Bill Coughlin's Market Reports

Advanced Marketing Tools

produced by: Bill Coughlin

RE/MAX City Realty Chilliwack, Mission, Abbotsford, Langley & Surrey

VancouverRealEstateInvestments.com T:778-374-3744
Mission Real Estate Price Changes ($/%)

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

High End Detached

Low End Detached

$16,374

-1.8%

$37,107

-6.2%

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

Produced by: Bill Coughlin

RE/MAX City Realty Chilliwack, Mission, Abbotsford, Langley & Surrey

VancouverRealEstateInvestments.com

T: 778-374-3744
May 1 2019  Mission Market Update  (Detached)

Mission is a Stable Market with normal listing inventories, 15 %SOLD rate and Sale Price/List Price = 96%  (e.g.: means an average of a $19,900 Discount from the original list price on sale.)

Most Active Price Range: Homes between $350,000 - $550,000 have 29.6 %SOLD rate.
Least Active Price Range: Homes above $800,000 have a 6.3 %SOLD rate.

History: The Mission Year-To-Date Home Price Index HPIp (Top 50%) shows that prices decreased $31,000. The Mission Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices decreased $67,999.

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

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
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>34</td>
<td>7</td>
<td>29</td>
<td>86%</td>
<td>-$19,900</td>
<td>20.6%</td>
</tr>
<tr>
<td>$350,001-$550,000</td>
<td>27</td>
<td>8</td>
<td>7</td>
<td>96%</td>
<td>-$17,750</td>
<td>29.6%</td>
</tr>
<tr>
<td>$550,001-$675,000</td>
<td>86</td>
<td>19</td>
<td>44</td>
<td>96%</td>
<td>-$24,000</td>
<td>22.1%</td>
</tr>
<tr>
<td>$675,001-$800,000</td>
<td>81</td>
<td>13</td>
<td>13</td>
<td>99%</td>
<td>-$9,900</td>
<td>16.0%</td>
</tr>
<tr>
<td>$800,001 and more</td>
<td>160</td>
<td>10</td>
<td>39</td>
<td>94%</td>
<td>-$54,400</td>
<td>6.3%</td>
</tr>
<tr>
<td>Total Activity</td>
<td>388</td>
<td>57</td>
<td>22</td>
<td>96%</td>
<td>-$19,900</td>
<td>15%</td>
</tr>
</tbody>
</table>

2. How Many Properties Were Available During the Month?

<table>
<thead>
<tr>
<th>Monthly Changes Summary</th>
<th>Apr-18</th>
<th>Mar-19</th>
<th>Apr-19</th>
<th>5/1/2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Listings (A,S,T,C,X)</td>
<td>284</td>
<td>337</td>
<td>388</td>
<td>51</td>
<td>42</td>
</tr>
<tr>
<td>Active Listings (1st of the month)</td>
<td>164</td>
<td>245</td>
<td>256</td>
<td>298</td>
<td>42</td>
</tr>
<tr>
<td>Solds</td>
<td>70</td>
<td>57</td>
<td>57</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Days on Market (DOM)</td>
<td>14</td>
<td>27</td>
<td>22</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>%SOLD (Sales/Listings/monthly rate)</td>
<td>24.6%</td>
<td>16.9%</td>
<td>14.7%</td>
<td>-2%</td>
<td>-5</td>
</tr>
<tr>
<td>(Top 50%) Home Price Index HPIp</td>
<td>$931,100</td>
<td>$895,100</td>
<td>$900,100</td>
<td>$5,000</td>
<td>$6,232</td>
</tr>
<tr>
<td>(Lower 50%) Home Price index HPIp</td>
<td>$623,100</td>
<td>$561,333</td>
<td>$555,101</td>
<td>$5,000</td>
<td>$6,232</td>
</tr>
<tr>
<td>Neighbourhoods</td>
<td>Total Listings (Month)</td>
<td>Sales</td>
<td>DOM</td>
<td>Sale Price /List Price</td>
<td>Sell - List $Difference</td>
</tr>
<tr>
<td>----------------------</td>
<td>------------------------</td>
<td>-------</td>
<td>-----</td>
<td>------------------------</td>
<td>------------------------</td>
</tr>
<tr>
<td>Hatzic</td>
<td>34</td>
<td>4</td>
<td>47</td>
<td>91%</td>
<td>-$59,950</td>
</tr>
<tr>
<td>Stave Falls</td>
<td>25</td>
<td>2</td>
<td>15</td>
<td>93%</td>
<td>-$74,250</td>
</tr>
<tr>
<td>Steelhead</td>
<td>1</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Mission</td>
<td>242</td>
<td>44</td>
<td>20</td>
<td>96%</td>
<td>-$18,500</td>
</tr>
<tr>
<td>Durieu</td>
<td>18</td>
<td>44</td>
<td>20</td>
<td>96%</td>
<td>-$18,500</td>
</tr>
<tr>
<td>Dewdney Deroche</td>
<td>25</td>
<td>5</td>
<td>29</td>
<td>94%</td>
<td>-$17,900</td>
</tr>
<tr>
<td>Lake Errock</td>
<td>21</td>
<td>1</td>
<td>11</td>
<td>98%</td>
<td>-$14,900</td>
</tr>
<tr>
<td>Hemlock</td>
<td>3</td>
<td>0</td>
<td>22</td>
<td>100%</td>
<td>$0</td>
</tr>
<tr>
<td>Mission-West</td>
<td>19</td>
<td>1</td>
<td>22</td>
<td>100%</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>388</strong></td>
<td><strong>57</strong></td>
<td><strong>22</strong></td>
<td><strong>96%</strong></td>
<td><strong>-$19,900</strong></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.

produced by: Bill Coughlin

RE/MAX City Realty  Chilliwack, Mission, Abbotsford, Langley & Surrey  [VancouverRealEstateInvestments.com](http://VancouverRealEstateInvestments.com)  T:778-374-3744
Next Months Market Forecast

Mission has average Listing Supply; 298 homes are for sale and with the **15% SOLD** monthly rate gives us a ~7 months of inventory. Another indicator: 17% of the Active Listings have Reduced their Price by $32,675 on Average and $22,450 on Median for the last month. We project Mission Detached to be a Stable market.

April's Real Estate Statistics shows 56% of Fraser Valley's Detached Markets values increased. Overall, Single Family Homes in the Fraser Valley Market shows a $1,019 monthly price increase which is a minimal decline from the $2,661 price increase last month. On Average, the Vancouver Detached Markets showed an average monthly price decrease of $8,007. We are forecasting for the following month: a Stable Detached Market in most of the Fraser Valley and a Buyers Market across most of Vancouver.

Currently, the Condo Market presents a Warm Market with 56% of the Greater Vancouver (Lower Mainland) are increasing prices. On the other hand, 63% of the Townhouse Markets are decreasing. (13 out of 28 Markets). We are forecasting a stable Market in most Condo and Townhouse Markets for the coming month. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Data is from: FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.com
RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand
Mission 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)

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

**Home Price Changes**

- **Apr-18**: $931,100
- **May-18**: $943,100
- **Jun-18**: $928,867
- **Jul-18**: $921,805
- **Aug-18**: $924,100
- **Sep-18**: $925,100
- **Oct-18**: $913,101
- **Nov-18**: $899,100
- **Dec-18**: $896,685
- **Jan-19**: $885,475
- **Feb-19**: $895,100
- **Mar-19**: $900,100
- **Apr-19**: $900,100

- **Sales Discount $5**

**Are Seller’s Prices Firm?**

- Sales-List Difference $$$

**More Details**

*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.*

**Produced by:** Bill Coughlin

RE/MAX City Realty Chilliwack, Mission, Abbotsford, Langley & Surrey  
VancouverRealEstateInvestments.com T:778-374-3744
Home Price Index (HPIp) is the MOST Accurate Indication of Price Changes.
(Note: Each Sale is paired to its previous sale after 2005)

Home Price Changes (Home Price Index Pairs from 2005)

Median Price (Relistion Values)

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


- $4,950 - $3,900 - $17,950 - $18,500 - $11,900 - $15,000 - $28,900 - $25,500 - $29,900 - $19,900 - $19,700 - $14,950

Sales Discount $5
Sale Price - Original List Price ($$ difference)

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

Total Listings**, Sales, and %SOLD Rates

STRUCTION

May 1/19

Detached

MISSION

Total Listings**, Sales, and %SOLD Rates

LOWDER 

50%}

MONTHLY TOTARS

LOWDER 50%
Mission

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.

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

Produced by: Bill Coughlin
RE/MAX City Realty  Chilliwack, Mission, Abbotsford, Langley & Surrey  VancouverRealEstateInvestments.com  T:778-374-3744
Supply and Demand

How %SOLD Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

What percentage (%) of homes sales/month change the market?

- Increasing
  - 21-40% selling
- Stable
  - 15-20% selling
- Decreasing
  - 10-14% selling

100 Listings

Produced by: Bill Coughlin

RE/MAX City Realty Chilliwack, Mission, Abbotsford, Langley & Surrey

VancouverRealEstateInvestments.com T: 778-374-3744