

# Biggar Group's Market Reports



## Advanced Marketing Tools



Larry Biggar – Taylor Biggar

# Vancouver Market Reports

detached homes

# Vancouver Market Reports

attached homes

Market

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Re/Max Westcoast 604-341-8368

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# Vancouver Market Reports

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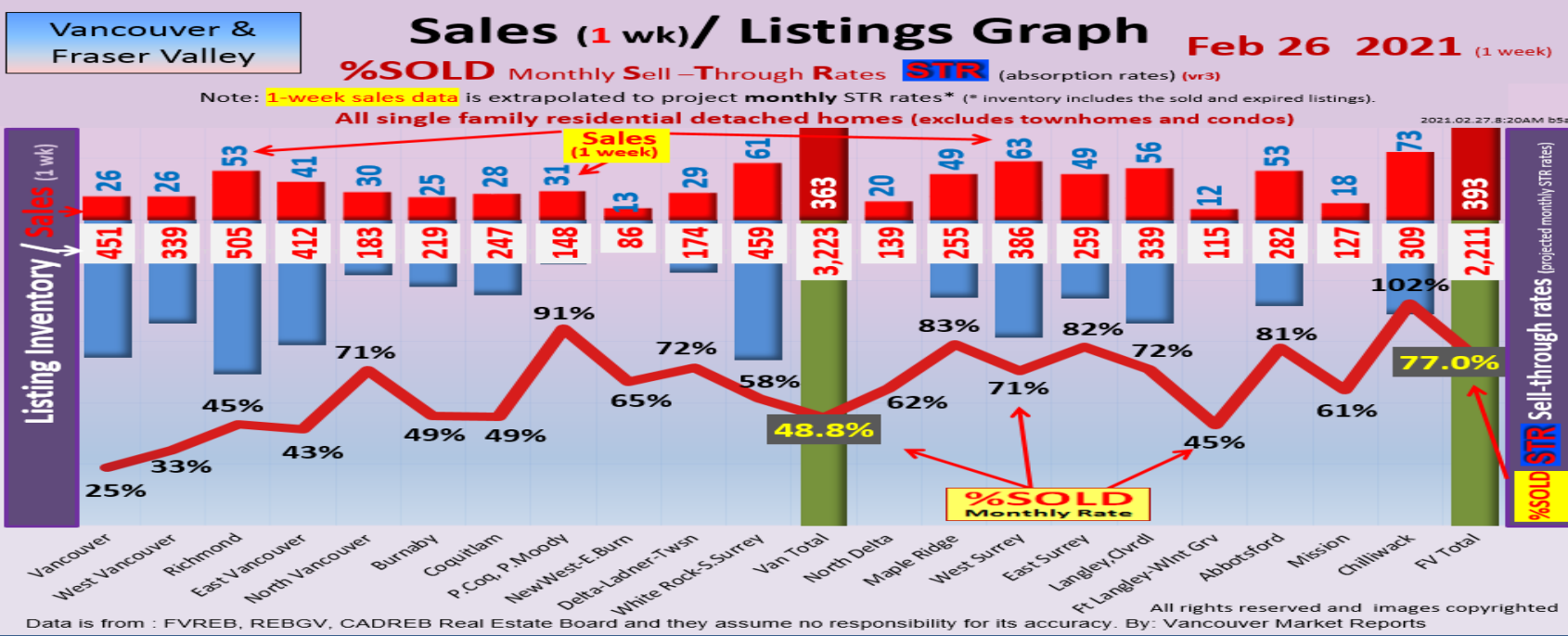
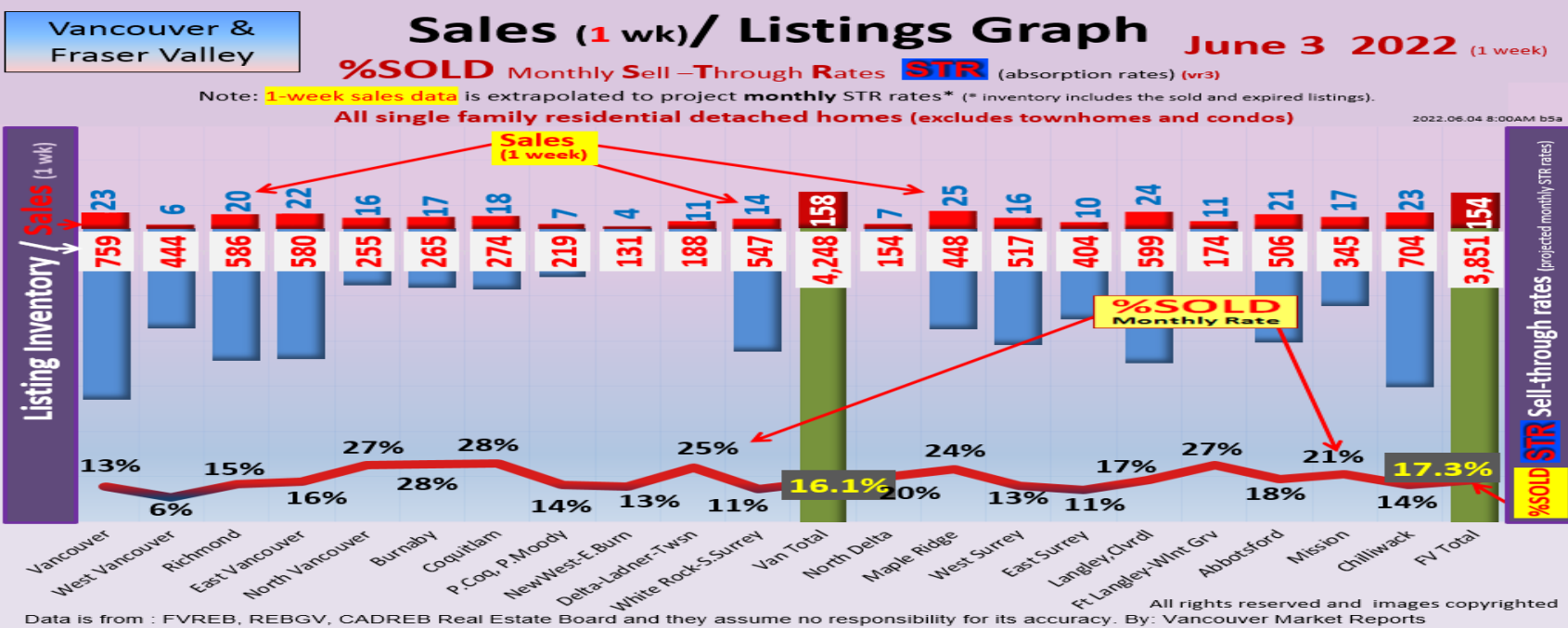
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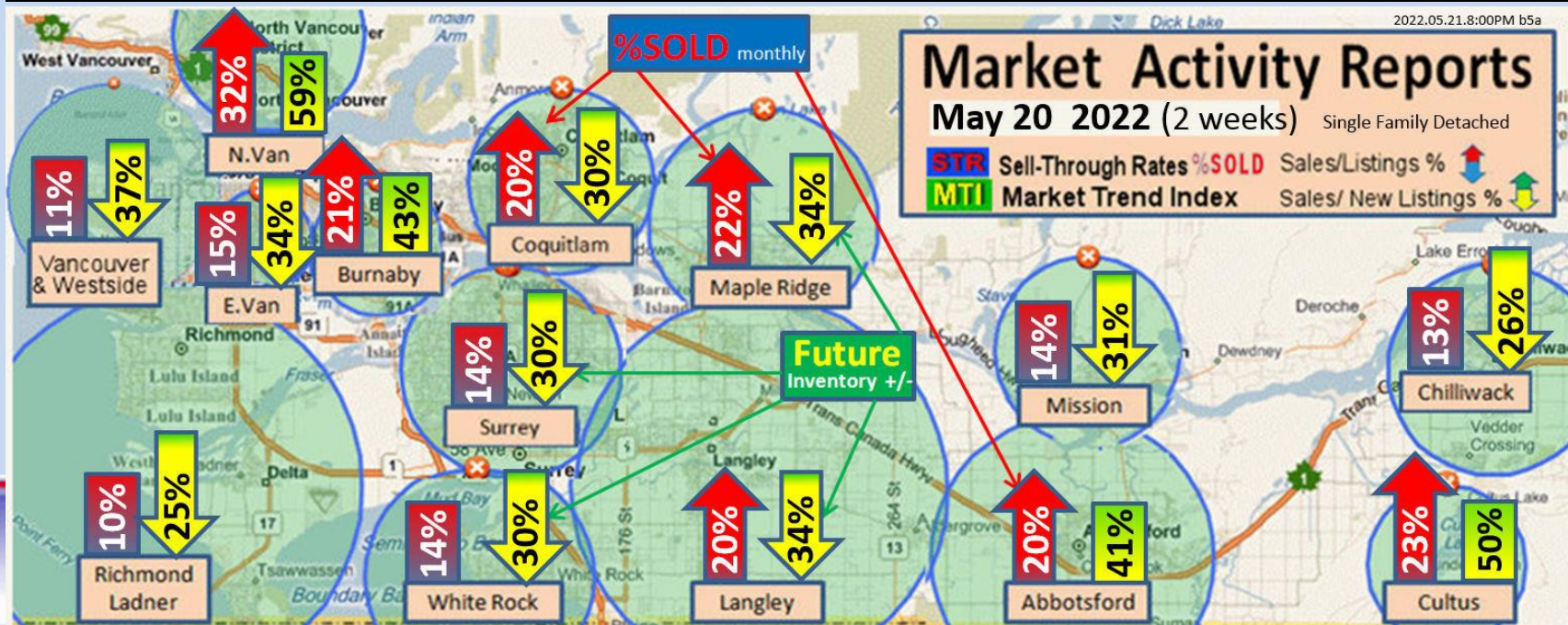
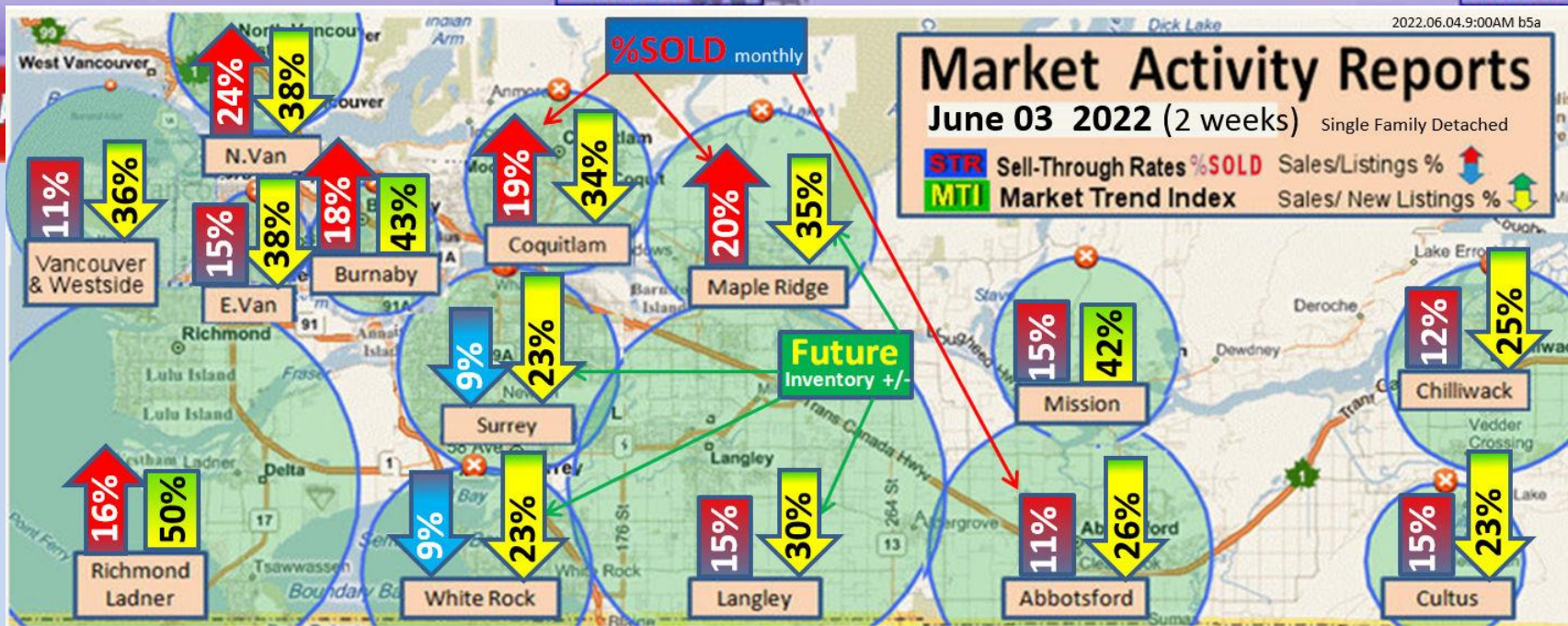
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Statistics, on the Web!

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Market Analysis and Forecasting

June 1/22 Richmond

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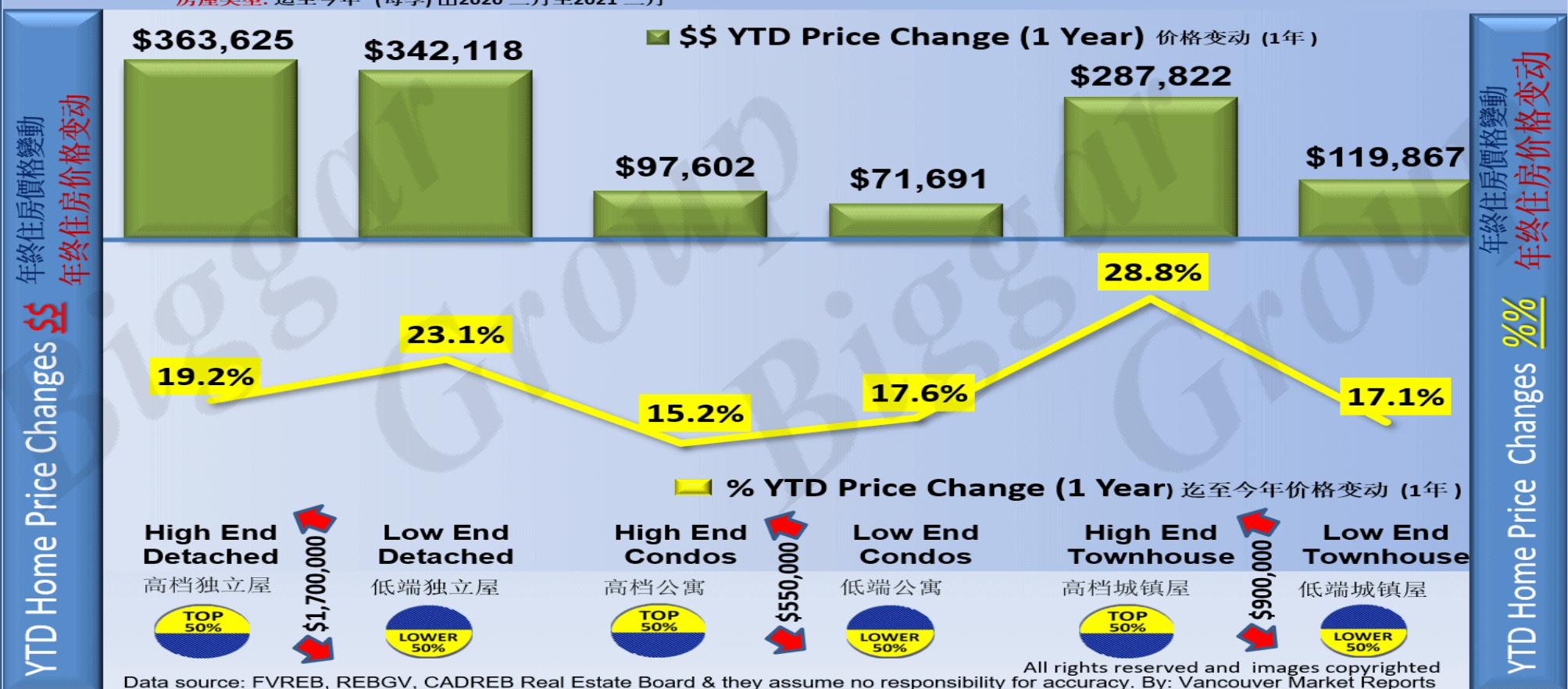
## Richmond Real Estate Price Changes (\$/%)

列治文 房地產價格變動 / 列治文 房地產價格變動

Housing Types: Year-To-Date Mar 2021 – Mar 2022 (Quarters)

房屋类型: 迄于今年 (每季) 由2020 三月至2021 三月

Powered by: Vancouver Market Reports HPI<sup>®</sup>



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

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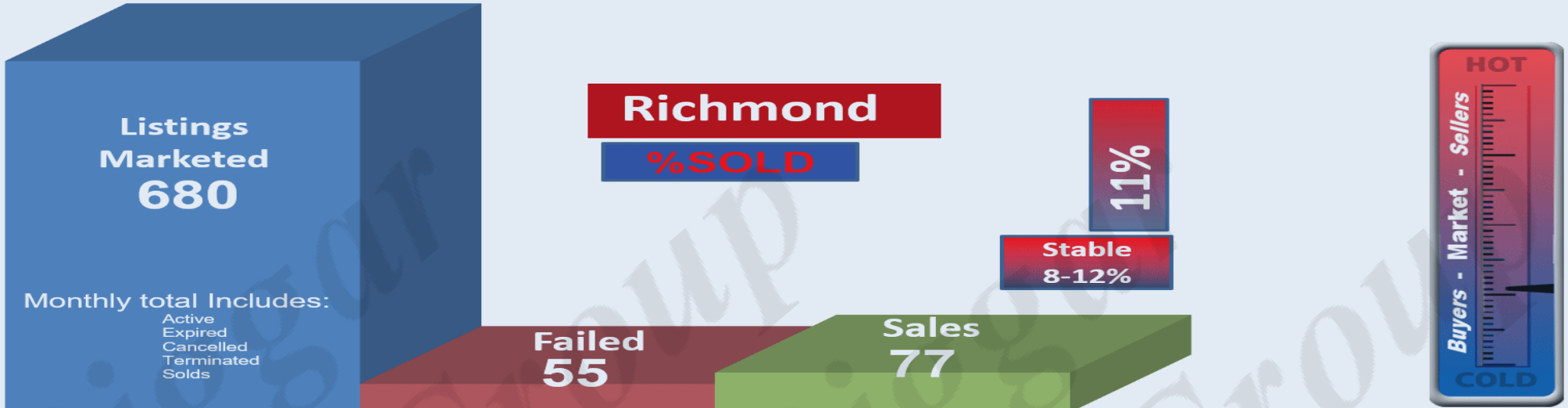


Market Analysis and Forecasting

June 1/22 Richmond

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## Monthly Market Activity - May 2022 Single Family



### June 1 2022 Richmond Market Update (Detached)

**Current:** Richmond: is in a Stable Market with average Listings, **11 %SOLD** rate and a 99% Sell/List Ratio.  
(This means that there is an average of a \$20,000 Discount on a sale from the original list price)

*Most Active Price Range:* Homes below \$1.65 mill. have **20.9 %SOLD** rate.

*Least Active Price Range:* Homes between \$3 mill. - \$3.4 mill. have **3.8 %SOLD** rate

**History:** The Richmond Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$144,211.  
The Richmond Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$224,416.

\*The HPIp (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](#)  
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Market Analysis and Forecasting

June 1/22 Richmond

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

Richmond List Price Ranges Statistics - May 2022						Detached	
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,650,000	67	14	12	103%	\$40,500	20.9%	↑
\$1,650,001-\$1,900,000	121	20	12	99%	-\$22,450	16.5%	↑
\$1,900,001-\$2,200,000	98	10	8	102%	\$41,000	10.2%	
\$2,200,001-\$2,500,000	80	9	14	100%	-\$11,000	11.3%	
\$2,500,001-\$2,800,000	63	4	14	103%	\$70,500	6.3%	↓
\$2,800,001-\$3,000,000	67	9	9	97%	-\$80,000	13.4%	
\$3,000,001-\$3,400,000	53	2	27	95%	-\$164,500	3.8%	↓
\$3,400,001-\$4,000,000	63	5	33	90%	-\$350,000	7.9%	↓
\$4,000,001 and more	68	4	40	93%	-\$360,500	5.9%	↓
<b>Total Activity</b>	<b>680</b>	<b>77</b>	<b>12</b>	<b>99%</b>	<b>-\$20,000</b>	<b>11%</b>	

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

Monthly Changes Summary	May-21	Apr-22	May-22	06/01/2022	Change	
Total Listings** (A,S,T,C,X)	835	641	680		39	↑
Active Listings	597	436	481	548	67	↑
Solds	134	96	77		-19	↓
DOM	10	10	12		2	↑
%SOLD (Sales/ Listings /mnlthly rate)	16%	15%	11.3%		-4%	↓
(Top 50%) Home Price Index HPIp	\$2,030,100	\$2,225,359	\$2,174,311		-\$51,047	↓
(Lower 50%) Home Price Index HPIp	\$1,598,123	\$1,832,101	\$1,822,538		-\$9,563	↓

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Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Sea Island	8	2	31	105%	\$51,000	25.0%
Bridgeport RI	12	1	9	107%	\$120,000	8.3%
West Cambie	25	3	36	106%	\$92,000	12.0%
East Cambie	22	3	7	97%	-\$53,000	13.6%
Terra Nova	11	4	14	105%	\$111,000	36.4%
Riverdale RI	46	8	28	103%	\$75,000	17.4%
Quilchena RI	32	2	8	98%	-\$51,500	6.3%
Granville	41	0				0.0%
Seafair	42	3	14	103%	\$83,000	7.1%
Boyd Park	20	1	5	101%	\$22,000	5.0%
Lackner	30	4	7	108%	\$152,500	13.3%
Steveston Village	9	3	7	98%	-\$38,000	33.3%
Steveston North	53	10	8	97%	-\$62,500	18.9%
Steveston South	21	3	7	99%	-\$8,000	14.3%
Westwind	6	1	13	93%	-\$256,900	16.7%
Woodwards	41	8	23	99%	-\$19,950	19.5%
Broadmoor	59	5	14	93%	-\$320,000	8.5%
Garden City	24	1	8	109%	\$151,000	4.2%
Saunders	23	3	8	107%	\$119,112	13.0%
South Arm	27	1	12	107%	\$130,000	3.7%
Brighouse	5	0				0.0%
Brighouse South	2	0				0.0%
McLennan North	7	0				0.0%
Gilmore	9	1	30	93%	-\$388,000	11.1%
McLennan	16	2	92	90%	-\$316,500	12.5%
East Richmond	15	0				0.0%
McNair	30	4	16	94%	-\$146,400	13.3%
Ironwood	22	4	9	100%	-\$2,500	18.2%
Hamilton RI	22	0				0.0%
<b>Total Activity</b>	<b>680</b>	<b>77</b>	<b>12</b>	<b>99%</b>	<b>-\$20,000</b>	<b>11%</b>

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Re/Max Westcoast [goBiggargohome.com](http://goBiggargohome.com) [larry@gobiggargohome.com](mailto:larry@gobiggargohome.com) [taylor@gobiggargohome.com](mailto:taylor@gobiggargohome.com) Ph: 604-341-8368



# Vancouver Market Reports

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detached homes

Market Analysis and Forecasting

June 1/22 Richmond

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## Next Months Market Forecast

**Forecast:** Richmond has 548 homes are for sale and with the **11 %SOLD** monthly rate gives us a ~9 months of inventory. 7% of the active listings have reduced their price by \$164,319 on average or \$181,000 median for the last month. We project Richmond to be a continued Seller market.

May's Real Estate Statistics shows Vancouver's Detached Markets decreased by **(\$25,900)** on average that is 76% of the homes dropped in value. This is the 3rd drop since Peak (Feb 2022). This is partially caused by the erosion of consumer confidence with the \$2+/litre gas prices, interest rates, and economic woes. We are now forecasting that the majority of the Metro Vancouver Markets will be in a continued *Buyer's Market* for the months. The Fraser Valley prices dropped a whopping (\$44,898) on average.

Currently, Both the Condo Markets and Townhouse Markets are in a Buyer's Market, with Average Price decrease of **(\$10,062)** and **(\$16,759)** respectively. We analyze and provide 97 individual City's Home Price Indexes to supply you with the MOST ACCURATE Market Trends every Saturday. 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.

**Analytical Methods:** Richmond 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 market into two parts with the **Richmond HPIp Top 50%** representing the higher end sales and the **Richmond 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 Board and they assume no responsibility for its accuracy. Copyright: VancouverMarketReports.com

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Market Analysis and Forecasting

June 1/22 Richmond

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

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

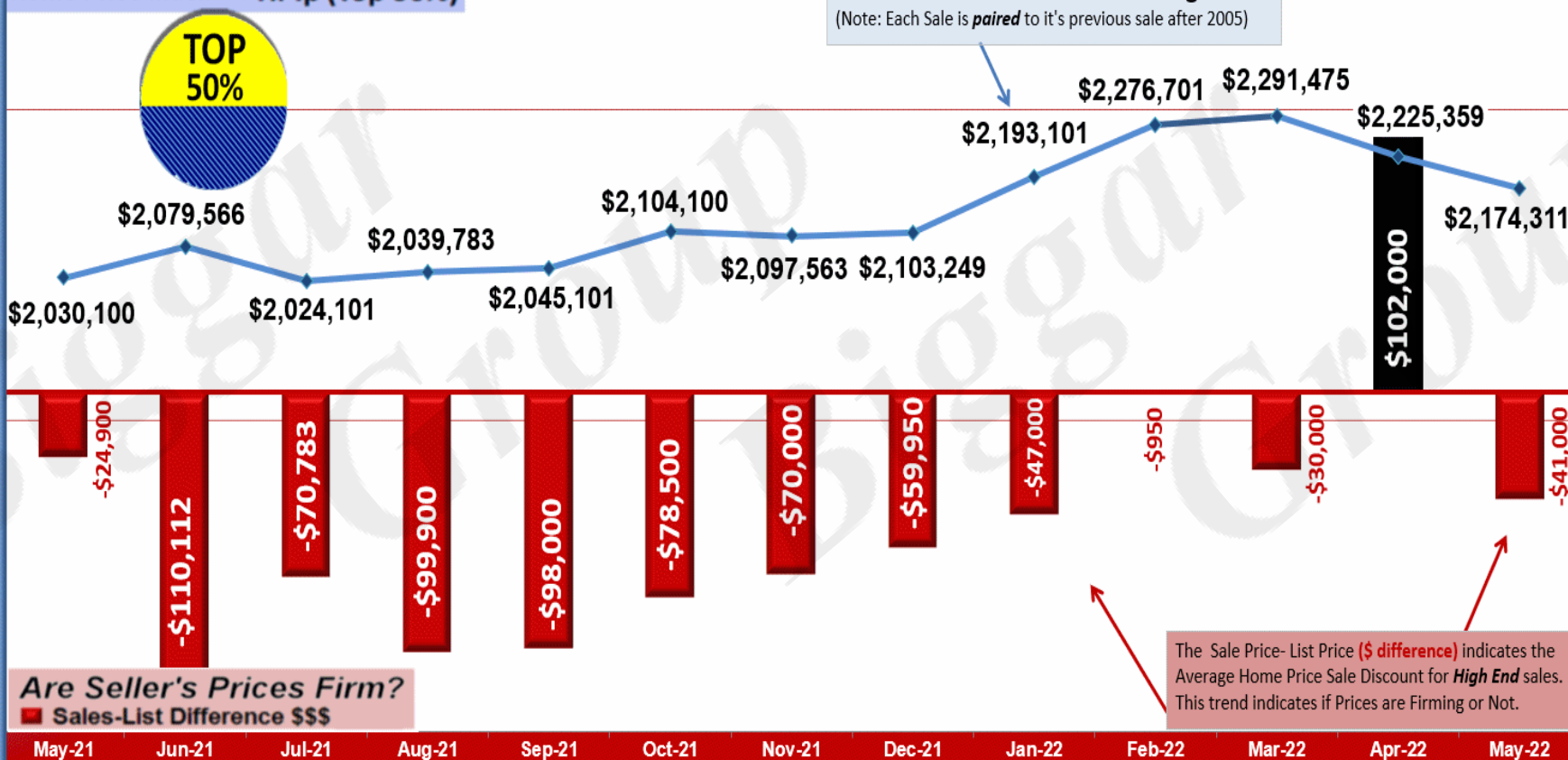
## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,900,000

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)



## Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Detached



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

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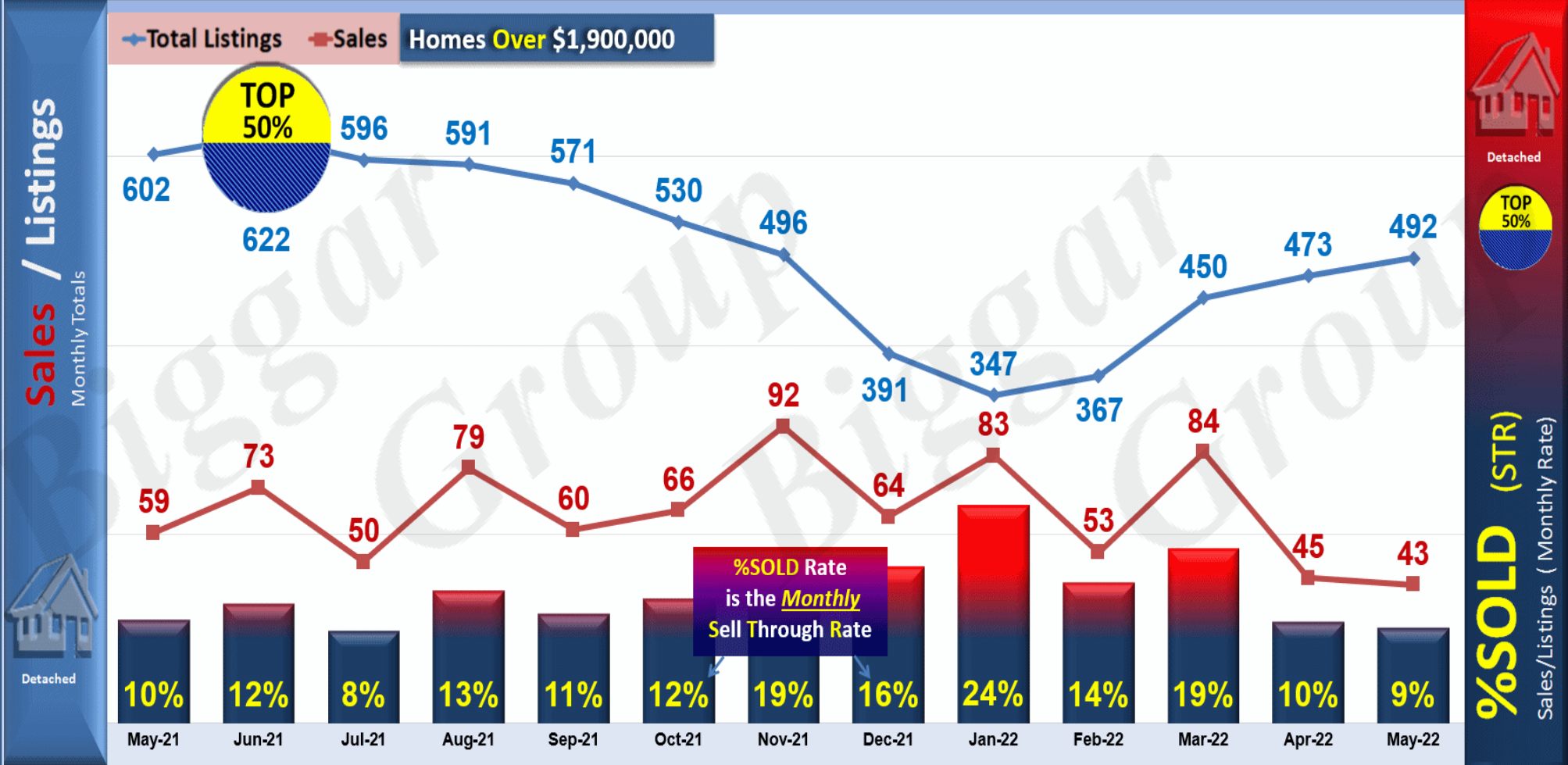


## Market Analysis and Forecasting

June 1/22 Richmond

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



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## Market Analysis and Forecasting

June 1/22 Richmond

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

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



Detached

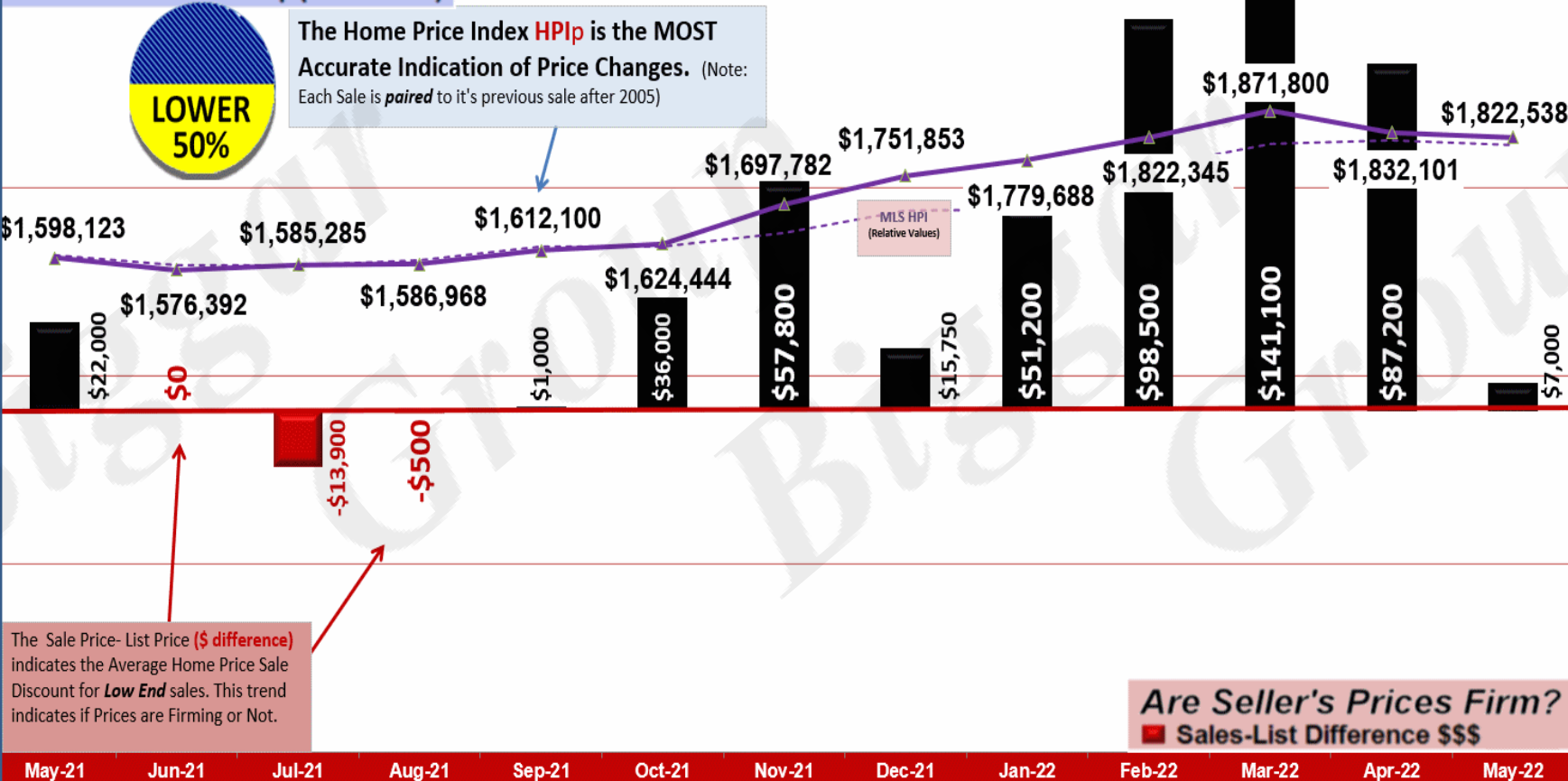


Detached



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

### Are Home Prices Up? Homes Below \$1,900,000



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

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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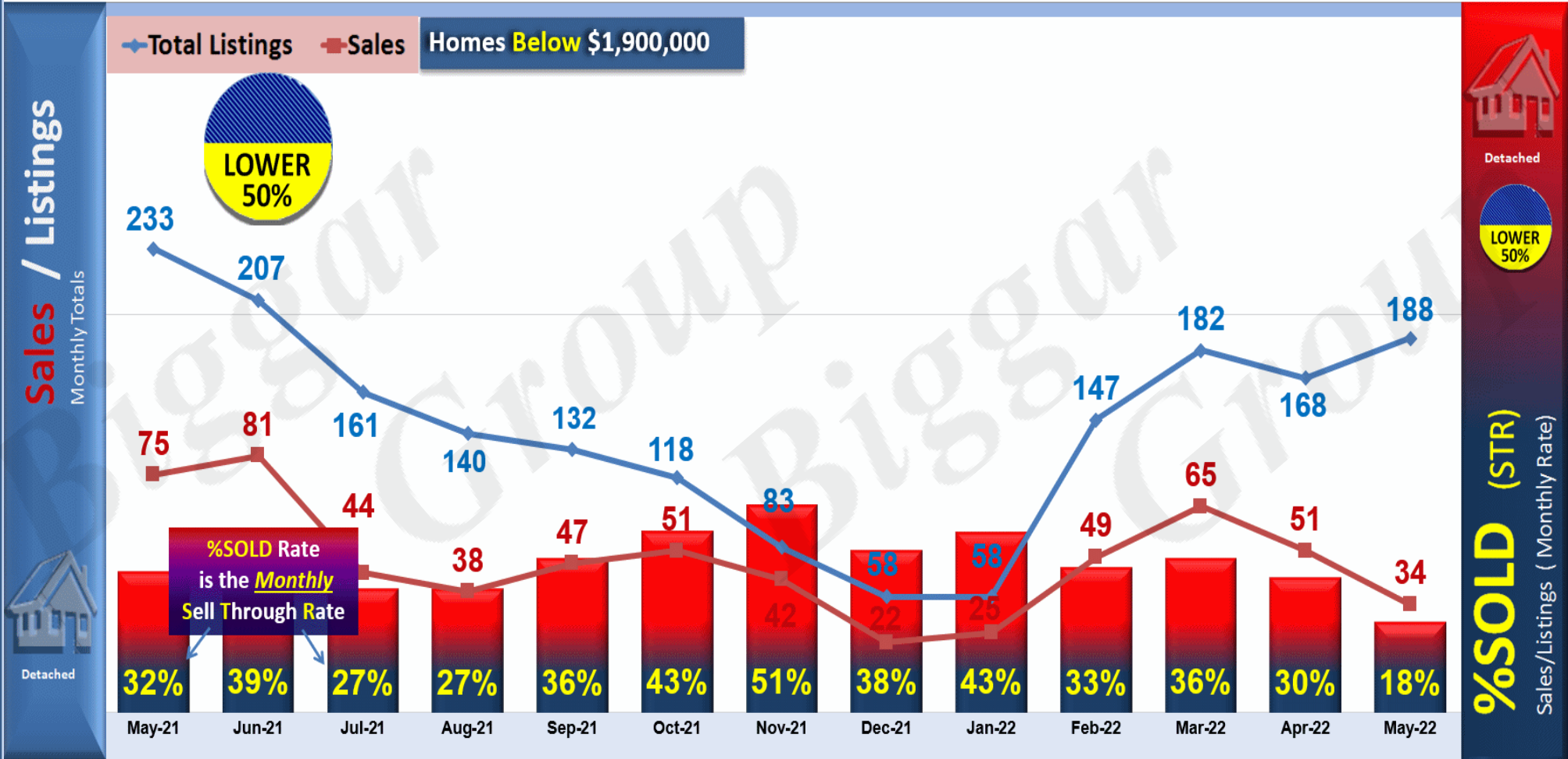


## Market Analysis and Forecasting

June 1/22 Richmond

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



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## Market Analysis and Forecasting

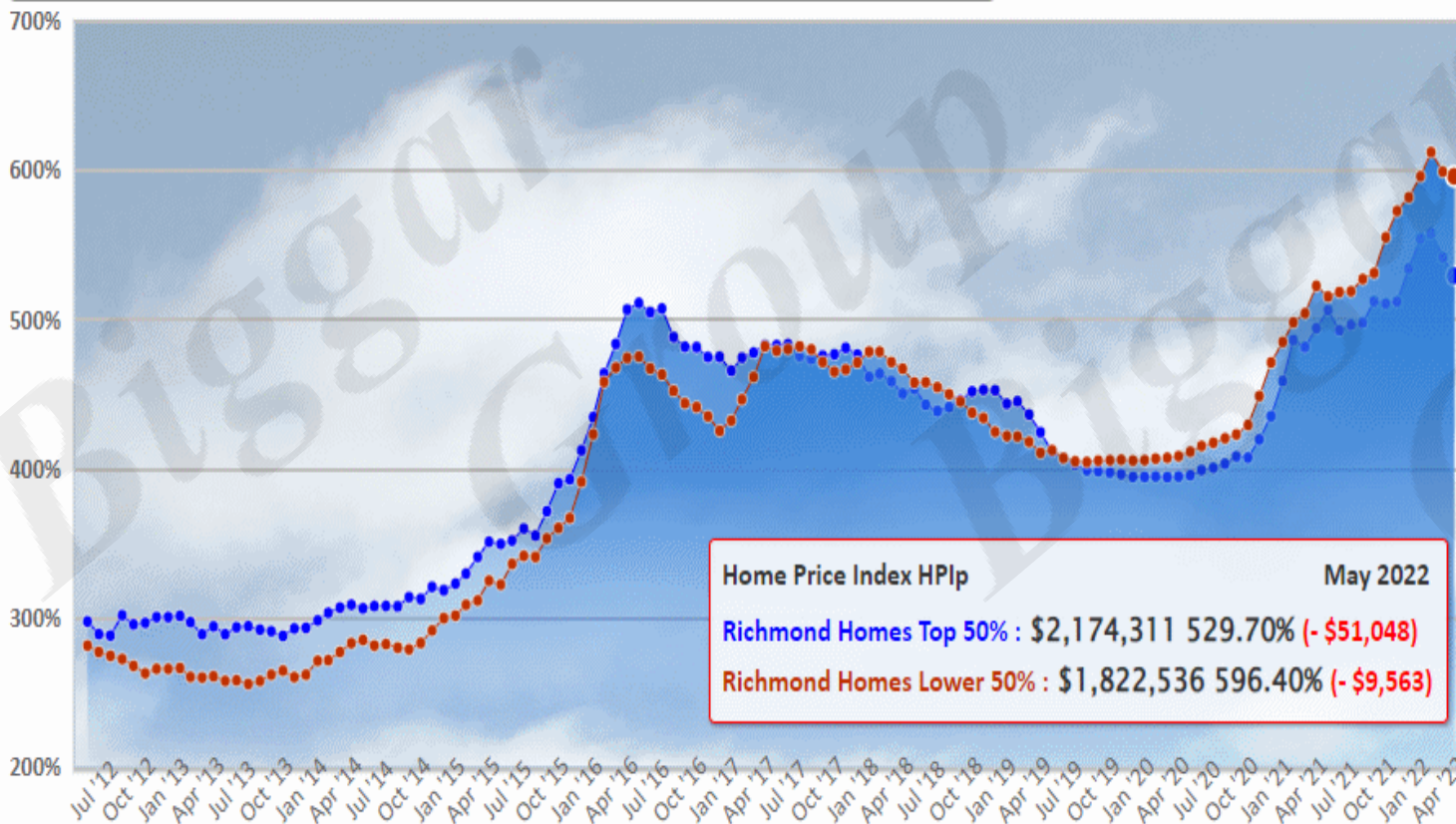
June 1/22 **Richmond**

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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly  Home values

Date	Value
May 2022	% 529.70
Apr 2022	% 542.10
Mar 2022	% 558.20
Feb 2022	% 554.60
Jan 2022	% 534.30
Dec 2021	% 512.40
Nov 2021	% 511.00
Oct 2021	% 512.60
Sep 2021	% 498.20
Aug 2021	% 496.90
Jul 2021	% 493.10
Jun 2021	% 506.60

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Statistics, on the Web!



## Market Analysis and Forecasting

June 1/22 Richmond

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### Richmond Sub areas Statistics - May 2022

Attached

Neighbourhoods	Total Listings (1month)	Sales	DOM	Sale Price /List Price	Sell - List \$Diff	%SOLD
Sea Island	0	0				0.0%
Bridgeport RI	19	4	14	99%	-\$5,000	21.1%
West Cambie	207	43	11	101%	\$10,000	20.8%
East Cambie	15	7	7	103%	\$25,000	46.7%
Terra Nova	13	1	8	98%	-\$25,000	7.7%
Riverdale RI	21	5	6	100%	\$0	23.8%
Quilchena RI	7	2	12	96%	-\$33,500	28.6%
Granville	21	4	20	102%	\$3,000	19.0%
Seafair	6	2	10	103%	\$17,000	33.3%
Boyd Park	14	6	8	104%	\$33,550	42.9%
Lackner	6	0				0.0%
Steveston Village	6	2	20	97%	-\$34,000	33.3%
Steveston North	20	2	9	97%	-\$21,950	10.0%
Steveston South	40	16	7	100%	-\$2,400	40.0%
Westwind	0	0				0.0%
Woodwards	20	0				0.0%
Broadmoor	17	1	1	105%	\$25,100	5.9%
Garden City	12	6	16	107%	\$61,400	50.0%
Saunders	3	2	15	105%	\$57,950	66.7%
South Arm	20	4	2	100%	\$0	20.0%
Brighthouse	404	90	11	100%	\$1,000	22.3%
Brighthouse South	103	36	9	102%	\$10,500	35.0%
McLennan North	84	17	11	102%	\$15,000	20.2%
Gilmore	0	0				0.0%
McLennan	0	0				0.0%
East Richmond	6	1	5	97%	-\$9,000	16.7%
McNair	1	0				0.0%
Ironwood	28	8	11	111%	\$52,000	28.6%
Hamilton RI	21	2	9	101%	\$6,000	9.5%
<b>Total Activity</b>	<b>1114</b>	<b>261</b>	<b>9</b>	<b>100%</b>	<b>\$1,000</b>	<b>23%</b>

### Richmond List Price Ranges Statistics - May 2022

Attached

Home Price Range	Total Listings (1month)	Sales	DOM	Sale Price /List Price	Sell - List \$Diff	%SOLD
0-\$495,000	81	23	7	100%	\$0	28.4%
\$495,001-\$575,000	79	31	7	105%	\$25,100	39.2%
\$575,001-\$640,000	90	33	10	104%	\$21,000	36.7%
\$640,001-\$700,000	104	38	8	104%	\$31,000	36.5%
\$700,001-\$800,000	117	31	11	99%	-\$5,000	26.5%
\$800,001-\$925,000	139	32	11	100%	-\$900	23.0%
\$925,001-\$1,050,000	139	29	15	100%	\$0	20.9%
\$1,050,001-\$1,200,000	128	22	12	100%	\$0	17.2%
\$1,200,001-\$1,500,000	164	15	14	100%	\$0	9.1%
\$1,500,001 and more	73	7	34	97%	-\$48,000	9.6%
<b>Total Activity</b>	<b>1114</b>	<b>261</b>	<b>9</b>	<b>100%</b>	<b>\$1,000</b>	<b>23%</b>

Monthly Changes Summary	May-21	Apr-22	May-22	6M2022	Change
Total Listings** (A,S,T,C,X)	1429	1087	1114		27
Active Listings (1st of the month)	909	579	641	761	120
Solds	398	366	261		-105
DOM	9	9	9		0
%SOLD (Sales/ Listings /monthly rate)	27.9%	33.7%	23.4%		-10.2%
Condos (Top 50%) Home Price Index HF	\$675,577	\$758,364	\$765,854		\$7,490
Condos (Lower 50%) Home Price Index HPI	\$432,495	\$506,912	\$486,517		-\$20,395
Twnhs (Top 50%) Home Price Index HF	\$1,073,686	\$1,350,188	\$1,314,101		-\$36,087
Twnhs (Lower 50%) Home Price Index HPI	\$719,100	\$830,684	\$811,002		-\$19,681

### June 1 2022 Richmond Market Update (Attached)

**Current:** Richmond is a Seller Market with **23% SOLD** Rate and 100% Sell/List Ratio. (This means an average of a \$1,000 increase on a sale from the original list price)

Most Active Range: Homes between \$495,000 - \$575,000 have **39.2% SOLD** rate.  
Least Active Range: Homes above \$1,500,000 have **9.6% SOLD** rate.

**History:** Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$90,277.  
Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are increased \$54,023.  
Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$240,415.  
Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$91,902.  
\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** This month's inventory is 22% less than same month last year. Active listing increased which means that we may increase in the sold listings in the coming month. We project Richmond to be a continued Seller market.

May's Real Estate Statistics shows Vancouver's Detached Markets decreased by **(\$25,900)** on average that is 76% of the homes dropped in value. This is the 3rd drop since Peak (Feb 2022). This is partially caused by the erosion of consumer confidence with the \$2+/litre gas prices, interest rates, and economic woes. We are now forecasting that the majority of the Metro Vancouver Markets will be in a continued *Buyer's Market* for the months. The Fraser Valley prices dropped a whopping (\$44,898) on average.

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Re/Max Westcoast [goBiggargohome.com](http://goBiggargohome.com) [larry@gobiggargohome.com](mailto:larry@gobiggargohome.com) [taylor@gobiggargohome.com](mailto:taylor@gobiggargohome.com) Ph: 604-341-8368

# Vancouver Market Reports

Statistics, on the Web!

attached homes

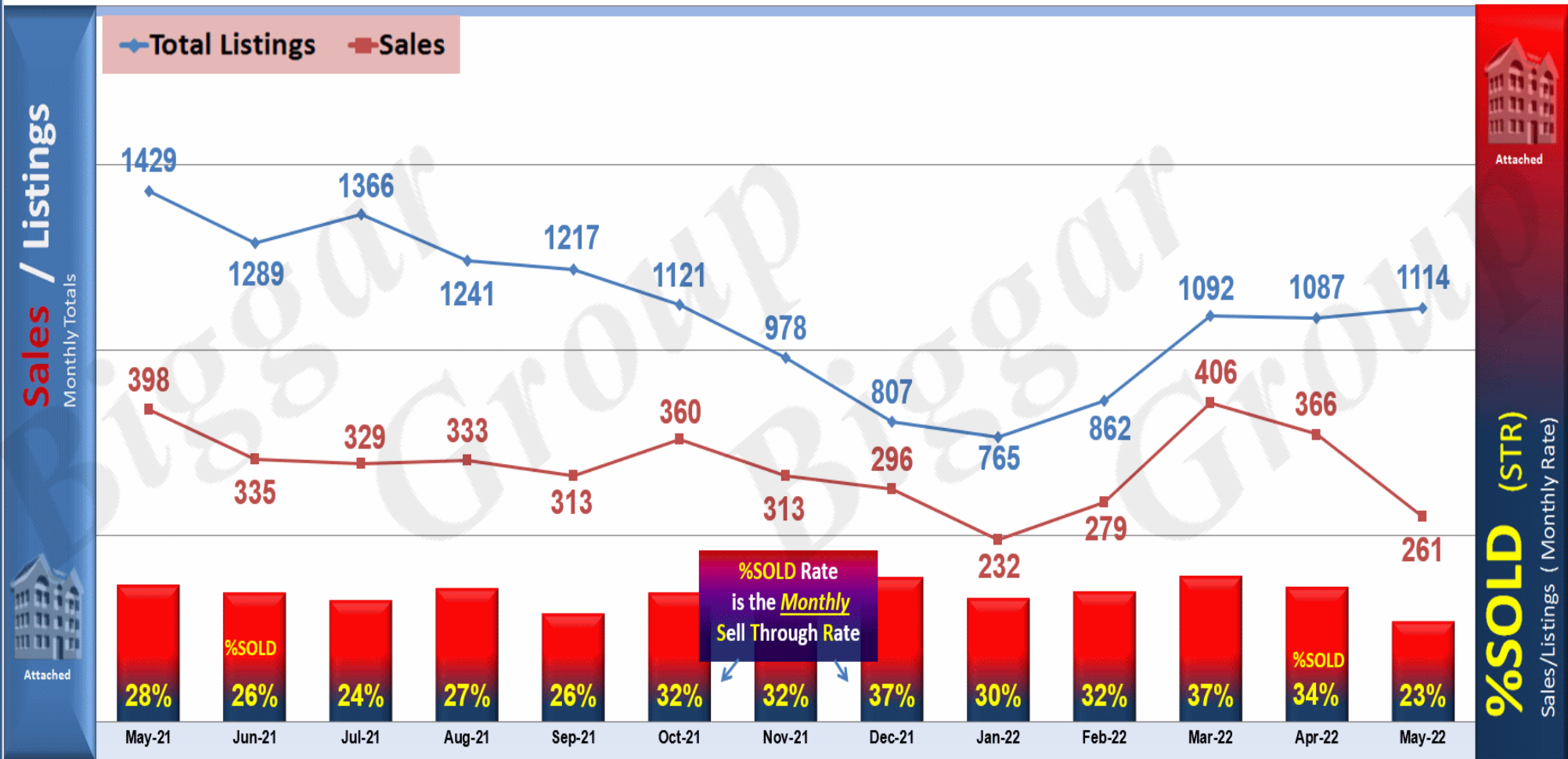


## Market Analysis and Forecasting

June 1/22 Richmond

列治文房地产投资

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



\*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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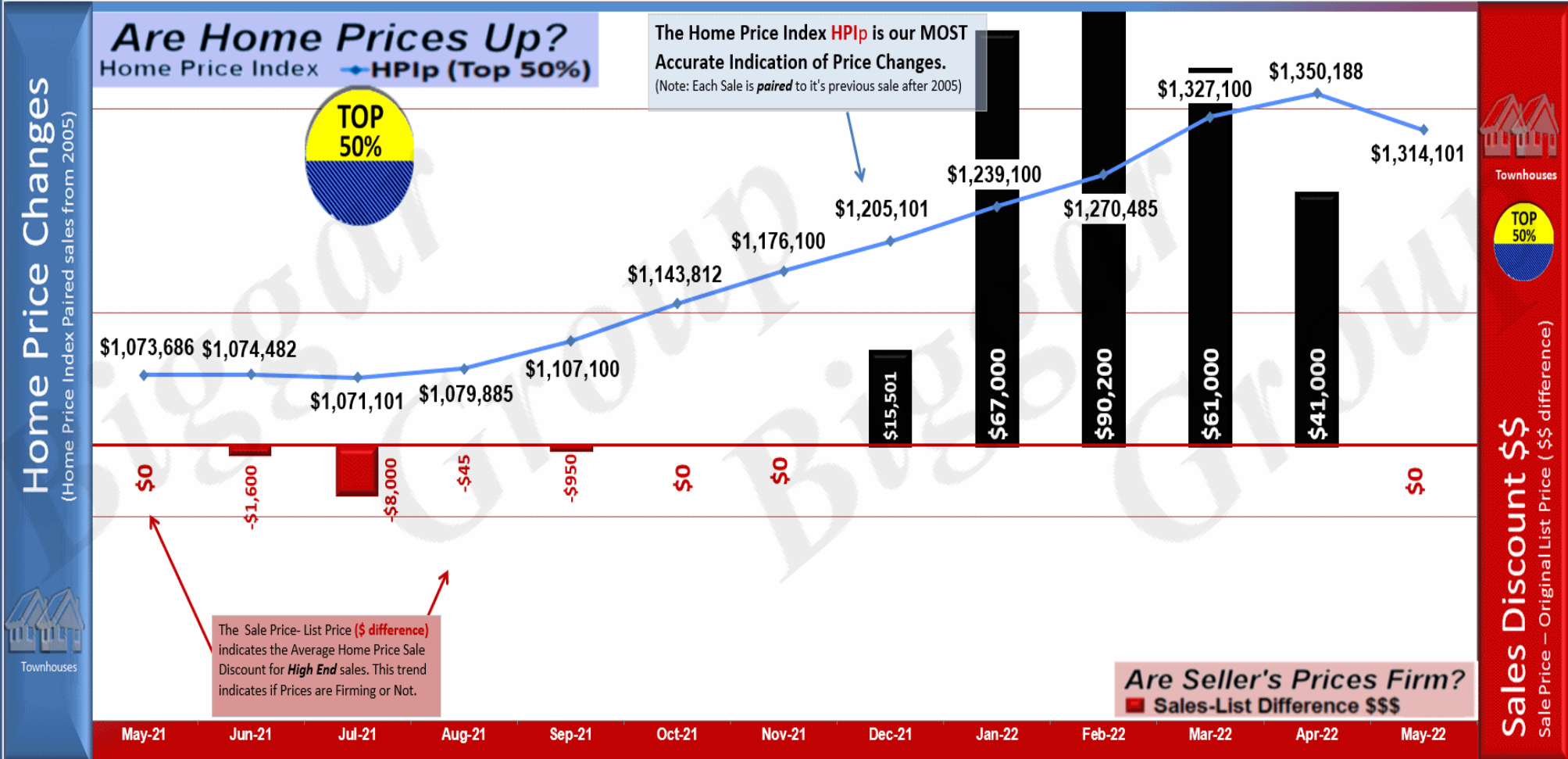
## Market Analysis and Forecasting

June 1/22 Richmond

列治文房地产投资

### Attached

Richmond 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?

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



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

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

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

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

\*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

June 1/22 Richmond

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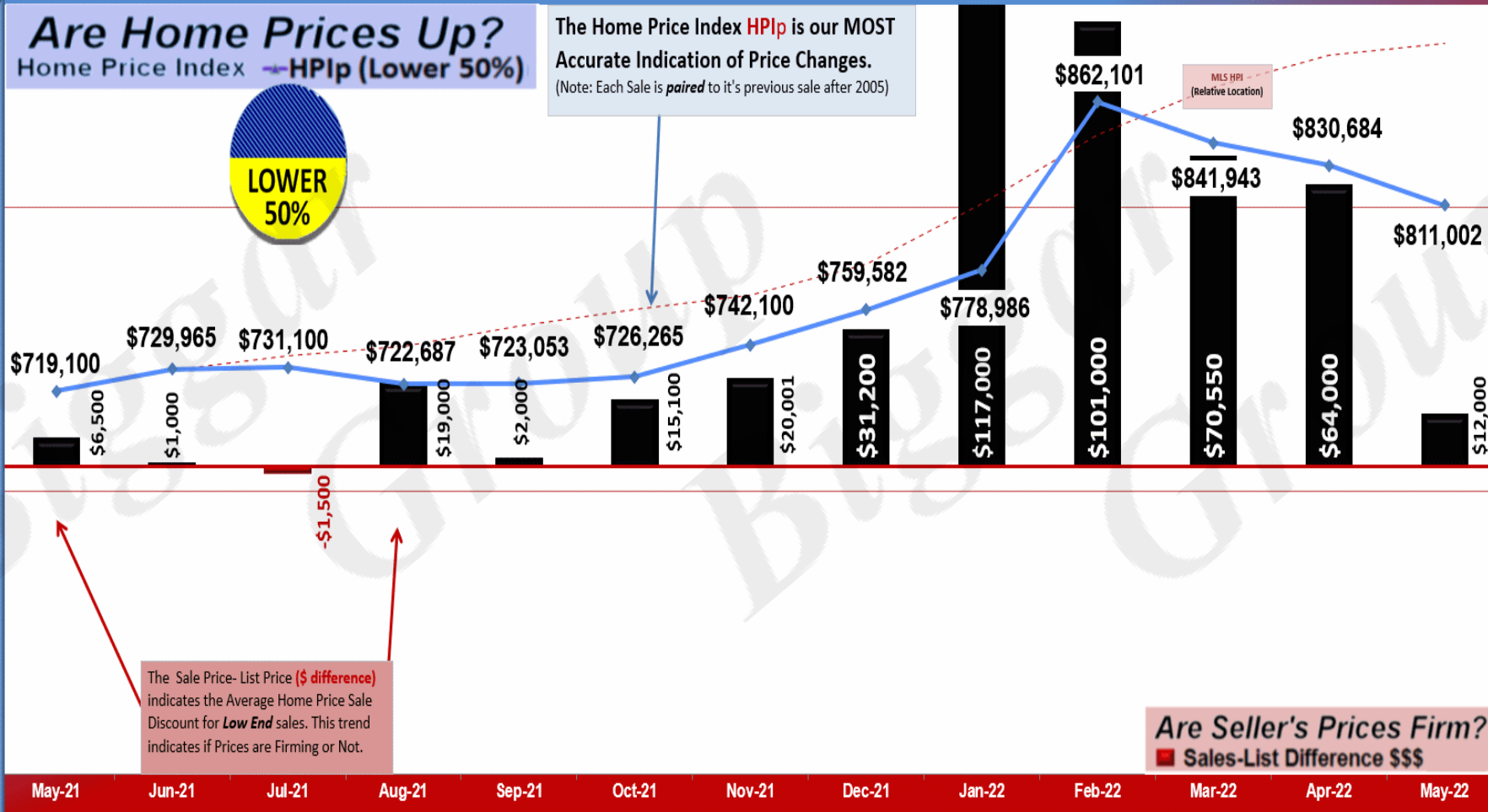
Attached

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

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

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

The Home Price Index **HPIp** is 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 **Low End** sales. This trend indicates if Prices are Firming or Not.

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



Townhouses  
LOWER 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!

attached homes



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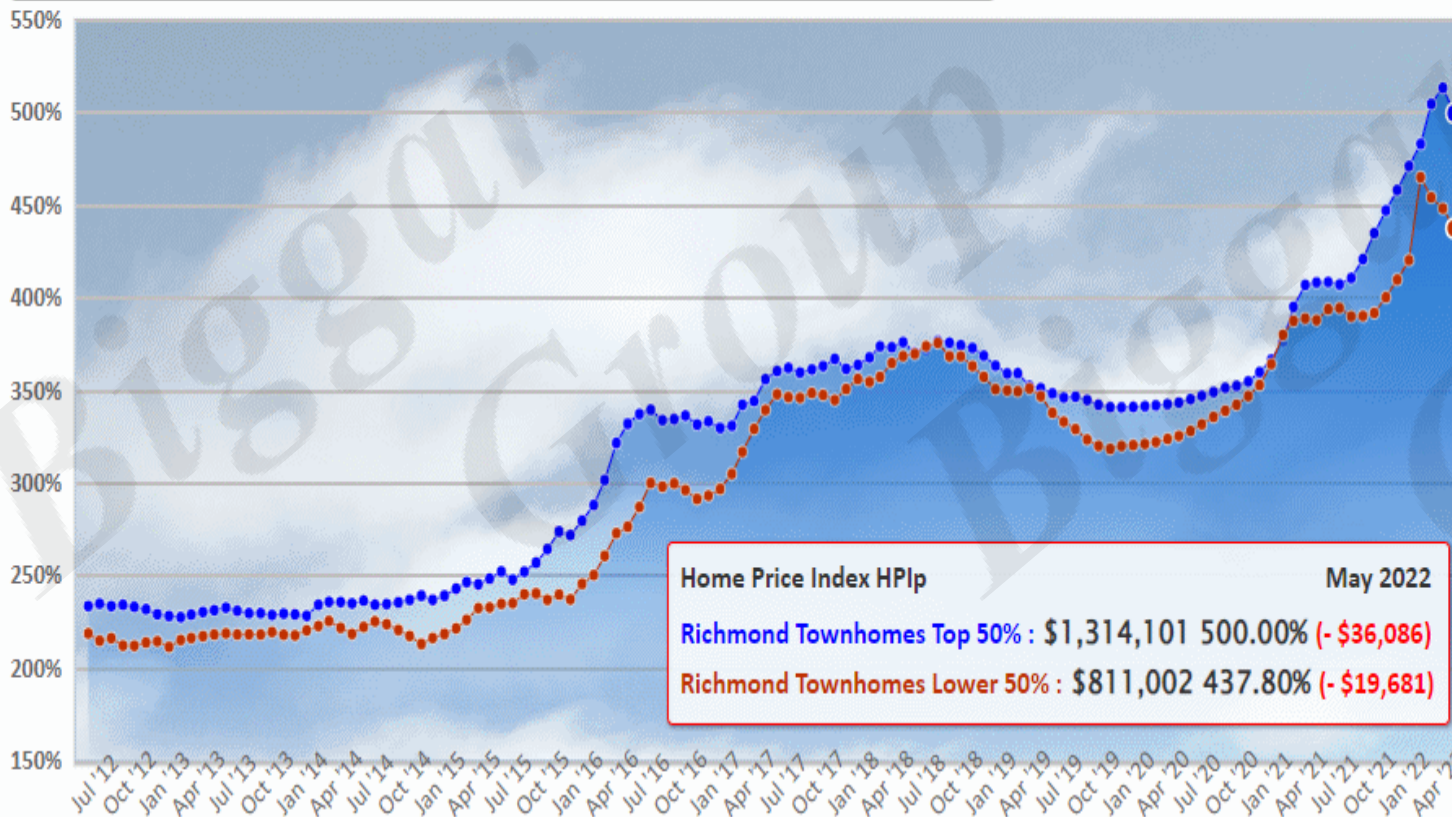
## Market Analysis and Forecasting

June 1/22 Richmond

列治文房地产投资

Powered by the Greater Vancouver Market Reports HPIp

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



Monthly Home values

Date	Value
May 2022	% 500.00
Apr 2022	% 513.70
Mar 2022	% 504.90
Feb 2022	% 483.40
Jan 2022	% 471.40
Dec 2021	% 458.50
Nov 2021	% 447.50
Oct 2021	% 435.20
Sep 2021	% 421.20
Aug 2021	% 410.90
Jul 2021	% 407.50
Jun 2021	% 408.80

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

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## Market Analysis and Forecasting

June 1/22 Richmond

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### Attached

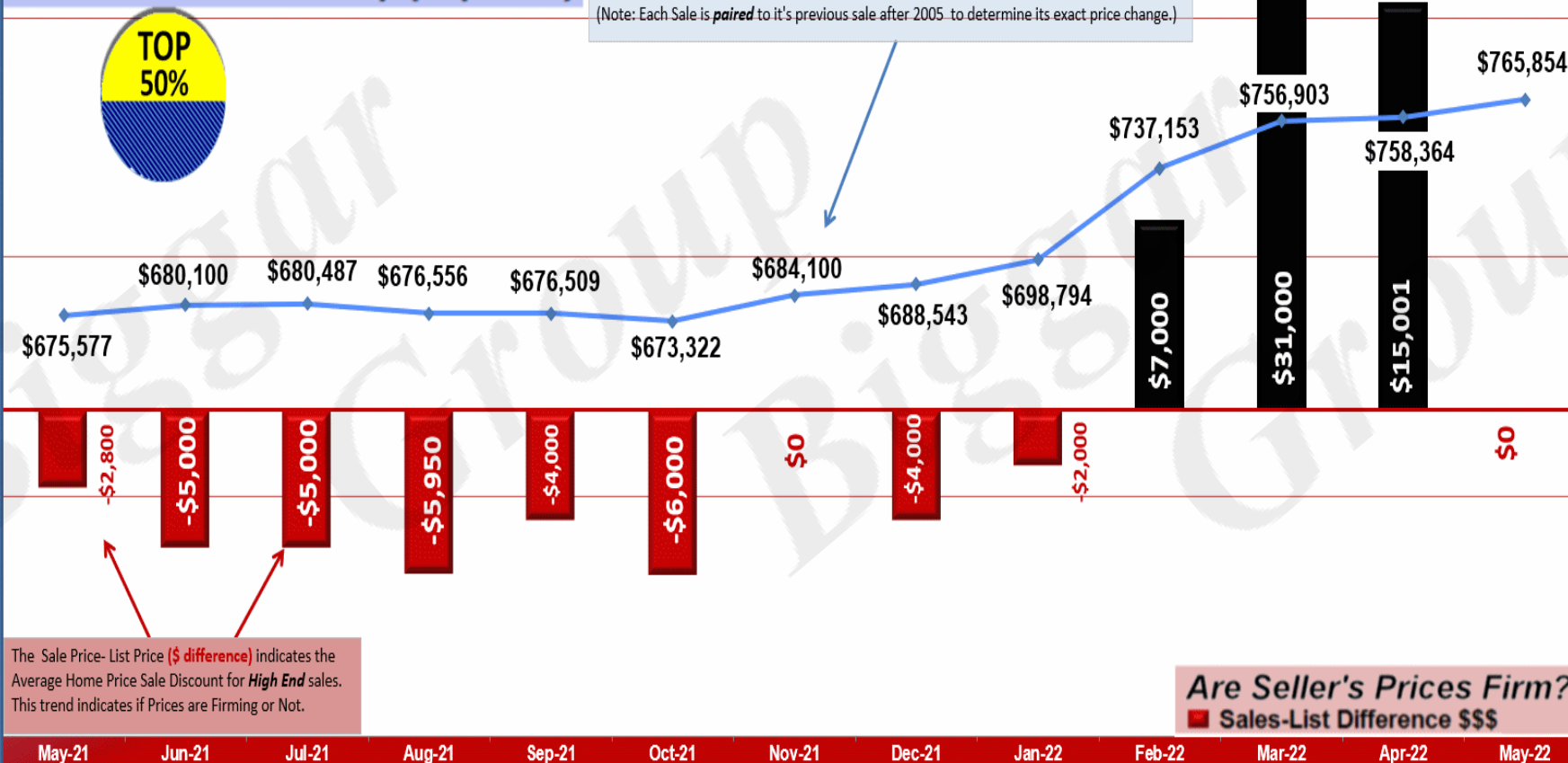
Richmond **Condos** Home Price Index **HPI** (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

### Are Home Prices Up?

Home Price Index → **HPI (Top 50%)**

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

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



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



Condominiums



Condominiums



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

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

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

\*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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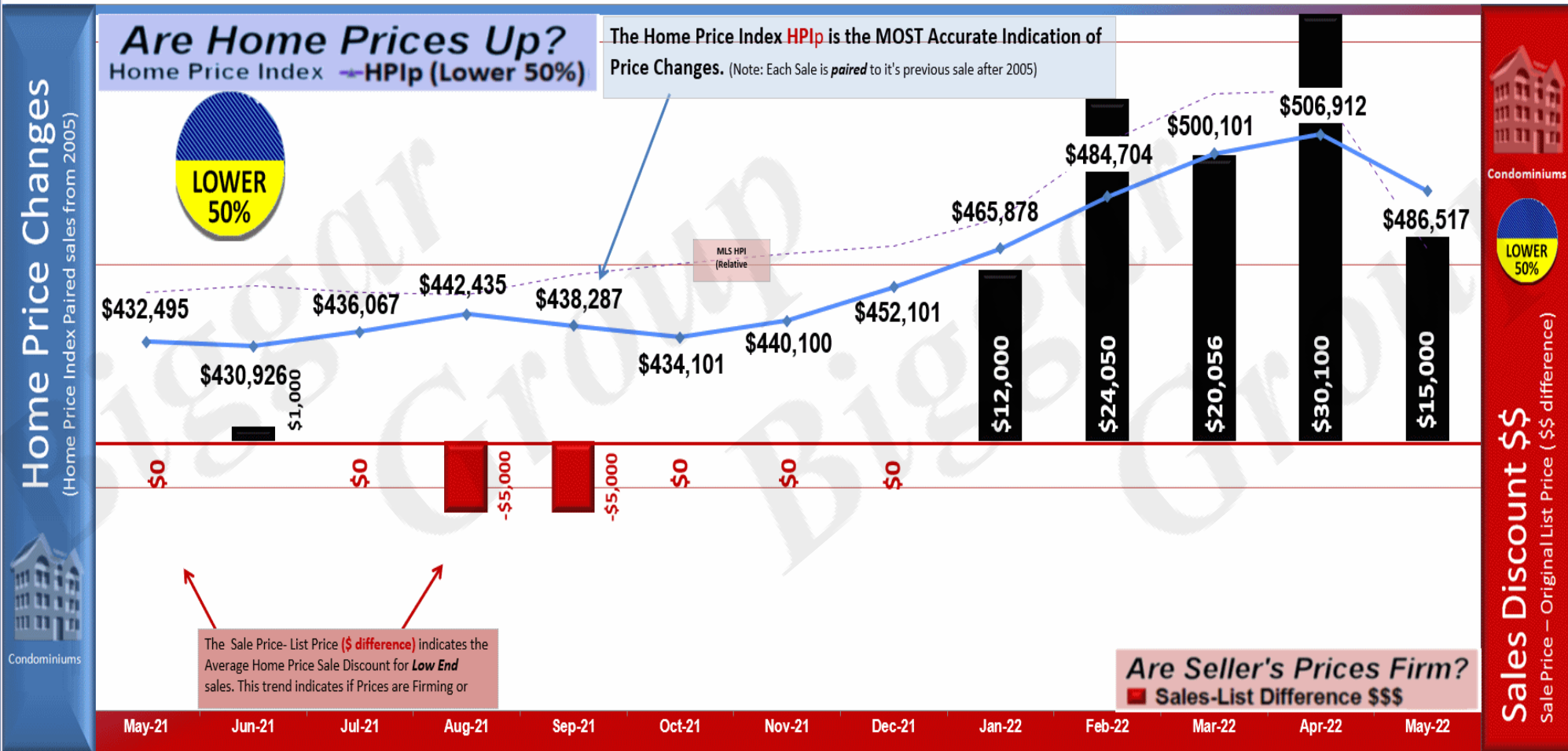
## Market Analysis and Forecasting

June 1/22 Richmond

列治文房地产投资

Attached

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



\*Home Price 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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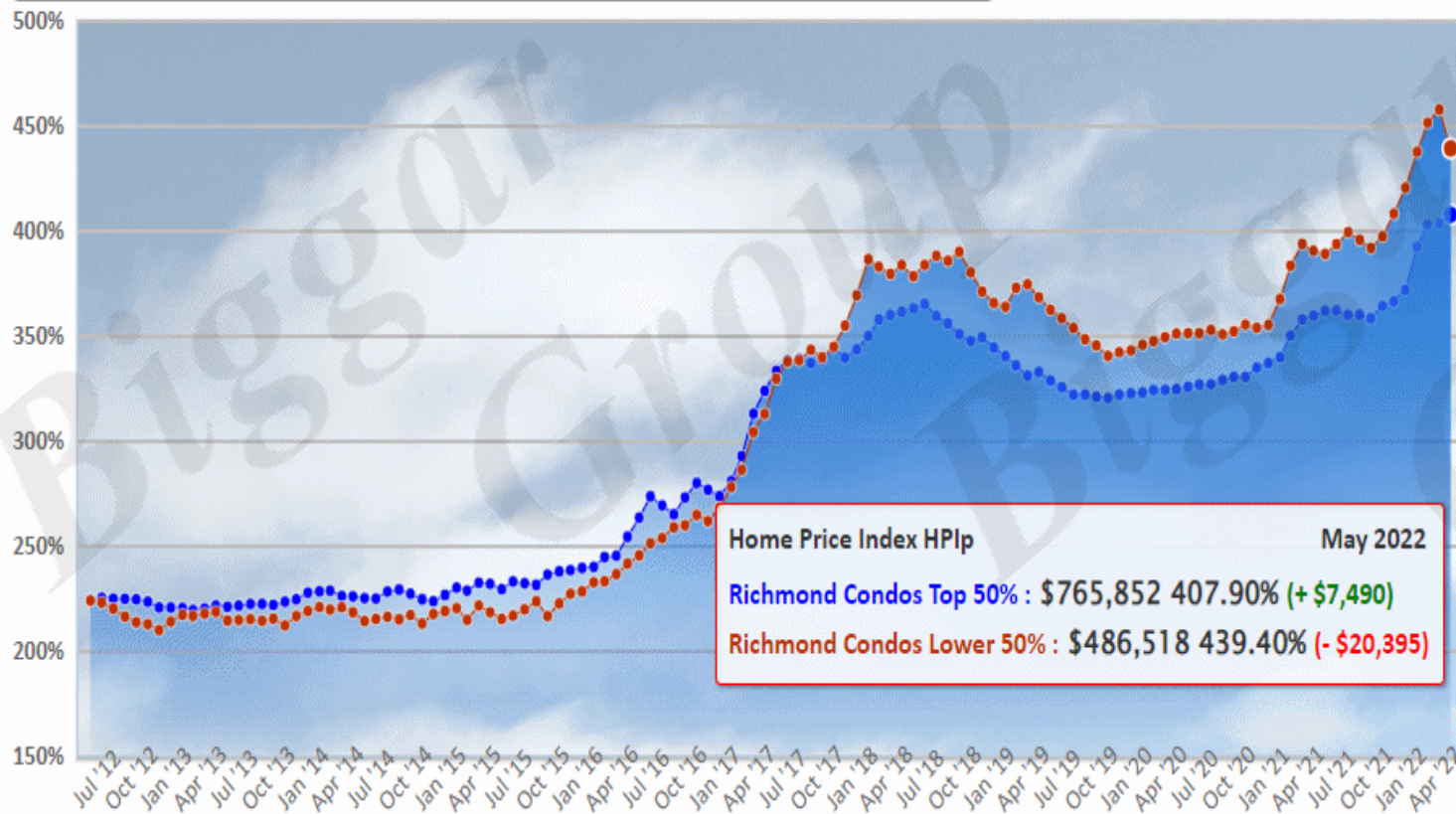
## Market Analysis and Forecasting

June 1/22 Richmond

列治文房地产投资

Powered by the Greater Vancouver Market Reports HPIp

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



Home Price Index HPIp May 2022  
 Richmond Condos Top 50% : \$765,852 407.90% (+ \$7,490)  
 Richmond Condos Lower 50% : \$486,518 439.40% (- \$20,395)

Monthly Home values

Date	Value
May 2022	% 407.90
Apr 2022	% 403.90
Mar 2022	% 403.10
Feb 2022	% 392.60
Jan 2022	% 372.20
Dec 2021	% 366.70
Nov 2021	% 364.30
Oct 2021	% 358.60
Sep 2021	% 360.30
Aug 2021	% 360.30
Jul 2021	% 362.40
Jun 2021	% 362.20

\*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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