Bill Coughlin's Market Reports

Advanced Marketing Tools
Mission Real Estate Price Changes ($/%)

**Housing Types:** Year-To-Date Sept 2019 – Sept 2020 (Quarters)

- **$ YTD Price Change (1 Year)**: $15,374
  - High End Detached: $675,000
  - Low End Detached: $675,000

- **% YTD Price Change (1 Year)**: 3.5%
  - High End Detached: 1.7%
  - Low End Detached: 9.0%

**Sources:**
- The respective Real Estate Boards, which assume no responsibility for accuracy.
- The DOM, and Sale – List Price differences are based on medians, not averages.
- Market Share Reports include all property types.
- More Details

**Bill Coughlin**
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*Vancouver Real Estate Investments*
Mission Market Update (Detached)

Current: Mission is a Seller Market with normal listing inventories, 33% SOLD rate and Sale Price / List Price = 98% (e.g.: means an average of a $14,700 Discount from the original list price on sale.)

Most Active Price Range: Homes between $550,000 - $675,000 have 50.0% SOLD rate.

Least Active Price Range: Homes above $1.3 mill. have a 16.7% SOLD rate.

History: The Mission Year-To-Date Home Price Index HP Ip (Top 50%) shows that prices increased $29,160. The Mission Year-To-Date Home Price Index HP Ip (Lower 50%) shows that prices increased $20,496.

*The HP Ip (Home Price Index) is an approximate reflection of the Average Home Price Changes.
1. How Many Sold During the Month and at What Price Range?

<table>
<thead>
<tr>
<th>Home Price Range</th>
<th>Total Listings (Month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sale Price /List Price</th>
<th>Sell - List $Difference</th>
<th>%SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-$350,000</td>
<td>23</td>
<td>8</td>
<td>61</td>
<td>88%</td>
<td>-$16,400</td>
<td>34.8%</td>
</tr>
<tr>
<td>$350,001-$550,000</td>
<td>19</td>
<td>7</td>
<td>34</td>
<td>100%</td>
<td>-$1,900</td>
<td>36.8%</td>
</tr>
<tr>
<td>$550,001-$675,000</td>
<td>48</td>
<td>24</td>
<td>6</td>
<td>101%</td>
<td>$3,750</td>
<td>50.0%</td>
</tr>
<tr>
<td>$675,001-$800,000</td>
<td>51</td>
<td>17</td>
<td>14</td>
<td>99%</td>
<td>-$4,500</td>
<td>33.3%</td>
</tr>
<tr>
<td>$800,001-$950,000</td>
<td>68</td>
<td>23</td>
<td>37</td>
<td>99%</td>
<td>-$10,000</td>
<td>33.8%</td>
</tr>
<tr>
<td>$900,001-$1,300,000</td>
<td>62</td>
<td>20</td>
<td>41</td>
<td>97%</td>
<td>-$30,450</td>
<td>32.3%</td>
</tr>
<tr>
<td>$1,300,001 and more</td>
<td>66</td>
<td>11</td>
<td>62</td>
<td>96%</td>
<td>-$54,900</td>
<td>16.7%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>337</strong></td>
<td><strong>110</strong></td>
<td><strong>24</strong></td>
<td><strong>98%</strong></td>
<td><strong>-$14,700</strong></td>
<td><strong>33%</strong></td>
</tr>
</tbody>
</table>

2. How Many Properties Were Available During the Month?

<table>
<thead>
<tr>
<th>Monthly Changes Summary</th>
<th>Sep-19</th>
<th>Aug-20</th>
<th>Sep-20</th>
<th>10/1/2020</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Listings (A,S,T,C,X)</td>
<td>441</td>
<td>364</td>
<td>337</td>
<td></td>
<td>-27</td>
</tr>
<tr>
<td>Active Listings (1st of the month)</td>
<td>343</td>
<td>258</td>
<td>234</td>
<td>205*</td>
<td>-29</td>
</tr>
<tr>
<td>Solds</td>
<td>58</td>
<td>101</td>
<td>110</td>
<td></td>
<td>9</td>
</tr>
<tr>
<td>Days on Market (DOM)</td>
<td>48</td>
<td>19</td>
<td>24</td>
<td></td>
<td>5</td>
</tr>
<tr>
<td>%SOLD (Sales/ Listings /monthly rate)</td>
<td>13.2%</td>
<td>27.7%</td>
<td>32.6%</td>
<td></td>
<td>5%</td>
</tr>
<tr>
<td>*(Top 50%) Home Price Index HPIp</td>
<td>$873,940</td>
<td>$895,100</td>
<td>$903,100</td>
<td></td>
<td>$8,000</td>
</tr>
<tr>
<td>*(Lower 50%) Home Price Index HPIp</td>
<td>$569,604</td>
<td>$585,603</td>
<td>$590,100</td>
<td></td>
<td>$4,497</td>
</tr>
</tbody>
</table>

*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.
What Sold in your Neighbourhood and for What Price?

### Mission Sub areas Statistics - Sept 2020

<table>
<thead>
<tr>
<th>Neighbourhoods</th>
<th>Total Listings (Month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sale Price/List Price</th>
<th>Sell - List $Difference</th>
<th>%SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hatzic</td>
<td>28</td>
<td>6</td>
<td>21</td>
<td>97%</td>
<td>-$9,050</td>
<td>21.4%</td>
</tr>
<tr>
<td>Stave Falls</td>
<td>16</td>
<td>5</td>
<td>92</td>
<td>94%</td>
<td>-$49,999</td>
<td>31.3%</td>
</tr>
<tr>
<td>Steelhead</td>
<td>2</td>
<td>1</td>
<td>12</td>
<td>90%</td>
<td>-$99,900</td>
<td>50.0%</td>
</tr>
<tr>
<td>Mission</td>
<td>204</td>
<td>72</td>
<td>16</td>
<td>99%</td>
<td>-$9,900</td>
<td>35.3%</td>
</tr>
<tr>
<td>Durieu</td>
<td>11</td>
<td>3</td>
<td>68</td>
<td>91%</td>
<td>-$103,800</td>
<td>27.3%</td>
</tr>
<tr>
<td>Dewdney Deroche</td>
<td>18</td>
<td>4</td>
<td>41</td>
<td>94%</td>
<td>-$33,900</td>
<td>22.2%</td>
</tr>
<tr>
<td>Lake Errock</td>
<td>20</td>
<td>9</td>
<td>60</td>
<td>95%</td>
<td>-$29,700</td>
<td>45.0%</td>
</tr>
<tr>
<td>Hemlock</td>
<td>5</td>
<td>0</td>
<td></td>
<td>98%</td>
<td>-$22,450</td>
<td>0.0%</td>
</tr>
<tr>
<td>Mission-West</td>
<td>33</td>
<td>10</td>
<td>10</td>
<td>98%</td>
<td>-$14,700</td>
<td>30.3%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>337</strong></td>
<td><strong>110</strong></td>
<td><strong>24</strong></td>
<td><strong>98%</strong></td>
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**Vancouver Market Reports**

Statistics, on the Web!

Market Analysis and Forecasting

Oct 1/20 Mission

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produced by: Bill Coughlin

eXp Realty Chilliwack, Mission, Abbotsford, Langley & Surrey

VancouverRealEstateInvestments.com T:778-374-3744
Next Months Market Forecast

**Forecast:** Mission has average Listing Supply; 205 homes are for sale and with the 33% SOLD monthly rate gives us a ~3 months of inventory. Another indicator: 22% of the Active Listings have Reduced their Price by $74,714 on Average and $29,000 on Median for the last month. We project Mission Detached to be a Seller market.

September’s Real Estate Statistics shows that All Fraser Valley Detached Markets went up this month. This is the 1st time all markets are rising since May 2017. Overall, Single Family Homes had a $7,079 monthly price increase which is the highest we have seen this year or for any September on record. We are forecasting that the Fraser Valley Markets will continue as a Seller’s Markets this coming month.

Currently, Condos are also in a Seller Market with 60% of the Greater Vancouver (Lower Mainland) Condo Prices increasing. The average monthly price increase was $965. At the same time, 20 out of 28 Townhouse Markets increased an average of $1,412. We analyze and provide 97 individual City’s Home Price Indexes to supply you 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.

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

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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)

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T: 778-374-3744
Mission 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)

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)

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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.
Mission Homes Top 50%: $903,099 323.90% (+ $8,000)
Mission Homes Lower 50%: $590,099 357.20% (+ $4,497)

Home Price Index HPIp

September 2020
Supply and Demand

How % SOLD Rates Affect Price Changes

Sell - Through Rates (STR) - Adsorption Rates

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What to expect:

- Staff, you can email me as to what personalization you want on your reports.
- I will produce your reports ASAP

- Are you requiring Townhouse / Condos reports?
- Will this be your Email or Newsletter main "item of value"?

30 day Money Back Guaranteed

What do you get?:

1. We will **give you** Abbotsford's full RE/MAX Market Reports
   1. (detached statistics) within 1 week.
   2. (Multi family: Townhouse / Condos stats may take another week.)
2. You will get the Re/MAX Market Share Reports Monthly or Quarterly reports City or Area
3. **Early access** to the Sell-Through Rates 2 weeks updates as they happen.
4. We will customize the reports for you so they are personalized [setup is free if simple one person setup]
5. Preferential access to our "Mastermind Group" monthly Webinars

We will provide your stats as:

1. A **single easy to understand PDF** so it is ready to email your clients as a Major Item of value. (pick 2 reports) (more available)
2. **Note many agents are emailing the LIVE LINK**  eg: RMXReports.com/YourName.pdf
   1. this LIVE report is updated every month and is a LIVE to your client .. basically we are hosting your NEWS webpage
   2. You are certainly welcome to put this content on your own website or I will show you how to set it live on your site
3. **A more detailed landscape reports PDF** .. This set of Be-All-Reports are three pages per city
   1. you may share these with your most analytical clients in CMA or Price reductions.

**Offer # 2** Master Mind Group (Monthly we do a **live webinar** on changing market conditions 1st Thursday of the month at 8:30 am) ($29 per session)