

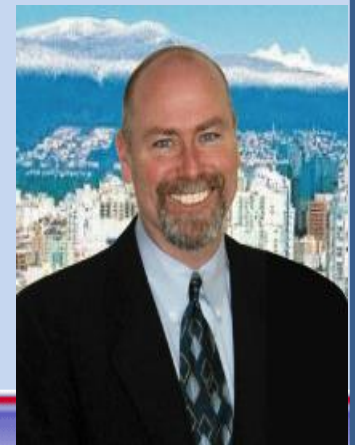
Market Analysis and Forecasting

Market Analysis and Forecasting

# Steve Burk's Market Reports



## Advanced Marketing Tools



produced for: **Steve Burk**





Market Analysis and Forecasting

Market Analysis and Forecasting

# Steve Burk's Market Reports

## Detached

- [Delta Ladner](#)
- [North Vancouver](#)
- [Vancouver Westside](#)
- [West Vancouver](#)

## Attached

- [Downtown-West End](#)
- [North Vancouver](#)
- [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.



# #1 RE/MAX Market Reports

detached homes

# #1 RE/MAX Market Reports

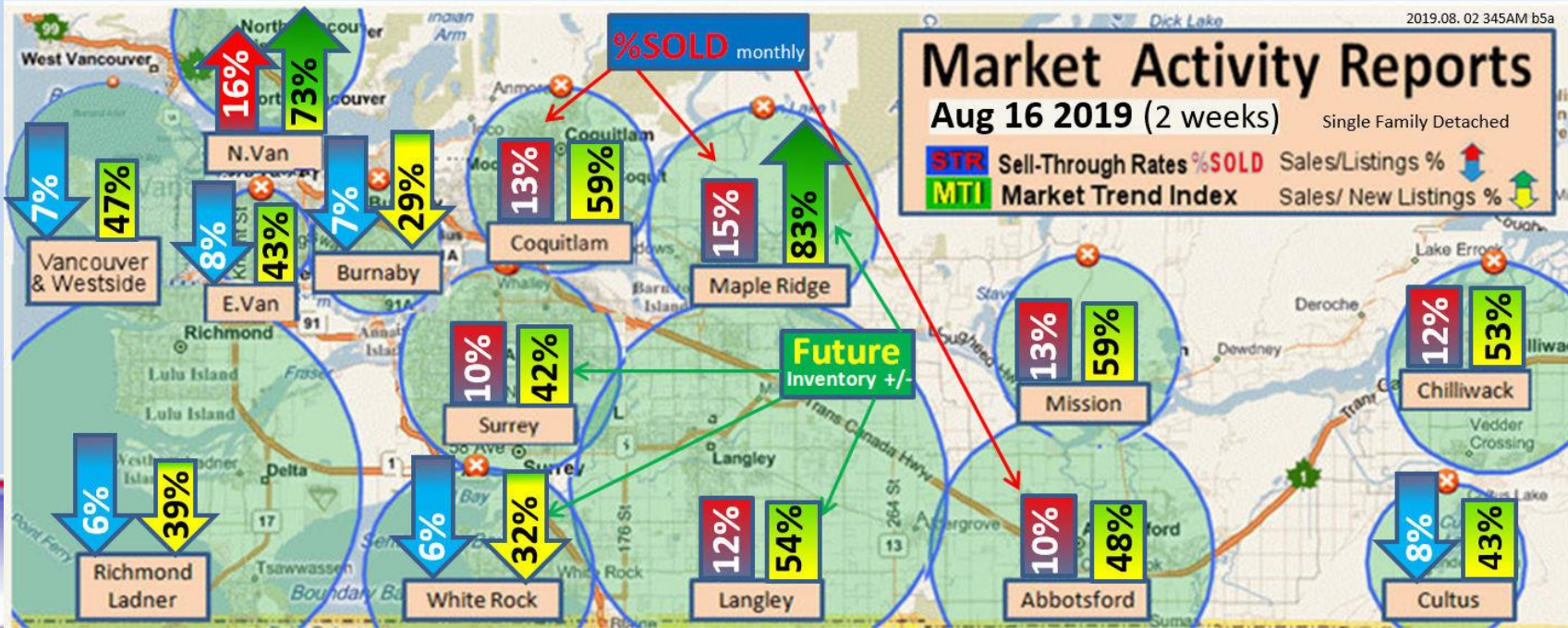
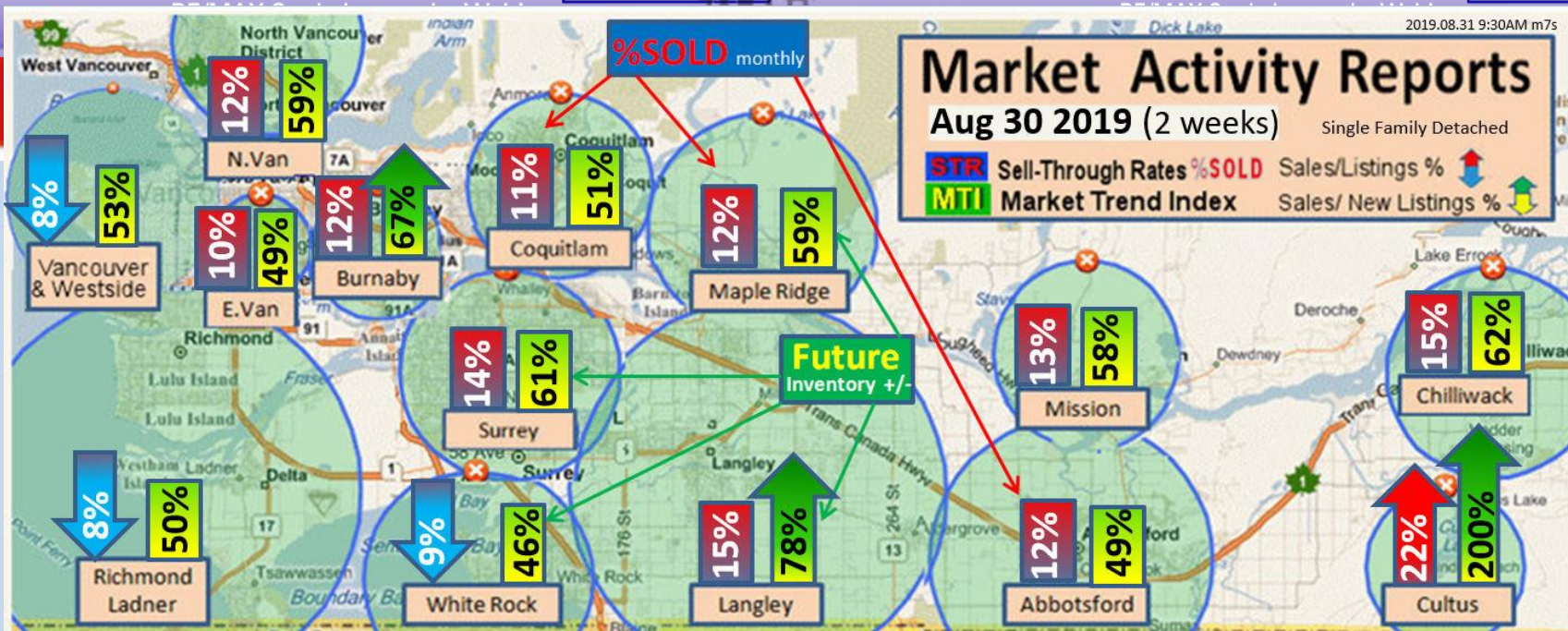
attached homes

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Vancouver & Fraser Valley

### Sales (2 wks)/ Listings Graph

Aug 30 2019 (2 weeks)

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

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

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

2019.08.31.930AM m7s



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

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Vancouver & Fraser Valley

### Sales (2 wks)/ Listings Graph

Aug 16 2019 (2 weeks)

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

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

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

2019.08.3.330AM b5a



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

北溫房地產價格變動 / 北溫房地產价格变动

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

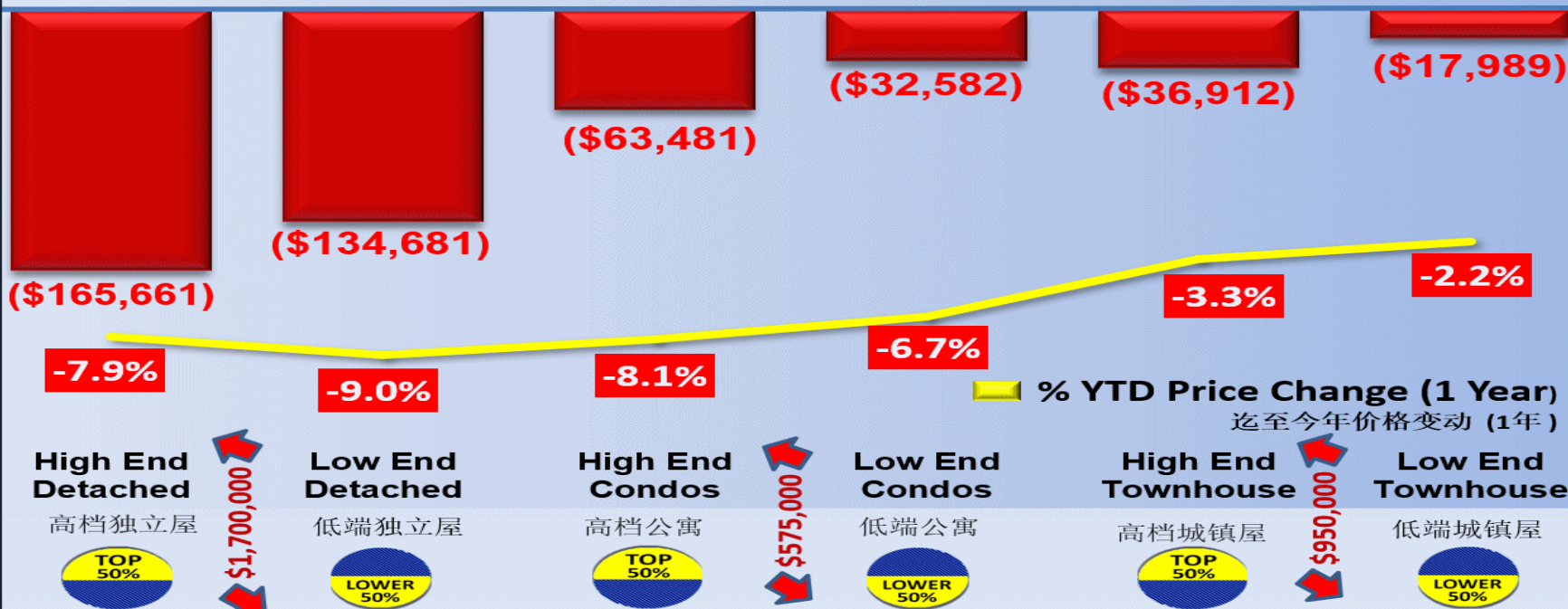
房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

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

YTD Home Price Changes \$

年終住房價格變動  
年終住房价格变动



YTD Home Price Changes %

年終住房價格變動  
年終住房价格变动

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 North Vancouver Market Update (detached)

**Current:** North Vancouver is in a Stable Market with its average listings inventory and **14 %SOLD** rate.

Meaning 14 homes out of 100 sold in the last month with an avg of \$105,500 Discount on sale from the original list price.

*Most Active Range:* Homes below \$1.3 mill. have **28.0 %SOLD** rate.

*Least Active Range:* Homes above \$3 mill. have **6.2 %SOLD** rate.

**History:** The North Vancouver Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$123,757.  
The North Vancouver Year-To-Date Home Price Index **HPIp(Lower 50%)** shows that prices decreased \$112,847.

\*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?

## North Vancouver Price Ranges Statistics - Aug 2019

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,300,000	25	7	32	93%	-\$78,000	28.0%	↑
\$1,300,001-\$1,500,000	31	8	25	97%	-\$39,500	25.8%	↑
\$1,500,001-\$1,700,000	55	14	37	96%	-\$51,500	25.5%	↑
\$1,700,001-\$1,900,000	66	14	20	96%	-\$61,000	21.2%	↑
\$1,900,001-\$2,200,000	56	4	7	97%	-\$50,000	7.1%	↓
\$2,200,001-\$3,000,000	96	9	34	92%	-\$158,000	9.4%	↓
\$3,000,001 and more	129	8	44	92%	-\$234,500	6.2%	↓
<b>Total Activity</b>	<b>458</b>	<b>64</b>	<b>32</b>	<b>95%</b>	<b>-\$82,500</b>	<b>14%</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)	497	500	458		-42	↓
Active Listings (1st of the month)	417	413	360	330	-30	↓
Solds	32	76	64		-12	↓
DOM	42	33	32		-2	↓
%SOLD (Sales/ Listings /mnthly rate)	6.4%	15.2%	14.0%		-1.2%	↓
(Top 50%) Home Price Index HPIp	\$2,023,271	\$1,923,100	\$1,899,514		-\$23,586	↓
(Lower 50%) Home Price Index HPIp	\$1,455,101	\$1,326,101	\$1,342,254		\$16,153	↑



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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



## Market Analysis and Forecasting

Sept 1/19 North Vancouver

### North Vancouver Sub areas Statistics - Aug 2019 Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Boulevard	18	6	15	96%	-\$76,143	33.3%
Blueridge NV	18	4	13	96%	-\$49,000	22.2%
Braemar	3	0				0.0%
Capilano NV	7	1	18	97%	-\$39,000	14.3%
Central Lonsdale	32	6	40	93%	-\$105,405	18.8%
Calverhall	7	0				0.0%
Canyon Heights NV	51	5	38	93%	-\$173,000	9.8%
Deep Cove	23	5	15	96%	-\$66,300	21.7%
Delbrook	7	0				0.0%
Dollarton	17	1	70	86%	-\$221,000	5.9%
EDGEMONT	34	5	9	92%	-\$150,000	14.7%
Forest Hills NV	15	3	3	95%	-\$99,000	20.0%
Grouse Woods	5	0				0.0%
Hamilton Heights	0	0				0.0%
Hamilton	8	0				0.0%
Indian Arm	8	2	46	98%	-\$31,250	25.0%
Indian River	7	0				0.0%
Lower Lonsdale	36	6	30	97%	-\$39,000	16.7%
Lynn Valley	1	0				0.0%
Lynnmour	4	1	55	96%	-\$75,000	25.0%
Norgate	7	1	15	97%	-\$33,000	14.3%
Northlands	2	0				0.0%
Pemberton Heights	16	2	40	90%	-\$136,000	12.5%
Pemberton NV	9	1	7	102%	\$18,000	11.1%
Princess Park	1	0				0.0%
Queensbury	7	1	55	97%	-\$40,000	14.3%
Roche Point	2	0				0.0%
Seymour	10	1	9	100%	\$0	10.0%
Tempe	3	0				0.0%
Upper Delbrook	26	3	34	92%	-\$114,000	11.5%
Upper Lonsdale	49	6	107	90%	-\$181,143	12.2%
Westlynn	9	1	39	98%	-\$24,000	11.1%
Windsor Park NV	5	1	106	96%	-\$49,000	20.0%
Woodlands-Sunshine-	6	1	98	97%	-\$48,800	16.7%
Westlynn Terrace	5	1	49	93%	-\$87,000	0.0%
<b>Total Activity</b>	<b>458</b>	<b>64</b>	<b>32</b>	<b>95%</b>	<b>-\$82,500</b>	<b>14%</b>



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produced for: **Steve Burk**





## Next Months Market Forecast

**Forecast:** North Vancouver has average listing supply; 330 homes are for sale and with the **14 % SOLD** monthly rate gives us a ~7 months of inventory. 24% of the Active Listings have reduced their price by \$113,627 on average or \$85,500 on median in the last month. We project North 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!

detached homes



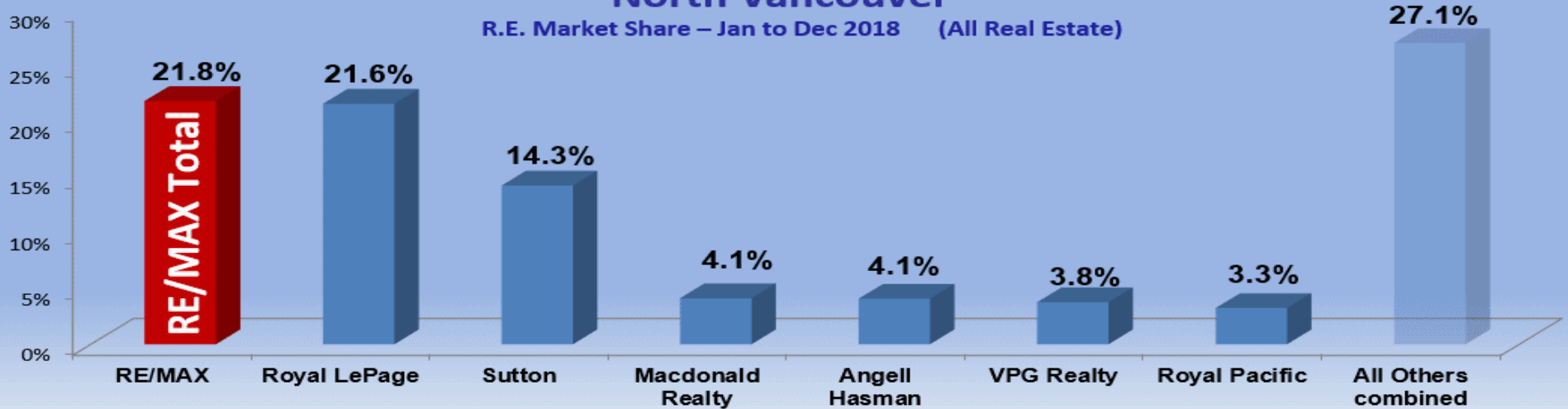
Market Analysis and Forecasting

Sept 1/19 North Vancouver

## # the RE/MAX Market Share Reports

### North 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 North Vancouver

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

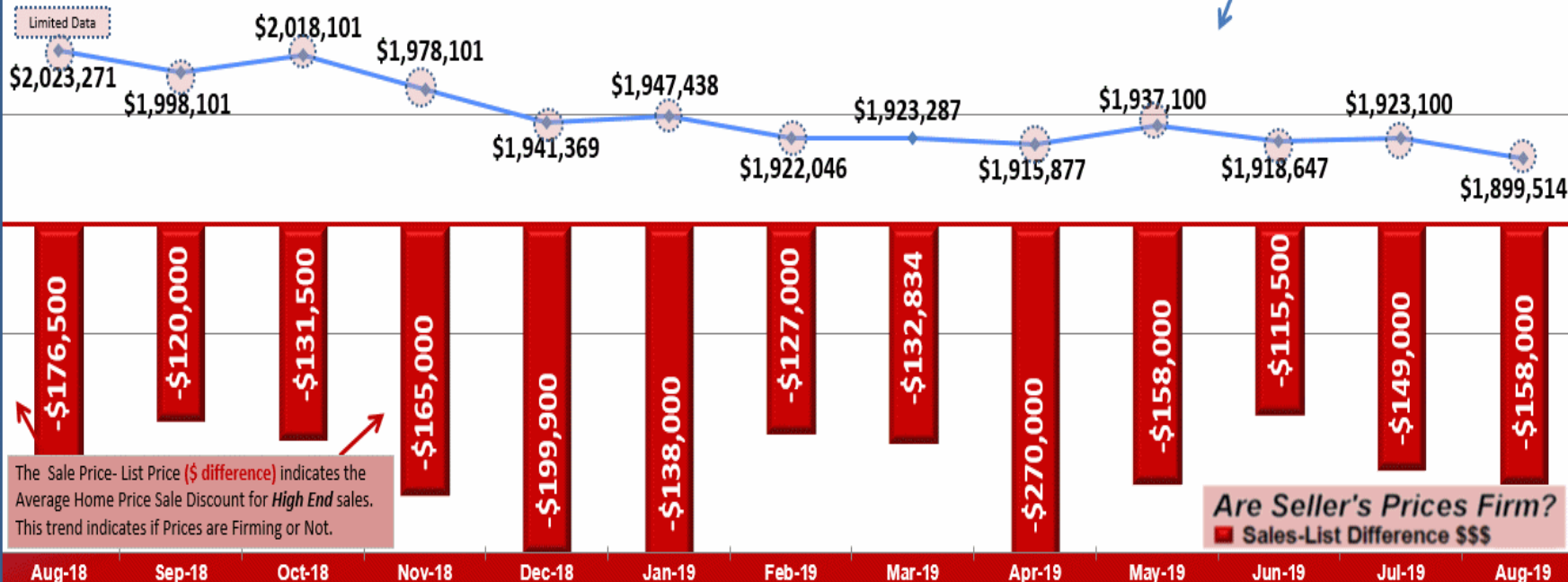
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,700,000

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

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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Detached



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

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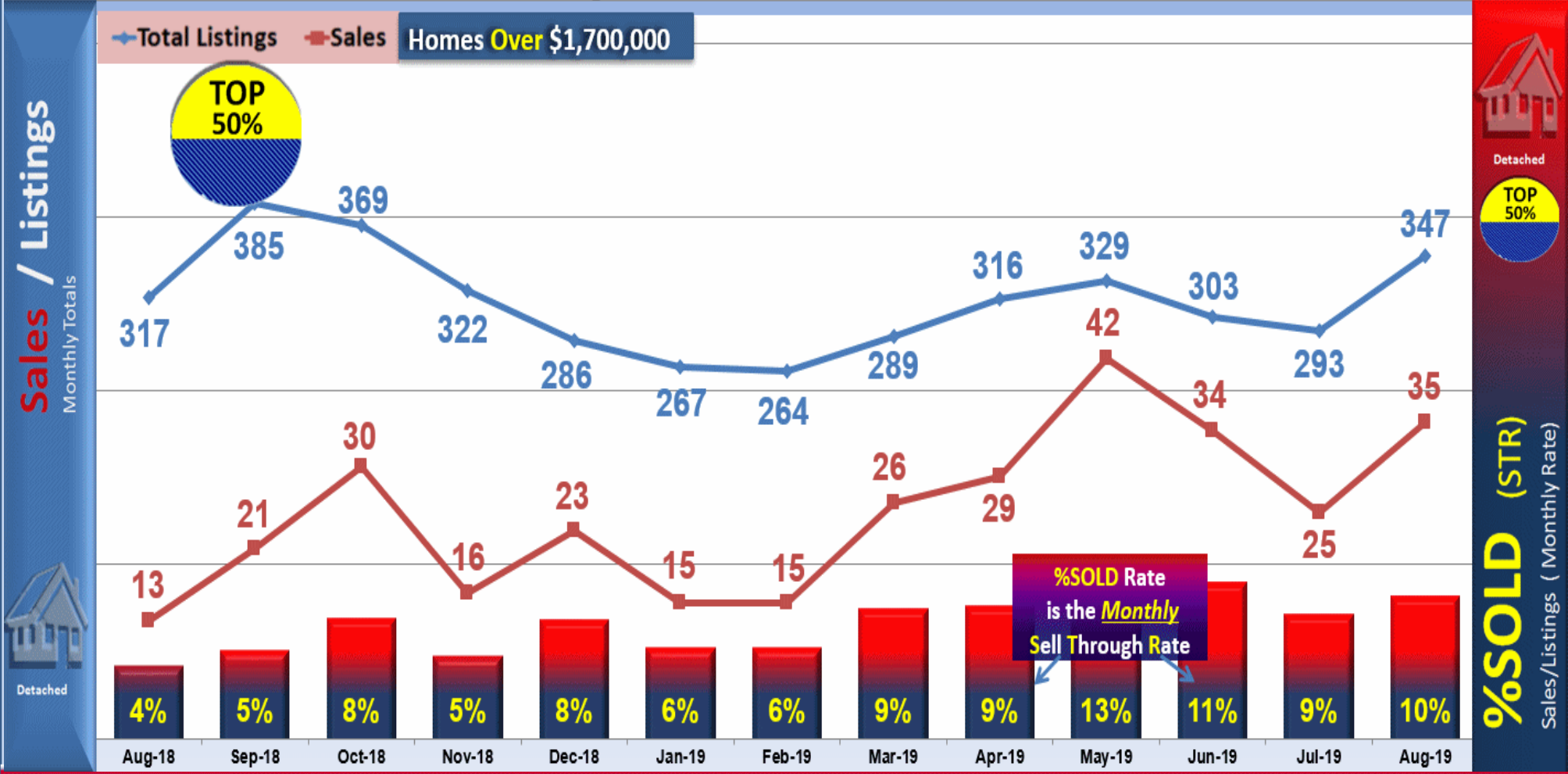
detached homes



## Market Analysis and Forecasting

Sept 1/19 North Vancouver

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



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 North Vancouver

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

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



Detached

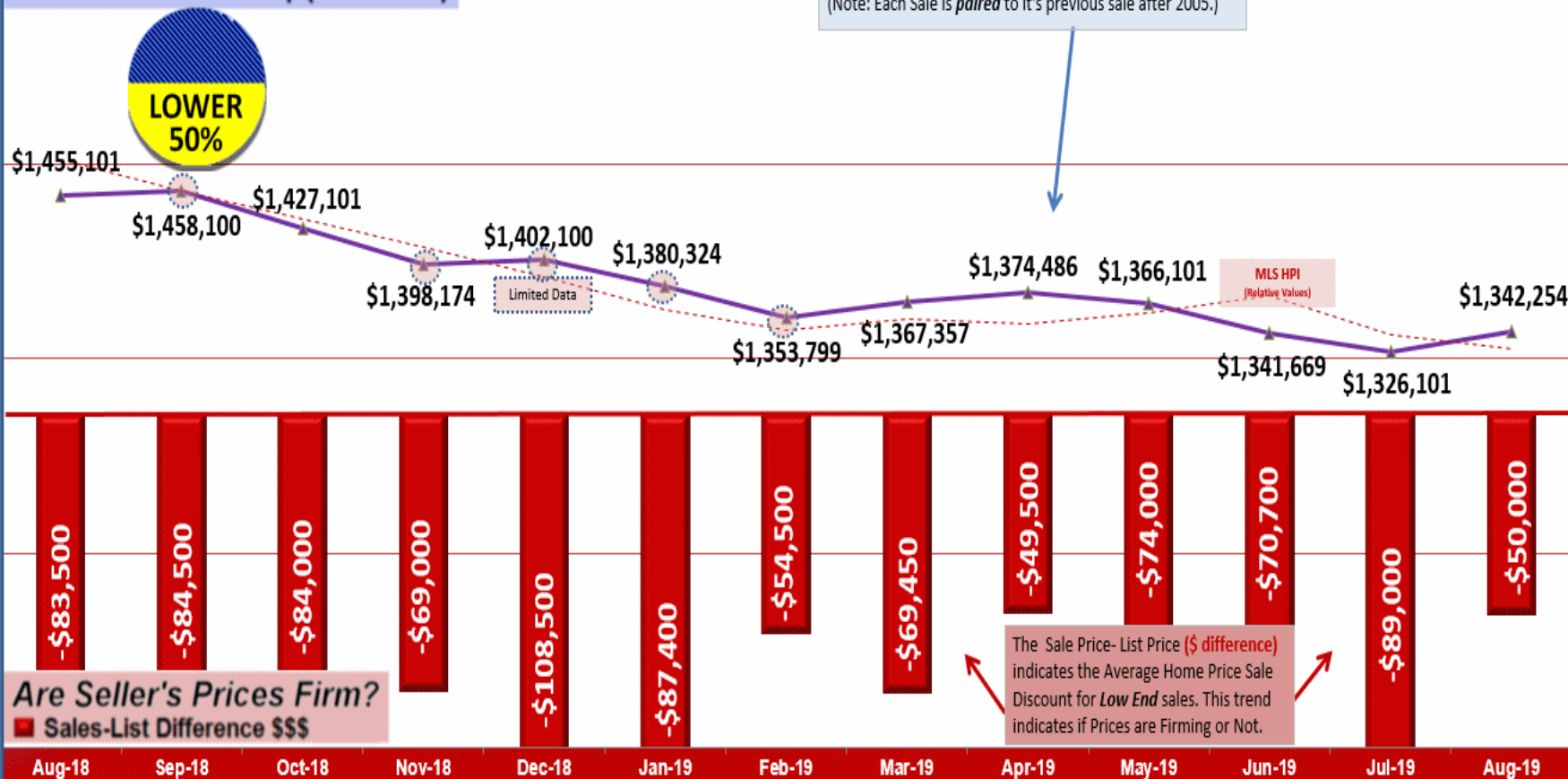
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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.)



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.



Detached

LOWER 50%

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



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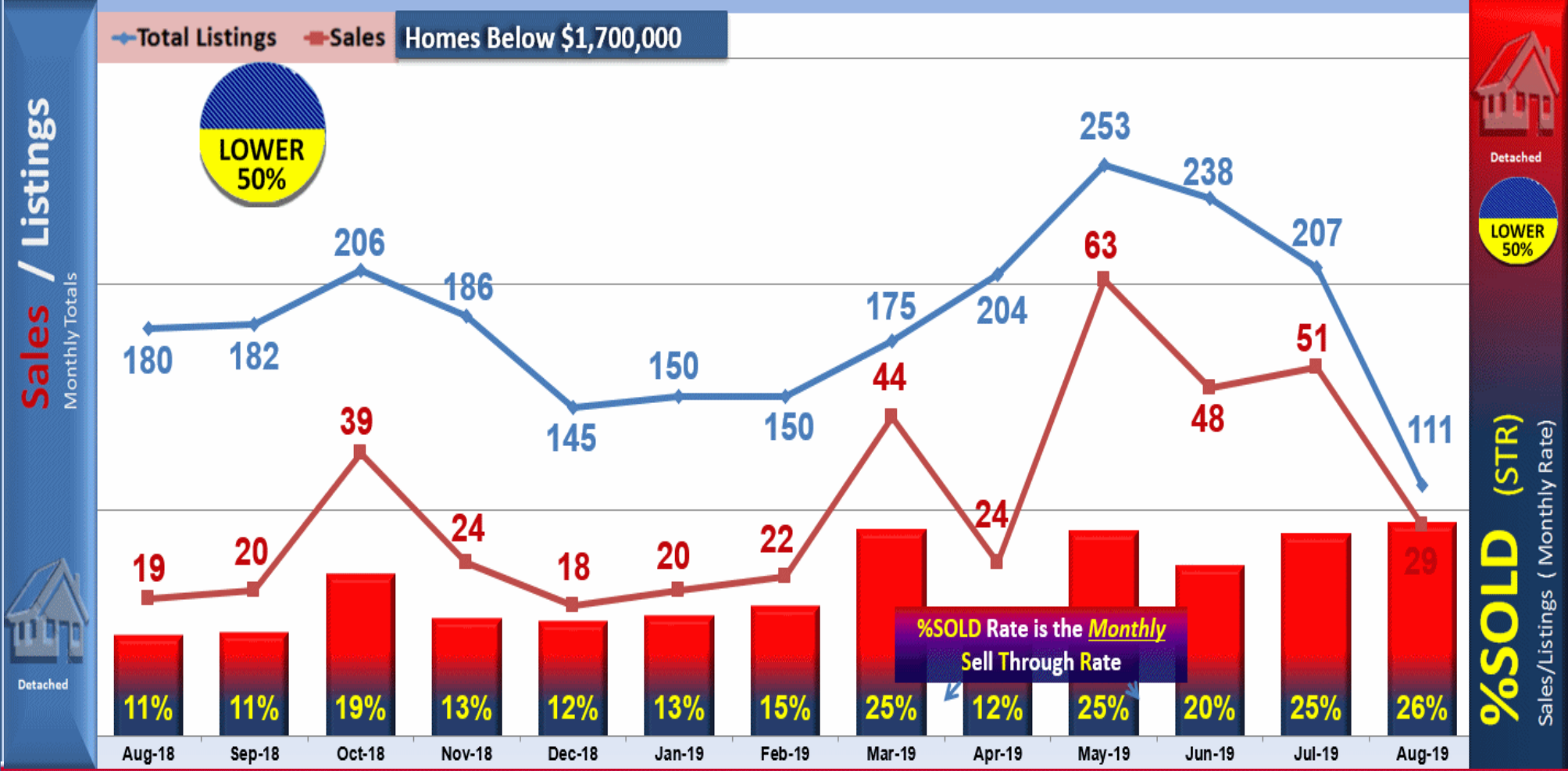
detached homes



## Market Analysis and Forecasting

Sept 1/19 North Vancouver

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



Sales / Listings  
Monthly Totals

Detached  
LOWER 50%

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

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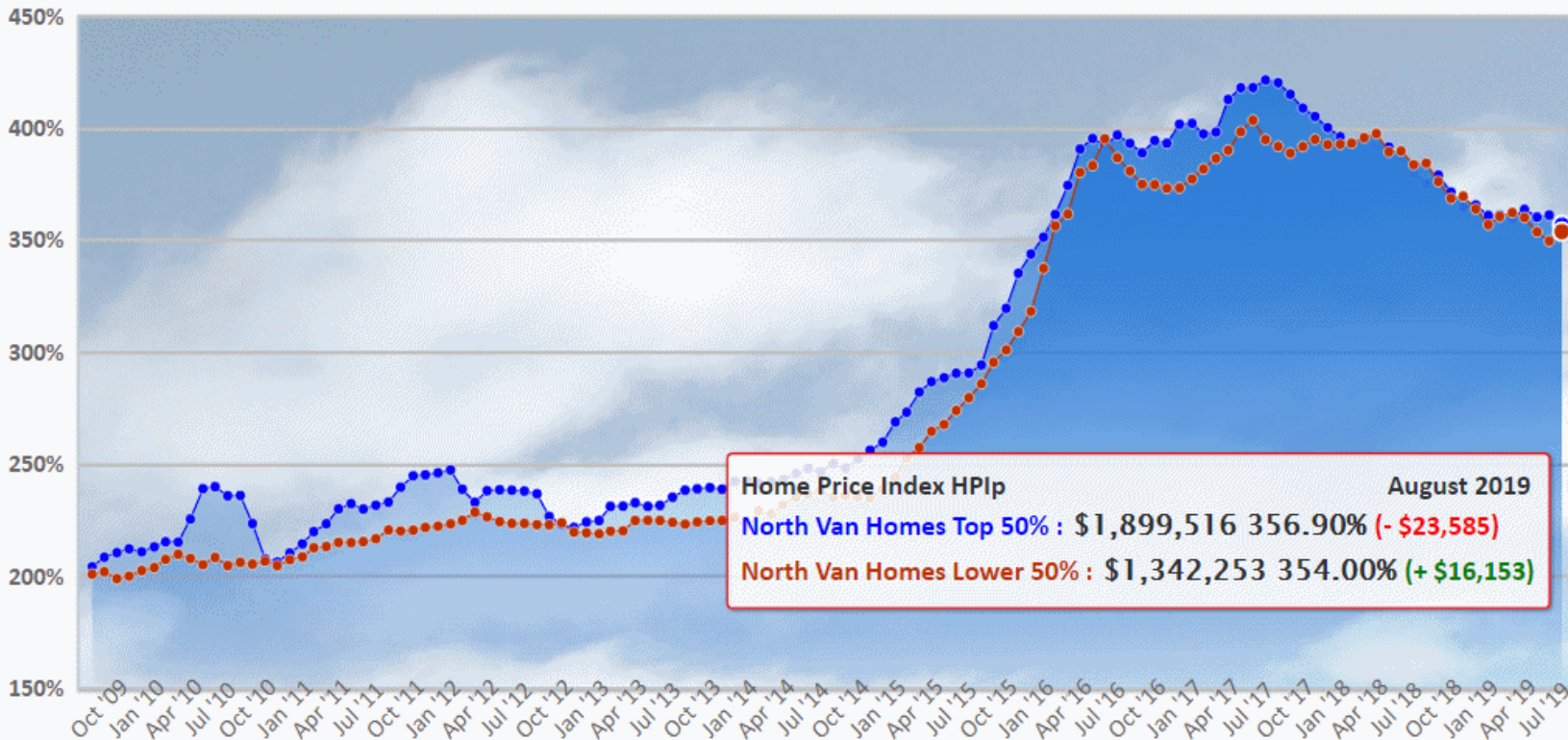
Market Analysis and Forecasting

Sept 1/19 North Vancouver

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Aug 2019	% 356.90
Jul 2019	% 361.40
Jun 2019	% 360.50
May 2019	% 364.00
Apr 2019	% 360.00
Mar 2019	% 361.40
Feb 2019	% 361.20
Jan 2019	% 365.90
Dec 2018	% 364.80
Nov 2018	% 371.70
Oct 2018	% 379.20
Sep 2018	% 375.40

<<< 1 2 3 >>>

Highcharts.com



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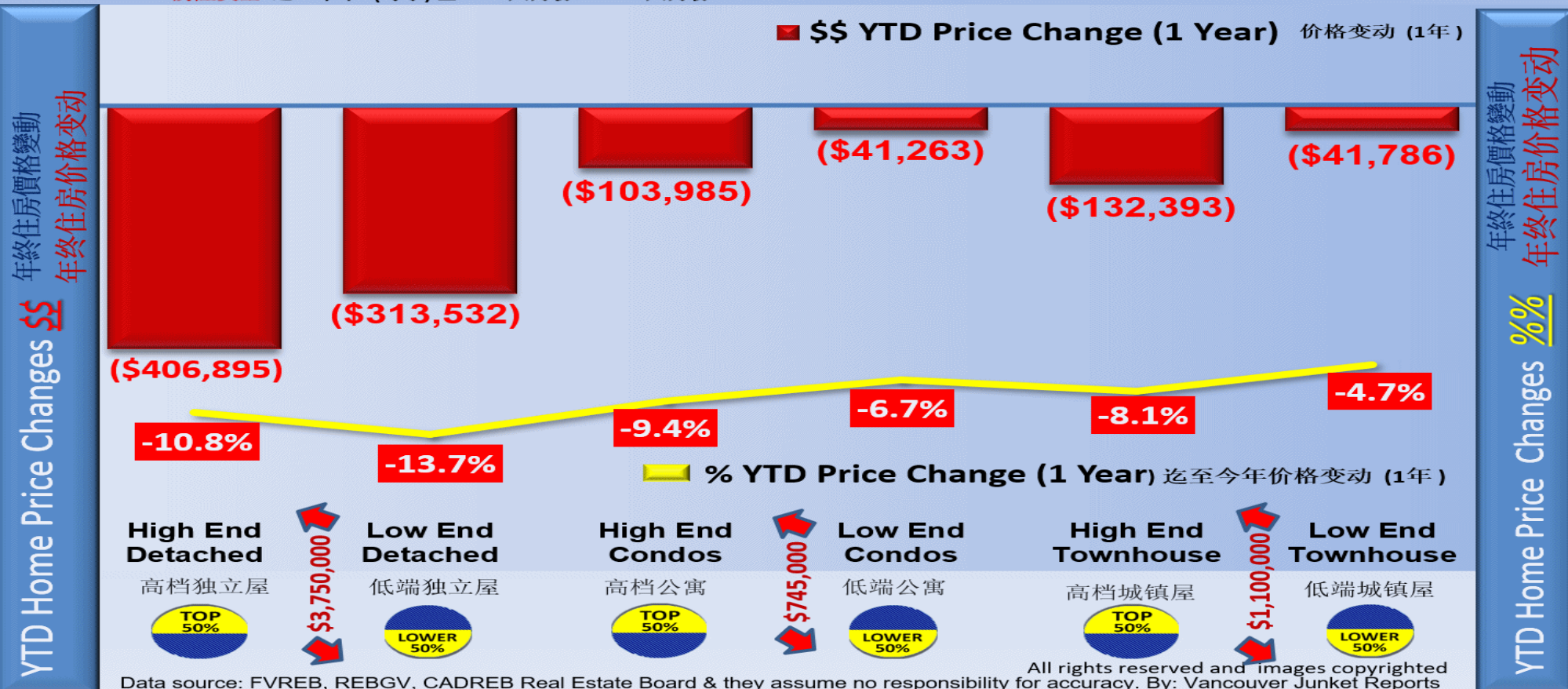
# Vancouver Westside Real Estate Price Changes(\$/%)

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 HPI<sup>ip</sup>



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 **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?

Vancouver Westside List Price Ranges Statistics - Aug 2019							Detached
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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produced for: **Steve Burk**



## 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

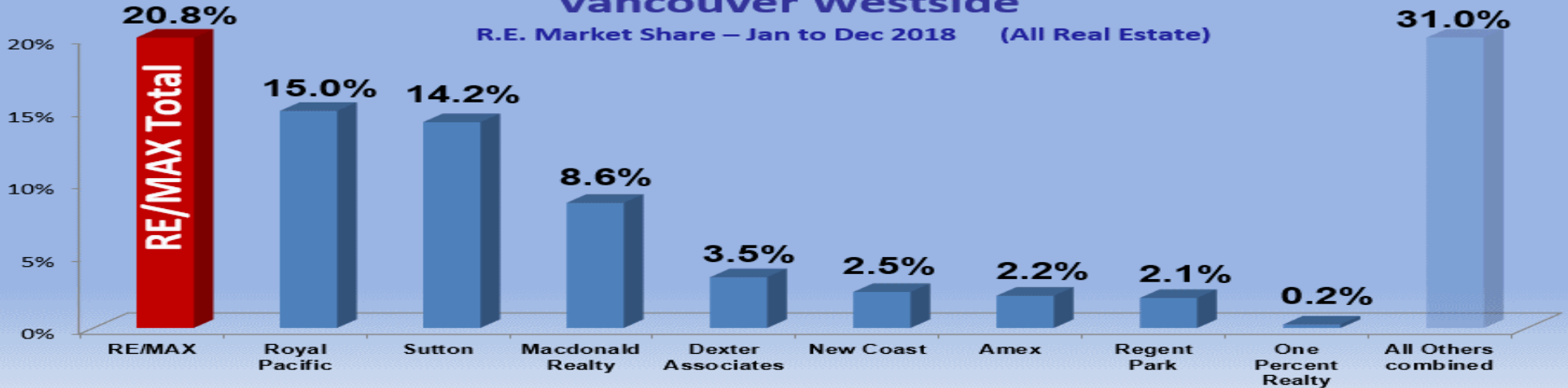


Market Analysis and Forecasting Sept 1/19 Vancouver Westside

## #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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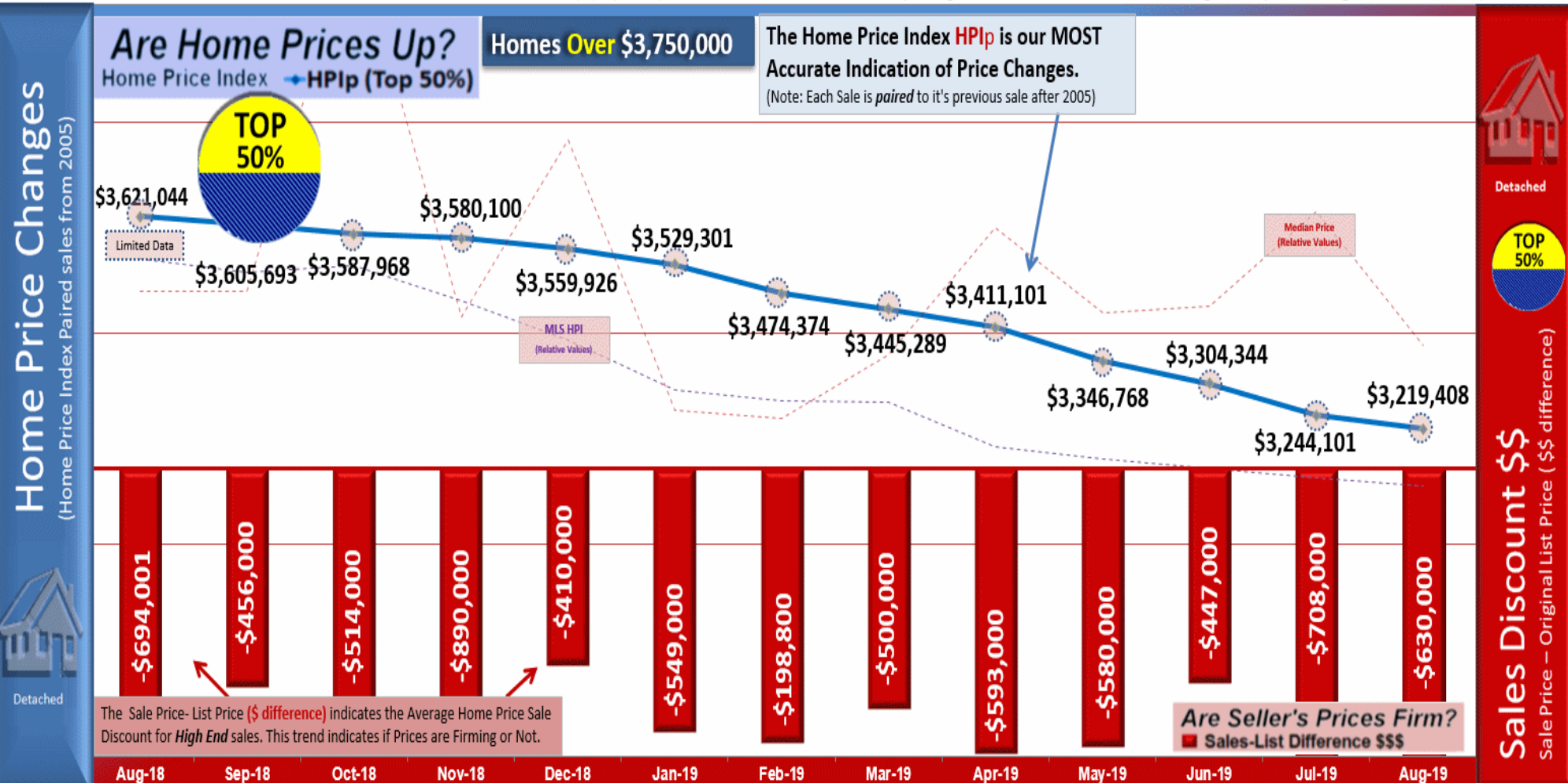
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detached homes



## 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)



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



Detached



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

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

Homes Over \$3,750,000

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 \$\$\$

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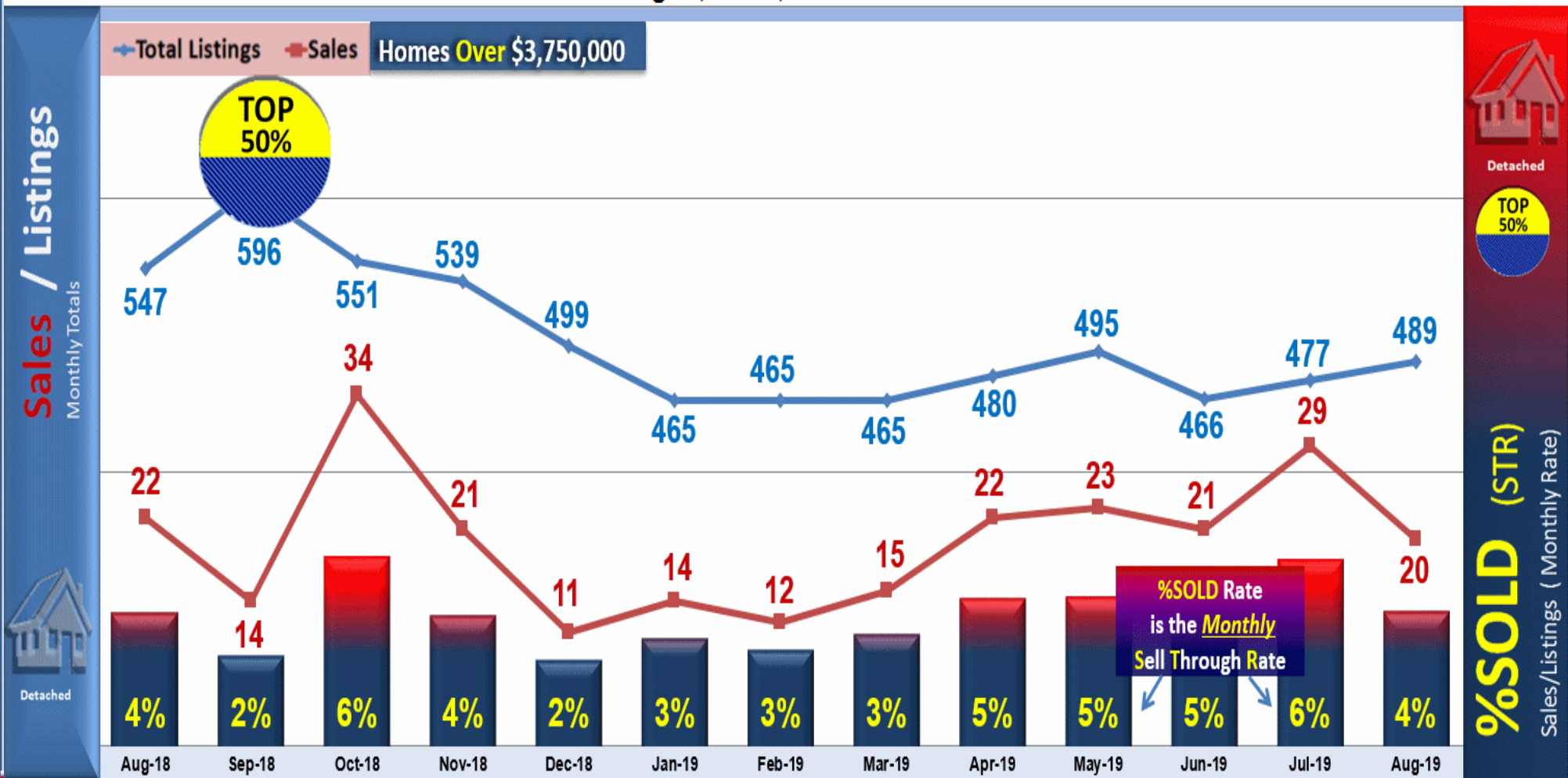
RE/MAX Statistics, on the Web!

detached homes



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

Detached Vancouver Westside 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 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)

Are Home Prices Up?

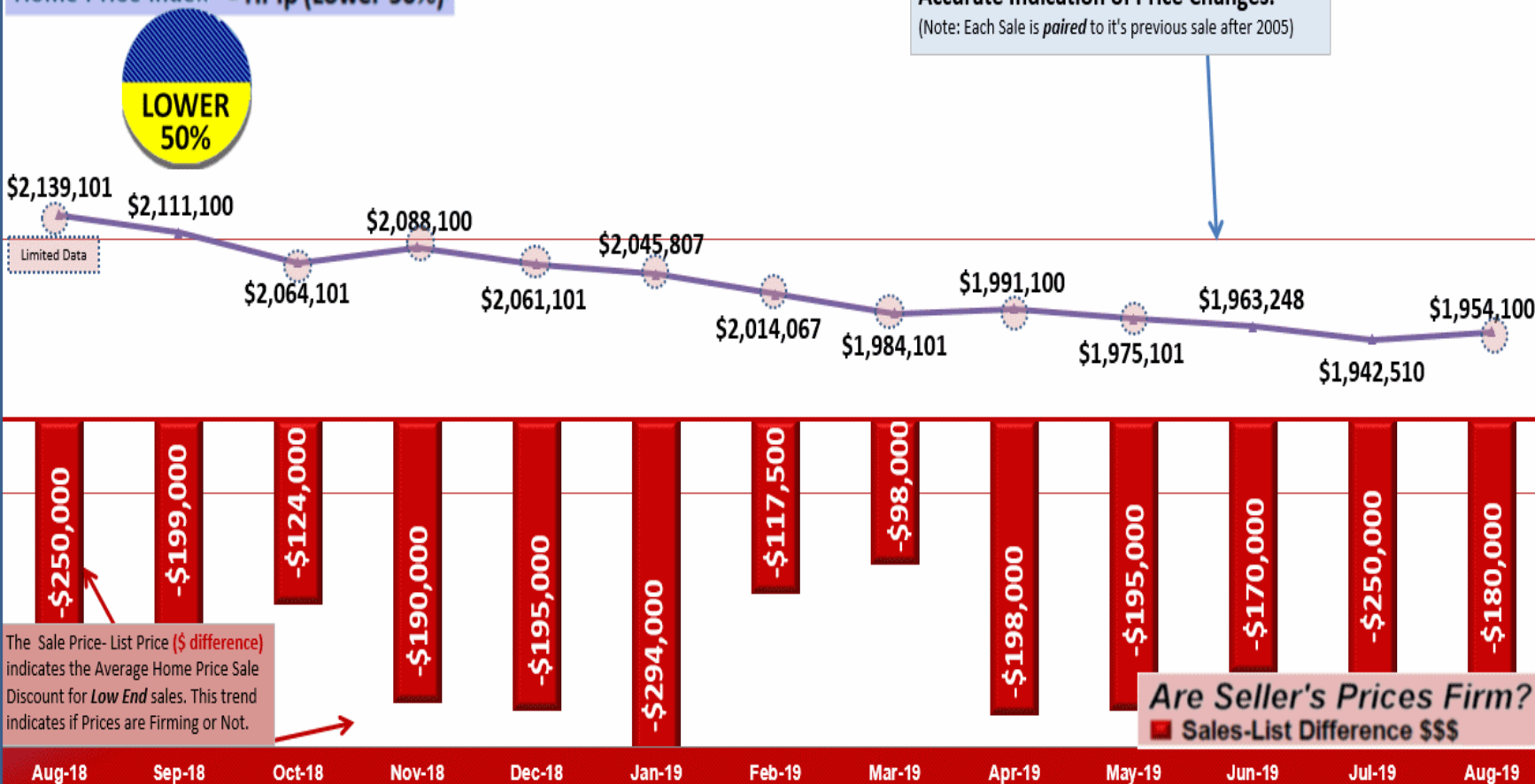
Home Price Index → HPIp (Lower 50%)

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)

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



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Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached



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



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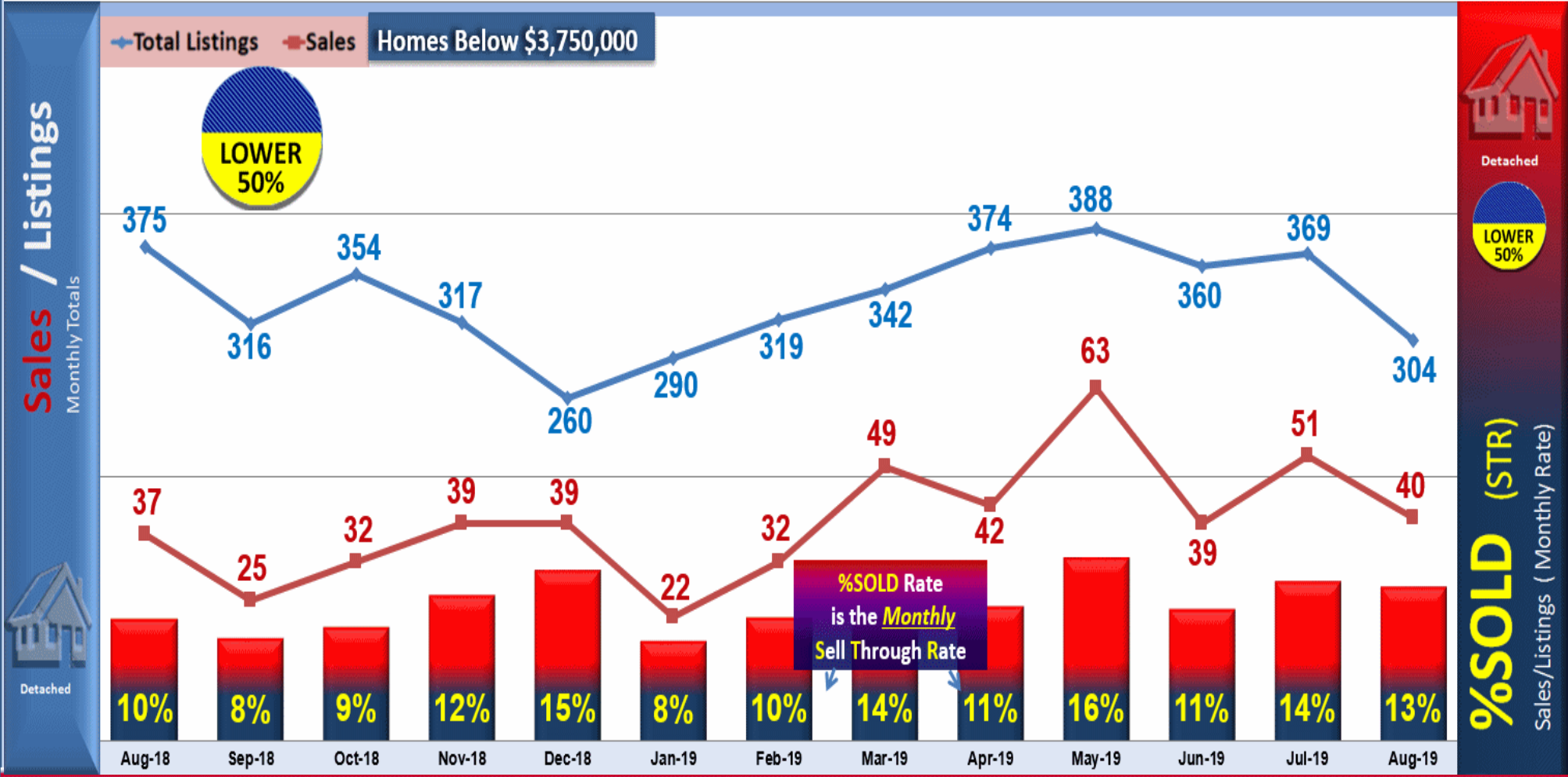
RE/MAX Statistics, on the Web!

detached homes



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

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



Sales / Listings  
Monthly Totals



Detached

LOWER 50%

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

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detached homes

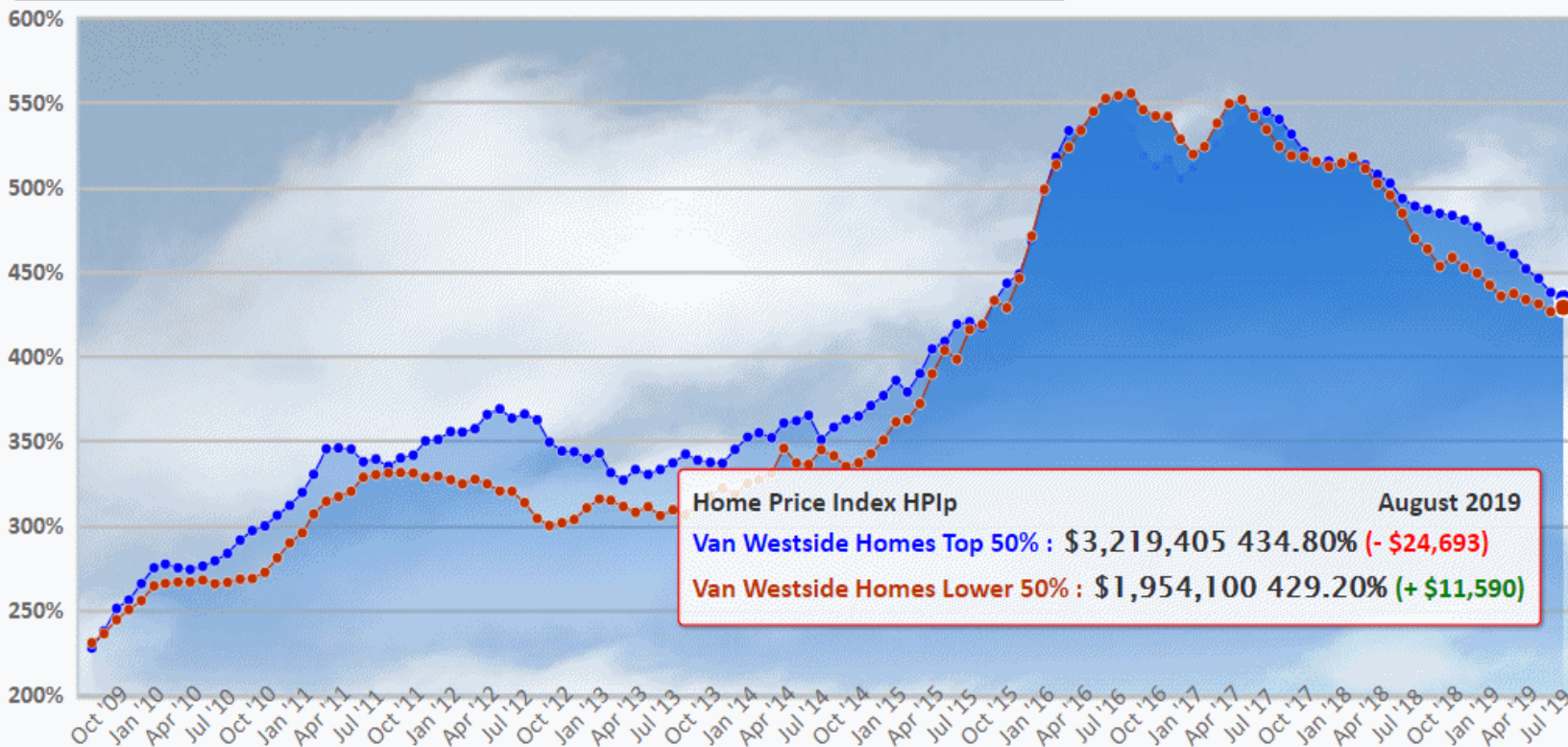


## Market Analysis and Forecasting Sept 1/19 Vancouver Westside

Powered by the Greater Vancouver Market Reports HPIp



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



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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produced for: **Steve Burk**



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

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

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes \$\$

年終住房價格變動  
年終住房價格變動

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) 迄于今年价格变动 (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							Detached
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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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes

## 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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produced for: **Steve Burk**



## 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.

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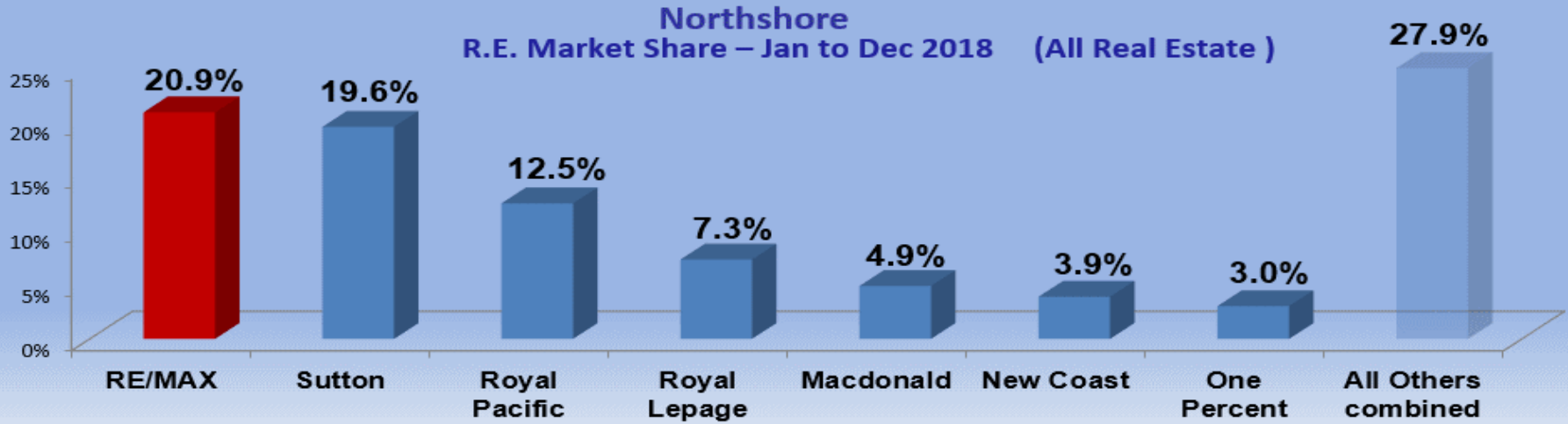
detached homes



Market Analysis and Forecasting

Sept 1/19 West Vancouver

## # the RE/MAX Market Share Reports



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



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detached homes



## Market Analysis and Forecasting

Sept 1/19 West Vancouver

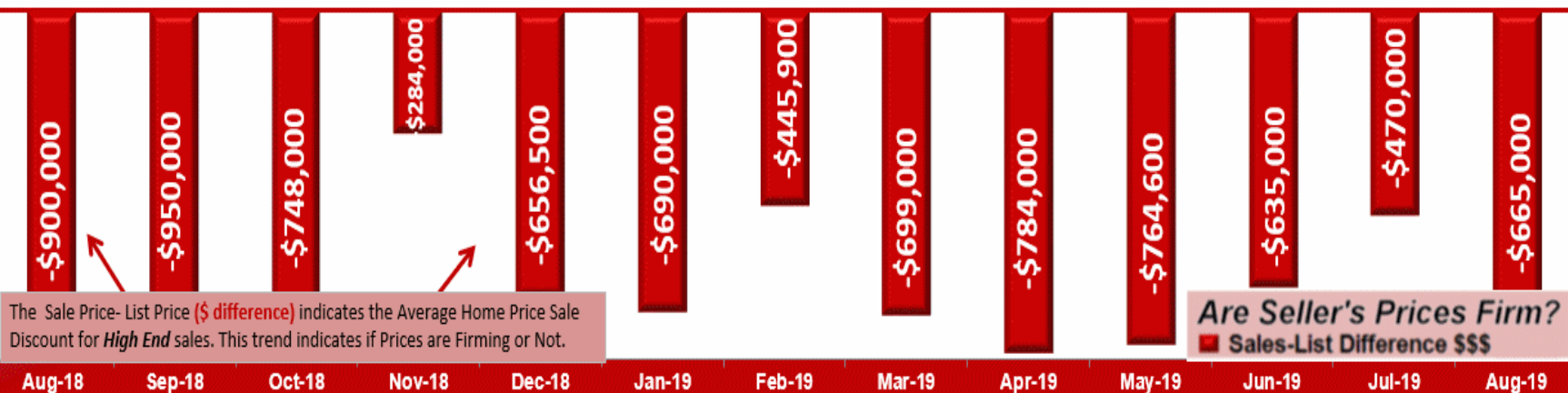
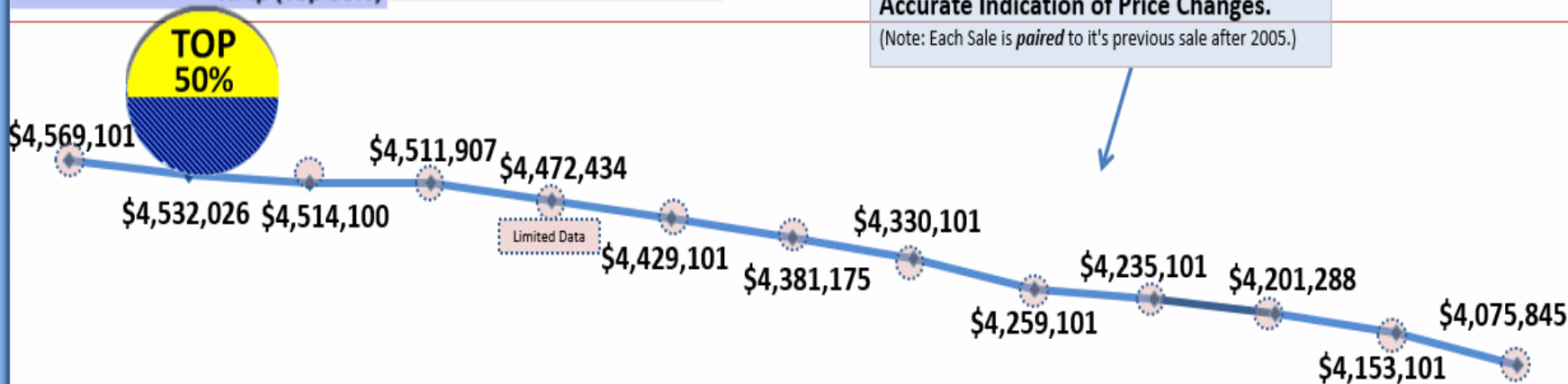
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Are Home Prices Up?  
Home Price Index → HPIp (Top 50%)

Homes Over \$3,000,000

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Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Detached



Detached



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



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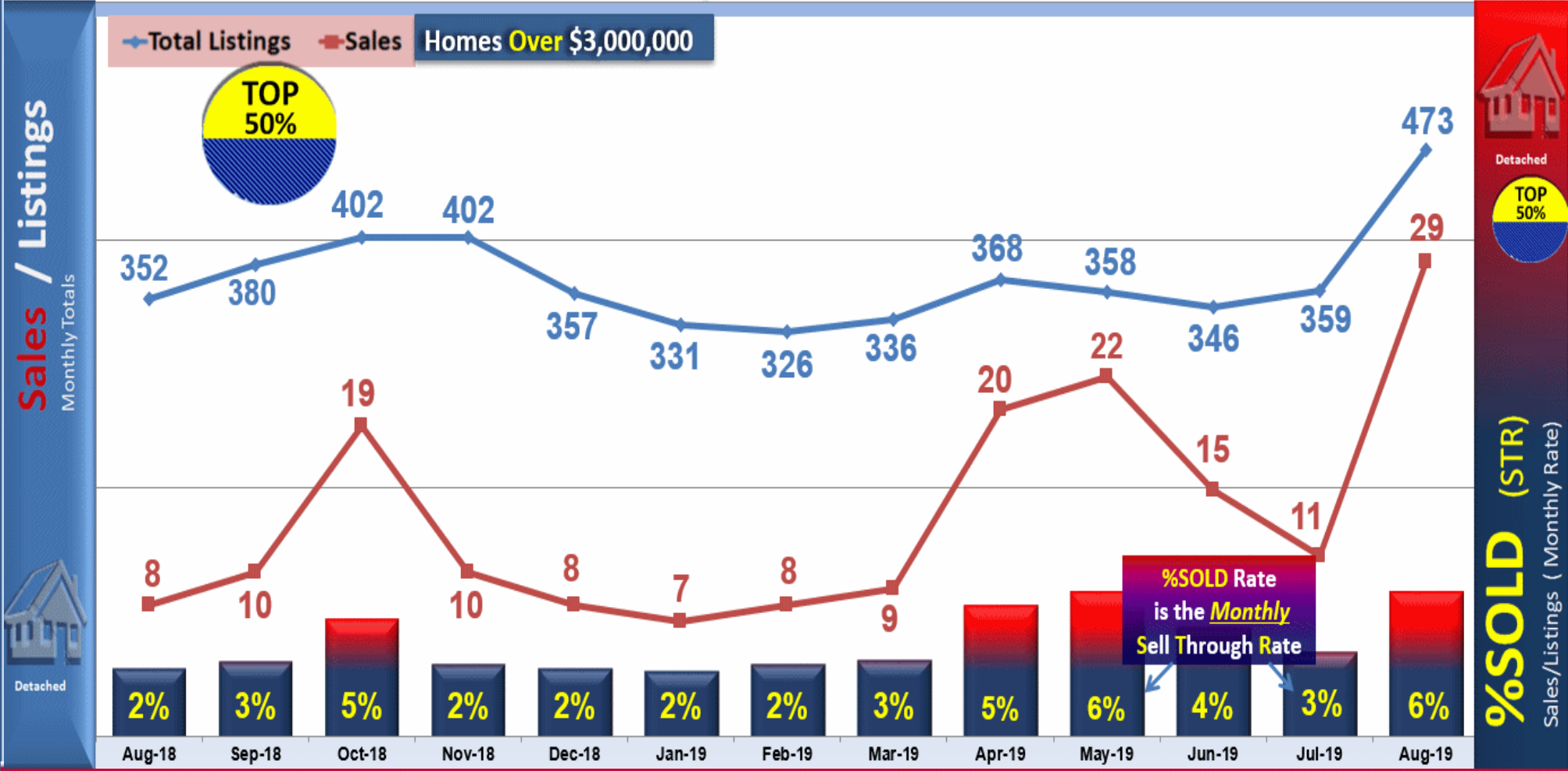
detached homes



## Market Analysis and Forecasting

Sept 1/19 West Vancouver

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



Sales / Listings  
Monthly Totals



Detached  
TOP 50%

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

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detached homes



## Market Analysis and Forecasting

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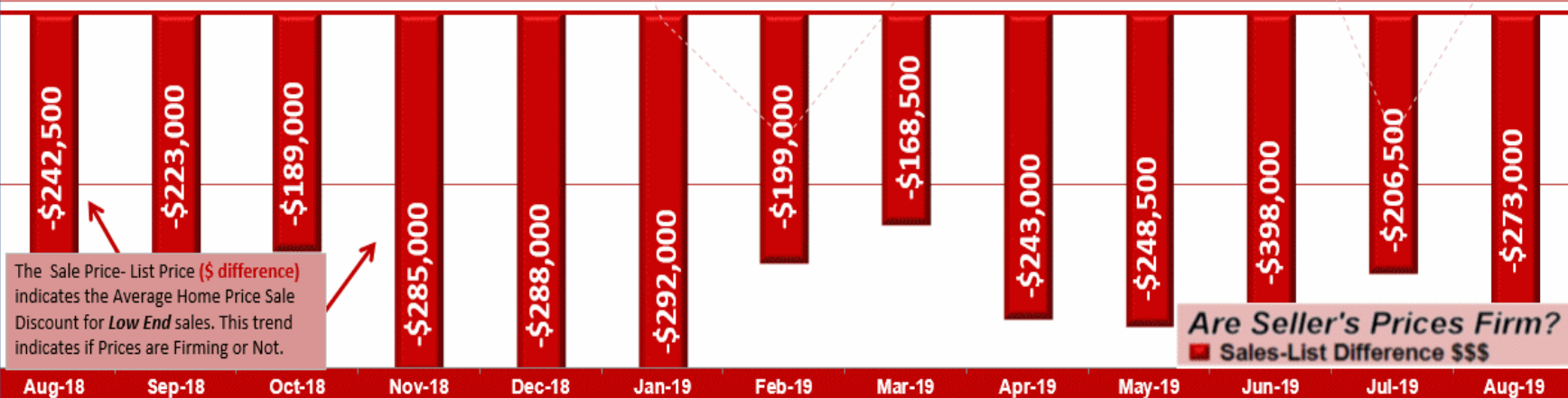
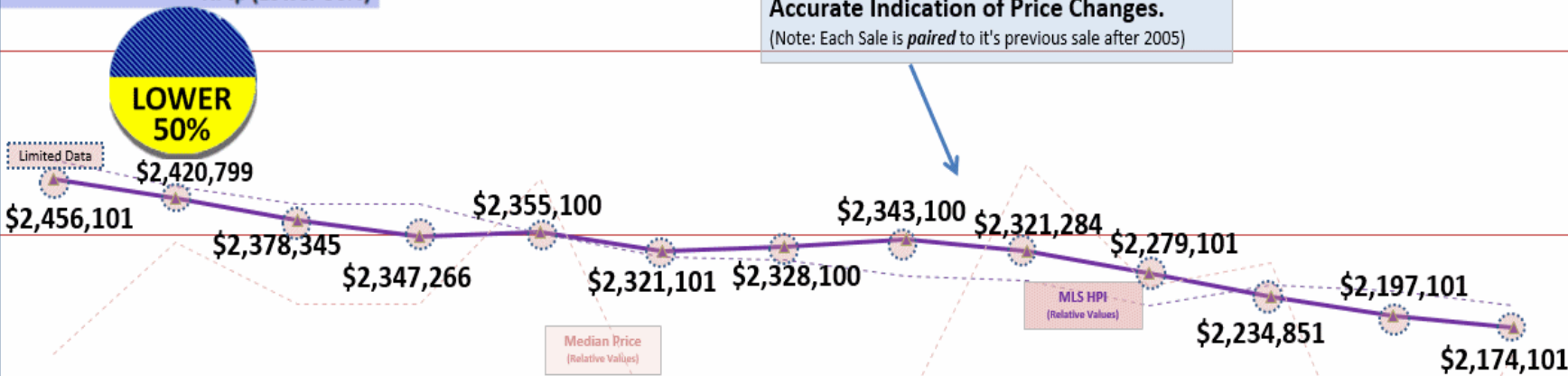
### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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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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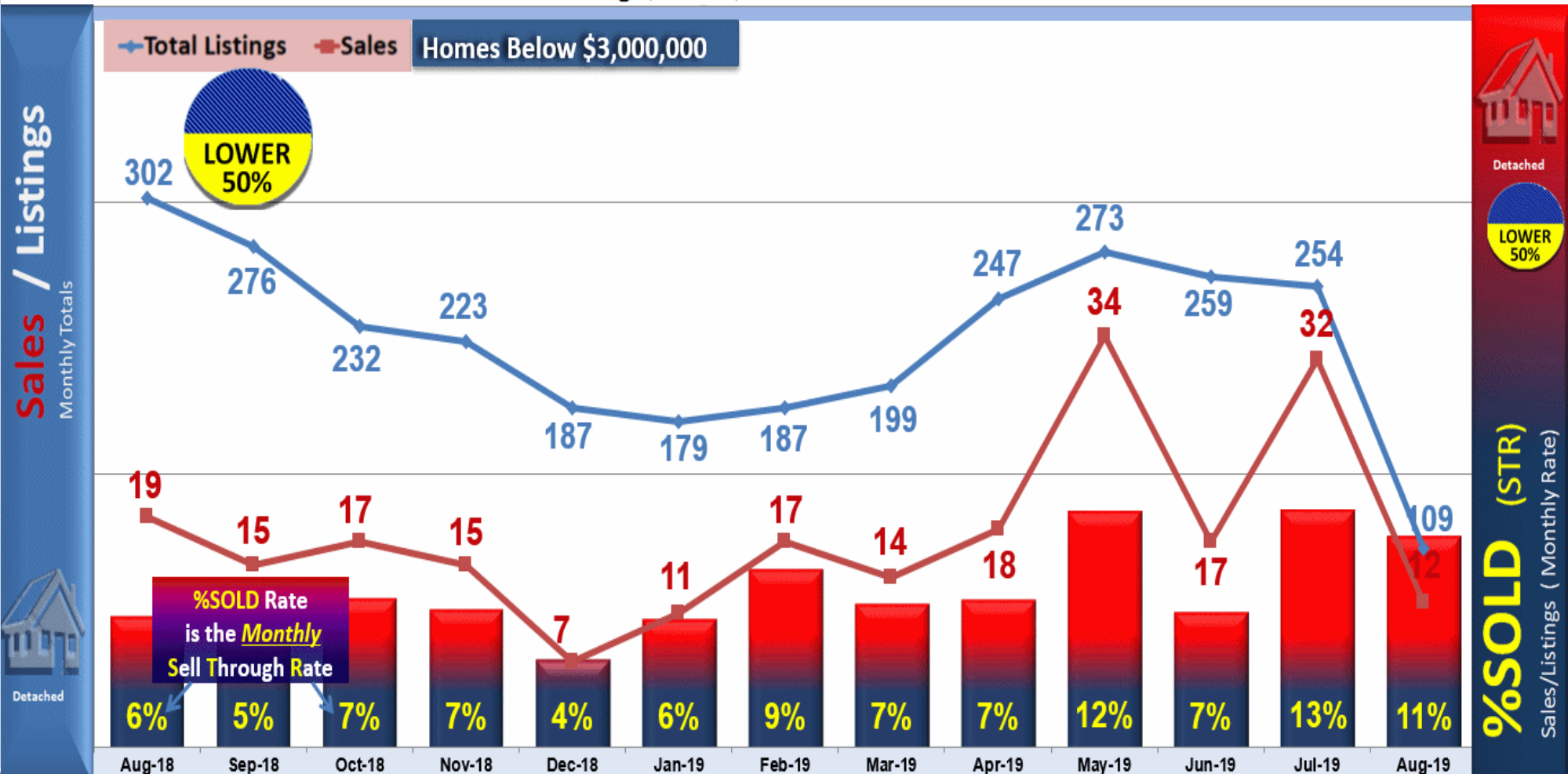
detached homes



## 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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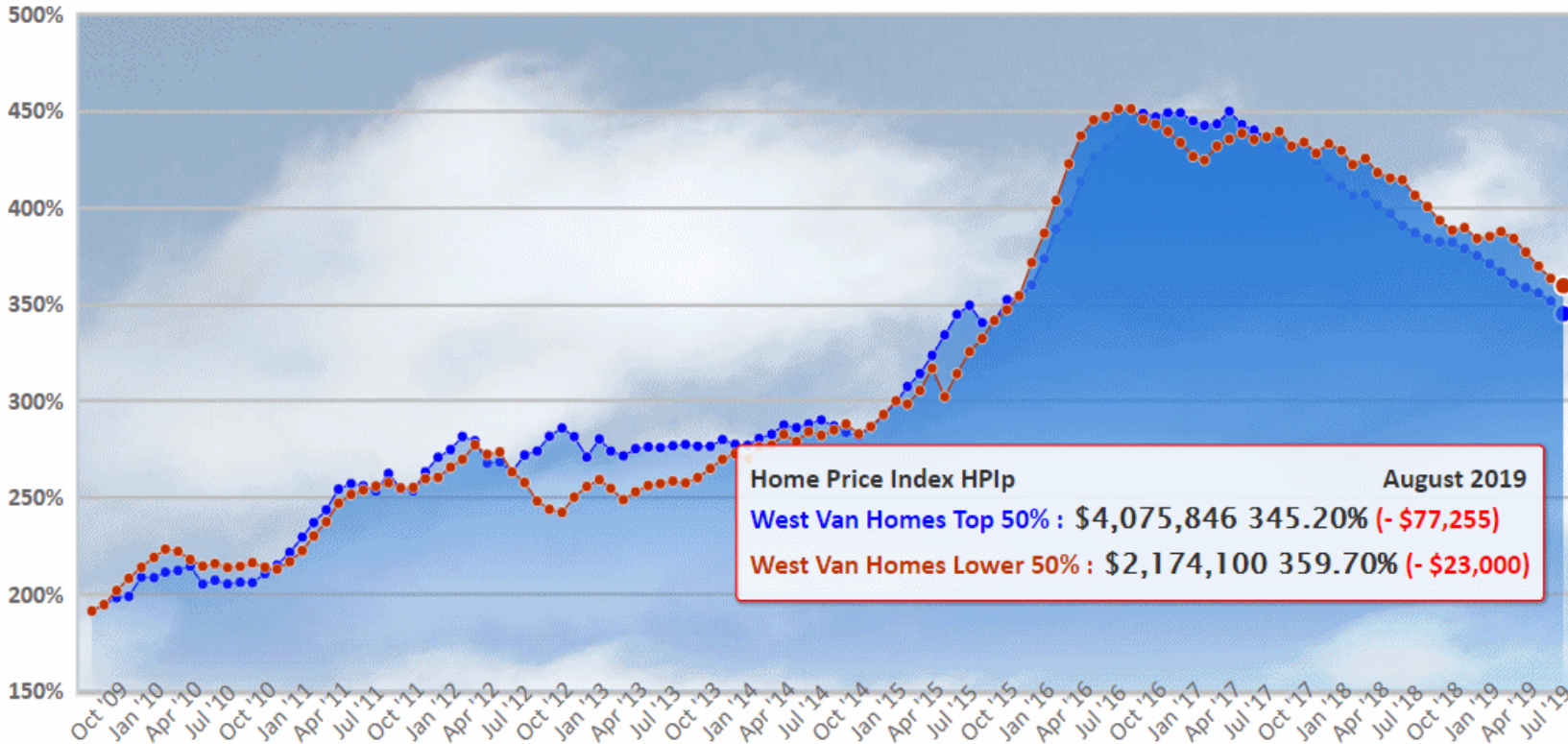
Market Analysis and Forecasting

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

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Highcharts.com

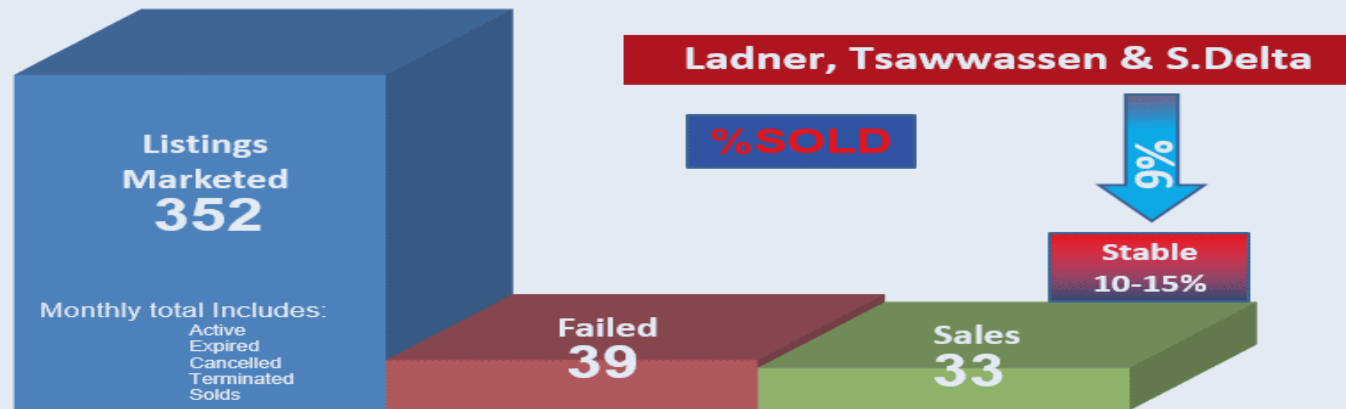


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## Monthly Market Activity - Aug 2019 Single Family



### Sept 1 2019 Ladner, Tsawwassen & S. Delta Market Update (detached)

**Current:** Ladner, Tsawwassen and S. Delta residential detached housing market has a **9 %SOLD** rate making it a Buyers Market. (This means 9 homes out of 100 sold last month with an average **\$44,500** Discount from the original list price).

**Most Active Price Range:** Homes between \$1 mill.-\$1.2 mill. have **17.1 %SOLD** rate.

**Least Active Price Range:** Homes above \$1.8 mill. have **0 %SOLD** rate.

**History:** Ladner, Tsawwassen and S. Delta Year-To-Date RMR HPI\* shows that prices decreased \$101,000.

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



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



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

Ladner, Tsawwassen & S.Delta List Price Ranges Statistics - Aug 2019

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	99	15	32	96%	-\$29,000	15.2%	
\$1,000,001-\$1,200,000	76	13	56	96%	-\$48,000	17.1%	↑
\$1,200,001-\$1,400,000	69	4	48	97%	-\$41,000	5.8%	↓
\$1,400,001-\$1,800,000	43	1	38	92%	-\$125,000	2.3%	↓
\$1,800,001 and more	65	0				0.0%	↓
<b>Total Activity</b>	<b>352</b>	<b>33</b>	<b>44</b>	<b>96%</b>	<b>-\$44,500</b>	<b>9%</b>	↓

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

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	347	365	352		-13	↓
Active Listings (1st of the month)	296	307	282	280	-2	↓
Solds	29	41	33		-8	↓
Days on Market (DOM)	64	31	44		13	↑
%SOLD (Sales/Listings /mthly rate)	9.8%	11.2%	9.4%		-1.9%	↓
Home Price Index	\$1,087,100	\$988,101	\$986,100		-\$2,001	↑



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

Ladner, Tsawwassen & S.Delta Sub areas Statistics - Aug 2019 Detached						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Delta Manor	6	0				0%
East Delta	2	0				0%
Hawthorne	42	3	37	97%	-\$38,000	7%
Holly	22	5	51	97%	-\$28,000	23%
Ladner Rural	19	0				0%
Ladner Elementary	18	2	51	97%	-\$31,750	11%
Neilsen Grove	18	3	25	96%	-\$26,900	17%
Port Guichon	8	0				0%
Westham Island	2	1	6	94%	-\$64,000	0%
Boundary Beach	22	5	36	97%	-\$33,000	23%
Beach Grove	25	0				0%
Cliff Drive	55	7	39	95%	-\$50,000	13%
Tsawwassen Central	40	1	73	90%	-\$92,200	3%
English Bluff	18	0				0%
Pebble Hill	39	4	66	92%	-\$105,000	10%
Tsawwassen East	16	2	94	96%	-\$49,000	13%
<b>Total Activity</b>	<b>352</b>	<b>33</b>	<b>44</b>	<b>96%</b>	<b>-\$44,500</b>	<b>9%</b>



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

produced for: **Steve Burk**





## Next Months Market Forecast

**Forecast:** Ladner, Tsawwassen and S. Delta have 280 homes for sale and with the **9 % SOLD** monthly rate gives us ~11 months of inventory. 26% of the active listings have reduced their price by \$50,788 on average or \$48,900 median in 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.

Raw Data collected from the Real Estate Boards: FVREB - REBGV - CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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produced for: **Steve Burk**

# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes

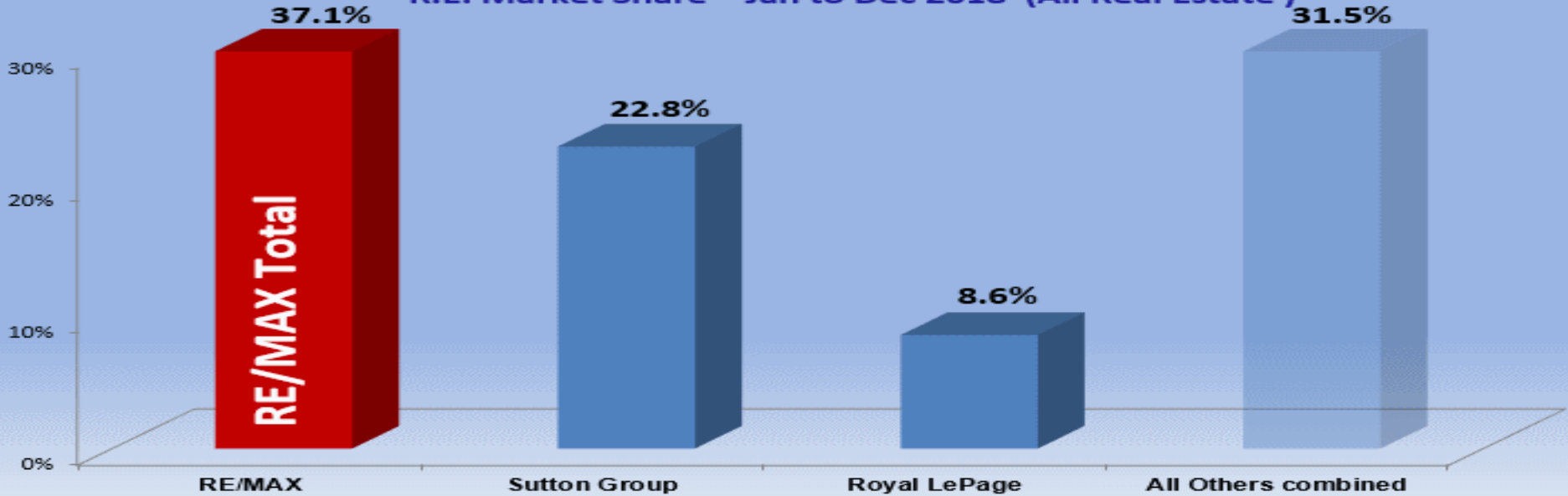


Market Analysis and Forecasting

Sept 1/19 Ladner, S. Delta

## the RE/MAX Market Share Reports

Ladner / Tsawwassen / Delta  
R.E. Market Share – Jan to Dec 2018 (All Real Estate)



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

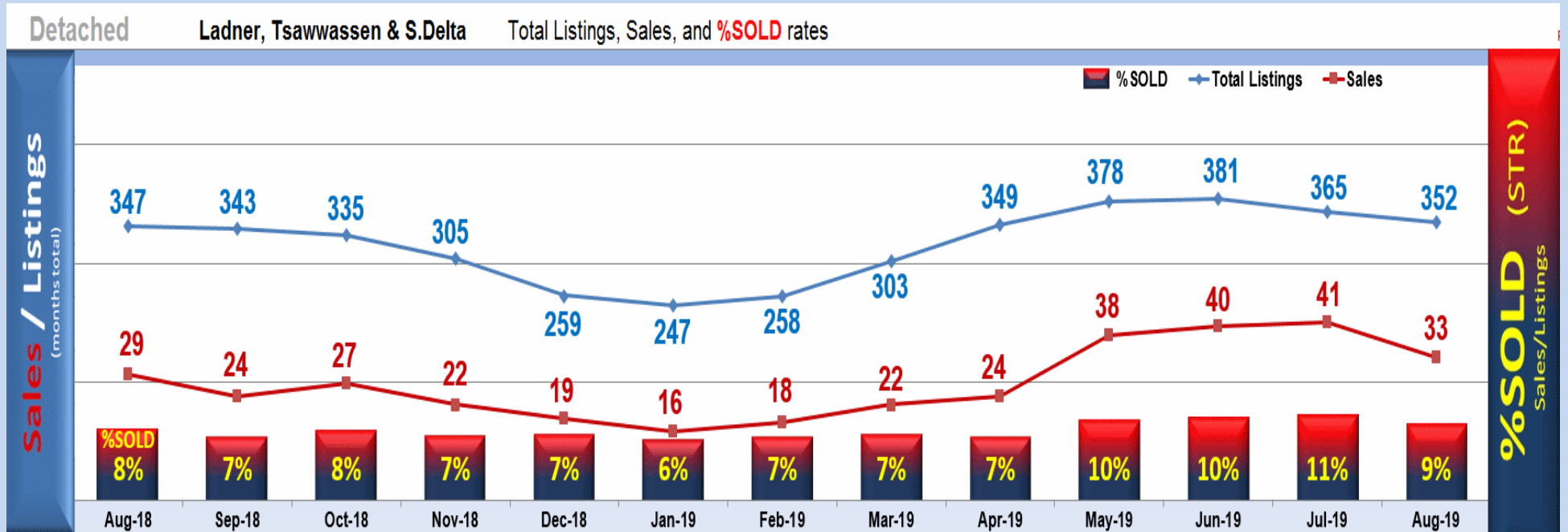


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produced for: **Steve Burk**



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

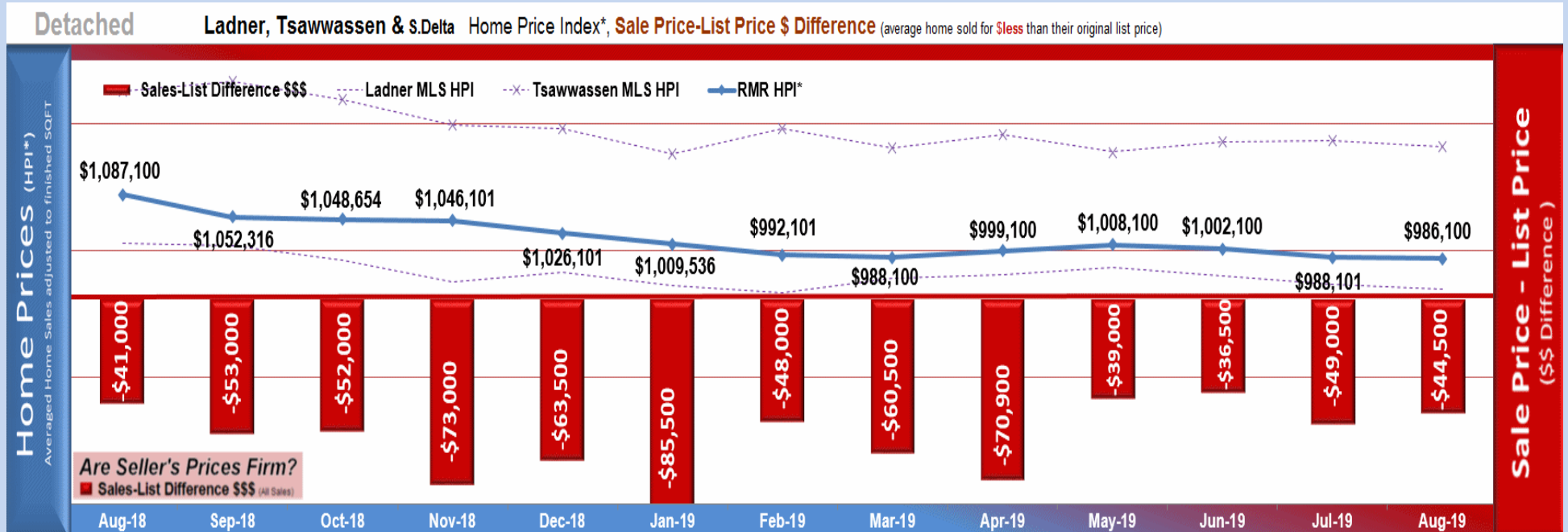


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produced for: **Steve Burk**



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



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produced for: **Steve Burk**



Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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

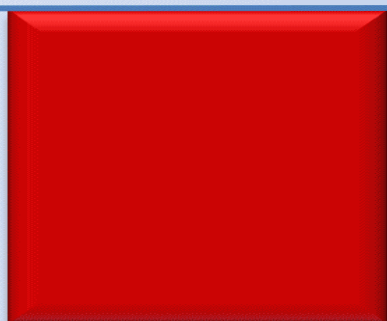
溫哥華市中心房地產價格變動 / 溫哥華市中心房地產價格變動

Housing Types: Year-To-Date 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)



(\$155,762)

-9.2%

High End Condos

高档独立屋



(\$70,827)

-10.4%

Low End Condos

低端独立屋



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



年終住房價格變動  
年終住房價格變動

YTD Home Price Changes \$\$\$

年終住房價格變動  
年終住房價格變動

YTD Home Price Changes %%

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

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produced for: Steve Burk

# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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

Vancouver Downtown Sub areas Statistics - Aug 2019 - Attached						
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.

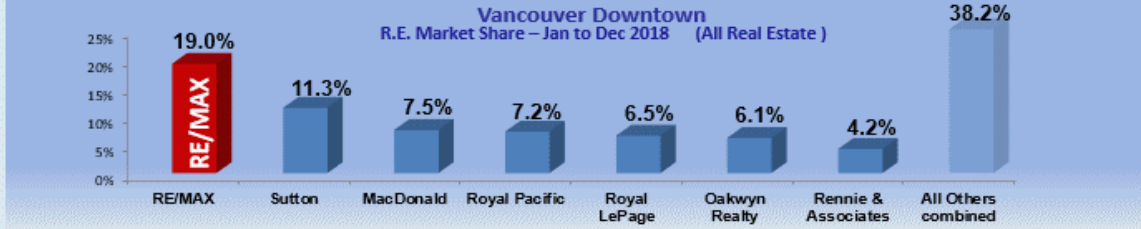
\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**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.

Vancouver Downtown List Price Ranges Statistics - Aug 2019							Attached
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 /mnlthly 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 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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produced for: **Steve Burk**

# #1 RE/MAX Market Reports

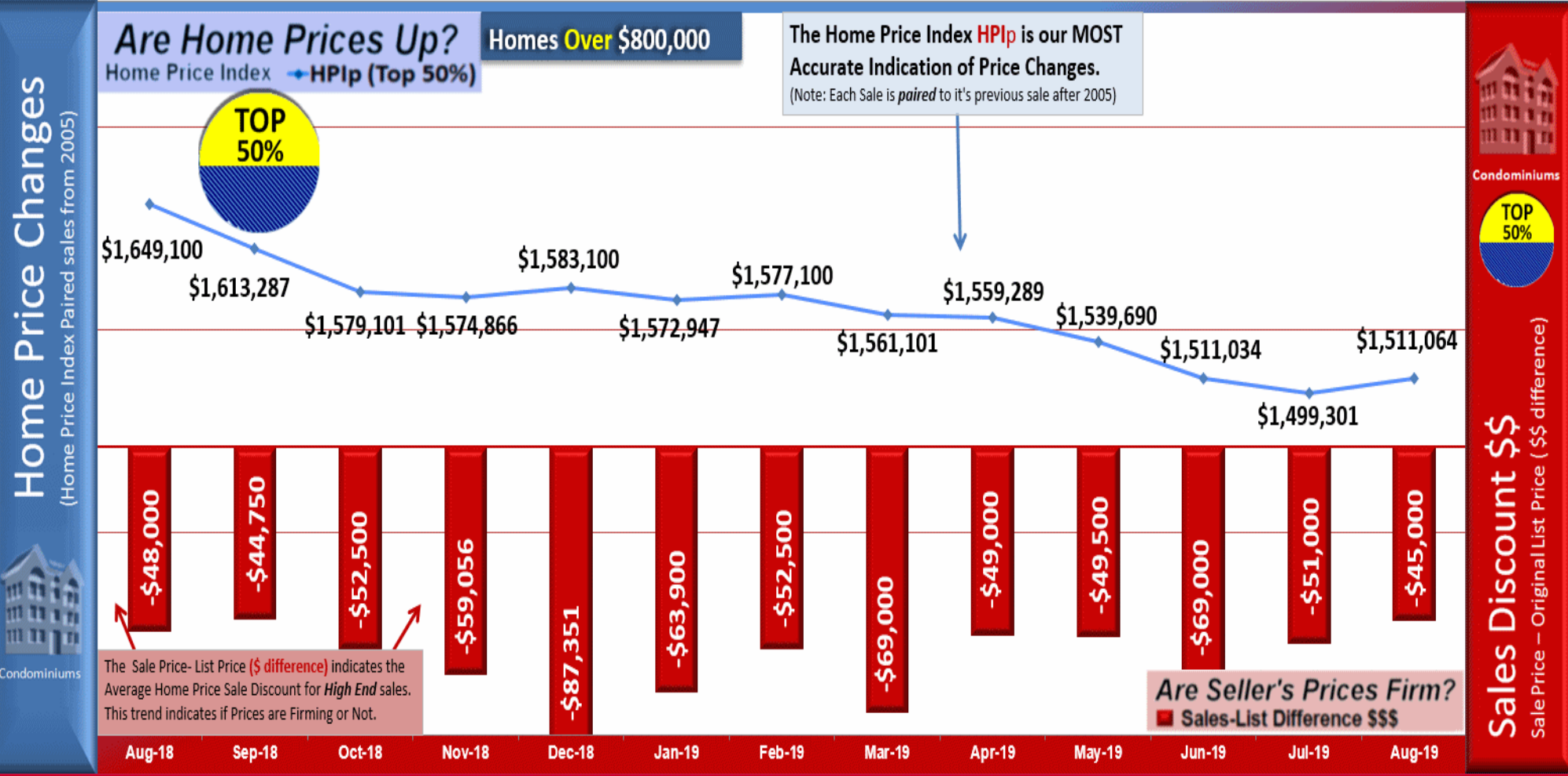
RE/MAX Statistics, on the Web!

attached homes



## 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)



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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

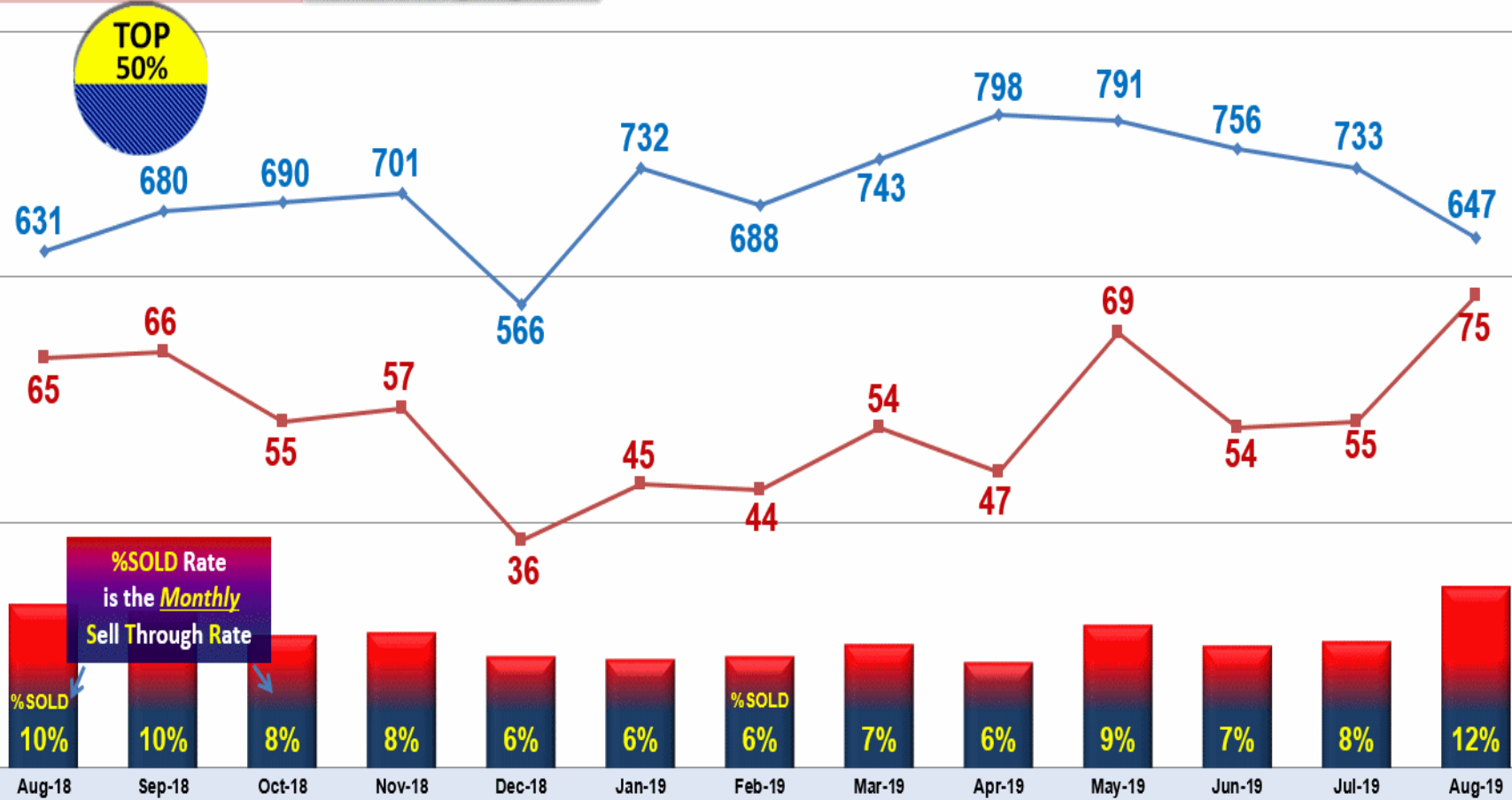


## Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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

Sales / Listings  
Monthly Totals

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



Attached



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



Attached



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





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%)

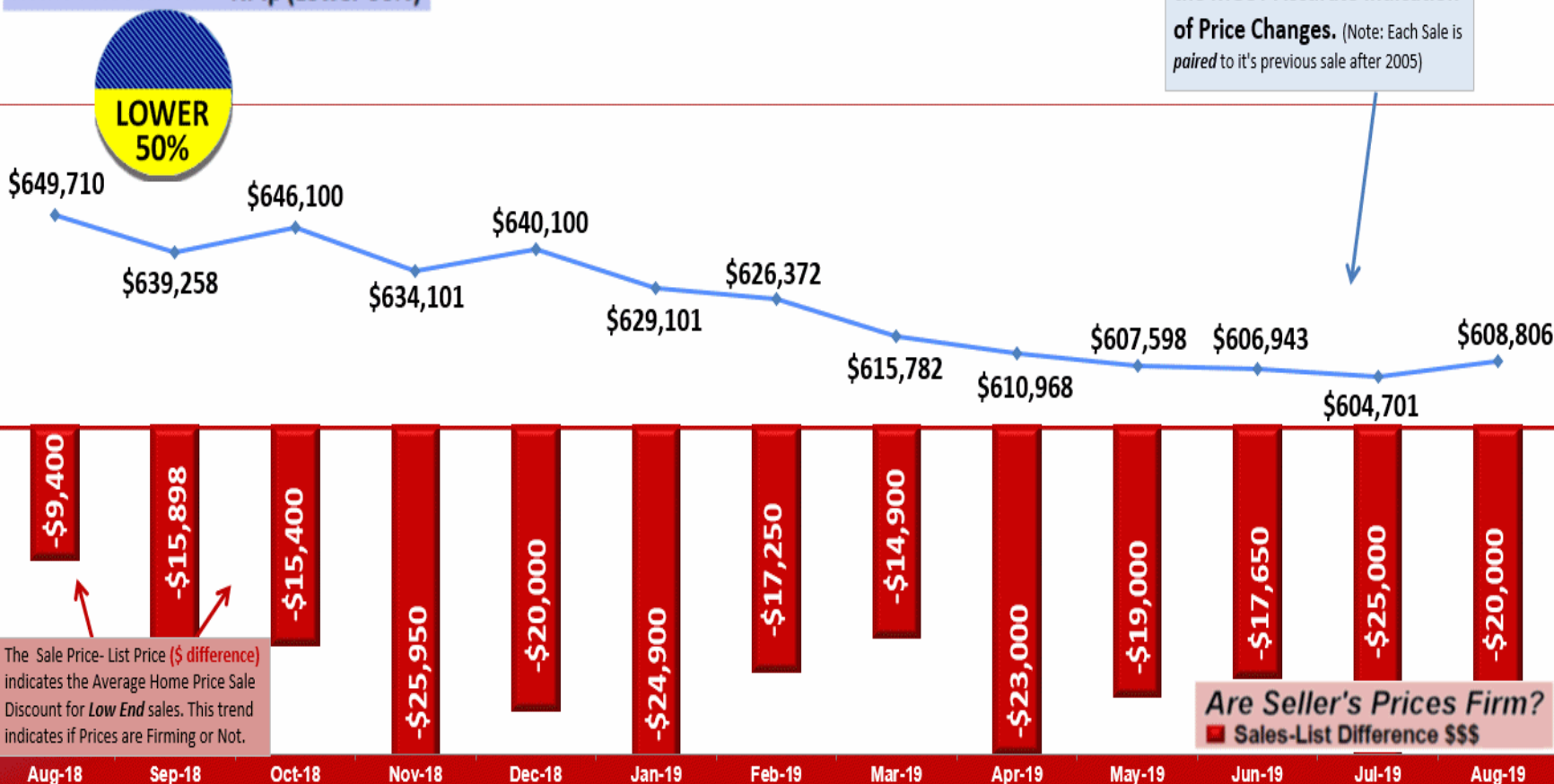
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes. (Note: Each Sale is paired to it's previous sale after 2005)



Condominiums



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



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

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

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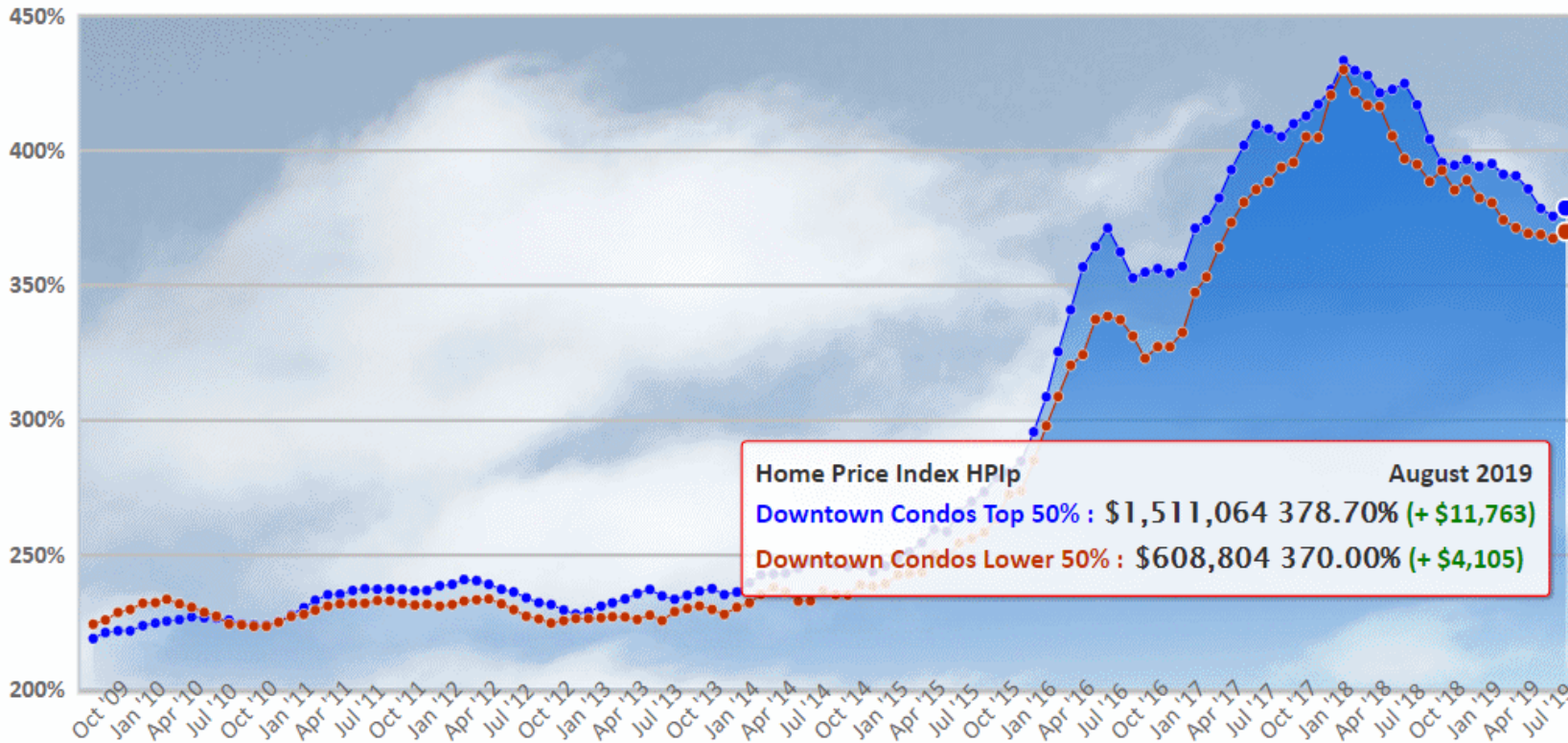




Market Analysis and Forecasting Sept 1/19 Vancouver Downtown

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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produced for: **Steve Burk**

# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



## 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:

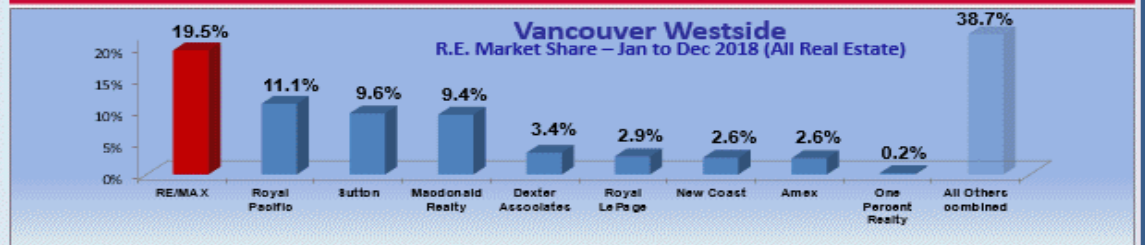
The last month Listing Inventory is 26% more than same month last year. We project Vancouver Westside to be a continued Stable market.

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.

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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## the RE/MAX Market Share Reports



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

# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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

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

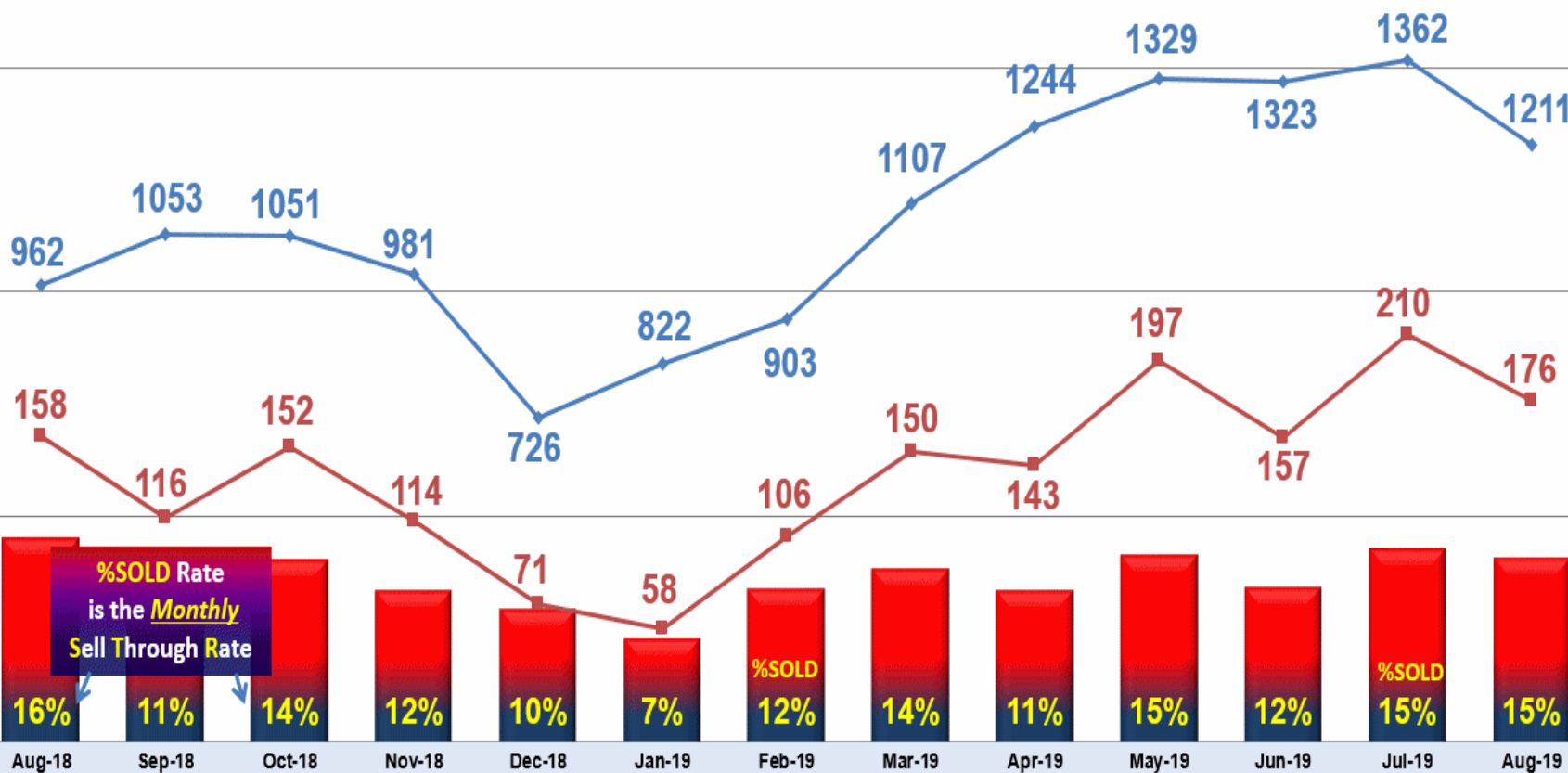
Sales / Listings  
Monthly Totals

◆ Total Listings ■ Sales



Attached

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



%SOLD Rate is the Monthly Sell Through Rate



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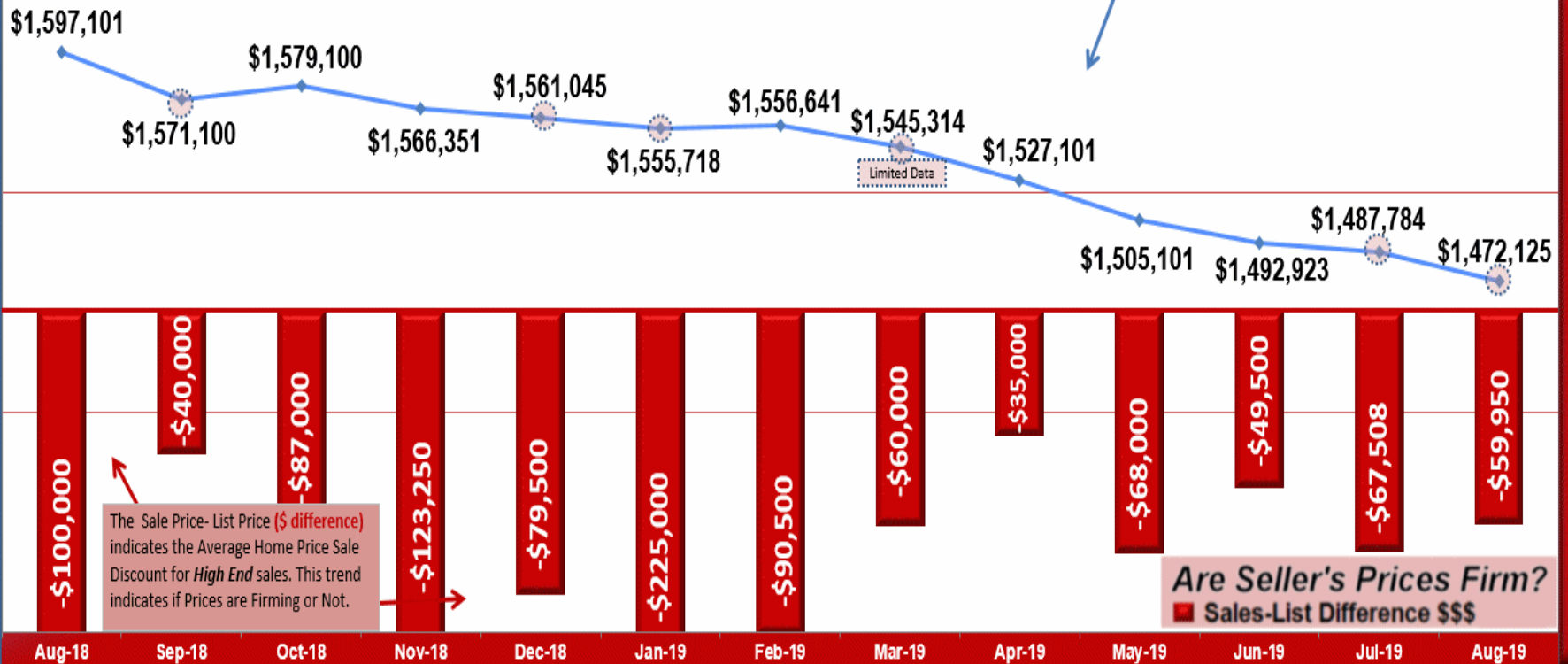


Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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

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

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



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

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

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



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

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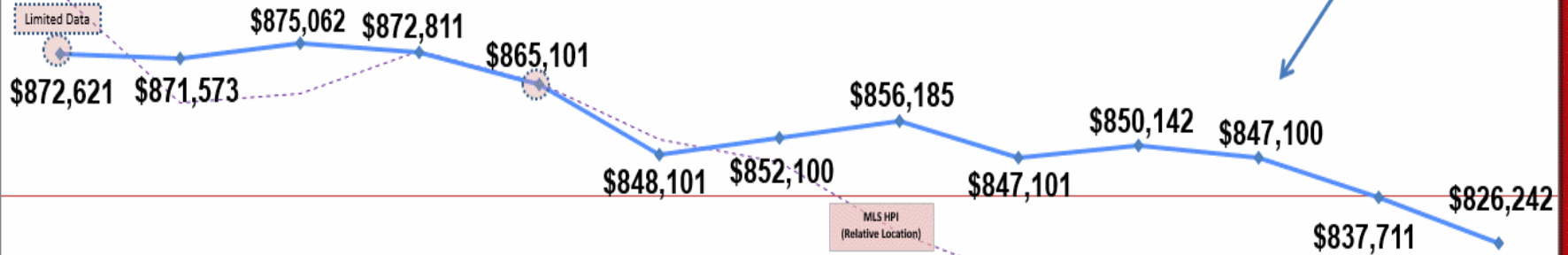
Market Analysis and Forecasting Sept 1/19 Vancouver Westside

Attached Vancouver West Side Townhouse Home Price Index HPI (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 → HPI (Lower 50%)

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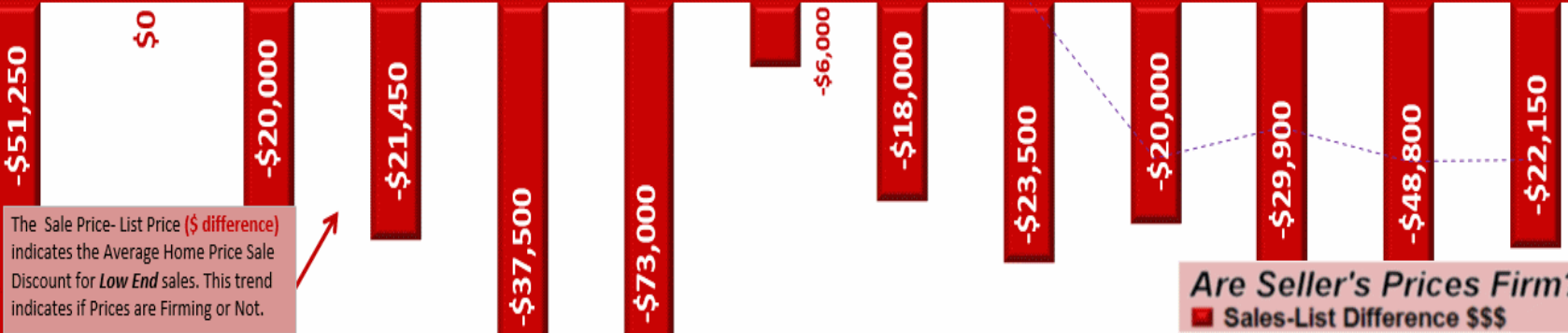
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Townhouses



Townhouses



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

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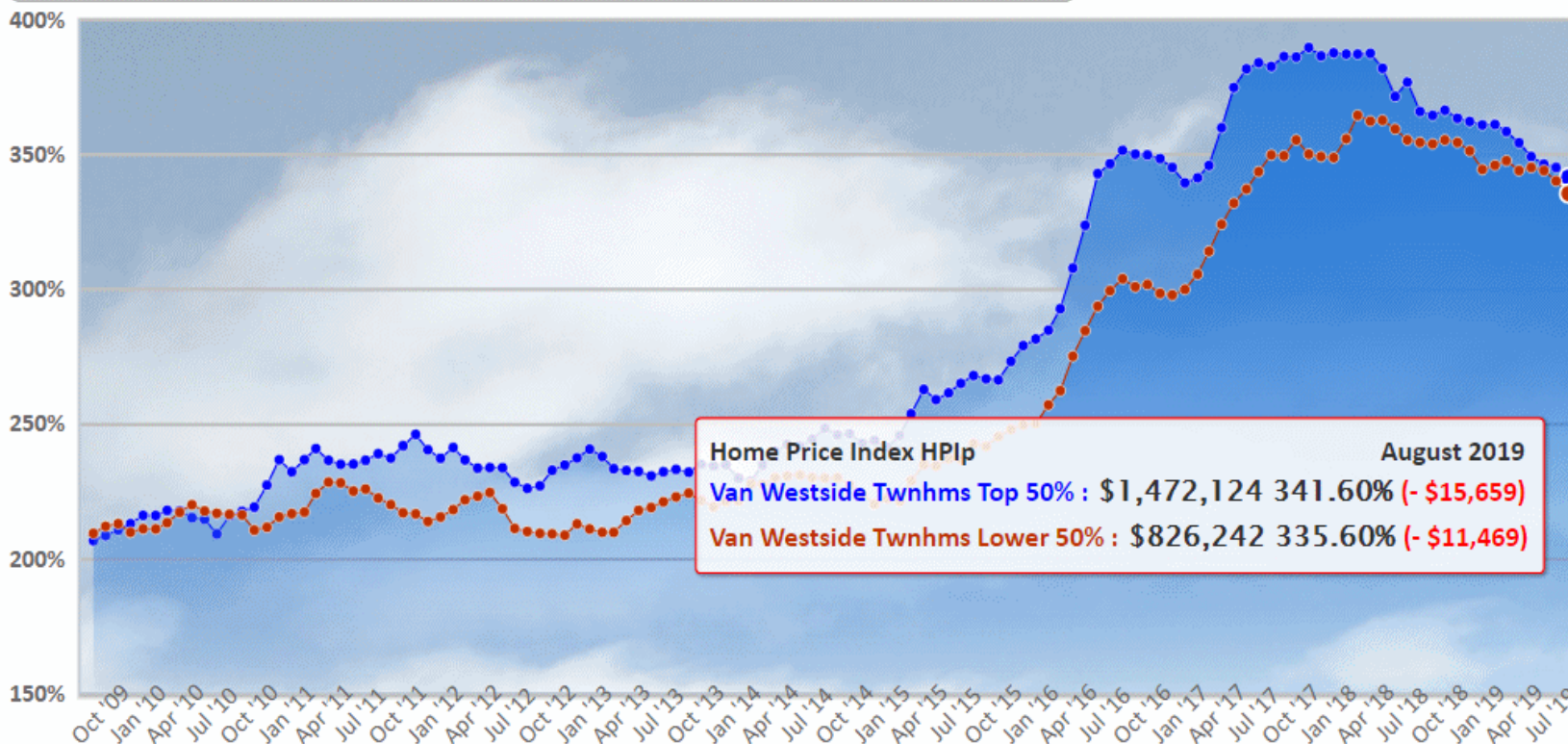
produced for: Steve Burk



Market Analysis and Forecasting Sept 1/19 Vancouver Westside

Powered by the Greater Vancouver Market Reports HPIp

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



Monthly Home values

Date	Value
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

<<< 1 2 3 >>>

Highcharts.com



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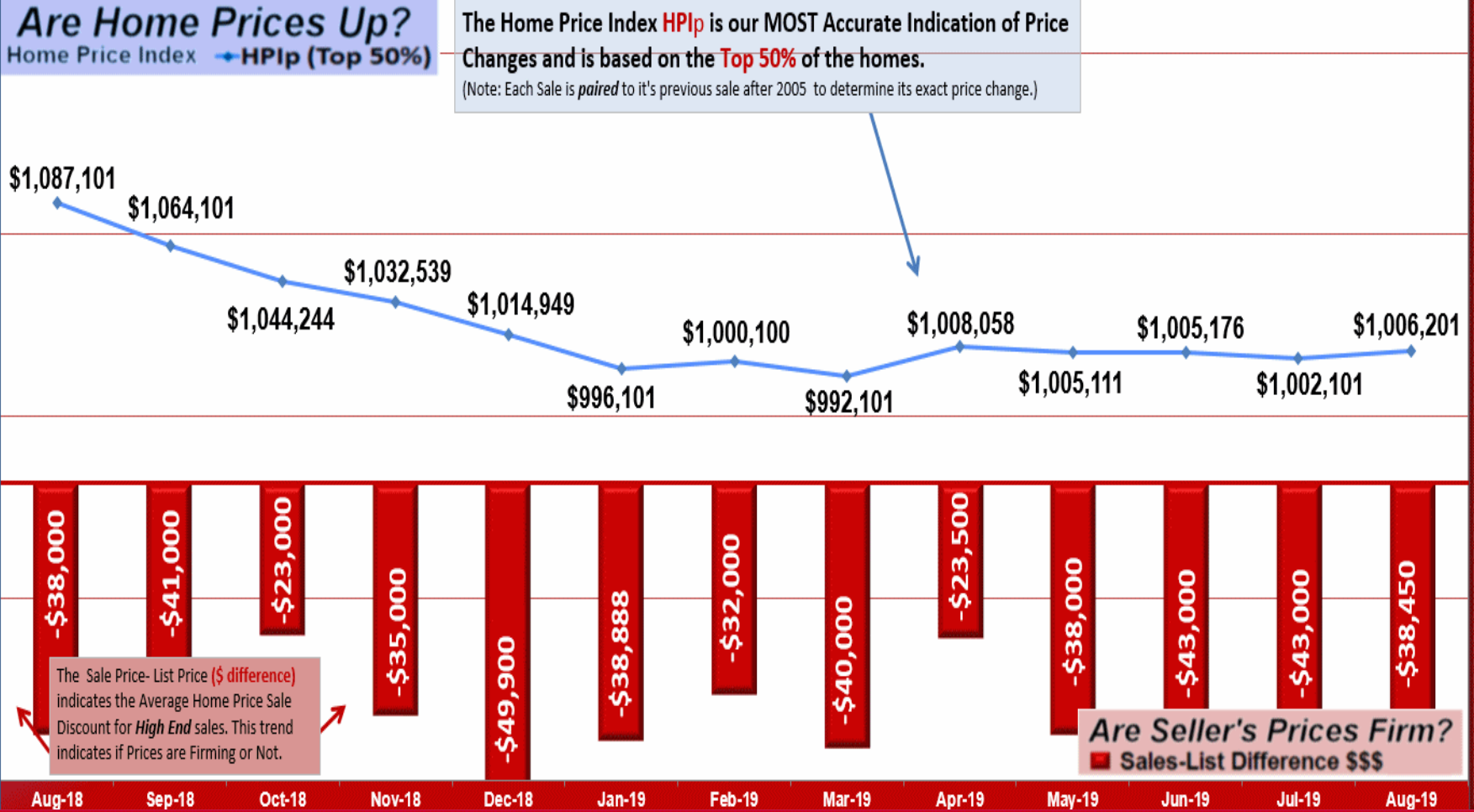
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Home Price Changes  
(Home Price Index Paired sales from 2005)



Condominiums

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



Condominiums

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Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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Home Price Changes  
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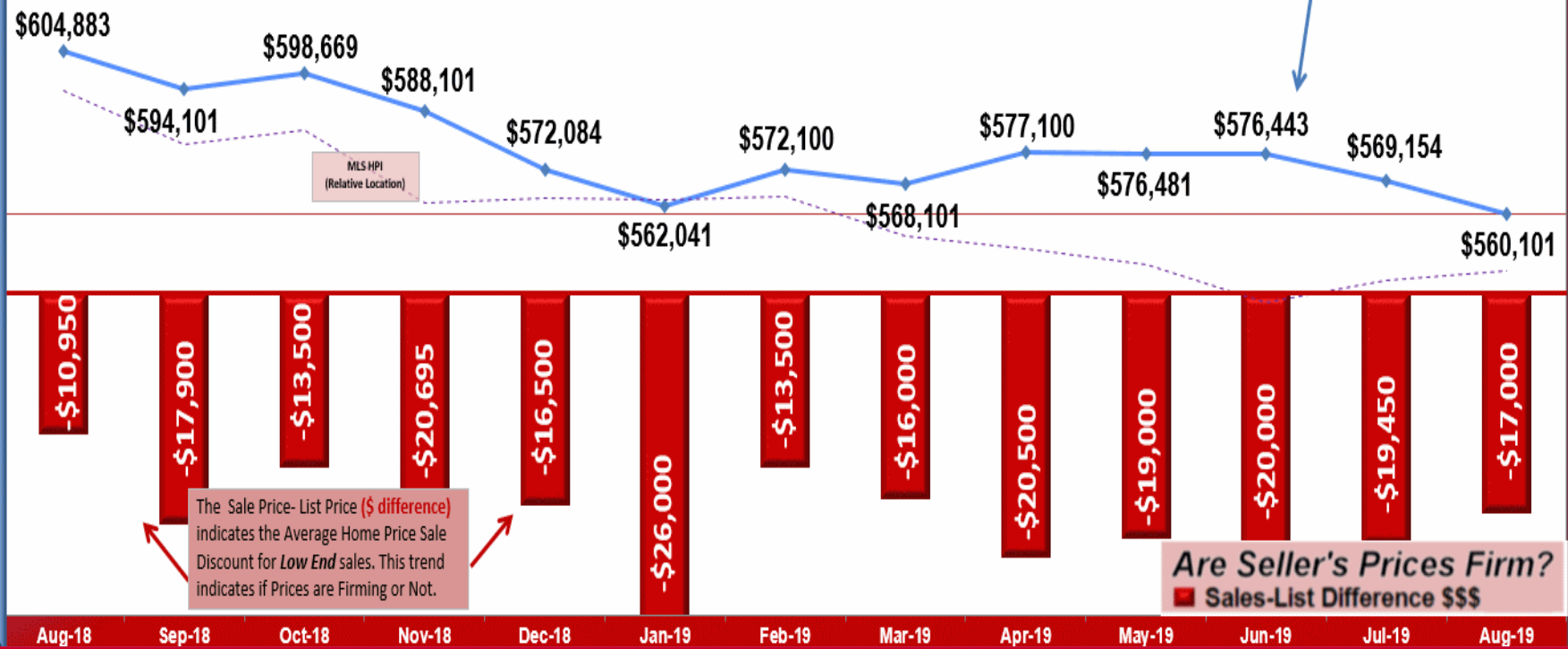


Condominiums

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

Are Home Prices Up?  
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Sales-List Difference \$\$\$



Condominiums

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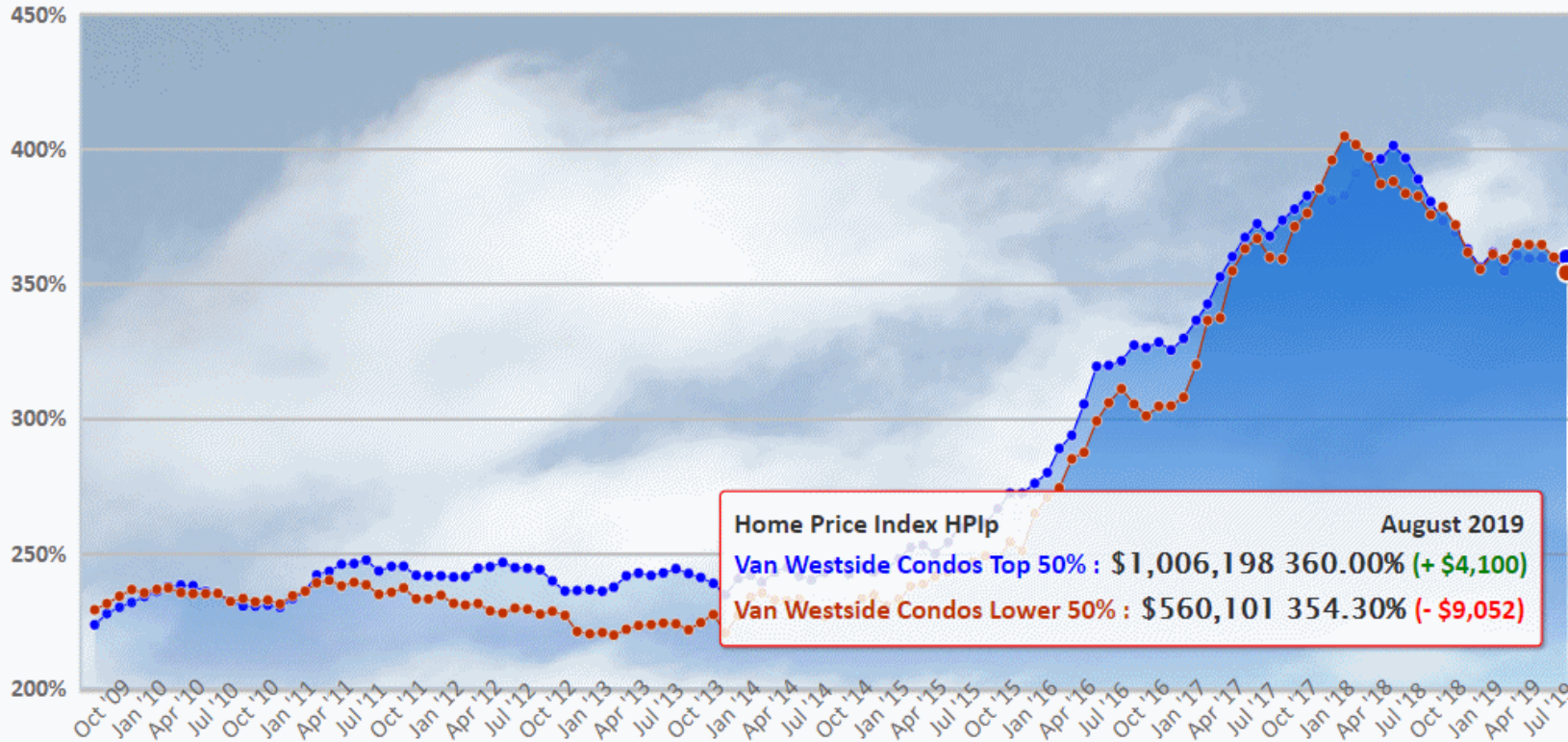


Market Analysis and Forecasting Sept 1/19 Vancouver Westside

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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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

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



North Vancouver Sub areas Statistics - Aug 2019						
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Boulevard	0	0				0.0%
Blueridge NV	3	1	48	96%	-\$34,000	33.3%
Capilano NV	113	20	43	95%	-\$38,500	17.7%
Central Lonsdale	1	0				0.0%
Canyon Heights	4	1	44	94%	-\$39,000	0.0%
Deep Cove	2	0				0.0%
Delbrook	1	0				0.0%
Dollarton	18	4	72	89%	-\$190,500	22.2%
Edgemont	3	0				0.0%
Grouse Woods	23	4	17	95%	-\$38,117	17.4%
Hamilton	7	1	29	96%	-\$45,000	14.3%
Indian River	177	31	24	96%	-\$24,000	17.5%
Lower Lonsdale	37	9	20	98%	-\$10,000	24.3%
Lynn Valley	71	4	27	98%	-\$6,500	5.6%
Lynnmoor	29	5	22	98%	-\$7,000	17.2%
Norgate	16	4	16	99%	-\$7,800	25.0%
Northlands	16	5	42	96%	-\$35,500	31.3%
Pemberton Heights	1	0				0.0%
Pemberton NV	55	2	77	98%	-\$15,500	3.6%
Princess Park	6	0				0.0%
Roche Point	63	11	38	98%	-\$19,900	17.5%
Seymour	9	2	14	97%	-\$32,000	22.2%
Upper Delbrook	1	1	114	96%	-\$24,000	100.0%
Upper Lonsdale	17	4	50	94%	-\$41,400	23.5%
Westlynn	6	2	6	99%	-\$11,500	33.3%
<b>Total Activity</b>	<b>679</b>	<b>111</b>	<b>29</b>	<b>96%</b>	<b>-\$27,500</b>	<b>16%</b>

North Vancouver Price Ranges Statistics - Aug 2019						
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$450,000	42	9	22	96%	-\$12,000	21.4%
\$450,001-\$500,000	43	7	22	98%	-\$12,400	16.3%
\$500,001-\$600,000	79	21	41	96%	-\$21,500	26.6%
\$600,001-\$700,000	102	20	37	96%	-\$30,500	19.6%
\$700,001-\$800,000	91	15	20	95%	-\$36,000	16.5%
\$800,001-\$1,000,000	169	23	20	98%	-\$19,000	13.6%
\$1,000,001 and more	153	16	53	94%	-\$98,500	10.5%
<b>Total Activity</b>	<b>679</b>	<b>111</b>	<b>29</b>	<b>96%</b>	<b>-\$27,500</b>	<b>16%</b>

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings (A,S,T,C,X)	490	766	679		-87
Active Listings (1st of the month)	330	563	573	474	-99
Solds	96	102	111		9
DOM	16	22	29		8
%SOLD (Sales/ Listings /monthly rate)	20%	13%	16%		3.0%
<b>Condos (Top 50%) Home Price Index HPI</b>	\$775,121	\$720,100	\$712,274		-\$7,826
<b>Condos (Lower 50%) Home Price Index HPI</b>	\$475,112	\$446,958	\$441,529		-\$5,429
<b>Twnhs (Top 50%) Home Price Index HPI</b>	\$1,118,589	\$1,060,187	\$1,057,146		-\$3,042
<b>Twnhs (Lower 50%) Home Price Index HPI</b>	\$794,438	\$789,100	\$781,931		-\$7,169

### the RE/MAX Market Share Reports



#### Sept 1 2019 North Vancouver Market Update (Attached Townhomes/ Condos)

**Current:** North Vancouver is a Seller Market with average listings inventory, a **16% SOLD** rate and a 97% sell/list ratio. (This means an average of a \$24,000 surplus on a sale from the original list price)

**Most Active Range:** Homes between \$500,00-\$600,000 have **26.6% SOLD** rate.  
**Least Active Range:** Homes above \$1 mill. have **10.5% SOLD** rate.

**History:** North Vancouver's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that price decreased \$62,847.

North Vancouver's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$33,583.

North Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$61,443.

North Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$12,507.

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

**Forecast:** The Listing Inventories are 39% more than the same month last year. Total listing is 87 less than last month which means that we may expect a listing supply decrease on the next coming months. We project North Vancouver 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.

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Comparative Market Analysis for your home. Data is from: FVRES, REBGV, CADRES Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

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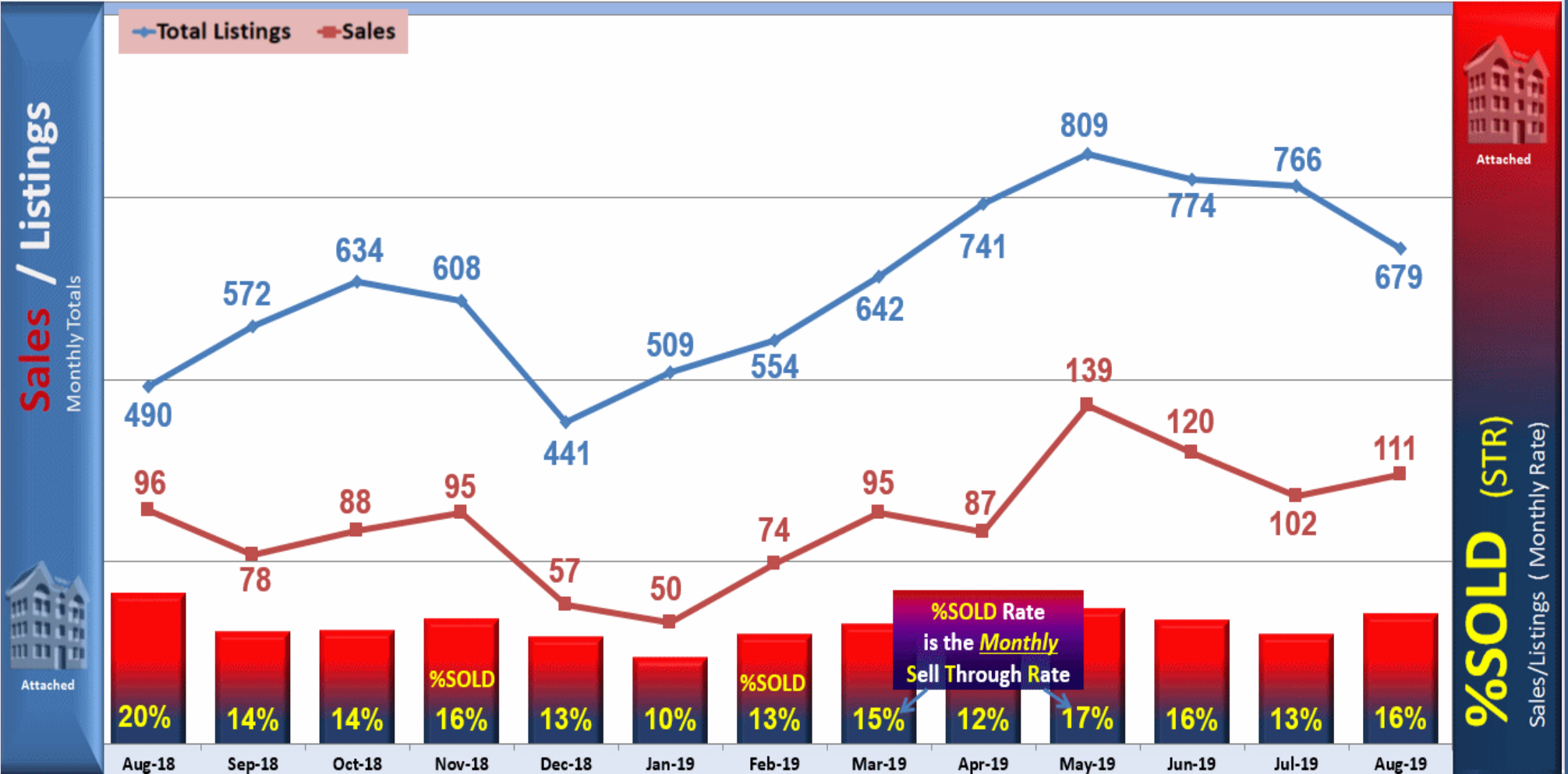
RE/MAX Statistics, on the Web!

attached homes



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

Attached Townhomes/ Condos North Vancouver Total Listings, Sales, and %SOLD Rate



Sales / Listings

Monthly Totals



Attached

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

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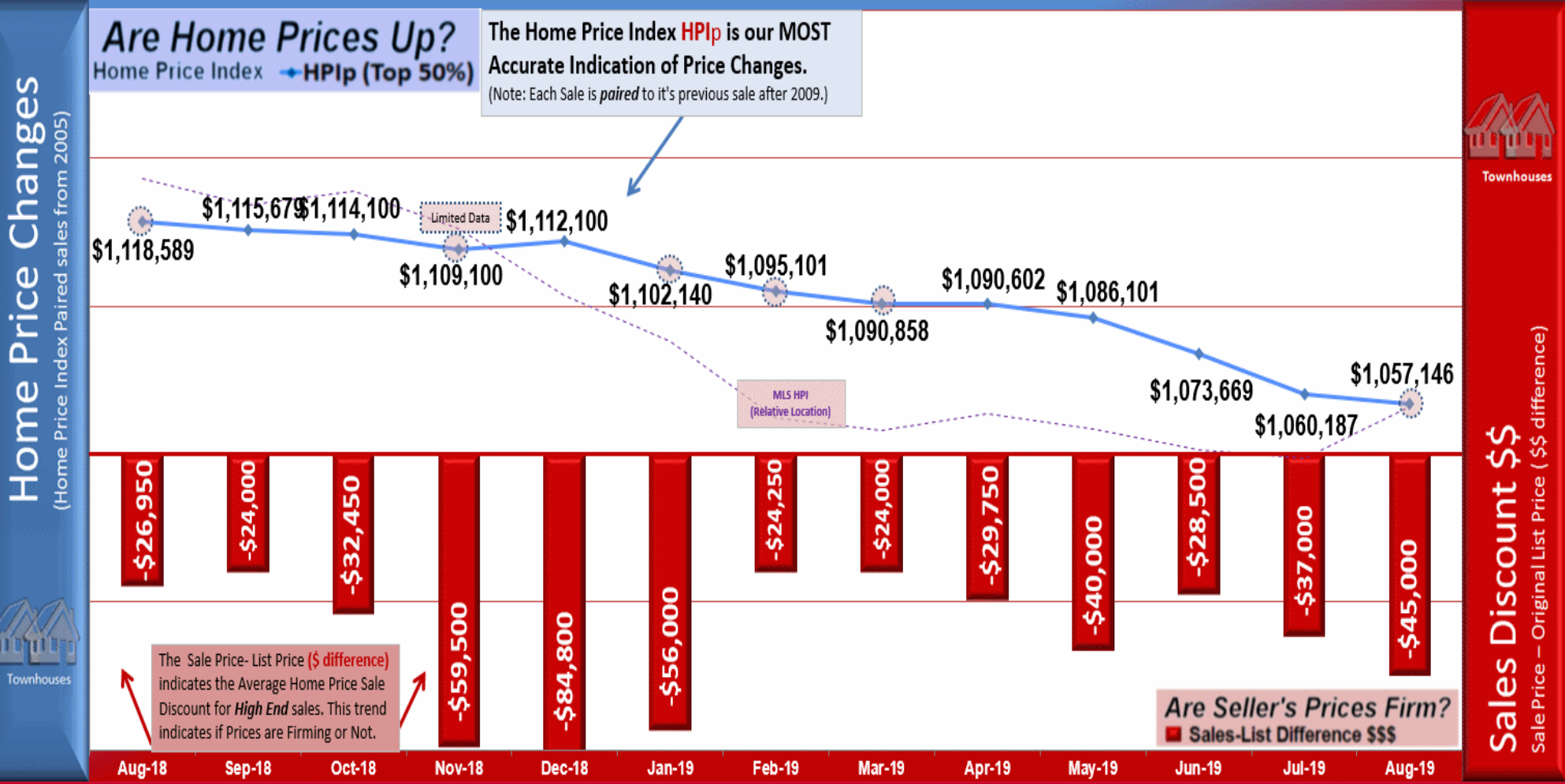
RE/MAX Statistics, on the Web!

attached homes



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

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Market Analysis and Forecasting Sept 1/19 North Vancouver

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Home Price Changes  
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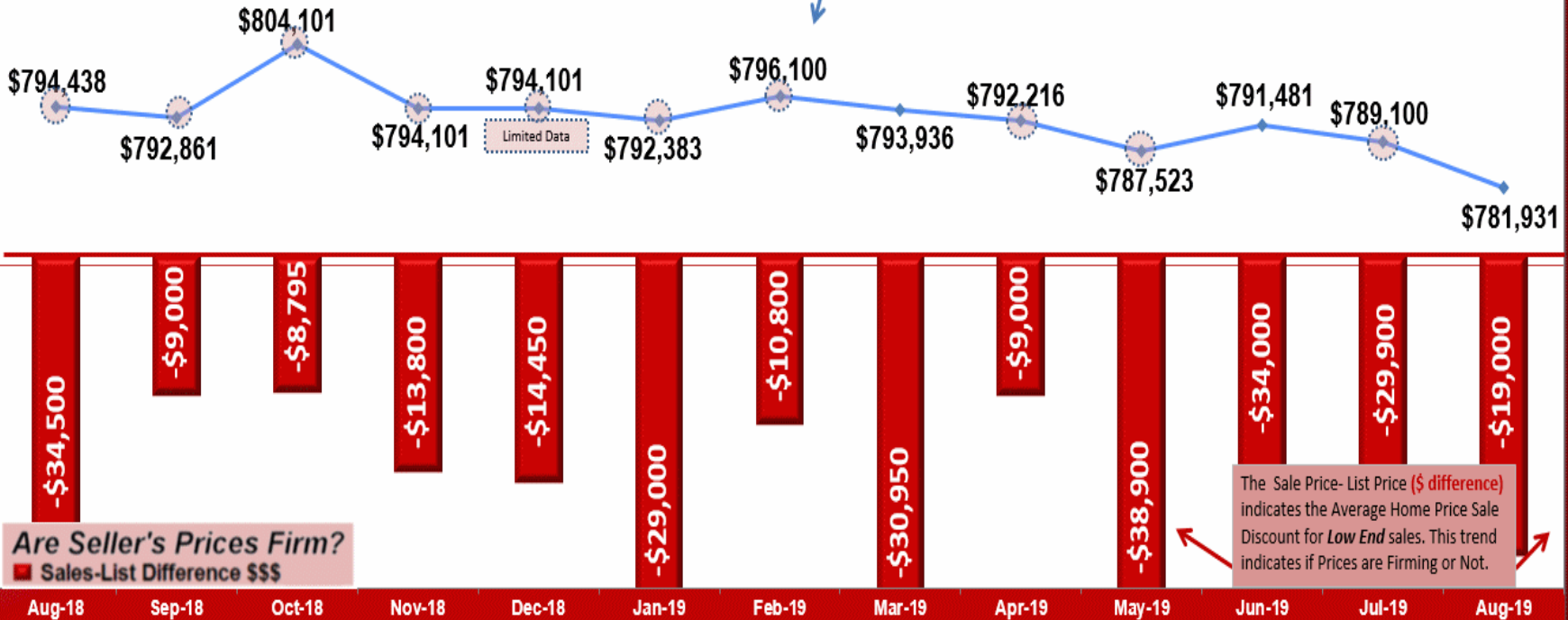


Townhouses

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

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

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(Note: Each Sale is paired to it's previous sale after 2009.)



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

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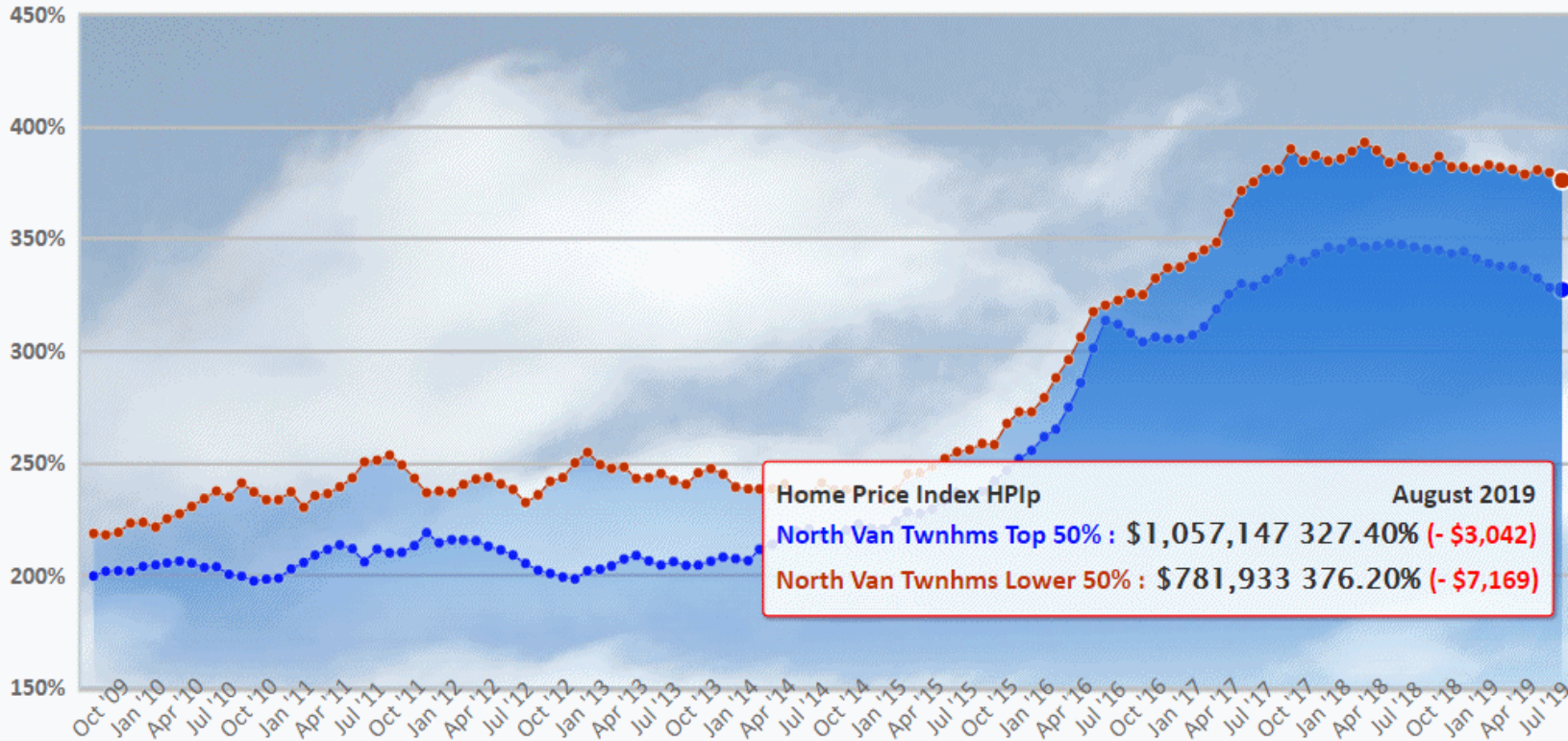


Market Analysis and Forecasting Sept 1/19 North Vancouver

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Aug 2019	% 327.40
Jul 2019	% 328.30
Jun 2019	% 332.50
May 2019	% 336.40
Apr 2019	% 337.80
Mar 2019	% 337.80
Feb 2019	% 339.10
Jan 2019	% 341.30
Dec 2018	% 344.40
Nov 2018	% 343.50
Oct 2018	% 345.00
Sep 2018	% 345.50

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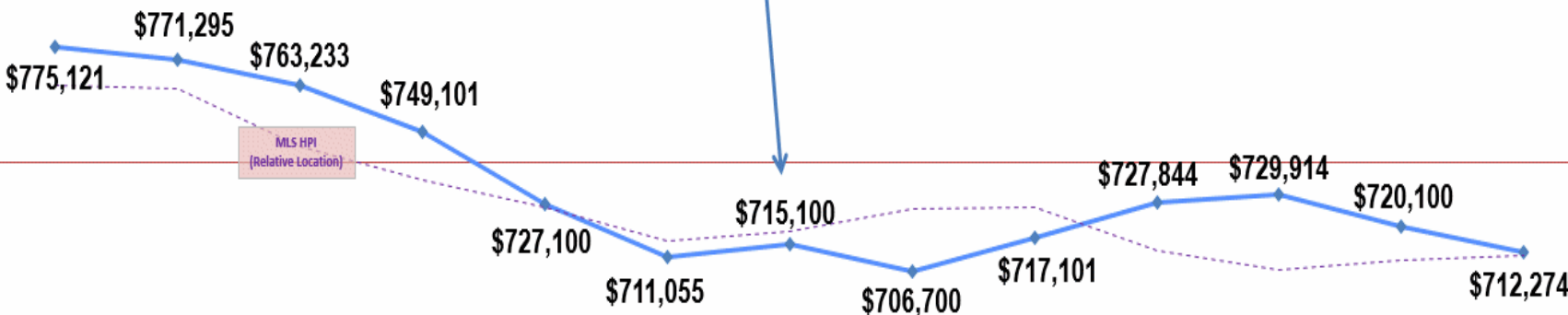
Condominiums

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

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MLS HPI (Relative Location)



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

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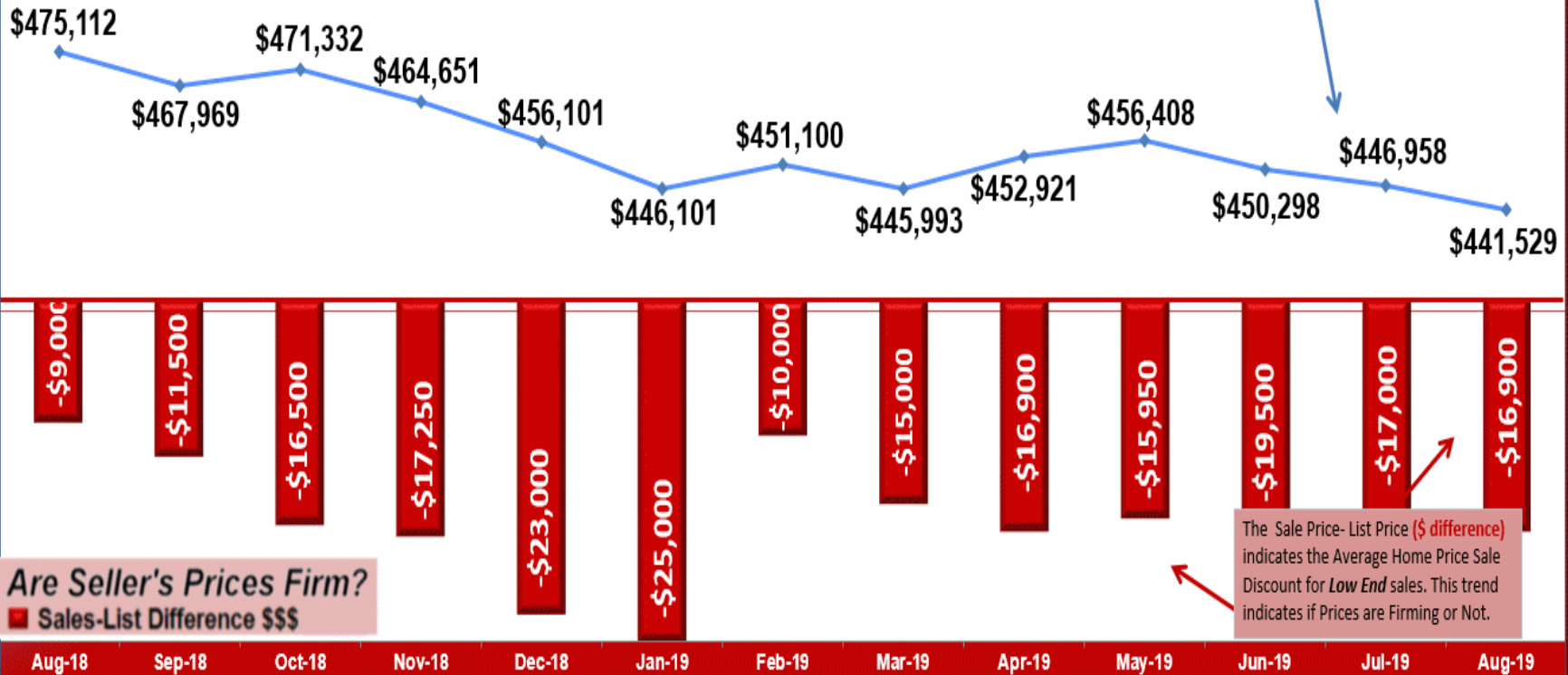
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Condominiums



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Condominiums

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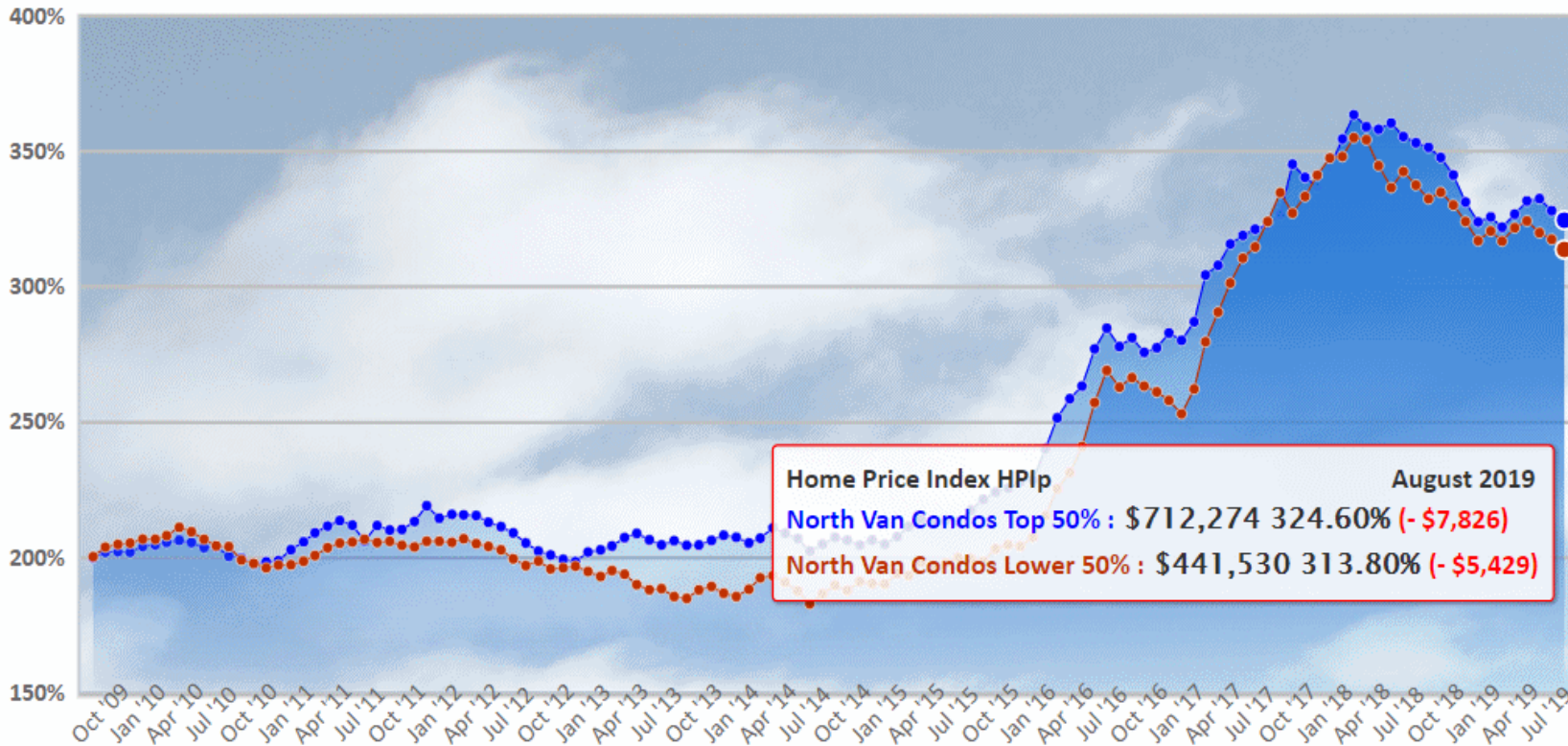
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Market Analysis and Forecasting Sept 1/19 North Vancouver

Powered by the Greater Vancouver Market Reports HPIp

North Van Condos Top 50% : HPIp Forecast+ Forecast-  
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Monthly Home values

Date	Value
Aug 2019	% 324.60
Jul 2019	% 328.10
Jun 2019	% 332.60
May 2019	% 331.70
Apr 2019	% 326.80
Mar 2019	% 322.00
Feb 2019	% 325.80
Jan 2019	% 324.00
Dec 2018	% 331.30
Nov 2018	% 341.30
Oct 2018	% 347.80
Sep 2018	% 351.50

<<< 1 2 3 >>>

Highcharts.com

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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

