Corney Les's Market Reports

Detached
- Abbotsford
- Chilliwack

Attached
- Chilliwack

Warning: These Advanced Market Reports are Dangerous to operate without lesson 😊
We highly recommend the Stats Boot Camp Course to fully understand them.
Chilliwack Real Estate Price Changes ($/%)  
Housing Types: Year-To-Date Sept 2019 – Sept 2020 (Quarters)

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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Oct 1, 2020  Chilliwack (+Yarrow, Rosedale and Sardis) Market Update  Detached

Current:  Chilliwack (+Yarrow, Rosedale and Sardis) is in a Seller Market with average listing inventories, 30% SOLD rate and the Sale Price/List Price = 99%. (This means that there is an average of a $9,900 discount on a sale from the original list price)

Most Active Price Range: Homes between $640,000 - $725,000 have 40.9% SOLD rate.
Least Active Price Range: Homes above $975,000 have 23.1% SOLD rate. (= 21 sales out of 100 listings/ month).

History:  The Chilliwack Year-To-Date Home Price Index HPIp (Top 50%) shows that prices increased $56,999.
The Chilliwack Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices increased $15,999.

*The HPIp (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-$400,000</td>
<td>41</td>
<td>15</td>
<td>61</td>
<td>93%</td>
<td>-$14,888</td>
<td>36.6%</td>
</tr>
<tr>
<td>$400,001-$550,000</td>
<td>92</td>
<td>23</td>
<td>28</td>
<td>98%</td>
<td>-$9,900</td>
<td>25.0%</td>
</tr>
<tr>
<td>$550,001-$640,000</td>
<td>125</td>
<td>47</td>
<td>8</td>
<td>100%</td>
<td>-$2,000</td>
<td>37.6%</td>
</tr>
<tr>
<td>$640,001-$725,000</td>
<td>110</td>
<td>45</td>
<td>20</td>
<td>99%</td>
<td>-$4,900</td>
<td>40.9%</td>
</tr>
<tr>
<td>$725,001-$800,000</td>
<td>89</td>
<td>25</td>
<td>26</td>
<td>99%</td>
<td>-$10,900</td>
<td>28.1%</td>
</tr>
<tr>
<td>$800,001-$975,000</td>
<td>120</td>
<td>29</td>
<td>29</td>
<td>99%</td>
<td>-$9,000</td>
<td>24.2%</td>
</tr>
<tr>
<td>$975,001 and more</td>
<td>117</td>
<td>27</td>
<td>20</td>
<td>97%</td>
<td>-$27,999</td>
<td>23.1%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td>694</td>
<td>211</td>
<td>20</td>
<td>99%</td>
<td>-$9,900</td>
<td>30%</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>753</td>
<td>705</td>
<td>694</td>
<td></td>
<td>-11</td>
</tr>
<tr>
<td>Active Listings (1st of the month)</td>
<td>619</td>
<td>494</td>
<td>451</td>
<td>427</td>
<td>-24</td>
</tr>
<tr>
<td>Solds</td>
<td>133</td>
<td>197</td>
<td>211</td>
<td></td>
<td>14</td>
</tr>
<tr>
<td>Days on Market (DOM)</td>
<td>35</td>
<td>21</td>
<td>20</td>
<td></td>
<td>-1</td>
</tr>
<tr>
<td>%SOLD (Sales/ Listings /monthly rate)</td>
<td>17.7%</td>
<td>27.9%</td>
<td>30.4%</td>
<td></td>
<td>2.5%</td>
</tr>
<tr>
<td>(Top 50%) Home Price Index HPIp</td>
<td>$874,101</td>
<td>$922,101</td>
<td>$931,100</td>
<td></td>
<td>$8,999</td>
</tr>
<tr>
<td>(Lower 50%) Home Price Index HPIp</td>
<td>$550,101</td>
<td>$561,235</td>
<td>$566,100</td>
<td></td>
<td>$4,865</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.
<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>Chilliwack W Yale-Well</td>
<td>45</td>
<td>12</td>
<td>8</td>
<td>98%</td>
<td>-$9,350</td>
<td>26.7%</td>
</tr>
<tr>
<td>Chilliwack E Young-Yale</td>
<td>77</td>
<td>20</td>
<td>26</td>
<td>98%</td>
<td>-$7,200</td>
<td>26.0%</td>
</tr>
<tr>
<td>Chilliwack N Yale-Well</td>
<td>48</td>
<td>16</td>
<td>21</td>
<td>98%</td>
<td>-$10,000</td>
<td>33.3%</td>
</tr>
<tr>
<td>Chilliwack Yale Rd West</td>
<td>2</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
<td></td>
<td>0.0%</td>
</tr>
<tr>
<td>Little Mountain</td>
<td>11</td>
<td>2</td>
<td>48</td>
<td>98%</td>
<td>-$17,400</td>
<td>18.2%</td>
</tr>
<tr>
<td>Chilliwack Mountain</td>
<td>23</td>
<td>2</td>
<td>9</td>
<td>98%</td>
<td>-$17,200</td>
<td>8.7%</td>
</tr>
<tr>
<td>Fairfield Island</td>
<td>35</td>
<td>16</td>
<td>14</td>
<td>99%</td>
<td>-$5,000</td>
<td>45.7%</td>
</tr>
<tr>
<td>East Chilliwack</td>
<td>13</td>
<td>4</td>
<td>14</td>
<td>100%</td>
<td>$0</td>
<td>30.8%</td>
</tr>
<tr>
<td>Eastern Hillsides</td>
<td>76</td>
<td>15</td>
<td>40</td>
<td>98%</td>
<td>-$14,900</td>
<td>19.7%</td>
</tr>
<tr>
<td>Rosedale Center</td>
<td>2</td>
<td>1</td>
<td>5</td>
<td>97%</td>
<td>-$49,999</td>
<td>0.0%</td>
</tr>
<tr>
<td>Rosedale Popkum</td>
<td>29</td>
<td>13</td>
<td>40</td>
<td>98%</td>
<td>-$14,900</td>
<td>44.8%</td>
</tr>
<tr>
<td>Sardist W Vedder Rd</td>
<td>49</td>
<td>20</td>
<td>11</td>
<td>98%</td>
<td>-$7,900</td>
<td>40.8%</td>
</tr>
<tr>
<td>Sardist E Vedder Rd</td>
<td>51</td>
<td>13</td>
<td>37</td>
<td>98%</td>
<td>-$12,900</td>
<td>25.5%</td>
</tr>
<tr>
<td>Vedder S Watson-Promontory</td>
<td>72</td>
<td>25</td>
<td>20</td>
<td>98%</td>
<td>-$9,900</td>
<td>34.7%</td>
</tr>
<tr>
<td>Promontory</td>
<td>104</td>
<td>33</td>
<td>24</td>
<td>99%</td>
<td>-$4,900</td>
<td>31.7%</td>
</tr>
<tr>
<td>Yarrow</td>
<td>14</td>
<td>4</td>
<td>41</td>
<td>95%</td>
<td>-$64,500</td>
<td>28.6%</td>
</tr>
<tr>
<td>Majuba Hill</td>
<td>13</td>
<td>4</td>
<td>5</td>
<td>102%</td>
<td>$10,550</td>
<td>30.8%</td>
</tr>
<tr>
<td>Greendale Chilliwack</td>
<td>3</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
<td></td>
<td>0.0%</td>
</tr>
<tr>
<td>Ryder Lake</td>
<td>12</td>
<td>6</td>
<td>49</td>
<td>96%</td>
<td>-$36,450</td>
<td>50.0%</td>
</tr>
<tr>
<td>Chilliwack River Valley</td>
<td>15</td>
<td>5</td>
<td>26</td>
<td>95%</td>
<td>-$14,888</td>
<td>33.3%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>694</strong></td>
<td><strong>211</strong></td>
<td><strong>20</strong></td>
<td><strong>99%</strong></td>
<td><strong>-$9,900</strong></td>
<td><strong>30%</strong></td>
</tr>
</tbody>
</table>

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Next Months Market Forecast

Forecast: Chilliwack has average Listing supply; 427 homes are for sale and with the 30% SOLD monthly rate gives us a ~3 months of inventory. 23% of the Active Listings have reduced their price by $28,080 on average or $19,950 on median. We project Chilliwack Detached to be a continued 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.

Note: his data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: REMXReports.com
Chilliwack
R.E. Market Share – Jan to Dec 2018  (All Real Estate)

RE/MAX
RE/MAX TOTAL  27.2%
HomeLife  19.7%
Royal Lepage  14.4%
Century 21  13.8%
Sutton Group  9.7%
All Others combined  15.1%

RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand

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Chilliwack (Yarrow, Rosedale and Sardis) Total Listings, Sales, and %SOLD Rates

**Homes Over $640,000**

<table>
<thead>
<tr>
<th>Month</th>
<th>Sales</th>
<th>Listings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep-19</td>
<td>63</td>
<td>462</td>
</tr>
<tr>
<td>Oct-19</td>
<td>53</td>
<td>421</td>
</tr>
<tr>
<td>Nov-19</td>
<td>66</td>
<td>378</td>
</tr>
<tr>
<td>Dec-19</td>
<td>310</td>
<td>293</td>
</tr>
<tr>
<td>Jan-20</td>
<td>293</td>
<td>327</td>
</tr>
<tr>
<td>Feb-20</td>
<td>73</td>
<td>383</td>
</tr>
<tr>
<td>Mar-20</td>
<td>331</td>
<td>360</td>
</tr>
<tr>
<td>Apr-20</td>
<td>99</td>
<td>437</td>
</tr>
<tr>
<td>May-20</td>
<td>92</td>
<td>433</td>
</tr>
<tr>
<td>Jun-20</td>
<td>119</td>
<td>442</td>
</tr>
<tr>
<td>Jul-20</td>
<td>436</td>
<td></td>
</tr>
<tr>
<td>Aug-20</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sep-20</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*SOLD Rate is the Monthly Sell Through Rate*

- Sep-19: 14%
- Oct-19: 13%
- Nov-19: 17%
- Dec-19: 15%
- Jan-20: 15%
- Feb-20: 16%
- Mar-20: 19%
- Apr-20: 11%
- May-20: 12%
- Jun-20: 23%
- Jul-20: 21%
- Aug-20: 27%
- Sep-20: 29%

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Chilliwack (Yarrow, Rosedale and Sardis) Home Price Index (HPIp) (Lower 50%), Sale Price-List Price ($ Difference) (average home sold for $ less than their original list price for Low End 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.)

Home Price Index (HPIp) (Top 50%)

Home Price Changes (Home Price Index, Paired sales from 2003)

Sales Discount $$
Sale Price – Original List Price ($ difference)

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Chilliwack Home Price Index (HPIp)

- **Chilliwack Homes Top 50%**: $931,099, 348.50% (+$8,999)
- **Chilliwack Homes Lower 50%**: $566,100, 353.60% (+$4,865)

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### Abbotsford Real Estate Price Changes ($/%)

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

- **$32,666**
- **$18,212**
- **$714**
- **$12,077**

#### % YTD Price Change (1 Year)

- **2.8%**
- **2.6%**
- **0.2%**
- **2.2%**
- **-2.6%**
- **-0.5%**

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*Corney Les*

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Monthly Market Activity - Sept 2020 - Single Family

Oct 1 2020  Abbotsford Market Update  (Detached)

**Current:** Abbotsford is in Seller Market with average listing inventories, a 23% SOLD rate and a 99% Sell/List Ratio.

(This means that on an average sale there is a $6,000 discount from the original list price).

*Most Active Price Range:* Homes between $800,000 - $900,000 have a 32.5% SOLD rate.

*Least Active Price Range:* Homes above $1.5 mill. have a 9.3% SOLD rate.

**History:** The Abbotsford Home Price Index HPIp (Top 50%) shows that prices increased $41,000.

The Abbotsford Home Price Index HPIp (Lower 50%) shows that prices increased $27,740 year-to-date.

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

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## Market Analysis and Forecasting

**Oct 1/20  Abbotsford**

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

<table>
<thead>
<tr>
<th>Home Price Range</th>
<th>Total Listings (per 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-$600,000</td>
<td>16</td>
<td>3</td>
<td>22</td>
<td>98%</td>
<td>-$10,000</td>
<td>18.8%</td>
</tr>
<tr>
<td>$600,001-$700,000</td>
<td>50</td>
<td>15</td>
<td>21</td>
<td>100%</td>
<td>-$2,200</td>
<td>30.0%</td>
</tr>
<tr>
<td>$700,001-$800,000</td>
<td>135</td>
<td>40</td>
<td>10</td>
<td>100%</td>
<td>-$1,500</td>
<td>29.6%</td>
</tr>
<tr>
<td>$800,001-$900,000</td>
<td>117</td>
<td>38</td>
<td>13</td>
<td>100%</td>
<td>-$4,000</td>
<td>32.5%</td>
</tr>
<tr>
<td>$900,001-$1,100,000</td>
<td>125</td>
<td>26</td>
<td>10</td>
<td>100%</td>
<td>-$2,450</td>
<td>20.8%</td>
</tr>
<tr>
<td>$1,100,001-$1,500,000</td>
<td>109</td>
<td>20</td>
<td>25</td>
<td>99%</td>
<td>-$15,450</td>
<td>18.3%</td>
</tr>
<tr>
<td>$1,500,001 and more</td>
<td>107</td>
<td>10</td>
<td>73</td>
<td>97%</td>
<td>-$78,950</td>
<td>9.3%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>659</strong></td>
<td><strong>152</strong></td>
<td><strong>12</strong></td>
<td><strong>99%</strong></td>
<td><strong>-$6,000</strong></td>
<td><strong>23%</strong></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></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>702</td>
<td>647</td>
<td>659</td>
<td></td>
<td>12</td>
</tr>
<tr>
<td>Active Listings (1st of the month)</td>
<td>550</td>
<td>425</td>
<td>419</td>
<td>449*</td>
<td>30</td>
</tr>
<tr>
<td>Solds</td>
<td>74</td>
<td>165</td>
<td>152</td>
<td></td>
<td>-13</td>
</tr>
<tr>
<td>Days on Market (DOM)</td>
<td>30</td>
<td>9</td>
<td>12</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>% Sold (Sales/ Listings/monthly rate)</td>
<td>11%</td>
<td>26%</td>
<td>23%</td>
<td></td>
<td>-2.4%</td>
</tr>
</tbody>
</table>

| Top 50% Home Price Index HPIp | $1,187,100 | $1,214,100 | $1,228,100 | $14,000 |
| (Lower 50%) Home Price Index HPIp | $709,360  | $729,100   | $737,100   | $8,000  |

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## What Sold in your Neighbourhood and for What Price?

### Abbotsford 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>Poplar</td>
<td>38</td>
<td>8</td>
<td>19</td>
<td>98%</td>
<td>-$16,900</td>
<td>21.1%</td>
</tr>
<tr>
<td>Bradner</td>
<td>12</td>
<td>2</td>
<td>71</td>
<td>91%</td>
<td>-$200,000</td>
<td>16.7%</td>
</tr>
<tr>
<td>Matsqui</td>
<td>13</td>
<td>1</td>
<td>228</td>
<td>91%</td>
<td>-$197,000</td>
<td>7.7%</td>
</tr>
<tr>
<td>Sumas Mountain</td>
<td>17</td>
<td>0</td>
<td></td>
<td></td>
<td></td>
<td>0.0%</td>
</tr>
<tr>
<td>Abbotsford West</td>
<td>212</td>
<td>56</td>
<td>8</td>
<td>100%</td>
<td>$50</td>
<td>26.4%</td>
</tr>
<tr>
<td>Abbotsford East</td>
<td>202</td>
<td>49</td>
<td>33</td>
<td>99%</td>
<td>-$10,000</td>
<td>24.3%</td>
</tr>
<tr>
<td>Aberdeen</td>
<td>61</td>
<td>13</td>
<td>7</td>
<td>99%</td>
<td>-$9,000</td>
<td>21.3%</td>
</tr>
<tr>
<td>Sumas Prairie</td>
<td>13</td>
<td>2</td>
<td>79</td>
<td>97%</td>
<td>-$40,000</td>
<td>15.4%</td>
</tr>
<tr>
<td>Central Abbotsford</td>
<td>91</td>
<td>21</td>
<td>6</td>
<td>100%</td>
<td>$100</td>
<td>23.1%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>659</strong></td>
<td><strong>152</strong></td>
<td><strong>12</strong></td>
<td><strong>99%</strong></td>
<td><strong>-$6,000</strong></td>
<td><strong>23%</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.
Next Months Market Forecast

Forecast: Abbotsford has average Listing supply; 449 homes are for sale & with the 23% SOLD monthly rate gives us a ~4 months of inventory. 15% of the active listings have reduced their price by $44,994 on average or $29,100 median in the last month. We project Abbotsford to continue in 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.
RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand

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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.

Home Price Changes

- $30,000
- $24,900
- $29,000
- $24,850
- $30,000
- $11,950
- $11,000
- $30,000
- $13,900
- $17,500
- $19,900
- $14,450
- $7,000

Total Listings **includes all listings marketed for the month.

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**Market Analysis and Forecasting**

**Oct 1/20** **Abbotsford**

**Detached**

Abbotsford  Total Listings**, Sales, and **%SOLD** Rates

- **Total Listings**
  - **Homes Over $800,000**
  - **TOP 50%**
    - 402
    - 398
    - 362
  - **305**
  - **249**
  - **267**
  - **310**
  - **294**
  - **403**
  - **435**
  - **429**
  - **458**

- **Sales**
  - **32**
  - **38**
  - **33**
  - **34**
  - **38**
  - **50**
  - **23**
  - **31**
  - **69**
  - **97**
  - **88**
  - **94**

**%SOLD Rate is the Monthly Sell Through Rate**

- **Sep-19** 8%
- **Oct-19** 10%
- **Nov-19** 9%
- **Dec-19** 12%
- **Jan-20** 14%
- **2020%** 14%
- **Mar-20** 16%
- **Apr-20** 8%
- **May-20** 9%
- **Jun-20** 17%
- **Jul-20** 22%
- **Aug-20** 21%
- **Sep-20** 21%

*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, **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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**Home Price Index (HPI)**

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

**Median Price**

- Median price for June 2020
- Median price for July 2020
- Median price for August 2020
- Median price for September 2020

**Sales Discount $5**

- Sale Price – Original List Price ($ difference)
- Indicates the Average Home Price Sale Discount for low end sales.
- This trend indicates if Prices are Firming or Not.

**Are Home Prices Up?**

- Home Price Index (HPI) (Lower 50%)
- Homes Below $800,000

**Home Price Changes**

- Home Price Index Paired sales from 2005

**Are Seller's Prices Firm?**

- Sales List Difference $$$

- Sep-19
- Oct-19
- Nov-19
- Dec-19
- Jan-20
- Feb-20
- Mar-20
- Apr-20
- May-20
- Jun-20
- Jul-20
- Aug-20
- Sep-20

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

**More Details:**
- The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types.

**Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings includes all listings marketed for the month.**

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Market Analysis and Forecasting

Oct 1/20  Abbotsford

Detached  Abbotsford  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, List, 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.
Chilliwack (+ Sardis) 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>Chilliwack W Yale Well</td>
<td>164</td>
<td>26</td>
<td>34</td>
<td>96%</td>
<td>$88,900</td>
<td>16.9%</td>
</tr>
<tr>
<td>Chilliwack E Young-Yale</td>
<td>80</td>
<td>17</td>
<td>21</td>
<td>99%</td>
<td>$5,900</td>
<td>21.3%</td>
</tr>
<tr>
<td>Chilliwack N Yale West</td>
<td>52</td>
<td>14</td>
<td>19</td>
<td>97%</td>
<td>$17,900</td>
<td>26.9%</td>
</tr>
<tr>
<td>Chilliwack Yale Rd West</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>$17,900</td>
<td>0.0%</td>
</tr>
<tr>
<td>Chilliwack Mountain</td>
<td>20</td>
<td>9</td>
<td>3</td>
<td>100%</td>
<td>$1,000</td>
<td>45.0%</td>
</tr>
<tr>
<td>Fairfield Island</td>
<td>6</td>
<td>4</td>
<td>2</td>
<td>100%</td>
<td>$200</td>
<td>0.0%</td>
</tr>
<tr>
<td>Sardis W Vedder Rd</td>
<td>30</td>
<td>9</td>
<td>45</td>
<td>99%</td>
<td>$4,900</td>
<td>0.0%</td>
</tr>
<tr>
<td>Sardis E Vedder Rd</td>
<td>22</td>
<td>8</td>
<td>17</td>
<td>97%</td>
<td>$12,900</td>
<td>36.4%</td>
</tr>
<tr>
<td>Vedder S Watson</td>
<td>123</td>
<td>32</td>
<td>30</td>
<td>99%</td>
<td>$5,200</td>
<td>26.0%</td>
</tr>
<tr>
<td>Promontory</td>
<td>59</td>
<td>22</td>
<td>18</td>
<td>99%</td>
<td>$4,900</td>
<td>37.3%</td>
</tr>
<tr>
<td>Chilliwack River Valley</td>
<td>3</td>
<td>1</td>
<td>2</td>
<td>98%</td>
<td>$37,900</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total Activity</td>
<td>563</td>
<td>142</td>
<td>25</td>
<td>99%</td>
<td>$6,000</td>
<td>25%</td>
</tr>
</tbody>
</table>

Oct 1/20 Chilliwack (+ Sardis) Market Update

Currents:
- Chilliwack (+ Sardis) is in a Seller Market with average listing inventories, a 25% SOLD rate and a 98% SOLD/List Ratio.
- Most Active Price Range: Attached homes between $300,000-$400,000 have 32.9% SOLD rate.
- Least Active Price Range: Attached homes below $225,000 have 14.1% SOLD rate.

History:
The Chilliwack Condos Year-To-Date Home Price Index HPiP (Top 50%) shows that prices decreased $3,545. The Chilliwack Condos Year-To-Date Home Price Index HPiP (Lower 50%) shows that prices decreased $3,891. The Chilliwack Townhouses Year-To-Date Home Price Index HPiP (Top 50%) shows that prices increased $22,556. The Chilliwack Townhouses Year-To-Date Home Price Index HPiP (Lower 50%) shows that prices increased $14,415.

Forecast:
The total Listing Inventories are 13% more than the same month in the previous year. The Chilliwack Attached Real Estate Market is continuing to be a Seller market for the next month.

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

- $11,850
- $9,600
- $9,090
- $19,900
- $6,700
- $5,650
- $11,950
- $9,460
- $7,075
- $6,950
- $8,250
- $8,888

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.

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

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The Home Price Index (HPI) is the average home prices adjusted to the yearly average finished square footage and age. Total Listings include all listings marketed for the month. The Days on Market (DOM) and Sale–List Price differences are based on medians, not averages. Market Share Reports include all property types.

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Home Price Index HPI:
- Chilliwack Townhms Top 50%: $489,665 310.80% (+$2,429)
- Chilliwack Townhms Lower 50%: $349,515 317.10% (+$3,333)

Date       Value
Sep 2020   310.80%
Aug 2020   309.20%
Jul 2020   309.00%
Jun 2020   308.30%
May 2020   306.60%
Apr 2020   304.70%
Mar 2020   303.10%
Feb 2020   302.20%
Jan 2020   301.80%
Dec 2019   301.40%
Nov 2019   300.70%
Oct 2019   299.60%

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7300 Vedder Rd Unit 1 Chilliwack, BC V2R 4G6
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 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**

<table>
<thead>
<tr>
<th>Month</th>
<th>Sale Price-List Price</th>
<th>Discount $5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep-19</td>
<td>-$14,900</td>
<td>-$14,900</td>
</tr>
<tr>
<td>Oct-19</td>
<td>-$6,900</td>
<td>-$6,900</td>
</tr>
<tr>
<td>Nov-19</td>
<td>-$4,900</td>
<td>-$4,900</td>
</tr>
<tr>
<td>Dec-19</td>
<td>-$6,900</td>
<td>-$6,900</td>
</tr>
<tr>
<td>Jan-20</td>
<td>-$9,600</td>
<td>-$9,600</td>
</tr>
<tr>
<td>Feb-20</td>
<td>-$10,150</td>
<td>-$10,150</td>
</tr>
<tr>
<td>Mar-20</td>
<td>-$7,000</td>
<td>-$7,000</td>
</tr>
<tr>
<td>Apr-20</td>
<td>-$7,400</td>
<td>-$7,400</td>
</tr>
<tr>
<td>May-20</td>
<td>-$5,500</td>
<td>-$5,500</td>
</tr>
<tr>
<td>Jun-20</td>
<td>-$11,900</td>
<td>-$11,900</td>
</tr>
<tr>
<td>Jul-20</td>
<td>-$6,950</td>
<td>-$6,950</td>
</tr>
<tr>
<td>Aug-20</td>
<td>-$12,900</td>
<td>-$12,900</td>
</tr>
<tr>
<td>Sep-20</td>
<td>-$10,500</td>
<td>-$10,500</td>
</tr>
</tbody>
</table>

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Home Price Changes:
- $247,753
- $244,101
- $240,939
- $240,522
- $241,427
- $241,213
- $237,977
- $238,718
- $240,640
- $240,164
- $243,100
- $243,862

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.

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Supply and Demand: How %SOLD Rates Affect Price Changes

Sell - Through Rates (STR) - Adsorption Rates

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 of 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)