

Charlie Kiers' Market Reports



Advanced Marketing Tools



Vancouver Market Reports

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Market Analysis and Forecasting

Oct 1/17 East Vancouver

东温哥华房地产住宅

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

東溫 房地產價格變動 / 东温 房地产价格变动

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

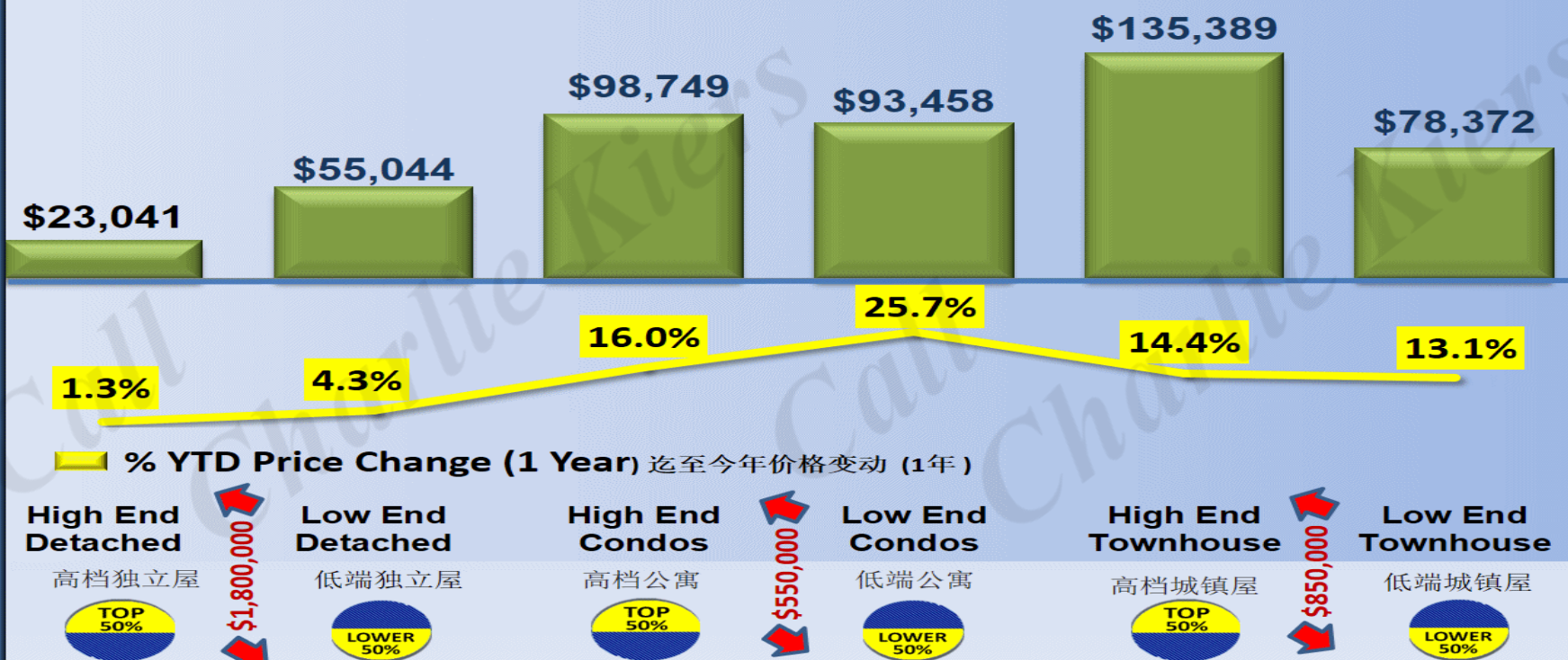
房屋类型: 迄至今年 (每季) 由2016九月份至2017九月份

Powered by: Vancouver Market Reports HPI^{ip}

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

YTD Home Price Changes \$

YTD Home Price Changes %



■ % YTD Price Change (1 Year) 迄至今年价格变动 (1年)

High End Detached

高档独立屋



Low End Detached

低端独立屋



High End Condos

高档公寓



Low End Condos

低端公寓



High End Townhouse

高档城镇屋



Low End Townhouse

低端城镇屋



\$1,800,000

\$550,000

\$850,000

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 Oct 1/17 **East Vancouver**
东温哥华房地产住宅

Monthly Market Activity - Sept 2017 - Single Family



Oct 1 2017 East Vancouver Market Update (Detached)

Current: East Vancouver has a Sellers Market with average listing inventory, **10 %SOLD** rate, a 98% Sell/List Ratio and 13 DOM. (This means an average of a \$36,894 discount on a sale from the original list price)

Most Active Price Range: Homes between \$1.2 mill. - \$1.3 mill. have High **24.3 %SOLD** rate.

Least Active Price Range: Homes above \$2 mill. have **3.4 %SOLD** rate.

History: The East Vancouver Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$34,252. The East Vancouver Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$74,416.

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



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Market Analysis and Forecasting

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

East Vancouver List Price Ranges Statistics - Sept 2017

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$1,200,000	36	6	9	101%	\$13,050	16.7%	↑
\$1,200,001-\$1,300,000	37	9	13	100%	\$0	24.3%	↑
\$1,300,001-\$1,400,000	49	8	10	97%	-\$41,944	16.3%	↑
\$1,400,001-\$1,500,000	56	13	11	100%	-\$4,000	23.2%	↑
\$1,500,001-\$1,700,000	194	28	9	98%	-\$35,500	14.4%	
\$1,700,001-\$2,000,000	200	18	37	95%	-\$88,500	9.0%	
\$2,000,001 and more	413	14	35	97%	-\$78,000	3.4%	↓
Total Activity	985	96	13	98%	-\$36,894	10%	

2. How Many Properties Were Available During the Month?

Summary	Sep-16	Aug-17	Sep-17	10/1/2017	Change	
Total Listings** (A,S,T,C,X)	856	975	985		10	↑
Active Listings (1st of the month)	596	783	728	742	14	↑
Solds	68	115	96		-19	↓
Days on Market (DOM)	14	16	13		-3	↓
%SOLD (Sales/Listings monthly rate)	8%	12%	10%		-2%	↓
(Top 50%) Home Price Index HPIp	\$1,787,496	\$1,845,100	\$1,821,748		-\$23,352	↓
(Lower 50%) Home Price Index HPIp	\$1,269,076	\$1,356,100	\$1,343,492		-\$12,608	↓

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What Sold in your Neighbourhood and for What Price?

East Vancouver Sub areas Statistics - Sept 2017

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Detached	
					Sell - List \$Difference	%SOLD
Champlain Heights	4	0				0.0%
Collingwood Van East	104	4	24	97%	-\$37,944	3.8%
Fraser VE	58	7	18	98%	-\$58,000	12.1%
Fraserview VE	47	5	71	92%	-\$140,000	10.6%
Grandview VE	78	10	14	98%	-\$24,500	12.8%
Hastings	16	1	0	100%	\$0	6.3%
Hastings East	36	5	9	98%	-\$49,000	13.9%
Killarney VE	99	13	45	98%	-\$60,000	13.1%
Knight	75	6	14	100%	\$0	8.0%
Main	49	5	8	100%	\$100	10.2%
Mount Pleasant VE	22	4	7	105%	\$78,450	18.2%
Renfrew VE	146	10	10	98%	-\$29,500	6.8%
Renfrew Heights	73	8	17	99%	-\$21,950	11.0%
South Vancouver	130	11	20	95%	-\$76,000	8.5%
Victoria VE	48	7	7	100%	\$0	14.6%
Total Activity	985	96	13	98%	-\$36,894	10%

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Next Months Market Forecast

Forecast: East Vancouver has average Listing Supply; with 742 homes for sale and the **10 %SOLD** monthly rate gives us ~10 months of Inventory. 7% of the active listings have reduced their price by \$92,878 on average or \$75,000 on median for the last month. We project East Vancouver to be a continued stable Market.

September's Real Estate Statistics show our Markets have NORMALIZED with 49% of Vancouver's Detached Markets increasing values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$10,887, which is less than the \$4,006 decrease that we saw in the month prior. This Average Fraser Valley Markets are still stronger with a \$2,054 monthly increase.

Currently, 61% of the Attached Markets are still increasing in Greater Vancouver (Lower Mainland) (52 of 58 Markets). We are forecasting the beginning of Buyers Market across all Housing Markets. 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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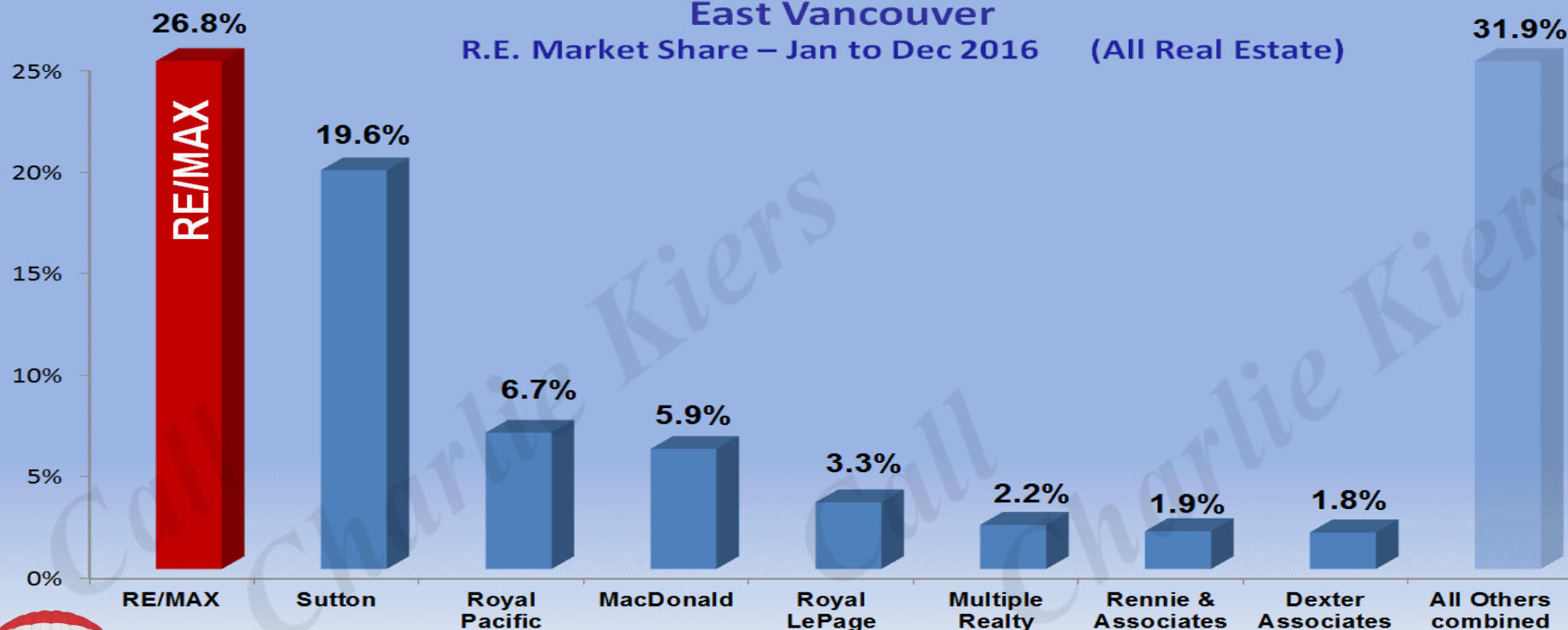
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the RE/MAX Market Share Reports

East Vancouver

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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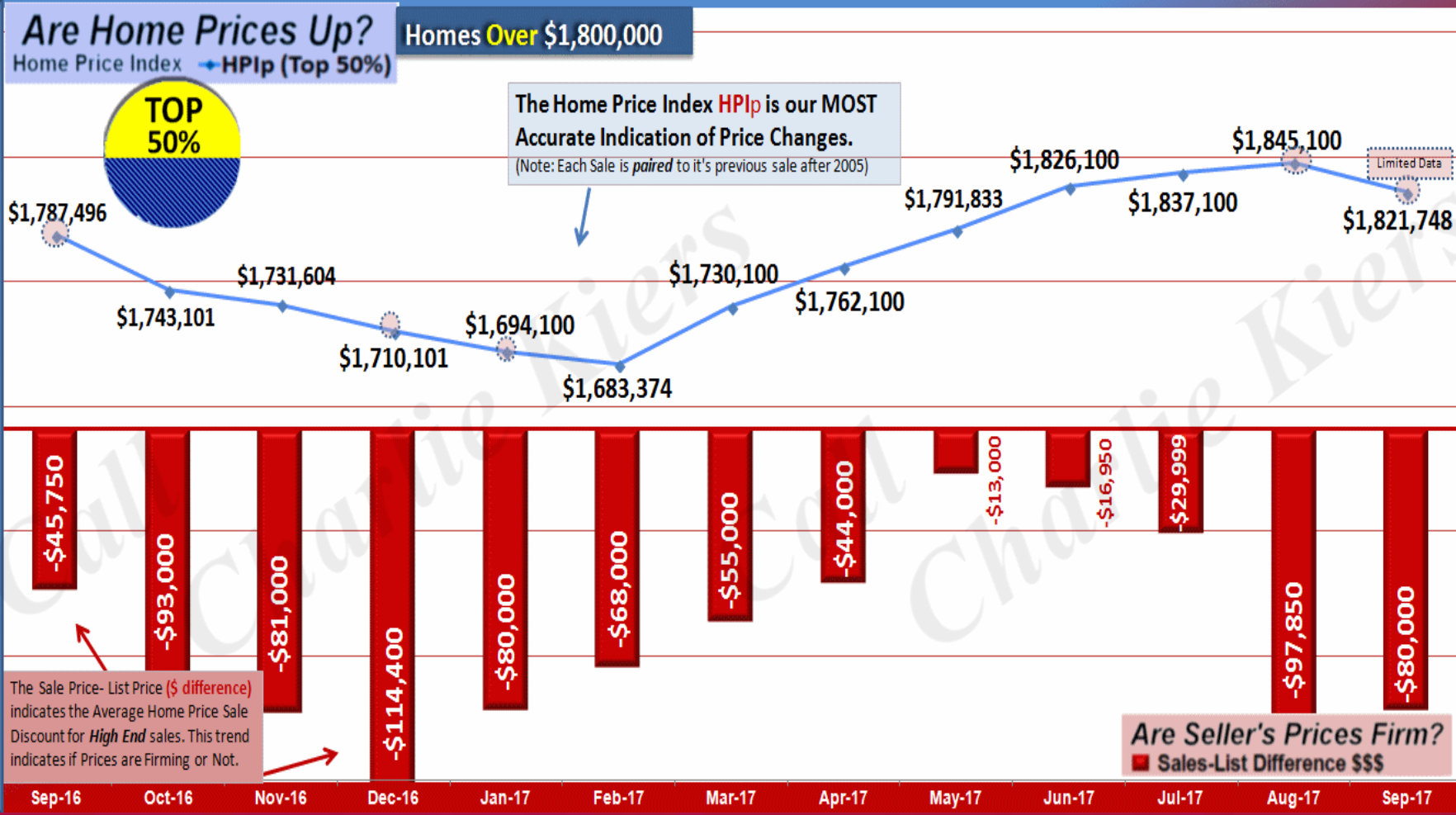
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Detached

East Vancouver

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)



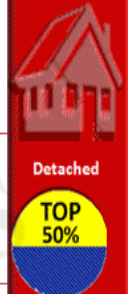
Are Home Prices Up?
Home Price Index → HPIp (Top 50%)

Homes Over \$1,800,000

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 \$\$\$



Detached

TOP 50%

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

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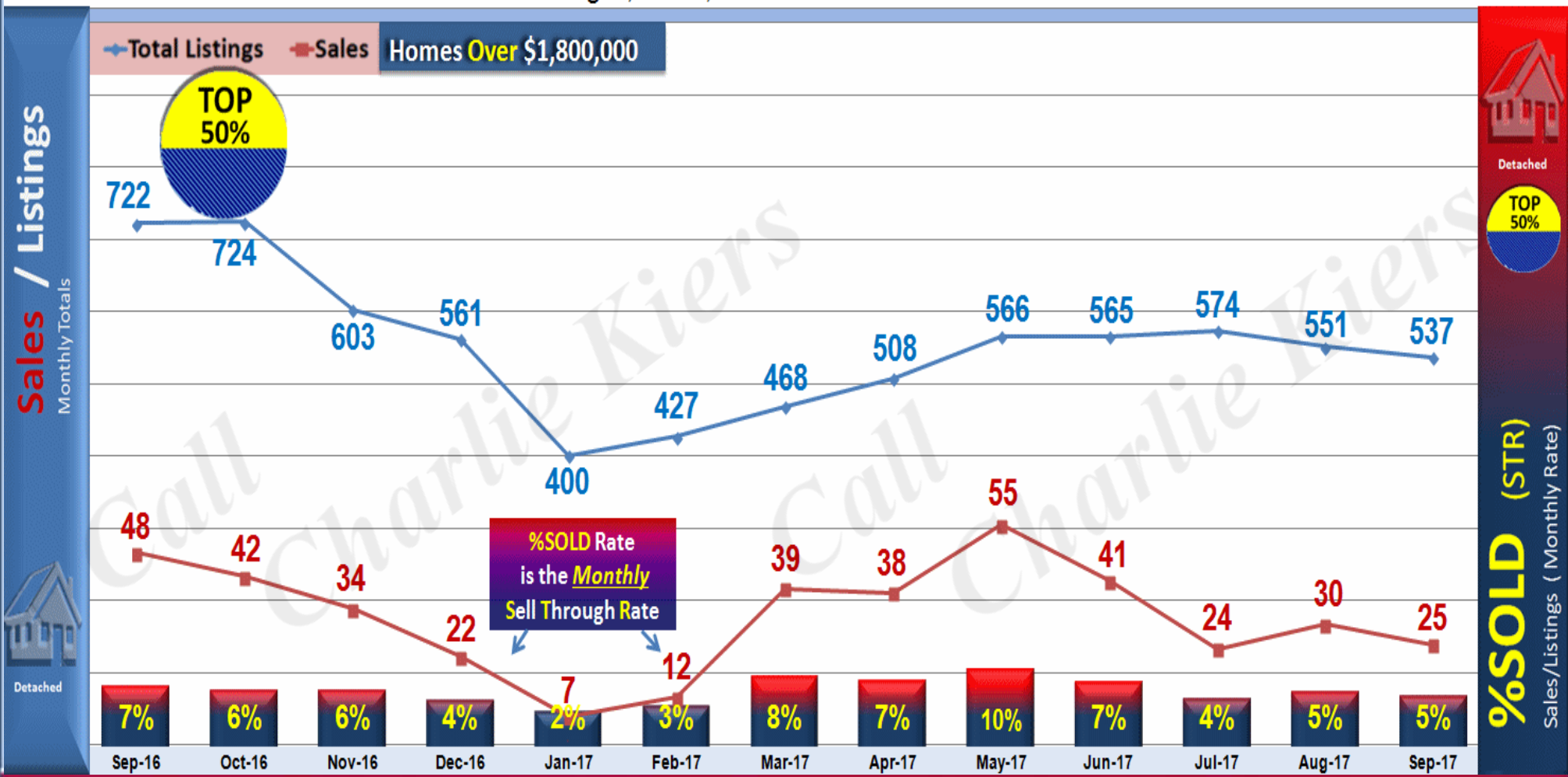
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Market Analysis and Forecasting

Oct 1/17 East Vancouver

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Detached East Vancouver Total Listings **, Sales, and %SOLD rates



Sales / Listings
Monthly Totals

Detached
TOP 50%

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

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East Vancouver

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)

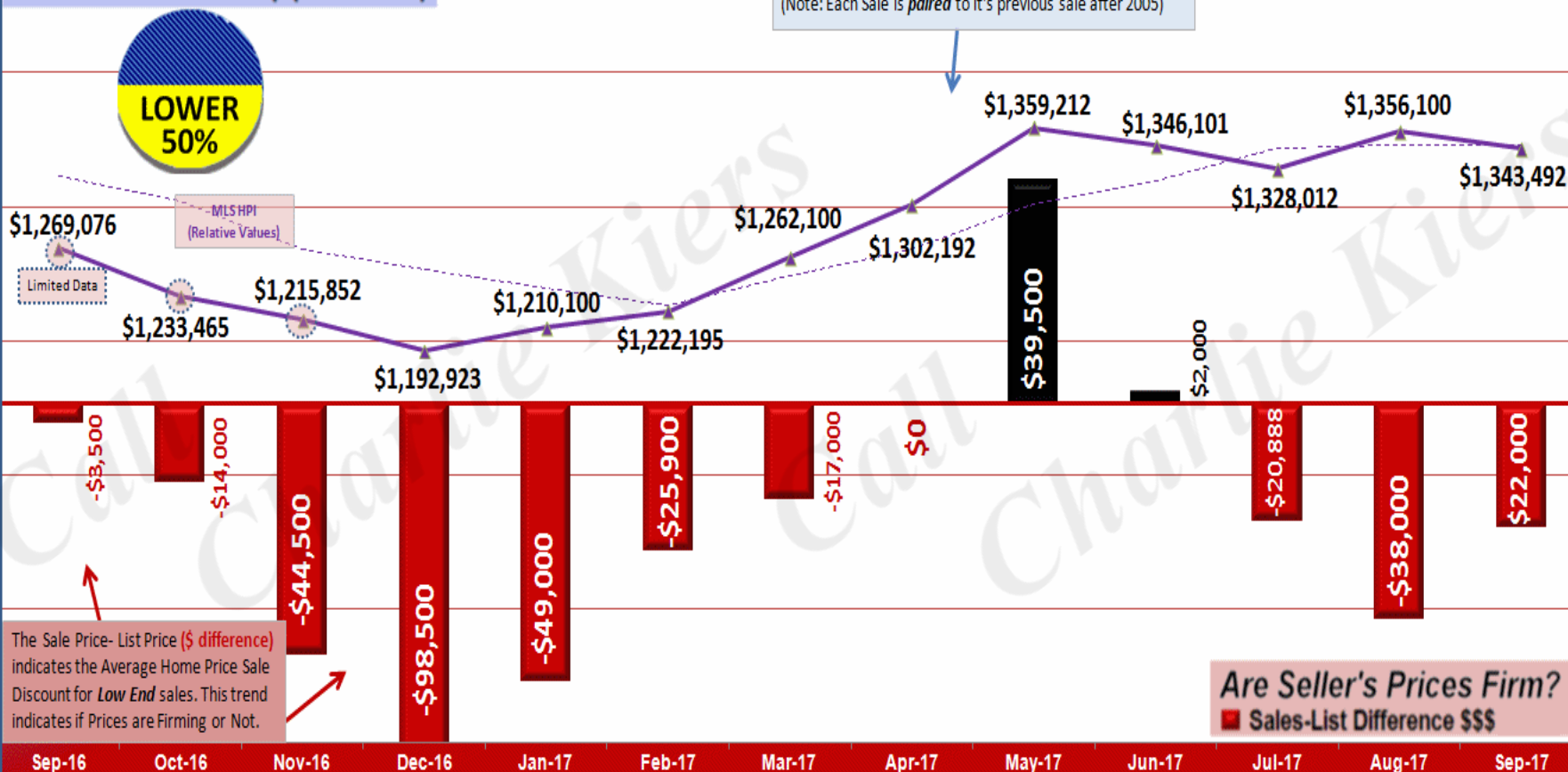
Home Price Changes
(Home Price Index Paired sales from 2005)

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

Homes Below \$1,800,000

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 Difference \$\$\$



Detached

LOWER 50%

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

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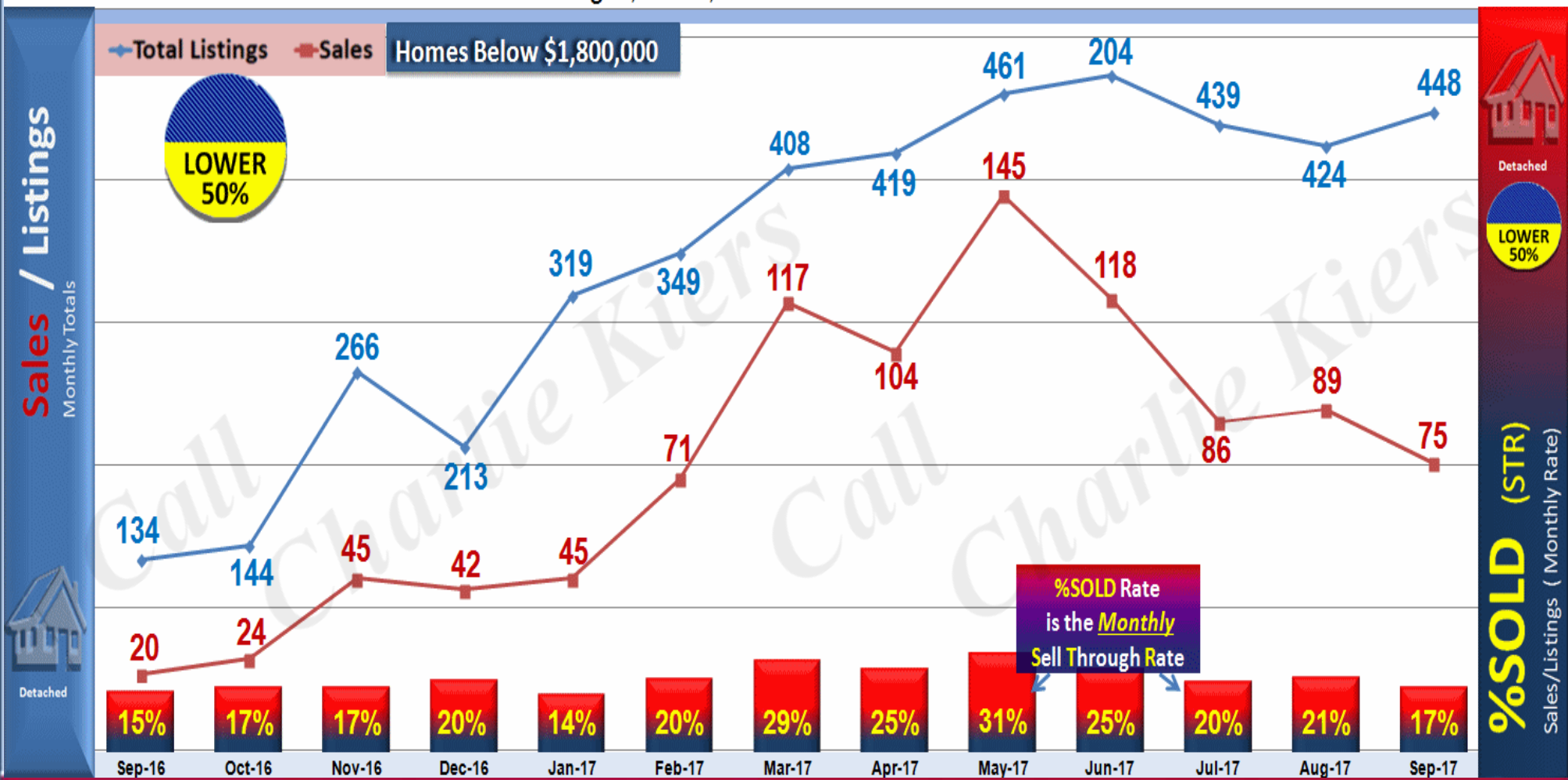
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Market Analysis and Forecasting

Oct 1/17 East Vancouver

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Detached East Vancouver Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Detached



Detached



LOWER 50%

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

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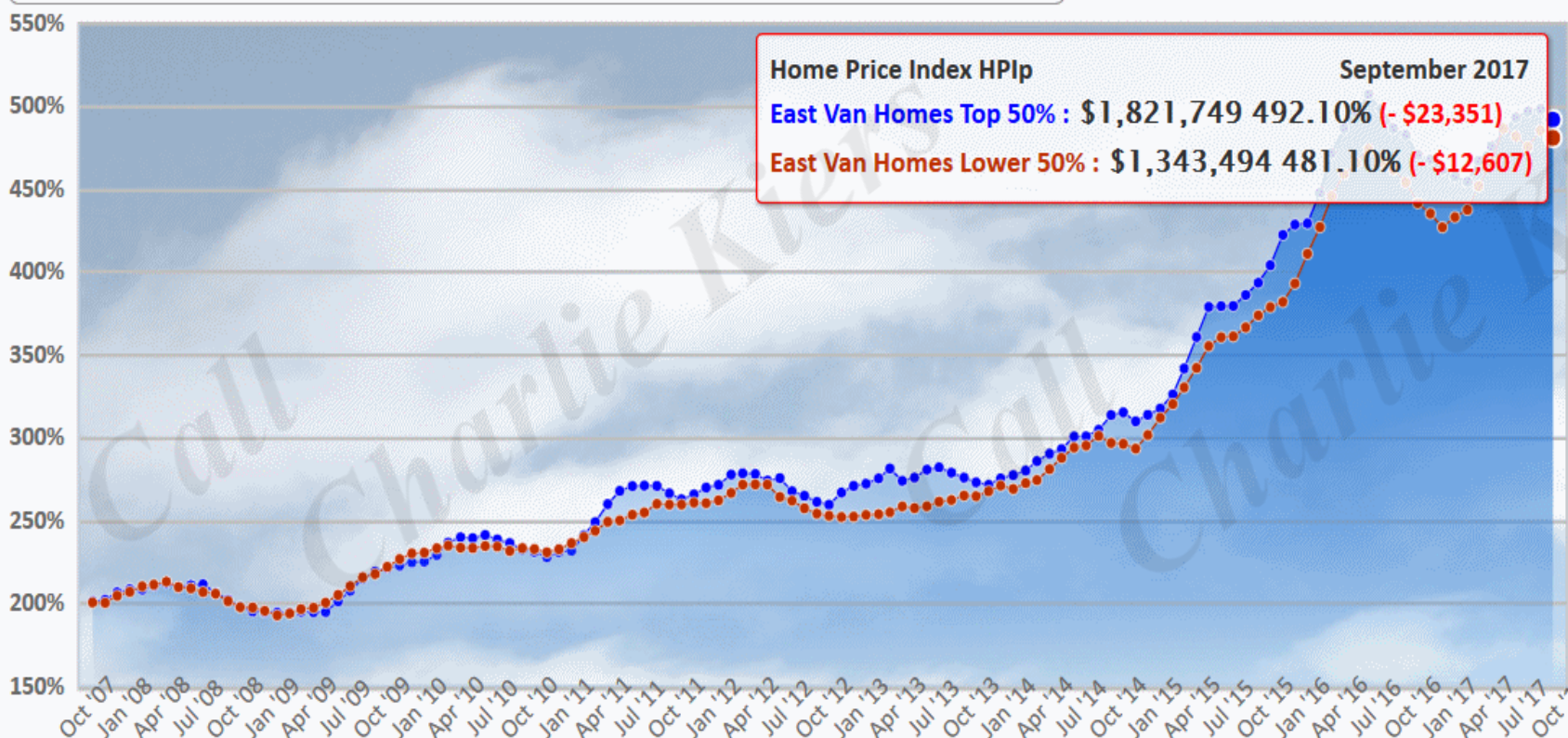
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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly	Home value
Date	Value
Sep 2017	% 492.10
Aug 2017	% 498.40
Jul 2017	% 497.10
Jun 2017	% 493.30
May 2017	% 484.00
Apr 2017	% 476.00
Mar 2017	% 467.40
Feb 2017	% 454.70
Jan 2017	% 457.60
Dec 2016	% 461.90
Nov 2016	% 467.80
Oct 2016	% 470.90

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East Vancouver Sub areas Statistics - Sept 2017						
Neighbourhoods	Total Listings	Sales	DOM	Sell / List	Sell - List \$Differenc	%SOLD
Champlain Heights	44	12	13	98%	-\$12,500	27.3%
Collingwood Van. East	91	31	11	102%	\$12,000	34.1%
Downtown VE	19	7	11	99%	-\$5,000	36.8%
Fraser VE	26	8	7	108%	\$36,500	30.8%
Fraserview VE	16	6	10	100%	\$444	37.5%
Grandview VE	46	17	7	104%	\$27,000	37.0%
Hastings	39	20	8	103%	\$19,500	51.3%
Hastings East						0.0%
Killarney VE	23	5	17	100%	\$0	21.7%
Knight	22	5	22	100%	\$0	22.7%
Main	12	2	9	102%	\$8,550	16.7%
Mount Pleasant VE	132	42	8	103%	\$18,600	31.8%
Renfrew VE	9	2	10	102%	\$7,000	22.2%
Renfrew Heights						
South Vancouver	12	1	5	114%	\$40,000	8.3%
Victoria VE	56	5	10	101%	\$7,000	8.9%
Total Activity	547	163	8	102%	\$11,400	30%

East Vancouver List Price Ranges Statistics - Sept 2017						
Home Price Range	Total Listings	Sales	DOM	Sell / List Ratio	Sell - List \$Differenc	%SOLD
\$0-\$300,000	2	1	5	114%	\$40,000	50.0%
\$300,001-\$400,000	29	16	7	107%	\$25,944	55.2%
\$400,001-\$500,000	74	29	9	101%	\$3,000	39.2%
\$500,001-\$600,000	92	41	10	102%	\$12,000	44.6%
\$600,001-\$700,000	53	19	7	103%	\$21,000	35.8%
\$700,001-\$800,000	59	15	9	100%	\$0	25.4%
\$800,001 and more	238	42	8	101%	\$8,500	17.6%
Total Activity	547	163	8	102%	\$11,400	30%

Monthly Changes Summary	Sep-16	Aug-17	Sep-17	10/17/2017	Change
Total Listings** (A,S,T,C,X)	491	503	547		44
Active Listings (1st of the month)	264	306	266	313	47
Solds	129	174	163		-11
DOM	10	9	8		-1
%SOLD (Sales/Listings /mntly rate)	26%	35%	30%		-5%
Condos (Top 50%) Home Price Index HPI	\$616,101	\$713,999	\$726,451		\$12,452
Condos (Lower 50%) Home Price Index HPI	\$364,461	\$460,684	\$457,101		-\$3,583
Twnhs (Top 50%) Home Price Index HPI	\$952,004	\$1,077,462	\$1,087,682		\$10,221
Twnhs (Lower 50%) Home Price Index HPI	\$600,789	\$678,100	\$698,100		\$20,000

Oct 1 2017 East Vancouver Market Update (Attached)

Current: East Vancouver has a Sellers Market with **30 %SOLD** rate and a 102% Sell/List Ratio. (This means an average of a \$11,400 Discount on a sale from the original list price)

Most Active Range: Homes between \$300,000 - \$400,000 have **55.2 %SOLD** rate.
Least Active Range: Homes above \$800,000 have **17.6 %SOLD** rate.

History: East Vancouver's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$110,350.
East Vancouver's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$92,640.
East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$135,678.
East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$97,311.

Forecast: The last month listing inventory 26% less than the same month last year. There were 174 new listings beyond the recent sales. We project East Vancouver to be a Sellers Market.

September's Real Estate Statistics show our Markets have NORMALIZED with 49% of Vancouver's Detached Markets increasing values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of \$10,887, which is less than the \$4,006 decrease that we saw in the month prior. This Average Fraser Valley Markets are still stronger with a \$2,054 monthly increase.

Currently, 61% of the Attached Markets are still increasing in Greater Vancouver (Lower Mainland) (52 of 58 Markets). We are forecasting the beginning of Buyers Market across all Housing Markets. 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.

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

Professional awards received include the Re/Max Hall Of Fame, 100% club, and the Platinum club. On a local level I am honoured to be a member of the Medallion Club award honouring the top 10% of Realtors in the Greater Vancouver Real Estate Board. Whether you are looking to buy or sell a house, condo or townhouse, my 12 years of experience will ensure that you get the type of service and results you are looking for.



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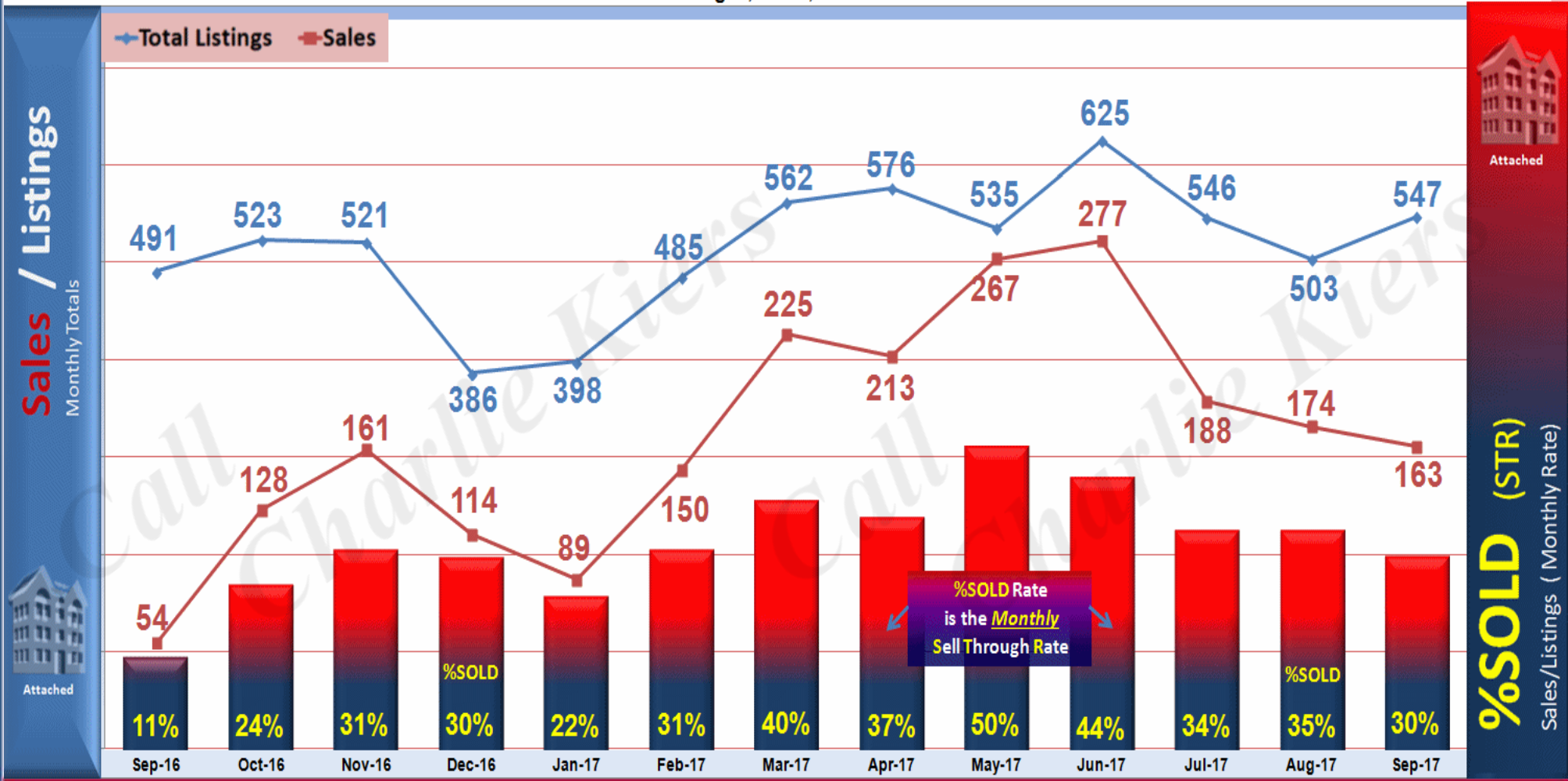
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东温哥华房地产住宅

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



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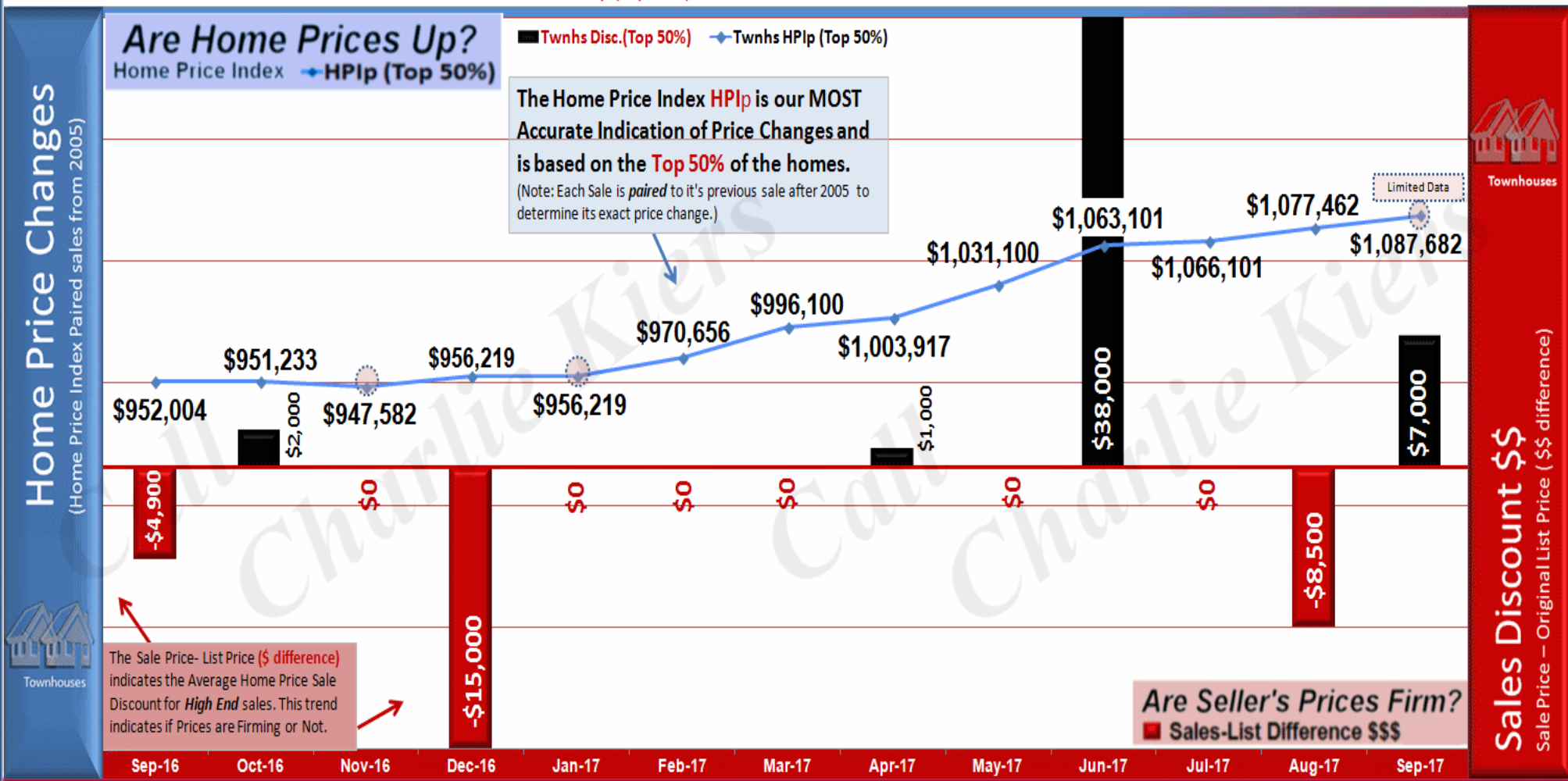
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Market Analysis and Forecasting Oct 1/17 **East Vancouver**
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Attached **East Vancouver** **Townhouse** Home Price Index **HPIp (Top 50%)**, Sale Price-List Price (\$ Difference) (average home sold for **\$ less** than their original list price for High End Home sales)



*Home Price 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.

Vancouver Market Reports

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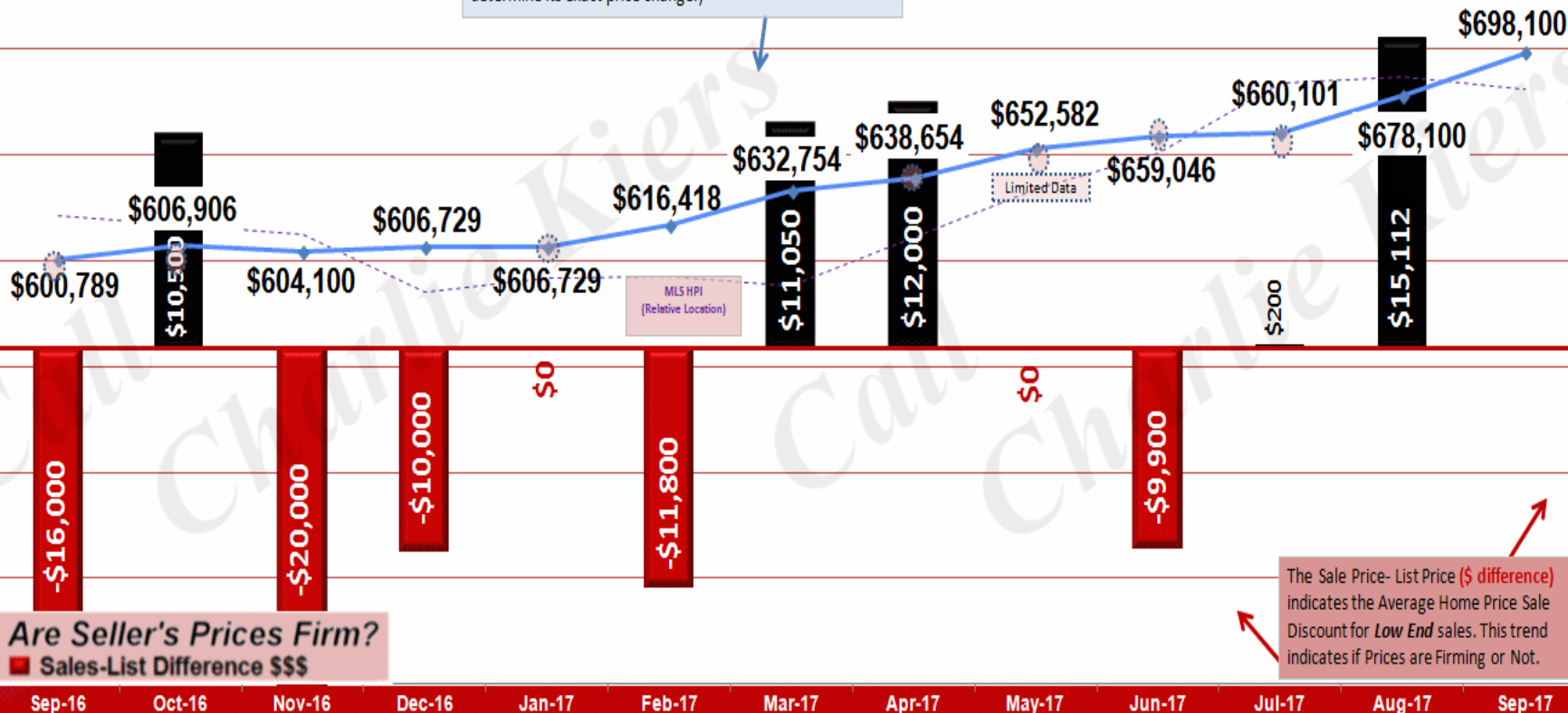
Attached East Vancouver Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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 its 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)

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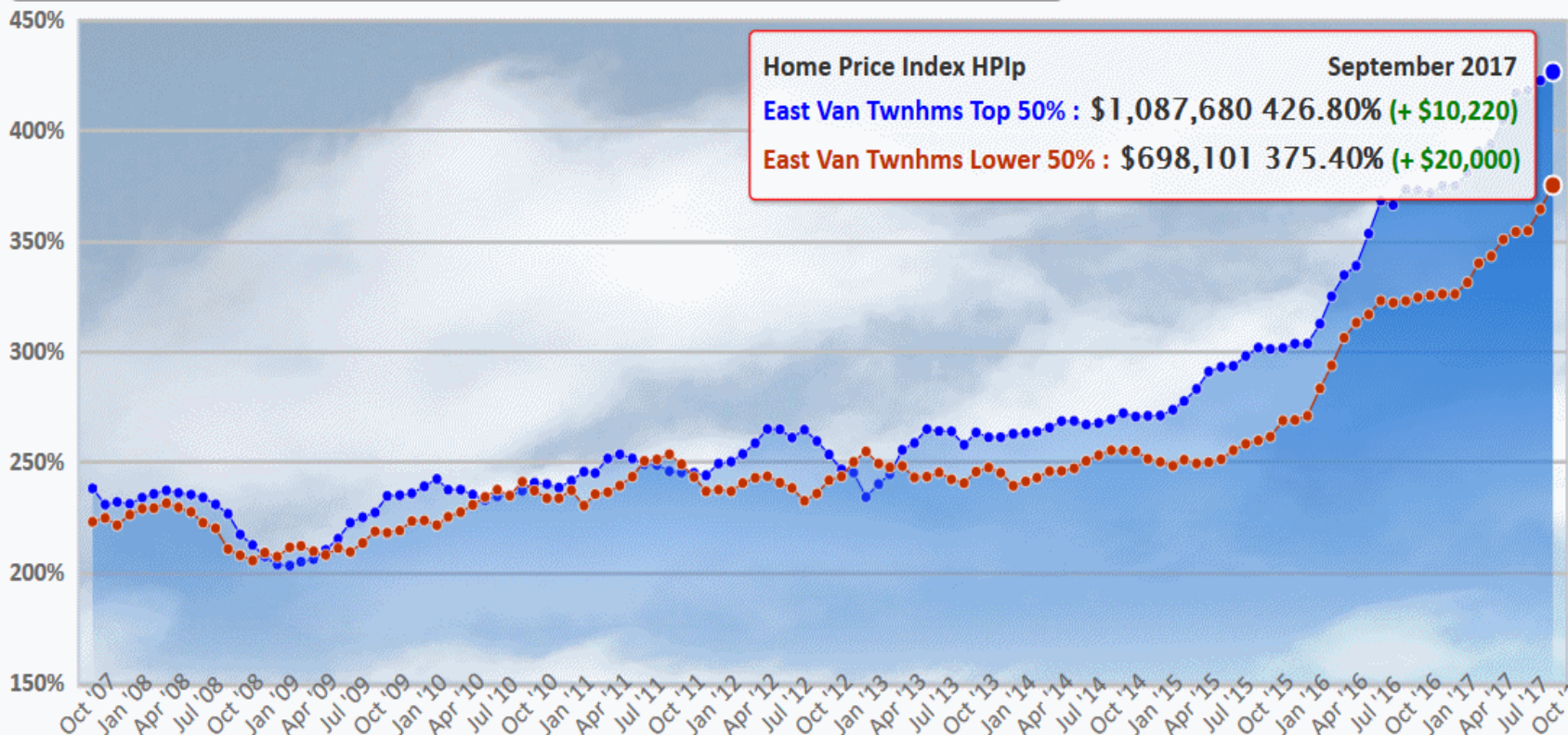
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East Van Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 East Van Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly	Home value
Date	Value
Sep 2017	% 426.80
Aug 2017	% 422.80
Jul 2017	% 418.30
Jun 2017	% 417.10
May 2017	% 404.60
Apr 2017	% 393.90
Mar 2017	% 390.80
Feb 2017	% 380.90
Jan 2017	% 375.20
Dec 2016	% 375.20
Nov 2016	% 371.80
Oct 2016	% 373.20

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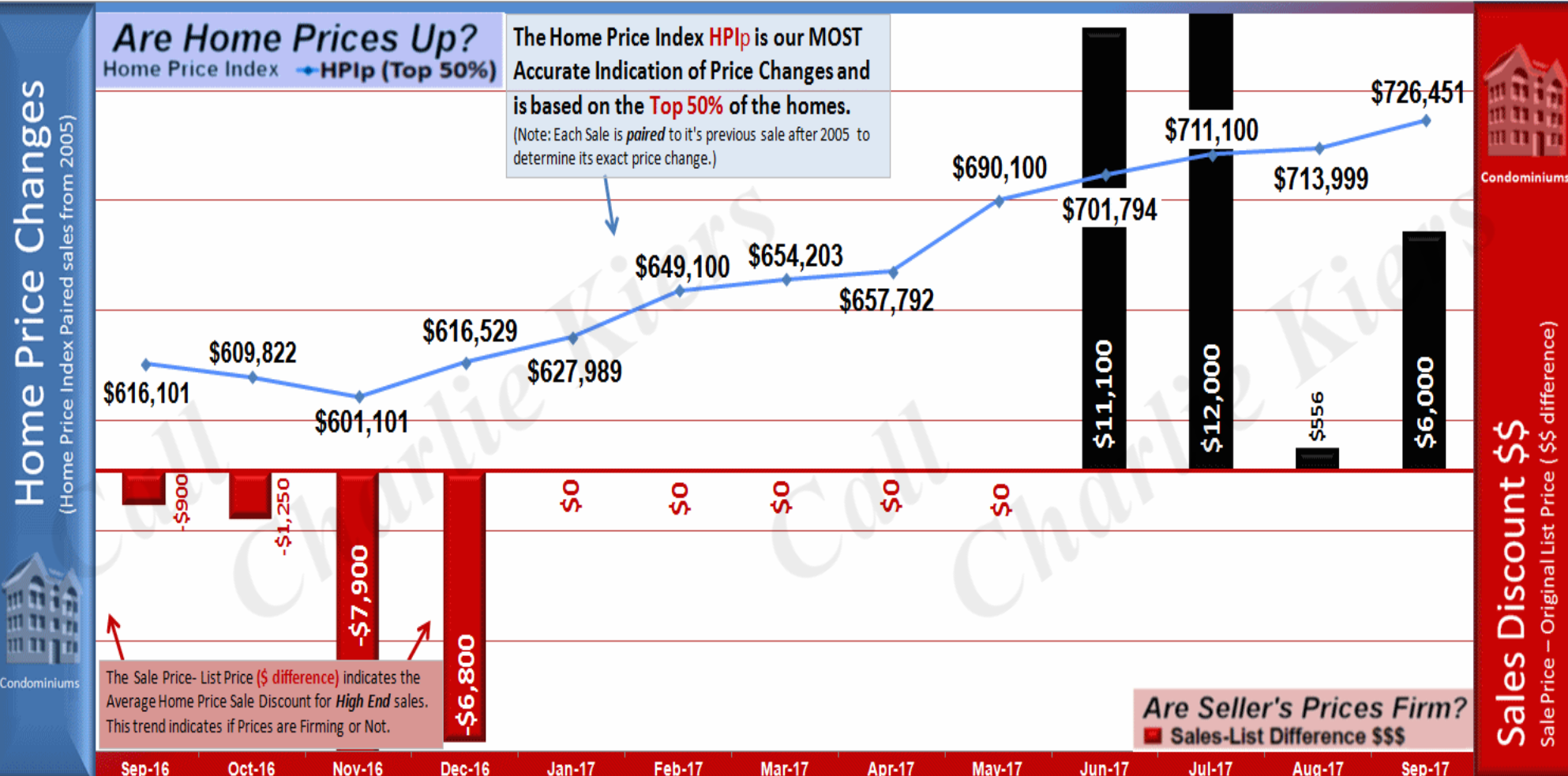
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Attached East Vancouver Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)



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%)

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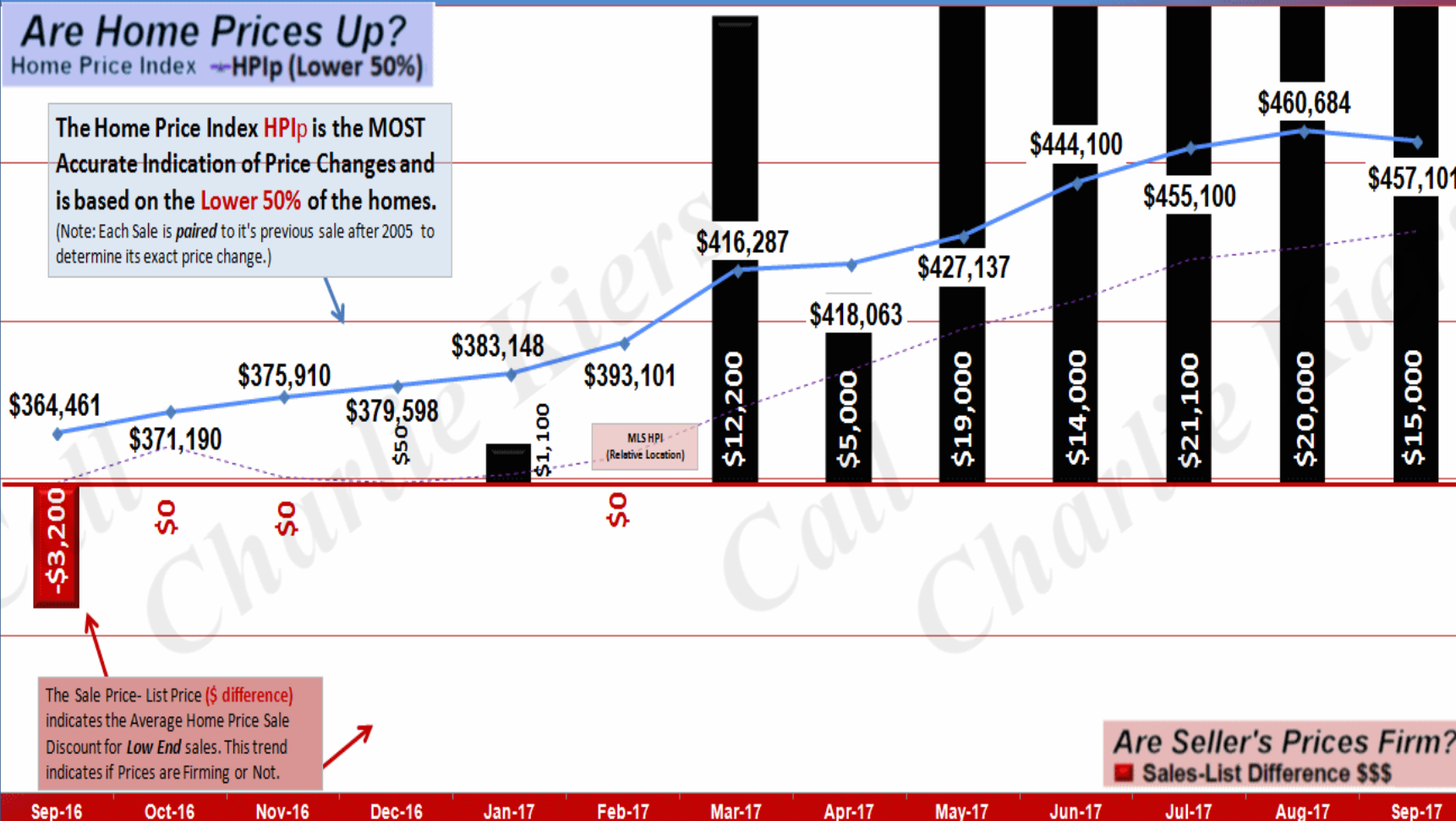
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East Vancouver Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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 its 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 Low End sales. This trend indicates if Prices are Firming or Not.

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

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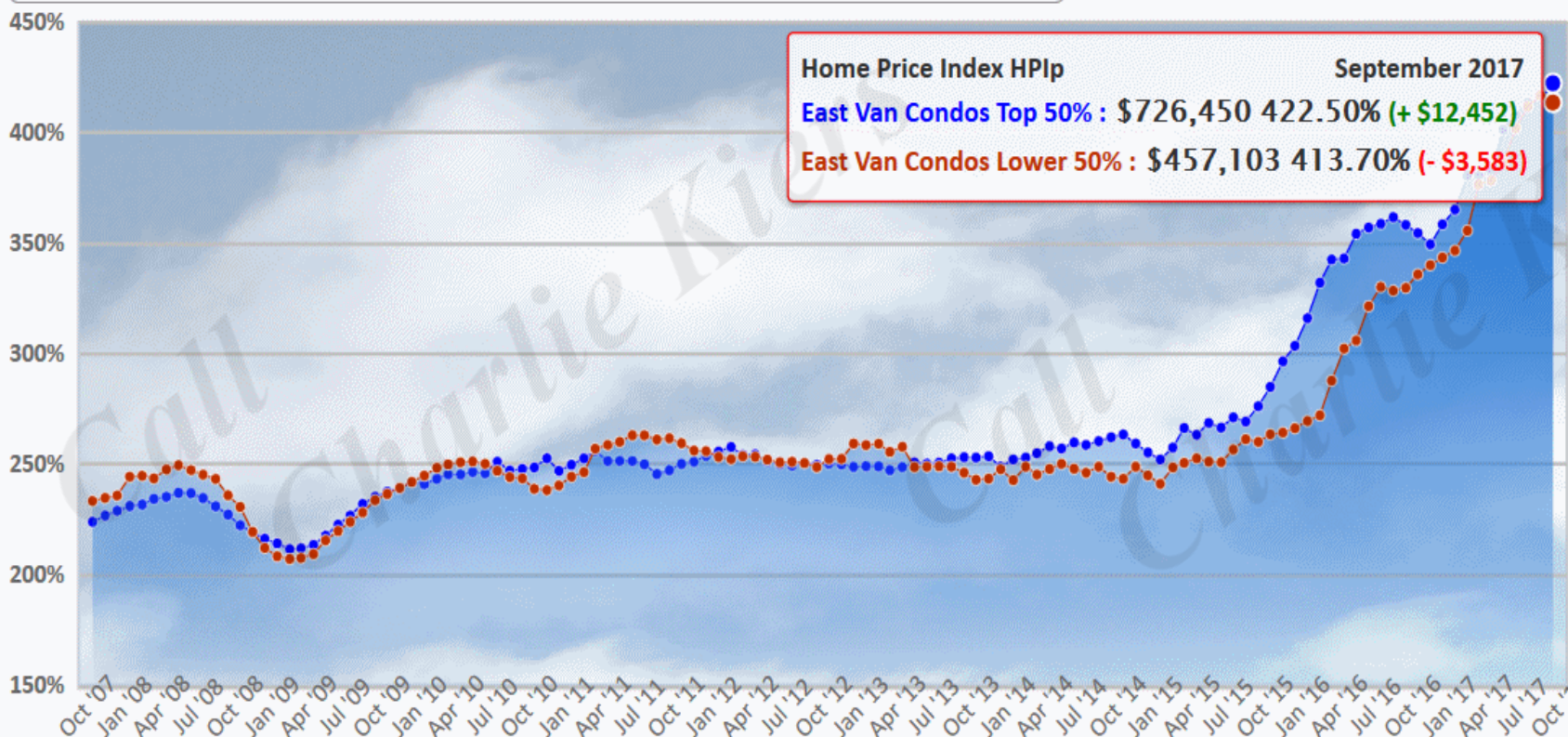
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East Van Condos Top 50% : **HPIp** Forecast+ Forecast-
East Van Condos Lower 50% : **HPIp** Forecast+ Forecast-



Monthly	Home value
Date	Value
Sep 2017	% 422.50
Aug 2017	% 415.30
Jul 2017	% 413.60
Jun 2017	% 408.20
May 2017	% 401.40
Apr 2017	% 382.60
Mar 2017	% 380.50
Feb 2017	% 380.70
Jan 2017	% 365.30
Dec 2016	% 358.60
Nov 2016	% 349.60
Oct 2016	% 354.70

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Supply and Demand

How **%SOLD** Rates Affect Price Changes
Sell-Through-Rates (STR) - Adsorption Rates

