

Market Analysis and Forecasting

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# Sharon Lum's Market Reports



## Advanced Marketing Tools





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# Sharon Lum's Market Reports

## Detached

- [Burnaby](#)
- [East Vancouver](#)
- [Richmond](#)
- [Vancouver Westside](#)
- [West Vancouver](#)

## Attached

- [Burnaby](#)
- [Downtown-West End](#)
- [East Vancouver](#)
- [Richmond](#)
- [Vancouver Westside](#)

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





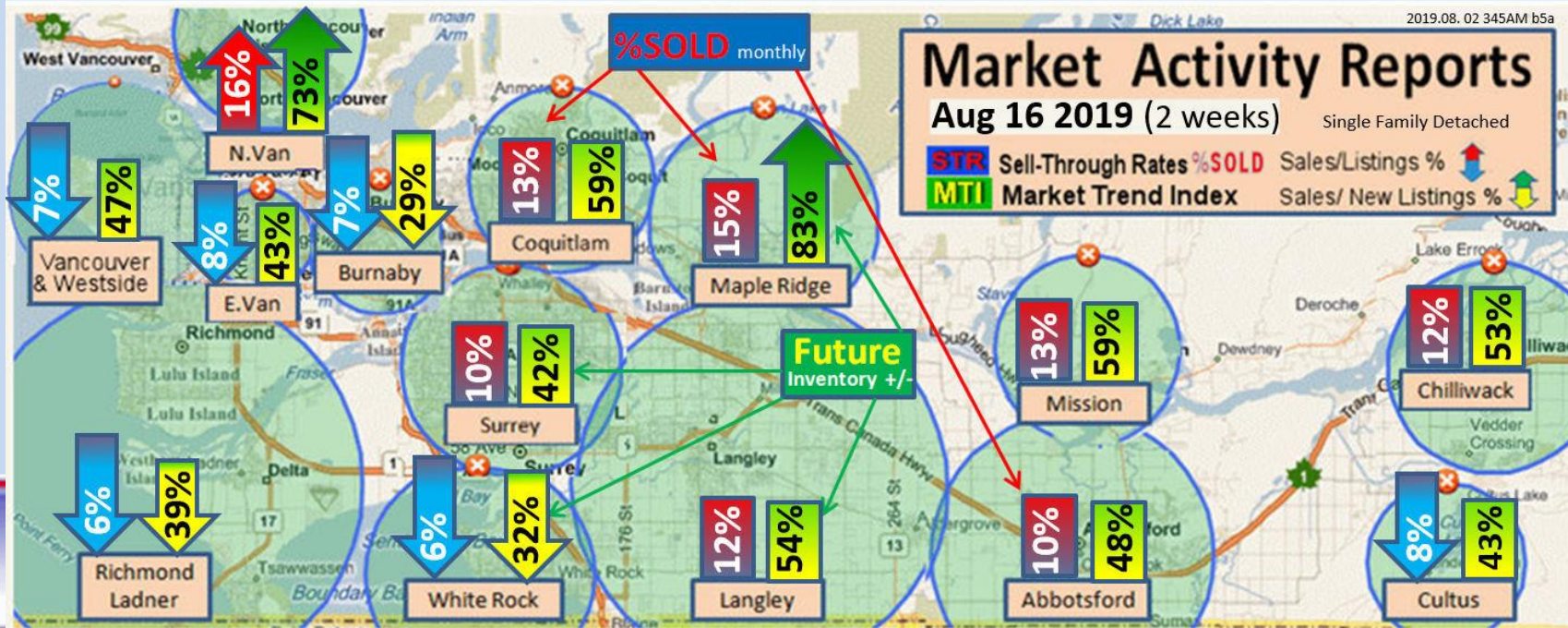
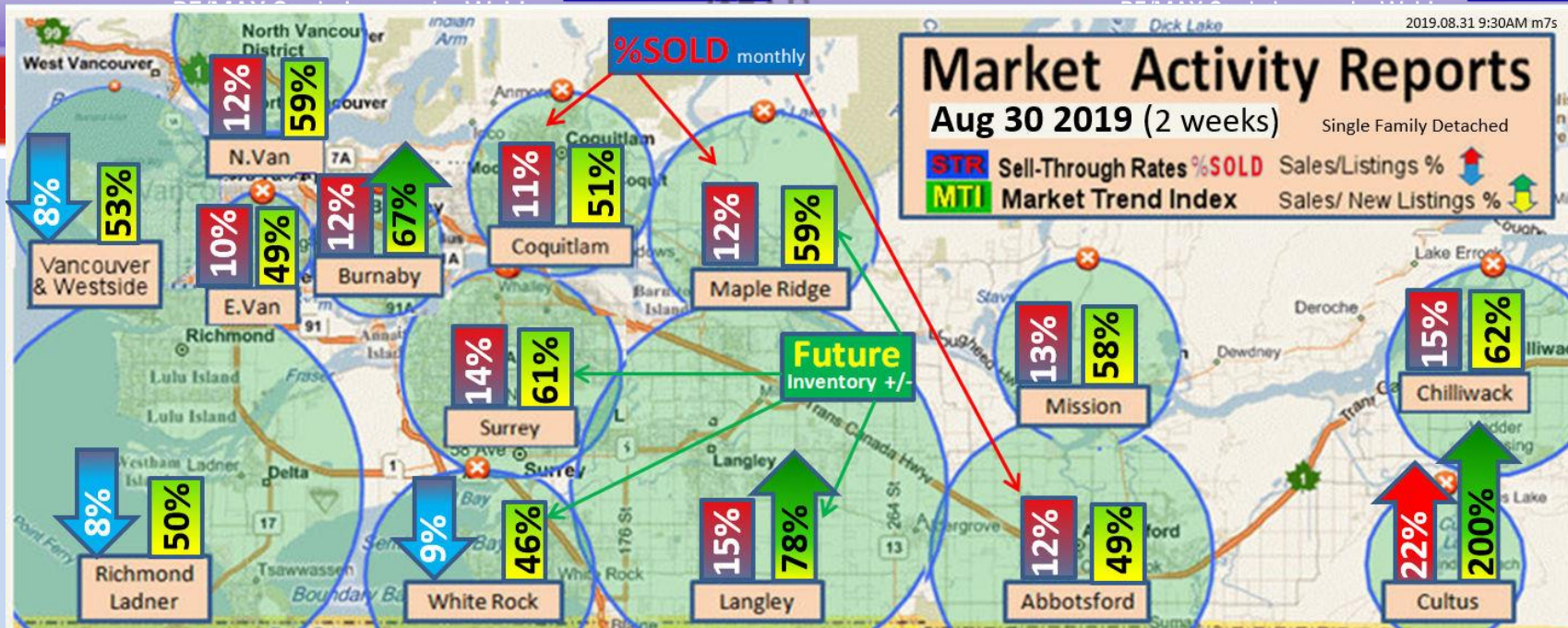
Market

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Vancouver & Fraser Valley

### Sales (2 wks)/ Listings Graph

Aug 30 2019 (2 weeks)

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

Note: 2 week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.  
All single family residential detached homes (excludes townhomes and condos)



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

Vancouver & Fraser Valley

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Market Analysis and Forecasting Sept 1/19 Vancouver Westside

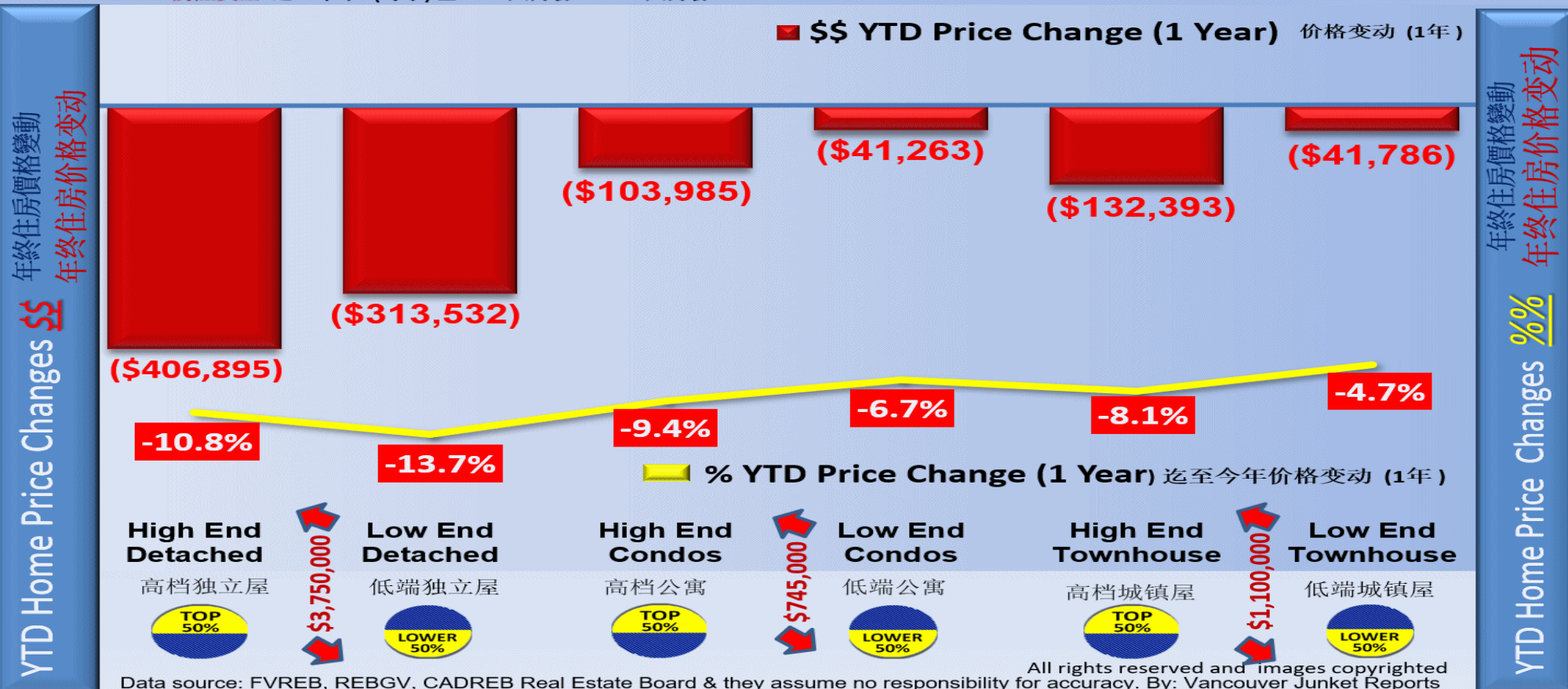
# Vancouver Westside Real Estate Price Changes(\$/%)

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 Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp



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



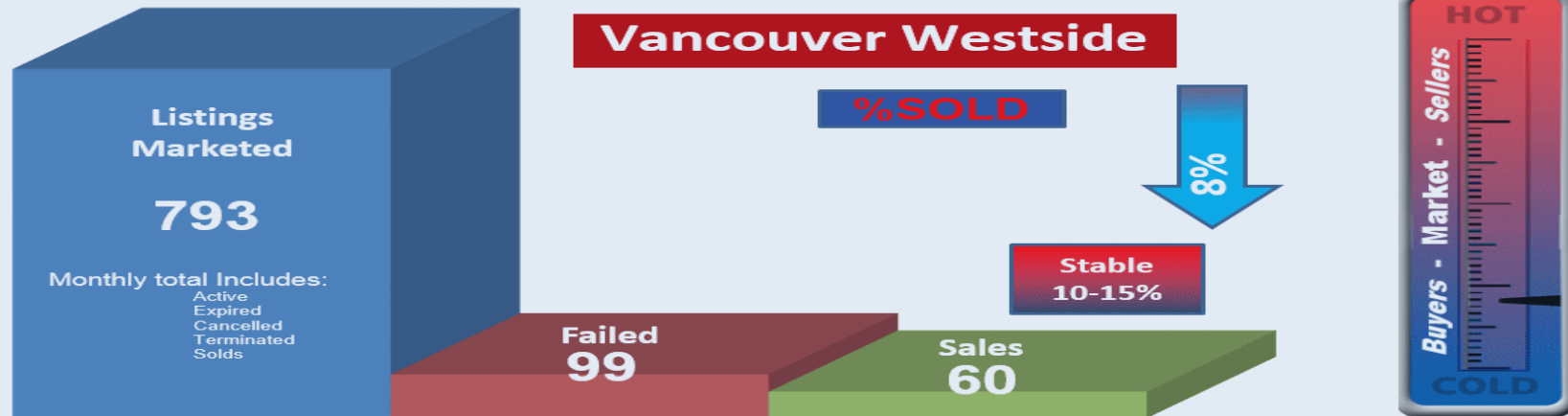
\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The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

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## Monthly Market Activity - Aug 2019 - Single Family



### Sept 1 2019 Vancouver Westside Market Update (Detached)

**Current:** Vancouver Westside ranges from a Warm Lower End Market to a Stable High End Market with average **8 %SOLD** rate and a Sale Price /List Price of 92% or \$235,000 avg. sale price discount from original list

*Most Active Price Range:* Homes below \$2.25 mill. have **19.0 %SOLD** rate.

*Least Active Price Range:* Homes between \$6.0 mill. - \$7.5 mill. have **1.4 %SOLD** rate

**History:** The Vancouver Westside Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$401,636.  
The Vancouver Westside Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$185,001.  
\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



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

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$2,250,000	58	11	20	94%	-\$94,000	19.0%	↑
\$2,250,001-\$2,500,000	45	7	20	94%	-\$150,000	15.6%	↑
\$2,500,001-\$2,750,000	42	5	20	93%	-\$180,000	11.9%	↑
\$2,750,001-\$3,000,000	66	8	29	93%	-\$209,000	12.1%	↑
\$3,000,001-\$3,400,000	29	4	36	93%	-\$224,000	13.8%	↑
\$3,400,001-\$3,750,000	64	5	76	88%	-\$400,000	7.8%	↓
\$3,750,001-\$4,000,000	105	8	104	92%	-\$298,000	7.6%	↓
\$4,000,001-\$4,500,000	59	2	32	93%	-\$305,000	3.4%	↓
\$4,500,001-\$5,000,000	75	2	76	88%	-\$591,500	2.7%	↓
\$5,000,001-\$6,000,000	89	5	71	89%	-\$698,000	5.6%	↓
\$6,000,001-\$7,500,000	74	1	70	83%	-\$1,180,000	1.4%	↓
\$7,500,001 and more	87	2	104	86%	-\$1,949,500	2.3%	↓
<b>Total Activity</b>	<b>793</b>	<b>60</b>	<b>44</b>	<b>92%</b>	<b>-\$235,000</b>	<b>8%</b>	↓

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

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	922	846	793		-53	↓
Active Listings (1st of the month)	769	705	668	634	-34	↓
Solds	59	80	60		-20	↓
Days on Market (DOM)	55	33	44		11	↑
%SOLD (Sales/Listings /monthly rate)	6%	9%	7.6%		-1.9%	↓
(Top 50%) Home Price Index HPIp	3,621,044	3,244,101	\$3,219,408		-\$24,693	↓
(Lower 50%) Home Price Index HPIp	2,139,101	1,942,510	\$1,954,100		\$11,590	↑

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

Vancouver Westside Sub Areas Statistics - Aug 2019					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Arbutus	35	2	56	93%	-\$220,000	5.7%
Cambie	48	4	45	95%	-\$164,500	8.3%
Dunbar	123	10	15	90%	-\$283,000	8.1%
Fairview VW-False Creek	3	0				0.0%
Kerrisdale	53	5	38	94%	-\$230,000	9.4%
Kitsilano	43	6	30	93%	-\$174,000	14.0%
MacKenzie Heights	31	2	31	94%	-\$132,556	6.5%
Mount Pleasant VW	7	2	29	81%	-\$492,000	28.6%
Marpole	53	2	100	81%	-\$550,600	3.8%
Oakridge VW	20	1	71	93%	-\$298,000	5.0%
Point Grey	83	5	65	93%	-\$240,000	6.0%
Quilchena	24	1	48	89%	-\$600,000	4.2%
South Cambie	13	1	68	93%	-\$208,000	7.7%
South Granville	77	8	45	91%	-\$417,095	10.4%
Shaughnessy	91	5	88	82%	-\$943,000	5.5%
Southlands	39	2	35	93%	-\$167,000	5.1%
S.W. Marine	23	2	110	90%	-\$334,000	8.7%
University VW	27	2	16	95%	-\$31,500	7.4%
<b>Total Activity</b>	<b>793</b>	<b>60</b>	<b>44</b>	<b>92%</b>	<b>-\$235,000</b>	<b>8%</b>



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## Next Months Market Forecast

**Forecast:** Vancouver Westside has average Listing Supply; 634 homes are for sale and with the **8 % SOLD** monthly rate gives us a ~13 months of inventory. 18% of the active listings have reduced their price by \$299,545 on average and \$214,500 median for the last month.

August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

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



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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



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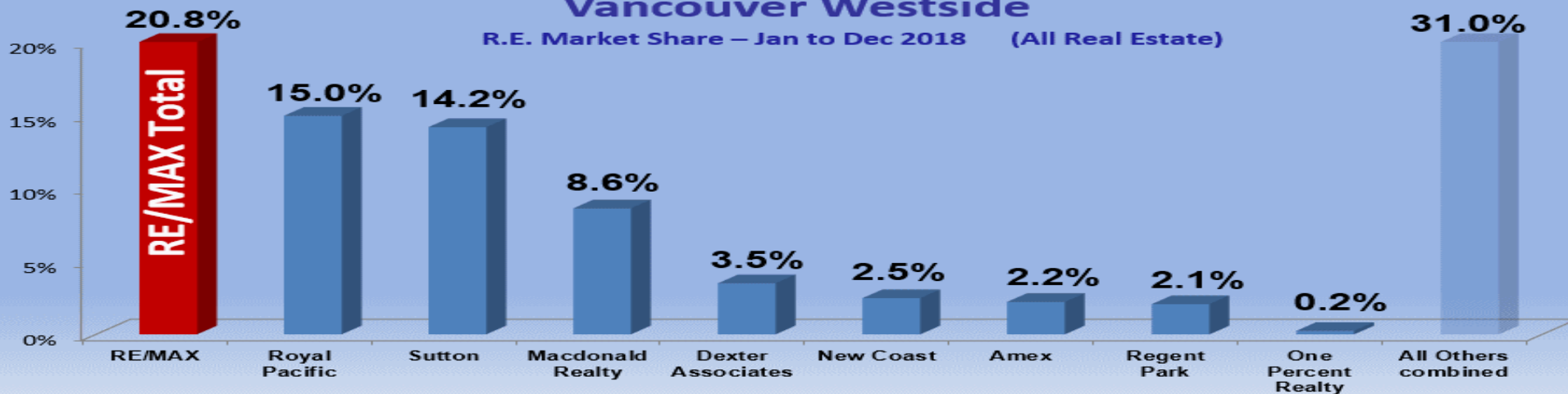
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## #1 the RE/MAX Market Share Reports

### Vancouver Westside

R.E. Market Share – Jan to Dec 2018 (All Real Estate)



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



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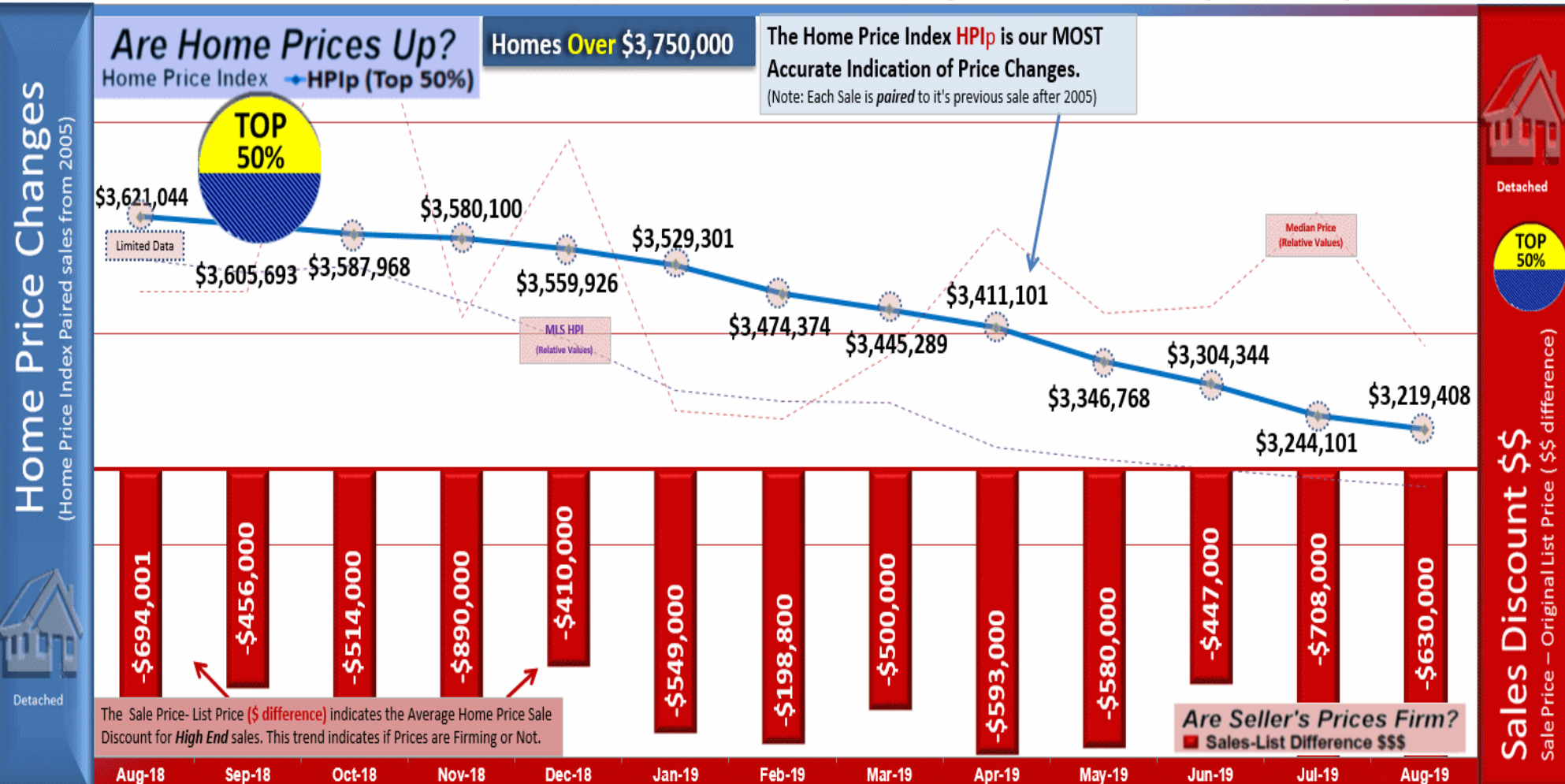
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## Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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)



Detached



Detached



TOP 50%

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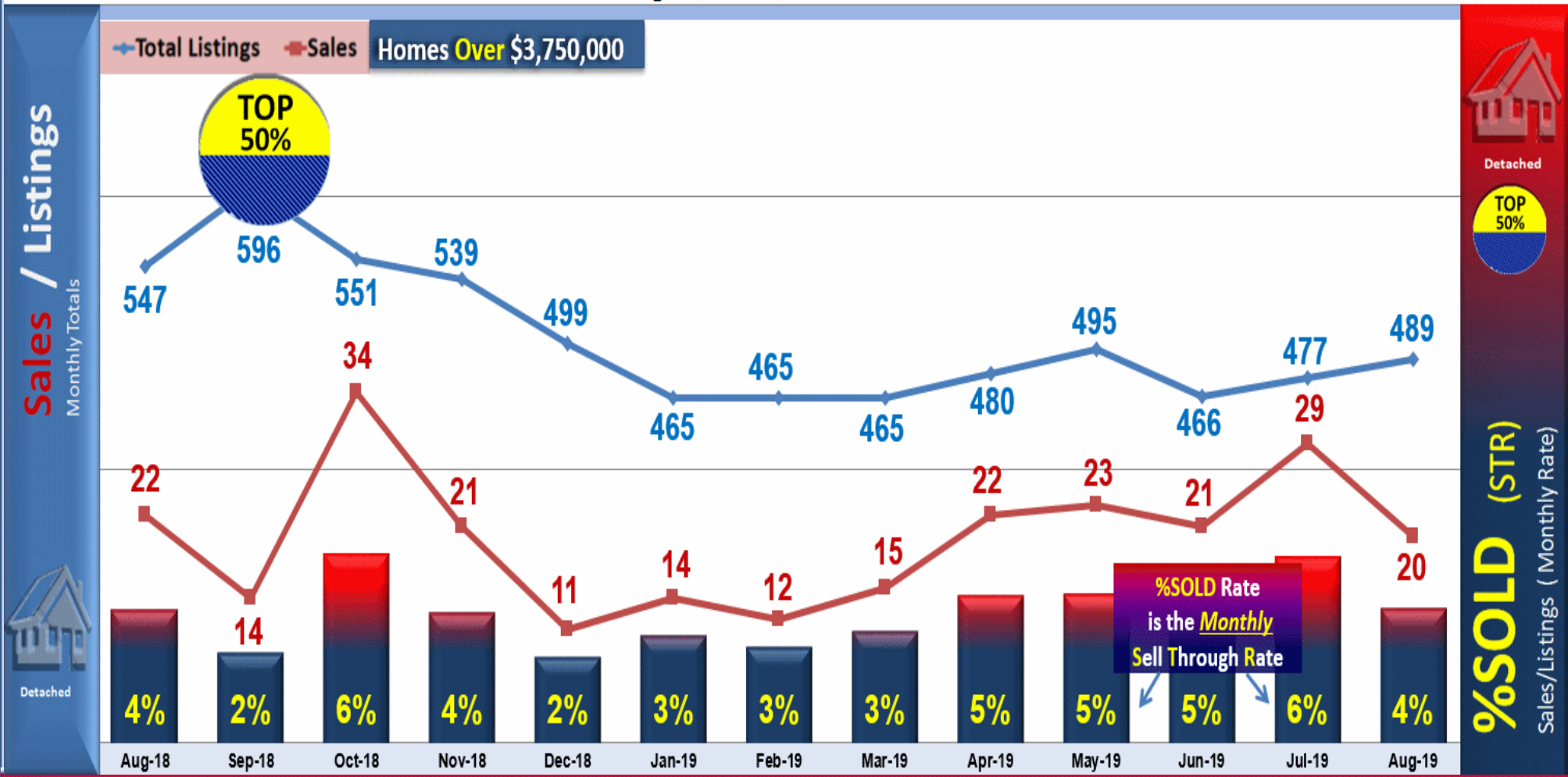
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## Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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



Sales / Listings  
Monthly Totals



Detached



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

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## Market Analysis and Forecasting Sept 1/19 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)

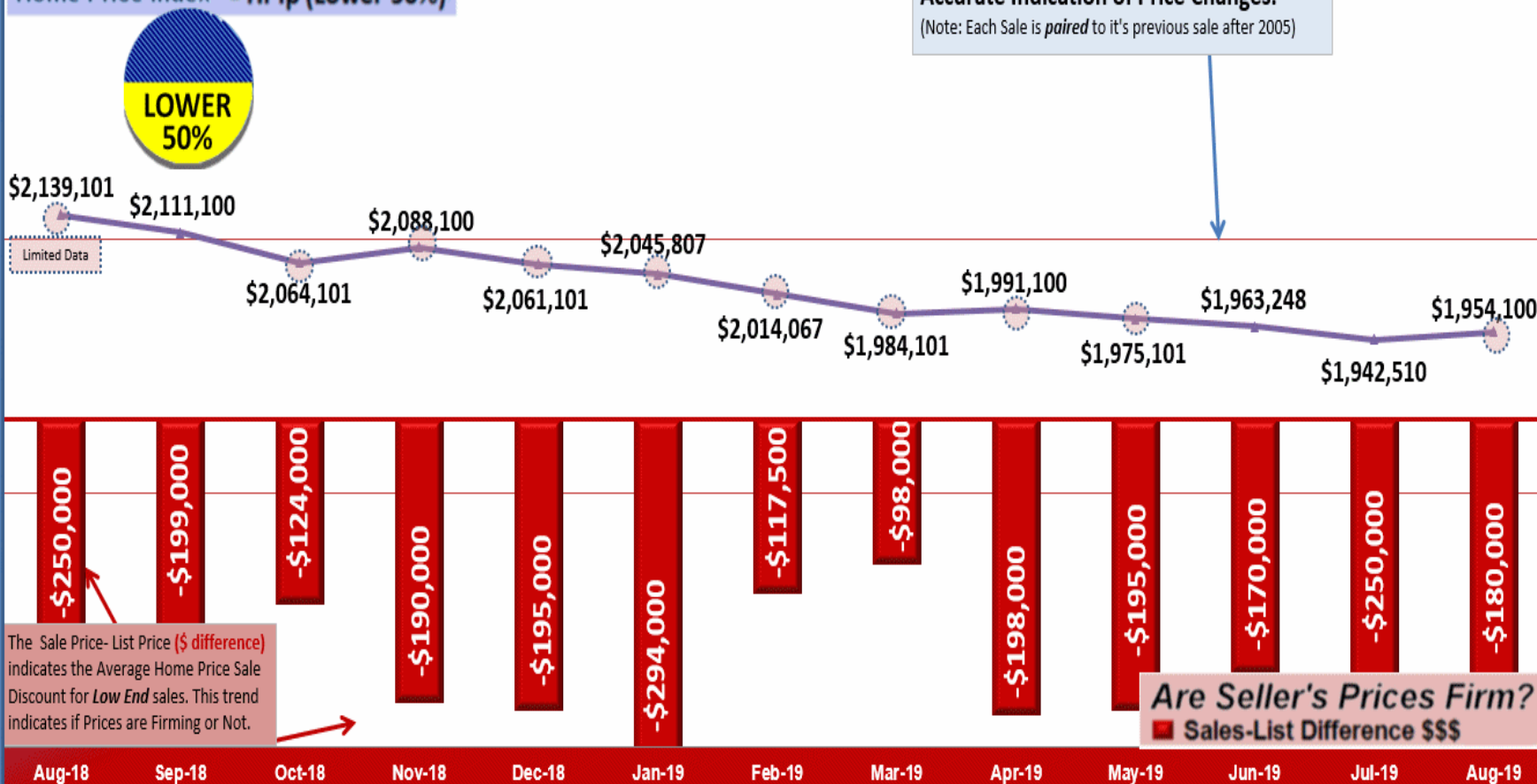
### Are Home Prices Up?

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



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

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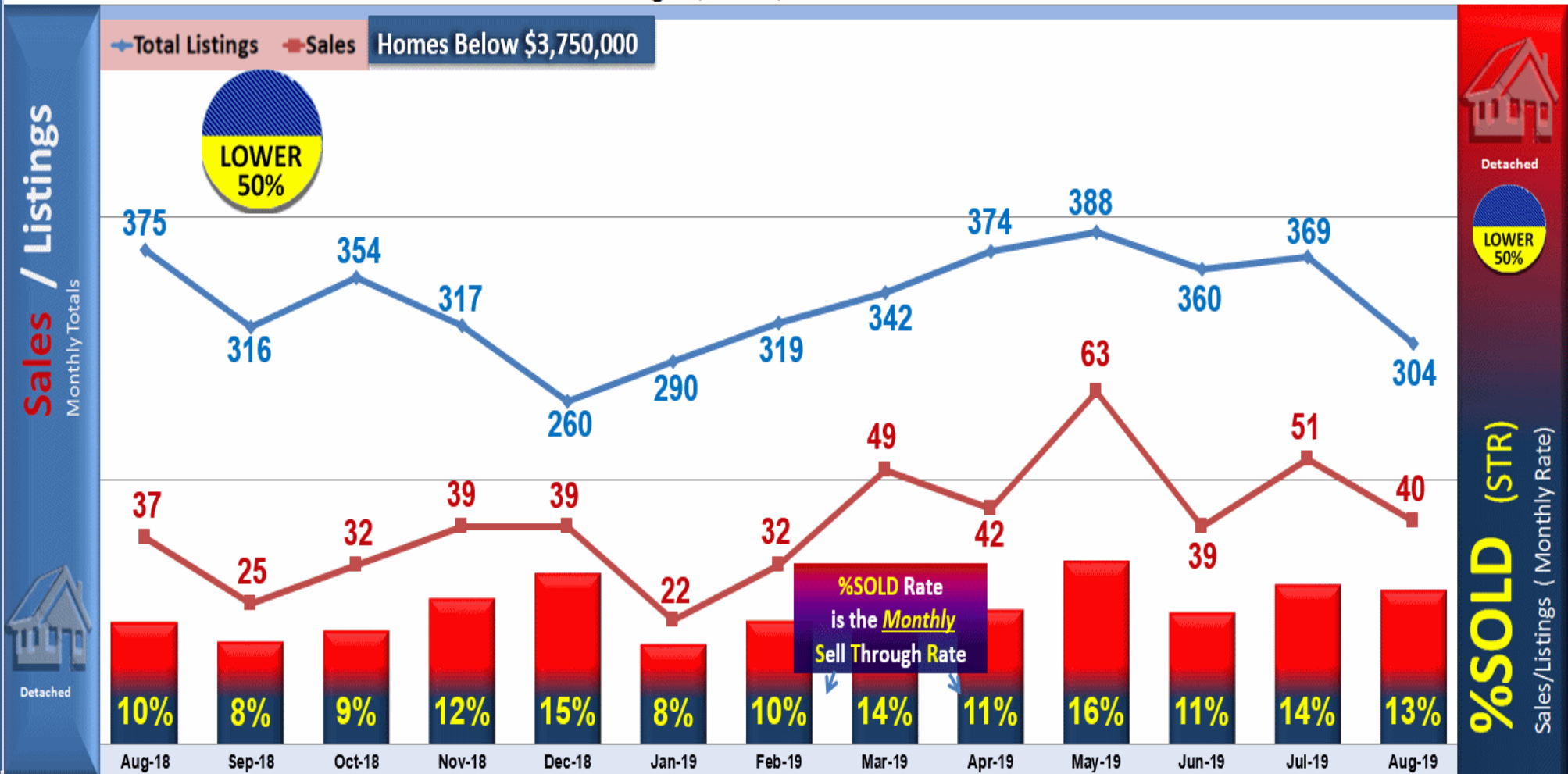
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## Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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



Sales / Listings  
Monthly Totals



Detached



Detached



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

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

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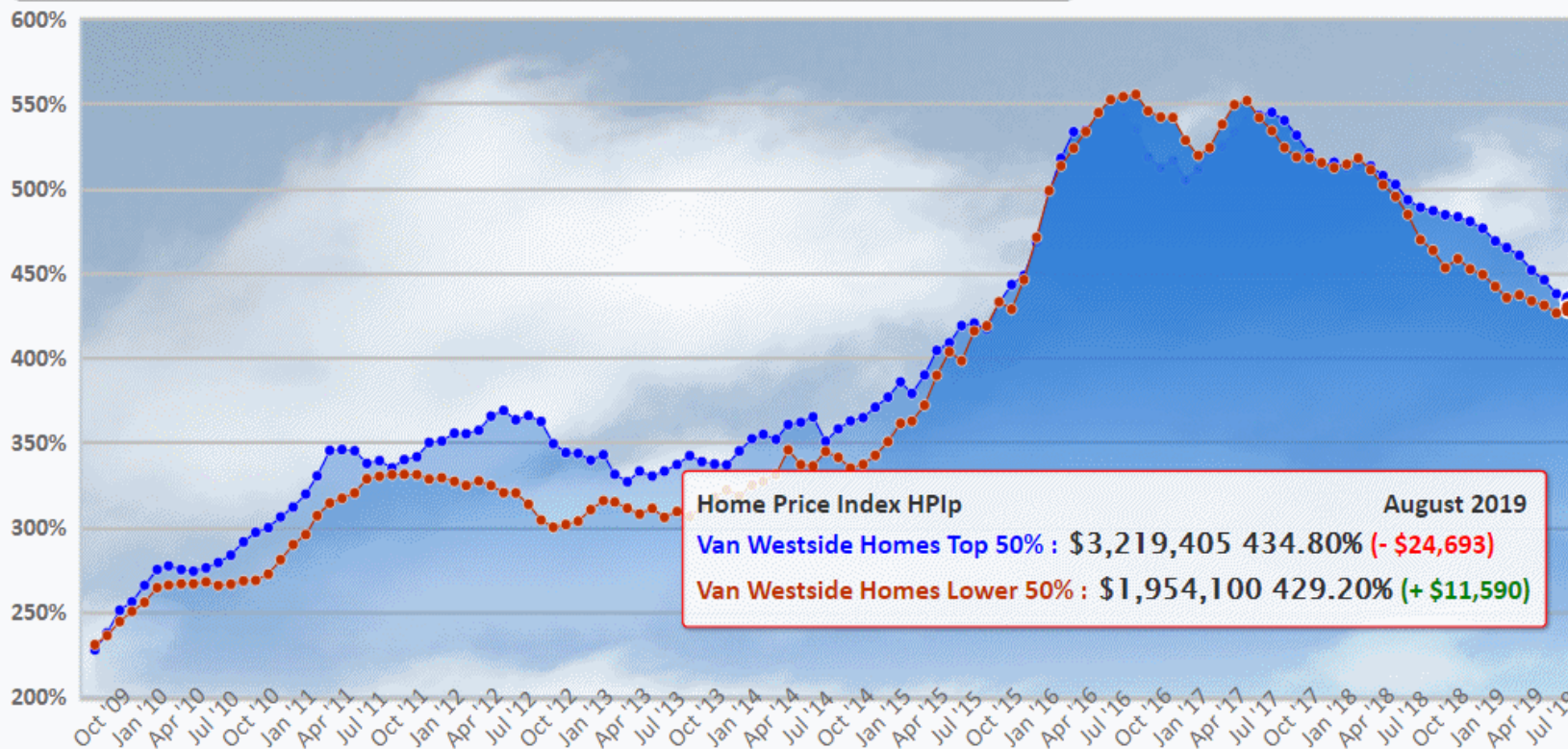


Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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 August 2019  
 Van Westside Homes Top 50% : \$3,219,405 434.80% (- \$24,693)  
 Van Westside Homes Lower 50% : \$1,954,100 429.20% (+ \$11,590)

Monthly Home values

Date	Value
Aug 2019	% 434.80
Jul 2019	% 438.10
Jun 2019	% 446.30
May 2019	% 452.00
Apr 2019	% 460.70
Mar 2019	% 465.30
Feb 2019	% 469.20
Jan 2019	% 476.60
Dec 2018	% 480.80
Nov 2018	% 483.50
Oct 2018	% 484.60
Sep 2018	% 487.00

<<< 1 2 3 >>>

Highcharts.com



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Market Analysis and Forecasting

Sept 1/19 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 Jun 2018 – Jun 2019 (Quarters)

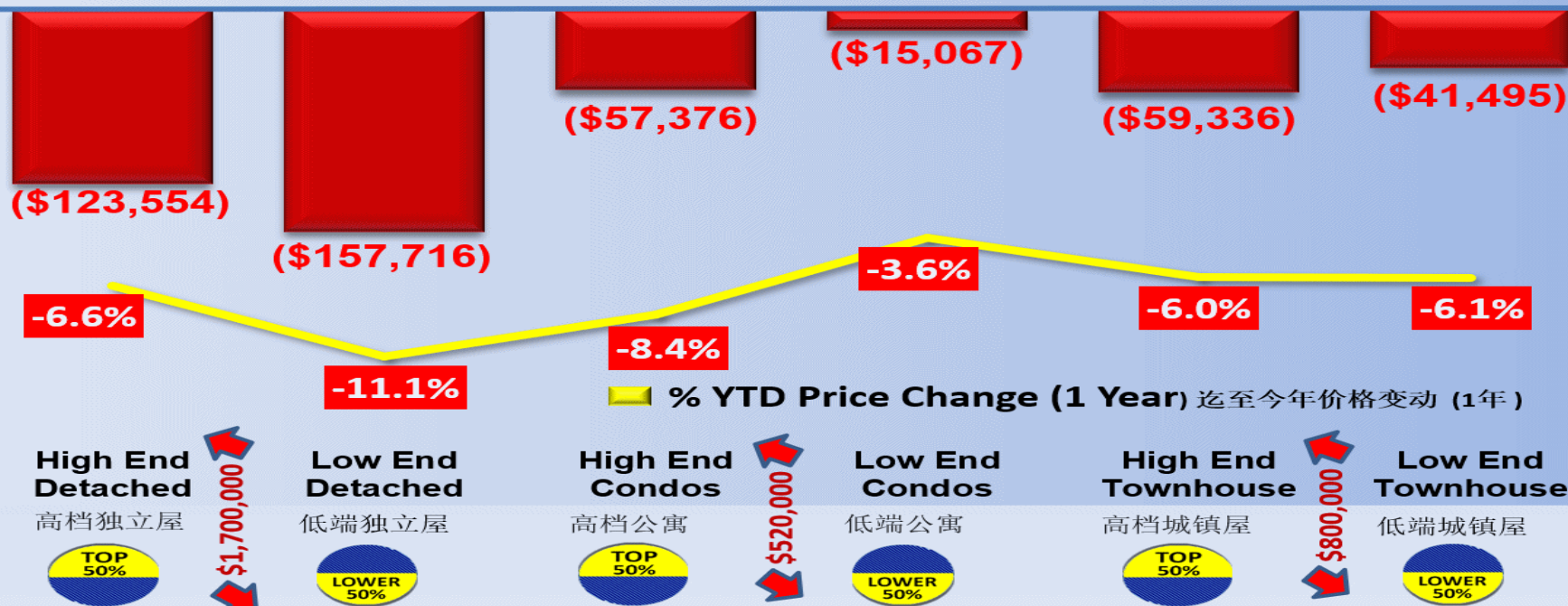
房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

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

YTD Home Price Changes \$\$

YTD Home Price Changes %



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

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

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Monthly Market Activity - Aug 2019 Single Family



Sept 1 2019 Richmond Market Update (Detached)

**Current:** Richmond: is in a Buyer Market with average Listings, **7 %SOLD** rate and a 91% Sell/List Ratio.  
(This means that there is an average of a \$140,000 Discount on a sale from the original list price)

*Most Active Price Range:* Homes below \$1.1 mill. have **10.0 %SOLD** rate.

*Least Active Price Range:* Homes between \$2.5 mill. - \$3 mill. have **2.3 %SOLD** rate

**History:** The Richmond Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$178,590.  
The Richmond Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$152,255.  
\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



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

Richmond List Price Ranges Statistics - Aug 2019						Detached	
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,100,000	40	4	51	90%	-\$114,500	10.0%	
\$1,100,001-\$1,300,000	86	14	10	95%	-\$57,400	16.3%	↑
\$1,300,001-\$1,500,000	141	14	66	95%	-\$73,000	9.9%	↓
\$1,500,001-\$1,700,000	117	7	82	91%	-\$143,888	6.0%	↓
\$1,700,001-\$1,900,000	99	10	31	89%	-\$194,000	10.1%	↓
\$1,900,001-\$2,200,000	85	3	27	89%	-\$210,000	3.5%	↓
\$2,200,001-\$2,500,000	136	7	62	88%	-\$285,238	5.1%	↓
\$2,500,001-\$3,000,000	133	3	68	87%	-\$400,000	2.3%	↓
\$3,000,001 and more	154	5	42	84%	-\$688,000	3.2%	↓
<b>Total Activity</b>	<b>991</b>	<b>67</b>	<b>40</b>	<b>91%</b>	<b>-\$140,000</b>	<b>7%</b>	↓

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

Monthly Changes Summary	Aug-19	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	1005	1013	991		-22	↓
Active Listings	847	872	843	808	-35	↓
Solds	55	86	67		-19	↓
DOM	46	52	40		-12	↓
%SOLD (Sales/ Listings /mnlthly rate)	5%	8%	6.8%		-1.73%	↓
(Top 50%) Home Price Index HPIp	\$1,802,185	\$1,670,990	\$1,623,595		-\$47,396	↓
(Lower 50%) Home Price Index HPIp	\$1,390,606	\$1,245,476	\$1,238,351		-\$7,125	↓



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Market Analysis and Forecasting

Sept 1/19 Richmond

**Richmond Sub areas Statistics - Aug 2019**

**Detached**

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Sea Island	4	0				0.0%
Bridgeport RI	22	0				0.0%
West Cambie	38	2	71	92%	-\$117,950	5.3%
East Cambie	22	4	51	92%	-\$112,000	18.2%
Terra Nova	22	2	31	91%	-\$168,000	9.1%
Riverdale RI	55	3	37	87%	-\$298,000	5.5%
Quilchena RI	52	5	42	87%	-\$240,000	9.6%
Granville	86	7	55	89%	-\$258,000	8.1%
Seafair	68	2	115	90%	-\$168,400	2.9%
Boyd Park	32	4	115	90%	-\$255,000	12.5%
Lackner	42	3	65	91%	-\$300,000	7.1%
Steveston Village	16	1	82	86%	-\$256,571	6.3%
Steveston North	56	4	19	92%	-\$121,500	7.1%
Steveston South	33	5	64	96%	-\$60,000	15.2%
Westwind	16	0				0.0%
Woodwards	61	1	15	94%	-\$89,000	1.6%
Broadmoor	65	3	34	90%	-\$195,000	4.6%
Garden City	37	5	50	93%	-\$121,000	13.5%
Saunders	63	3	8	98%	-\$28,800	4.8%
South Arm	30	2	33	91%	-\$200,953	6.7%
Brighthouse	26	0				0.0%
Brighthouse South	2	0				0.0%
McLennan North	17	2	108	94%	-\$115,381	11.8%
Gilmore	7	0				0.0%
McLennan	16	2	82	84%	-\$313,494	12.5%
East Richmond	16	0				0.0%
McNair	32	1	20	95%	-\$64,000	3.1%
Ironwood	37	5	40	95%	-\$73,000	13.5%
Hamilton RI	18	1	44	94%	-\$63,000	5.6%
<b>Total Activity</b>	<b>991</b>	<b>67</b>	<b>40</b>	<b>91%</b>	<b>-\$140,000</b>	<b>7%</b>

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# Next Months Market Forecast

**Forecast:** Richmond has 808 homes are for sale and with the **7 %SOLD** monthly rate gives us a ~14 months of inventory. 22% of the active listings have reduced their price by \$151,829 on average or \$100,000 median for the last month. We project Richmond to be a continued Buyer market.

August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

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



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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



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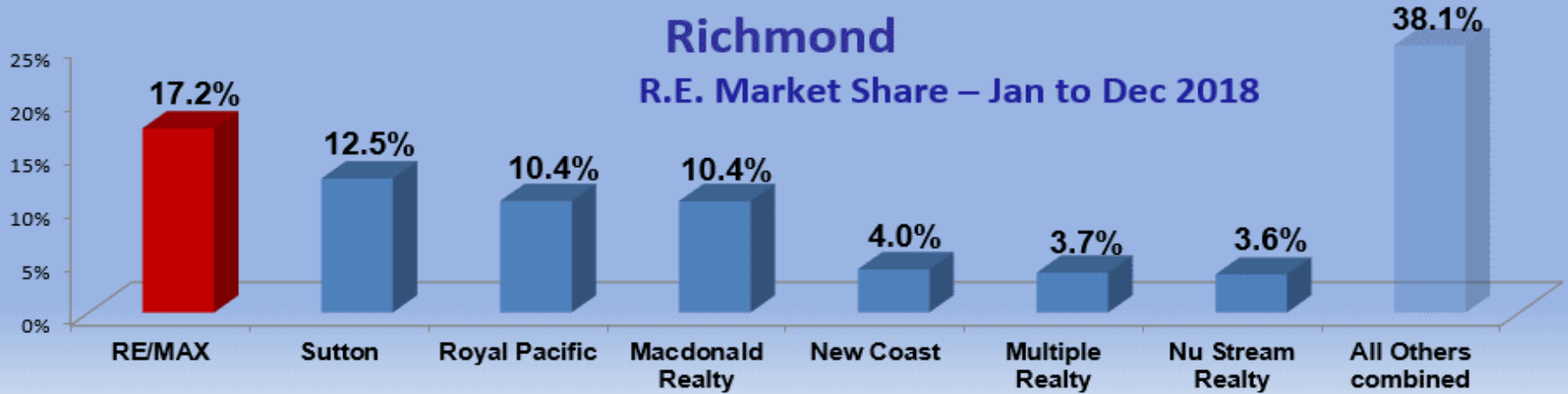
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Market Analysis and Forecasting

Sept 1/19 Richmond

## #1 the RE/MAX Market Share Reports



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



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## Market Analysis and Forecasting

Sept 1/19 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

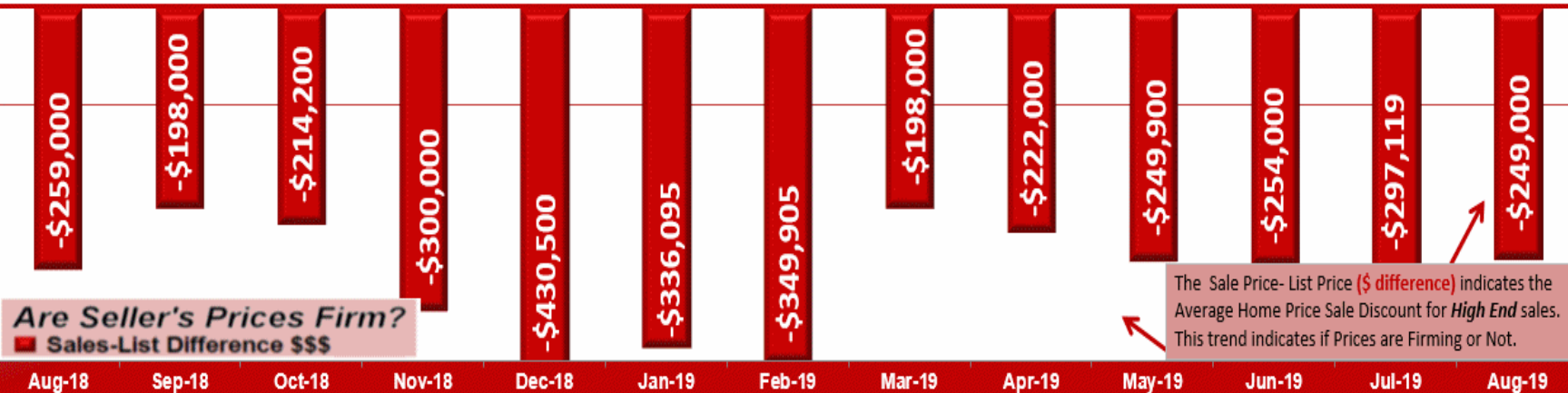
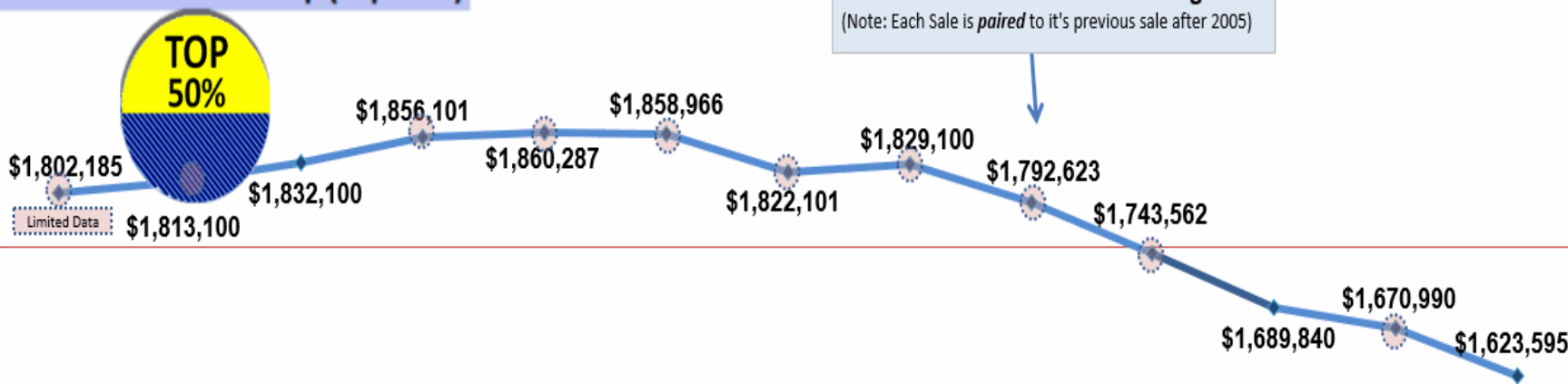
(Home Price Index Paired sales from 2005)

### Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,700,000

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.



Detached



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



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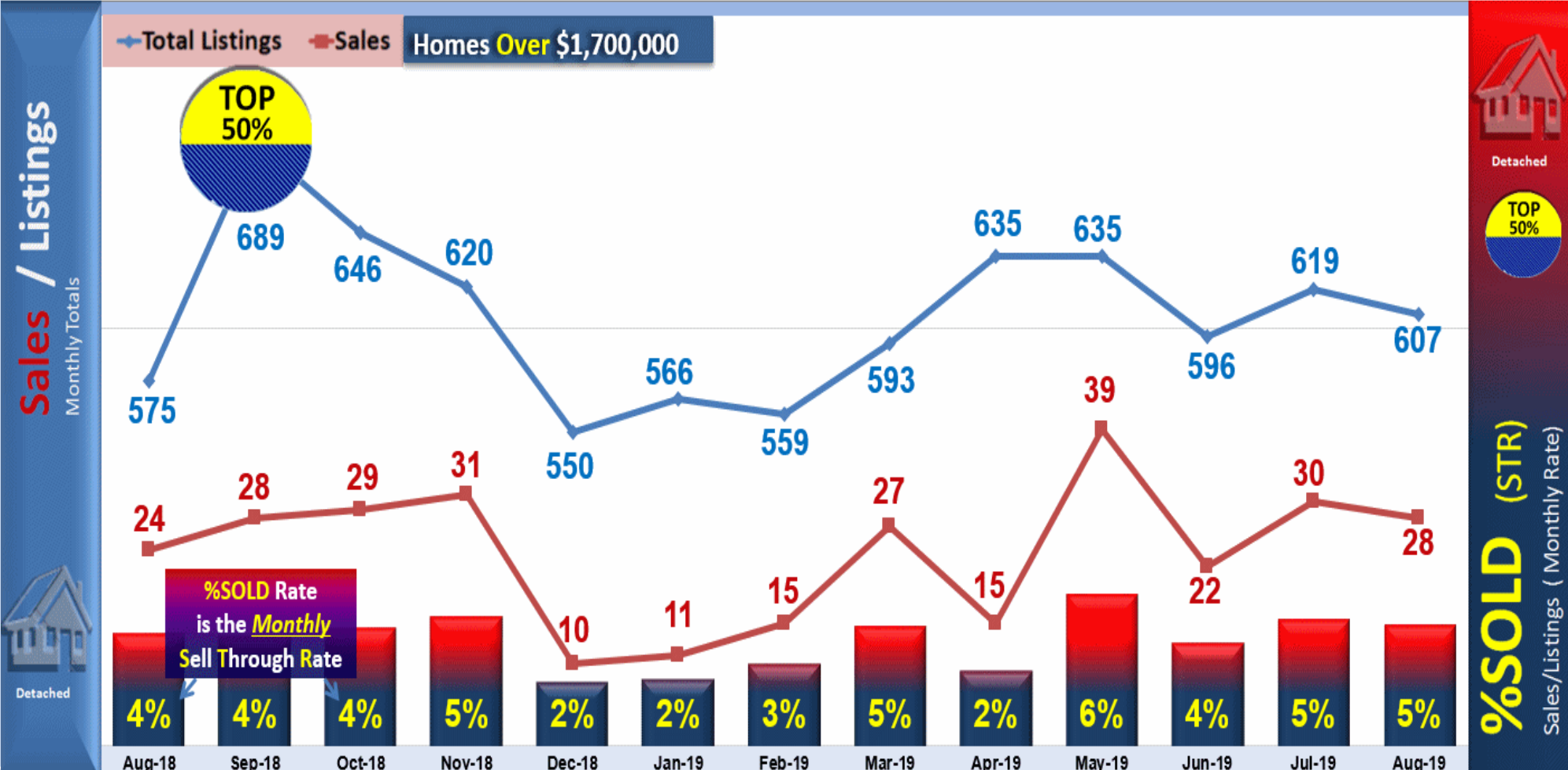
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## Market Analysis and Forecasting

Sept 1/19 Richmond

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



Sales / Listings

Monthly Totals



Detached



Detached



%SOLD (STR)

Sales/Listings (Monthly Rate)



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## Market Analysis and Forecasting

Sept 1/19 Richmond

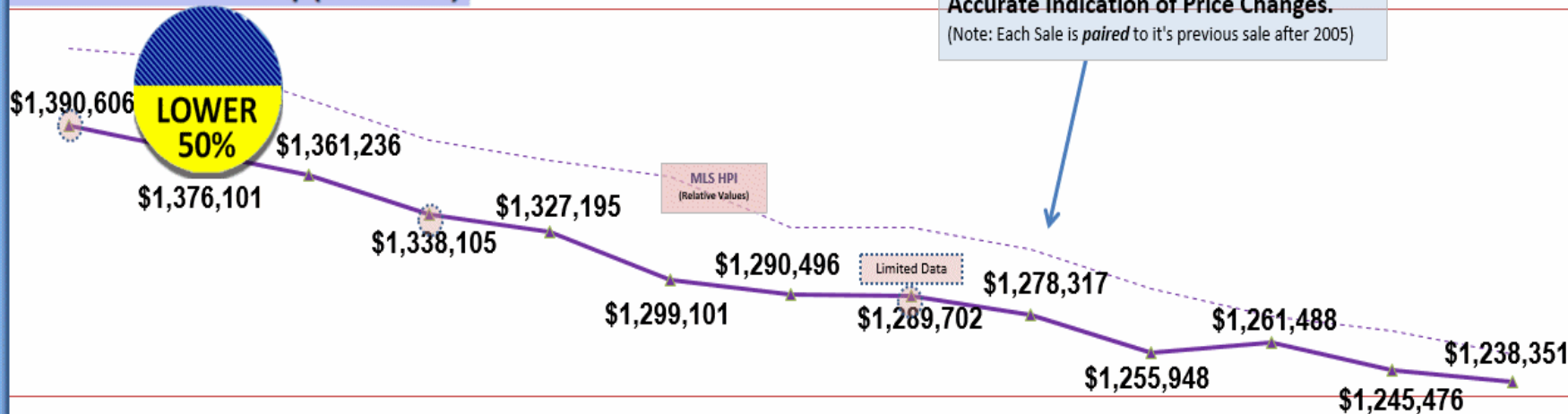
Detached Richmond Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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Homes Below \$1,700,000

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

(Note: Each Sale is paired to its previous sale after 2005)



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



Detached



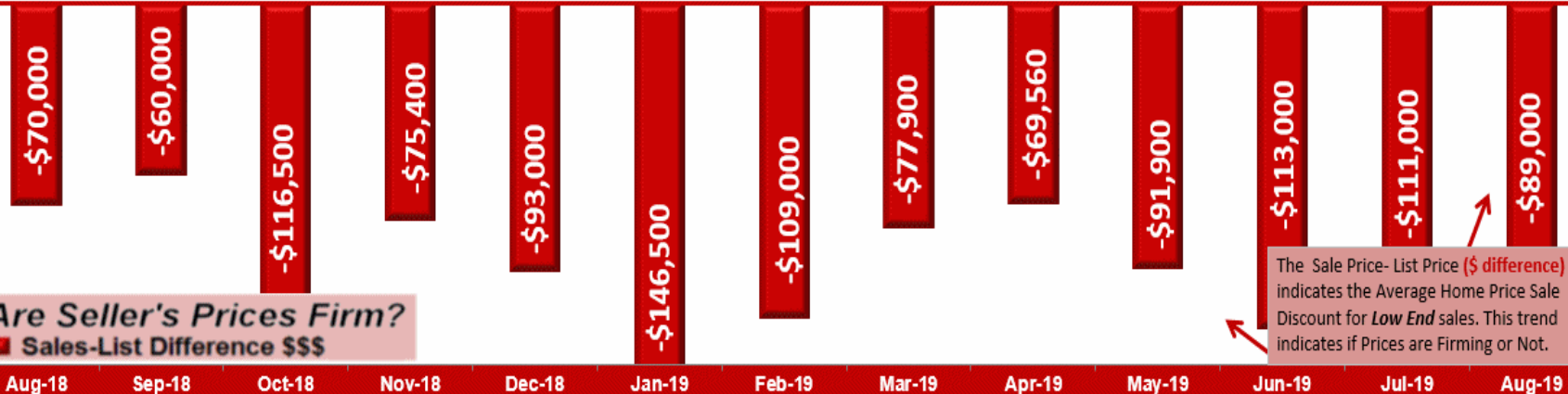
Detached

LOWER 50%

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

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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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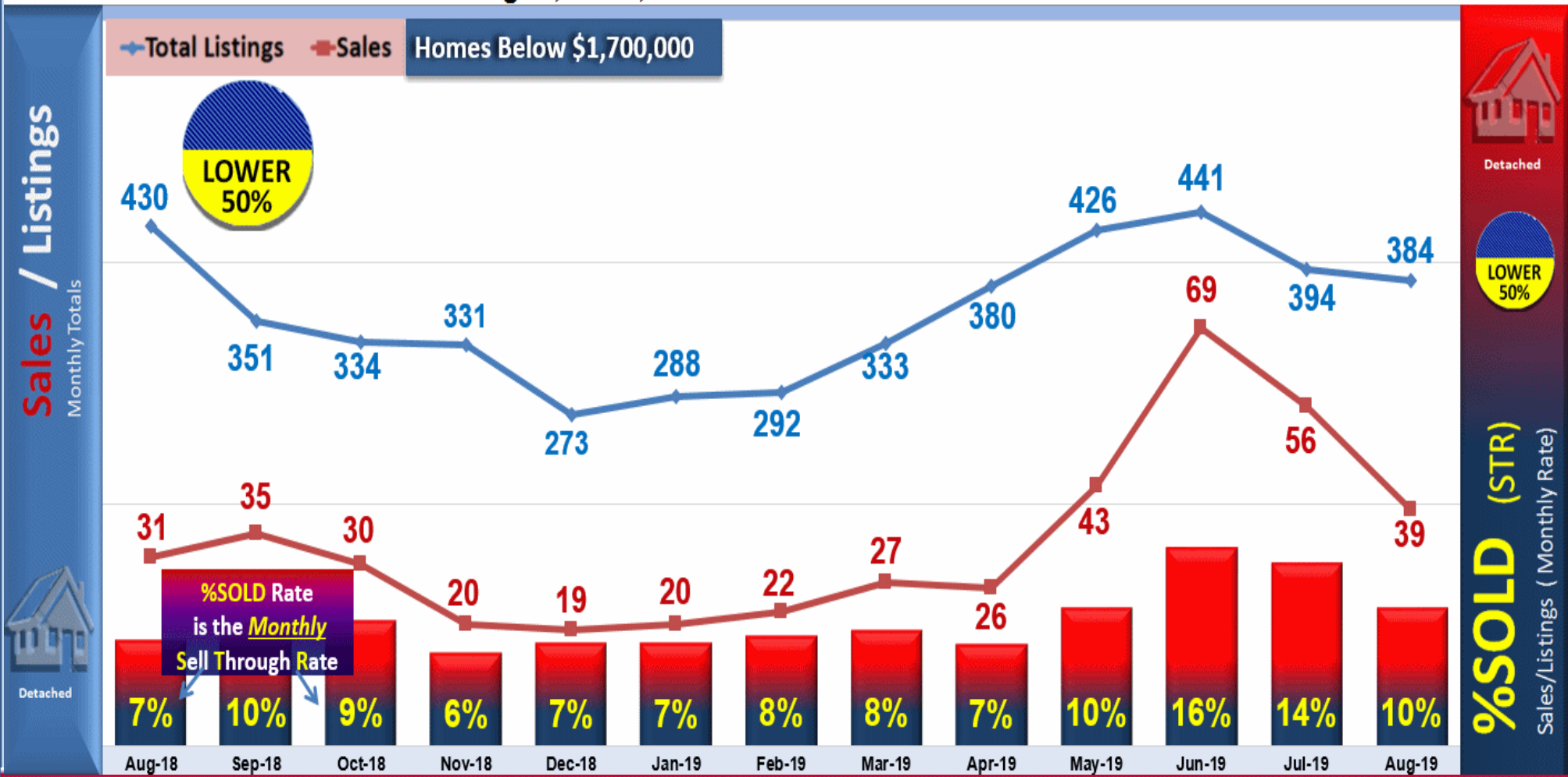
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## Market Analysis and Forecasting

Sept 1/19 Richmond

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



Sales / Listings  
Monthly Totals



Detached

LOWER 50%

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



Detached

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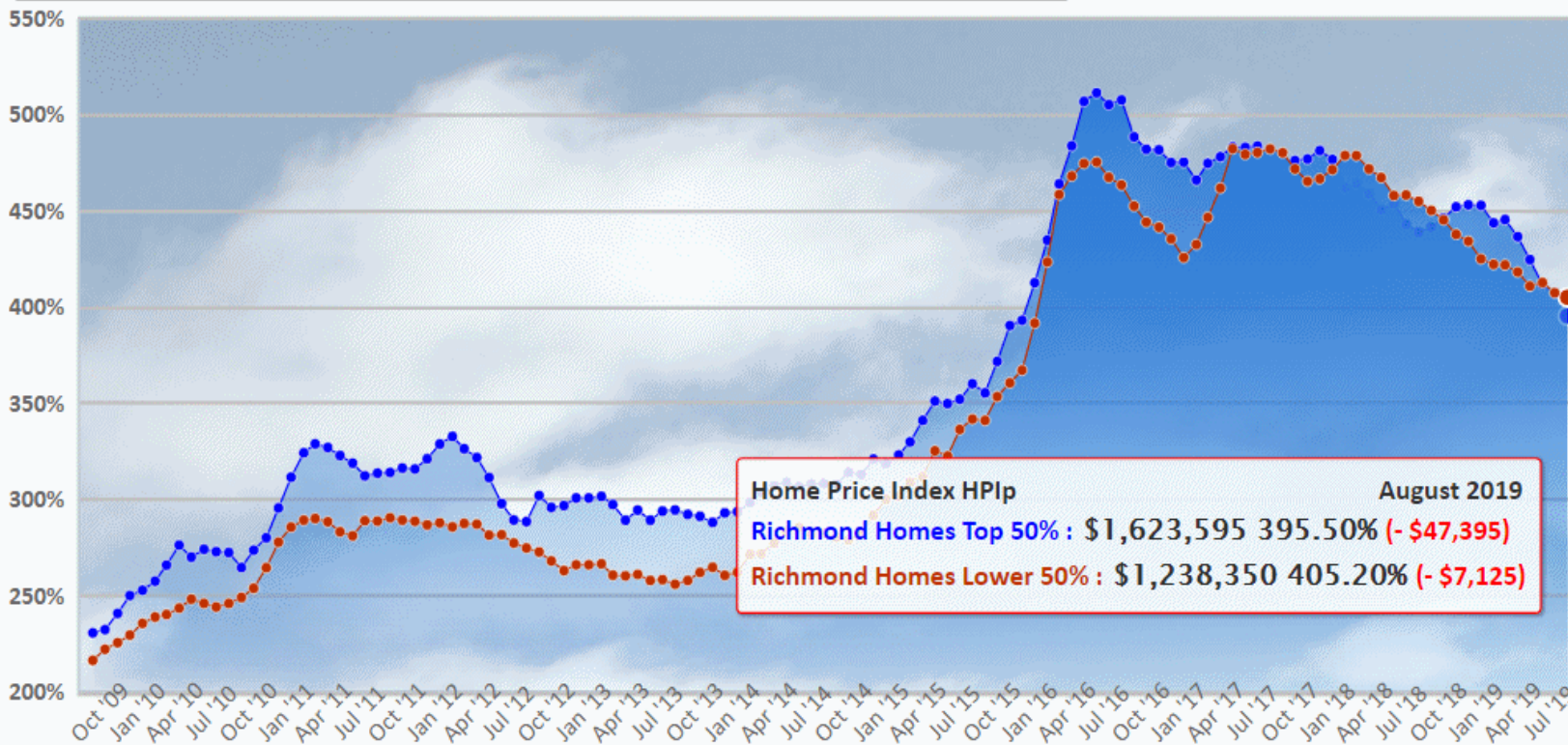
## Market Analysis and Forecasting

Sept 1/19 Richmond

Powered by the Greater Vancouver Market Reports HPIp



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



Home Price Index HPIp August 2019  
 Richmond Homes Top 50% : \$1,623,595 395.50% (- \$47,395)  
 Richmond Homes Lower 50% : \$1,238,350 405.20% (- \$7,125)

Monthly Home values

Date	Value
Aug 2019	% 395.50
Jul 2019	% 407.10
Jun 2019	% 411.70
May 2019	% 424.80
Apr 2019	% 436.70
Mar 2019	% 445.60
Feb 2019	% 443.90
Jan 2019	% 452.90
Dec 2018	% 453.20
Nov 2018	% 452.20
Oct 2018	% 446.30
Sep 2018	% 441.70

<<< 1 2 3 >>>

Highcharts.com



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Market Analysis and Forecasting

Sept 1/19 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 Jun 2018 – Jun 2019 (Quarters)

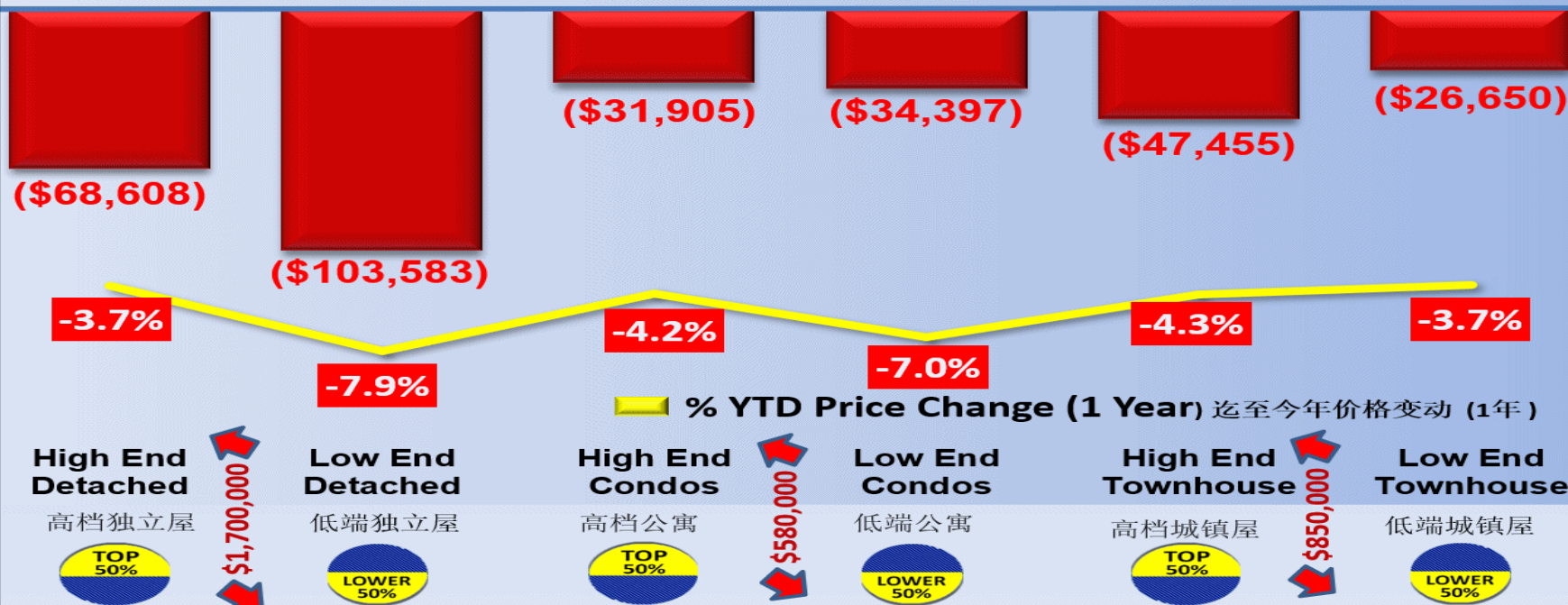
房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPI/p

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

YTD Home Price Changes \$

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

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

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## Monthly Market Activity - Aug 2019 - Single Family



### Sept 1 2019 East Vancouver Market Update (Detached)

**Current:** East Vancouver has a Buyer Market with average listing inventory, **9 %SOLD** rate, a 95% Sell/List Ratio and 31 DOM. (This means an average of a \$79,000 discount on a sale from the original list price)  
*Most Active Price Range:* Homes between \$1.4 mill. - \$1.5 mill. have High **20.7 %SOLD** rate.  
*Least Active Price Range:* Homes above \$3.3 mill. have **4.3 %SOLD** rate.

**History:** The East Vancouver Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$90,222.  
 The East Vancouver Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$63,282.

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



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

East Vancouver List Price Ranges Statistics - Aug 2019

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$1,200,000	74	13	35	92%	-\$85,000	17.6%	↑
\$1,200,001-\$1,300,000	69	13	25	97%	-\$39,000	18.8%	↑
\$1,300,001-\$1,400,000	52	3	23	95%	-\$73,000	5.8%	↓
\$1,400,001-\$1,500,000	82	17	28	93%	-\$96,888	20.7%	↑
\$1,500,001-\$1,700,000	126	12	40	96%	-\$71,250	9.5%	↓
\$1,700,001-\$2,000,000	112	6	65	93%	-\$138,000	5.4%	↓
\$2,000,001 and more	270	9	41	96%	-\$100,000	3.3%	↓
<b>Total Activity</b>	<b>785</b>	<b>73</b>	<b>31</b>	<b>95%</b>	<b>-\$79,000</b>	<b>9%</b>	↓

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

Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	968	823	785		-38	↓
Active Listings (1st of the month)	791	671	650	621	-29	↓
Solds	58	104	73		-31	↓
Days on Market (DOM)	24	22	31		10	↑
%SOLD (Sales/ Listings /monthly rate)	6%	13%	9%		-3.3%	↓
(Top 50%) Home Price Index HPIp	\$1,800,081	\$1,725,101	\$1,709,859		-\$15,242	↓
(Lower 50%) Home Price Index HPIp	\$1,271,651	\$1,214,138	\$1,208,369		-\$5,769	↓

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

East Vancouver Sub areas Statistics - Aug 2019					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Champlain Heights	3	0				0.0%
Collingwood Van East	104	4	45	92%	-\$129,056	3.8%
Fraser VE	53	5	114	93%	-\$85,000	9.4%
Fraserview VE	37	4	64	95%	-\$76,000	10.8%
Grandview VE	56	5	9	96%	-\$73,000	8.9%
Hastings	11	0				0.0%
Hastings East	43	2	41	97%	-\$56,500	4.7%
Killarney VE	68	4	145	90%	-\$203,000	5.9%
Knight	72	12	36	97%	-\$32,699	16.7%
Main	27	6	25	98%	-\$30,450	22.2%
Mount Pleasant VE	13	3	55	92%	-\$148,000	23.1%
Renfrew VE	106	8	18	97%	-\$38,250	7.5%
Renfrew Heights	63	9	90	89%	-\$143,000	14.3%
South Vancouver	88	11	20	93%	-\$90,000	12.5%
Victoria VE	41	0				0.0%
<b>Total Activity</b>	<b>785</b>	<b>73</b>	<b>31</b>	<b>95%</b>	<b>-\$79,000</b>	<b>9%</b>

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## Next Months Market Forecast

**Forecast:** East Vancouver has average Listing Supply; with 621 homes for sale and the **9 %SOLD** monthly rate gives us ~11 months of Inventory. 20% of the active listings have reduced their price by \$119,858 on average or \$100,000 on median for the last month. We project East Vancouver to be a continued Buyer Market.

August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

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RE/MAX Statistics, on the Web!

detached homes



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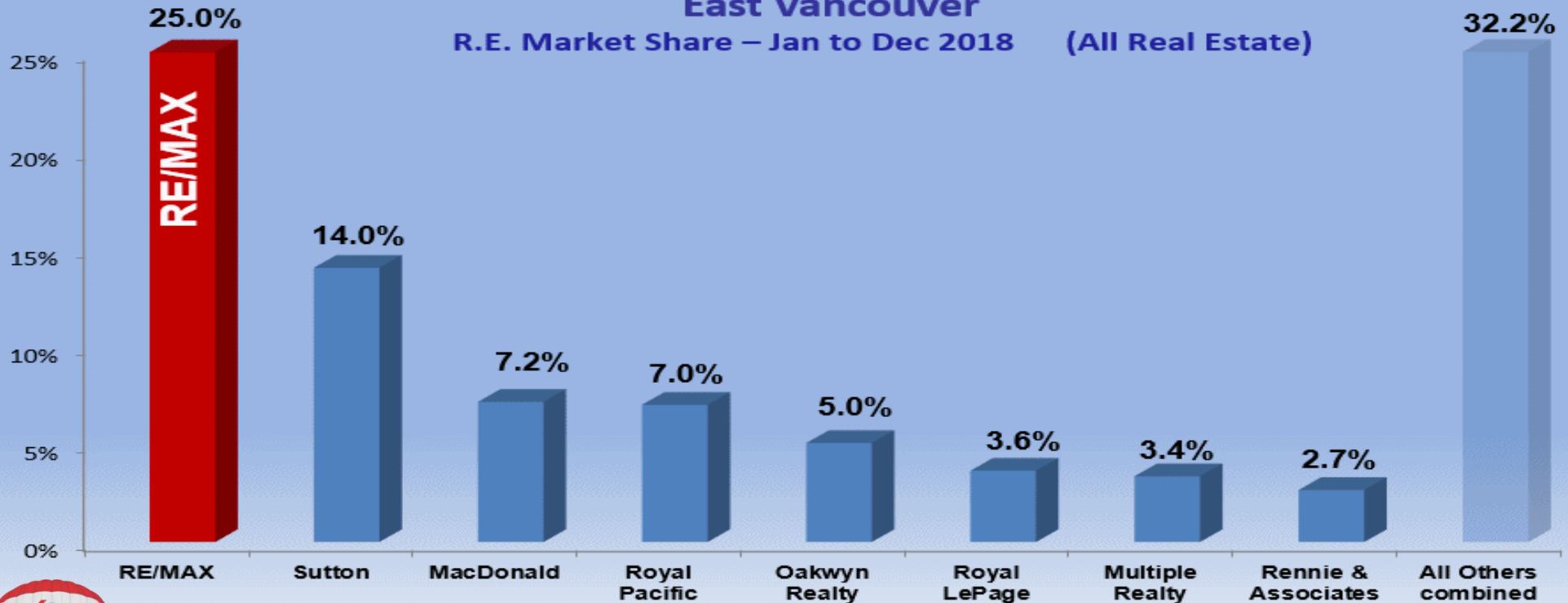


Market Analysis and Forecasting Sept 1/19 East Vancouver

# the RE/MAX Market Share Reports

## East Vancouver

R.E. Market Share – Jan to Dec 2018 (All Real Estate)



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

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## Market Analysis and Forecasting

Sept 1/19 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)

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



Detached



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

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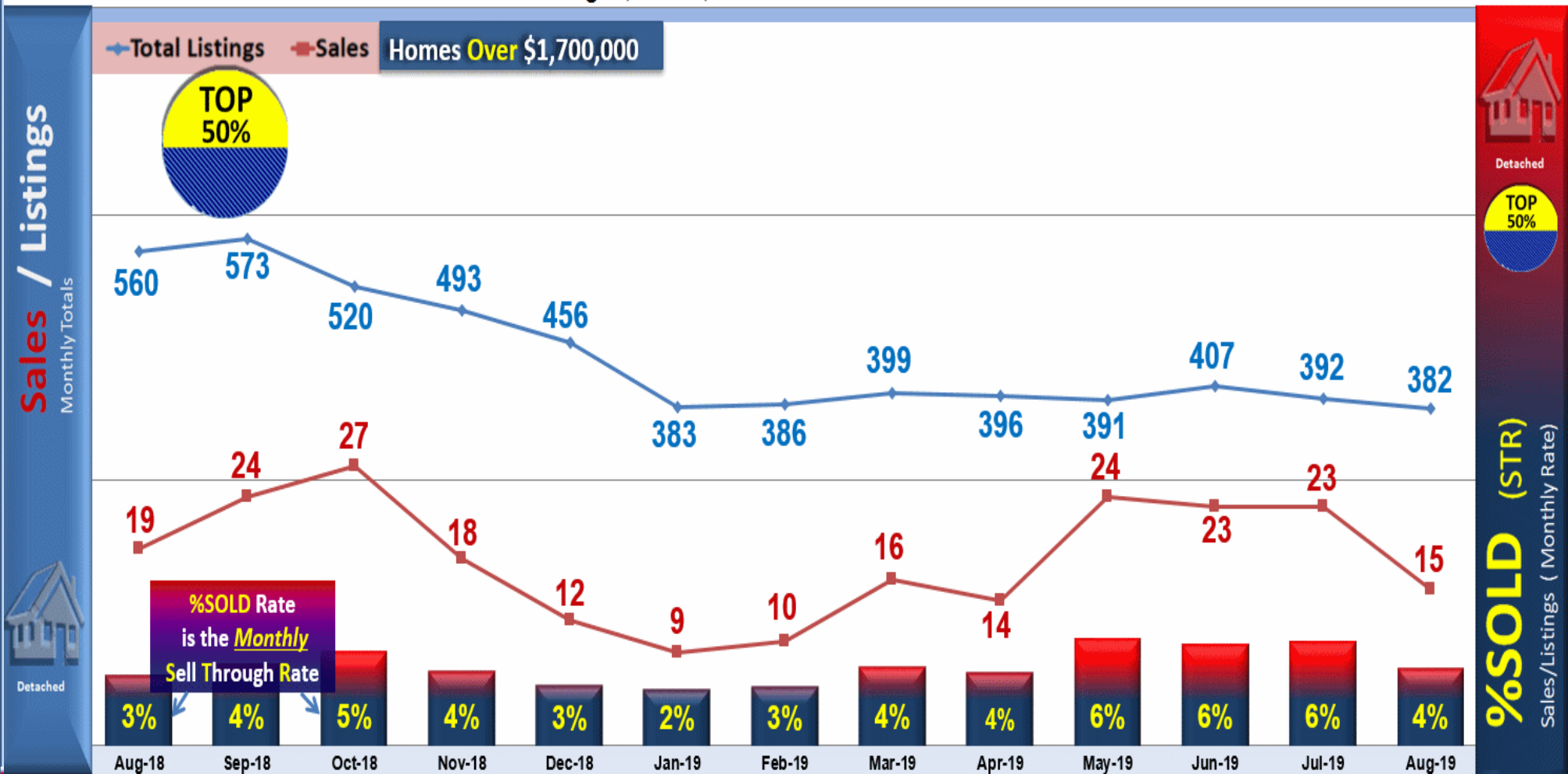
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## Market Analysis and Forecasting

Sept 1/19 East Vancouver

Detached East Vancouver Total Listings<sup>\*\*</sup>, Sales, and %SOLD rates



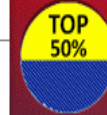
Sales / Listings  
Monthly Totals



Detached



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

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Market Analysis and Forecasting

Sept 1/19 East Vancouver

Detached

East 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)

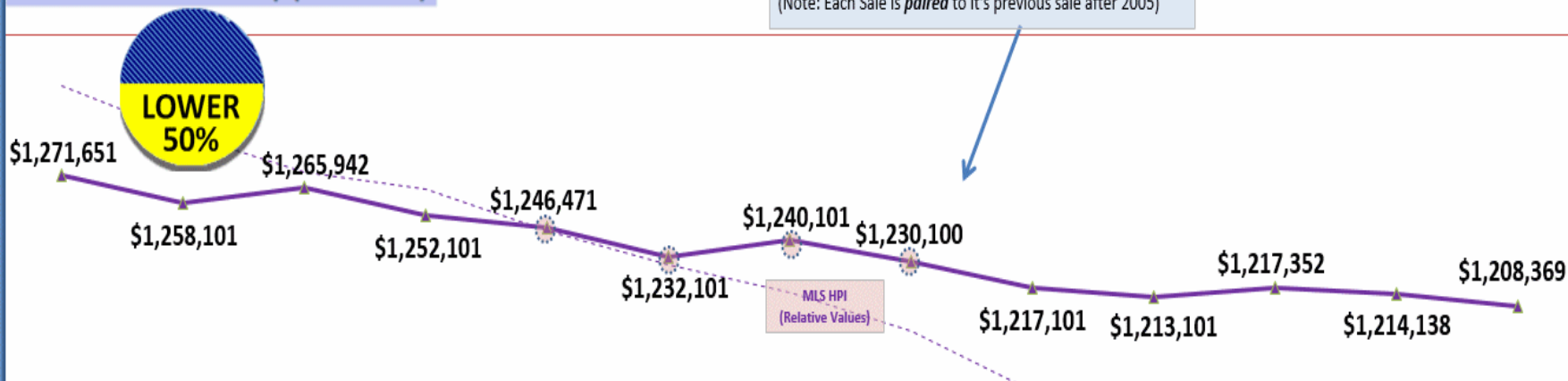
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Detached



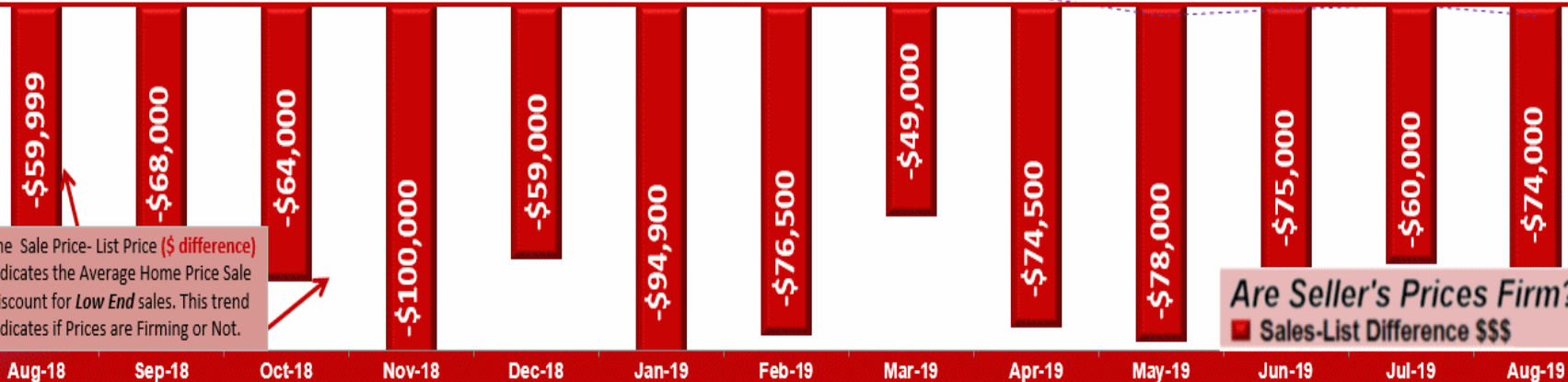
Home Price Changes  
(Home Price Index Paired sales from 2005)



Detached

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

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



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



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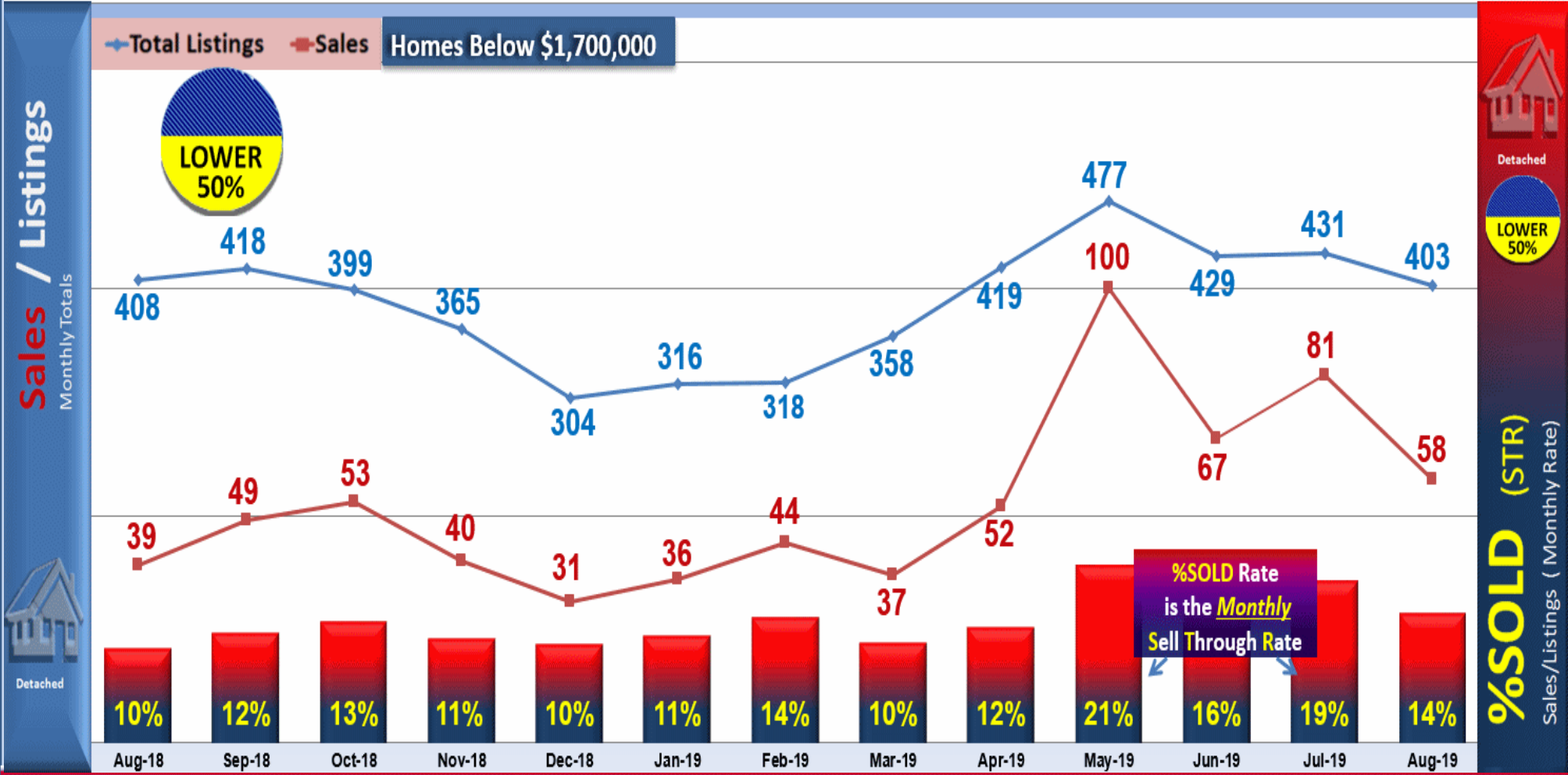


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## Market Analysis and Forecasting Sept 1/19 East Vancouver

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



Sales / Listings  
Monthly Totals



Detached  
LOWER 50%

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

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detached homes



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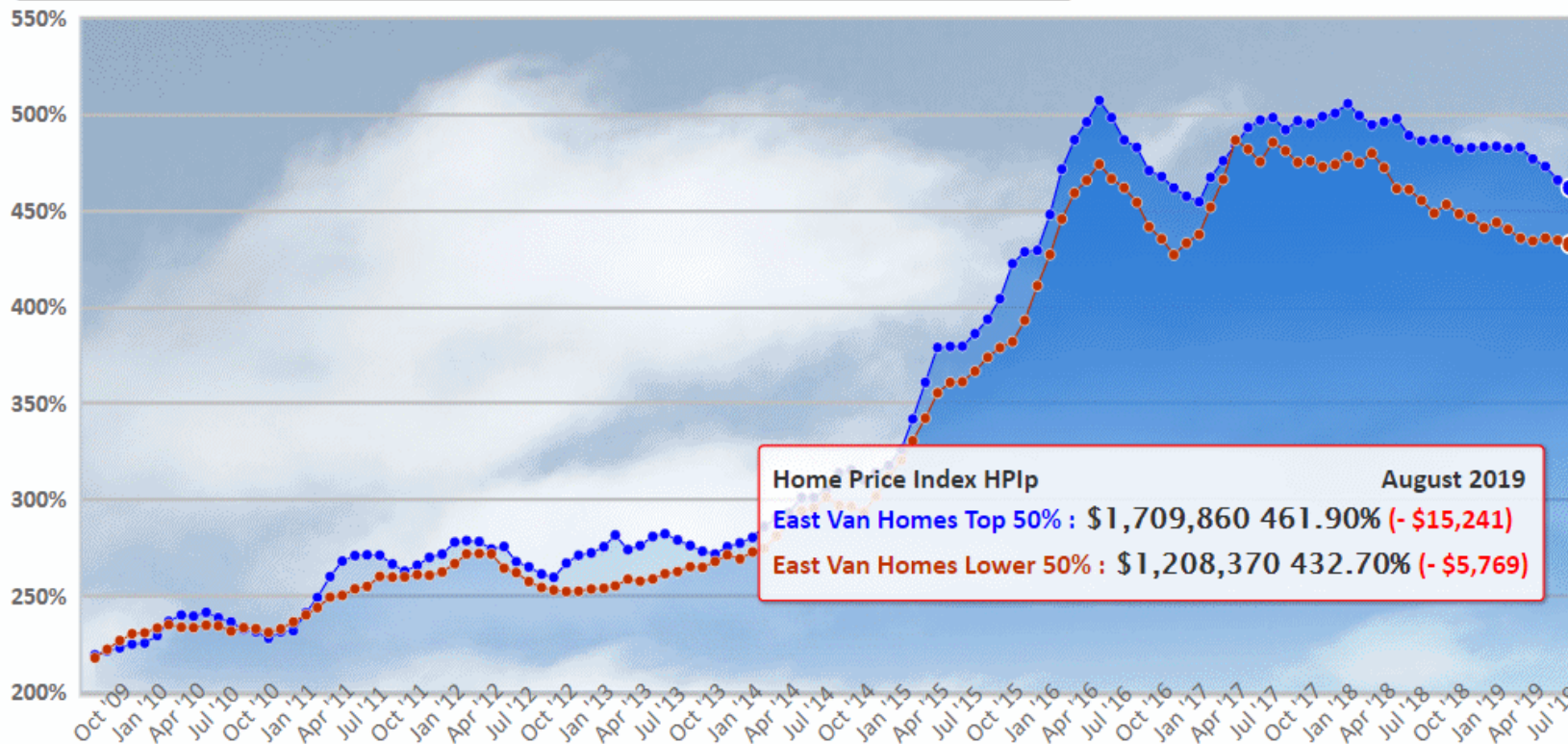
## Market Analysis and Forecasting

Sept 1/19 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
Aug 2019	% 461.90
Jul 2019	% 466.00
Jun 2019	% 473.10
May 2019	% 477.00
Apr 2019	% 483.10
Mar 2019	% 482.50
Feb 2019	% 483.50
Jan 2019	% 483.30
Dec 2018	% 482.70
Nov 2018	% 482.20
Oct 2018	% 486.80
Sep 2018	% 487.20

<<< 1 2 3 >>>

Highcharts.com



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Market Analysis and Forecasting

Sept 1/19 Burnaby S. & N.

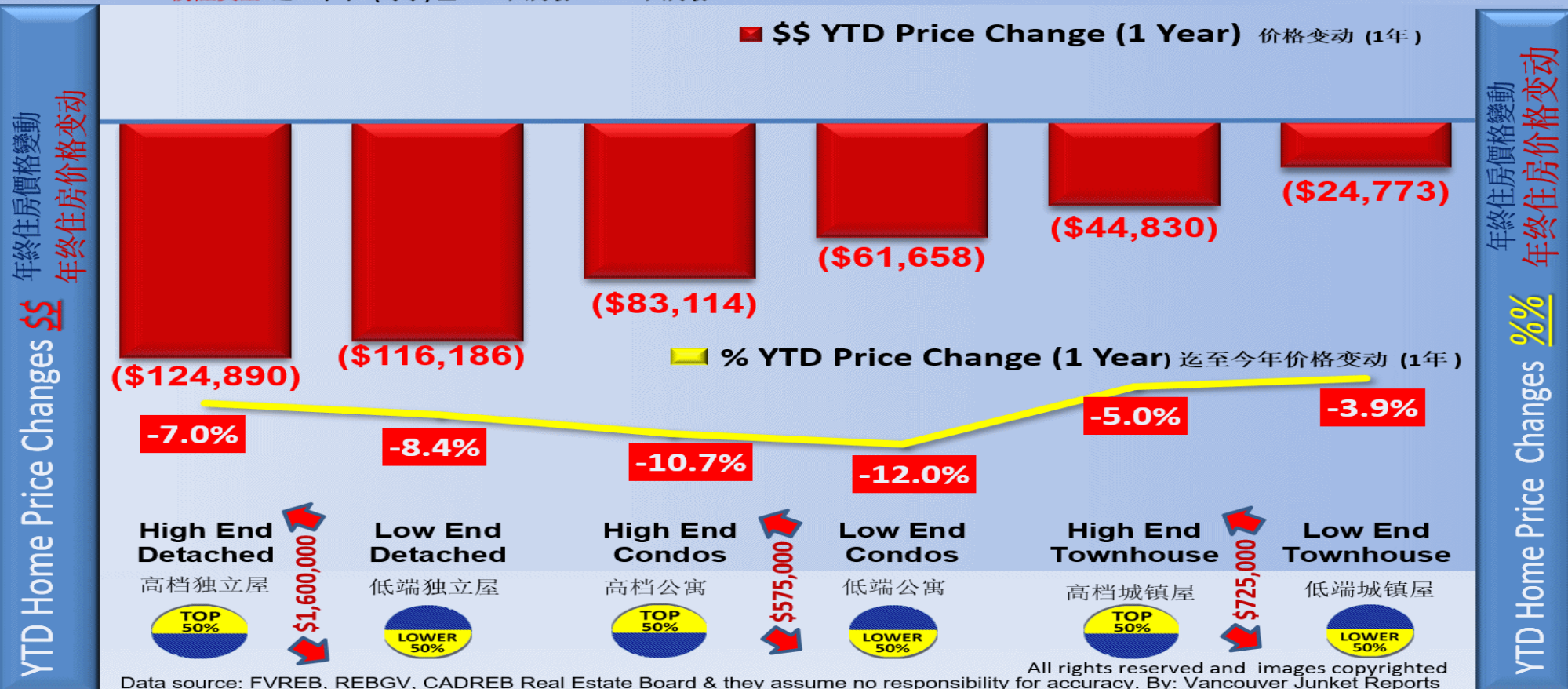
## Burnaby Real Estate Price Changes (\$/%)

本拿比房地產價格變動 / 本拿比房地產價格变动

Housing Types: Year-To-Date Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIip



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



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## Monthly Market Activity - Aug 2019 - Single Family



### Sept 1 2019 Burnaby Market Update (detached)

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

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

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

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

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

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



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**Market Analysis and Forecasting** Sept 1/19 Burnaby S. & N.

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

## Burnaby List Price Ranges Statistics - Aug 2019

Detached

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

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

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



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Market Analysis and Forecasting Sept 1/19 Burnaby S. & N.

Burnaby Sub areas Statistics - Aug 2019

Detached

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

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Market Analysis and Forecasting Sept 1/19 Burnaby S. & N.



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## Next Months Market Forecast

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

August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter. Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Note: This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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## Market Analysis and Forecasting

Sept 1/19 Burnaby 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)

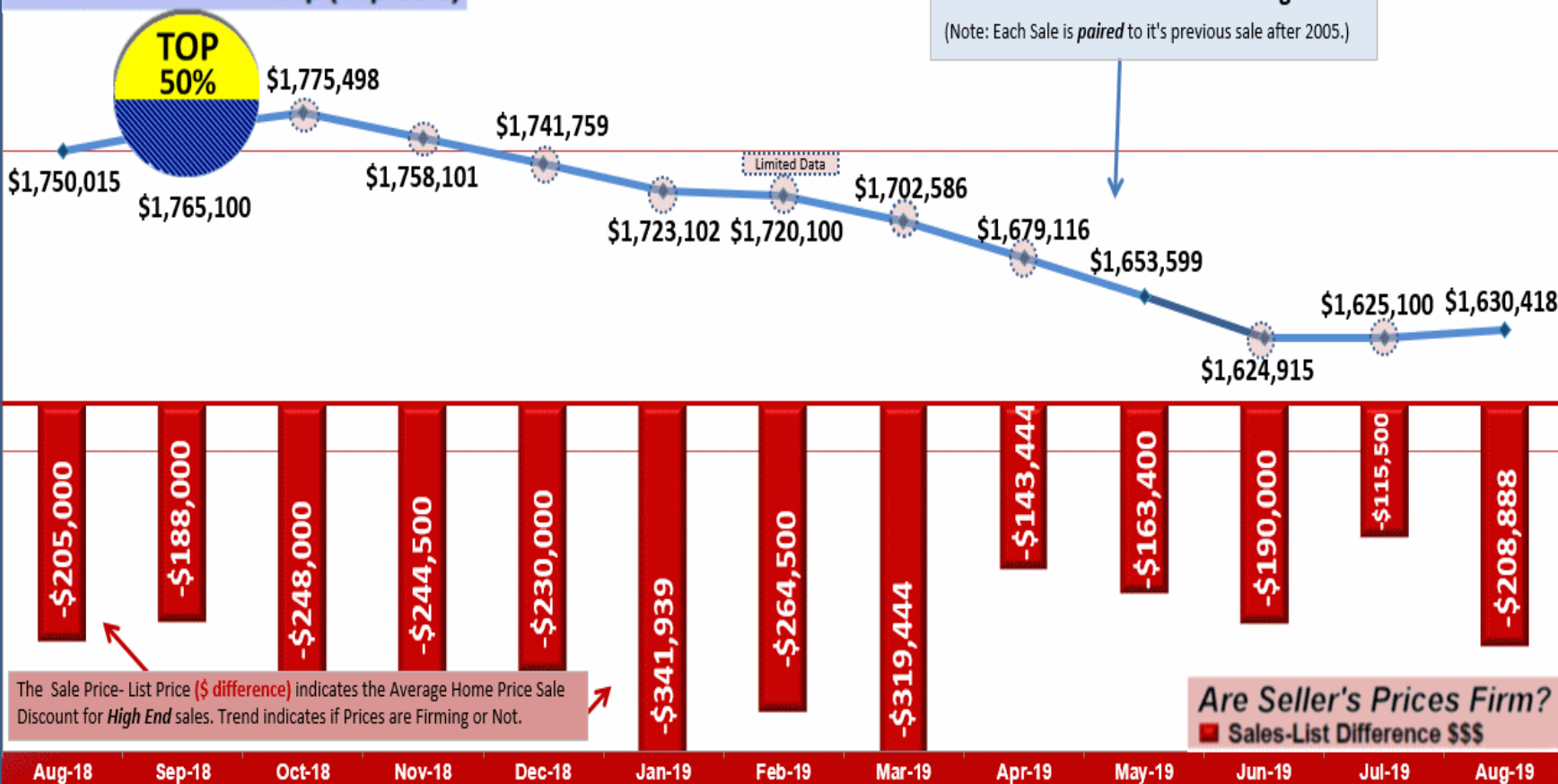
### Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,600,000

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

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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached

TOP 50%

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



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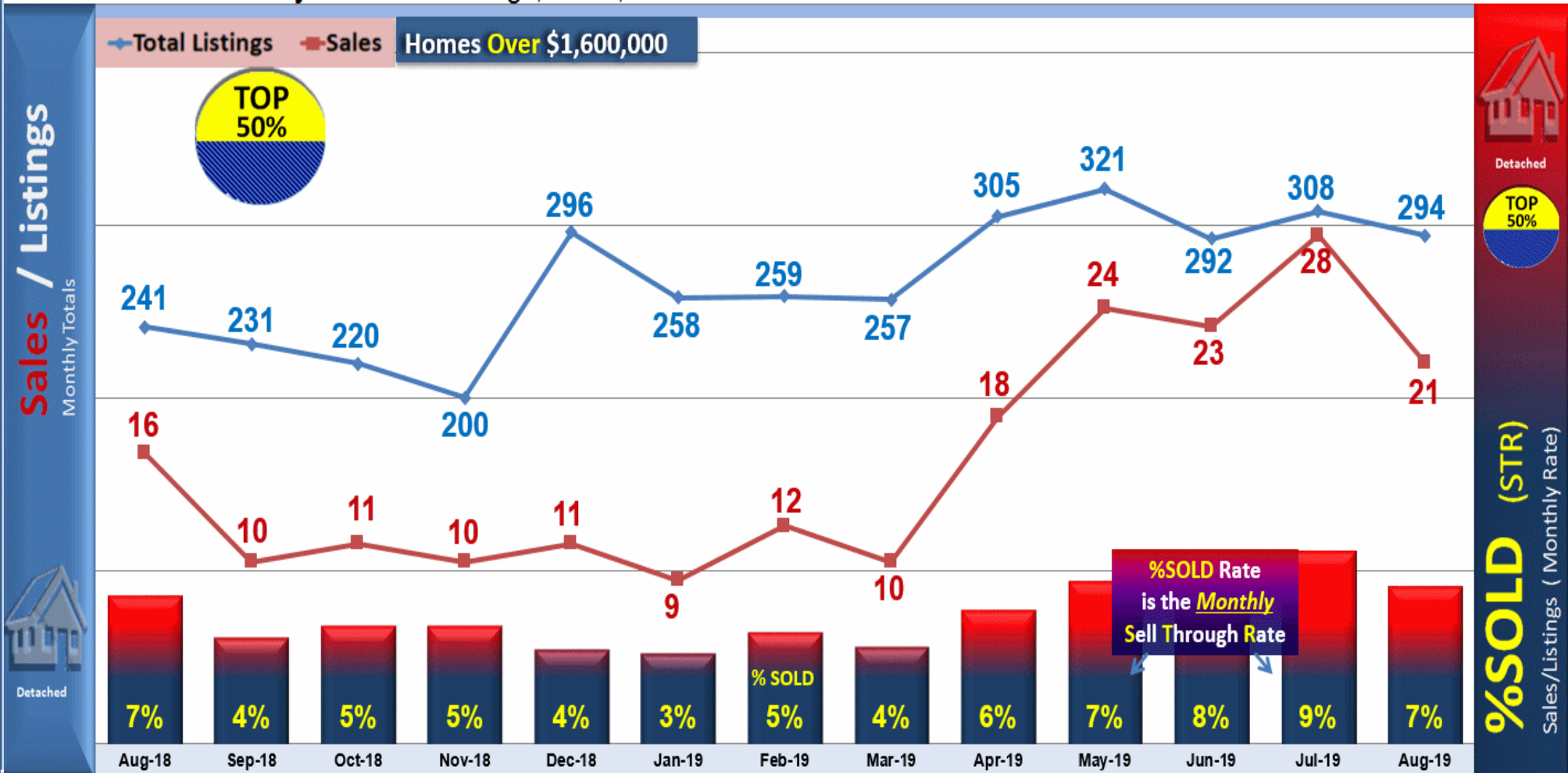
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## Market Analysis and Forecasting

Sept 1/19 Burnaby S. & N.

Detached Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached  
TOP 50%

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

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## Market Analysis and Forecasting

Sept 1/19 Burnaby S. & N.

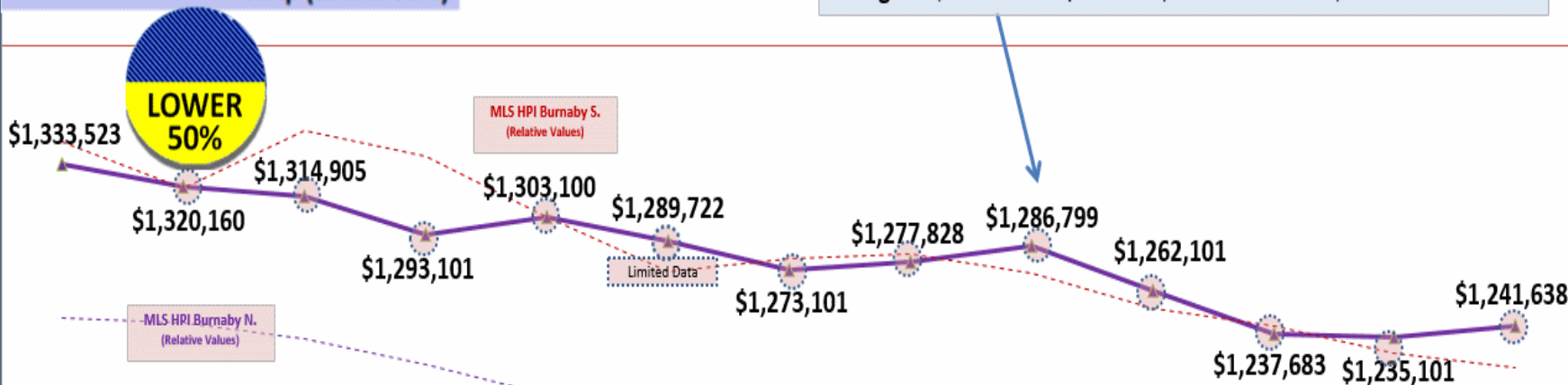
Detached Burnaby Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End sales)

### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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

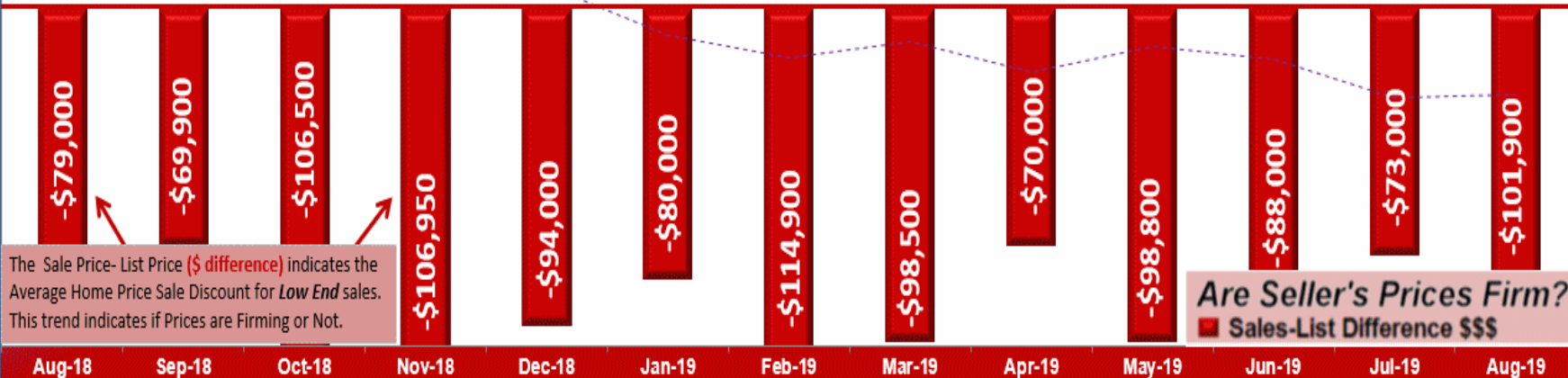
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes. (Note: Each Sale is paired to its previous sale after 2005.)



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



Detached



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

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached



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

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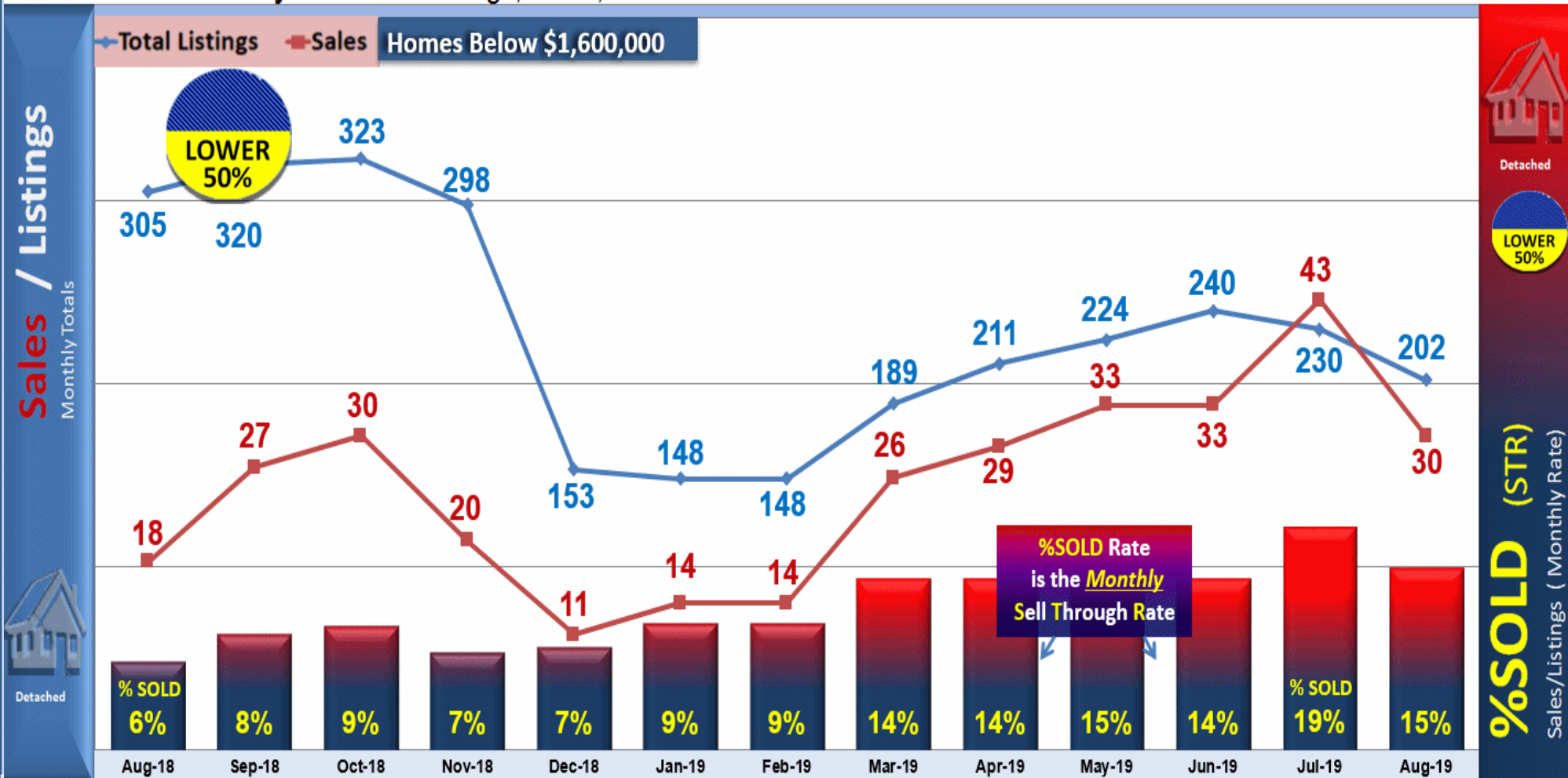
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## Market Analysis and Forecasting

Sept 1/19 Burnaby S. & N.

Detached Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached



Detached



%SOLD (STR)

Sales/Listings (Monthly Rate)

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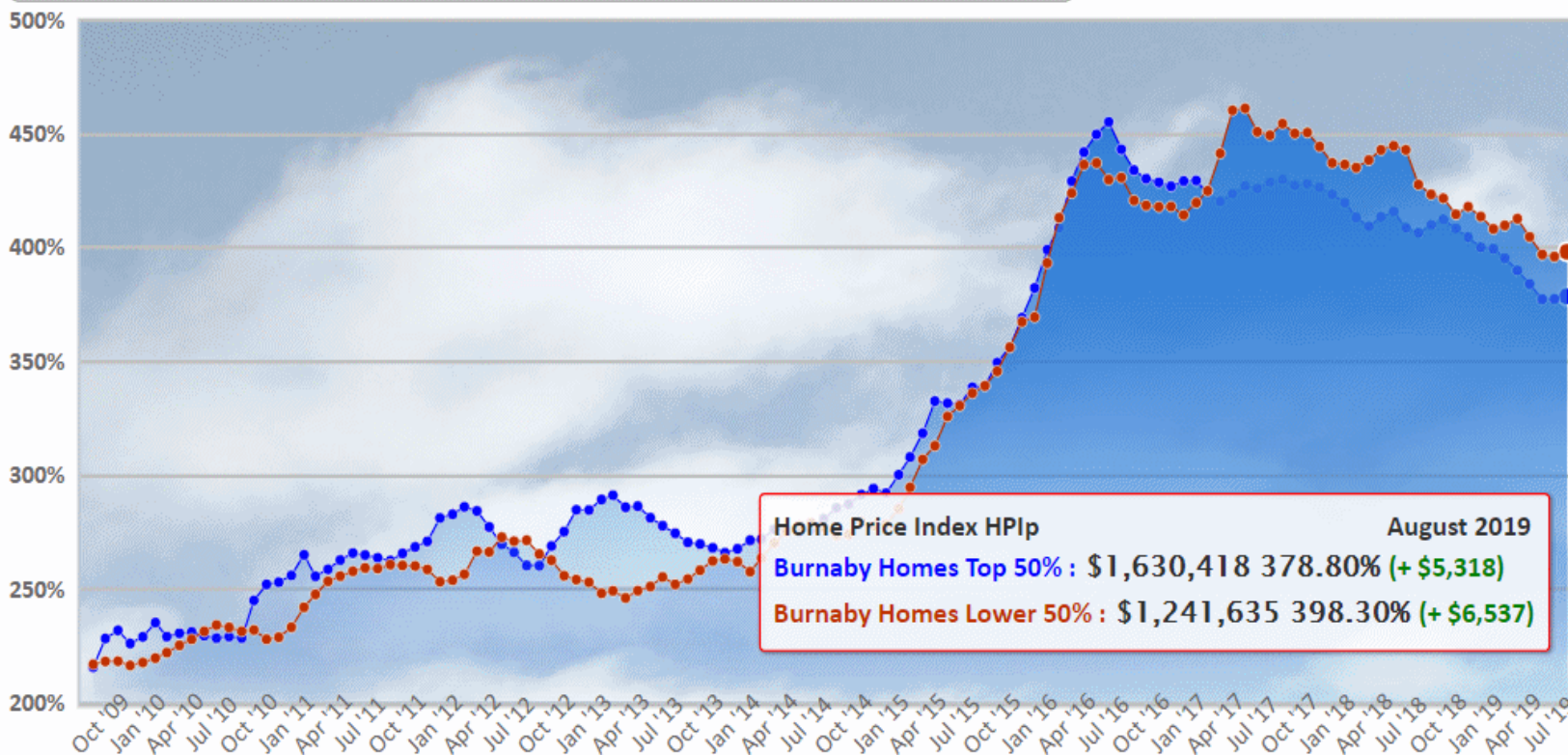


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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

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

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Highcharts.com



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Market Analysis and Forecasting

Sept 1/19 West Vancouver

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

西溫 房地產價格變動 / 西溫 房地產價格变动

Housing Types: Year-To-Date Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄至今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

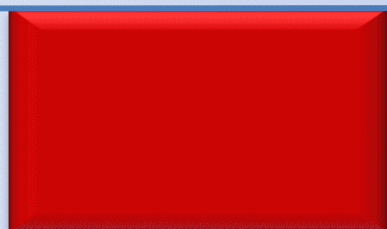
\$\$\$ YTD Price Change (1 Year) 价格变动 (1年)

YTD Home Price Changes \$

YTD Home Price Changes %

YTD Home Price Changes \$

YTD Home Price Changes %



(\$511,854)

-10.8%

High End Detached

高档独立屋



(\$258,358)

-10.2%

Low End Detached

低端独立屋



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



\$3,000,000

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

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## Monthly Market Activity - Aug 2019 Single Family



### Sept 1 2019 West Vancouver Market Update (detached)

**Current:** West Vancouver is in a Stable Market with a **7 %SOLD** rate, 61 days on the market (DOM) and with a 87% selling discount of \$385,000 off the original list price.

*Most Active Price Range:* Homes between \$2 mill. - \$2.5 mill. have **14.0 %SOLD** rate.

*Least Active Price Range:* Homes between \$4.5 mill. - \$5 mill. have **3.2 %SOLD** rate.

**History:** The West Vancouver Year-To-Date Home Price Index **HPIp (Top 50%)** HPIp\* shows that prices decreased \$493,256. The West Vancouver Year-To-Date Home Price Index **HPIp (Lower 50%)** HPIp\* shows that prices decreased \$282,000.

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



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

West Vancouver List Price Ranges Statistics - Aug 2019

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$2,000,001	25	3	69	91%	-\$99,000	12.0%	
\$2,000,001-\$2,500,000	43	6	54	91%	-\$171,000	14.0%	
\$2,500,001-\$3,000,000	41	3	49	93%	-\$149,000	7.3%	↓
\$3,000,001-\$3,500,000	60	5	87	84%	-\$385,000	8.3%	↓
\$3,500,001-\$4,500,000	56	6	89	85%	-\$421,500	10.7%	
\$4,500,001-\$5,000,000	63	2	92	83%	-\$588,000	3.2%	↓
\$5,000,001-\$5,800,000	120	9	45	87%	-\$590,000	7.5%	↓
\$5,800,001-\$7,000,000	106	4	61	87%	-\$813,000	3.8%	↓
\$7,000,001 and more	68	3	100	73%	-\$2,400,000	4.4%	↓
<b>Total Activity</b>	<b>582</b>	<b>41</b>	<b>61</b>	<b>87%</b>	<b>-\$385,000</b>	<b>7%</b>	↓

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

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings (A,S,T,C,X)	654	613	582		-31	↓
Active Listings (1st of the month)	563	527	498	473	-25	↓
Solds	27	43	41		-2	↓
Days on Market (DOM)	56	43	61		18	↑
%SOLD (Sales/ Listings /mntly rate)	4%	7%	7%		0%	
(Top 50%) Home Price Index HPIp	\$4,569,101	\$4,153,101	\$4,075,845		-\$77,256	↓
(Lower 50%) Home Price Index HPIp	\$2,456,101	\$2,197,101	\$2,174,101		-\$23,000	↓

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**Market Analysis and Forecasting** Sept 1/19 West Vancouver

West Vancouver Sub areas Statistics - Aug 2019					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Altamont	16	0				0.0%
Ambleside	63	8	78	84%	-\$518,500	12.7%
British Properties	97	6	61	82%	-\$591,500	6.2%
Bayridge	13	0				0.0%
Caulfeild	34	4	13	96%	-\$111,000	11.8%
Canterbury WV	13	0				0.0%
Cedardale	8	0				0.0%
Cypress Prk Estates	24	1	99	84%	-\$385,000	4.2%
Chelsea Park	7	0				0.0%
Chartwell	37	3	100	80%	-\$1,830,000	8.1%
Cypress	10	0				0.0%
Deer Ridge WV	1	0				0.0%
Dundarave	29	2	37	100%	-\$60,000	6.9%
Eagle Harbour	20	1	87	83%	-\$448,000	5.0%
Eagleridge	2	0				0.0%
Furry Creek	1	0				0.0%
Gleneagles	18	3	46	91%	-\$273,000	16.7%
Glenmore	26	1	1	87%	-\$642,000	3.8%
Horseshoe Bay WV	8	0				0.0%
Howe Sound	9	0				0.0%
Lions Bay	23	3	102	90%	-\$99,000	13.0%
Olde Caulfeild	9	0				0.0%
Porteau Cove	0	0				0.0%
Park Royal	2	0				0.0%
Panorama Village	0	0				0.0%
Queens	20	2	187	81%	-\$431,500	10.0%
Rockridge	6	0				0.0%
Sandy Cove	4	0				0.0%
Sentinel Hill	19	3	51	94%	-\$248,000	15.8%
Upper Caulfeild	11	0				0.0%
West Bay	16	1	61	91%	-\$688,000	6.3%
Whytecliff	5	0				0.0%
Whitby Estates	9	0				0.0%
Westhill	7	1	91	97%	-\$110,000	14.3%
Westmount WV	15	2	26	90%	-\$419,000	13.3%
<b>Total Activity</b>	<b>582</b>	<b>41</b>	<b>61</b>	<b>87%</b>	<b>-\$385,000</b>	<b>7%</b>

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## Next Months Market Forecast

**Forecast:** West Vancouver has average Listing supply; 473 homes are for sale and with the **7 % SOLD** monthly rate gives us a ~14 months of inventory. 18% of the active listings have reduced their price by \$299,359 on average and \$200,000 on median for the last month. We project West Vancouver to be a continued Stable market.

August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

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



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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

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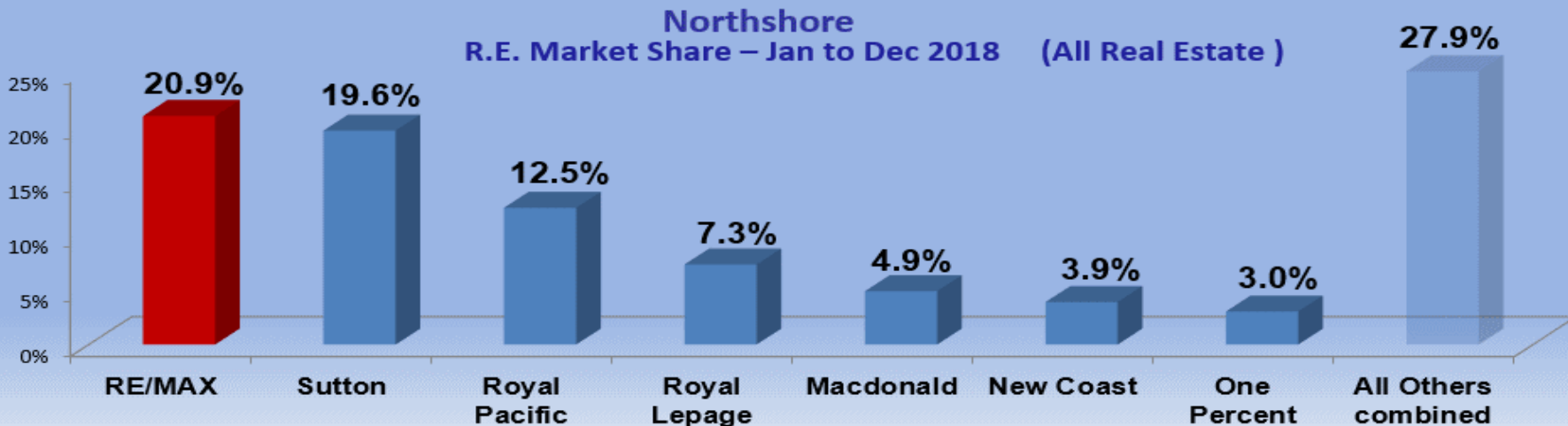
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Market Analysis and Forecasting

Sept 1/19 West Vancouver

## #1 the RE/MAX Market Share Reports



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



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## Market Analysis and Forecasting

Sept 1/19 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)



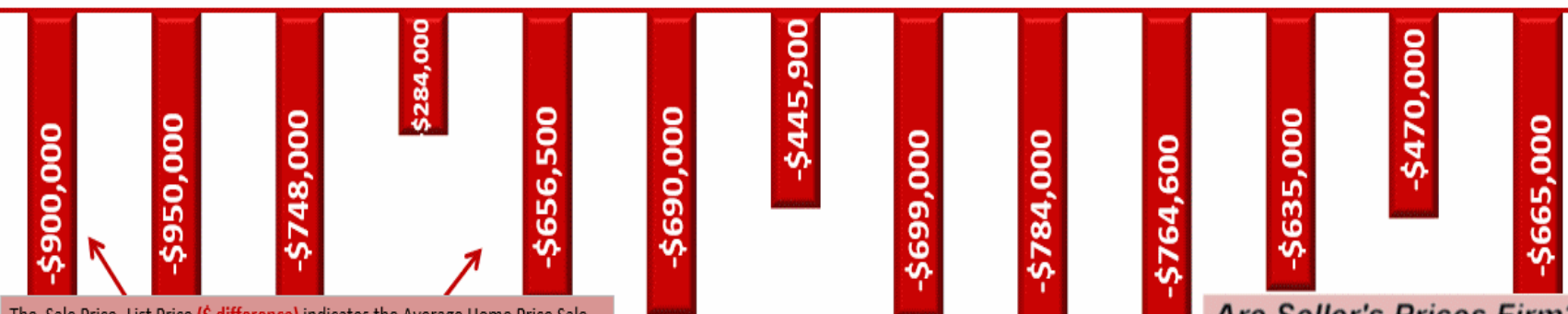
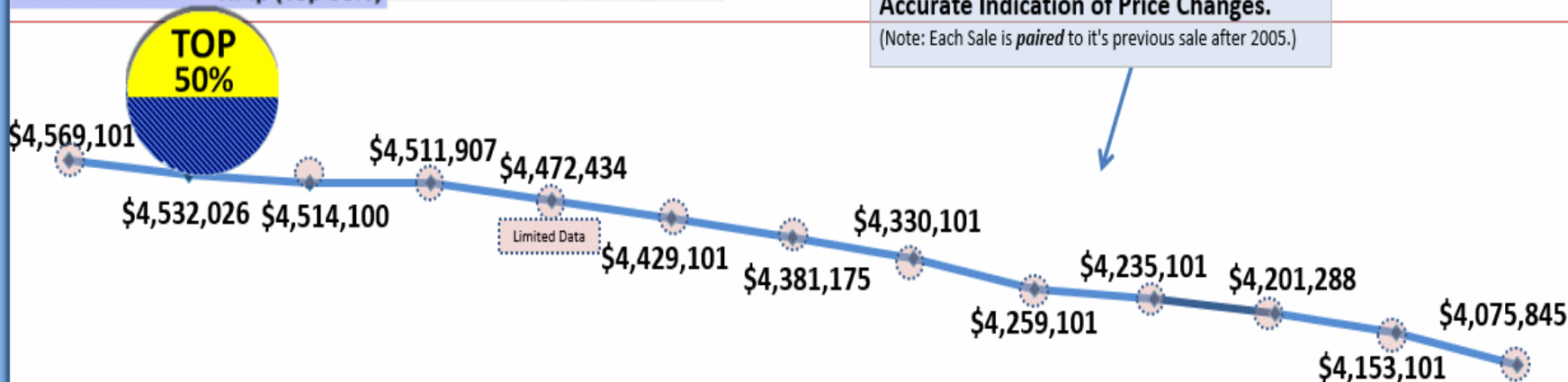
Detached

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

Homes Over \$3,000,000

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 \$\$\$



Detached

TOP 50%

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

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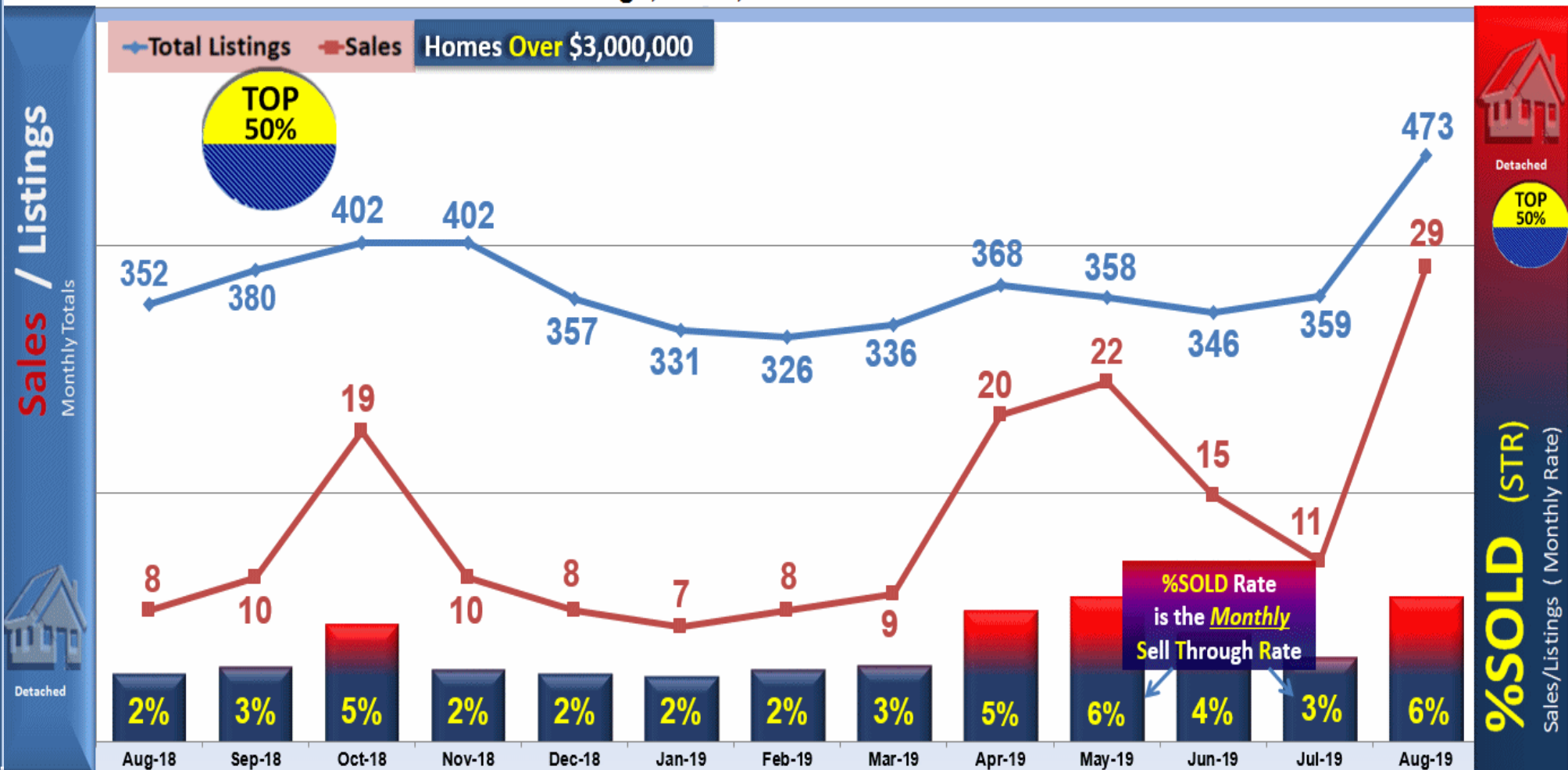
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## Market Analysis and Forecasting

Sept 1/19 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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## Market Analysis and Forecasting

Sept 1/19 West Vancouver

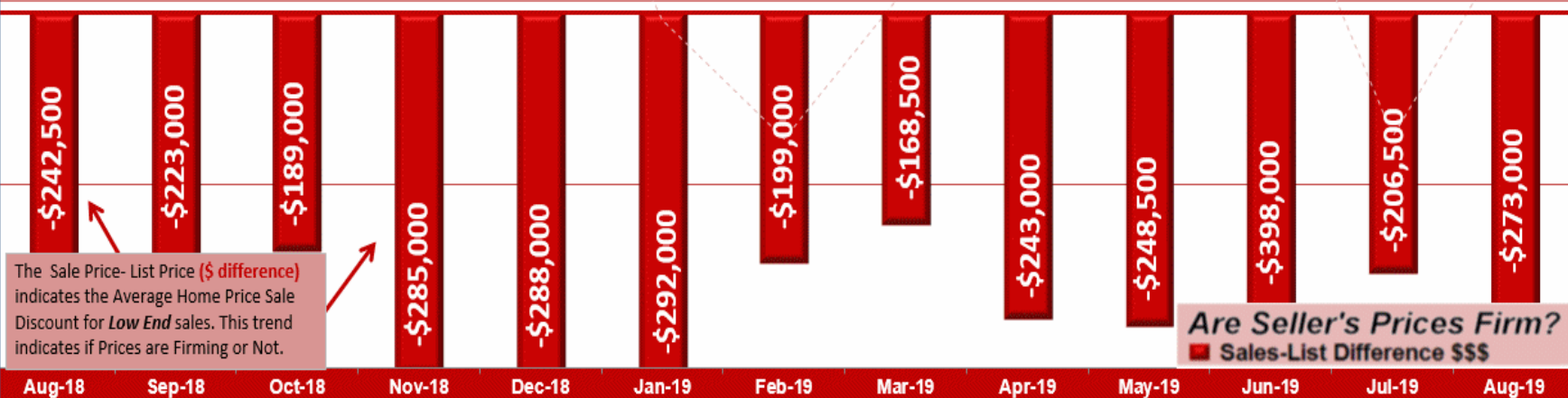
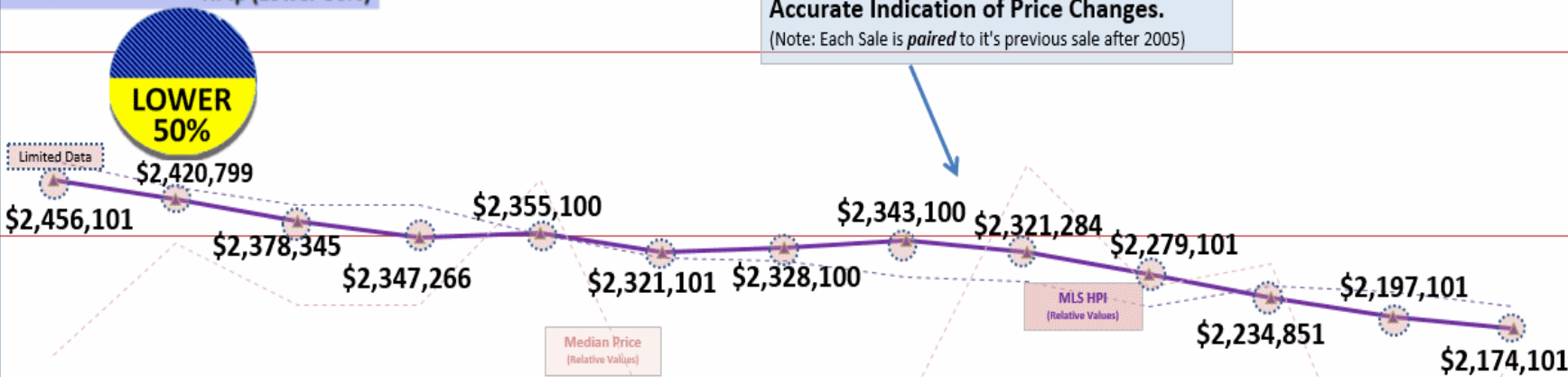
Detached West Vancouver Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

### Homes Below \$3,000,000

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)



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

LOWER 50%

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

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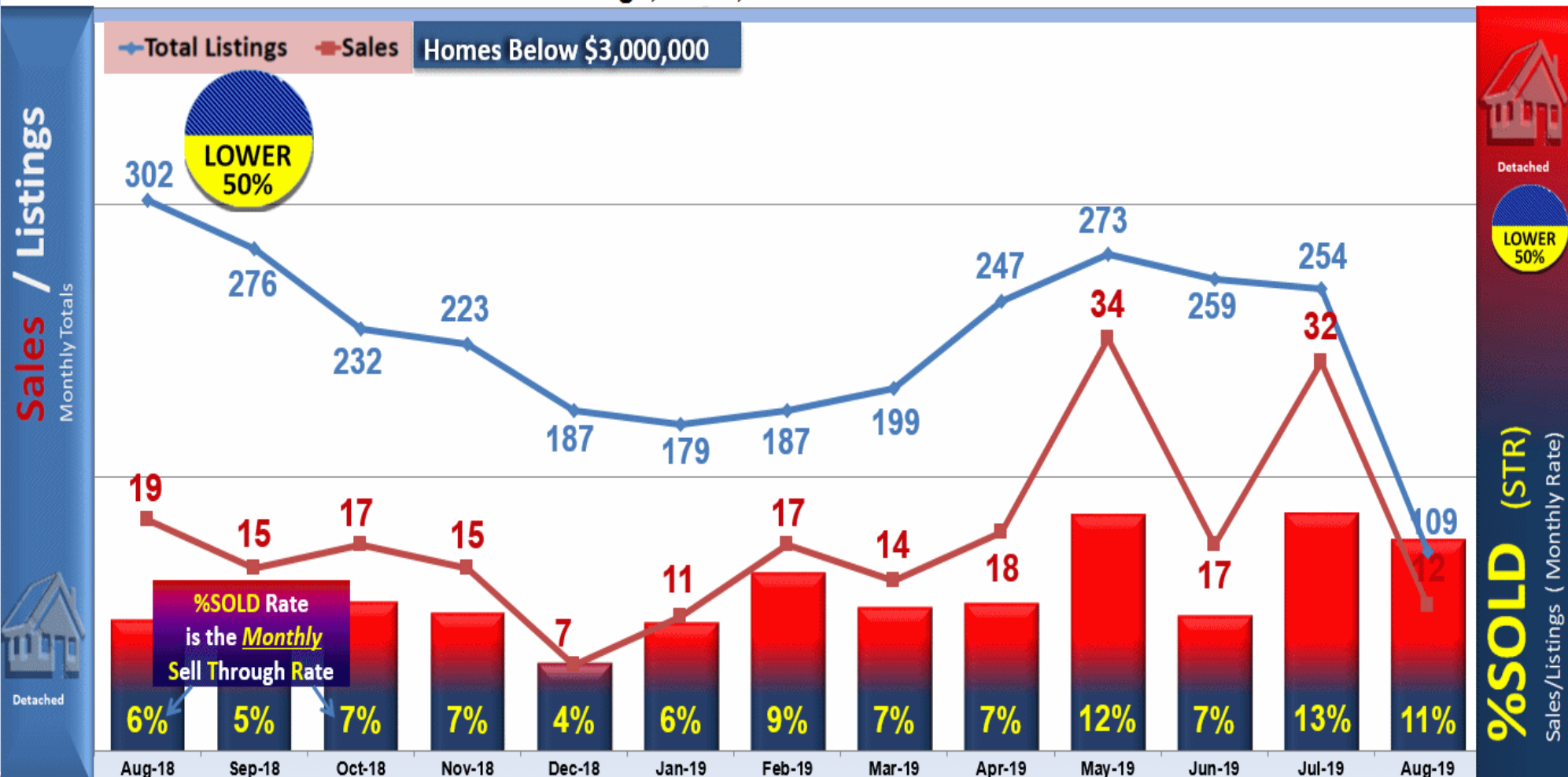
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## Market Analysis and Forecasting

Sept 1/19 West Vancouver

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



Sales / Listings  
Monthly Totals



Detached



Detached



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

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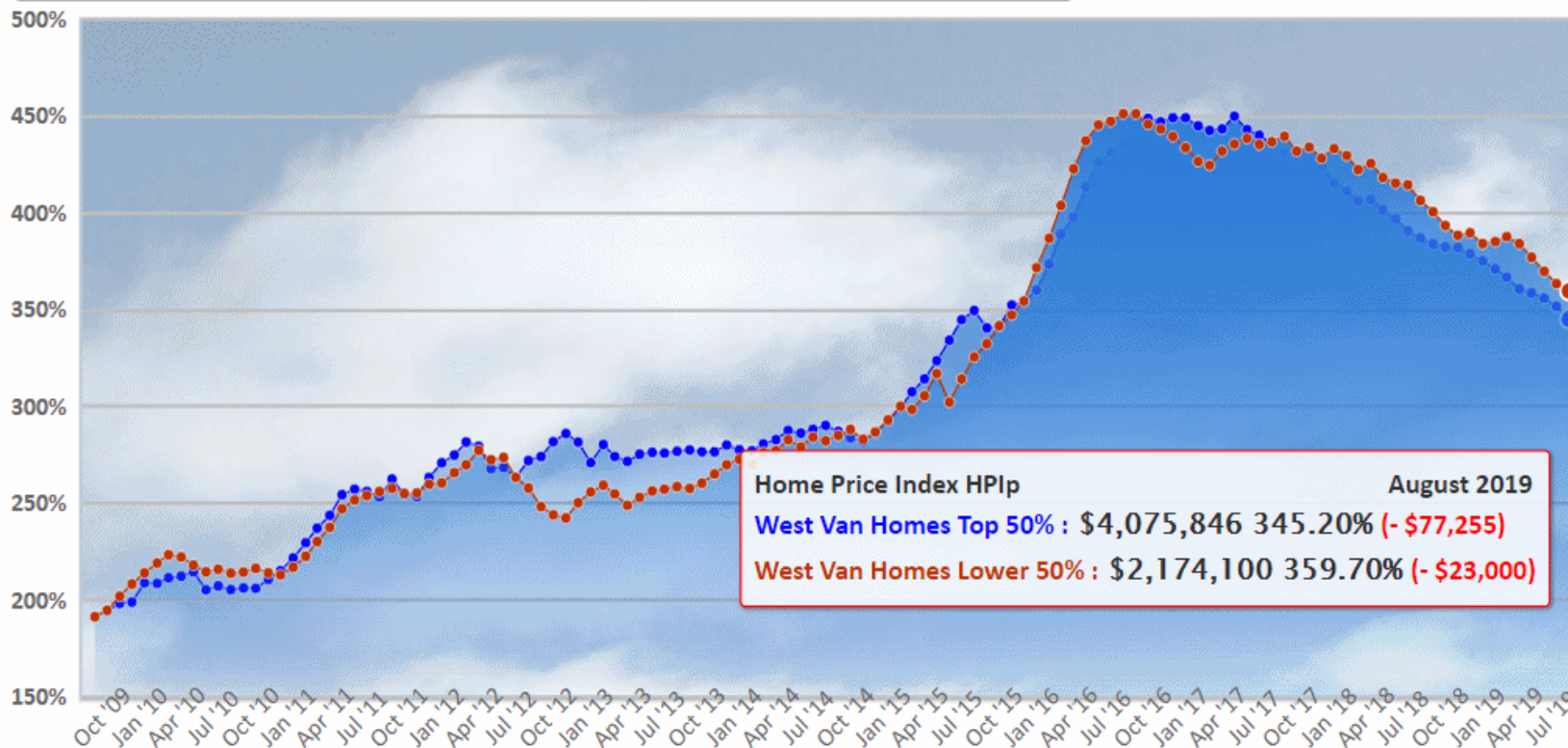
## Market Analysis and Forecasting

Sept 1/19 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
Aug 2019	% 345.20
Jul 2019	% 351.80
Jun 2019	% 355.90
May 2019	% 358.70
Apr 2019	% 360.80
Mar 2019	% 366.80
Feb 2019	% 371.10
Jan 2019	% 375.20
Dec 2018	% 378.80
Nov 2018	% 382.20
Oct 2018	% 382.40
Sep 2018	% 383.90

<<< 1 2 3 >>>

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## Market Analysis and Forecasting Sept 1/19 Vancouver Westside

### Vancouver West Side Sub areas Statistics - Aug 2019

Neighbourhoods	Total Listings (1month)	Sales	DOM	Sale Price	Sell - List \$Difference	%SOLD
Arbutus	0	0				0.0%
Cambie	96	13	30	96%	-\$40,000	13.5%
Dunbar	9	4	10	99%	-\$5,950	44.4%
Fairview VW	151	20	25	94%	-\$39,950	13.2%
False Creek	112	20	33	96%	-\$24,950	17.9%
Kerrisdale	49	8	40	97%	-\$37,750	16.3%
Kitsilano	166	40	15	97%	-\$20,450	24.1%
MacKenzie Heights	1	0				0.0%
Mount Pleasant VW	31	6	45	96%	-\$54,671	19.4%
Marpole	130	19	30	96%	-\$29,900	14.6%
Oakridge VW	32	5	37	96%	-\$40,000	15.6%
Point Grey	16	3	7	98%	-\$7,500	18.8%
Quilchena	28	2	15	97%	-\$42,500	7.1%
South Cambie	44	3	49	94%	-\$80,000	6.8%
South Granville	63	4	22	94%	-\$119,403	6.3%
Shaughnessy	11	3	20	98%	-\$28,000	27.3%
Southlands	4	0				0.0%
S.W. Marine	22	1	169	95%	-\$27,000	4.5%
University VW	246	25	27	96%	-\$24,900	10.2%
<b>Total Activity</b>	<b>1211</b>	<b>176</b>	<b>24</b>	<b>96%</b>	<b>-\$28,950</b>	<b>15%</b>

### Vancouver West Side List Price Ranges Statistics - Aug 2019

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$500,000	9	4	18	97%	-\$10,000	44.4%
\$500,001-\$600,000	35	9	14	98%	-\$7,500	25.7%
\$600,001-\$700,000	86	21	28	97%	-\$19,000	24.4%
\$700,001-\$800,000	99	19	18	97%	-\$20,800	19.2%
\$800,001-\$900,000	123	19	22	97%	-\$24,000	15.4%
\$900,001-\$1,000,000	117	15	19	96%	-\$34,000	12.8%
\$1,000,001-\$1,250,000	118	21	32	96%	-\$36,400	17.8%
\$1,250,001-\$1,500,000	173	25	12	96%	-\$44,000	14.5%
\$1,500,001-\$1,750,000	144	19	37	95%	-\$68,000	13.2%
\$1,750,001-\$2,000,000	92	10	26	96%	-\$61,500	10.9%
\$2,000,001 and more	215	14	26	93%	-\$155,403	6.5%
<b>Total Activity</b>	<b>1211</b>	<b>176</b>	<b>24</b>	<b>96%</b>	<b>-\$28,950</b>	<b>15%</b>

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	962	1362	1211		-151
Active Listings (1st of the month)	747	1042	1014	904	-110
Solds	158	210	176		-34
DOM	23	22	24		2
% SOLD (Sales/ Listings /mthly rate)	16%	15%	15%		-0.9%
Condos (Top 50%) Home Price Index HPIp	\$1,087,101	\$1,002,101	\$1,006,201		\$4,100
Condos (Lower 50%) Home Price Index HPIp	\$604,883	\$569,154	\$560,101		-\$9,053
Twnhs (Top 50%) Home Price Index HPIp	\$1,597,101	\$1,487,784	\$1,472,125		-\$15,658
Twnhs (Lower 50%) Home Price Index HPIp	\$872,621	\$837,711	\$826,242		-\$11,469

### Sept 1 2019 Vancouver West Side Market Update (Attached)

**Current:** Vancouver West Side, a Stable Market with **15 %SOLD** Rate and 96 % Sell/List Ratio. (This means an average of a \$28,950 Discount on a sale from the original list price)

**Most Active Range:** Homes below \$500,000 have **44.4 %SOLD** rate.

**Least Active Range:** Home above \$2 mill. have **6.5 %SOLD** rate.

### History:

Vancouver Westside's **Condos** Year-To-Date Home Price Index

**HPIp (Top 50%)** shows that prices decreased \$80,900.

Vancouver Westside's **Condos** Year-To-Date Home Price Index

**HPIp (Lower 50%)** shows that prices decreased \$44,782.

Vancouver Westside's **Townhouses** Year-To-Date Home Price Index

**HPIp (Top 50%)** shows that prices decreased \$124,976.

Vancouver Westside's **Townhouses** Year-To-Date Home Price Index

**HPIp (Lower 50%)** shows that prices decreased \$46,379.

### Forecast:

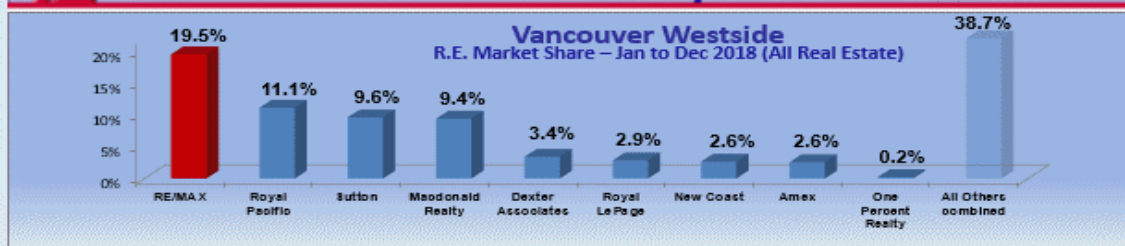
The last month Listing Inventory is 26% more than same month last year. We project Vancouver Westside to be a continued Stable market.

August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July.

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### the RE/MAX Market Share Reports



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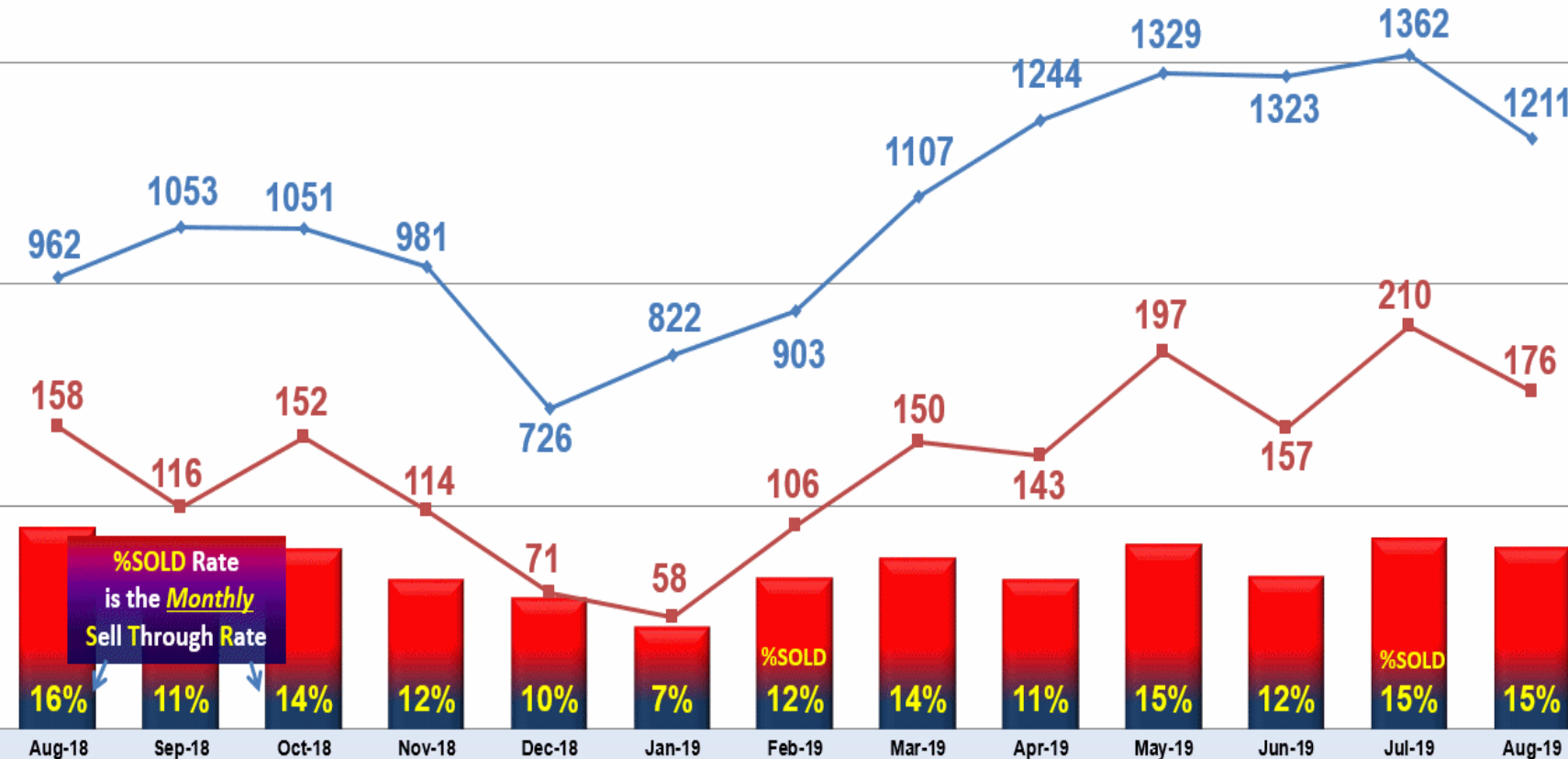
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## Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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

Sales / Listings  
Monthly Totals

◆ Total Listings ◆ Sales



%SOLD Rate is the Monthly Sell Through Rate

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



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Market Analysis and Forecasting Sept 1/19 Vancouver Westside

Attached Vancouver West Side 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)

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 \$\$\$

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



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

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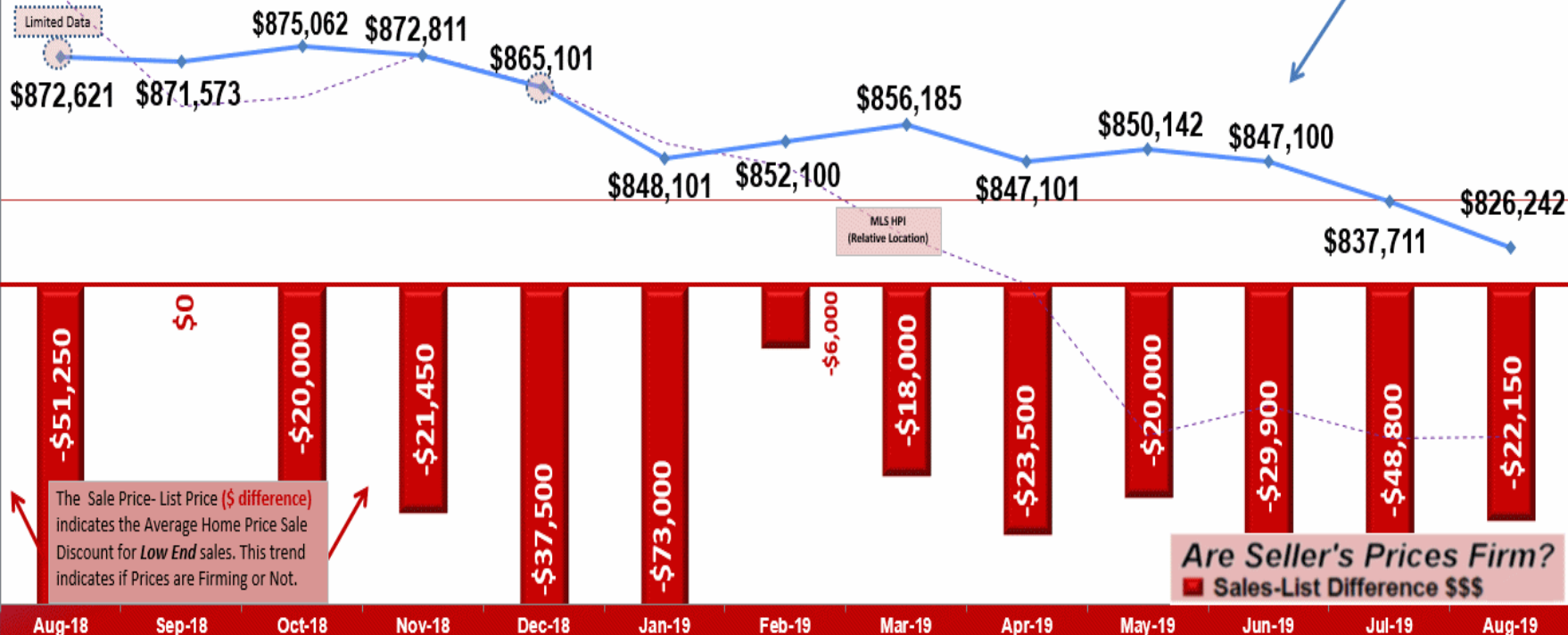


Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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)

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 \$\$\$

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



Townhouses

Sales Discount \$\$

Sale Price - Original List Price ( \$ difference)

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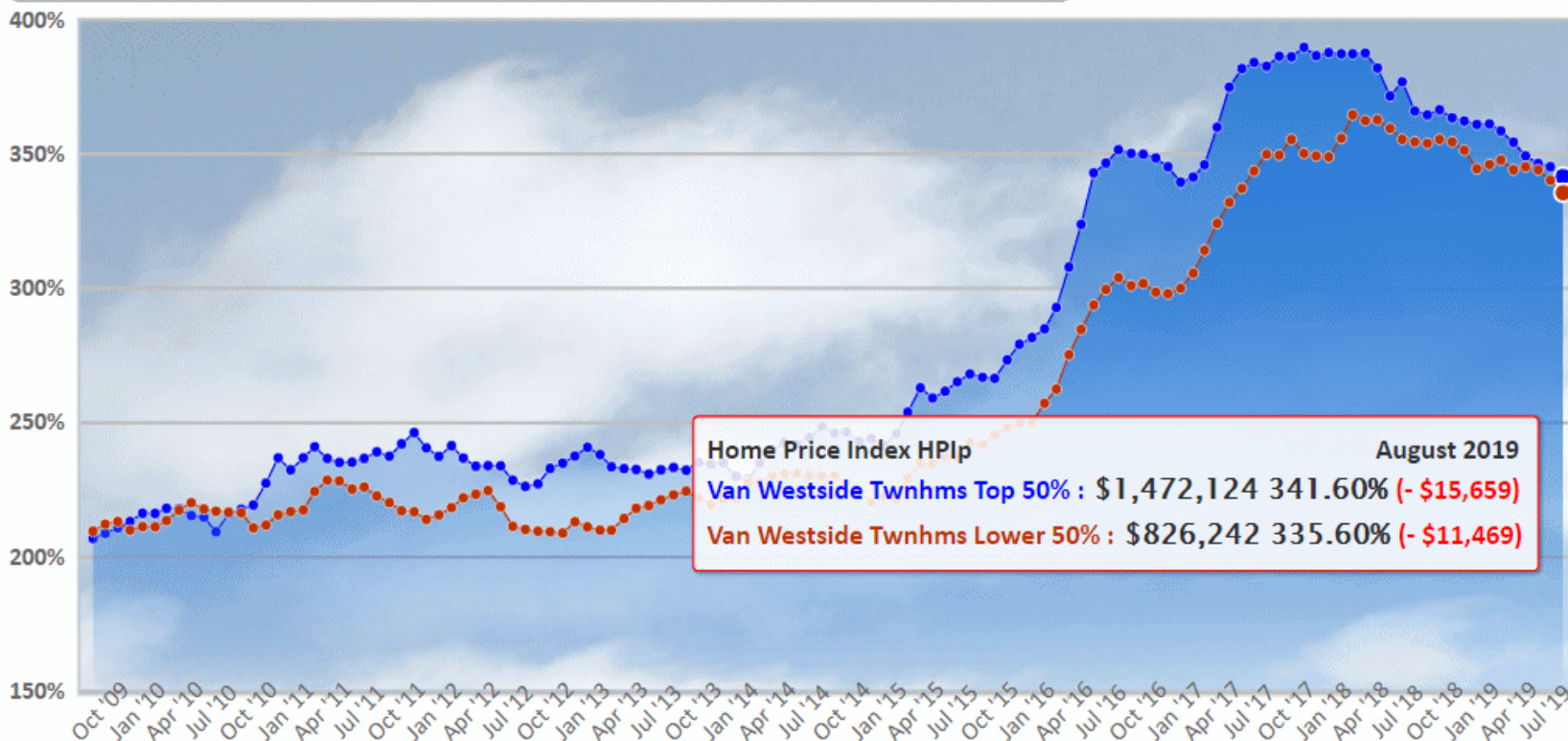
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Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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



Monthly Home values

Date	Value
Aug 2019	% 341.60
Jul 2019	% 345.30
Jun 2019	% 346.50
May 2019	% 349.30
Apr 2019	% 354.40
Mar 2019	% 358.60
Feb 2019	% 361.20
Jan 2019	% 361.00
Dec 2018	% 362.30
Nov 2018	% 363.50
Oct 2018	% 366.50
Sep 2018	% 364.60

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## Market Analysis and Forecasting Sept 1/19 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)

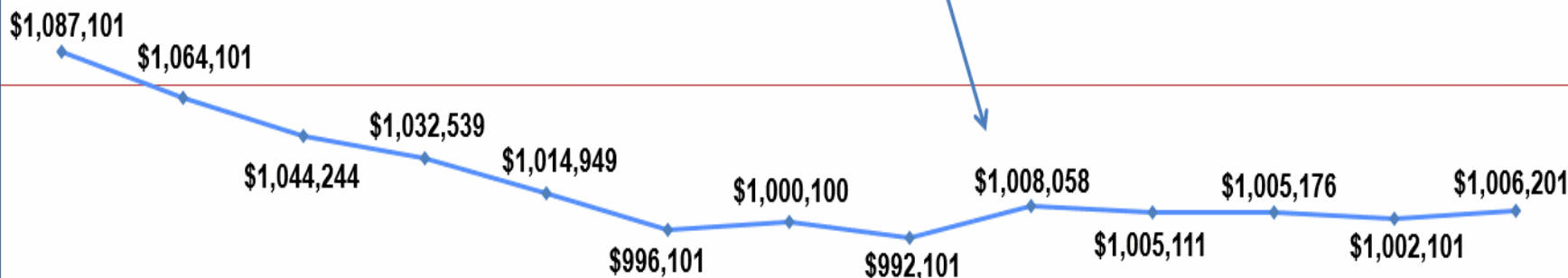
Home Price Changes  
(Home Price Index Paired sales from 2005)



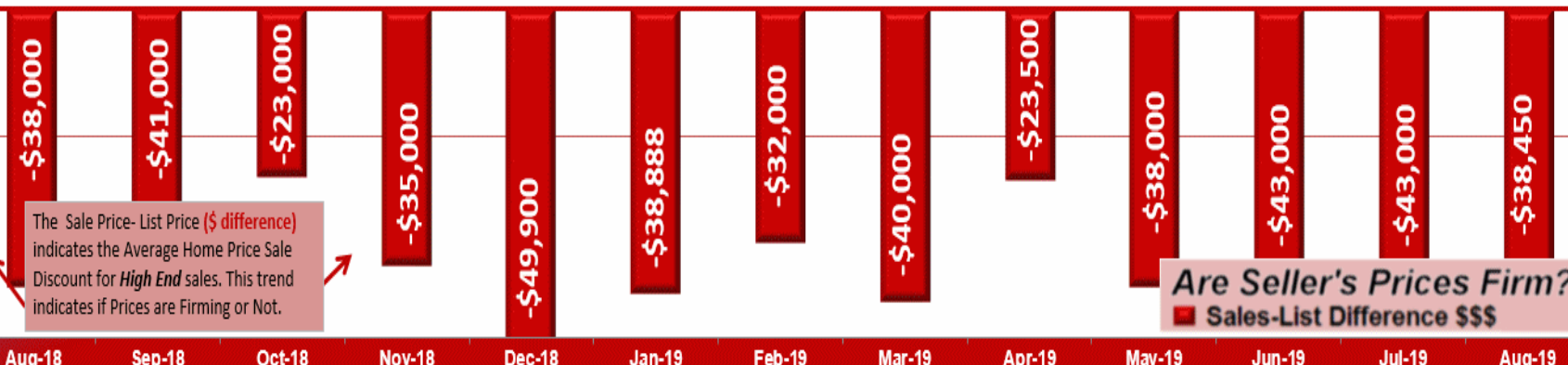
Condominiums

### 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



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)

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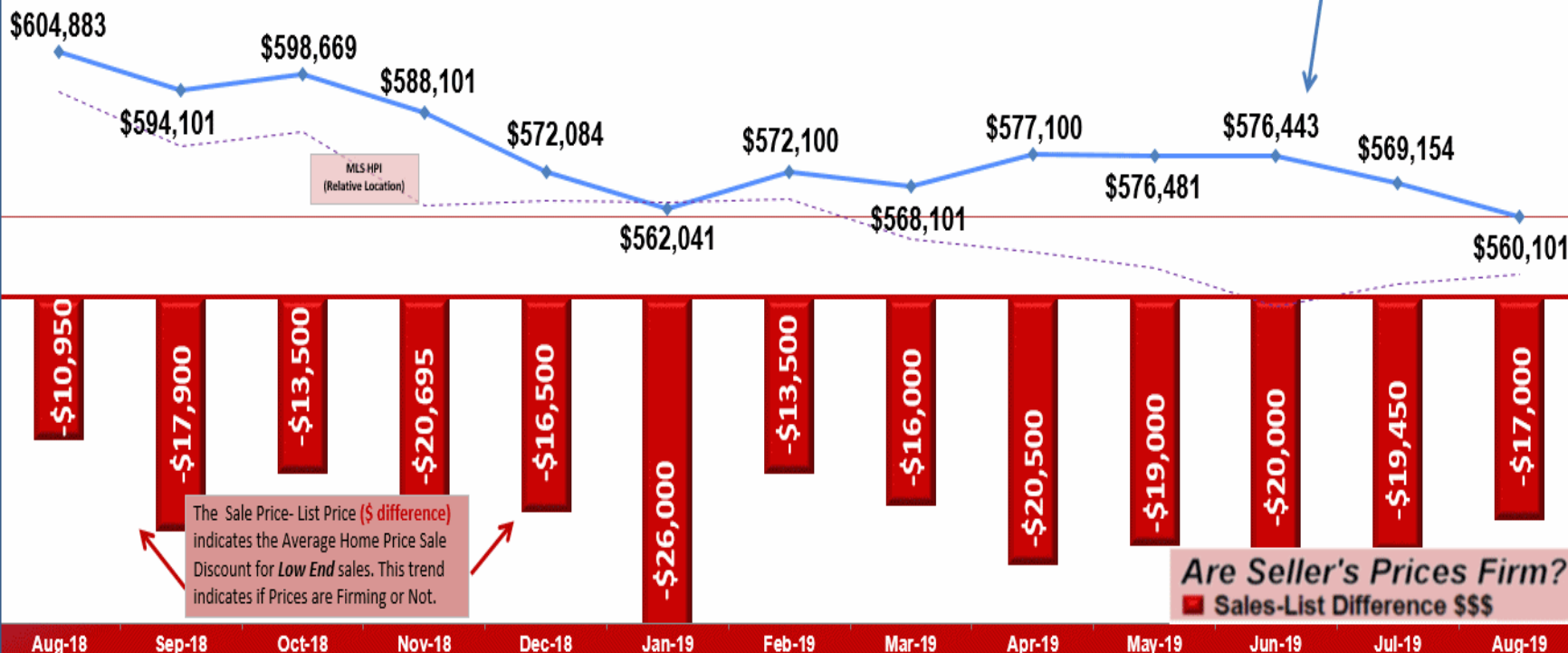
Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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

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

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



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

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



Condominiums

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

\*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.

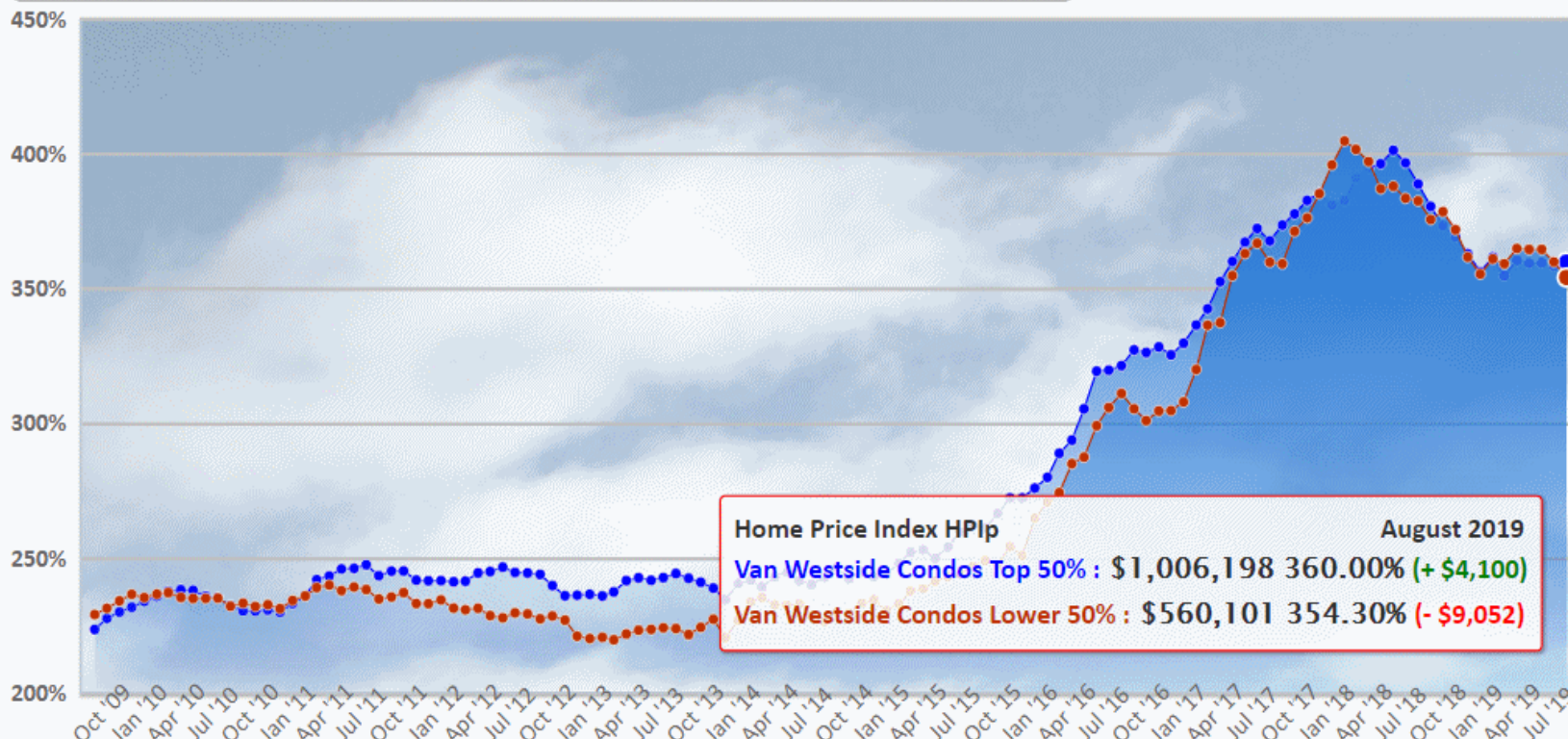




Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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
Aug 2019	% 360.00
Jul 2019	% 358.60
Jun 2019	% 359.70
May 2019	% 359.60
Apr 2019	% 360.70
Mar 2019	% 355.00
Feb 2019	% 361.90
Jan 2019	% 356.40
Dec 2018	% 363.10
Nov 2018	% 369.40
Oct 2018	% 373.60
Sep 2018	% 380.70

<<< 1 2 3 >>>

Highcharts.com

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# 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 Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄至今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

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 %

\$\$\$ YTD Price Change (1 Year) 價格變動 (1年)



(\$155,762)

-9.2%

High End Condos

高檔獨立屋



(\$70,827)

-10.4%

Low End Condos

低端獨立屋



% YTD Price Change (1 Year) 迄至今年價格變動 (1年)



\$800,000

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

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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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## Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Coal Harbour	172	10	41	94%	-\$69,250	6%
Downtown VW	373	72	25	97%	-\$21,450	19%
West End VW	221	38	19	96%	-\$20,500	17%
Yaletown	260	52	29	97%	-\$34,000	20%
<b>Total Activity</b>	<b>1026</b>	<b>172</b>	<b>22</b>	<b>96%</b>	<b>-\$29,000</b>	<b>17%</b>

Sept 1 2019 Vancouver Downtown Market Update (attached)

**Current:** Vancouver Downtown's Residential Attached housing market is a Seller market with **17% SOLD** rate and a 96% Sell/List Ratio.  
(This means 10 homes out of 100 sold with an average of \$29,000 discount on a sale from original list price)  
**Most Active Price Range:** Homes between \$450,000-\$500,000 have **36.4% SOLD** rate.  
**Least Active Price Range:** Homes above \$2.2 mill. have **2.2% SOLD** rate.

**History:** The Vancouver Downtown Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$138,036.  
The Vancouver Downtown Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$40,904.

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

**Forecast:** Current listing inventories are 13% more than same month last year meaning that we are seeing a reduced listings supply. We project Vancouver Downtown to be a continued seller market.  
August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.  
Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing \$3,518 on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased \$3,432 on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$450,000	25	8	23	97%	-\$10,050	32.0%
\$450,001-\$500,000	22	8	9	98%	-\$11,000	36.4%
\$500,001-\$600,000	94	23	19	96%	-\$22,500	24.5%
\$600,001-\$700,000	145	41	20	98%	-\$12,000	28.3%
\$700,001-\$800,000	93	17	13	99%	-\$9,000	18.3%
\$800,001-\$900,000	71	20	33	96%	-\$35,950	28.2%
\$900,001-\$1,000,000	67	8	55	97%	-\$29,500	11.9%
\$1,000,001-\$1,300,000	123	27	29	95%	-\$59,524	22.0%
\$1,300,001-\$1,800,000	142	13	39	96%	-\$60,000	9.2%
\$1,800,001-\$2,201,000	62	3	133	87%	-\$270,000	4.8%
\$2,201,001 and more	182	4	81	94%	-\$159,500	2.2%
<b>Total Activity</b>	<b>1026</b>	<b>172</b>	<b>22</b>	<b>96%</b>	<b>-\$29,000</b>	<b>17%</b>

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	906	1160	1026		-134
Active Listings (1st of the month)	692	909	874	719	-155
Solds	145	139	172		33
DOM	17	25	22		-3
% SOLD (Sales/ Listings /mthly rate)	16%	12%	17%		4.8%
Condos (Top 50%) Home Price Index HPIp	\$1,649,100	\$1,499,301	\$1,511,064		\$11,763
Condos (Lower 50%) Home Price Index HPIp	\$649,710	\$604,701	\$608,806		\$4,105

### the RE/MAX Market Share Reports



**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

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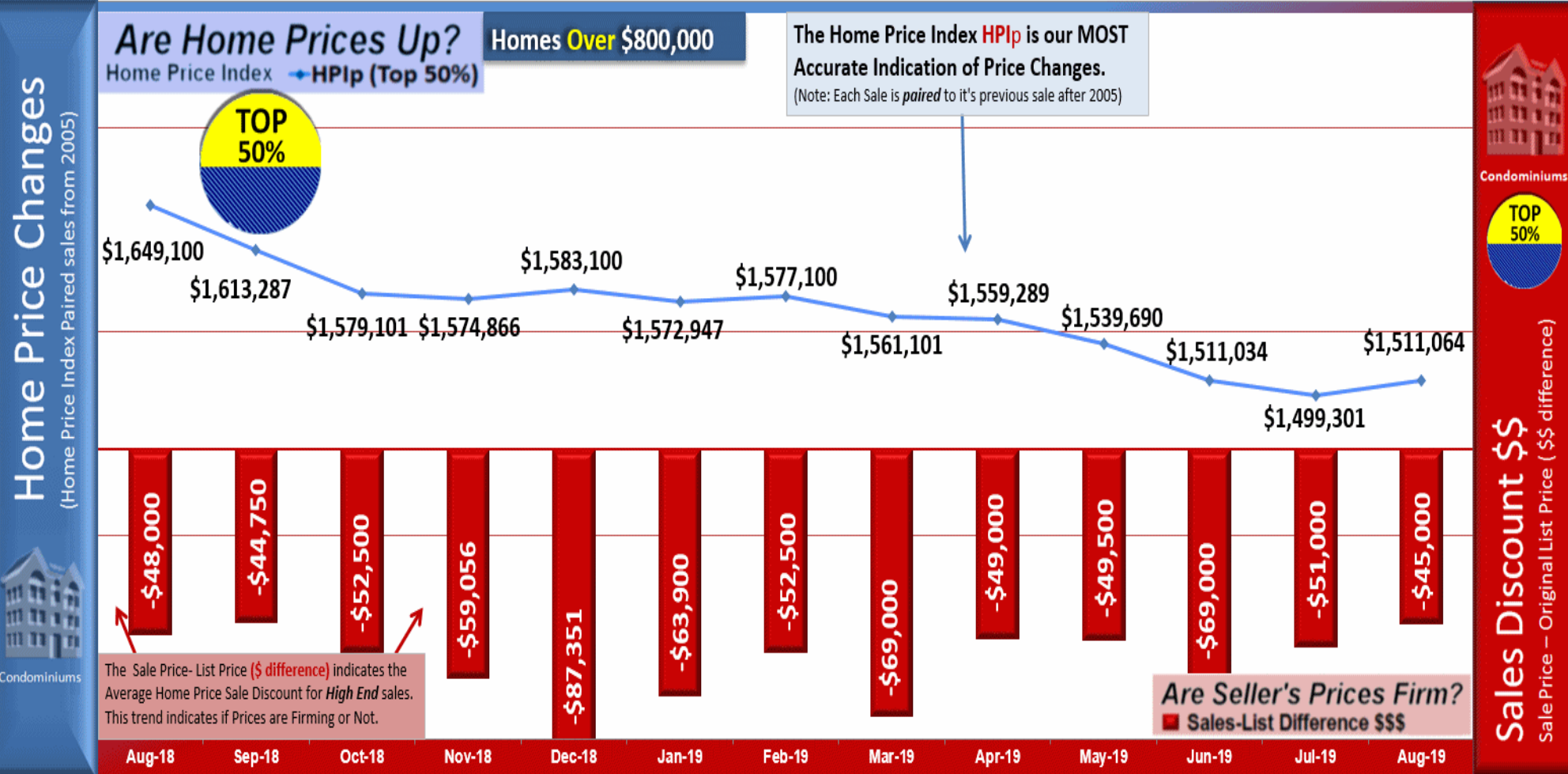


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Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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 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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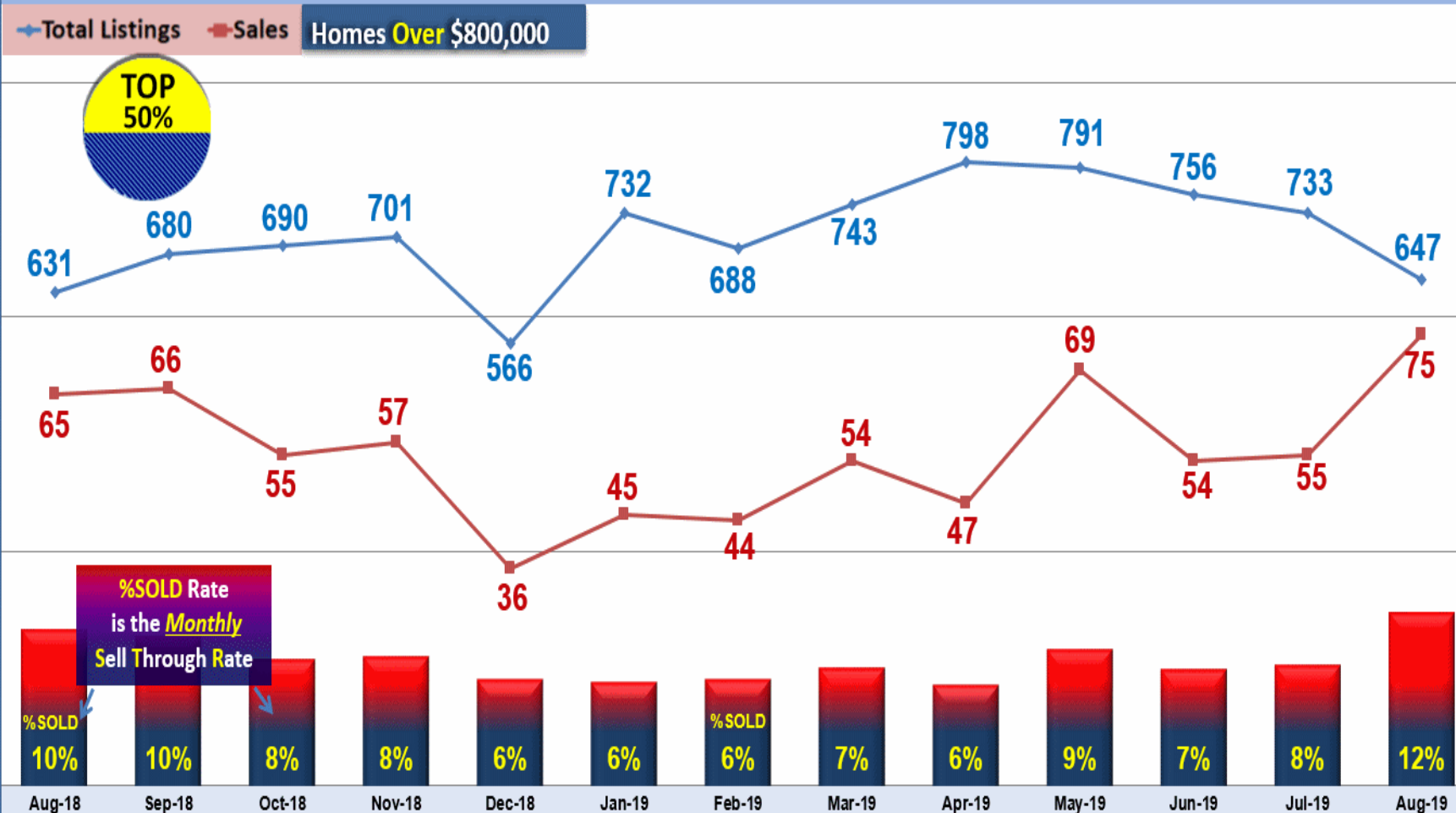


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## Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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

Sales / Listings  
Monthly Totals



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

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Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

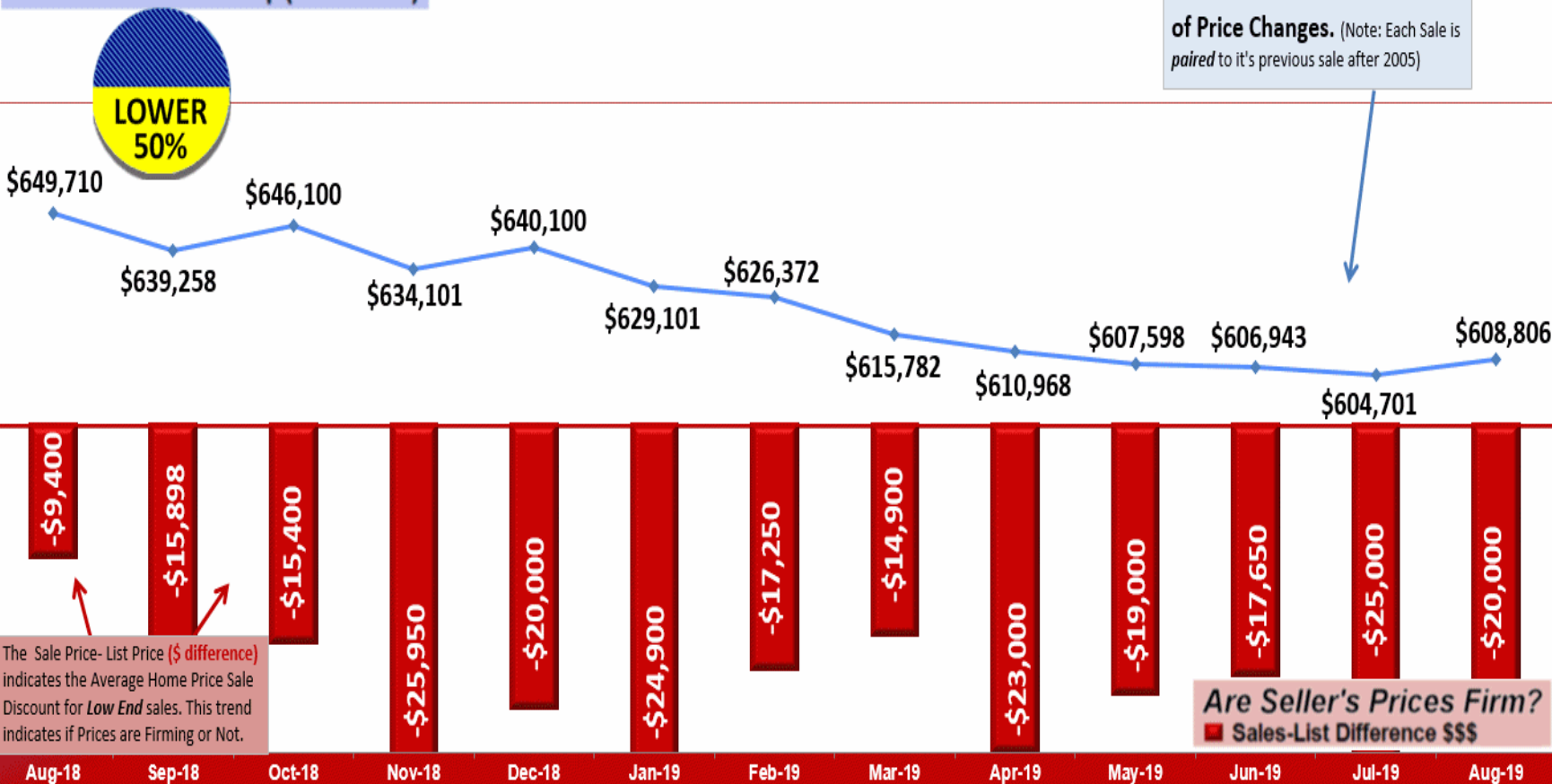
Attached Vancouver Downtown Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)

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

Are Home Prices Up? Homes Below \$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 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 \$\$\$



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



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## Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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

← Total Listings → Sales Homes Below \$800,000



Attached



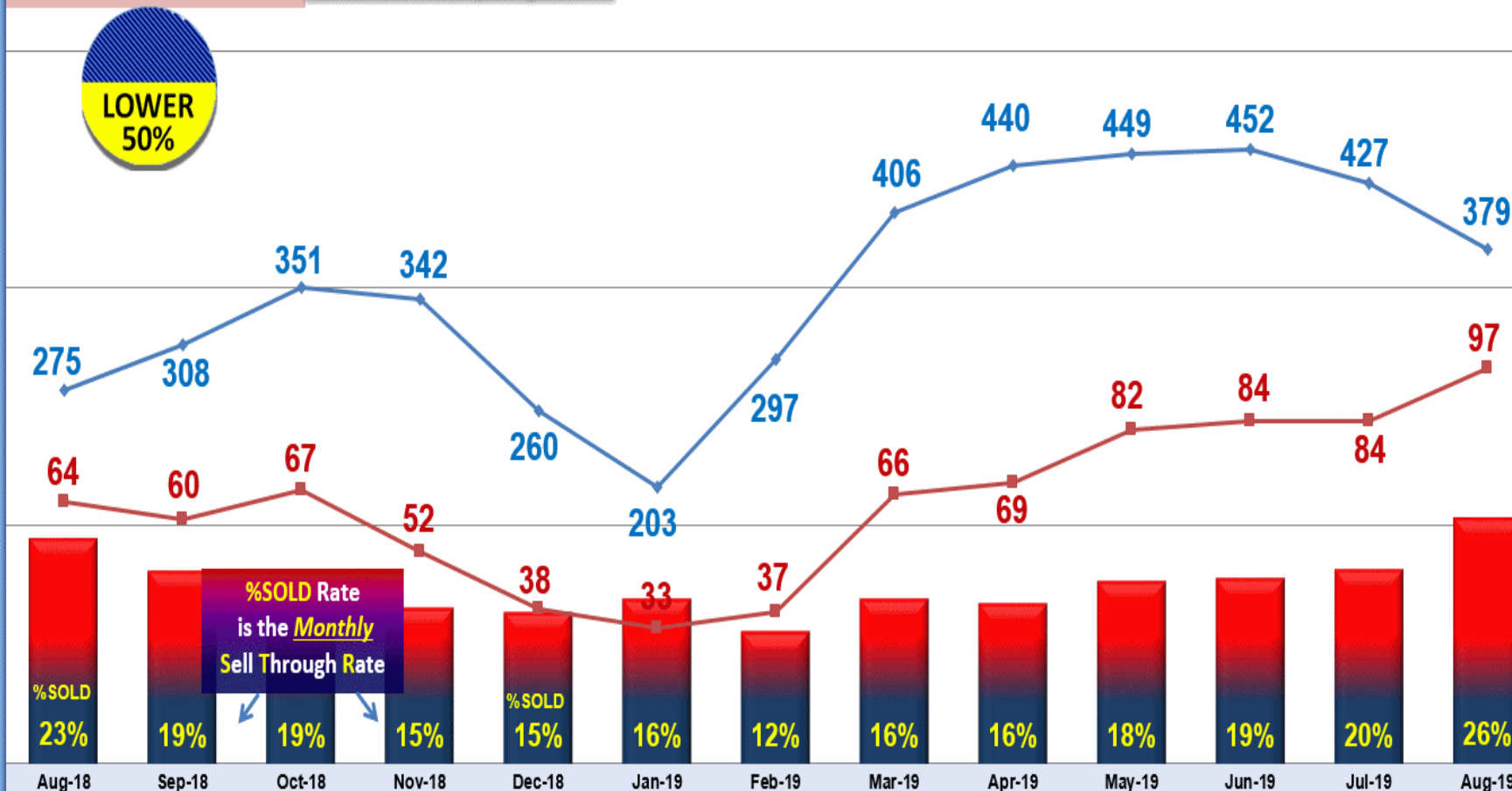
Sales / Listings  
Monthly Totals



Attached

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

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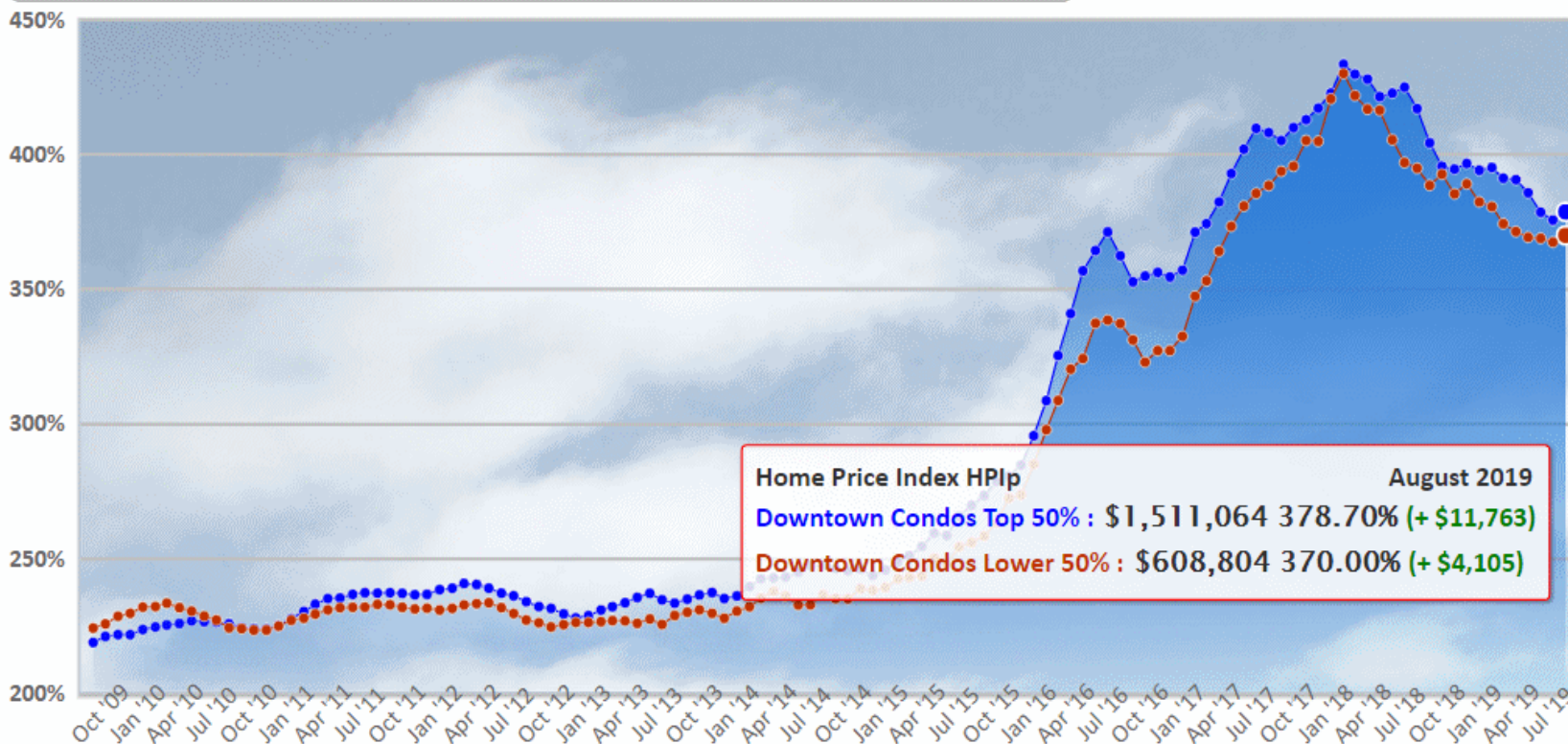
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Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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
Aug 2019	% 378.70
Jul 2019	% 375.70
Jun 2019	% 378.60
May 2019	% 385.80
Apr 2019	% 390.70
Mar 2019	% 391.20
Feb 2019	% 395.20
Jan 2019	% 394.20
Dec 2018	% 396.70
Nov 2018	% 394.60
Oct 2018	% 395.70
Sep 2018	% 404.30

<<< 1 2 3 >>>

Highcharts.com



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## Market Analysis and Forecasting

Sept 1/19

## Richmond

### Richmond Sub areas Statistics - Aug 2019

Neighbourhoods	Total Listings (1month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Sea Island	1	0				0.0%
Bridgeport Pl	23	4	95	98%	-\$14,694	17.4%
West Cambie	238	18	35	95%	-\$28,750	7.6%
East Cambie	23	0				0.0%
Terra Nova	38	6	100	98%	-\$19,500	15.8%
Riverdale Pl	35	5	37	96%	-\$16,500	14.3%
Quilchena Pl	2	1	7	99%	-\$4,000	50.0%
Granville	27	2	77	91%	-\$49,950	7.4%
Seafair	8	1	13	98%	-\$13,000	12.5%
Boyd Park	25	4	35	98%	-\$13,900	16.0%
Lackner	9	0				0.0%
Steveston Village	13	2	14	97%	-\$22,000	15.4%
Steveston North	25	6	31	96%	-\$26,575	24.0%
Steveston South	69	5	40	97%	-\$21,000	7.2%
Westwind	3	1	64	96%	-\$34,000	33.3%
Woodwards	36	2	9	112%	\$58,500	5.6%
Broadmoor	18	1	29	86%	-\$148,000	5.6%
Garden City	16	1	71	96%	-\$39,000	6.3%
Saunders	22	2	53	93%	-\$51,900	9.1%
South Arm	11	1	5	98%	-\$11,000	9.1%
Brighthouse	478	61	35	94%	-\$33,000	12.8%
Brighthouse South	212	26	32	96%	-\$22,450	12.3%
McLennan North	189	17	22	98%	-\$16,000	9.0%
Gilmore	0	0				0.0%
McLennan	0	0				0.0%
East Richmond	6	0				0.0%
McNair	0	0				0.0%
Ironwood	43	6	51	96%	-\$20,100	14.0%
Hamilton Pl	31	4	57	100%	-\$500	12.9%
<b>Total Activity</b>	<b>1601</b>	<b>176</b>	<b>35</b>	<b>96%</b>	<b>-\$25,050</b>	<b>11%</b>

Attached

### Richmond List Price Ranges Statistics - Aug 2019

Home Price Range	Total Listings (1month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	20	4	24	90%	-\$22,950	20.0%
\$300,001-\$400,000	72	11	17	96%	-\$14,000	15.3%
\$400,001-\$500,000	183	28	36	97%	-\$13,000	15.3%
\$500,001-\$600,000	255	38	25	96%	-\$20,100	14.9%
\$600,001-\$700,000	287	42	43	95%	-\$30,250	14.6%
\$700,001-\$800,000	246	23	23	96%	-\$29,000	9.3%
\$800,001 and more	538	30	57	94%	-\$49,500	5.6%
<b>Total Activity</b>	<b>1601</b>	<b>176</b>	<b>35</b>	<b>96%</b>	<b>-\$25,050</b>	<b>11%</b>

Attached

Monthly Changes	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	1176	1696	1601		-95
Active Listings (1st of the month)	892	1356	1392	1301	-91
Solds	197	185	176		-9
DOM	19	36	35		-1
%SOLD (Sales/ Listings /monthly rate)	16.8%	10.9%	11.0%		0.1%
Condos (Top 50%) Home Price Index	\$675,101	\$611,798	\$601,625		-\$10,172
Condos (Lower 50%) Home Price Index	\$430,005	\$397,001	\$391,907		-\$5,094
Twnhs (Top 50%) Home Price Index	\$991,100	\$910,301	\$911,820		\$1,519
Twnhs (Lower 50%) Home Price Index	\$696,256	\$617,448	\$609,889		-\$7,559

### the RE/MAX Market Share Reports



### Sept 1 2019 Richmond Market Update (Attached)

**Current:** Richmond is a Stable Market with **11% SOLD** Rate and **95% Sell/List Ratio**. (This means an average of a \$25,050 discount on a sale from the original list price)

*Most Active Range:* Homes below \$300,000 have **20.0 % SOLD** rate. *Least Active Range:* Homes above \$800,000 have **5.6 % SOLD** rate.

**History:** Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$73,476.

Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are decreased \$38,098.

Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$79,280.

Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$86,367.

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

**Forecast:** This month's inventory is 36% more than same month last year. Active listing decreased which means that we will see lower than normal listings levels next month thus perpetuating the well supplied market. We project Richmond to be a continued Stable market.

August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing \$3,518 on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased \$3,432 on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Notes: \*For a more accurate price change for your home, do request a personal Comparative Market Analysis (CMA). Data is from: CMR, BERKLY, CADRE Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RE/MAX reports.com

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## Market Analysis and Forecasting

Sept 1/19

## Richmond

Attached Richmond

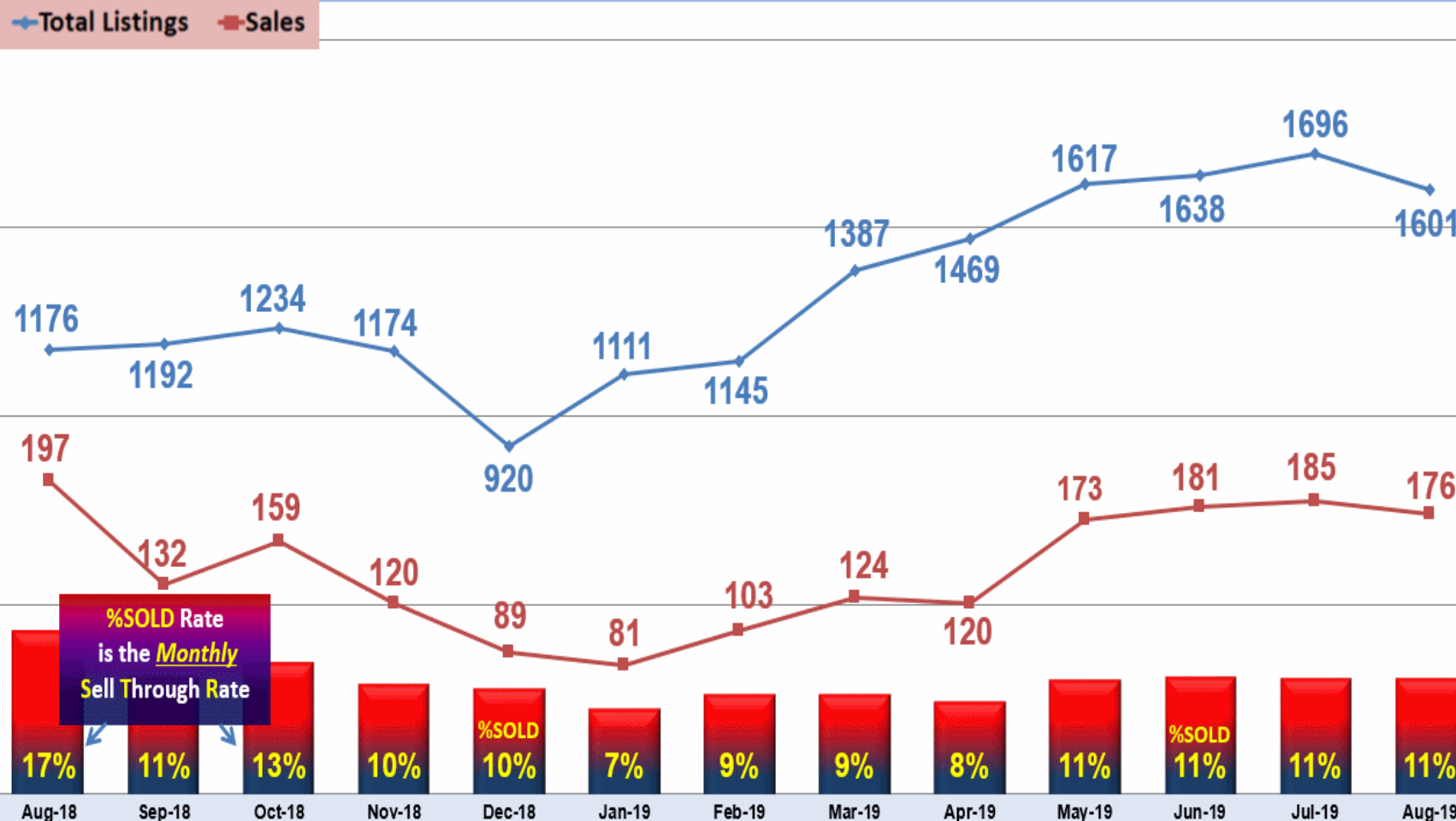
Total Listings\*\*, Sales, and %SOLD Rates

Sales / Listings

Monthly Totals



Attached



%SOLD Rate is the Monthly Sell Through Rate

%SOLD (STR)

Sales/Listings ( Monthly Rate)



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Market Analysis and Forecasting

Sept 1/19

Richmond

Attached

Richmond

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)

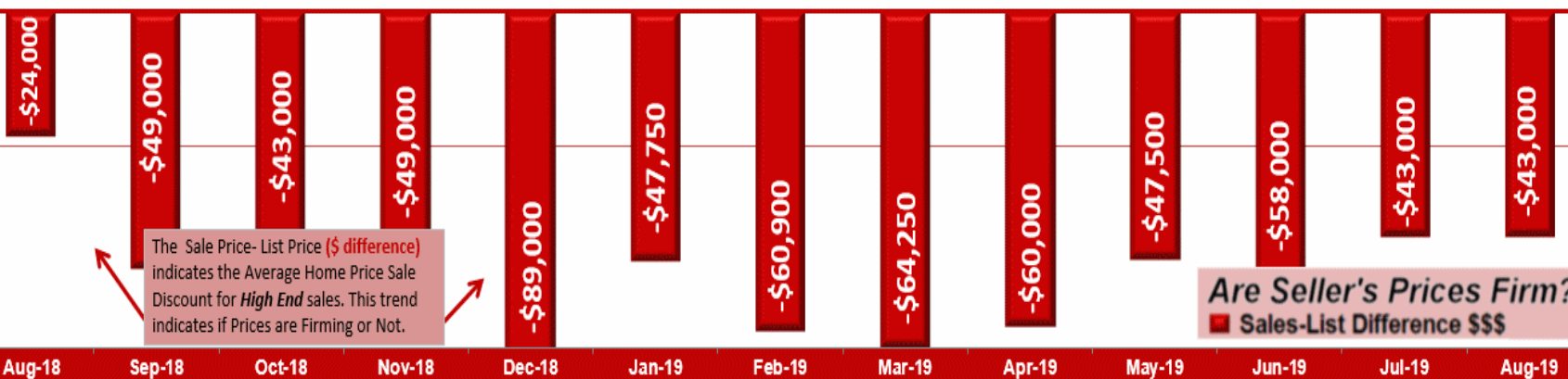
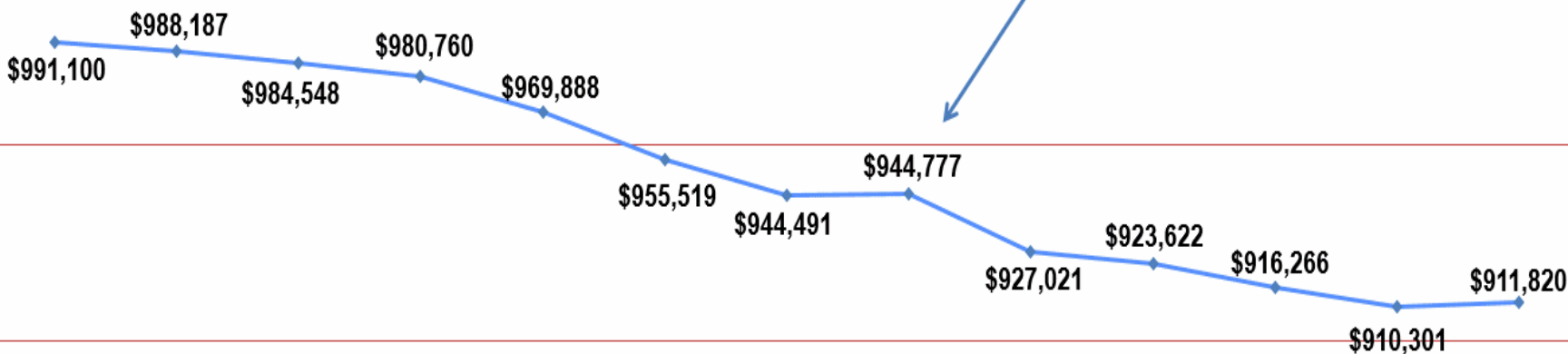
Home Price Changes  
(Home Price Index Paired sales from 2005)

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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Market Analysis and Forecasting

Sept 1/19

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)

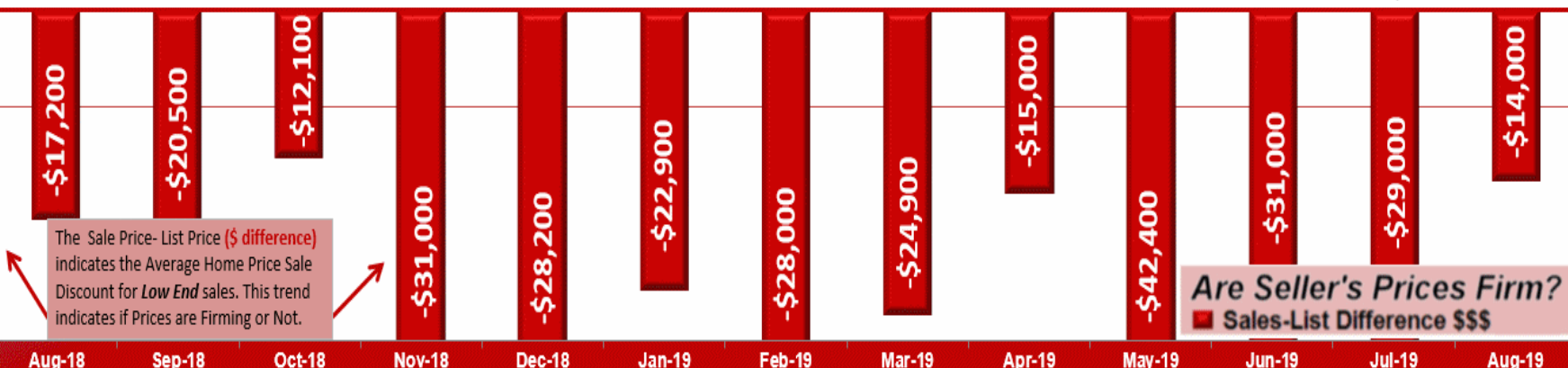
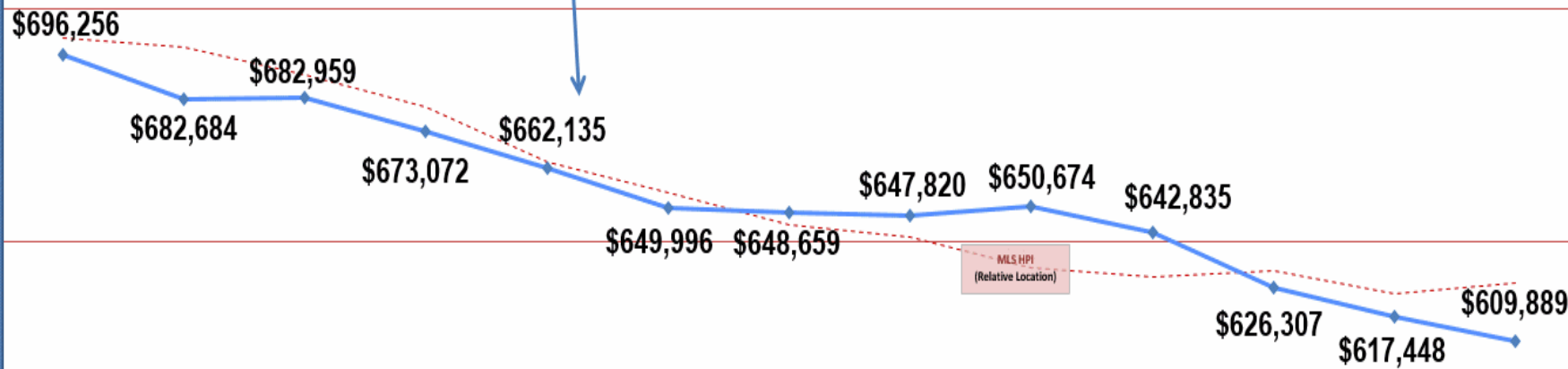
Home Price Changes  
(Home Price Index Paired sales from 2005)

## Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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

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



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

## Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Townhouses

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

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

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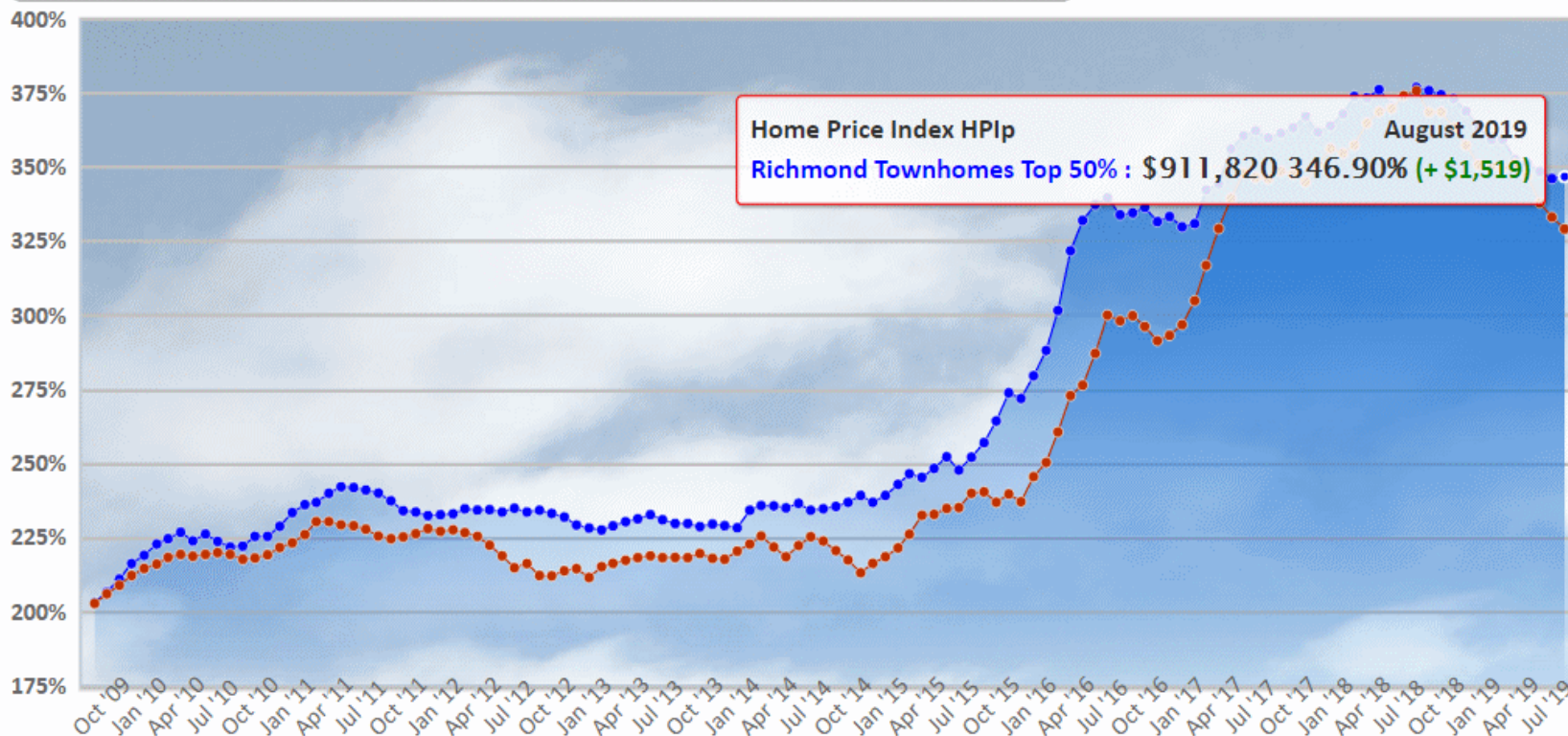
Market Analysis and Forecasting

Sept 1/19

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

Date	Value
Aug 2019	% 346.90
Jul 2019	% 346.30
Jun 2019	% 348.60
May 2019	% 351.40
Apr 2019	% 352.70
Mar 2019	% 359.50
Feb 2019	% 359.40
Jan 2019	% 363.60
Dec 2018	% 369.00
Nov 2018	% 373.20
Oct 2018	% 374.60
Sep 2018	% 376.00

<<< 1 2 3 >>>

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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

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Market Analysis and Forecasting

Sept 1/19

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)



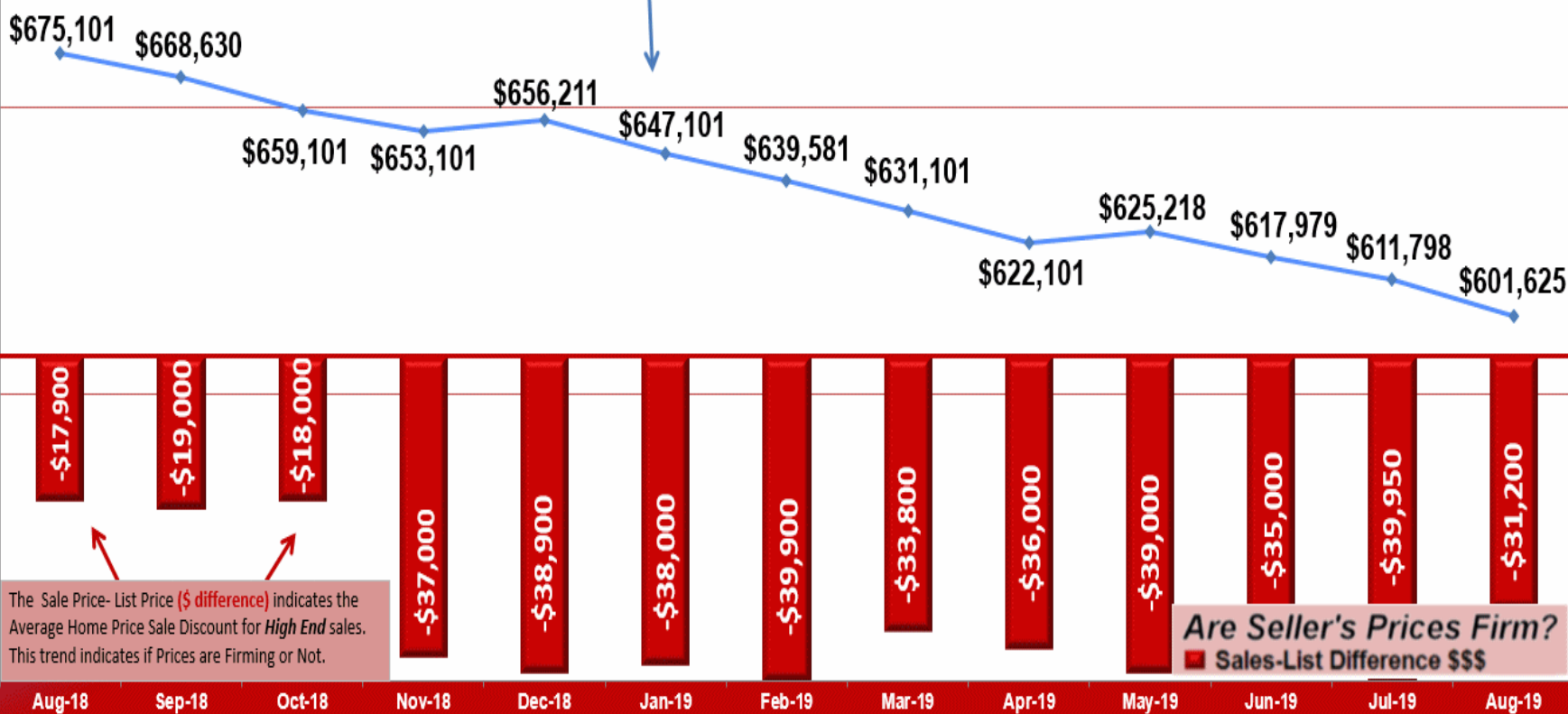
Condominiums

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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Market Analysis and Forecasting

Sept 1/19

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)

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

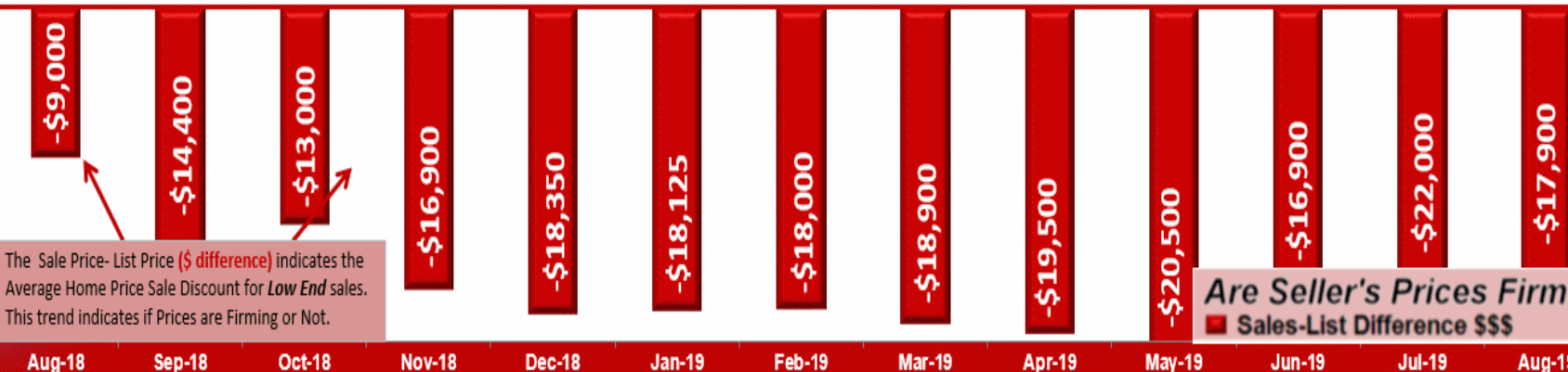
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes. (Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



Condominiums



Condominiums



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

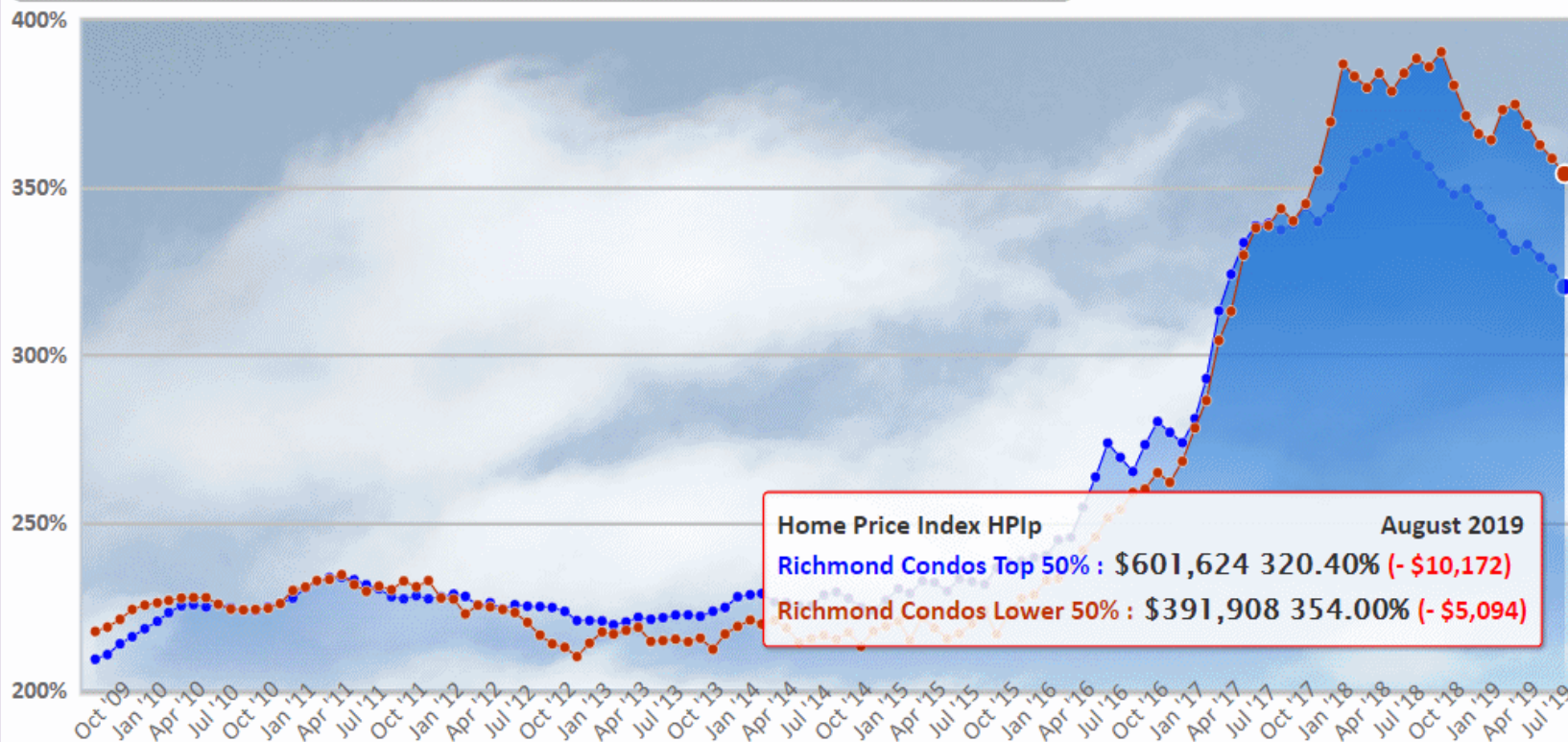
Sept 1/19

Richmond

Powered by the Greater Vancouver Market Reports HPIp



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



Home Price Index HPIp August 2019  
 Richmond Condos Top 50% : \$601,624 320.40% (- \$10,172)  
 Richmond Condos Lower 50% : \$391,908 354.00% (- \$5,094)

Monthly Home values

Date	Value
Aug 2019	% 320.40
Jul 2019	% 325.80
Jun 2019	% 329.10
May 2019	% 333.00
Apr 2019	% 331.30
Mar 2019	% 336.10
Feb 2019	% 340.60
Jan 2019	% 344.60
Dec 2018	% 349.50
Nov 2018	% 347.80
Oct 2018	% 351.00
Sep 2018	% 356.10

<< 1 2 3 >>

Highcharts.com

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



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## Market Analysis and Forecasting Sept 1/19 East Vancouver

Neighbourhoods	Total Listings	Sales	DOM	Sell / List	Sell - List \$Differenc	%SOLD
Champlain Heights	36	8	30	96%	-\$28,000	22.2%
Collingwood Van. East	172	31	23	96%	-\$23,000	18.0%
Downtown VE	48	5	57	96%	-\$25,000	10.4%
Fraser VE	26	4	39	95%	-\$28,500	15.4%
Fraserview VE	4	0				0.0%
Grandview VE	42	15	15	97%	-\$19,900	35.7%
Hastings	48	10	20	99%	-\$4,900	20.8%
Hastings East	85	10	25	100%	\$0	11.8%
Killarney VE	18	3	55	87%	-\$50,000	16.7%
Knight	15	2	28	96%	-\$23,000	13.3%
Main	35	5	23	97%	-\$32,500	14.3%
Mount Pleasant VE	143	41	24	97%	-\$14,000	28.7%
Renfrew VE	47	4	47	92%	-\$38,000	8.5%
Renfrew Heights	52	13	34	95%	-\$26,300	25.0%
South Vancouver	2	1	14	95%	-\$30,000	0.0%
Victoria VE	39	8	47	94%	-\$53,310	20.5%
<b>Total Activity</b>	<b>812</b>	<b>160</b>	<b>29</b>	<b>97%</b>	<b>-\$21,415</b>	<b>20%</b>

Home Price Range	Total Listings	Sales	DOM	Sell / List Ratio	Sell - List \$Differenc	%SOLD
\$0-\$400,000	33	13	28	96%	-\$14,000	39.4%
\$400,001-\$500,000	130	38	33	95%	-\$23,500	29.2%
\$500,001-\$600,000	169	28	37	98%	-\$13,250	16.6%
\$600,001-\$700,000	114	31	20	97%	-\$20,000	27.2%
\$700,001-\$800,000	100	11	31	95%	-\$34,000	11.0%
\$800,001-\$900,000	65	8	15	98%	-\$18,650	12.3%
\$900,001 and more	201	31	24	97%	-\$29,000	15.4%
<b>Total Activity</b>	<b>812</b>	<b>160</b>	<b>29</b>	<b>97%</b>	<b>-\$21,415</b>	<b>20%</b>

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/12019	Change
Total Listings** (A,S,T,C,X)	716	903	812		-91
Active Listings (1st of the month)	532	683	672	557	-115
Solds	127	146	160		14
DOM	19	19	29		10
%SOLD (Sales/Listings (monthly rate))	900%	16%	20%		4%
Condos (Top 50%) Home Price Index HPI	\$741,101	\$711,723	\$701,838		-\$9,885
Condos (Lower 50%) Home Price Index HPI	\$492,100	\$451,983	\$450,109		-\$1,874
Twnhs (Top 50%) Home Price Index HPI	\$1,111,537	\$1,040,307	\$1,025,101		-\$15,206
Twnhs (Lower 50%) Home Price Index HPI	\$724,100	\$688,101	\$681,378		-\$6,723

### Sept 1 2019 East Vancouver Market Update (Attached)

**Current:** East Vancouver has a Seller Market with **20 %SOLD** rate and a 97% Sell/List Ratio. (This means an average of a \$21,415 Discount on a sale from the original list price)

**Most Active Range:** Homes below \$400,000 have **39.4 %SOLD** rate.

**Least Active Range:** Homes between \$700,000-\$800,000 have **11.0 %SOLD** rate.

**History:** East Vancouver's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$39,263.

East Vancouver's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$41,991.

East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$86,436.

East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$42,722.

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

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

August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing \$3,518 on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased \$3,432 on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Note\*: For a more accurate price change for your home 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

## the RE/MAX Market Share Reports



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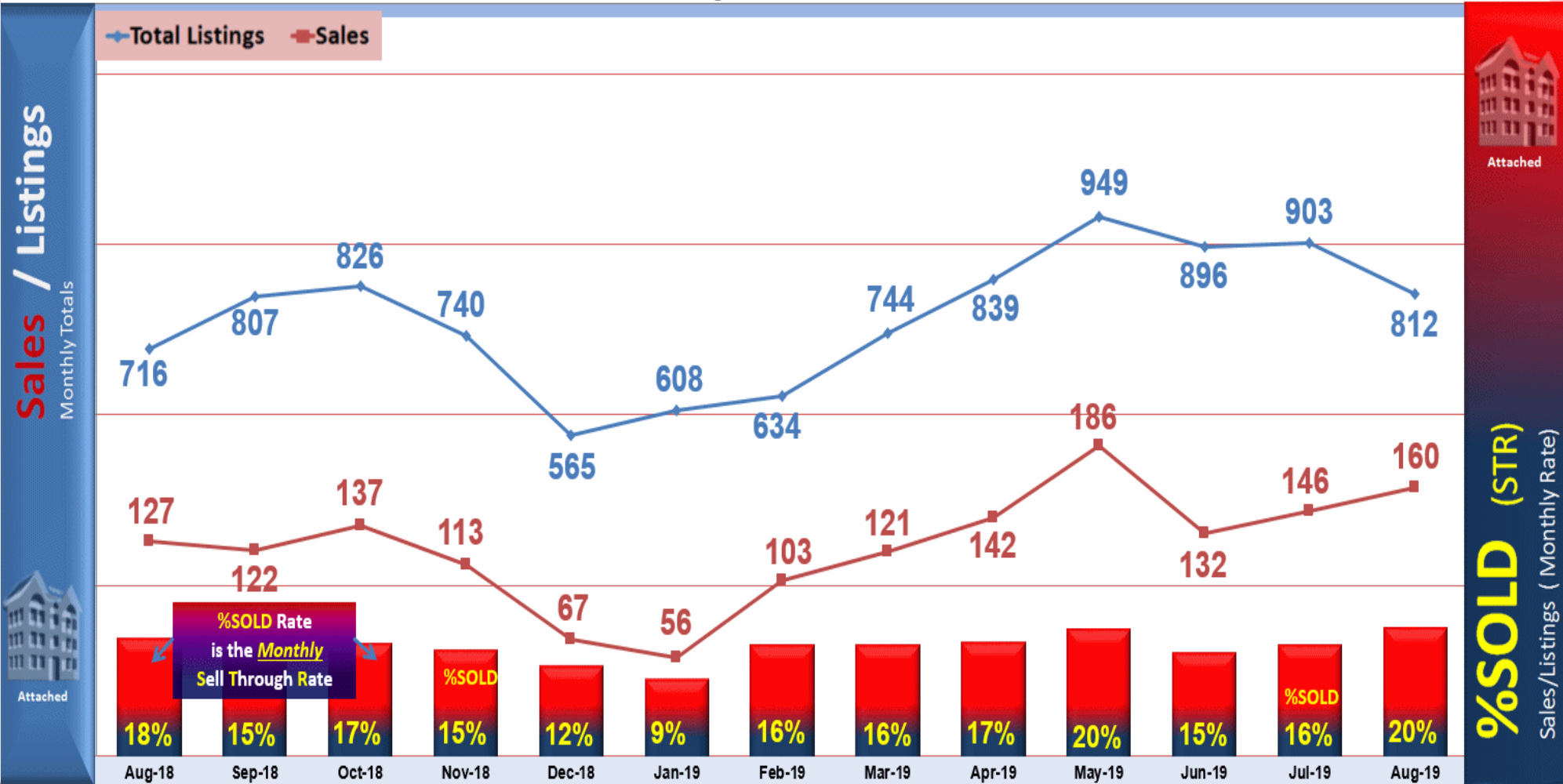
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## Market Analysis and Forecasting Sept 1/19 East Vancouver

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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## Market Analysis and Forecasting Sept 1/19 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)



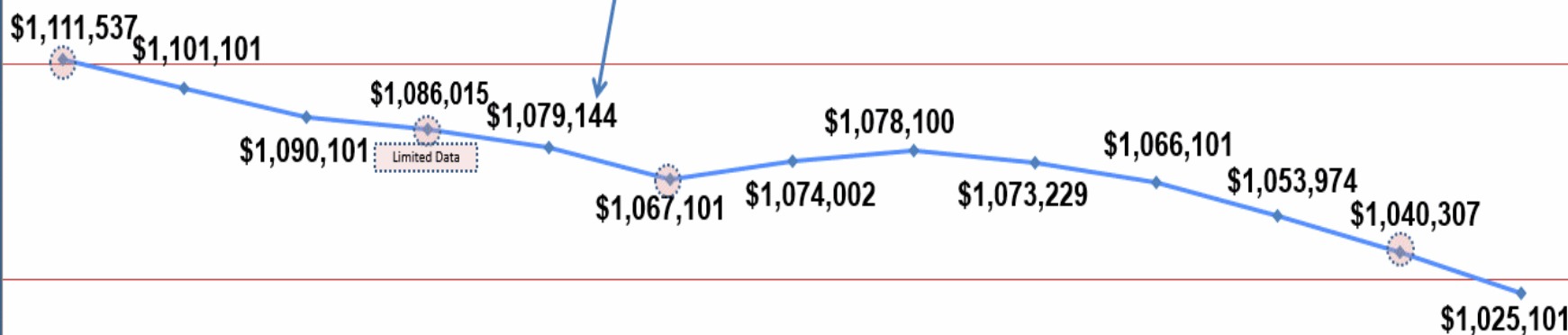
Townhouses

### Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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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 \$\$\$

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

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Market Analysis and Forecasting Sept 1/19 East Vancouver

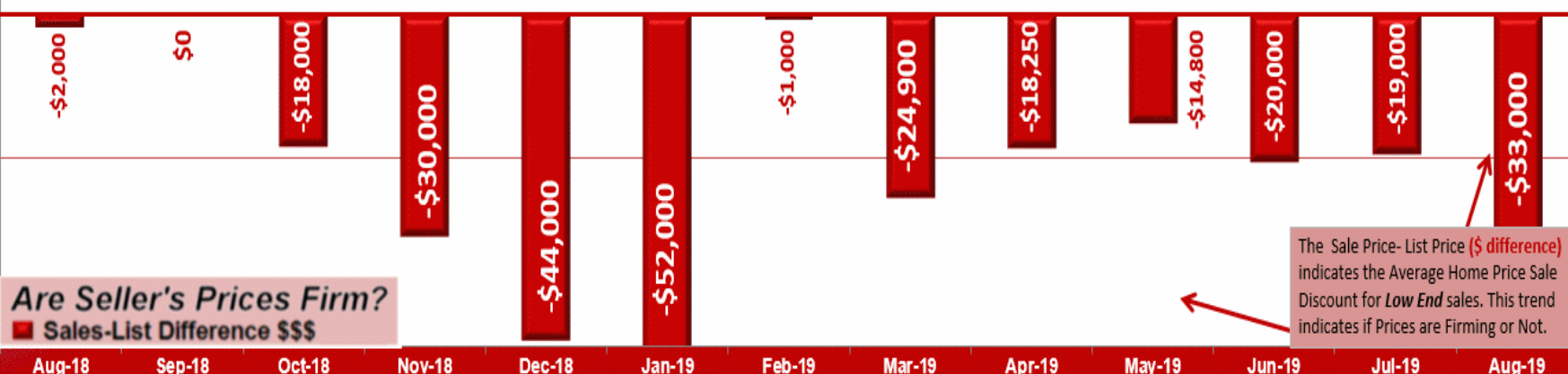
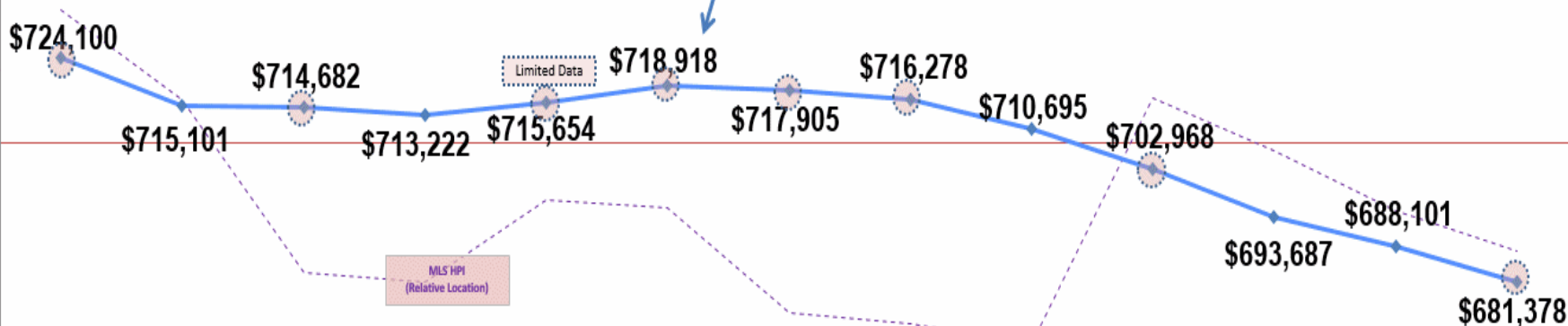
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Home Price Changes  
(Home Price Index Paired sales from 2005)

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

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Are Seller's Prices Firm?

■ 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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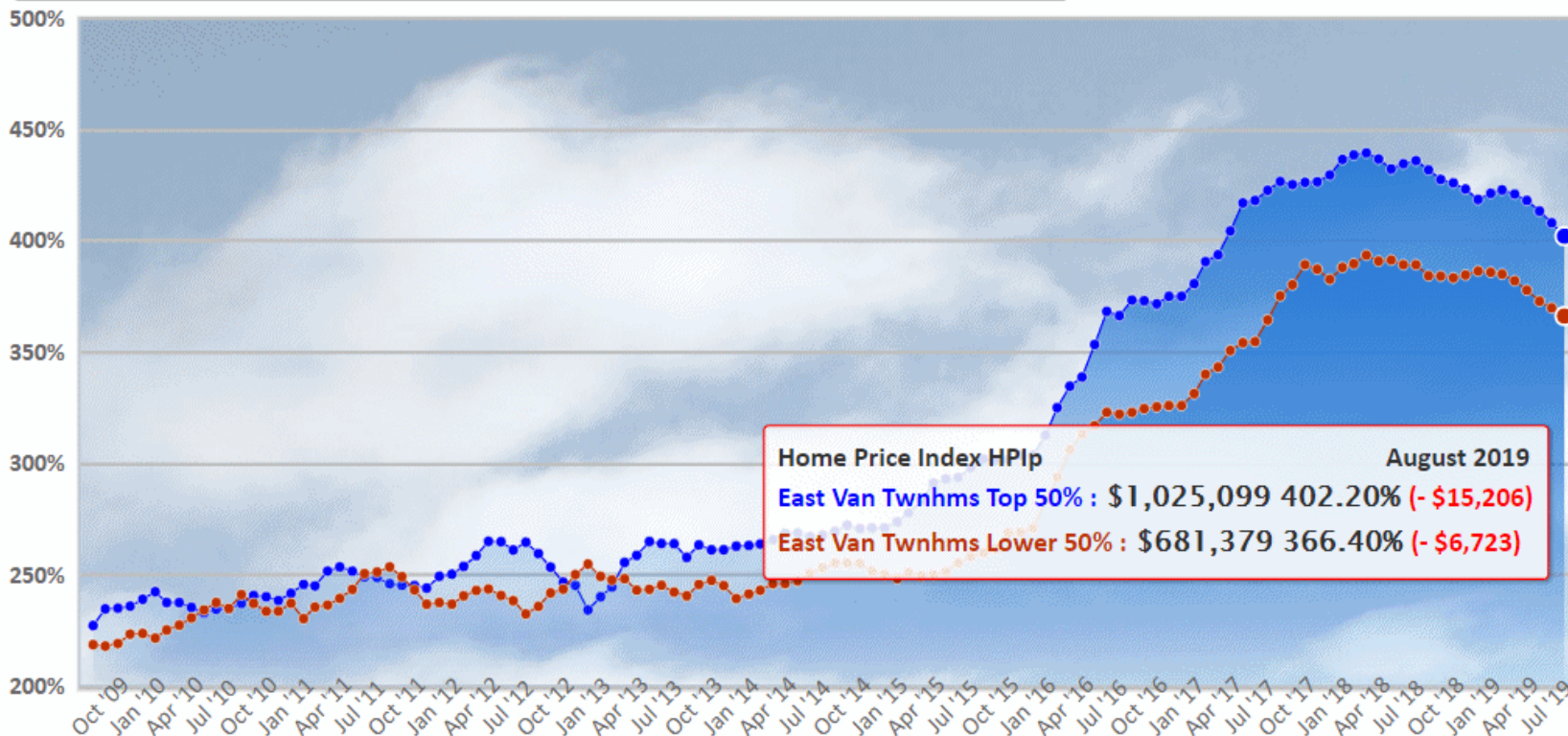
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Market Analysis and Forecasting Sept 1/19 East Vancouver

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



Home Price Index HPIp August 2019  
 East Van Twnhms Top 50% : \$1,025,099 402.20% (- \$15,206)  
 East Van Twnhms Lower 50% : \$681,379 366.40% (- \$6,723)

Monthly Home values

Date	Value
Aug 2019	% 402.20
Jul 2019	% 408.20
Jun 2019	% 413.50
May 2019	% 418.30
Apr 2019	% 421.10
Mar 2019	% 423.00
Feb 2019	% 421.40
Jan 2019	% 418.70
Dec 2018	% 423.40
Nov 2018	% 426.10
Oct 2018	% 427.70
Sep 2018	% 432.00

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Highcharts.com

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attached homes



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## Market Analysis and Forecasting Sept 1/19 East Vancouver

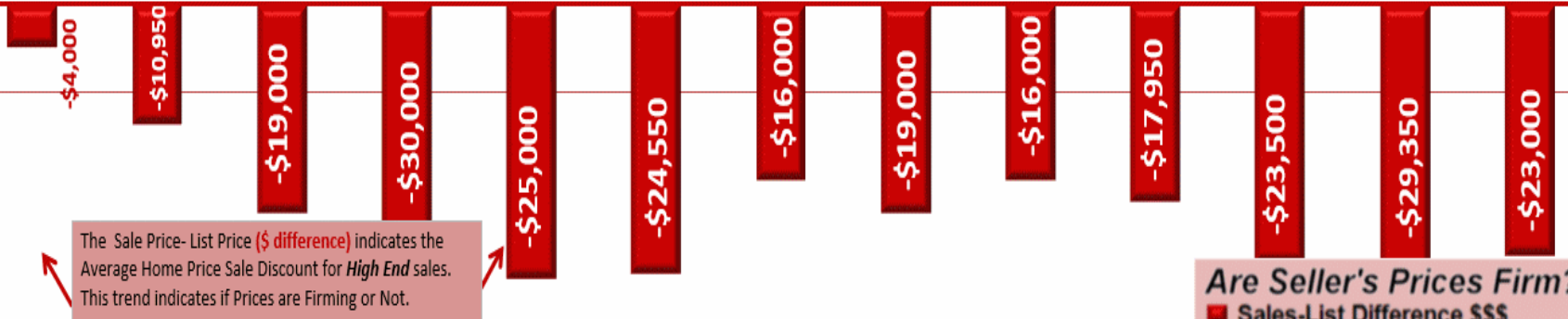
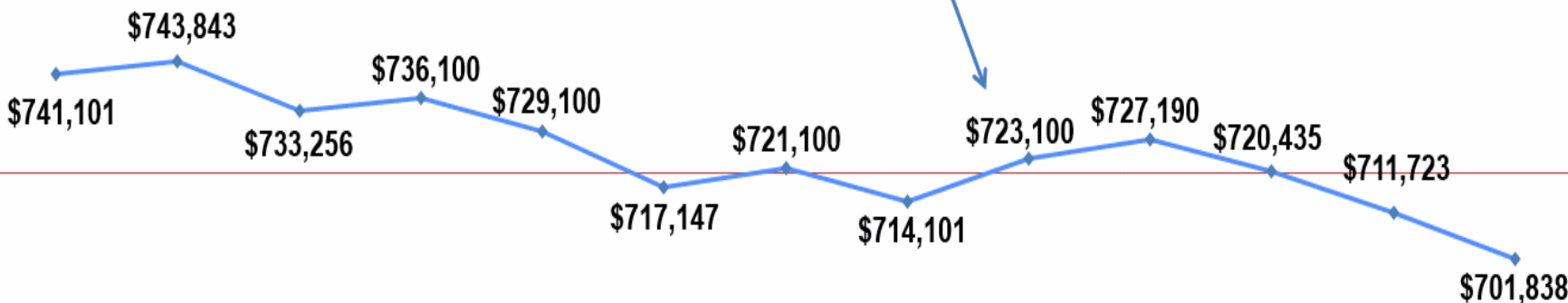
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Home Price Changes  
(Home Price Index Paired sales from 2005)



Condominiums



Condominiums

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

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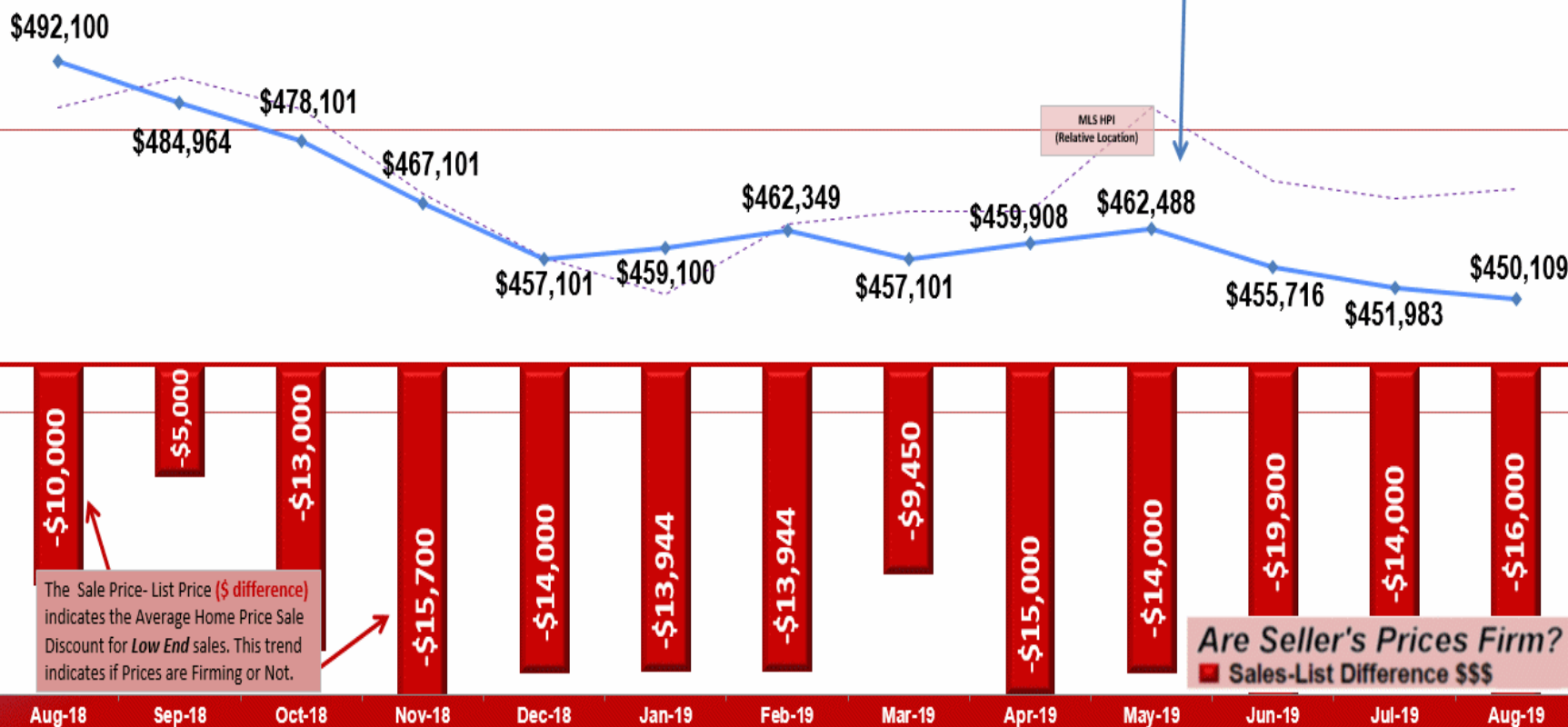
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Condominiums

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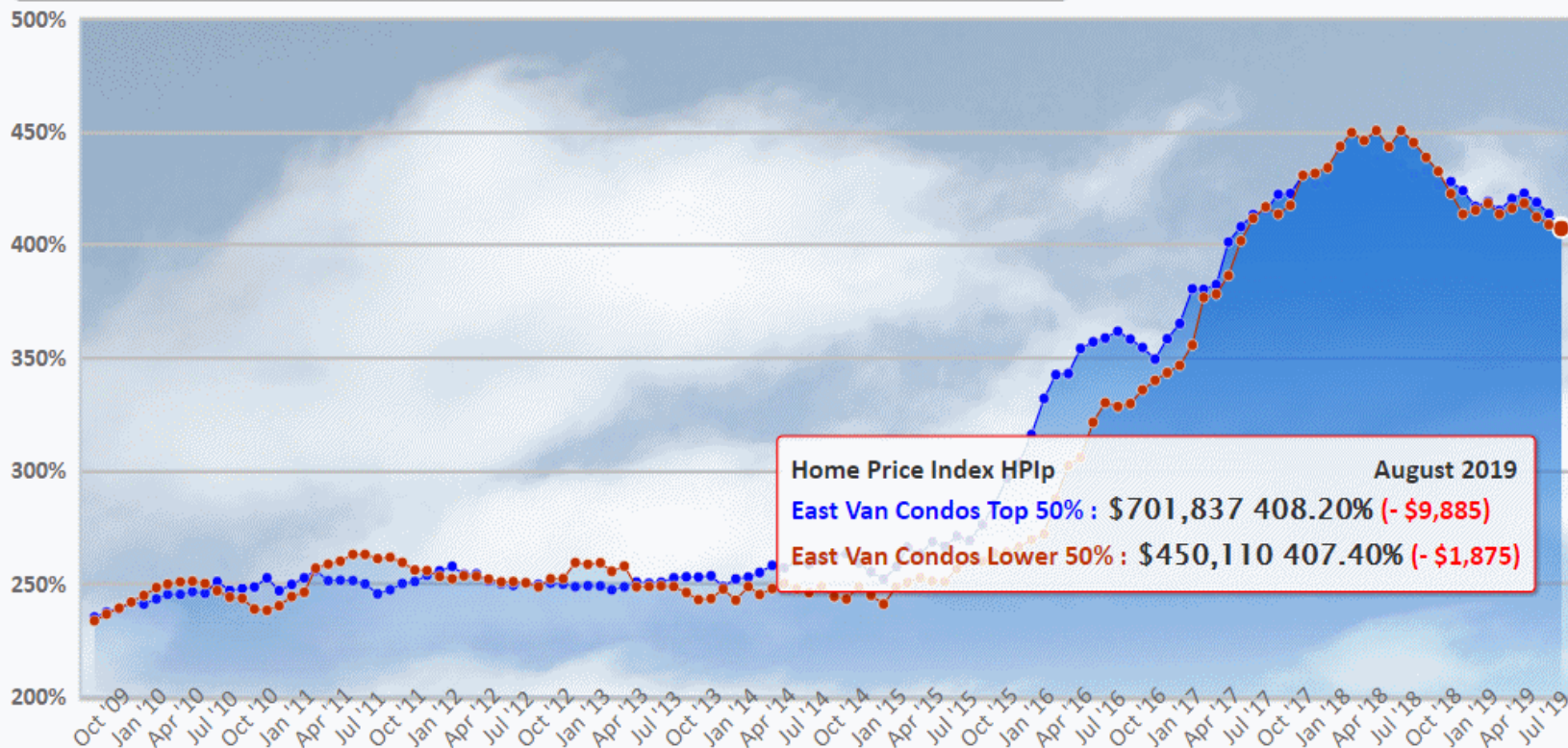


Market Analysis and Forecasting Sept 1/19 East Vancouver

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



Monthly Home values

Date	Value
Aug 2019	% 408.20
Jul 2019	% 414.00
Jun 2019	% 419.00
May 2019	% 423.00
Apr 2019	% 420.60
Mar 2019	% 415.40
Feb 2019	% 419.40
Jan 2019	% 417.10
Dec 2018	% 424.10
Nov 2018	% 428.20
Oct 2018	% 426.50
Sep 2018	% 432.70

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Highcharts.com



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## Market Analysis and Forecasting

Sept 1/19 Burnaby S. & N.

### Burnaby Sub areas Statistics - Aug 2019

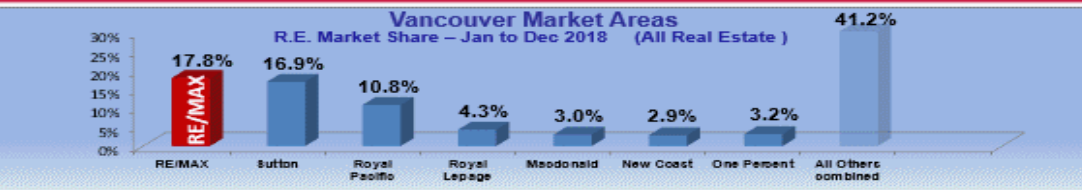
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD
Brentwood Park	222	37	36	96%	-\$23,800	17%
Cariboo	22	5	61	94%	-\$24,900	23%
Central BN	50	2	68	97%	-\$13,550	4%
Capitol Hill BN	13	0				0%
Forest Hills BS	11	2	35	98%	-\$8,450	18%
Government Road	28	3	2	100%	\$1,200	11%
Lake City Industrial	0	0				0%
Montecito	10	3	14	97%	-\$20,900	30%
Parkcrest	5	1	10	99%	-\$4,800	20%
Sperling-Duthie	11	0				0%
Simon Fraser Unive	70	12	31	94%	-\$34,000	17%
Sullivan Heights	29	6	29	96%	-\$31,150	21%
Simon Fraser Hills	9	5	8	96%	-\$19,900	56%
Vancouver Heights	21	3	5	97%	-\$29,000	14%
Willingdon Heights	28	11	14	98%	-\$16,000	39%
Westridge BN	5	2	34	97%	-\$19,700	40%
Big Bend	7	2	69	94%	-\$61,650	29%
Burnaby Hospital	4	2	60	94%	-\$78,950	50%
Buckingham Height:	3	0				0%
Burnaby Lake	19	1	16	97%	-\$20,900	5%
Central Park BS	40	5	46	93%	-\$54,000	13%
Deer Lake	0	0				0%
Forest Glen BS	61	8	19	94%	-\$32,750	13%
Greentree Village	3	0				0%
Highgate	2	0				0%
Metrotown	125	16	29	97%	-\$22,500	13%
Oaklands	364	42	43	95%	-\$39,900	12%
Suncrest	16	5	145	94%	-\$75,500	31%
South Slope	70	16	53	97%	-\$16,950	23%
Upper Deer Lake	13	3	90	90%	-\$154,667	23%
<b>Total Activity</b>	<b>1261</b>	<b>192</b>	<b>33</b>	<b>96%</b>	<b>-\$26,650</b>	<b>15%</b>

### Burnaby List Price Ranges Statistics - Aug 2019

Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	49	10	27	94%	-\$21,450	20.4%
\$400,001-\$500,000	160	27	25	95%	-\$23,888	16.9%
\$500,001-\$600,000	225	45	32	96%	-\$20,400	20.0%
\$600,001-\$700,000	230	35	33	96%	-\$29,000	15.2%
\$700,001-\$900,000	338	47	33	96%	-\$29,000	13.9%
\$900,001 and above	259	28	58	93%	-\$76,750	10.8%
<b>Total Activity</b>	<b>1261</b>	<b>192</b>	<b>33</b>	<b>96%</b>	<b>-\$26,650</b>	<b>15%</b>

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings (A,S,T,C,X)	865	1289	1261		-28
Active Listings (1st of the month)	629	1002	978	938	-40
Solds	137	190	192		2
DOM	19	25	33		8
% SOLD (Sales/ Listings /mnthly rate)	16%	15%	15%		0%
Condos (Top 50%) Home Price Index HPIp	\$759,101	\$679,305	\$669,960		-\$9,345
Condos (Lower 50%) Home Price Index HPIp	\$484,339	\$433,736	\$431,256		-\$2,479
Twnhs (Top 50%) Home Price Index HPIp	\$901,900	\$850,715	\$854,100		\$3,385
Twnhs (Lower 50%) Home Price Index HPIp	\$622,226	\$592,952	\$588,547		-\$4,405

### the RE/MAX Market Share Reports



### Sept 1 2019 Burnaby Market Update (attached)

**Current:** Burnaby's Residential Attached housing market is in a Stable Market with a **15% SOLD** rate and a 96% Sell/List Ratio. (This means that there is an average of a \$26,650 Discount on a sale from the original list price)

**Most Active Range:** Homes between \$400,000 - \$500,000 have **20.4% SOLD** rate. **Least Active Range:** Homes above \$900,000 have **10.8% SOLD** rate.

**History:** The Burnaby's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$89,141.

The Burnaby's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$53,083.

The Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$47,800.

The Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$33,679.

**Forecast:** The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes. Listing inventory levels is 46% more than same month last year. The Total Listings show an decrease by 28 count and so an decrease can be seen on SOLD next month. August's Real Estate Statistics shows 67% of Vancouver's Detached Home decreased in values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$13,210. This is a positive improvement from the \$22,076 drop we saw in July. On the other hand, the Fraser Valley also shows a minimal monthly price decrease of just \$1,699. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter. Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing \$3,518 on average. Many new Condo Projects are now competing against the existing market. On the same note, 64% of the Townhouse Markets decreased \$3,432 on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Note\*: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy Copyright: RMXReports.com

\* 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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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

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## Market Analysis and Forecasting

Sept 1/19 Burnaby S. & N.

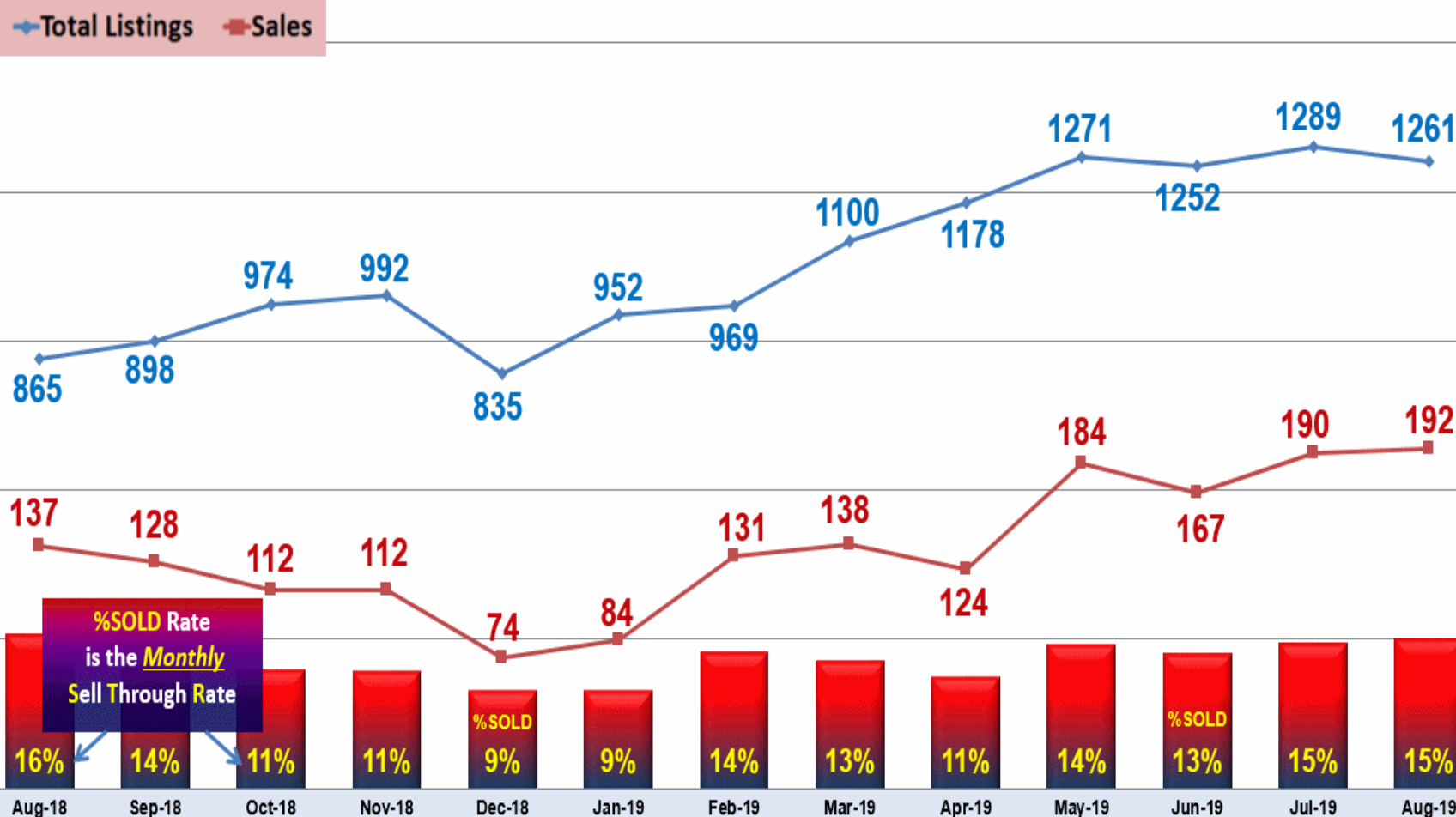
Attached Townhomes/ Condos Burnaby Total Listings, Sales, and %SOLD rates

Sales / Listings  
Monthly Totals



Attached

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



%SOLD Rate is the Monthly Sell Through Rate



Attached



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## Market Analysis and Forecasting

Sept 1/19 Burnaby S. & N.

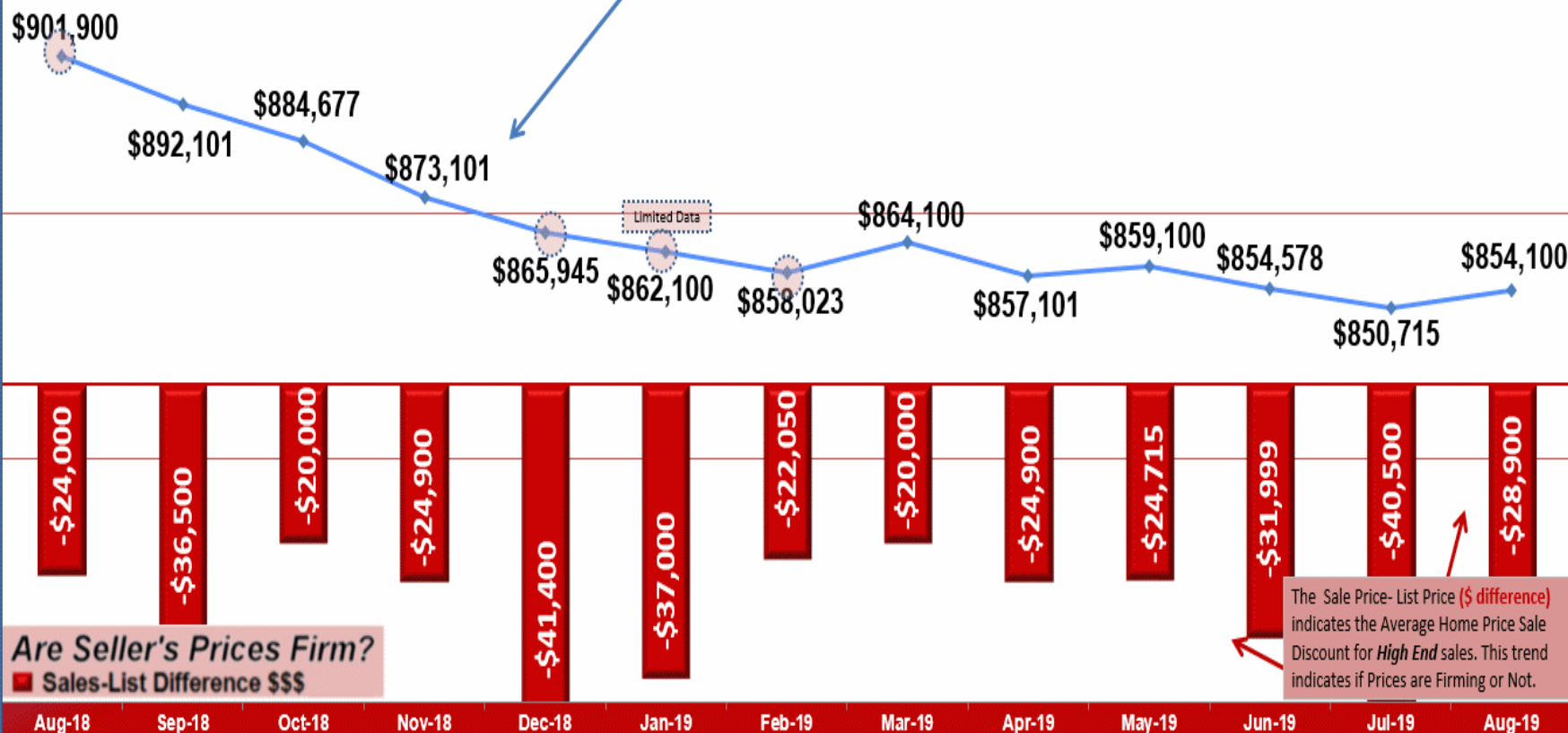
Attached Burnaby Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

### 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.

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



Townhouses



Townhouses

Sales Discount \$\$

Sale Price - Original List Price ( \$ difference)

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

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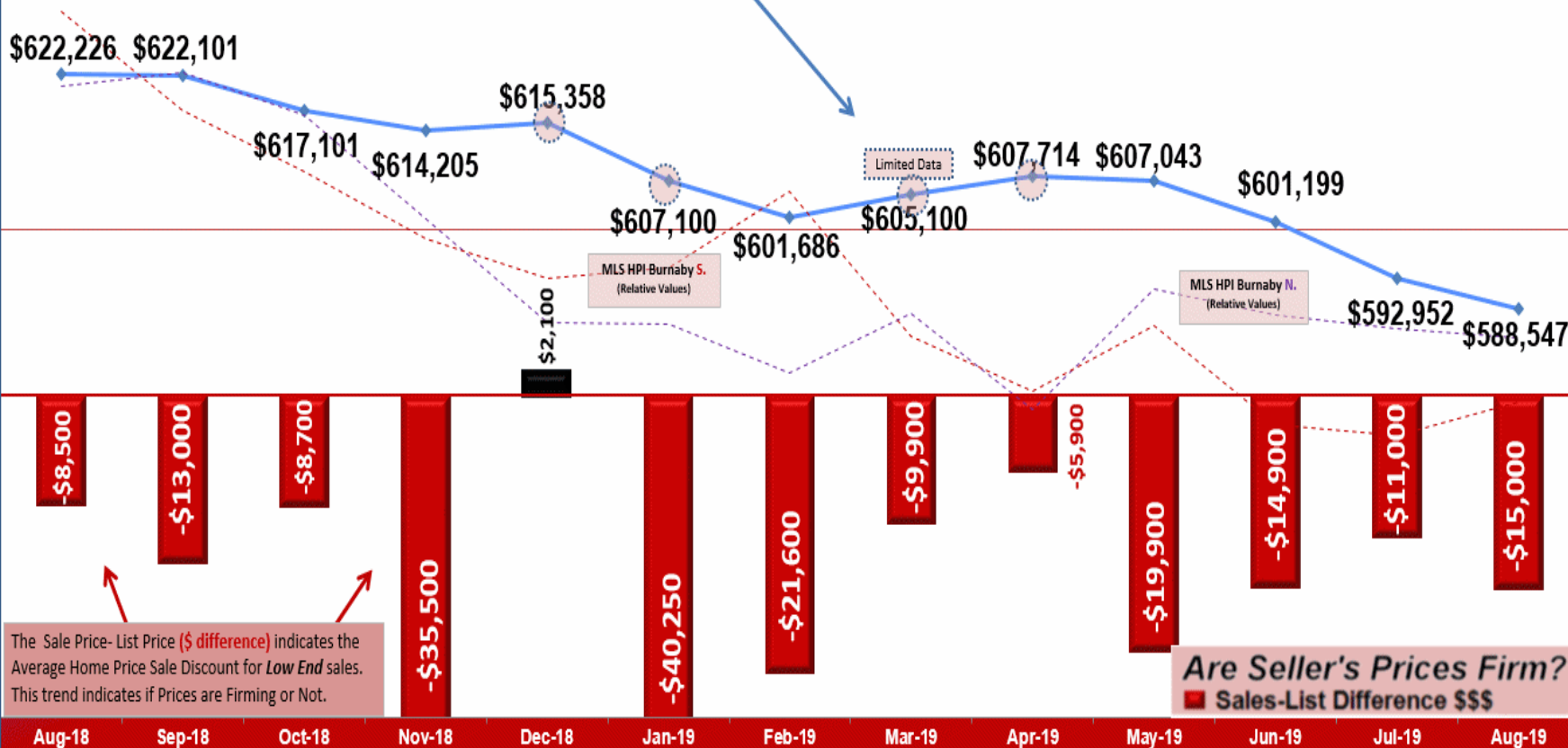
## Market Analysis and Forecasting Sept 1/19 Burnaby S. & N.

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)

### 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.

(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 \$\$\$

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



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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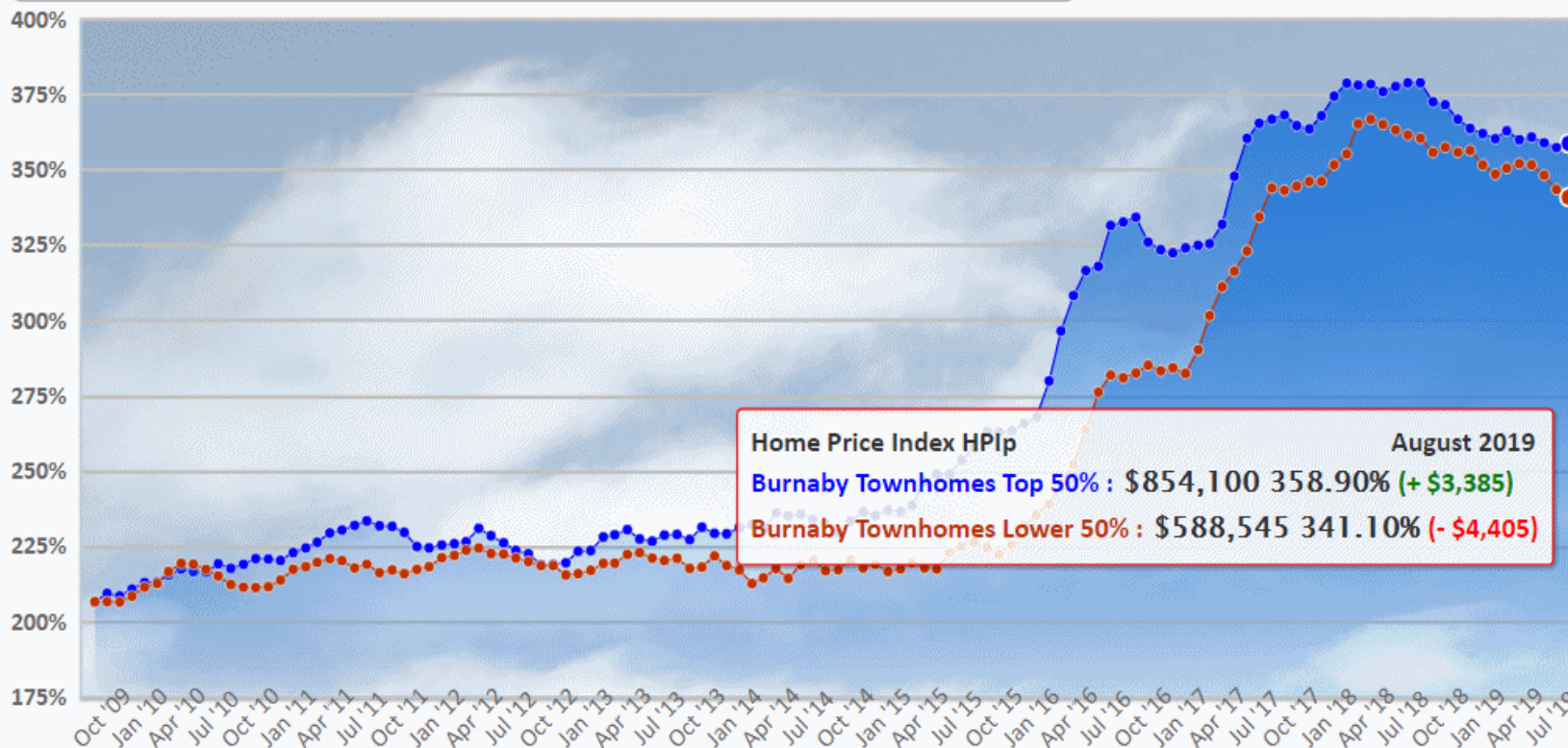
Market Analysis and Forecasting

Sept 1/19 Burnaby S. & N.

Powered by the Greater Vancouver Market Reports HPIp



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



Home Price Index HPIp August 2019  
 Burnaby Townhomes Top 50% : \$854,100 358.90% (+ \$3,385)  
 Burnaby Townhomes Lower 50% : \$588,545 341.10% (- \$4,405)

Monthly Home values

Date	Value
Aug 2019	% 358.90
Jul 2019	% 357.50
Jun 2019	% 359.10
May 2019	% 361.00
Apr 2019	% 360.10
Mar 2019	% 363.10
Feb 2019	% 360.50
Jan 2019	% 362.20
Dec 2018	% 363.90
Nov 2018	% 366.90
Oct 2018	% 371.70
Sep 2018	% 372.70

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## Market Analysis and Forecasting

Sept 1/19 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

### Sales Discount \$\$

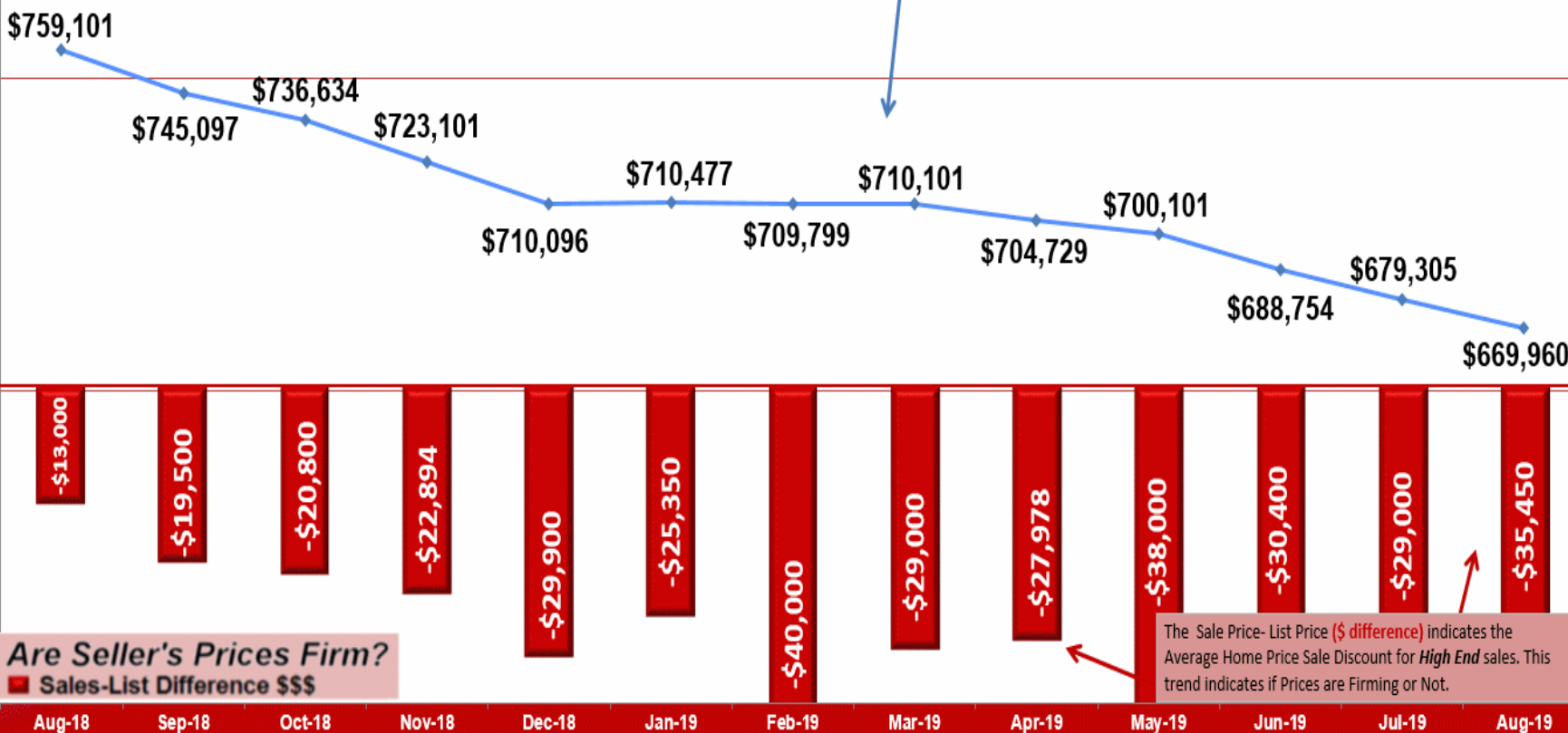
Sale Price - Original List Price (\$\$ difference)

### 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 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.

\*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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Sept 1/19 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)

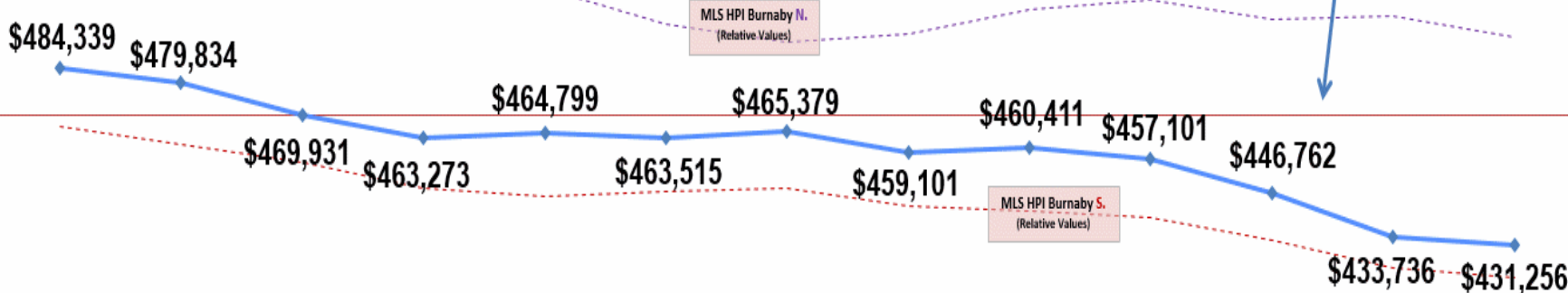
### Home Price Changes

(Home Price Index Paired sales from 2005)

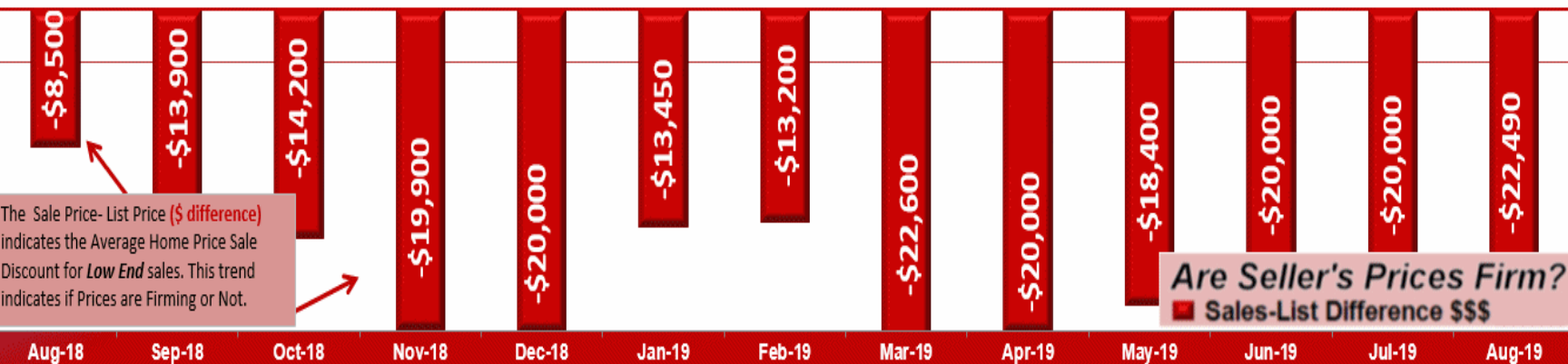
#### Are Home Prices Up?

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.)



Condominiums



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

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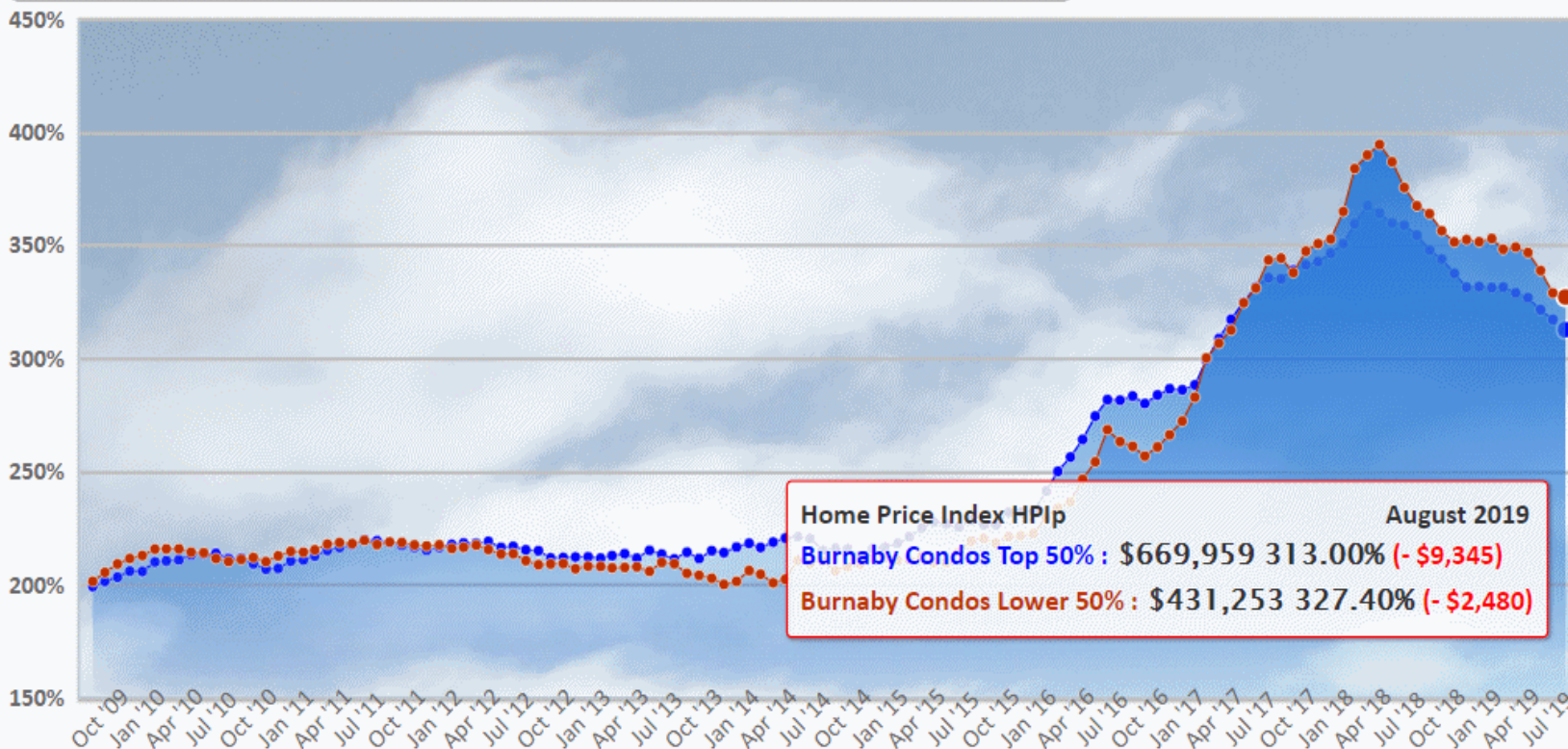
Market Analysis and Forecasting

Sept 1/19 Burnaby S. & N.

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
Aug 2019	% 313.00
Jul 2019	% 317.40
Jun 2019	% 321.80
May 2019	% 327.10
Apr 2019	% 329.30
Mar 2019	% 331.80
Feb 2019	% 331.60
Jan 2019	% 332.00
Dec 2018	% 331.80
Nov 2018	% 337.90
Oct 2018	% 344.20
Sep 2018	% 348.10

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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

