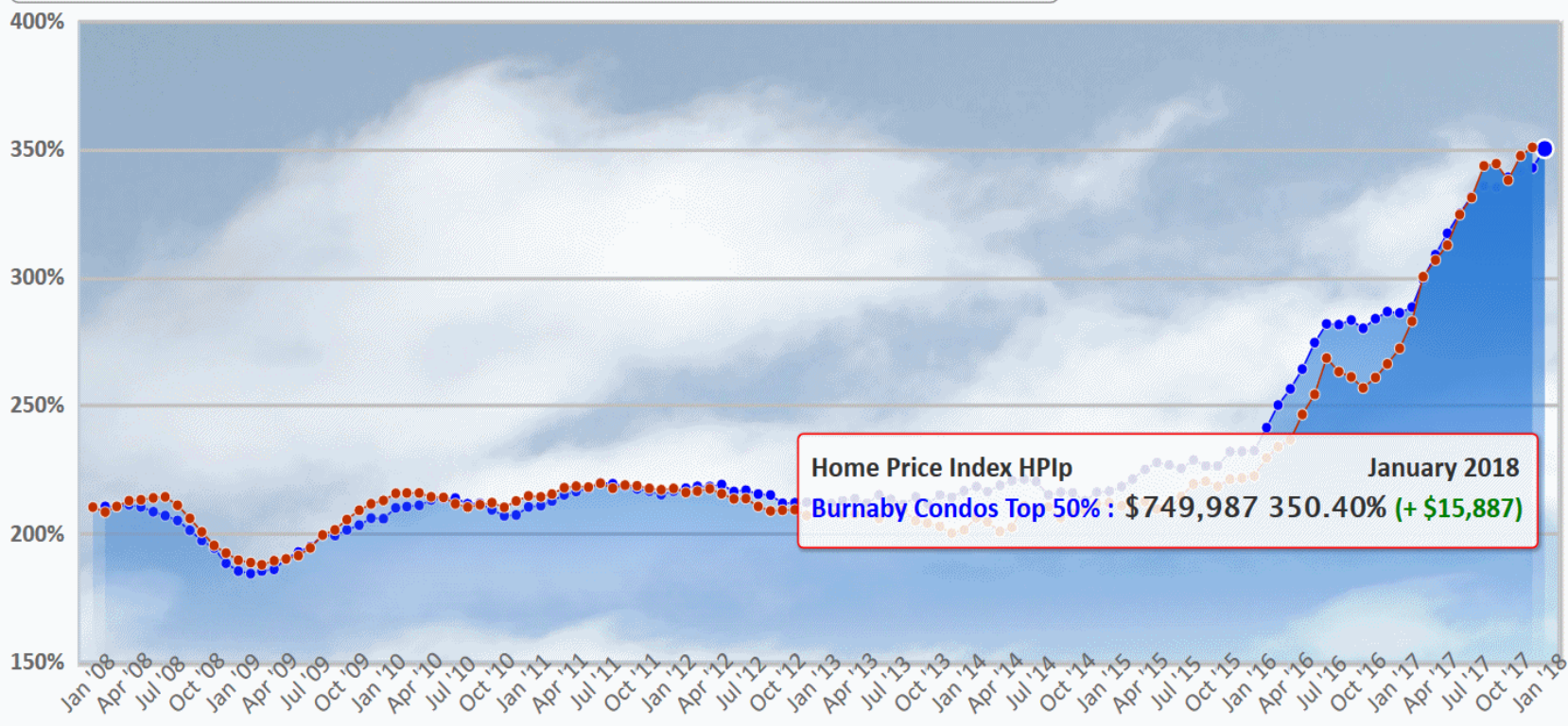
## Market Analysis and Forecasting Feb 1/18 Burnaby S. & N.

**TEAM 3000 REALTY LTD**  
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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values	
Date	Value
Jan 2018	% 350.40
Dec 2017	% 343.00
Nov 2017	% 341.70
Oct 2017	% 339.30
Sep 2017	% 335.40
Aug 2017	% 335.90
Jul 2017	% 331.90
Jun 2017	% 325.20
May 2017	% 317.50
Apr 2017	% 309.10
Mar 2017	% 299.50
Feb 2017	% 288.60

<<< 1 2 3 >>>

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# Vancouver Market Reports

Statistics, on the Web!

attached homes

## Market Analysis and Forecasting

Feb 1/18

## Richmond

**TEAM 3000 REALTY LTD**  
**Ron & Joyce Hubenig**  
**Ph: 778-549-9909**

### Richmond Sub areas Statistics - Jan 2018

Attached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Sea Island	0	0				0.0%
Bridgeport RI	21	6	9	100%	\$0	28.6%
West Cambie	118	41	22	99%	-\$9,112	34.7%
East Cambie	17	5	26	95%	-\$38,000	29.4%
Terra Nova	14	4	58	102%	\$12,656	28.6%
Riverdale RI	16	4	40	97%	-\$20,000	25.0%
Quilchena RI	17	0				0.0%
Granville	11	1	47	98%	-\$4,900	9.1%
Seafair	4	1	8	99%	-\$10,100	25.0%
Boyd Park	9	3	8	98%	-\$7,000	33.3%
Lackner	6	1	157	85%	-\$195,000	16.7%
Steveston Village	7	0				0.0%
Steveston North	2	0				0.0%
Steveston South	42	7	21	99%	-\$10,000	16.7%
Westwind	2	0				0.0%
Woodwards	20	5	28	98%	-\$35,000	25.0%
Broadmoor	10	1	61	91%	-\$32,000	10.0%
Garden City	11	5	5	94%	-\$28,000	45.5%
Saunders	11	0				0.0%
South Arm	11	1	50	98%	-\$4,900	9.1%
Brighthouse	264	65	23	99%	-\$3,800	24.6%
Brighthouse South	88	30	16	100%	\$0	34.1%
McLennan North	75	19	25	104%	\$21,800	25.3%
Gilmore	0	0				0.0%
McLennan	0	0				0.0%
East Richmond	4	1	30	99%	-\$3,000	25.0%
McNair	3	0				0.0%
Ironwood	9	3	66	100%	\$0	33.3%
Hamilton RI	7	3	25	100%	\$0	42.9%
<b>Total Activity</b>	<b>799</b>	<b>206</b>	<b>23</b>	<b>99%</b>	<b>-\$4,200</b>	<b>26%</b>

### Richmond List Price Ranges Statistics - Jan 2018

Attached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	11	3	47	98%	-\$4,900	27.3%
\$300,001-\$400,000	46	17	7	102%	\$6,200	37.0%
\$400,001-\$500,000	70	28	8	100%	\$0	40.0%
\$500,001-\$600,000	88	33	32	99%	-\$4,000	37.5%
\$600,001-\$700,000	123	45	26	99%	-\$5,300	36.6%
\$700,001-\$800,000	110	24	20	98%	-\$11,500	21.8%
\$800,001 and more	351	56	35	98%	-\$15,250	16.0%
<b>Total Activity</b>	<b>799</b>	<b>206</b>	<b>23</b>	<b>99%</b>	<b>-\$4,200</b>	<b>26%</b>

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	Feb-18	Change
Total Listings** (A,S,T,C,X)	720	840	799		-41
Active Listings (1st of the month)	420	641	527	485	-42
Solds	171	220	206		-14
DOM	26	12	23		11
%SOLD (Sales/ Listings /mthly rate)	23.8%	26.2%	25.8%		-0.4%
Condos (Top 50%) Home Price Index HPIp	\$514,211	\$638,101	\$645,560		\$7,459
Condos (Lower 50%) Home Price Index HP	\$297,100	\$393,100	\$409,100		\$16,000
Twnhs (Top 50%) Home Price Index HPIp	\$867,243	\$951,101	\$956,648		\$5,547
Twnhs (Lower 50%) Home Price Index HPI	\$550,100	\$650,100	\$670,888		\$20,788

**Biography:** Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

### Feb 1 2018 Richmond Market Update (Attached)

**Current:** Richmond is a Sellers Market with **26% SOLD** Rate and 99% Sell/List Ratio. (This means an average of a \$4,200 discount on a sale from the original list price)

**Most Active Range:** Homes between \$400,000 - \$500,000 have **40.0 % SOLD** rate. **Least Active Range:** Homes above \$800,000 have **16.0 % SOLD** rate.

**History:** Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$131,349.

Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are increased \$112,000.

Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$89,405.

Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$120,788.

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

**Forecast:** This month has 15% more Listing Inventories than same month last year. Sales showed a decrease from 276 to 220 meaning that we will see lower than normal listings levels next month thus perpetuating the well supplied market. We project Richmond to be a continued sellers market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets. Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets.

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# Vancouver Market Reports

Statistics, on the Web!

attached homes



Ron & Joyce Hubenig



Ph: 778-549-9909

Market Analysis and Forecasting

Feb 1/18

Richmond

Attached

Richmond

Total Listings\*\*, Sales, and %SOLD Rates

Sales / Listings

Monthly Totals

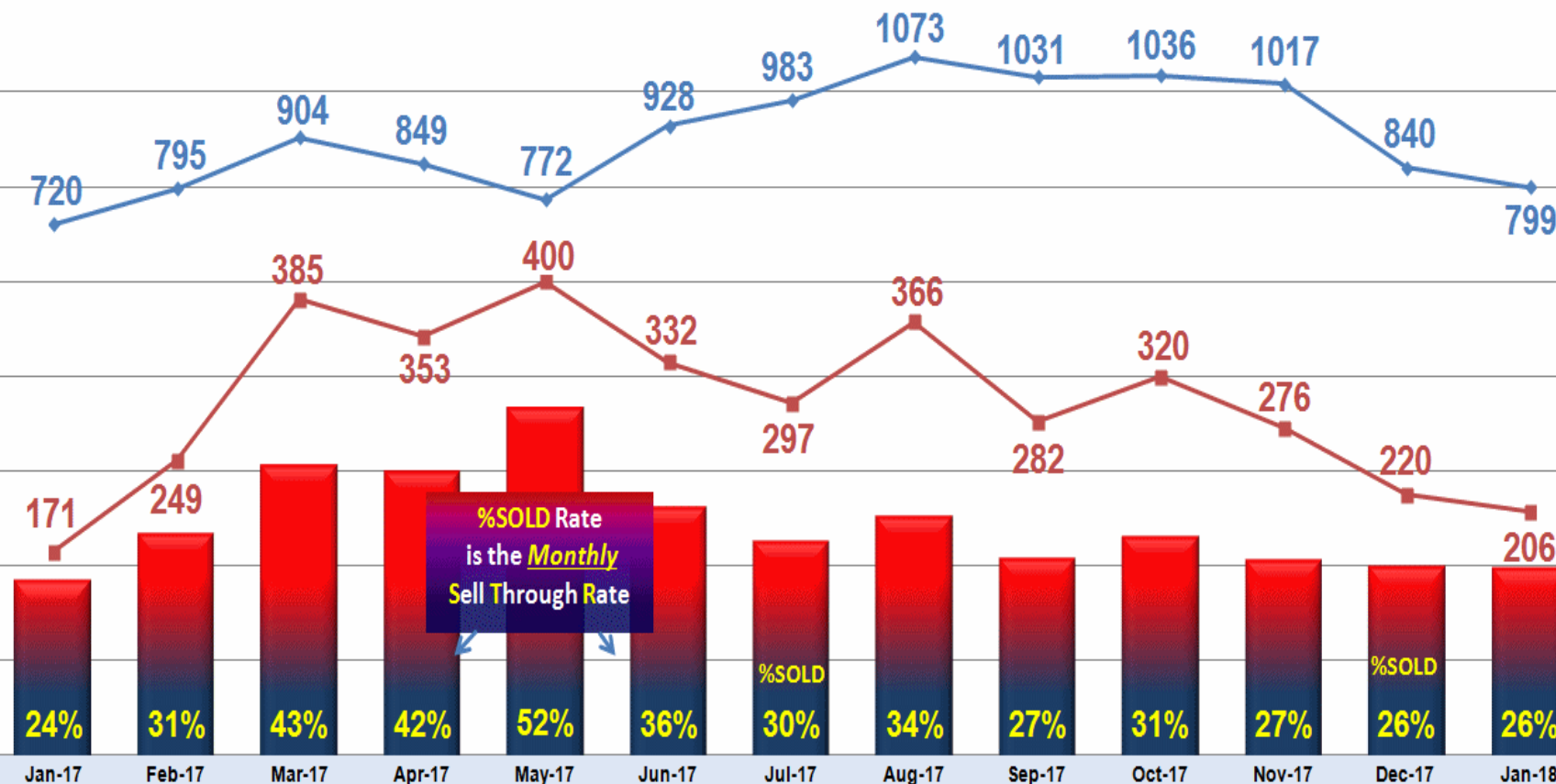


Attached

%SOLD (STR)

Sales/Listings ( Monthly Rate)

← Total Listings → Sales



%SOLD Rate is the Monthly Sell Through Rate



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Market Analysis and Forecasting

Feb 1/18

Richmond

Attached

Richmond

Townhouse

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

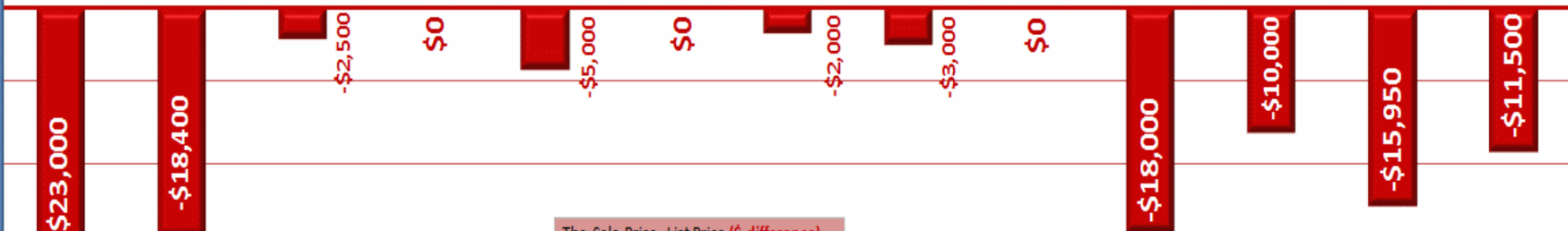
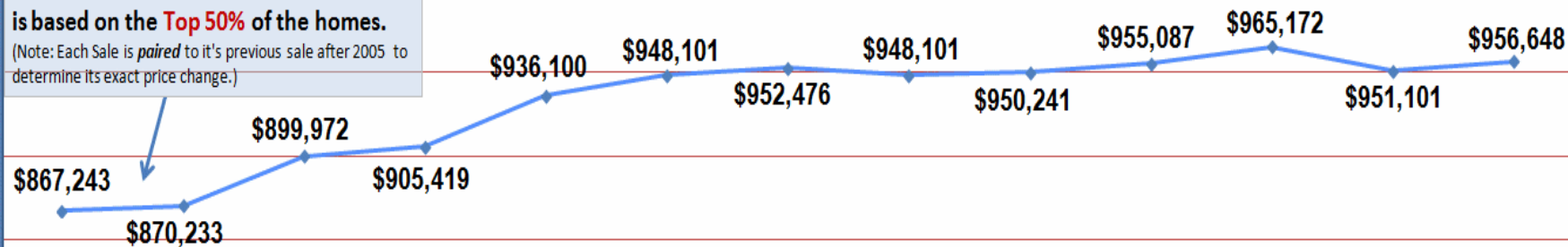
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## Are Seller's Prices Firm?

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Townhouses

Sales Discount \$\$\$

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

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Market Analysis and Forecasting

Feb 1/18

Richmond

Attached

Richmond

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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(Home Price Index Paired sales from 2005)

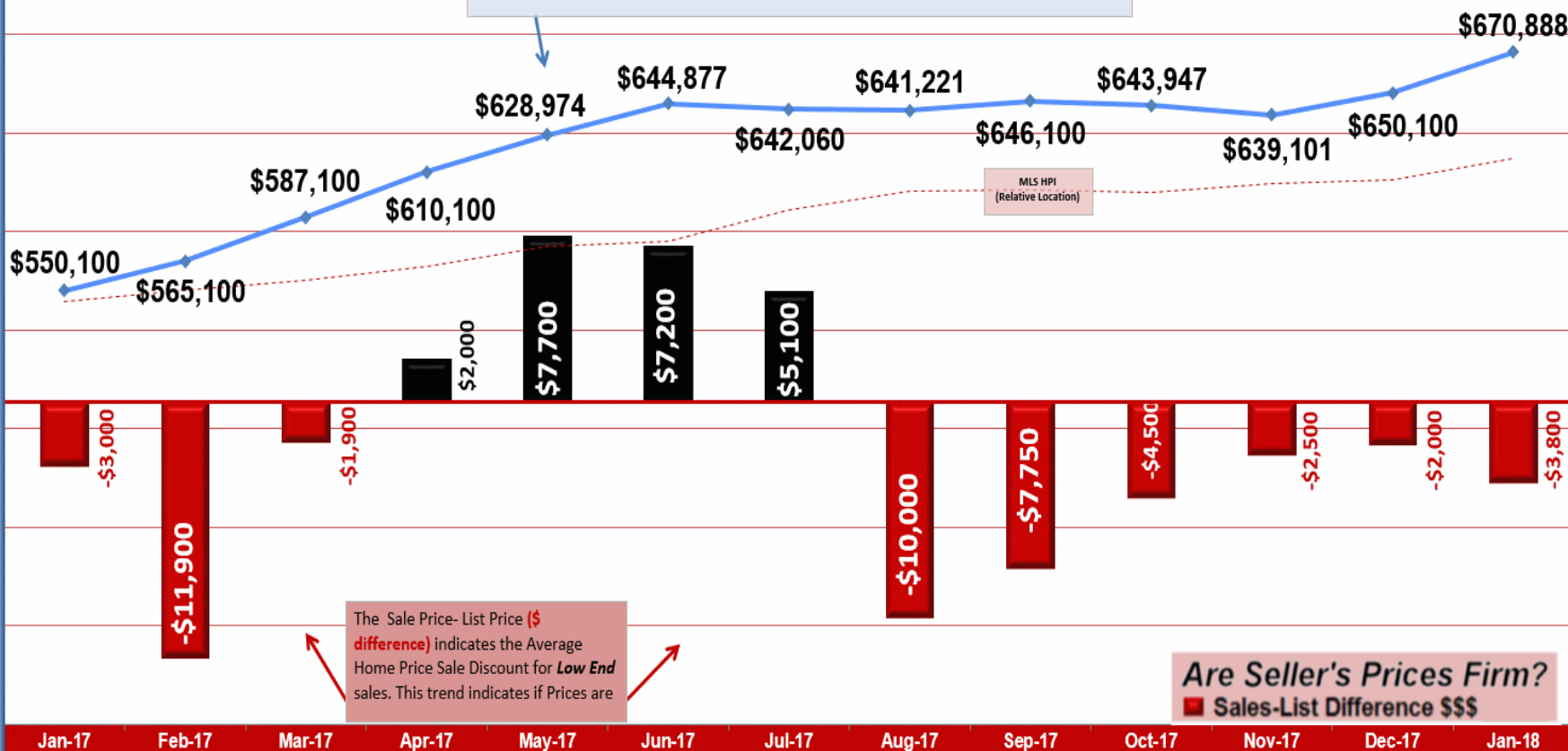


Townhouses

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Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

Sales Discount \$\$

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

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Market Analysis and Forecasting

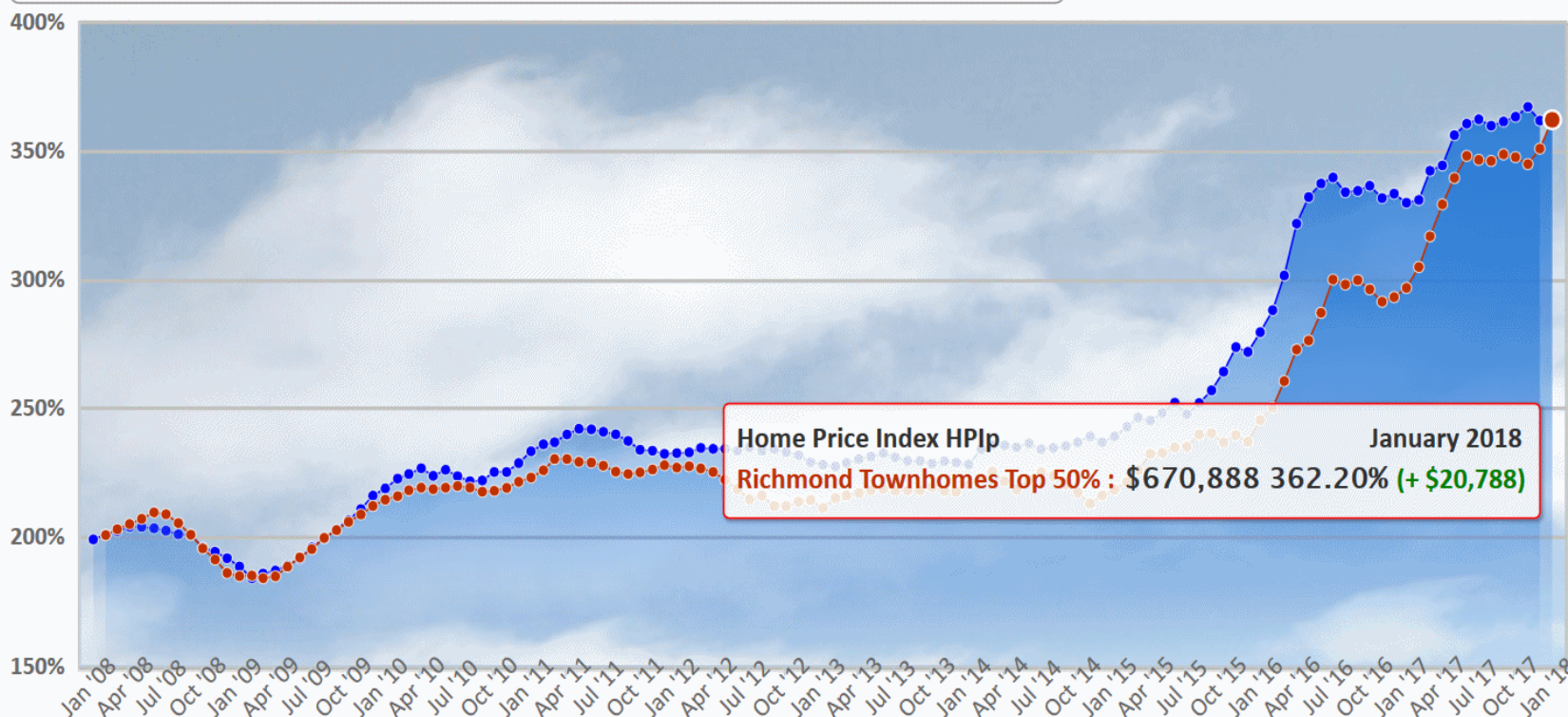
Feb 1/18

Richmond

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

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Sep 2017	% 361.50
Aug 2017	% 359.90
Jul 2017	% 362.40
Jun 2017	% 360.70
May 2017	% 356.20
Apr 2017	% 344.50
Mar 2017	% 342.40
Feb 2017	% 331.10
Jan 2017	% 330.00

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

Ron and Joyce Hubenig

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# Vancouver Market Reports

Statistics, on the Web!

attached homes



Ron & Joyce Hubenig



Ph: 778-549-9909

Market Analysis and Forecasting

Feb 1/18

Richmond

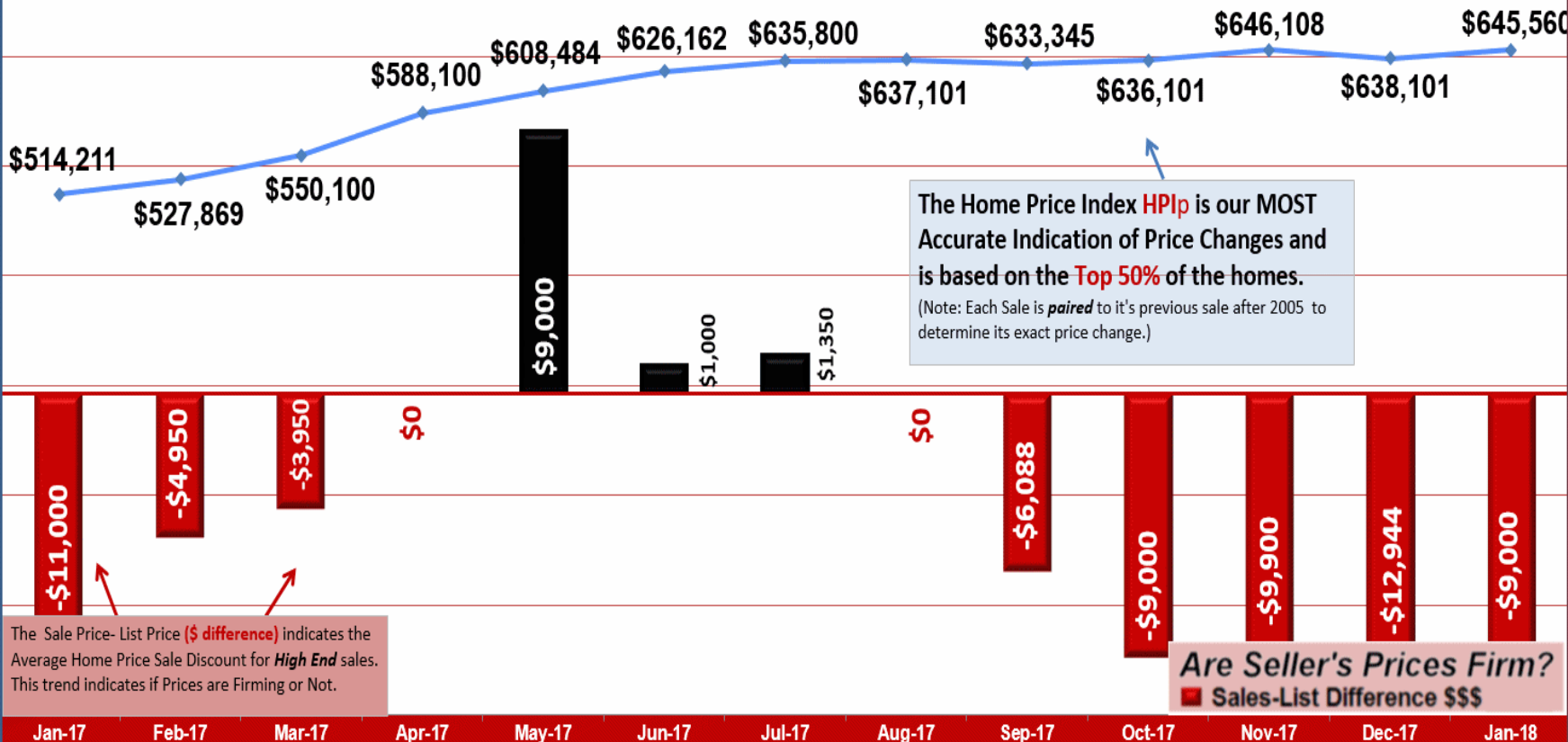
Attached

Richmond **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)

## 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.)

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 \$\$\$



Condominiums

Sales Discount \$\$

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



Condominiums

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attached homes



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Market Analysis and Forecasting

Feb 1/18

Richmond

Attached

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

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



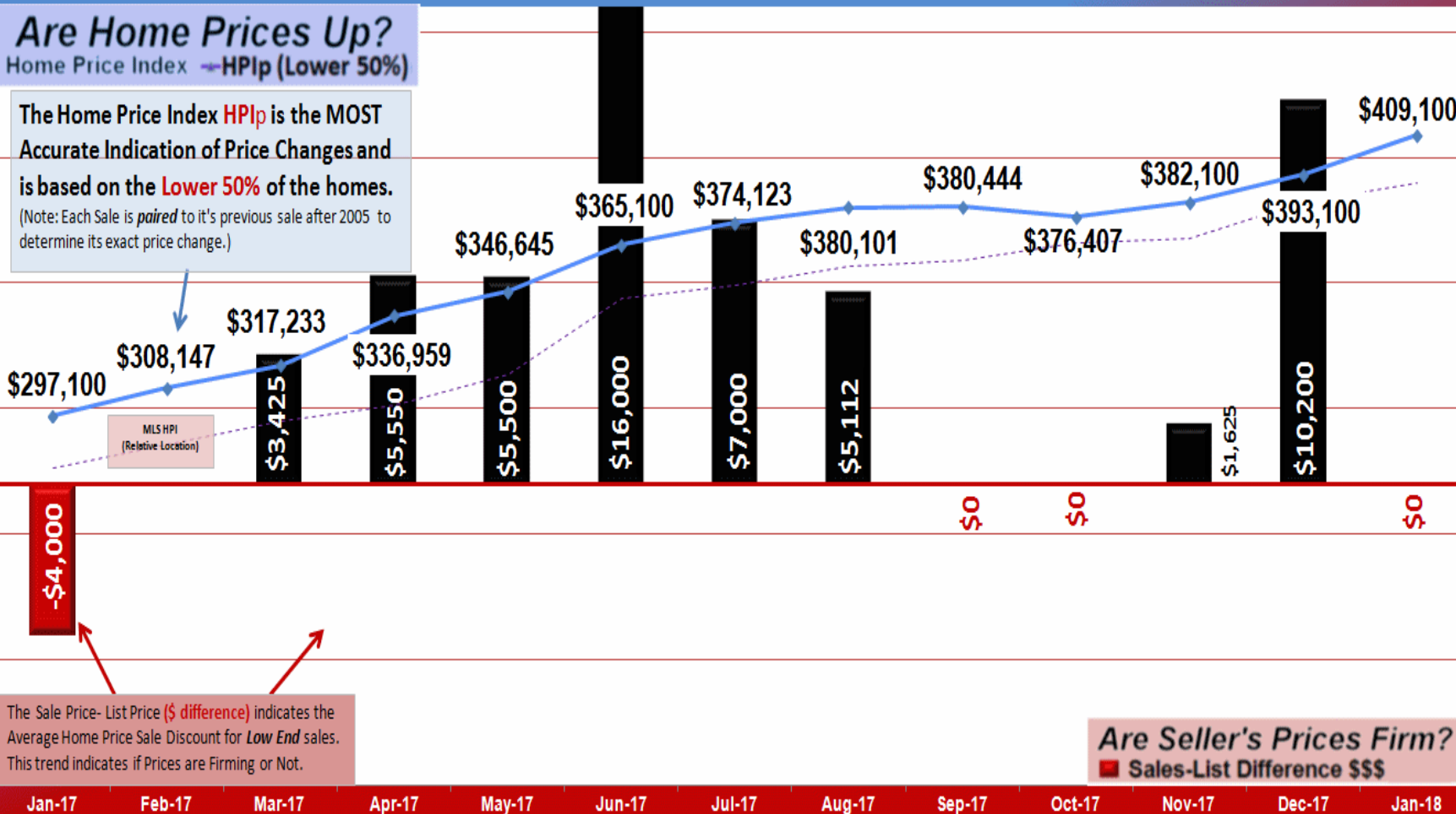
Condominiums

## Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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

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



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

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

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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# Vancouver Market Reports

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Market Analysis and Forecasting

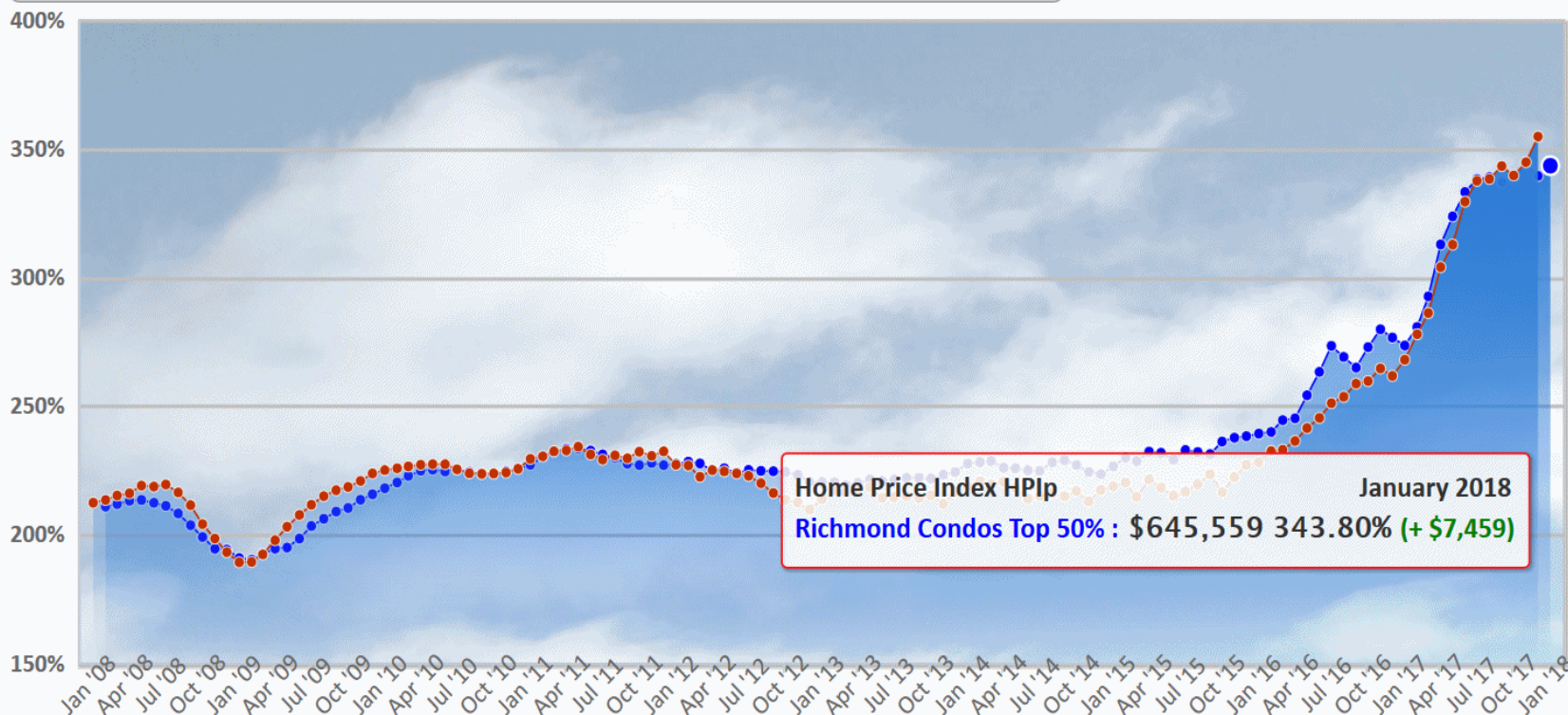
Feb 1/18

Richmond

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jan 2018	% 343.80
Dec 2017	% 339.80
Nov 2017	% 344.10
Oct 2017	% 338.80
Sep 2017	% 337.30
Aug 2017	% 339.30
Jul 2017	% 338.60
Jun 2017	% 333.50
May 2017	% 324.10
Apr 2017	% 313.20
Mar 2017	% 293.00
Feb 2017	% 281.10

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# Vancouver Market Reports

attached homes

Statistics, on the Web!

## Market Analysis and Forecasting Feb 1/18 North Vancouver



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North Vancouver Sub areas Statistics - Jan 2018						
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Boulevard	0	0				0.0%
Blueridge NV	0	0				0.0%
Capilano NV	1	0				0.0%
Central Lonsdale	67	21	43	99%	-\$13,000	31.3%
Deep Cove	0	0				0.0%
Delbrook	0	0				0.0%
Dollarton	6	1	0	99%	-\$9,000	16.7%
Edgemont	5	1	5	100%	\$0	20.0%
Grouse Woods	0	0				0.0%
Hamilton	18	6	6	100%	\$550	33.3%
Indian River	1	1	6	100%	-\$4,000	0.0%
Lower Lonsdale	88	26	9	100%	\$1,500	29.5%
Lynn Valley	34	15	32	100%	\$0	44.1%
Lynnmour	28	10	29	100%	\$0	35.7%
Norgate	4	2	10	102%	\$22,056	50.0%
Northlands	10	2	41	99%	-\$4,900	20.0%
Pemberton Heights	3	2	34	98%	-\$19,450	0.0%
Pemberton NV	12	3	30	97%	-\$19,900	25.0%
Princess Park	4	2	36	100%	-\$450	0.0%
Roche Point	13	4	50	101%	\$8,550	30.8%
Seymour	4	1	8	108%	\$35,000	25.0%
Upper Delbrook	2	1	95	99%	-\$10,000	0.0%
Upper Lonsdale	9	4	7	107%	\$39,000	44.4%
Westlynn	3	1	34	91%	-\$51,000	33.3%
Windsor Park NV	0	0				0.0%
<b>Total Activity</b>	<b>312</b>	<b>103</b>	<b>19</b>	<b>100%</b>	<b>\$0</b>	<b>33%</b>

North Vancouver Price Ranges Statistics - Jan 2018						
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
0-\$400,000	4	3	17	100%	\$0	75.0%
\$400,001-\$500,000	23	11	8	105%	\$21,600	47.8%
\$500,001-\$600,000	42	18	16	100%	-\$2,450	42.9%
\$600,001-\$700,000	31	16	22	99%	-\$5,850	51.6%
\$700,001-\$800,000	37	14	26	100%	\$0	37.8%
\$800,001-\$1,000,000	67	21	23	100%	-\$3,800	31.3%
\$1,000,001 and more	108	20	40	100%	-\$4,950	18.5%
<b>Total Activity</b>	<b>312</b>	<b>103</b>	<b>19</b>	<b>100%</b>	<b>\$0</b>	<b>33%</b>

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings (A,S,T,C,X)	262	320	312		-8
Active Listings (1st of the month)	96	236	162	152	-10
Solds	73	99	103		4
DOM	11	17	19		2
<b>%SOLD (Sales/ Listings /mnlthly rate)</b>	<b>28%</b>	<b>31%</b>	<b>33%</b>		<b>2%</b>
Condos (Top 50%) Home Price Index HPIp	\$615,063	\$739,577	\$755,100		\$15,523
Condos (Lower 50%) Home Price Index HPIp	\$356,223	\$480,100	\$494,757		\$14,657
Twnhs (Top 50%) Home Price Index HPIp	\$986,322	\$1,109,100	\$1,123,262		\$14,162
Twnhs (Lower 50%) Home Price Index HPIp	\$701,530	\$805,100	\$795,587		-\$9,513

**Biography:** Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

### Feb 1 2018 North Vancouver Market Update (Attached Townhomes/ Condos)

**Current:** North Vancouver is a Sellers Market with average listings inventory, a **33 % SOLD** rate and a 100% sell/list ratio. (This means an average of a \$0 surplus on a sale from the original list price)

Most Active Range: Homes below \$400,000 have **75.0 % SOLD** rate.  
Least Active Range: Homes above \$1,000,000 have **18.5 % SOLD** rate.

**History:** North Vancouver's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that price increased \$140,037.

North Vancouver's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$138,535.

North Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$136,940.

North Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$94,057.

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

**Forecast:** The Listing Inventories are 19% more than the same month last year. New listing is 145 which means that we may expect a listing supply increase on the next coming months. We project North Vancouver to be a continued Sellers market.

December's Real Estate Statistics show 51% of Vancouver's Detached Markets increasing values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,671, which is a big drop from the \$3,870 increase that we saw in the month prior. On the Average Fraser Valley has a stronger Market with their \$6,132 monthly increase. With the much tougher mortgage lending rules upon us, the pending higher interest rates, pending trade tariffs and the chilly economic winds arriving starting in January, we are forecasting the beginning of Buyers Market across most Detached and Townhouse Markets.

Currently, the Condo Markets set the pace with 67% still increasing in Greater Vancouver (Lower Mainland) (20 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following month. 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. Comparative Market Analysis for your home. Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

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The 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.



**Ron and Joyce Hubenig**

# Vancouver Market Reports

Statistics, on the Web!

attached homes

TEAM 3000 REALTY LTD



Ron & Joyce Hubenig



Ph: 778-549-9909

Market Analysis and Forecasting Feb 1/18 North Vancouver

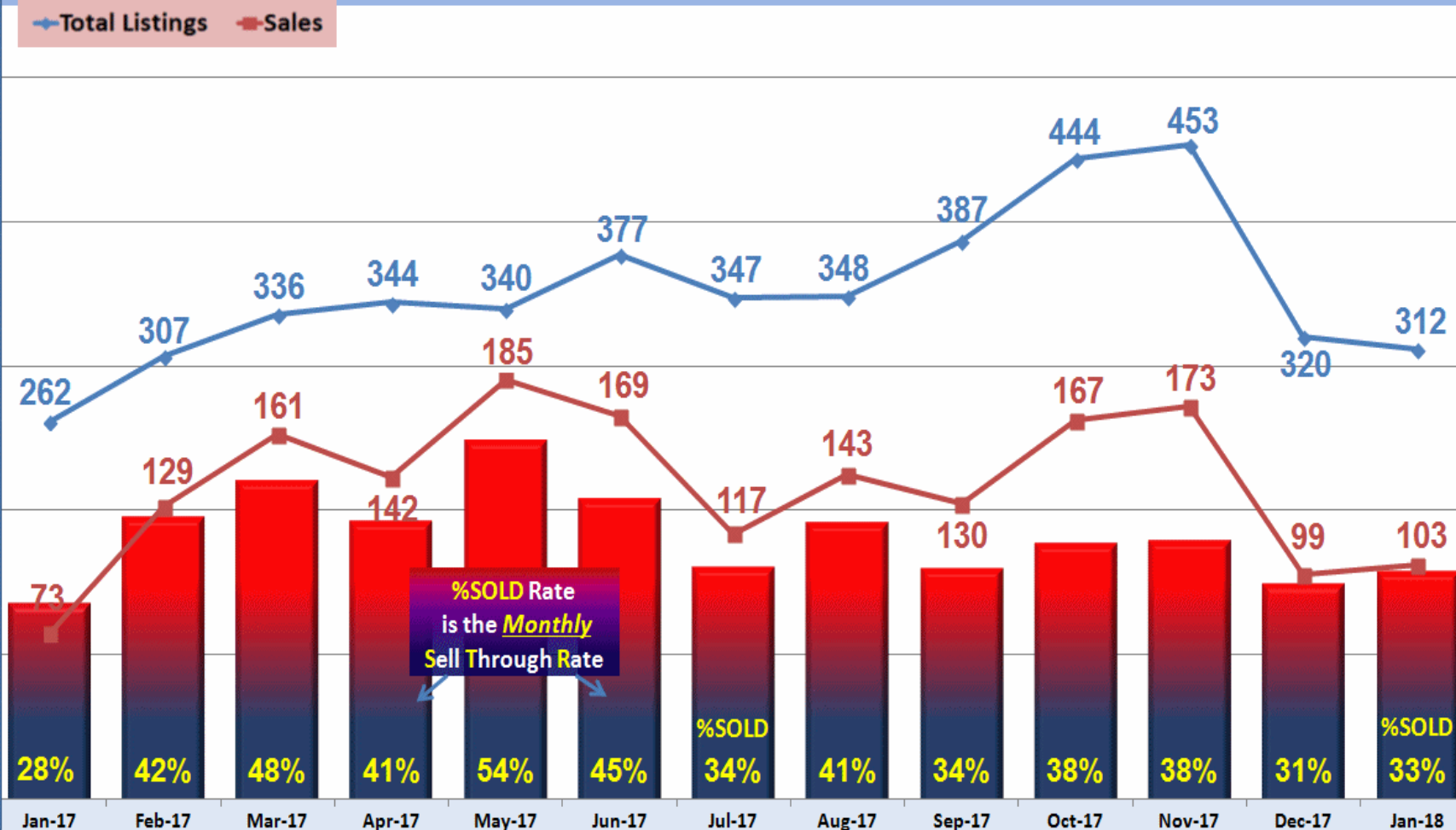
Attached Townhomes/ Condos North Vancouver Total Listings, Sales, and %SOLD Rate

Sales / Listings  
Monthly Totals



Attached

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



%SOLD Rate is the Monthly Sell Through Rate



Attached



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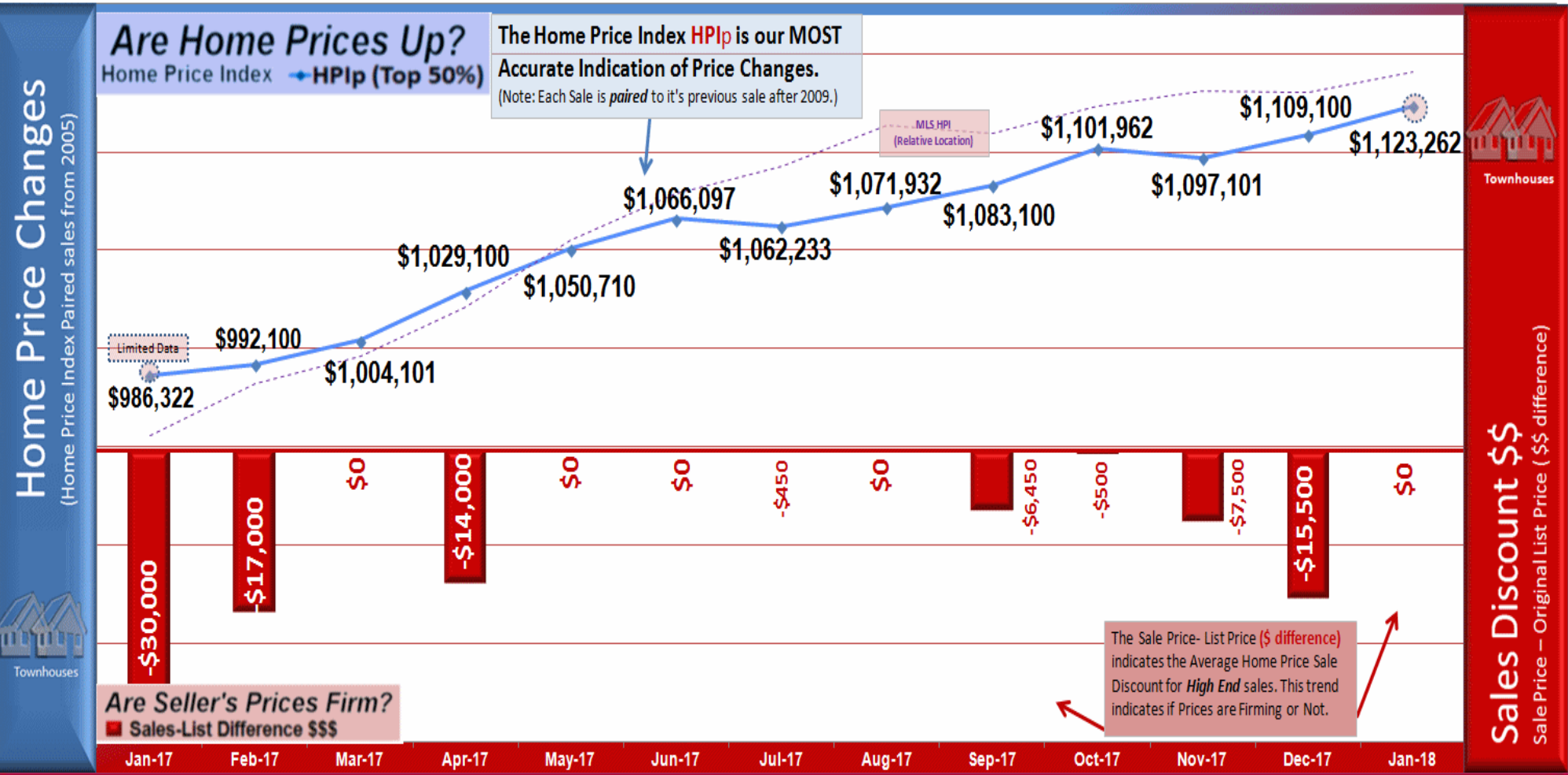
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Market Analysis and Forecasting Feb 1/18 North Vancouver

Attached North Vancouver 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)



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

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attached homes



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Market Analysis and Forecasting Feb 1/18 North Vancouver

Attached North Vancouver 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)

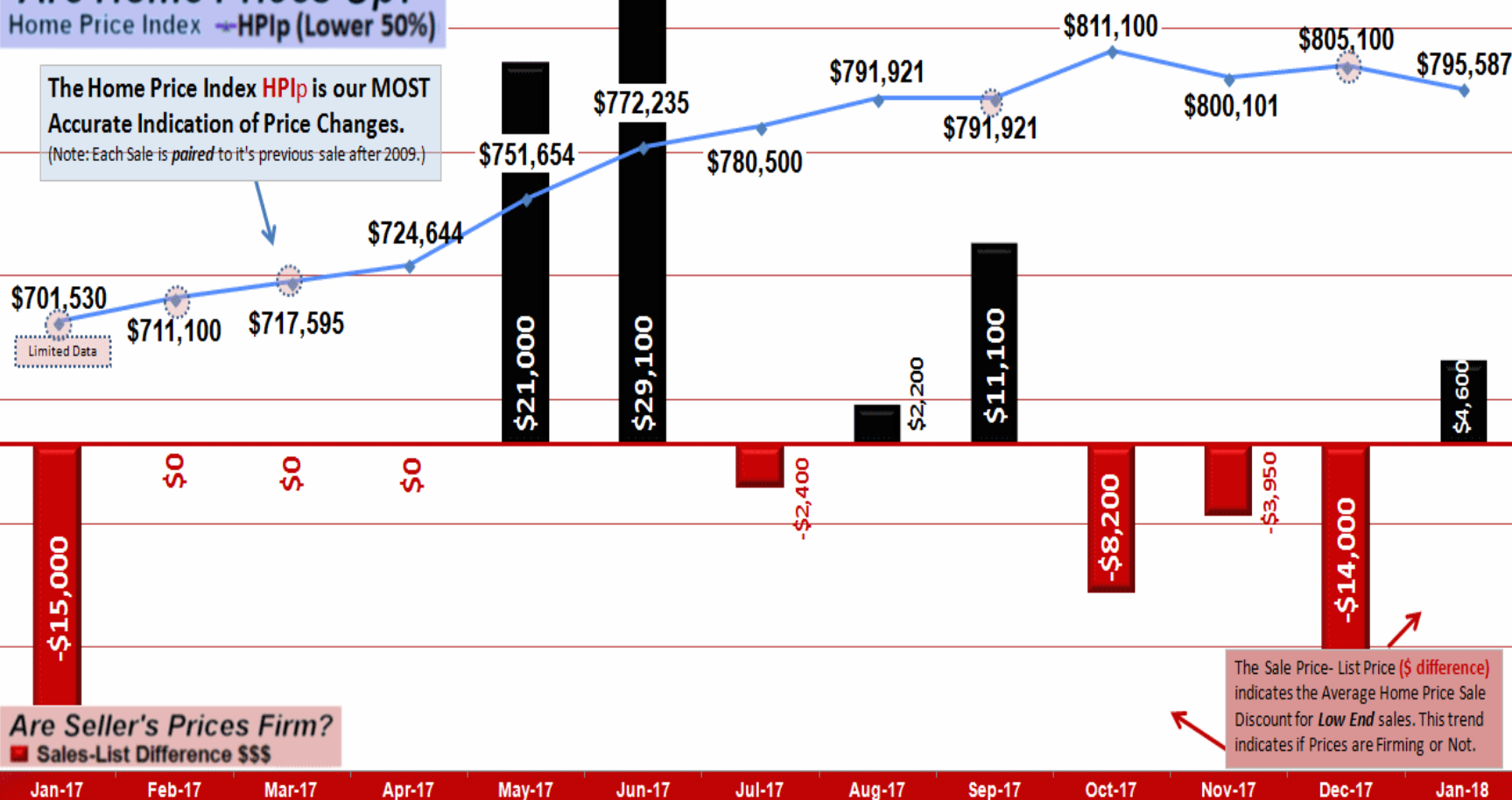
Home Price Changes  
(Home Price Index Paired sales from 2005)

## Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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

(Note: Each Sale is paired to it's previous sale after 2009.)



## 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)

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# Vancouver Market Reports

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attached homes



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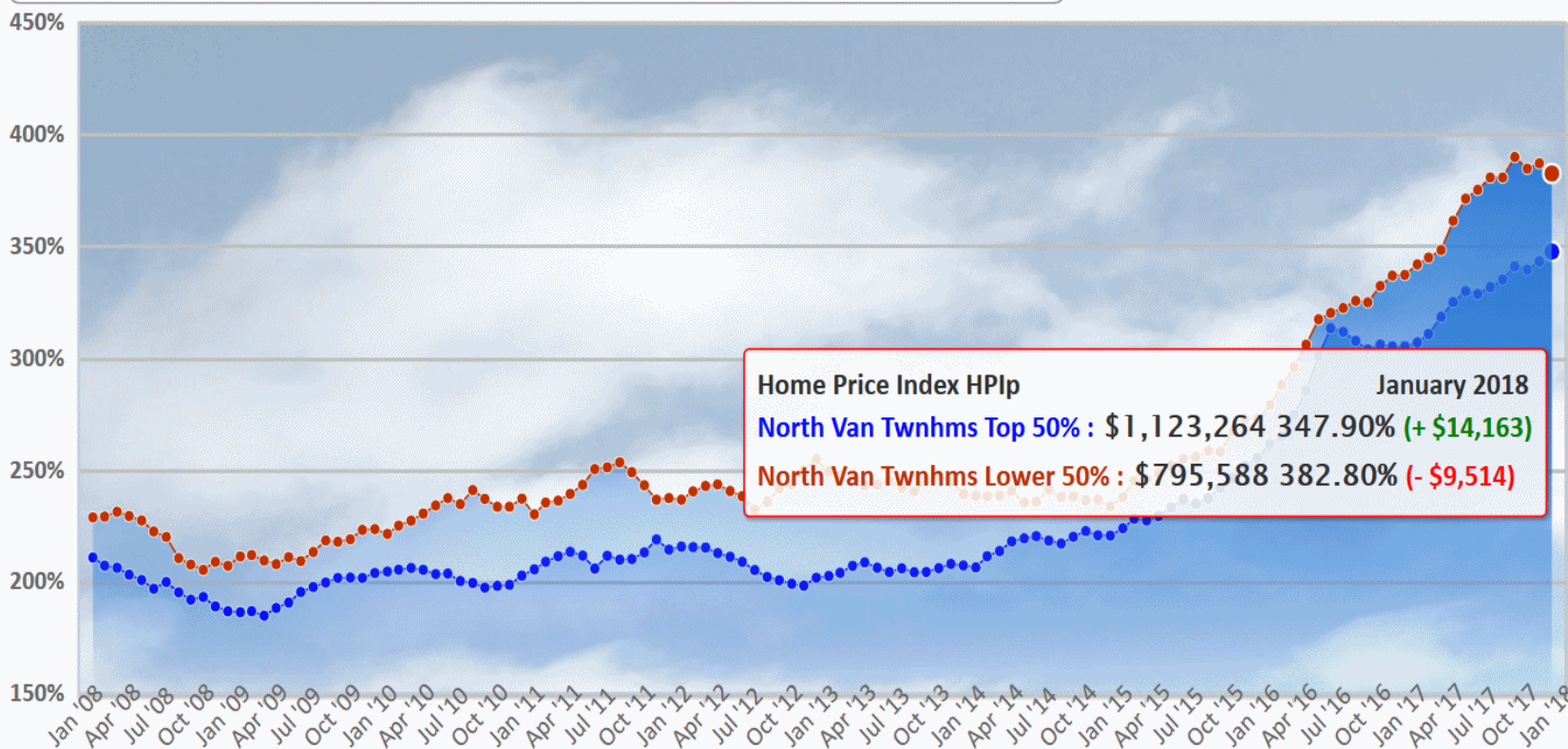
Ph: 778-549-9909

## Market Analysis and Forecasting Feb 1/18 North Vancouver

Powered by the Greater Vancouver Market Reports HPIp



North Van Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 North Van Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



**Home Price Index HPIp**  
**January 2018**  
 North Van Twnhms Top 50% : \$1,123,264 347.90% (+ \$14,163)  
 North Van Twnhms Lower 50% : \$795,588 382.80% (- \$9,514)

Monthly Home values

Date	Value
Jan 2018	% 347.90
Dec 2017	% 343.50
Nov 2017	% 339.80
Oct 2017	% 341.30
Sep 2017	% 335.40
Aug 2017	% 332.00
Jul 2017	% 329.00
Jun 2017	% 330.20
May 2017	% 325.40
Apr 2017	% 318.70
Mar 2017	% 311.00
Feb 2017	% 307.20

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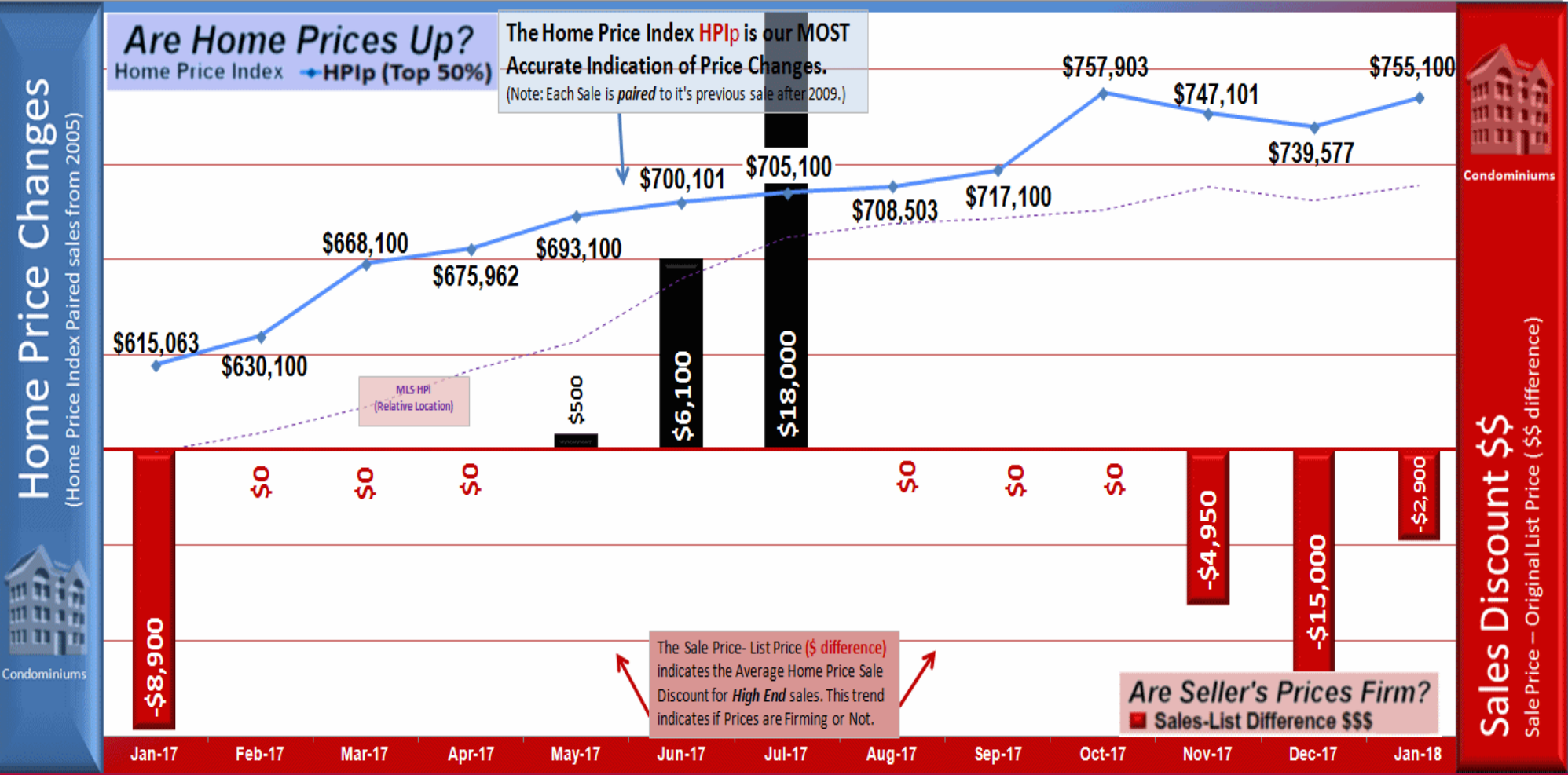
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Market Analysis and Forecasting Feb 1/18 North Vancouver

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



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



Condominiums

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

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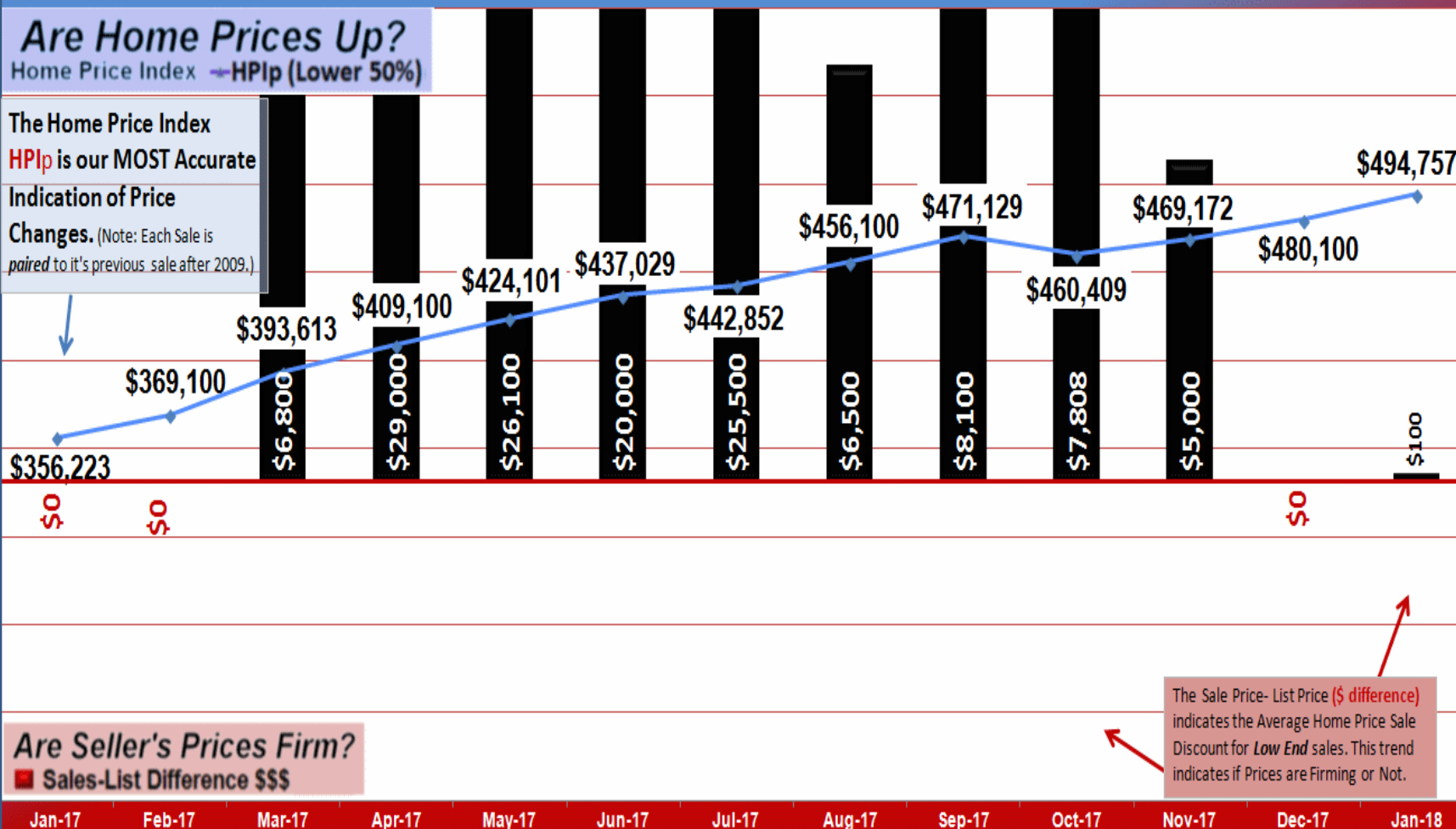
Attached North Vancouver Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

## Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes. (Note: Each Sale is paired to it's previous sale after 2009.)



Condominiums

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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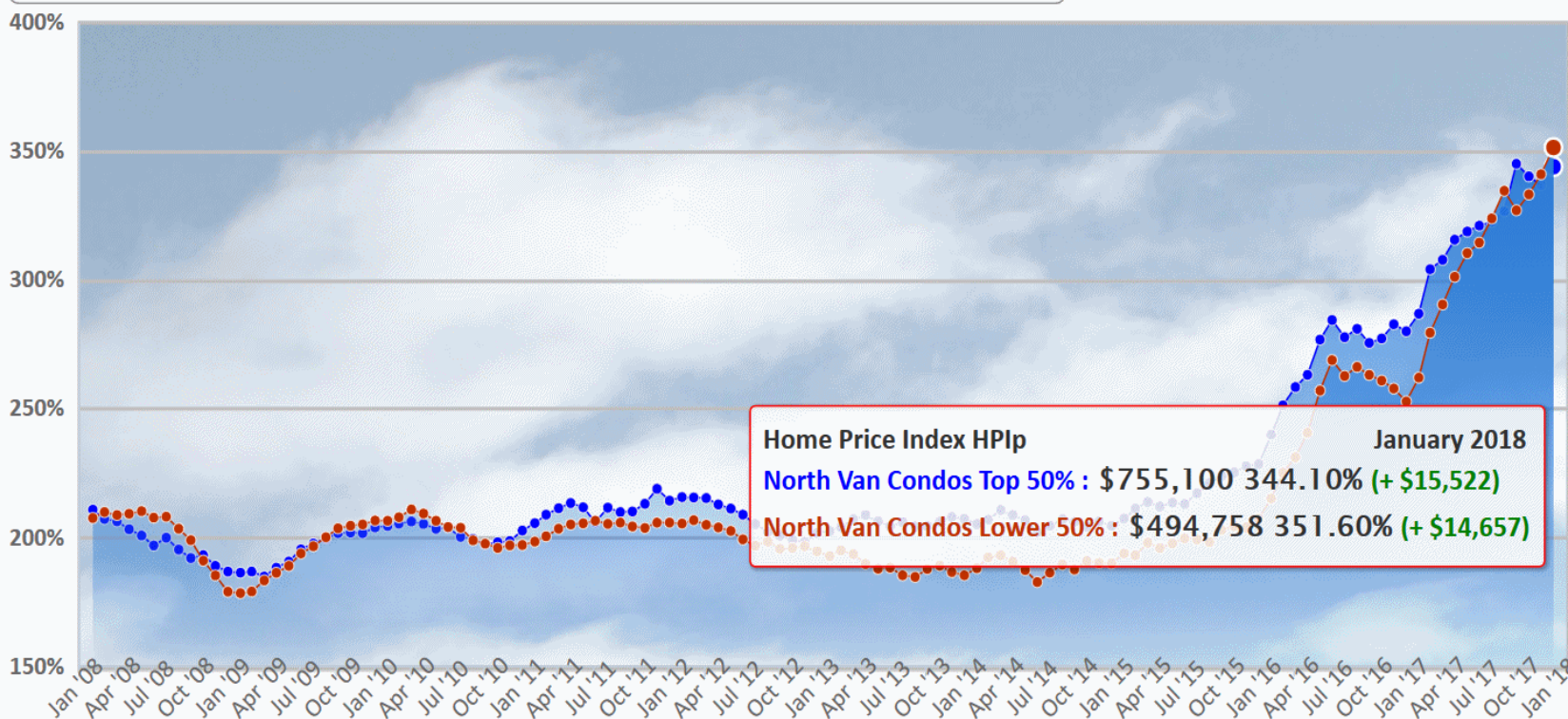
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## Market Analysis and Forecasting Feb 1/18 North Vancouver

Powered by the Greater Vancouver Market Reports HPIp



North Van Condos Top 50% : HPIp Forecast+ Forecast-  
 North Van Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Jan 2018	% 344.10
Dec 2017	% 337.00
Nov 2017	% 340.40
Oct 2017	% 345.30
Sep 2017	% 326.80
Aug 2017	% 322.80
Jul 2017	% 321.30
Jun 2017	% 319.00
May 2017	% 315.80
Apr 2017	% 308.00
Mar 2017	% 304.40
Feb 2017	% 287.10

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# Vancouver Market Reports

attached homes

Statistics, on the Web!

## Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby



### New West-East Burnaby Sub areas Statistics - Jan 2018 Attached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
East Burnaby	8	2	47	95%	-\$74,350	25%
The Crest BE	4	0				0%
Edmonds BE	54	18	8	101%	\$3,000	33%
Brunette	0	0				0%
Downtown NW	49	17	28	100%	\$0	35%
Fraserview NW	40	19	9	100%	\$0	48%
GlenBrooke North	2	0				0%
Moody Park	3	1	2	105%	\$14,000	33%
Queensborough NW	21	6	31	98%	-\$10,200	29%
Queens Park NW	0	0				0%
Quay NW	21	12	8	101%	\$6,800	57%
Sapperton NW	9	7	9	105%	\$15,000	78%
The Heights NW	0	0				0%
Uptown NW	49	24	7	100%	\$750	49%
West End NW	1	0				0%
<b>Total Activity</b>	<b>261</b>	<b>106</b>	<b>9</b>	<b>100%</b>	<b>\$750</b>	<b>41%</b>

### New West - East Burnaby List Price Ranges Statistics - Jan 2018 Attached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	8	7	7	112%	\$35,100	87.5%
\$300,001-\$400,000	29	15	7	105%	\$21,000	51.7%
\$400,001-\$500,000	48	27	8	102%	\$9,000	56.3%
\$500,001-\$600,000	58	24	15	100%	\$0	41.4%
\$600,001-\$700,000	36	12	21	100%	\$0	33.3%
\$700,001 and more	82	21	34	99%	-\$10,000	25.6%
<b>Total Activity</b>	<b>261</b>	<b>106</b>	<b>9</b>	<b>100%</b>	<b>\$750</b>	<b>41%</b>

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	266	280	261		-19
Active Listings (1st of the Month)	131	186	114	128	14
Solds	65	123	106		-17
Days on Market (DOM)	20	11	8		-3
% SOLD (Sales/Listings/Mthly Rate)	24%	44%	41%		-3%
Condos (Upper 50%) Home Price Index HPIp	\$464,100	\$593,100	\$592,240		-\$860
Condos (Lower 50%) Home Price Index HPIp	\$266,557	\$368,242	\$384,100		\$15,858
Twnhns (Upper 50%) Home Price Index HPIp	\$759,101	\$866,244	\$878,317		\$12,073
Twnhns (Lower 50%) Home Price Index HPIp	\$453,028	\$568,070	\$570,875		\$2,806

### Feb 1 2018 New West - East Burnaby Market Update Attached Townhomes/ Condos

**Current:** New West - East Burnaby's Residential Attached housing market is a Sellers Market with a **41 %SOLD** Rate.

(This means 41 homes out of 100 sold with average sales-list difference of \$750)

Most Active Price Range: Attached Homes below \$300,000 have **87.5 %SOLD** rate.

Least Active Price Range: Attached Homes above \$700,000 have **25.6%SOLD** rate.

### History:

The New West - E. Burnaby's **Condos** Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices increased \$128,140.

The New West - E. Burnaby's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$117,543.

The New West - E. Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices increased \$119,216.

The New West - E. Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$117,847.

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

### Forecast:

The total Listing Inventories were 1% more than the month last year. Total listings exceeded by 17 listings. We project New West - E. Burnaby Attached be a continued Sellers Market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets. Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets.

**Analytical Methods:** The New West - E. Burnaby 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 **New West - E. Burnaby HPIp Upper 50%** representing the higher end sales and the **New West - E. Burnaby 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.

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He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

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# Vancouver Market Reports

Statistics, on the Web!

attached homes



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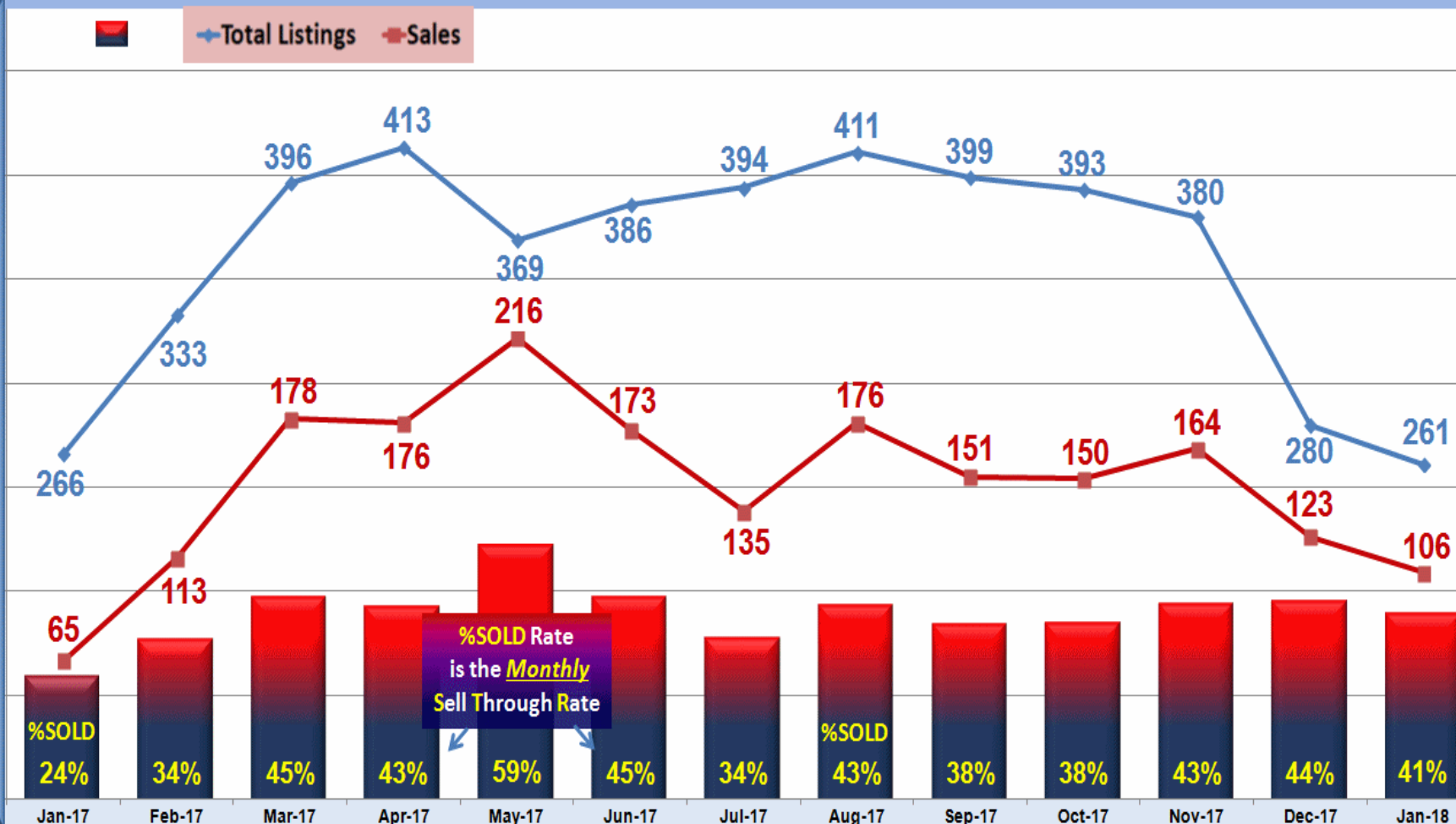


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## Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby

Attached Townhomes/ Condos New West, E. Burnaby Total Listings, Sales, and %SOLD rates

Sales / Listings  
Monthly Totals



Attached

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

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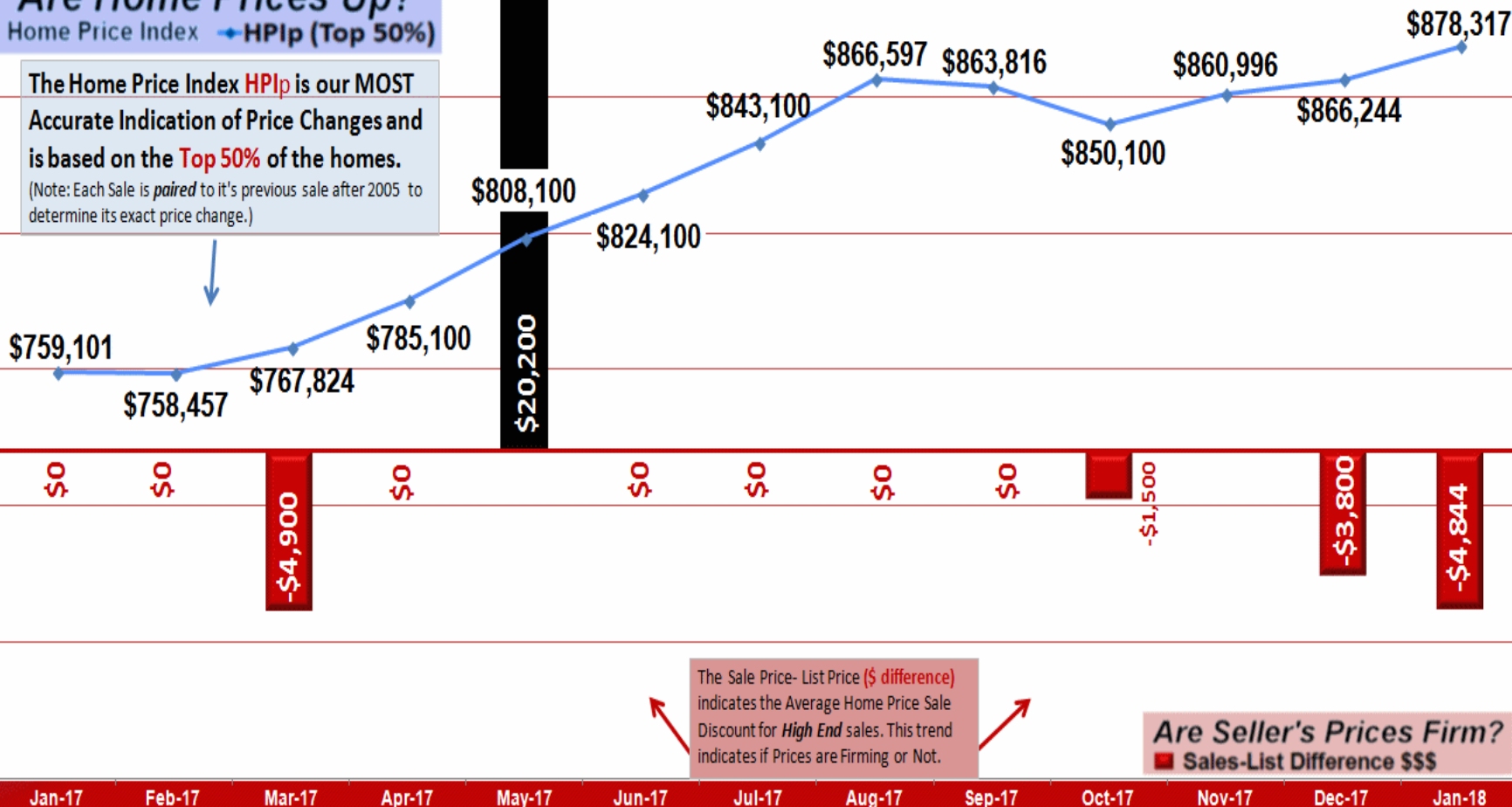
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Attached New West, E. Burnaby Townhouse Home Price Index HPIp (Top 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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

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



Townhouses

Sales Discount \$\$\$  
Sale Price – Original List Price ( \$ 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.

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

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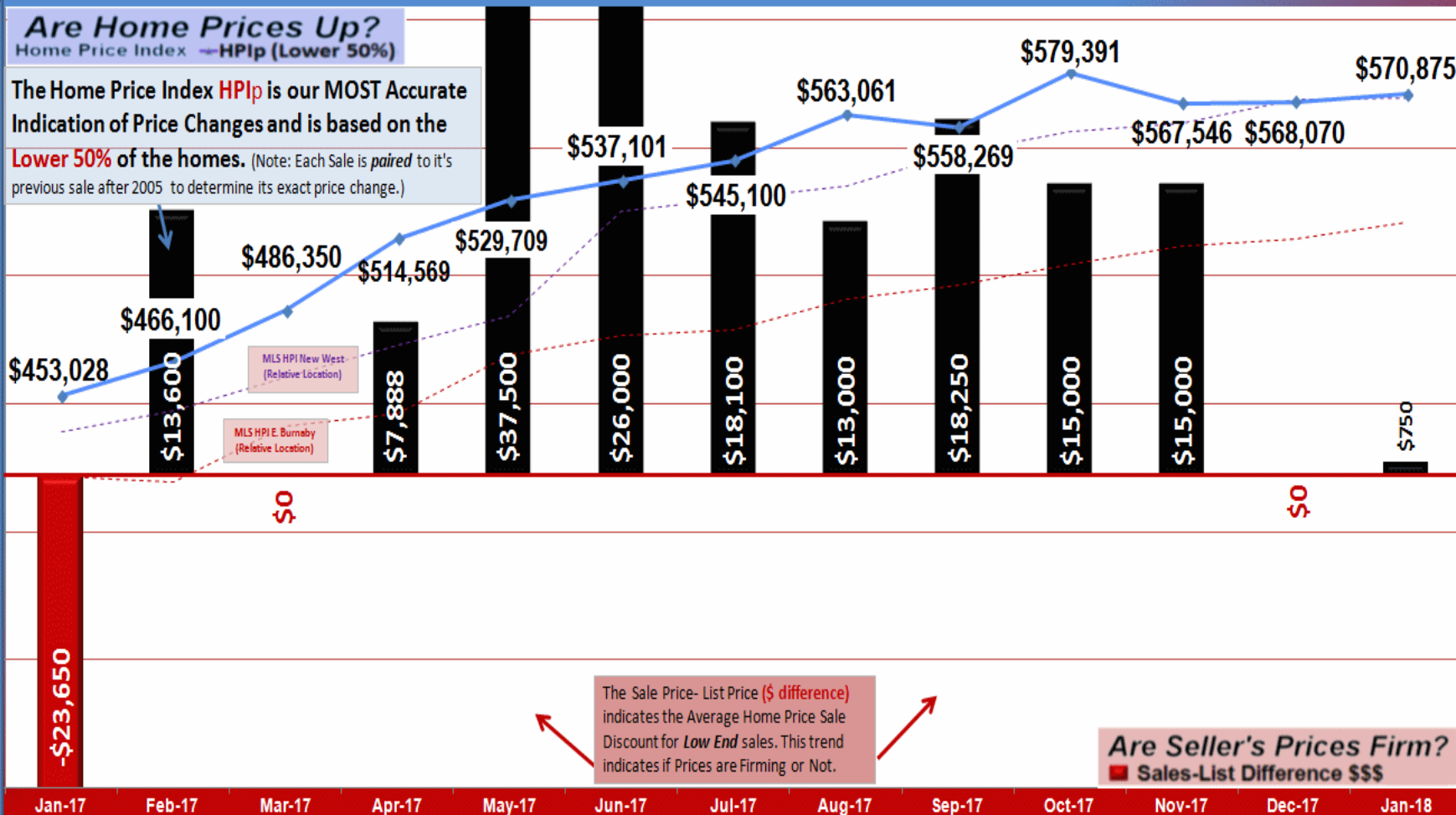
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### Home Price Changes

(Home Price Index Paired sales from 2005)

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Townhouses



Townhouses

### Sales Discount \$\$

Sale Price – Original List Price ( \$ difference)

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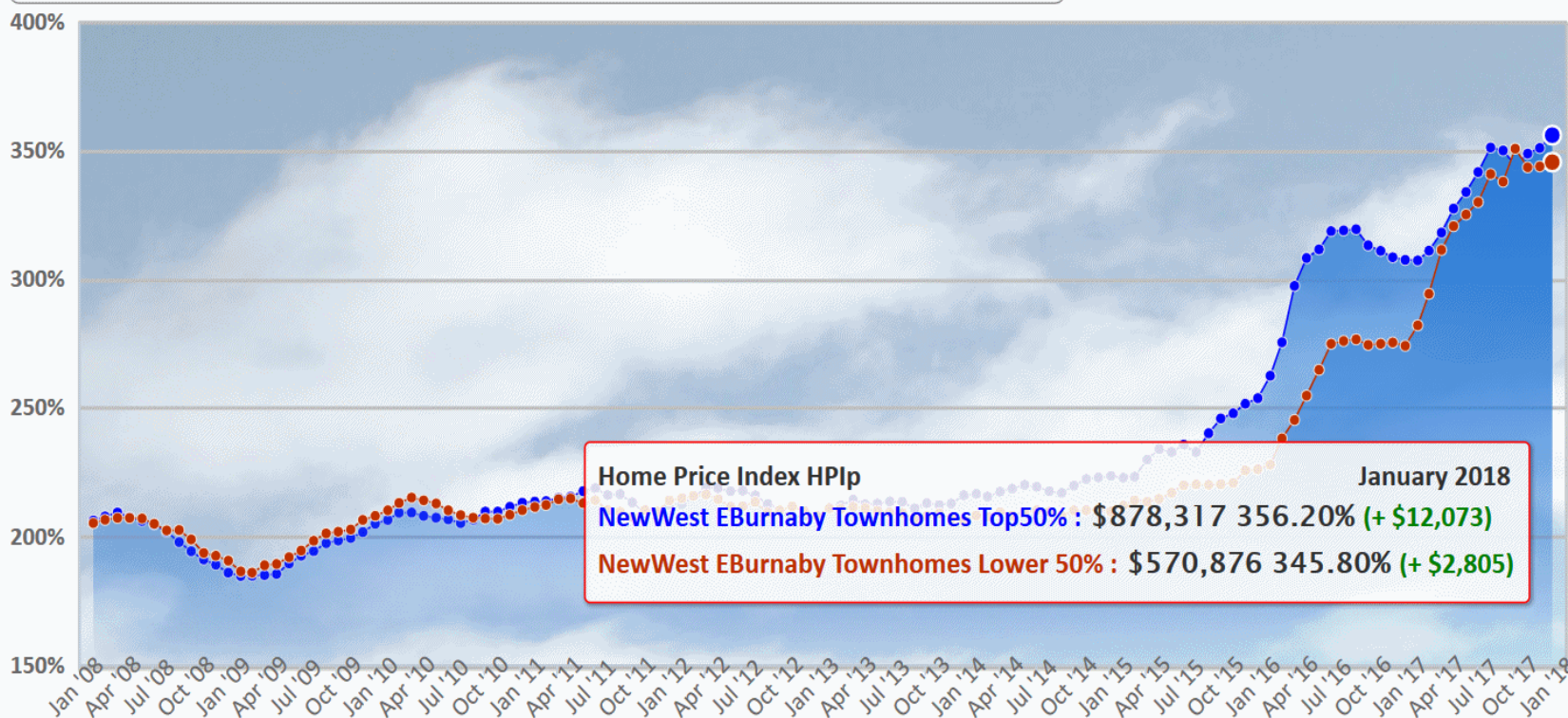
## Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby

**TEAM 3000 REALTY LTD**  
**Ron & Joyce Hubenig**  
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**NewWest EBurnaby Townhomes Top50% :** ■ HPIp ■ Forecast+ ■ Forecast-  
**NewWest EBurnaby Townhomes Lower 50% :** ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values	
Date	Value
Jan 2018	% 356.20
Dec 2017	% 351.30
Nov 2017	% 349.10
Oct 2017	% 344.70
Sep 2017	% 350.30
Aug 2017	% 351.40
Jul 2017	% 341.90
Jun 2017	% 334.20
May 2017	% 327.70
Apr 2017	% 318.40
Mar 2017	% 311.40
Feb 2017	% 307.60

<<< 1 2 3 >>>

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### Home Price Changes

(Home Price Index Paired sales from 2005)



Condominiums



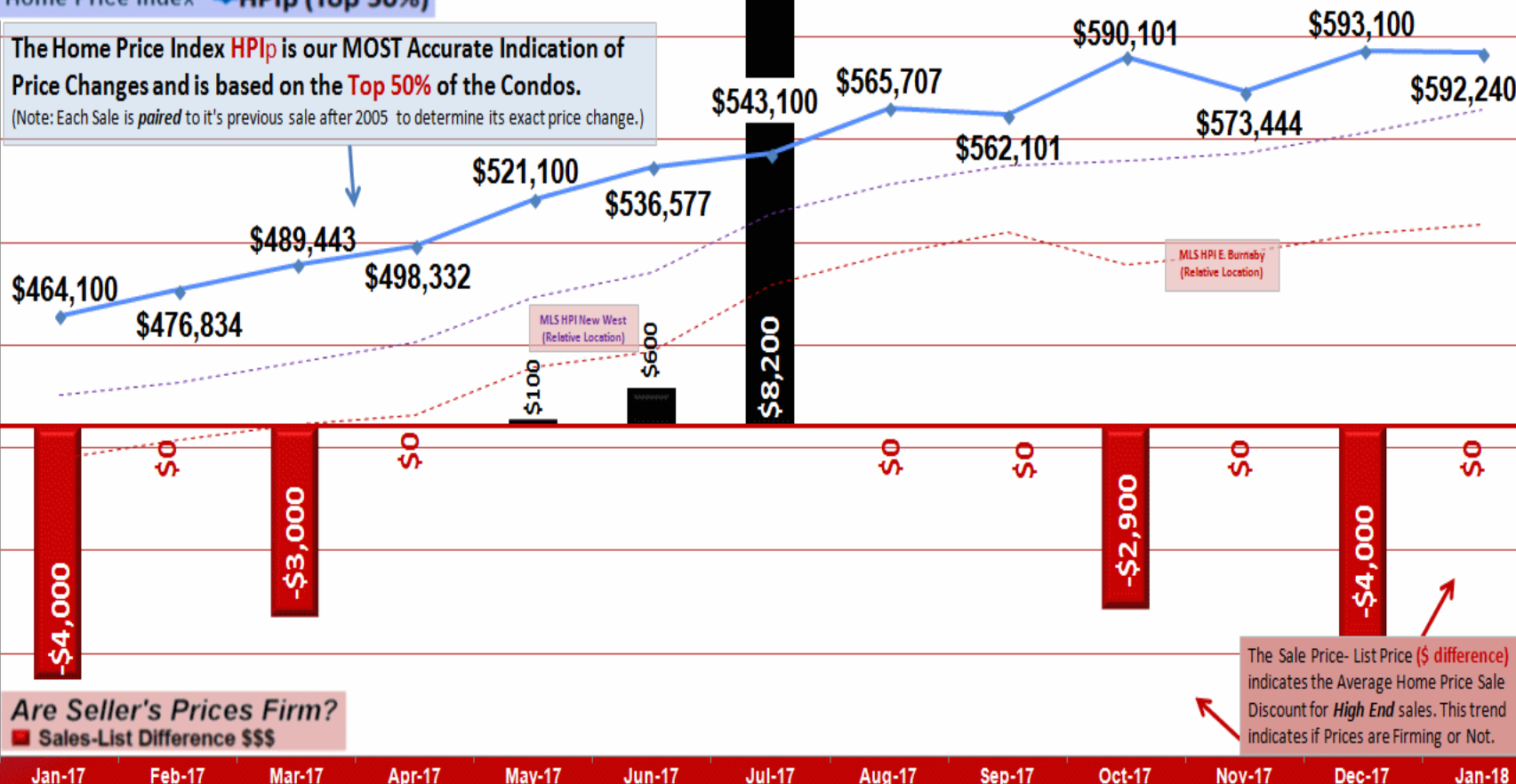
Condominiums

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

### Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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



### 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.

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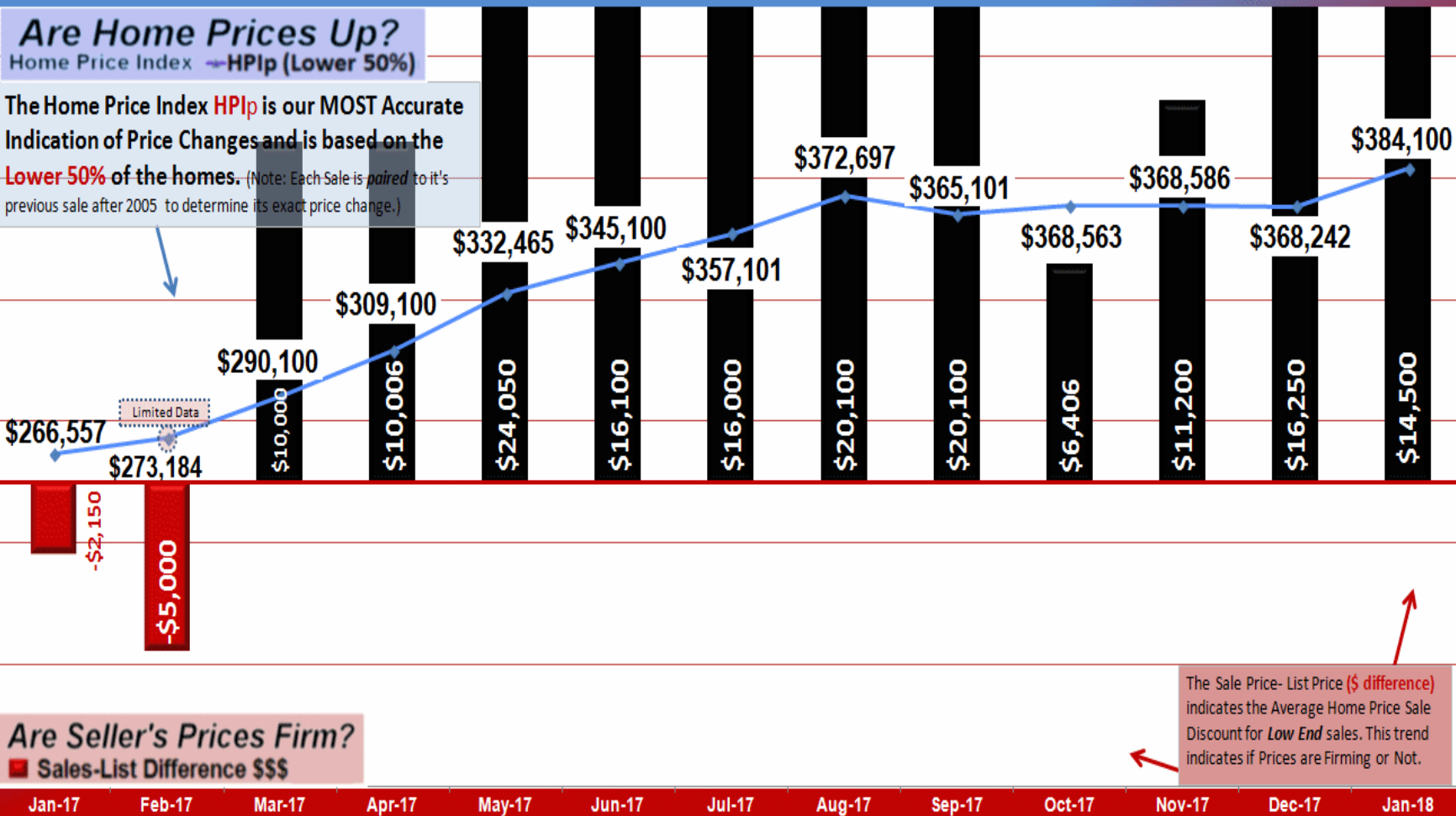
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Home Price Changes  
(Home Price Index Paired sales from 2005)

### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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### Are Seller's Prices Firm?

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Condominiums

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



Condominiums

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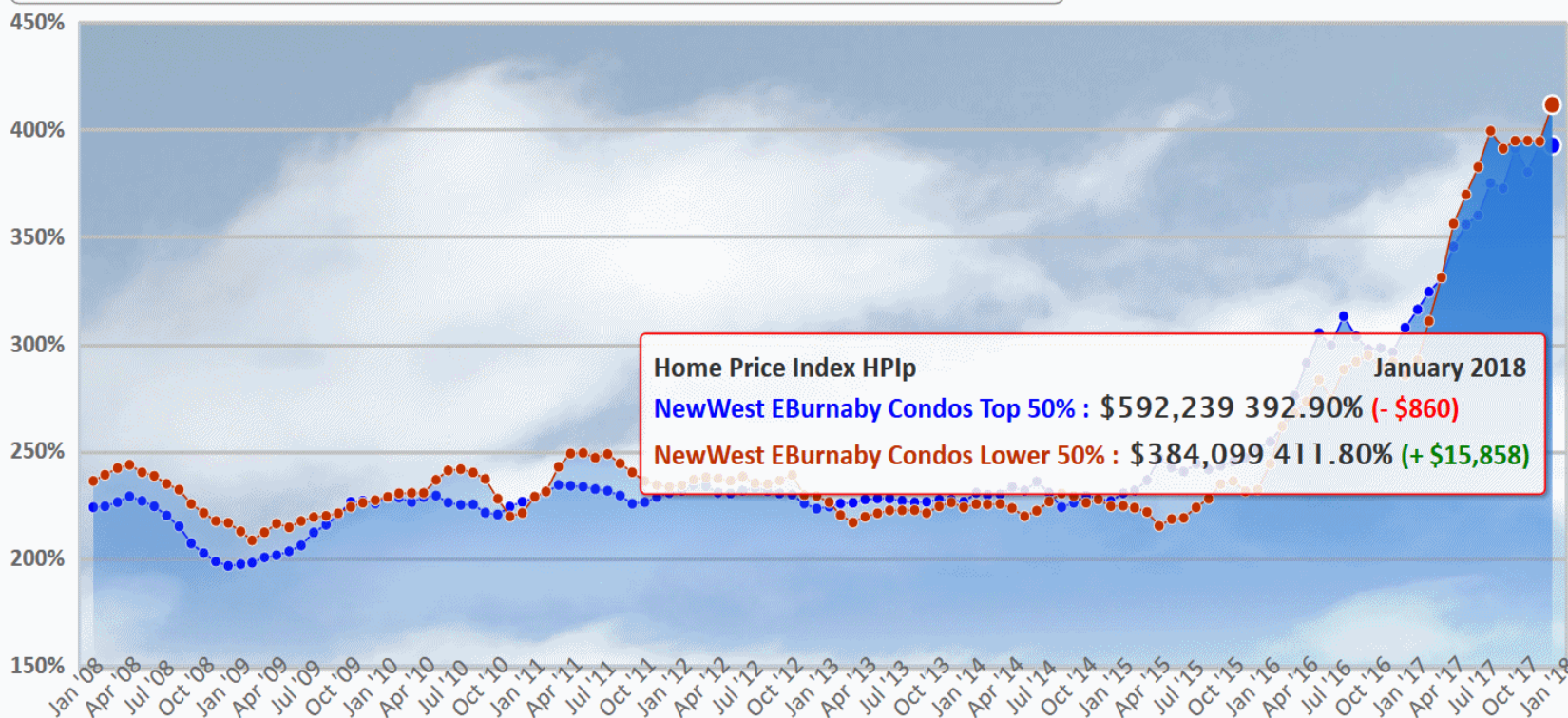
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## Market Analysis and Forecasting Feb 1/18 New West – E. Burnaby

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NewWest EBurnaby Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 NewWest EBurnaby Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jan 2018	% 392.90
Dec 2017	% 393.50
Nov 2017	% 380.50
Oct 2017	% 391.50
Sep 2017	% 372.90
Aug 2017	% 375.30
Jul 2017	% 360.30
Jun 2017	% 356.00
May 2017	% 345.70
Apr 2017	% 330.60
Mar 2017	% 324.70
Feb 2017	% 316.40

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# Vancouver Market Reports

attached homes

Statistics, on the Web!

## Market Analysis and Forecasting

Feb 1/18 **Coquitlam**



Ph: 778-549-9909

### Coquitlam Sub areas Statistics - Jan 2018

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Burke Mountain	17	5	10	98%	-\$12,900	29.4%
Central Coquitlam	14	3	8	102%	\$10,000	21.4%
Coquitlam East	4	2	7	103%	\$22,550	50.0%
Cape Horn	1	0				0.0%
Chineside	0	0				0.0%
Coquitlam West	67	27	15	100%	\$0	40.3%
Canyon Springs	9	5	8	99%	-\$5,000	55.6%
Eagle Ridge CQ	10	2	16	98%	-\$10,450	20.0%
Meadow Brook	1	0				0.0%
Maillardville	16	2	49	94%	-\$46,000	12.5%
North Coquitlam	70	34	11	100%	\$1,000	48.6%
New Horizons	30	5	31	98%	-\$13,000	16.7%
Ranch Park	0	0				0.0%
Scott Creek	0	0				0.0%
Upper Eagle Ridge	1	1	6	98%	-\$14,000	100.0%
Westwood Plateau	33	13	24	100%	-\$1,900	39.4%
<b>Total Activity</b>	<b>273</b>	<b>99</b>	<b>11</b>	<b>100%</b>	<b>-\$3,000</b>	<b>36%</b>

### Coquitlam List Price Ranges Statistics - Jan 2018

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	17	4	9	101%	\$5,550	23.5%
\$400,000-\$500,001	54	26	9	101%	\$4,000	48.1%
\$500,000-\$600,001	59	33	11	99%	-\$4,000	55.9%
\$600,000-\$700,001	47	16	11	98%	-\$9,500	34.0%
\$700,000-\$800,001	37	12	22	98%	-\$14,450	32.4%
\$800,001 and more	59	8	39	100%	-\$950	13.6%
<b>Total Activity</b>	<b>273</b>	<b>99</b>	<b>11</b>	<b>100%</b>	<b>-\$3,000</b>	<b>36%</b>

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	304	296	273		-23
Active Listings	136	186	144	132	-12
Solds	79	112	99		-13
Days on Market (DOM)	12	9	11		3
% SOLD (Sales/Listings /Mthly Rate)	26.0%	37.8%	36.3%		-1.6%
Condos (Top 50%) Home Price Index HPIp	\$446,532	\$530,251	\$545,100		\$14,849
Condos (Lower 50%) Home Price Index HPIp	\$274,158	\$371,864	\$372,494		\$630
Twnhs (Top 50%) Home Price Index HPIp	\$763,208	\$853,101	\$861,820		\$8,719
Twnhs (Lower 50%) Home Price Index HPIp	\$420,610	\$538,953	\$535,660		-\$3,293

### Feb 1 2018 Coquitlam Market Update Attached Townhomes/ Condos

**Current:** Coquitlam is a Sellers Market with average listing inventory, a **36 %SOLD** rate and a 100% Sell/List Ratio.  
(This means the discount on a sale from the original list price is averaging \$3,000)

**Most Active Price Range:** Attached Homes between \$500,000 - \$600,000 have a **55.9 %SOLD** rate.

**Least Active Price Range:** Attached Homes above \$700,000 have a **13.6 %SOLD** rate.

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

**HPIp (Top 50%)** shows that prices increased \$98,568.

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

**HPIp (Lower 50%)** shows that prices increased \$98,336.

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

**HPIp (Top 50%)** shows that prices increased \$98,612.

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

**HPIp (Lower 50%)** shows that prices increased \$115,050.

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**Forecast:** We currently have 6% more listing than same month last year. We project Coquitlam Attached continuing to be a Sellers market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets. Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets.

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## Market Analysis and Forecasting

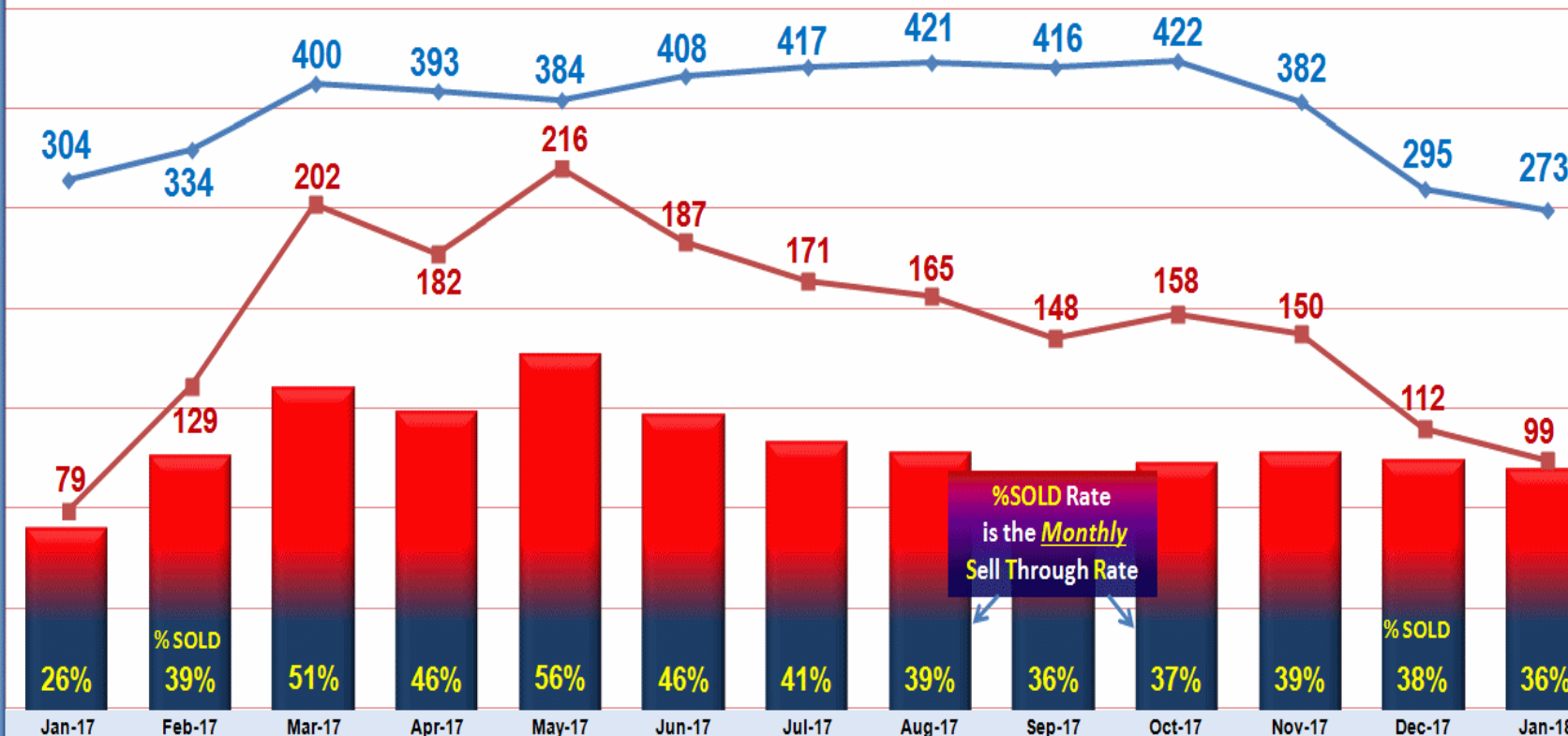
Feb 1/18 **Coquitlam**

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

Sales / Listings

Monthly Totals

◆ Total Listings ■ Sales



%SOLD Rate is the Monthly Sell Through Rate



Attached

%SOLD (STR)

Sales/Listings ( Monthly Rate)

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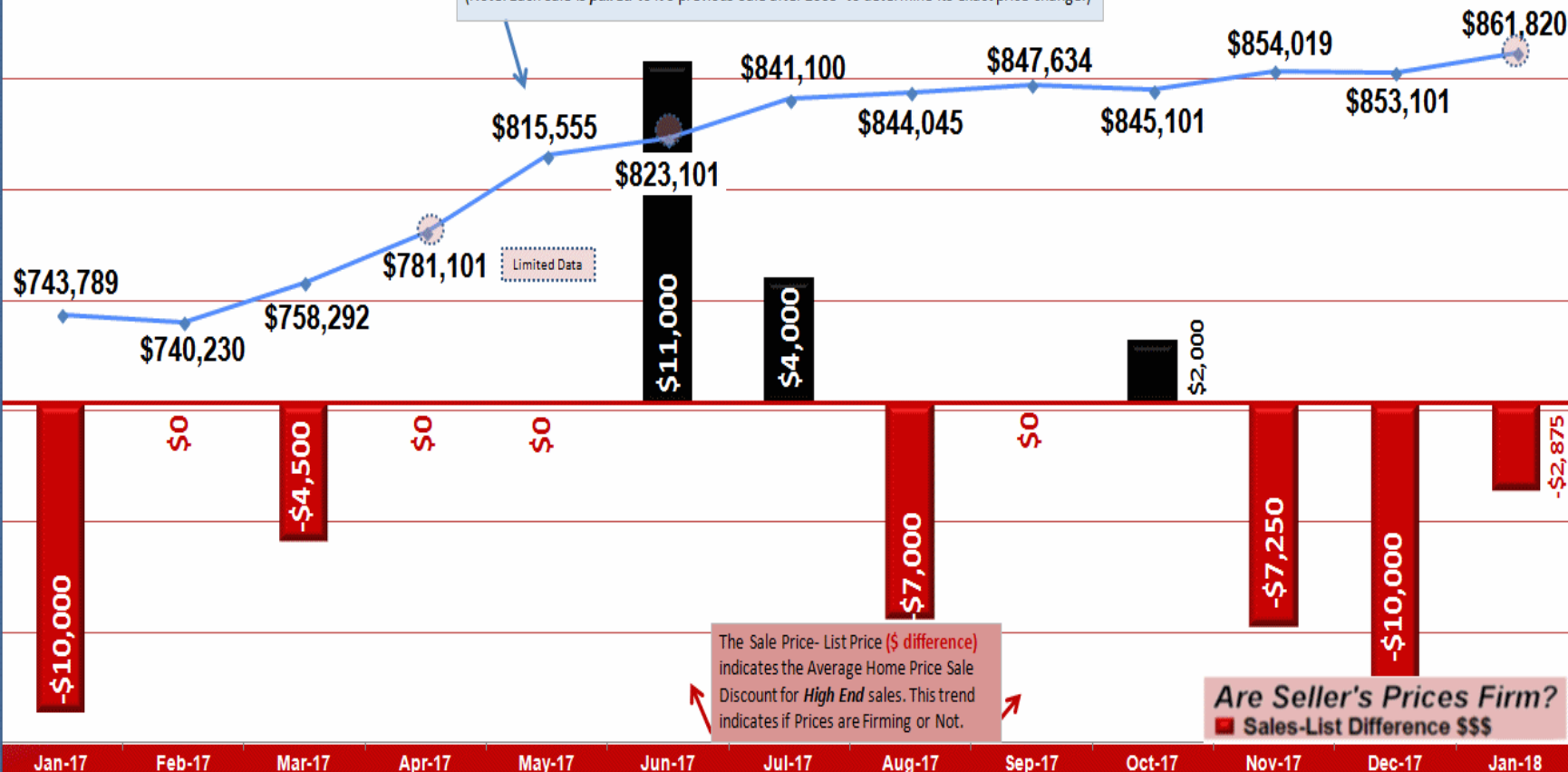
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Home Price Changes  
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Sale Price - Original List Price (\$ difference)

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

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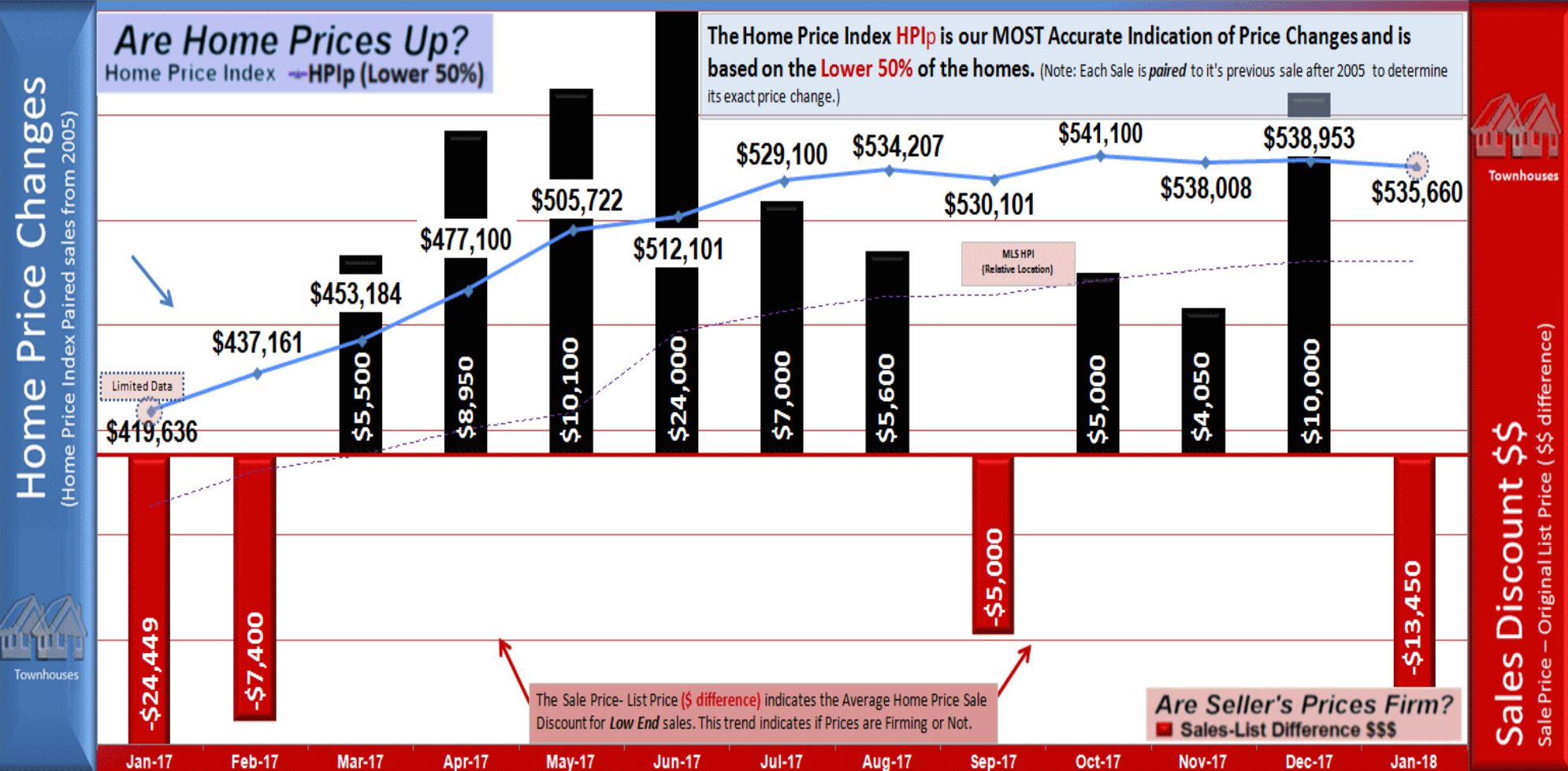


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## Market Analysis and Forecasting

Feb 1/18 **Coquitlam**

Attached Coquitlam **Townhouse** Home Price Index **HPI** (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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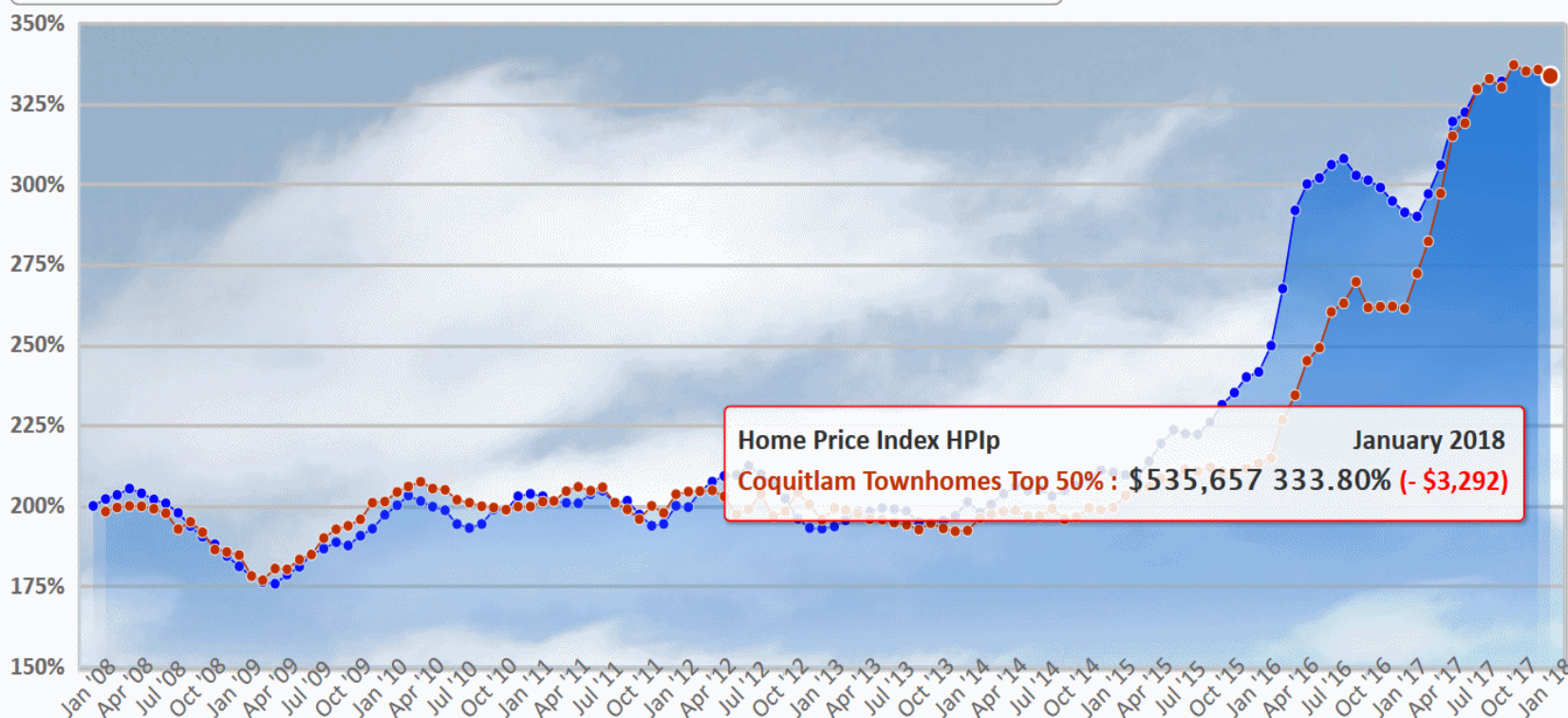
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 Coquitlam Townhomes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

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Oct 2017	% 331.10
Sep 2017	% 332.10
Aug 2017	% 330.70
Jul 2017	% 329.60
Jun 2017	% 322.50
May 2017	% 319.60
Apr 2017	% 306.10
Mar 2017	% 297.10
Feb 2017	% 290.10
Jan 2017	% 291.40

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## Market Analysis and Forecasting

Feb 1/18 **Coquitlam**

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

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



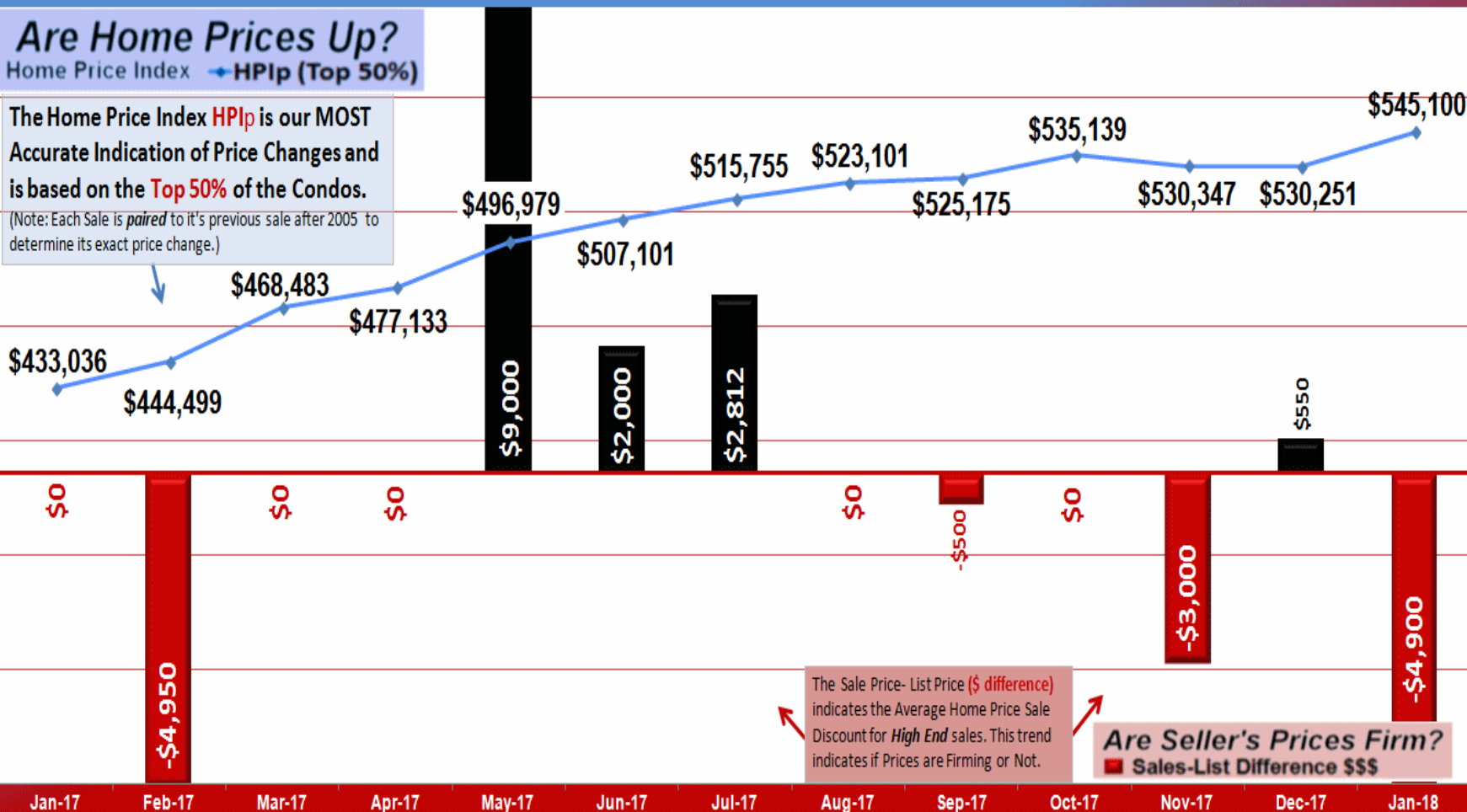
Condominiums

### Are Home Prices Up?

Home Price Index → **HPIp (Top 50%)**

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

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



Condominiums

Sales Discount \$\$  
Sale Price - Original List Price (\$\$ 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.

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

Ron and Joyce Hubenig

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# Vancouver Market Reports

Statistics, on the Web!

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## Market Analysis and Forecasting

Feb 1/18 **Coquitlam**

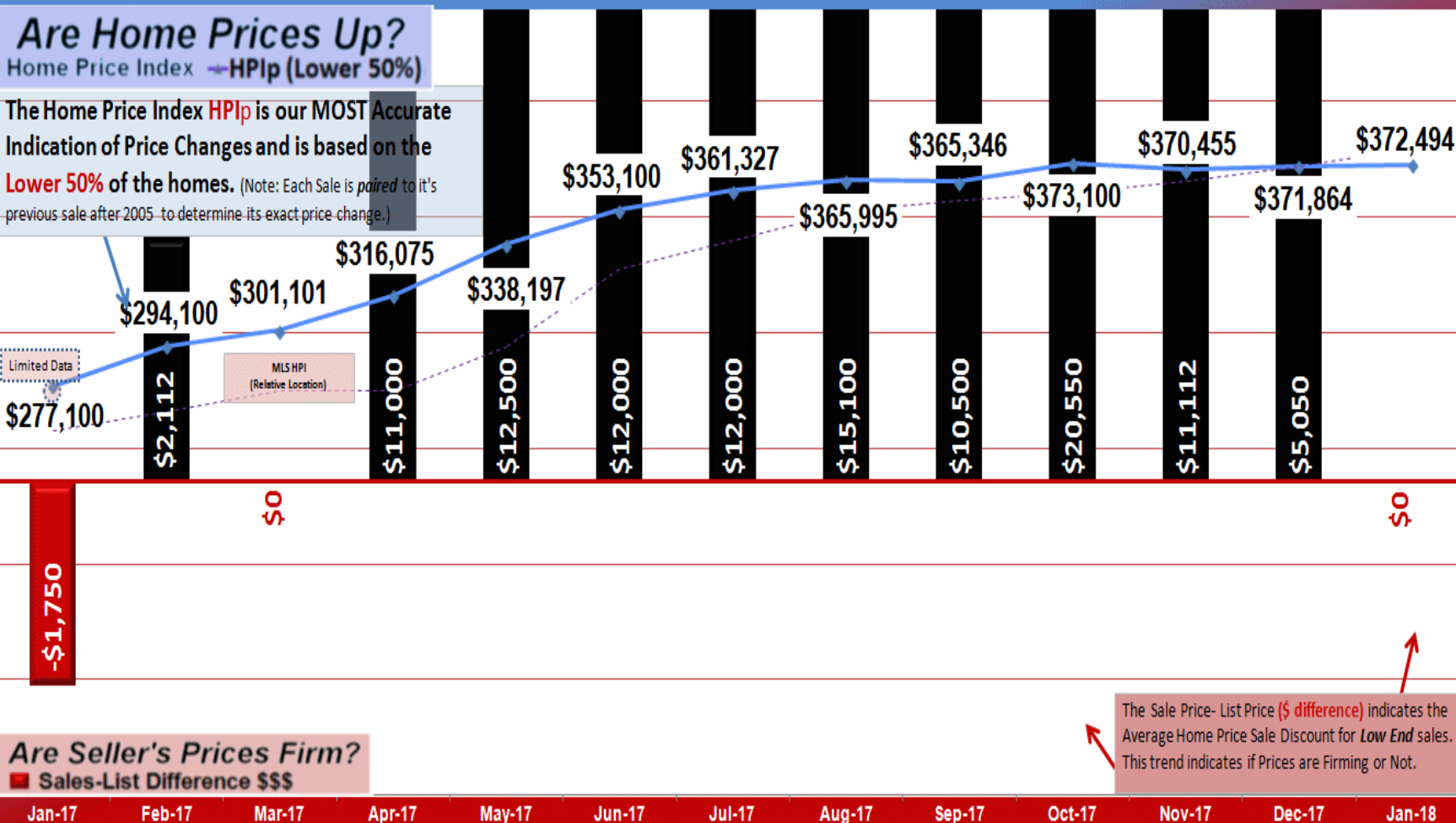
Attached Coquitlam Condos Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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.



Condominiums

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



Condominiums

\*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

Feb 1/18 **Coquitlam**



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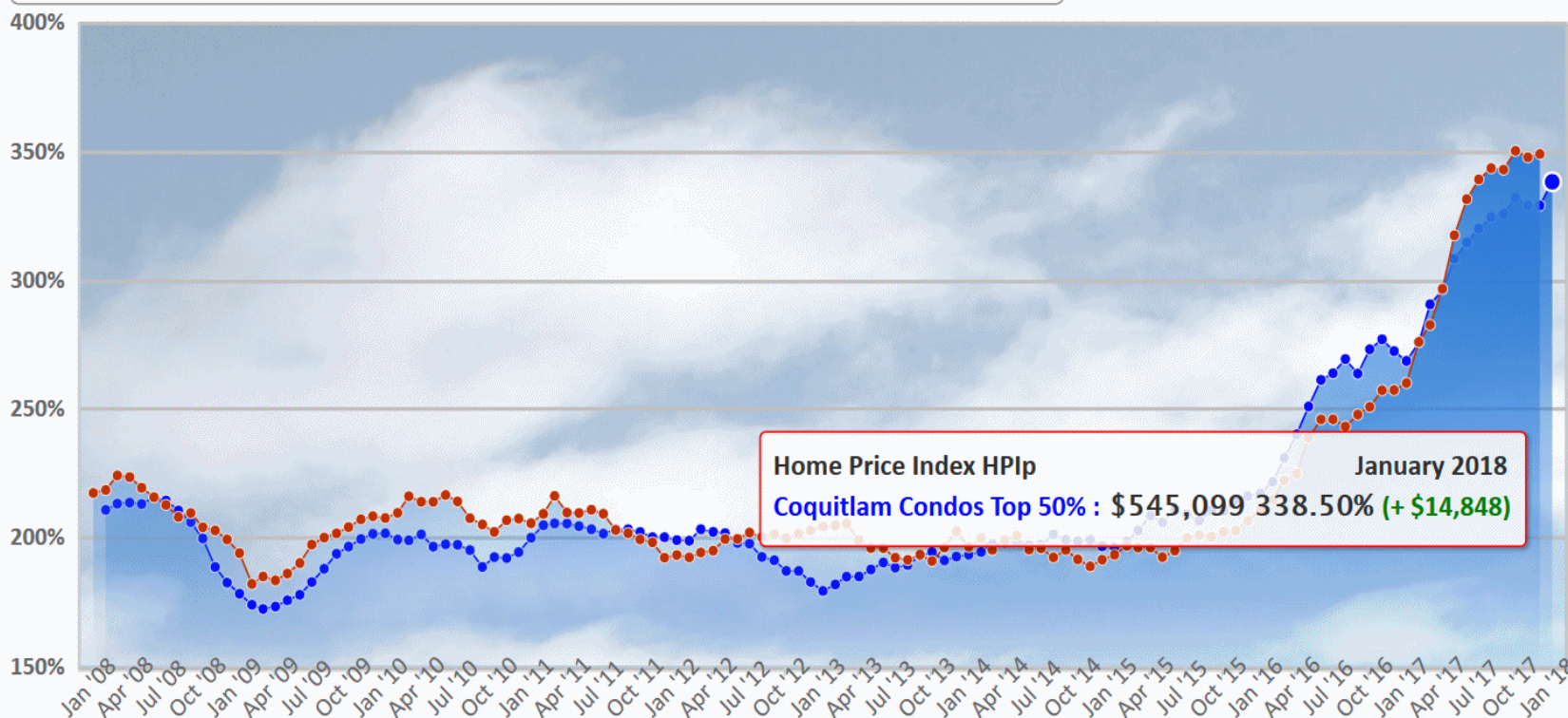


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Powered by the Greater Vancouver Market Reports HPIp



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



Home Price Index HPIp  
 Coquitlam Condos Top 50% : \$545,099 338.50% (+\$14,848)  
 January 2018

Monthly Home values

Date	Value
Jan 2018	% 338.50
Dec 2017	% 329.30
Nov 2017	% 329.30
Oct 2017	% 332.30
Sep 2017	% 326.10
Aug 2017	% 324.80
Jul 2017	% 320.30
Jun 2017	% 314.90
May 2017	% 308.60
Apr 2017	% 296.30
Mar 2017	% 290.90
Feb 2017	% 276.00

<<< 1 2 3 >>>



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# Vancouver Market Reports

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Statistics, on the Web!

## Market Analysis and Forecasting Feb 1/18 Port Coquitlam



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Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Birchland Manor	1	1	6	106%	\$36,100	100.0%
Central Pt Coquitlam	45	22	9	100%	\$1,500	48.9%
Citadel PQ	9	2	8	98%	-\$19,500	22.2%
Glenwood PQ	26	8	12	99%	-\$4,950	30.8%
Lower Mary Hill	0	0				0.0%
Lincoln Park PQ	4	3	7	107%	\$40,100	0.0%
Mary Hill	2	1	7	98%	-\$12,000	50.0%
Oxford Heights	0	0				0.0%
Riverwood	18	8	6	100%	\$2,410	44.4%
Woodland Acres PQ	2	1	7	100%	\$0	50.0%
<b>Total Activity</b>	<b>107</b>	<b>46</b>	<b>8</b>	<b>100%</b>	<b>\$0</b>	<b>43%</b>

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	6	2	3	110%	\$24,606	33.3%
\$300,001-\$400,000	23	13	9	101%	\$5,000	56.5%
\$400,001-\$500,000	23	13	10	100%	\$0	56.5%
\$500,001 and more	55	18	8	99%	-\$4,500	32.7%
<b>Total Activity</b>	<b>107</b>	<b>46</b>	<b>8</b>	<b>100%</b>	<b>\$0</b>	<b>43%</b>

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	130	107	107		0
Active Listings	55	57	43	56	13
Solds	45	51	46		-5
DOM	17	8	8		0
MLS Port Coquitlam HPI* (Apts)	\$307,400	\$439,000	\$425,000		-\$14,000
MLS Port Coquitlam HPI* (Twnhs)	\$529,500	\$675,000	\$656,000		-\$19,000
%SOLD (Sales/Listings /Mthly Rate)	34.6%	47.7%	43.0%		-4.7%

### Feb 1 2018 Port Coquitlam Market Update Attached

**Current:** Port Coquitlam is a Sellers Market with average listing inventory, a **43 %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:** Homes between \$300,000 - \$500,000 have **56.5 %SOLD** rate.

**Least Active Price Range:** Homes above \$500,000 have **32.7 %SOLD** rate.

**History:** **Port Coquitlam's Condos** Year-To-Date **MLS Home Price Index\*** shows a decrease of \$117,600.

**Port Coquitlam's Townhouses** Year-To-Date **MLS Home Price Index\*** shows an increase of \$126,500.

**Forecast:** Listing Inventories are 18% less than same month last year. We project Port Coquitlam Attached to be a sellers market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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.

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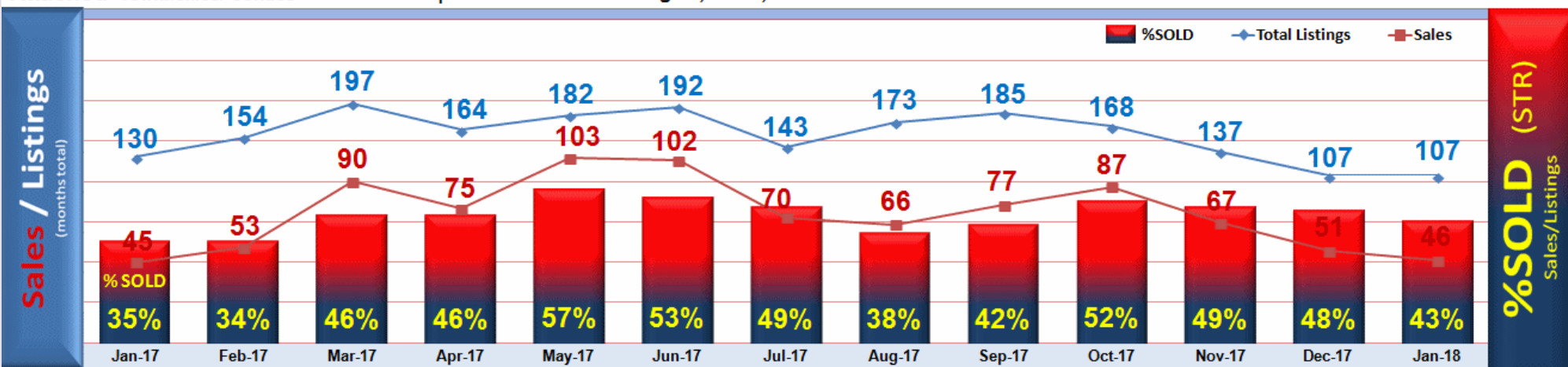
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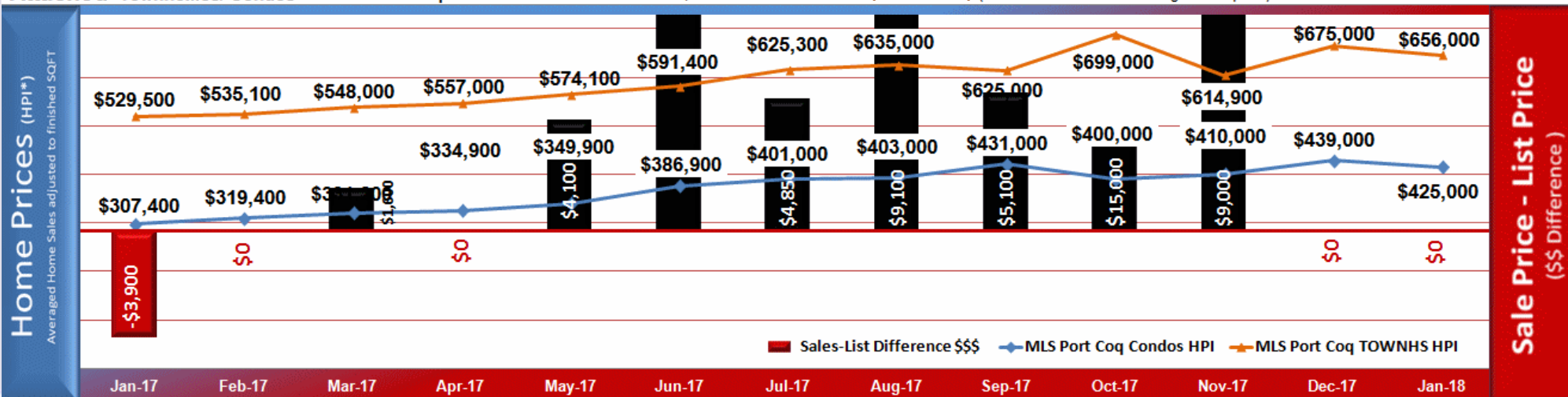
Ph: 778-549-9909

## Market Analysis and Forecasting Feb 1/18 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)



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# Vancouver Market Reports

Statistics, on the Web!

attached homes



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## Market Analysis and Forecasting Feb 1/18 Port Moody

Port Moody Sub Area Statistics - Jan 2018				Attached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
College Park PM	10	1	43	100%	\$1,200	10.0%
Heritage Mountain	2	1	32	102%	\$12,000	50.0%
Heritage Woods PM	7	4	26	100%	-\$4,000	57.1%
Anmore	0	0				0.0%
North Shore Pt Mooc	17	9	11	99%	-\$8,000	52.9%
Port Moody Centre	56	28	8	100%	\$0	50.0%
<b>Total Activity</b>	<b>92</b>	<b>43</b>	<b>9</b>	<b>100%</b>	<b>\$0</b>	<b>47%</b>

Port Moody List Price Range Statistics - Jan 2018						Attached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	4	3	8	101%	\$2,000	75.0%
\$400,001-\$600,000	32	18	8	100%	-\$2,000	56.3%
\$600,001-\$800,000	29	13	11	100%	\$1,000	44.8%
\$800,001 and more	27	9	29	99%	-\$8,000	33.3%
<b>Total Activity</b>	<b>92</b>	<b>43</b>	<b>9</b>	<b>100%</b>	<b>\$0</b>	<b>47%</b>

### Feb 1 2018 Port Moody Market Update (Attached)

**Current:** Port Moody is a Sellers Market with Average Listing inventory, a **47 %SOLD** Rate and a 100% Sell/List Ratio.  
 (This means that there is an Average \$0 discount on a Sale from the Original List Price)  
**Most Active Price Range:** Homes below \$400,000 have **75.0 %SOLD** rate.  
**Least Active Price Range:** Attached homes above \$800,000 have **33.3 %SOLD** rate.  
**History:** **Port Moody's Condos** Year-To-Date MLS Home Price Index\* shows an increase of \$102,050.  
**Port Moody's Townhouses** Year-To-Date RMR Home Price Index\* shows an decrease of \$298,800.

**Forecast:** Listing Inventories are 7% more than same month lasy year. Total Listing remained the same as last month.. Solds for this month increased by 17 sales compare last month. We project Port Moody to be a continued Sellers Market.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lev arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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. 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	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	86	92	92		0
Active Listings	46	57	48	38	-10
Solds	35	26	43		17
DOM	20	14	9		-5
MLS Port Moody HPI* (Apts)	\$493,400	\$587,000	\$595,450		\$8,450
MLS Port Moody HPI* (Twnhs)	\$512,200	\$699,000	\$811,000		\$112,000
%SOLD (Sales/ Listings/Mthly Rate)	41%	28%	47%		18%

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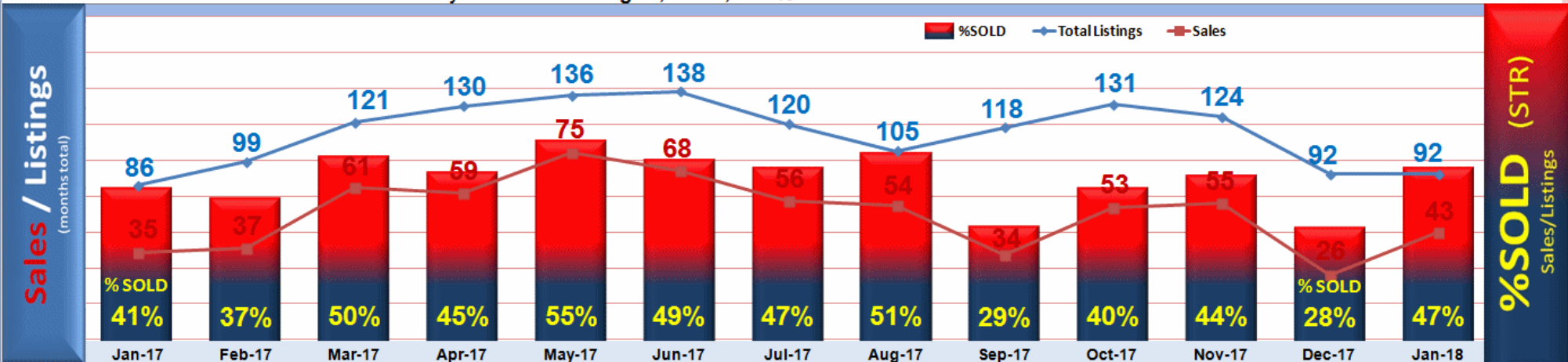
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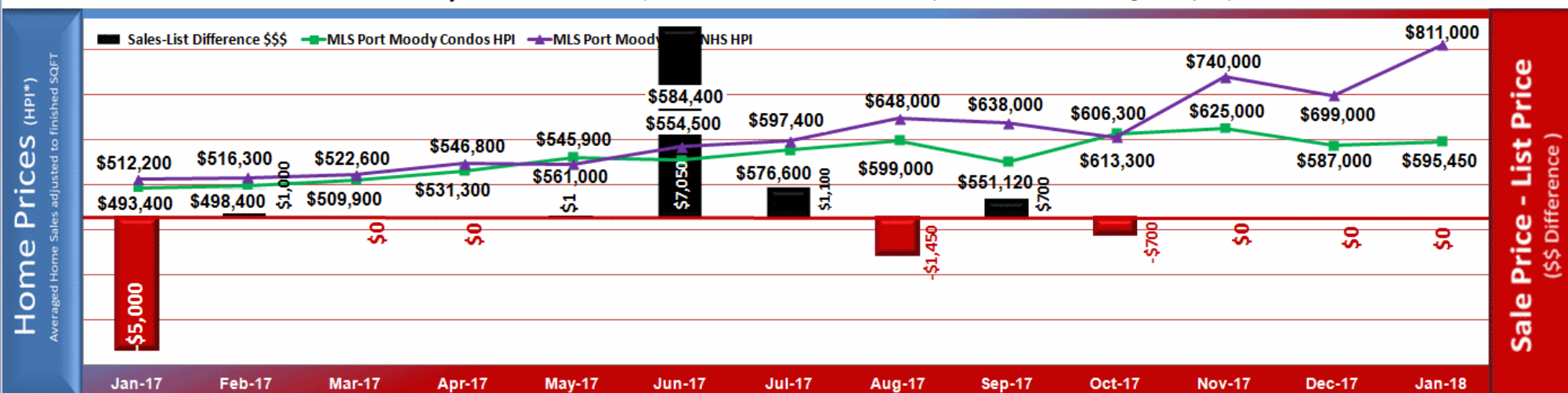
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## Market Analysis and Forecasting Feb 1/18 Port Moody

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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# Vancouver Market Reports

attached homes

Statistics, on the Web!

## Market Analysis and Forecasting Feb 1/18 Maple Ridge –Pitt Mdws



Maple Ridge - Pitt Meadows Sub areas Statistics - Jan 2018 Attached						
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Albion	22	7	51	100%	\$0	31.8%
Cottonwood MR	30	6	7	100%	\$0	20.0%
East Central	56	28	7	100%	\$50	50.0%
Northwest Maple Ridge	7	4	15	103%	\$10,550	57.1%
Silver Valley	17	4	49	99%	-\$4,500	23.5%
Southwest Maple Ridge	11	7	10	101%	\$1,522	63.6%
North Maple Ridge						0.0%
West Central	78	55	6	100%	\$0	70.5%
Central Meadows	9	1	12	104%	\$20,200	11.1%
Mid Meadows	17	7	27	100%	\$0	41.2%
North Meadows	5	3	23	100%	\$0	60.0%
South Meadows	10	2	6	99%	-\$9,803	20.0%
<b>Total Activity</b>	<b>262</b>	<b>124</b>	<b>8</b>	<b>100%</b>	<b>\$0</b>	<b>47%</b>

Maple Ridge - Pitt Meadows List Price Ranges Statistics - Jan 2018 Attached						
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$250,000	7	4	4	113%	\$30,100	57.1%
\$250,001-\$400,000	88	61	7	100%	\$0	69.3%
\$400,001-\$550,000	69	36	13	100%	\$0	52.2%
\$550,001 and more	98	23	9	100%	\$0	23.5%
<b>Total Activity</b>	<b>262</b>	<b>124</b>	<b>8</b>	<b>100%</b>	<b>\$0</b>	<b>47%</b>

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	233	235	262		27
Active Listings (1st of the Month)	124	128	144	125	-19
Solds	66	82	124		42
DOM	15	8	8		0
% SOLD (Sales/ Listings /mnlthly rate)	28.3%	34.9%	47.3%		12.4%
Condos (Upper 50%) Home Price Index HPIp	\$322,045	\$416,320	\$423,527		\$7,207
Condos (Lower 50%) Home Price Index HPIp	\$201,100	\$281,506	\$298,100		\$16,594
Twnhs (Upper 50%) Home Price Index HPIp	\$460,495	\$567,565	\$573,606		\$6,041
Twnhs (Lower 50%) Home Price Index HPIp	\$319,259	\$420,514	\$431,530		\$11,017

### Feb 1 2018 Maple Ridge - Pitt Meadows Market Update Attached Townhomes/ Condos

**Current:** Maple Ridge, Pitt Meadows is a Sellers Market with Average listing inventory, a **47 %SOLD** Rate and a 100% Sell/List ratio. (This means an average of a \$0 discount on a sale from the original list price)

*Most Active Range:* Homes between \$250,000 - \$400,000 have **69.3 %SOLD** rate.  
*Least Active Range:* Homes above \$550,000 have **23.5 %SOLD** rate.

**History:** Maple Ridge, Pitt Meadows's **Condos** Year-To-Date Home Price Index **HPIp** (Upper 50%) shows that prices increased \$101482.  
 Maple Ridge, Pitt Meadows's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$97,000.  
 Maple Ridge, Pitt Meadows's **Townhouses** Year-To-Date Home Price Index **HPIp** (Upper 50%) shows that prices increased \$113,111.  
 Maple Ridge, Pitt Meadows's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$112,271.  
 \*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** The Listing Inventories are currently % less than same month last year. January's Real Estate Statistics shows just 44% of Vancouver's Detached Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets. Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. 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. NOTE: For a more accurate price change CALL US for a Personal Comparative Market Analysis for your home. Data is from : FVREB, REBGV, CADREB Real Estate Boards & they assume no responsibility for its accuracy. Copyright: RMXReports.

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## Market Analysis and Forecasting Feb 1/18 Maple Ridge –Pitt Mdws

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

Sales / Listings

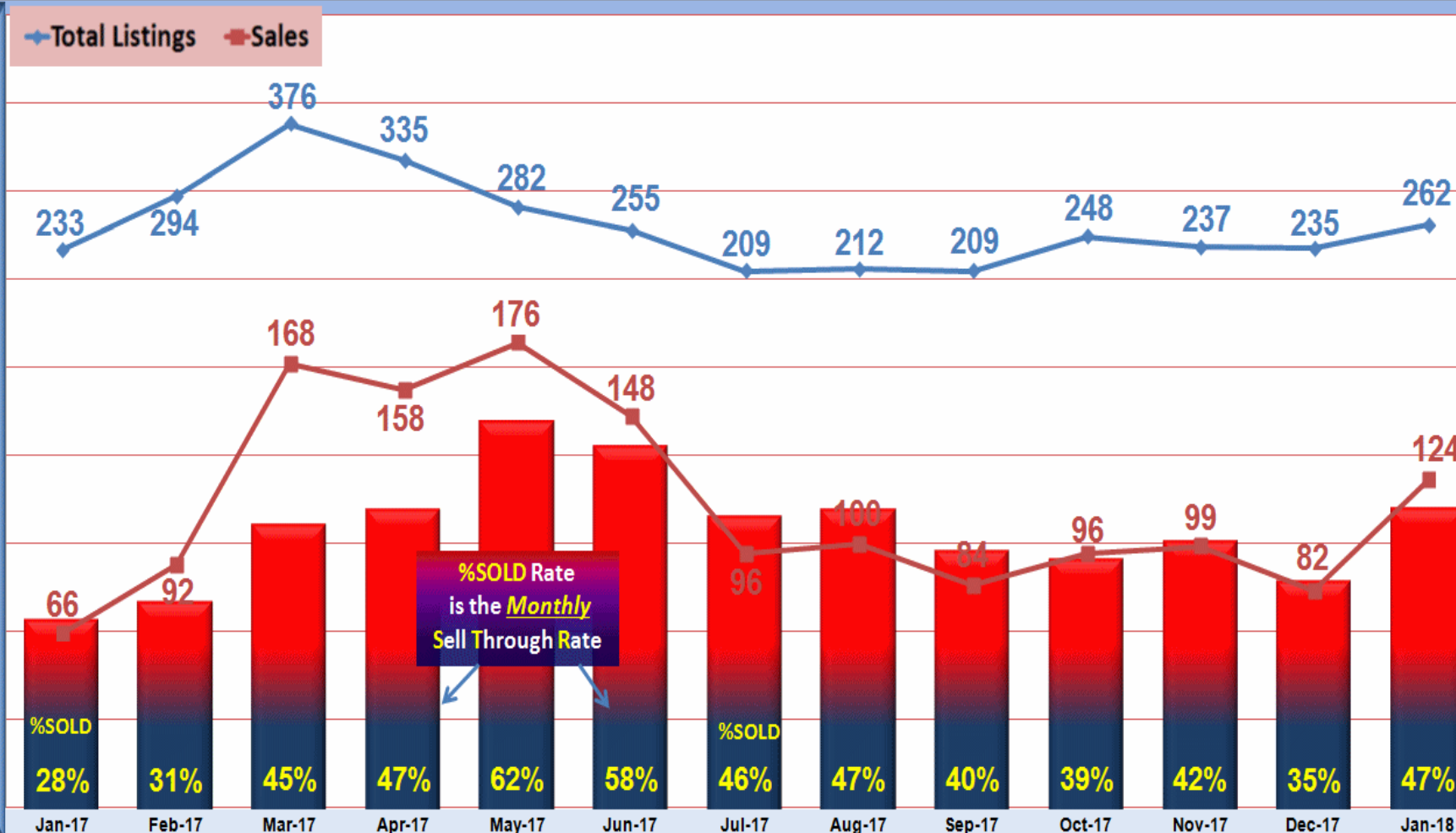
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings ( Monthly Rate)



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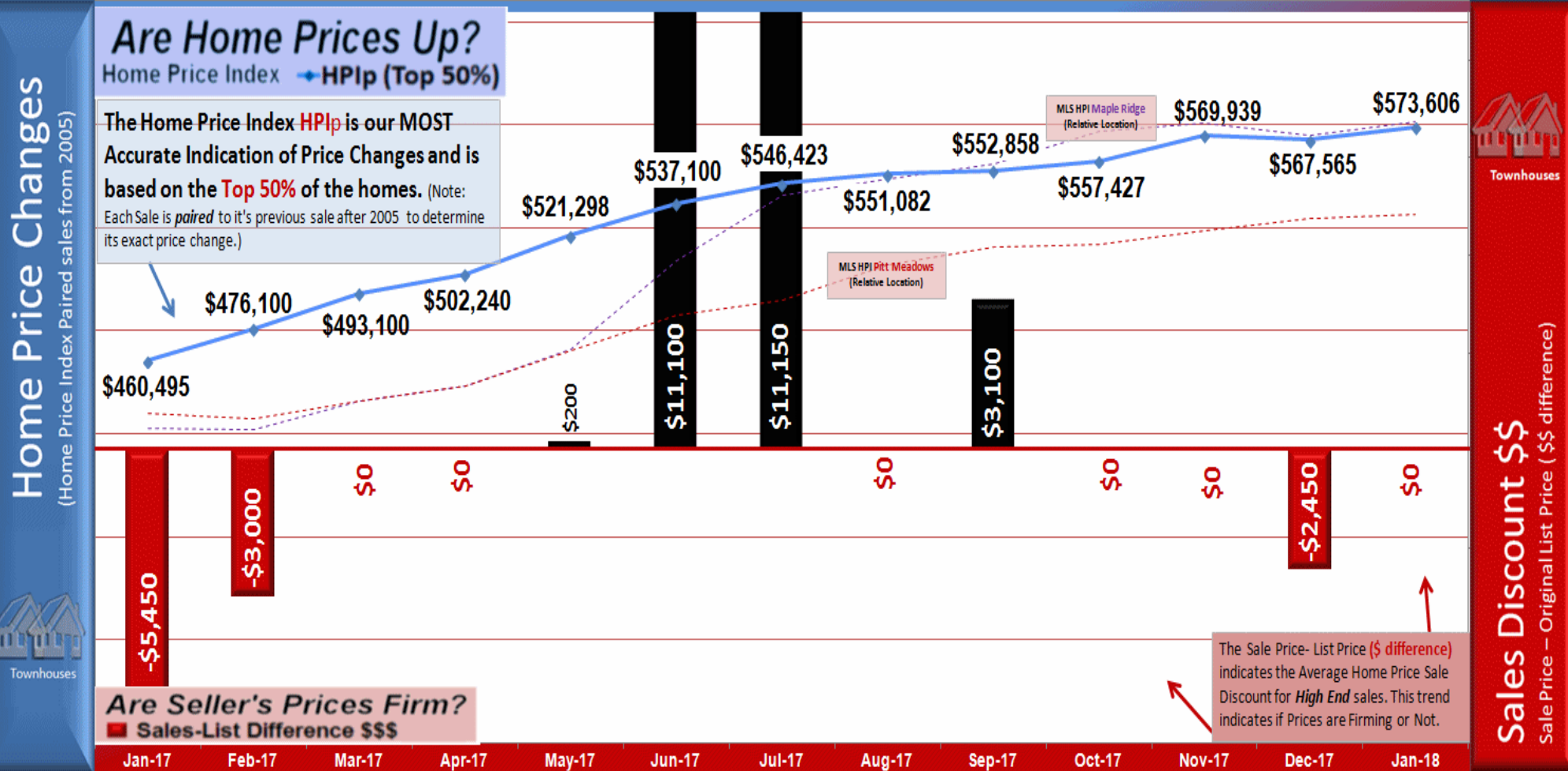
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Attached Maple Ridge, Pitt Meadows Townhouse Home Price Index HPIp (Top 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)



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# Vancouver Market Reports

Statistics, on the Web!

attached homes



Ron & Joyce Hubenig



Ph: 778-549-9909

## Market Analysis and Forecasting Feb 1/18 Maple Ridge –Pitt Mdws

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

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



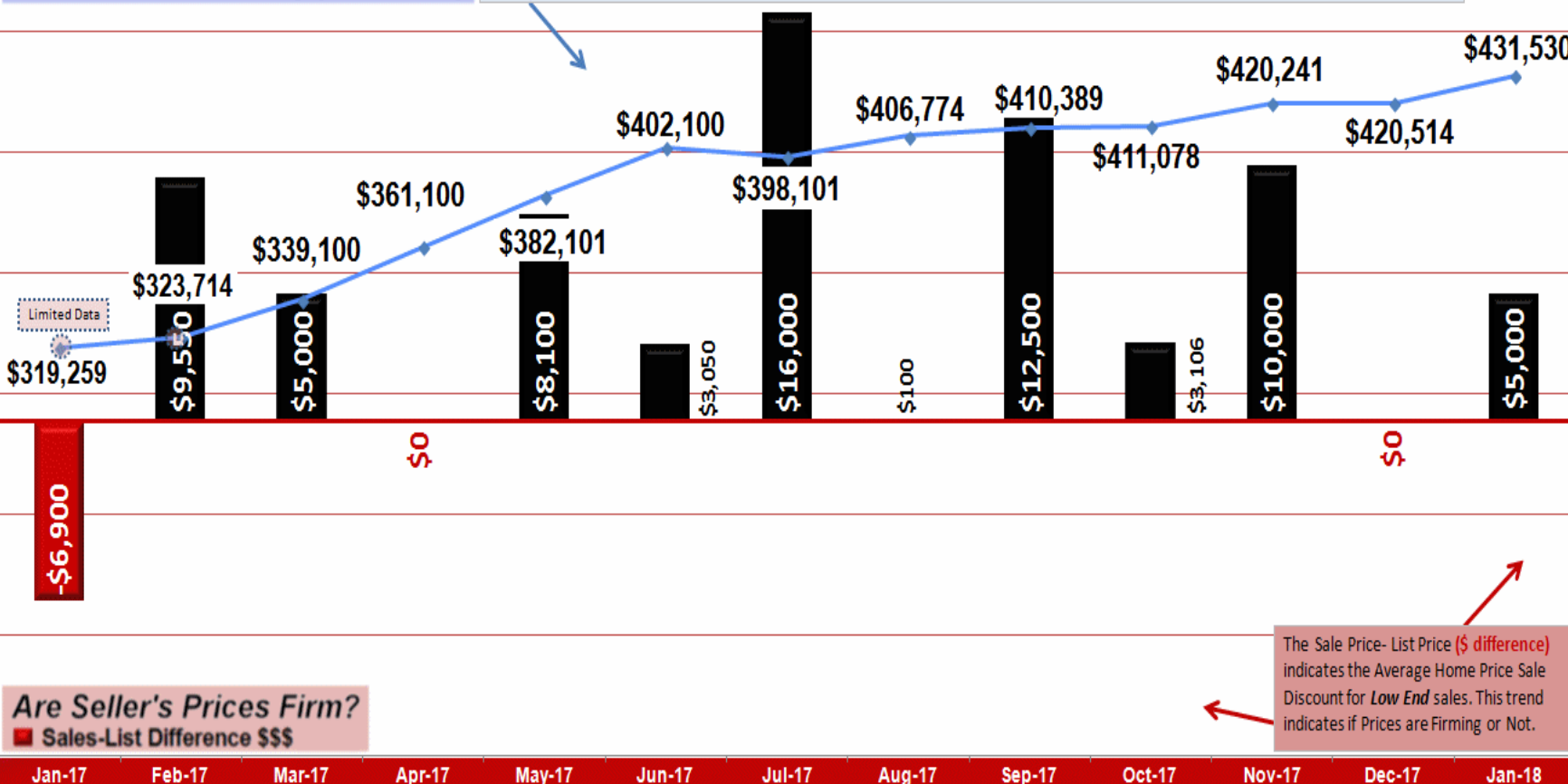
Townhouses

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

### 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.)



### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

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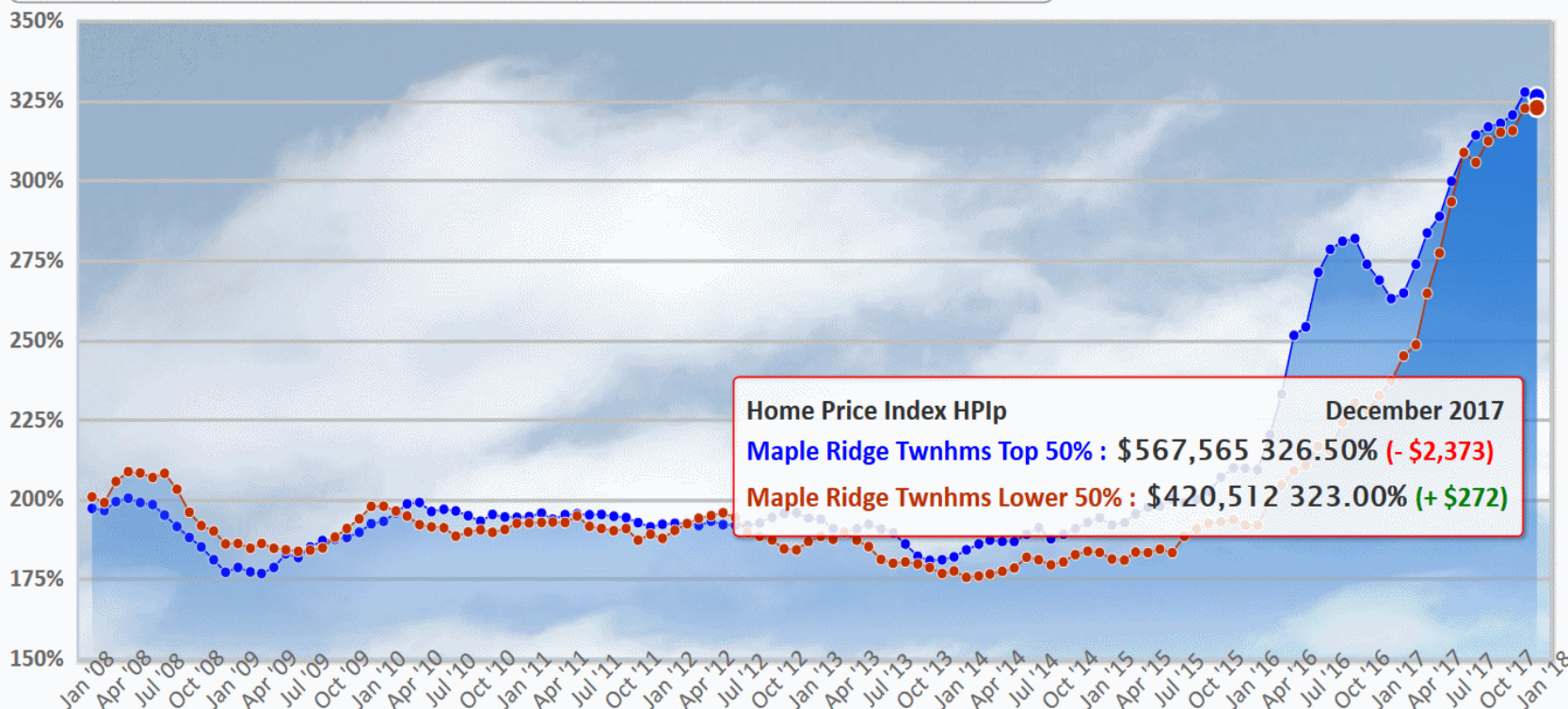


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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values	
Date	Value
Dec 2017	% 326.50
Nov 2017	% 327.90
Oct 2017	% 320.70
Sep 2017	% 318.10
Aug 2017	% 317.00
Jul 2017	% 314.40
Jun 2017	% 309.00
May 2017	% 299.90
Apr 2017	% 288.90
Mar 2017	% 283.70
Feb 2017	% 273.90
Jan 2017	% 264.90

<<< 123 >>>



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



Condominiums



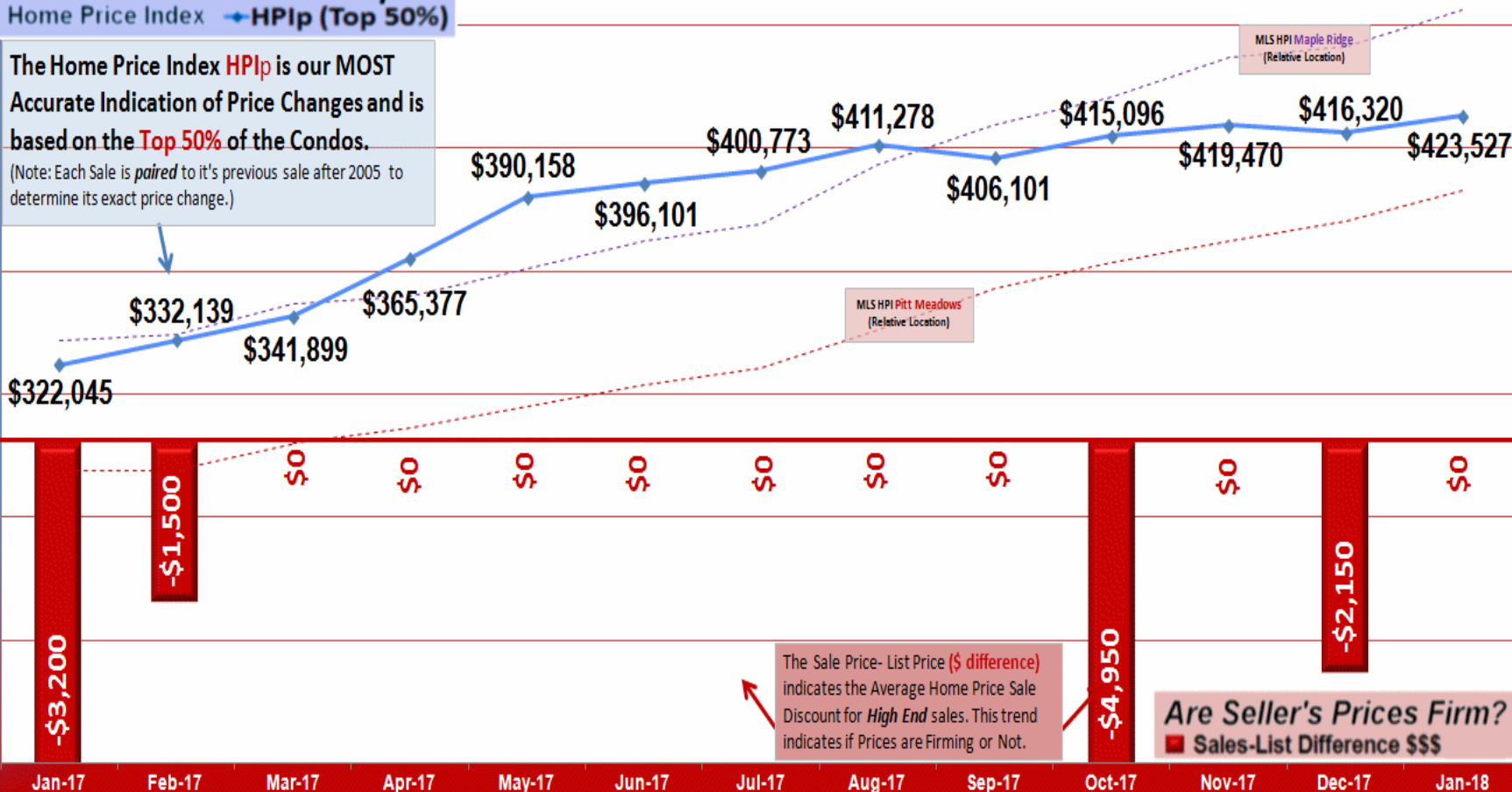
Condominiums

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■ Sales-List Difference \$\$\$

Sales Discount \$\$

Sale Price – Original List Price ( \$ difference)

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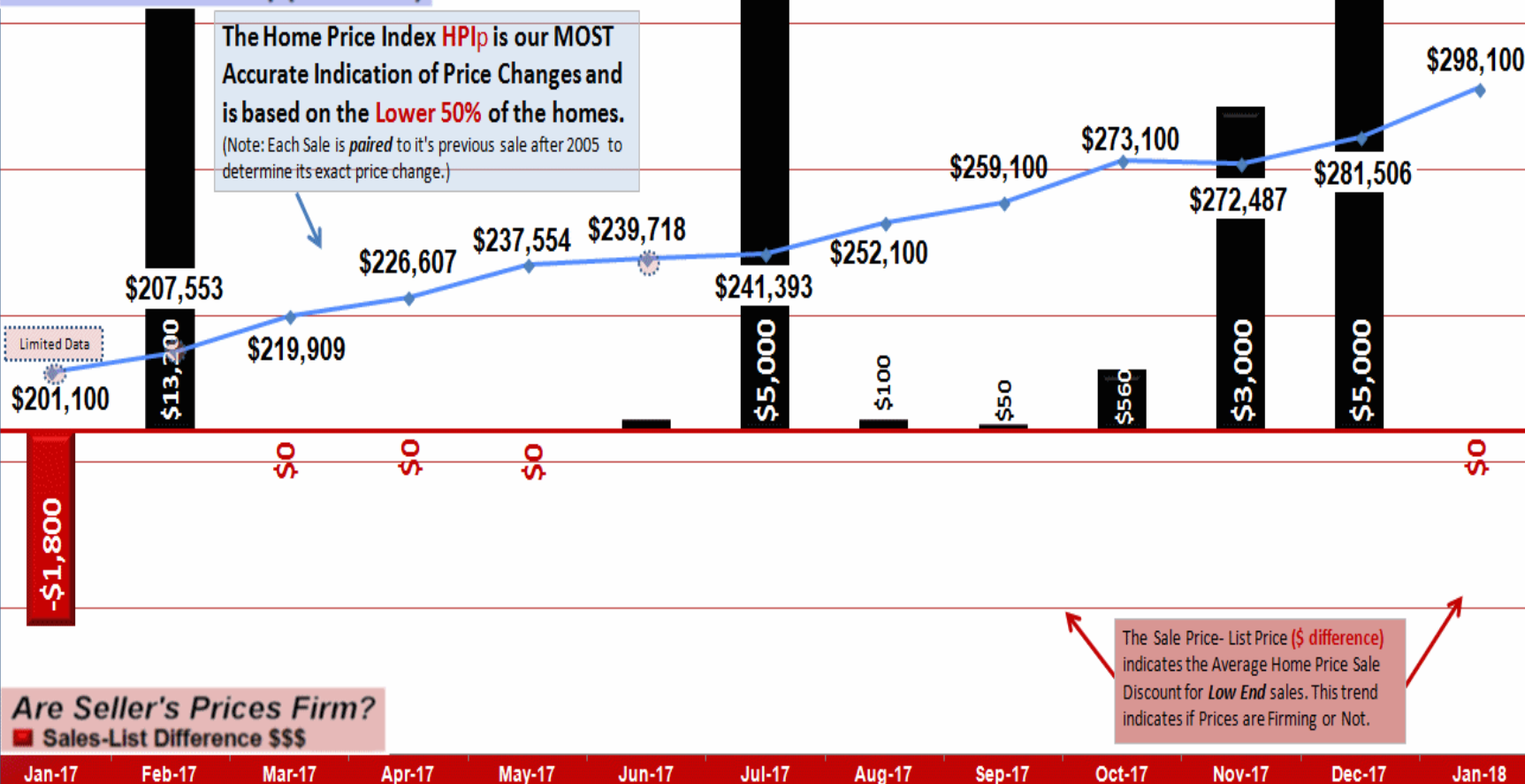
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Condominiums

Sales Discount \$\$  
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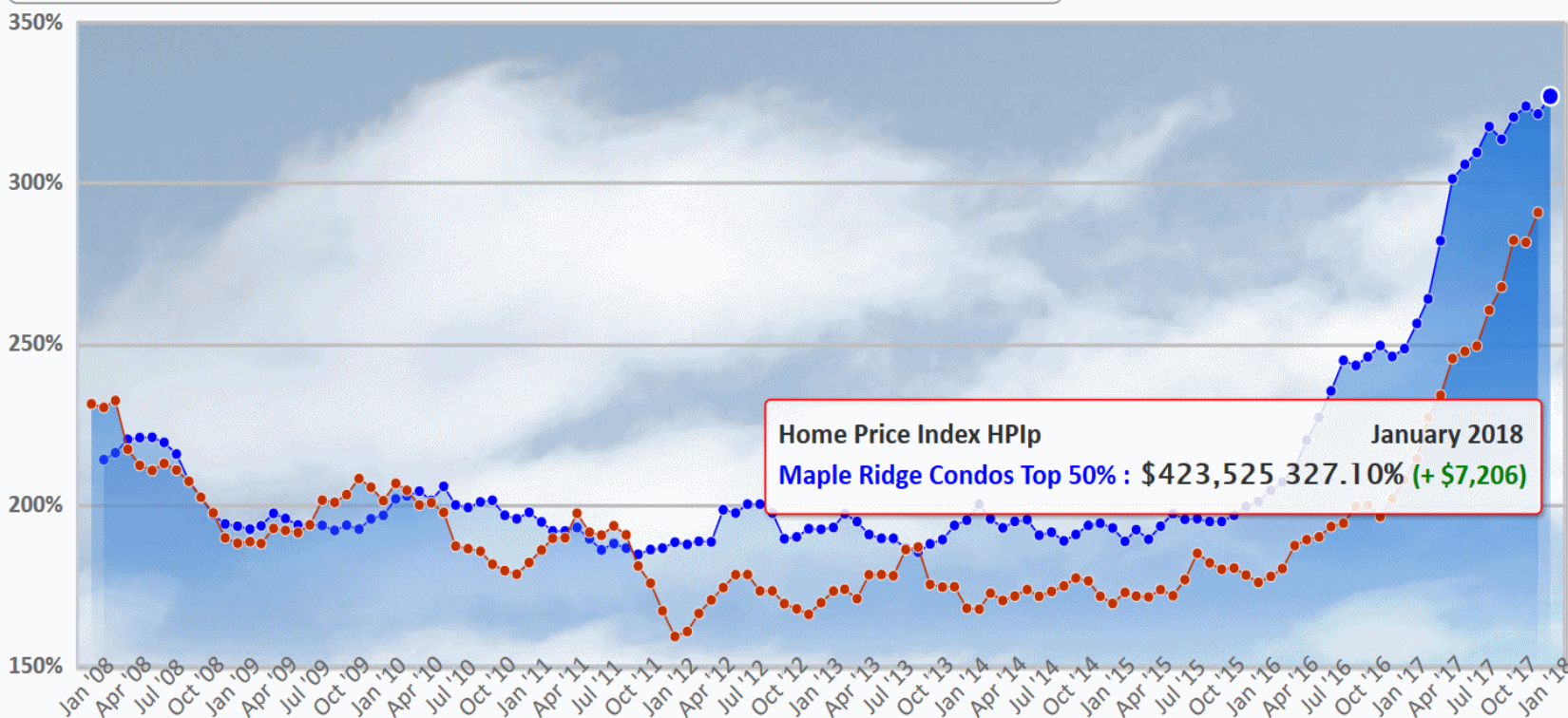
attached homes

## Market Analysis and Forecasting Feb 1/18 Maple Ridge –Pitt Mdws

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Powered by the Greater Vancouver Market Reports HPIp

Maple Ridge Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
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Monthly Home values

Date	Value
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Dec 2017	% 321.60
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# Vancouver Market Reports

attached homes

Statistics, on the Web!

## Market Analysis and Forecasting Feb 1/18 White Rock & S. Surrey



Ph: 778-549-9909

White Rock - South Surrey Sub areas Statistics - Jan 2018 Attached						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Elgin Chantrell	5	1	85	84%	-\$195,000	20.0%
Sunnyside Park Surrey	25	12	5	100%	\$0	48.0%
Crescent Bch Ocn Pk.	4	2	119	94%	-\$52,500	50.0%
White Rock	110	26	8	98%	-\$9,000	23.6%
King George Corridor	45	23	12	100%	\$0	51.1%
Hazelmere	0	0				0.0%
Grandview Surrey	133	29	17	100%	-\$2,000	21.8%
Morgan Creek	19	3	55	98%	-\$8,000	15.8%
Pacific Douglas	9	1	39	101%	\$4,945	11.1%
<b>Total Activity</b>	<b>350</b>	<b>97</b>	<b>12</b>	<b>99%</b>	<b>-\$4,900</b>	<b>28%</b>

White Rock - South Surrey List Price Ranges Statistics - Jan 2018 Attached						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$400,000	30	17	6	100%	\$0	56.7%
\$400,001-\$500,000	31	17	7	100%	\$0	54.8%
\$500,001-\$590,000	31	13	7	100%	-\$800	41.9%
\$590,001-\$675,000	50	13	26	100%	-\$2,900	26.0%
\$675,001-\$800,000	80	24	39	98%	-\$13,450	30.0%
\$800,001-\$1,000,000	88	12	18	97%	-\$26,450	13.6%
\$1,000,001 and more	40	1	85	84%	-\$195,000	2.5%
<b>Total Activity</b>	<b>350</b>	<b>97</b>	<b>12</b>	<b>99%</b>	<b>-\$4,900</b>	<b>28%</b>

Feb 1 2018 White Rock - South Surrey Market Update (Attached)

**Current:** White Rock South Surrey is in a Sellers Market with average listing inventories, **28 %SOLD** rate and a 99% Sell/List Ratio.  
(This means that there is an average of \$4,900 discount on a sale from the original list price)

**Most Active Price Range:** Homes below \$400,000 have **56.7 %SOLD** rate.  
**Least Active Price Range:** Homes above \$1 mill. have **2.5 %SOLD** rate.

**History:** The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$145,244.  
The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$107,310.  
The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$101,731.  
The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$91,252.  
\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** White Rock has average Listing Inventories, 6% less last 2016. An increase of 166 is seen on New Listings.

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings (A,S,T,C,X)	371	354	350		-4
Active Listings	168	267	203	205	2
Solds	93	102	97		-5
Days on Market (DOM)	11	15	12		-3
%SOLD (Sales/ Listings /mnlthly rate)	25%	29%	28%		-1%
<b>Condos (Top 50%) Home Price Index HPIp</b>	\$535,856	\$656,279	\$681,100		\$24,821
<b>Condos (Lower 50%) Home Price Index HPIp</b>	\$274,354	\$381,404	\$381,664		\$260
<b>Twnhs (Top 50%) Home Price Index HPIp</b>	\$795,859	\$899,850	\$897,589		-\$2,261
<b>Twnhs (Lower 50%) Home Price Index HPIp</b>	\$463,849	\$559,698	\$555,101		-\$4,597

**Biography:** Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

January's Real Estate Statistics shows just 44% of Vancouver's Detached Markets increased values. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of \$12,262, which the same as the \$12,671 decrease that we saw in the month prior. On the Average Fraser Valley still has a stronger Market with their \$7,012 monthly increase. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets. Currently, the Condo Markets set the breakneck pace with 93% increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks.

**Analytical Methods:** The White Rock South Surrey 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 **White Rock South Surrey HPIp Top 50%** representing the higher end sales and the **White Rock South Surrey 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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**Ron and Joyce Hubenig**

# Vancouver Market Reports

Statistics, on the Web!

attached homes



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## Market Analysis and Forecasting Feb 1/18 White Rock & S. Surrey

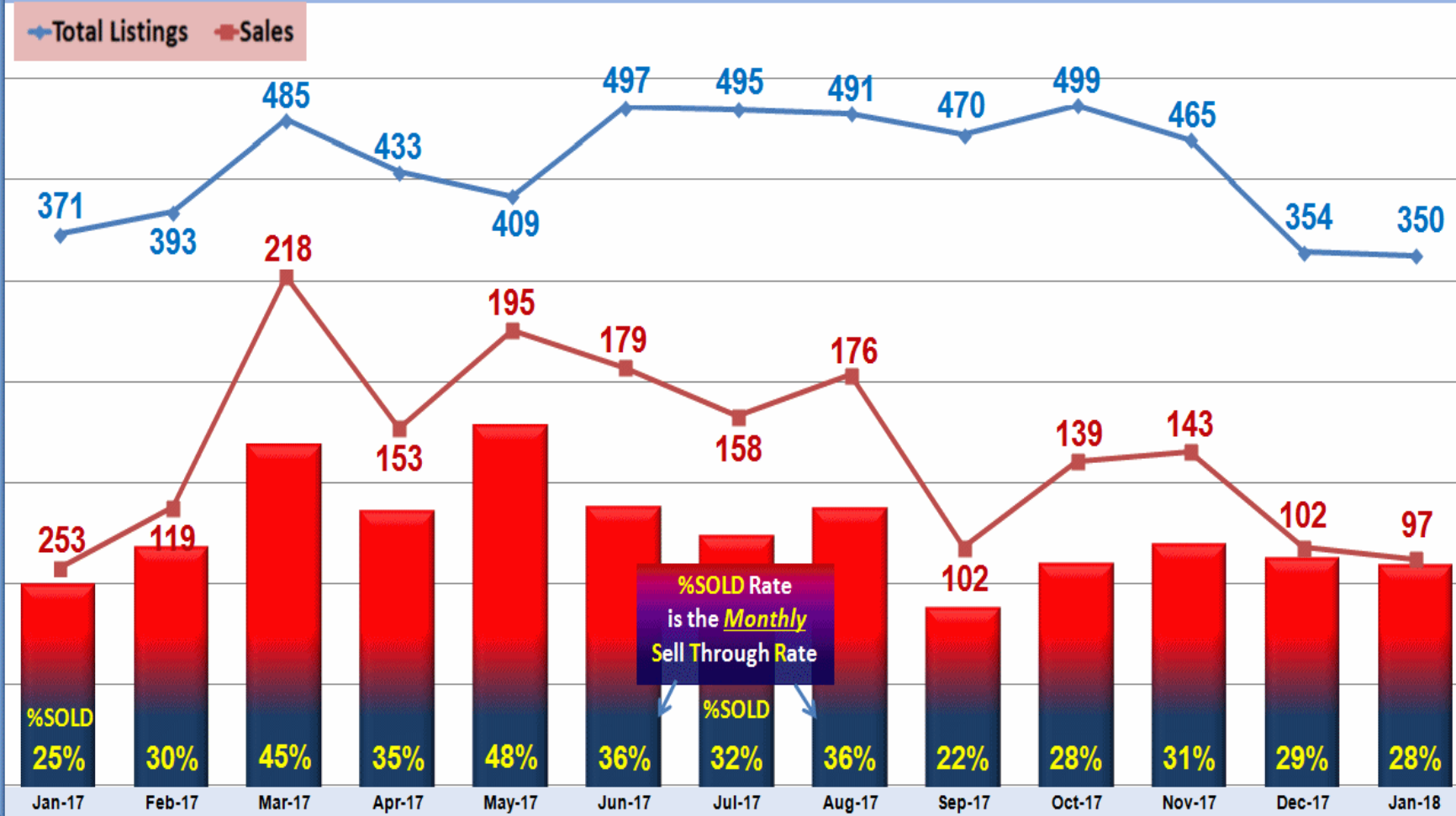
Attached White Rock - South Surrey Total Listings\*\*, Sales, and %SOLD rates

Sales / Listings  
Monthly Totals



Attached

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



%SOLD Rate is the Monthly Sell Through Rate



Attached

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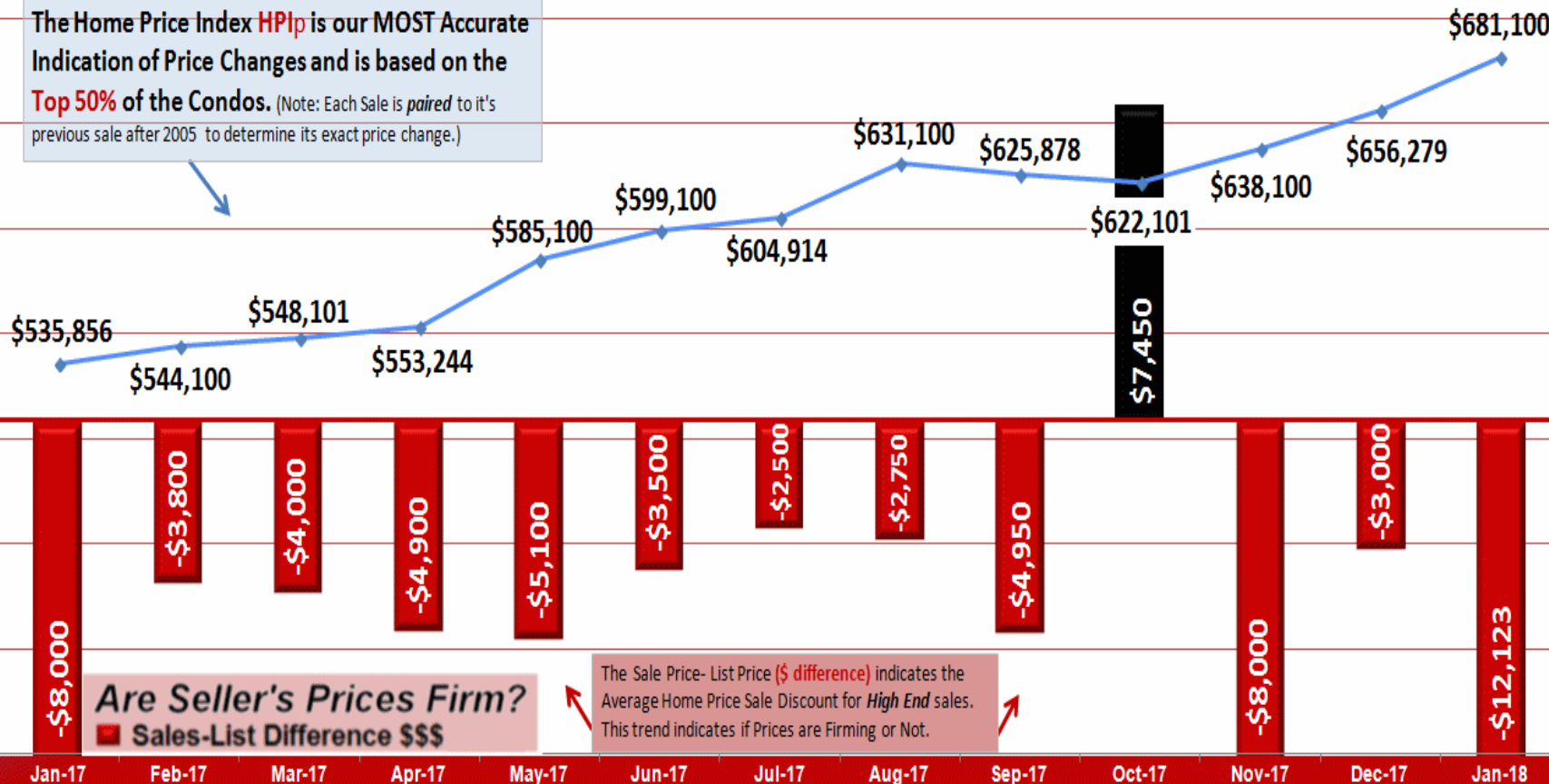


Condominiums

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

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

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### Home Price Changes

(Home Price Index Paired sales from 2005)



Condominiums



Condominiums

### Sales Discount \$\$

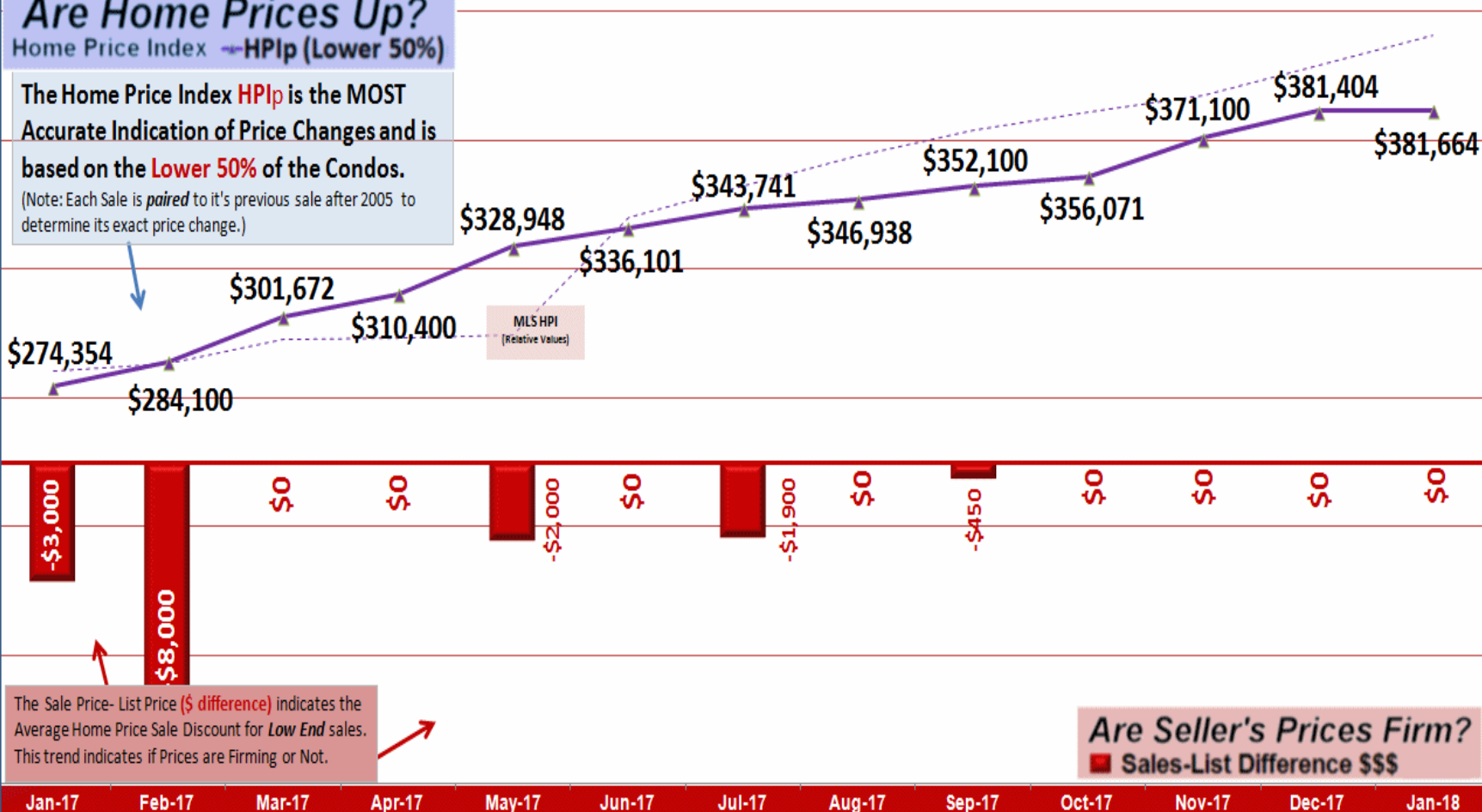
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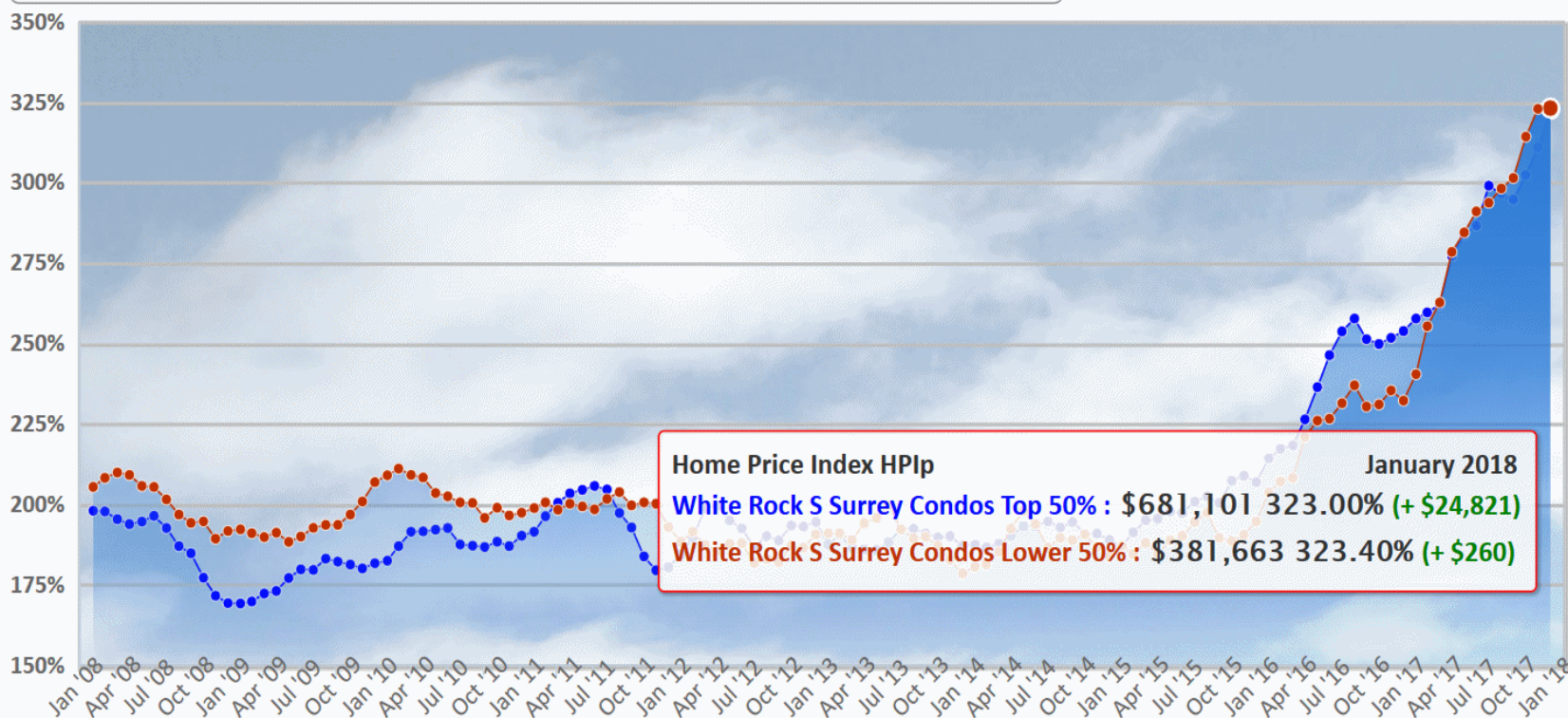
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Powered by the Greater Vancouver Market Reports HPIp



White Rock S Surrey Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 White Rock S Surrey Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

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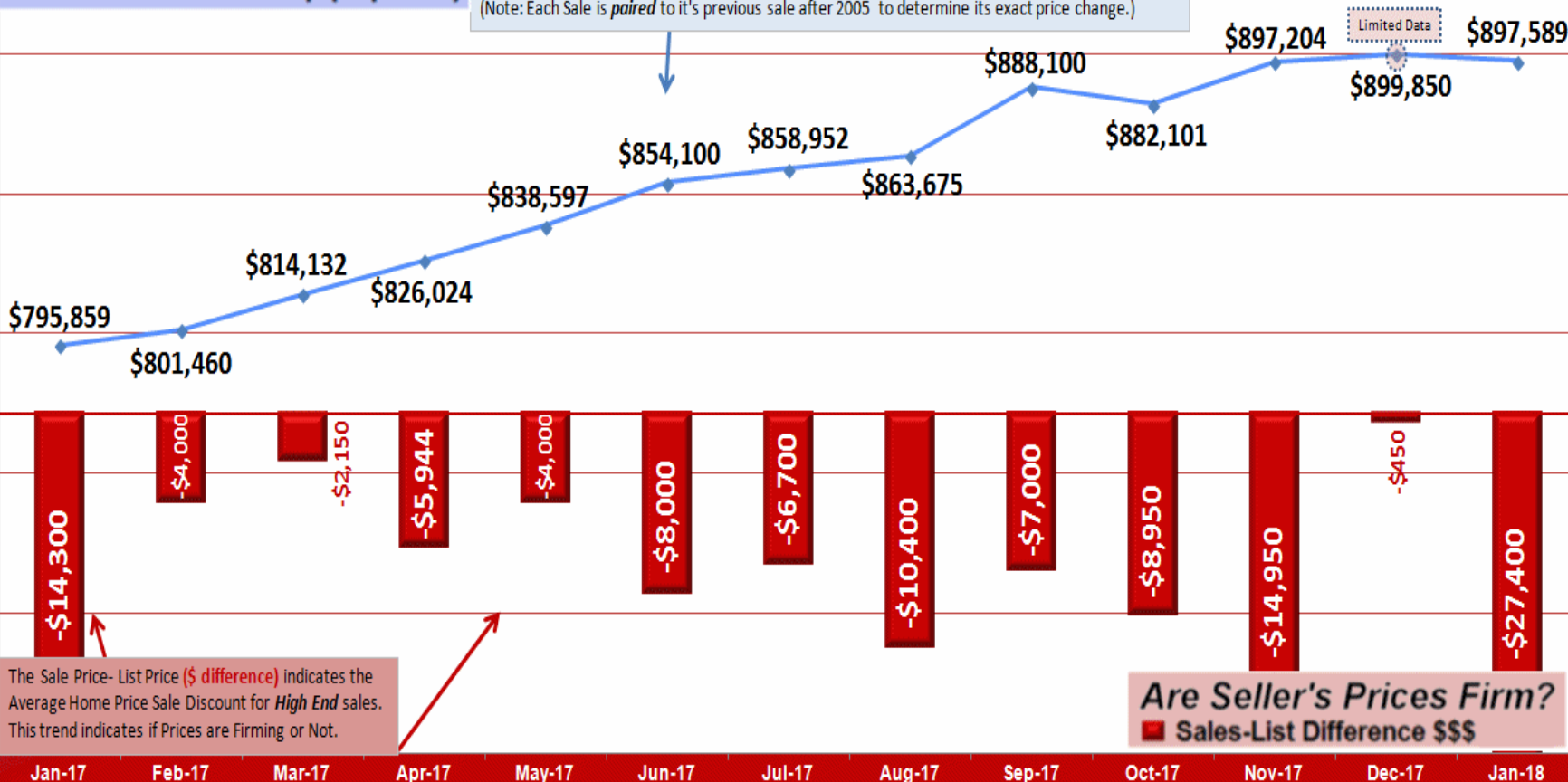
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Are Home Prices Up?  
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Townhouses

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

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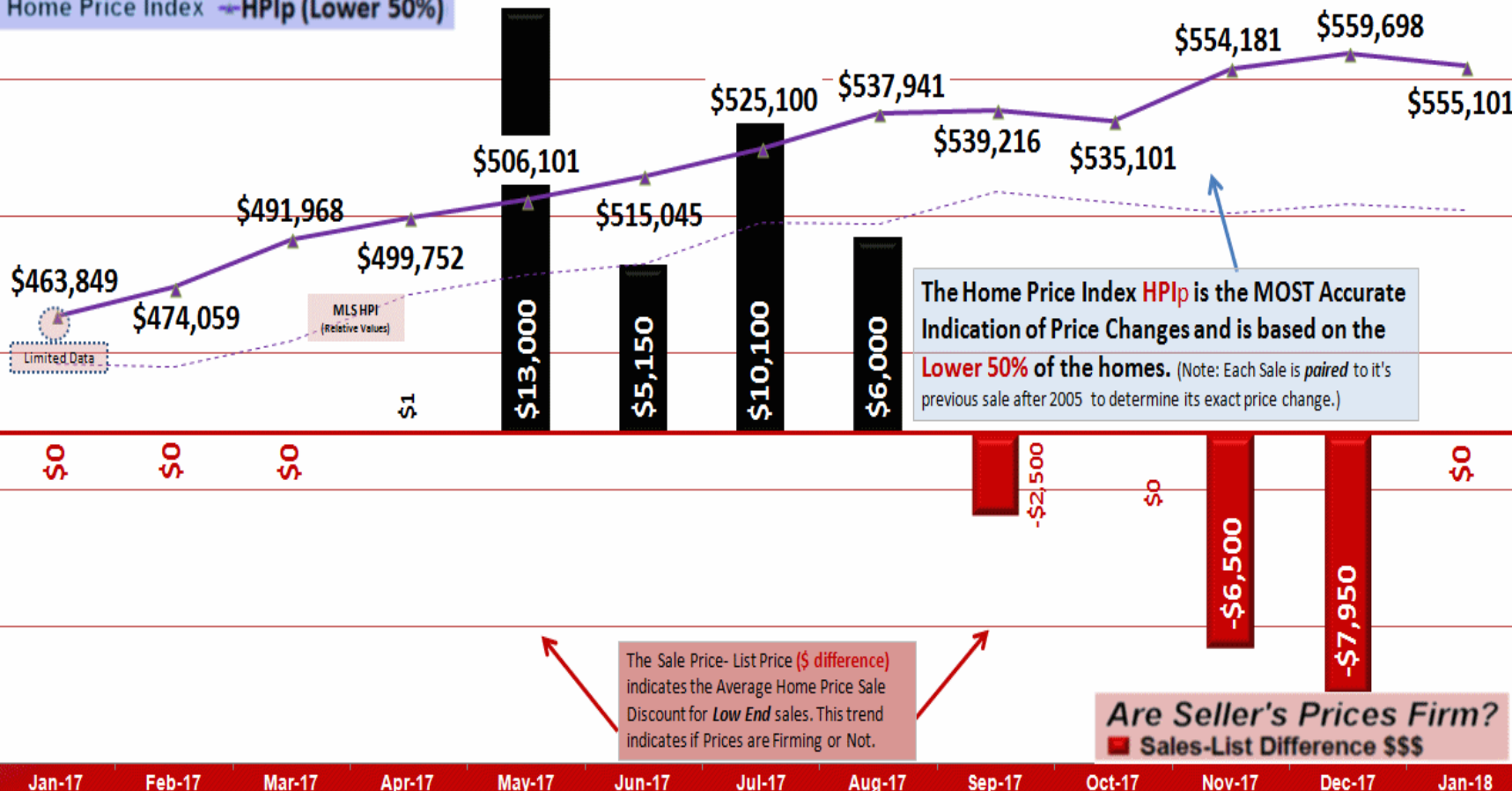


Townhouses

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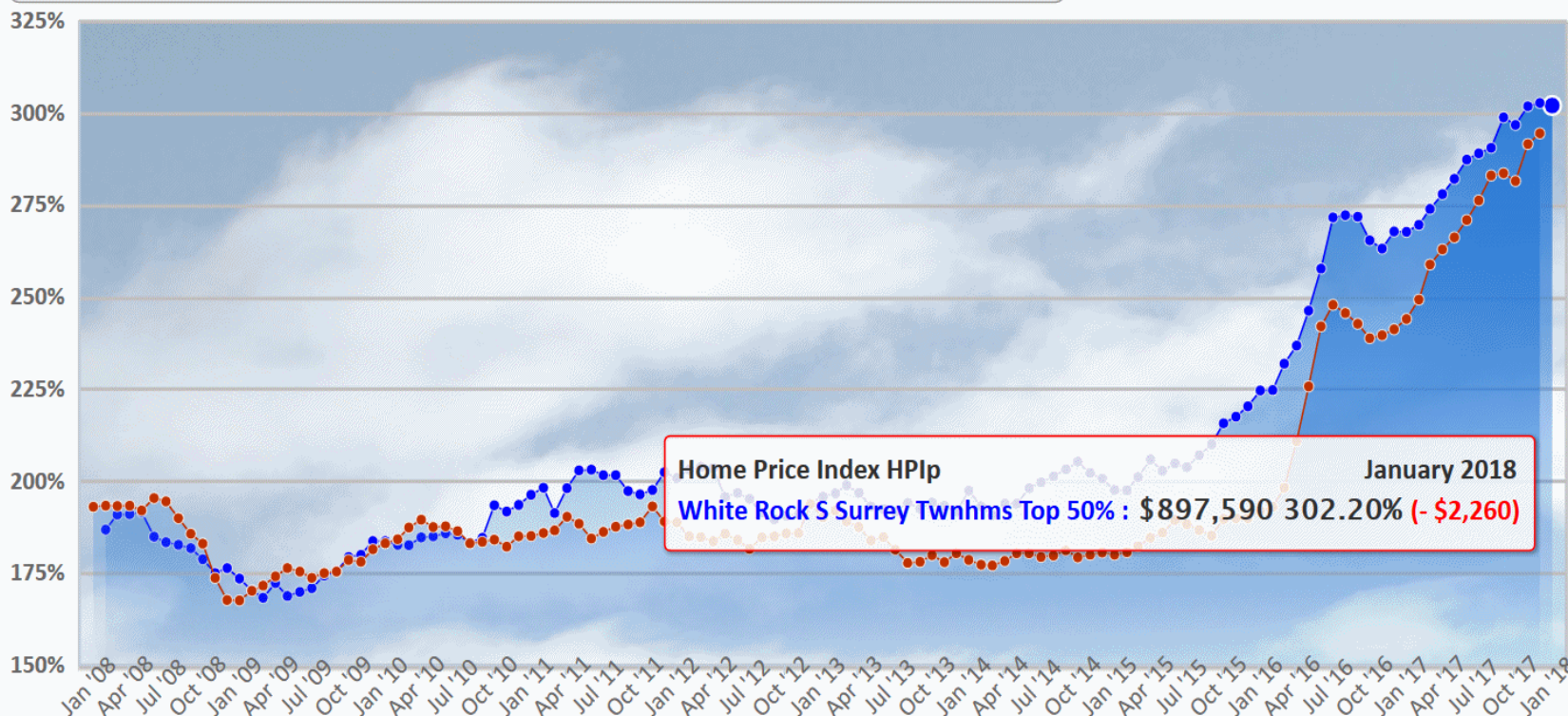
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White Rock S Surrey Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
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Home Price Index HPIp  
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 January 2018

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## Market Analysis and Forecasting

Feb 1/18

## East Surrey

**TEAM 3000 REALTY LTD**  
**Ron & Joyce Hubenig**  
**Ph: 778-549-9909**

### East Surrey Sub areas Statistics - Jan 2018

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	1	1	11	101%	\$4,000	100.0%
Guildford	84	41	7	103%	\$11,000	48.8%
Fleetwood Tynehead	60	20	20	100%	\$50	33.3%
Panorama Ridge	8	5	18	100%	\$0	62.5%
Sullivan Station	60	20	9	101%	\$3,600	33.3%
<b>Total Activity</b>	<b>213</b>	<b>87</b>	<b>8</b>	<b>101%</b>	<b>\$4,500</b>	<b>41%</b>

### East Surrey List Price Ranges Statistics - Jan 2018

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$300,000	12	8	6	110%	\$27,700	66.7%
\$300,001-\$500,000	72	38	7	104%	\$13,100	52.8%
\$500,001-\$650,000	85	33	19	100%	\$0	38.8%
\$650,001 and more	44	8	12	100%	\$0	18.2%
<b>Total Activity</b>	<b>213</b>	<b>87</b>	<b>8</b>	<b>101%</b>	<b>\$4,500</b>	<b>41%</b>

### Feb 1 2018 East Surrey Market Update Attached Townhomes/ Condos

**Current:** East Surrey is a Sellers Market with average listing inventory, a **41 %SOLD** rate and a 101% Sell/List Ratio.  
 (This means the discount on a sale from the original list price is averaging \$4,500)

*Most Active Price Range:* Homes below \$300,000 have **66.7 %SOLD** rate.

*Least Active Price Range:* Homes above \$600,000 have **18.2 %SOLD** rate.

### History: The East Surrey's Condos Year-To-Date Home Price Index

**HPIp (Top 50%)** shows that prices are increased \$116,351.

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

**HPIp (Lower 50%)** shows that prices increased \$101,544.

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

**HPIp (Top 50%)** shows that prices increased \$130,756.

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

**HPIp (Lower 50%)** shows that prices are increased \$124,867.

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

### Forecast: This month's listing inventory is same as same month last year.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks.

**Analytical Methods:** The East Surrey 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 **East Surrey HPIp Top 50%** representing the higher end sales and the **East Surrey 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 & they assume no responsibility for its accuracy. Copyright: RMXReports.

### Monthly Changes Summary

	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	213	224	213		-11
Active Listings (1st of the month)	94	138	101	102	1
Solds	63	110	87		-23
Days on Market (DOM)	26	10	8		-2
%SOLD (Sales/ Listings /mthly rate)	30%	49%	41%		-8%
<b>Condos (Top 50%) Home Price Index HPIp</b>	\$299,796	\$406,637	\$416,147		\$9,510
<b>Condos (Lower 50%) Home Price Index HPIp</b>	\$186,247	\$275,076	\$287,791		\$12,715
<b>Twnhs (Top 50%) Home Price Index HPIp</b>	\$510,618	\$621,101	\$641,374		\$20,273
<b>Twnhs (Lower 50%) Home Price Index HPIp</b>	\$329,663	\$450,213	\$454,530		\$4,317

**Biography:** Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

\*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.

**Ron and Joyce Hubenig**

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# Vancouver Market Reports

Statistics, on the Web!

attached homes



Ron & Joyce Hubenig



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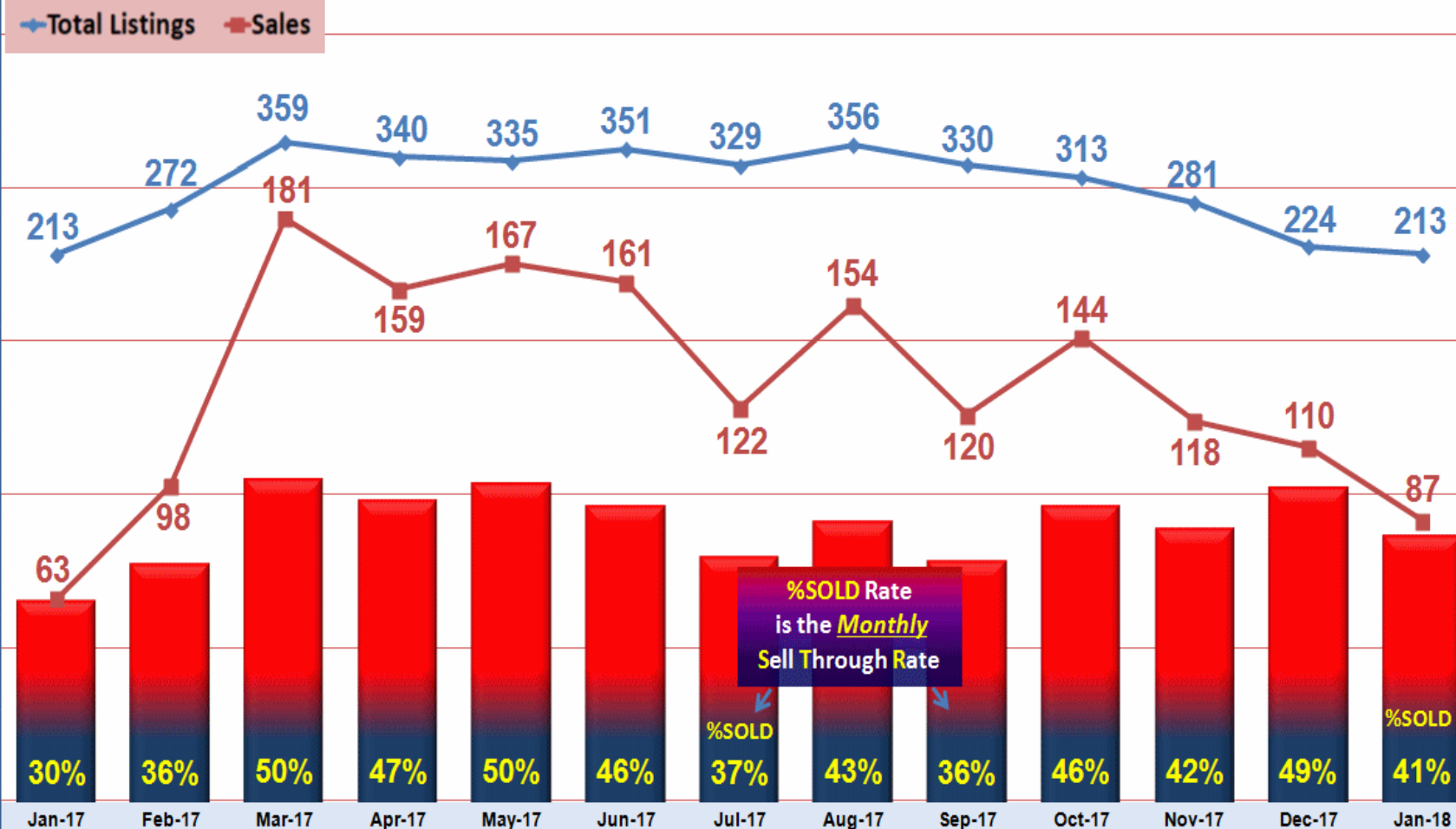
Market Analysis and Forecasting

Feb 1/18

East Surrey

Attached Townhomes/ Condos East Surrey Total Listings\*, Sales, and %SOLD rates

Sales / Listings  
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

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Market Analysis and Forecasting

Feb 1/18

East Surrey

Attached

East Surrey **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)



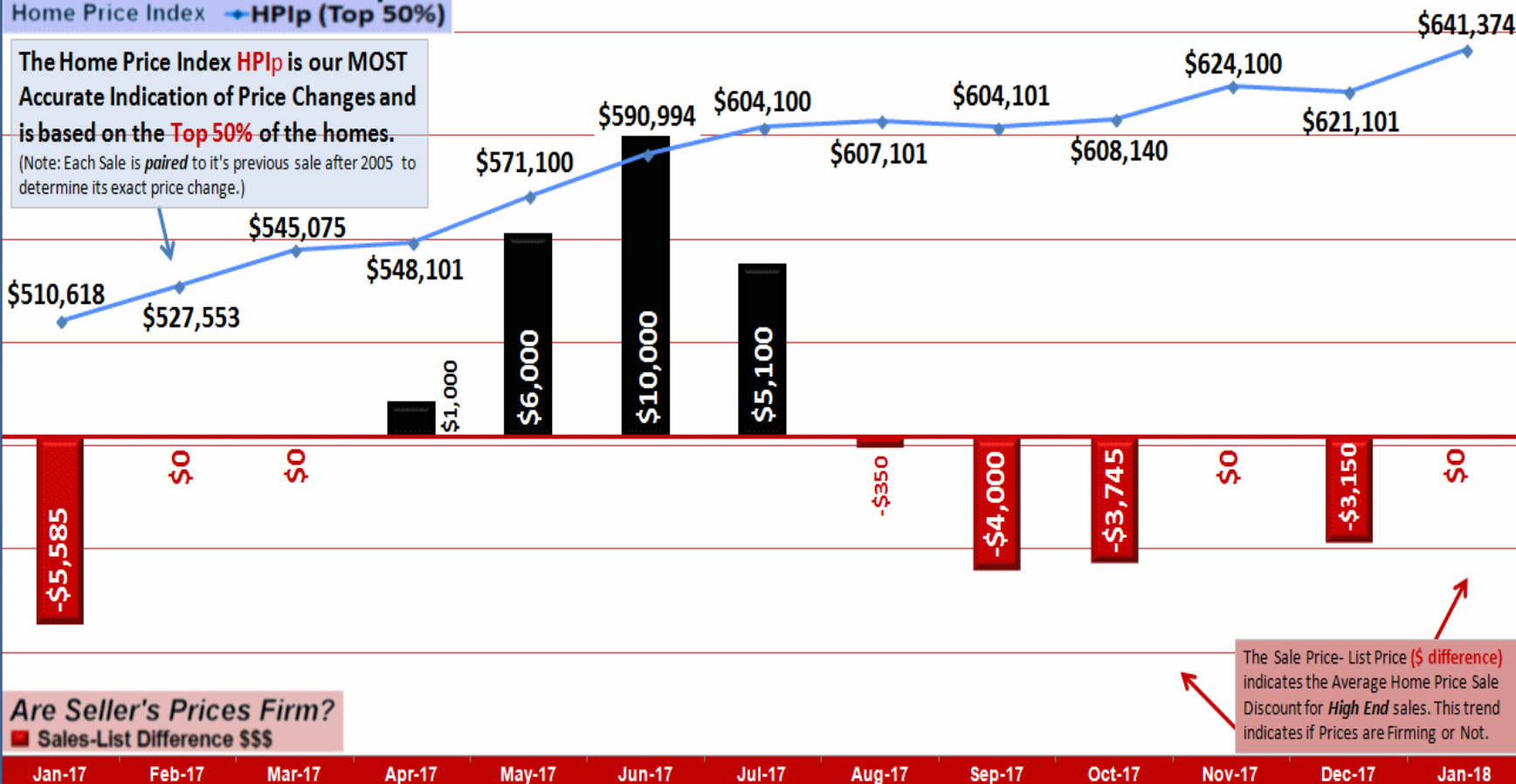
Townhouses

## Are Home Prices Up?

Home Price Index → **HPIp** (Top 50%)

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

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



## 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.



Townhouses

Sales Discount \$\$

Sale Price - Original List Price ( \$ difference)

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Statistics, on the Web!

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Market Analysis and Forecasting

Feb 1/18

East Surrey

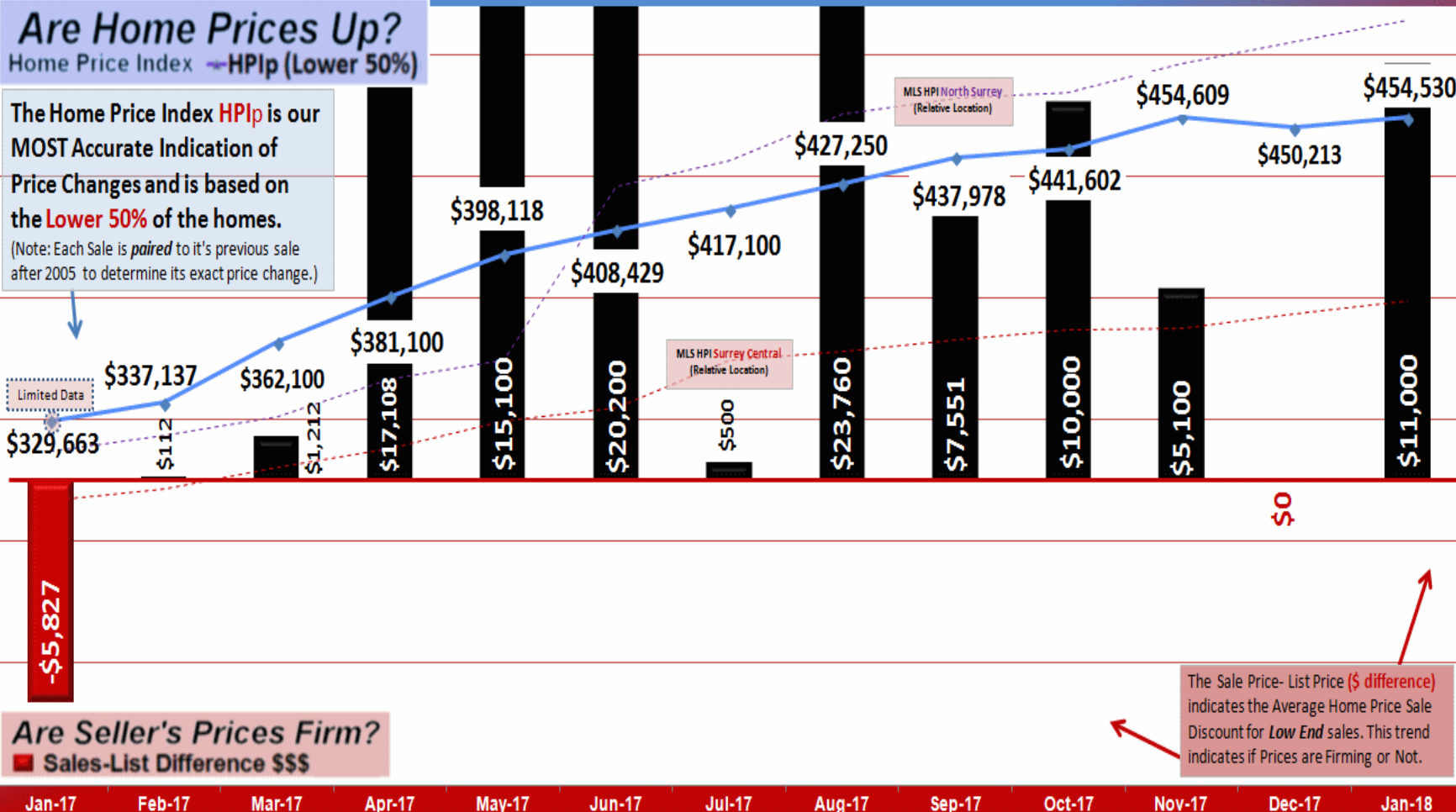
Attached East Surrey Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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.



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

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Statistics, on the Web!

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Market Analysis and Forecasting

Feb 1/18

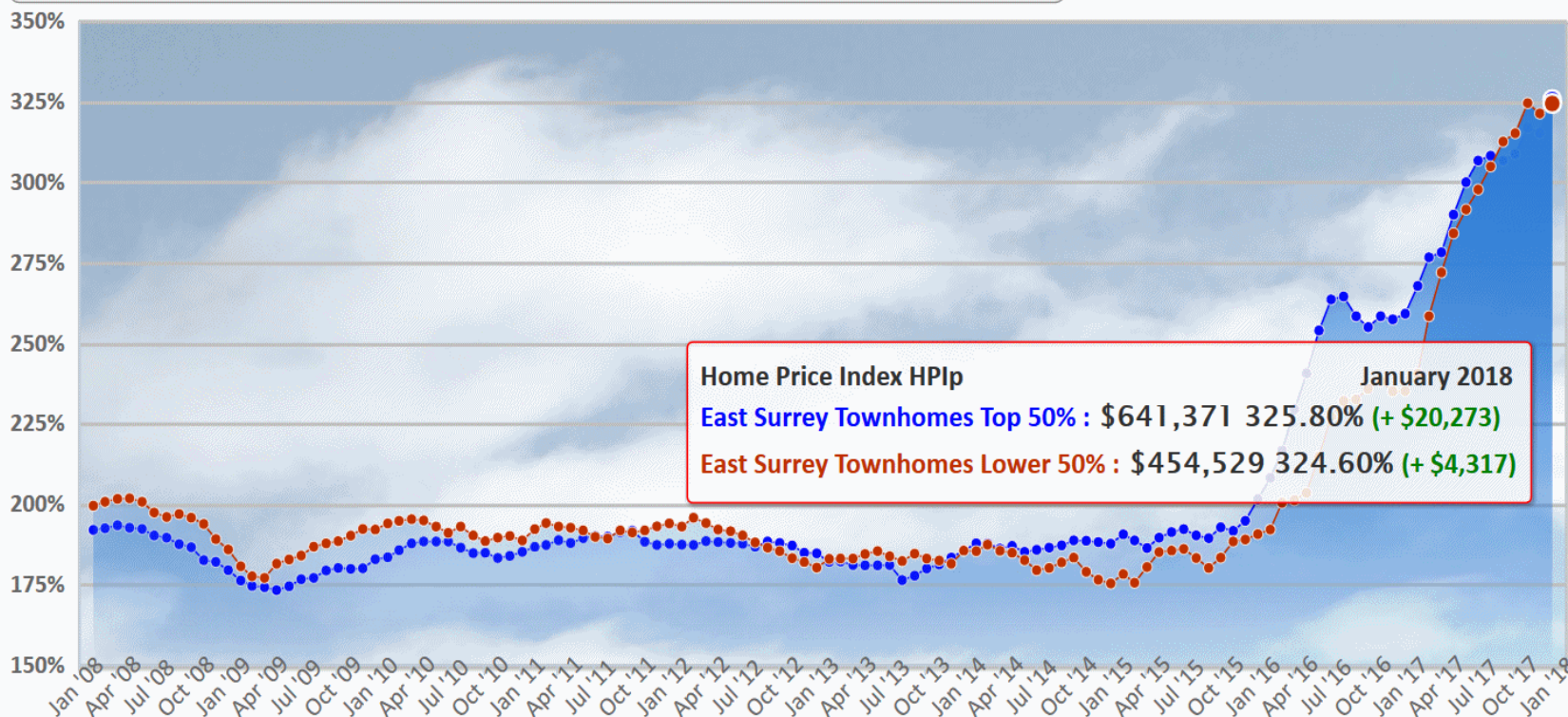
East Surrey

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East Surrey Townhomes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 East Surrey Townhomes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values	
Date	Value
Jan 2018	% 325.80
Dec 2017	% 315.50
Nov 2017	% 317.10
Oct 2017	% 308.90
Sep 2017	% 306.90
Aug 2017	% 308.40
Jul 2017	% 306.90
Jun 2017	% 300.20
May 2017	% 290.10
Apr 2017	% 278.40
Mar 2017	% 276.90
Feb 2017	% 268.00

<<< 1 2 3 >>>

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Market Analysis and Forecasting

Feb 1/18

East Surrey

Attached

East Surrey

Condos

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

Home Price Changes

(Home Price Index Paired sales from 2005)



Condominiums



Condominiums

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

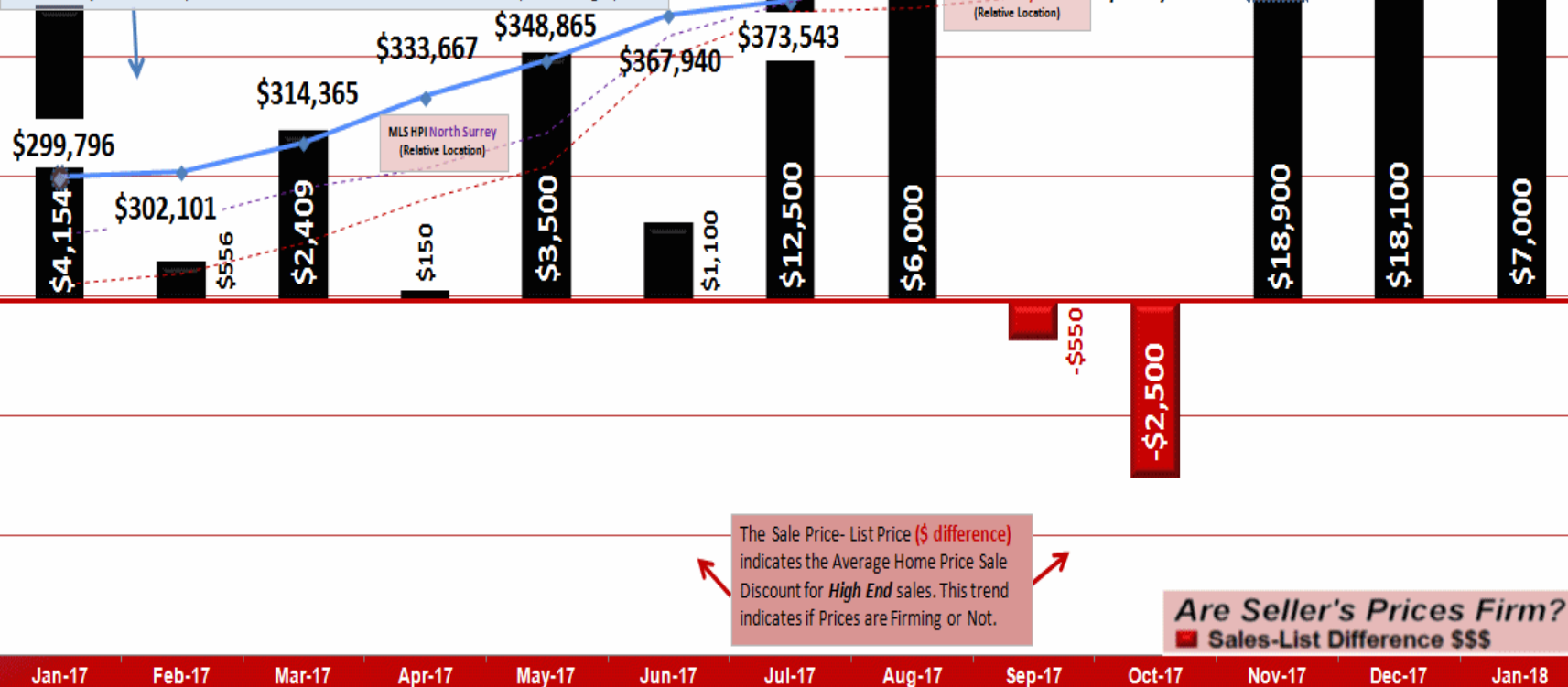
## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

The Home Price Index HPIp is our MOST Accurate Indication of

Price Changes and is based on the Top 50% of the Condos. (Note:

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



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

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

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Ron and Joyce Hubenig

# Vancouver Market Reports

Statistics, on the Web!

attached homes



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Market Analysis and Forecasting

Feb 1/18

East Surrey

Attached

East Surrey

Condos

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

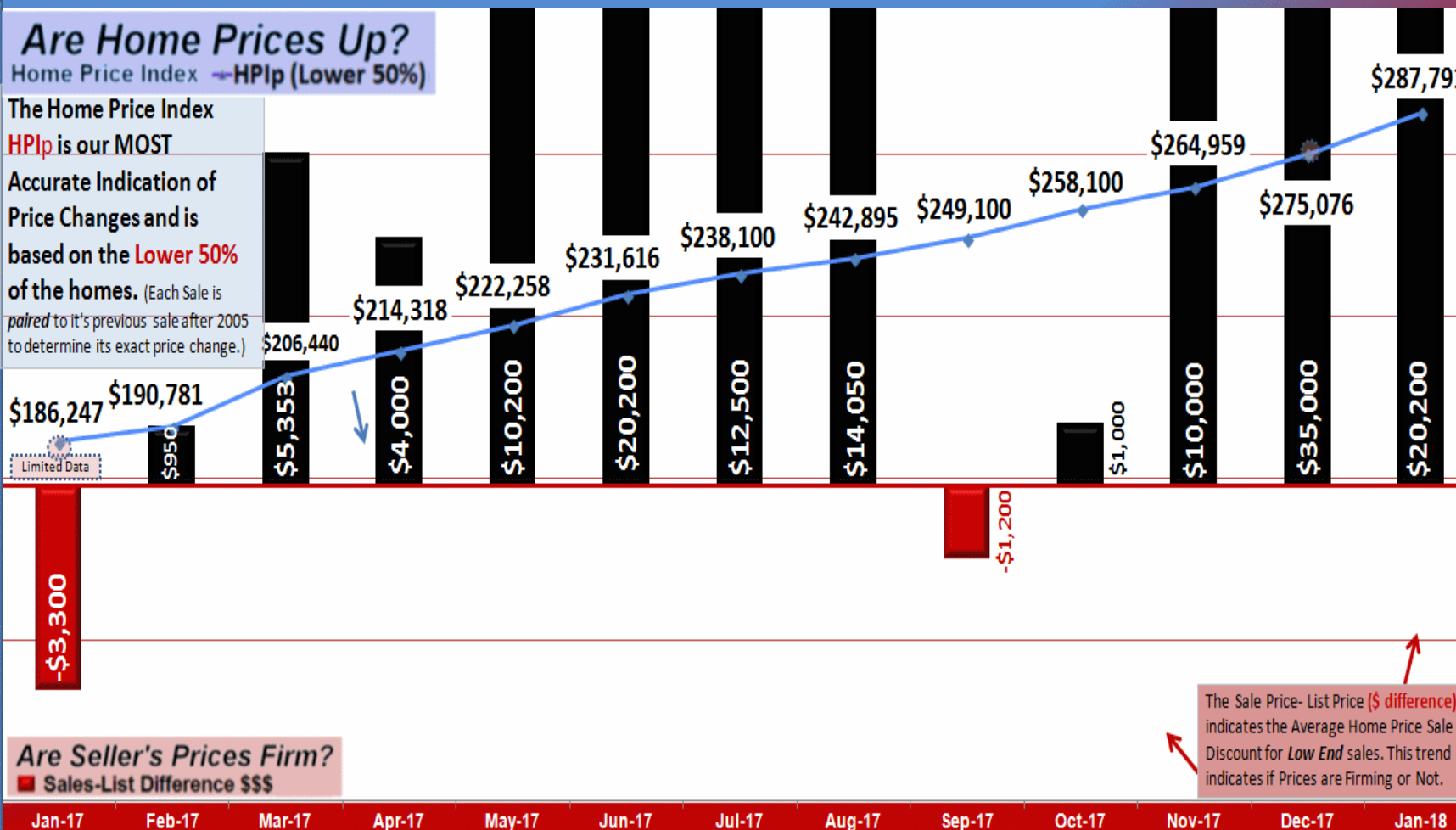
Home Price Changes

(Home Price Index Paired sales from 2005)

## Are Home Prices Up?

Home Price Index → **HPIp** (Lower 50%)

The Home Price Index **HPIp** is our MOST Accurate Indication of Price Changes and is based on the **Lower 50%** of the homes. (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 **Low End** sales. This trend indicates if Prices are Firming or Not.



Townhouses

Sales Discount \$\$\$

Sale Price - Original List Price (\$ difference)

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Market Analysis and Forecasting

Feb 1/18

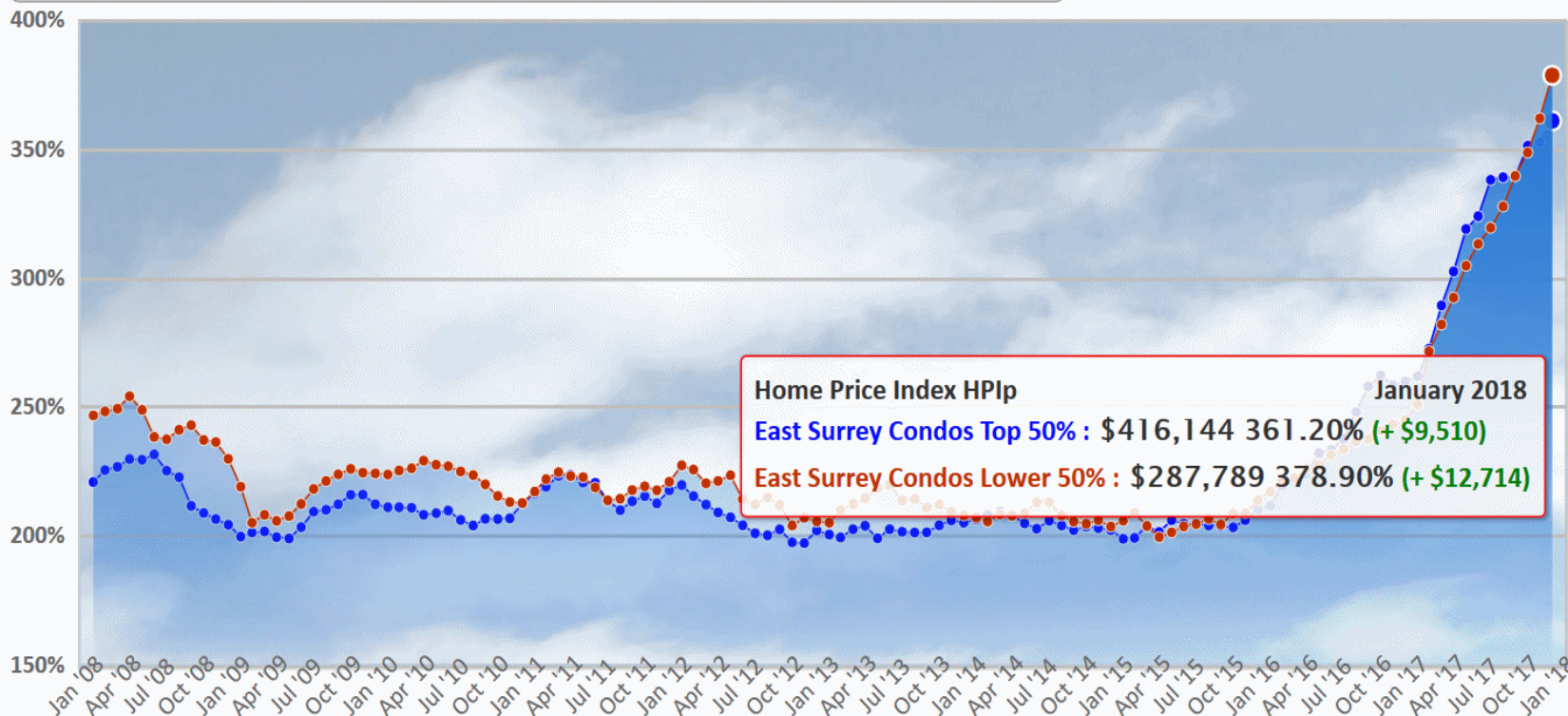
East Surrey

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East Surrey Condos Top 50% : **HPIp** Forecast+ Forecast-  
 East Surrey Condos Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Jan 2018	% 361.20
Dec 2017	% 352.90
Nov 2017	% 351.60
Oct 2017	% 339.50
Sep 2017	% 339.30
Aug 2017	% 338.30
Jul 2017	% 324.20
Jun 2017	% 319.30
May 2017	% 302.80
Apr 2017	% 289.60
Mar 2017	% 272.80
Feb 2017	% 262.20

<<< 1 2 3 >>>



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# Vancouver Market Reports

attached homes

Statistics, on the Web!

## Market Analysis and Forecasting

Feb 1/18

## West Surrey

**TEAM 3000 REALTY LTD**  
**Ron & Joyce Hubenig**  
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Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	2	0				0.0%
Bolivar Heights	6	4	16	109%	\$25,600	66.7%
Royal Heights	2	1	41	93%	-\$48,000	50.0%
Cedar Hills	2	0				0.0%
Whalley	254	100	9	100%	\$1,800	39.4%
Queen Mary Park Sun	43	18	10	102%	\$7,500	41.9%
Bear Creek Green Trr	8	2	32	104%	\$25,601	25.0%
West Newton	61	28	14	100%	\$1,500	45.9%
East Newton	44	20	10	100%	\$2,800	45.5%
<b>Total Activity</b>	<b>422</b>	<b>173</b>	<b>10</b>	<b>101%</b>	<b>\$4,000</b>	<b>41%</b>

Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$300,000	50	31	10	106%	\$15,889	62.0%
\$300,001-\$375,000	104	49	9	100%	\$0	47.1%
\$375,001-\$475,000	119	53	7	103%	\$10,000	44.5%
\$475,001 and more	149	40	14	99%	-\$6,500	26.8%
<b>Total Activity</b>	<b>422</b>	<b>173</b>	<b>10</b>	<b>101%</b>	<b>\$4,000</b>	<b>41%</b>

Feb 1 2018 **West Surrey Market Update** Attached Townhomes/ Condos

**Current:** West Surrey is a Sellers Market with average listing inventory, a **41 %SOLD** rate and a 101% Sell/List Ratio.  
 (This means the discount on a sale from the original list price is averaging \$4,000)

**Most Active Price Range:** Homes below \$300,000 have **62.0 %SOLD** rate.

**Least Active Price Range:** Homes above \$475,000 have **26.8 %SOLD** rate.

**History:** The West Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$140,095.  
 The West Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$119,102.  
 The West Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$115,714.  
 The West Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$125,486.  
 \*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** Current months listing inventory is 2% less than the same month last year.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets. Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks.

**Analytical Methods:** West Surrey 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 **West Surrey HPIp Top 50%** representing the higher end sales and the **West Surrey 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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	429	440	422		-18
Active Listings (1st of the month)	208	273	219	202	-17
Solds	104	188	173		-15
Days on Market (DOM)	16	8	10		2
%SOLD (Sales/ Listings /mthly rate)	24%	43%	41%		-2%
<b>Condos (Top 50%) Home Price Index HPIp</b>	\$282,005	\$399,863	\$422,100		\$22,237
<b>Condos (Lower 50%) Home Price Index HPIp</b>	\$189,998	\$293,547	\$309,100		\$15,553
<b>Twnhs (Top 50%) Home Price Index HPIp</b>	\$475,100	\$595,101	\$590,814		-\$4,287
<b>Twnhs (Lower 50%) Home Price Index HPIp</b>	\$315,039	\$447,101	\$440,525		-\$6,576

**Biography:** Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

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Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

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# Vancouver Market Reports

Statistics, on the Web!

attached homes

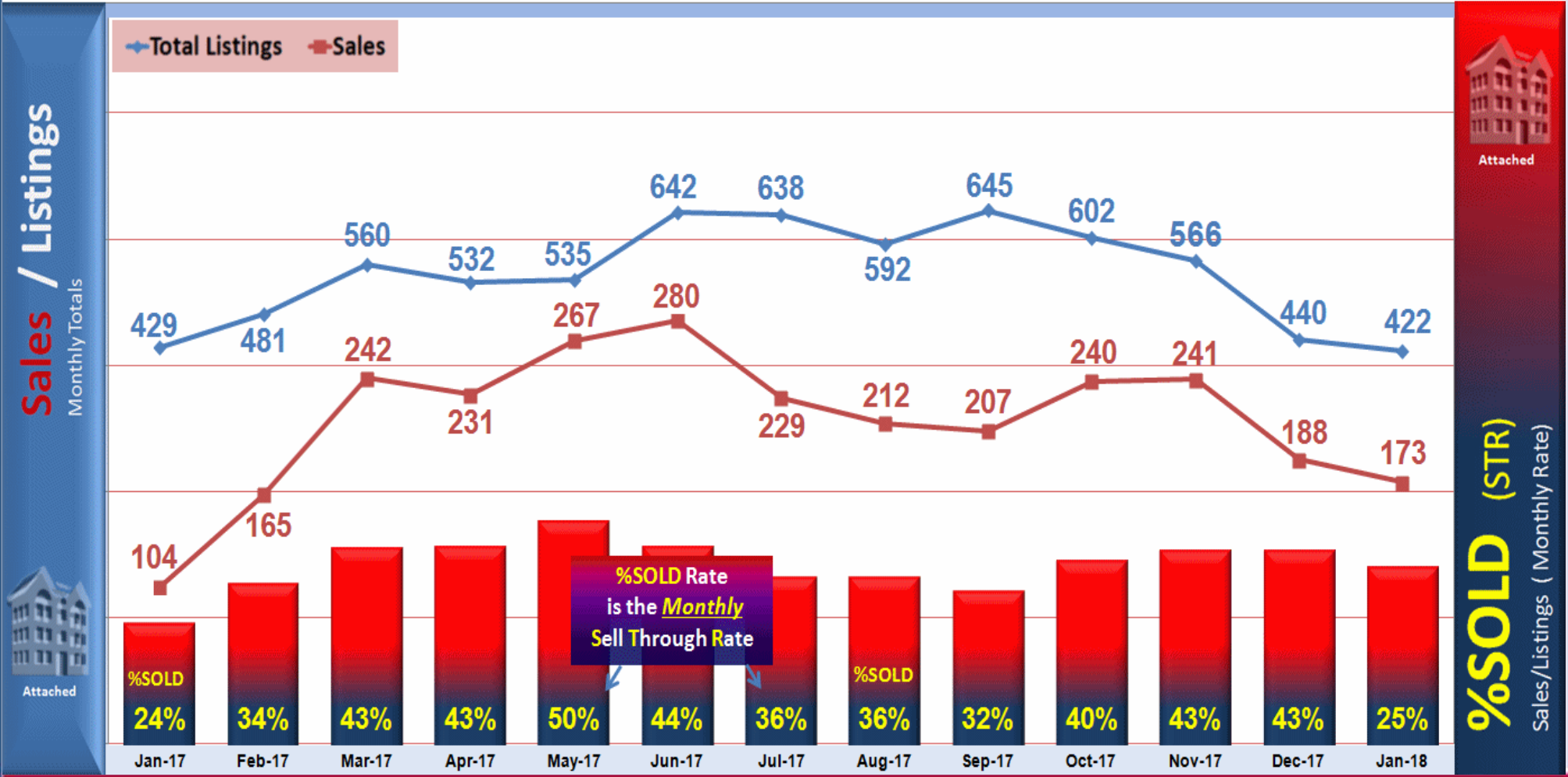
Market Analysis and Forecasting

Feb 1/18

West Surrey

TEAM 3000 REALTY LTD  
**3000**  
 Ron & Joyce Hubenig  
 Ph: 778-549-9909

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



\*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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attached homes



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## Market Analysis and Forecasting Feb 1/18 West Surrey

Attached West Surrey 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)

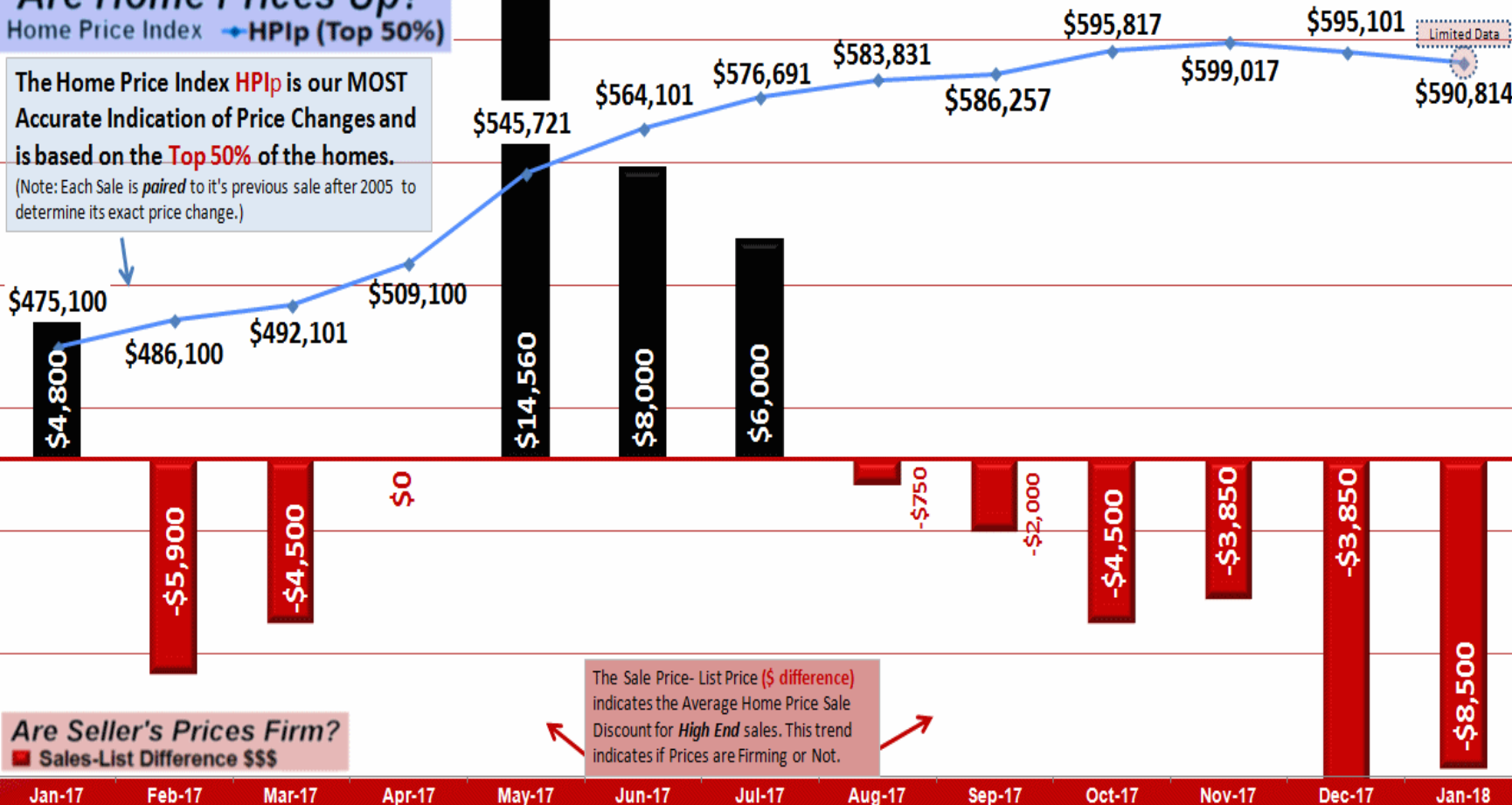
Townhouses

### 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.)



### 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](#)  
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Market Analysis and Forecasting

Feb 1/18

West Surrey

Attached

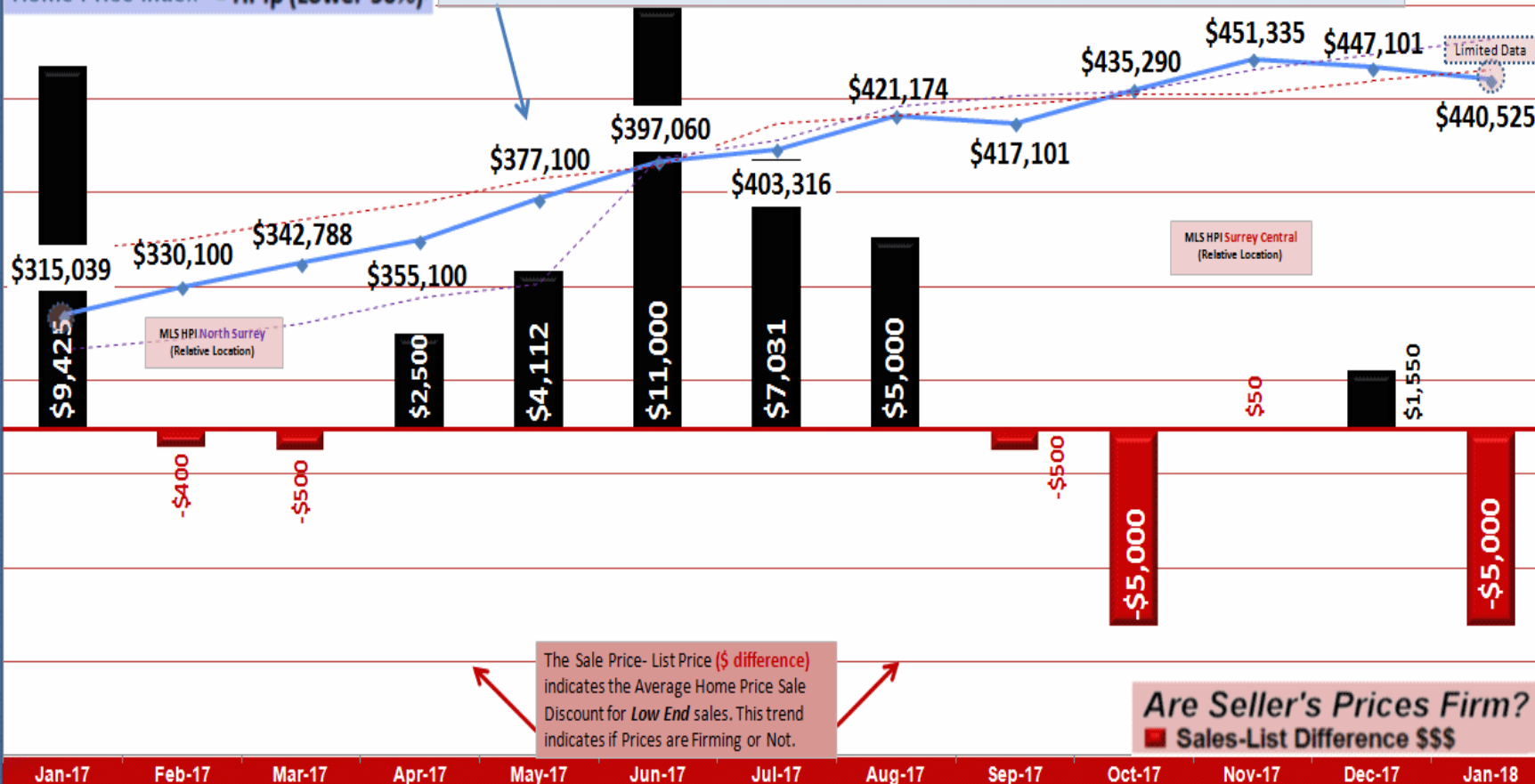
West Surrey Townhouse

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 it's previous sale after 2005 to determine its exact price change.)



Townhouses

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

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

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

\*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.

Ron and Joyce Hubenig

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# Vancouver Market Reports

Statistics, on the Web!

attached homes

Market Analysis and Forecasting

Feb 1/18

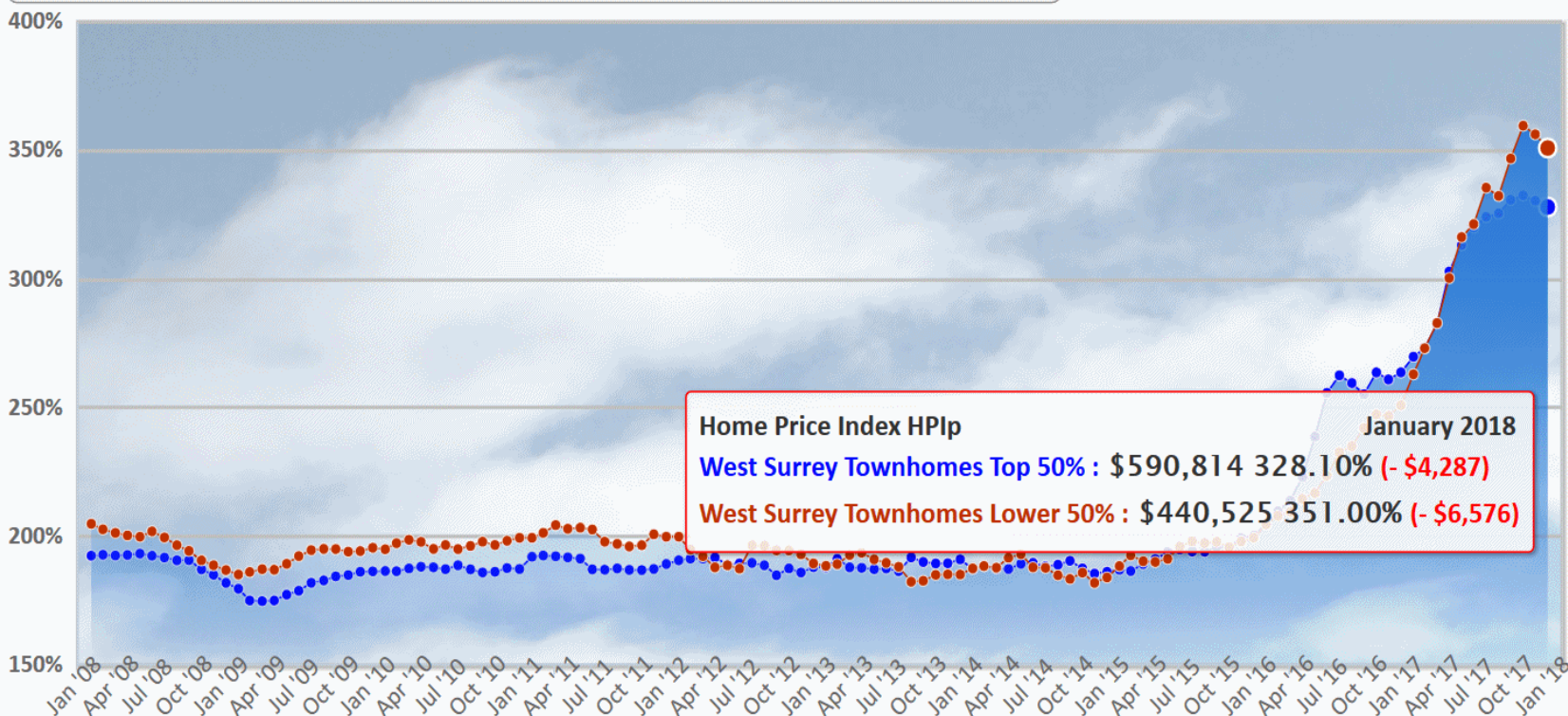
West Surrey

TEAM 3000 REALTY LTD  
**3000**  
 Ron & Joyce Hubenig  
 Ph: 778-549-9909

Powered by the Greater Vancouver Market Reports HPIp



West Surrey Townhomes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 West Surrey Townhomes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values	
Date	Value
Jan 2018	% 328.10
Dec 2017	% 330.50
Nov 2017	% 332.60
Oct 2017	% 330.90
Sep 2017	% 325.60
Aug 2017	% 324.20
Jul 2017	% 320.20
Jun 2017	% 313.30
May 2017	% 303.00
Apr 2017	% 282.70
Mar 2017	% 273.30
Feb 2017	% 269.90

<<< 1 2 3 >>>

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Market Analysis and Forecasting

Feb 1/18

West Surrey

Attached

West Surrey

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



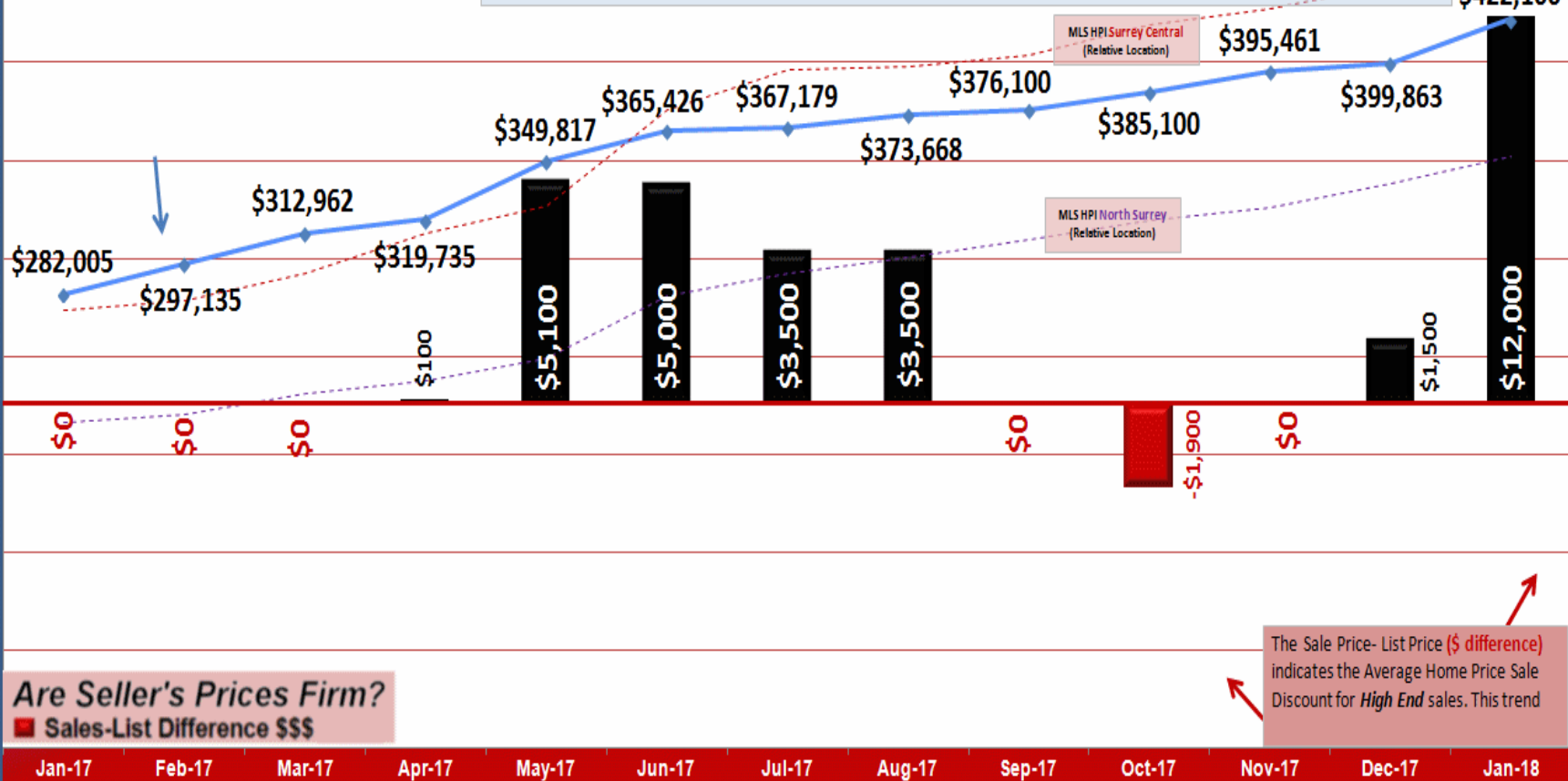
Condominiums

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

\*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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attached homes



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Market Analysis and Forecasting

Feb 1/18

West Surrey

Attached

West Surrey

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

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



Townhouses

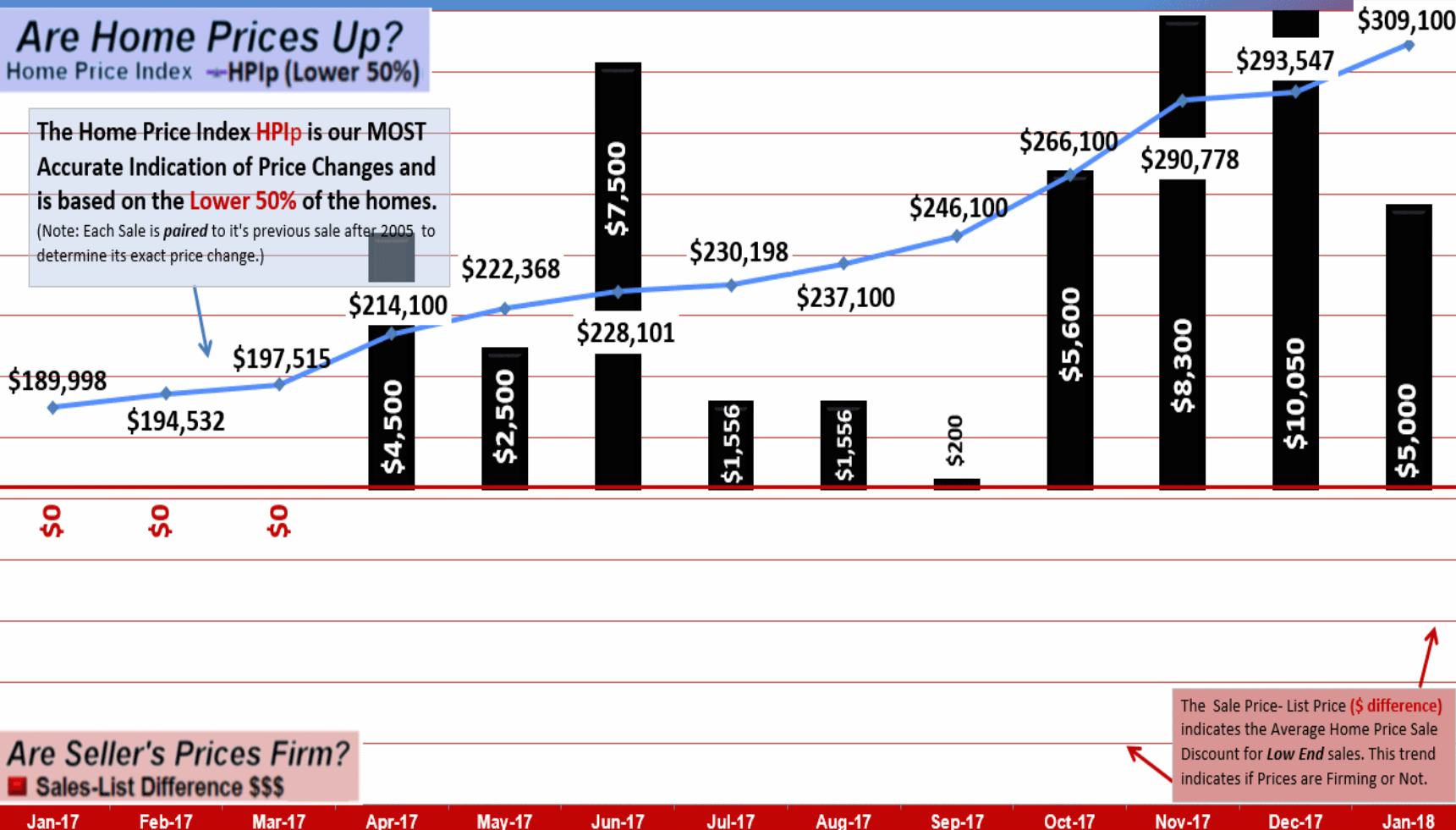
Sales Discount \$\$  
Sale Price - Original List Price ( \$ difference)

## 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.)



## Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

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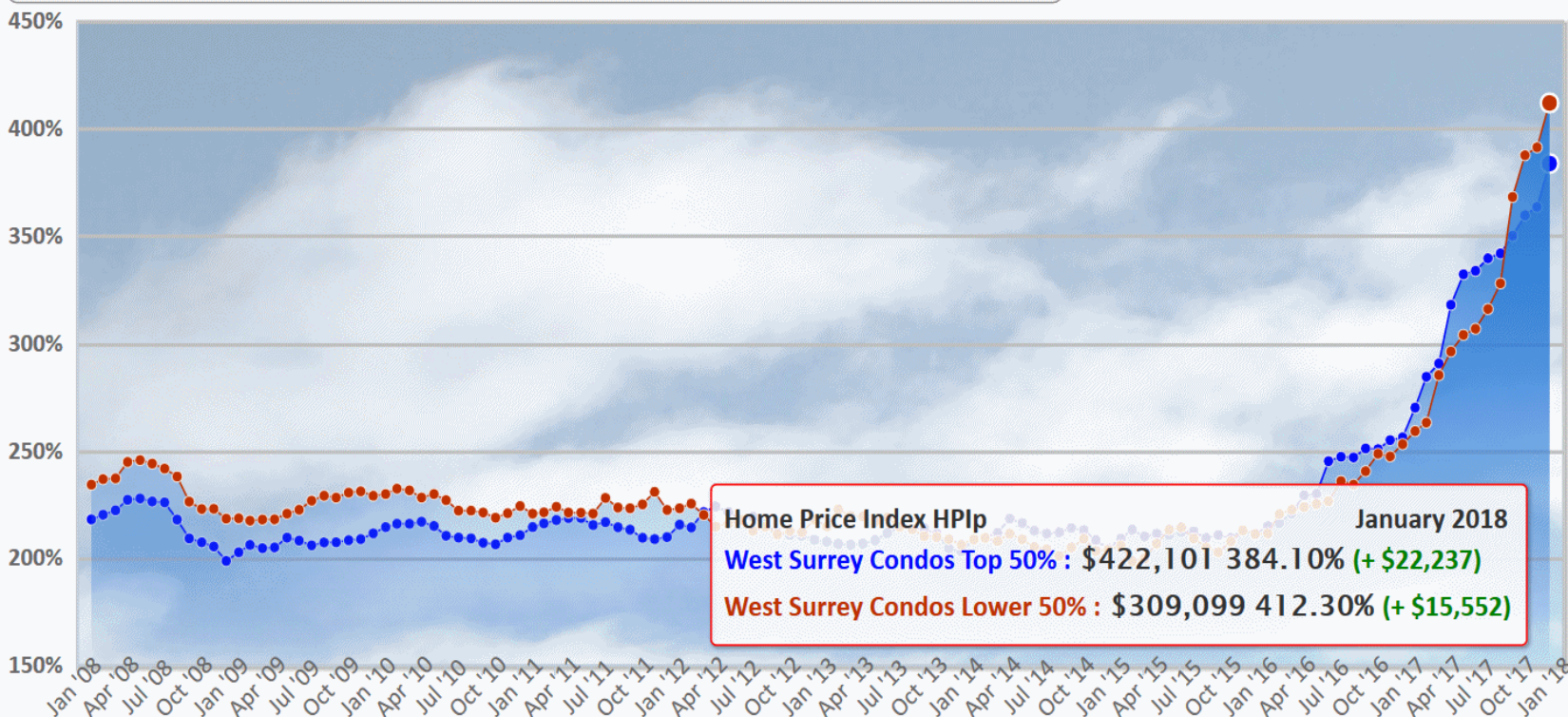
Feb 1/18

West Surrey

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West Surrey Condos Top 50% : HPIp Forecast+ Forecast-  
 West Surrey Condos Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp  
 West Surrey Condos Top 50% : \$422,101 384.10% (+ \$22,237)  
 West Surrey Condos Lower 50% : \$309,099 412.30% (+ \$15,552)  
 January 2018

Monthly Home values	
Date	Value
Jan 2018	% 384.10
Dec 2017	% 363.90
Nov 2017	% 359.90
Oct 2017	% 350.40
Sep 2017	% 342.20
Aug 2017	% 340.00
Jul 2017	% 334.10
Jun 2017	% 332.50
May 2017	% 318.30
Apr 2017	% 291.00
Mar 2017	% 284.80
Feb 2017	% 270.40



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# Vancouver Market Reports

attached homes

Statistics, on the Web!

## Market Analysis and Forecasting

Feb 1/18 Langley, Cloverdale



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Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Cloverdale BC	54	22	19	100%	\$0	40.7%
Clayton	83	35	7	102%	\$10,100	42.2%
Murrayville	10	3	10	99%	-\$9,000	30.0%
Salmon River	1	1	7	109%	\$31,100	100.0%
Brookwood Langley	0	0				0.0%
Aldergrove Langley	7	4	24	100%	-\$2,200	57.1%
Langley City	99	42	7	100%	\$1,000	42.4%
<b>Total Activity</b>	<b>254</b>	<b>107</b>	<b>9</b>	<b>100%</b>	<b>\$1,000</b>	<b>42%</b>

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
0-\$300,000	27	16	13	101%	\$1,251	59.3%
\$300,001-\$500,000	108	45	6	101%	\$5,000	41.7%
\$500,001-\$700,000	107	44	13	100%	\$0	41.1%
\$700,001 and more	12	2	23	100%	\$2,800	16.7%
<b>Total Activity</b>	<b>254</b>	<b>107</b>	<b>9</b>	<b>100%</b>	<b>\$1,000</b>	<b>42%</b>

Feb 1 2018 Langley, Cloverdale Market Update (Attached)

**Current:** Langley, Cloverdale is in a Sellers Market with average listing inventories, a **42% SOLD** rate and a 100% Sell/List Ratio.

(This means that there is an average of a \$1,000 surplus on a sale from the original list price)

**Most Active Price Range:** Attached homes below \$300,000 have **59.3% SOLD** rate and is in a Sellers Market.

**Least Active Price Range:** Attached homes above \$700,000 have **16.7% SOLD** rate.

**History:** The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$117,982.

The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$96,582.

The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$126,912.

The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$124,022.

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

**Forecast:** The Active Listing Inventories have decreased by 5% listings compared to same month last year. We project Langley, Cloverdale Attached to be a continued sellers market.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets. Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks.

**Analytical Methods:** The Langley, Cloverdale 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 **Langley, Cloverdale HPIp Top 50%** representing the higher end sales and the **Langley, Cloverdale 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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	267	241	254		13
Active Listings	113	145	97	123	26
Solds	89	123	107		-16
Days on Market (DOM)	8	6	9		3
% SOLD (Sales/ Listings /mthly rate)	33.3%	51.0%	42.1%		-8.9%
<b>Condos (Top 50%) Home Price Index HPIp</b>	\$318,118	\$428,453	\$436,100		\$7,647
<b>Condos (Lower 50%) Home Price Index HPIp</b>	\$223,518	\$305,317	\$320,100		\$14,783
<b>Twnhs (Top 50%) Home Price Index HPIp</b>	\$542,188	\$656,855	\$669,100		\$12,245
<b>Twnhs (Lower 50%) Home Price Index HPIp</b>	\$368,886	\$487,965	\$492,908		\$4,943

**Biography:** Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

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attached homes

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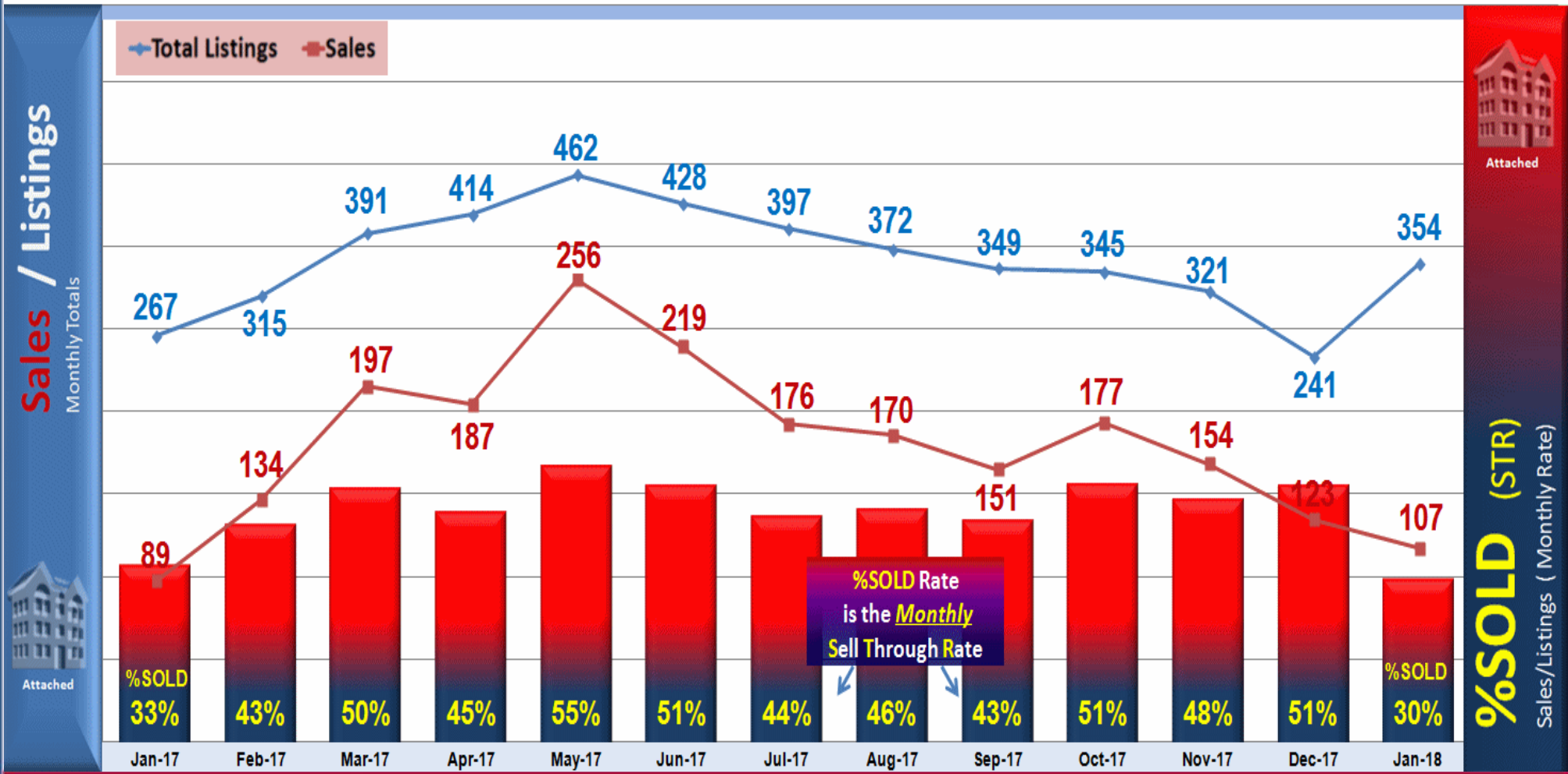
Ph: 778-549-9909

## Market Analysis and Forecasting

Feb 1/18 Langley, Cloverdale

### Attached Langley, Cloverdale

Total Listings \*\*, Sales, and %SOLD Rates



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Market Analysis and Forecasting Feb 1/18 Langley, Cloverdale

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

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



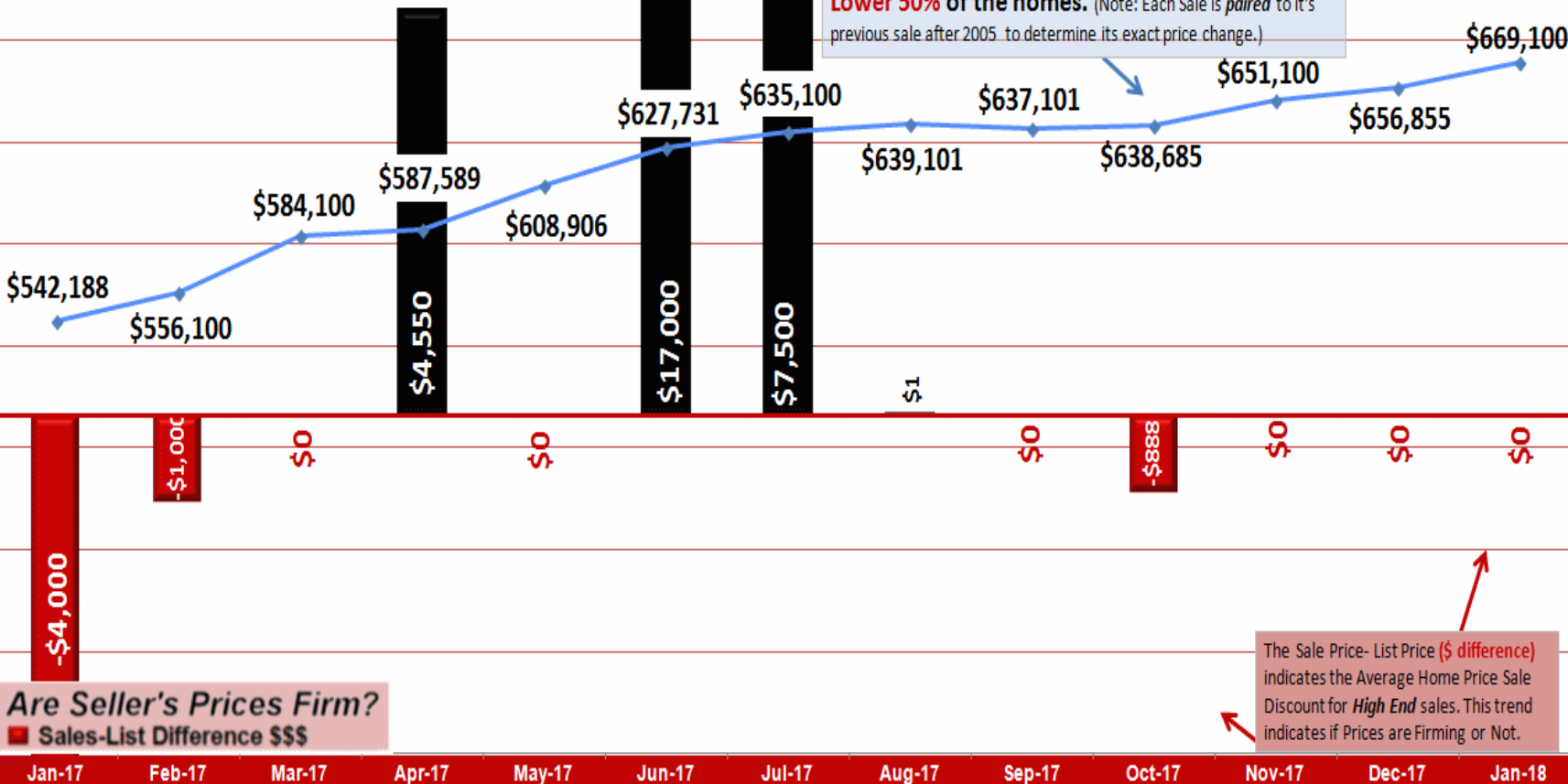
Townhouses

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

## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

The Home Price Index HPIp is the 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 \$\$\$

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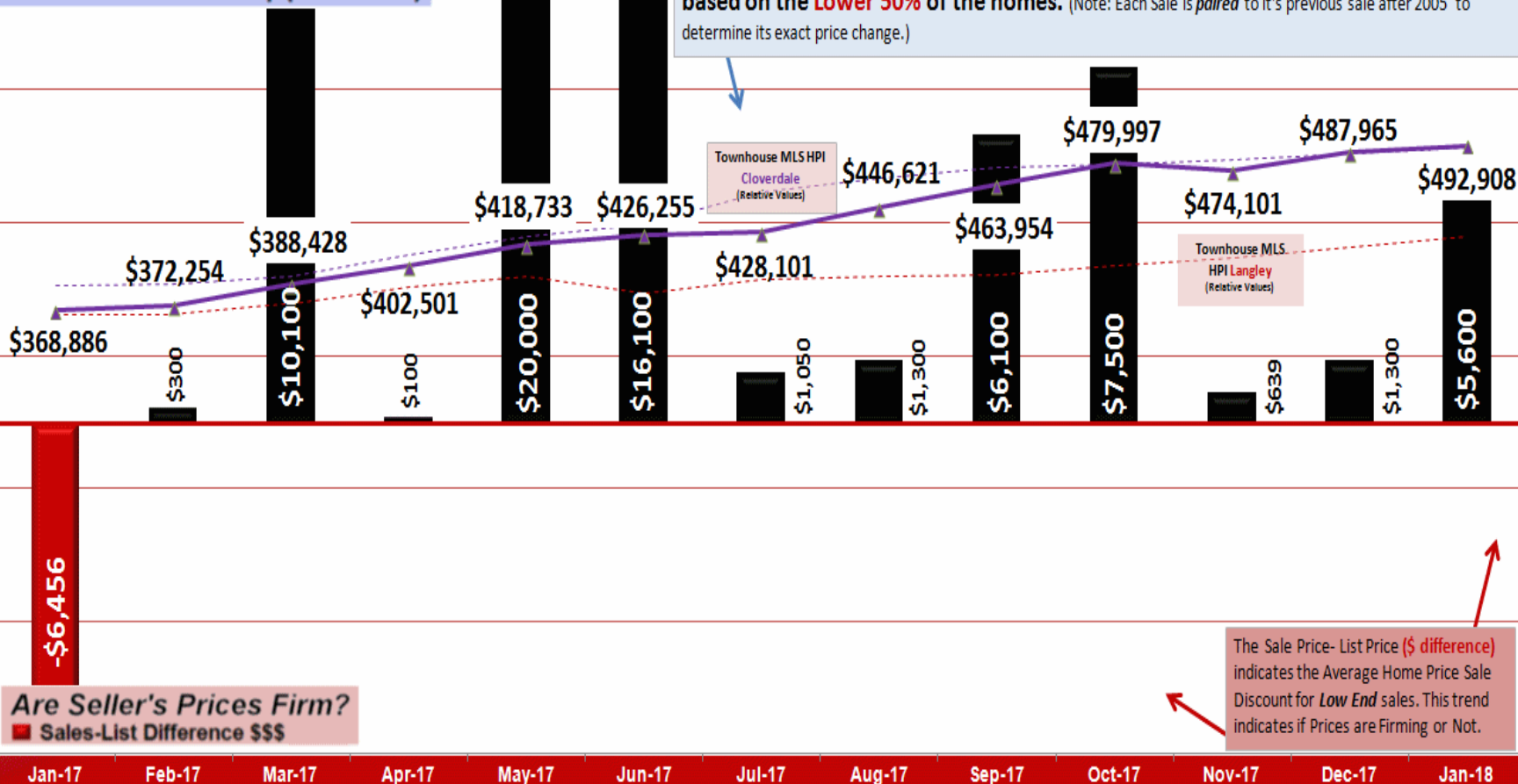
Attached Langley, Cloverdale Townhouse Home Price Index HPIp (Lower 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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



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Home Price Index → HPIp (Lower 50%)

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

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

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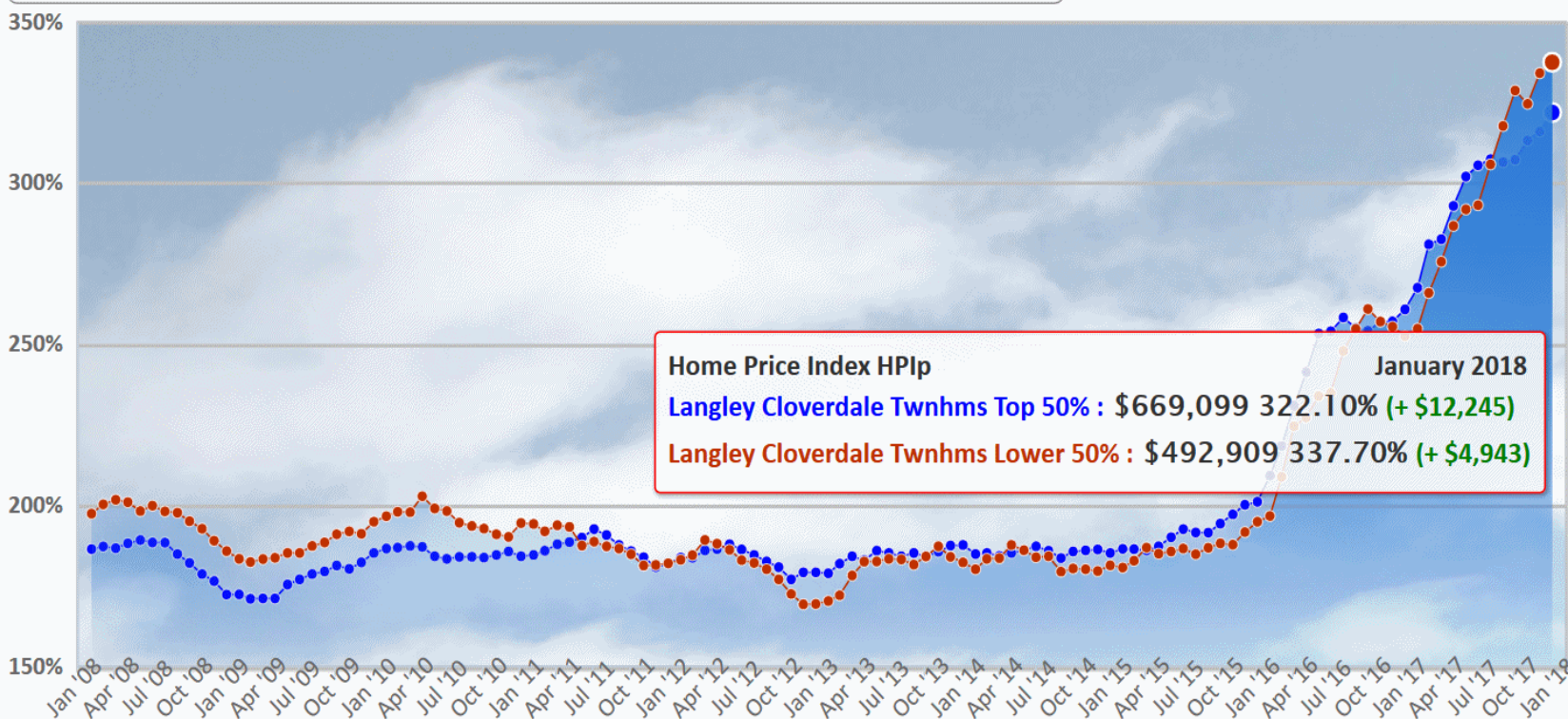
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Market Analysis and Forecasting Feb 1/18 Langley, Cloverdale

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Langley Cloverdale Twnhms Top 50% : HPIp Forecast+ Forecast-  
 Langley Cloverdale Twnhms Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

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

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



Condominiums

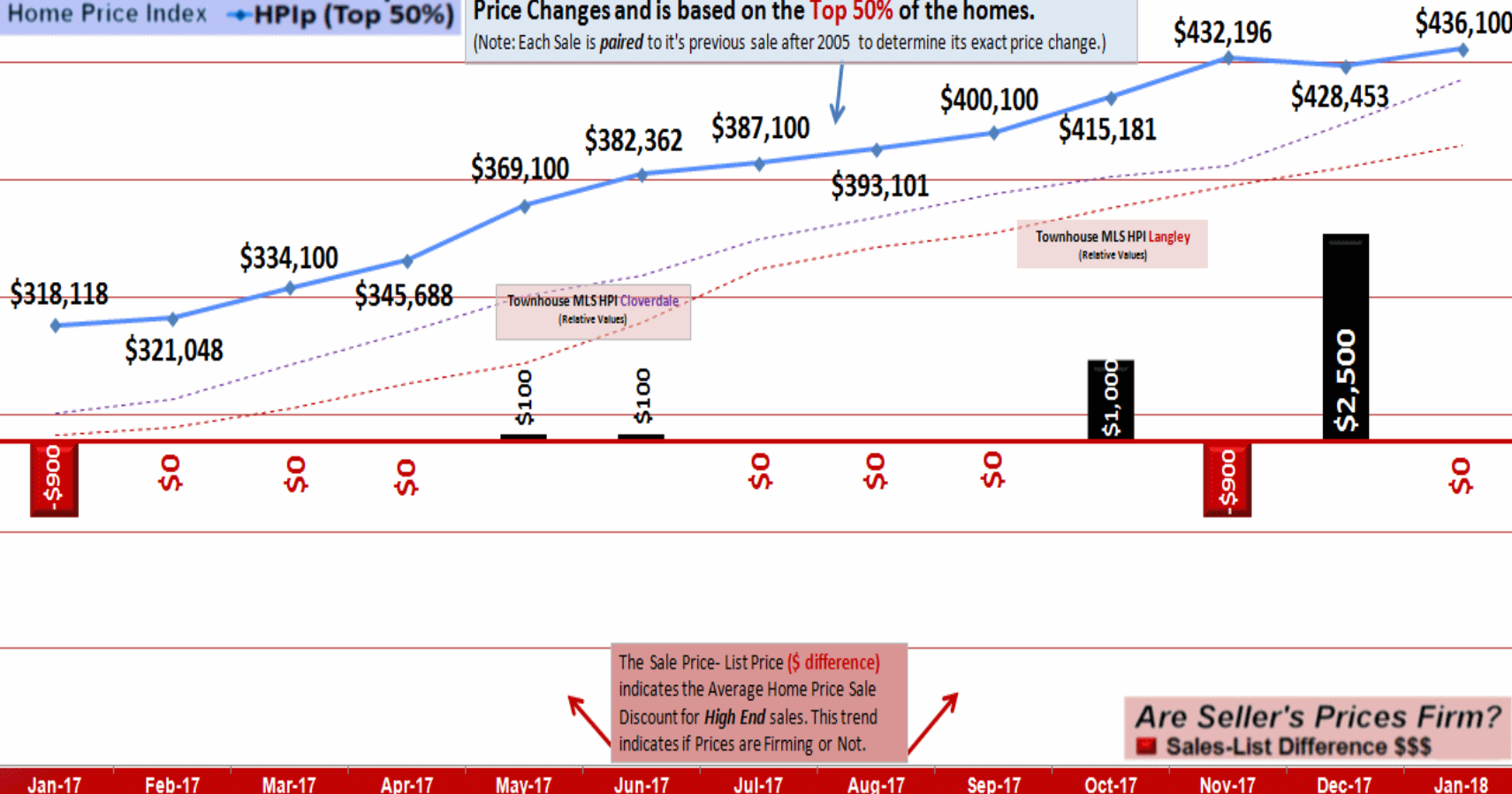


Condominiums

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

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

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.  
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The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for High End sales. This trend indicates if Prices are Firming or Not.

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

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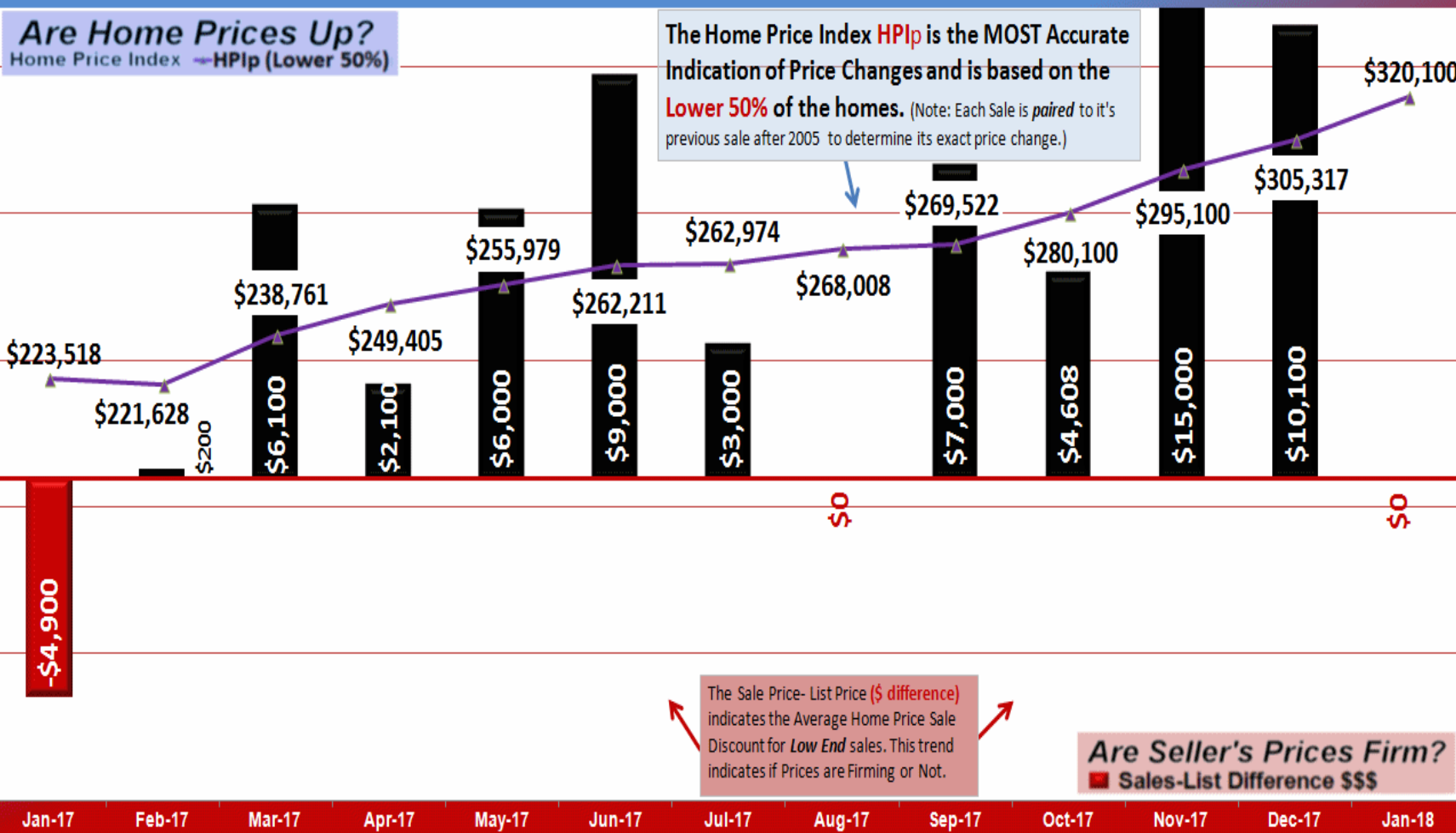
Market Analysis and Forecasting Feb 1/18 Langley, Cloverdale

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

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

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

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



Condominiums

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

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

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



Condominiums

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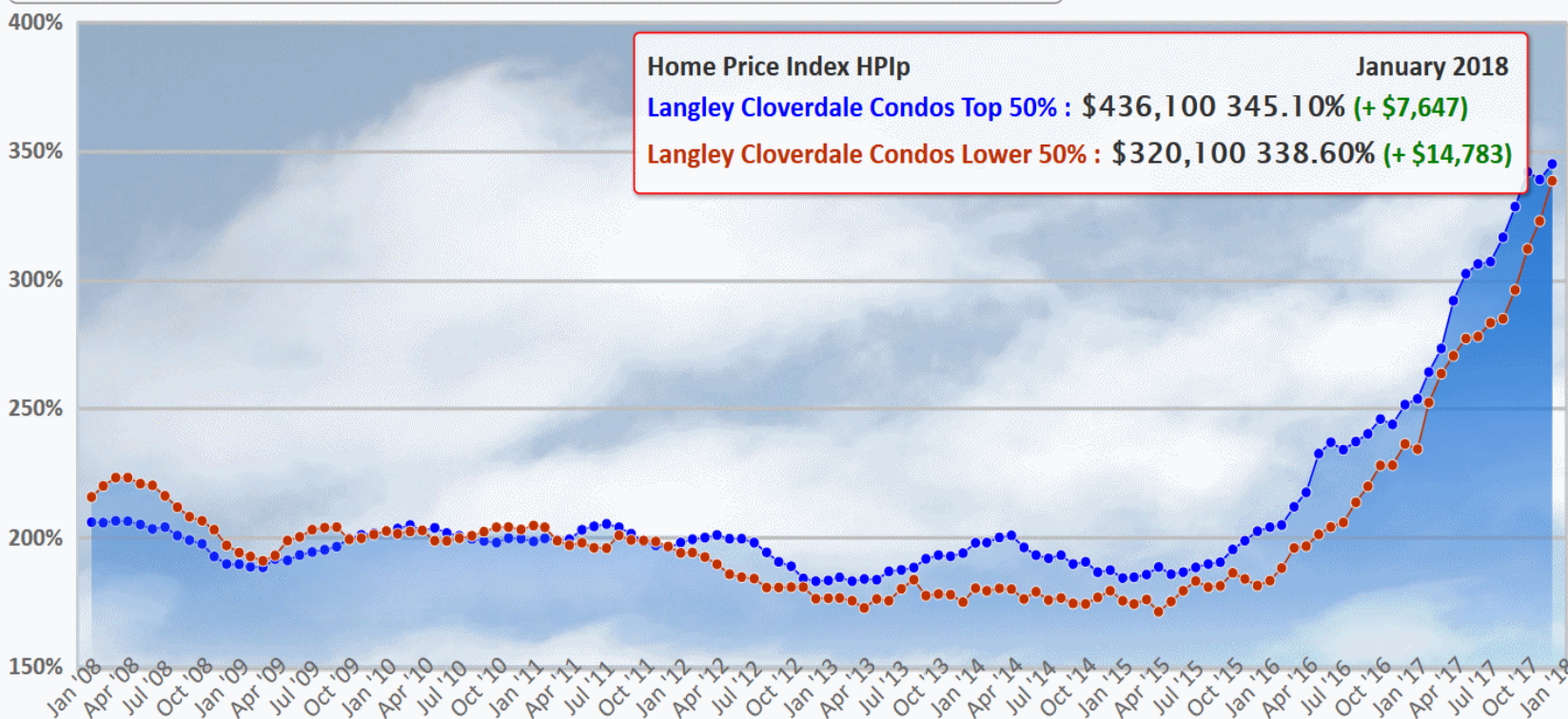
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Market Analysis and Forecasting Feb 1/18 Langley, Cloverdale

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Langley Cloverdale Condos Top 50% : HPIp Forecast+ Forecast-  
 Langley Cloverdale Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Jan 2018	% 345.10
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Oct 2017	% 328.60
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May 2017	% 292.10
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Mar 2017	% 264.40
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# Vancouver Market Reports

Statistics, on the Web!

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## Market Analysis and Forecasting Feb 1/18 Abbotsford



Ph: 778-549-9909

Abbotsford Sub areas Statistics - Jan 2018						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	8	2	2	112%	\$29,550	25.0%
Matsqui	0	0				0.0%
Sumas Mountain	0	0				0.0%
Abbotsford West	107	41	6	100%	\$1,100	38.3%
Abbotsford East	22	10	5	100%	-\$900	45.5%
Aberdeen	0	0				0.0%
Sumas Prairie	0	0				0.0%
Central Abbotsford	81	33	6	100%	\$1,000	40.7%
<b>Total Activity</b>	<b>218</b>	<b>86</b>	<b>6</b>	<b>100%</b>	<b>\$395</b>	<b>39%</b>

Abbotsford List Price Ranges Statistics - Jan 2018						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$215,000	11	7	3	99%	-\$1,000	63.6%
\$215,001-\$250,000	31	18	6	107%	\$16,850	58.1%
\$250,001-\$350,000	62	28	6	101%	\$4,100	45.2%
\$350,001-\$475,000	44	19	6	99%	-\$3,900	43.2%
\$475,001 and more	70	14	16	100%	\$289	20.0%
<b>Total Activity</b>	<b>218</b>	<b>86</b>	<b>6</b>	<b>100%</b>	<b>\$395</b>	<b>39%</b>

### Feb 1 2018 Abbotsford Market Update Attached Townhomes/ Condos

**Current:** Abbotsford is a Sellers Market with normal listing inventories, a **39 %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 \$215,000 have **63.6 %SOLD** rate.  
 Least Active Price Range: Attached homes above \$475,000 have **20.0 %SOLD** rate.

**History:** The Abbotsford's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$106,530.  
 The Abbotsford's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$80,276.  
 The Abbotsford's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$113,000.  
 The Abbotsford's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$109,946.  
 \*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** Abbotsford Listing Inventories is 15% less than same month as last year.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets.

Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks.

**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.

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

Monthly Changes Summary	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	256	206	218		12
Active Listings	146	134	91	115	24
Solds	66	101	86		-15
Days on Market (DOM)	30	7	6		-1
%SOLD (Sales/ Listings /monthly rate)	25.8%	49.0%	39.4%		-9.6%
<b>Condos (Top 50%) Home Price Index HPIp</b>	\$253,953	\$342,320	\$360,483		\$18,163
<b>Condos (Lower 50%) Home Price Index HPIp</b>	\$163,132	\$234,251	\$243,407		\$9,156
<b>Twnhs (Top 50%) Home Price Index HPIp</b>	\$440,101	\$557,868	\$553,101		-\$4,767
<b>Twnhs (Lower 50%) Home Price Index HPIp</b>	\$255,848	\$361,101	\$365,794		\$4,693

**Biography:** Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

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

Ron and Joyce Hubenig

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# Vancouver Market Reports

Statistics, on the Web!

attached homes



Ron & Joyce Hubenig



Ph: 778-549-9909

Market Analysis and Forecasting

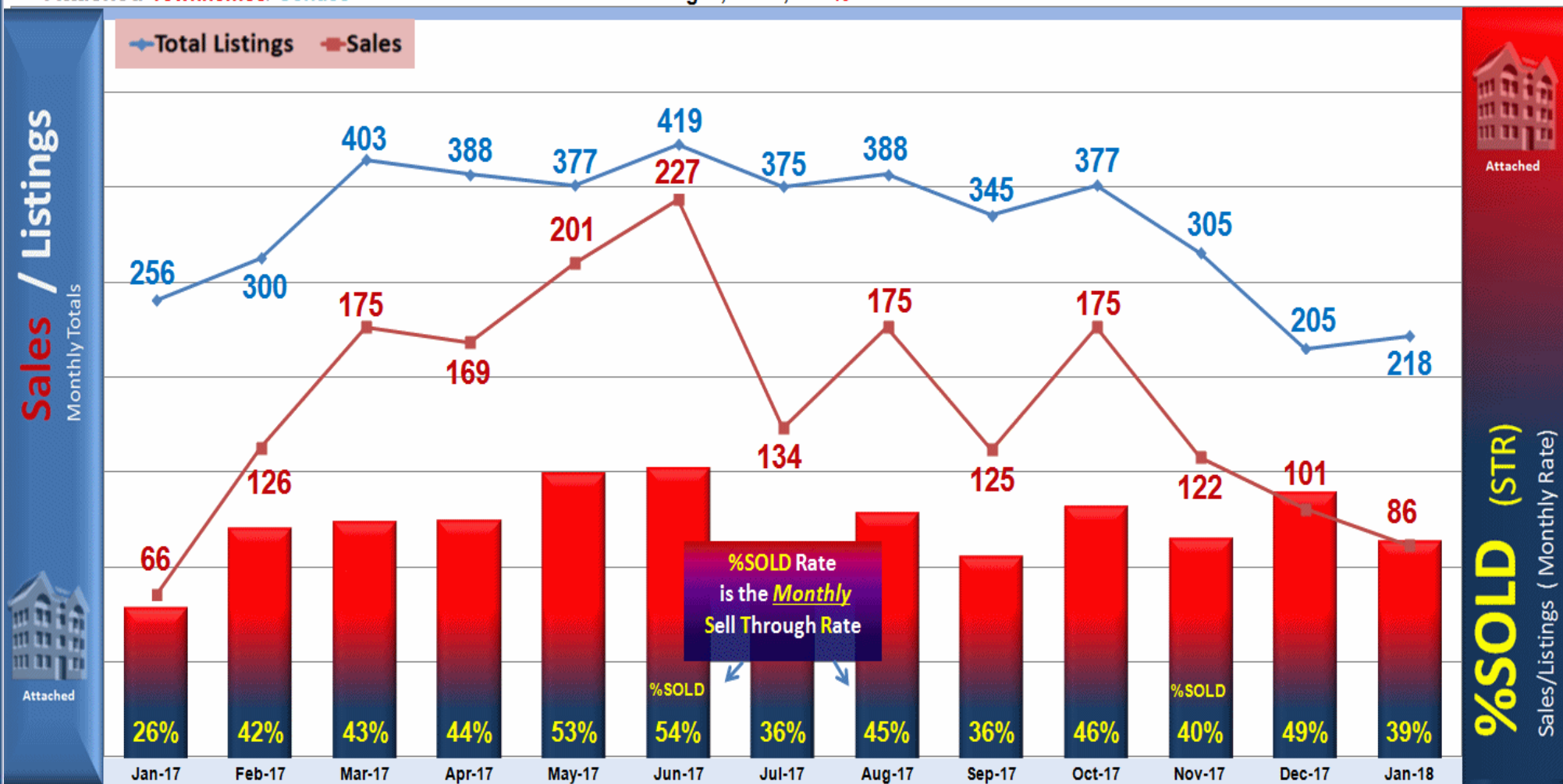
Feb 1/18

Abbotsford

Attached Townhomes/ Condos

Abbotsford

Total Listings, Sales, and %SOLD rates



Sales / Listings

Monthly Totals



Attached

%SOLD (STR)

Sales/Listings ( Monthly Rate)



Attached

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Market Analysis and Forecasting Feb 1/18 **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

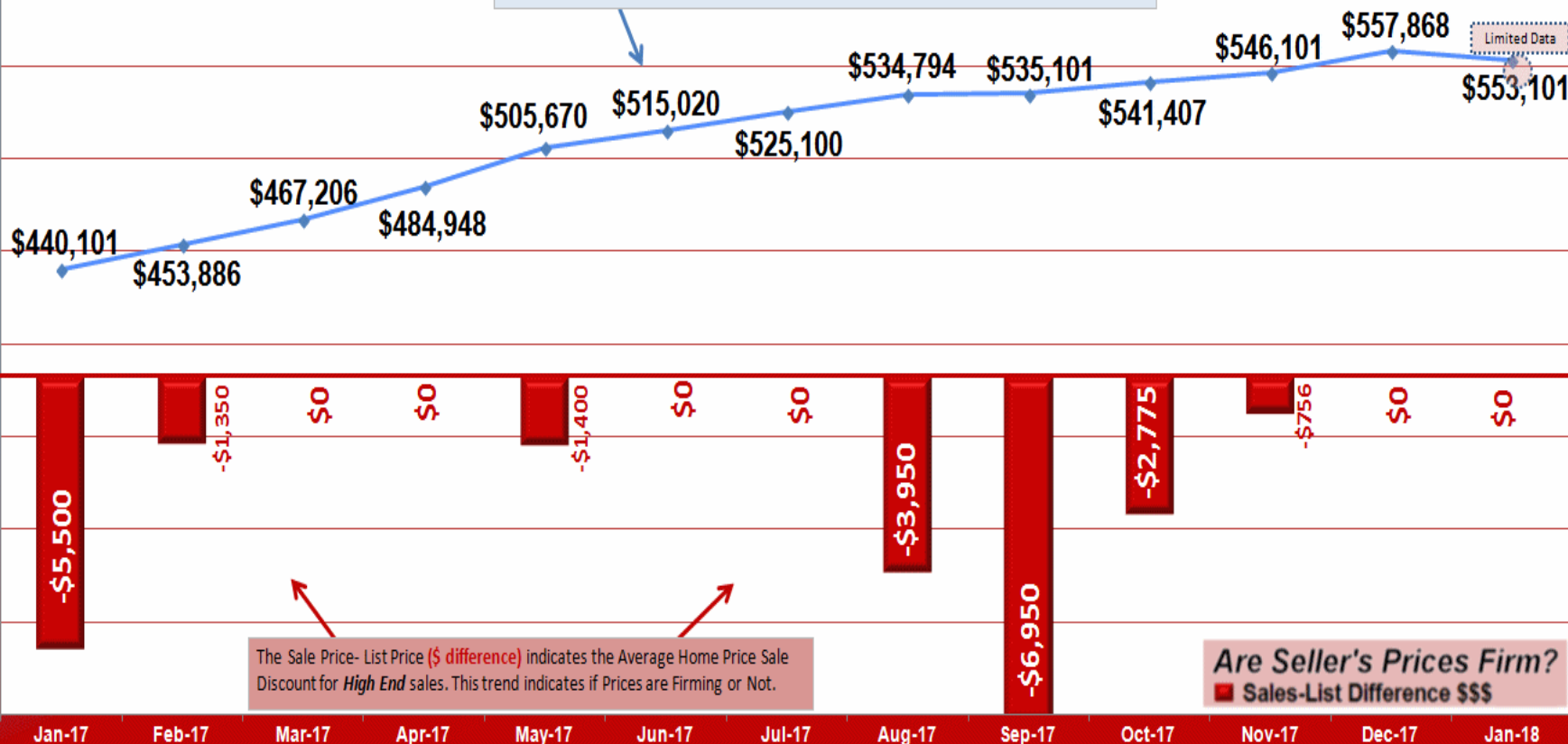
Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

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

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

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



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

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

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# Vancouver Market Reports

Statistics, on the Web!

attached homes



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## Market Analysis and Forecasting Feb 1/18 Abbotsford

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

### Home Price Changes

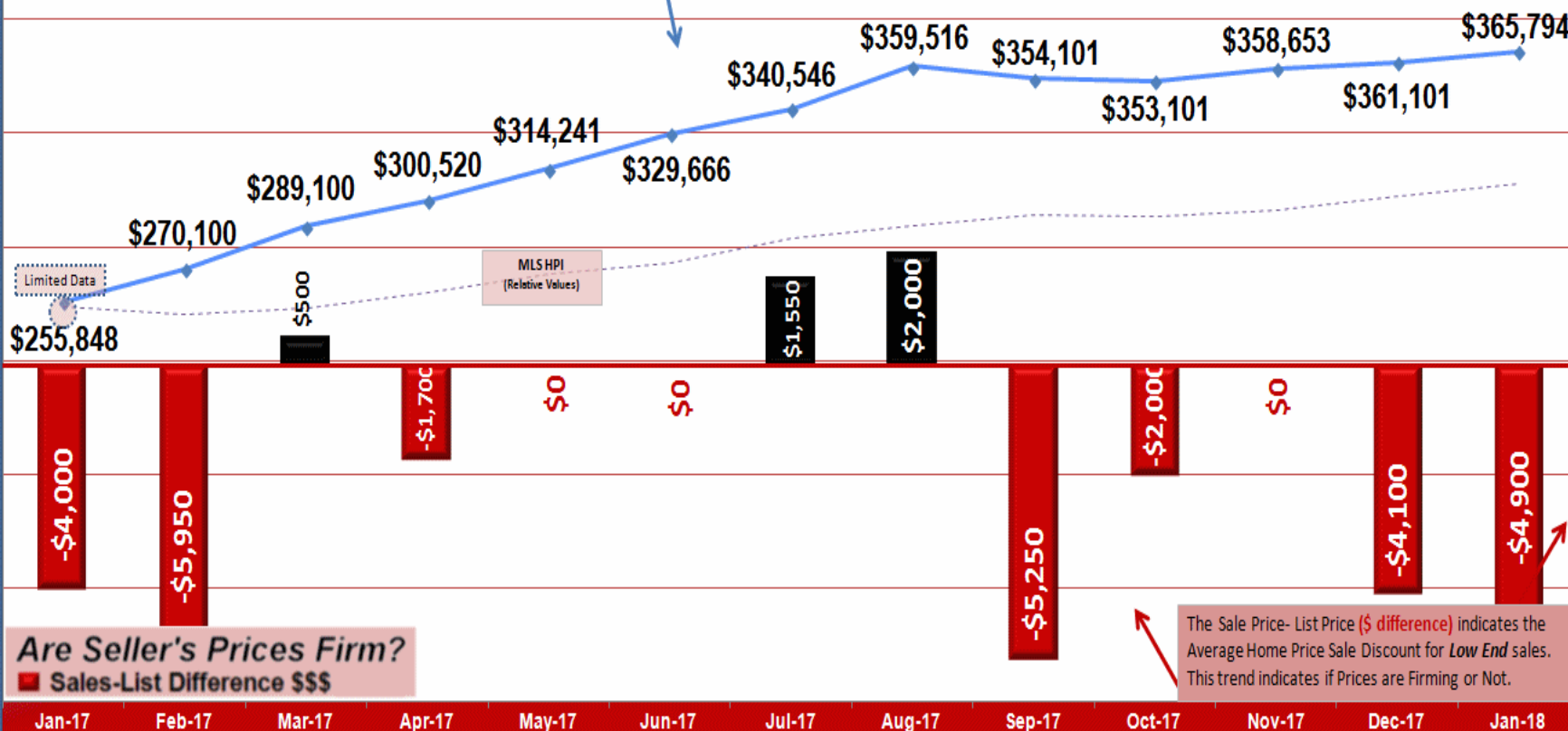
(Home Price Index Paired sales from 2005)

### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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

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



### 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)

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# Vancouver Market Reports

Statistics, on the Web!

attached homes

Market Analysis and Forecasting

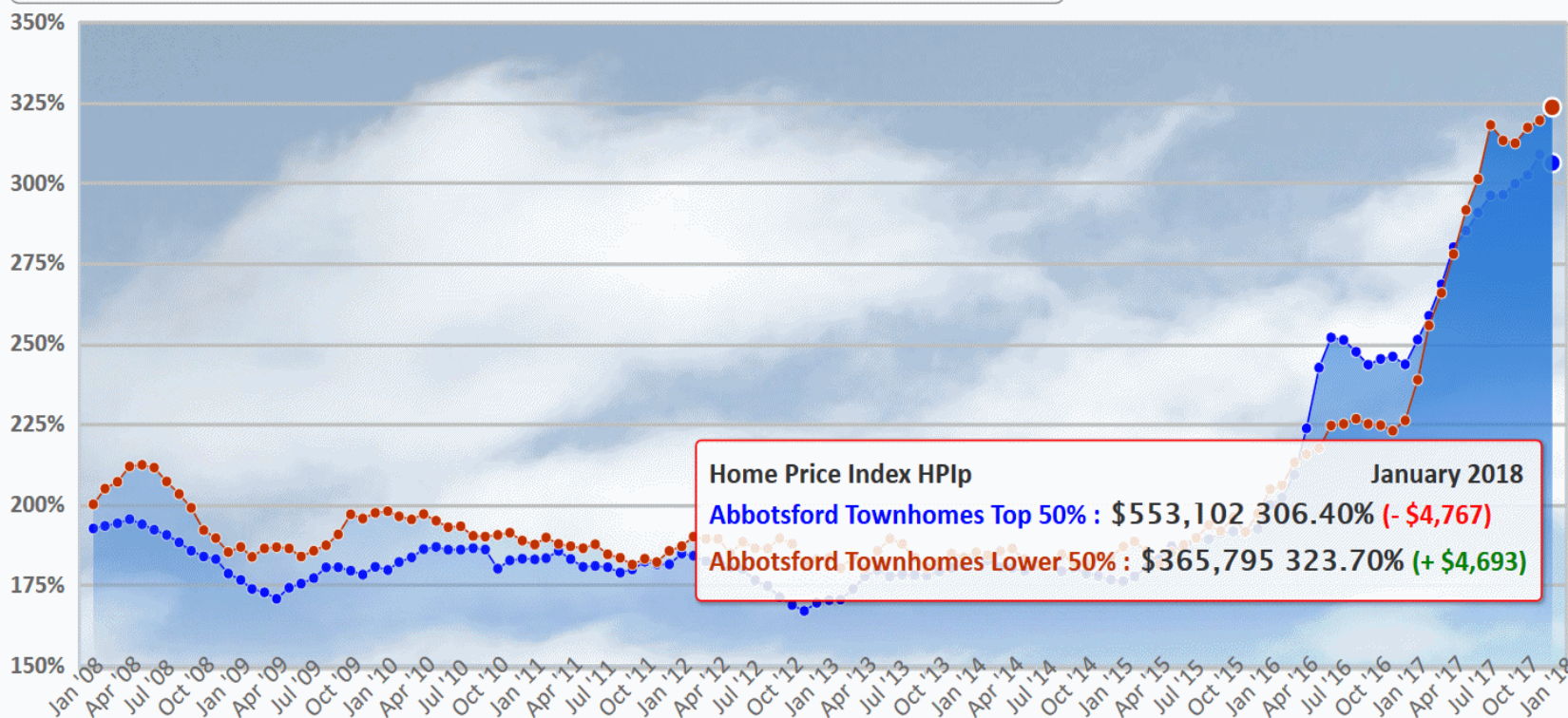
Feb 1/18

Abbotsford

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Powered by the Greater Vancouver Market Reports HPIp

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



Monthly Home values	
Date	Value
Jan 2018	% 306.40
Dec 2017	% 309.10
Nov 2017	% 302.60
Oct 2017	% 300.00
Sep 2017	% 296.50
Aug 2017	% 296.30
Jul 2017	% 290.90
Jun 2017	% 285.30
May 2017	% 280.20
Apr 2017	% 268.70
Mar 2017	% 258.90
Feb 2017	% 251.50

<<< 1 2 3 >>>



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# Vancouver Market Reports

Statistics, on the Web!

attached homes



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## Market Analysis and Forecasting Feb 1/18 Abbotsford

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)



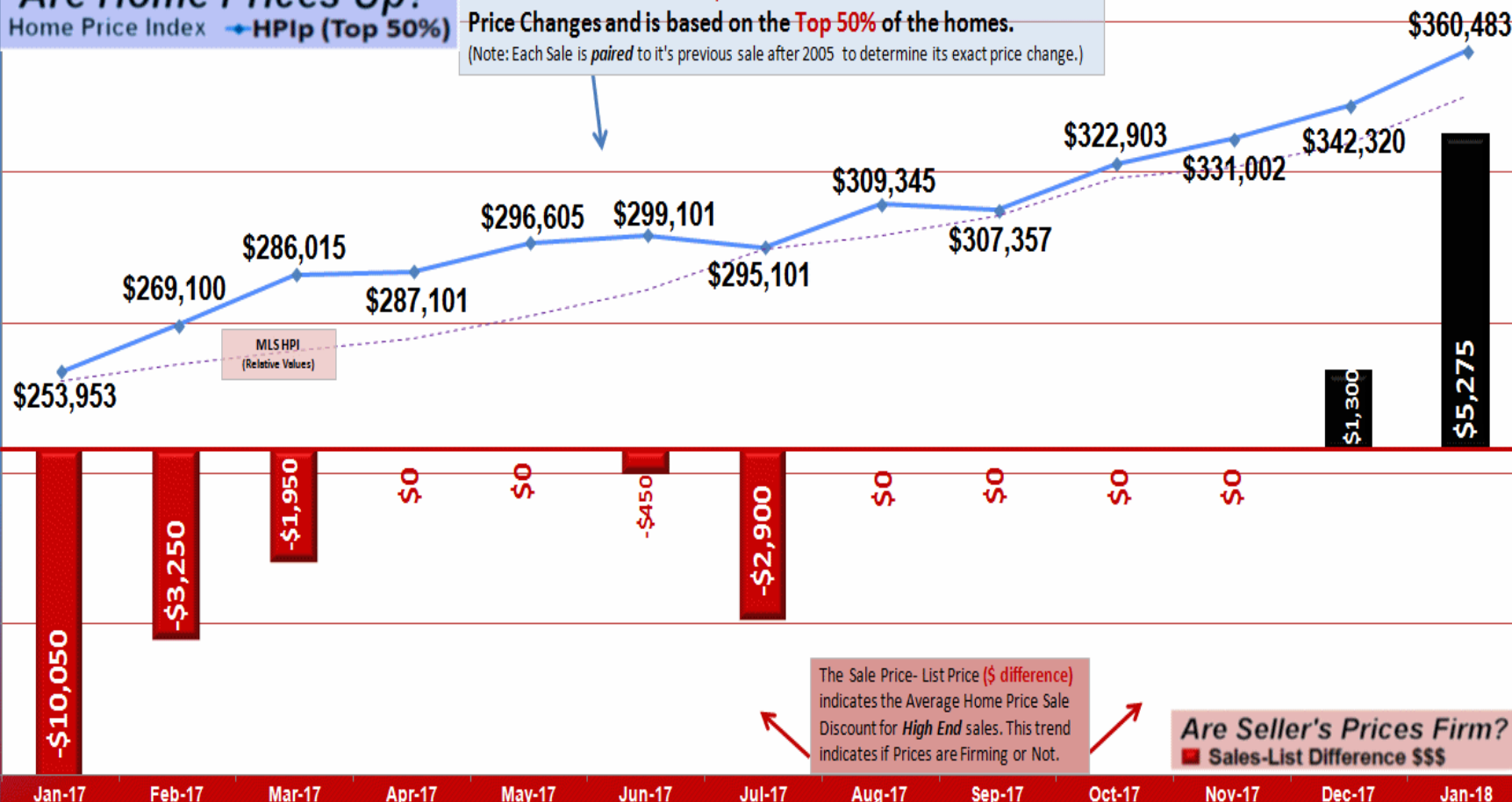
Condominiums

### 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.)



Condominiums

Sales Discount \$\$  
Sale Price - Original List Price ( \$ 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.

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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attached homes

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## Market Analysis and Forecasting Feb 1/18 Abbotsford

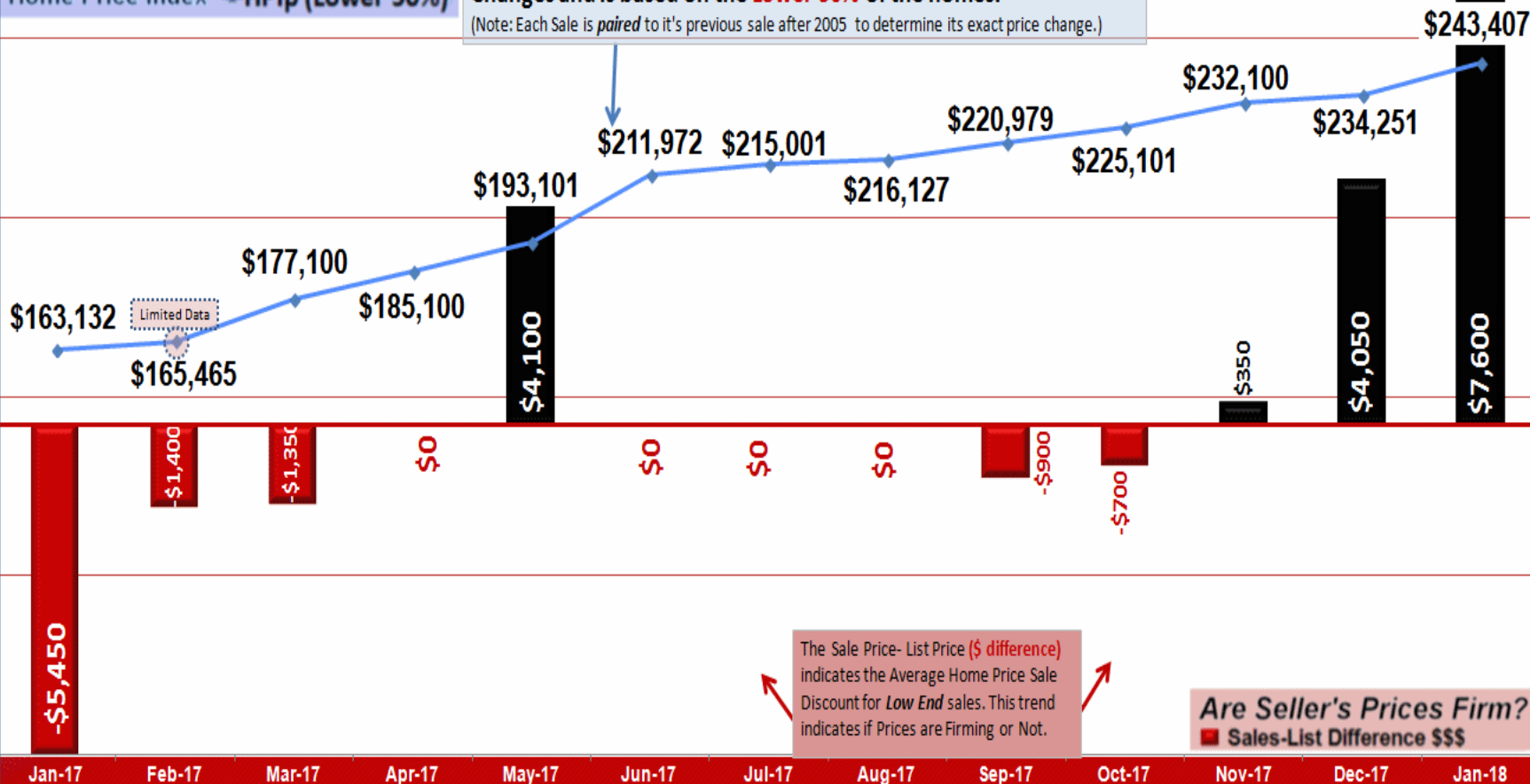
Attached Abbotsford Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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

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



Condominiums



Condominiums

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

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

Are Seller's Prices Firm?  
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attached homes

Market Analysis and Forecasting

Feb 1/18

Abbotsford



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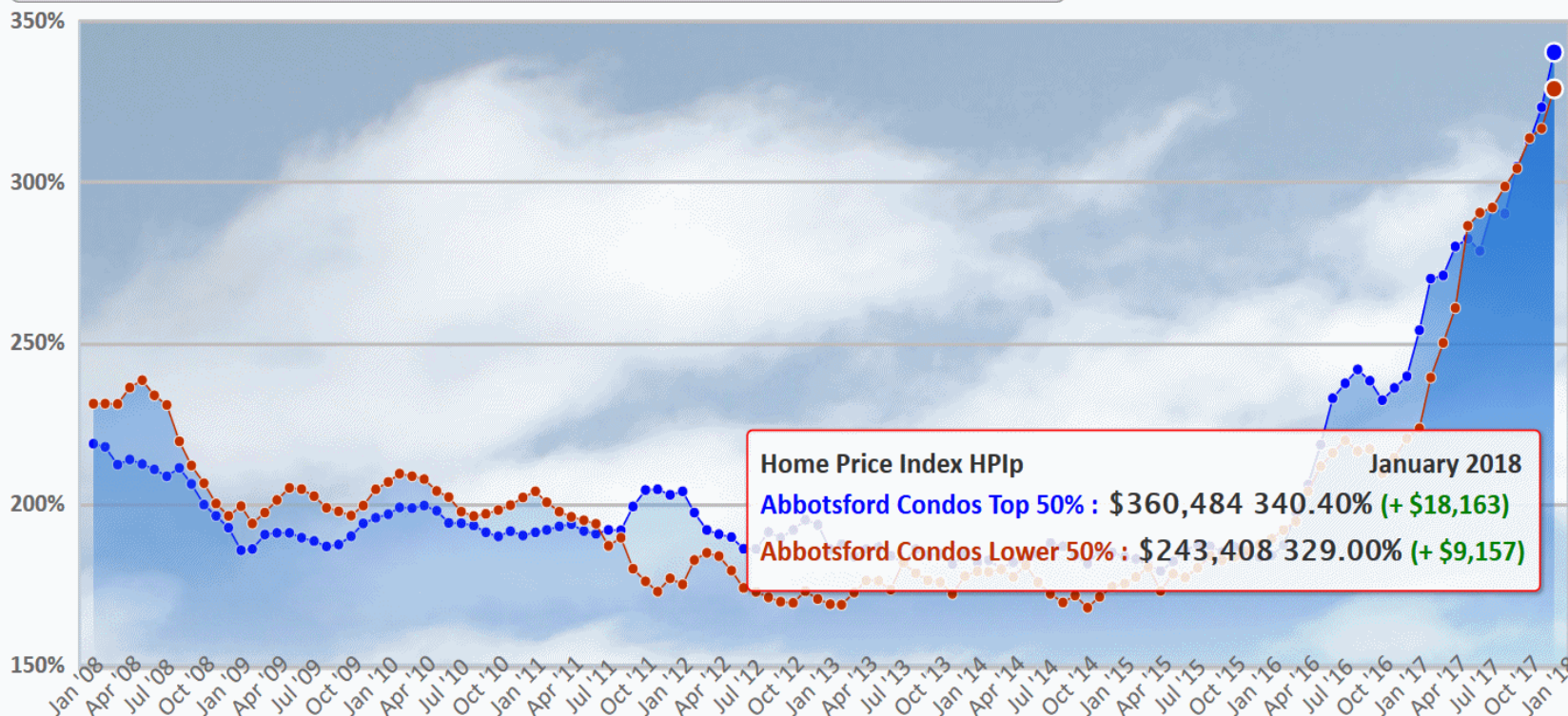


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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jan 2018	% 340.40
Dec 2017	% 323.30
Nov 2017	% 312.60
Oct 2017	% 304.90
Sep 2017	% 290.30
Aug 2017	% 292.10
Jul 2017	% 278.70
Jun 2017	% 282.50
May 2017	% 280.10
Apr 2017	% 271.10
Mar 2017	% 270.10
Feb 2017	% 254.10

<<< 1 2 3 >>>



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# Vancouver Market Reports

attached homes

Statistics, on the Web!

## Market Analysis and Forecasting

Feb 1/18

## Chilliwack

**TEAM 3000 REALTY LTD**  
**Ron & Joyce Hubenig**  
**Ph: 778-549-9909**

Chilliwack (+Sardis) Sub Areas Statistics - Jan 2018

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Chilliwack W Yale-Well	47	16	11	100%	\$0	34.0%
Chilliwack E Young-Yale	31	15	5	102%	\$5,100	48.4%
Chilliwack N Yale-Well	17	10	10	99%	-\$1,903	58.8%
Chilliwack Yale Rd West	0	0				0.0%
Chilliwack Mountain	5	2	84	96%	-\$22,400	40.0%
Fairfield Island	0	0				0.0%
East Chilliwack	7	2	91	101%	\$7,800	28.6%
Eastern Hillside	0	0				0.0%
Sardist W Vedder Rd	6	3	52	93%	-\$18,900	50.0%
Sardist E Vedder Rd	8	3	5	101%	\$2,400	37.5%
Vedder S Watson	51	21	10	100%	\$1,649	41.2%
Promontory	15	5	3	103%	\$15,000	33.3%
<b>Total Activity</b>	<b>187</b>	<b>77</b>	<b>9</b>	<b>100%</b>	<b>\$0</b>	<b>41%</b>

Attached

Chilliwack (+Sardis) List Price Ranges Statistics - Jan 2018

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$125,000	3	3	1	105%	\$4,800	100.0%
\$125,001-\$250,000	50	23	6	100%	\$0	46.0%
\$250,001-\$350,000	51	21	5	101%	\$3,600	41.2%
\$350,001-\$425,000	16	4	8	100%	-\$1,200	25.0%
\$425,001-\$550,000	43	20	26	99%	-\$2,953	46.5%
\$550,001 and more	24	6	61	100%	\$0	25.0%
<b>Total Activity</b>	<b>187</b>	<b>77</b>	<b>9</b>	<b>100%</b>	<b>\$0</b>	<b>41%</b>

Attached

### Feb 1 2018 Chilliwack(+Sardis) Market Update Attached Townhomes/ Condos

**Current:** Chilliwack (+Sardis) is in a Sellers Market with average listing inventories, a **41 %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 \$125,000 have **100.0 %SOLD** rate.  
 Least Active Price Range: Attached homes above \$550,000 have **25.0 %SOLD** rate.

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

**HPIp (Top 50%)** shows that prices increased \$68,444

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

**HPIp (Lower 50%)** shows that prices increased \$52,287.

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

**HPIp (Top 50%)** shows that prices increased \$66,725.

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

**HPIp (Lower 50%)** shows that prices increased \$95,000.

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

**Forecast:** The total Listing Inventories are 16% less than the same month in 2016. The Chilliwack Attached Real Estate Market is continuing to be a sellers market for the next month.

January's Real Estate Statistics show our Markets have NORMALIZED with 72% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$7,012, which is an improvement from \$5,518 increase that we saw in the month prior. The Vancouver Detached Markets just had a \$12,262 monthly decrease. With the much tougher mortgage lending rules upon us, the higher interest rates, pending trade tariffs and chilly economic winds arriving, we are forecasting the beginning of Buyer's Market across most Detached Markets. Currently, the Condo Markets set the breakneck pace with 93% still increasing in Greater Vancouver (Lower Mainland) (28 of 30 Markets). We are forecasting a continued Seller's Market in the Condo Markets for the following months. 57% of the Townhouse Markets are currently increasing (16 out of 28 Markets), but we do expect this market to shift to a Buyer's Market in the next few months. There is a Notable difference between the top 50% of the markets which are slowing down and decreasing over the much stronger bottom 50% of the markets. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks.

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### Monthly Changes Summary

	Jan-17	Dec-17	Jan-18	02/01/2018	Change
Total Listings** (A,S,T,C,X)	236	179	187		8
Active Listings (1st of the month)	128	123	80	97	17
Solds	77	82	77		-5
Days on Market (DOM)	23	10	9		-1
%SOLD (Sales/Listings/mnthly rate)	33%	46%	41%		-5%
<b>Condos (Top 50%) Home Price Index HPIp</b>	\$239,656	\$295,763	\$308,100		\$12,337
<b>Condos (Lower 50%) Home Price Index HPIp</b>	\$149,814	\$196,467	\$202,101		\$5,634
<b>Twnhs (Top 50%) Home Price Index HPIp</b>	\$402,980	\$462,892	\$469,705		\$6,813
<b>Twnhs (Lower 50%) Home Price Index HPIp</b>	\$252,100	\$331,054	\$347,100		\$16,046

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Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

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Statistics, on the Web!

attached homes

TEAM 3000 REALTY LTD



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Market Analysis and Forecasting

Feb 1/18

Chilliwack

Attached Townhomes/ Condos Chilliwack (+ Sardis) Total Listings\*, Sales, and %SOLD rates

Sales / Listings

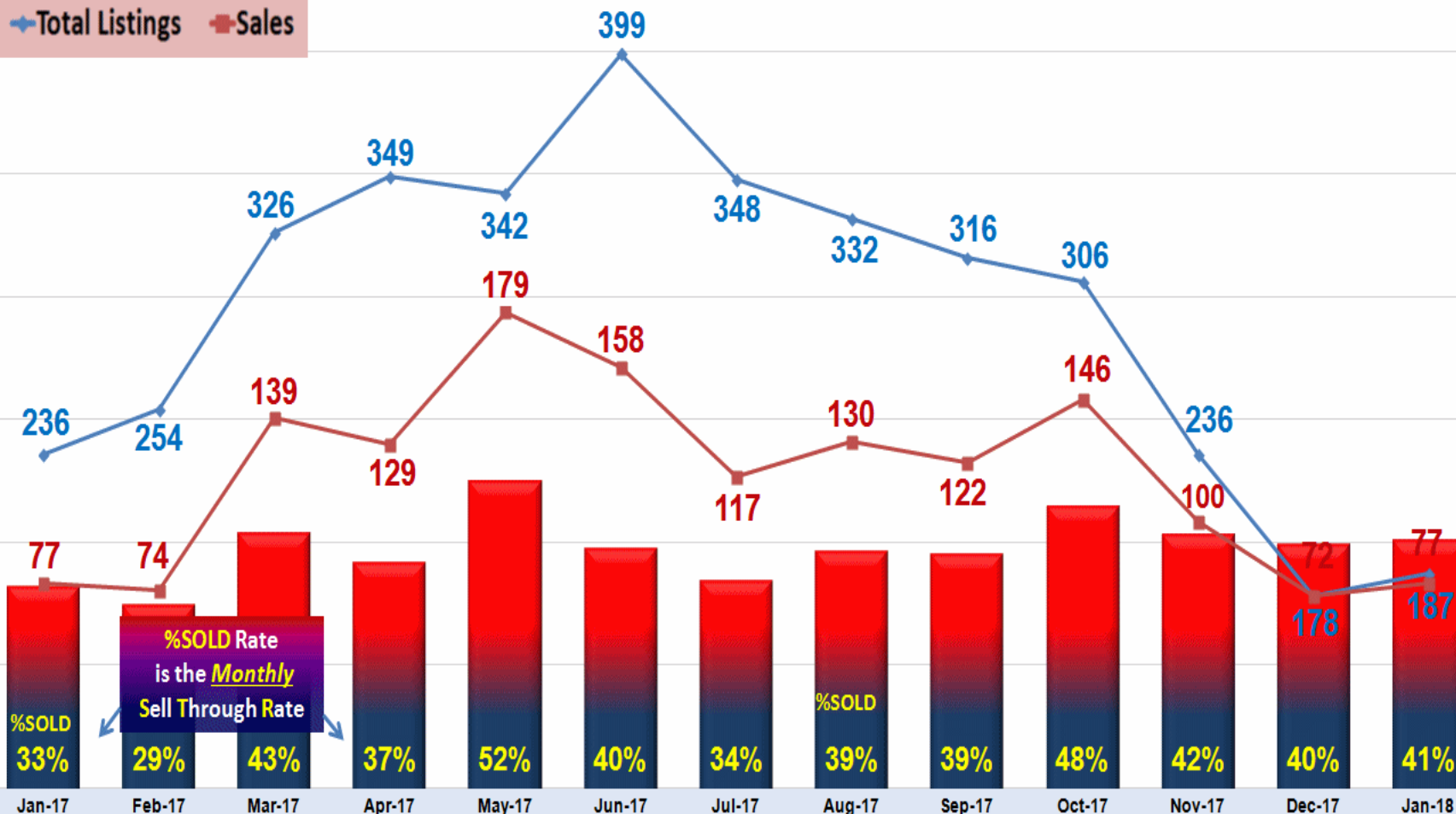
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings ( Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate

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Market Analysis and Forecasting

Feb 1/18

Chilliwack

Attached

Chilliwack

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)



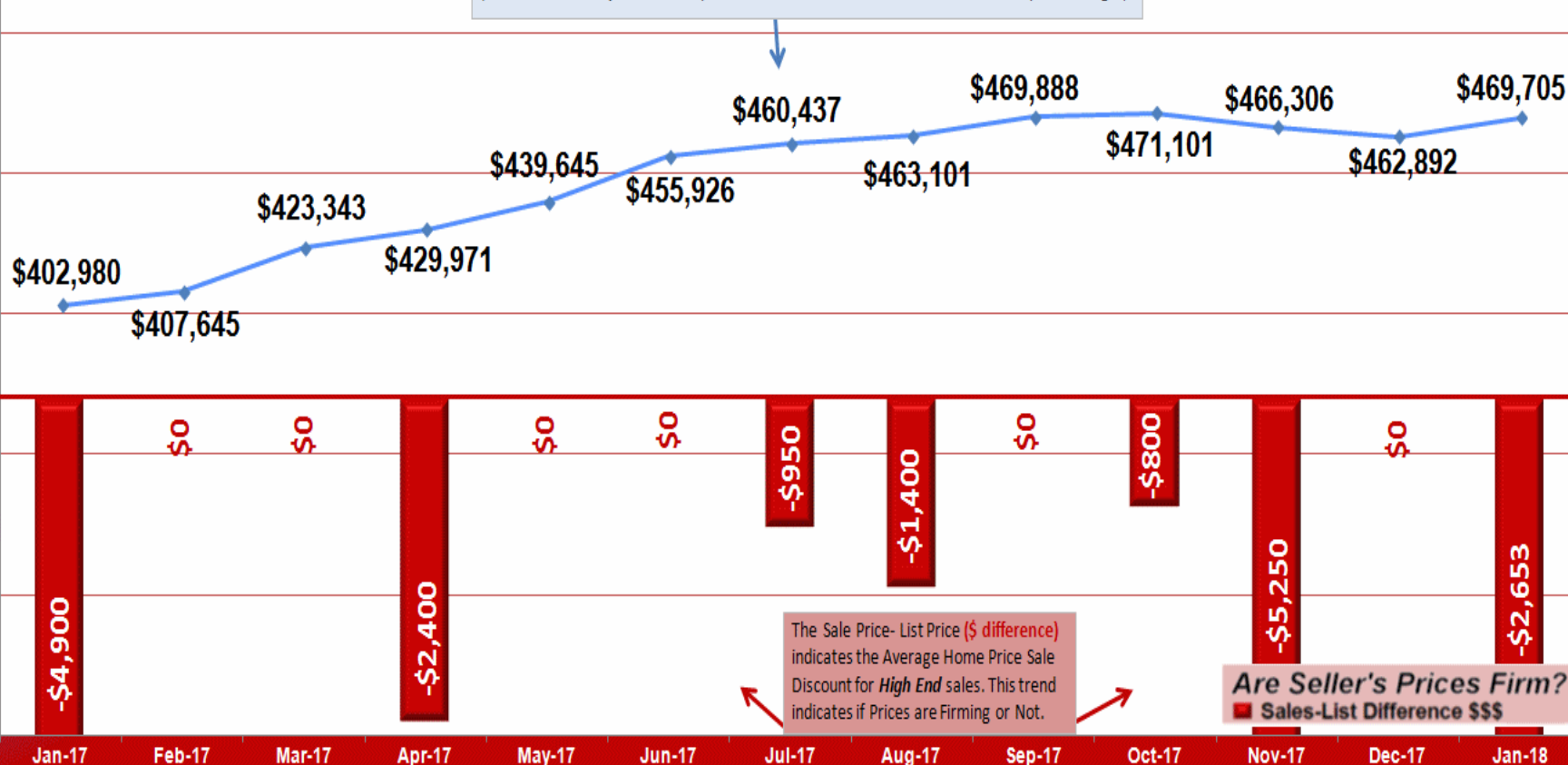
Townhouses

## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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

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



Townhouses

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 High End sales. This trend indicates if Prices are Firming or Not.

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Market Analysis and Forecasting

Feb 1/18

Chilliwack

Attached

Chilliwack

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

Home Price Changes

(Home Price Index Paired sales from 2005)



Townhouses



Townhouses

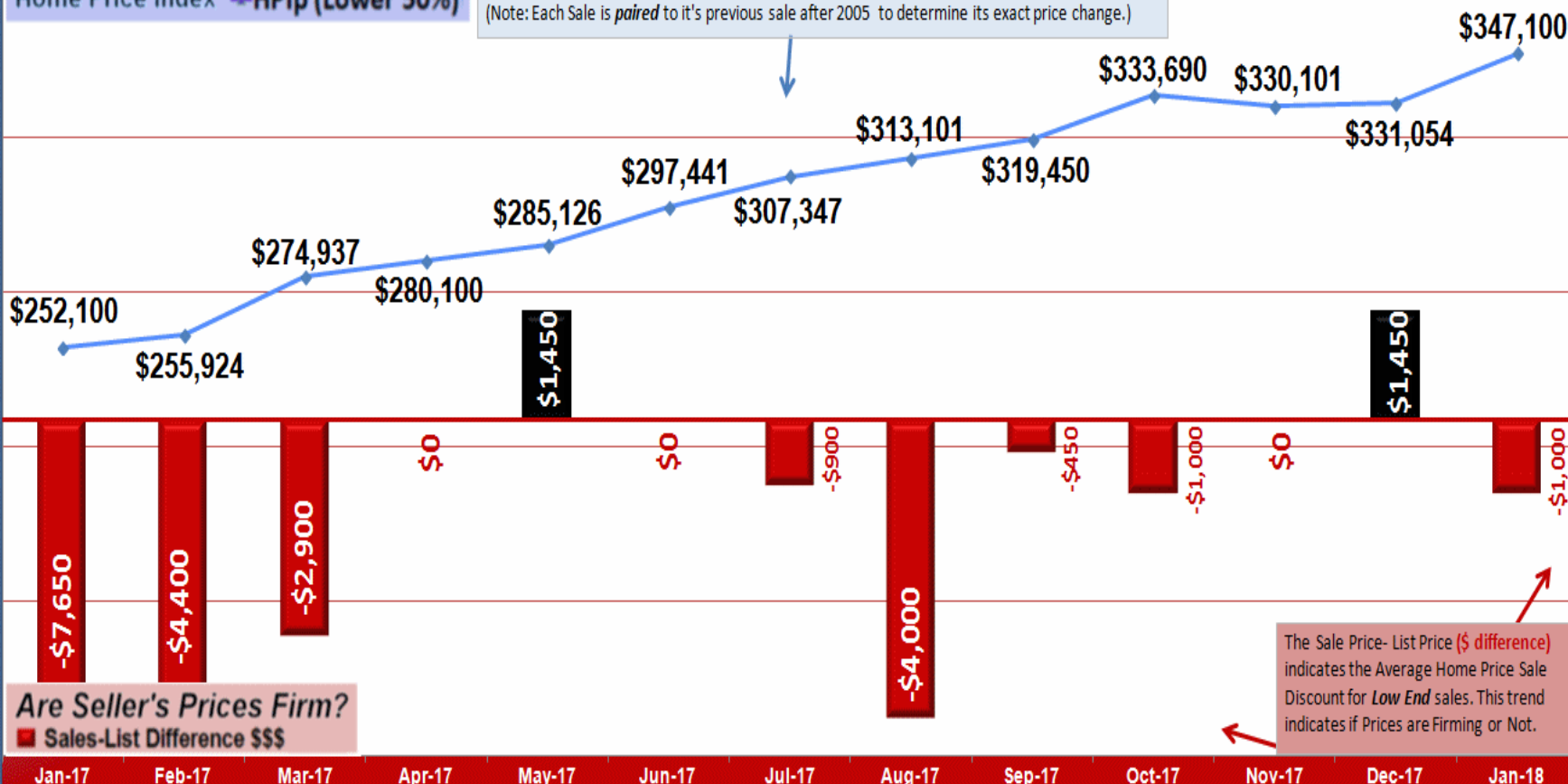
Sales Discount \$\$

Sale Price - Original List Price ( \$ difference)

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

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

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



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Sales-List Difference \$\$\$

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# Vancouver Market Reports

Statistics, on the Web!

attached homes



Ron & Joyce Hubenig



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Market Analysis and Forecasting

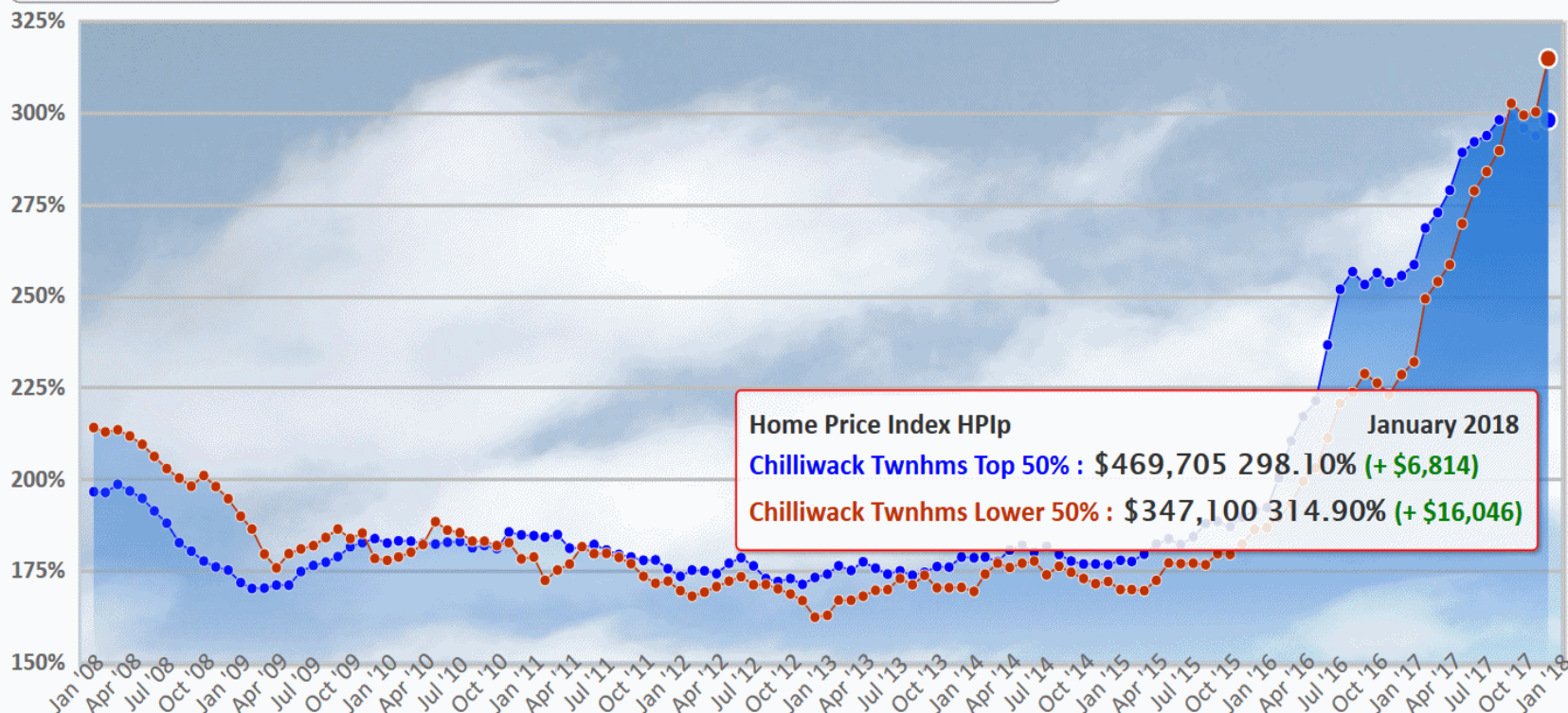
Feb 1/18

Chilliwack

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jan 2018	% 298.10
Dec 2017	% 293.80
Nov 2017	% 295.90
Oct 2017	% 299.00
Sep 2017	% 298.20
Aug 2017	% 293.90
Jul 2017	% 292.20
Jun 2017	% 289.30
May 2017	% 279.00
Apr 2017	% 272.90
Mar 2017	% 268.70
Feb 2017	% 258.70

<<< 1 2 3 >>>



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

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



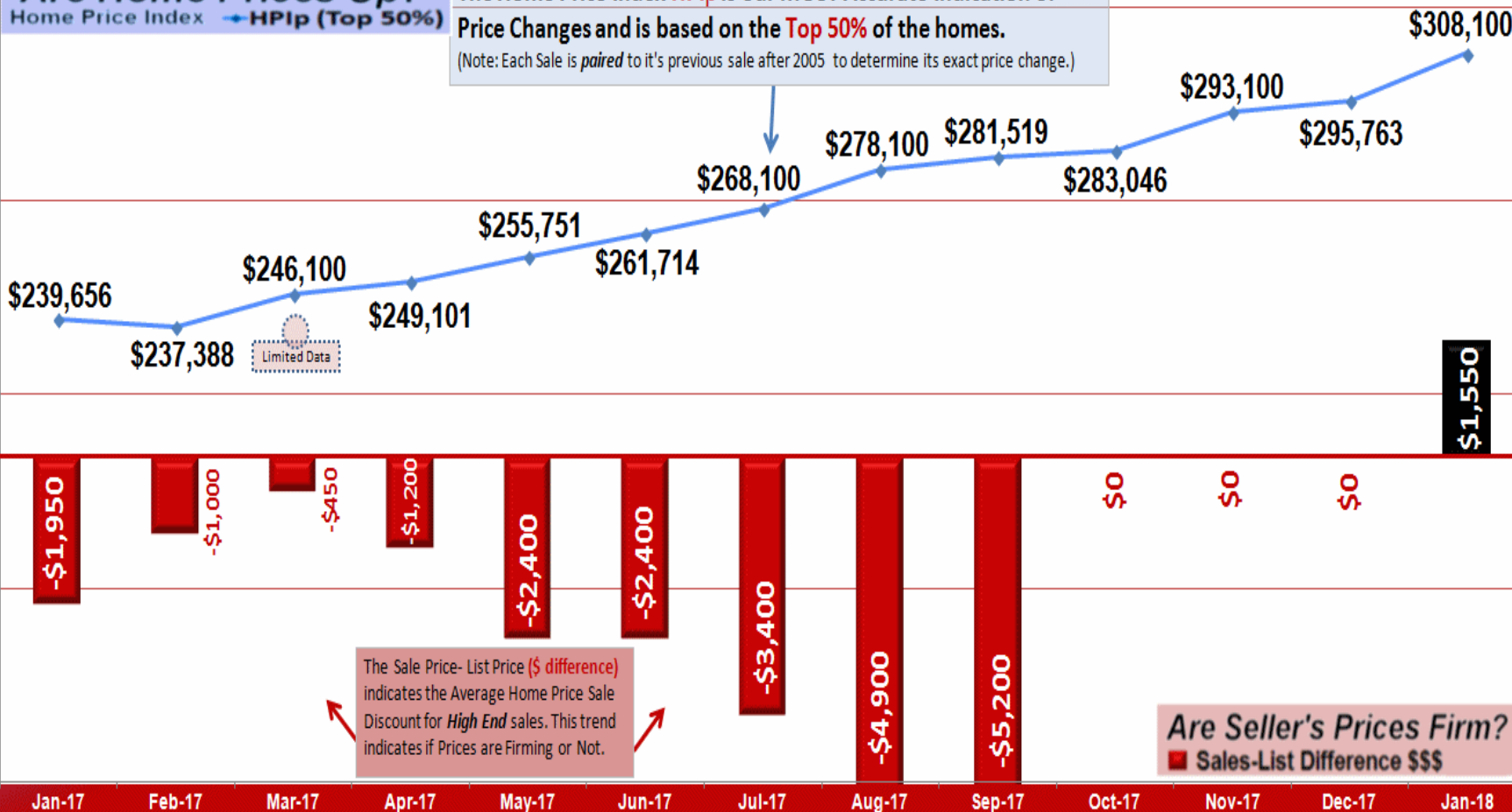
Condominiums

## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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

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



Condominiums

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

## Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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Attached

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

Home Price Changes

(Home Price Index Paired sales from 2005)



Condominiums



Condominiums

Sales Discount \$\$

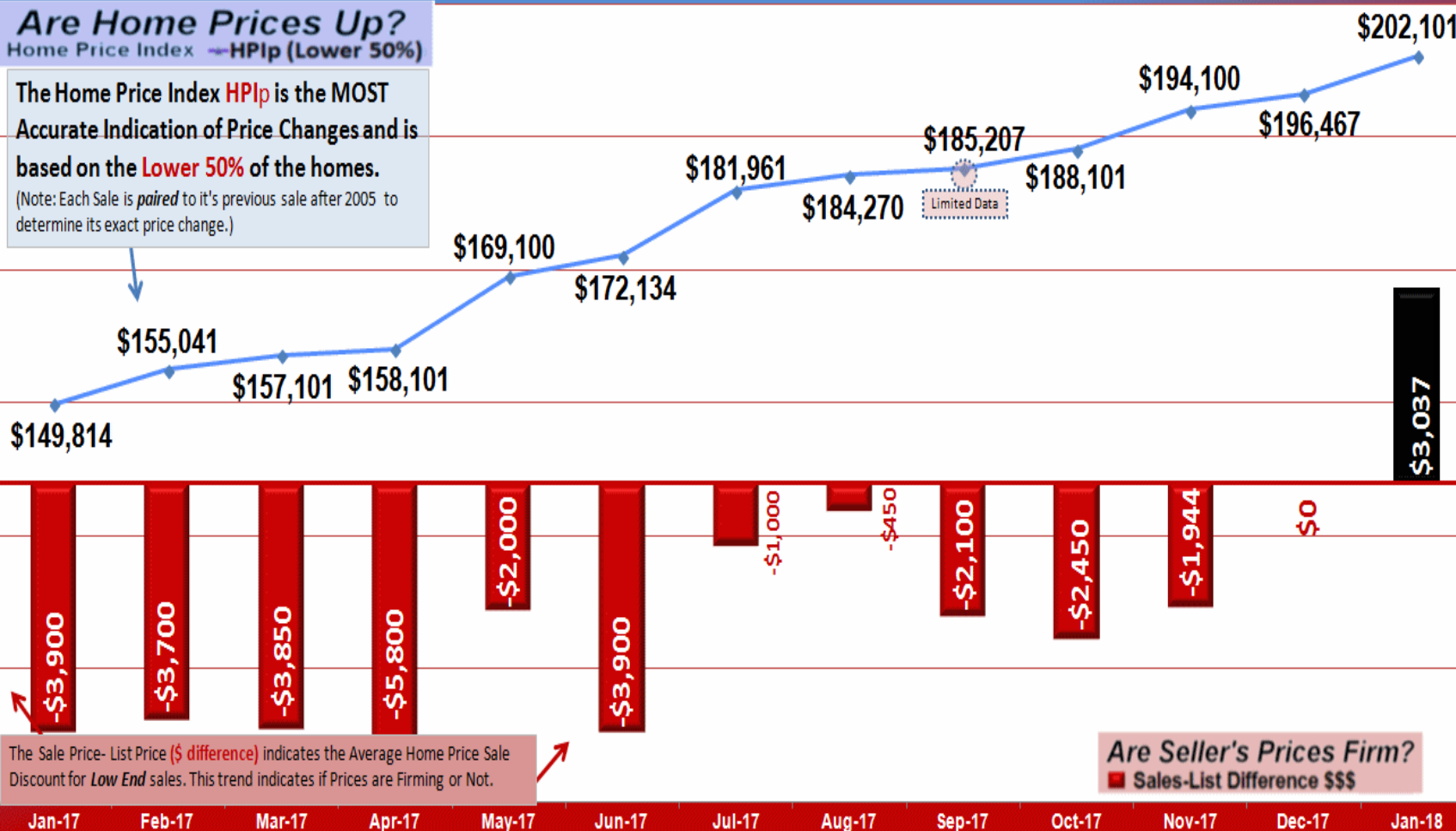
Sale Price - Original List Price (\$ difference)

## Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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

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



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

## Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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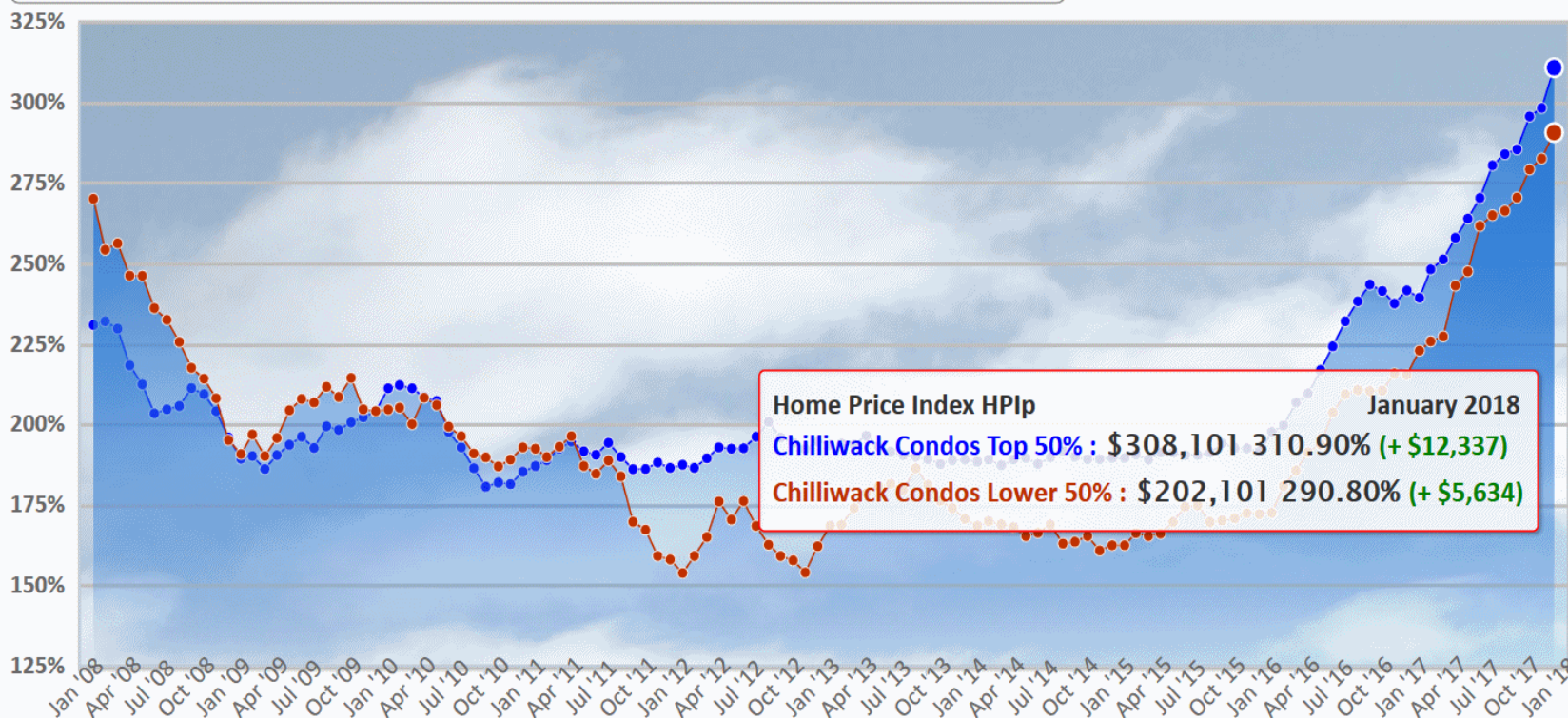
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<<< 1 2 3 >>>



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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

