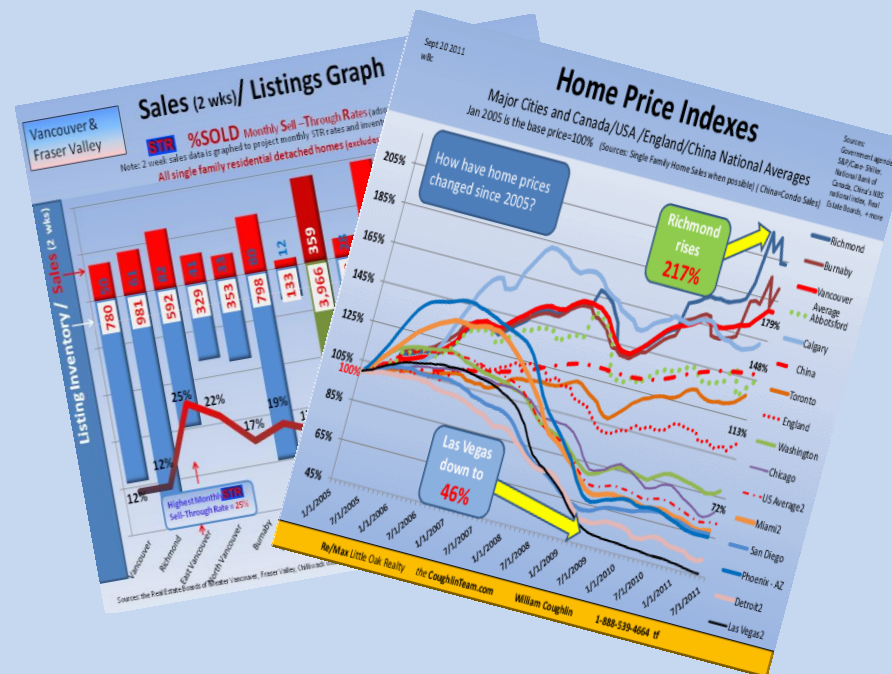
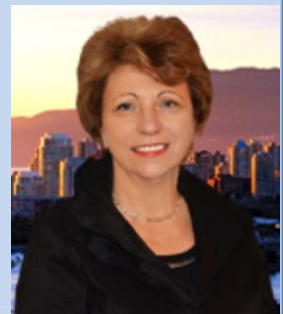


# Elizabeth Dziewanska's Market Reports



## Advanced Marketing Tools





# Elizabeth Dziewanska's Market Reports

### Detached

- [Coquitlam](#)
- [Maple Ridge](#)
- [Mission](#)

### Attached

- [Coquitlam](#)
- [Maple Ridge](#)

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



# Vancouver Market Reports

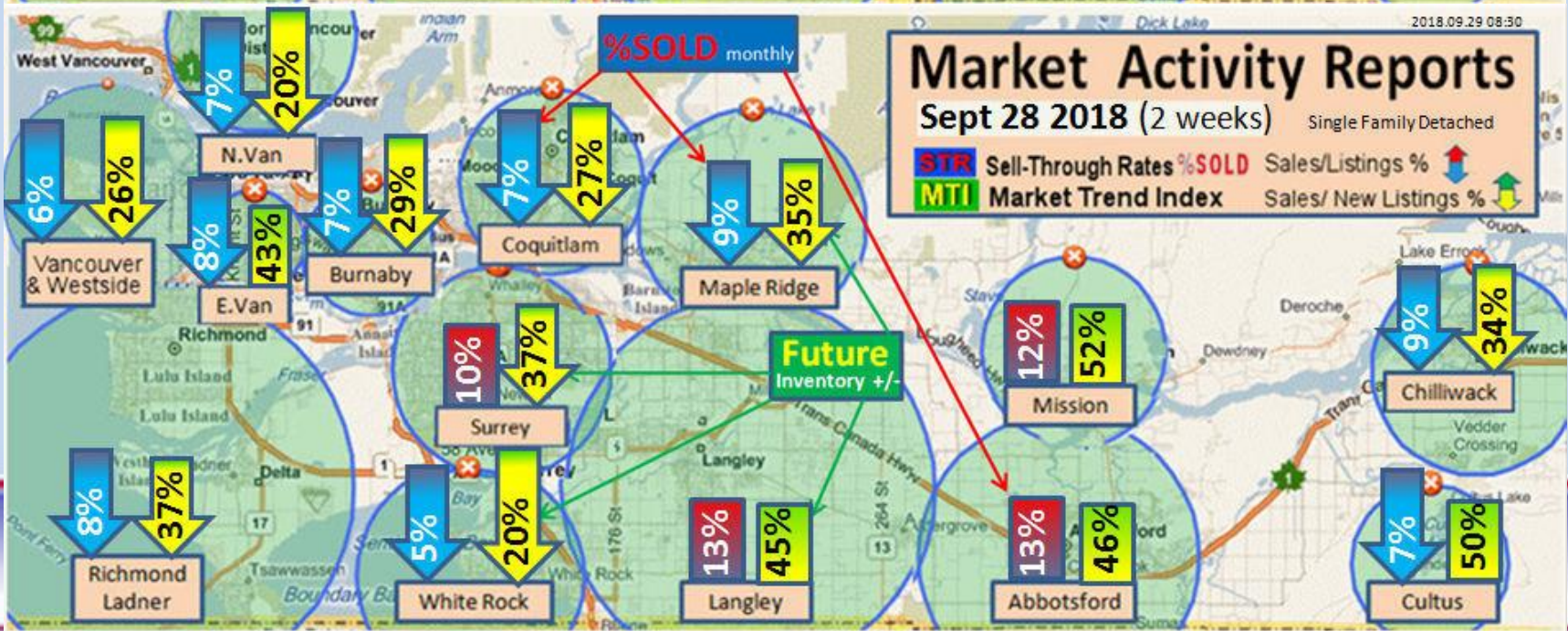
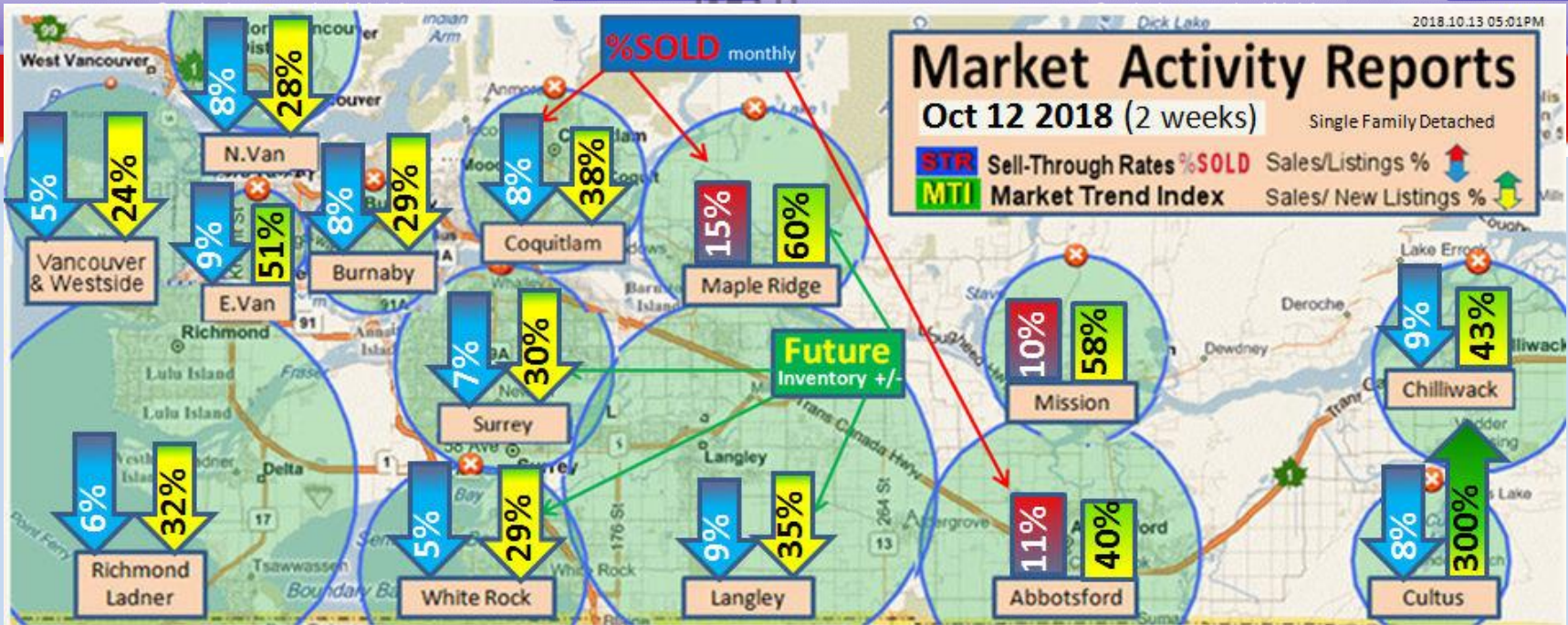
detached homes

# Vancouver Market Reports

attached homes

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# Vancouver Market Reports

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Vancouver & Fraser Valley

## Sales (2 wks)/ Listings Graph

Oct 12 2018 (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)

2018.10.13.8:04PM



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

Vancouver & Fraser Valley

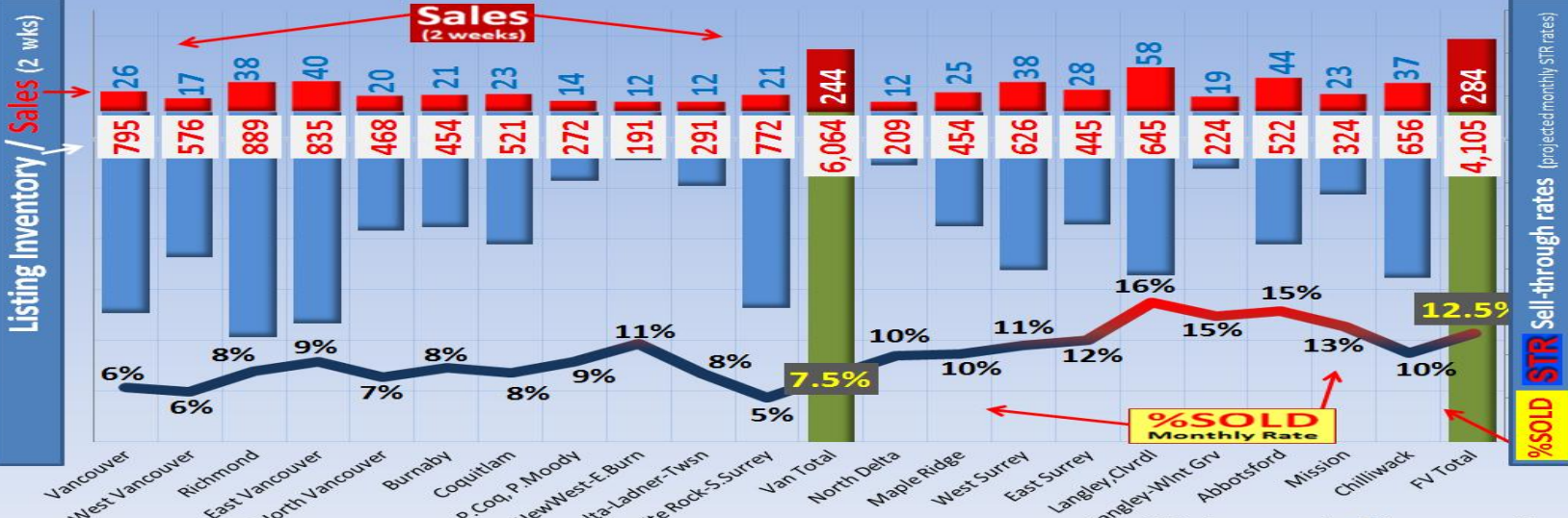
## Sales (2 wks)/ Listings Graph

Sept 28 2018 (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)



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# Vancouver Market Reports

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Market Analysis and Forecasting

Oct 1/18 Coquitlam

## Coquitlam Real Estate Price Changes (\$/%)

高貴林 房地產價格變動 / 高貴林房地產價格變動

Housing Types: Year-To-Date Sept 2017 – Sept 2018 (Quarters)

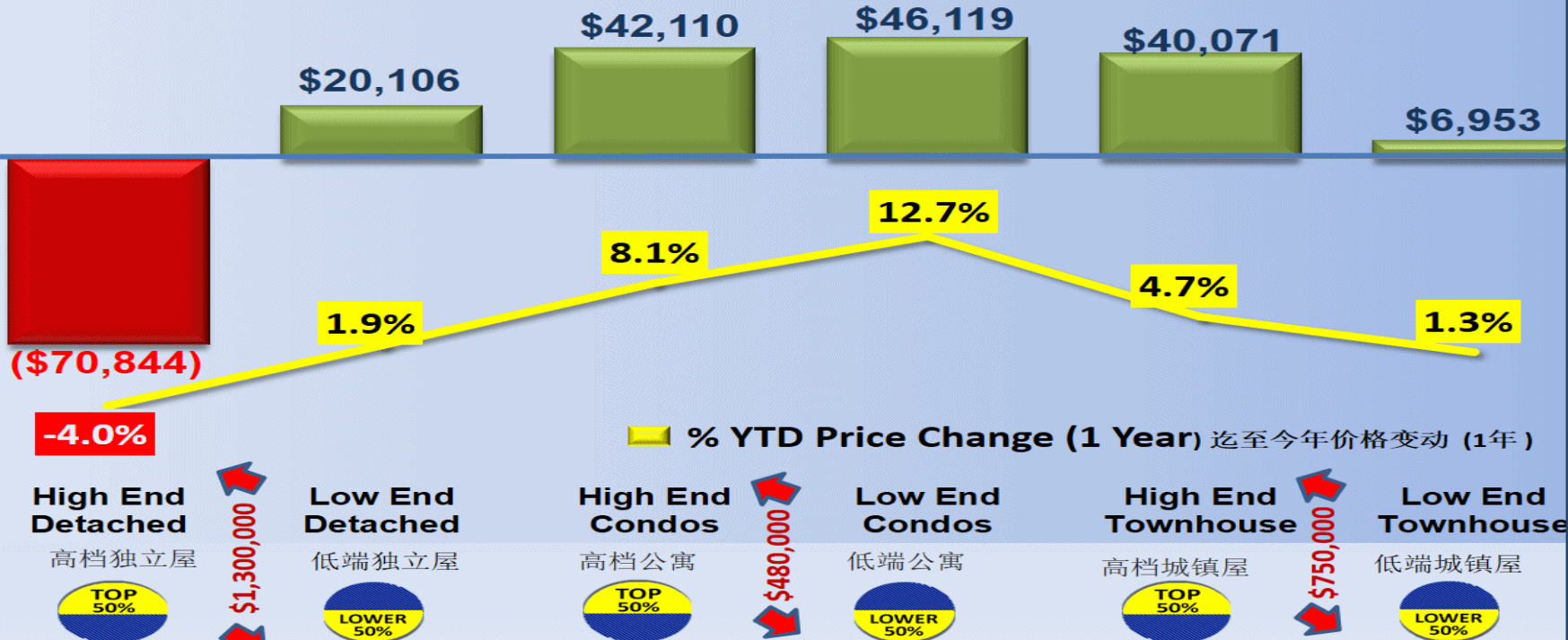
房屋类型: 迄至今年 (每季) 由2017 九月份至2018 九月份

Powered by: Vancouver Market Reports HPI<sup>®</sup>

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

年終住房價格變動  
年終住房價格變動

年終住房價格變動  
年終住房價格變動



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) TOP 50% LOWER 50% \$1,300,000  
 Low End Detached (低端独立屋) LOWER 50%  
 High End Condos (高档公寓) TOP 50% LOWER 50% \$480,000  
 Low End Condos (低端公寓) LOWER 50%  
 High End Townhouse (高档城镇屋) TOP 50% LOWER 50% \$750,000  
 Low End Townhouse (低端城镇屋) LOWER 50%

Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports

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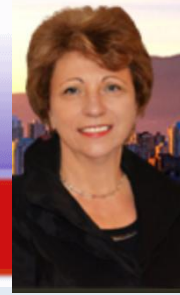
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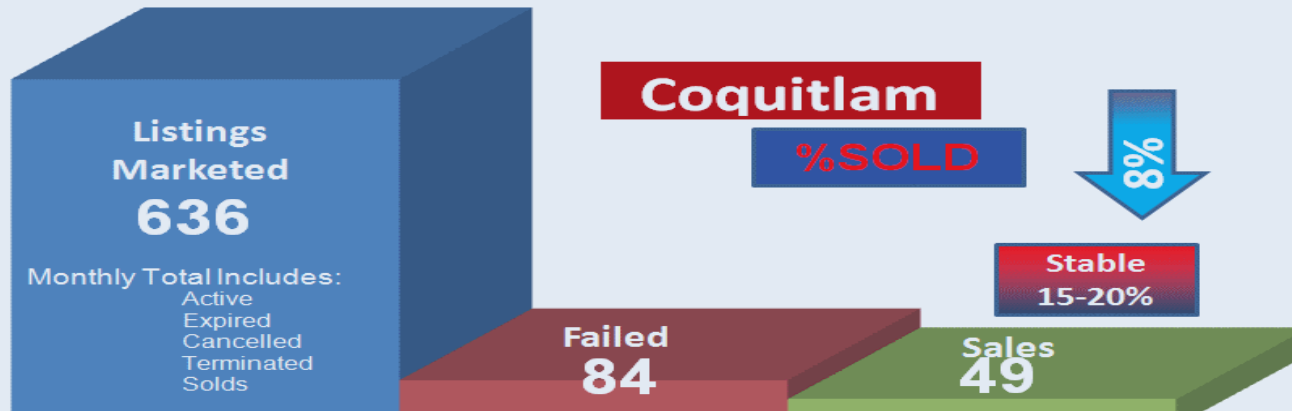
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Market Analysis and Forecasting

Oct 1/18 Coquitlam

## Monthly Market Activity - Sept 2018 - Single Family



Oct 1, 2018 Coquitlam Market Update (Detached)

**Current:** Coquitlam's **8 % SOLD** Rate indicates a Buyer Market.

(This means 8 homes out of 100 sold last month with an Average \$50,000 Discount from the Original List Price) but do check the many micro-markets **8 %SOLD** rates for each neighbourhood.

*Most Active Price Range:* Homes below \$1 mill. have a **16.4 %SOLD** rate.

*Least Active Price Range:* Homes above \$2 mill. have **2.8 %SOLD** rate.

**History:** The Coquitlam Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$24,990.  
The Coquitlam Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$17,000.



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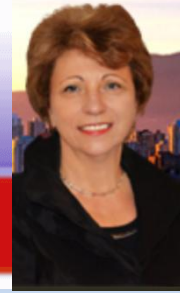
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Market Analysis and Forecasting

Oct 1/18 Coquitlam

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

### Coquitlam Price Range Statistics - Sept 2018

Home Price Range	Total Listings (Month)	Sales	DOM	Sell Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	67	11	19	97%	-\$7,000	16.4%	↑
\$1,000,000-1,200,000	68	9	37	91%	-\$94,000	13.2%	↓
\$1,200,001-\$1,400,000	132	10	28	94%	-\$73,400	7.6%	↓
\$1,400,001-\$1,600,000	125	7	24	97%	-\$40,000	5.6%	↓
\$1,600,001-\$2,000,000	102	8	31	97%	-\$62,500	7.8%	↓
\$2,000,001 and more	142	4	19	98%	-\$37,000	2.8%	↓
<b>Total Activity</b>	<b>636</b>	<b>49</b>	<b>34</b>	<b>96%</b>	<b>-\$50,000</b>	<b>8%</b>	↓

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

Monthly Changes Summary	Sep-17	Aug-18	Sep-18	10/1/2018	Change	
Total Listings** (A,S,T,C,X)	568	635	636		1	↑
Active Listings	380	506	494	503	9	↑
Solds	75	60	49		-11	↓
DOM	21	32	34		3	↑
%SOLD (Sales/Listings /Mthly Rate)	13%	9%	8%		-2%	↓
(Top 50%) Home Price Index HPIp	\$1,715,090	\$1,671,454	\$1,690,100		\$18,646	↑
(Lower 50%) Home Price Index HPIp	\$1,045,100	\$1,059,492	\$1,062,100		\$2,608	↑

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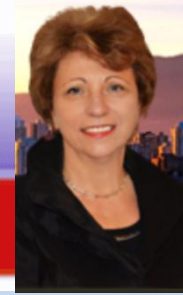
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# Vancouver Market Reports

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Market Analysis and Forecasting

Oct 1/18 Coquitlam

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

Coquitlam Neighbourhood Statistics - Sept 2018					Detached	
Neighbourhoods	Total Listings	Sales	DOM	Sell Price /List Price	Sell - List \$Difference	%SOLD
Burke Mountain	110	9	6	97%	-\$48,888	8.2%
Central Coquitlam-Chineside	124	7	36	93%	-\$108,450	5.6%
Coquitlam East	37	0				0.0%
Cape Horn	29	2	51	87%	-\$189,500	6.9%
Coquitlam West	72	5	19	95%	-\$69,000	6.9%
Eagle Ridge-Canyon Springs	14	2	2	97%	-\$34,000	14.3%
Harbour Chines	15	0				0.0%
Hockaday	13	3	38	95%	-\$70,000	23.1%
Harbour Place	10	0				0.0%
Meadow Brook	6	1	50	98%	-\$20,000	16.7%
Maillardville	61	6	35	96%	-\$7,450	9.8%
New Horizons	7	0				0.0%
Park Ridge Estates	2	0				0.0%
Ranch Park	34	8	23	96%	-\$34,950	23.5%
River Springs	7	1	15	97%	-\$25,000	14.3%
Scott Creek	10	0				0.0%
Eagle Ridge - Summit	13	0				0.0%
Westwood Plateau-Summit	72	5	24	97%	-\$40,000	6.9%
<b>Total Activity</b>	<b>636</b>	<b>49</b>	<b>34</b>	<b>96%</b>	<b>-\$50,000</b>	<b>8%</b>

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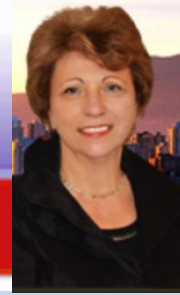
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# Vancouver Market Reports

Statistics, on the Web!

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Market Analysis and Forecasting

Oct 1/18 Coquitlam

## Next Months Market Forecast

**Forecast:** Coquitlam has a normal Listing supply; 503 homes are for sale. With the **8 %SOLD** Monthly Rate (**STR**) gives us ~13 months of inventory. 13% of the Active Listings have reduced their price by \$52,698 on Average or \$45,500 Median. We project Coquitlam Detached to be a Buyer Market.

September's Real Estate Statistics shows **62%** of Vancouver's Detached Markets values experienced an Average Monthly Price **decrease** of **\$9,914**. As a whole, this marks an improvement from the \$26,380 drop that we saw in the month prior. On Average, the Fraser Valley Market shows a \$7,980 monthly price decrease. Consumer confidence has been boosted with our new NAFTA trade agreement, but offset with the continued tougher mortgage lending rules and pending interest rate increases. We are still forecasting a **Buyer's Market** across most Detached Markets for the following month.

Currently, the Condo Market continues to present a Cool Market with 63% of the Greater Vancouver (Lower Mainland) now decreasing. At the same time, 86% of the Townhouse Markets are decreasing. (24 out of 28 Markets). Both Markets indicate a Buyer's "Taking a Rain check" behavior for the last 2 quarters. We are still forecasting a Buyers Market in all Condo/Townhouse Markets for the foreseeable future. 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.

Raw Data collected from the Real Estate Boards: FVREB - REBGV - CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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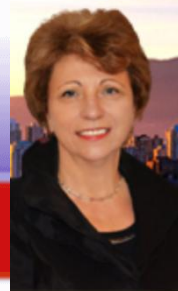
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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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## Market Analysis and Forecasting

Oct 1/18 Coquitlam

Detached Coquitlam 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?

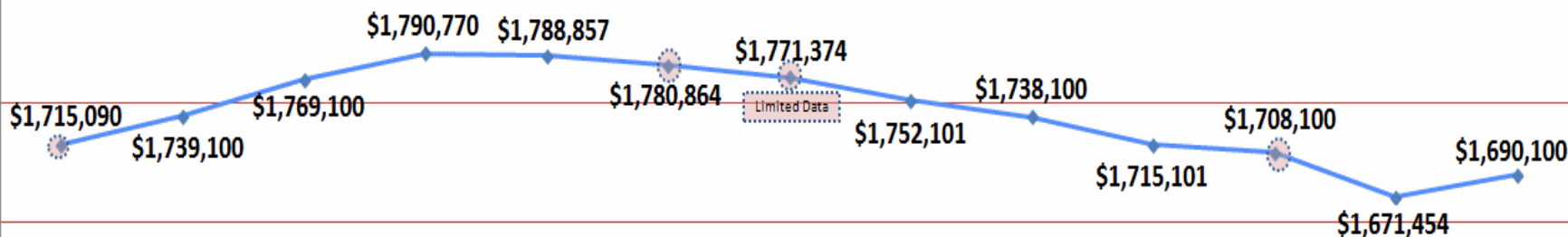
Home Price Index → HPIp (Top 50%)

Homes Over \$1,300,000



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 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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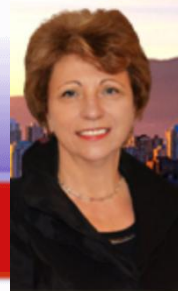
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Statistics, on the Web!

detached homes



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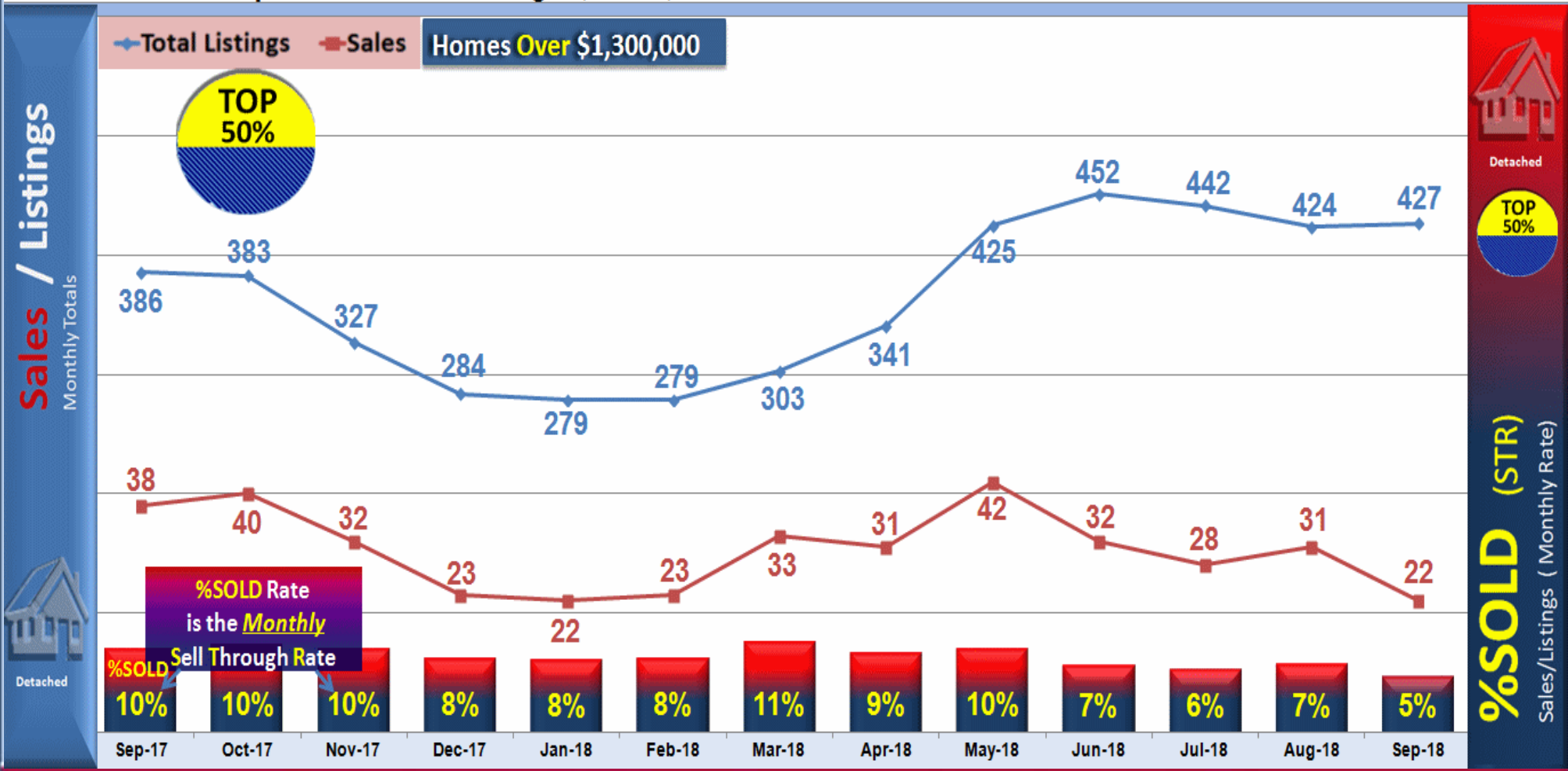
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## Market Analysis and Forecasting

Oct 1/18 Coquitlam

### Detached Coquitlam Total Listings\*\*, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached



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



Detached

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Statistics, on the Web!

detached homes



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## Market Analysis and Forecasting

Oct 1/18 Coquitlam

Detached Coquitlam 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)

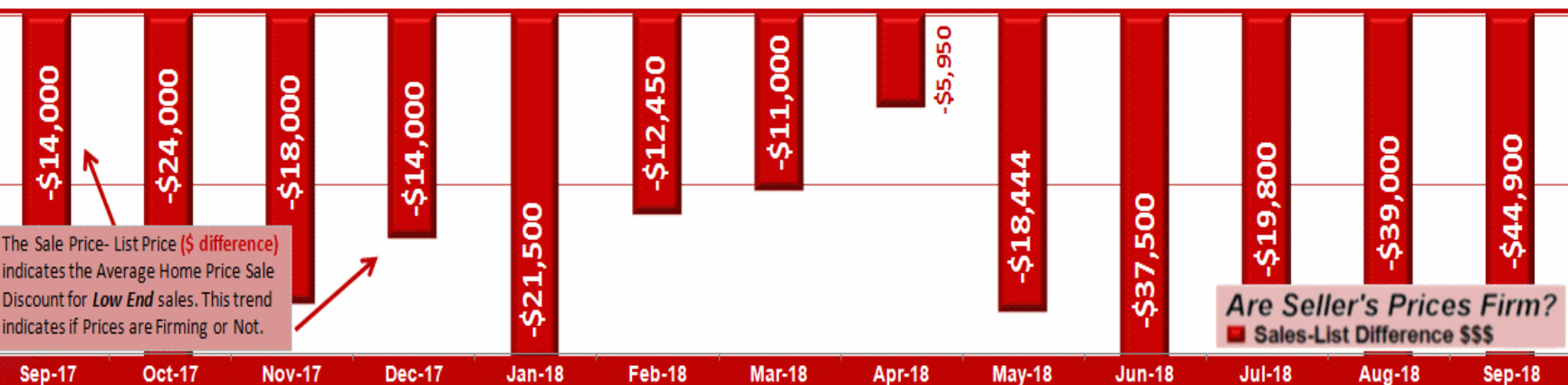
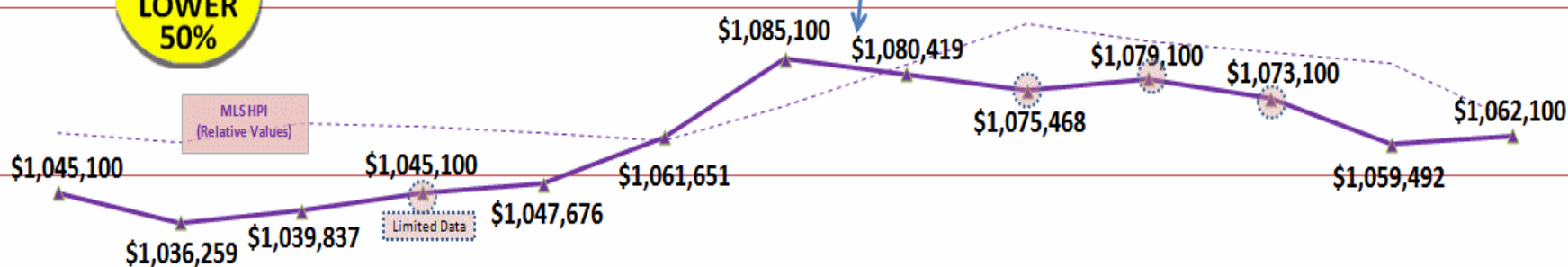
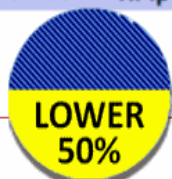
Home Price Changes  
(Home Price Index Paired sales from 2005)

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

Homes Below \$1,300,000

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes.

(Note: Each Sale is paired to its 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



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

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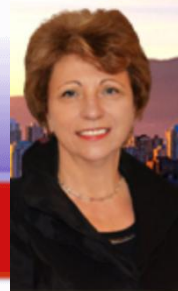
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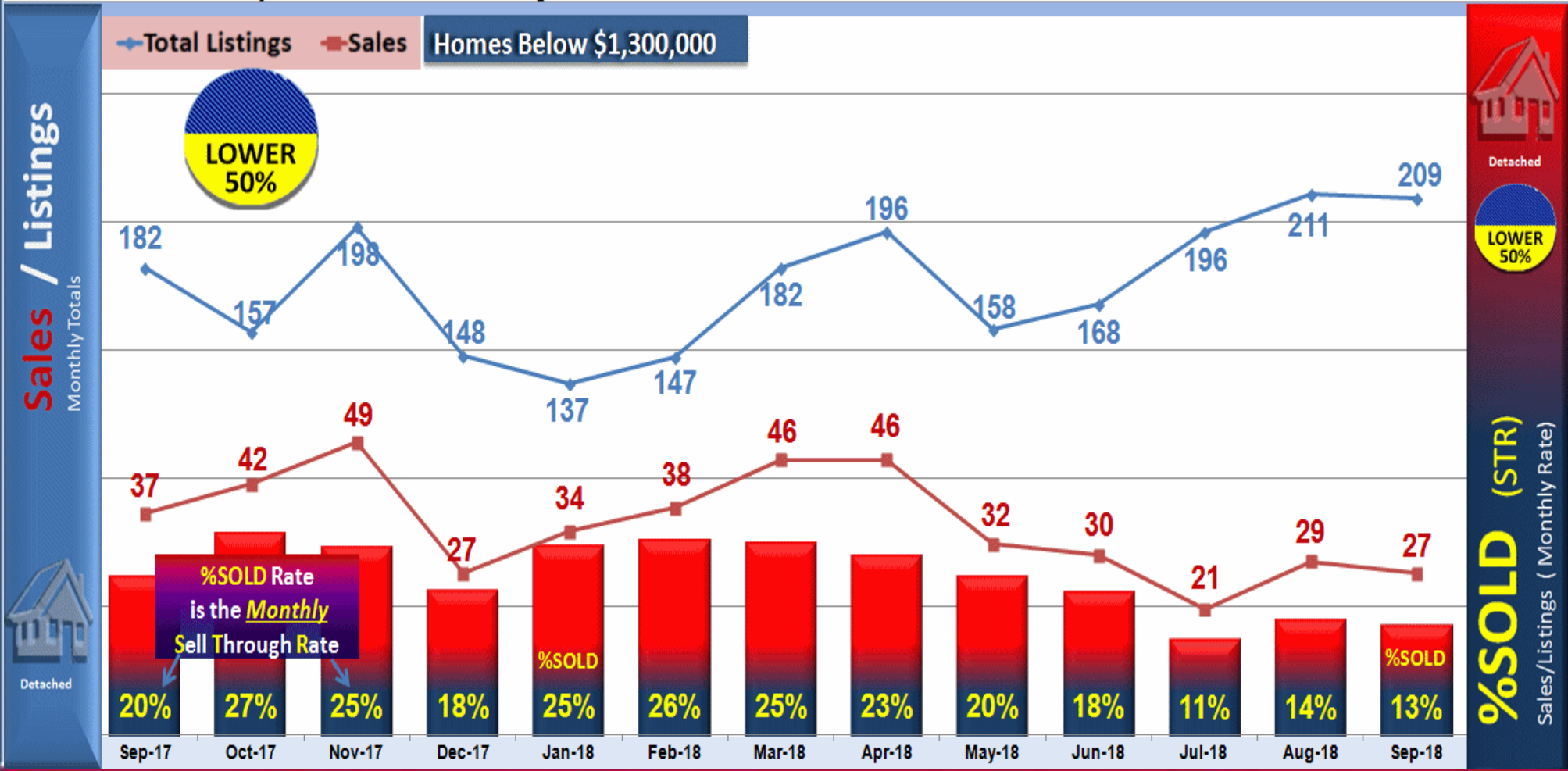
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Market Analysis and Forecasting

Oct 1/18 Coquitlam

Detached Coquitlam Total Listings\*\*, Sales, and %SOLD rates



Sales / Listings

Monthly Totals



Detached

LOWER 50%

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



Detached

%SOLD Rate is the Monthly Sell Through Rate

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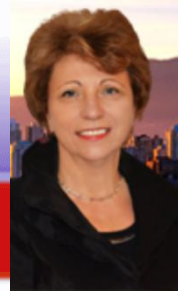
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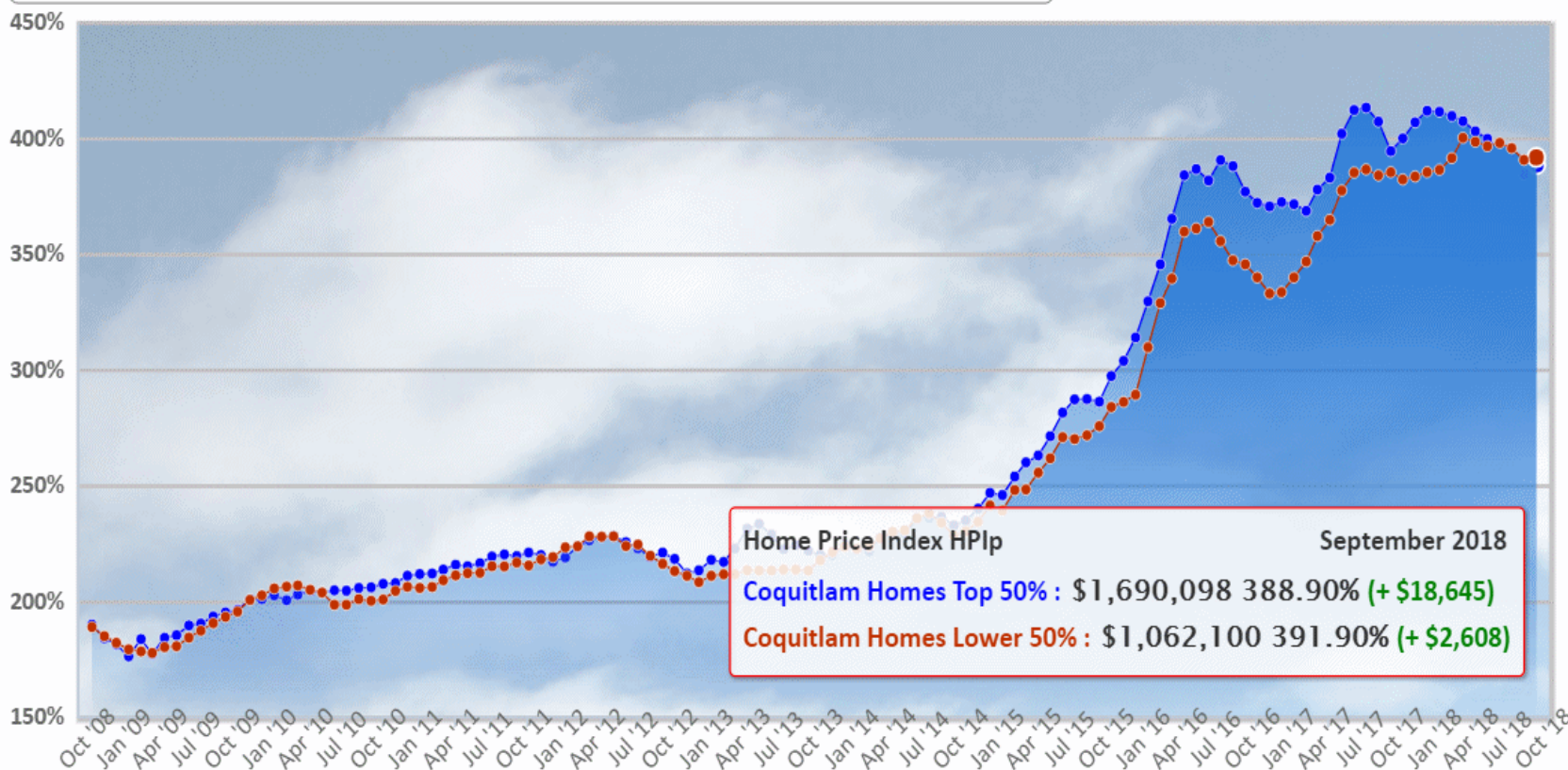
Market Analysis and Forecasting

Oct 1/18 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp



Coquitlam Homes Top 50% : HPIp Forecast+ Forecast-  
 Coquitlam Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Sep 2018	% 388.90
Aug 2018	% 384.60
Jul 2018	% 393.10
Jun 2018	% 394.70
May 2018	% 400.00
Apr 2018	% 403.20
Mar 2018	% 407.60
Feb 2018	% 409.80
Jan 2018	% 411.70
Dec 2017	% 412.10
Nov 2017	% 407.10
Oct 2017	% 400.20

<<< 1 2 3 >>>

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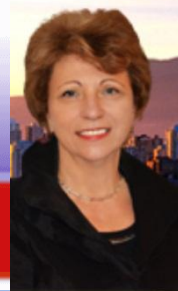
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Market Analysis and Forecasting Oct 1/18 Maple Ridge-Pitt Meadows

## Maple Ridge-Pitt Meadows Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Sept 2017 – Sept 2018 (Quarters)

房屋类型: 迄于今年 (每季) 由2017 九月份至2018 九月份

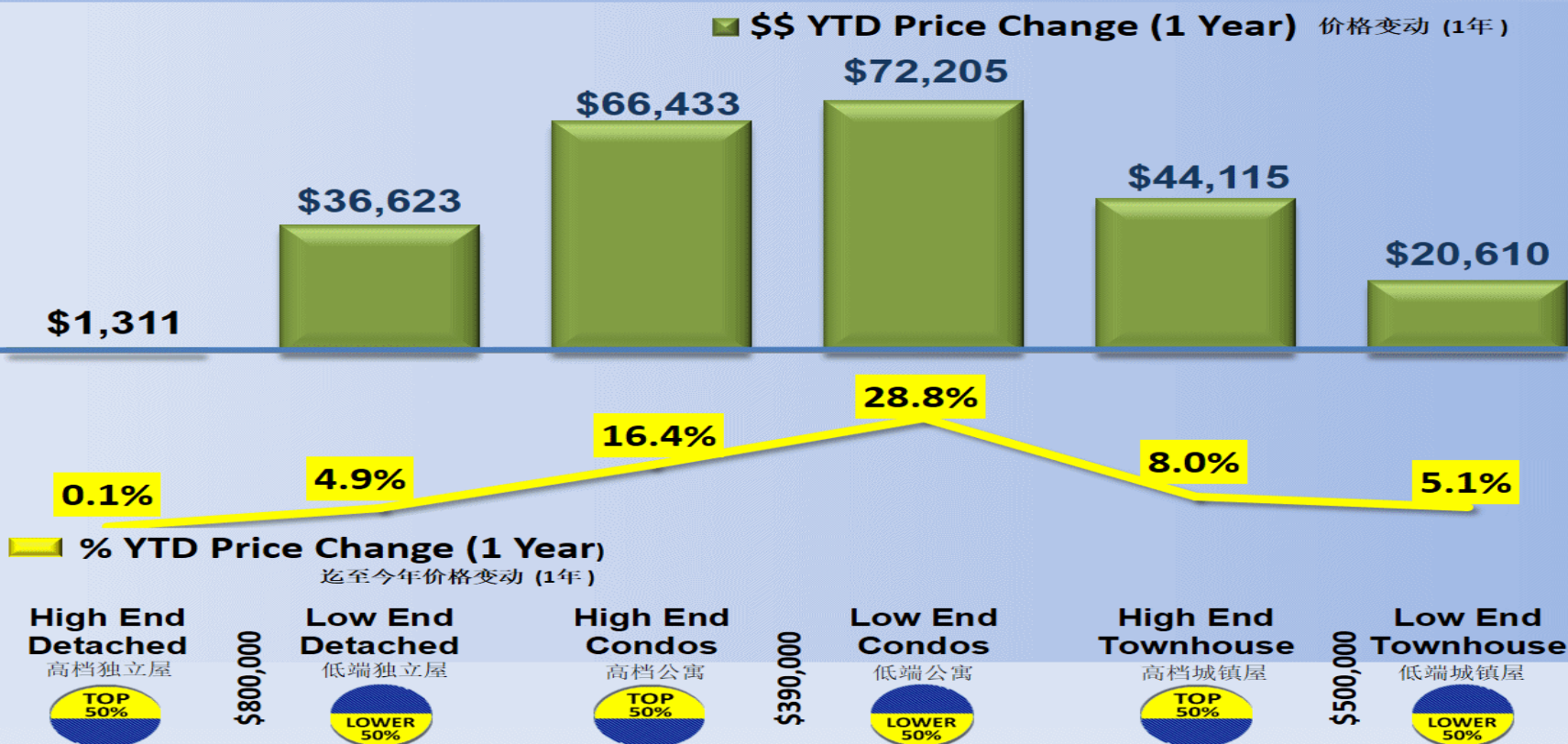
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房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



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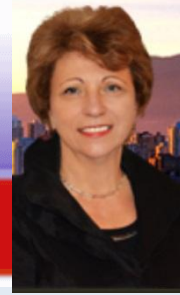
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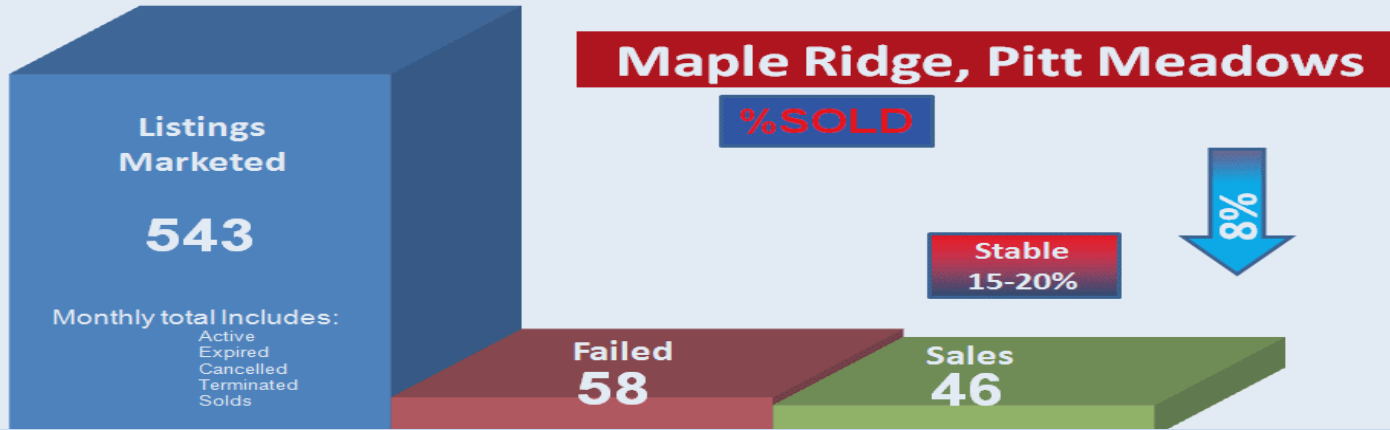


## Elizabeth Dziewanska



Market Analysis and Forecasting Oct 1/18 Maple Ridge-Pitt Meadows

### Monthly Market Activity - Sept 2018 Single Family



#### Oct 1 2018 Maple Ridge & Pitt Meadows Market Update (Detached)

**Current:** Maple Ridge & Pitt Meadows are in a Buyer Market with Average Listing inventories, a **8 %SOLD** Rate and Sell Price/List Price = 97% (Meaning there is an Average of a \$25,000 Discount on a Sale from the List price)  
*Most Active Price Range:* Homes below \$700,000 have **20.9 %SOLD** Rate.  
*Least Active Price Range:* Homes above \$1.3 mill. have **0.8 %SOLD** Rate.

**History:** The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices decreased \$2,470.  
 The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$32,272.

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

\*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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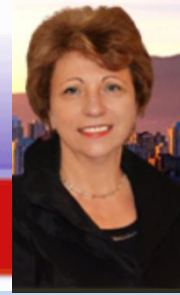
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# Vancouver Market Reports

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Market Analysis and Forecasting Oct 1/18 Maple Ridge-Pitt Meadows

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

Maple Ridge and Pitt Meadows List Price Ranges Statistics - Sept 2018							Detached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$700,000	43	9	30	95%	-\$29,000	20.9%	↑
\$700,001-\$775,000	58	10	15	99%	-\$5,000	17.2%	↑
\$775,001-\$850,000	66	7	29	98%	-\$16,000	10.6%	
\$850,001-\$950,000	86	11	29	96%	-\$34,900	12.8%	
\$950,001-\$1,300,000	159	8	31	98%	-\$26,150	5.0%	↓
\$1,300,001 and more	131	1	0	100%	\$0	0.8%	↓
<b>Total Activity</b>	<b>543</b>	<b>46</b>	<b>24</b>	<b>97%</b>	<b>-\$21,850</b>	<b>8%</b>	↓

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

Monthly Changes Summary	Sep-17	Aug-18	Sep-18	10/1/2018	Change	
Total Listings** (A,S,T,C,X)	581	558	543		-15	↓
Active Listings (1st of the month)	406	413	411	439	28	↑
Solds	139	74	46		-28	↓
Days on Market (DOM)	13	25	24		-1	↓
%SOLD (Sales/Listings/Mthly Rate)	24%	13%	8%		-4.8%	↓
(Upper 50%) Home Price Index HPIp	\$1,018,926	\$993,100	\$1,016,455		\$23,355	↑
(Lower 50%) Home Price Index HPIp	\$734,101	\$778,535	\$766,373		-\$12,162	↓

\*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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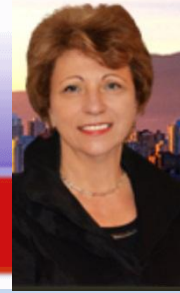
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# Vancouver Market Reports

Statistics, on the Web!

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Market Analysis and Forecasting Oct 1/18 Maple Ridge-Pitt Meadows

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

### Maple Ridge, Haney and Pitt Mdws Sub areas Stats - Sept 2018

Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Albion	65	7	9	100%	-\$900	10.8%
Cottonwood MR	47	9	29	97%	-\$23,800	19.1%
East Central	68	9	45	97%	-\$19,900	13.2%
Northeast-North Maple Ridge	17	1	17	98%	-\$27,400	5.9%
Northwest Maple Ridge	38	5	5	99%	-\$5,000	13.2%
Silver Valley	51	2	20	99%	-\$12,350	3.9%
Southwest Mple Rdg	48	4	5	95%	-\$34,400	8.3%
Thornhill	30	1	130	91%	-\$101,000	3.3%
Websters Corners	35	1	29	96%	-\$34,900	2.9%
West Central	58	3	20	97%	-\$23,800	5.2%
Whonnock	21	0				0.0%
Central & Mid Meadows	29	3	54	96%	-\$36,150	10.3%
North & West Meadows	24	0				0.0%
South Meadows	12	1	43	96%	-\$35,000	8.3%
<b>Total Activity</b>	<b>543</b>	<b>46</b>	<b>24</b>	<b>97%</b>	<b>-\$21,850</b>	<b>8%</b>

\*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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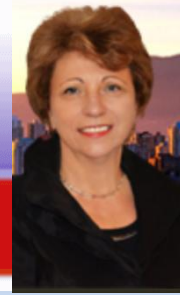
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Market Analysis and Forecasting Oct 1/18 Maple Ridge-Pitt Meadows

## Next Months Market Forecast

### Forecast:

Maple Ridge & Pitt Meadows has normal Listing supply; 439 homes are for sale and with the **8 %SOLD** Monthly Rate gives us a ~13 months of inventory. Another Indicator: 22% of the Active listings have Reduced their Price by \$52,353 on Average or \$30,950 Median in the last month. We project Maple Ridge - Pitt Meadows Detached to continue into a Buyer Market.

September's Real Estate Statistics shows **62%** of Vancouver's Detached Markets values experienced an Average Monthly Price **decrease** of **\$9,914**. As a whole, this marks an improvement from the \$26,380 drop that we saw in the month prior. On Average, the Fraser Valley Market shows a \$7,980 monthly price decrease. Consumer confidence has been boosted with our new NAFTA trade agreement, but offset with the continued tougher mortgage lending rules and pending interest rate increases. We are still forecasting a **Buyer's Market** across most Detached Markets for the following month.

Currently, the Condo Market continues to present a Cool Market with 63% of the Greater Vancouver (Lower Mainland) now decreasing. At the same time, 86% of the Townhouse Markets are decreasing. (24 out of 28 Markets). Both Markets indicate a Buyer's "Taking a Rain check" behavior for the last 2 quarters. We are still forecasting a Buyers Market in all Condo/Townhouse Markets for the foreseeable future. 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.

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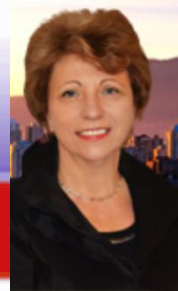
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## Market Analysis and Forecasting Oct 1/18 Maple Ridge-Pitt Meadows

Detached

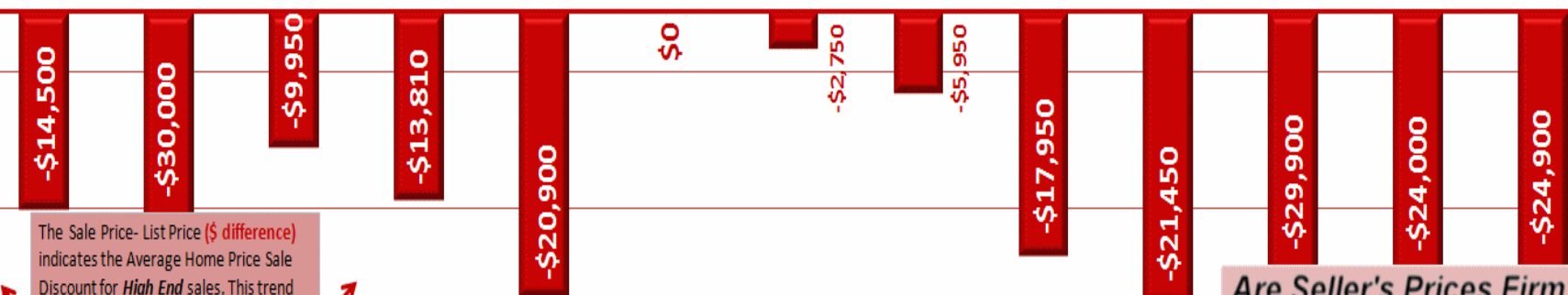
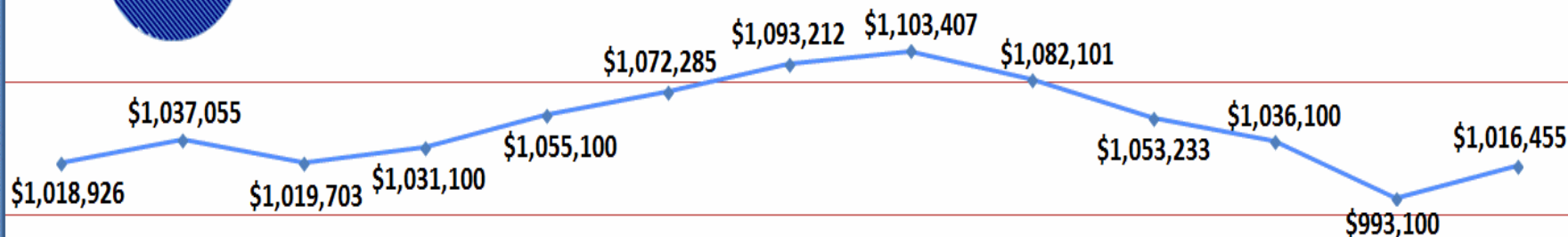
Maple Ridge and Pitt Meadows Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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

Homes Over \$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 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)

\*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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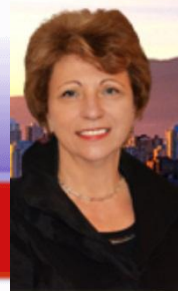
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# Vancouver Market Reports

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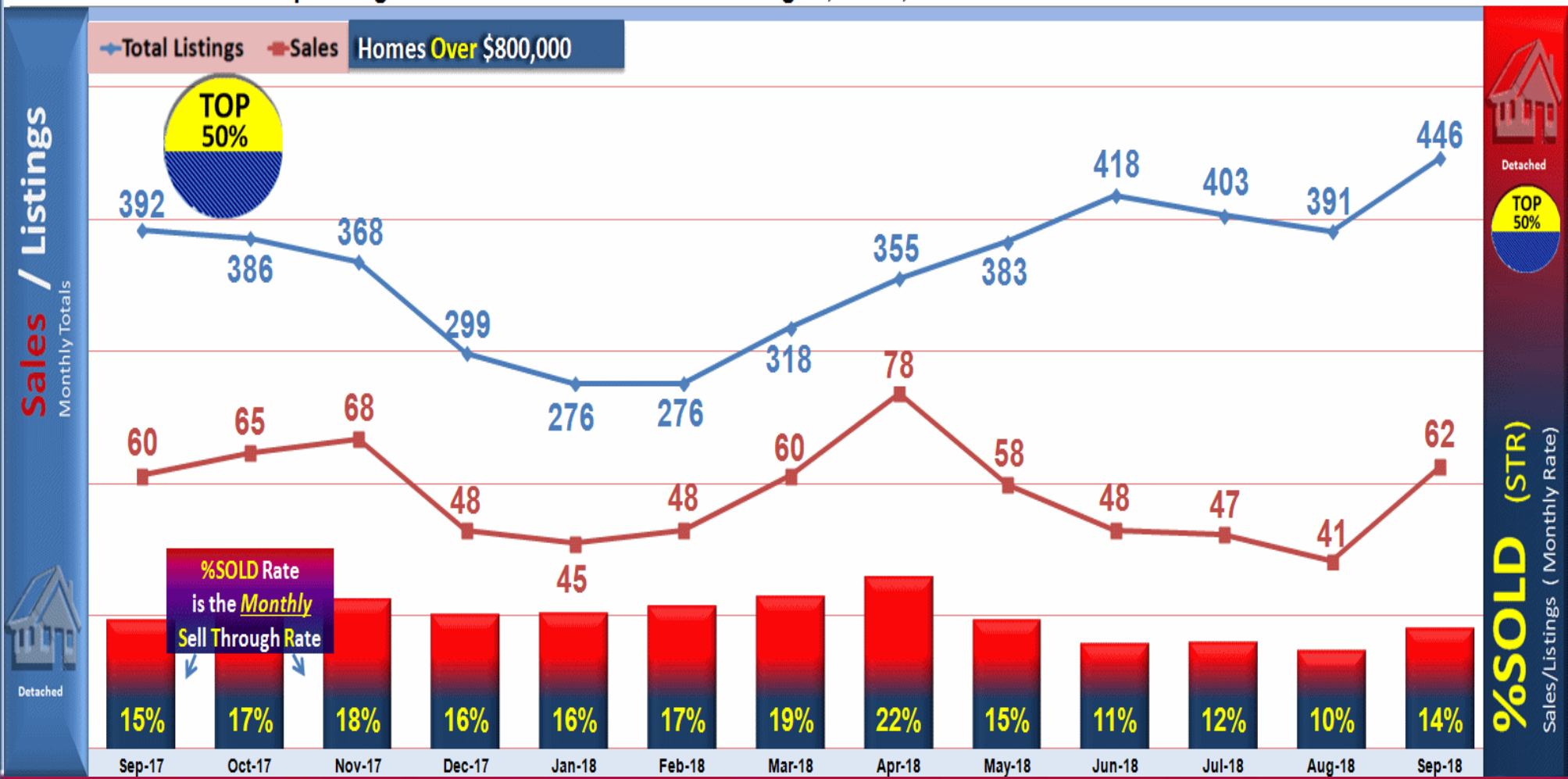
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## Market Analysis and Forecasting Oct 1/18 Maple Ridge-Pitt Meadows

Detached Maple Ridge & Pitt Meadows Total Listings\*\*, Sales, and %SOLD Rates



Sales / Listings  
Monthly Totals

Detached  
TOP 50%

%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 Oct 1/18 Maple Ridge-Pitt Meadows

Detached

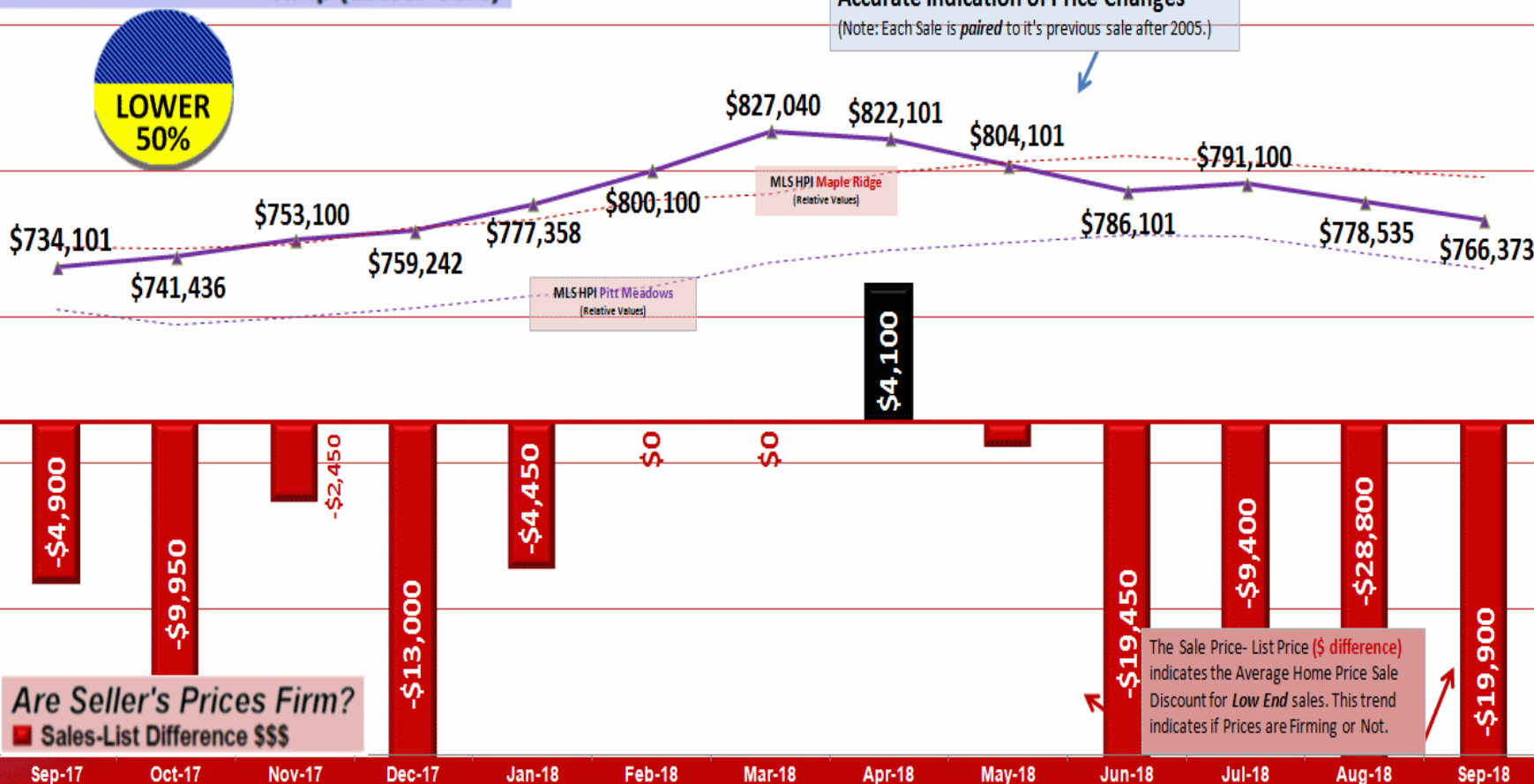
Maple Ridge and Pitt Meadows Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (Average Home Sold for \$ less than their Original List price for Low End Home sales)

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

Homes Below \$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.)



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



Detached



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

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 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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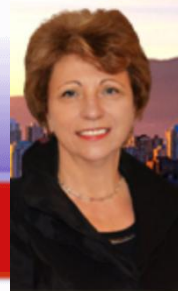
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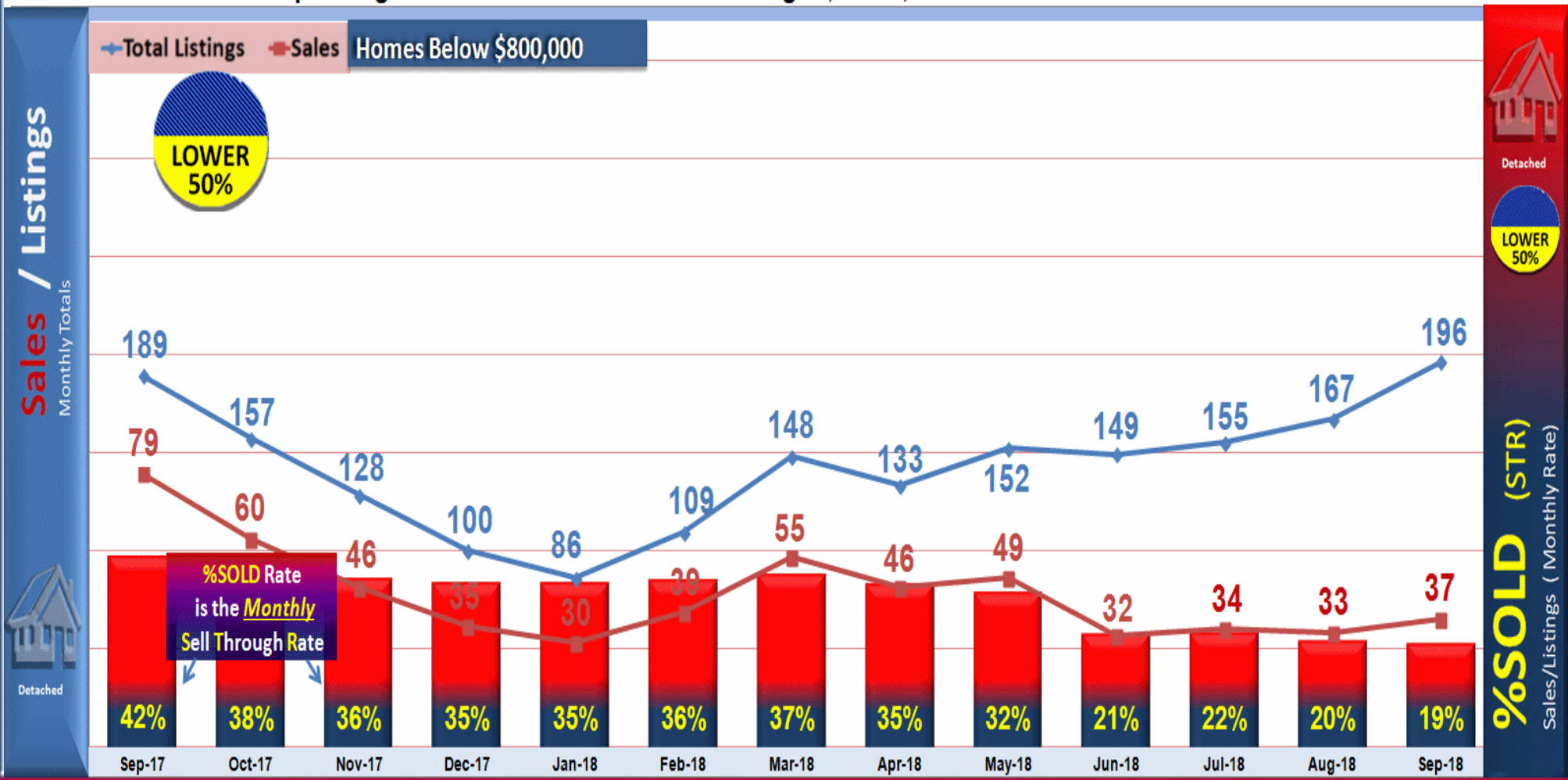
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## Market Analysis and Forecasting Oct 1/18 Maple Ridge-Pitt Meadows

Detached Maple Ridge & Pitt Meadows Total Listings\*\*, Sales, and %SOLD Rates



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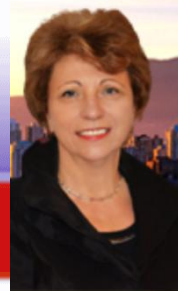
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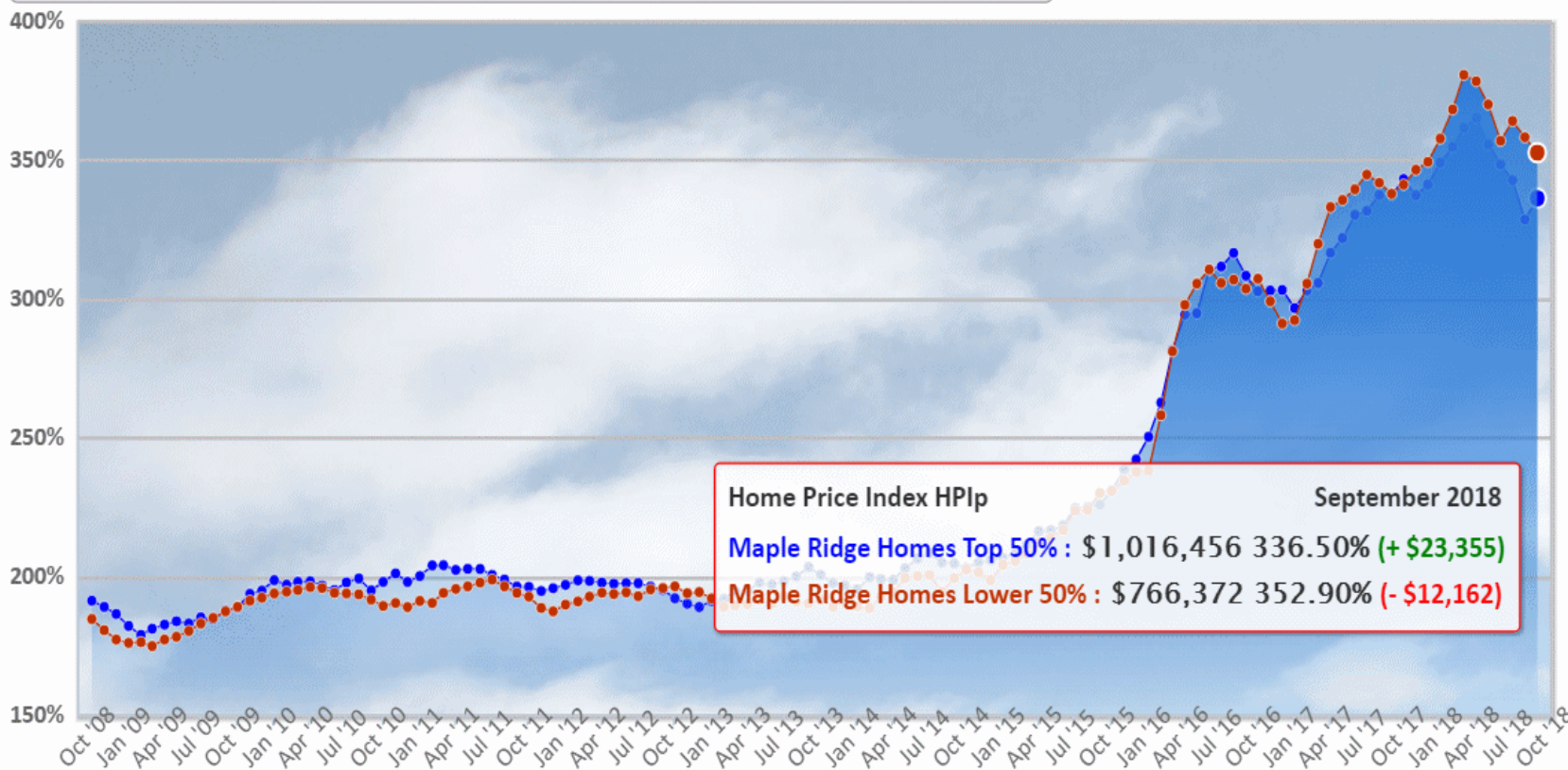
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## Market Analysis and Forecasting Oct 1/18 Maple Ridge-Pitt Meadows

Powered by the Greater Vancouver Market Reports HPIp



Maple Ridge Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Maple Ridge Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Sep 2018	% 336.50
Aug 2018	% 328.80
Jul 2018	% 343.00
Jun 2018	% 348.70
May 2018	% 355.90
Apr 2018	% 365.30
Mar 2018	% 361.90
Feb 2018	% 355.00
Jan 2018	% 349.30
Dec 2017	% 341.40
Nov 2017	% 337.60
Oct 2017	% 343.40

<<< 123 >>>

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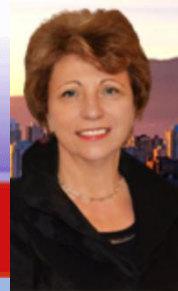
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Market Analysis and Forecasting

Oct 1/18 Mission

### Mission Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Sept 2017 – Sept 2018 (Quarters)

房屋类型: 迄至今年 (每季) 由2017 九月份至2018 九月份

Powered by: Vancouver Market Reports HPIp

\$55,202

■ \$\$ YTD Price Change (1 Year)

价格变动 (1年)

\$47,184

6.3%

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

8.6%

High End Detached

高档独立屋



\$675,000

Low End Detached

低端独立屋



房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports

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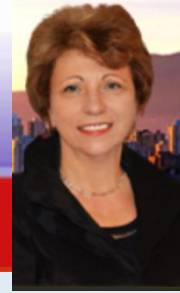
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Market Analysis and Forecasting

Oct 1/18 Mission

## Monthly Market Activity - Sept 2018 - Single Family



### Oct 1 2018 Mission Market Update (Detached)

**Current:** Mission is a Stable Market with normal listing inventories, **11 %SOLD** rate and Sale Price /List Price = 96% (e.g.: means an average of a \$29,350 Discount from the original list price on sale.)

*Most Active Price Range:* Homes below \$350,000 have **16.7% SOLD** rate.

*Least Active Price Range:* Homes above \$800,000 have a **7.5 %SOLD** rate.

**History:** The Mission Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$45,000. The Mission Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$43,124.

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



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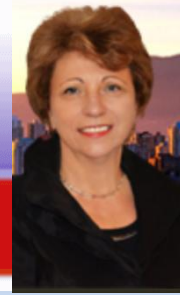
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Market Analysis and Forecasting

Oct 1/18 Mission

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

### Mission List Price Ranges Statistics - Sept 2018

Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$350,000	24	4	4	97%	-\$5,450	16.7%	↑
\$350,001-\$550,000	21	3	127	96%	-\$19,000	14.3%	
\$550,001-\$675,000	63	11	41	96%	-\$25,000	17.5%	↑
\$675,001-\$800,000	93	11	51	95%	-\$32,400	11.8%	
\$800,001 and more	200	15	6	95%	-\$60,000	7.5%	↓
<b>Total Activity</b>	<b>401</b>	<b>44</b>	<b>27</b>	<b>96%</b>	<b>-\$29,350</b>	<b>11%</b>	

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

Monthly Changes Summary	Sep-17	Aug-18	Sep-18	10/1/2018	Change	
Total Listings (A,S,T,C,X)	353	403	401		-2	↓
Active Listings (1st of the month)	252	312	306	318	12	↑
Solds	83	56	44		-12	↓
Days on Market (DOM)	17	28	27		-1	↓
%SOLD (Sales/ Listings /monthly rate)	23.5%	13.9%	11.0%		-3%	↓
(Top 50%) Home Price Index HPIp	\$883,100	\$921,805	\$928,100		\$6,295	↑
(Lower 50%) Home Price Index HPIp	\$552,100	\$592,706	\$595,224		\$2,518	↑



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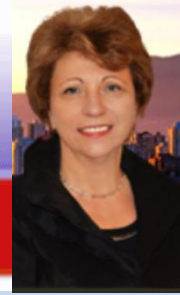
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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Oct 1/18 Mission

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

Mission Sub areas Statistics - Sept 2018						Detached	
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
Hatzic	42	4	18	98%	-\$7,950	9.5%	
Stave Falls	20	1	5	94%	-\$74,900	5.0%	
Steelhead	5	0				0.0%	
Mission	264	28	40	95%	-\$36,250	10.6%	
Durieu	14	0				0.0%	
Dewdney Deroche	15	3	3	98%	-\$9,000	20.0%	
Lake Errock	16	2	58	95%	-\$19,950	12.5%	
Hemlock	2	1	135	96%	-\$19,000	50.0%	
Mission-West	23	5	8	92%	-\$100,000	21.7%	
<b>Total Activity</b>	<b>401</b>	<b>44</b>	<b>27</b>	<b>96%</b>	<b>-\$29,350</b>	<b>11%</b>	



\*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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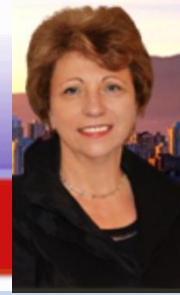
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REALTY

Market Analysis and Forecasting

Oct 1/18 Mission

## Next Months Market Forecast

**Forecast:** Mission has average Listing Supply; 318 homes are for sale and with the **11 % SOLD** monthly rate gives us a ~11 months of inventory. Another indicator: 16% of the Active Listings have Reduced their Price by \$29,227 on Average and \$25,000 on Median for the last month. We project Mission Detached to be a stable market.

September's Real Estate Statistics shows 72% of Fraser Valley's Detached Markets decreased values in this last month Overall, Single Family Homes in Fraser Valley experienced an Average Monthly Price decrease of **\$7,980** which is less than the price drop of \$14,299 that we saw in the month prior. At the same time, the Vancouver Detached Markets showed an average price decrease of **\$9,914**. Consumer confidence has been boosted with our new NAFTA trade agreement, but offset with the continued tougher mortgage lending rules and pending interest rate increases. We are still forecasting a **Buyer's Market** across most Detached Markets for the following month.

Currently, the Condo Market continues to present a Cool Market with 63% of the Greater Vancouver (Lower Mainland) now decreasing. At the same time, 86% of the Townhouse Markets are decreasing. (24 out of 28 Markets). Both Markets indicate a Buyer's "Taking a Rain check" behavior for the last 2 quarters. We are still forecasting a Buyers Market in all Condo/Townhouse Markets for the foreseeable future. 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



\*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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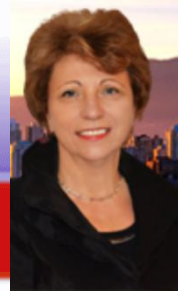
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# Vancouver Market Reports

Statistics, on the Web!

detached homes



Elizabeth Dziewanska

TEAM ELA

PARK Georgia REALTY

## Market Analysis and Forecasting

Oct 1/18 Mission

### Detached

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)

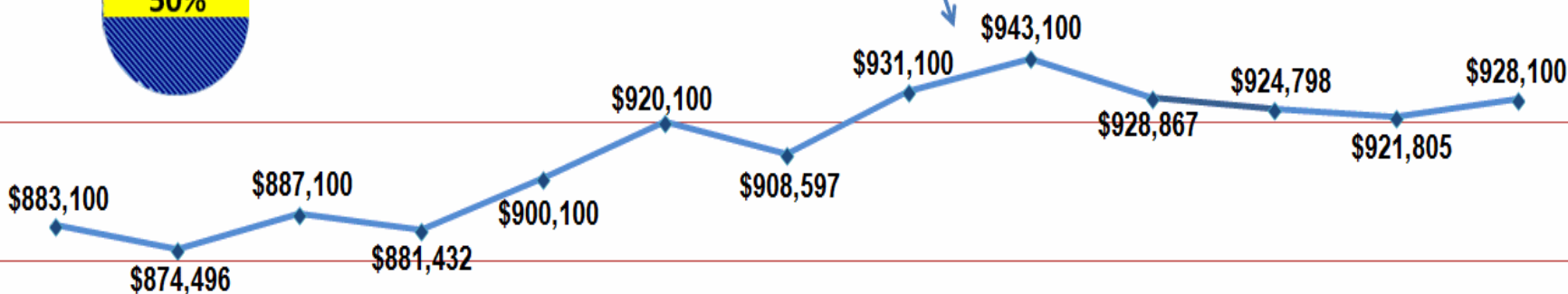
Home Price Changes  
(Home Price Index Paired sales from 2005)

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

Homes Over \$675,000

The Home Price Index **HPIp** is our MOST Accurate Indication of Price Changes.

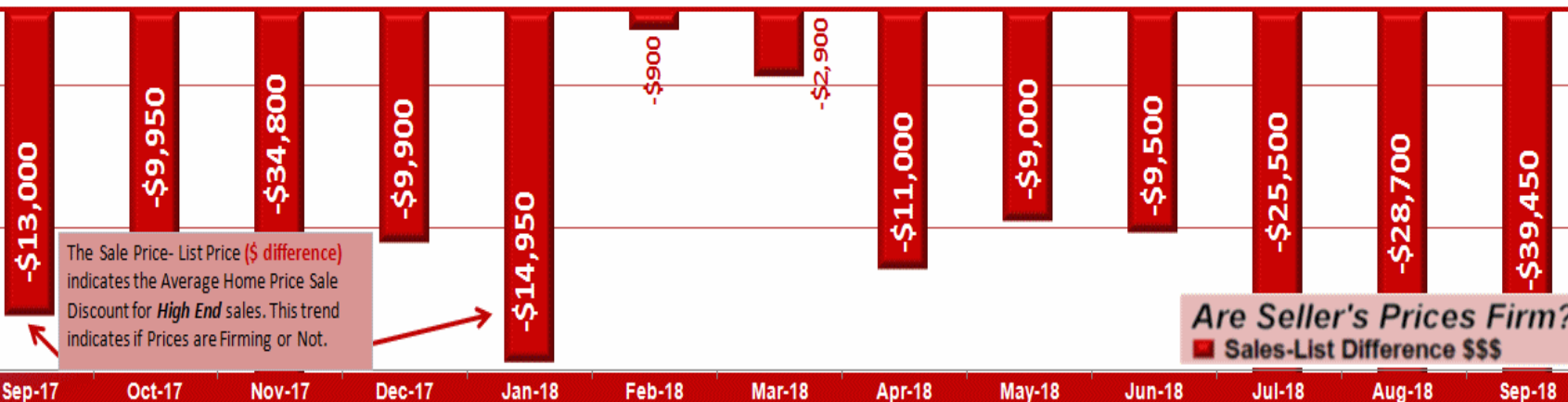
(Note: Each Sale is paired to its previous sale after 2005)



Detached

TOP 50%

Sales Discount \$\$  
Sale Price - Original List Price ( \$\$ 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.

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

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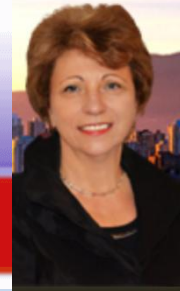
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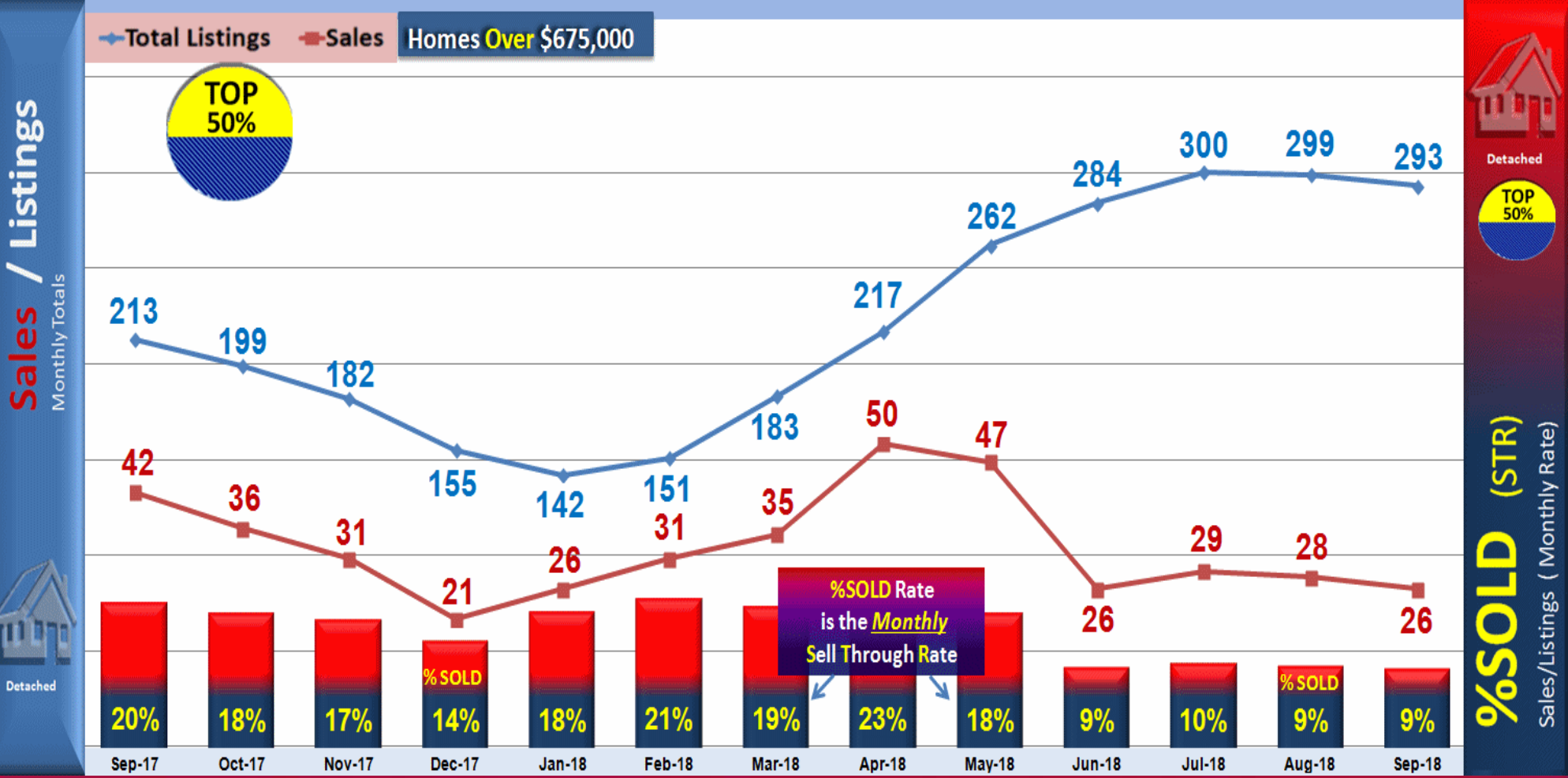
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## Market Analysis and Forecasting

Oct 1/18 Mission

### Detached Mission Total Listings\*\*, Sales, and %SOLD Rates



Sales / Listings

Monthly Totals



Detached



Detached



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

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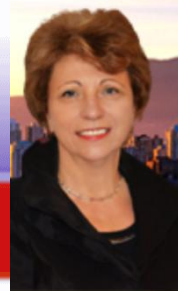
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Statistics, on the Web!

detached homes



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## Market Analysis and Forecasting

Oct 1/18 Mission

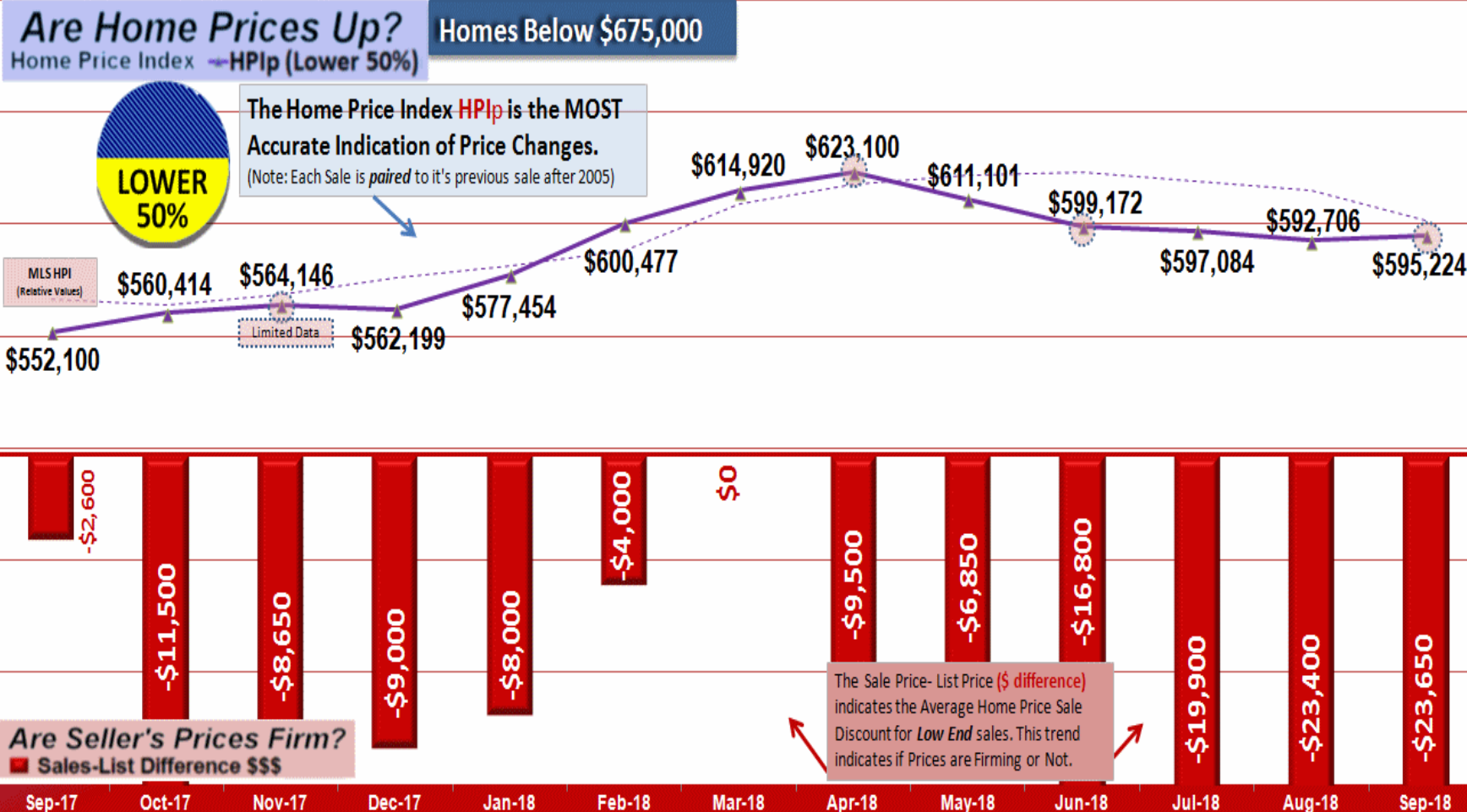
### Detached

Mission Home Price Index **HPIp** (Lower 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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



Detached



Detached



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

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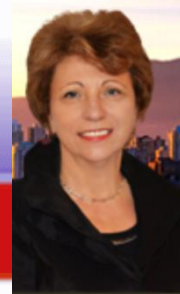
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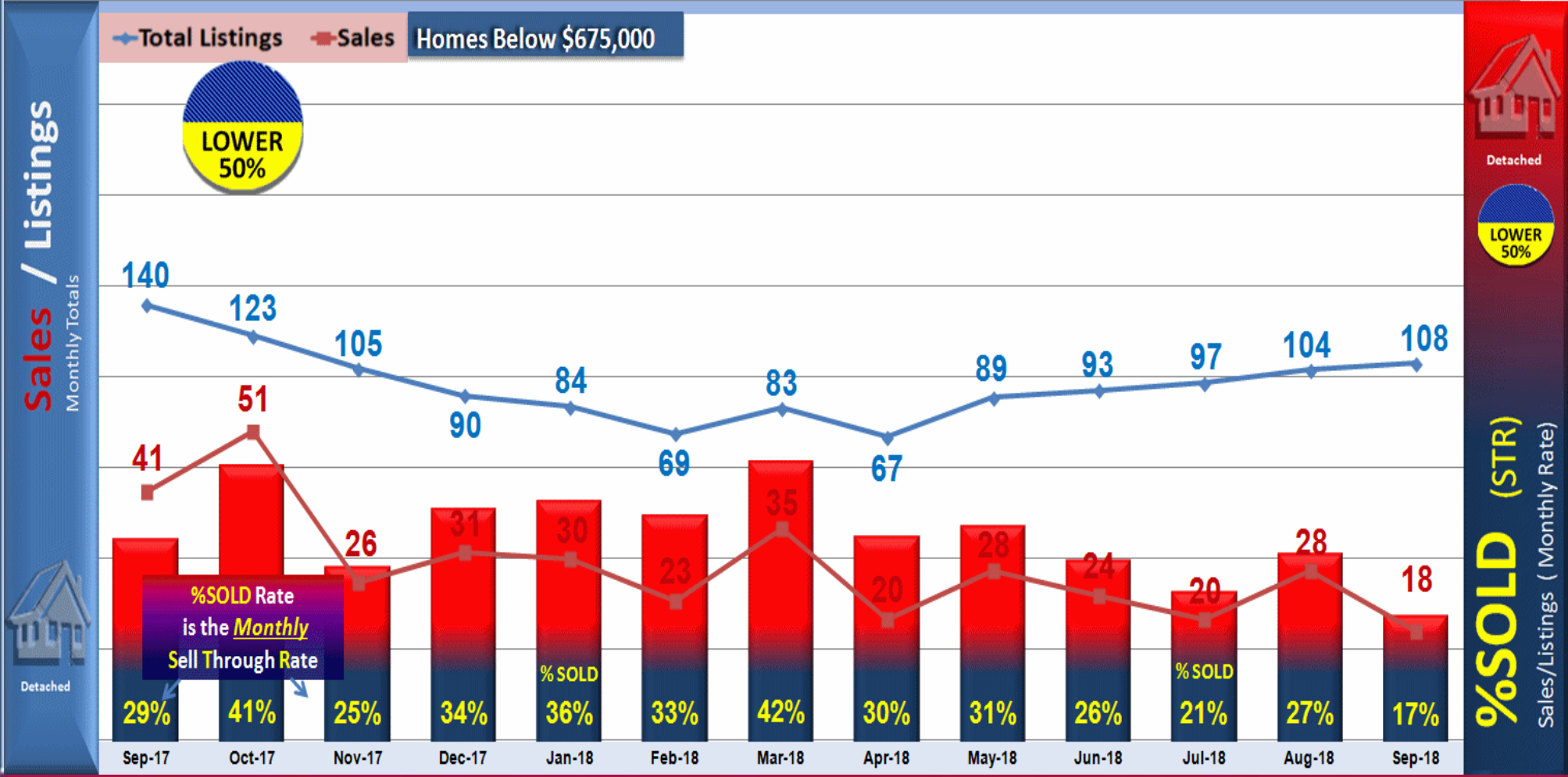
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## Market Analysis and Forecasting

Oct 1/18 Mission

### Detached Mission Total Listings\*\*, Sales, and %SOLD Rates



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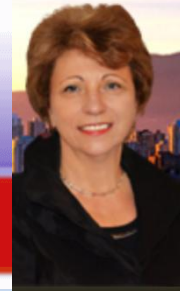
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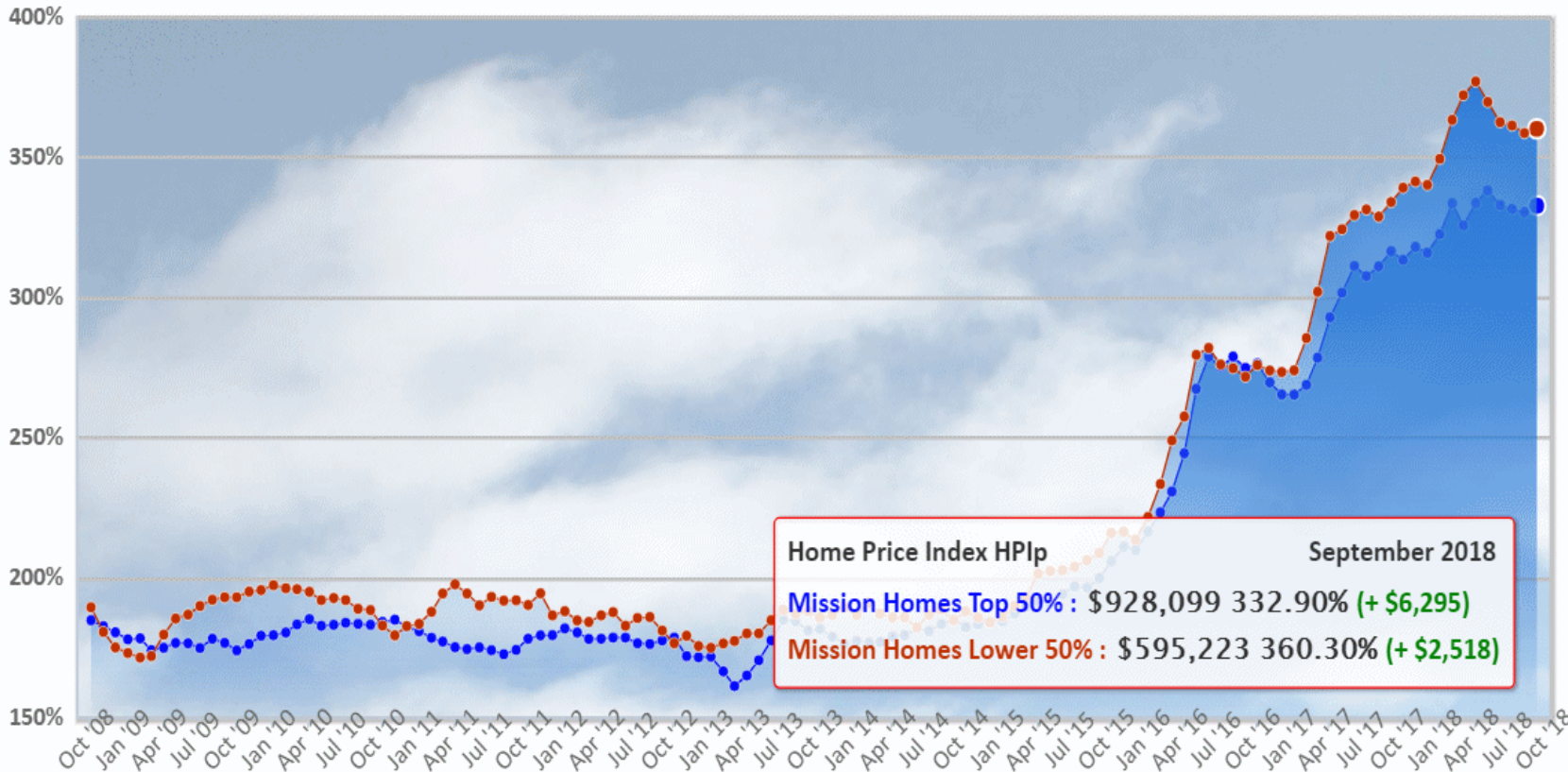
## Market Analysis and Forecasting

Oct 1/18 Mission

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Sep 2018	% 332.90
Aug 2018	% 330.60
Jul 2018	% 331.70
Jun 2018	% 333.10
May 2018	% 338.30
Apr 2018	% 333.90
Mar 2018	% 325.90
Feb 2018	% 333.80
Jan 2018	% 322.80
Dec 2017	% 316.10
Nov 2017	% 318.20
Oct 2017	% 313.60

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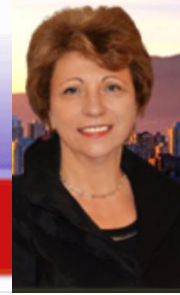
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# Vancouver Market Reports

Statistics, on the Web!

attached homes



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## Market Analysis and Forecasting

Oct 1/18 Coquitlam

### Coquitlam Sub areas Statistics - Sept 2018

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD
Burke Mountain	63	12	6	100%	\$0	19.0%
Central Coquitlam	27	1	20	96%	-\$23,000	3.7%
Coquitlam East	7	0				0.0%
Cape Horn	0	0				0.0%
Chineside	147	17	25	98%	-\$13,880	11.6%
Coquitlam West	26	2	46	96%	-\$17,400	7.7%
Canyon Springs	19	6	36	97%	-\$16,950	31.6%
Eagle Ridge CQ	1	0				0.0%
Harbour Chines	3	0				0.0%
Maillardville	46	8	12	98%	-\$9,175	17.4%
North Coquitlam	174	20	29	97%	-\$18,950	11.5%
New Horizons	53	9	25	97%	-\$18,000	17.0%
Ranch Park	1	0				0.0%
Scott Creek	3	0				0.0%
Upper Eagle Ridge	2	0				0.0%
Westwood Plateau	74	7	12	100%	\$0	9.5%
<b>Total Activity</b>	<b>646</b>	<b>82</b>	<b>19</b>	<b>98%</b>	<b>-\$12,400</b>	<b>13%</b>

### Coquitlam List Price Ranges Statistics - Sept 2018

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD
0-\$400,000	27	5	30	94%	-\$24,000	18.5%
\$400,000-\$500,001	70	17	17	98%	-\$9,900	24.3%
\$500,000-\$600,001	165	19	35	97%	-\$14,000	11.5%
\$600,000-\$700,001	136	12	24	98%	-\$12,950	8.8%
\$700,000-\$800,001	86	12	25	95%	-\$36,450	14.0%
\$800,001 and more	162	17	9	100%	\$0	10.5%
<b>Total Activity</b>	<b>646</b>	<b>82</b>	<b>19</b>	<b>98%</b>	<b>-\$12,400</b>	<b>13%</b>

### Monthly Changes Summary

	Sep-17	Aug-18	Sep-18	10/1/2018	Change
Total Listings** (A,S,T,C,X)	416	614	646		32
Active Listings	221	431	431	499	68
Solds	148	117	82		-35
Days on Market (DOM)	10	9	19		10
%SOLD (Sales/Listings /Mthly Rate)	35.6%	19.1%	12.7%		-6.4%
<b>Condos (Top 50%)</b> Home Price Index H	\$525,175	\$561,439	\$565,100		\$3,661
<b>Condos (Lower 50%)</b> Home Price Index L	\$365,346	\$410,828	\$405,097		-\$5,731
<b>Twnhs (Top 50%)</b> Home Price Index HF	\$847,634	\$881,101	\$868,028		-\$13,073
<b>Twnhs (Lower 50%)</b> Home Price Index HL	\$530,101	\$537,101	\$535,065		-\$2,036

### Oct 12018 Coquitlam Market Update Attached Townhomes/ Condos

**Current:** Coquitlam is a Stable Market with average listing inventory, a **13% SOLD** rate and a 98% Sell/List Ratio.

(This means the discount on a sale from the original list price is averaging \$12,400)

**Most Active Price Range:** Attached Homes between \$400,000 - \$500,000 have a **24.3% SOLD** rate.

**Least Active Price Range:** Attached Homes between \$600,000 - \$700,000 have a **8.8% SOLD** rate.

**History:** The Coquitlam's **Condos** Year-To-Date Home Price Index

**HPIp (Top 50%)** shows that prices increased \$39,925.

The Coquitlam's **Condos** Year-To-Date Home Price Index

**HPIp (Lower 50%)** shows that prices increased \$39,750.

The Coquitlam's **Townhouses** Year-To-Date Home Price Index

**HPIp (Top 50%)** shows that prices increased \$20,394.

The Coquitlam's **Townhouses** Year-To-Date Home Price Index

**HPIp (Lower 50%)** shows that prices increased \$4,964.

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

**Forecast:** We currently have 55% more listing than same month last year. We project Coquitlam Attached continuing to be a Stable market.

September's Real Estate Statistics shows **62%** of Vancouver's Detached Markets values experienced an Average Monthly Price decrease of **\$9,914**. As a whole, this marks an improvement from the \$26,380 drop that we saw in the month prior. On Average, the Fraser Valley Market shows a \$7,980 monthly price decrease. Consumer confidence has been boosted with our new NAFTA trade agreement, but offset with the continued tougher mortgage lending rules and pending interest rate increases. We are still forecasting a **Buyer's Market** across most Detached Markets for the following month.

Currently, the Condo Market continues to present a Cool Market with 63% of the Greater Vancouver (Lower Mainland) now decreasing. At the same time, 86% of the Townhouse Markets are decreasing. (24 out of 28 Markets). Both Markets indicate a Buyer's "Taking a Rain check" behavior for the last 2 quarters. We are still forecasting a Buyer's Market in all Condo/Townhouse Markets for the foreseeable future. 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.

Analytical Methods: The Coquitlam 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 **Coquitlam HPIp Top 50%** representing the higher end sales and the **Coquitlam 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. Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com Note: For a more accurate price change for your home request a Comparative Market Analysis.

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

Elizabeth is working twenty years as a Realtor and over these years experience has landed her strong ties with the Polish community. Being a Tri-City resident for over eighteen years, Elizabeth has gained valuable knowledge of the surrounding region. Two years after receiving her license, Elizabeth joined Park Georgia Realty and has been honored for her sales achievements, which included the Sapphire and Crystal awards. Her commitment to her clients comes through in her positive attitude and a successful sale in the end.

produced for: **Elizabeth Dziewanska**

**Park Georgia Realty - Coquitlam**

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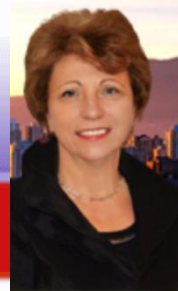
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# Vancouver Market Reports

Statistics, on the Web!

attached homes



Elizabeth Dziewanska

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## Market Analysis and Forecasting

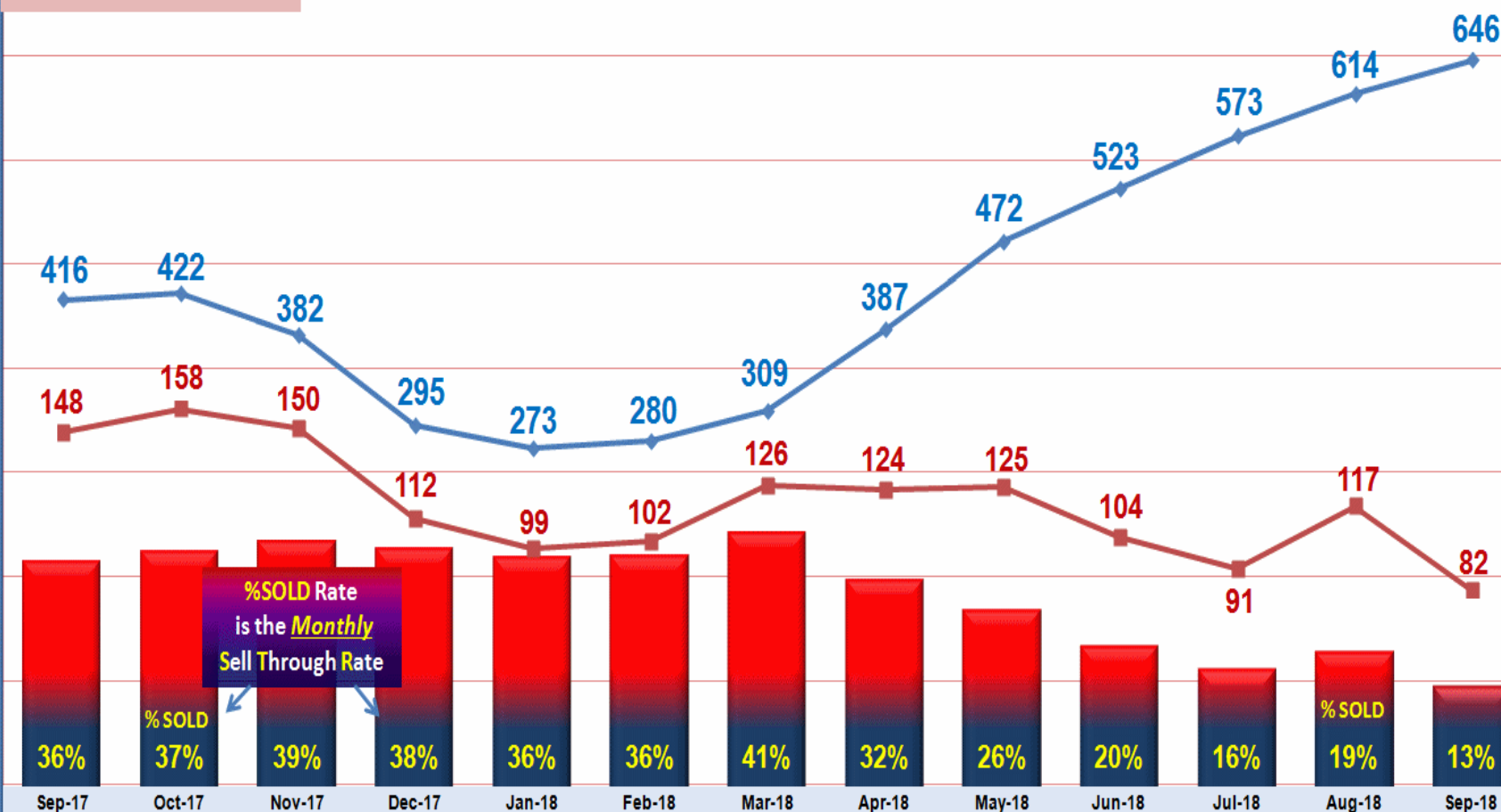
Oct 1/18 Coquitlam

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

Sales / Listings

Monthly Totals

→ Total Listings → Sales



%SOLD Rate is the Monthly Sell Through Rate

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

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attached homes



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## Market Analysis and Forecasting

Oct 1/18 Coquitlam

Attached Coquitlam 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)

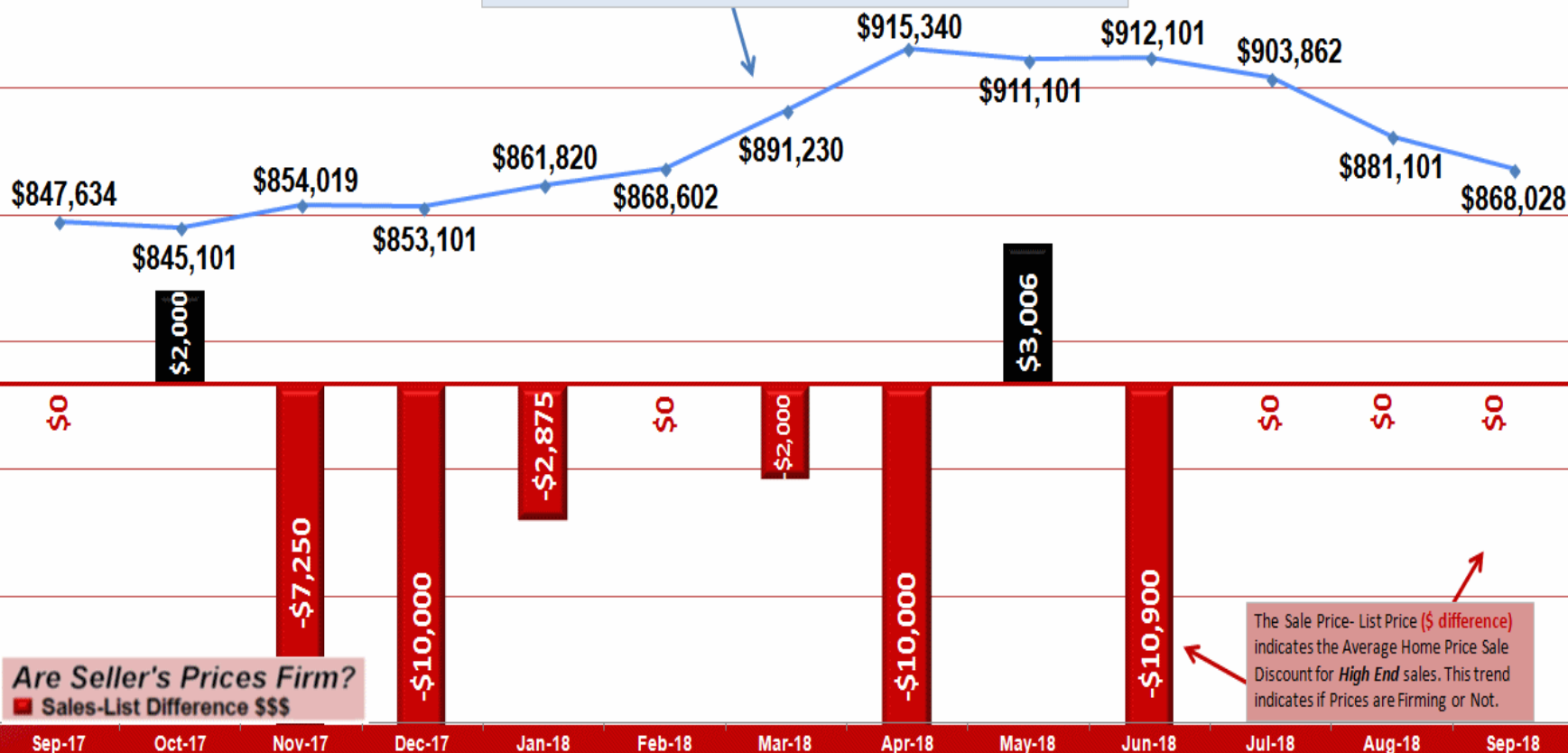


Townhouses

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

Sales Discount \$\$

Sale Price - Original List Price ( \$ difference)

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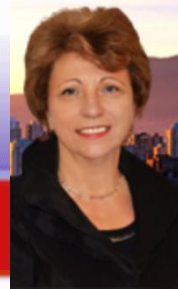
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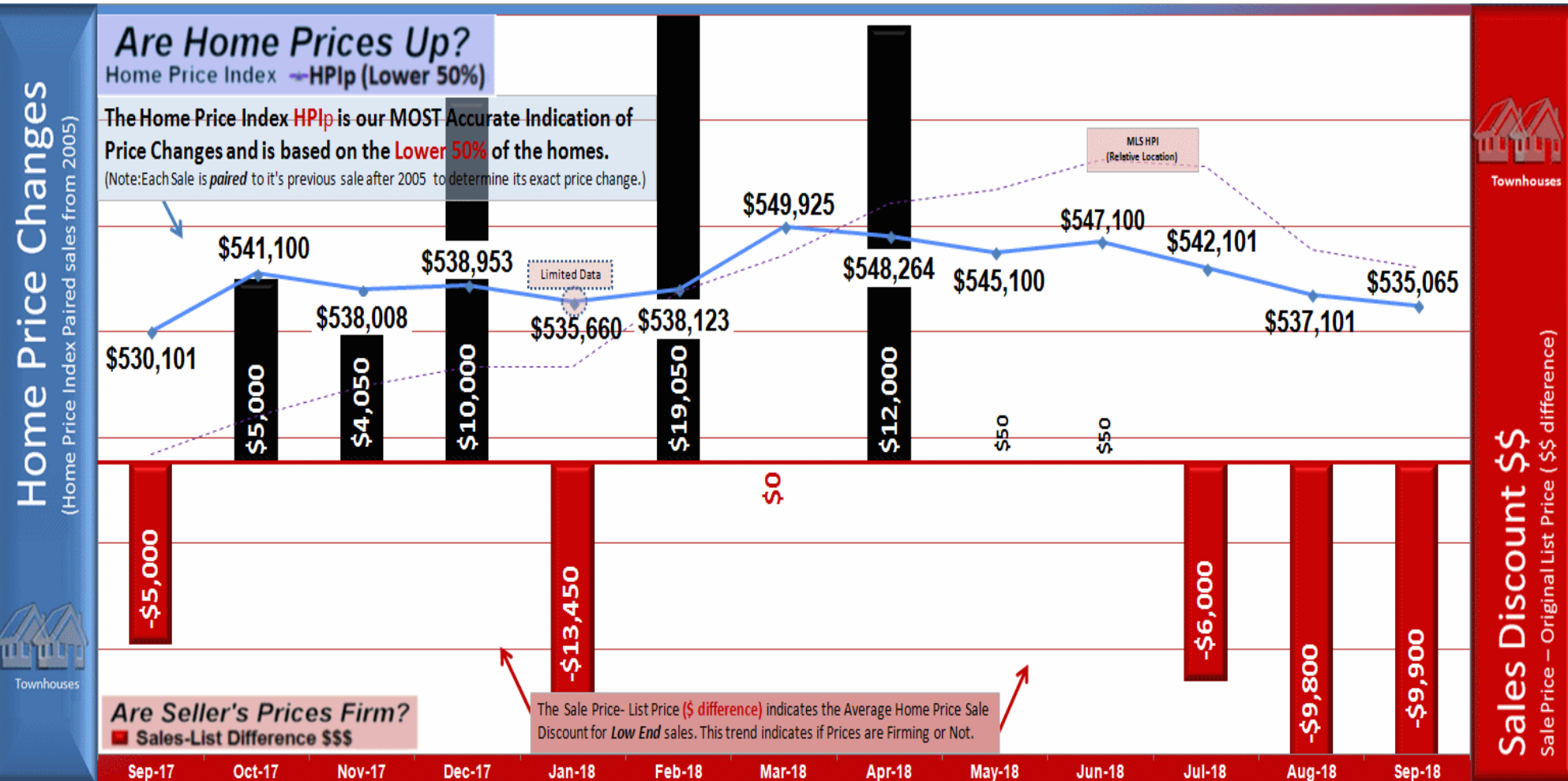
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## Market Analysis and Forecasting

Oct 1/18 **Coquitlam**

Attached **Coquitlam 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)



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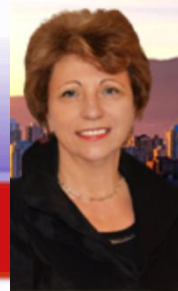
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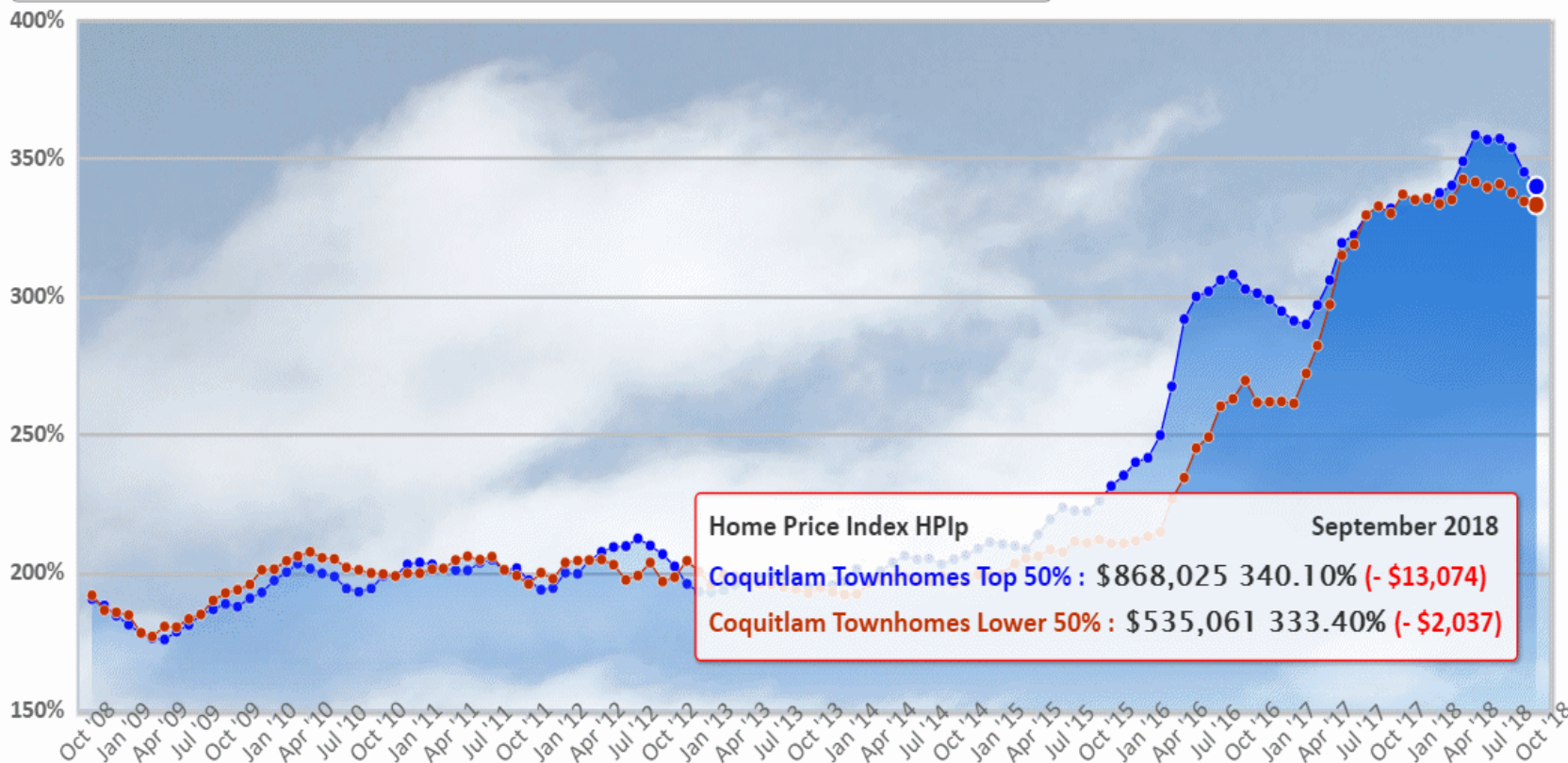
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Oct 1/18 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp



Coquitlam Townhomes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Coquitlam Townhomes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Sep 2018	% 340.10
Aug 2018	% 345.30
Jul 2018	% 354.20
Jun 2018	% 357.40
May 2018	% 357.00
Apr 2018	% 358.70
Mar 2018	% 349.20
Feb 2018	% 340.40
Jan 2018	% 337.70
Dec 2017	% 334.30
Nov 2017	% 334.60
Oct 2017	% 331.10

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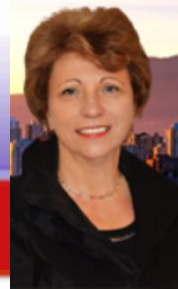
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Attached Coquitlam Condos Home Price Index HPIp (Top 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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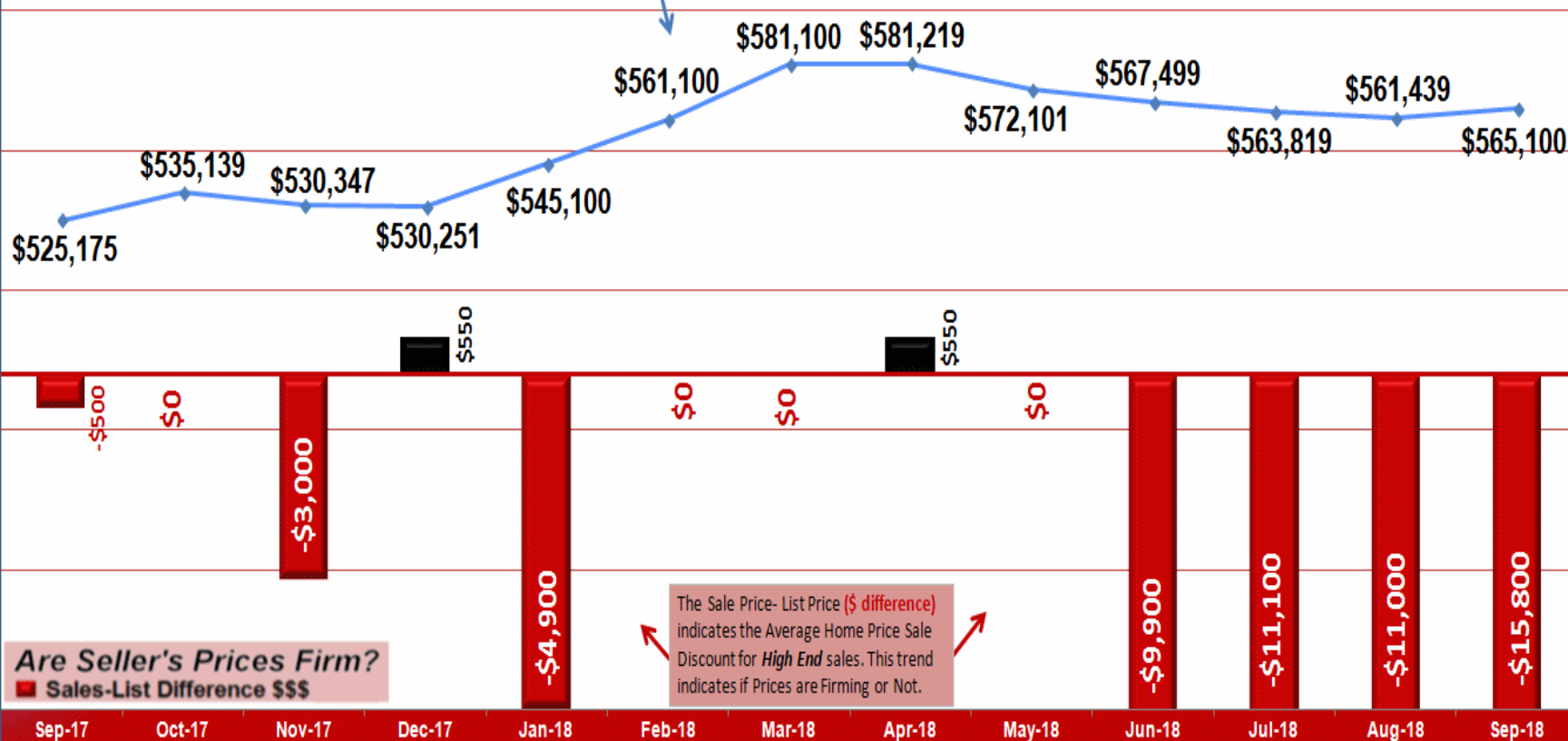


Condominiums

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 Condos.

(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 \$\$\$

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Condominiums

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

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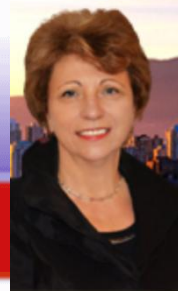
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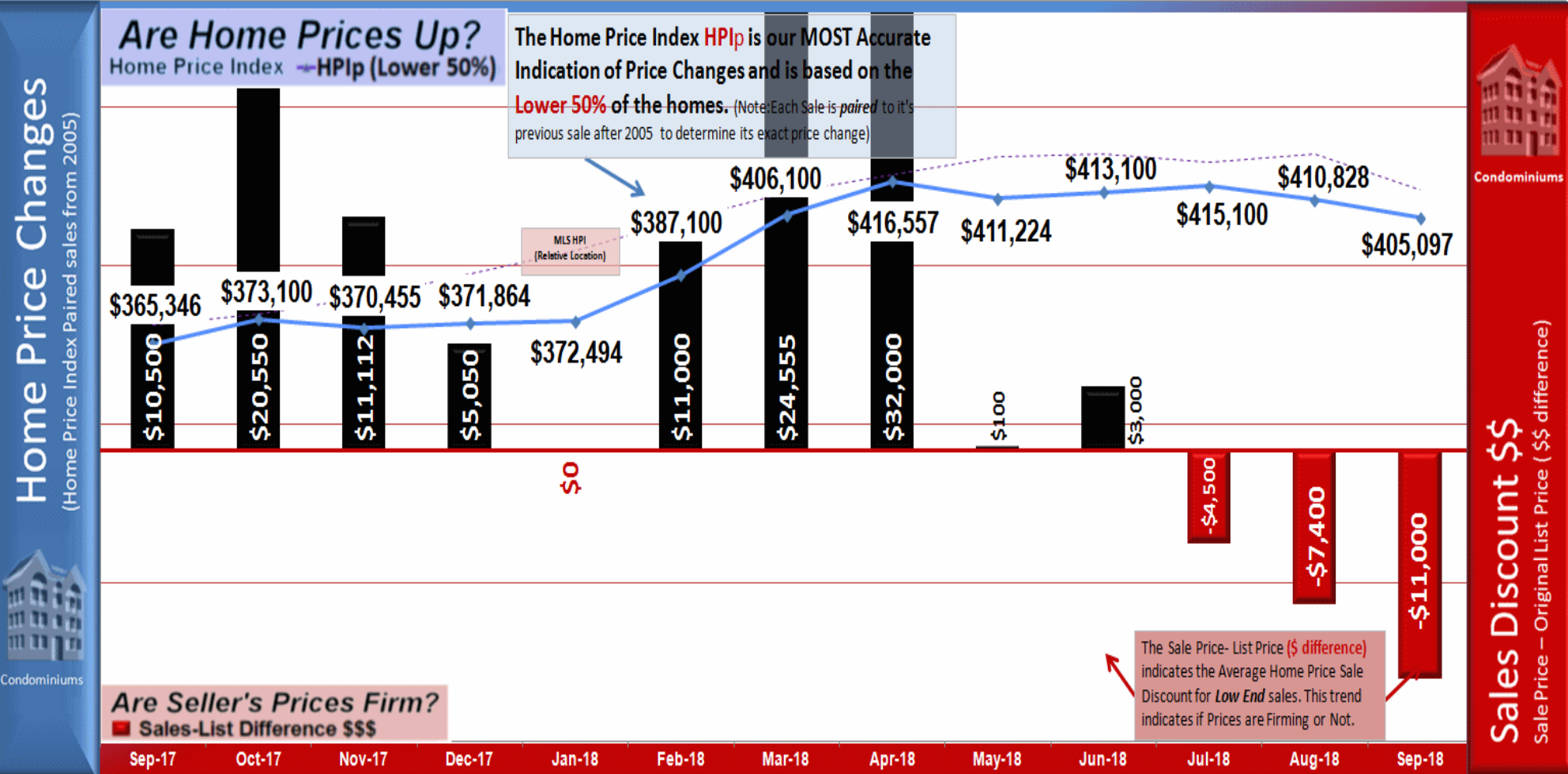
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Home Price Changes  
(Home Price Index Paired sales from 2005)



Condominiums



Condominiums

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# Vancouver Market Reports

Statistics, on the Web!

attached homes



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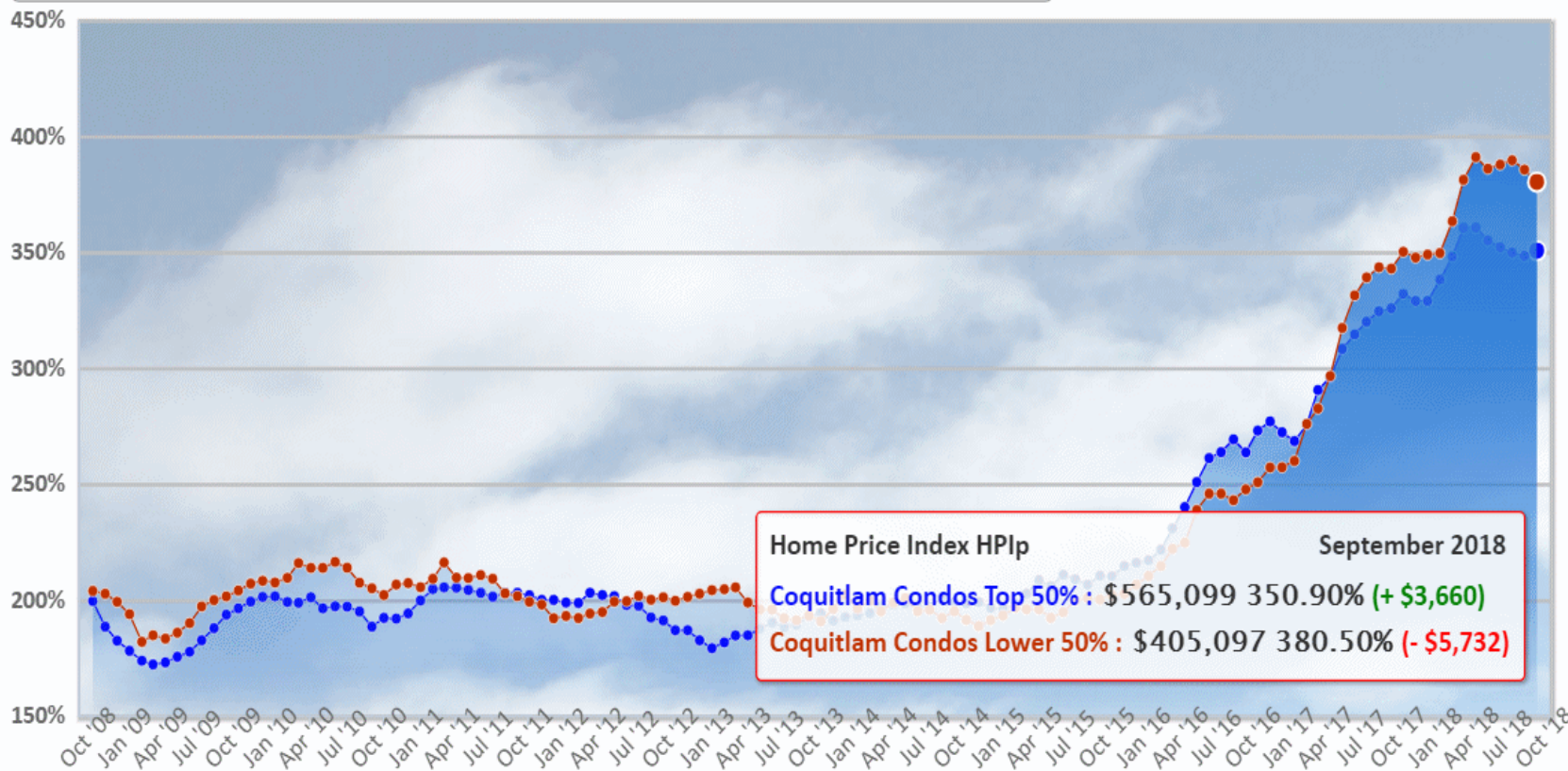
Market Analysis and Forecasting

Oct 1/18 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Sep 2018	% 350.90
Aug 2018	% 348.60
Jul 2018	% 350.10
Jun 2018	% 352.40
May 2018	% 355.30
Apr 2018	% 360.90
Mar 2018	% 360.80
Feb 2018	% 348.40
Jan 2018	% 338.50
Dec 2017	% 329.30
Nov 2017	% 329.30
Oct 2017	% 332.30

<<< 123 >>>



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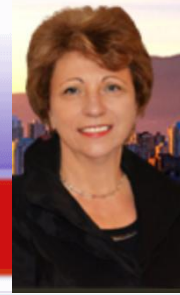
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## Elizabeth Dziewanska



### Market Analysis and Forecasting Oct 1/18 Maple Ridge –Pitt Mdws

Maple Ridge - Pitt Meadows Sub areas Statistics - Sept 2018							Attached	
Neighbourhoods	Total Listings	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD		
Albion	22	0				0.0%		
Cottonwood MR	43	5	7	99%	-\$3,000	11.6%		
East Central	144	23	24	97%	-\$15,000	16.0%		
Northwest Maple Ridge	2	0				0.0%		
Silver Valley	6	0				0.0%		
Southwest Maple Ridge	28	5	29	97%	-\$19,900	17.9%		
North Maple Ridge	15	1	56	97%	-\$13,400	6.7%		
West Central	79	11	14	99%	-\$6,900	13.9%		
Central Meadows	27	5	31	96%	-\$25,400	18.5%		
Mid Meadows	36	5	13	98%	-\$8,000	13.9%		
North Meadows	8	1	48	98%	-\$10,000	12.5%		
South Meadows	9	1	21	98%	-\$16,000	11.1%		
<b>Total Activity</b>	<b>419</b>	<b>57</b>	<b>23</b>	<b>98%</b>	<b>-\$10,000</b>	<b>14%</b>		

Maple Ridge - Pitt Meadows List Price Ranges Statistics - Sept 2018							Attached	
Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD		
0-\$400,000	115	22	24	96%	-\$15,000	19.1%		↑
\$400,001-\$500,000	106	14	29	98%	-\$7,450	13.2%		
\$500,001-\$600,000	94	15	28	98%	-\$10,000	16.0%		↑
\$600,001 and more	104	6	10	98%	-\$11,250	5.8%		
<b>Total Activity</b>	<b>419</b>	<b>57</b>	<b>23</b>	<b>98%</b>	<b>-\$10,000</b>	<b>14%</b>		

Monthly Changes Summary	Sep-17	Aug-18	Sep-18	10/18/2018	Change	
Total Listings** (A,S,T,C,X)	209	390	419		29	↑
Active Listings (1st of the Month)	94	262	289	328	39	↑
Solds	84	66	57		-9	↓
DOM	8	21	23		2	↑
%SOLD (Sales/ Listings /monthly rate)	40.2%	16.9%	13.6%		-3.3%	↓
Condos (Upper 50%) Home Price Inde	\$406,101	\$474,692	\$467,001		-\$7,691	↓
Condos (Lower 50%) Home Price Inde	\$259,100	\$320,263	\$321,945		\$1,682	↑
Twnhs (Upper 50%) Home Price Index HF	\$552,858	\$594,503	\$593,227		-\$1,276	↓
Twnhs (Lower 50%) Home Price Index HF	\$410,389	\$425,597	\$419,396		-\$6,201	↓

Oct 1 2018 Maple Ridge - Pitt Meadows Market Update Attached Townhomes/Condos

**Current:** Maple Ridge, Pitt Meadows is a Stable Market with Average listing inventory, a **14 %SOLD** Rate and a 98% Sell/List ratio.  
 (This means an average of a \$10,000 discount on a sale from the original list price)

*Most Active Range:* Homes below \$400,000 have **19.1 %SOLD** rate.  
*Least Active Range:* Homes above \$600,000 have **5.8 %SOLD** rate.

**History:** Maple Ridge, Pitt Meadows's **Condos** Year-To-Date Home Price Index **HPIp** (Upper 50%) shows that prices increased \$60,900.  
 Maple Ridge, Pitt Meadows's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$62,845.  
 Maple Ridge, Pitt Meadows's **Townhouses** Year-To-Date Home Price Index **HPIp** (Upper 50%) shows that prices increased \$40,369.  
 Maple Ridge, Pitt Meadows's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$9,008.

**Forecast:** The Listing Inventories are currently 100% more than same month last year. We project Ridge-Meadows Attached to be a continued Stable market. September's Real Estate Statistics shows **62%** of Vancouver's Detached Markets values experienced an Average Monthly Price **decrease** of **\$9,914**. As a whole, this marks an improvement from the \$26,380 drop that we saw in the month prior. On Average, the Fraser Valley Market shows a \$7,980 monthly price decrease. Consumer confidence has been boosted with our new NAFTA trade agreement, but offset with the continued tougher mortgage lending rules and pending interest rate increases. We are still forecasting a **Buyer's Market** across most Detached Markets for the following month. Currently, the Condo Market continues to present a Cool Market with 63% of the Greater Vancouver (Lower Mainland) now decreasing. At the same time, 86% of the Townhouse Markets are decreasing. (24 out of 28 Markets). Both Markets indicate a Buyer's "Taking a Rain check" behavior for the last 2 quarters. We are still forecasting a Buyers Market in all Condo/Townhouse Markets for the foreseeable future. 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.

**Note:** For a more accurate price change CALL US for a Personal Comparative Market Analysis for your home. Data is from : FVREB, REBGV, CADREB Real Estate Boards & they assume no responsibility for its accuracy. Copyright: RMXReports.

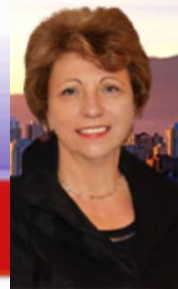
Elizabeth is working twenty years as a Realtor and over these years experience has landed her strong ties with the Polish community. Being a Tri-City resident for over eighteen years, Elizabeth has gained valuable knowledge of the surrounding region. Two years after receiving her license, Elizabeth joined Park Georgia Realty and has been honored for her sales achievements, which included the Sapphire and Crystal awards. Her commitment to her clients comes through in her positive attitude and a successful sale in the end.

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Statistics, on the Web!

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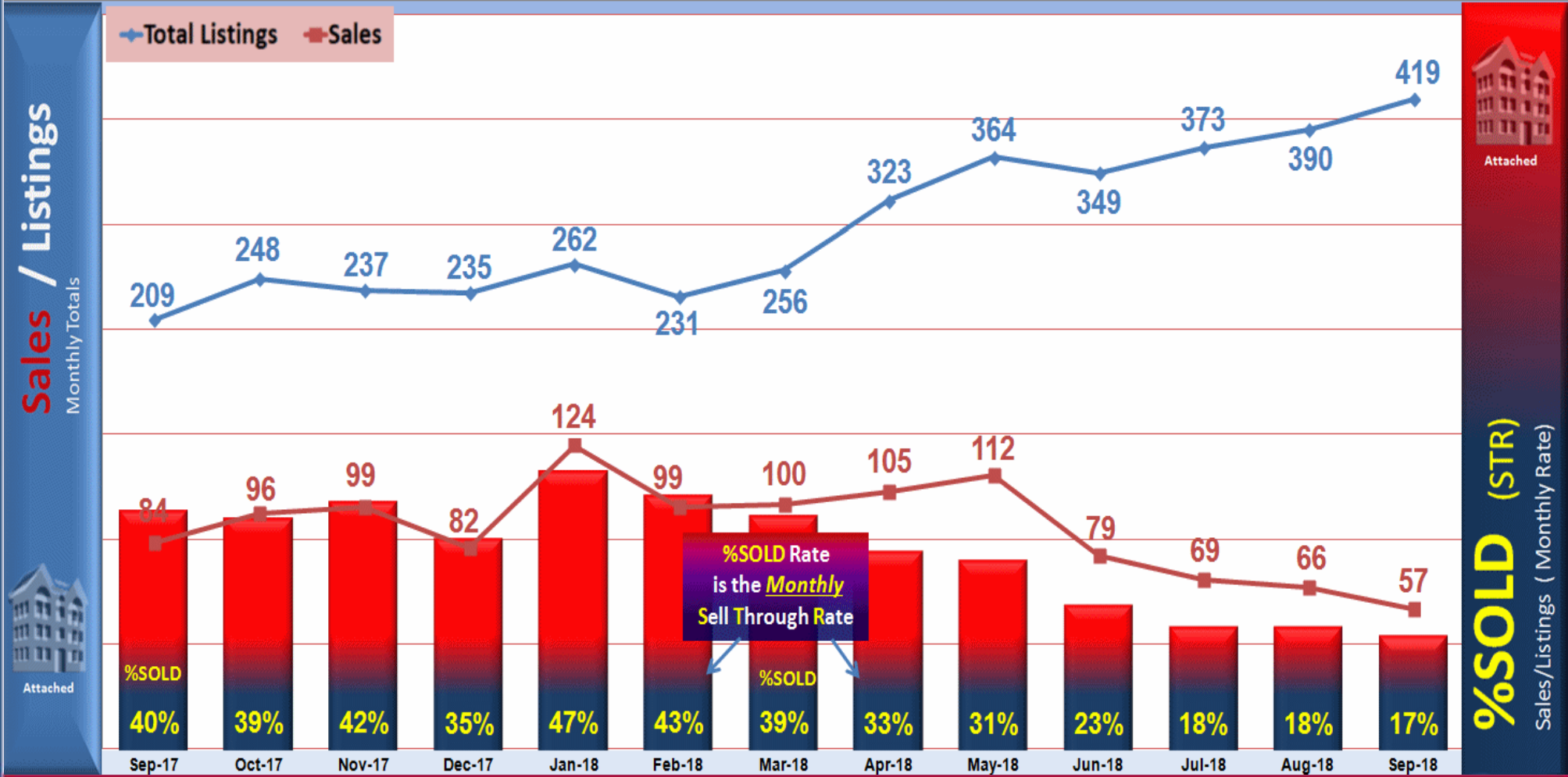
Elizabeth Dziewanska

TEAM ELA

PARK Georgia REALTY

## Market Analysis and Forecasting Oct 1/18 Maple Ridge –Pitt Mdws

Attached Townhomes/ Condos Maple Ridge, Pitt Meadows Total Listings, Sales, and %SOLD rates



Sales / Listings

Monthly Totals



Attached

%SOLD (STR)

Sales/Listings ( Monthly Rate)



Attached

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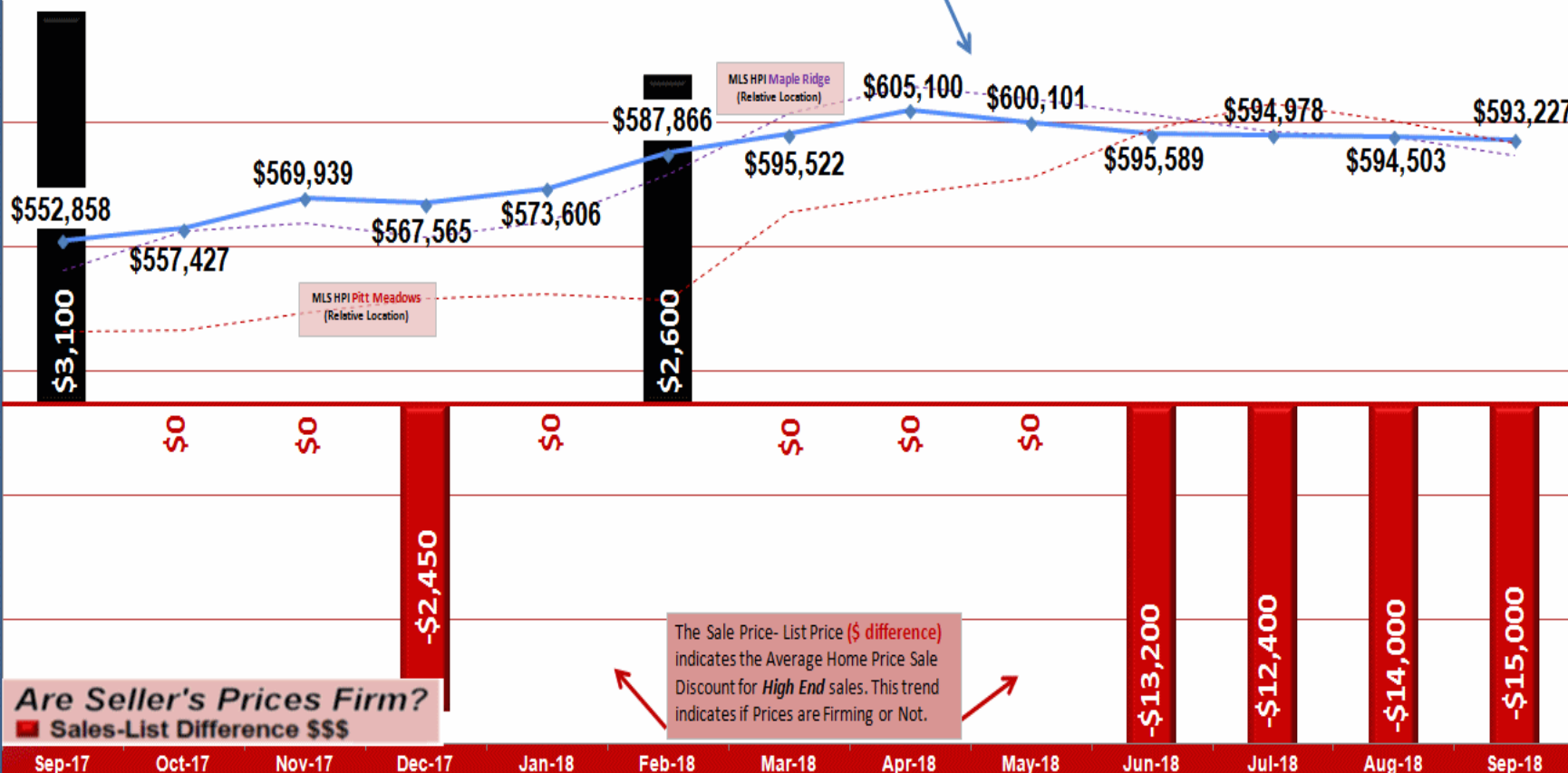
## Market Analysis and Forecasting Oct 1/18 Maple Ridge –Pitt Mdws

Attached Maple Ridge, Pitt Meadows 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)

### 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.

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



Townhouses



Townhouses

Sales Discount \$\$\$

Sale Price - Original List Price ( \$ difference)

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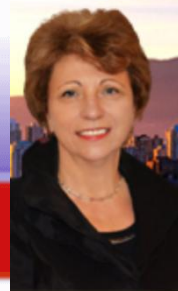
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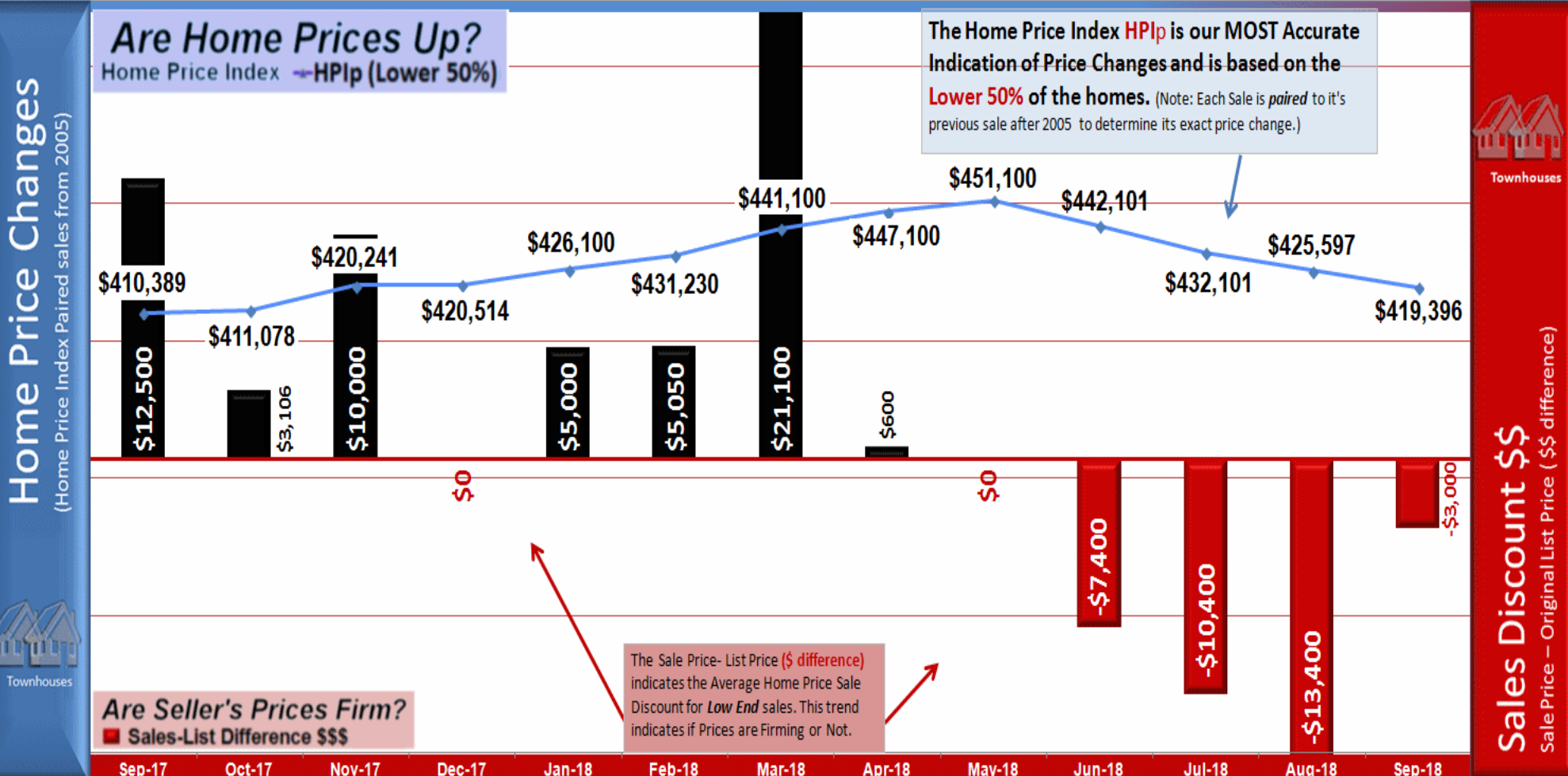


Elizabeth Dziejawska



## Market Analysis and Forecasting Oct 1/18 Maple Ridge –Pitt Mdws

Attached Maple Ridge, Pitt Meadows 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)



Townhouses

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



Townhouses

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

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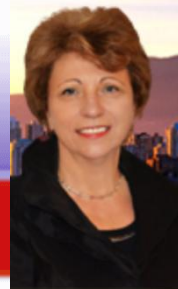
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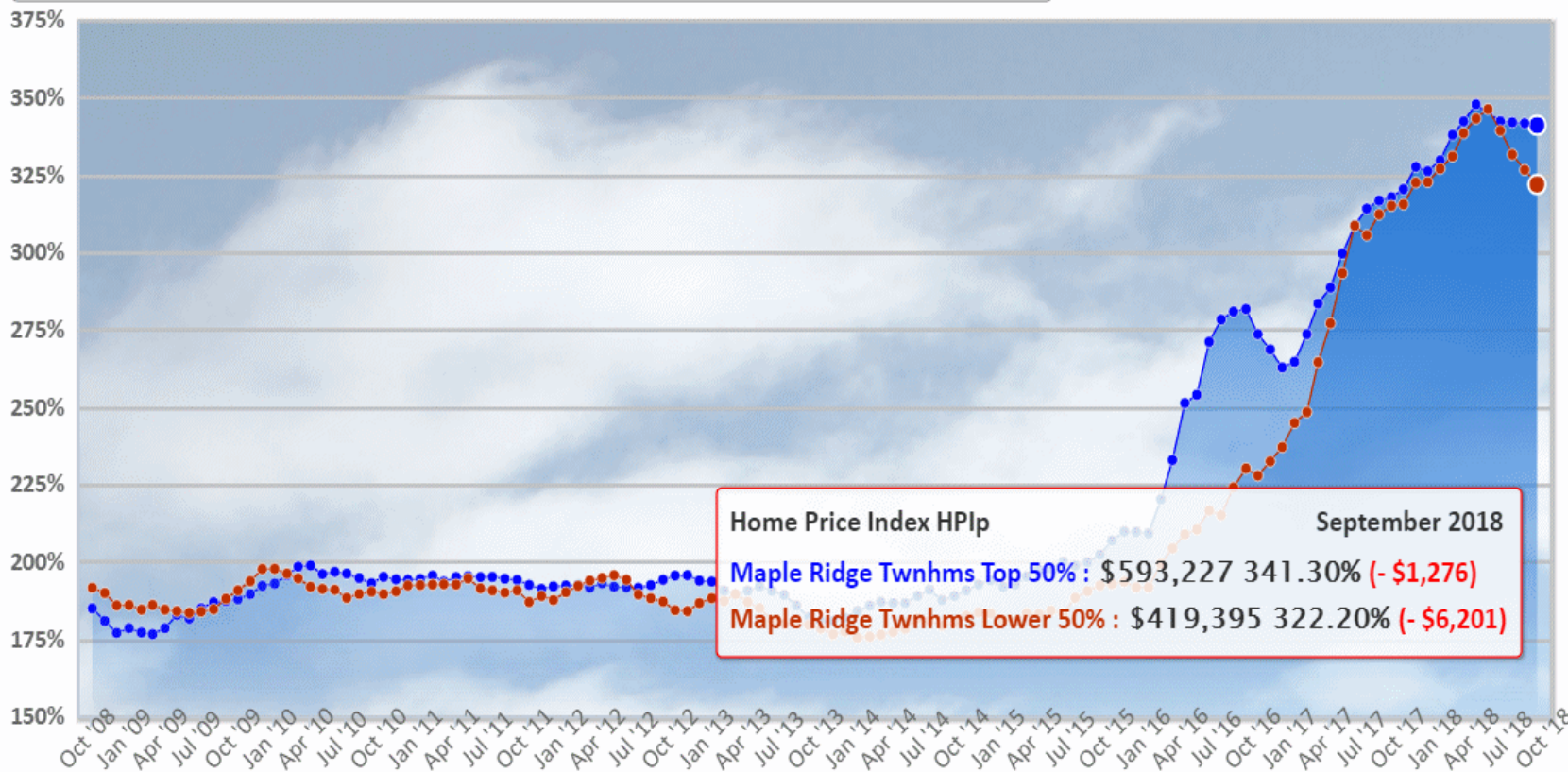
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## Market Analysis and Forecasting Oct 1/18 Maple Ridge –Pitt Mdws

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Maple Ridge Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Maple Ridge Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Sep 2018	% 341.30
Aug 2018	% 342.00
Jul 2018	% 342.30
Jun 2018	% 342.60
May 2018	% 345.20
Apr 2018	% 348.10
Mar 2018	% 342.60
Feb 2018	% 338.20
Jan 2018	% 330.00
Dec 2017	% 326.50
Nov 2017	% 327.90
Oct 2017	% 320.70

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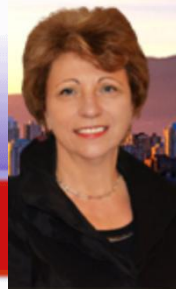
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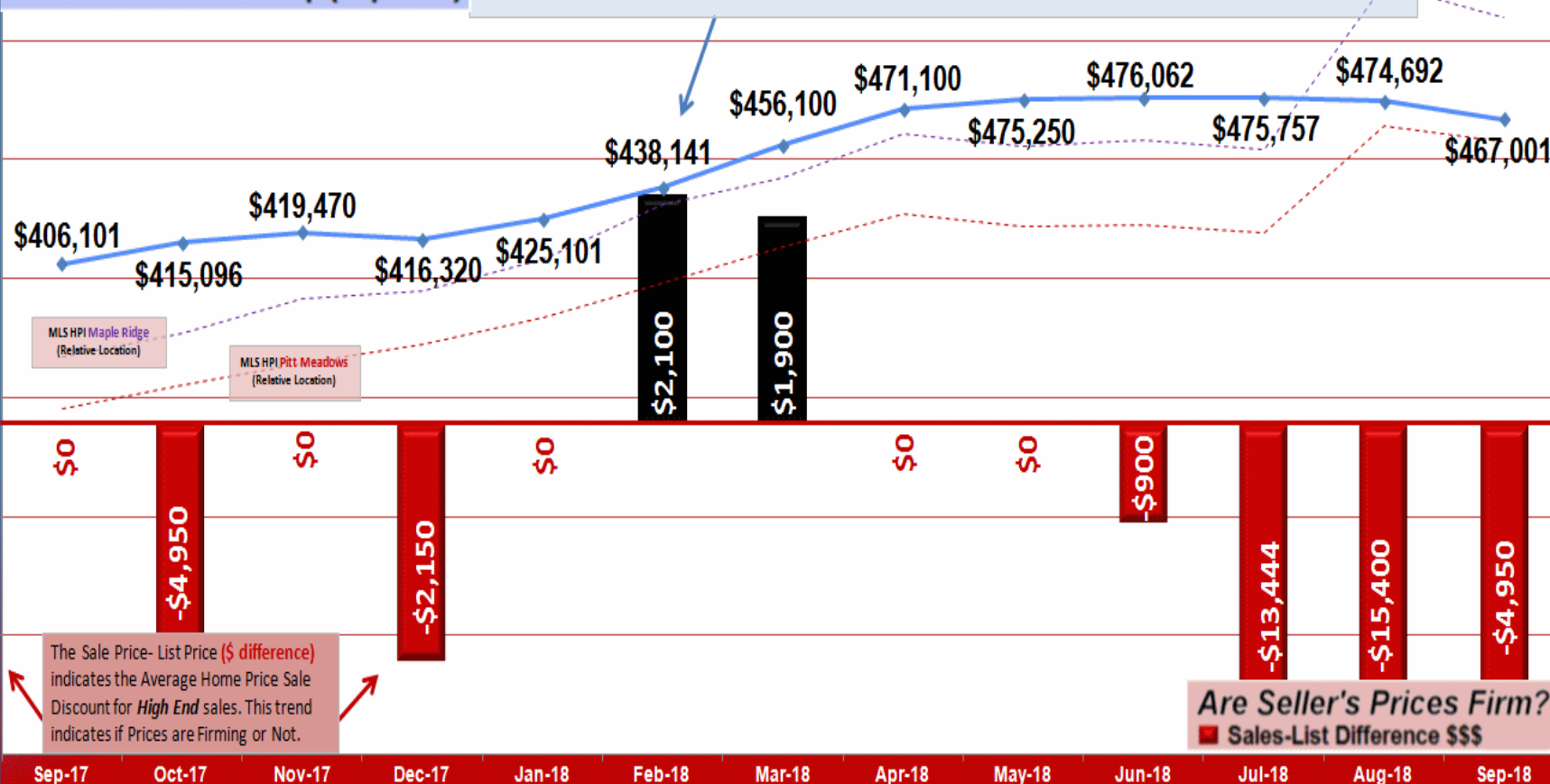


Condominiums

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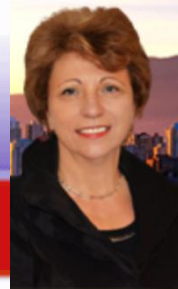
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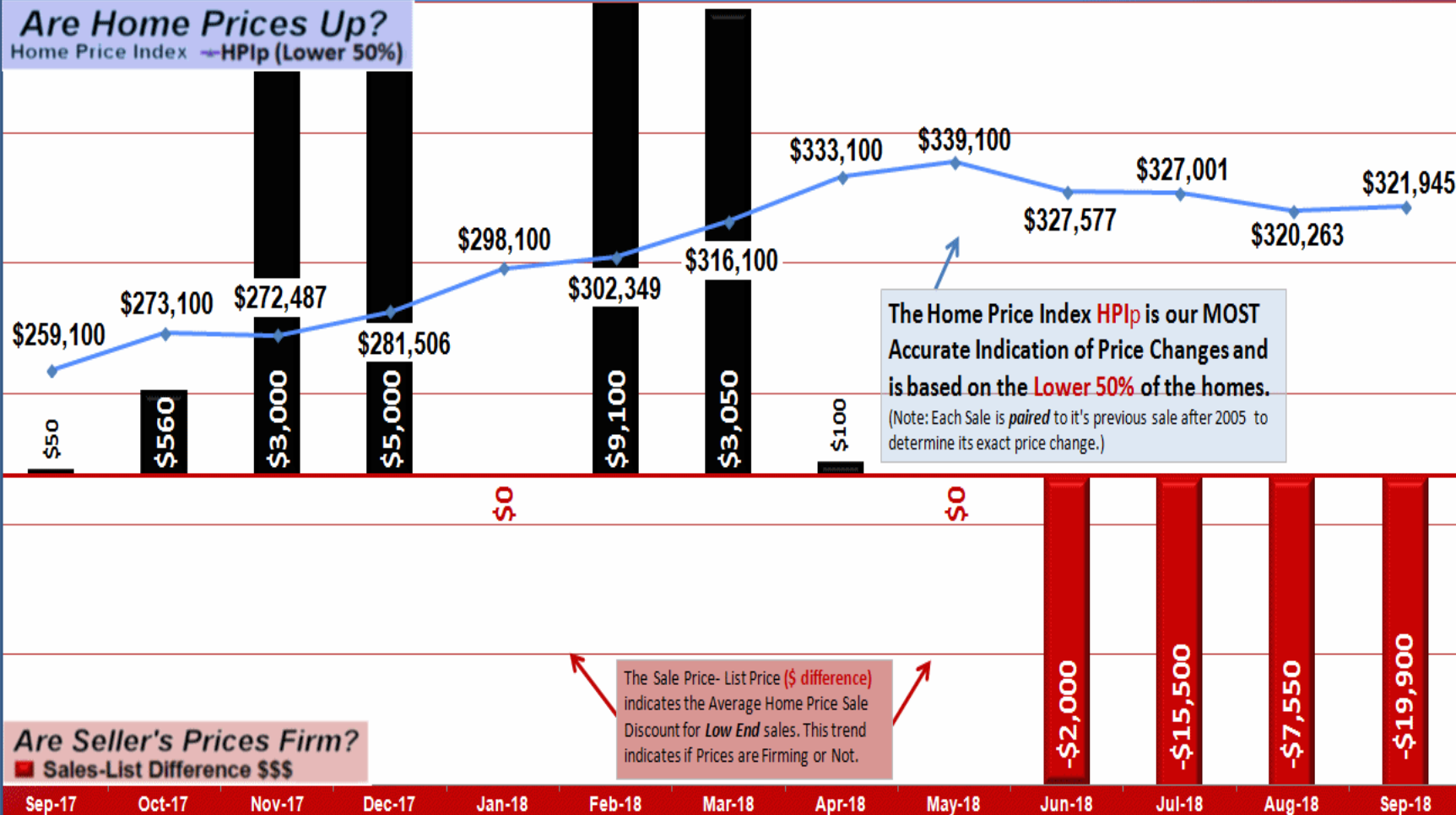
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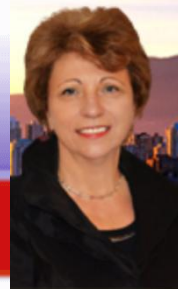
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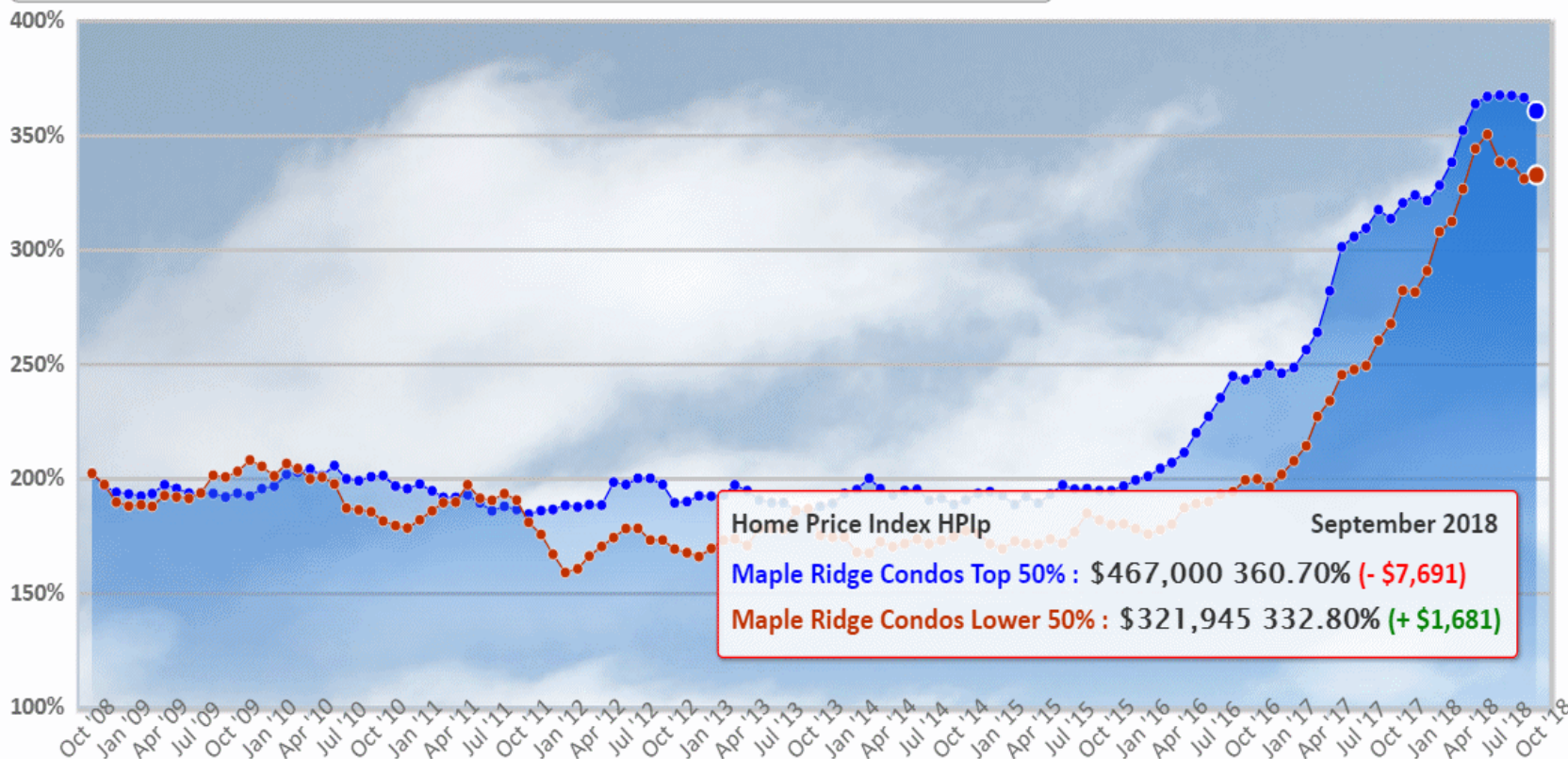
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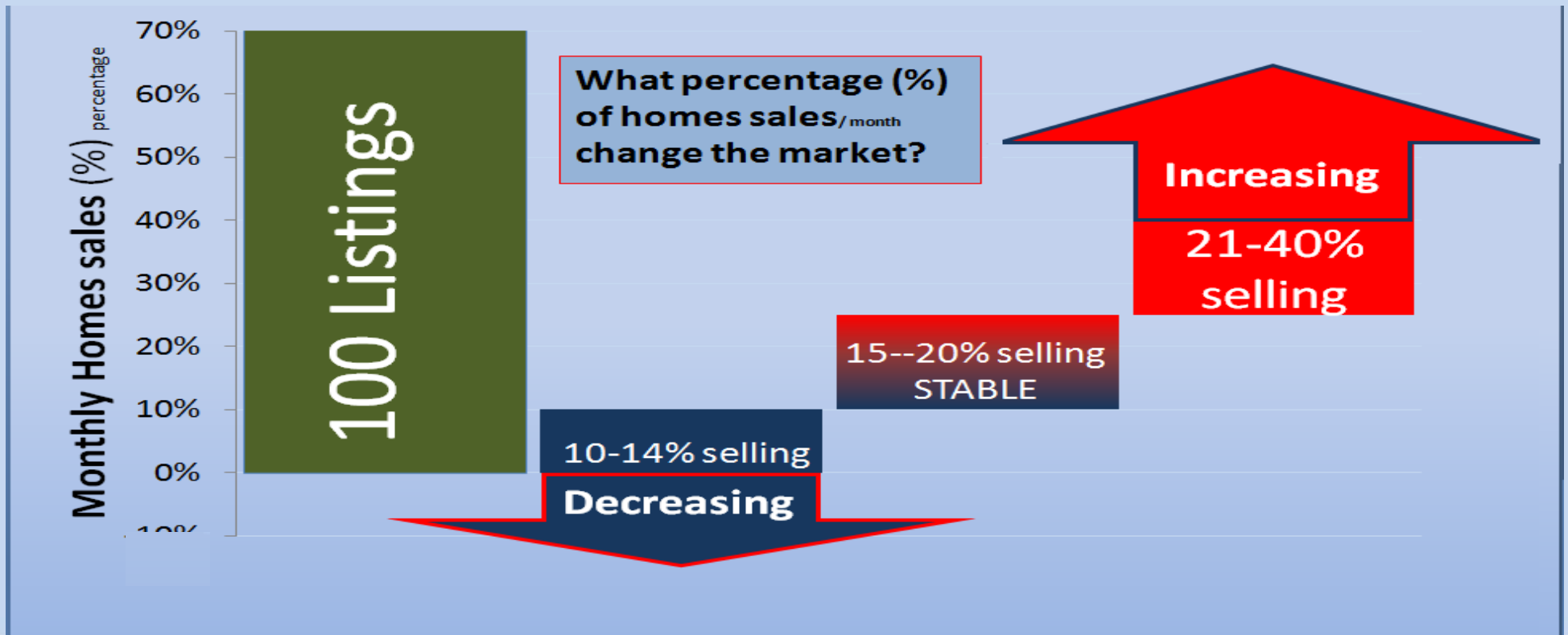


## Market Analysis and Forecasting

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# Supply and Demand

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



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