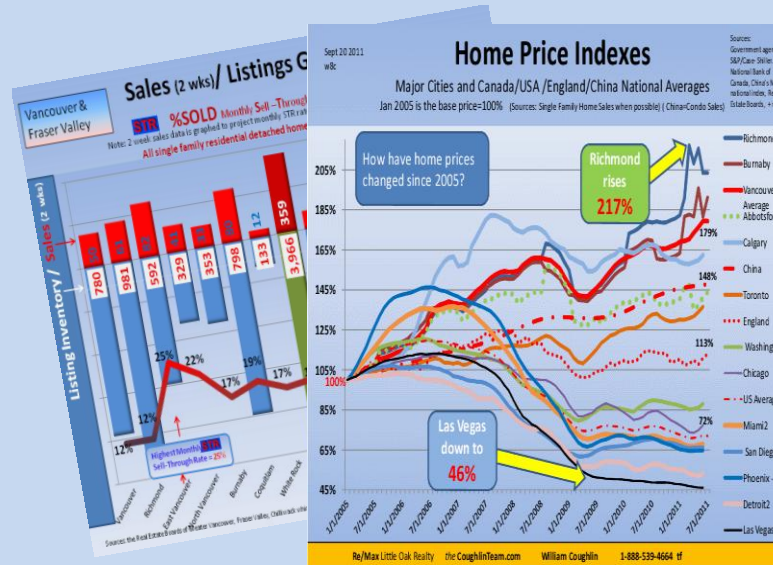


# Ruth Meehan's Market Reports



## Advanced Marketing Tools





## Ruth Meehan's Market Reports

### Detached

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

### Attached

- [Abbotsford](#)

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



# Vancouver Market Reports

detached homes

# Vancouver Market Reports

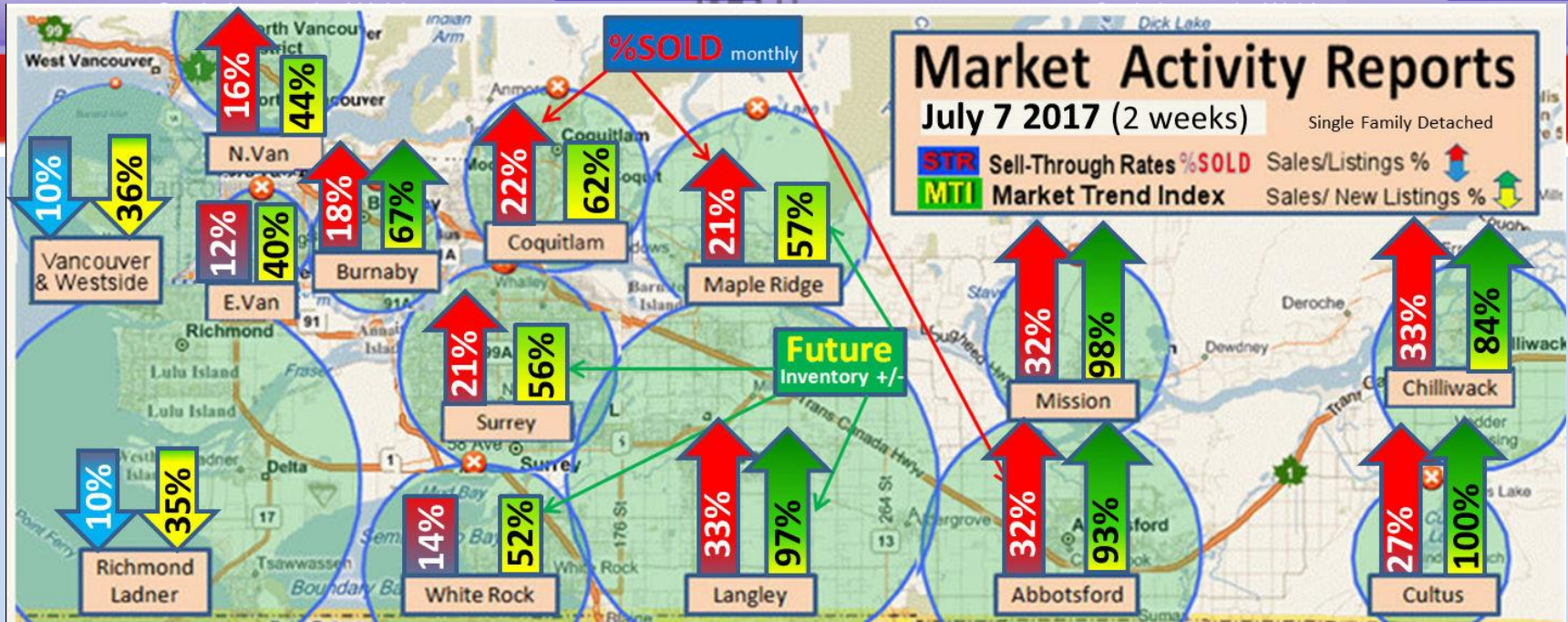
attached homes

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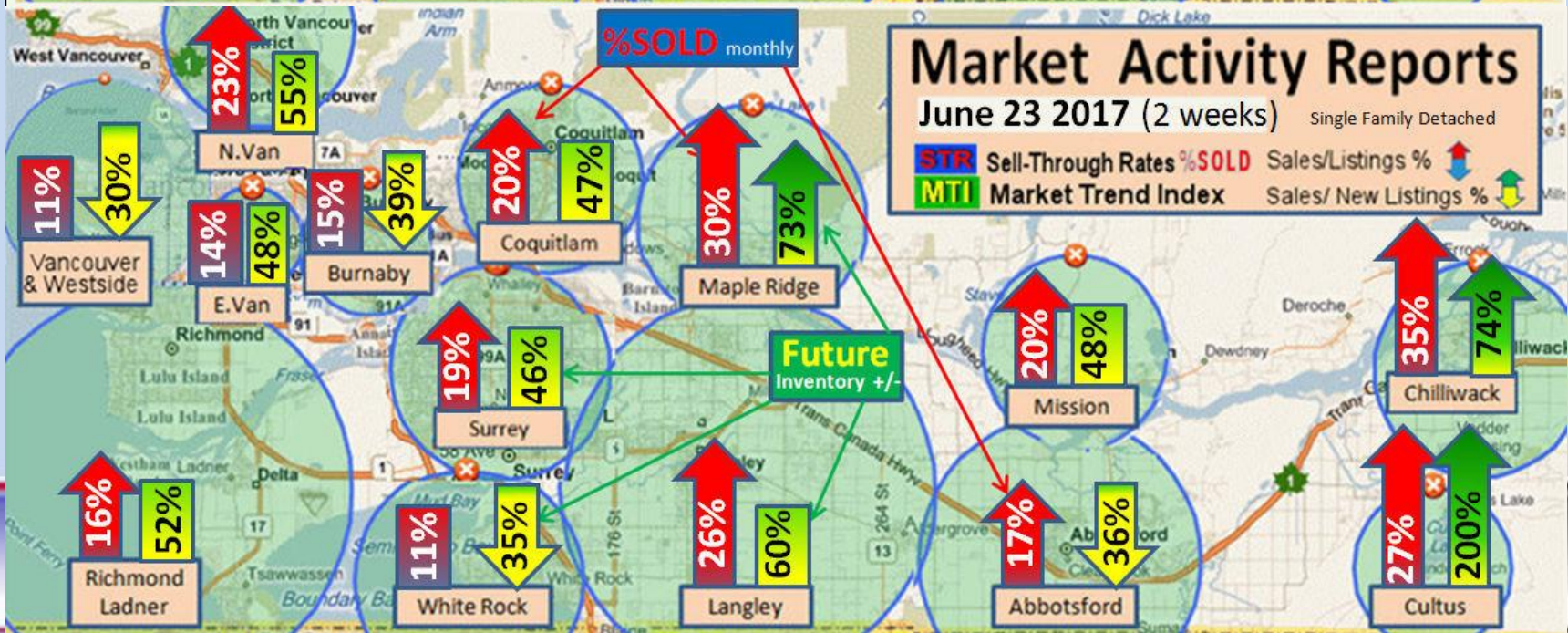
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# Vancouver Market Reports

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Vancouver & Fraser Valley

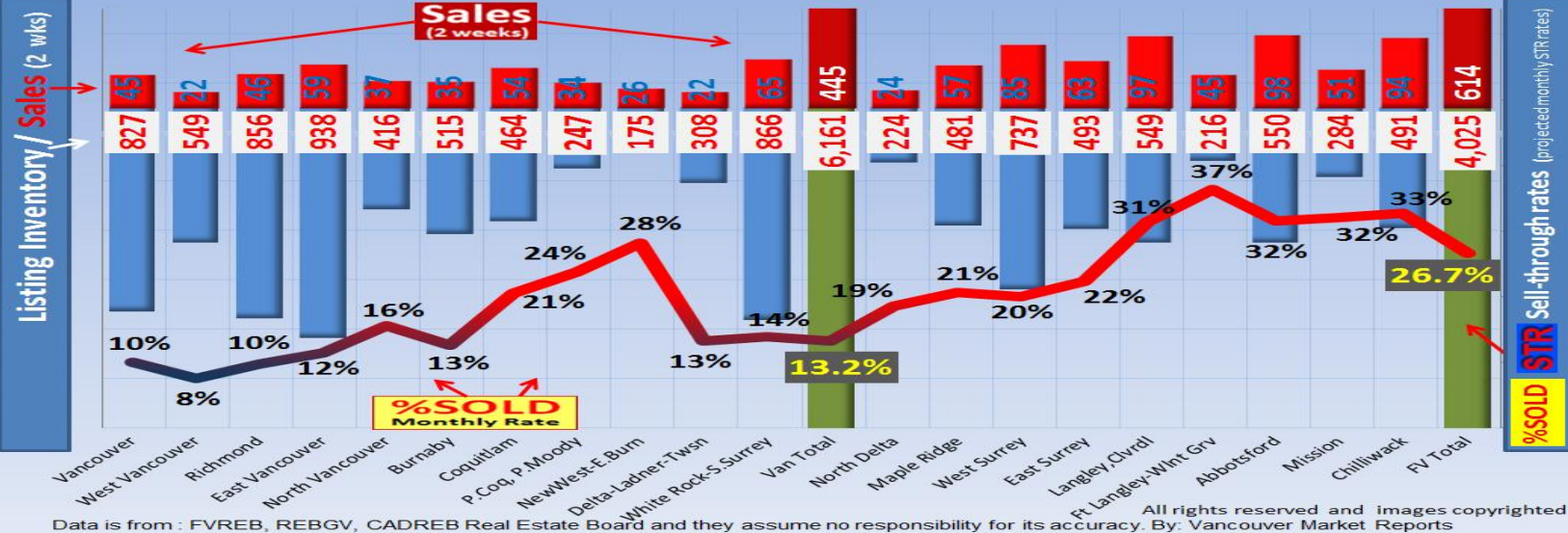
## Sales (2 wks)/ Listings Graph

July 7 2017 (2 weeks)

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

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

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



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

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Vancouver & Fraser Valley

## Sales (2 wks)/ Listings Graph

June 23 2017 (2 weeks)

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

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



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Market Analysis and Forecasting

July 1/17 Abbotsford

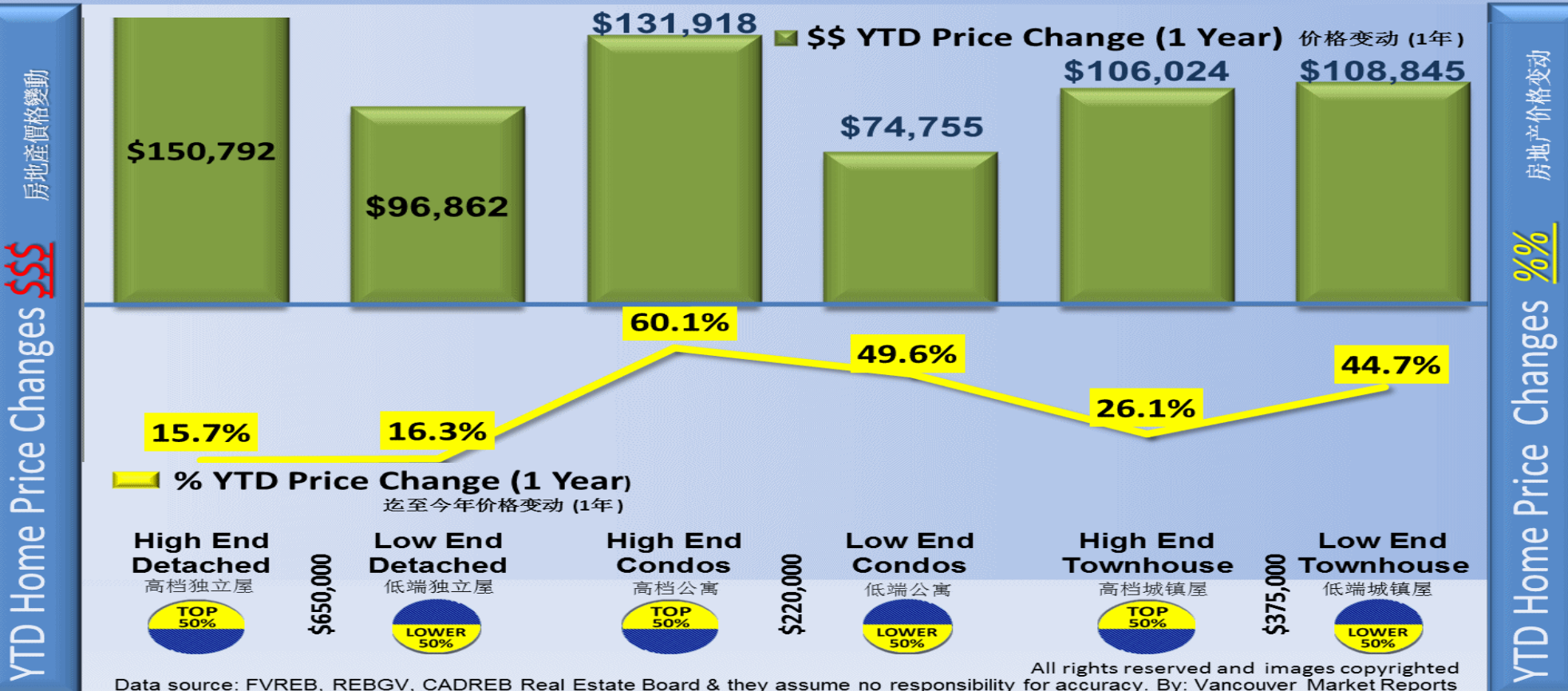
## Abbotsford Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPI



YTD Home Price Changes \$\$\$

YTD Home Price Changes %%

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

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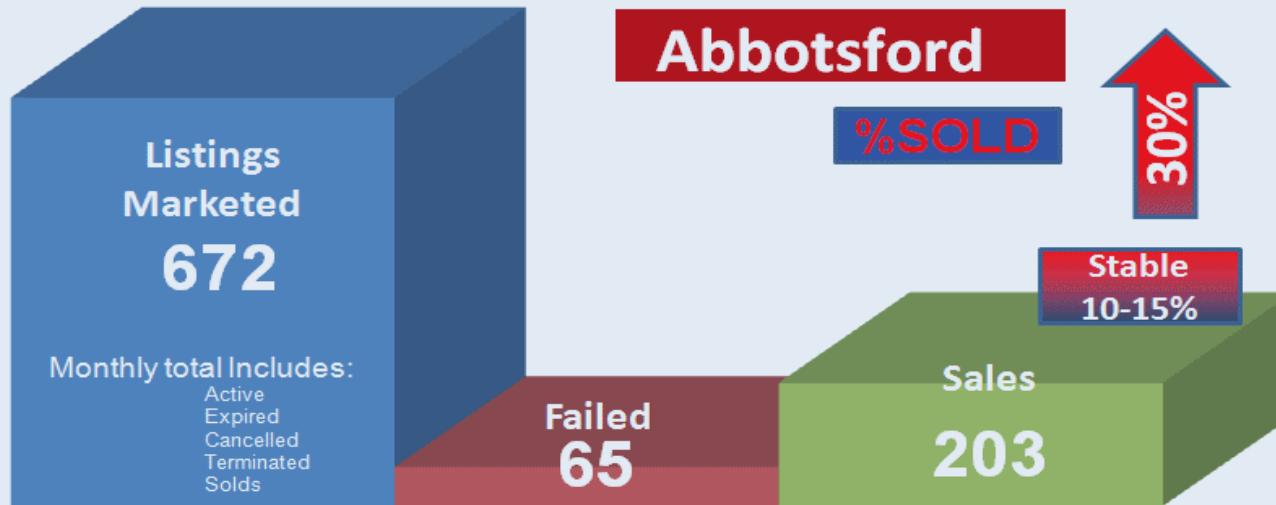
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Market Analysis and Forecasting

July 1/17 Abbotsford

## Monthly Market Activity - June 2017 - Single Family



### July 1 2017 Abbotsford Market Update (Detached)

**Current:** Abbotsford is in Sellers Market with average listing inventories, a **30 %SOLD** rate and a 101% Sell/List Ratio. (This means that on an average sale there is a **\$6,000** discount from the original list price)

*Most Active Price Range:* Homes below \$500,000 have a **57.1 %SOLD** rate.

*Least Active Price Range:* Homes above \$1.3 million have a **7.6 %SOLD** rate.

**History:** The Abbotsford Home Price Index **HPIp** (Top 50%) shows that prices increased \$140,983 year-to-date. The Abbotsford Home Price Index **HPIp** (Lower 50%) shows that prices increased \$81,280 year-to-date.



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Market Analysis and Forecasting

July 1/17 Abbotsford

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

Abbotsford List Price Ranges Statistics - June 2017

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$500,000	21	12	12	100%	-\$700	57.1%	↑
\$500,001-\$575,000	18	9	5	104%	\$21,000	50.0%	↑
\$575,001-\$630,000	46	21	7	102%	\$15,100	45.7%	↑
\$630,001-\$725,000	167	71	6	101%	\$9,500	42.5%	↑
\$725,001-\$850,000	153	45	8	102%	\$15,000	29.4%	↑
\$850,001-\$1,300,000	135	35	6	100%	-\$3,800	25.9%	↑
\$1,300,001 and more	132	10	29	99%	-\$17,000	7.6%	↓
<b>Total Activity</b>	<b>672</b>	<b>203</b>	<b>7</b>	<b>101%</b>	<b>\$6,000</b>	<b>30%</b>	↑

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

Monthly Changes Summary	Jun-16	May-17	Jun-17	7/1/2017	Change	
Total Listings** (A,S,T,C,X)	725	473	672		199	↑
Active Listings (1st of the month)	418	341	206	404	198	↑
Solds	227	220	203		-17	↓
Days on Market (DOM)	8	8	7		-1	↓
%SOLD (Sales/Listings /monthly rate)	31%	47%	30%		-16%	↓
(Top 50%) Home Price Index HPIp	\$986,118	\$1,126,307	\$1,127,101		\$794	↑
(Lower 50%) Home Price Index HPIp	\$610,821	\$696,965	\$692,101		-\$4,864	↓

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# Vancouver Market Reports

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**Market Analysis and Forecasting**

July 1/17 **Abbotsford**

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

### Abbotsford Sub areas Statistics - June 2017

Detached

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	38	12	8	100%	\$0	31.6%
Bradner	29	8	12	98%	-\$22,500	27.6%
Matsqui	20	3	17	100%	\$0	15.0%
Sumas Mountain	12	0				0.0%
Abbotsford West	191	60	8	101%	\$11,000	31.4%
Abbotsford East	215	75	6	101%	\$10,100	34.9%
Aberdeen	58	9	11	99%	-\$13,810	15.5%
Sumas Prairie	10	0				0.0%
Central Abbotsford	99	36	7	101%	\$8,250	36.4%
<b>Total Activity</b>	<b>672</b>	<b>203</b>	<b>7</b>	<b>101%</b>	<b>\$6,000</b>	<b>30%</b>



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Market Analysis and Forecasting

July 1/17 Abbotsford



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## Next Months Market Forecast

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

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

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

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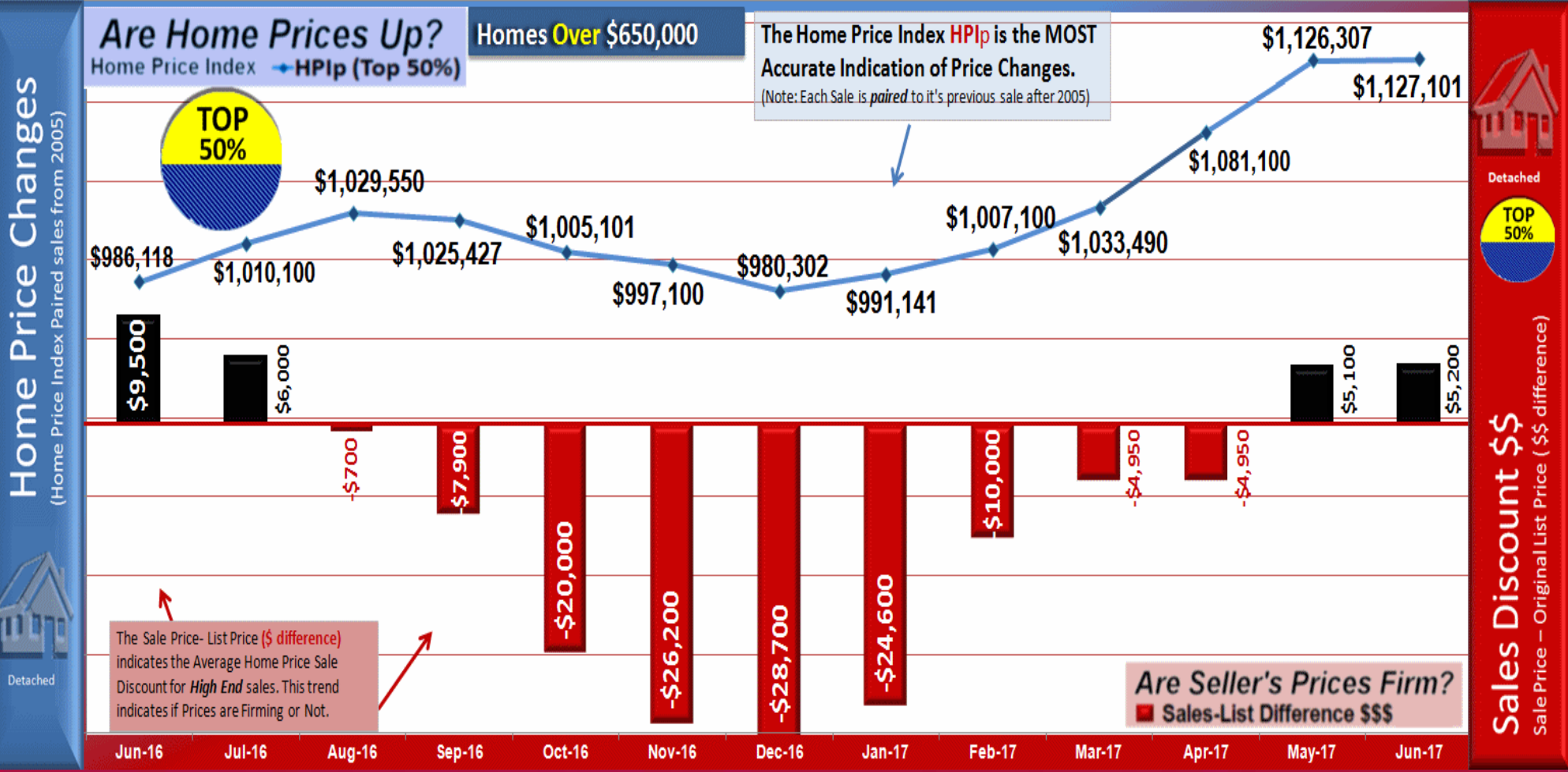
Market Analysis and Forecasting

July 1/17 Abbotsford

Detached

Abbotsford

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



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



Detached



Detached

TOP 50%

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

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

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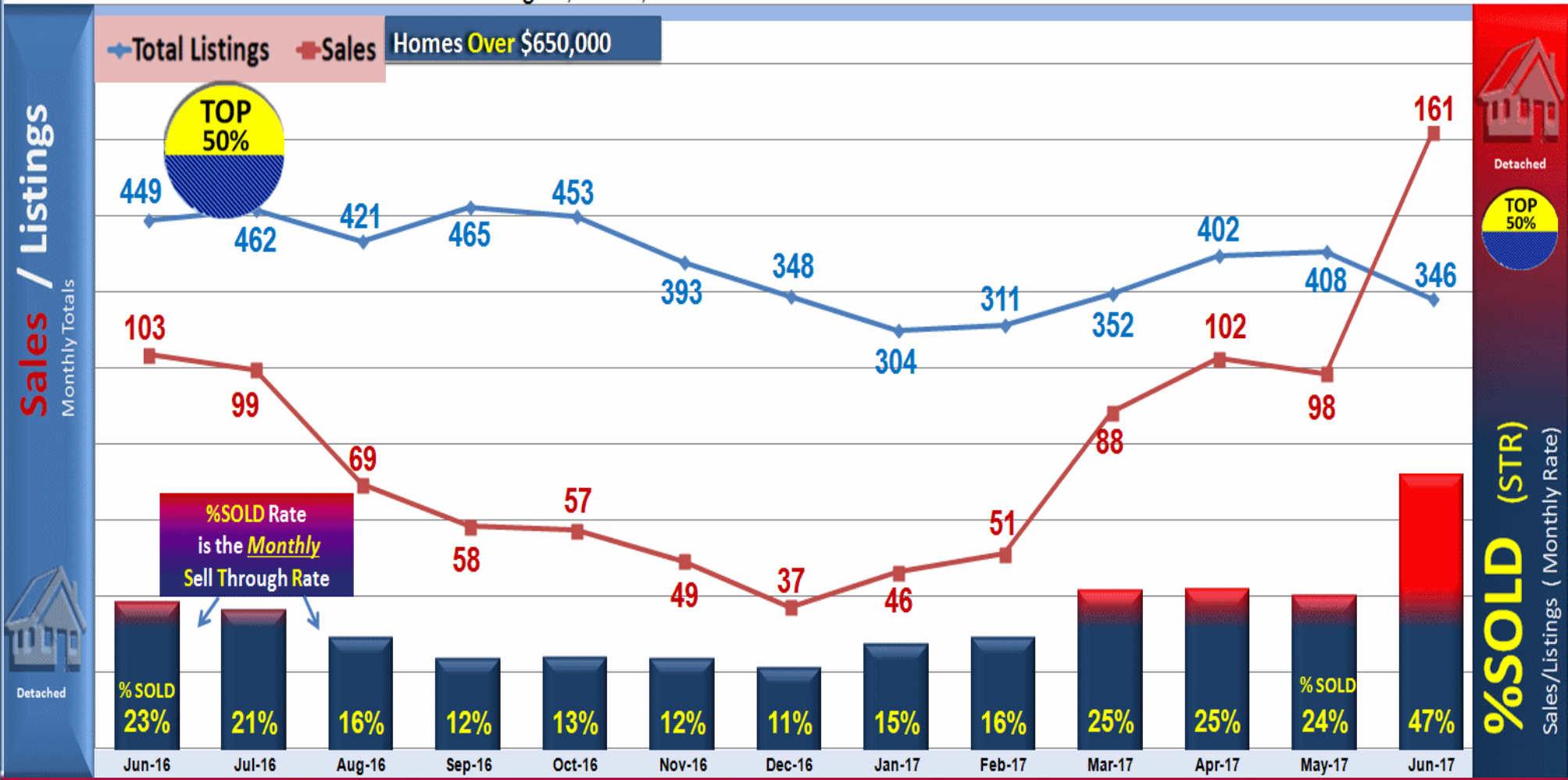
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Market Analysis and Forecasting

July 1/17 Abbotsford

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



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

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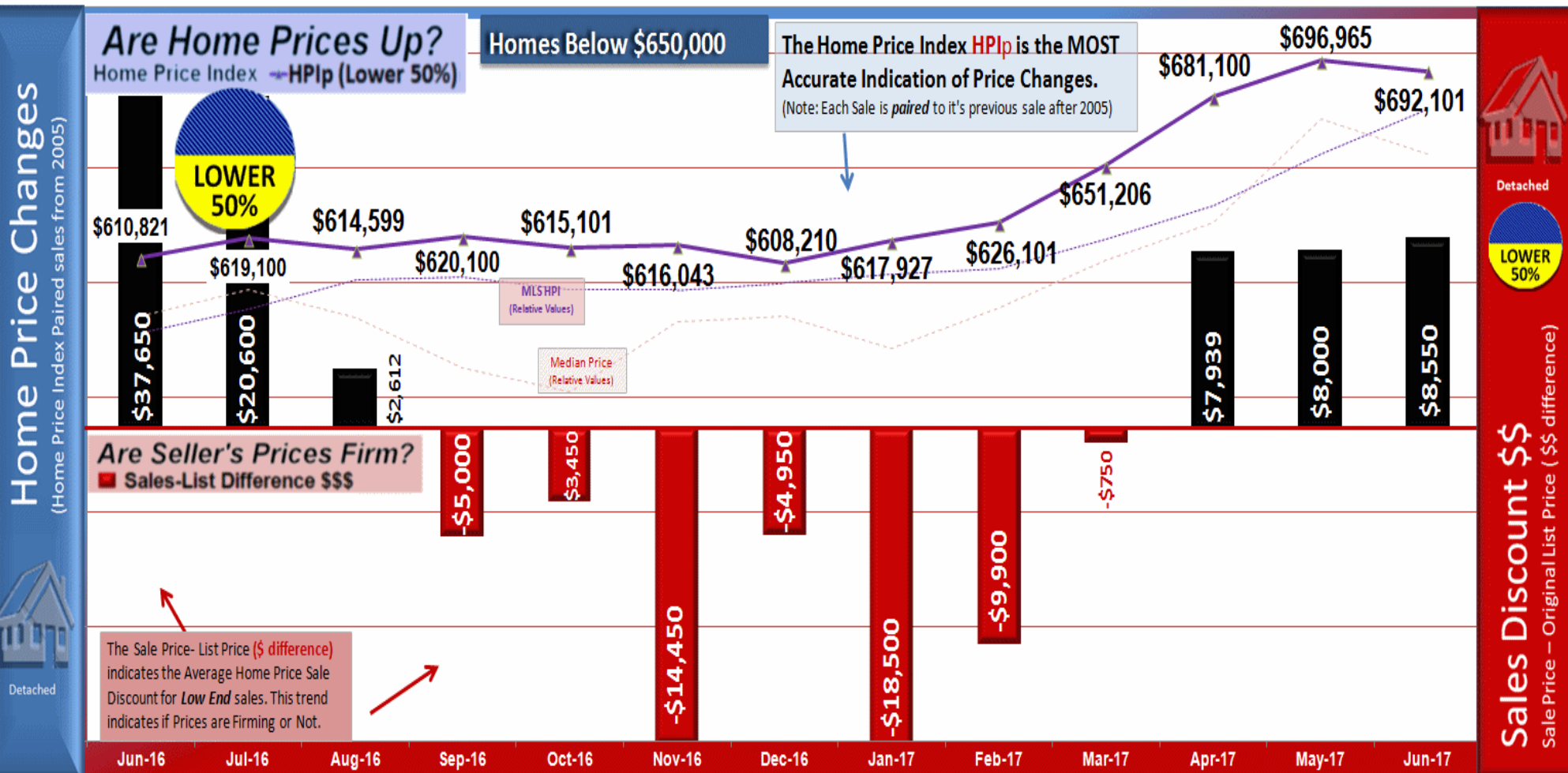
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Market Analysis and Forecasting

July 1/17 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)



Detached

LOWER 50%

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



Detached

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

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Market Analysis and Forecasting

July 1/17 Abbotsford

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

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

Sales / Listings  
 Monthly Totals



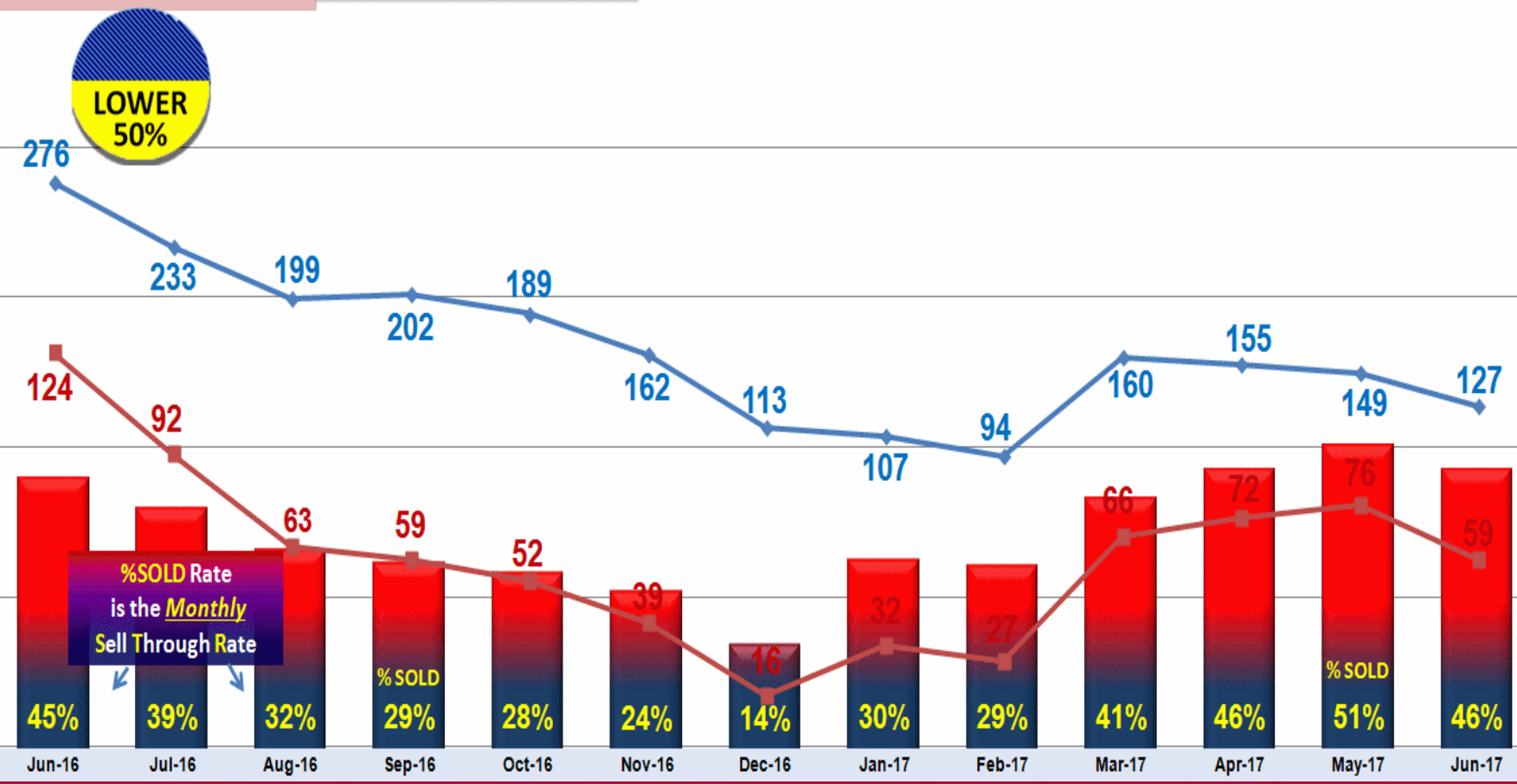
Detached



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



Detached



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



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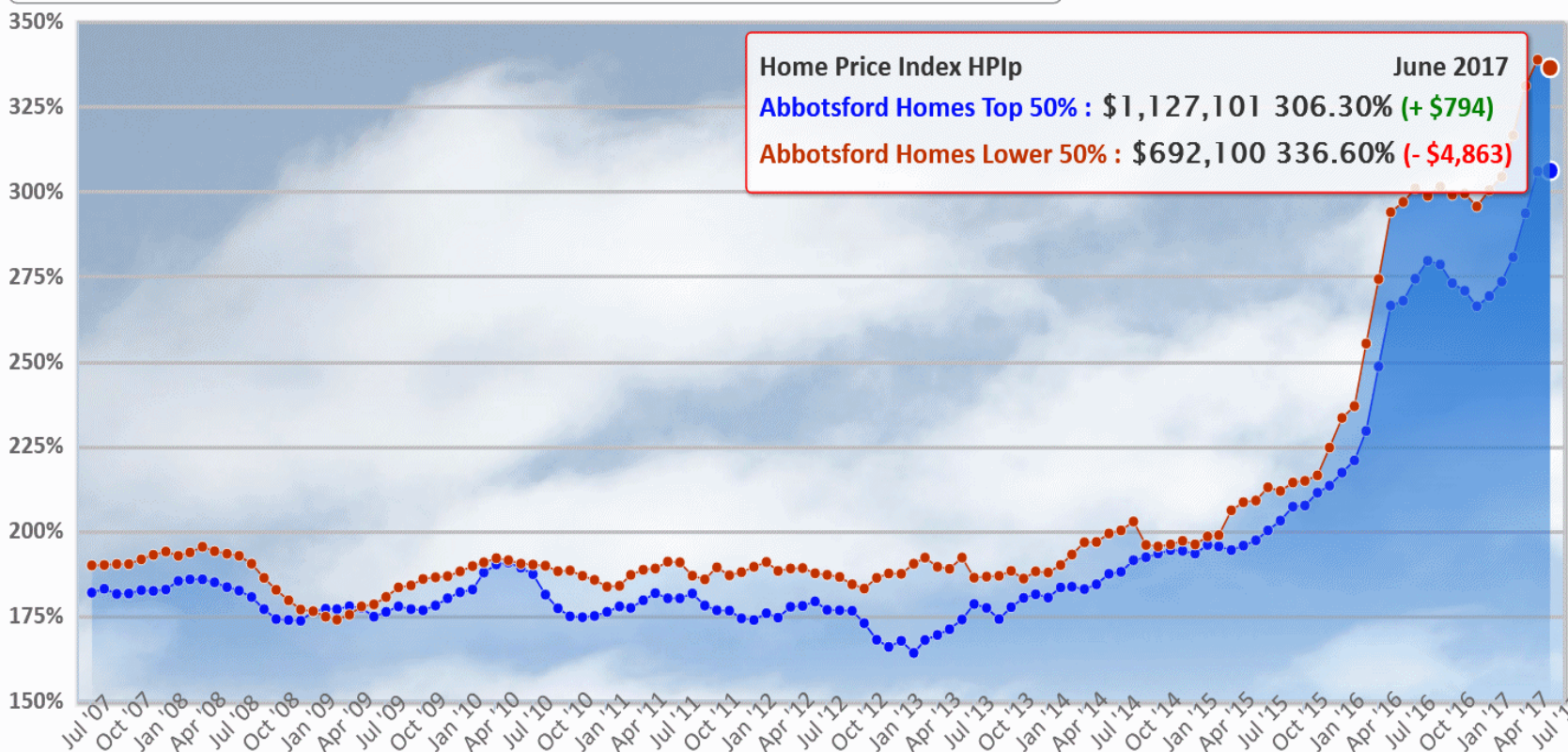
Market Analysis and Forecasting

July 1/17 Abbotsford

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jun 2017	% 306.30
May 2017	% 306.10
Apr 2017	% 293.80
Mar 2017	% 280.90
Feb 2017	% 273.70
Jan 2017	% 269.40
Dec 2016	% 266.40
Nov 2016	% 271.00
Oct 2016	% 273.20
Sep 2016	% 278.70
Aug 2016	% 279.80
Jul 2016	% 274.50

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Market Analysis and Forecasting

July 1/17 Mission

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

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPIp

\$108,631

■ \$\$ YTD Price Change (1 Year)

价格变动 (1年)

\$86,259

14.8%

19.1%

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

High End Detached

高档独立屋



\$550,000

Low End Detached

低端独立屋



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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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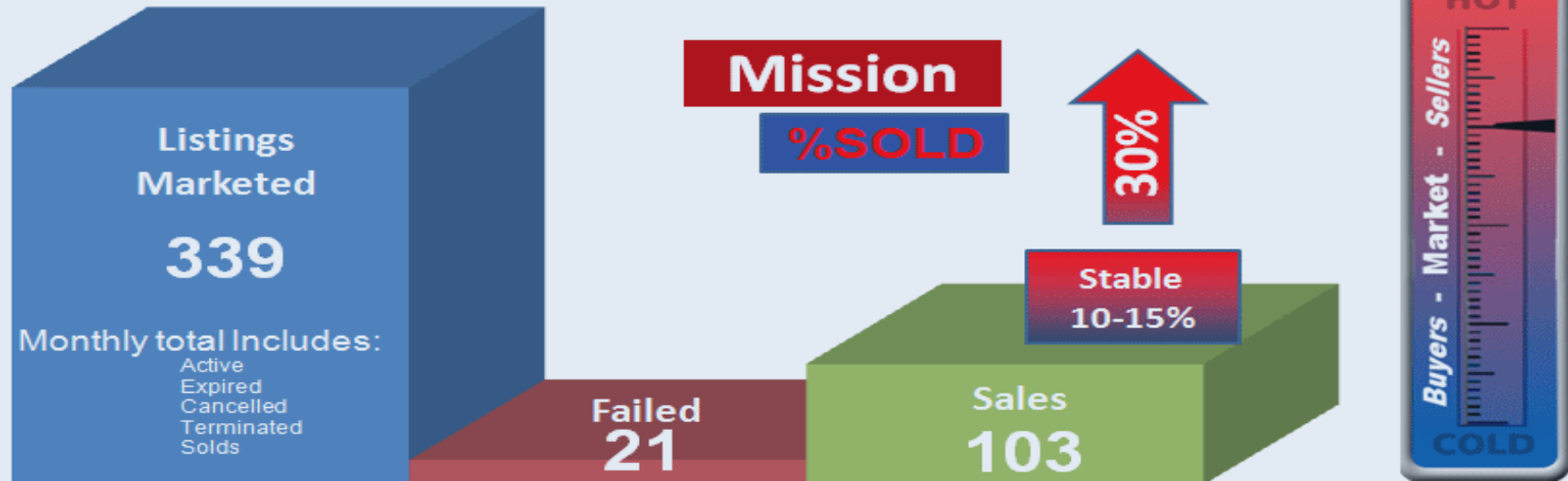
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Market Analysis and Forecasting

July 1/17 Mission

## Monthly Market Activity - June 2017 - Single Family



### July 1 2017 Mission Market Update (Detached)

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

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

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

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

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



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Market Analysis and Forecasting

July 1/17 Mission

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

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

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

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

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**Market Analysis and Forecasting**

July 1/17 **Mission**

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

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



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Market Analysis and Forecasting

July 1/17 Mission



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## Next Months Market Forecast

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

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

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

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



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produced for: **Ruth Meehan**

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

July 1/17 Mission

Detached

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

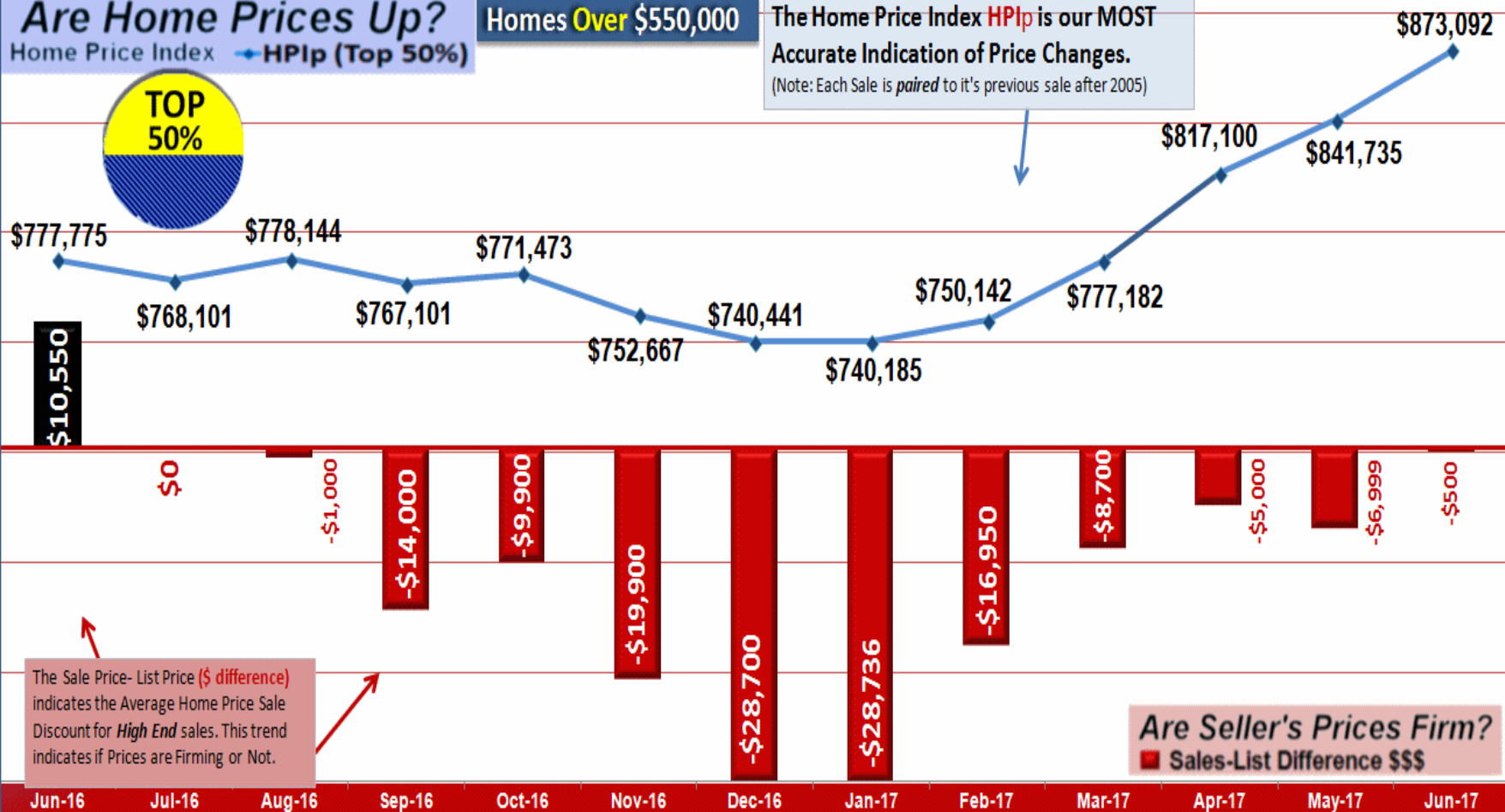
## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$550,000

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

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



Detached

TOP 50%

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

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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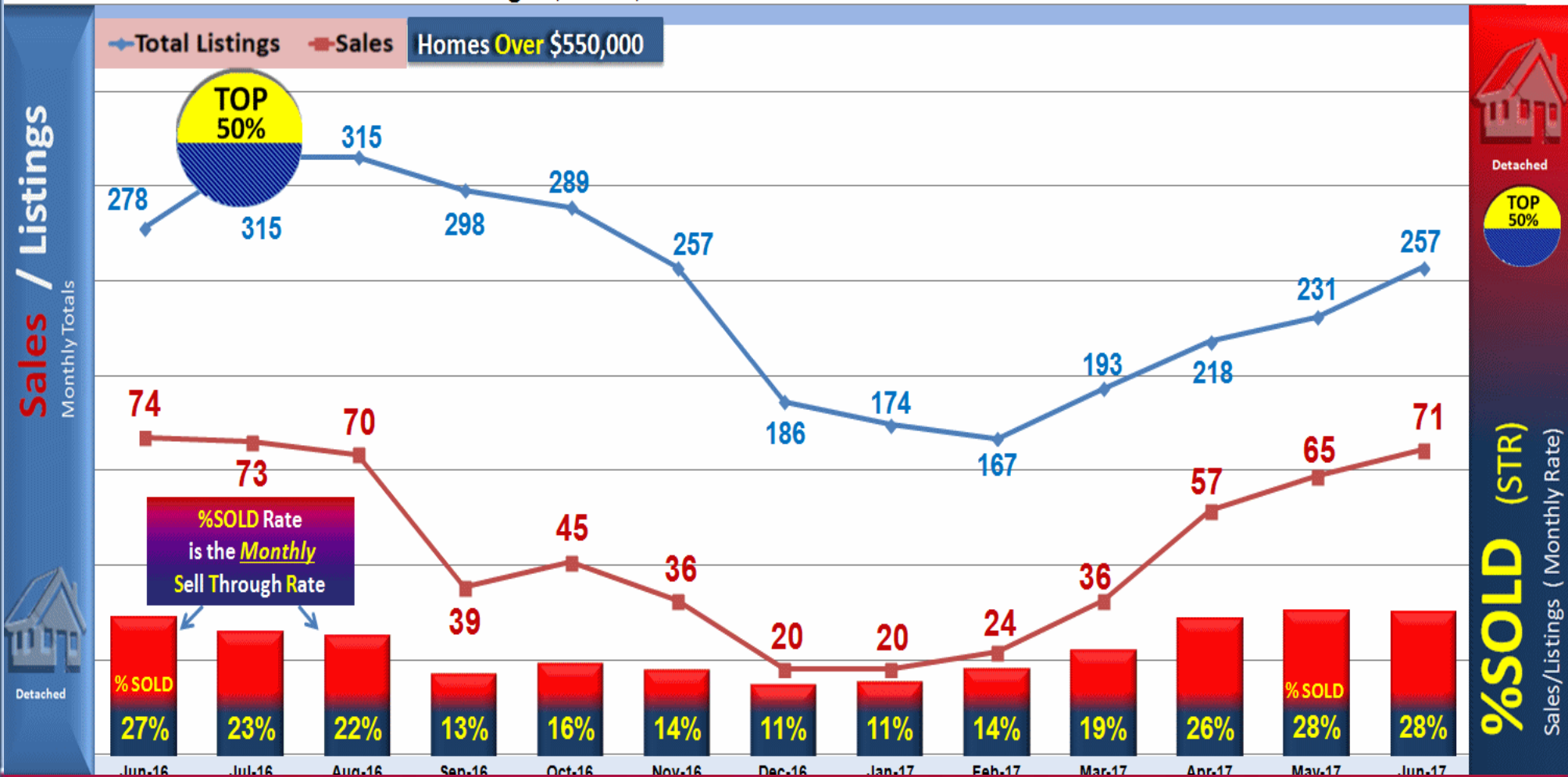
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Market Analysis and Forecasting

July 1/17 Mission

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



Sales / Listings  
Monthly Totals



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

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detached homes



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Market Analysis and Forecasting

July 1/17 Mission

Detached

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

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

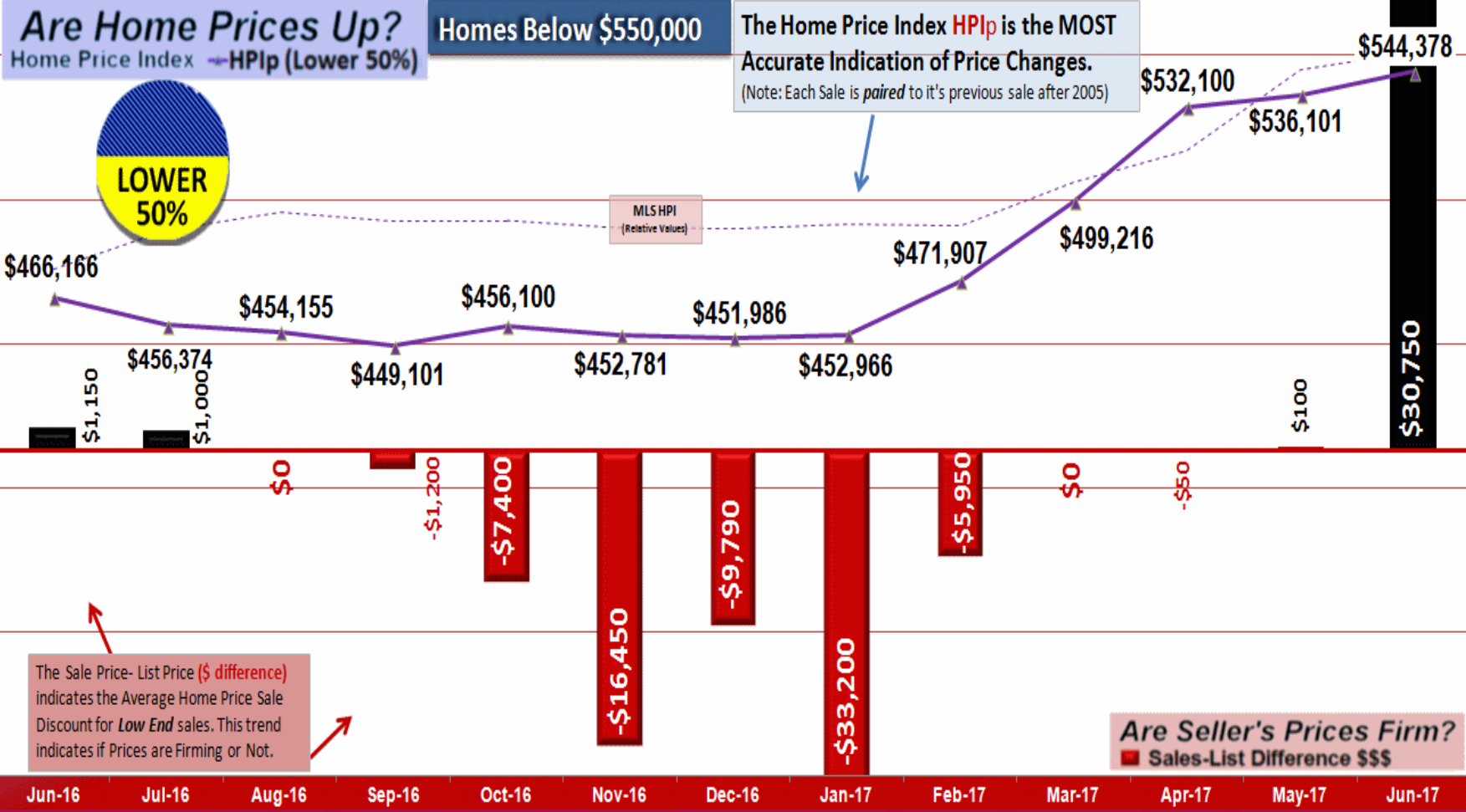


Detached



LOWER 50%

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



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

Homes Below \$550,000

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes.  
(Note: Each Sale is paired to 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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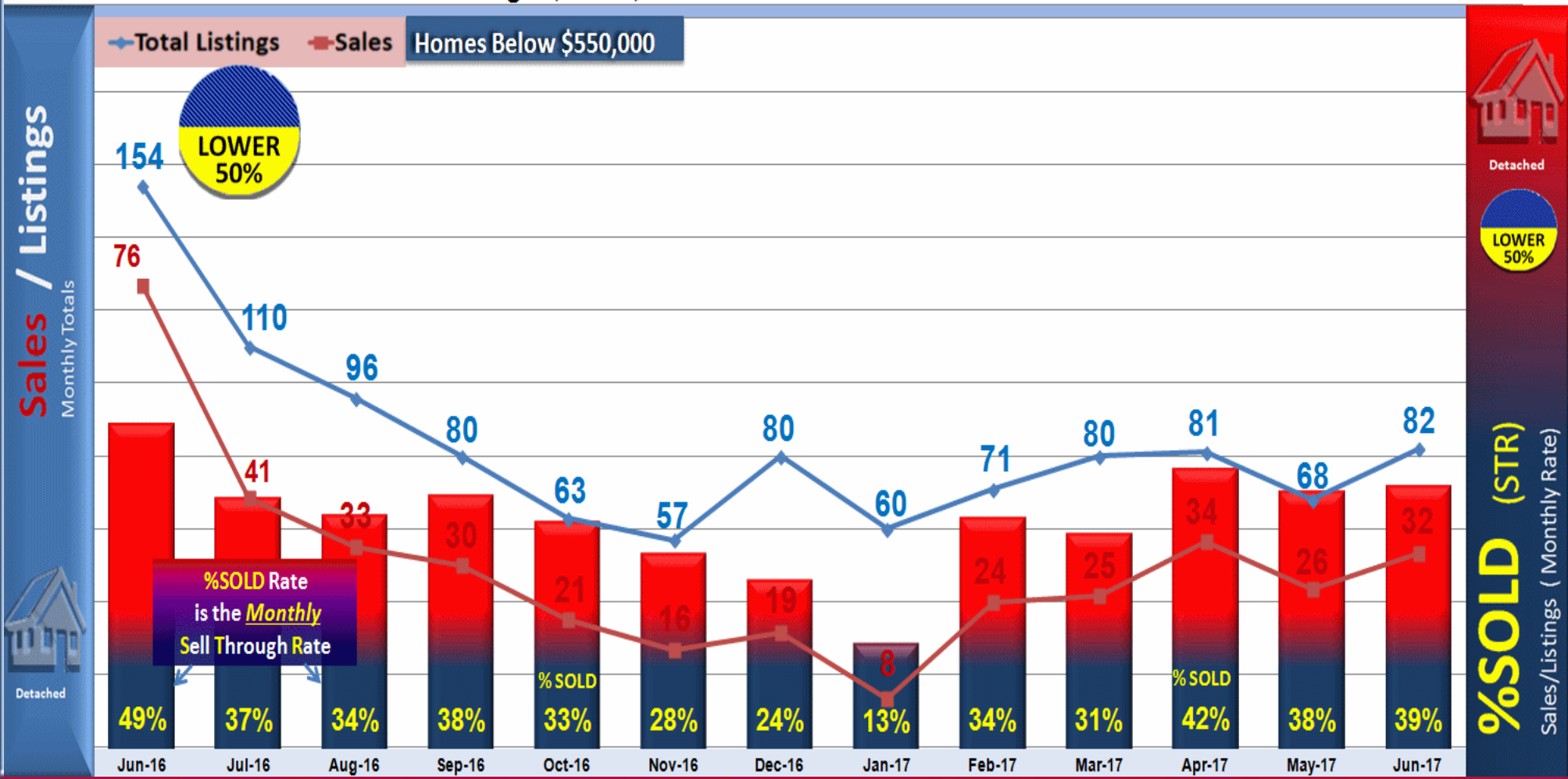
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Market Analysis and Forecasting

July 1/17 Mission

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



Sales / Listings  
 Monthly Totals



LOWER 50%

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

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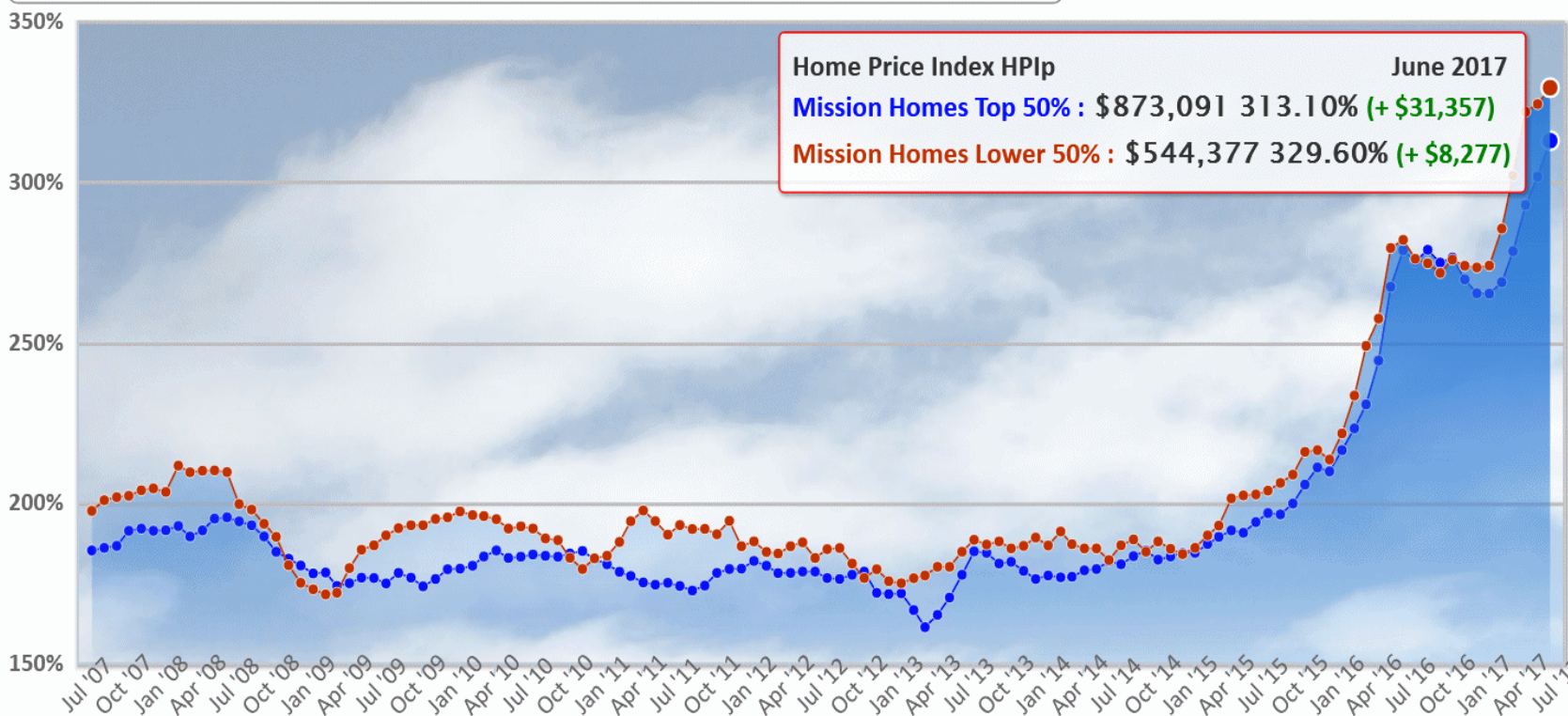
Market Analysis and Forecasting

July 1/17 Mission

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

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

<< < 1 2 3 > >>

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attached homes



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## Market Analysis and Forecasting

July 1/17

## Abbotsford

### Abbotsford Sub areas Statistics - June 2017

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

### Attached

### Abbotsford List Price Ranges Statistics - June 2017

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

### Attached

### July 1 2017 Abbotsford Market Update Attached Townhomes/Condos

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

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

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

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

### Monthly Changes Summary

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

*Buying a home? our satisfaction is our top priority! When it comes to buying Real Estate, there are many factors to consider. We will take the time to listen to your needs and desires and help you find your home that suits you and your family. Selling your home? We will get your home sold for top dollar and in a timely manner. Our online and offline marketing programs give us the edge needed to make this possible. Call me for your free home evaluation.*

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Statistics, on the Web!

attached homes



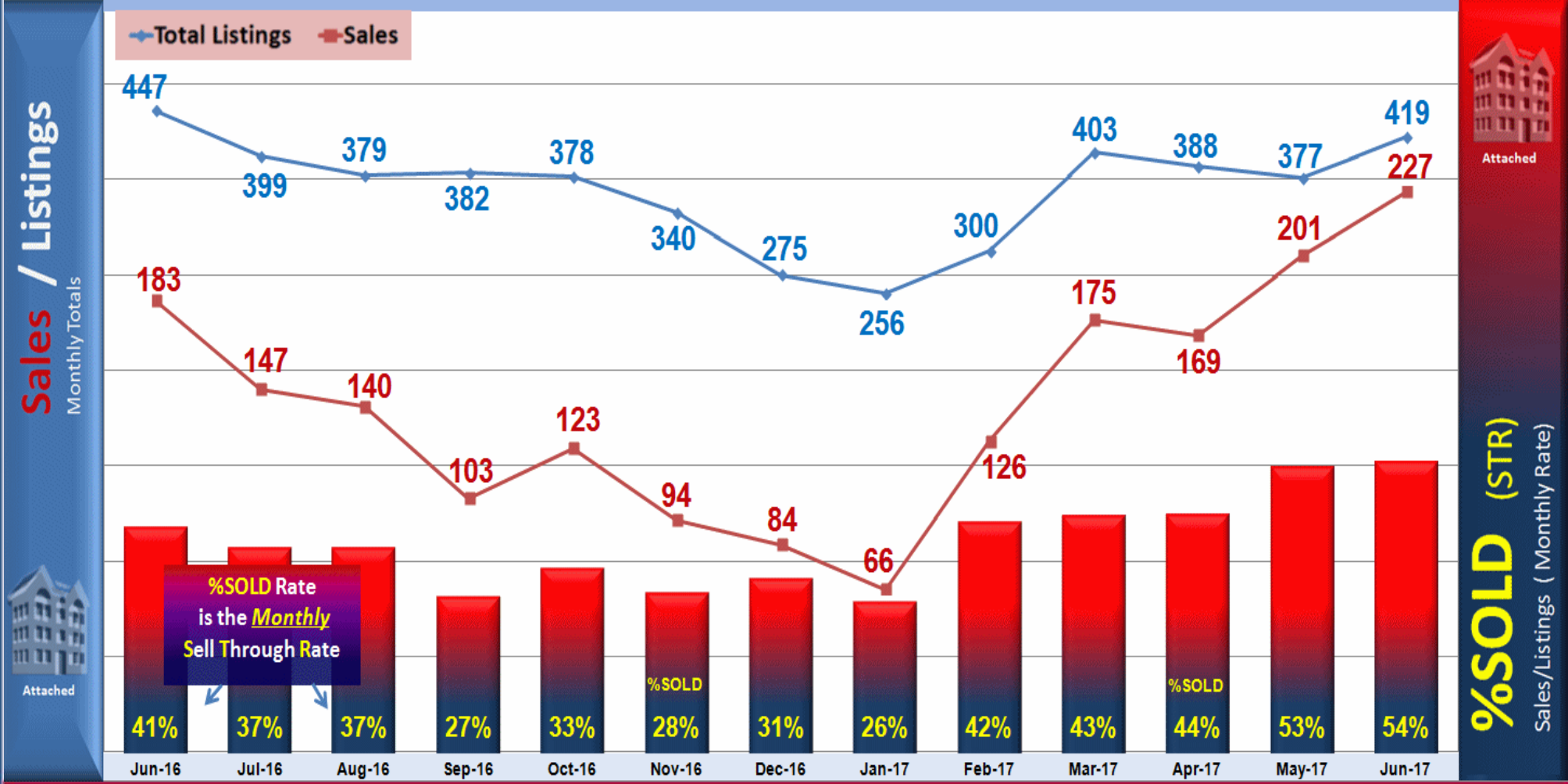
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Market Analysis and Forecasting July 1/17 **Abbotsford**

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



Sales / Listings  
 Monthly Totals

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

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Market Analysis and Forecasting July 1/17 Abbotsford

Attached Abbotsford Townhouse 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)



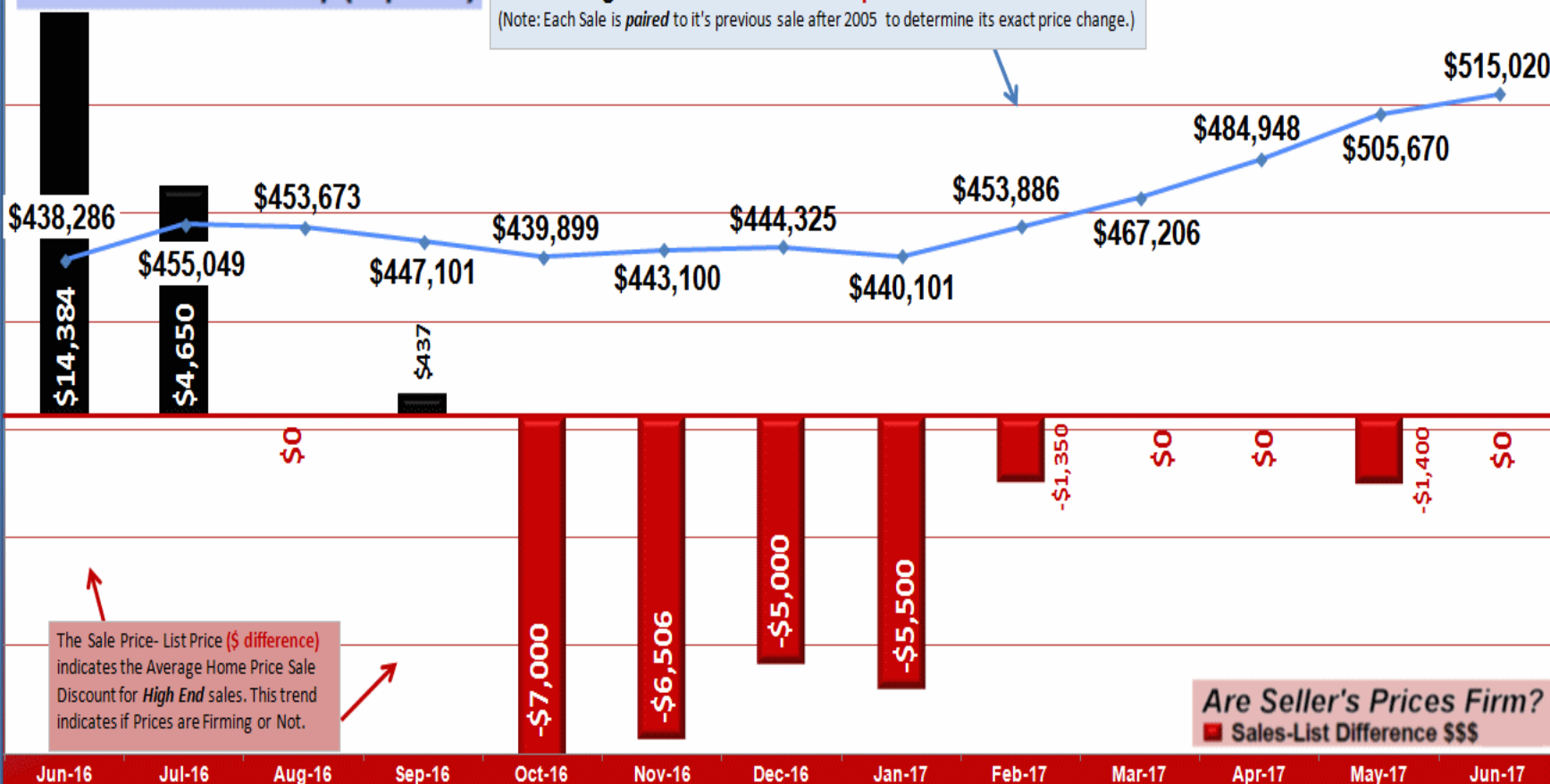
Townhouses

## 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 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 \$\$\$



Townhouses

Sales Discount \$\$

Sale Price - Original List Price ( \$ difference)

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attached homes



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Market Analysis and Forecasting

July 1/17

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)



Townhouses



Townhouses

Sales Discount \$\$

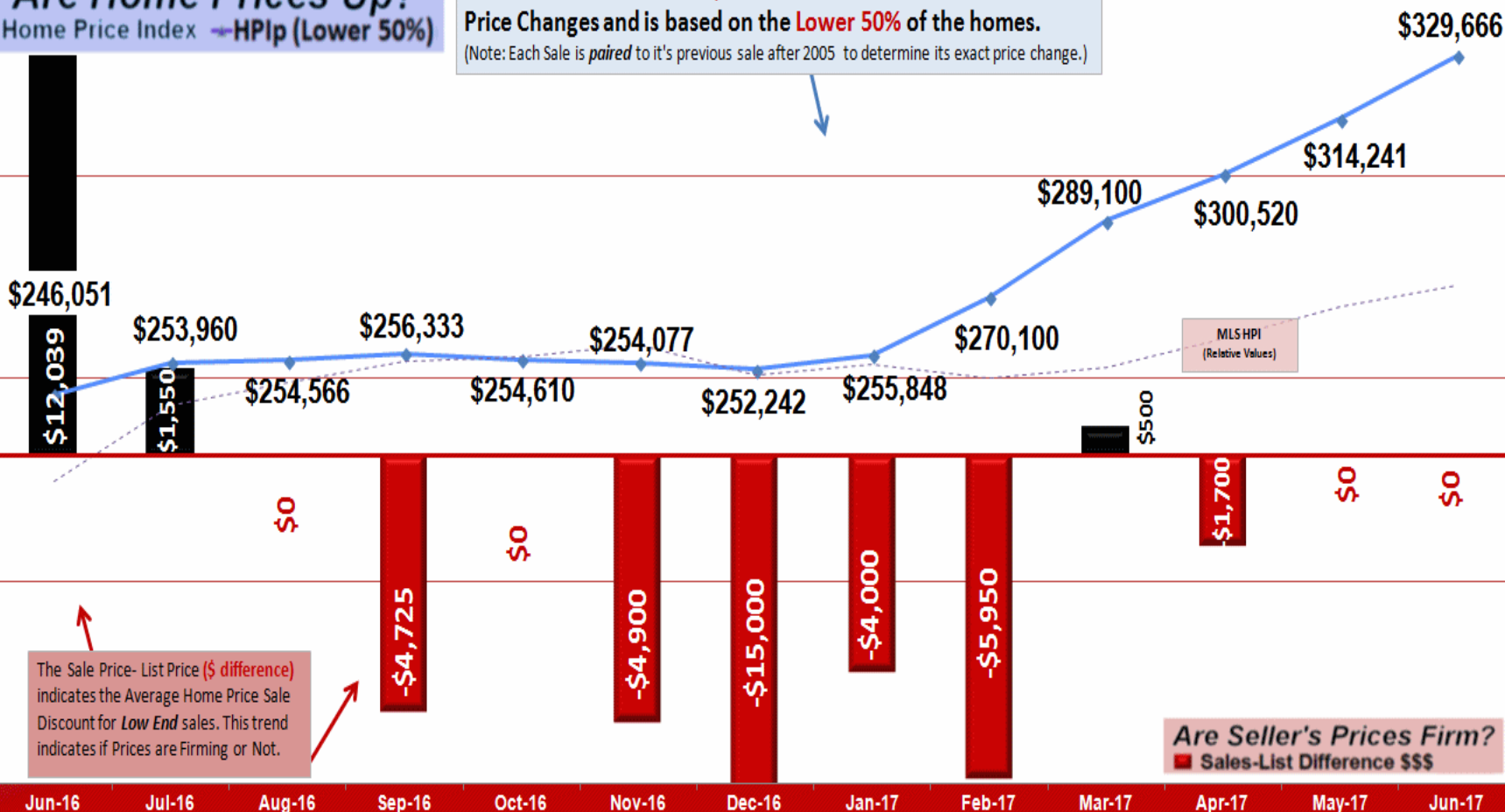
Sale Price - Original List Price ( \$ \$ difference)

## Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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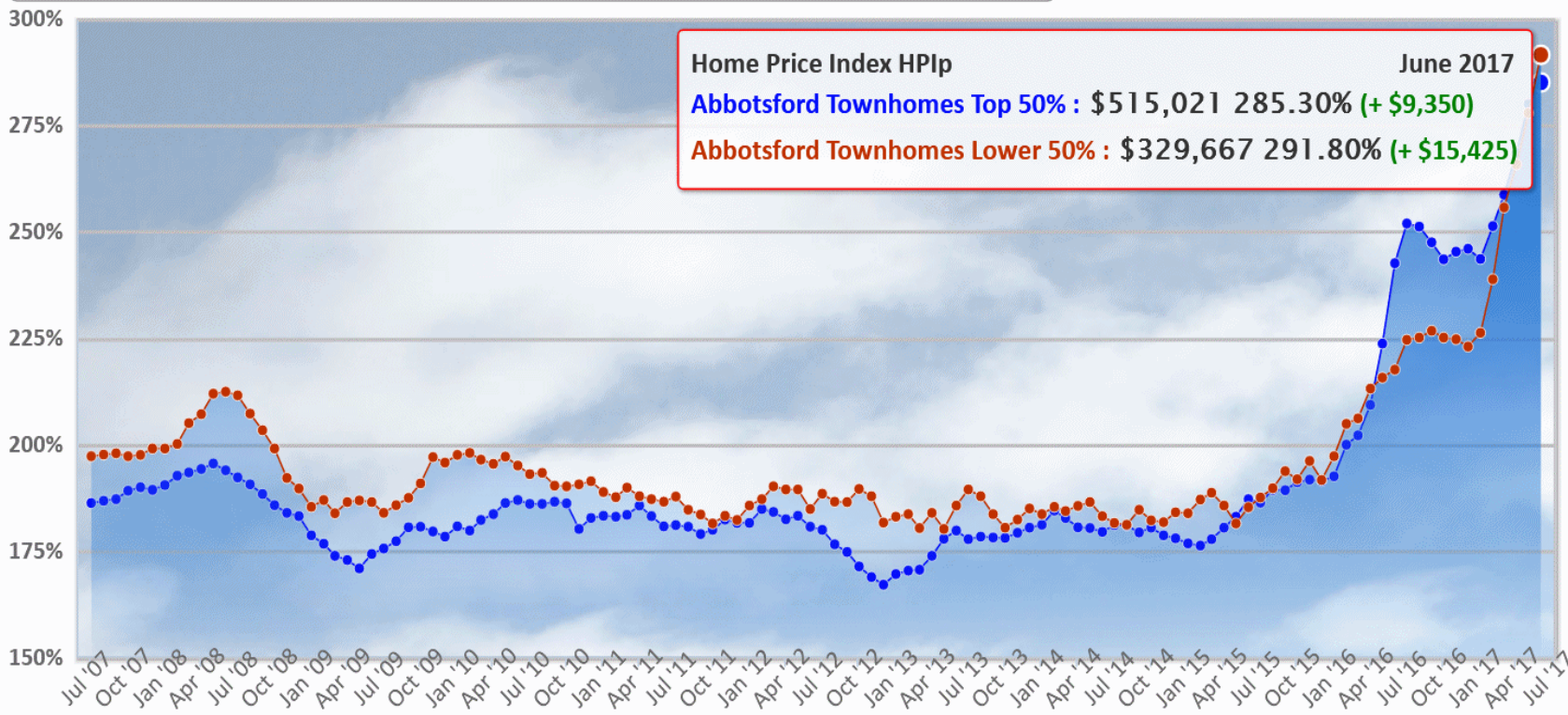
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**Market Analysis and Forecasting**    July 1/17    **Abbotsford**

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



Monthly Home values

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

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Market Analysis and Forecasting July 1/17 **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)



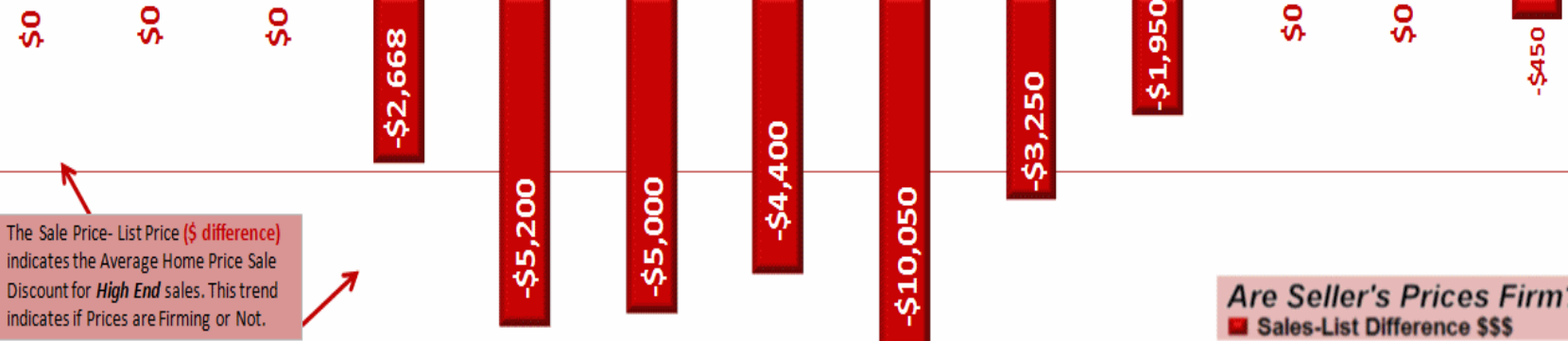
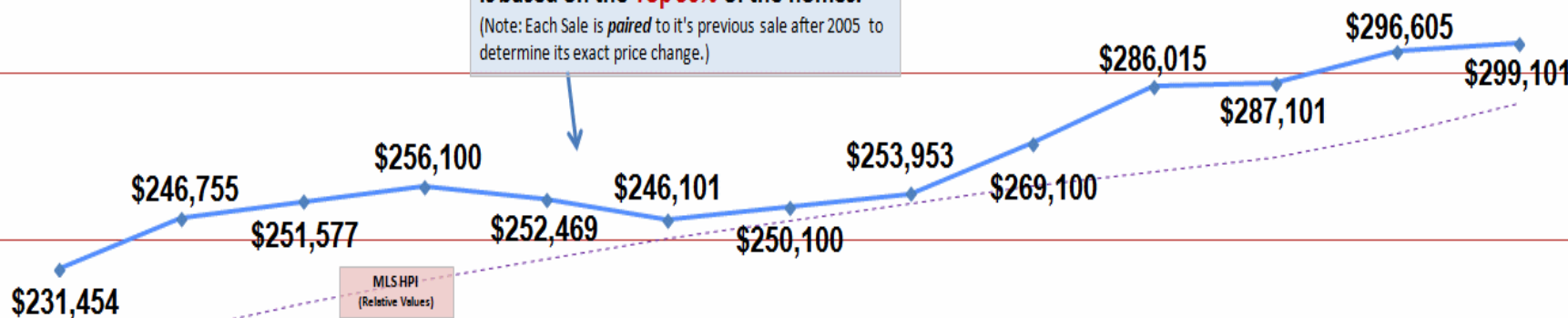
Condominiums

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

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

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Market Analysis and Forecasting

July 1/17

Abbotsford

Attached

Abbotsford

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

Home Price Changes  
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Condominiums



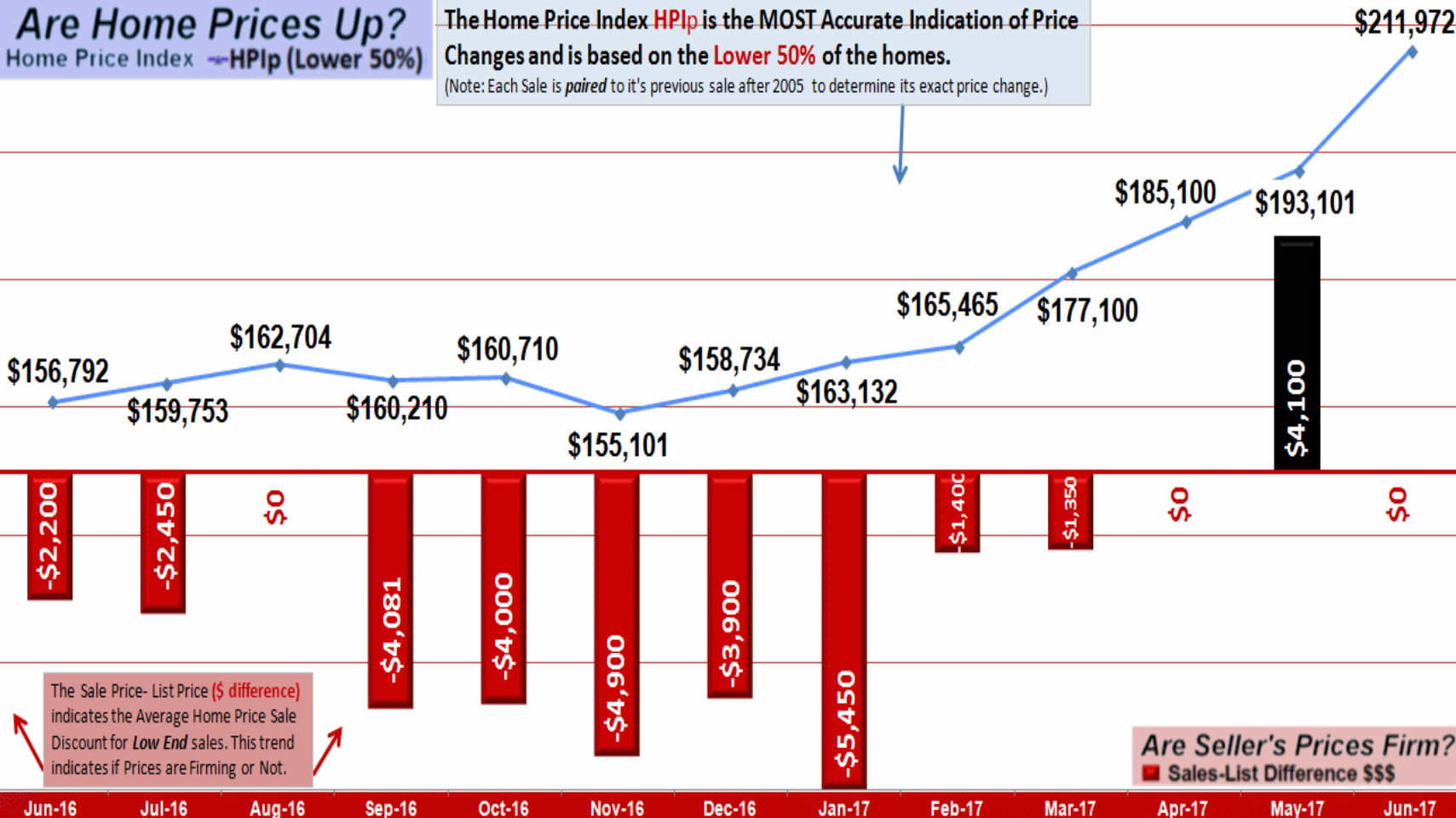
Condominiums

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

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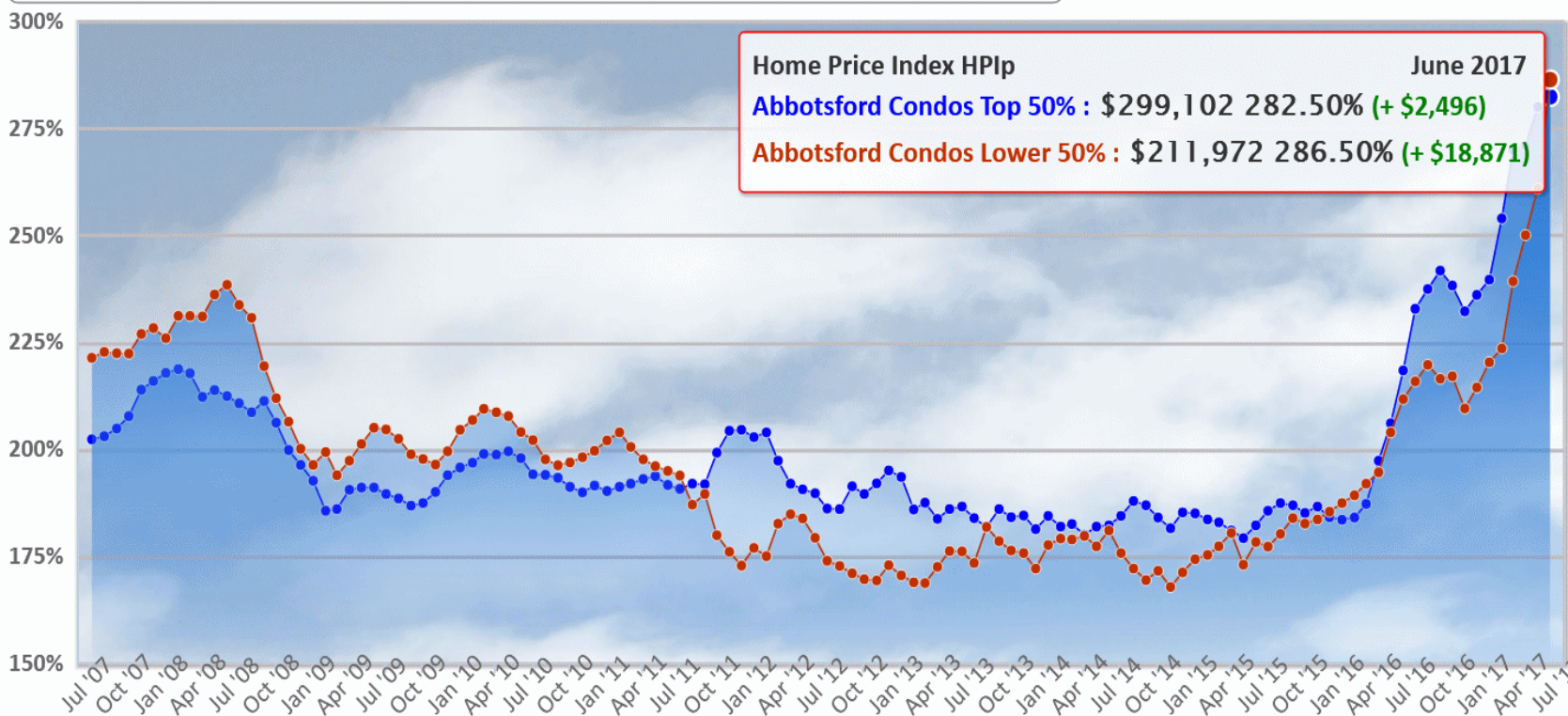
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**Abbotsford**

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Abbotsford Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
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Dec 2016	% 236.20
Nov 2016	% 232.40
Oct 2016	% 238.40
Sep 2016	% 241.90
Aug 2016	% 237.60
Jul 2016	% 233.00

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## Market Analysis and Forecasting

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# Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

