

Market Analysis and Forecasting

Market Analysis and Forecasting

RE/MAX Market Reports



Advanced Marketing Tools



produced for: **Corney Les**

RE/MAX Market Reports Advanced ([Quick](#))

Detached

- [Abbotsford](#)
- [Chilliwack](#)

Attached

- [Chilliwack](#)

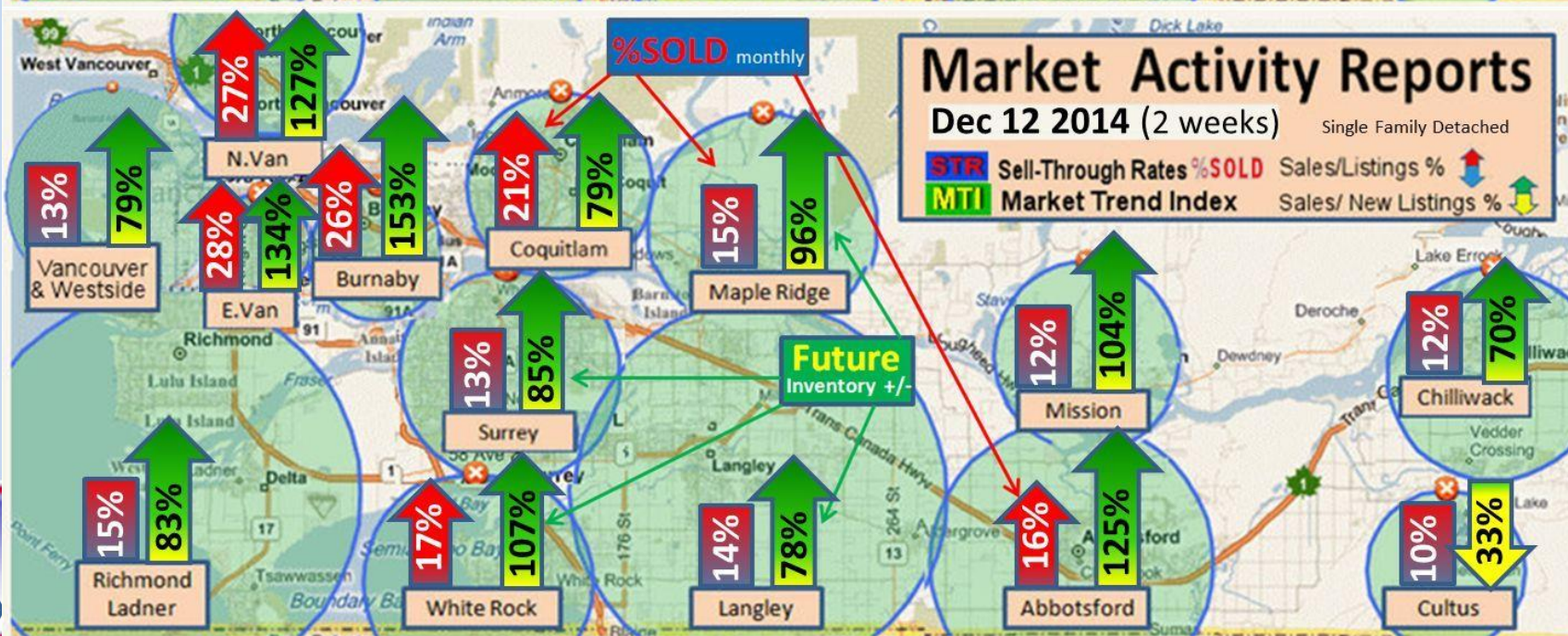
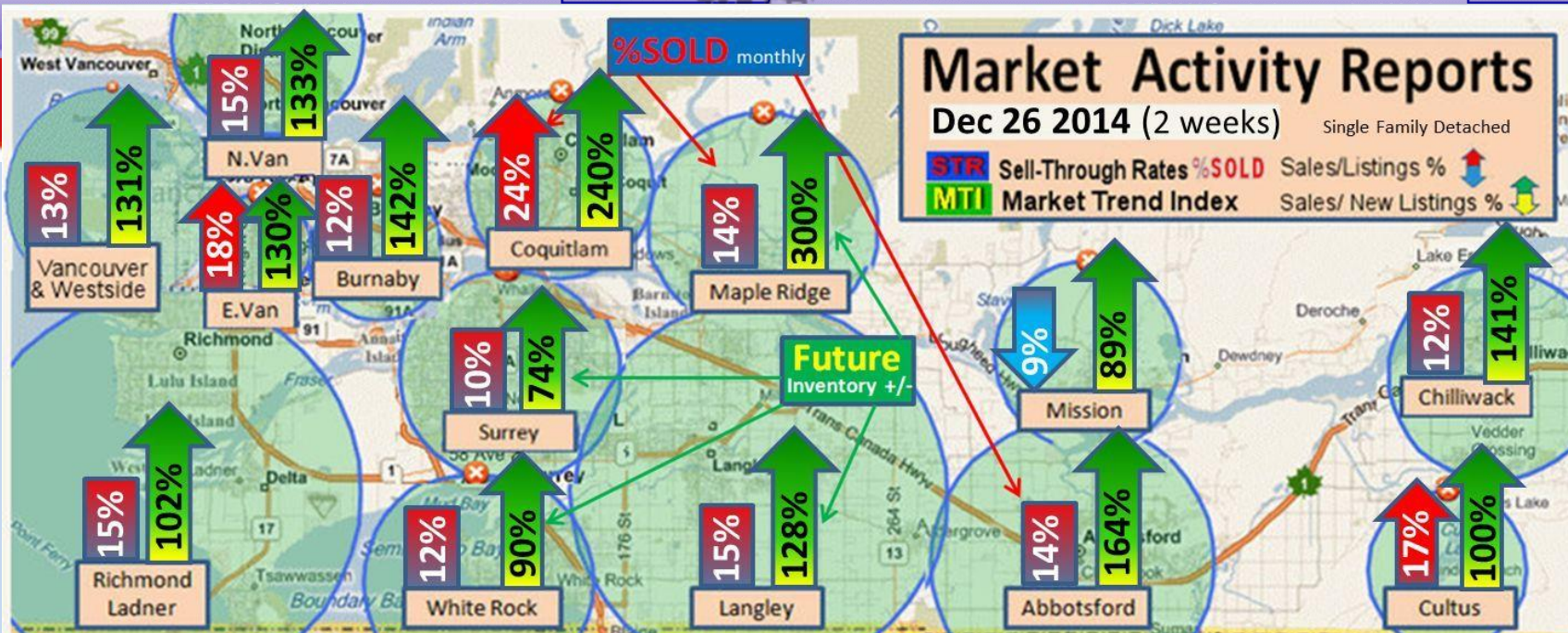
Corney, you are welcome to use these advanced stats in your newsletters if you wish but it is the [Quick Version](#) that is designed for the public consumption! These Advanced Market Analysis are really designed for you the Agent to be empowered with the inside scoop on the current market changes.

Warning: *These Advanced Market Reports are Dangerous to operate without lesson ☺ We highly recommend the [Stats Boot Camp Course](#) to fully understand them.*



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Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

Dec 26 2014 (2 weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr2)

Note: 2 week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)



Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. By: Vancouver Market Reports

Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

Dec 12 2014 (2 weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr2)

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All single family residential detached homes (excludes townhomes and condos)



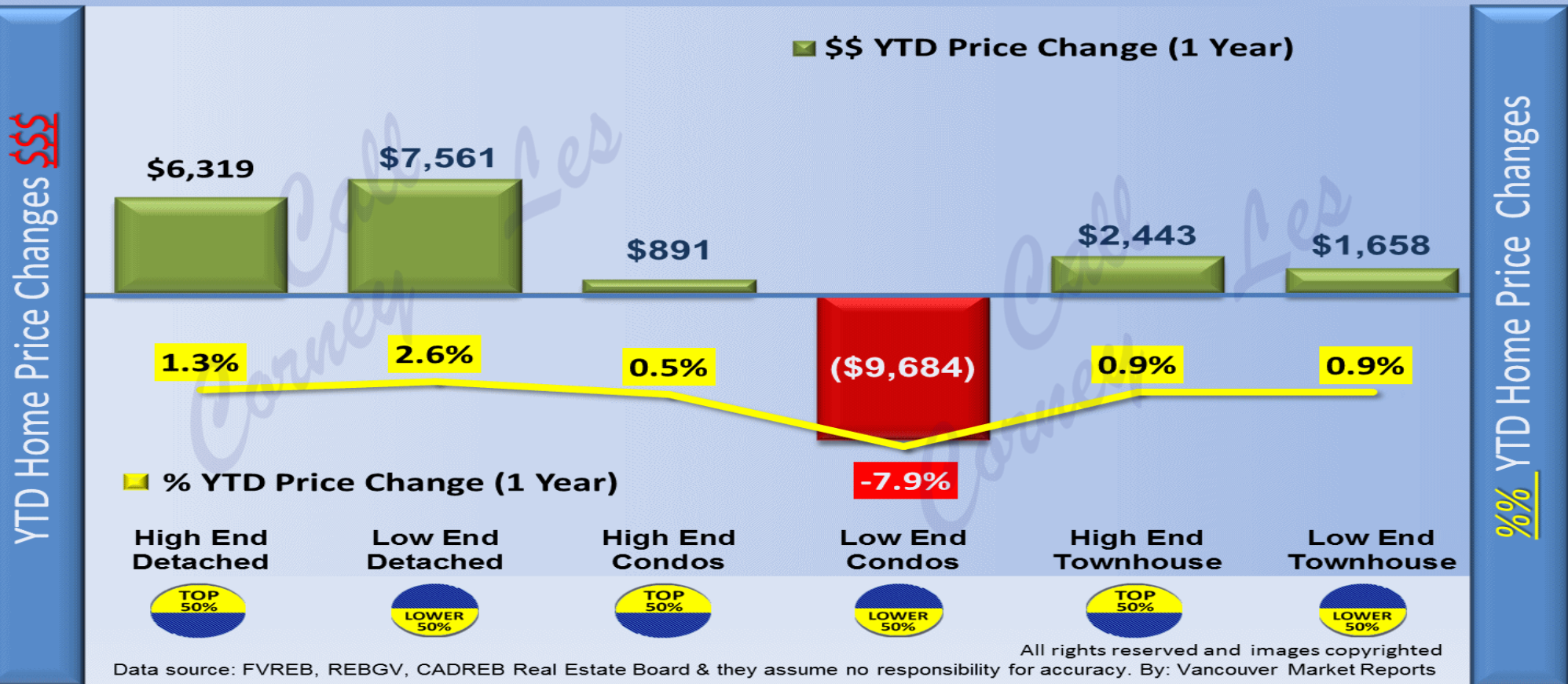
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Chilliwack Real Estate Price Changes (\$/%)

Housing Types: Year-To-Date Dec 2013 – Dec 2014 (Quarters) Powered by: Vancouver Market Reports HPIp



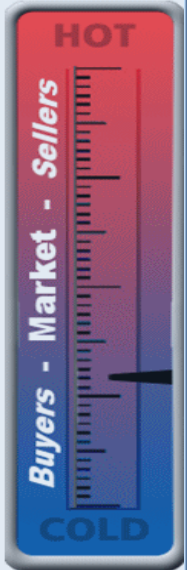
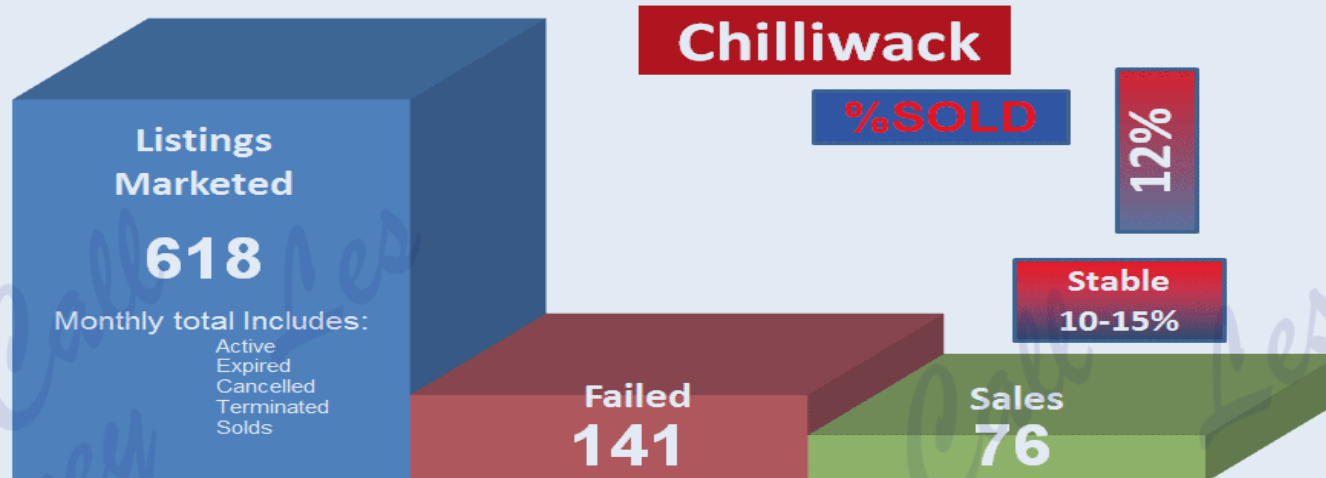
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Monthly Market Activity Dec 2014 - Single Family



Jan 1 2015 **Chilliwack (+Yarrow, Rosedale and Sardis) Market Update Detached**

Current: Chilliwack (+Yarrow, Rosedale and Sardis) is in a Stable Market with average listing inventories, **12 %SOLD** rate and the Sale Price/List Price=96%. (This means that there is an average of a \$13,950 discount on a sale from the original list price)
Most Active Price Range: Homes between \$300,001-\$400,000 have **15.0 %SOLD** rate.
Least Active Price Range: Homes below \$200,000 have **6.2 %SOLD** rate. (=6 sales out of 100 listings/month).

History: The Chilliwack Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$13,998.
 The Chilliwack Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$5,094.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



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

Chilliwack (+Yarrow, Rosedale, Sardis) List Price Ranges Statistics - Dec 2014							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$200,000	65	4	102	87%	-\$21,263	6.2%	↓
\$200,001-\$300,000	109	16	42	96%	-\$9,900	14.7%	
\$300,001-\$400,000	160	24	29	97%	-\$9,950	15.0%	
\$400,001-\$500,000	123	16	40	96%	-\$16,950	13.0%	
\$500,001-\$600,000	63	6	119	94%	-\$32,450	9.5%	
\$600,001 and more	98	10	57	97%	-\$21,200	10.2%	
Total Activity	618	76	43	96%	-\$13,950	12%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Dec-13	Nov-14	Dec-14	1/1/2015	Change	
Total Listings** (A,S,T,C,X)	632	690	618		-72	↓
Active Listings (1st of the month)	574	585	522	401	-121	↓
Solds	56	86	76		-10	↓
Days on Market (DOM)	92	52	43		-10	↓
%SOLD (Sales/ Listings /mthly rate)	9%	12%	12%		0%	
(Top 50%) Home Price Index HPIp	\$496,102	\$504,101	\$510,100		\$5,999	↑
(Lower 50%) Home Price Index HPIp	\$297,006	\$298,101	\$302,100		\$3,999	↑



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What Sold in your Neighbourhood and for What Price?

Chilliwack (+Yarrow, Rosedale, Sardis) Sub areas Statistics -Dec 2014 Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Chilliwack W Yale-Well	42	6	34	97%	-\$6,275	14.3%
Chilliwack E Young-Yale	64	10	37	96%	-\$14,400	15.6%
Chilliwack N Yale-Well	40	3	30	96%	-\$12,400	7.5%
Chilliwack Yale Rd West	0	0				0.0%
Little Mountain	13	2	67	86%	-\$33,313	15.4%
Chilliwack Mountain	18	0				0.0%
Fairfield Island	26	7	46	98%	-\$5,700	26.9%
East Chilliwack	16	2	115	92%	-\$58,200	12.5%
Eastern Hillside	33	3	51	96%	-\$20,000	9.1%
Rosedale Center	4	0				0.0%
Rosedale Popkum	34	3	93	96%	-\$9,900	8.8%
Sardist W Vedder Rd	53	10	56	96%	-\$14,945	18.9%
Sardist E Vedder Rd	40	5	20	99%	-\$4,900	12.5%
Vedder S Watson-Promontory	71	11	38	96%	-\$14,900	15.5%
Promontory	87	6	15	96%	-\$15,700	6.9%
Yarrow	14	1	157	97%	-\$26,800	7.1%
Majuba Hill	15	3	186	93%	-\$80,000	20.0%
Greendale Chilliwack	6	1	8	95%	-\$19,000	16.7%
Ryder Lake	13	3	39	97%	-\$25,000	23.1%
Chilliwack River Valley	29	0				0.0%
Total Activity	618	76	43	96%	-\$13,950	12%

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produced for: **Corney Les**



Next Months Market Forecast

Forecast: Chilliwack has average Listing supply; 401 homes are for sale and with the **12 %SOLD** monthly rate gives us a ~8 months of inventory. At this sell through rate approximately 208 of these listings will not sell. 8% of the Active Listings have reduced their price by \$17,795 on average or \$18,900 on median. We project Chilliwack Detached to be a continued Stable market.

In the Fraser Valley we continue to experienced a stronger than normal Seasonal Market trends as they are getting Trickle-Down Buyers from the Hot Vancouver Markets. The Offshore monies continue to flow into the our High-End House Markets in Vancouver Westside, Richmond, and West Vancouver, beating 8 of the last 10 Decembers in sales volume. The majority of the Single Family Detached Home Prices in the Valley are still increasing. We project that Sales activity will now stabilize, resulting in firm prices in most the Fraser Valley Areas Detached Single Family Sales (in both the Lower and Higher End Markets).

The Townhome and condo markets Market are expected to hold steady in most markets; although the lack luster job market in the Fraser Valley continues to pressure the Lower-End Markets.

As always, we will continue monitor Market Activity and report to you – FIRST! We analyze and provide each individual City's Home Price Indexes: separated into High and Low; to Supply You the Most Accurate Market Trend details. (Please click on your city to see each individual Market's High or Low end Home Price Index to see the Market Trend details.)

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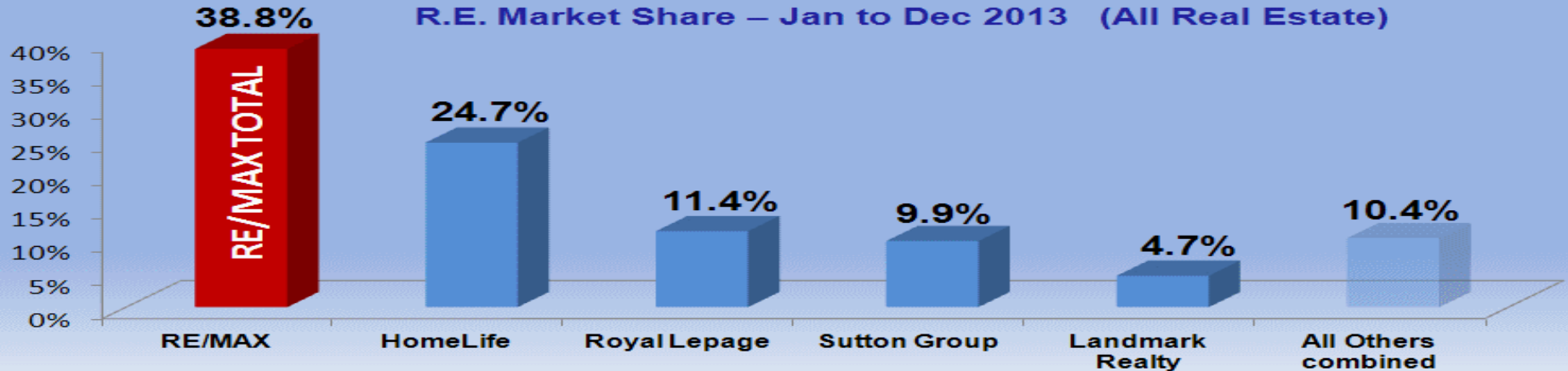
RE/MAX Corney Les Realty 7300 Vedder Road #1, Chilliwack, BC V2R 4G6 MoreChilliwackRealEstate.com Phone: 604-795-6938



#1 the **RE/MAX** Market Share Reports

Chilliwack

R.E. Market Share – Jan to Dec 2013 (All Real Estate)



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



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Market Analysis and Forecasting

Jan. 1/15 Chilliwack

Detached

Chilliwack (+Yarrow, Rosedale and Sardis) Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End sales)

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



Detached

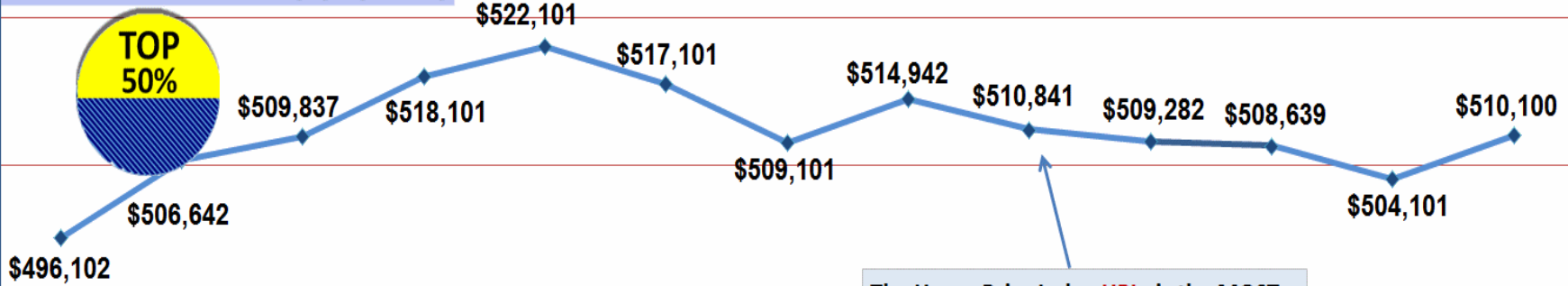


TOP 50%

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

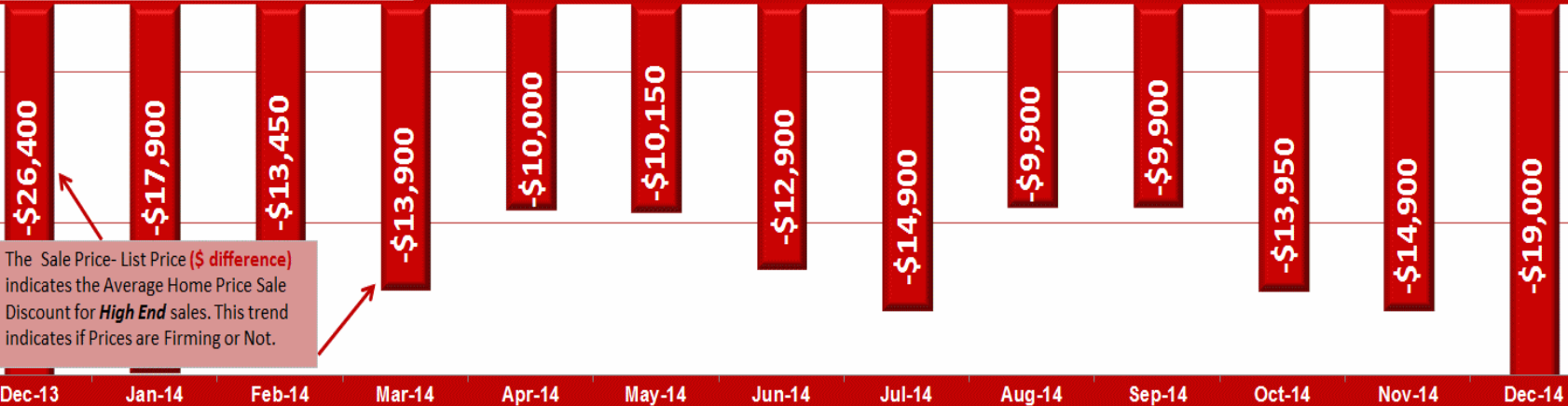
Are Home Prices Up? Homes Over \$375,000

Home Price Index → HPIp (Top 50%)



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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



Detached



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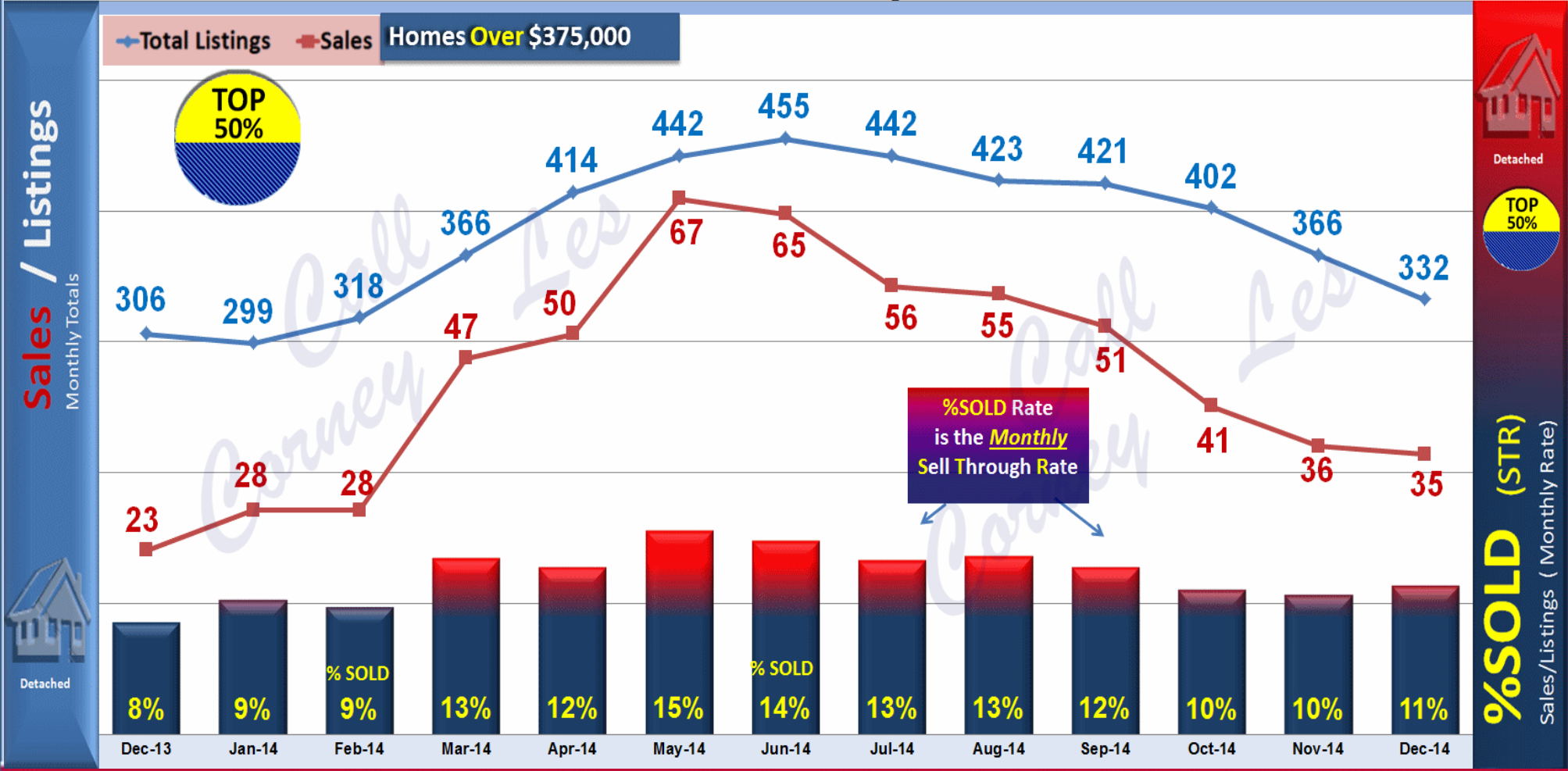
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Market Analysis and Forecasting

Jan. 1/15 Chilliwack

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



Sales / Listings
Monthly Totals



Detached



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



Detached

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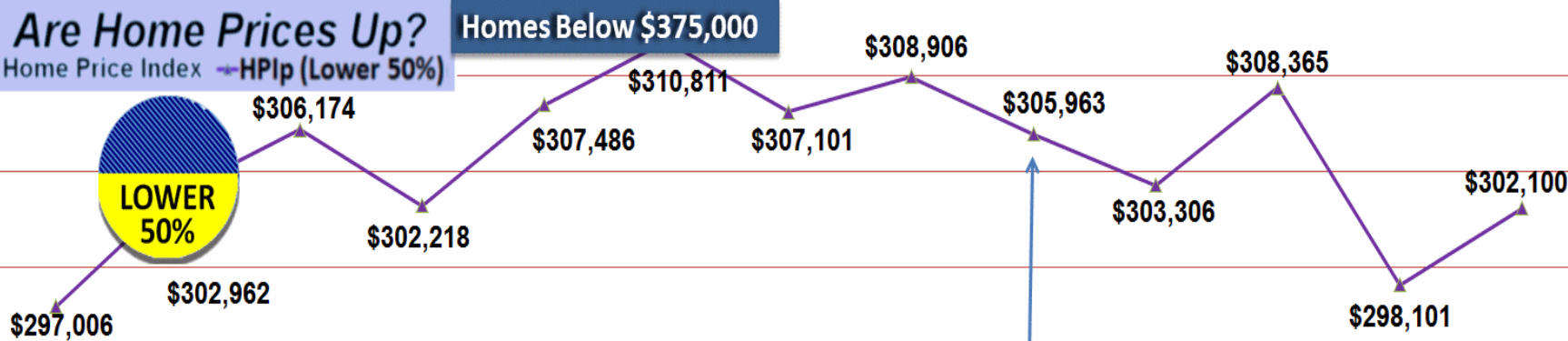
Market Analysis and Forecasting

Jan. 1/15 Chilliwack

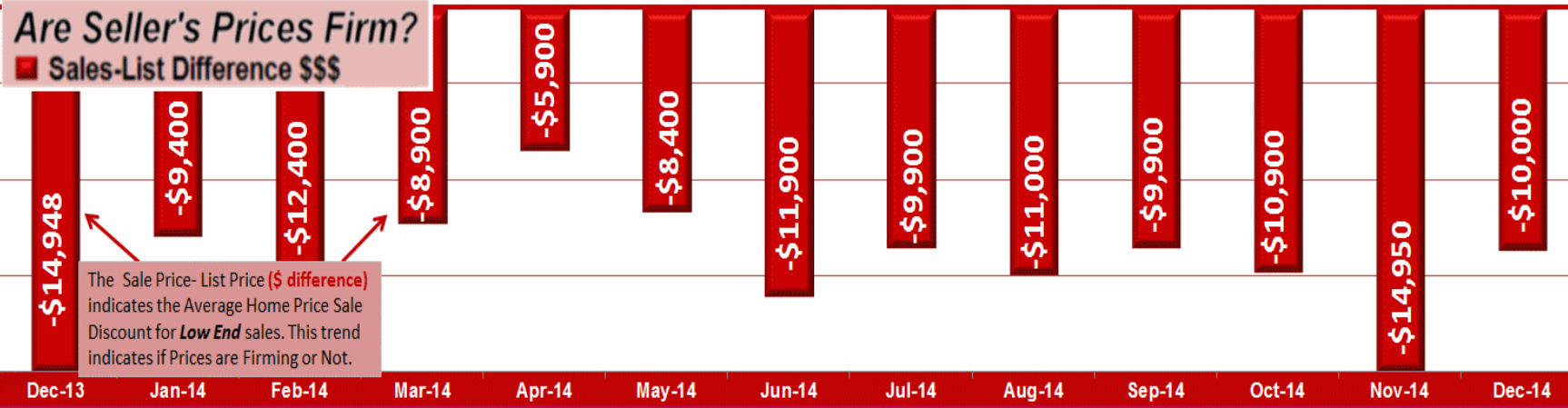
Detached

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)

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



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.



Detached
LOWER 50%

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

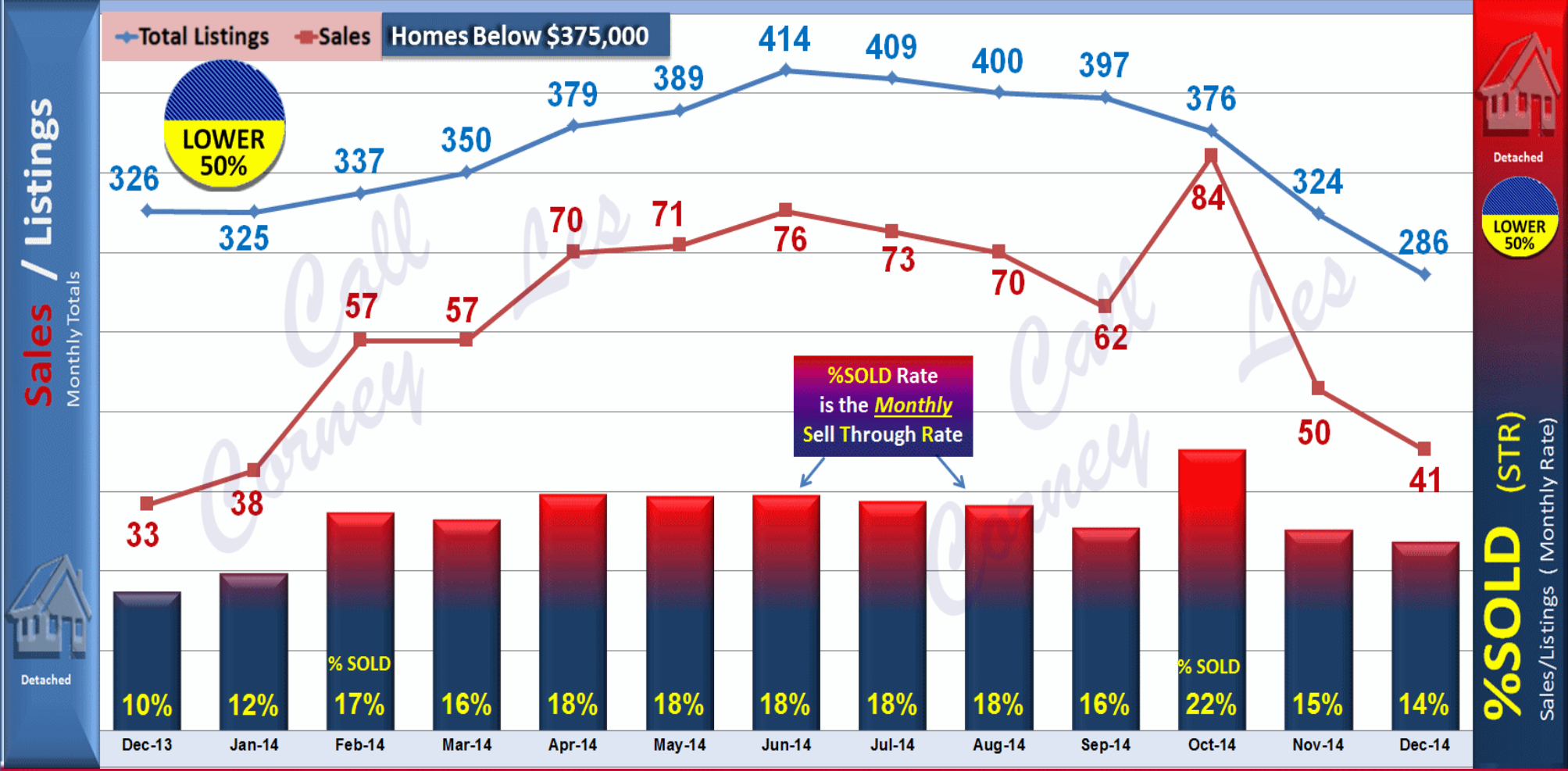
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Market Analysis and Forecasting

Jan. 1/15 Chilliwack

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



Sales / Listings
Monthly Totals



Detached



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



Detached

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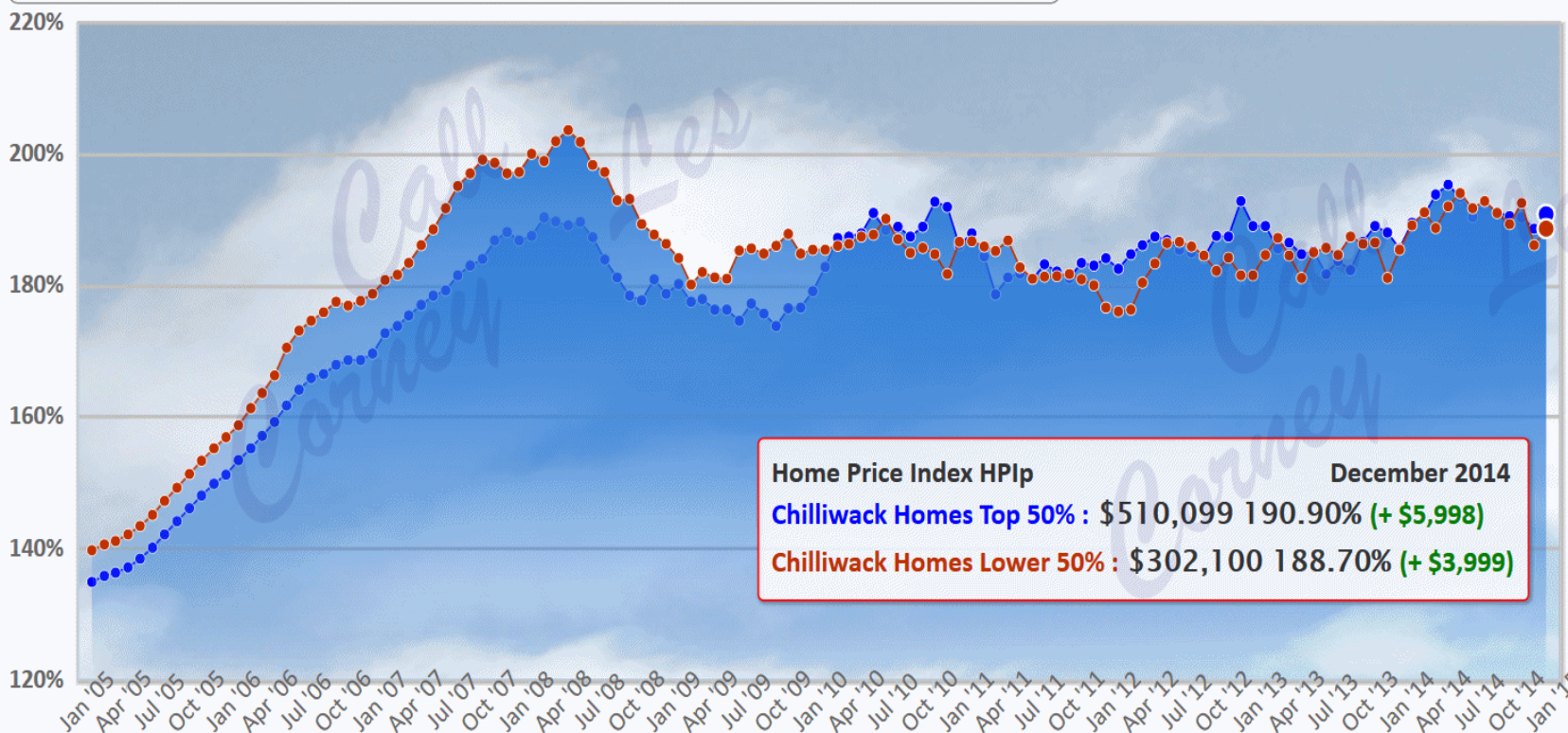
Market Analysis and Forecasting

Jan. 1/15 Chilliwack

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Dec 2014	% 190.90
Nov 2014	% 188.70
Oct 2014	% 190.40
Sep 2014	% 190.60
Aug 2014	% 191.20
Jul 2014	% 192.70
Jun 2014	% 190.50
May 2014	% 193.50
Apr 2014	% 195.40
Mar 2014	% 193.90
Feb 2014	% 190.80
Jan 2014	% 189.60

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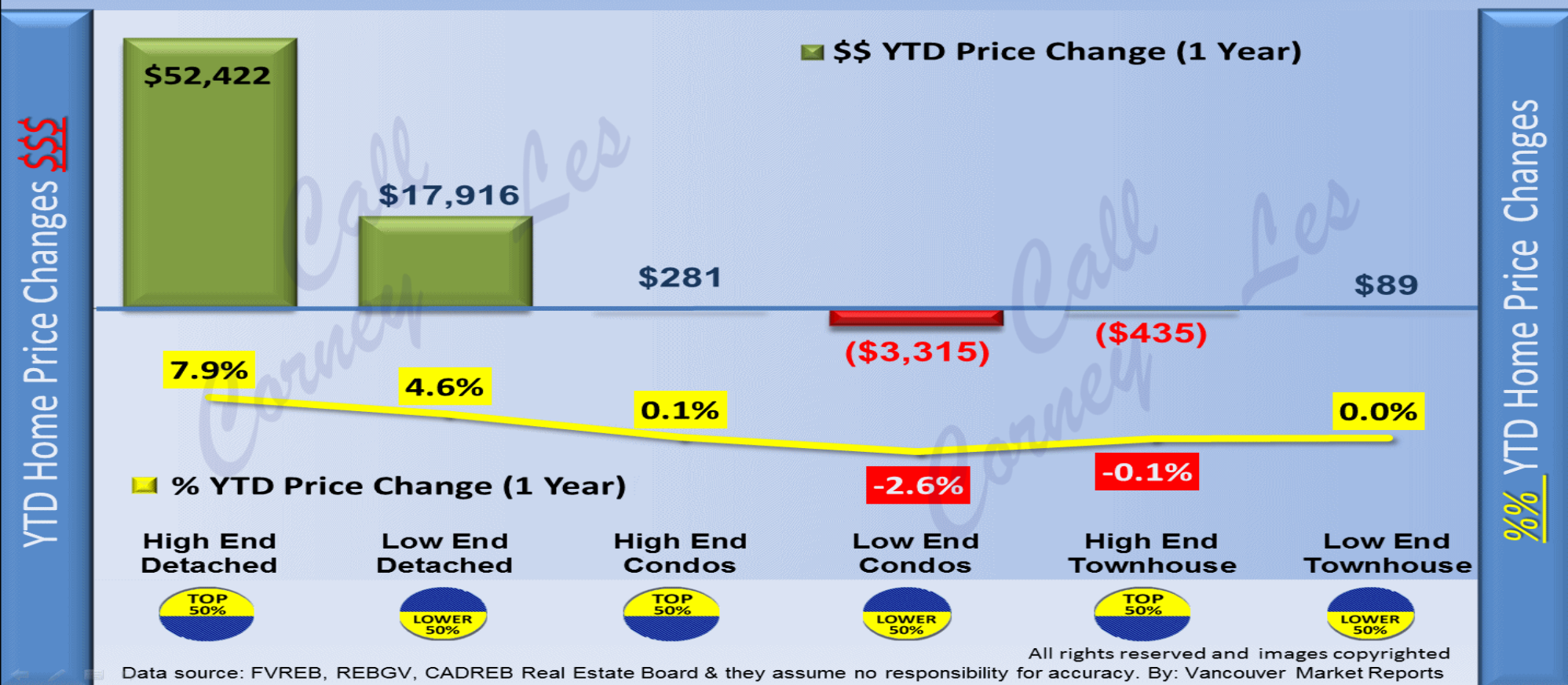


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Abbotsford Real Estate Price Changes (\$/%)

Housing Types: Year-To-Date Dec 2013 – Dec 2014 (Quarters) Powered by: Vancouver Market Reports HPI[®]



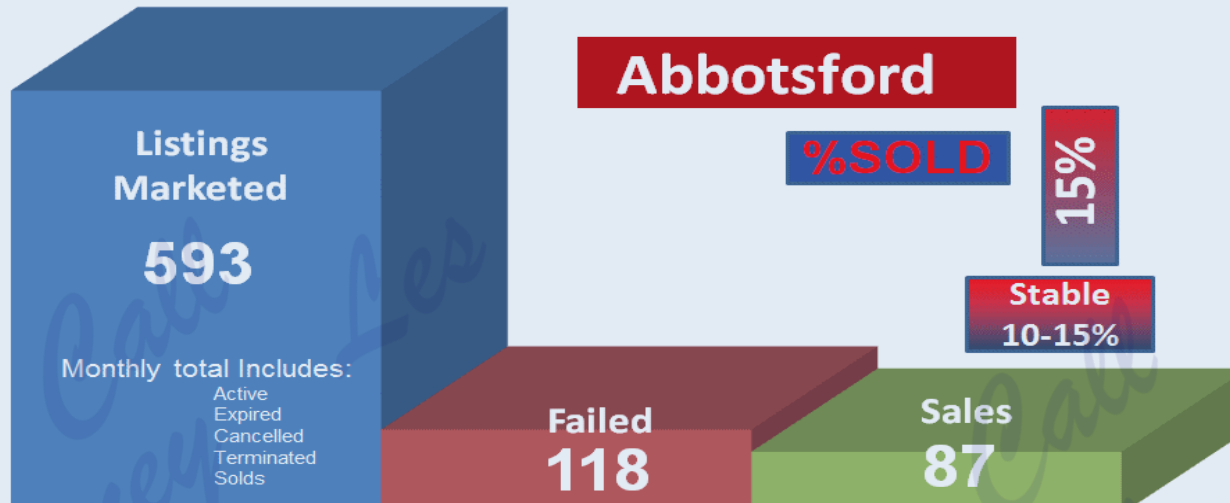
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Monthly Market Activity - Dec 2014 - Single Family



Jan 1 2015 **Abbotsford Market Update (Detached)**

Current: Abbotsford is in Stable Market with average listing inventories, a **15% SOLD** rate and a 96% Sell/List Ratio. (This means that on an average sale there is a **\$14,900** discount from the original list price)

Most Active Price Range: Homes between \$300,000-\$400,000 have a **22.9% SOLD** rate.

Least Active Price Range: Homes above \$900,000 have a **4.0% SOLD** rate.

History: The Abbotsford Home Price Index **HPIp (Top 50%)** shows that prices increased \$47,276 year-to-date.

The Abbotsford Home Price Index **HPIp (Lower 50%)** shows that prices increased \$18,368 year-to-date.

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



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

Abbotsford List Price Ranges Statistics - Dec 2014

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$300,000	38	6	31	96%	-\$9,400	15.8%	↑
\$300,001-\$400,000	131	30	42	96%	-\$14,700	22.9%	↑
\$400,001-\$500,000	109	20	35	96%	-\$17,000	18.3%	↑
\$500,001-\$600,000	97	18	62	97%	-\$14,850	18.6%	↑
\$600,001-\$700,000	52	5	48	93%	-\$44,900	9.6%	
\$700,001-\$900,000	65	4	72	98%	-\$17,950	6.2%	↓
\$900,001 and more	101	4	80	89%	-\$157,000	4.0%	↓
Total Activity	593	87	46	96%	-\$14,900	15%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Dec-13	Nov-14	Dec-14	1/1/2015	Change	
Total Listings** (A,S,T,C,X)	619	670	593		-77	↓
Active Listings (1st of the month)	559	536	506	388	-118	↓
Solds	60	76	87		11	↑
Days on Market (DOM)	41	35	46		11	↑
%SOLD (Sales/ Listings /mnthly rate)	9.7%	11.3%	14.7%		3.3%	↑
(Top 50%) Home Price Index HPIp	\$667,967	\$716,079	\$715,243		-\$836	↓
(Lower 50%) Home Price Index HPIp	\$387,210	\$403,513	\$405,578		\$2,065	↑



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What Sold in your Neighbourhood and for What Price?

Abbotsford Sub areas Statistics - Dec 2014					Detached	
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	53	5	106	94%	-\$22,900	9.4%
Bradner	24	2	17	93%	-\$77,000	8.3%
Matsqui	25	1	109	93%	-\$25,100	4.0%
Sumas Mountain	14	0				0.0%
Abbotsford West	162	27	37	96%	-\$14,900	16.7%
Abbotsford East	172	36	51	97%	-\$16,200	20.9%
Aberdeen	45	6	20	98%	-\$11,500	13.3%
Sumas Prairie	13	0				0.0%
Central Abbotsford	85	10	62	97%	-\$14,450	11.8%
Total Activity	593	87	46	96%	-\$14,900	15%



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Next Months Market Forecast

Abbotsford has average Listing supply; 388 homes are for sale & with the **15 %SOLD** monthly rate gives us a ~7 months of inventory. At this sell through rate approximately 147 of these listings will not sell. 7% of the active listings have reduced their price by \$27,007 on average or \$18,000 median in the last month. We project Abbotsford to continue in a Stable Market.

In the Fraser Valley we continue to experienced a stronger than normal Seasonal Market trends as they are getting Trickle-Down Buyers from the Hot Vancouver Markets. The Offshore monies continue to flow into the our High-End House Markets in Vancouver Westside, Richmond, and West Vancouver, beating 8 of the last 10 Decembers in sales volume. The majority of the Single Family Detached Home Prices in the Valley are still increasing. We project that Sales activity will now stabilize, resulting in firm prices in most the Fraser Valley Detached Single Family Sales (in both the Lower and Higher End Markets). The Townhome and condo markets Market are expected to hold steady in most markets; although the lack luster job market in the Fraser Valley continues to pressure the Lower-End Markets.

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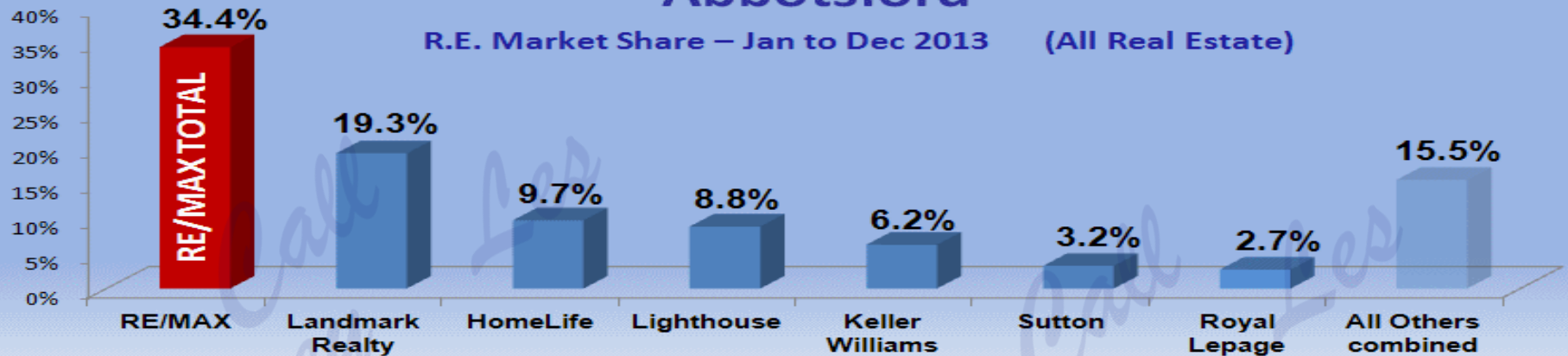
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#1 the **RE/MAX** Market Share Reports

Abbotsford

R.E. Market Share – Jan to Dec 2013 (All Real Estate)



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

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Market Analysis and Forecasting

Jan. 1/15 Abbotsford

Detached

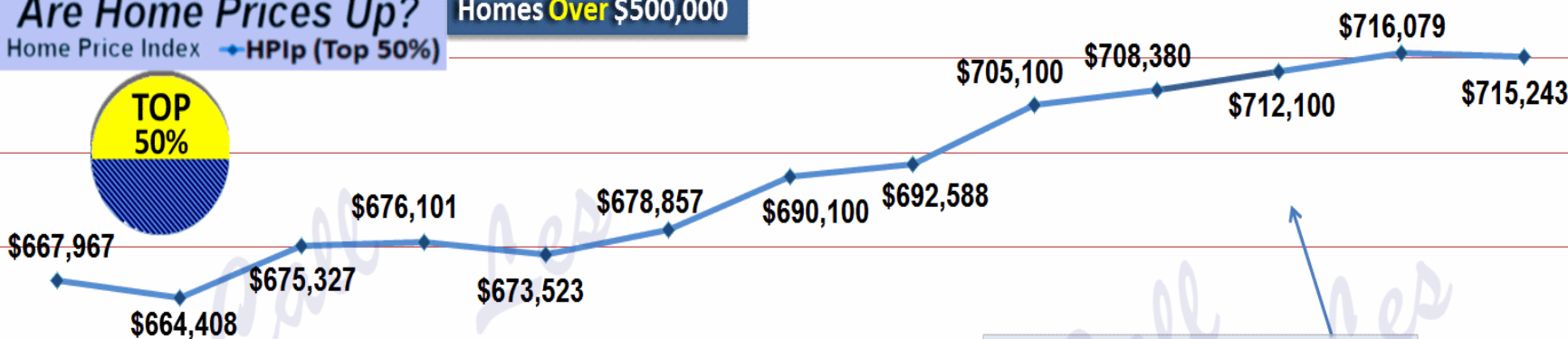
Abbotsford

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

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

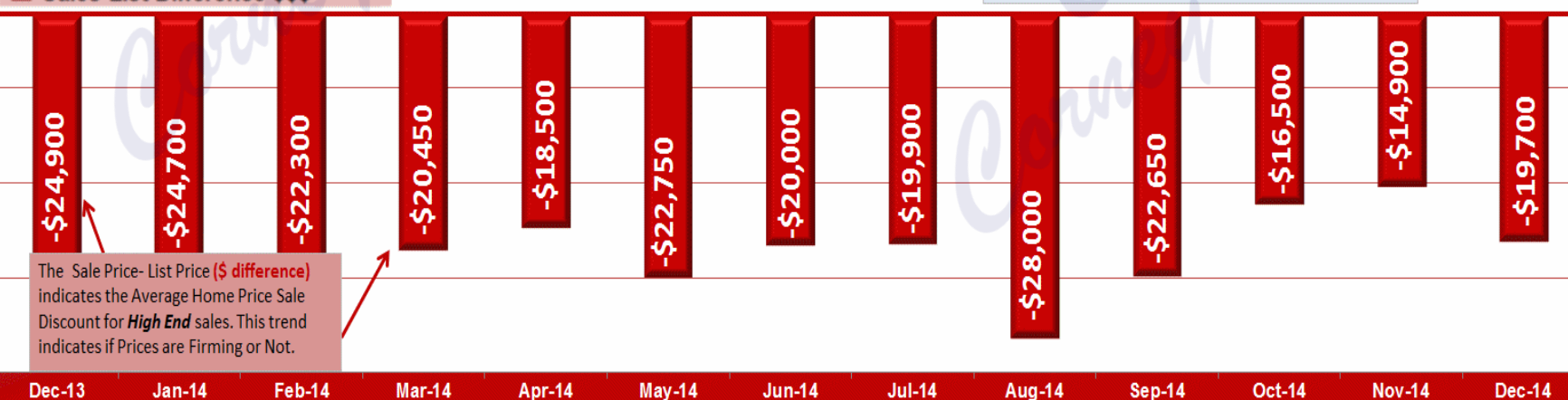
Are Home Prices Up? Homes Over \$500,000

Home Price Index — HPIp (Top 50%)



Are Seller's Prices Firm?

Sales-List Difference \$\$\$



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 **High End** sales. This trend indicates if Prices are Firming or Not.



Detached

TOP 50%

Sales Discount \$\$

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

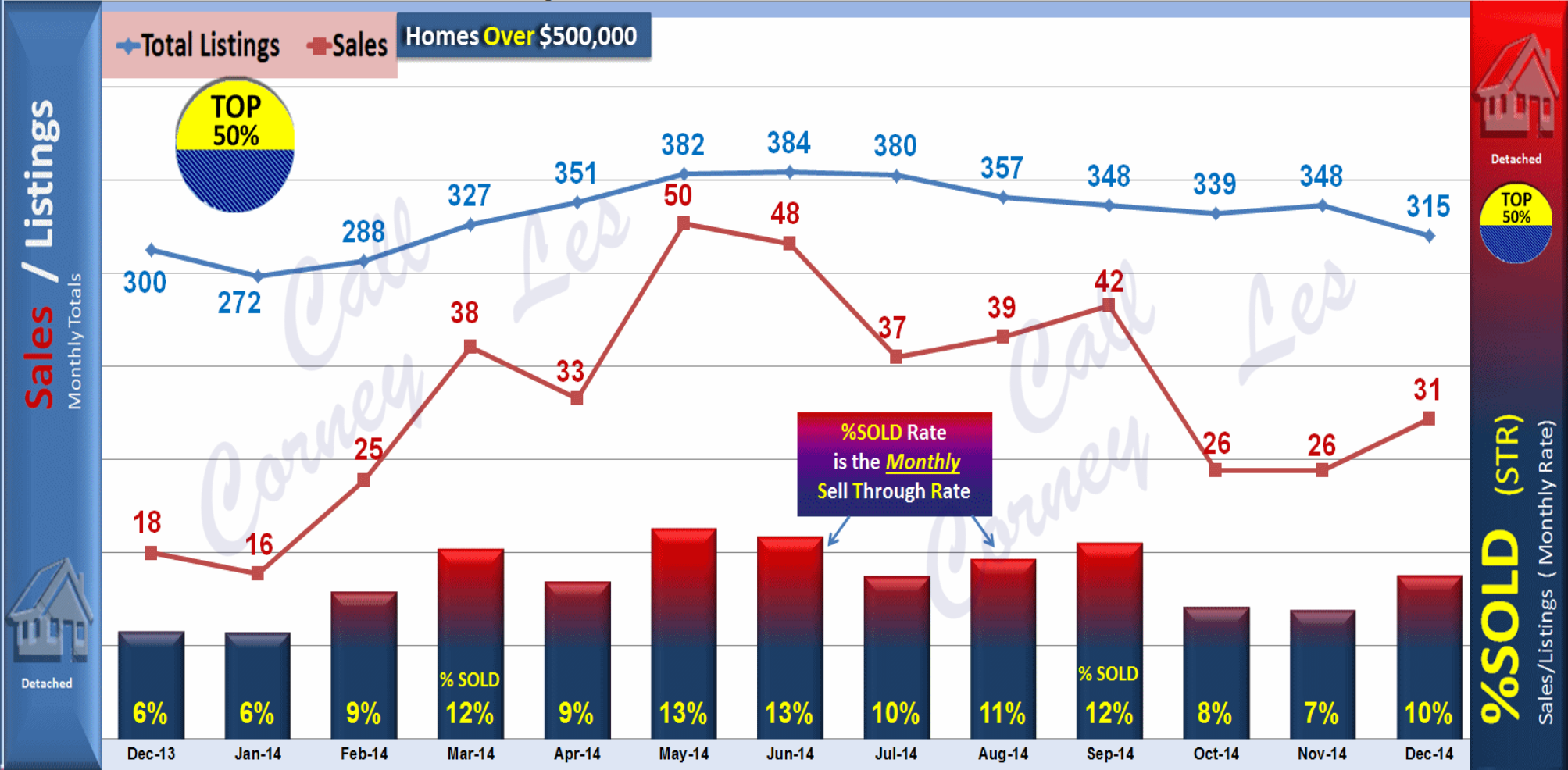
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Market Analysis and Forecasting

Jan. 1/15 Abbotsford

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



Sales / Listings
Monthly Totals



Detached



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

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Market Analysis and Forecasting

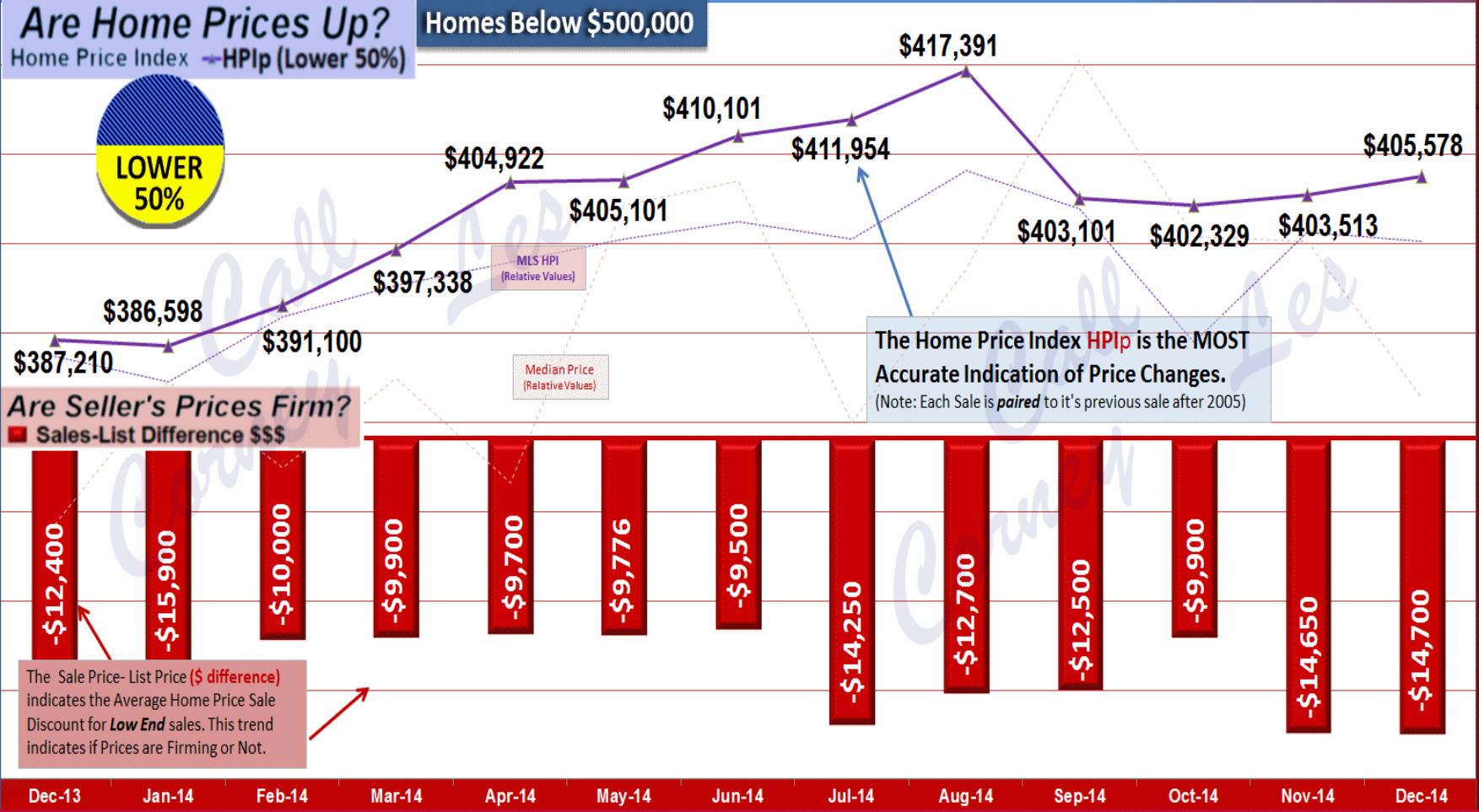
Jan. 1/15 Abbotsford

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

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

Detached
LOWER 50%

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



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

Homes Below \$500,000



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

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.

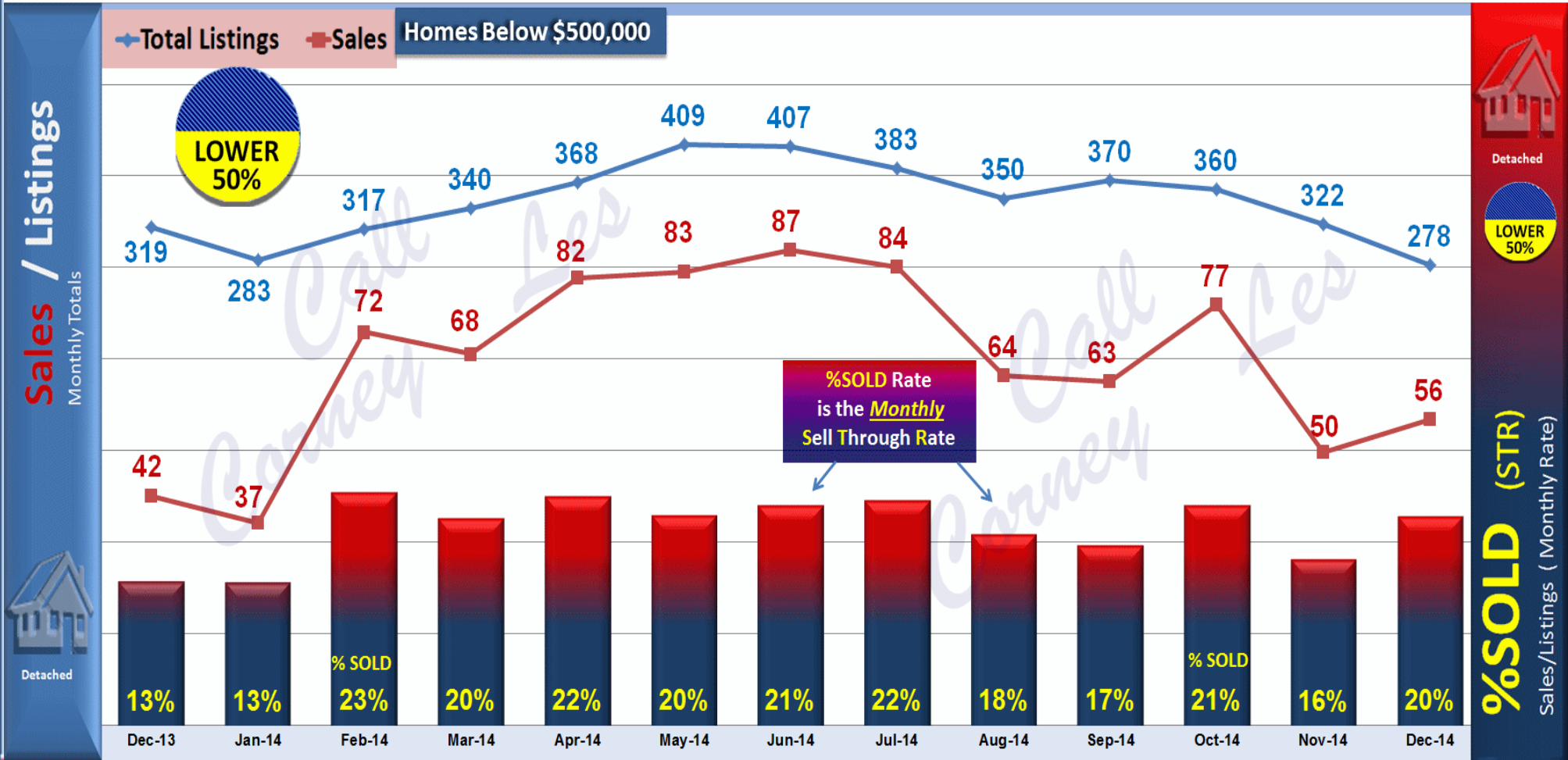
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Market Analysis and Forecasting

Jan. 1/15 Abbotsford

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



Sales / Listings
Monthly Totals



Detached



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

*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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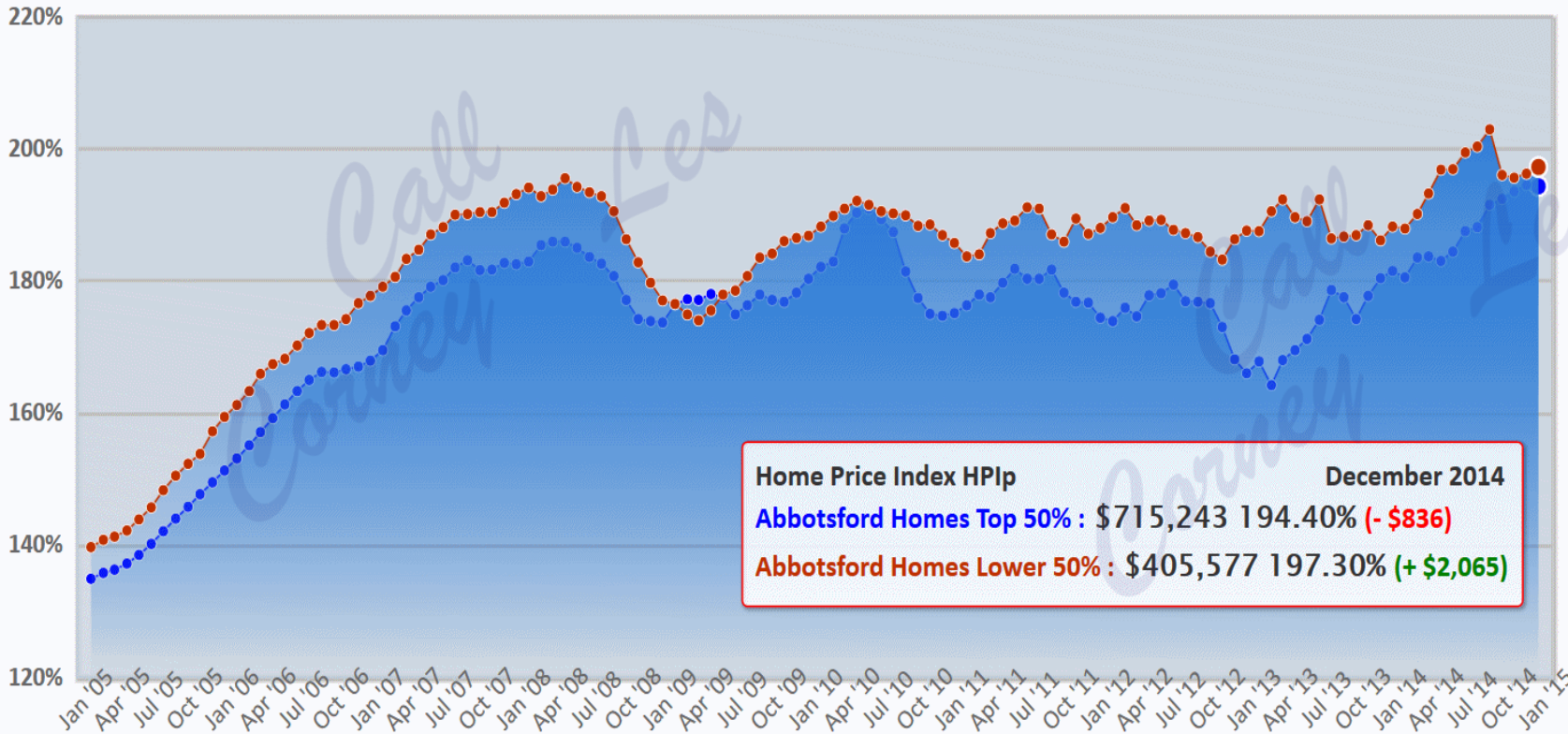
Market Analysis and Forecasting

Jan. 1/15 Abbotsford

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



Monthly Home values

Date	Value
Dec 2014	% 194.40
Nov 2014	% 194.60
Oct 2014	% 193.60
Sep 2014	% 192.50
Aug 2014	% 191.60
Jul 2014	% 188.20
Jun 2014	% 187.60
May 2014	% 184.50
Apr 2014	% 183.10
Mar 2014	% 183.80
Feb 2014	% 183.60
Jan 2014	% 180.60

<< < 1 2 3 > >>



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Market Analysis and Forecasting Jan. 1/15 **Chilliwack**

Chilliwack (+ Sardis) Sub areas Statistics - Dec 2014						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Chilliwack W Yale-Well	128	15	76	93%	-\$7,900	11.7%
Chilliwack E Young-Yale	84	6	21	98%	-\$3,100	7.1%
Chilliwack N Yale-Well	29	1	202	92%	-\$8,500	3.4%
Chilliwack Yale Rd West	0	0				0.0%
Chilliwack Mountain	13	1	72	98%	-\$6,900	7.7%
Eastern Hillside	0	0				0.0%
Sardist W Vedder Rd	46	4	12	97%	-\$6,700	8.7%
Sardist E Vedder Rd	21	4	80	96%	-\$7,950	19.0%
Vedder S Watson-Promon	74	16	49	99%	-\$3,900	21.6%
Promontory	55	6	44	98%	-\$5,900	10.9%
Total Activity	450	53	47	97%	-\$5,900	12%

Chilliwack (+ Sardis) List Price Ranges Statistics -Dec 2014						
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$100,000	51	7	11	92%	-\$6,900	13.7%
\$100,001-\$150,000	100	7	76	95%	-\$7,900	7.0%
\$150,001-\$200,000	82	8	47	96%	-\$7,750	9.8%
\$200,001-\$250,000	77	11	46	97%	-\$6,000	14.3%
\$250,001-\$300,000	69	11	41	98%	-\$5,900	15.9%
\$300,001 and more	71	9	71	99%	-\$3,900	12.7%
Total Activity	450	53	47	97%	-\$5,900	12%

Jan 1 2015 Chilliwack(+Sardis) Market Update Attached Townhomes/ Condos

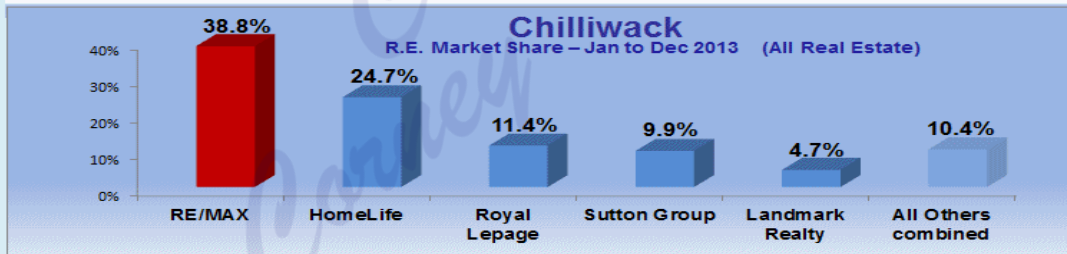
Current: Chilliwack (+Sardis) is in a Stable Market with average listing inventories, a **12 %SOLD** rate and a 97% Sell/List Ratio.
(This means that there is an average of a \$5,900 discount on a sale from the original list price)
Most Active Price Range: Attached homes between \$250,000-\$300,000 have **15.9 %SOLD** rate.
Least Active Price Range: Attached homes between \$100,000-\$150,000 have **7.0 %SOLD** rate.

History: The Chilliwack's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$346.
The Chilliwack's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased **\$9,157**.
The Chilliwack's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$1,286.
The Chilliwack's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$1,266.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The total Listing Inventories are 7% less than the same month in 2013. The Chilliwack Attached Real Estate Market is continuing to be a stable market for the next month.

Monthly Changes Summary	Dec-13	Nov-14	Dec-14	1/1/2015	Change
Total Listings** (A,S,T,C,X)	483	491	450		-41
Active Listings (1st of the month)	449	408	387	307	-80
Solds	35	52	53		1
Days on Market (DOM)	71	52	47		-5
%SOLD (Sales/Listings/mnthly rate)	7%	11%	12%		1%
Condos (Top 50%) Home Price Index HPIp	\$187,400	\$187,746	\$187,746		\$0
Condos (Lower 50%) Home Price Index HPIp	\$121,098	\$115,100	\$111,941		-\$3,159
Twnhs (Top 50%) Home Price Index HPIp	\$277,696	\$279,093	\$278,982		-\$111
Twnhs (Lower 50%) Home Price Index HPIp	\$188,032	\$190,790	\$189,298		-\$1,493

the RE/MAX Market Share Reports



In the Fraser Valley we continue to experienced a stronger than normal Seasonal Market trends as they are getting Trickle-Down Buyers from the Hot Vancouver Markets. The Offshore monies continue to flow into the our High-End House Markets in Vancouver Westside, Richmond, and West Vancouver, beating 8 of the last 10 Decembers in sales volume. The majority of the Single Family Detached Home Prices in the Valley are still increasing. We project that Sales activity will now stabilize, resulting in firm prices in most the Fraser Valley Areas Detached Single Family Sales (in both the Lower and Higher End Markets). The Townhome and condo markets Market are expected to hold steady in most markets; although the lack luster job market in the Fraser Valley continues to pressure the Lower-End Markets.

As always, we will continue monitor Market Activity and report to you – FIRST! We analyze and provide each individual City's Home Price Indexes: separated into High and Low; to Supply You the Most Accurate Market Trend details.(Please click on your city to see each individual Market's High or Low end Home Price Index to see the Market Trend details.)

Analytical Methods: The Chilliwack 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 Condos and Townhouse markets into two parts with the **Chilliwack HPIp Top 50%** representing the higher end sales and the **Chilliwack 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 Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

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Market Analysis and Forecasting

Jan. 1/15

Chilliwack

Attached Townhomes/ Condos Chilliwack (+ Sardis) Total Listings, Sales, and %SOLD rates

Sales / Listings
Monthly Totals



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



%SOLD Rate is the Monthly Sell Through Rate



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Market Analysis and Forecasting

Jan. 1/15

Chilliwack

Attached

Chilliwack

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 Changes

(Home Price Index Paired sales from 2005)

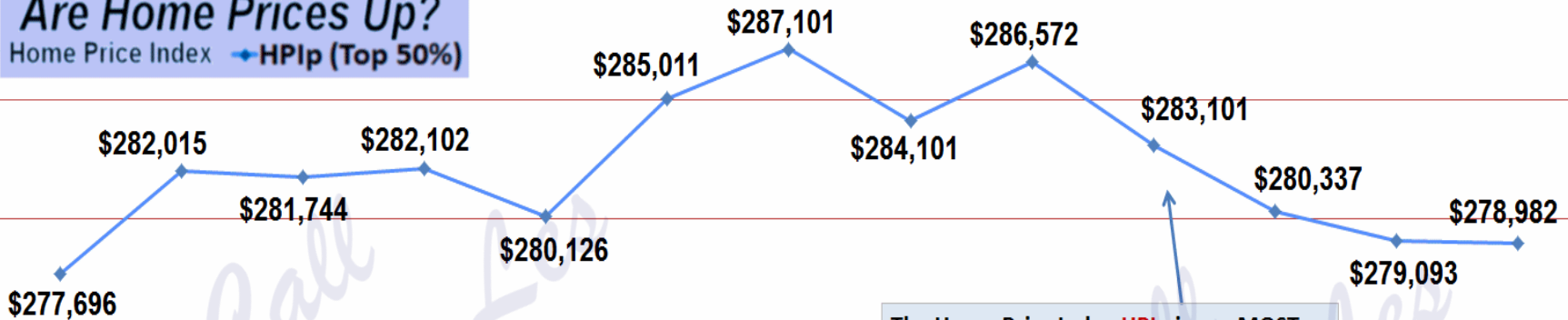


Townhouses

Sales Discount \$\$\$

Sale Price - Original List Price (\$ difference)

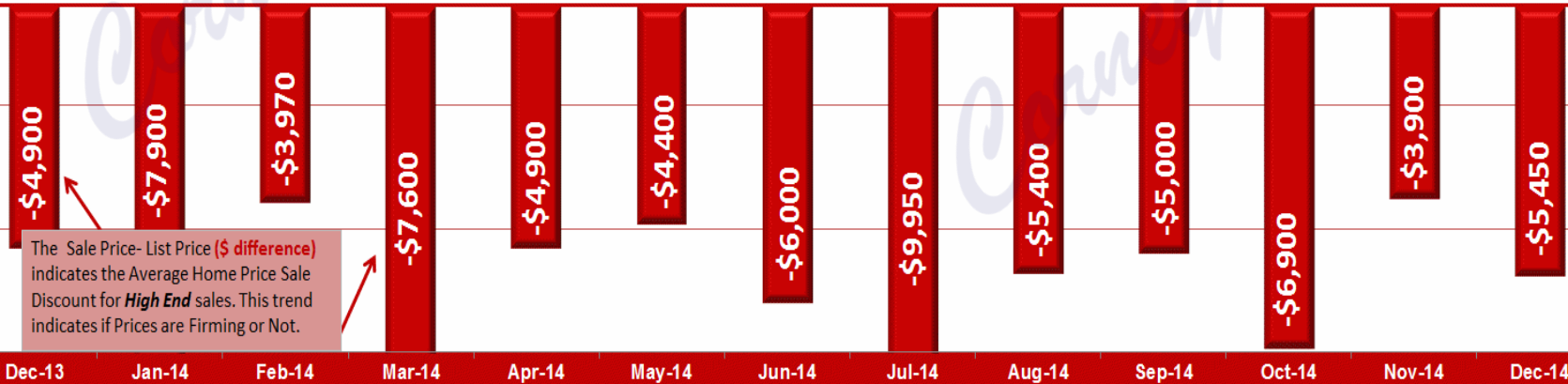
Are Home Prices Up?
Home Price Index → HPIp (Top 50%)



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 it's 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 High End sales. This trend indicates if Prices are Firming or Not.



Townhouses

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Market Analysis and Forecasting

Jan. 1/15

Chilliwack

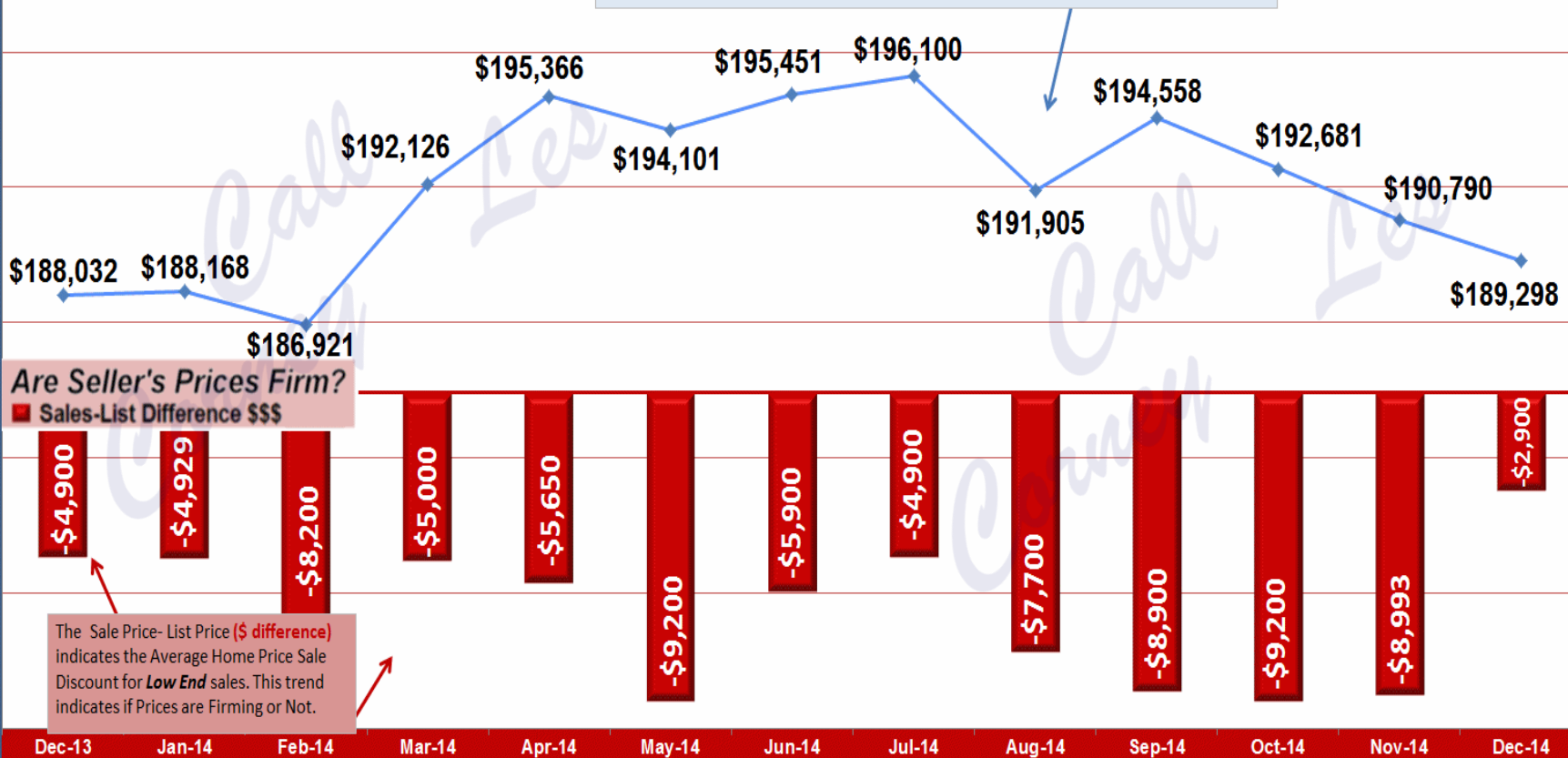
Attached

Chilliwack

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)

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 it's previous sale after 2005 to determine its exact price)



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.

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



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

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Market Analysis and Forecasting

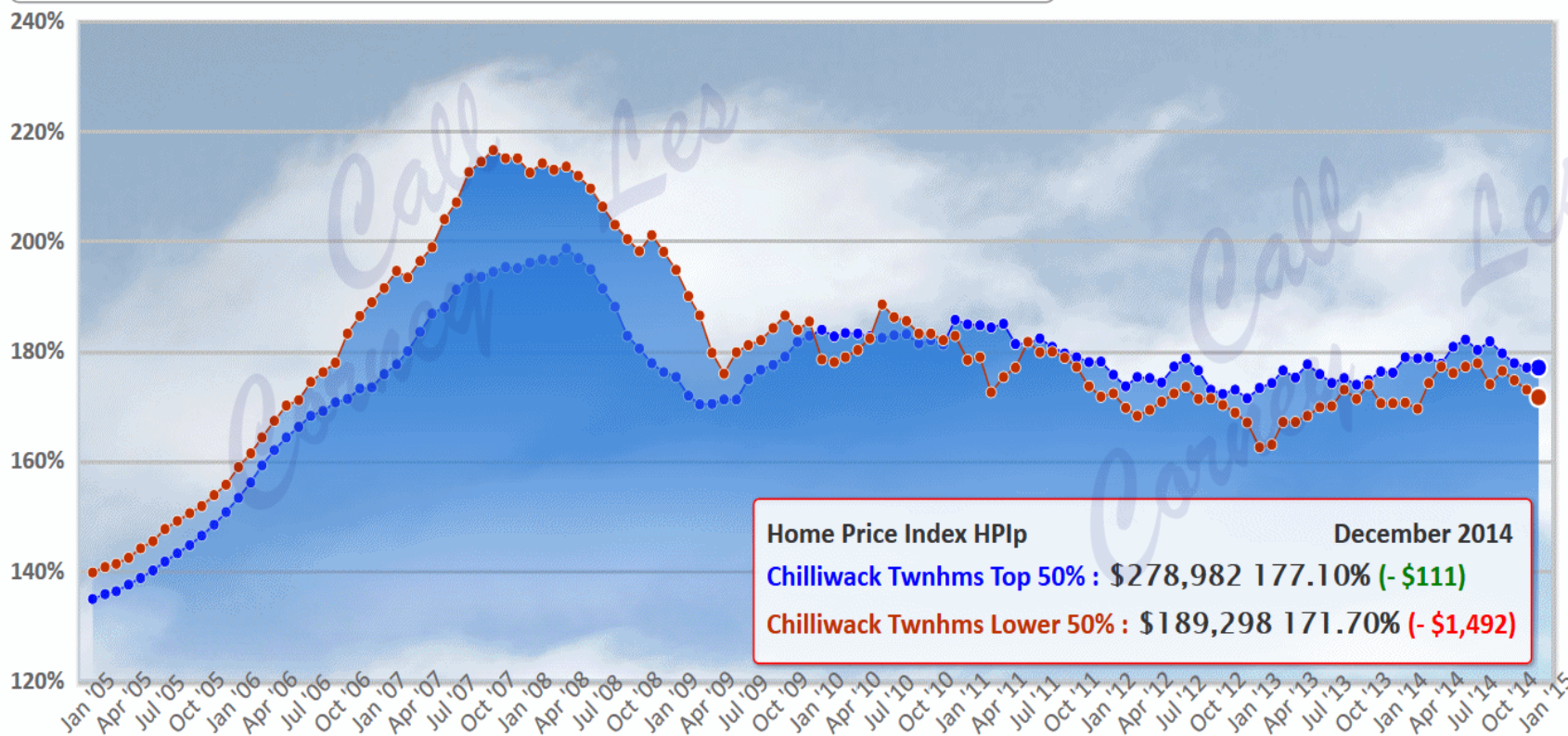
Jan. 1/15

Chilliwack

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Chilliwack Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Chilliwack Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Dec 2014	% 177.10
Nov 2014	% 177.10
Oct 2014	% 177.90
Sep 2014	% 179.70
Aug 2014	% 181.90
Jul 2014	% 180.30
Jun 2014	% 182.20
May 2014	% 180.90
Apr 2014	% 177.80
Mar 2014	% 179.00
Feb 2014	% 178.80
Jan 2014	% 179.00

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Market Analysis and Forecasting Jan. 1/15 **Chilliwack**

Attached Chilliwack 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)

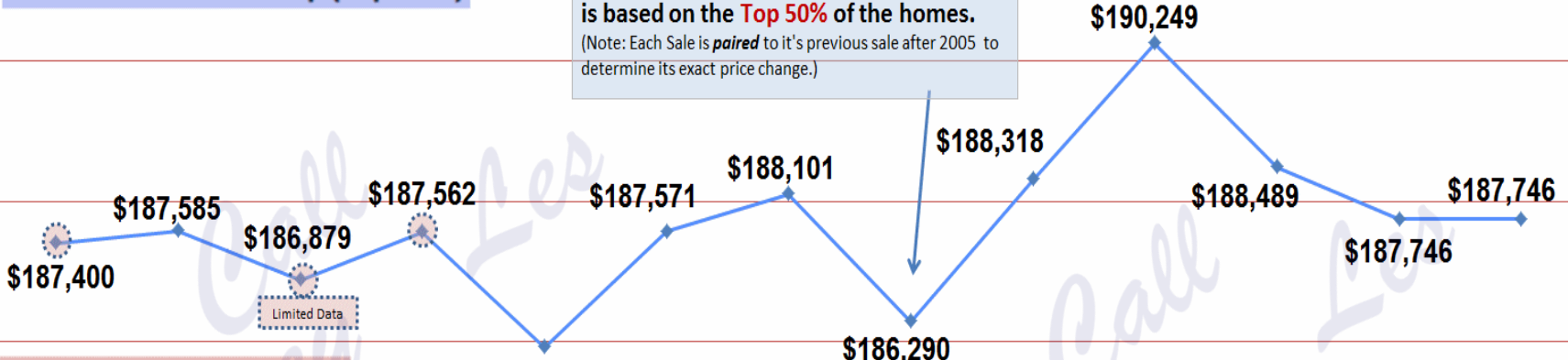


Condominiums

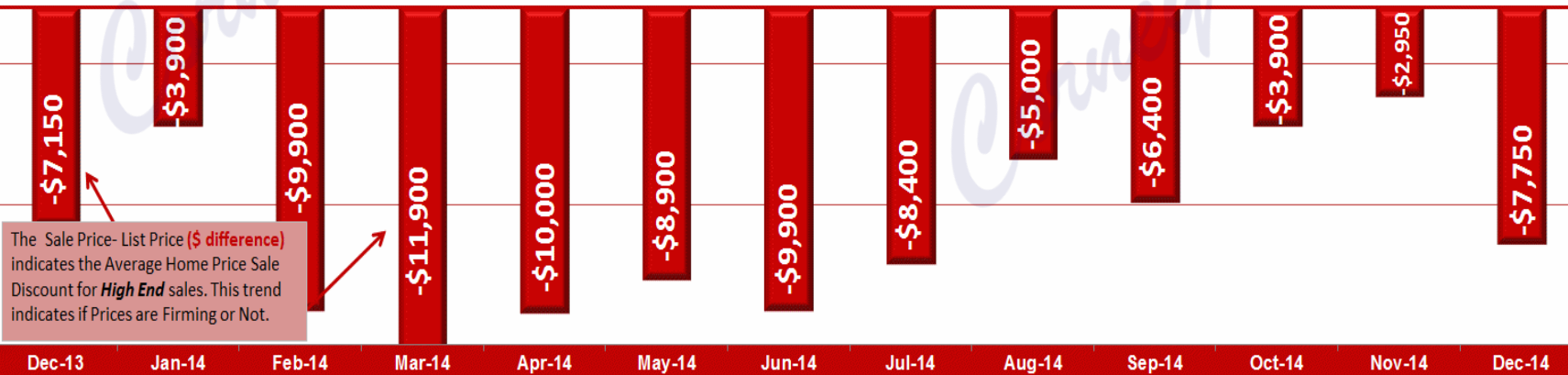
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

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.)



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.



Condominiums

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Market Analysis and Forecasting

Jan. 1/15

Chilliwack

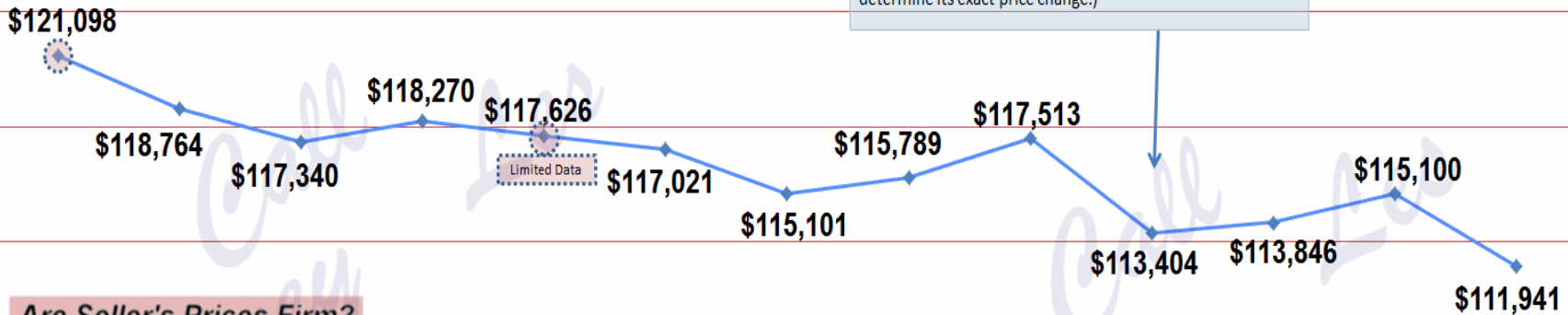
Attached

Chilliwack

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 Changes
(Home Price Index Paired sales from 2005)

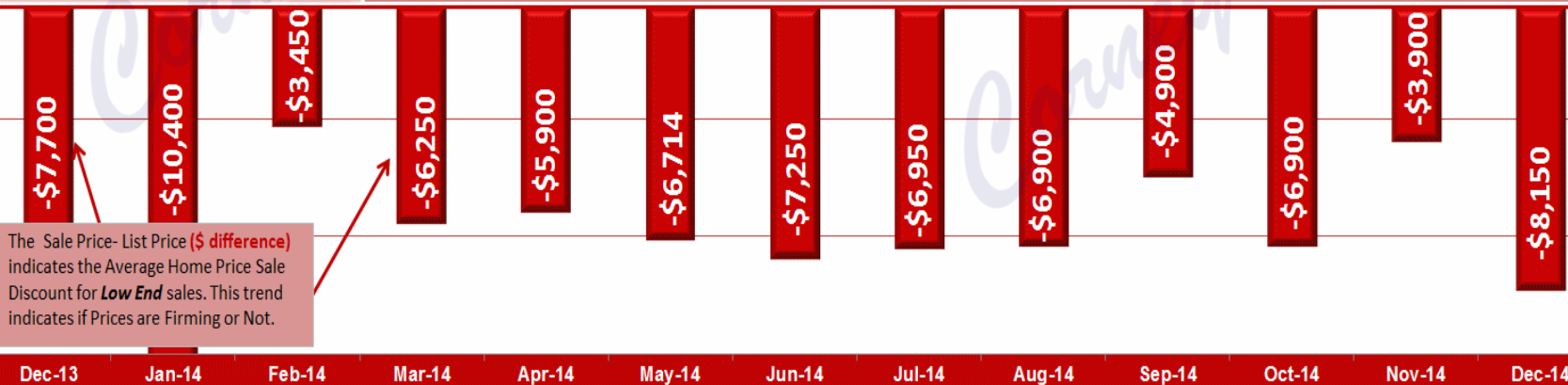
Are Home Prices Up?
Home Price Index → HPIp (Lower 50%)



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.



Condominiums

Sales Discount \$\$

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



Condominiums

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Market Analysis and Forecasting

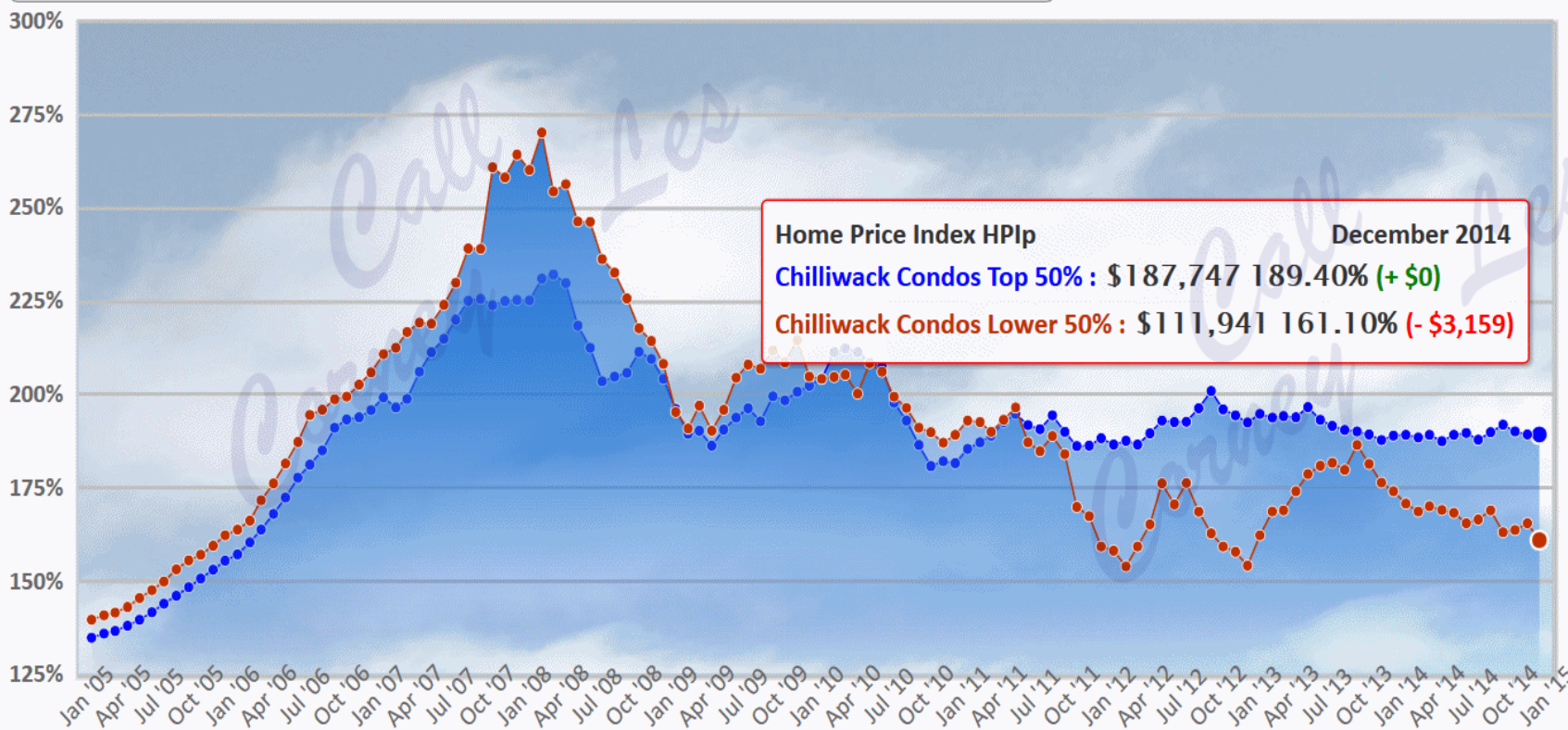
Jan. 1/15

Chilliwack

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



Monthly Home values

Date	Value
Dec 2014	% 189.40
Nov 2014	% 189.40
Oct 2014	% 190.20
Sep 2014	% 192.00
Aug 2014	% 190.00
Jul 2014	% 188.00
Jun 2014	% 189.80
May 2014	% 189.30
Apr 2014	% 187.60
Mar 2014	% 189.30
Feb 2014	% 188.60
Jan 2014	% 189.30

<< < 1 2 3 > >>



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Market Analysis and Forecasting

Market Analysis and Forecasting

Supply and Demand

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

