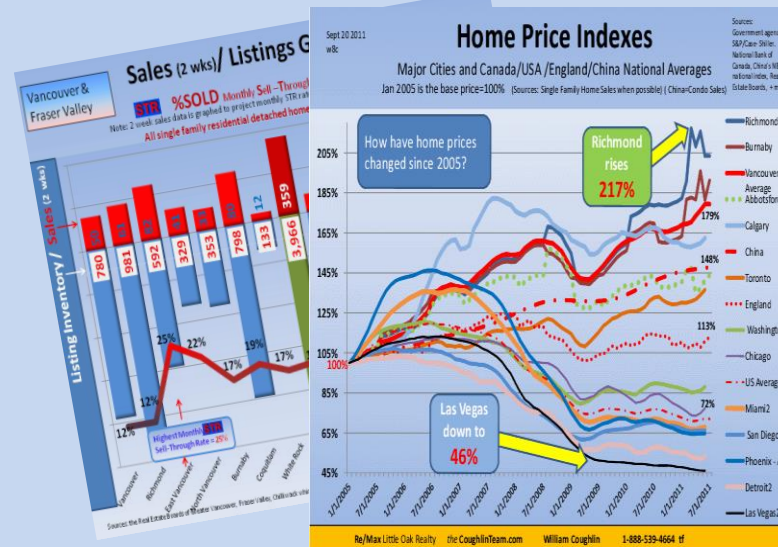


Market Analysis and Forecasting

Market Analysis and Forecasting

Jane Hull's Market Reports



Advanced Marketing Tools



Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800



Jane Hull's Market Reports

Detached

- [Abbotsford](#)
- [Mission](#)

Attached

- [Abbotsford](#)

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

Jane Hull
866-855-0800

Sutton Group West Coast

Jane Hull
866-855-0800

Sutton Group West Coast

Vancouver & Fraser Valley

Sales (2 wks) / Listings Graph

Aug 27 2021 (2-weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr3)

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)

2021.08.28.1:30AM b5a



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

Aug 13 2021 (2-weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr3)

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)

2021.08.13.7:30AM b5a



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

Vancouver Market Reports

detached homes

Vancouver Market Reports

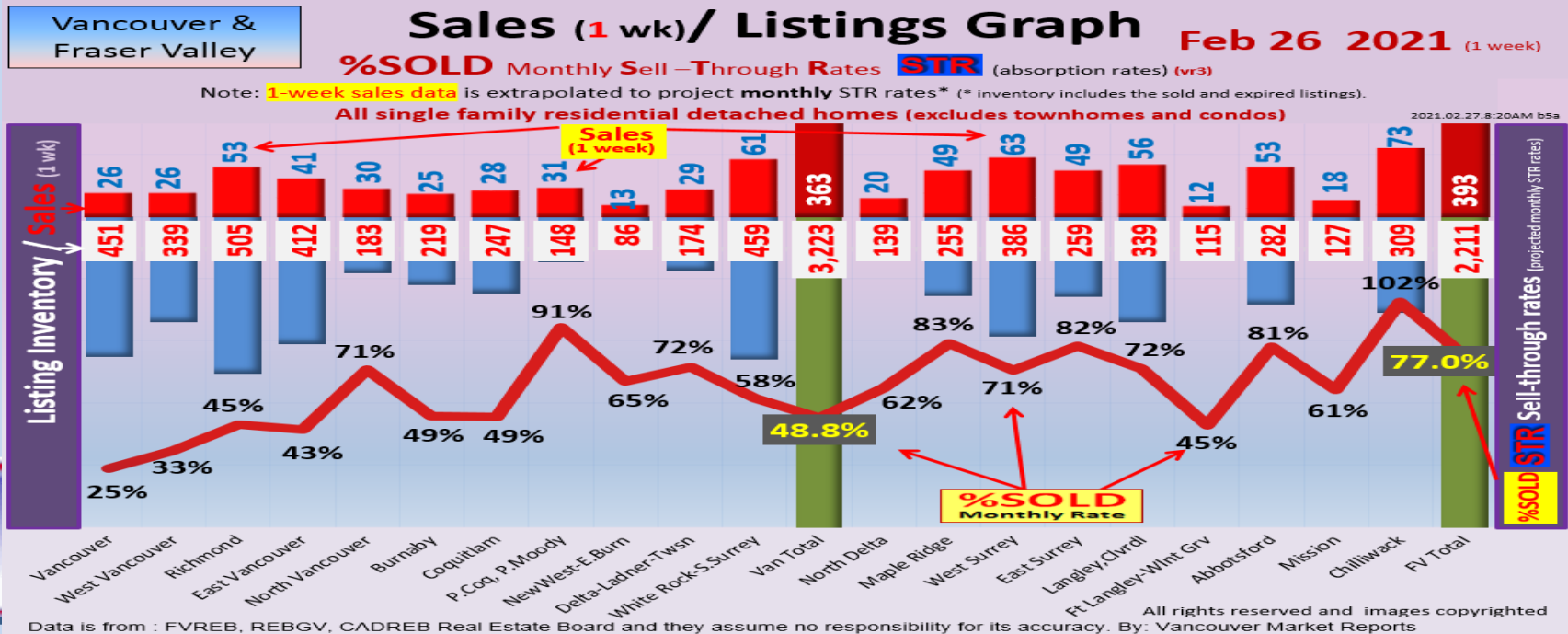
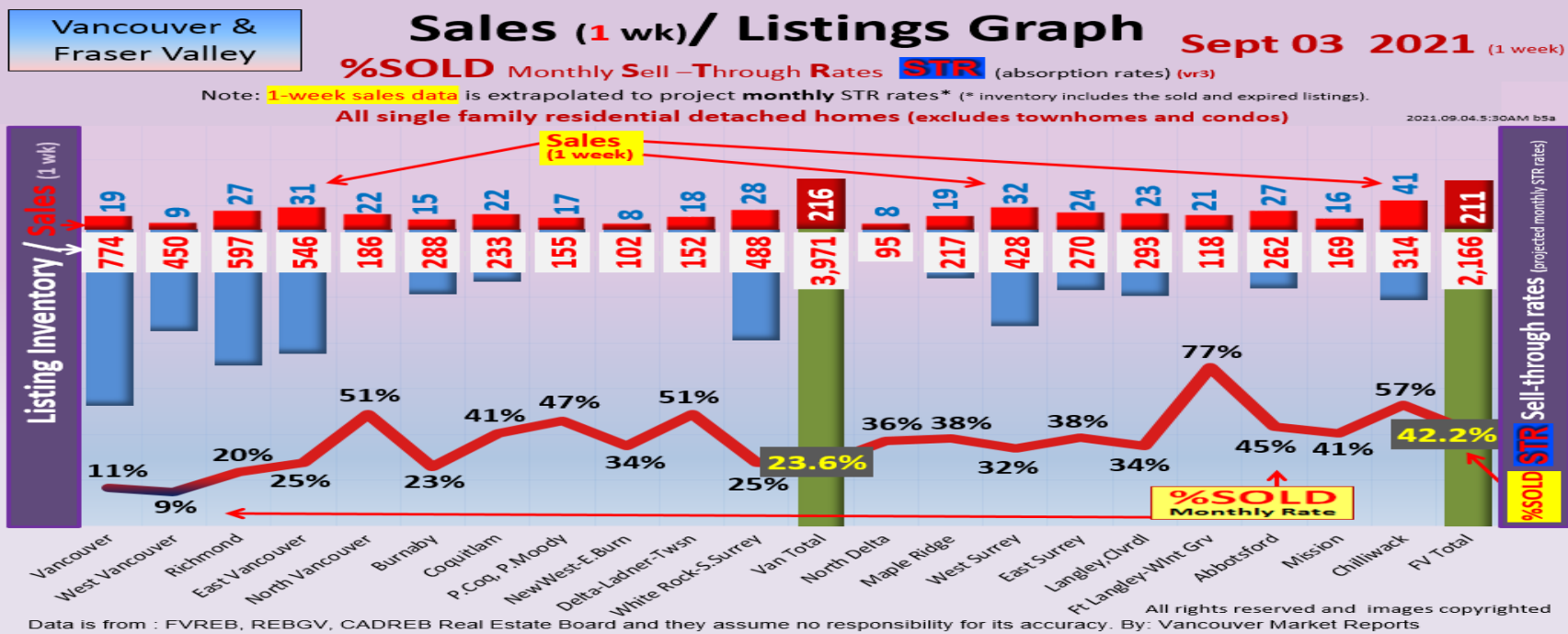
attached homes

Jane Hull
866-855-0800

Sutton Group West Coast

Jane Hull
866-855-0800

Sutton Group West Coast



Vancouver Market Reports

detached homes

Vancouver Market Reports

attached homes

Jane Hull

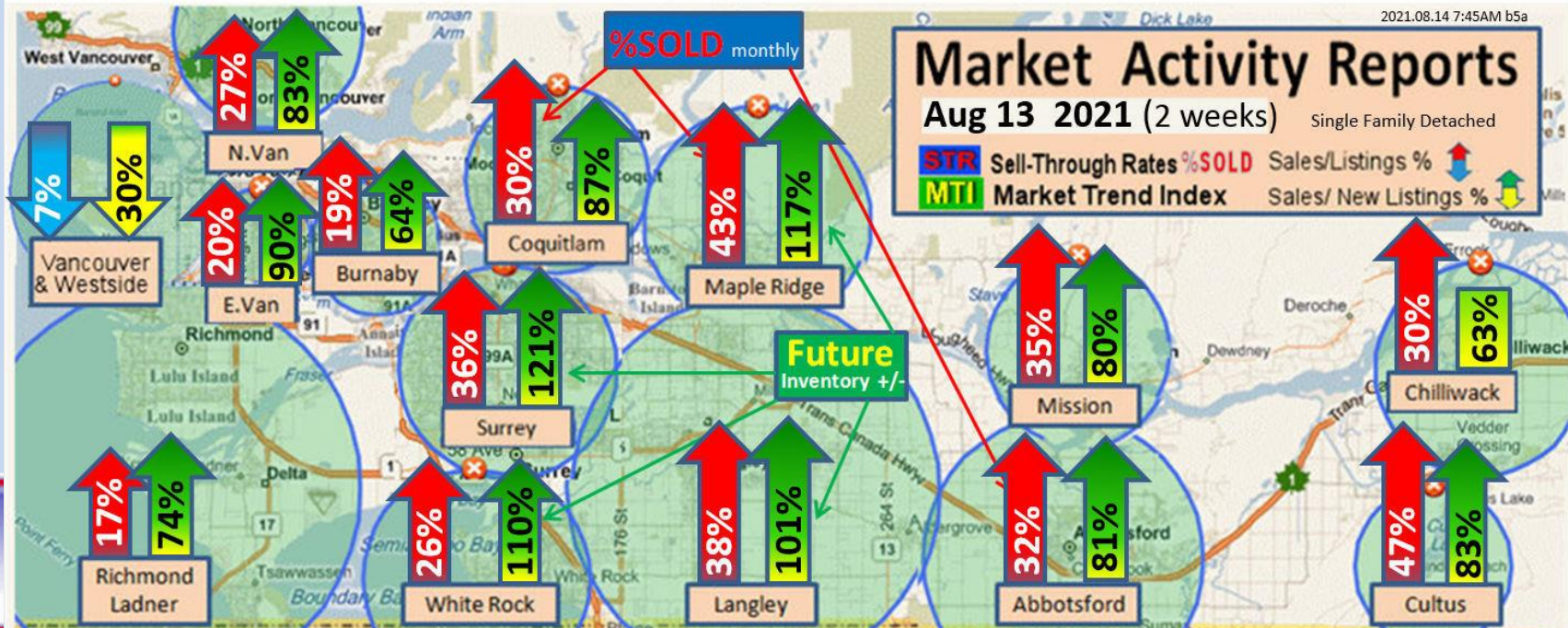
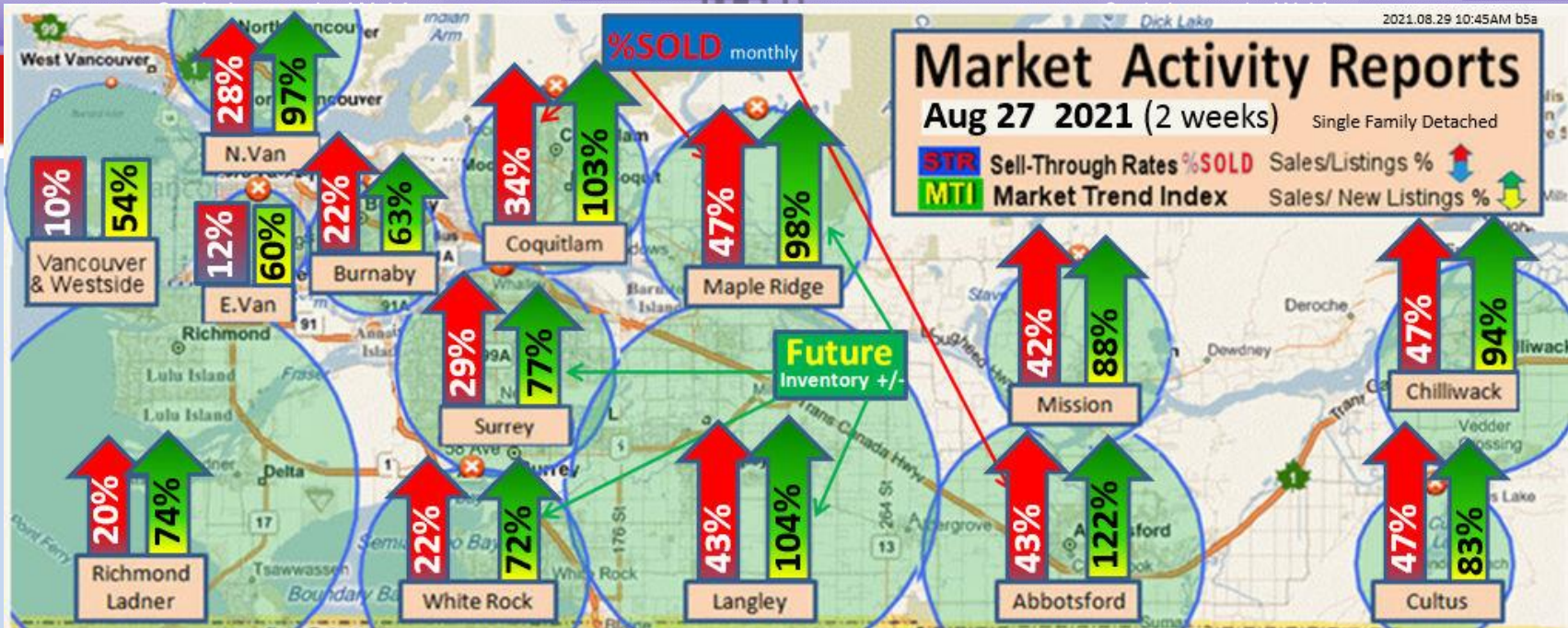
66-855-0800

Sutton Group West Coast

Jane Hull

866-855-0800

Sutton Group West Coast



Vancouver Market Reports

Statistics, on the Web!

detached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 Abbotsford

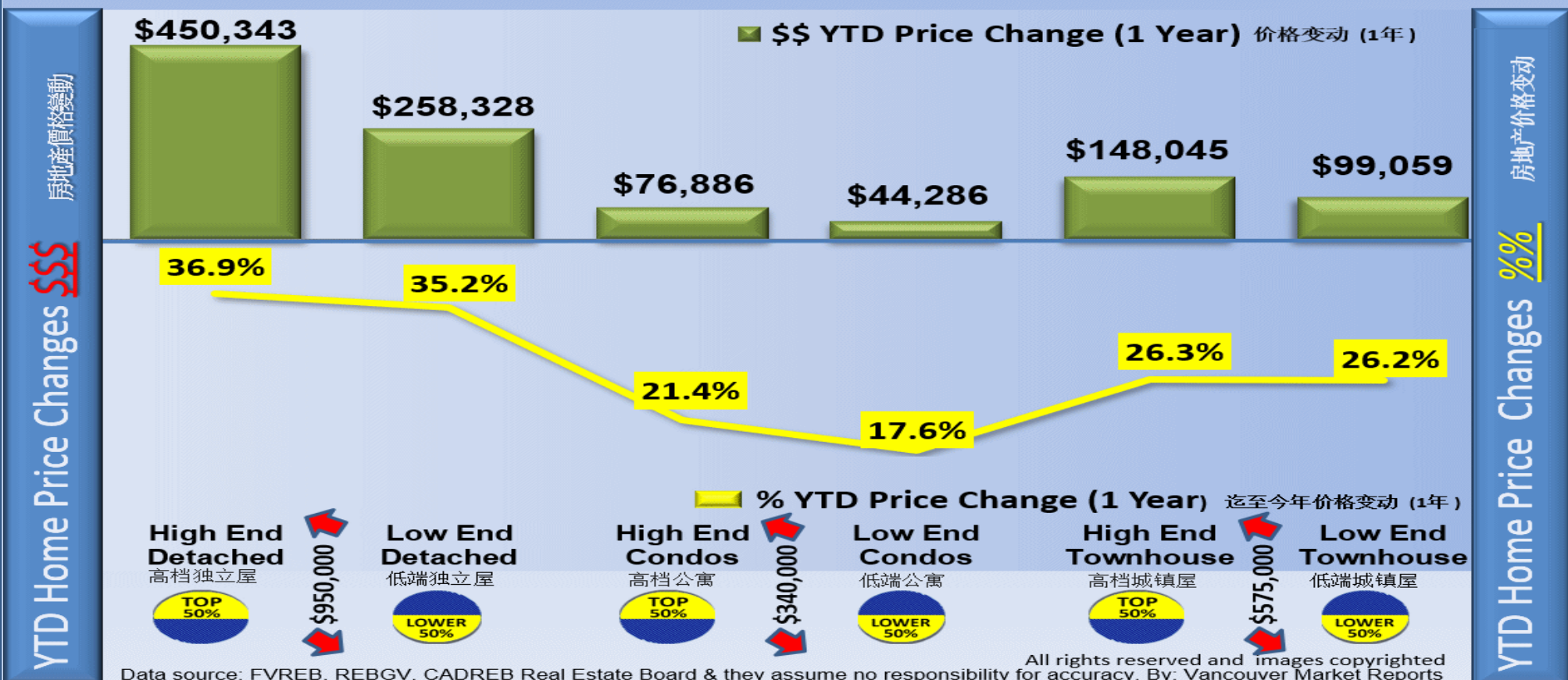
Abbotsford Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date June 2020 – June 2021 (Quarters)

房屋类型: 迄于今年 (每季) 由2020 六月至2021 六月

Powered by: Vancouver Market Reports HPIp



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

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!

detached homes

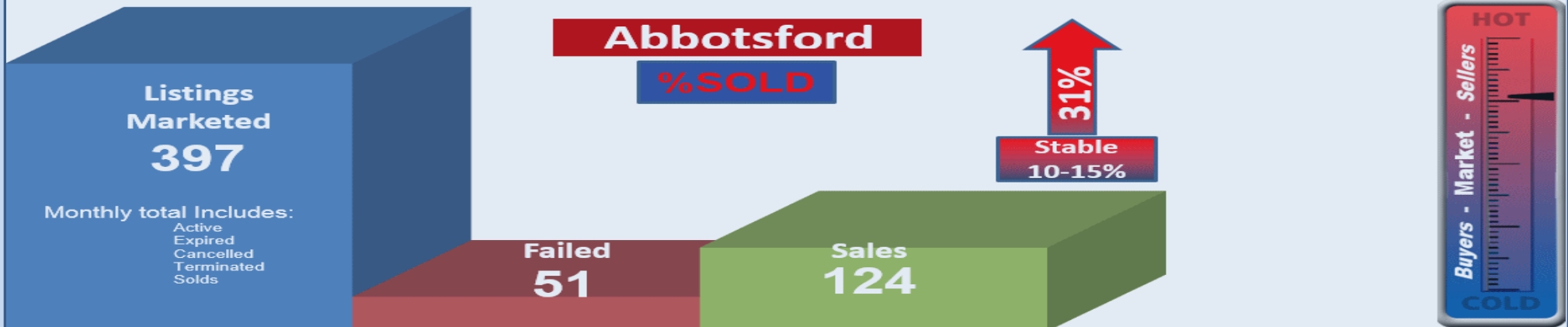


WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 Abbotsford

Monthly Market Activity - Aug 2021 - Single Family



Sept 1 2021 Abbotsford Market Update (Detached)

Current: Abbotsford is in Seller Market with average listing inventories, a **31 %SOLD** rate and a 101% Sell/List Ratio. (This means that on an average sale there is a \$10,100 increase from the original list price) .

Most Active Price Range: Homes below \$650,000 have a **75.0 %SOLD** rate.

Least Active Price Range: Homes above \$1.45 mill have a **12.5 %SOLD** rate.

History: The Abbotsford Home Price Index **HPIp (Top 50%)** shows that prices increased \$518,000. The Abbotsford Home Price Index **HPIp (Lower 50%)** shows that prices increased \$272,988 year-to-date.

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

Vancouver Market Reports

Statistics, on the Web!

detached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 Abbotsford

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

Abbotsford List Price Ranges Statistics - Aug 2021

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$650,000	4	3	15	97%	-\$5,000	75.0%	↑
\$650,001-\$735,000	2	1	7	100%	\$0	50.0%	↑
\$735,001-\$800,000	13	9	5	110%	\$80,100	69.2%	↑
\$800,001-\$900,000	31	20	7	106%	\$54,701	64.5%	↑
\$900,001-\$1,075,000	61	26	7	102%	\$16,000	42.6%	↑
\$1,075,001-\$1,450,000	166	50	10	101%	\$8,050	30.1%	↑
\$1,450,001 and more	120	15	13	98%	-\$44,999	12.5%	↑
Total Activity	397	124	7	101%	\$10,100	31%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Aug-20	Jul-21	Aug-21	9/1/2021	Change	
Total Listings** (A,S,T,C,X)	647	457	397		-60	↓
Active Listings (1st of the month)	425	295	264	222	-42	↓
Solds	165	126	124		-2	↓
Days on Market (DOM)	9	12	7		-5	↓
%SOLD (Sales/ Listings /mnlthly rate)	26%	28%	31%		3.7%	↑
(Top 50%) Home Price Index HPIp	\$1,214,100	\$1,688,819	\$1,732,100		\$43,281	↑
(Lower 50%) Home Price Index HPIp	\$729,100	\$1,005,100	\$1,002,098		-\$3,002	↓

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!

detached homes



Sutton WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 Abbotsford

What Sold in your Neighbourhood and for What Price?

Abbotsford Sub areas Statistics - Aug 2021						Detached
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	21	4	7	101%	\$27,000	19.0%
Bradner	10	1	25	95%	-\$134,900	10.0%
Matsqui	9	1	78	97%	-\$25,900	11.1%
Sumas Mountain	8	1	103	97%	-\$30,000	12.5%
Abbotsford West	98	33	7	103%	\$32,001	33.7%
Abbotsford East	137	51	7	103%	\$26,000	37.2%
Aberdeen	28	11	15	99%	-\$14,900	39.3%
Sumas Prairie	13	2	12	106%	\$63,151	15.4%
Central Abbotsford	73	20	8	100%	\$0	27.4%
Total Activity	397	124	7	101%	\$10,100	31%

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!

detached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 Abbotsford

Next Months Market Forecast

Forecast: Abbotsford has average Listing supply; 222 homes are for sale & with the **31 %SOLD** monthly rate gives us a ~3 months of inventory. 6% of the active listings have reduced their price by **\$169,143** on average or **\$78,500** median in the last month. We project Abbotsford to continue in Seller Market.

The Real Estate bubble burst is over! The Vancouver Market just rebounded from the \$17,304 drop in July to a **\$9,115 INCREASE** in August. Here in the Fraser Valley 89% of the home market increasing by an average of **\$29,258**. This is the largest August price increase we've seen in the last 11 years. This Strong Sellers' market is a combination of high buyer demand and one of the lowest listing inventories since 2011. This lack of listings is partially due to the covid infections/lockdowns resulting in many sellers putting plans on hold. Currently, Condos are now in a Seller's Market with 63% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$3,264** on average. On the other hand, 68% Townhouse Markets (16 out of 28) prices increased **\$5,149** on average. We analyze and provide 97 individual City's Home Price Indexes to supply you with the **MOST ACCURATE** Market Trends every Saturday. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Jane Hull

Vancouver Market Reports

Statistics, on the Web!

detached homes

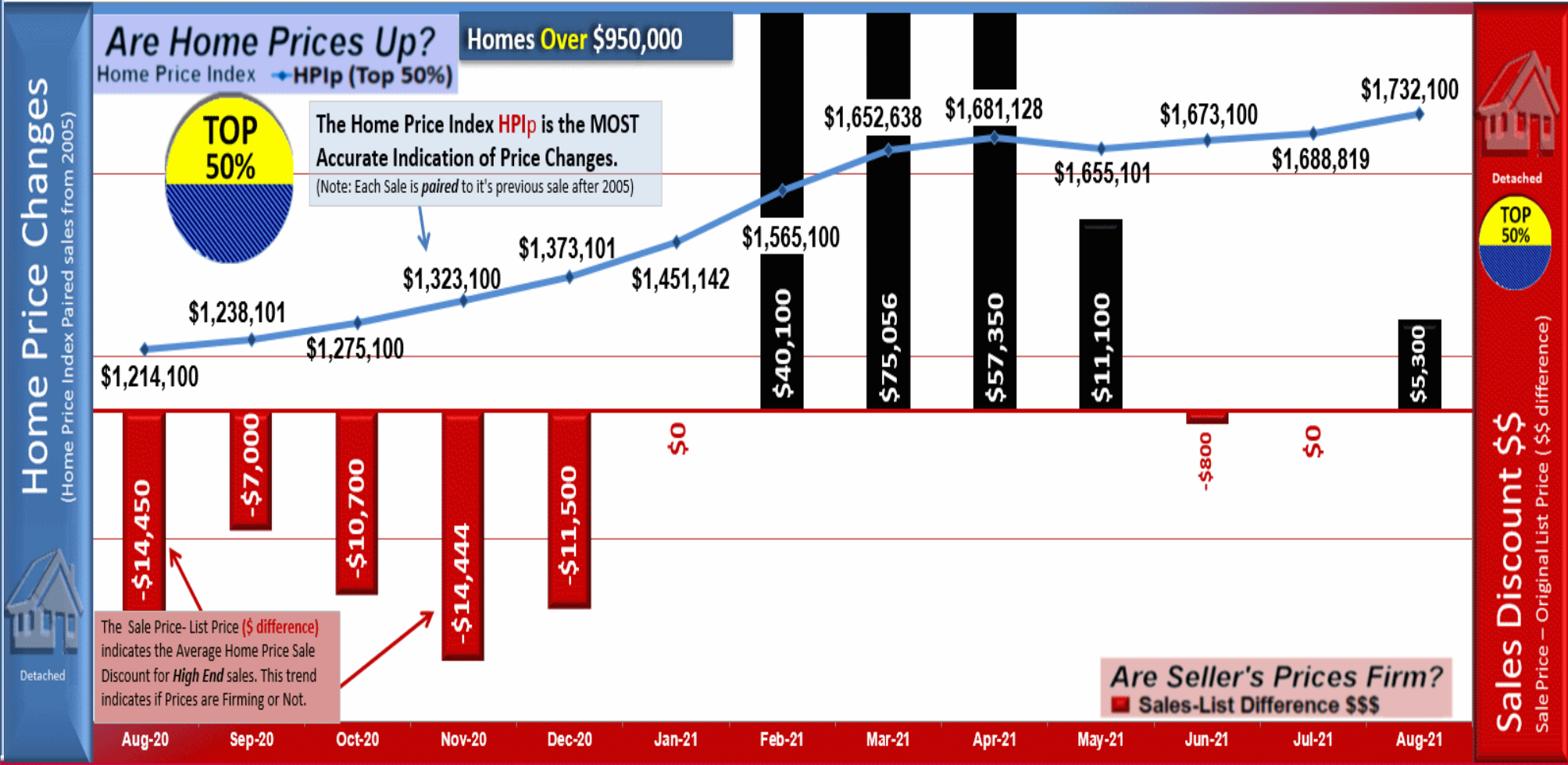


WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 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)



Detached



Detached



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

Are Home Prices Up? Homes Over \$950,000
Home Price Index → HPIp (Top 50%)



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

Are Seller's Prices Firm?
Sales-List 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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!

detached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 Abbotsford

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

◆ Total Listings ■ Sales Homes Over \$950,000

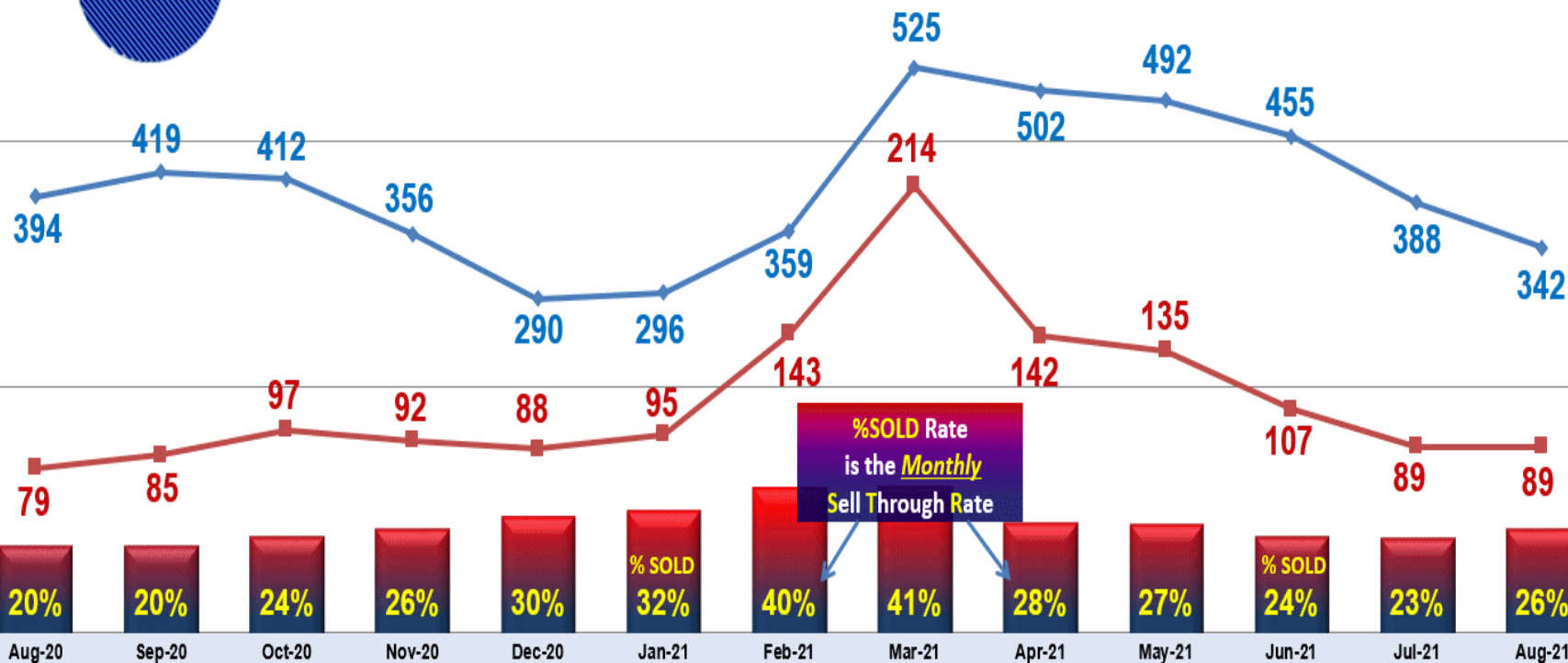


Detached



Sales / Listings
Monthly Totals

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



%SOLD Rate is the Monthly Sell Through 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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!

detached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 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)

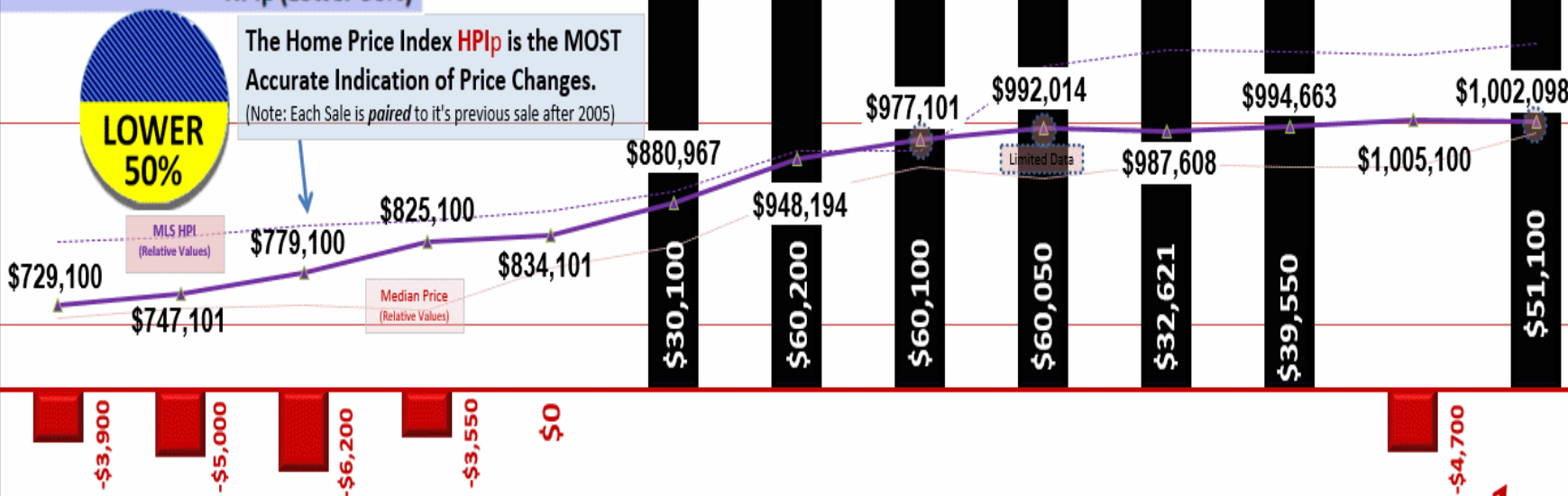
Are Home Prices Up? Homes Below \$950,000

Home Price Index → HPIp (Lower 50%)



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)



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.



Detached



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

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!

detached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 Abbotsford

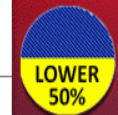
Detached Abbotsford Total Listings**, Sales, and %SOLD Rates

← Total Listings → Sales Homes Below \$950,000

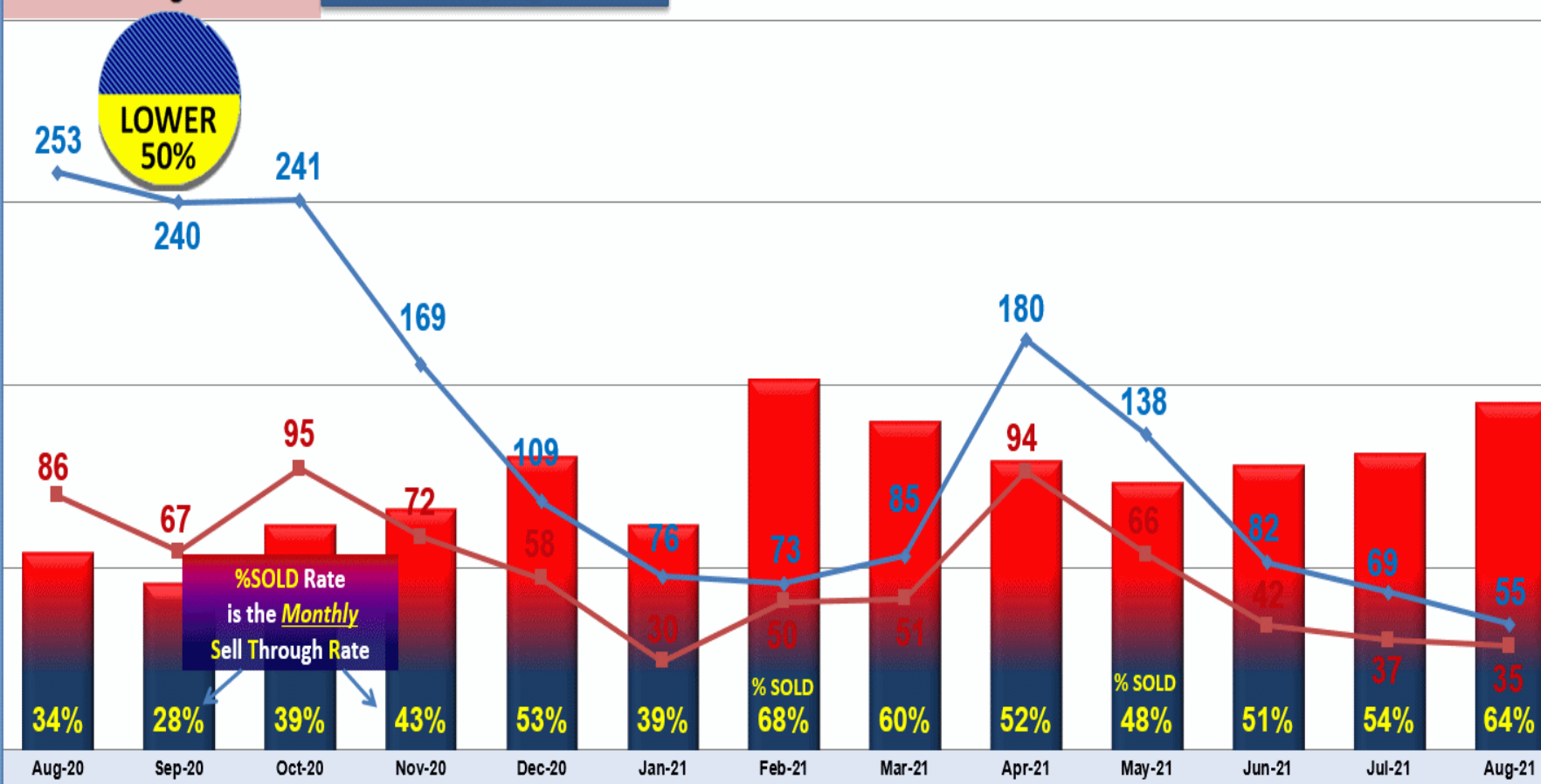
Sales / Listings
Monthly Totals



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

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!

detached homes



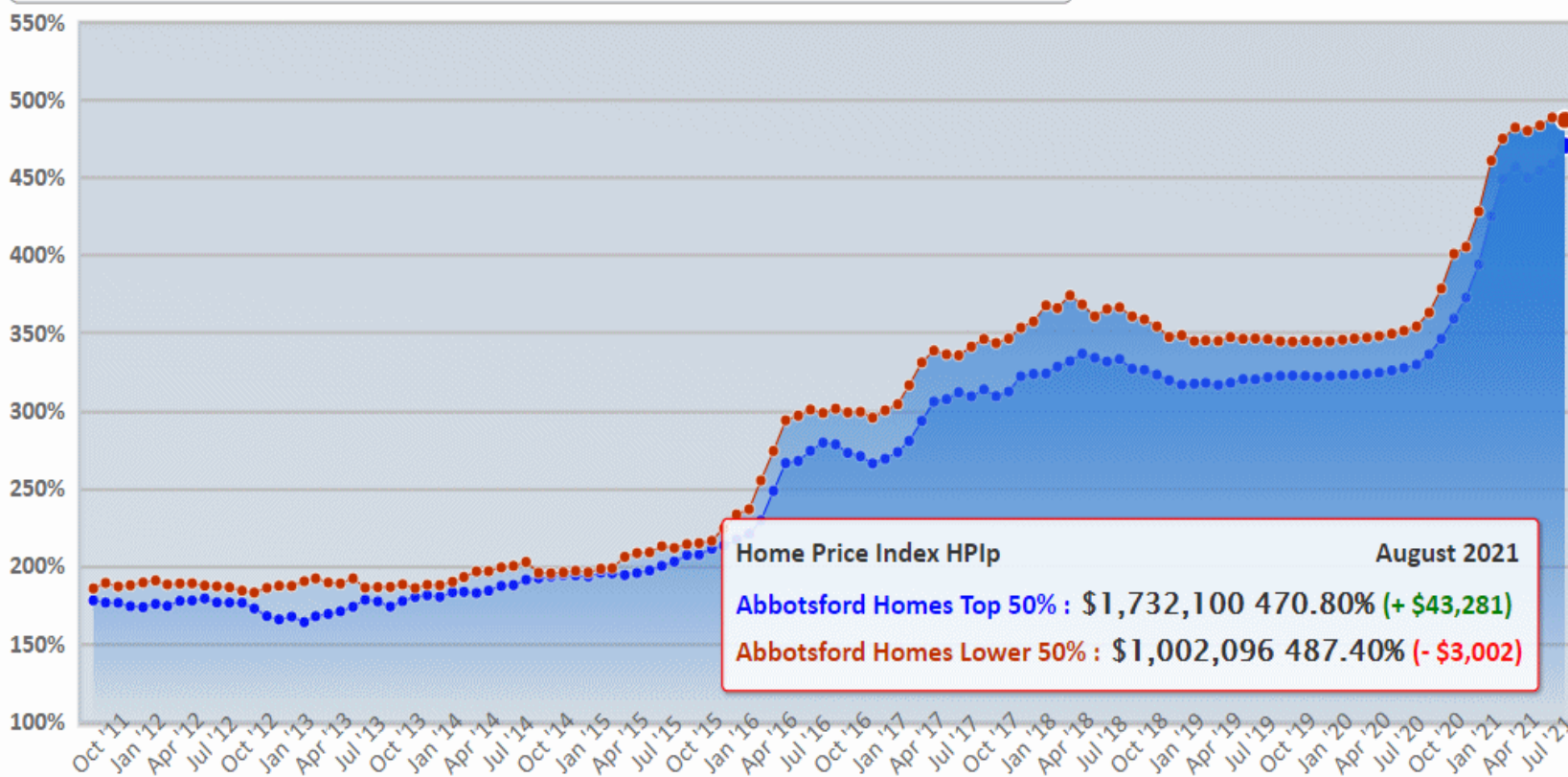
Market Analysis and Forecasting

Sept 1/21 Abbotsford

Powered by the Greater Vancouver Market Reports HPIp



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



Date	Value
Aug 2021	% 470.80
Jul 2021	% 459.00
Jun 2021	% 454.80
May 2021	% 449.90
Apr 2021	% 456.90
Mar 2021	% 449.20
Feb 2021	% 425.40
Jan 2021	% 394.40
Dec 2020	% 373.20
Nov 2020	% 359.60
Oct 2020	% 346.60
Sep 2020	% 336.50

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Jane Hull

Vancouver Market Reports

Statistics, on the Web!

detached homes



WestCoast Realty™

You've found a home

Market Analysis and Forecasting

Sept 1/21 Mission

Mission Real Estate Price Changes (\$/%)

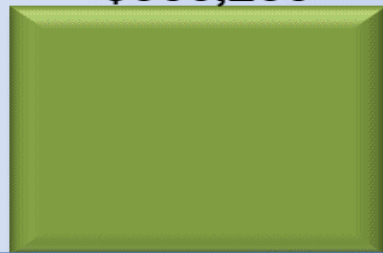
房地产价格变动(\$/%)

Housing Types: Year-To-Date June 2020 – June 2021 (Quarters)

房屋类型: 迄至今年 (每季) 由2020 六月至2021 六月

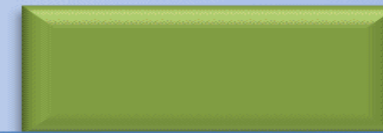
Powered by: Vancouver Market Reports HPIp

\$366,235



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

\$190,285



40.8%

32.5%

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

High End Detached

高档独立屋



Low End Detached

低端独立屋



\$850,000

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

All rights reserved and images copyrighted

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

Vancouver Market Reports

Statistics, on the Web!

detached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 Mission

Monthly Market Activity - Aug 2021 - Single Family



Sept 1 2021 Mission Market Update (Detached)

Current: Mission is a Seller Market with normal listing inventories, **30 %SOLD** rate and Sale Price /List Price = 100% (e.g.: means an average of a \$7,875 increase from the original list price on sale.)

Most Active Price Range: Homes between \$650,000 - \$775,000 have **75.0 %SOLD** rate.

Least Active Price Range: Homes above \$1.4 mill have a **13.8 %SOLD** rate.

History: The Mission Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$401,484.
The Mission Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$247,387.

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

Vancouver Market Reports

Statistics, on the Web!

detached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 Mission

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

Mission List Price Ranges Statistics - Aug 2021

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$300,000	15	4	27	95%	-\$17,950	26.7%	↑
\$300,001-\$650,000	8	2	30	104%	\$12,550	25.0%	↑
\$650,001-\$775,000	8	6	21	100%	\$2,750	75.0%	↑
\$775,001-\$850,000	10	5	7	102%	\$12,700	50.0%	↑
\$850,001-\$1,000,000	63	31	7	105%	\$41,313	49.2%	↑
\$1,000,001-\$1,400,000	60	16	14	105%	\$62,500	26.7%	↑
\$1,400,001 and more	87	12	27	96%	-\$66,950	13.8%	↑
Total Activity	251	76	10	101%	\$7,875	30%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Aug-20	Jul-21	Aug-21	9/1/2021	Change	
Total Listings (A,S,T,C,X)	364	261	251		-10	↓
Active Listings (1st of the month)	258	179	153	143	-10	↓
Solds	101	86	76		-10	↓
Days on Market (DOM)	19	9	10		1	↑
%SOLD (Sales/ Listings /mnlthly rate)	27.7%	33.0%	30.3%		-2.7%	↓
(Top 50%) Home Price Index HPIp	\$895,100	\$1,287,006	\$1,296,584		\$9,577	↑
(Lower 50%) Home Price Index HPIp	\$585,603	\$804,016	\$832,990		\$28,974	↑

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting

Sept 1/21 Mission

What Sold in your Neighbourhood and for What Price?

Mission Sub areas Statistics - Aug 2021						Detached
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Hatzic	18	7	27	100%	\$0	38.9%
Stave Falls	15	4	13	98%	-\$12,450	26.7%
Steelhead	5	1	26	97%	-\$49,900	20.0%
Mission	147	49	8	105%	\$45,000	33.3%
Durieu	14	4	48	95%	-\$33,848	28.6%
Dewdney Deroche	14	1	36	100%	\$0	7.1%
Lake Errock	17	4	25	98%	-\$5,500	23.5%
Hemlock	2	1	183	96%	-\$38,000	50.0%
Mission-West	19	5	48	92%	-\$99,000	26.3%
Total Activity	251	76	10	101%	\$7,875	30%

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!

detached homes



Sutton WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 Mission

Next Months Market Forecast

Forecast: Mission has average Listing Supply; 143 homes are for sale and with the **30 %SOLD** monthly rate gives us a ~3 months of inventory. Another indicator: 7% of the Active Listings have Reduced their Price by \$101,880 on Average and \$89,999 on Median for the last month. We project Mission Detached to be a Seller market.

The Real Estate bubble burst is over! The Vancouver Market just rebounded from the \$17,304 drop in July to a **\$9,115 INCREASE** in August. Here in the Fraser Valley 89% of the home market increasing by an average of **\$29,258**. This is the largest August price increase we've seen in the last 11 years. This Strong Sellers' market is a combination of high buyer demand and one of the lowest listing inventories since 2011. This lack of listings is partially due to the covid infections/lockdowns resulting in many sellers putting plans on hold.

Currently, Condos are now in a Seller's Market with 63% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$3,264 on average**. On the other hand, 68% Townhouse Markets (16 out of 28) prices increased **\$5,149** on average. We analyze and provide 97 individual City's Home Price Indexes to supply you with the MOST ACCURATE Market Trends every Saturday. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: VancouverMarketReports.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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Jane Hull

Vancouver Market Reports

Statistics, on the Web!

detached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 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)



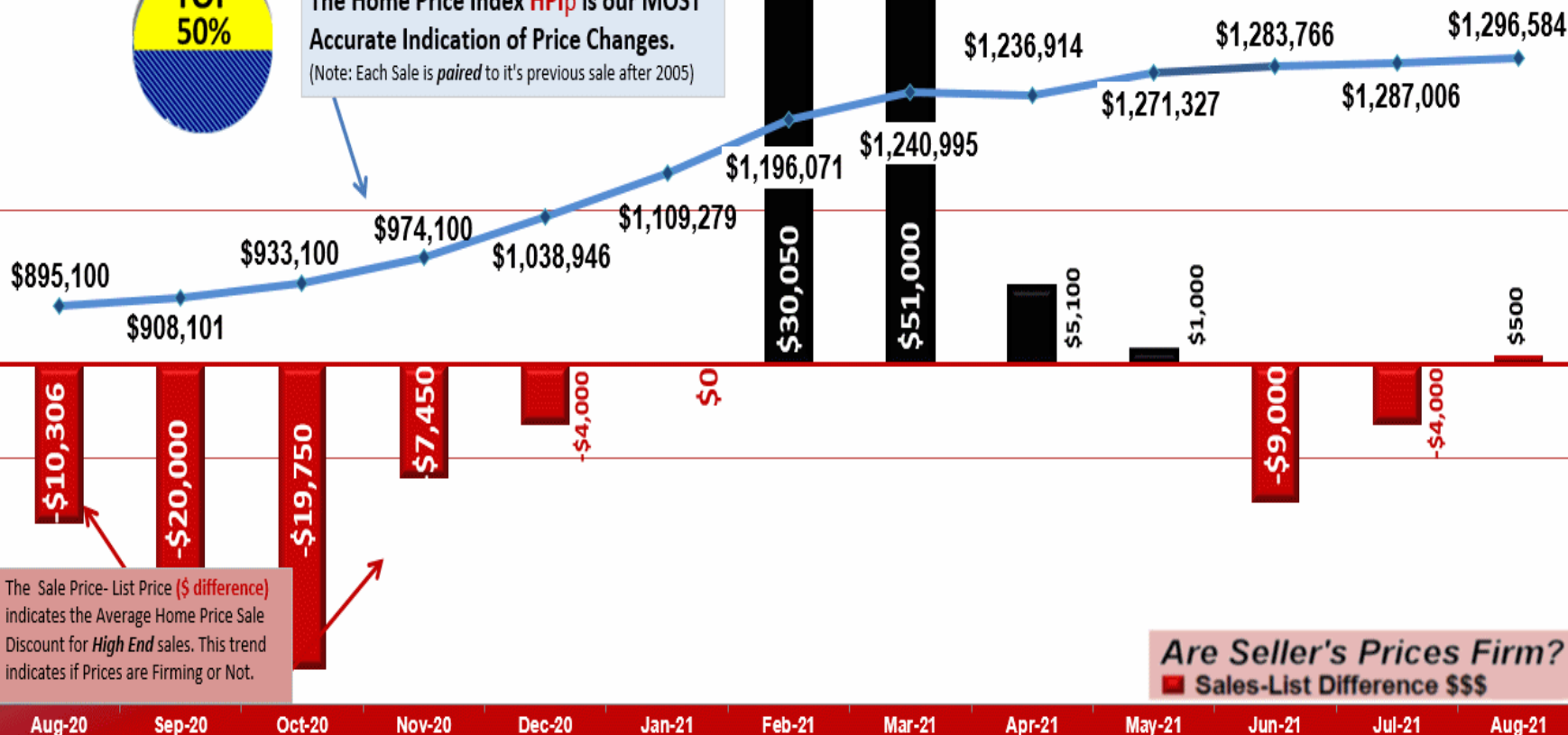
Detached

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

Homes Over \$850,000



The Home Price Index **HPIp** is our MOST Accurate Indication of Price Changes.
(Note: Each Sale is paired to its previous sale after 2005)



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 Price Difference \$\$\$



Detached



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

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!

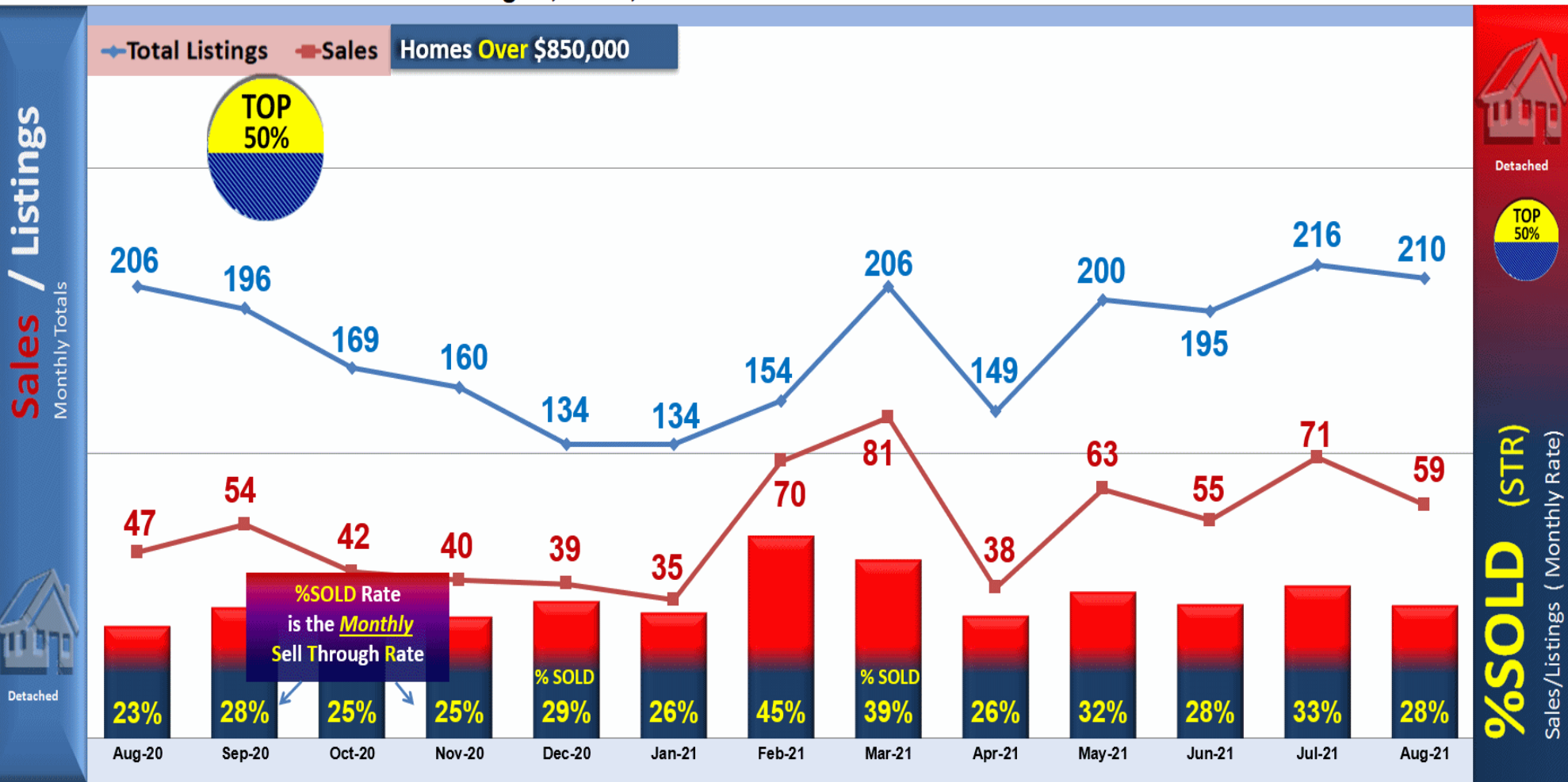


WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 Mission

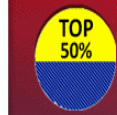
Detached Mission Total Listings**, Sales, and %SOLD Rates



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

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!

detached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 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)

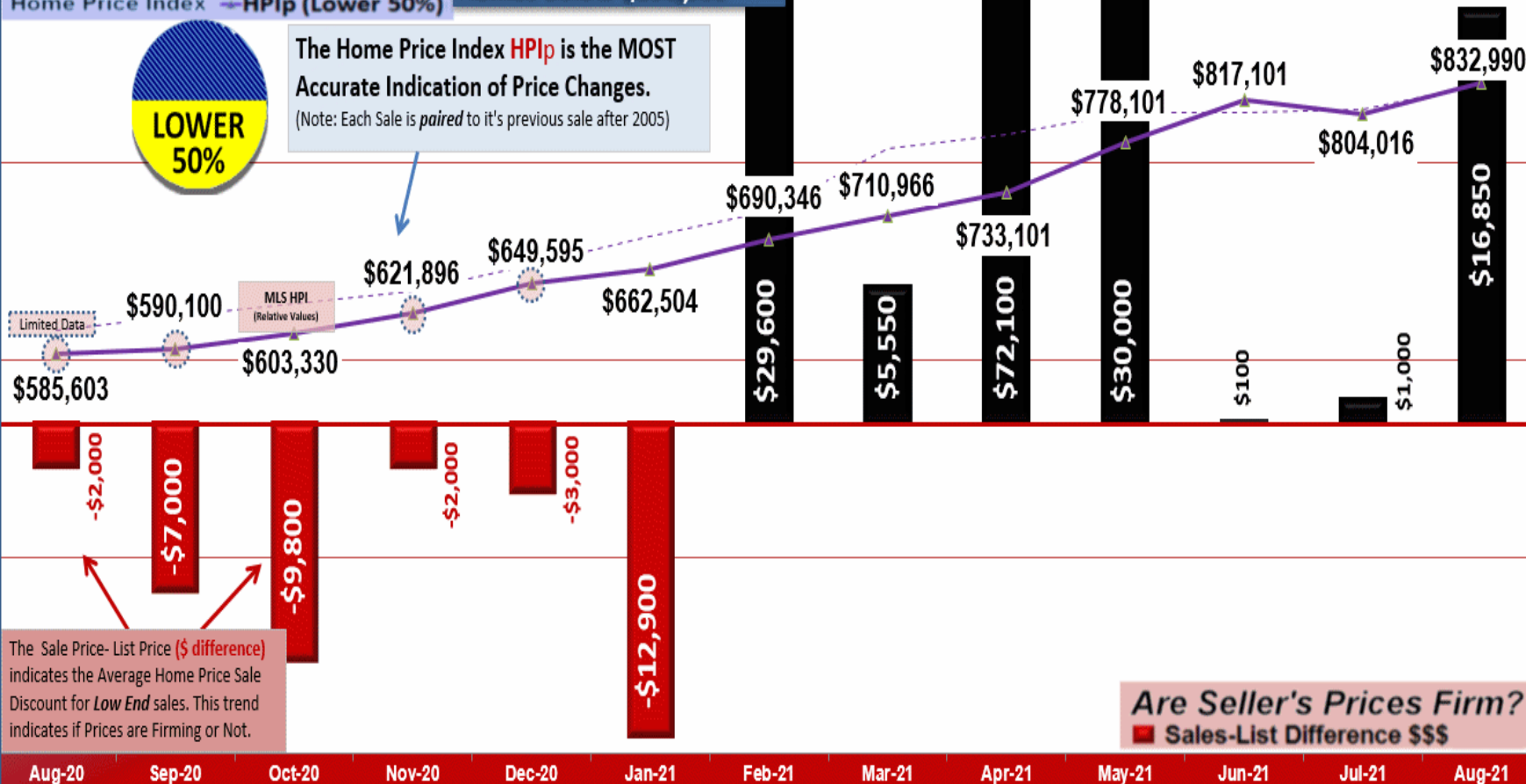
Home Price Changes
(Home Price Index Paired sales from 2005)

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

Homes Below \$850,000



The Home Price Index **HPIp** is the MOST Accurate Indication of Price Changes.
(Note: Each Sale is paired to it's previous sale after 2005)



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

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



Detached



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

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!



WestCoast Realty™
You've found a home

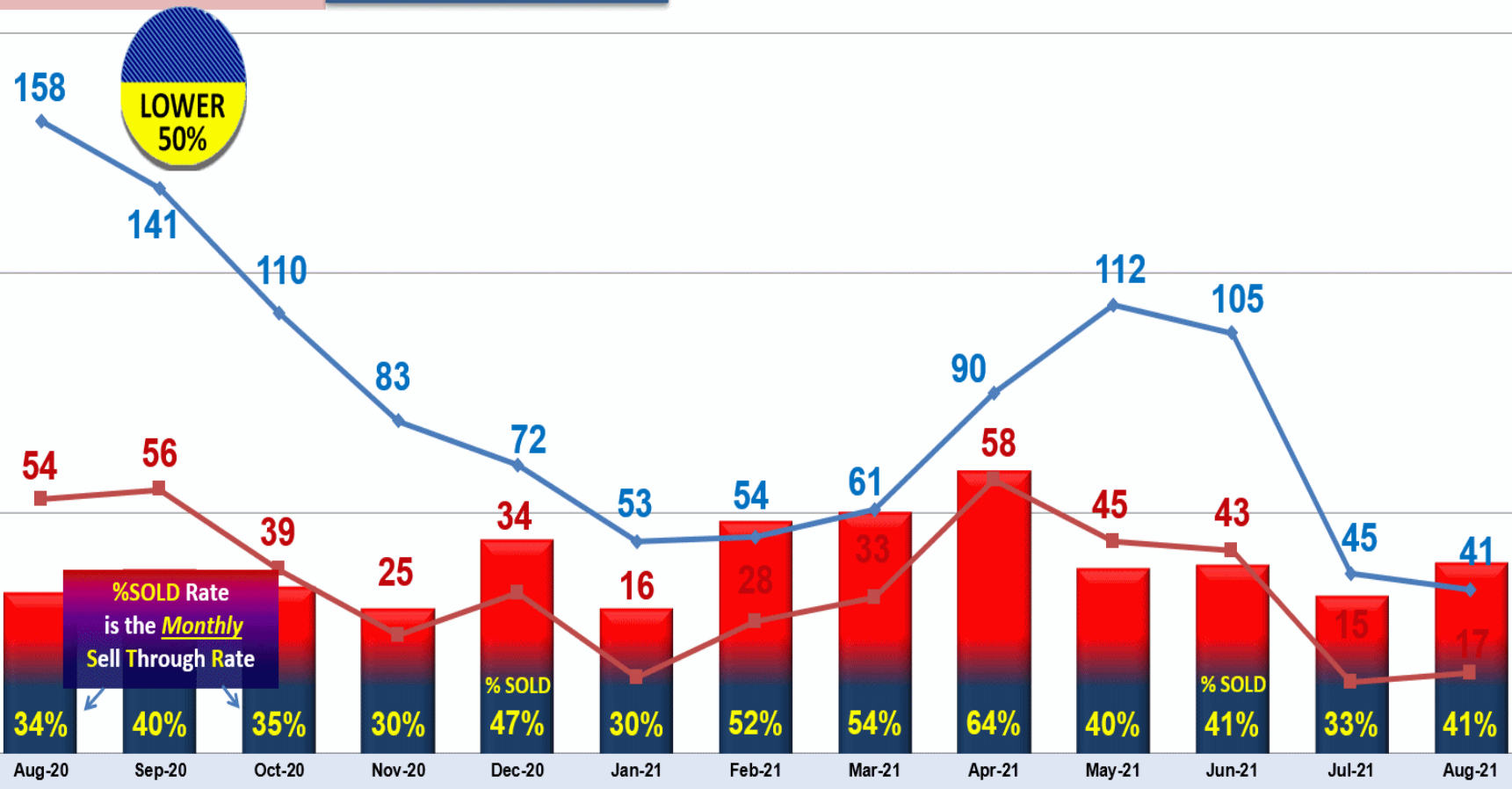
Market Analysis and Forecasting

Sept 1/21 Mission

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

← Total Listings → Sales Homes Below \$850,000

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

Jane Hull

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Vancouver Market Reports

Statistics, on the Web!

detached homes



WestCoast Realty™
You've found a home

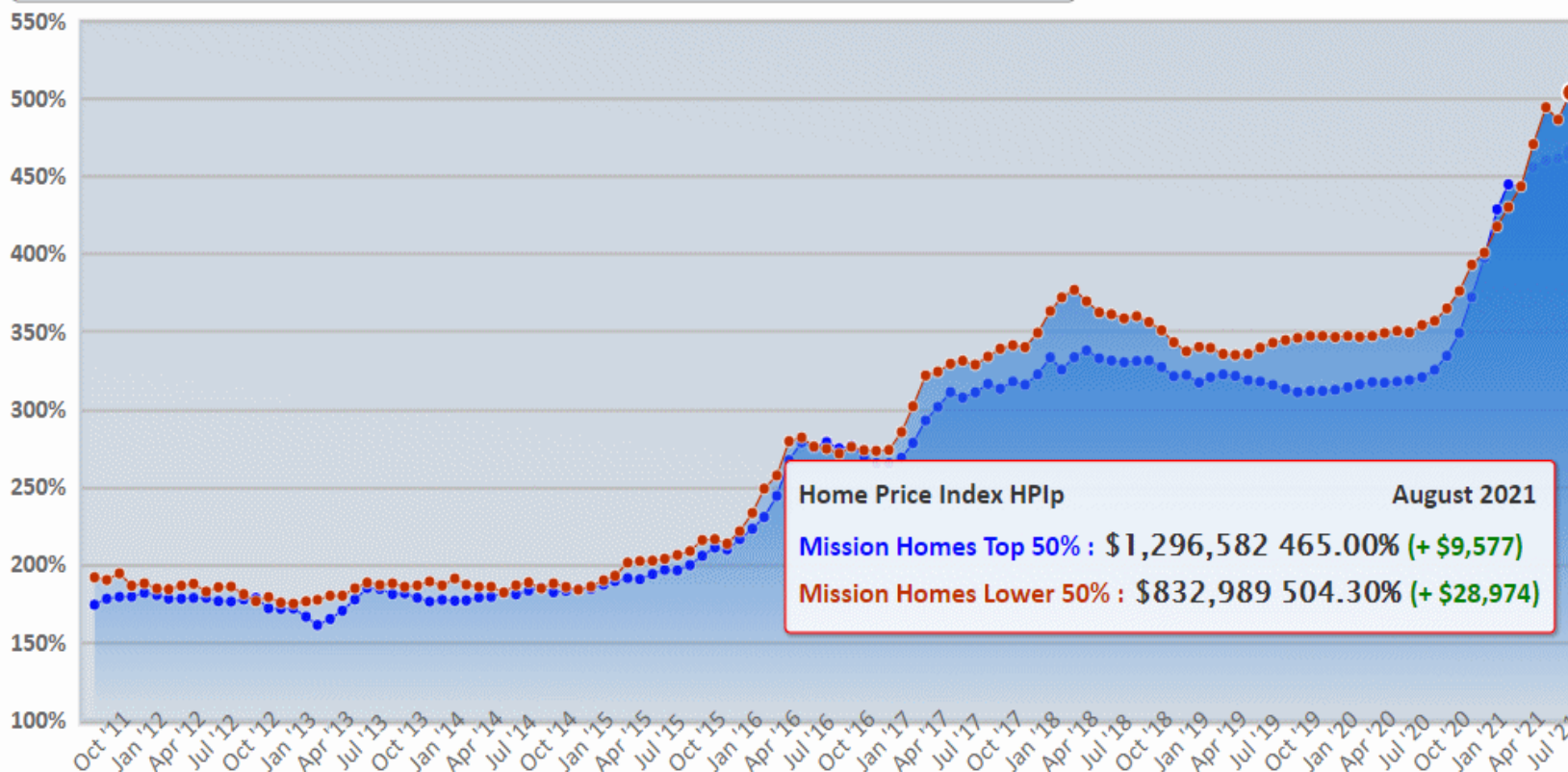
Market Analysis and Forecasting

Sept 1/21 Mission

Powered by the Greater Vancouver Market Reports HPIp



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



Date	Value
Aug 2021	% 465.00
Jul 2021	% 461.60
Jun 2021	% 460.40
May 2021	% 456.00
Apr 2021	% 443.60
Mar 2021	% 445.10
Feb 2021	% 429.00
Jan 2021	% 397.90
Dec 2020	% 372.60
Nov 2020	% 349.40
Oct 2020	% 334.70
Sep 2020	% 325.70

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Jane Hull

Vancouver Market Reports

Statistics, on the Web!

attached homes



Sutton WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 Abbotsford

Abbotsford Sub areas Statistics - Aug 2021

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	17	3	4	103%	\$11,766	17.6%
Matsqui	0	0				0.0%
Sumas Mountain	0	0				0.0%
Abbotsford West	158	58	23	100%	\$0	36.7%
Abbotsford East	47	16	15	99%	-\$3,700	34.0%
Aberdeen	3	0				0.0%
Sumas Prairie	0	0				0.0%
Central Abbotsford	184	58	19	99%	-\$2,700	31.5%
Total Activity	409	135	18	100%	-\$1,500	33%

Sept 1 2021 Abbotsford Market Update Attached Townhomes/ Condos

Current: Abbotsford is a Stable Market with normal listing inventories, a **33 %SOLD** rate and a 99% Sell/List Ratio.

(This means that there is an average of a \$1,500 discount on a sale from the original list price)

Most Active Price Range: Attached homes below \$240,000 have **72.2 %SOLD** rate.

Least Active Price Range: Attached homes above \$575,000 have **23.4 %SOLD** rate.

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

HPIp (Top 50%) shows that prices increased \$75,163.

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

HPIp (Lower 50%) shows that prices increased \$67,103.

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

HPIp (Top 50%) shows that prices increased \$157,901.

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

HPIp (Lower 50%) shows that prices increased \$121,075.

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

Analytical Methods: The Abbotsford 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 **Abbotsford HPIp Top 50%** representing the higher end sales and the **Abbotsford HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one of 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: Vancouvermarketreports.com

Abbotsford List Price Ranges Statistics - Aug 2021

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$240,000	18	13	33	100%	\$0	72.2%
\$240,001-\$300,000	29	13	20	98%	-\$4,900	44.8%
\$300,001-\$375,000	56	21	15	100%	-\$1,000	37.5%
\$375,001-\$475,000	70	19	28	99%	-\$4,990	27.1%
\$475,001-\$575,000	95	36	23	100%	\$0	37.9%
\$575,001 and more	141	33	13	100%	\$0	23.4%
Total Activity	409	135	18	100%	-\$1,500	33%

Monthly Changes Summary

	Aug-20	Jul-21	Aug-21	9/1/2021	Change
Total Listings** (A,S,T,C,X)	692	483	409		-74
Active Listings	481	310	272	229	-43
Solds	149	174	135		-39
Days on Market (DOM)	16	14	18		4
% SOLD (Sales/ Listings /monthly rate)	21.5%	36.0%	33.0%		-3.0%
Condos (Top 50%) Home Price Index HPIp	\$359,527	\$430,101	\$434,690		\$4,589
Condos (Lower 50%) Home Price Index HPIp	\$251,356	\$304,100	\$313,100		\$9,000
Twnhs (Top 50%) Home Price Index HPIp	\$563,199	\$708,101	\$721,100		\$12,999
Twnhs (Lower 50%) Home Price Index HPIp	\$377,446	\$492,000	\$498,521		\$6,521

Forecast: Abbotsford Listing Inventories is 6% less than same month as last year.

The Real Estate bubble burst is over! The Vancouver Market just rebounded from the \$17,304 drop in July to a **\$9,115 INCREASE** in August. Here in the Fraser Valley 89% of the home market increasing by an average of **\$29,258**. This is the largest August price increase we've seen in the last 11 years. This Strong Sellers' market is a combination of high buyer demand and one of the lowest listing inventories since 2011. This lack of listings is partially due to the covid infections/lockdowns resulting in many sellers putting plans on hold.

Currently, Condos are now in a Seller's Market with 63% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$3,264 on average**. On the other hand, 68% Townhouse Markets (16 out of 28) prices increased \$5,149 on average. We analyze and provide 97 individual City's Home Price Indexes to supply you with the MOST ACCURATE Market Trends every Saturday. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

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

The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types.

Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Jane Hull

Vancouver Market Reports

Statistics, on the Web!

attached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 **Abbotsford**

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

Sales / Listings
Monthly Totals

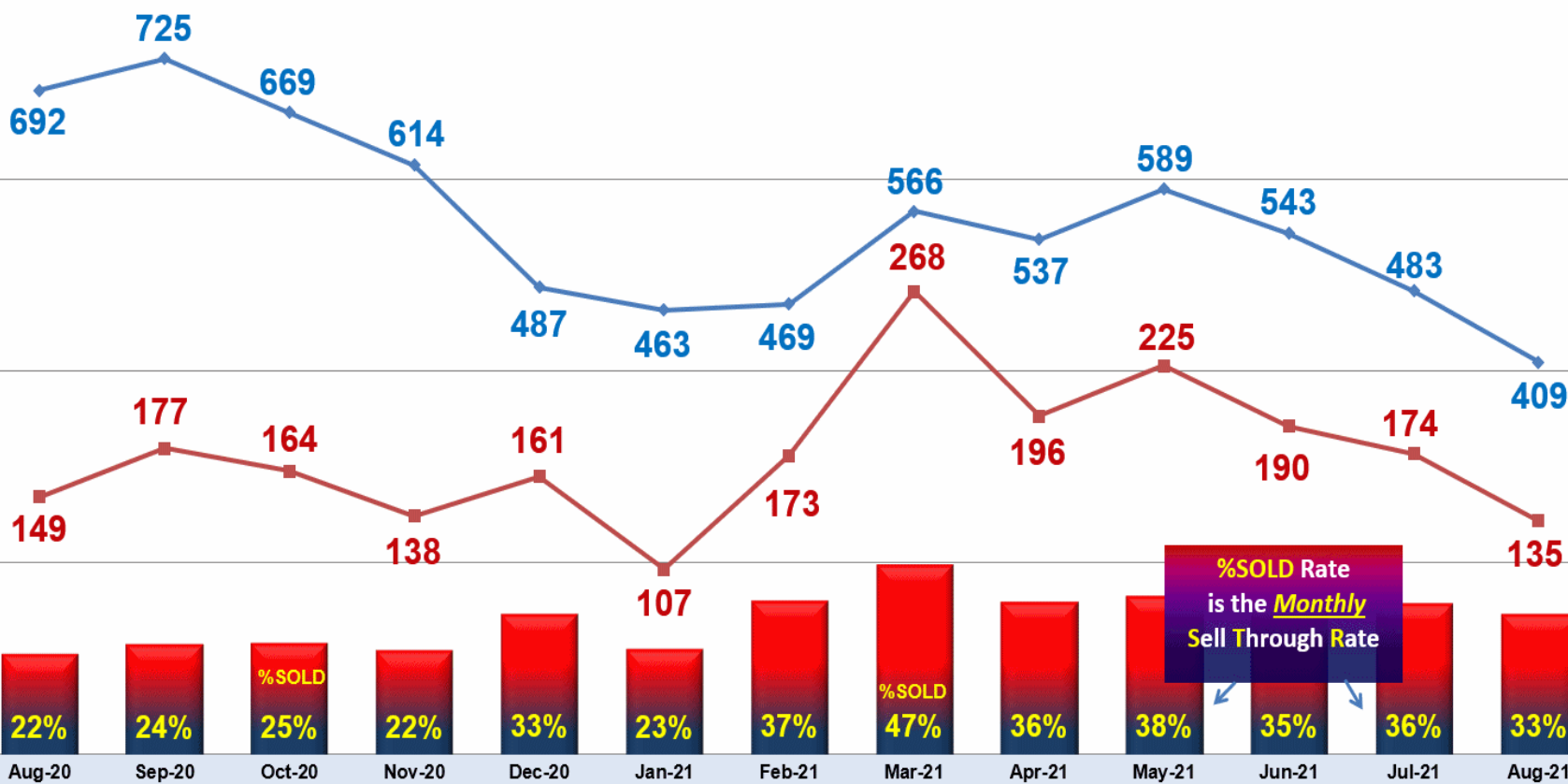


Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

◆ Total Listings ■ Sales



%SOLD Rate is the Monthly Sell Through Rate

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Jane Hull

Vancouver Market Reports

Statistics, on the Web!

attached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 **Abbotsford**

Attached **Abbotsford** **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



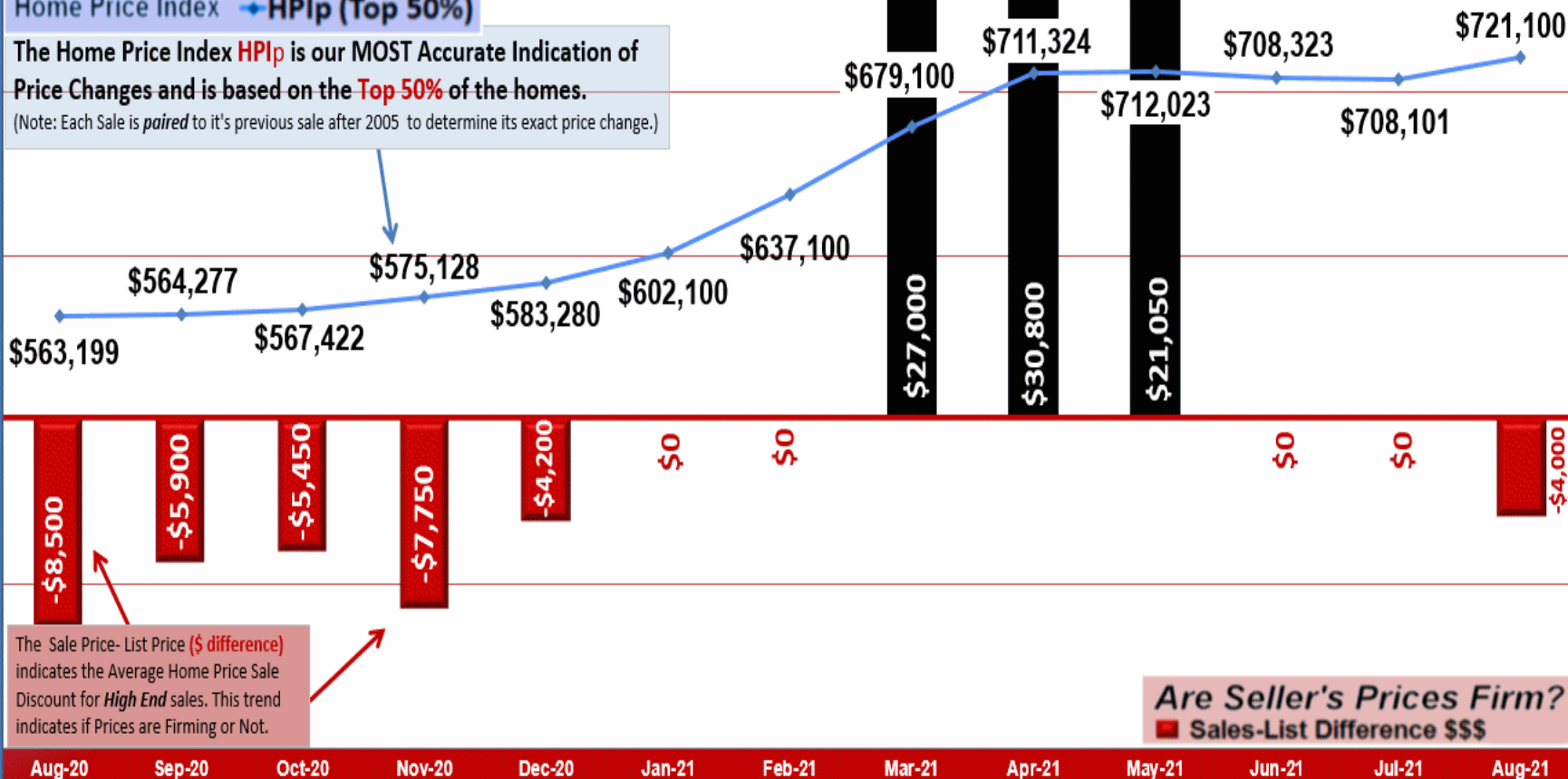
Sales Discount \$\$\$
Sale Price - Original List Price (\$\$ difference)

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 its previous sale after 2005 to determine its exact price change.)



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

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

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Jane Hull

Vancouver Market Reports

Statistics, on the Web!

attached homes



Market Analysis and Forecasting

Sept 1/21 **Abbotsford**

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

Home Price Changes

(Home Price Index Paired sales from 2005)

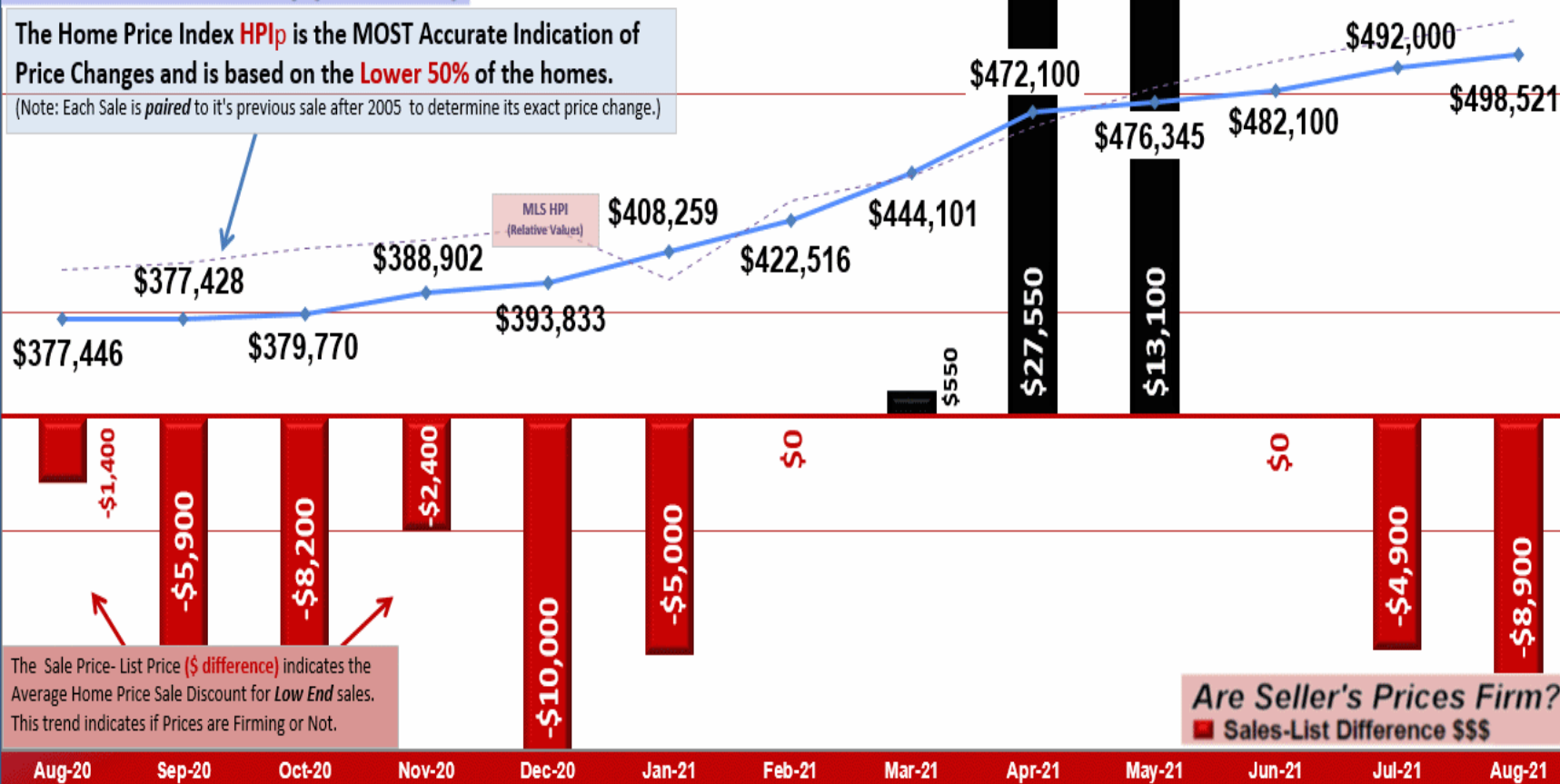


Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

The Home Price Index **HPIp** is the MOST Accurate Indication of Price Changes and is based on the **Lower 50%** of the homes.

(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



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 \$\$\$



Townhouses



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 **all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Jane Hull

Vancouver Market Reports

Statistics, on the Web!

attached homes



WestCoast Realty™
You've found a home

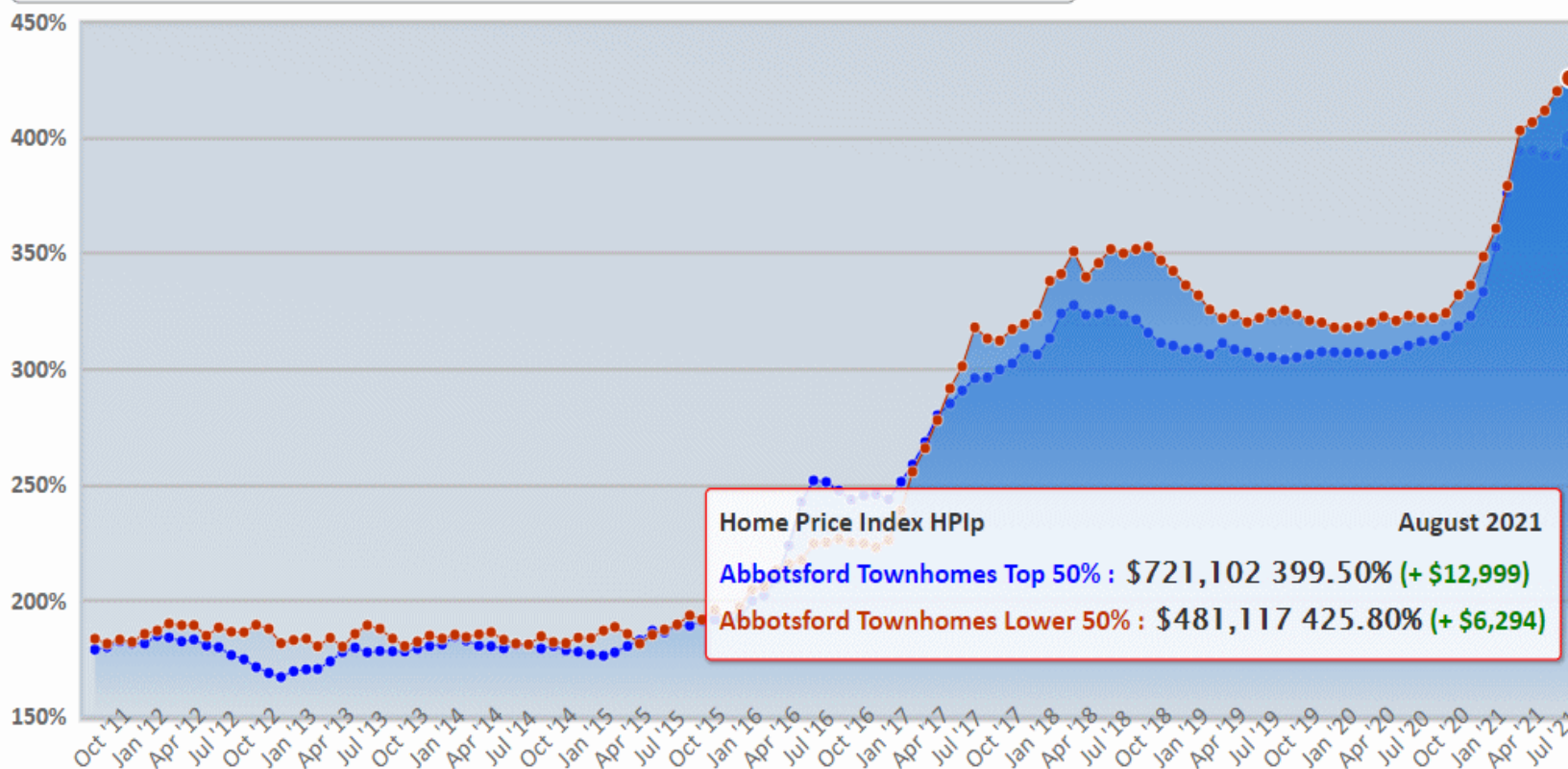
Market Analysis and Forecasting

Sept 1/21 **Abbotsford**

Powered by the Greater Vancouver Market Reports HPIp



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



Date	Value
Aug 2021	% 399.50
Jul 2021	% 392.30
Jun 2021	% 392.40
May 2021	% 394.50
Apr 2021	% 394.10
Mar 2021	% 376.20
Feb 2021	% 353.00
Jan 2021	% 333.60
Dec 2020	% 323.20
Nov 2020	% 318.60
Oct 2020	% 314.40
Sep 2020	% 312.60

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **all marketed listings /month.
 The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types.
 Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Jane Hull

Vancouver Market Reports

Statistics, on the Web!

attached homes



Market Analysis and Forecasting

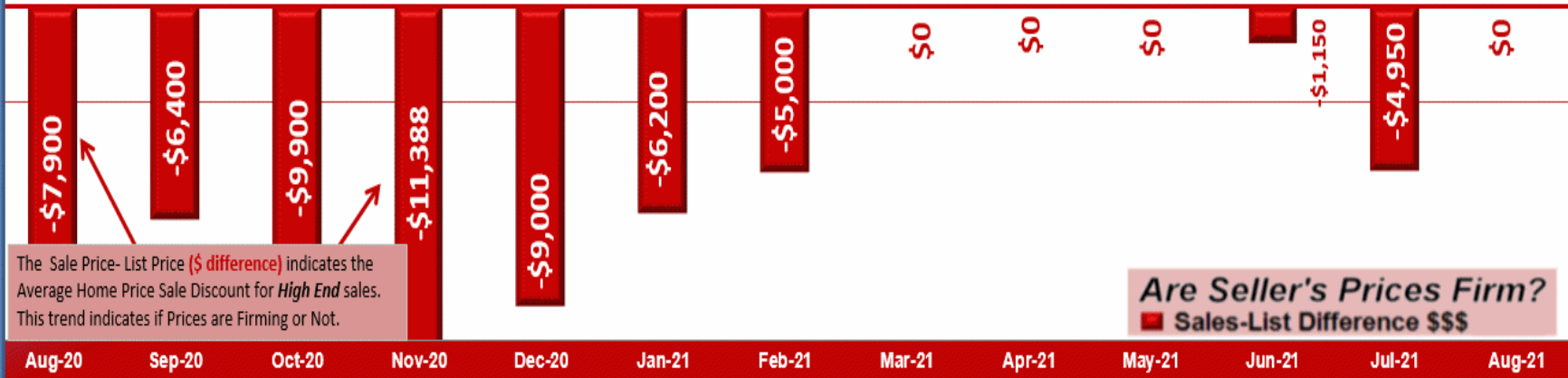
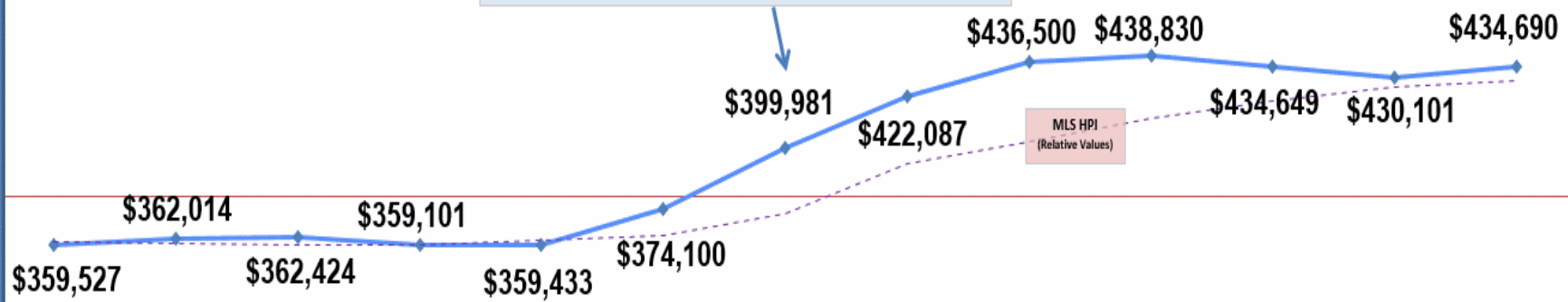
Sept 1/21 **Abbotsford**

Attached **Abbotsford** **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)

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.)



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 \$\$\$



Condominiums



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 **all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Jane Hull

Vancouver Market Reports

Statistics, on the Web!

attached homes



WestCoast Realty™
You've found a home

Market Analysis and Forecasting

Sept 1/21 **Abbotsford**

Attached

Abbotsford

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)



Condominiums



Condominiums



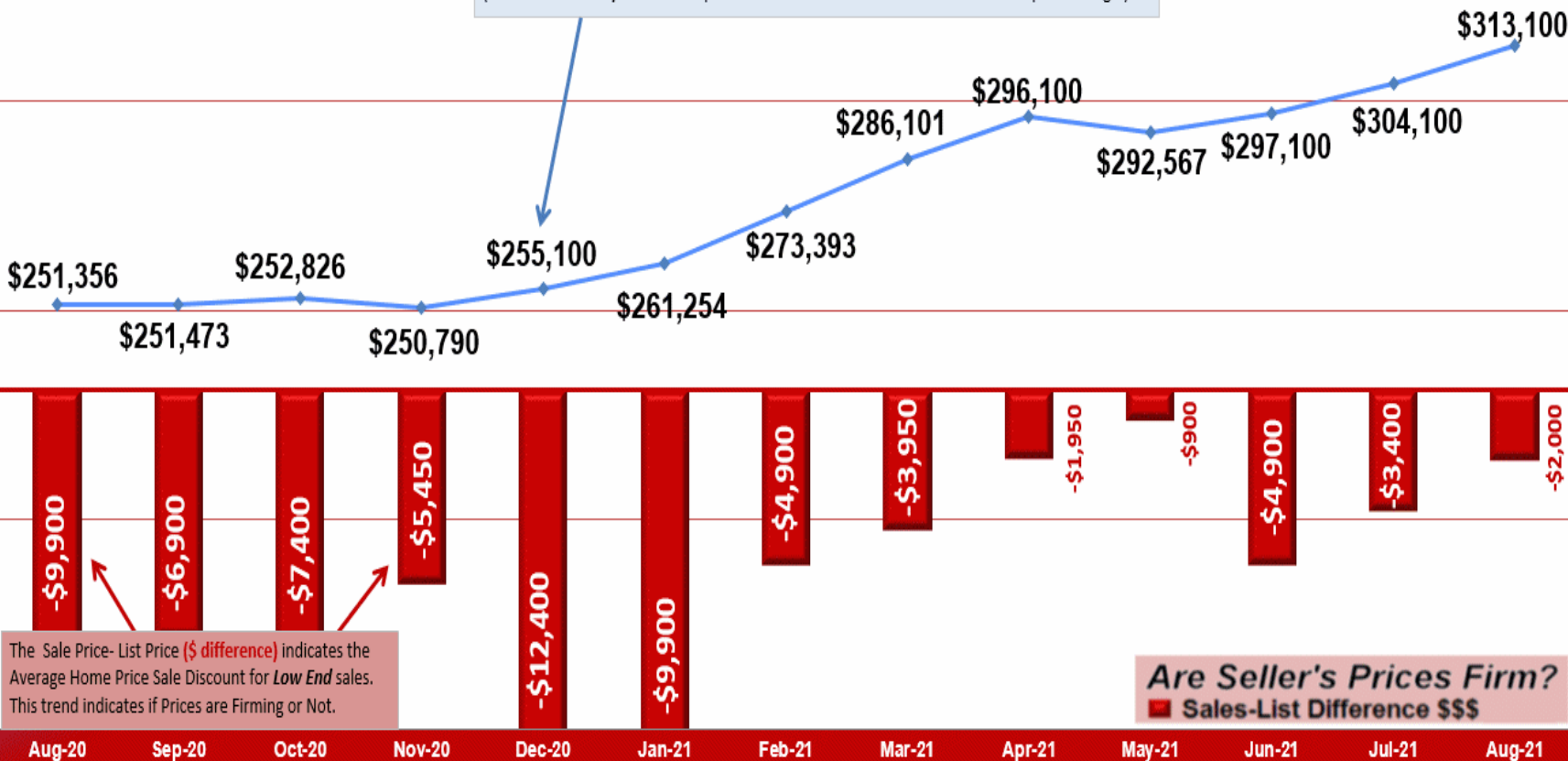
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

Home Price Index → **HPIp** (Lower 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.)



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 \$\$\$

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Jane Hull

Vancouver Market Reports

Statistics, on the Web!

attached homes



WestCoast Realty™
You've found a home

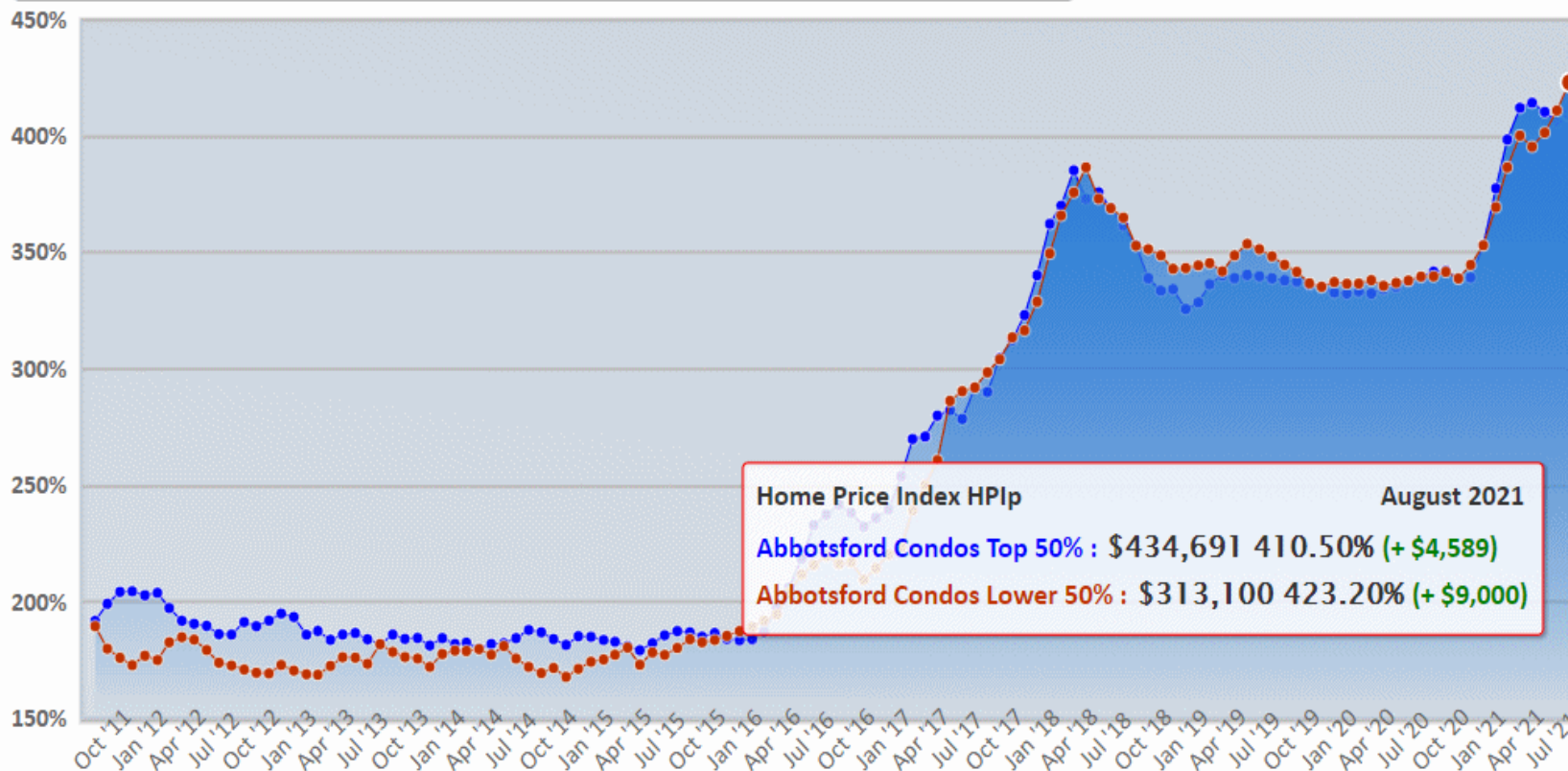
Market Analysis and Forecasting

Sept 1/21 **Abbotsford**

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Aug 2021	% 410.50
Jul 2021	% 406.20
Jun 2021	% 410.50
May 2021	% 414.40
Apr 2021	% 412.20
Mar 2021	% 398.60
Feb 2021	% 377.70
Jan 2021	% 353.30
Dec 2020	% 339.40
Nov 2020	% 339.10
Oct 2020	% 342.30
Sep 2020	% 341.90

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **all marketed listings /month.
 The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types.
 Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

Sutton Group West Coast

janehull@telus.net

janehull.ca

66-855-0800

Jane Hull