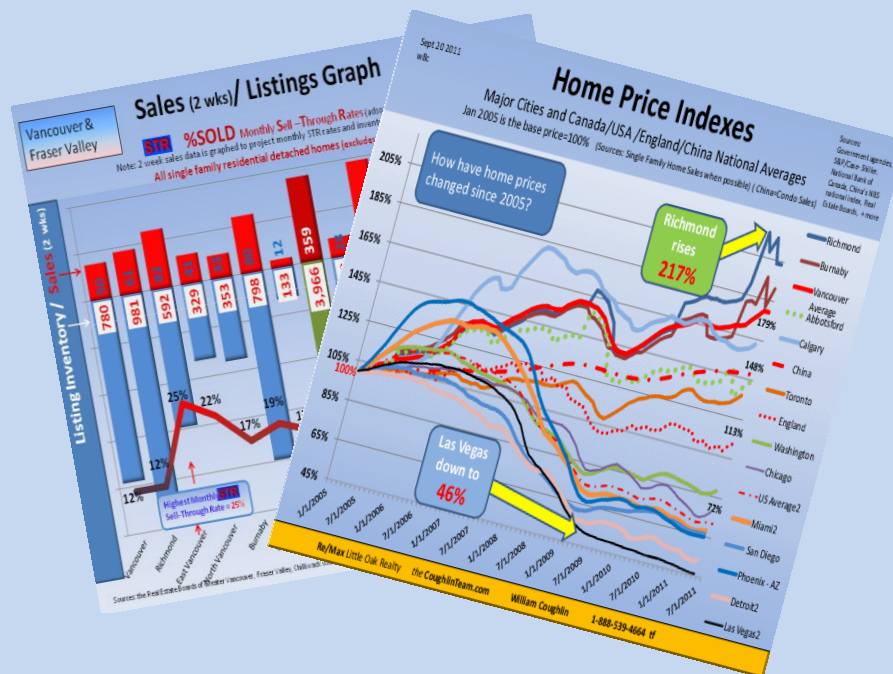


Surjit Thind's Market Reports



Advanced Marketing Tools





Surjit Thind's Market Reports

Detached

- [Abbotsford](#)
- [Langley-Cloverdale](#)
- [Surrey East](#)

Attached

- [Abbotsford](#)
- [Langley-Cloverdale](#)
- [Surrey East](#)

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



Vancouver Market Reports

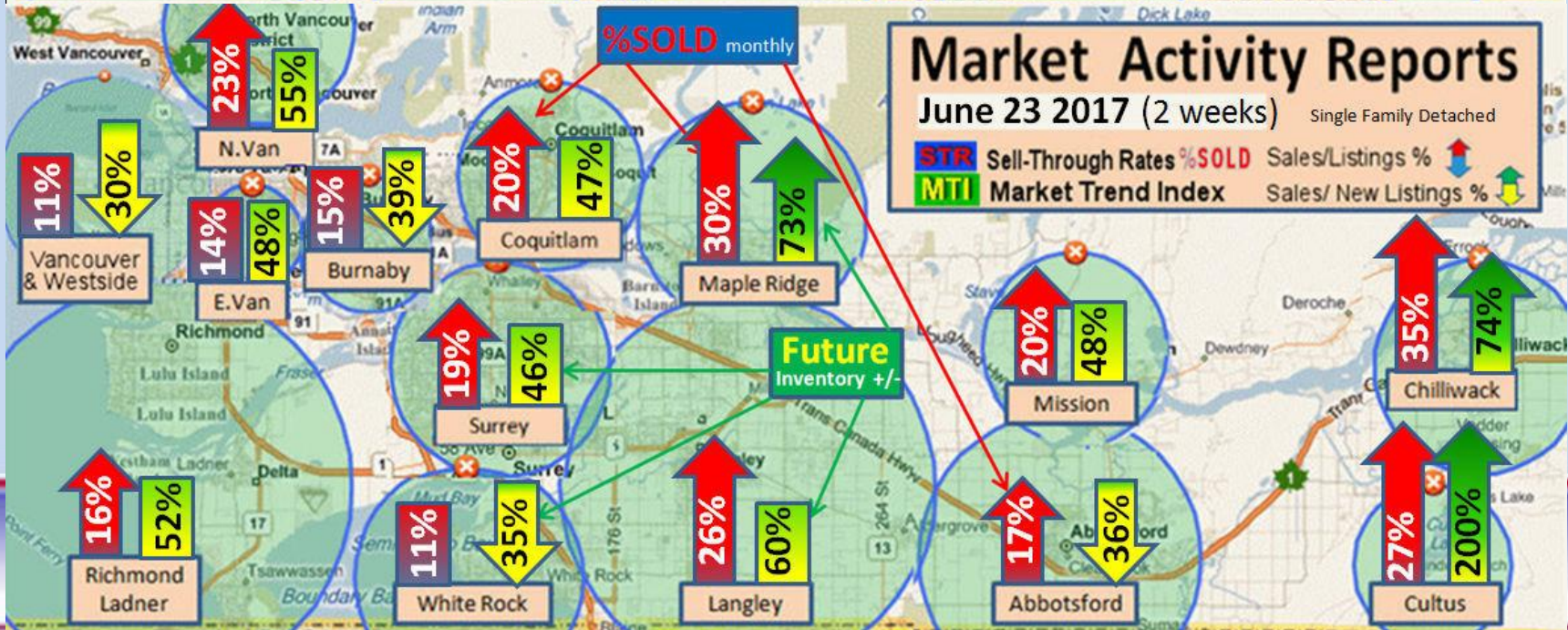
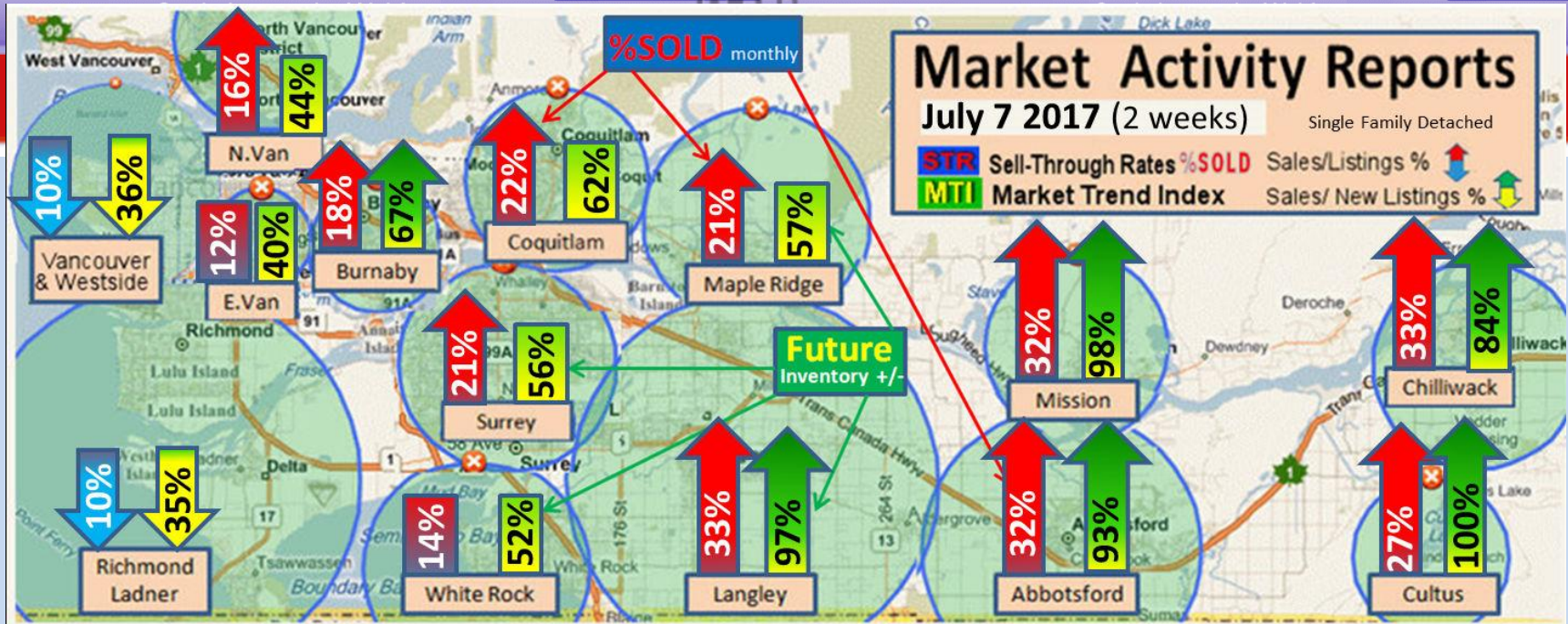
detached homes

Vancouver Market Reports

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Vancouver & Fraser Valley

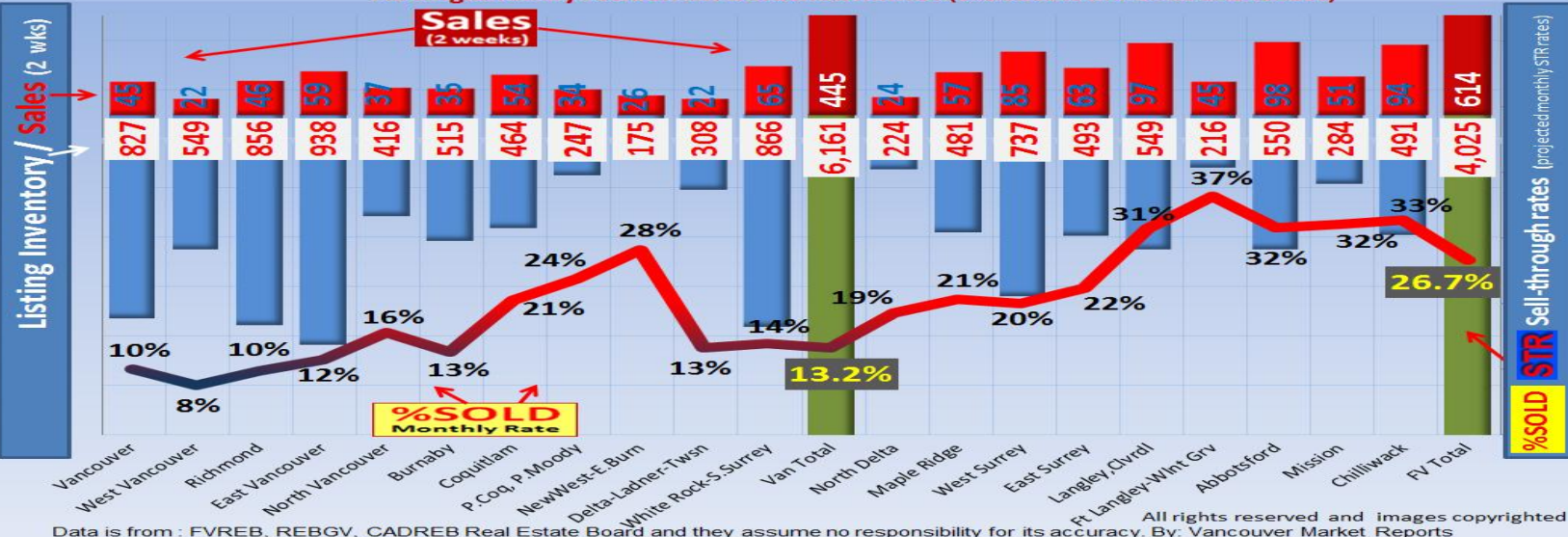
Sales (2 wks)/ Listings Graph

July 7 2017 (2 weeks)

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

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

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



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

Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

June 23 2017 (2 weeks)

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

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

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



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Vancouver Market Reports

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Market Analysis and Forecasting

July 1/17 East Surrey

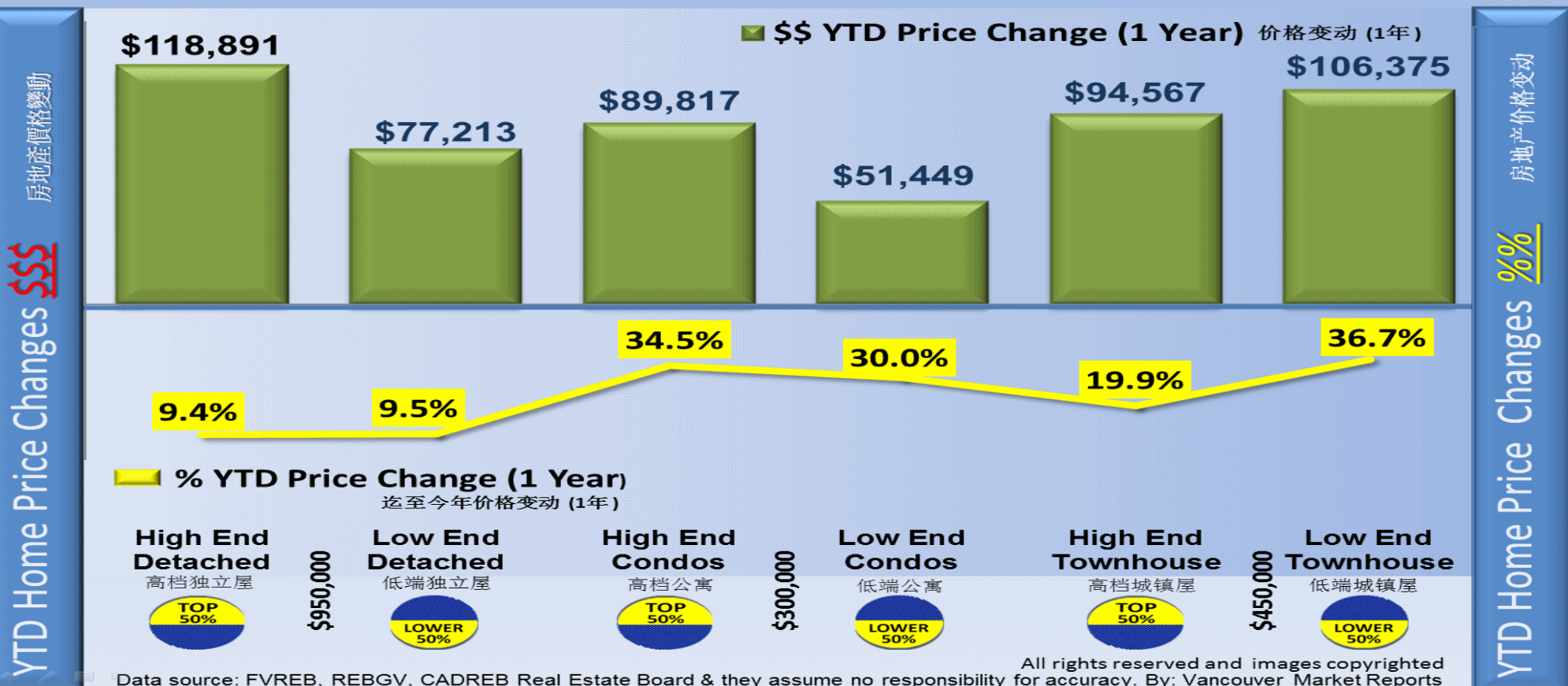
Surrey East Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPI



Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market 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](#)
 Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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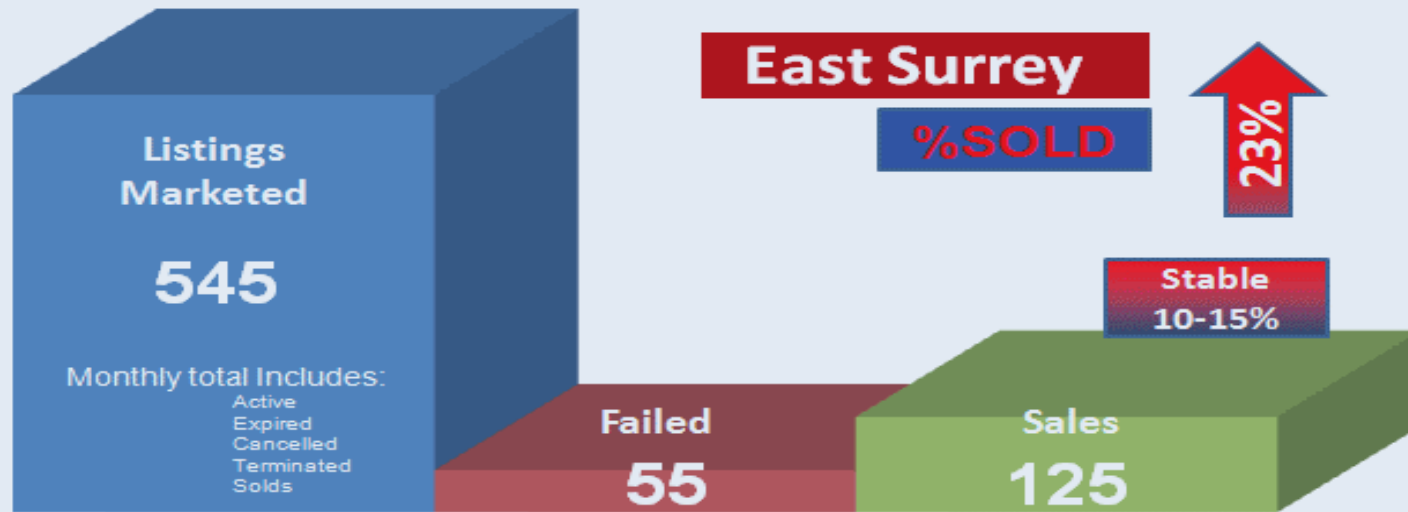
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Market Analysis and Forecasting July 1/17 East Surrey

Monthly Market Activity - June 2017 - Single Family



July 1 2017 East Surrey Market Update (Detached)

Current: East Surrey is in a Sellers Market with **23% SOLD** rate, 8 DOM and 100% Sell/List Ratio.
(This means that there is an average (m) of a \$0 discount from the original list price)

Most Active Price Range: Homes between \$750,000 - \$850,000 have **48.1 %SOLD** rate.

Least Active Price Range: Homes above \$1.6 mill. have **13.1 %SOLD** rate.

History: The Surrey East Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$127,287.

The Surrey East Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$90,999.

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

Forecast: East Surrey has an average Listing Supply; 365 homes are for sale and with the **23 %SOLD** monthly rate gives us a 4 months of inventory. 9% of the active listings have reduced their price by \$108,418 on average or \$99,001 on median in the last month. We project East Surrey to be a continued sellers market.

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

July 1/17 East Surrey

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

East Surrey List Price Ranges Statistics - June 2017

Detached

| Home Price Range | Total Listings (/month) | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | %SOLD | |
|-------------------------|-------------------------|------------|----------|------------------------|--------------------------|------------|---|
| 0-\$750,000 | 18 | 8 | 5 | 109% | \$50,150 | 44.4% | ↑ |
| \$750,001-\$850,000 | 27 | 13 | 7 | 103% | \$26,200 | 48.1% | ↑ |
| \$850,001-\$950,000 | 64 | 18 | 9 | 101% | \$11,560 | 28.1% | ↑ |
| \$950,001-\$1,150,000 | 86 | 24 | 7 | 100% | \$2,501 | 27.9% | ↑ |
| \$1,150,001-\$1,600,000 | 205 | 43 | 9 | 98% | -\$23,000 | 21.0% | ↑ |
| \$1,600,001 and more | 145 | 19 | 18 | 97% | -\$53,000 | 13.1% | ↑ |
| Total Activity | 545 | 125 | 8 | 100% | \$0 | 23% | ↑ |

2. How Many Properties Were Available During the Month?

| Monthly Changes Summary | Jun-16 | May-17 | Jun-17 | 7/1/2017 | Change | |
|-------------------------------------|-------------|-------------|-------------|----------|----------|---|
| Total Listings** (A,S,T,C,X) | 622 | 335 | 545 | | 210 | ↑ |
| Active Listings (1st of the month) | 351 | 279 | 168 | 365 | 197 | ↑ |
| Solds | 162 | 131 | 125 | | -6 | ↓ |
| Days on Market (DOM) | 11 | 11 | 8 | | -3 | ↓ |
| %SOLD (Sales/Listings monthly rate) | 26.0% | 39.1% | 22.9% | | -16.2% | ↓ |
| (Top 50%) Home Price Index HPIp | \$1,303,813 | \$1,395,732 | \$1,431,100 | | \$35,368 | ↑ |
| (Lower 50%) Home Price Index HPIp | \$813,101 | \$887,101 | \$904,100 | | \$16,999 | ↑ |

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Market Analysis and Forecasting

July 1/17 East Surrey

What Sold in your Neighbourhood and for What Price?

East Surrey Sub areas Statistics - June 2017 Detached

| Neighbourhoods | Total Listings (/month) | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | %SOLD |
|-----------------------|----------------------------|------------|----------|---------------------------|-----------------------------|------------|
| Fraser Heights | 122 | 25 | 8 | 99% | -\$12,900 | 20.5% |
| Guildford | 37 | 11 | 6 | 101% | \$10,000 | 29.7% |
| Port Kells | 21 | 4 | 40 | 100% | \$5,606 | 19.0% |
| Fleetwood Tynehead | 154 | 39 | 9 | 100% | \$1,000 | 25.3% |
| Panorama Ridge | 140 | 27 | 7 | 99% | -\$8,000 | 19.3% |
| Sullivan Station | 71 | 19 | 7 | 98% | -\$15,000 | 26.8% |
| Total Activity | 545 | 125 | 8 | 100% | \$0 | 23% |



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Market Analysis and Forecasting

July 1/17 East Surrey

Next Months Market Forecast

The Surrey East Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$90,999. *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: East Surrey has an average Listing Supply; 365 homes are for sale and with the **23 %SOLD** monthly rate gives us a 4 months of inventory. 9% of the active listings have reduced their price by \$108,418 on average or \$99,001 on median in the last month. We project East Surrey to be a continued sellers market.

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

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

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



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Vancouver Market Reports

Statistics, on the Web!

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Market Analysis and Forecasting

July 1/17 East Surrey

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

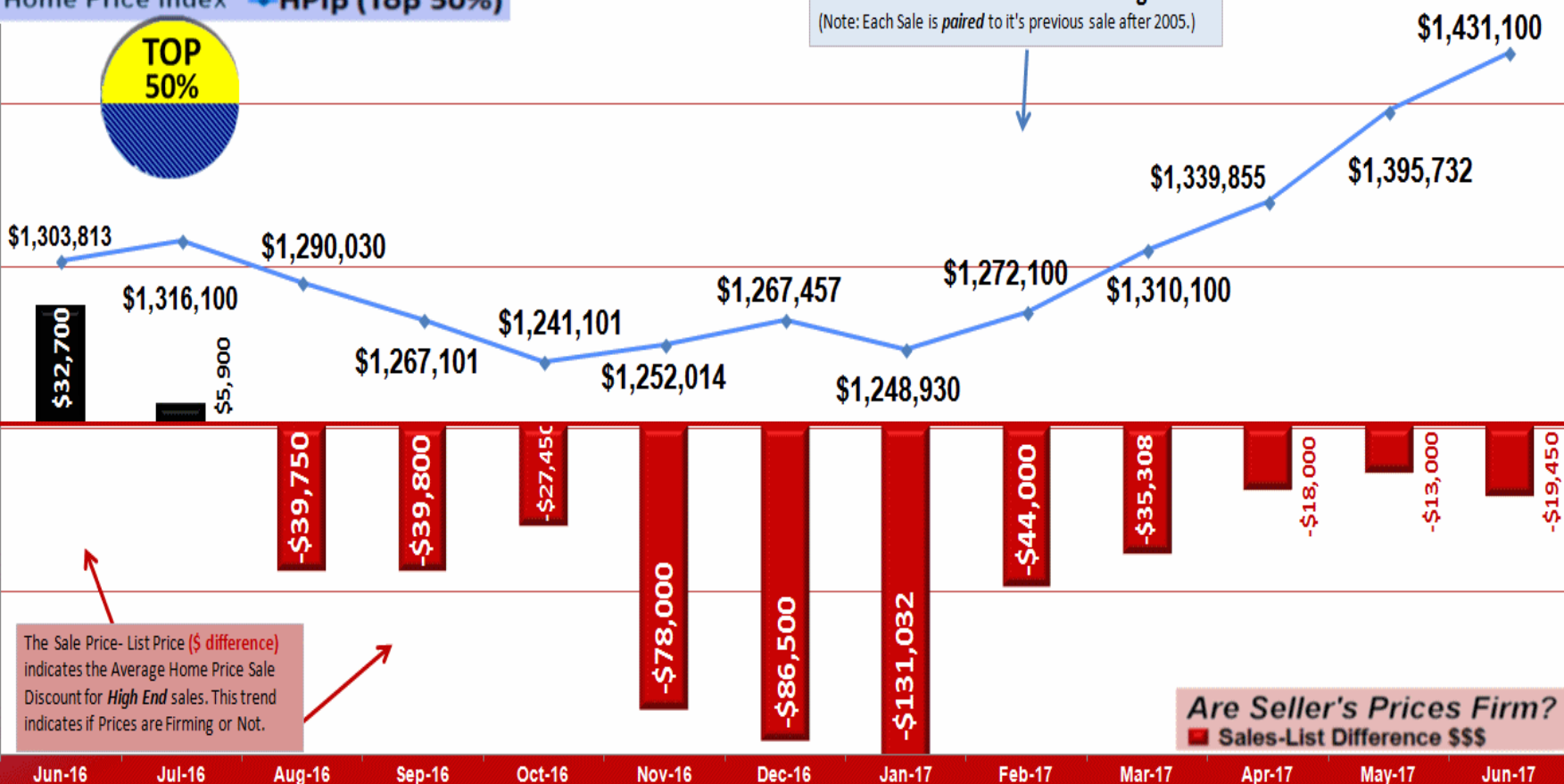
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$950,000

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

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



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

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

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

Detached
 TOP 50%

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

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



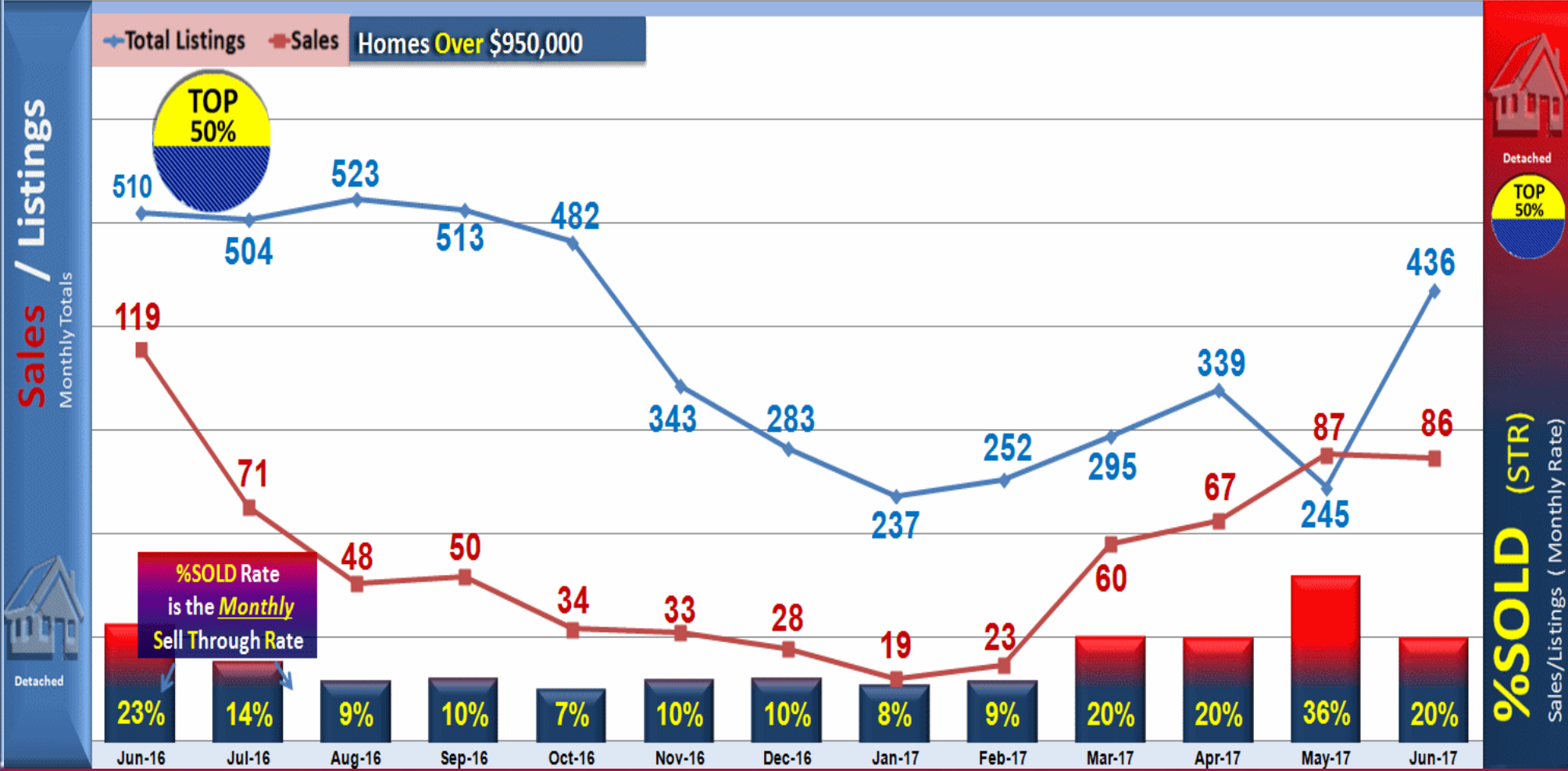
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Market Analysis and Forecasting July 1/17 East Surrey

Detached East Surrey Total Listings^{**}, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



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

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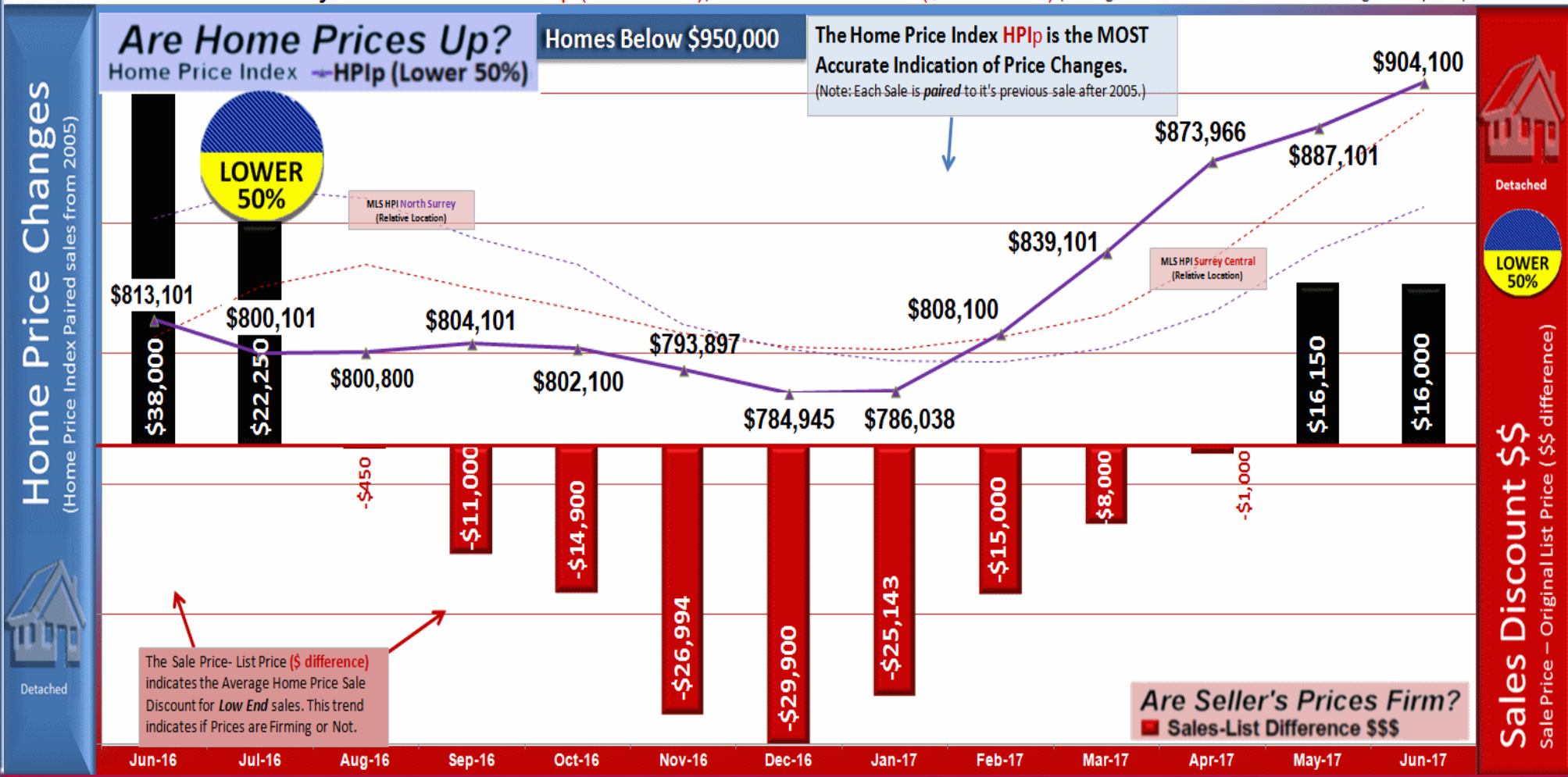
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Market Analysis and Forecasting

July 1/17 East Surrey

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



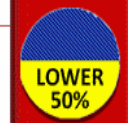
Home Price Changes
(Home Price Index Paired sales from 2005)



Detached



Detached



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

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

July 1/17 East Surrey

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

← Total Listings → Sales Homes Below \$950,000



Detached

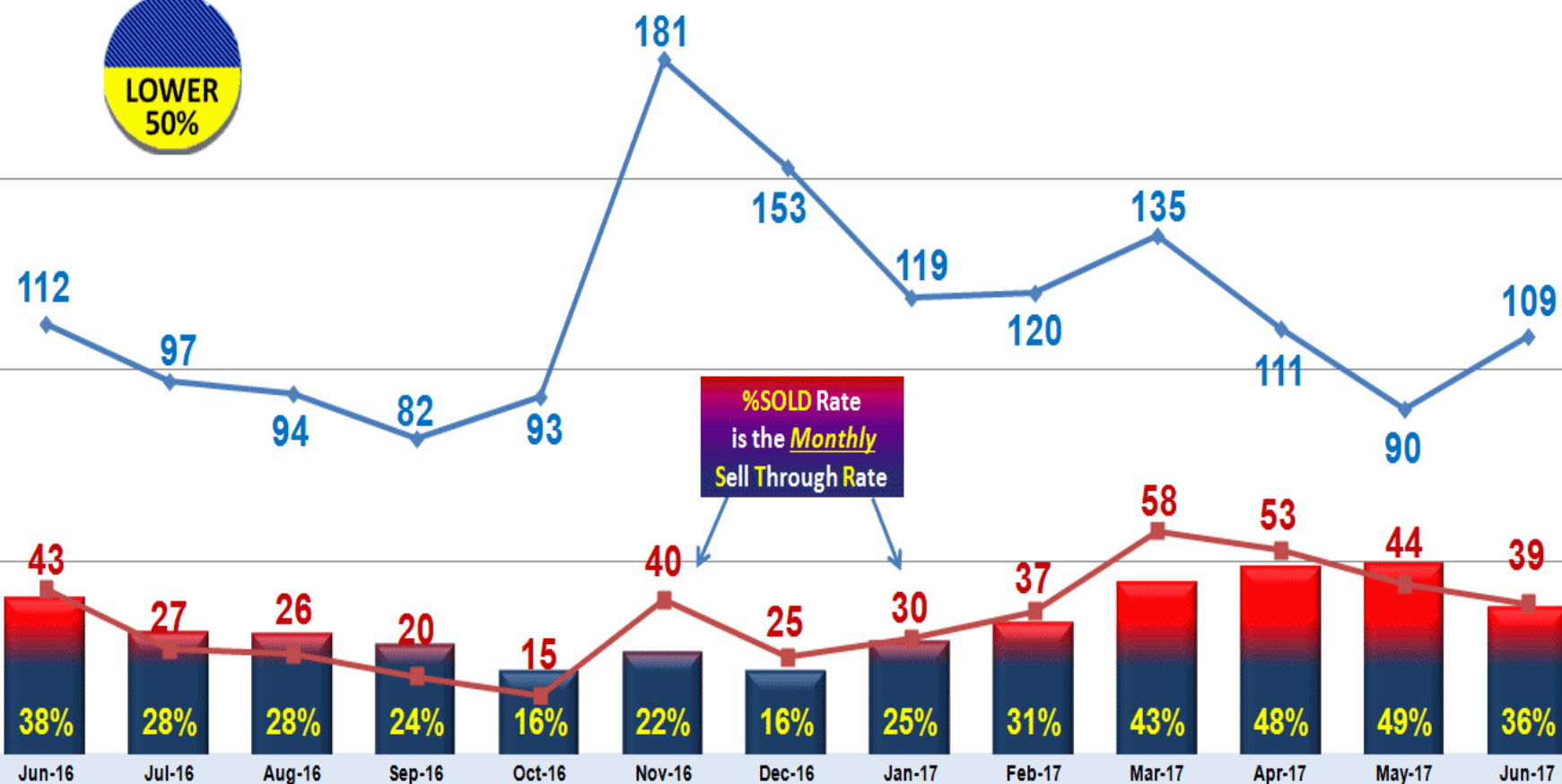


Sales / Listings
Monthly Totals



Detached

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



%SOLD Rate is the Monthly Sell Through Rate

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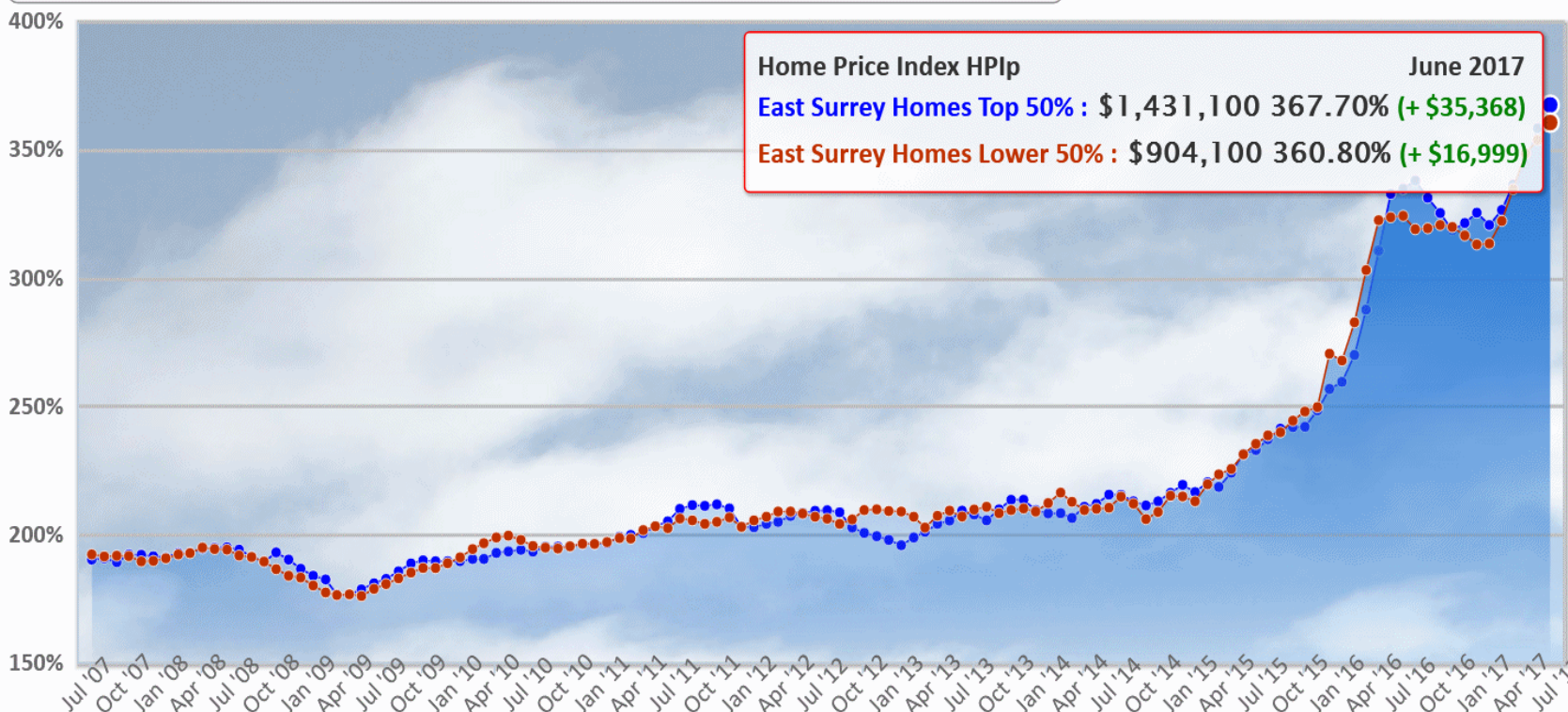
Market Analysis and Forecasting

July 1/17 East Surrey

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

| Date | Value |
|----------|----------|
| Jun 2017 | % 367.70 |
| May 2017 | % 358.60 |
| Apr 2017 | % 344.30 |
| Mar 2017 | % 336.60 |
| Feb 2017 | % 326.80 |
| Jan 2017 | % 320.90 |
| Dec 2016 | % 325.70 |
| Nov 2016 | % 321.70 |
| Oct 2016 | % 318.90 |
| Sep 2016 | % 325.60 |
| Aug 2016 | % 331.50 |
| Jul 2016 | % 338.20 |

<< < 1 2 3 > >>

Drag over area to zoom in



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Market Analysis and Forecasting

July 1/17 Abbotsford

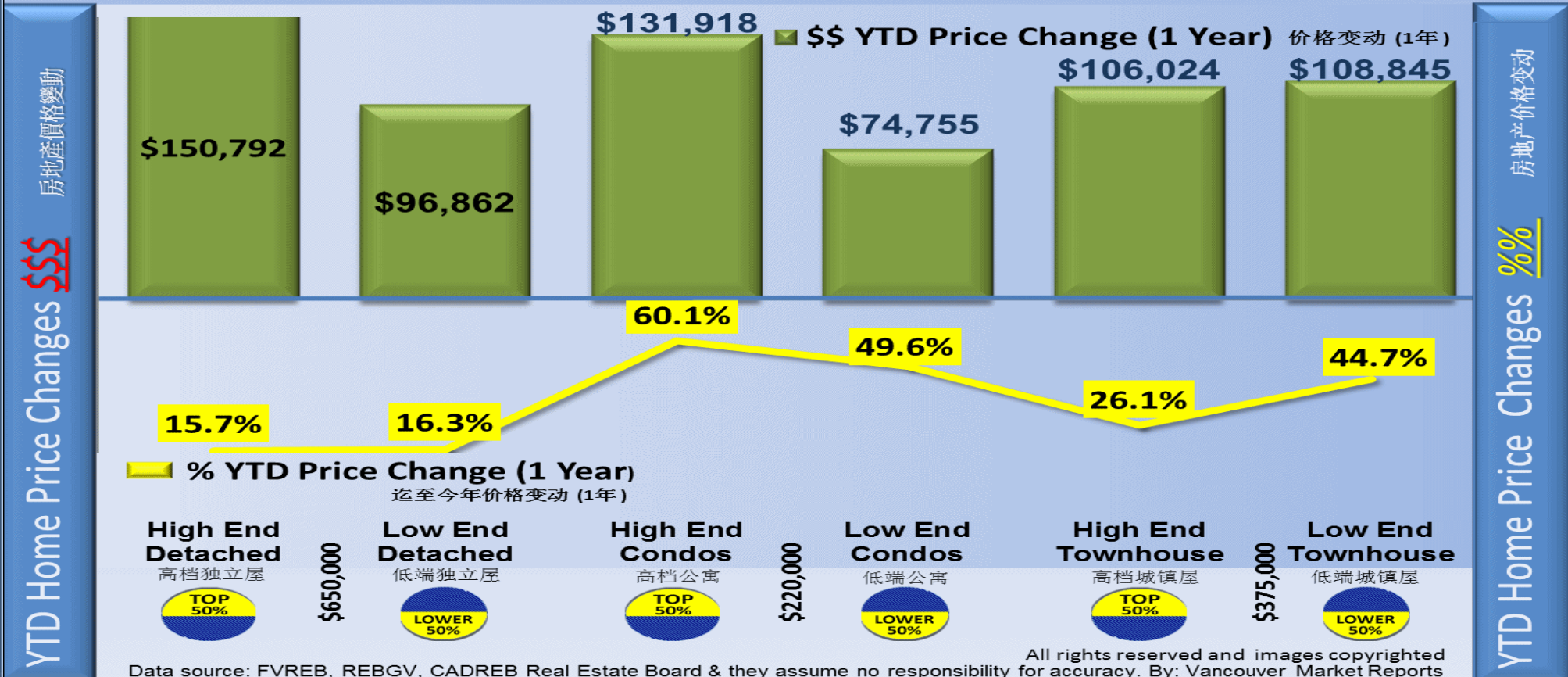
Abbotsford Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPI



YTD Home Price Changes \$\$\$

YTD Home Price Changes %%

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

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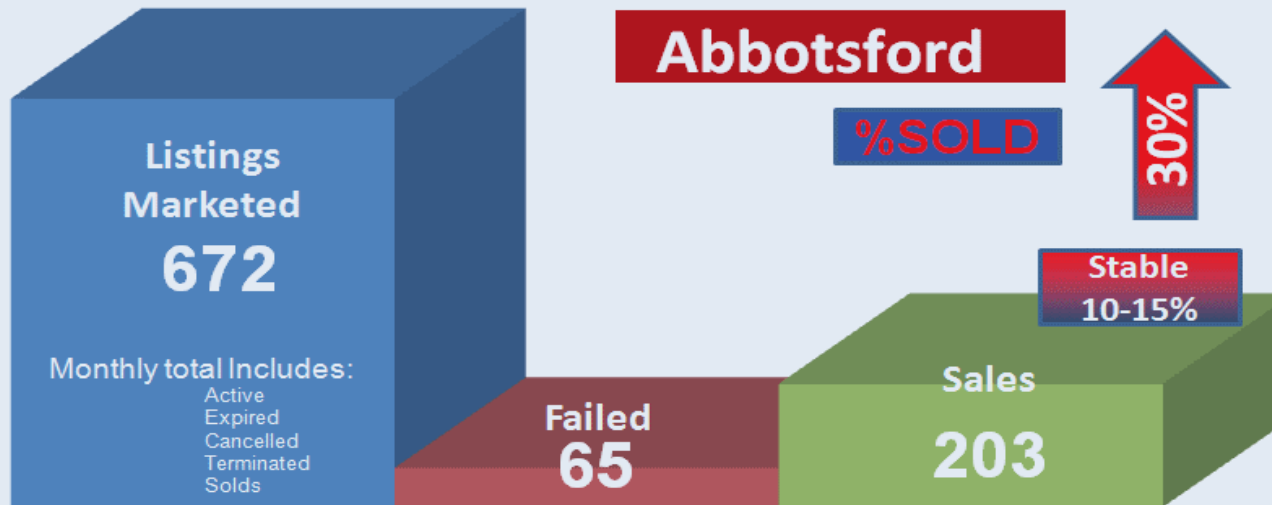
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Market Analysis and Forecasting

July 1/17 Abbotsford

Monthly Market Activity - June 2017 - Single Family



July 1 2017 Abbotsford Market Update (Detached)

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

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

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

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



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Market Analysis and Forecasting

July 1/17 Abbotsford

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

Abbotsford List Price Ranges Statistics - June 2017

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

2. How Many Properties Were Available During the Month?

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

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Market Analysis and Forecasting

July 1/17 Abbotsford

What Sold in your Neighbourhood and for What Price?

| Abbotsford Sub areas Statistics - June 2017 | | | | | Detached | |
|---|---------------------------|------------|----------|---------------------------|-----------------------------|------------|
| Neighbourhoods | Total Listings (month) | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | %SOLD |
| Poplar | 38 | 12 | 8 | 100% | \$0 | 31.6% |
| Bradner | 29 | 8 | 12 | 98% | -\$22,500 | 27.6% |
| Matsqui | 20 | 3 | 17 | 100% | \$0 | 15.0% |
| Sumas Mountain | 12 | 0 | | | | 0.0% |
| Abbotsford West | 191 | 60 | 8 | 101% | \$11,000 | 31.4% |
| Abbotsford East | 215 | 75 | 6 | 101% | \$10,100 | 34.9% |
| Aberdeen | 58 | 9 | 11 | 99% | -\$13,810 | 15.5% |
| Sumas Prairie | 10 | 0 | | | | 0.0% |
| Central Abbotsford | 99 | 36 | 7 | 101% | \$8,250 | 36.4% |
| Total Activity | 672 | 203 | 7 | 101% | \$6,000 | 30% |



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Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

July 1/17 Abbotsford

Next Months Market Forecast

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

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

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

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Market Analysis and Forecasting

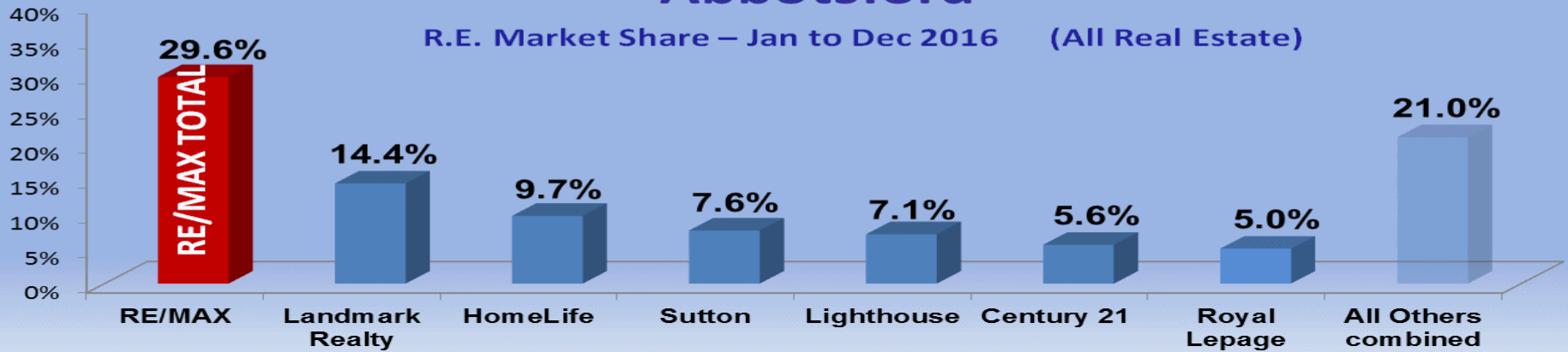
July 1/17 Abbotsford



the RE/MAX Market Share Reports

Abbotsford

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



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

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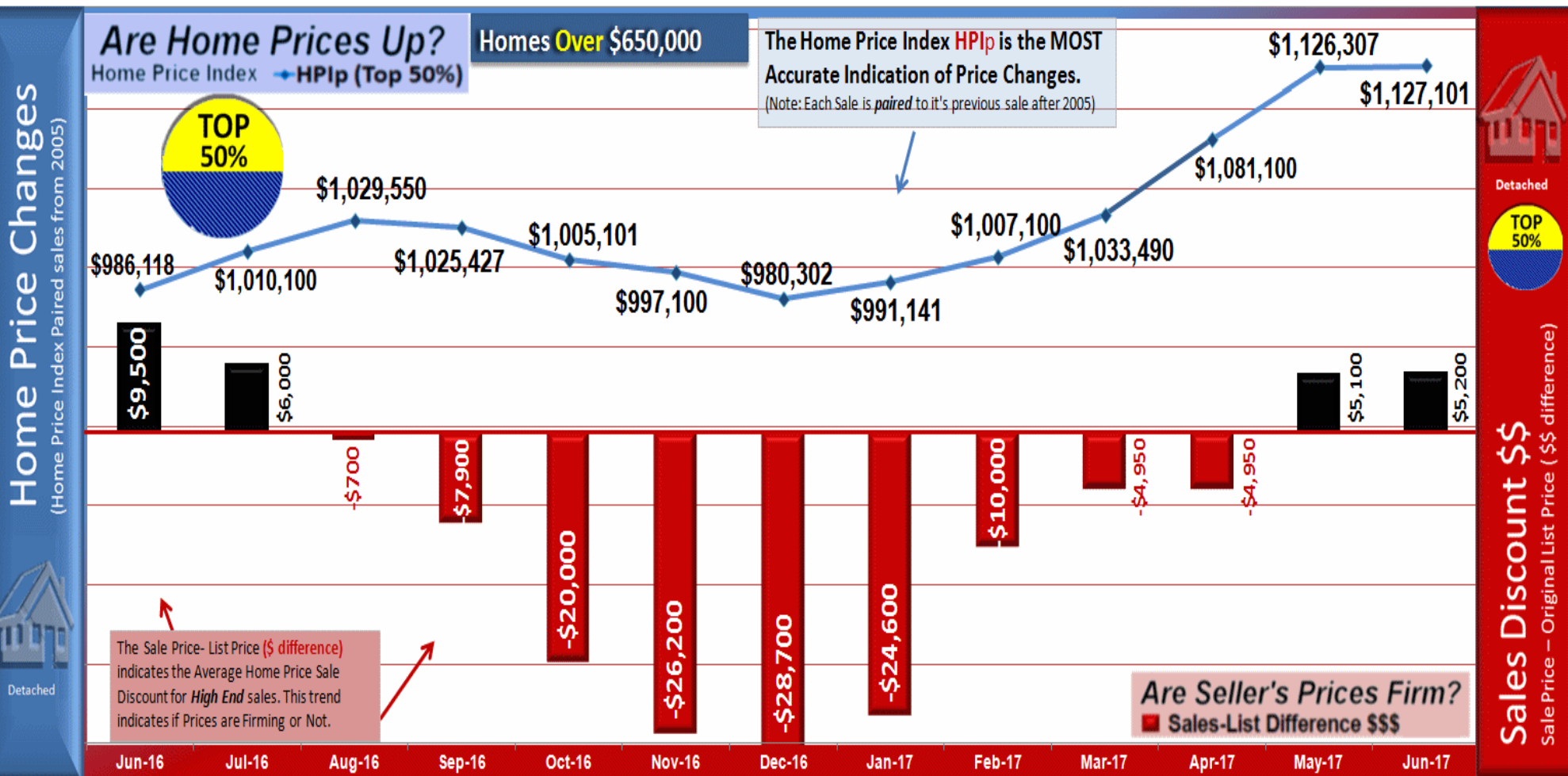
Market Analysis and Forecasting

July 1/17 Abbotsford

Detached

Abbotsford

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



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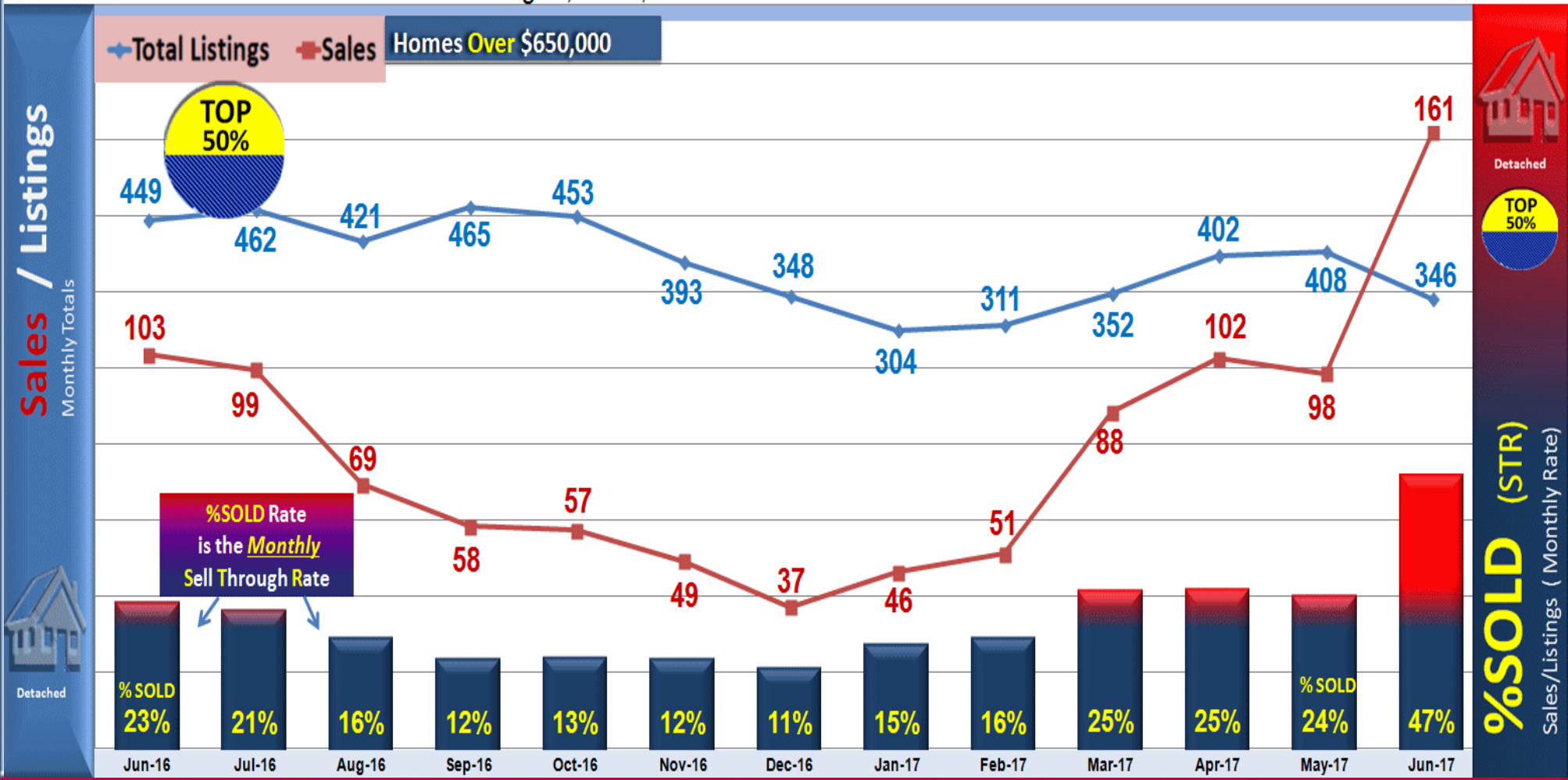
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Market Analysis and Forecasting

July 1/17 Abbotsford

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



Sales / Listings
Monthly Totals



Detached



Detached

TOP 50%

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

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Market Analysis and Forecasting

July 1/17 Abbotsford

Detached

Abbotsford

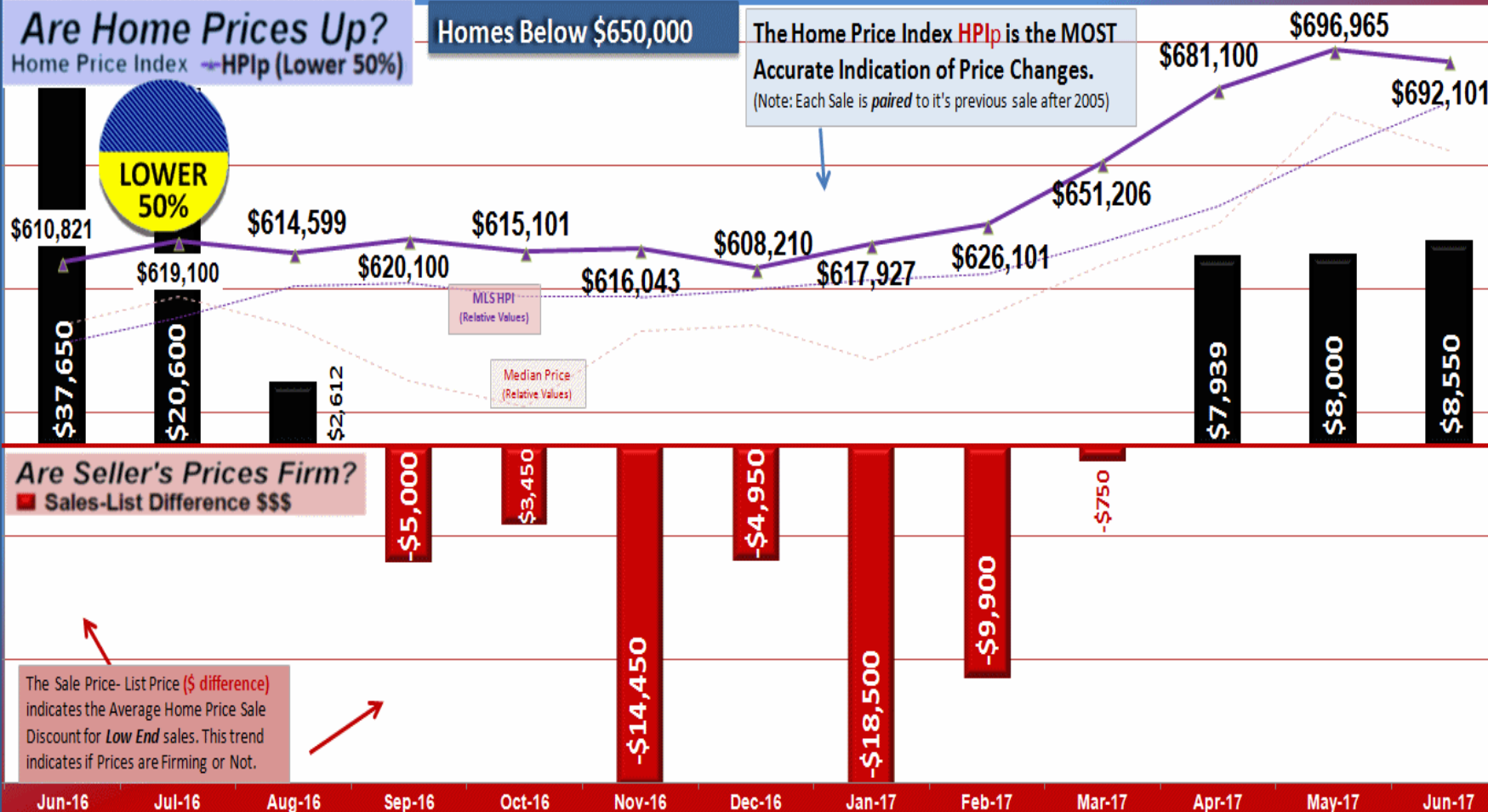
Home Price Index **HPI** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)

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

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

Homes Below \$650,000

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



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



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

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Market Analysis and Forecasting

July 1/17 Abbotsford

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

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

Sales / Listings
Monthly Totals



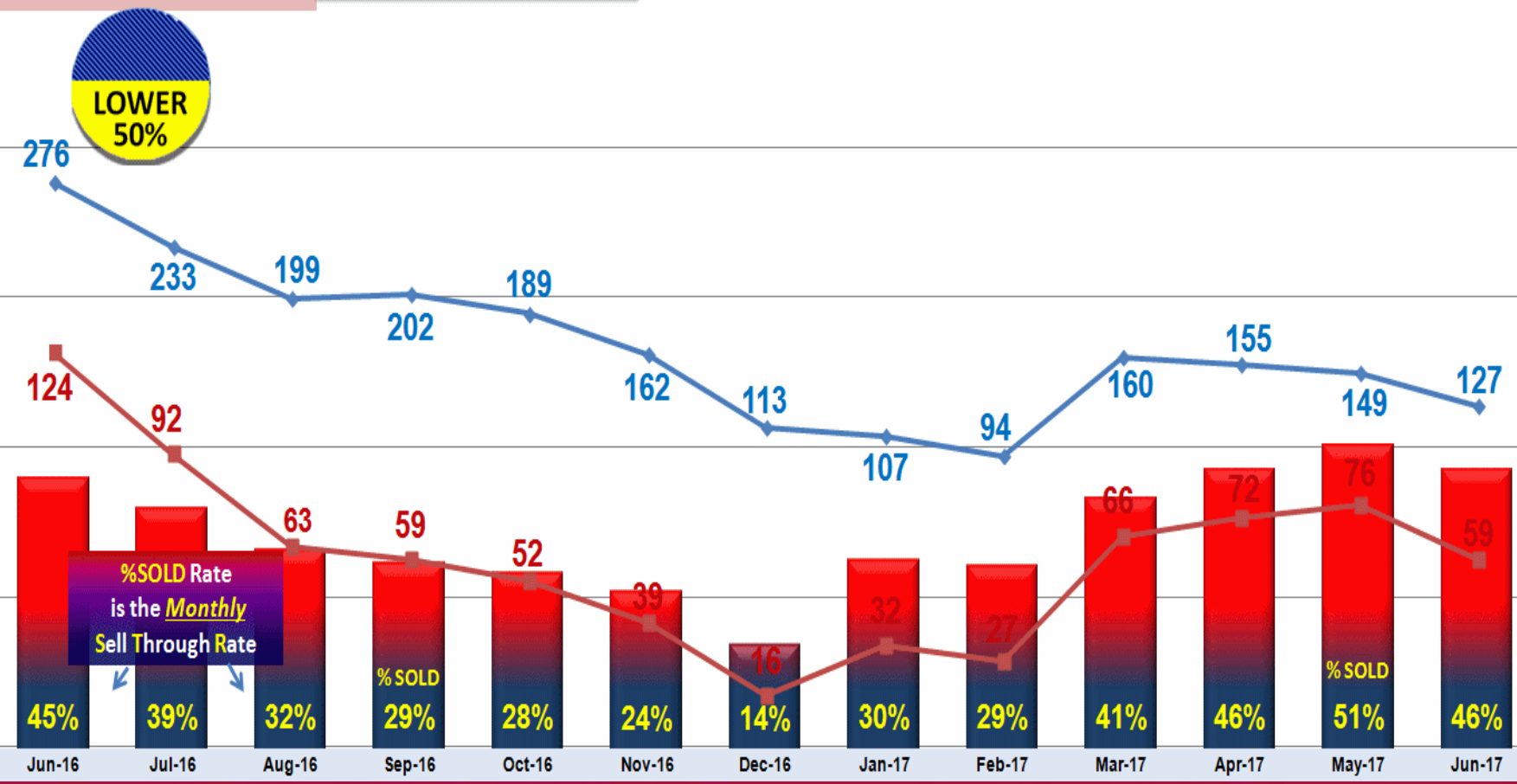
Detached

LOWER 50%

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



Detached



%SOLD Rate is the Monthly Sell Through Rate



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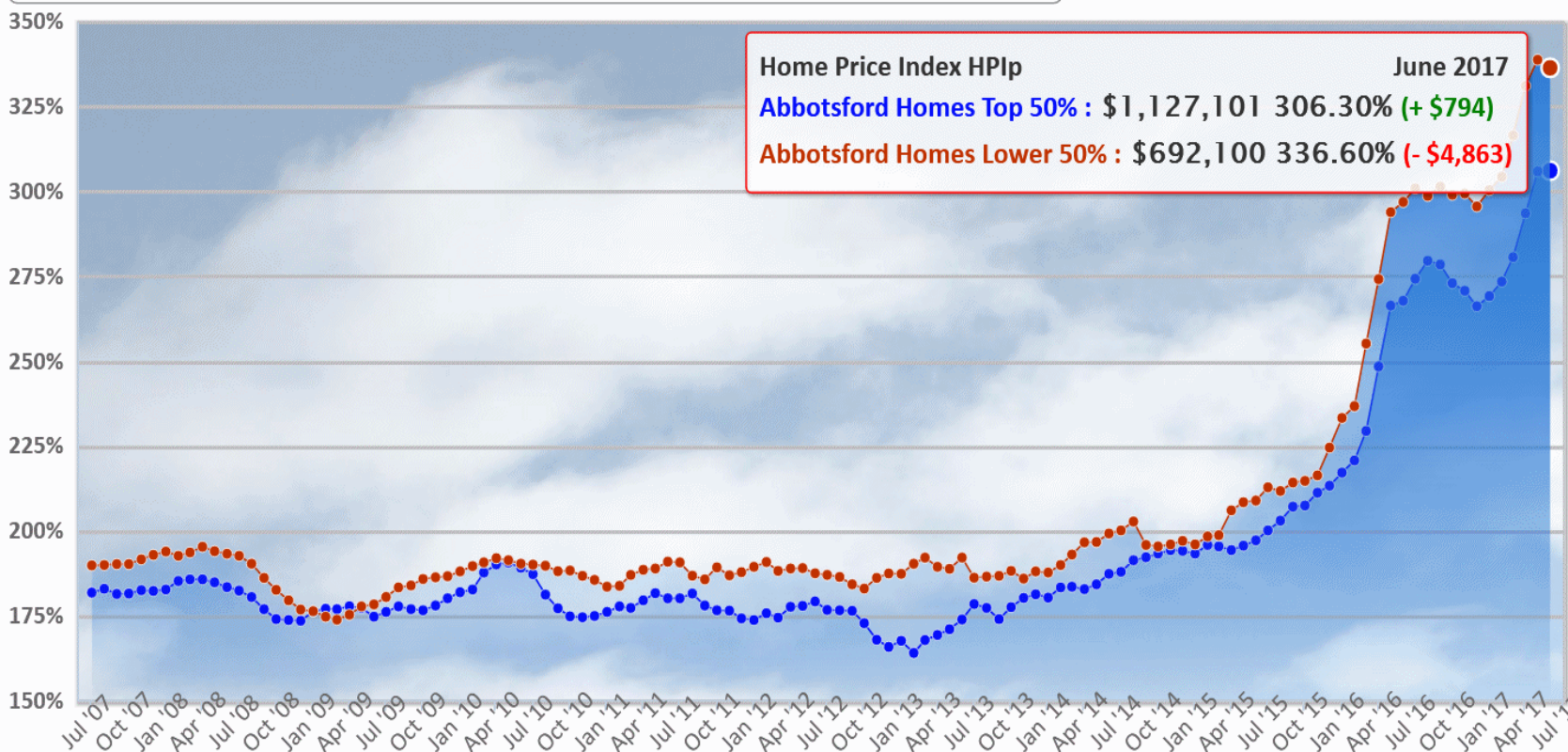
Market Analysis and Forecasting

July 1/17 Abbotsford

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

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

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Market Analysis and Forecasting July 1/17 Langley, Cloverdale

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

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPI

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



% YTD Price Change (1 Year)

迄至今年价格变动 (1年)

High End Detached
高档独立屋

\$850,000

TOP 50%

Low End Detached
低端独立屋

LOWER 50%

High End Condos
高档公寓

\$290,000

TOP 50%

Low End Condos
低端公寓

LOWER 50%

High End Townhouse
高档城镇屋

\$450,000

TOP 50%

Low End Townhouse
低端城镇屋

LOWER 50%

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房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



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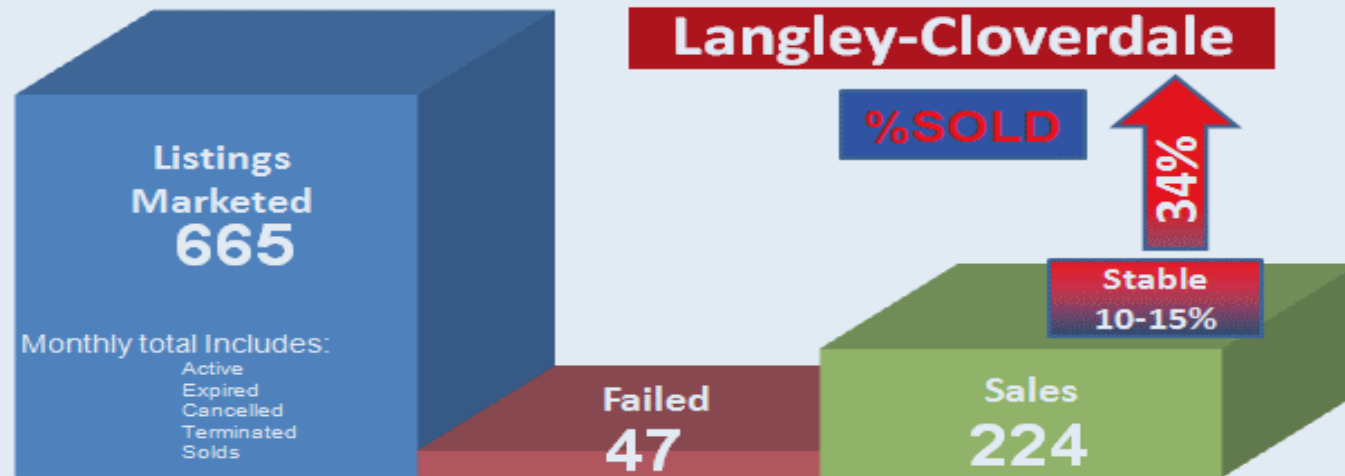
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Market Analysis and Forecasting July 1/17 Langley, Cloverdale

Monthly Market Activity - June 2017 - Single Family



July 1 2017 Langley, Cloverdale Market Update (Detached)

Current: Langley, Cloverdale is in a Sellers Market with average listing inventories, a **34 %SOLD** rate and a 100% Sell/List Ratio. (This means that there is an average of a \$0 discount on a sale from the original list price)

Most Active Price Range: Homes between \$600,000 - \$690,000 have High **57.9 %SOLD** rate and is in a Sellers Market.

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

History: The Langley, Cloverdale Year-To-Date Home Price Index **HPI_p** (Top 50%) shows that prices increased \$126,033. The Langley, Cloverdale Year-To-Date Home Price Index **HPI_p** (Lower 50%) shows that prices increased \$66,001.



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Market Analysis and Forecasting July 1/17 Langley, Cloverdale

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

Langley, Cloverdale List Price Ranges Statistics - June 2017

| Home Price Range | Total Listings (Month) | Sales | DOM | Sale Price /List Price | Detached Sell - List \$Difference | %SOLD | |
|-------------------------|------------------------|------------|----------|------------------------|-----------------------------------|------------|---|
| 0-\$600,000 | 41 | 13 | 8 | 100% | \$0 | 31.7% | ↑ |
| \$600,001-\$690,000 | 19 | 11 | 7 | 102% | \$11,000 | 57.9% | ↑ |
| \$690,001-\$750,000 | 25 | 11 | 10 | 100% | -\$800 | 44.0% | ↑ |
| \$750,001-\$800,000 | 23 | 10 | 12 | 99% | -\$6,189 | 43.5% | ↑ |
| \$800,001-\$900,000 | 87 | 39 | 7 | 102% | \$16,112 | 44.8% | ↑ |
| \$900,001-\$1,100,000 | 136 | 60 | 9 | 100% | \$1,000 | 44.1% | ↑ |
| \$1,100,001-\$1,400,000 | 99 | 33 | 9 | 100% | \$0 | 33.3% | ↑ |
| \$1,400,001-\$2,000,000 | 98 | 22 | 10 | 98% | -\$31,250 | 22.4% | ↑ |
| \$2,000,001 and more | 137 | 25 | 25 | 96% | -\$100,000 | 18.2% | ↑ |
| Total Activity | 665 | 224 | 9 | 100% | \$0 | 34% | ↑ |

2. How Many Properties Were Available During the Month?

| Monthly Changes Summary | Jun-16 | May-17 | Jun-17 | 7/1/2017 | Change | |
|---------------------------------------|-------------|-------------|-------------|----------|----------|---|
| Total Listings** (A,S,T,C,X) | 671 | 510 | 665 | | 155 | ↑ |
| Active Listings (1st of the month) | 388 | 335 | 200 | 394 | 194 | ↑ |
| Solds | 262 | 224 | 224 | | 0 | |
| Days on Market (DOM) | 9 | 8 | 9 | | 1 | ↑ |
| %SOLD (Sales/ Listings /monthly rate) | 39.0% | 43.9% | 33.7% | | -10.2% | ↓ |
| (Top 50%) Home Price Index HPIp | \$1,133,067 | \$1,216,751 | \$1,259,100 | | \$42,349 | ↑ |
| (Lower 50%) Home Price Index HPIp | \$734,100 | \$794,100 | \$800,101 | | \$6,001 | ↑ |

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Market Analysis and Forecasting July 1/17 Langley, Cloverdale

What Sold in your Neighbourhood and for What Price?

| Langley, Cloverdale Sub areas Statistics - June 2017 | | | Detached | | | |
|--|---------------------------|------------|----------|---------------------------|-----------------------------|------------|
| Neighbourhoods | Total Listings (Month) | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | %SOLD |
| Cloverdale BC | 183 | 66 | 7 | 100% | \$3,000 | 36.1% |
| Serpentine | 14 | 2 | 153 | 92% | -\$204,500 | 14.3% |
| Clayton | 50 | 24 | 9 | 101% | \$18,107 | 48.0% |
| Murrayville | 37 | 18 | 11 | 100% | -\$4,500 | 48.6% |
| Salmon River | 68 | 19 | 25 | 95% | -\$64,000 | 27.9% |
| Brookwood Langley | 98 | 34 | 13 | 99% | -\$8,000 | 34.7% |
| Aldergrove Langley | 53 | 17 | 7 | 103% | \$20,100 | 32.1% |
| Campbell Valley | 52 | 10 | 22 | 96% | -\$89,950 | 19.2% |
| Otter District | 36 | 8 | 17 | 95% | -\$37,950 | 22.2% |
| Langley City | 74 | 26 | 9 | 99% | -\$5,000 | 35.1% |
| Total Activity | 665 | 224 | 9 | 100% | \$0 | 34% |

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Market Analysis and Forecasting July 1/17 Langley, Cloverdale

Next Months Market Forecast

Forecast: Langley, Cloverdale has an average Listing supply; 394 homes are for sale and with the **34 %SOLD** monthly rate gives us a ~3 months of inventory. 11% of the active listings have reduced their price by \$86,953 on average or \$76,500 median in the last month. We project Langley, Cloverdale Detached to be a sellers market.

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

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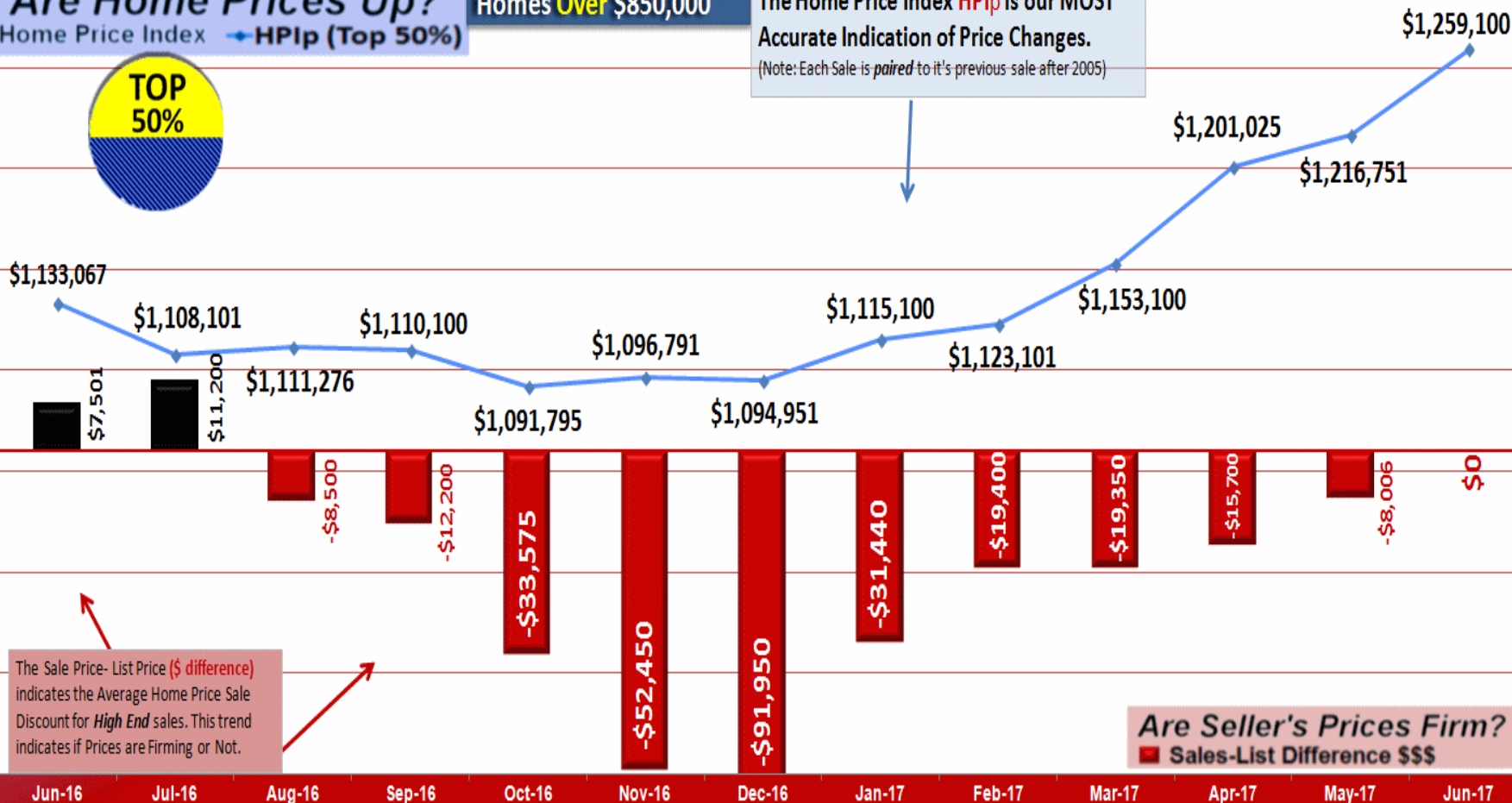
Langley, Cloverdale Home Price Index **HPIp** (Top 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$850,000

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



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

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

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



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

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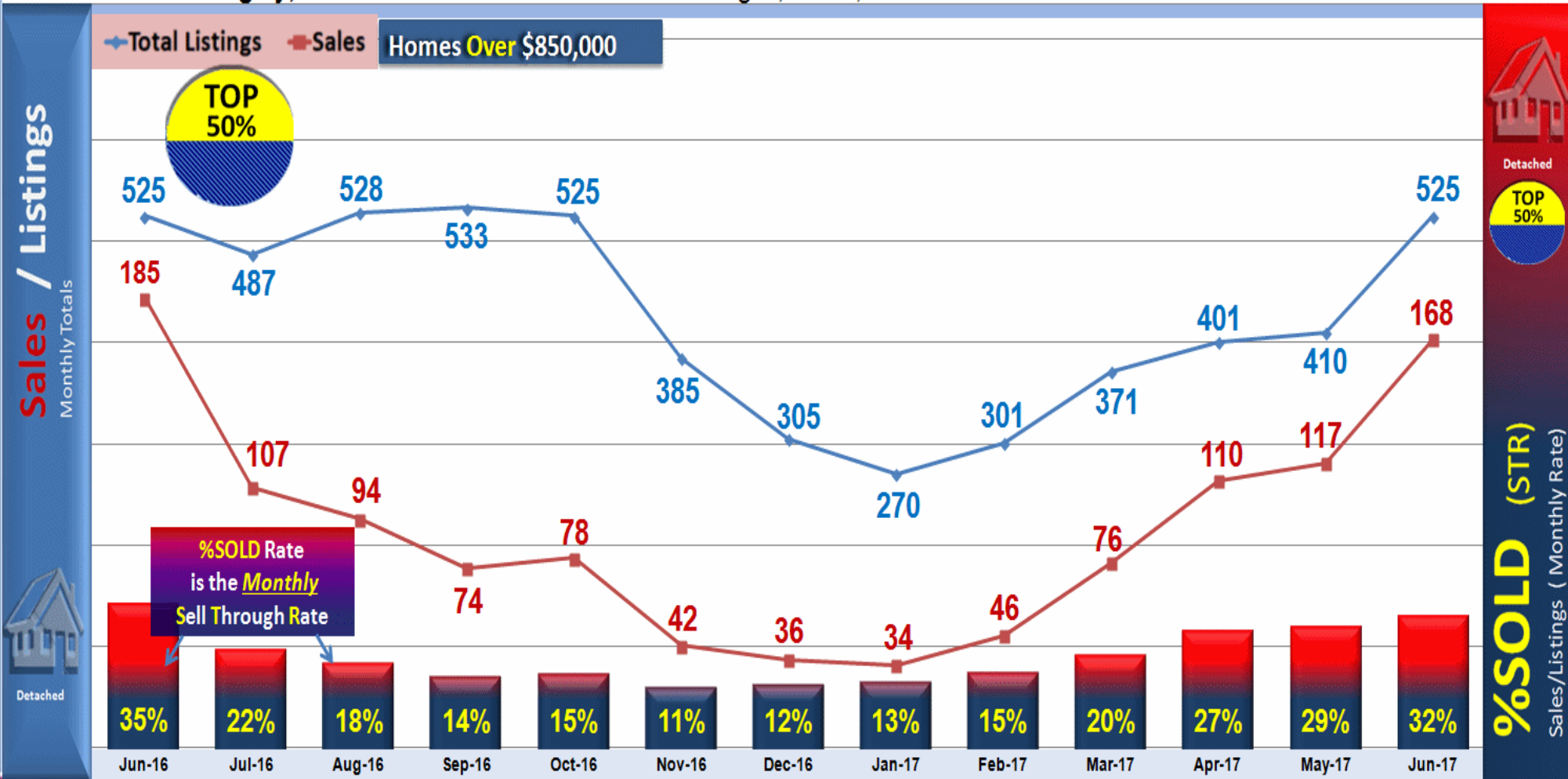
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Market Analysis and Forecasting July 1/17 Langley, Cloverdale

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



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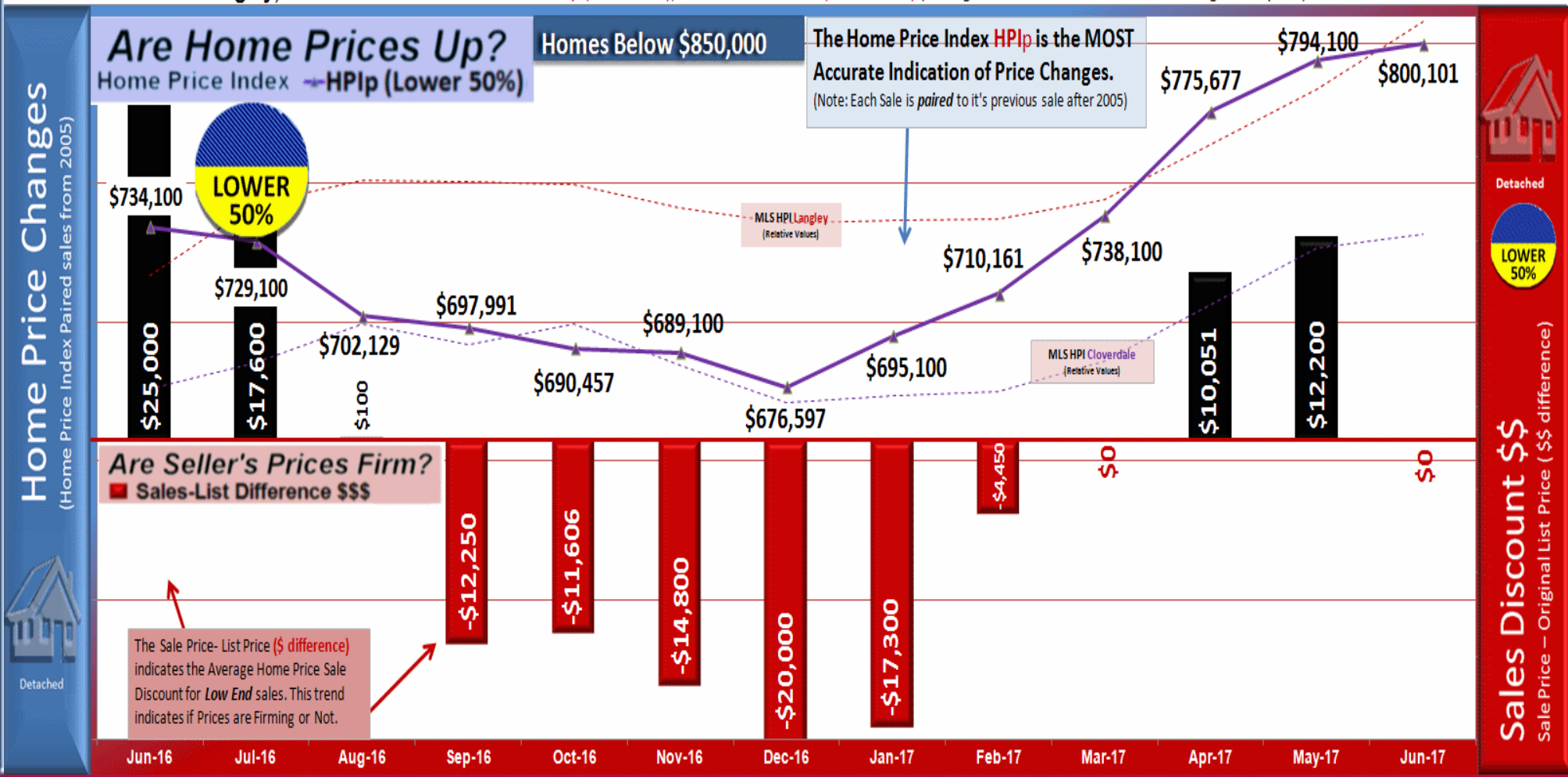
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Market Analysis and Forecasting

July 1/17 Langley, Cloverdale

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



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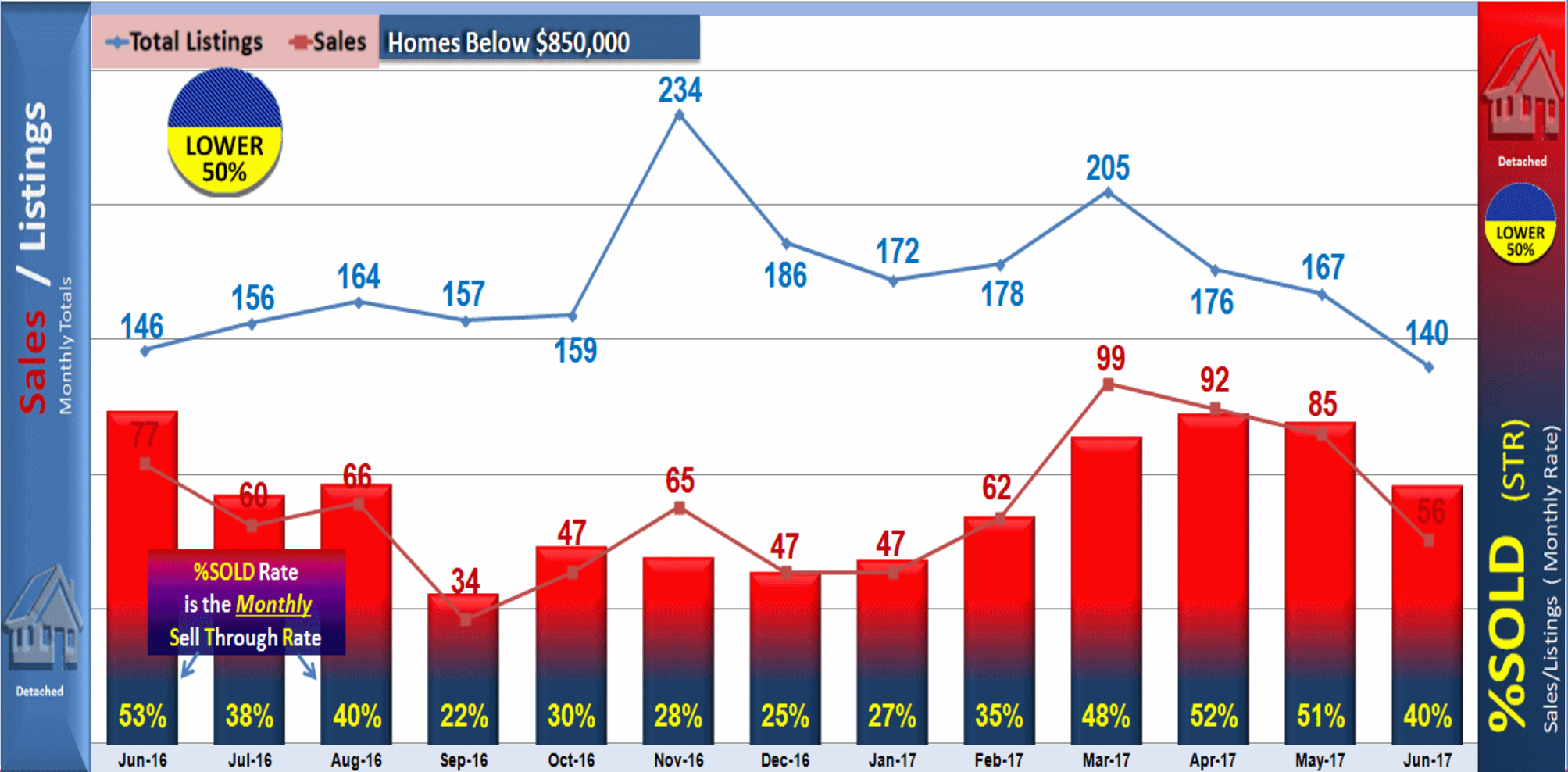
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Market Analysis and Forecasting July 1/17 Langley, Cloverdale

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



Sales / Listings
Monthly Totals



Detached



Detached



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

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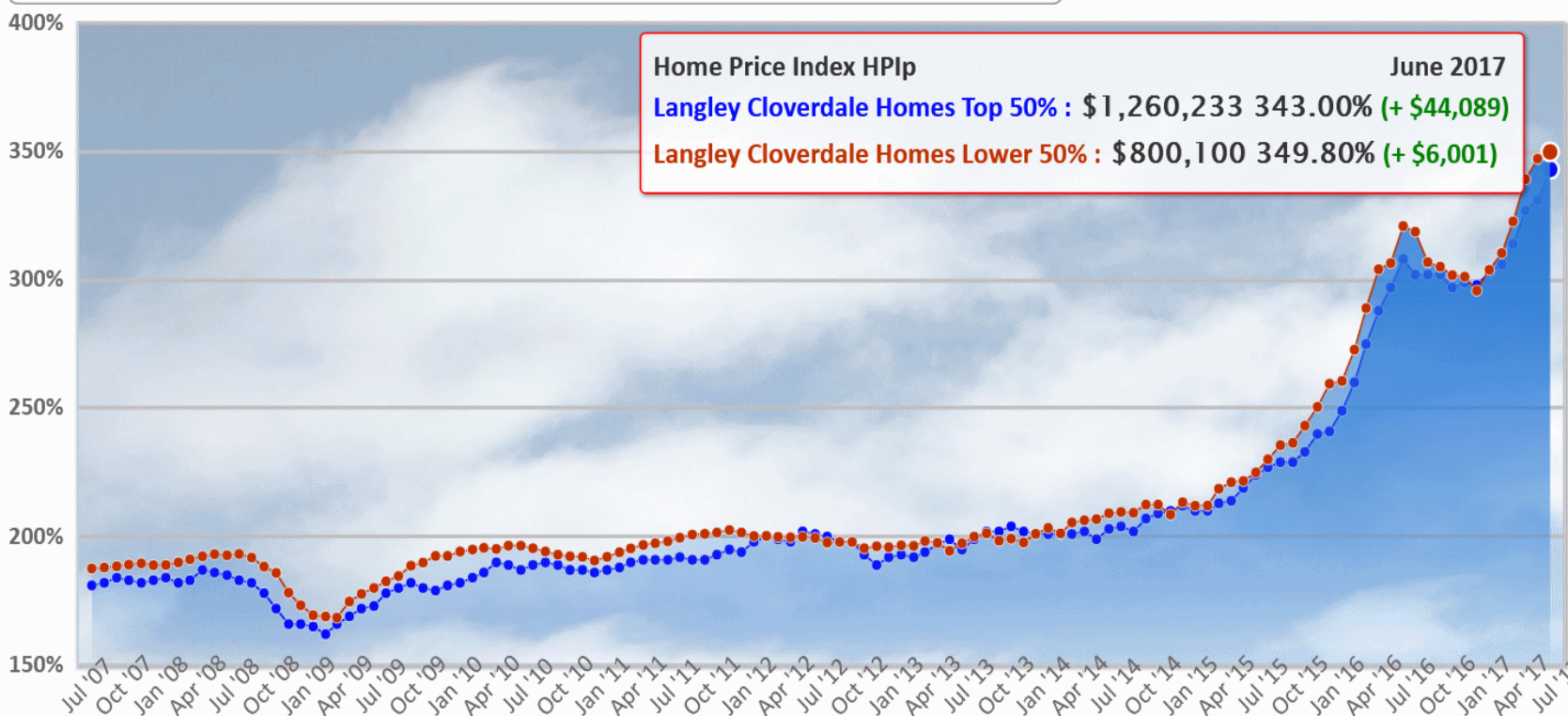
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Market Analysis and Forecasting July 1/17 Langley, Cloverdale

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



Monthly Home values

| Date | Value |
|----------|----------|
| Jun 2017 | % 343.00 |
| May 2017 | % 331.00 |
| Apr 2017 | % 327.00 |
| Mar 2017 | % 314.00 |
| Feb 2017 | % 306.00 |
| Jan 2017 | % 303.00 |
| Dec 2016 | % 298.00 |
| Nov 2016 | % 299.00 |
| Oct 2016 | % 297.00 |
| Sep 2016 | % 302.00 |
| Aug 2016 | % 302.00 |
| Jul 2016 | % 302.00 |

<< < 1 2 3 > >>

Drag over area to ZOOM in



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

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Market Analysis and Forecasting July 1/17 East Surrey

| East Surrey Sub areas Statistics - June 2017 | | | | | | |
|--|----------------|------------|----------|------------------------|--------------------------|------------|
| Neighbourhoods | Total Listings | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | %SOLD |
| Fraser Heights | 8 | 2 | 52 | 102% | \$12,506 | 25.0% |
| Guildford | 136 | 61 | 9 | 104% | \$12,100 | 44.9% |
| Fleetwood Tynehead | 83 | 39 | 7 | 104% | \$18,200 | 47.0% |
| Panorama Ridge | 24 | 12 | 3 | 100% | \$0 | 50.0% |
| Sullivan Station | 100 | 47 | 9 | 101% | \$3,000 | 47.0% |
| Total Activity | 351 | 161 | 8 | 102% | \$10,100 | 46% |

| East Surrey List Price Ranges Statistics - June 2017 | | | | | | |
|--|----------------|------------|----------|------------------------|--------------------------|------------|
| Home Price Range | Total Listings | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | %SOLD |
| \$0-\$200,000 | 8 | 3 | 7 | 115% | \$30,000 | 37.5% |
| \$200,001-\$300,000 | 49 | 24 | 11 | 105% | \$12,950 | 49.0% |
| \$300,001-\$400,000 | 61 | 25 | 9 | 101% | \$5,200 | 41.0% |
| \$400,001 and more | 233 | 109 | 7 | 102% | \$10,000 | 46.8% |
| Total Activity | 351 | 161 | 8 | 102% | \$10,100 | 46% |

July 12017 East Surrey Market Update Attached Townhomes/Condos

Current: East Surrey is a Sellers Market with average listing inventory, a **46 %SOLD** rate and a 100% Sell/List Ratio.
(This means the discount on a sale from the original list price is averaging \$0)
Most Active Price Range: Homes between \$200,000 - \$300,000 have **49.0 %SOLD** rate.
Least Active Price Range: Homes between \$300,000 - \$400,000 have **37.5 %SOLD** rate.

History: The East Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices are increased \$100,304.
The East Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$58,644.
The East Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$90,699.
The East Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are increased \$107,329.

*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.
Forecast: May's listing inventory is 4% more than the same month last year.

| Monthly Changes Summary | Jun-16 | May-17 | Jun-17 | 7/1/2017 | Change |
|--|-----------|-----------|-----------|----------|----------|
| Total Listings** (A,S,T,C,X) | 338 | 335 | 351 | | 16 |
| Active Listings (1st of the month) | 166 | 157 | 150 | 171 | 21 |
| Solds | 145 | 167 | 161 | | -6 |
| Days on Market (DOM) | 8 | 8 | 8 | | 0 |
| %SOLD (Sales/Listings /mnlthly rate) | 43% | 50% | 46% | | -4% |
| Condos (Top 50%) Home Price Index HPI | \$267,635 | \$348,865 | \$367,940 | | \$19,075 |
| Condos (Lower 50%) Home Price Index HF | \$172,972 | \$222,258 | \$231,616 | | \$9,359 |
| Twnhs (Top 50%) Home Price Index HPIp | \$500,296 | \$571,100 | \$590,994 | | \$19,894 |
| Twnhs (Lower 50%) Home Price Index HPI | \$301,100 | \$398,118 | \$408,429 | | \$10,311 |

I am dedicated to providing you with the highest quality service possible. Let me assist you in finding your dream home, in a neighbourhood that is right for you, and in the price range you want. Or if you are interested in selling a property, I also have the expertise to help you get the fastest sale possible and at the best price. - **Surjit Thind**

June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this last month, conversely only one City in the Fraser Valley saw a price drop. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$19,160, which is a small decrease over the \$25,106 increase that we saw in May, and is double the \$8,046 Average Increase in the Vancouver Markets. Last year our Emotionally Charged Single Family Markets peaked in July/ August and this year we are forecasting that we are at the end of the Sellers Market across most Detached Markets.
All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

Analytical Methods: The East Surrey represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **East Surrey HPIp Top 50%** representing the higher end sales and the **East Surrey HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time. Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards & they assume no responsibility for its accuracy. Copyright: RMXReports.

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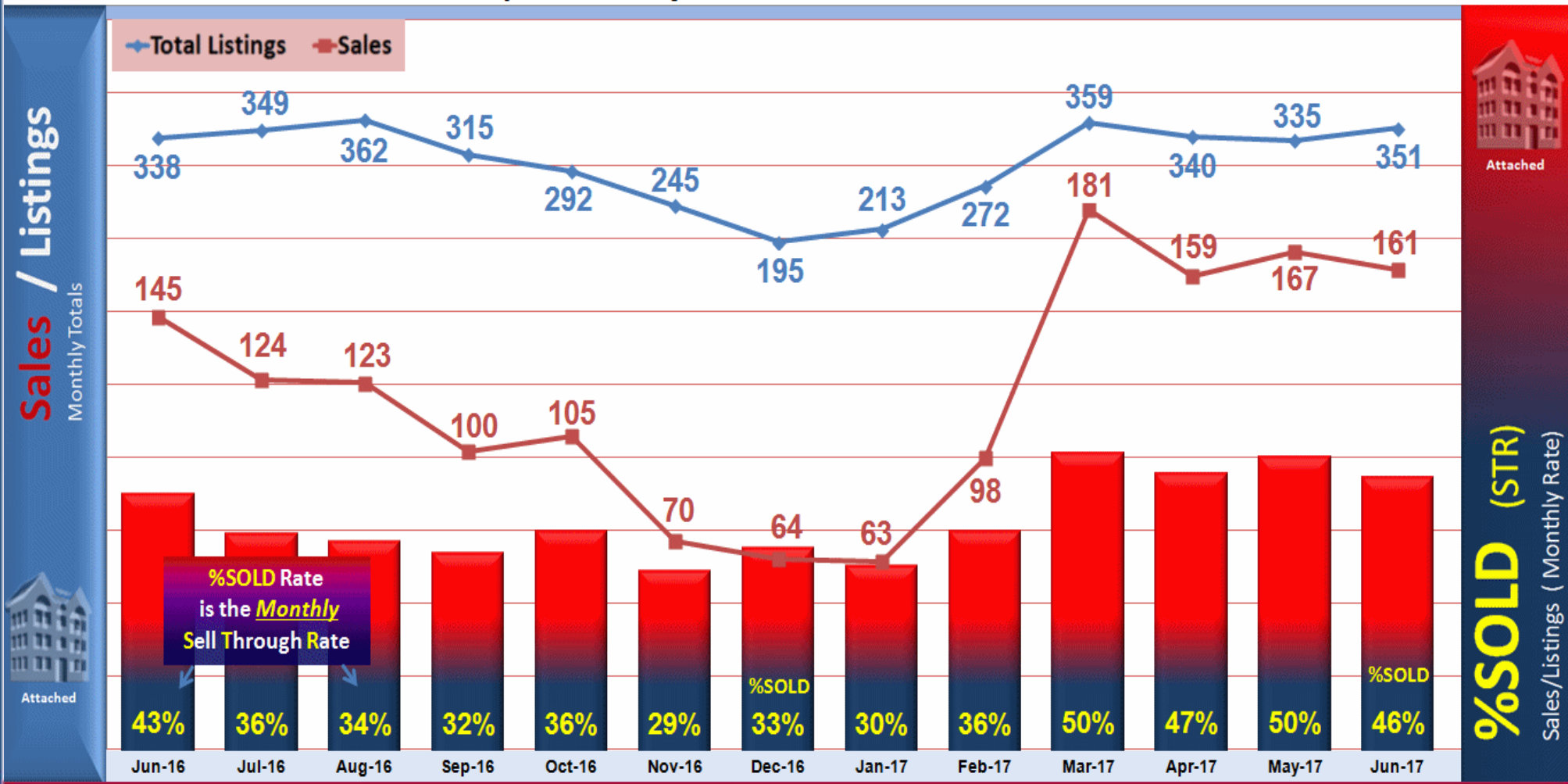
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Market Analysis and Forecasting July 1/17 East Surrey

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



Sales / Listings
Monthly Totals



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

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Market Analysis and Forecasting July 1/17 East Surrey

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

Home Price Changes

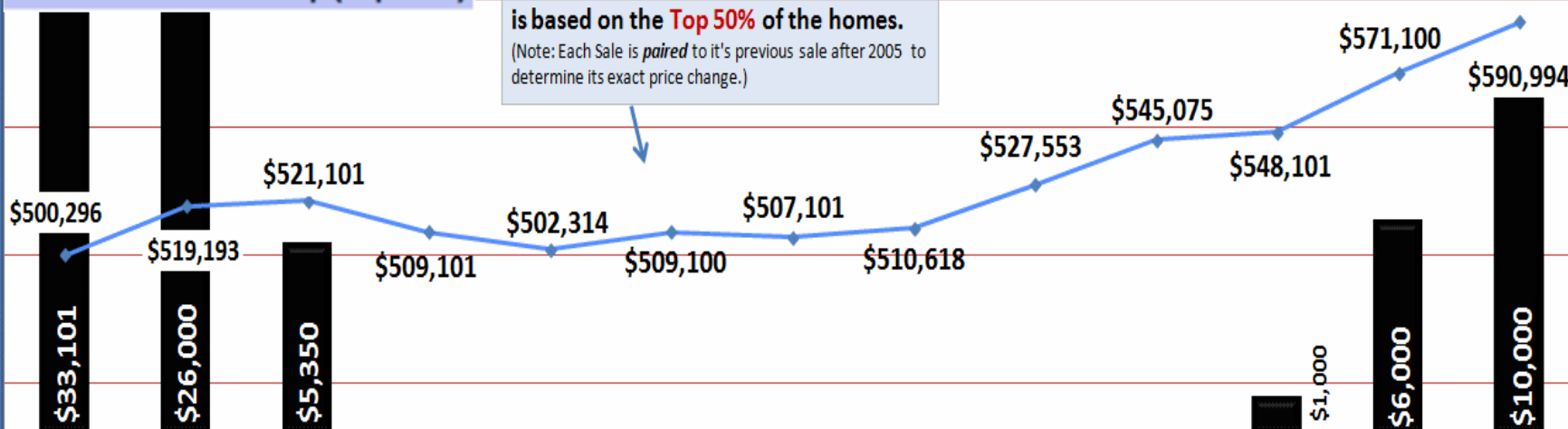
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

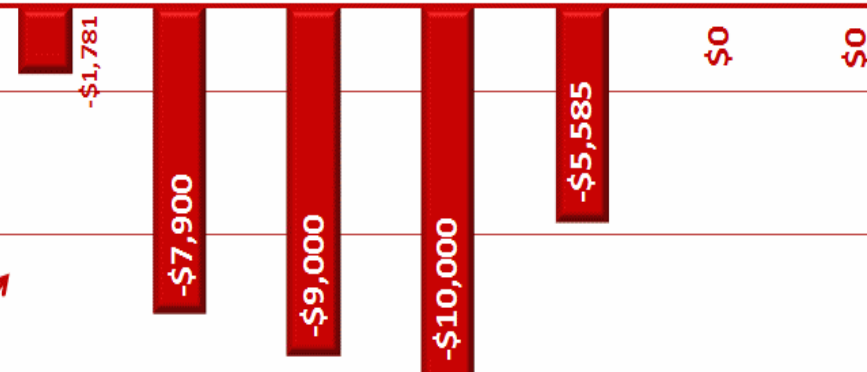
The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.

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



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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



Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

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Market Analysis and Forecasting July 1/17 East Surrey

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

Home Price Changes

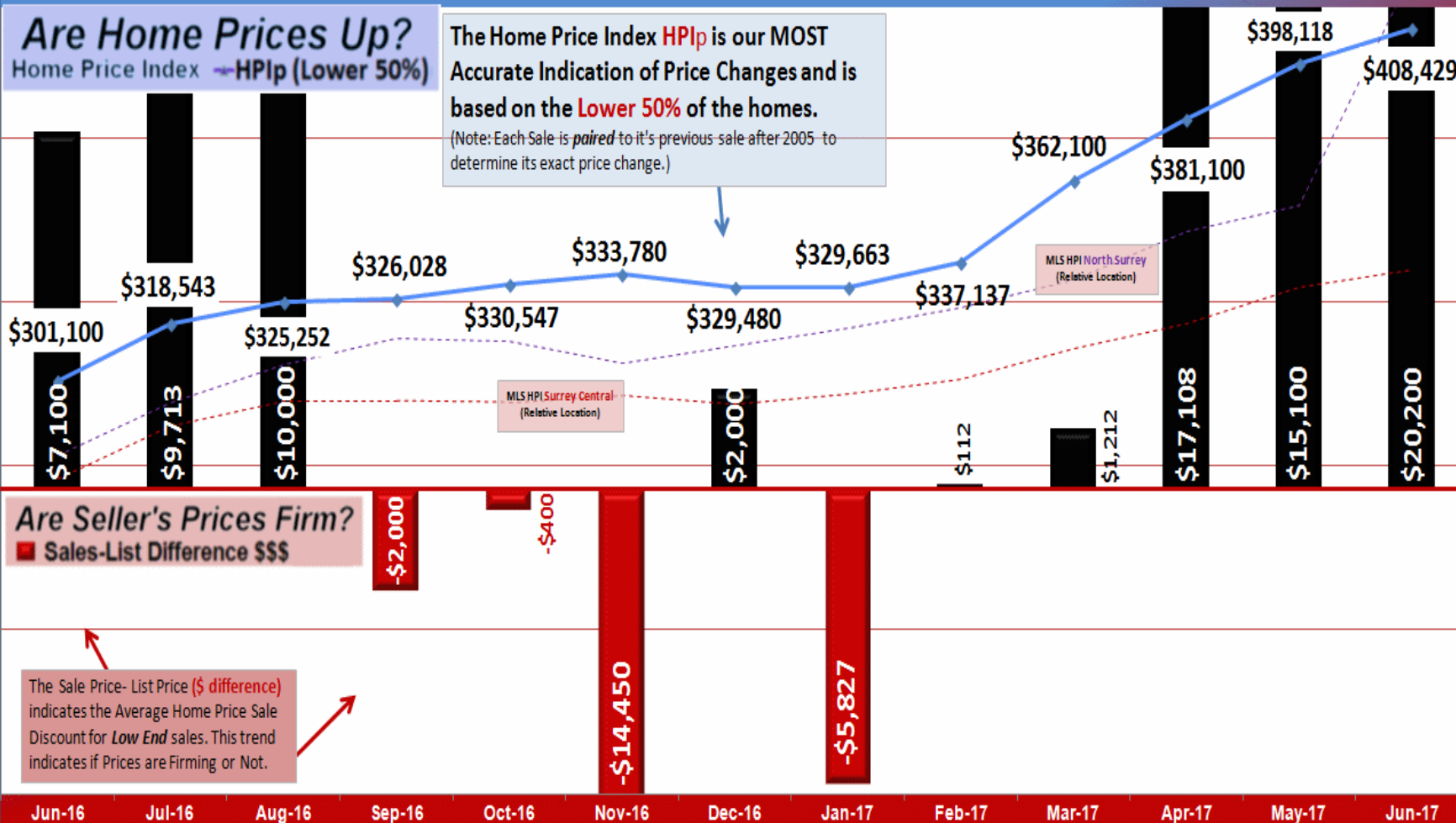
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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

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



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
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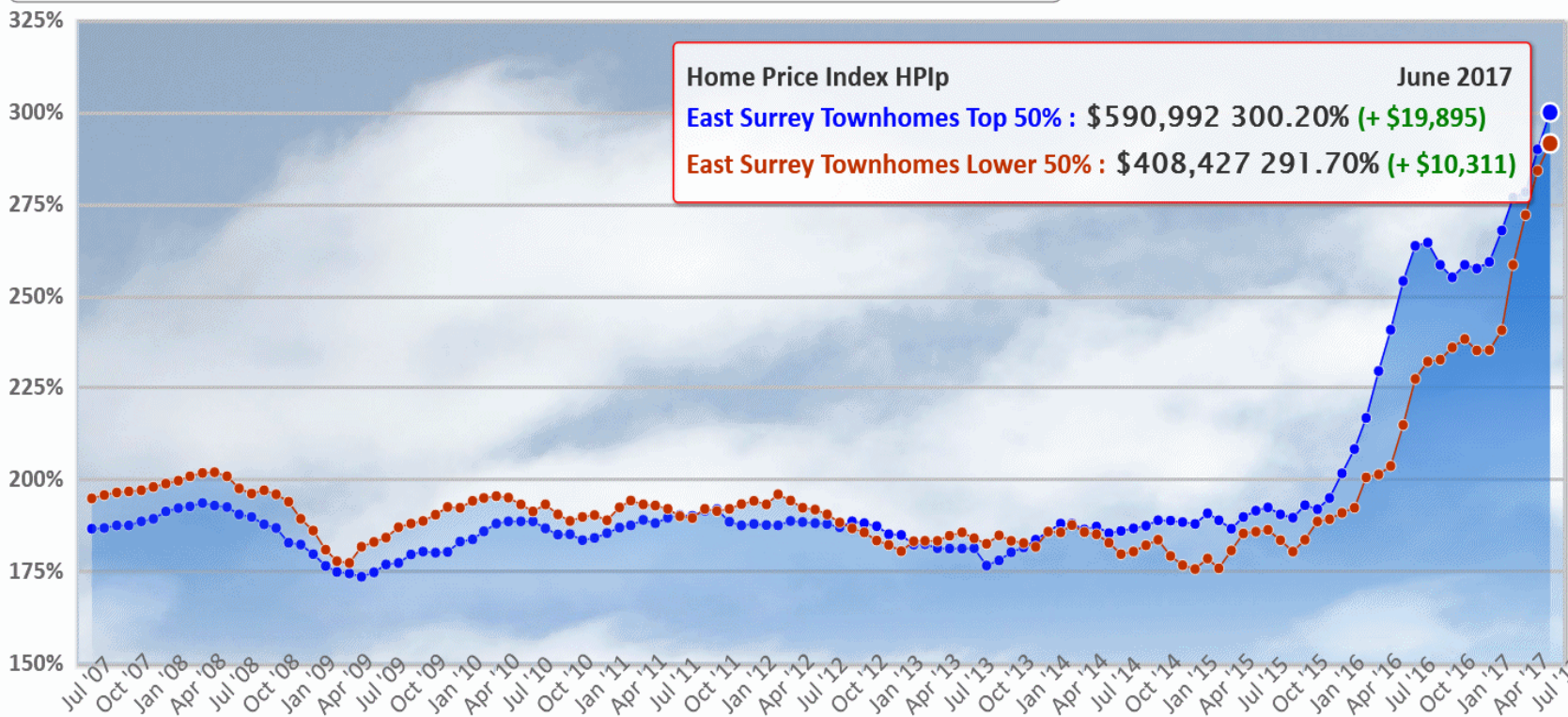
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Market Analysis and Forecasting July 1/17 East Surrey

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



Monthly Home values

| Date | Value |
|----------|----------|
| Jun 2017 | % 300.20 |
| May 2017 | % 290.10 |
| Apr 2017 | % 278.40 |
| Mar 2017 | % 276.90 |
| Feb 2017 | % 268.00 |
| Jan 2017 | % 259.40 |
| Dec 2016 | % 257.60 |
| Nov 2016 | % 258.60 |
| Oct 2016 | % 255.20 |
| Sep 2016 | % 258.60 |
| Aug 2016 | % 264.70 |
| Jul 2016 | % 263.80 |

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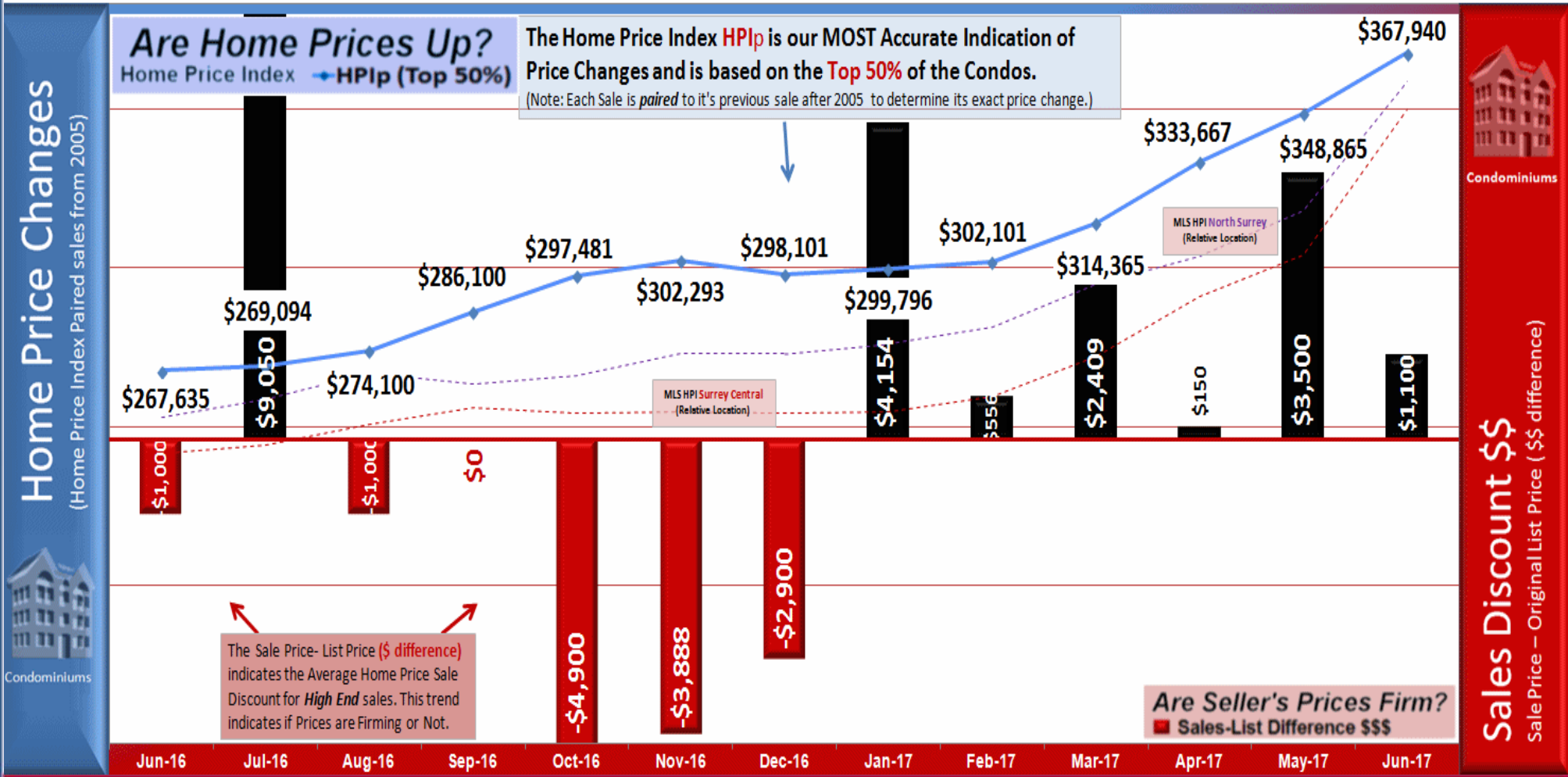
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Market Analysis and Forecasting July 1/17 East Surrey

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



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



Condominiums

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

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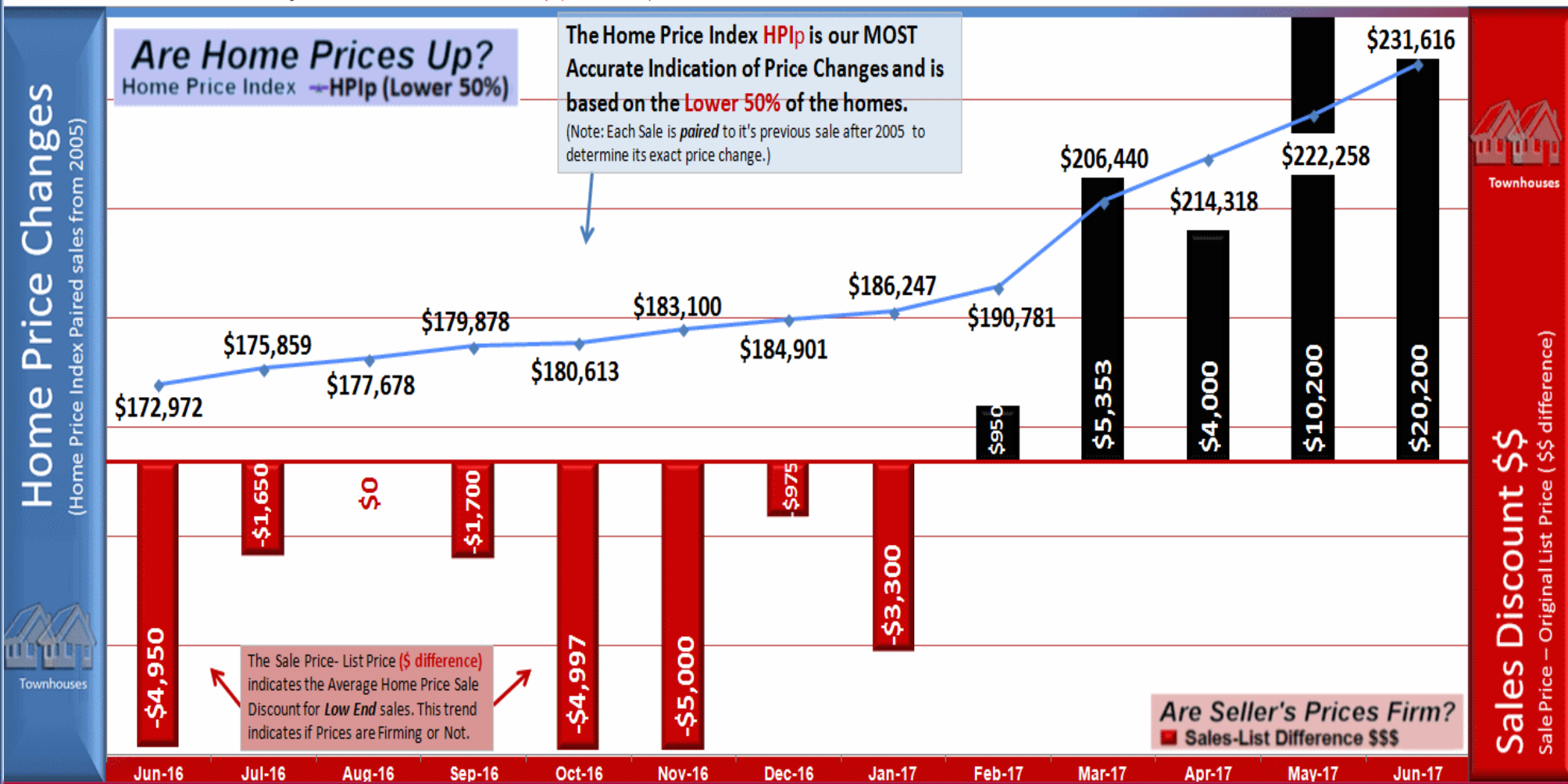
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Attached East Surrey Condos Home Price Index HPIp (Lower 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)



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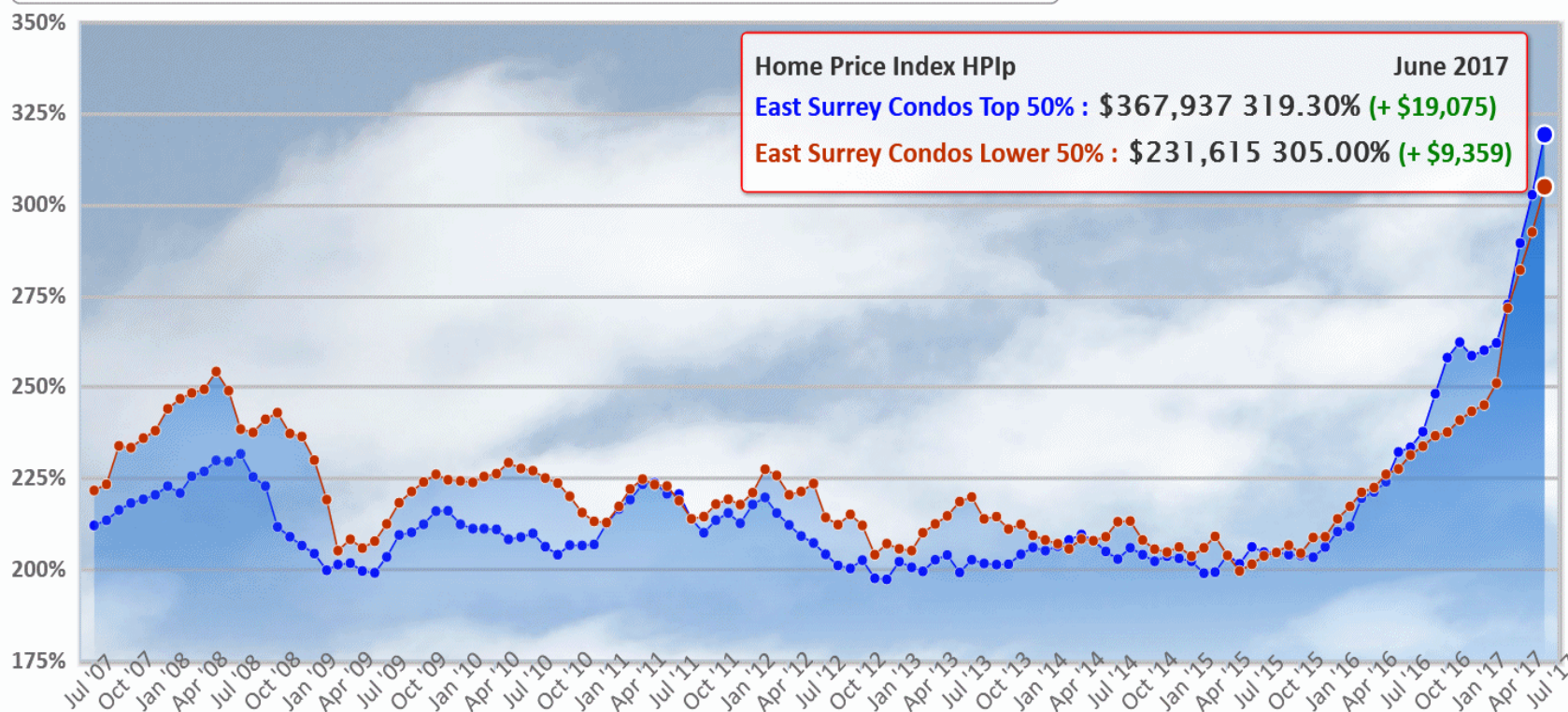
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Market Analysis and Forecasting July 1/17 East Surrey

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

| Date | Value |
|----------|----------|
| Jun 2017 | % 319.30 |
| May 2017 | % 302.80 |
| Apr 2017 | % 289.60 |
| Mar 2017 | % 272.80 |
| Feb 2017 | % 262.20 |
| Jan 2017 | % 260.20 |
| Dec 2016 | % 258.70 |
| Nov 2016 | % 262.40 |
| Oct 2016 | % 258.20 |
| Sep 2016 | % 248.30 |
| Aug 2016 | % 237.90 |
| Jul 2016 | % 233.60 |

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Drag over area to ZOOM in



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Market Analysis and Forecasting

July 1/17 Abbotsford

| Abbotsford Sub areas Statistics - June 2017 | | | | | | |
|---|------------------------|------------|-----------|------------------------|--------------------------|------------|
| Neighbourhoods | Total Listings (Month) | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | % SOLD |
| Poplar | 11 | 9 | 6 | 100% | \$0 | 81.8% |
| Matsqui | | | | | | 0.0% |
| Sumas Mountain | | | | | | 0.0% |
| Abbotsford West | 169 | 79 | 10 | 100% | \$0 | 46.7% |
| Abbotsford East | 42 | 25 | 9 | 100% | \$0 | 59.5% |
| Aberdeen | 1 | 1 | 7 | 102% | \$10,100 | 100.0% |
| Sumas Prairie | | | | | | 0.0% |
| Central Abbotsford | 196 | 88 | 12 | 100% | -\$900 | 44.9% |
| Total Activity | 419 | 202 | 10 | 100% | \$0 | 48% |

| Abbotsford List Price Ranges Statistics - June 2017 | | | | | | |
|---|------------------------|------------|-----------|------------------------|--------------------------|------------|
| Home Price Range | Total Listings (Month) | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | % SOLD |
| \$0-\$150,000 | 25 | 7 | 2 | 100% | \$0 | 28.0% |
| \$150,001-\$200,000 | 55 | 32 | 12 | 100% | \$0 | 58.2% |
| \$200,001-\$250,000 | 96 | 51 | 12 | 100% | -\$900 | 53.1% |
| \$250,001-\$300,000 | 62 | 31 | 15 | 99% | -\$1,500 | 50.0% |
| \$300,001 and more | 181 | 81 | 8 | 100% | \$0 | 44.8% |
| Total Activity | 419 | 202 | 10 | 100% | \$0 | 48% |

July 1 2017 Abbotsford Market Update Attached Townhomes/Condos

Current: Abbotsford is a Sellers Market with normal listing inventories, a **48 %SOLD** rate and a 100% Sell/List Ratio.
(This means that there is an average of a \$1,353 surplus on a sale from the original list price)

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

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

History:

The Abbotsford's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$80,772.

The Abbotsford's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$60,996.

The Abbotsford's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$110,920.

The Abbotsford's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$85,661.

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

Forecast:

Abbotsford Listing Inventories are 8% more than May 2017.

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

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

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

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

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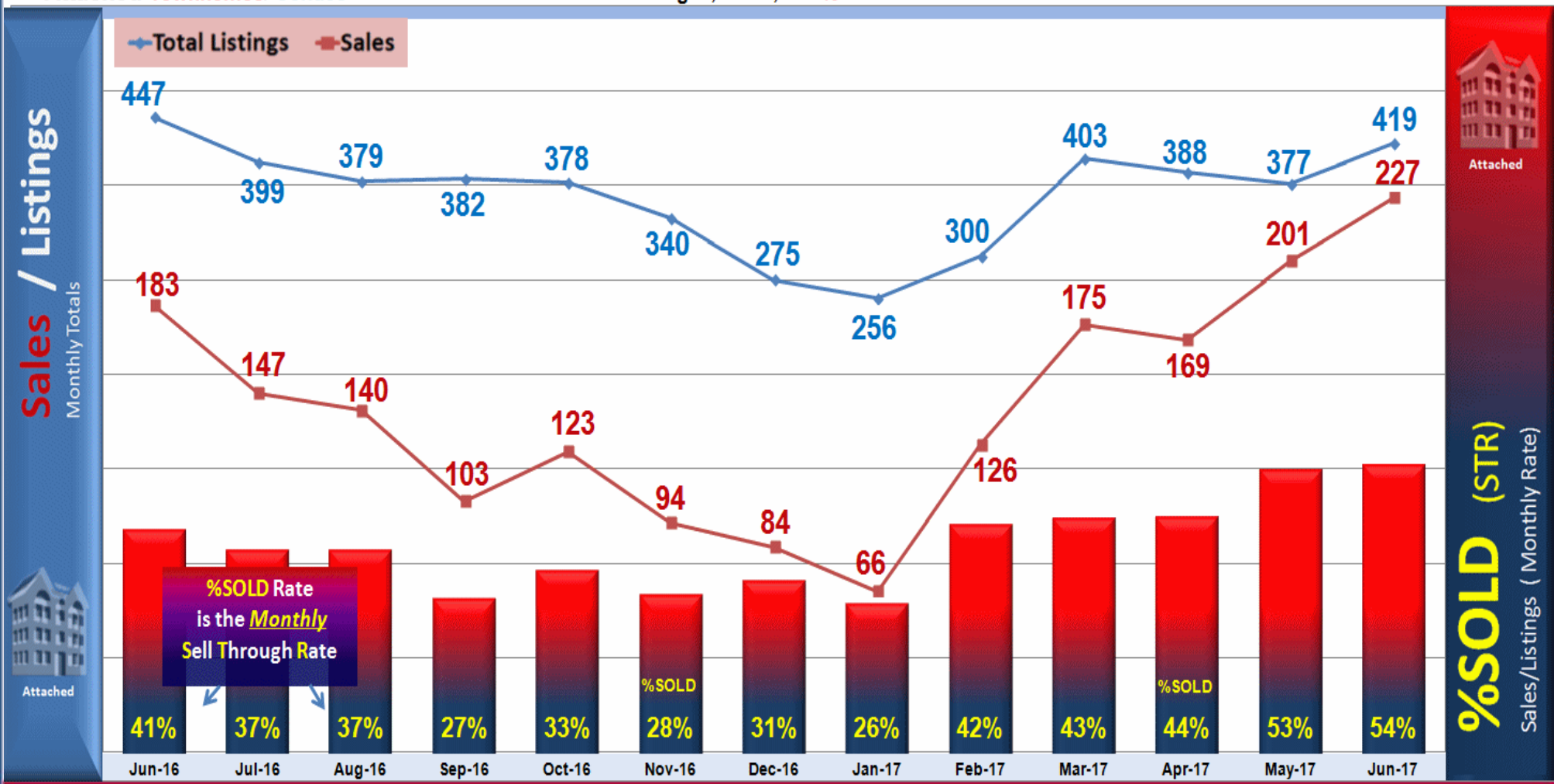
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Market Analysis and Forecasting

July 1/17 Abbotsford

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



Sales / Listings
Monthly Totals

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

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Market Analysis and Forecasting

July 1/17 Abbotsford

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

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



Townhouses

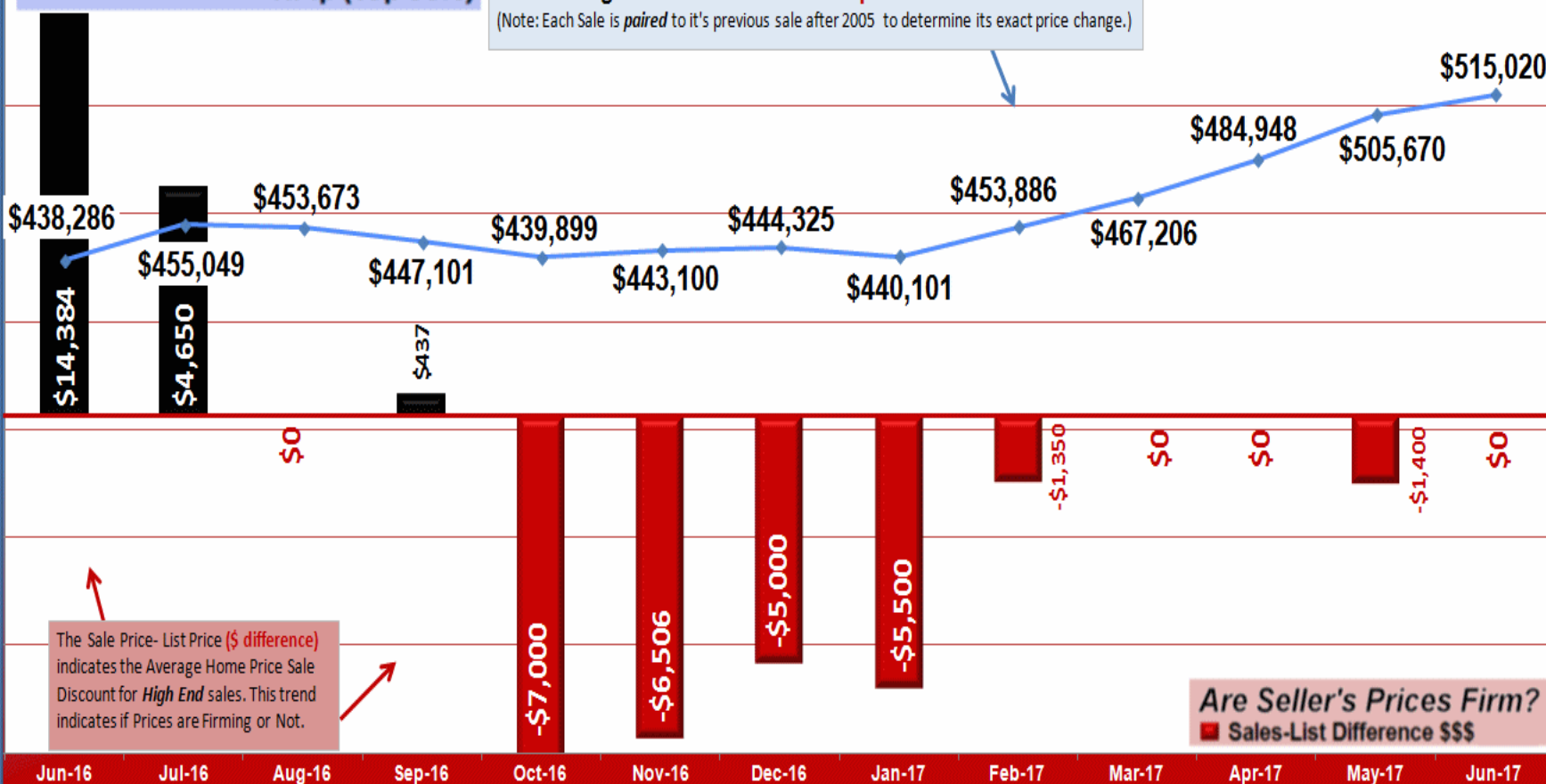
Sales Discount \$\$\$
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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

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



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

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

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Market Analysis and Forecasting

July 1/17 Abbotsford

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

Home Price Changes

(Home Price Index Paired sales from 2005)

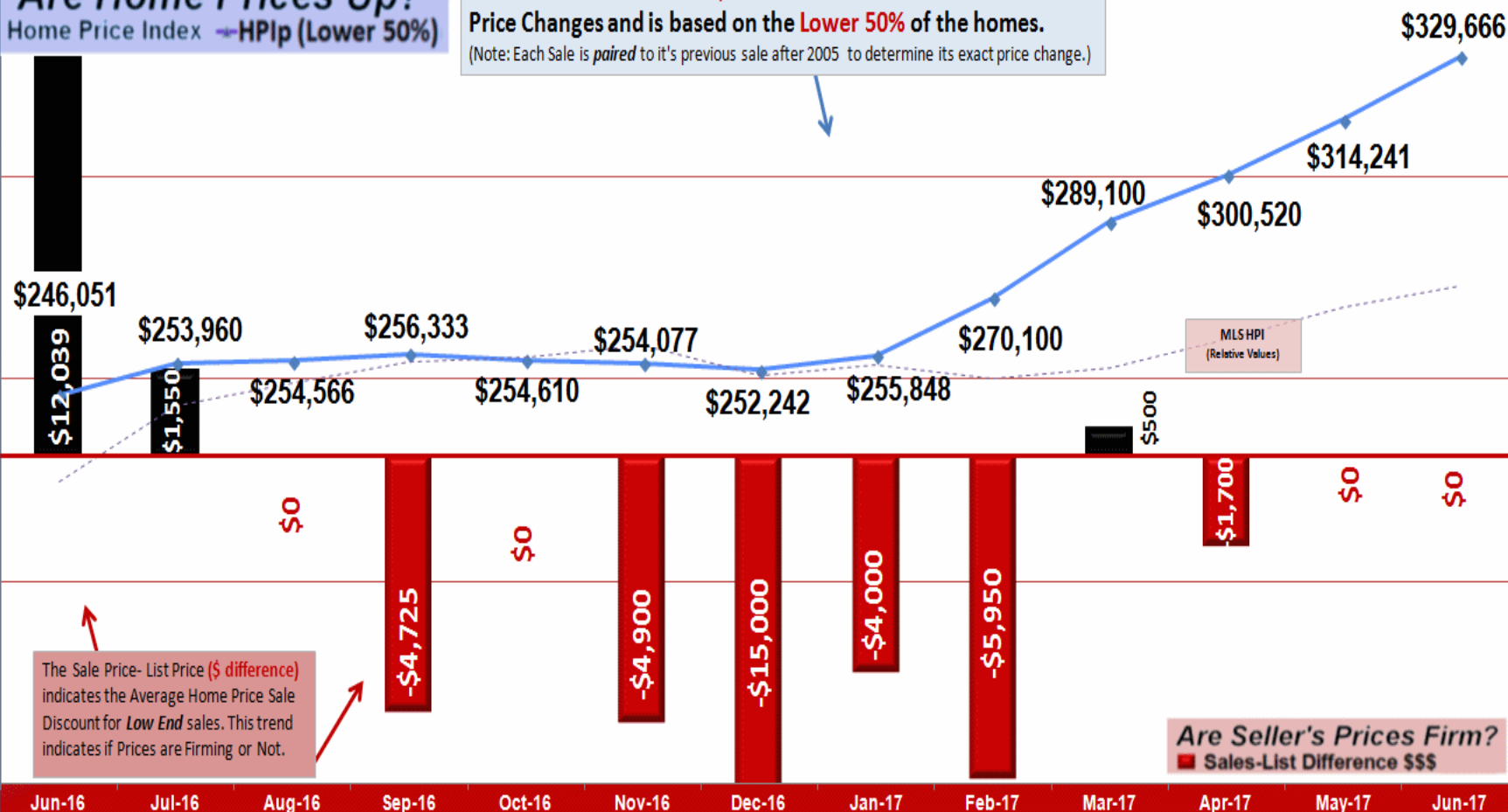


Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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

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



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

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

Sales Discount \$\$

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

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Vancouver Market Reports

Statistics, on the Web!

attached homes



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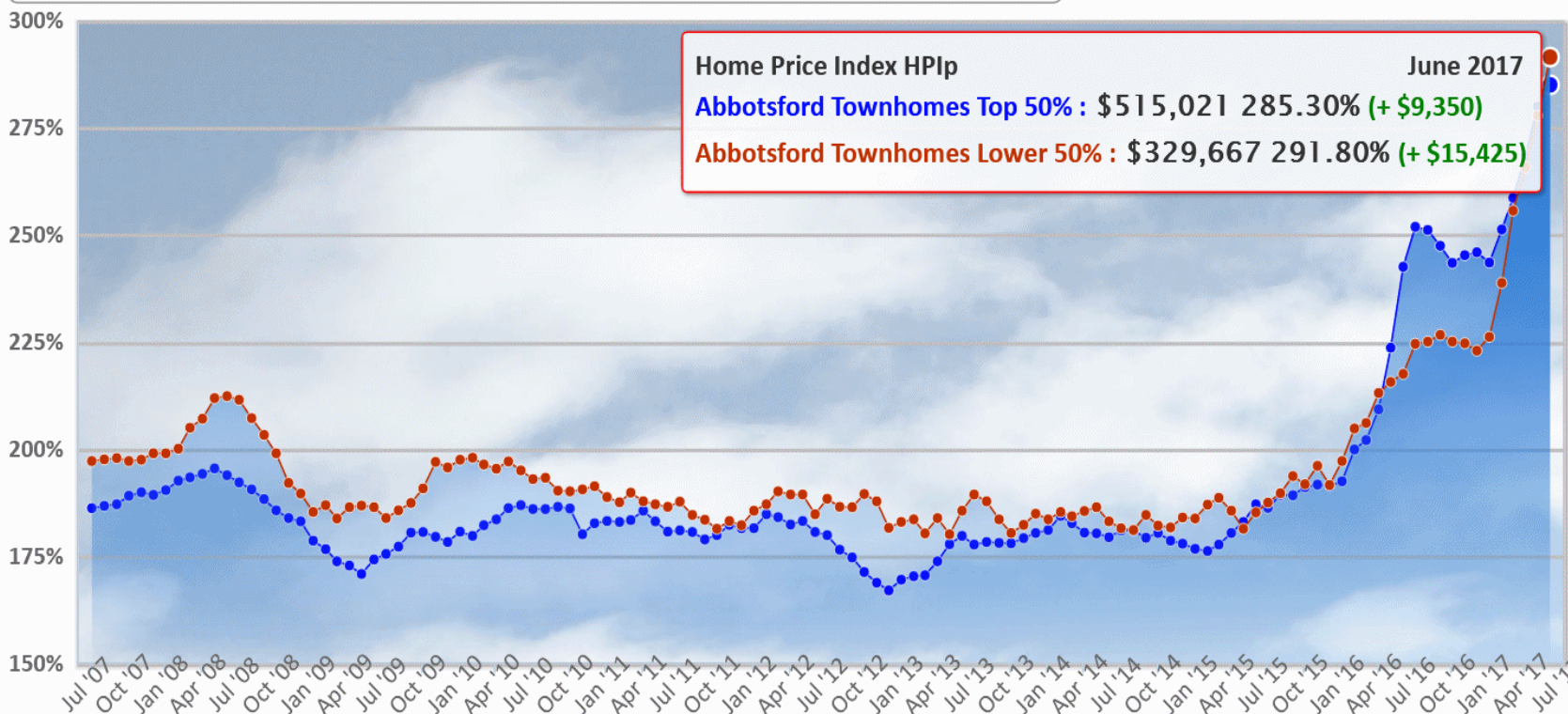
Market Analysis and Forecasting

July 1/17 Abbotsford

Powered by the Greater Vancouver Market Reports HPIp



Abbotsford Townhomes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
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Monthly Home values

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Attached

Abbotsford

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

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

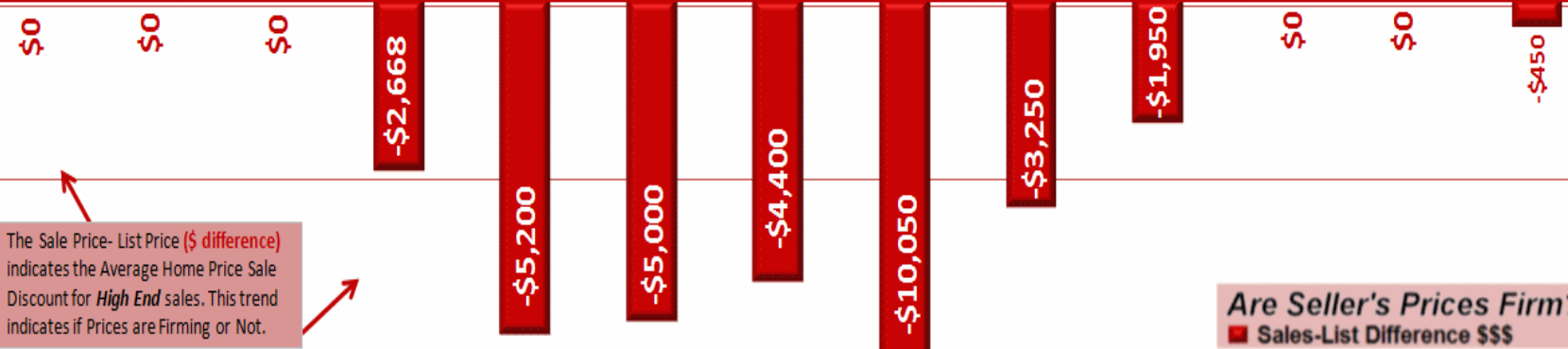
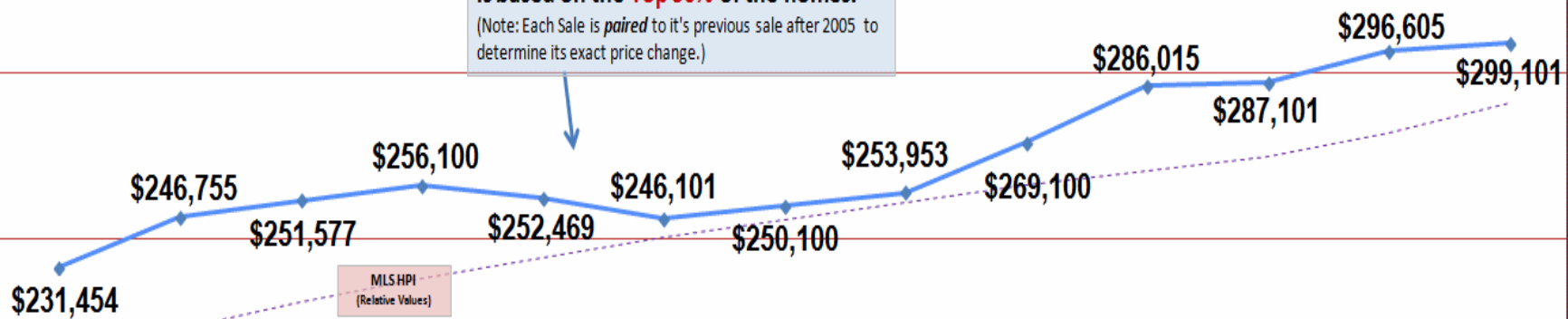


Condominiums

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

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

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Are Seller's Prices Firm?
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Abbotsford

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

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Condominiums



Condominiums

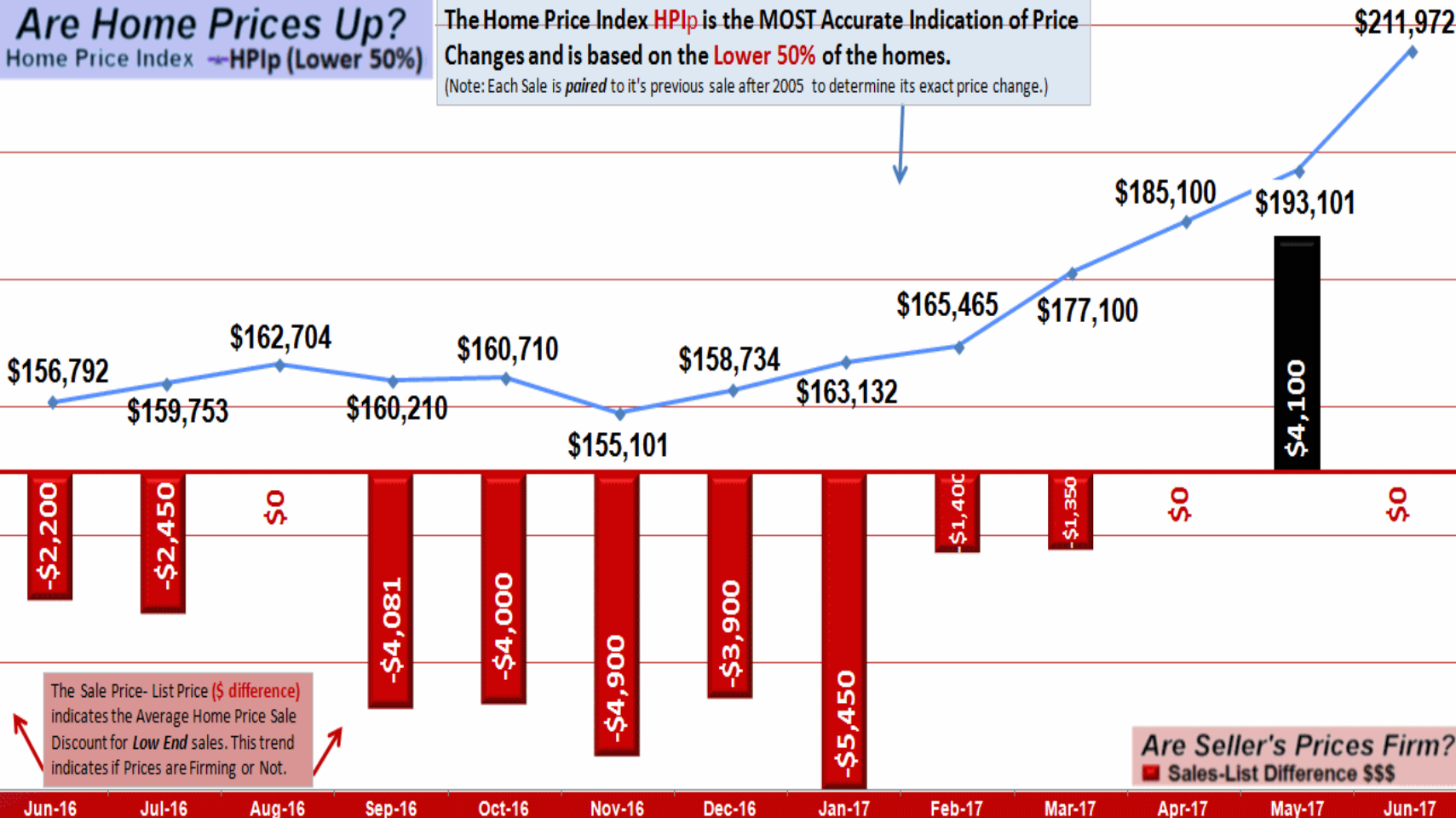
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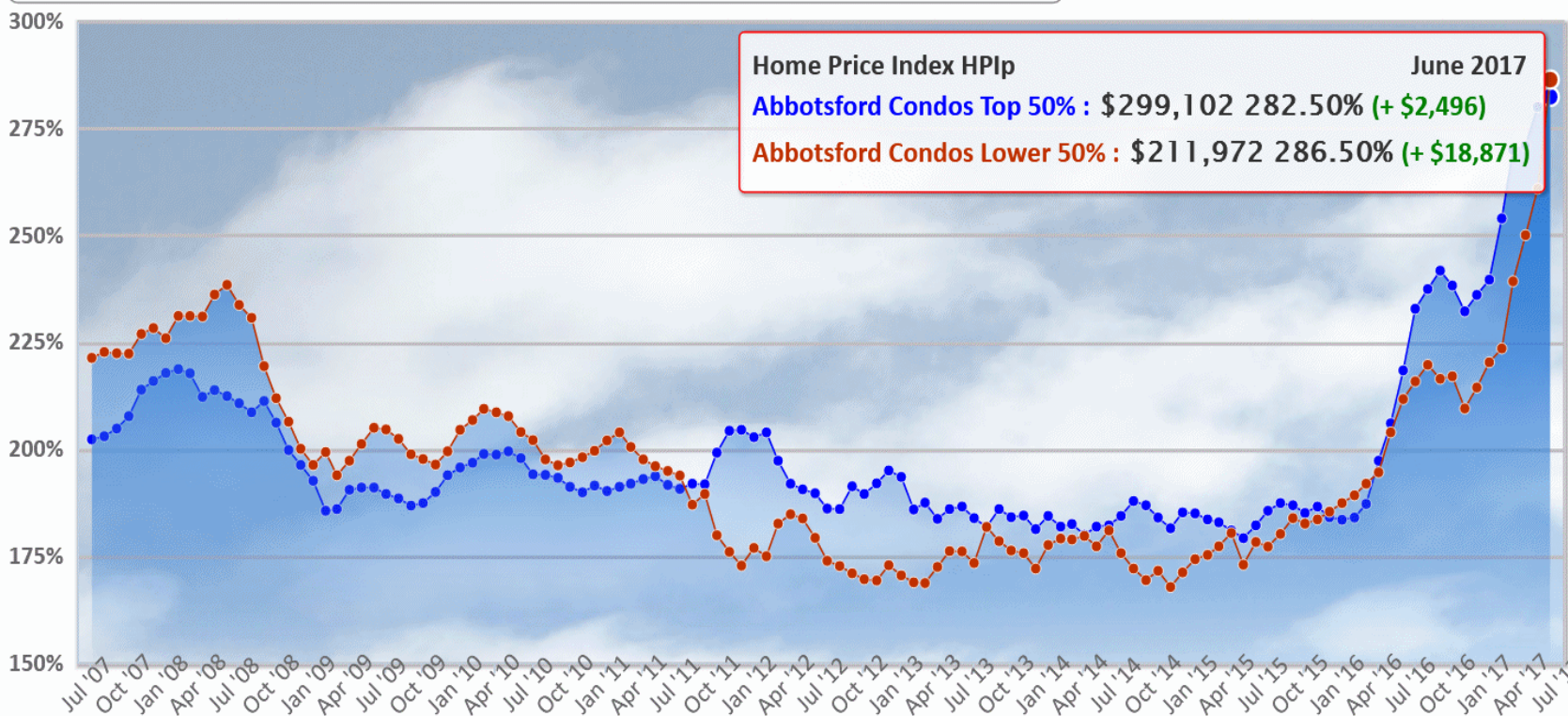
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Market Analysis and Forecasting July 1/17 Langley, Cloverdale

| Langley, Cloverdale Sub areas Statistics - June 2017 Attached | | | | | | |
|---|------------------------|------------|----------|------------------------|--------------------------|------------|
| Neighbourhoods | Total Listings (Month) | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | % SOLD |
| Cloverdale BC | 83 | 39 | 8 | 103% | \$11,000 | 47.0% |
| Clayton | 127 | 66 | 7 | 103% | \$12,550 | 52.0% |
| Murrayville | 19 | 3 | 15 | 101% | \$5,100 | 15.8% |
| Salmon River | 9 | 5 | 4 | 100% | \$0 | 55.6% |
| Brookwood Langley | 0 | 0 | | | | 0.0% |
| Aldergrove Langley | 16 | 9 | 10 | 99% | -\$1,500 | 56.3% |
| Langley City | 174 | 97 | 7 | 101% | \$3,000 | 55.7% |
| Total Activity | 428 | 219 | 7 | 102% | \$6,200 | 51% |

| Langley, Cloverdale List Price Ranges Statistics - June 2017 Attached | | | | | | |
|---|------------------------|------------|----------|------------------------|--------------------------|------------|
| Home Price Range | Total Listings (Month) | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | % SOLD |
| 0-\$200,000 | 13 | 7 | 3 | 104% | \$6,000 | 53.8% |
| \$200,001-\$300,000 | 104 | 51 | 7 | 102% | \$4,000 | 49.0% |
| \$300,001-\$400,000 | 128 | 76 | 7 | 100% | \$50 | 59.4% |
| \$400,001 and more | 183 | 85 | 8 | 103% | \$16,500 | 46.4% |
| Total Activity | 428 | 219 | 7 | 102% | \$6,200 | 51% |

| Monthly Changes Summary | Jun-16 | May-17 | Jun-17 | 7/1/2017 | Change |
|--|-----------|-----------|-----------|----------|----------|
| Total Listings** (A.S.T.C.X) | 445 | 462 | 428 | | -34 |
| Active Listings | 236 | 202 | 185 | 195 | 10 |
| Solds | 238 | 256 | 219 | | -37 |
| Days on Market (DOM) | 8 | 7 | 7 | | 0 |
| %SOLD (Sales/ Listings /mthly rate) | 53.5% | 55.4% | 51.2% | | -4.2% |
| Condos (Top 50%) Home Price Index HPIp | \$294,101 | \$369,100 | \$382,362 | | \$13,262 |
| Condos (Lower 50%) Home Price Index HPIp | \$190,462 | \$255,979 | \$262,211 | | \$6,232 |
| Twnhs (Top 50%) Home Price Index HPIp | \$526,726 | \$608,906 | \$627,731 | | \$18,825 |
| Twnhs (Lower 50%) Home Price Index HPIp | \$341,701 | \$418,733 | \$426,255 | | \$7,522 |

July 1 2017 Langley, Cloverdale Market Update (Attached)

Current: Langley, Cloverdale is in a Sellers Market with average listing inventories, a **55 %SOLD** rate and a 100% Sell/List Ratio. (This means that there is an average of a \$100 surplus on a sale from the original list price)
Most Active Price Range: Attached homes between \$300,000 - \$400,000 have **59.4 %SOLD** rate and is in a Sellers Market.
Least Active Price Range: Attached homes above \$400,000 have **46.4 %SOLD** rate.

History: The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$88,261.
 The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$71,748.
 The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$101,005.
 The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$84,554.

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

Forecast: The total Listing Inventories are 6% less than the same month in 2016. We project Langley, Cloverdale Attached to be a continued sellers market.

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

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

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

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

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I am dedicated to providing you with the highest quality service possible. Let me assist you in finding your dream home, in a neighbourhood that is right for you, and in the price range you want. Or if you are interested in selling a property, I also have the expertise to help you get the fastest sale possible and at the best price. - **Surjit Thind**

Vancouver Market Reports

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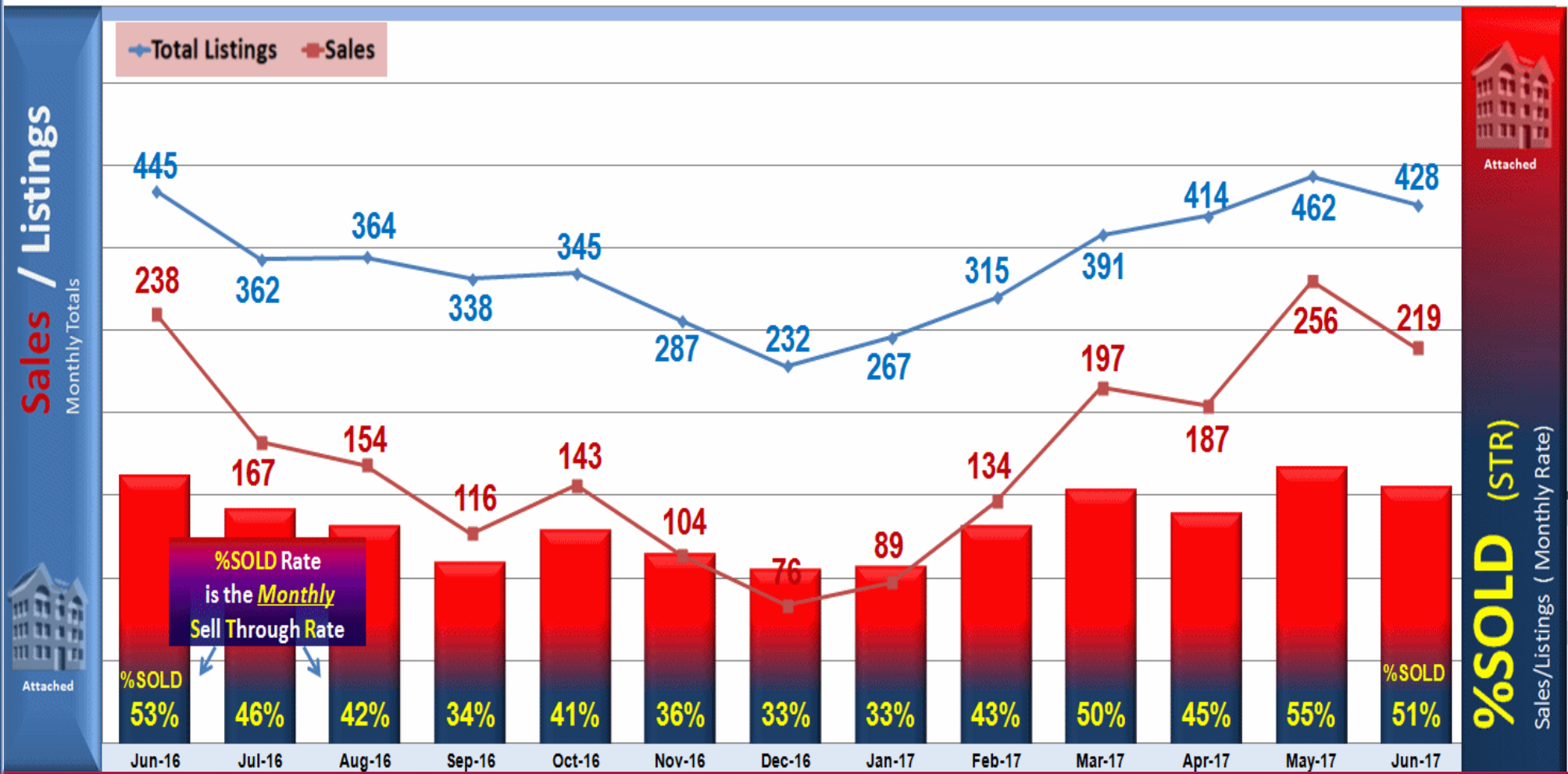
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Market Analysis and Forecasting

July 1/17 Langley, Cloverdale

Attached Langley, Cloverdale

Total Listings**, Sales, and %SOLD Rates



Sales / Listings

Monthly Totals



Attached

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



Attached

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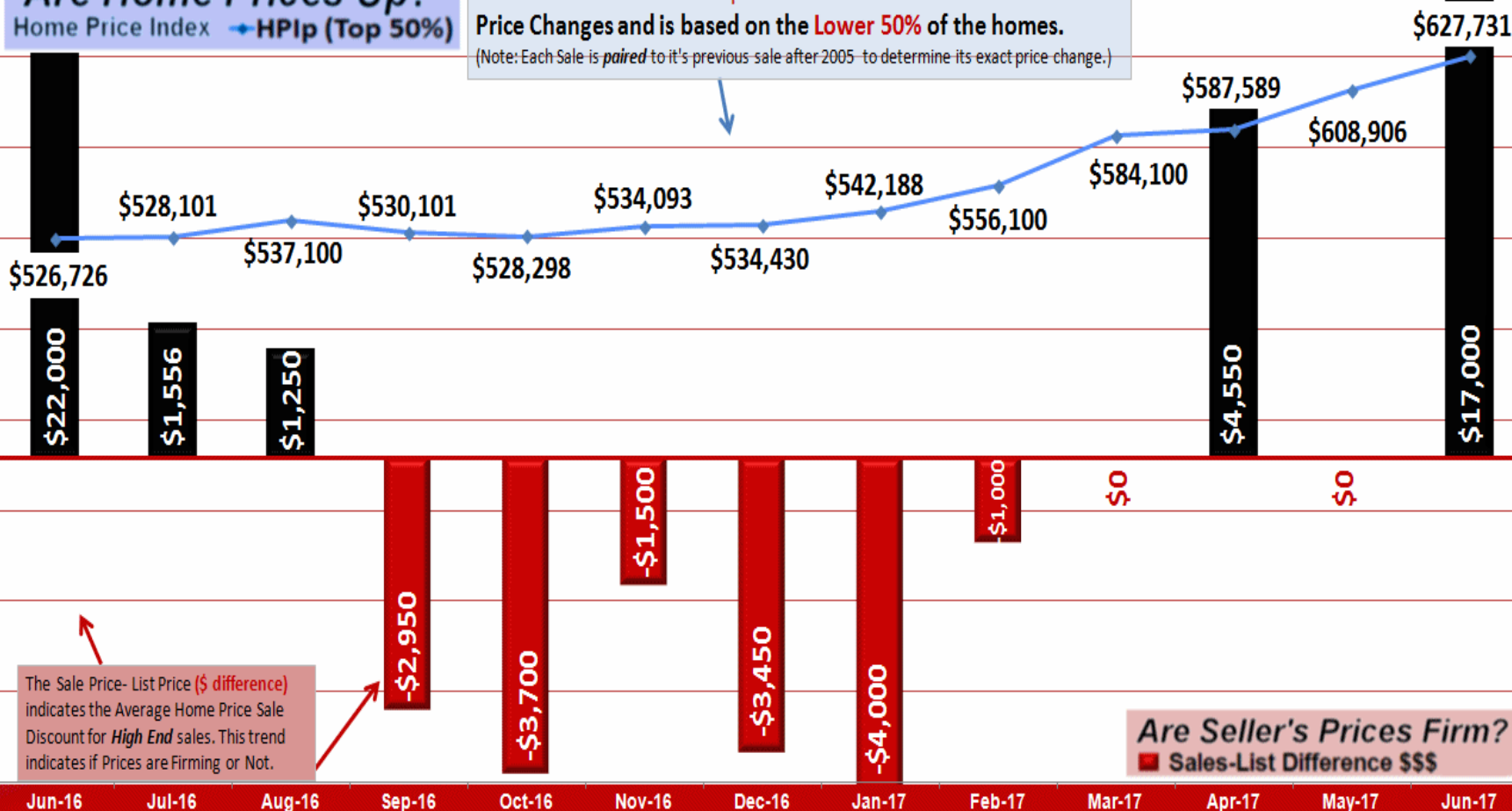
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Are Home Prices Up?

Home Price Index → HPI (Top 50%)

The Home Price Index HPI 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.)



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



Townhouses



Townhouses

Sales Discount \$\$\$

Sale Price - Original List Price (\$ difference)

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Are Seller's Prices Firm?
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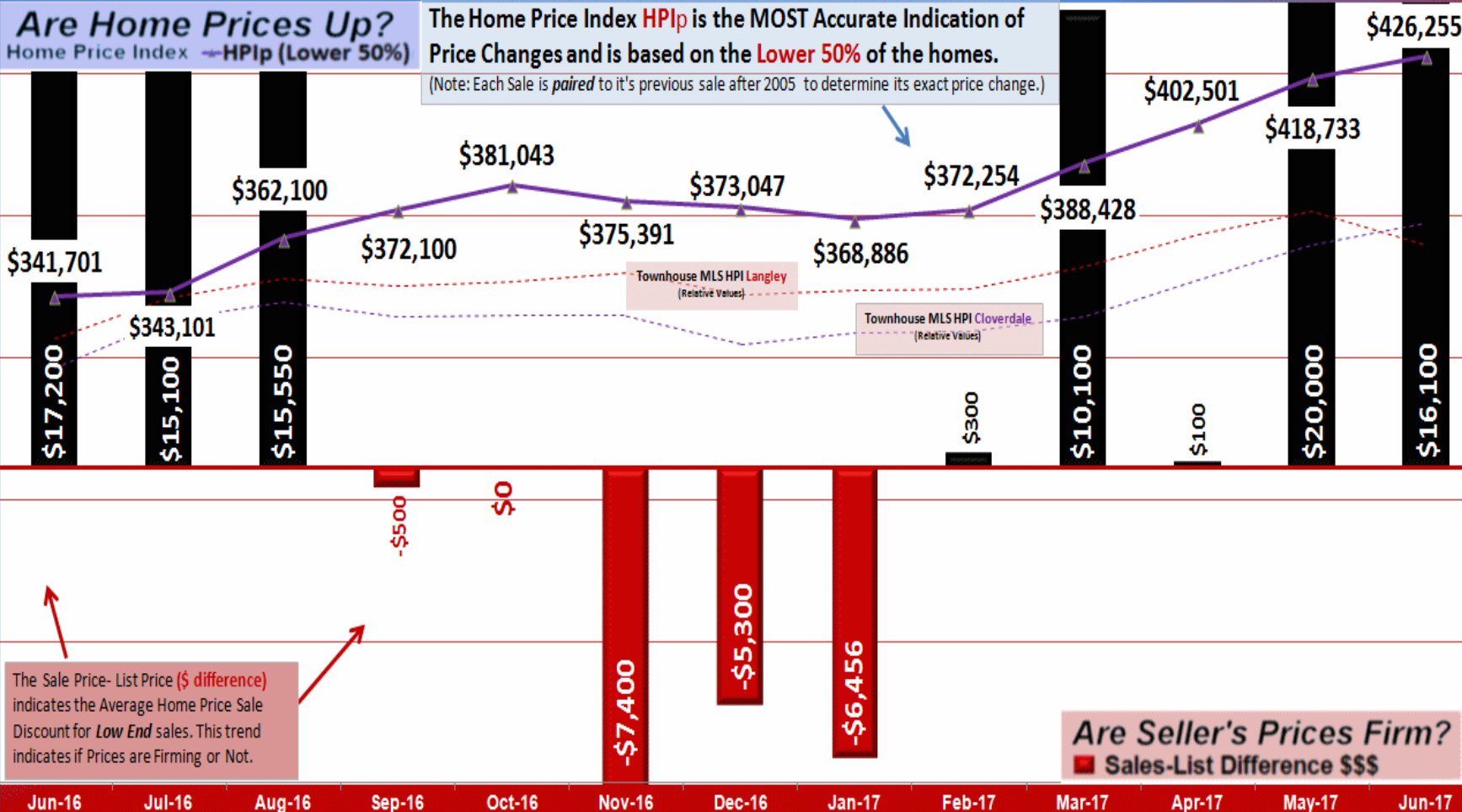
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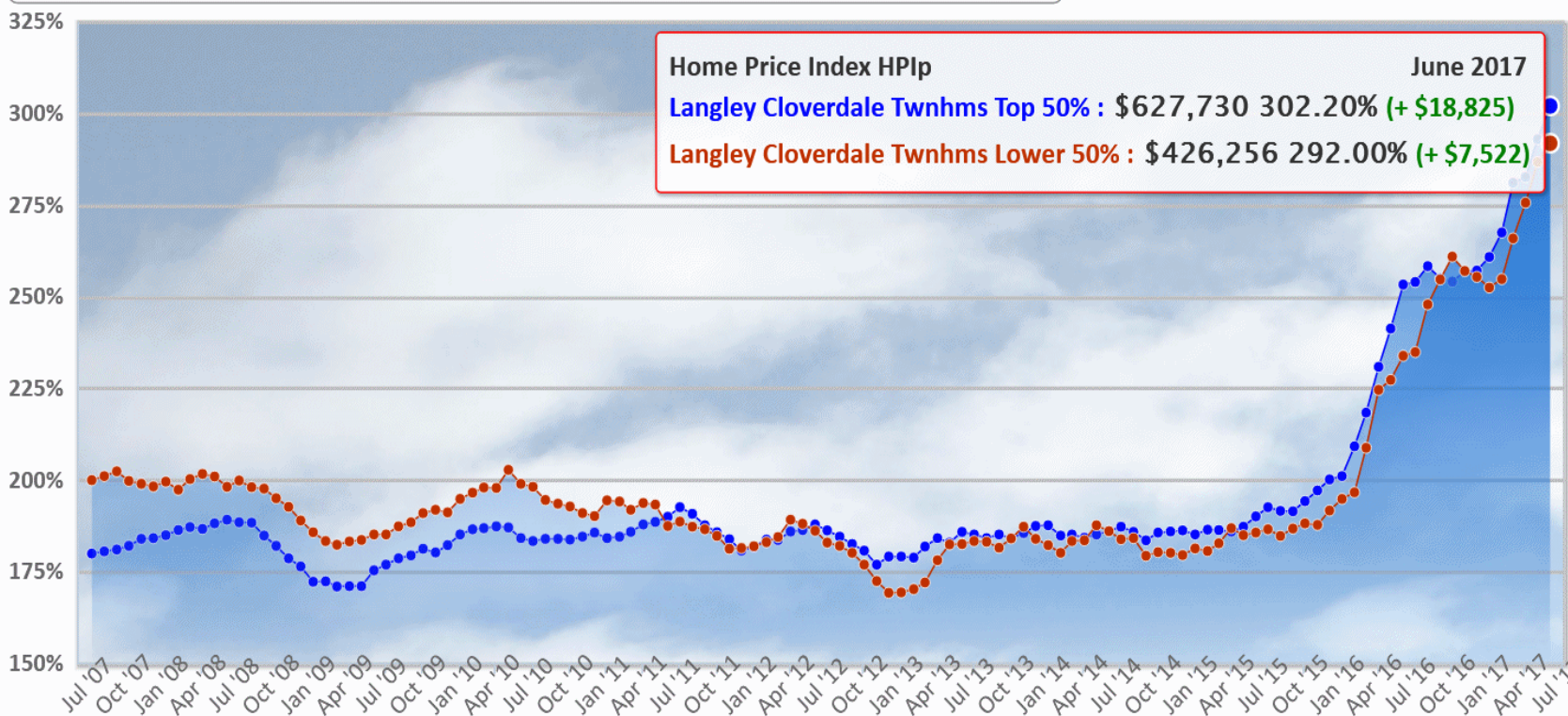
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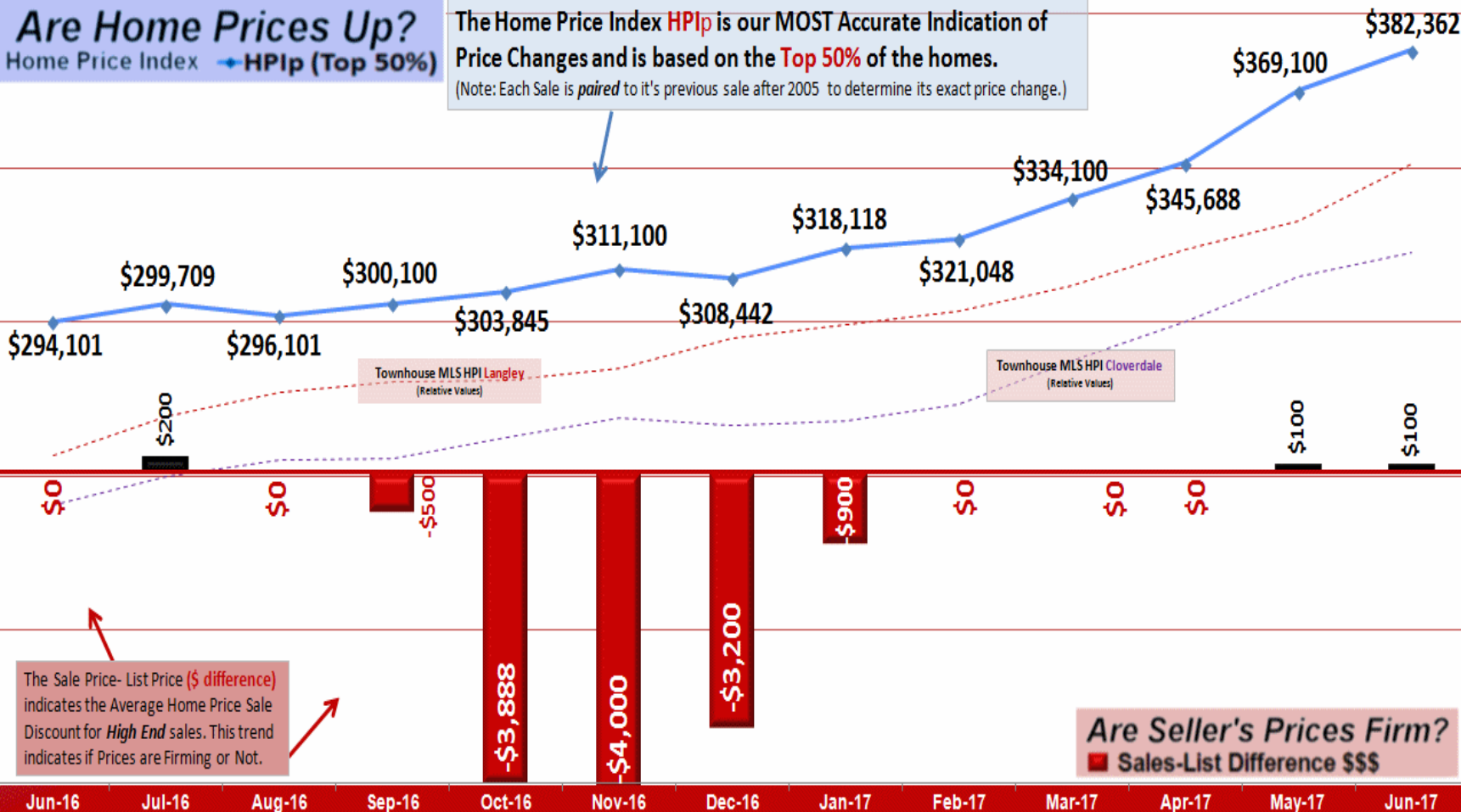


Condominiums

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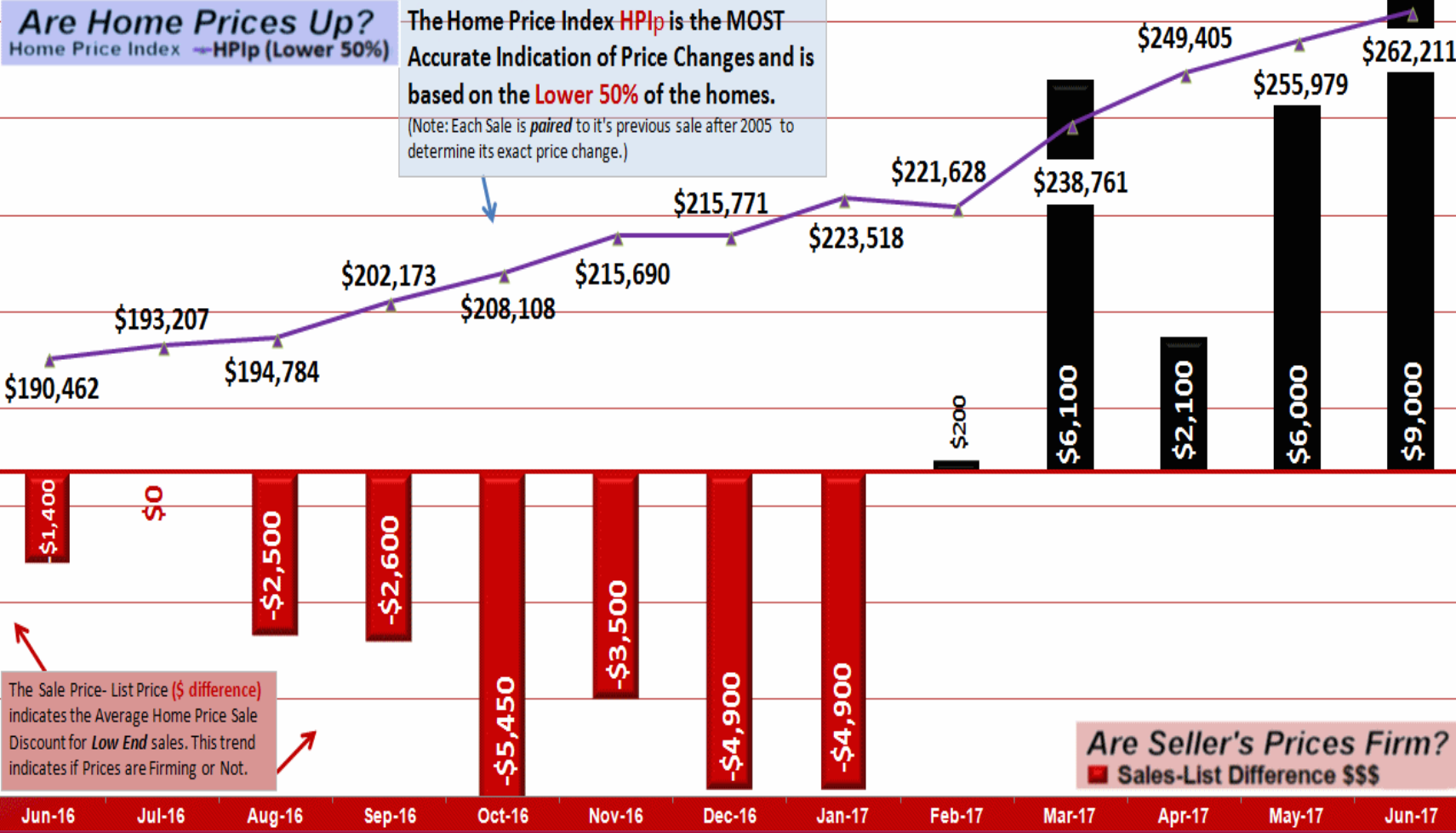


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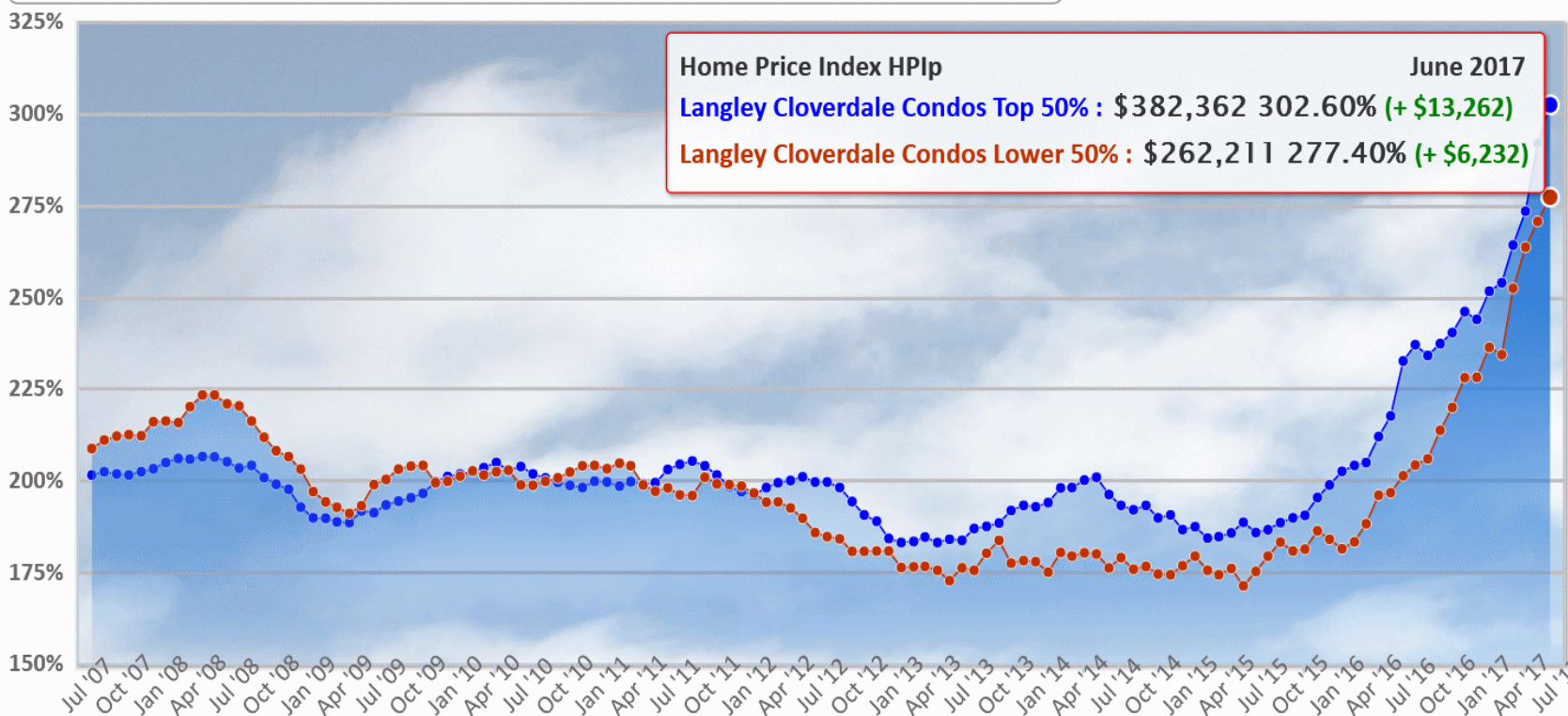
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Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

