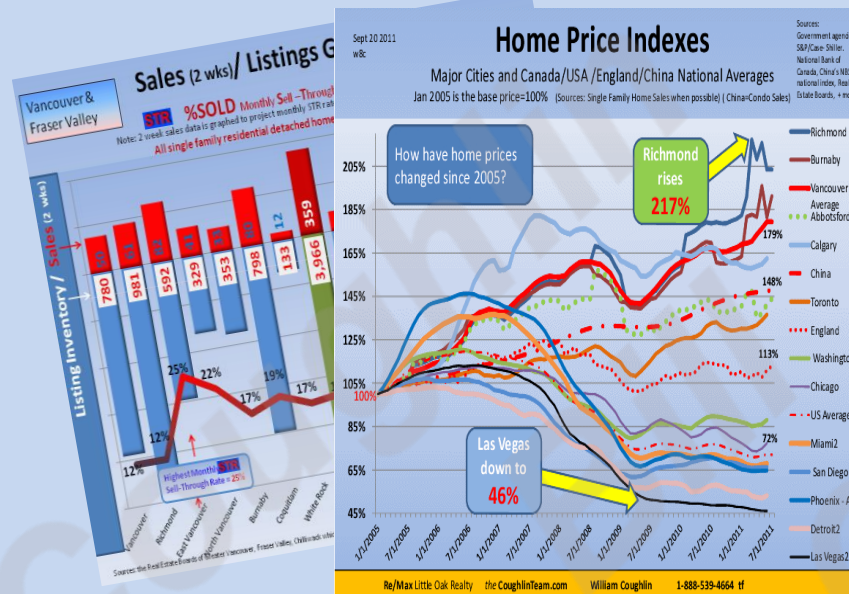


Market Analysis and Forecasting

Market Analysis and Forecasting

Market Reports



Advanced Marketing Tools



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Vancouver Market Reports

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Market Analysis and Forecasting May 1/24 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 Mar 2023 – Mar 2024 (Quarters)

房屋类型: 今年迄今为止 (每季) 由2023 三月至2024 三月

Powered by: Vancouver Market Reports HPI[®]

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

\$9,518

(\$80,668)

1.5%

-4.9%

■ **% YTD Price Change (1 Year)** 今年迄今为止价格变动 (1年)

High End Condos

Low End Condos

高档独立屋

低端独立屋



↑ \$800,000 ↓

年終住房價格變動
年終住房價格變動

YTD Home Price Changes \$\$

年終住房價格變動
年終住房價格變動

YTD Home Price Changes %

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

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Market Analysis and Forecasting May 1/24 Vancouver Downtown

Vancouver Downtown Sub areas Statistics - Apr 2024 - Attached						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Coal Harbour	198	12	43	95%	-\$44,260	6%
Downtown VW	571	64	16	98%	-\$17,500	11%
West End VW	267	40	11	98%	-\$10,000	15%
Yaletown	349	36	15	98%	-\$15,000	10%
Total Activity	1385	152	15	98%	-\$16,250	11%

May 1 2024 Vancouver Downtown Market Update (attached)

Current: Vancouver Downtown's Residential Attached housing market is a Stable market with **11 %SOLD** rate and a 98% Sell/List Ratio.
(This means 11 homes out of 100 sold with an average of \$16,250 discount on a sale from original list price)
Most Active Price Range: Homes below \$500,000 have **25.6 %SOLD** rate.
Least Active Price Range: Homes above \$2.75 mill. have **3.0 %SOLD** rate.

History: The Vancouver Downtown Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$62,785.
The Vancouver Downtown Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$9,051.

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

Forecast: Current listing inventories are 25% more than same month last year meaning that we are seeing a reduced listings supply. We project Vancouver

Vancouver Downtown List Price Ranges Statistics - Apr 2024							Attached	
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD		
0-\$500,000	151	25	15	99%	-\$7,400	16.6%		↑
\$500,001-\$575,000	117	22	13	97%	-\$18,000	18.8%		↑
\$575,001-\$650,000	186	26	12	99%	-\$8,950	14.0%	LOWER 50%	
\$650,001-\$750,000	134	23	10	99%	-\$12,500	17.2%		↑
\$750,001-\$850,000	125	11	27	97%	-\$27,900	8.8%		↓
\$850,001-\$980,000	126	16	8	99%	-\$15,500	12.7%	TOP 50%	
\$980,001-\$1,175,000	123	12	33	97%	-\$41,500	9.8%		↓
\$1,175,001-\$1,400,000	113	5	38	98%	-\$40,000	4.4%		↓
\$1,400,001-\$1,800,000	127	8	40	95%	-\$108,000	6.3%		↓
\$1,800,001-\$2,750,000	118	3	41	95%	-\$120,000	2.5%		↓
\$2,750,001 and more	65	1	4	100%	\$0	1.5%		↓
Total Activity	1385	152	15	98%	-\$16,250	11%		

Monthly Changes Summary	Apr-23	Mar-24	Apr-24	5/1/2024	Change
Total Listings** (A,S,T,C,X)	1109	1285	1385		100 ↑
Active Listings (1st of the month)	821	888	965	1113	148 ↑
Solds	208	179	152		-27 ↓
DOM	14	18	15		-3 ↓
% SOLD (Sales/ Listings /monthly rate)	19%	14%	11%		-3.0% ↓
Condos (Top 50%) Home Price Index HPIp	\$1,644,101	\$1,573,215	\$1,581,316		\$8,100 ↑
Condos (Lower 50%) Home Price Index HPIp	\$668,152	\$664,694	\$659,101		-\$5,593 ↓

Single-family detached home costs have increased on average by **\$11,953**, slightly less than the \$18,256 average rise observed in March. Although fixed mortgage rates have dropped significantly, it seems that buyer confidence is dependent on the Bank's policy rate falling as well, which could entice some buyers to enter the market. We forecast that the seller-friendly real estate market will switch to a buyers within the month.

In Vancouver, the average cost of 78% of condominiums has declined by \$536. However, townhouses are selling for an average of \$2,505 presently as opposed to \$10,973. We forecast the sellers' market to end within the next month.

For the most accurate and up-to-date market trends, join us every Saturday at noon on VancouverMarketReports.com, where we analyze the winners and losers in each Lower Mainland city. For a comprehensive market value update, including forecasts and a thorough analysis of your neighborhood and local market area, please don't hesitate to contact Bill Coughlin and the Coughlin Team at 778-374-3744.

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

VancouverMarketReports.com



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Vancouver Market Reports

attached homes

Statistics, on the Web!



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Market Analysis and Forecasting May 1/24 Vancouver Downtown

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

Home Price Changes

(Home Price Index Paired sales from 2005)



Condominiums



Condominiums



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

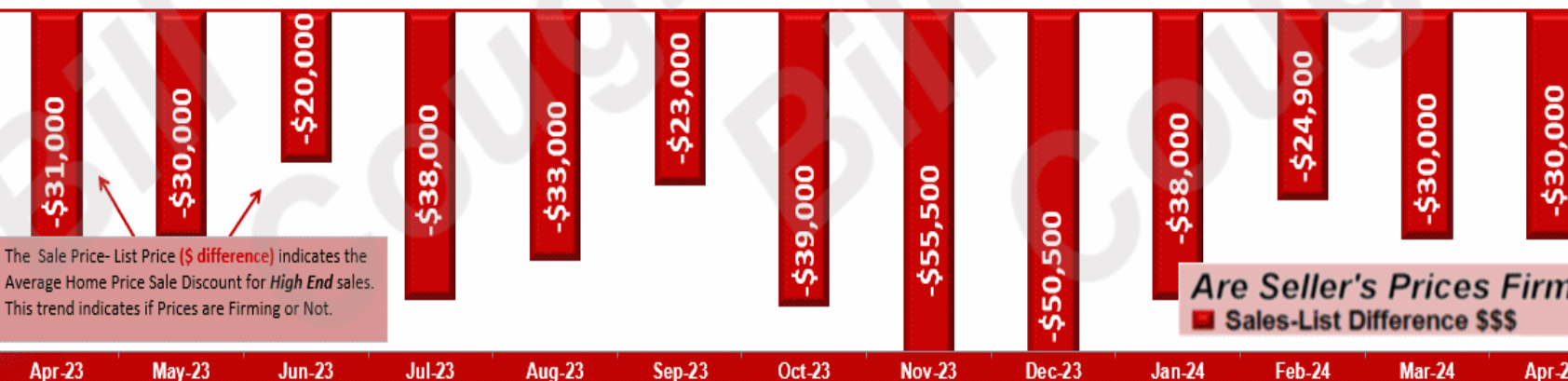
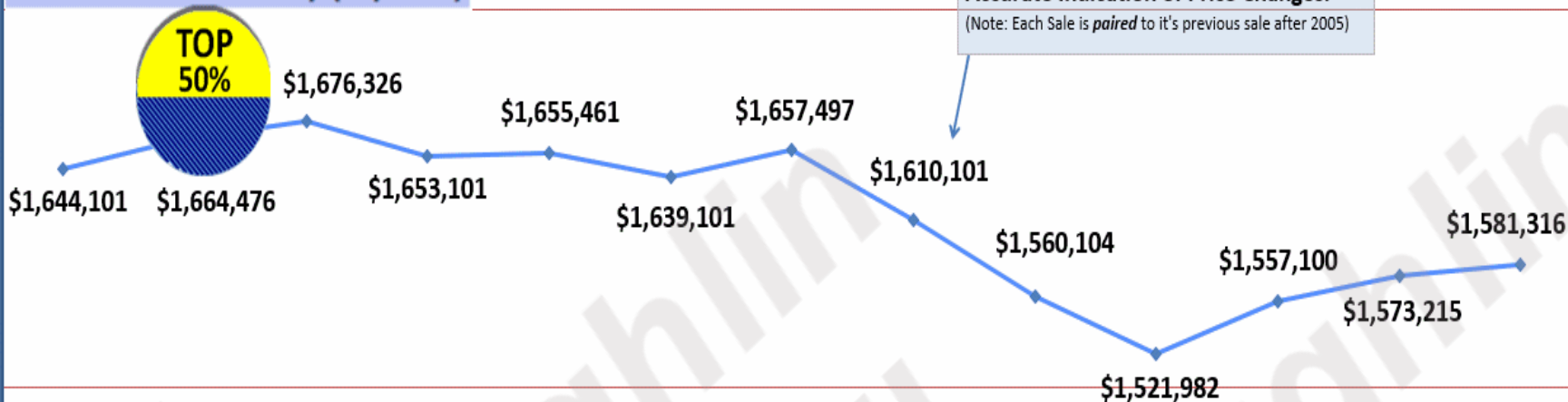
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$800,000

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

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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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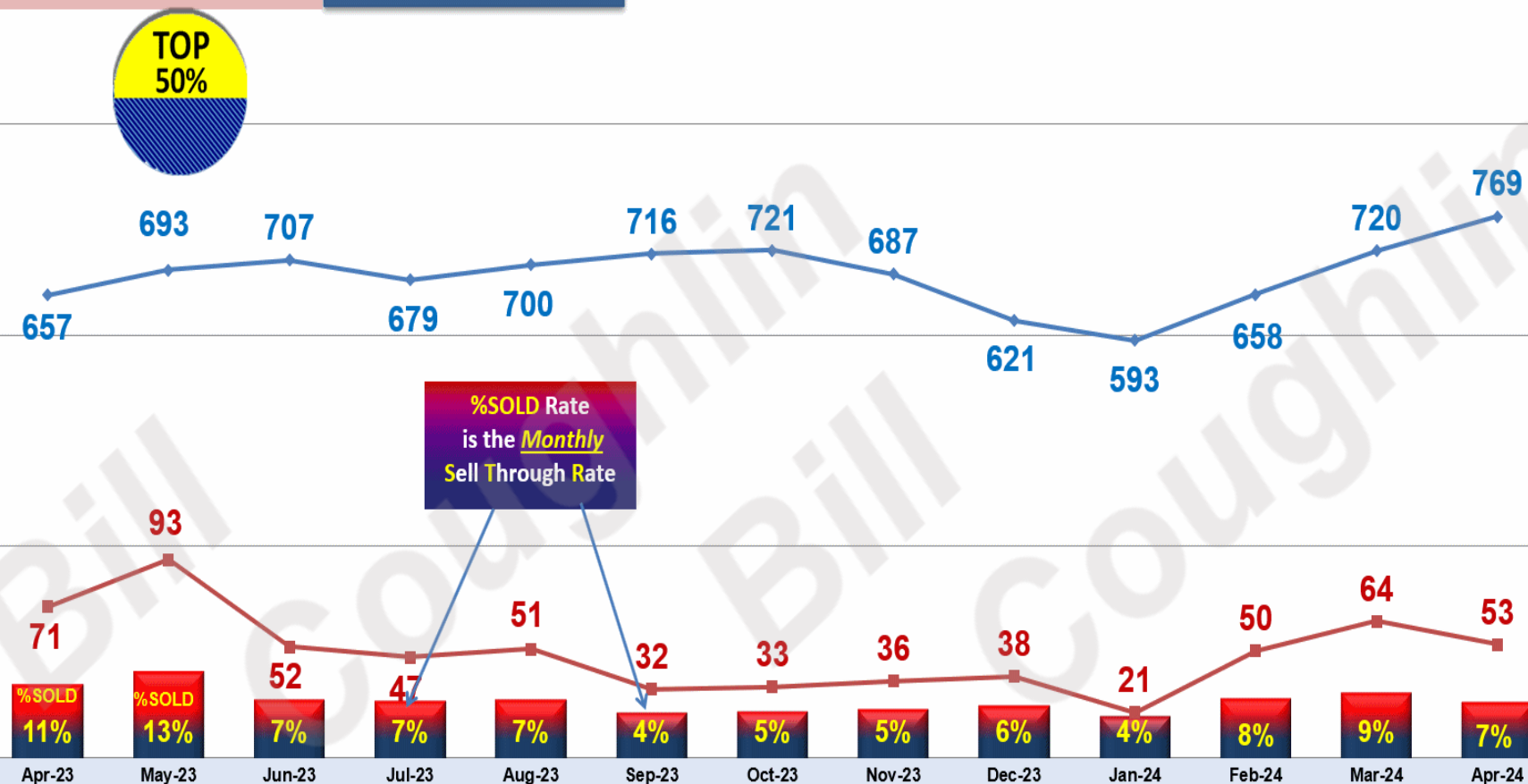
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Market Analysis and Forecasting May 1/24 Vancouver Downtown

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)



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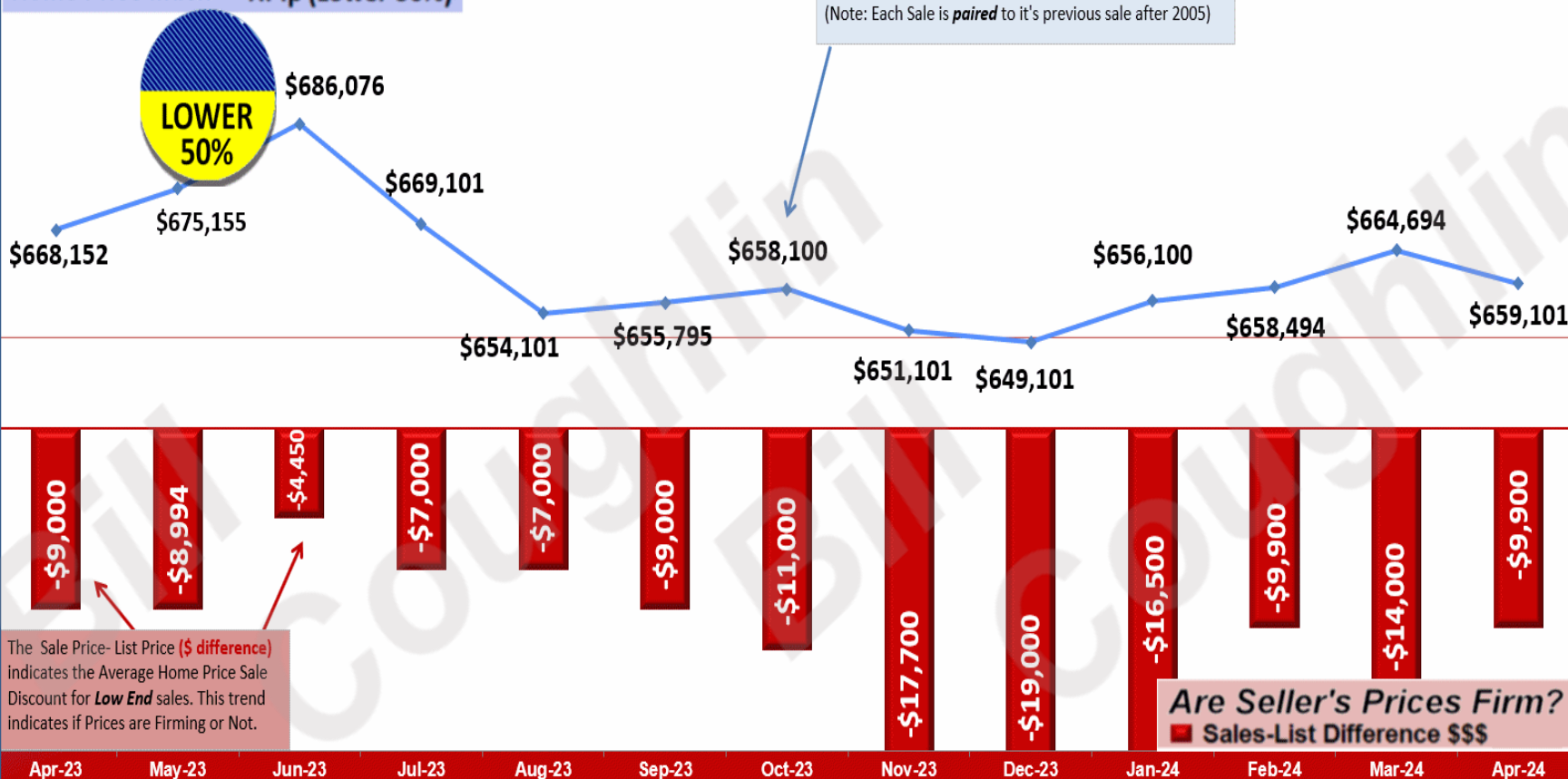
Attached Vancouver Downtown Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)

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

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

Homes Below \$800,000

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



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

Are Seller's Prices Firm?
Sales-List Price (\$ difference)



Condominiums



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



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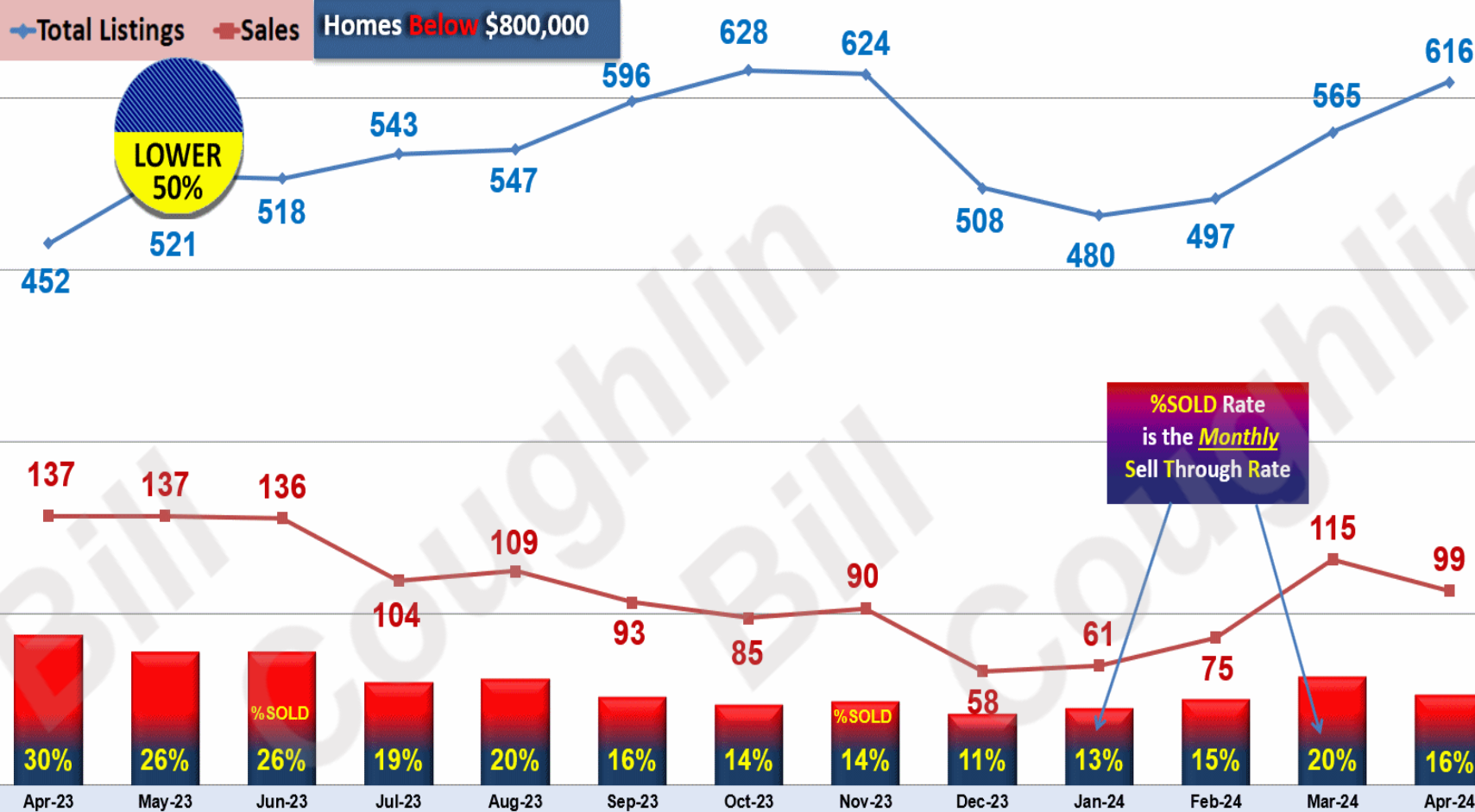


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Market Analysis and Forecasting May 1/24 Vancouver Downtown

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

Sales / Listings
Monthly Totals



Attached



LOWER 50%

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



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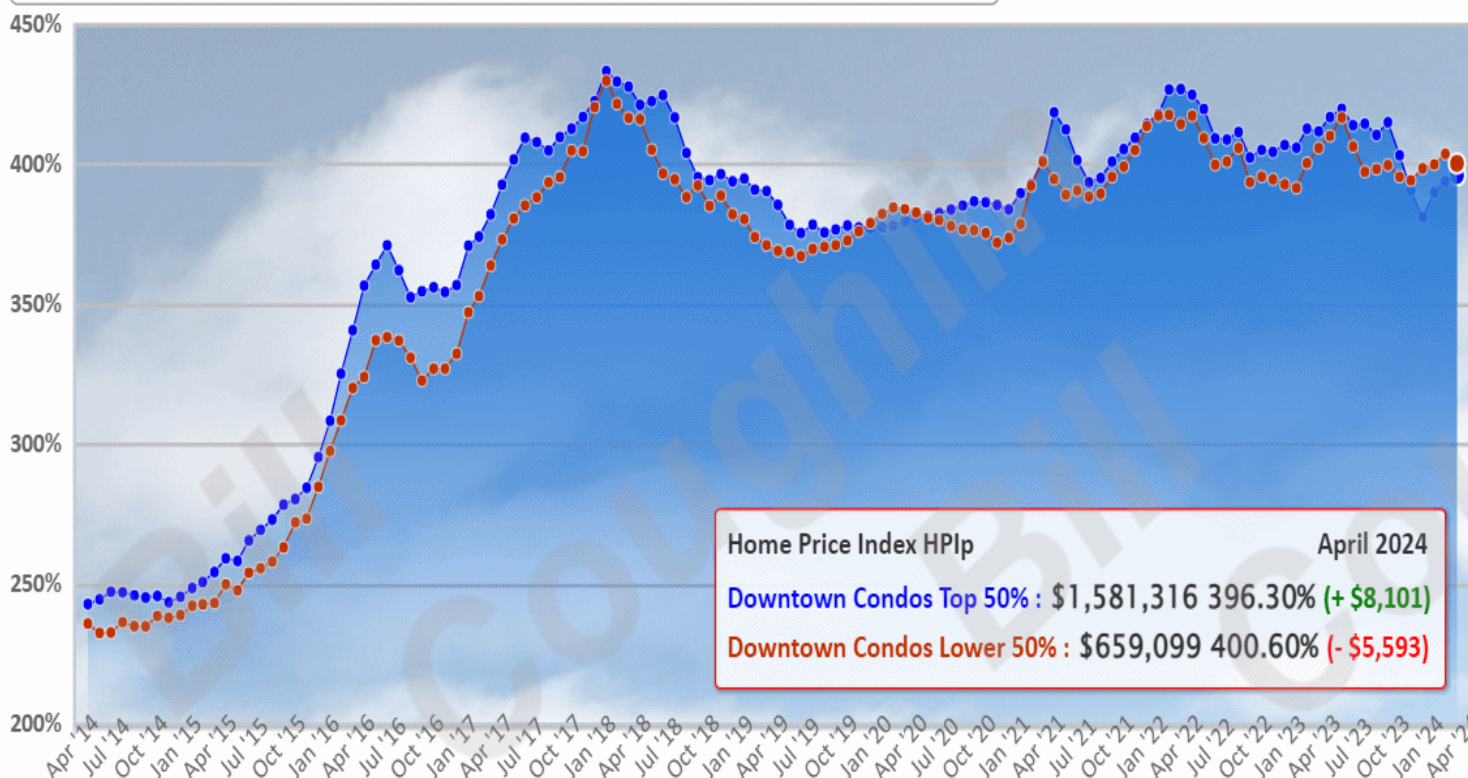
Market Analysis and Forecasting May 1/24 Vancouver Downtown

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
Apr 2024	% 396.30
Mar 2024	% 394.20
Feb 2024	% 390.20
Jan 2024	% 381.40
Dec 2023	% 390.90
Nov 2023	% 403.50
Oct 2023	% 415.30
Sep 2023	% 410.70
Aug 2023	% 414.80
Jul 2023	% 414.20
Jun 2023	% 420.10
May 2023	% 417.10

Drag over area to ZOOM in



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