

Market Analysis and Forecasting

Market Analysis and Forecasting

Joy Farden's Market Reports



Advanced Marketing Tools



Joy Farden's Market Reports

Detached

- [Richmond](#)
- [Vancouver Westside](#)
- [White Rock S Surrey](#)

Attached

- [Richmond](#)
- [Vancouver Westside](#)

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



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Vancouver & Fraser Valley

Sales (2 wks) / Listings Graph

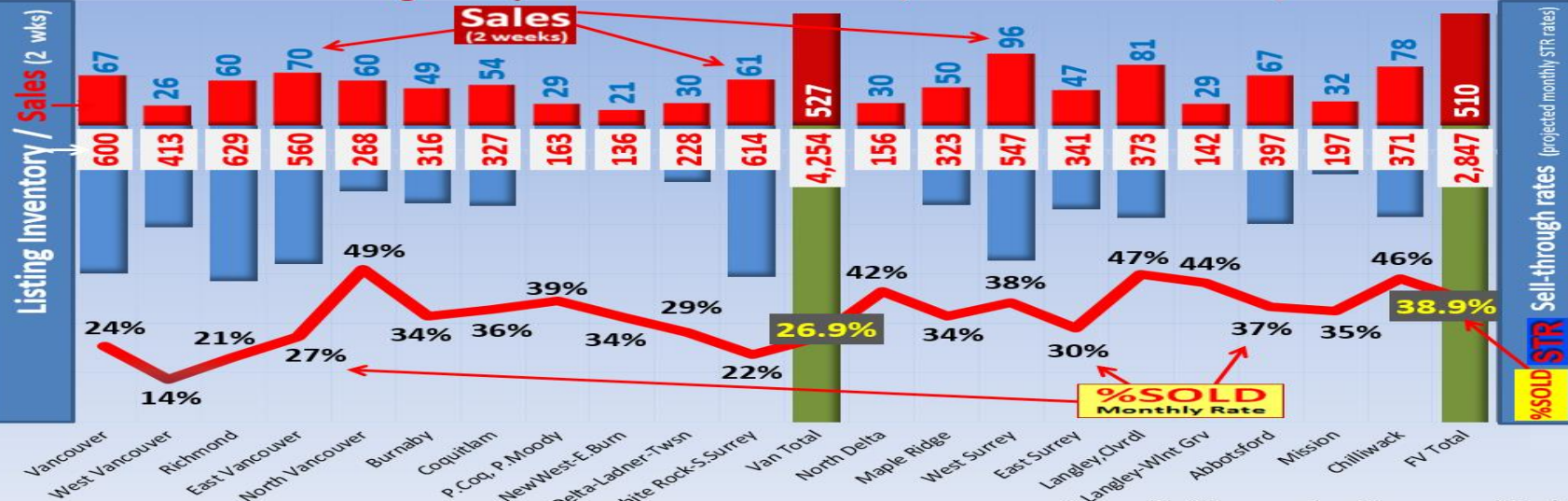
Dec 4 2020 (2-weeks)

%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)

2020.12.05.7:15PM b5a



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

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Vancouver & Fraser Valley

Sales (2 wks) / Listings Graph

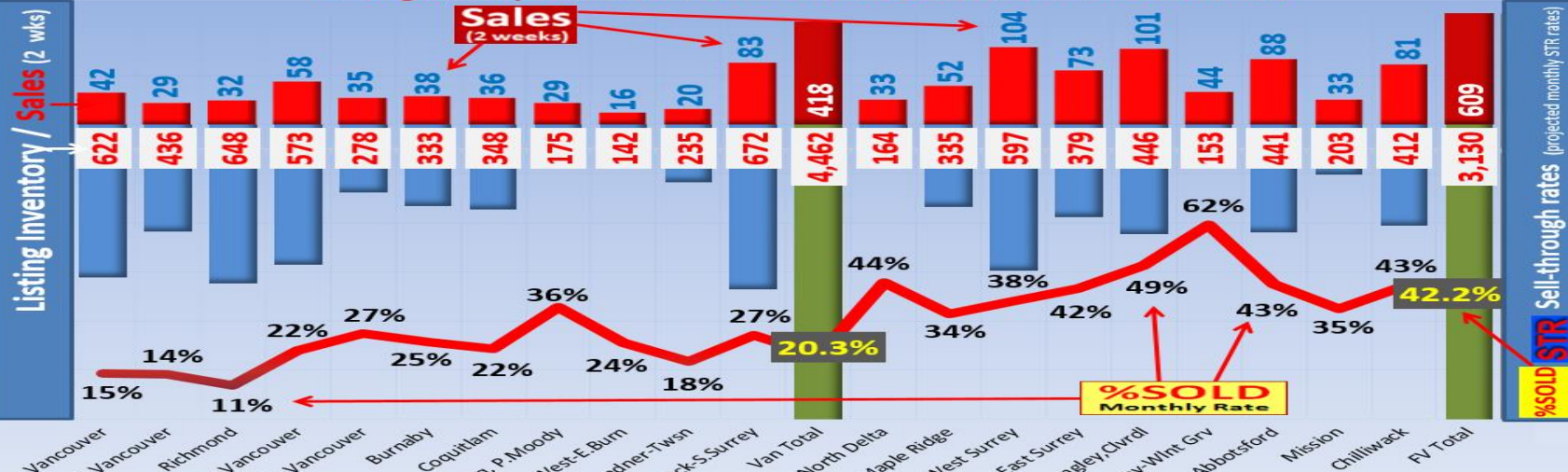
Nov 20 2020 (2-weeks)

%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)

2020.11.20.6:30AM b5a

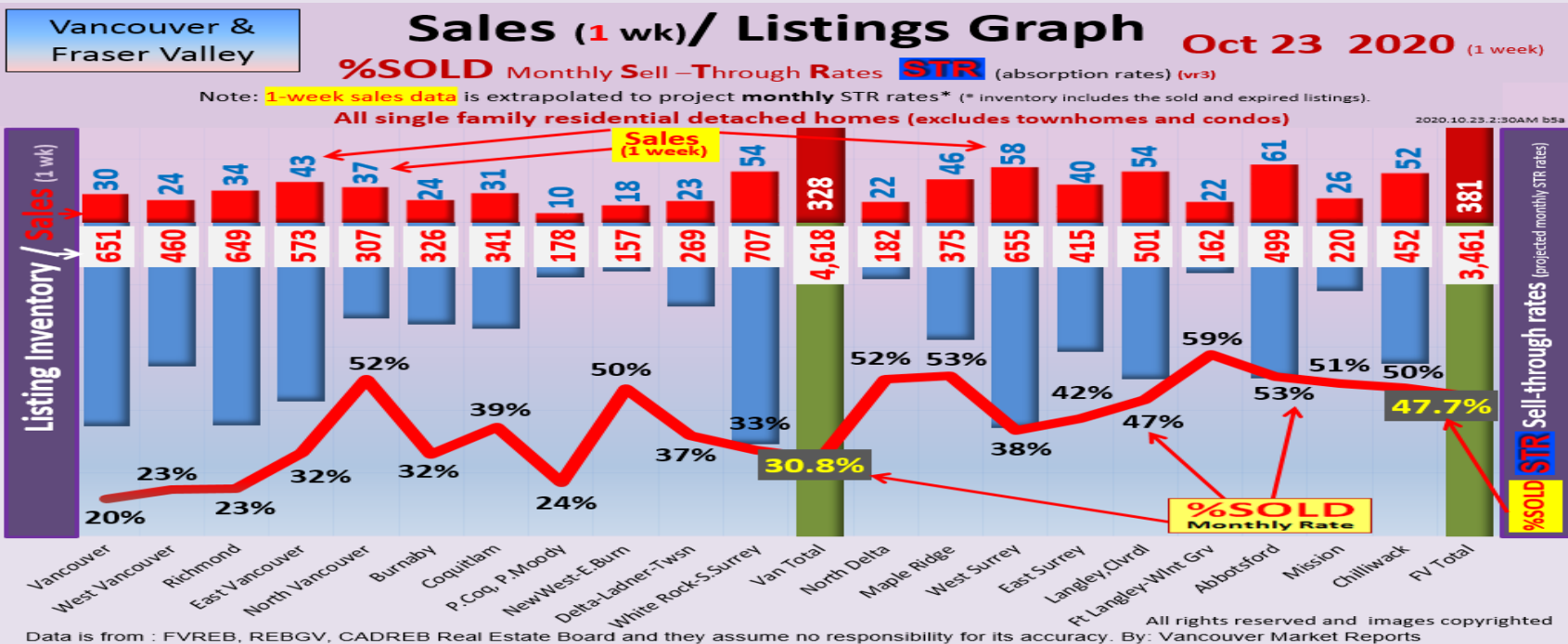
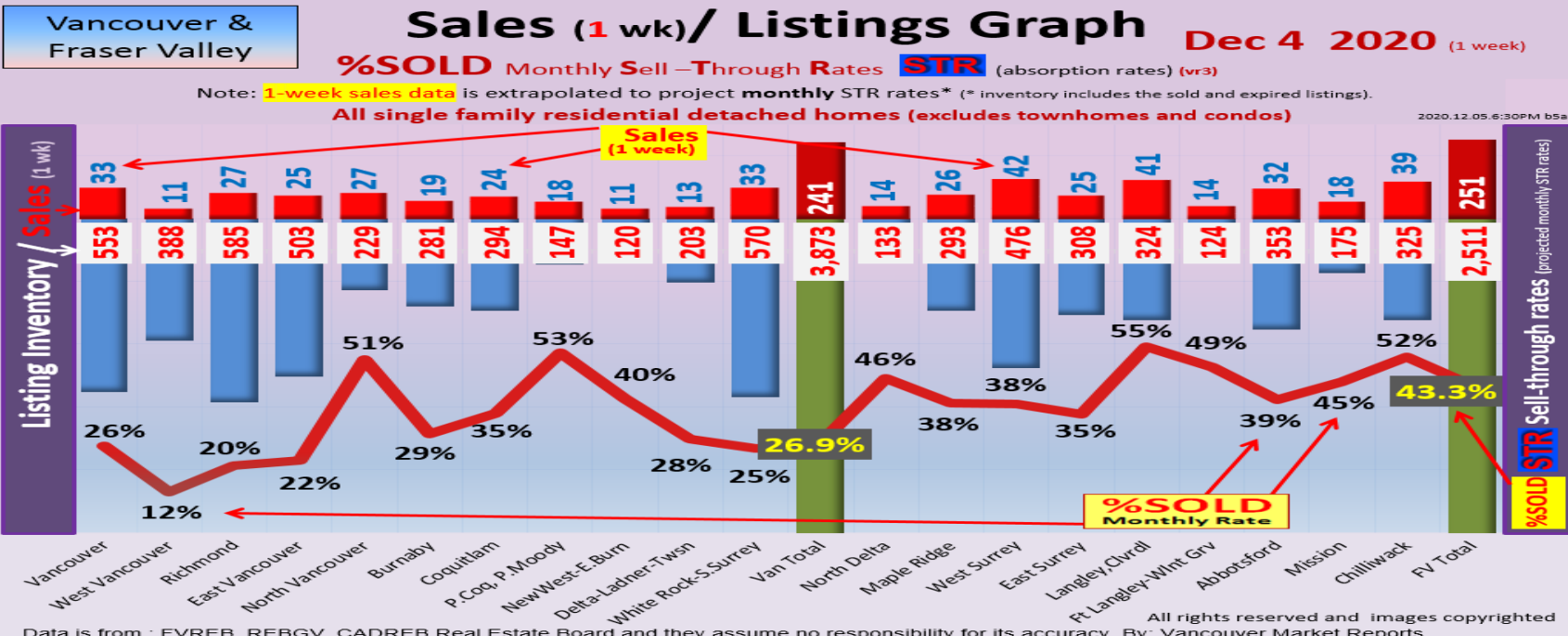


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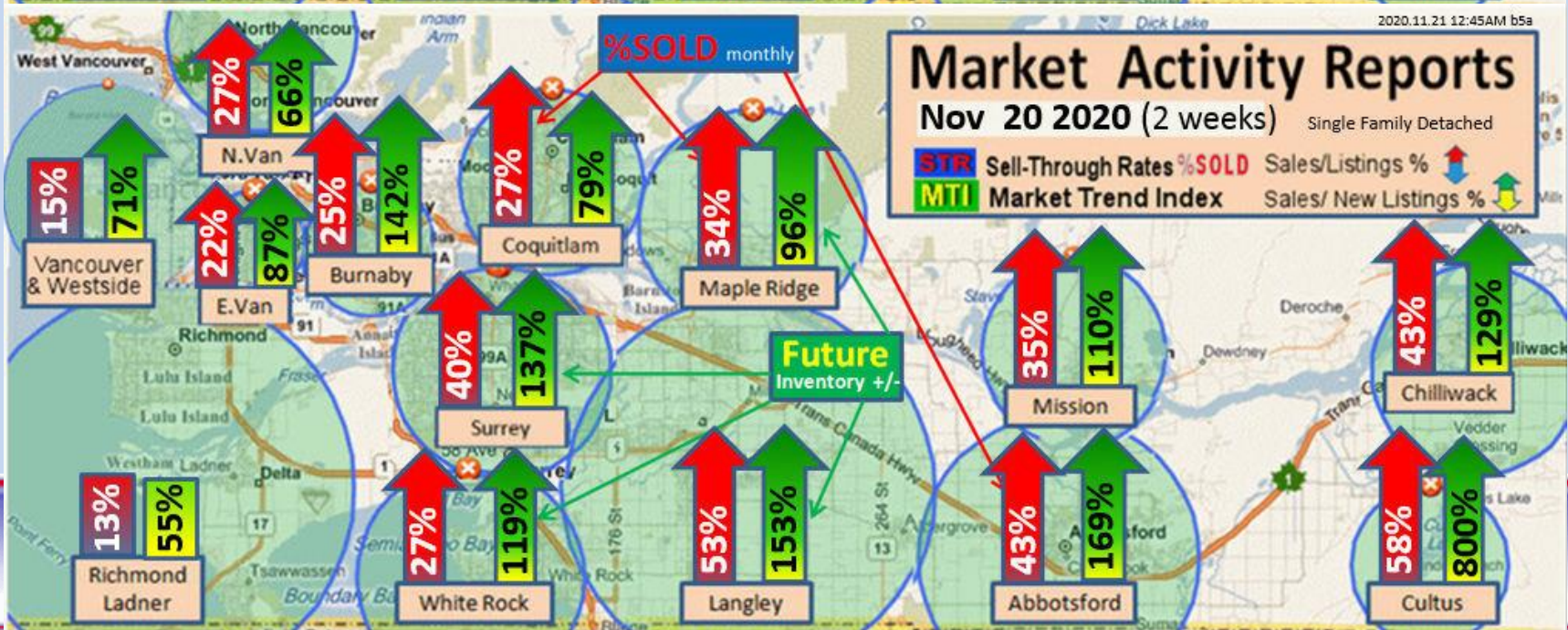
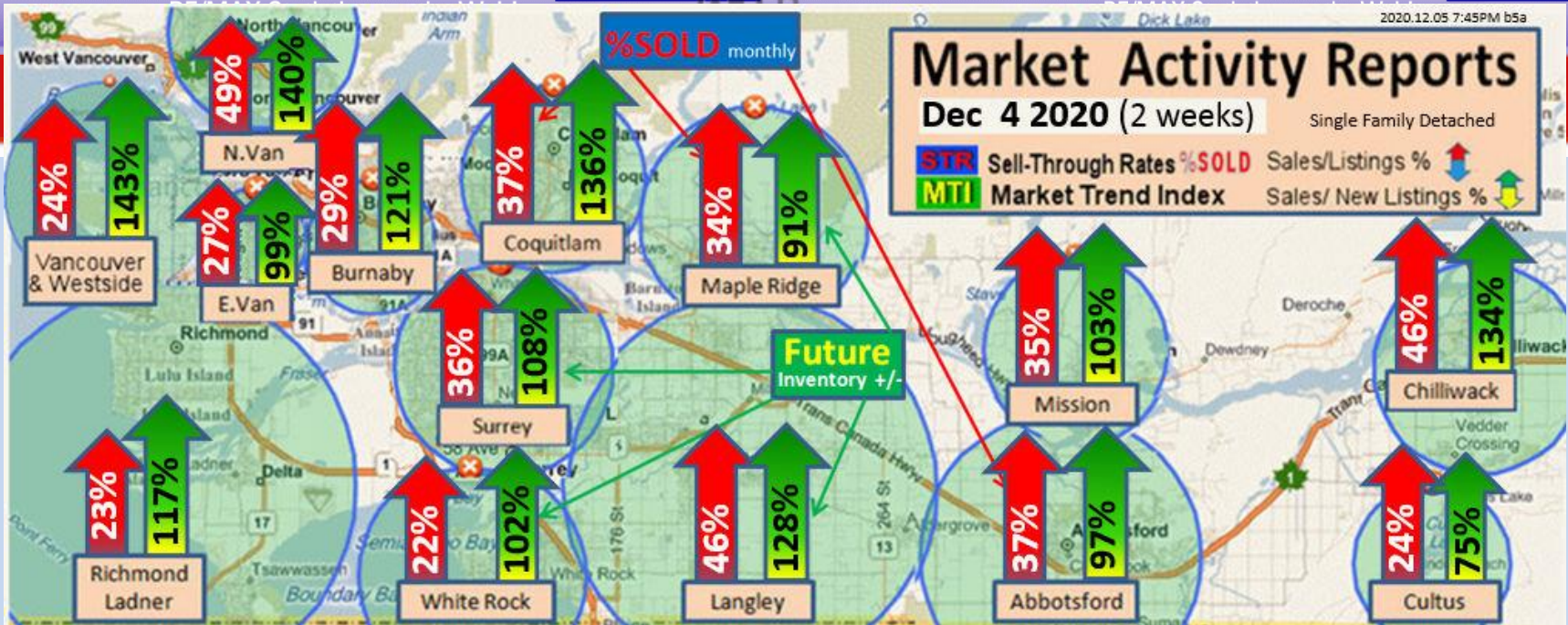
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Market Analysis and Forecasting

Dec 1/20 Richmond

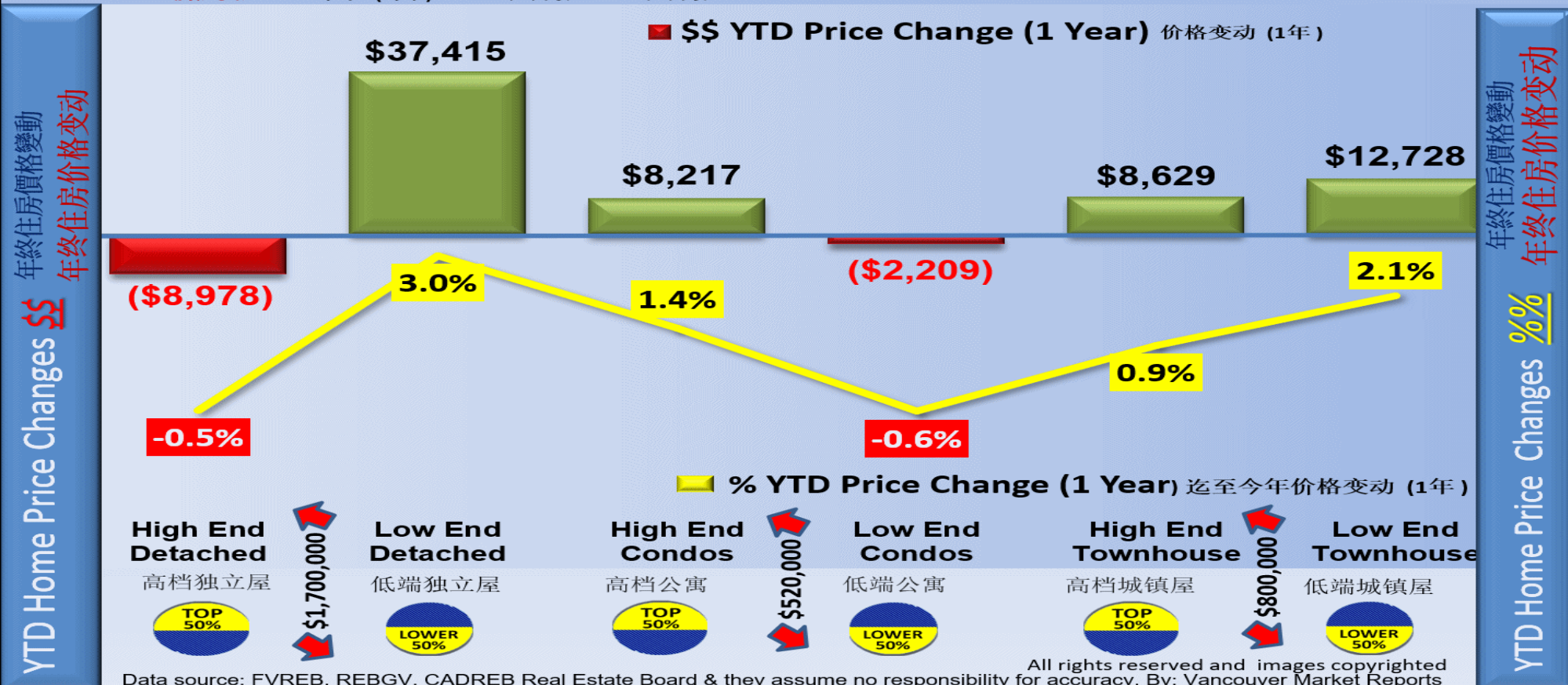
Richmond Real Estate Price Changes (\$/%)

列治文 房地產價格變動 / 列治文 房地產價格變動

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

房屋类型: 迄至今年 (每季) 由2019 九月份至2020 九月份

Powered by: Vancouver Market Reports HPIp



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



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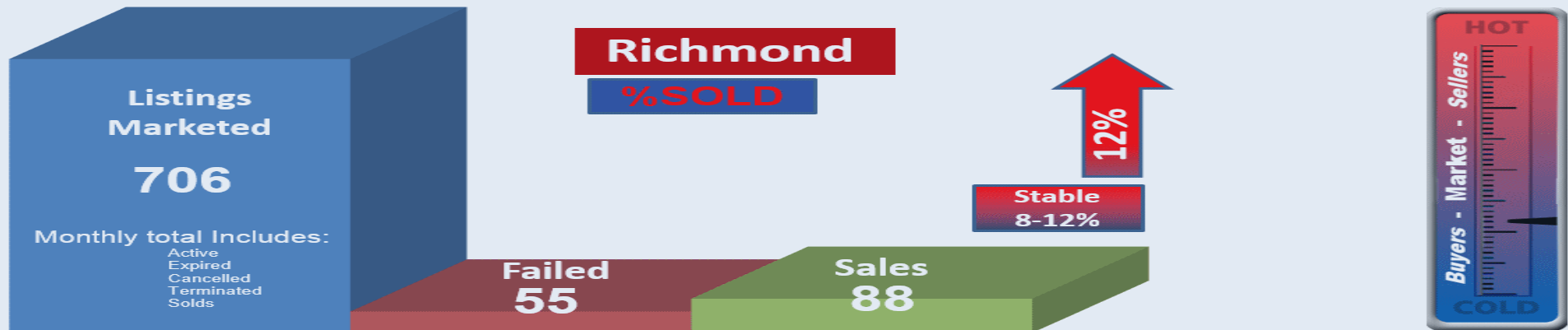
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Market Analysis and Forecasting

Dec 1/20

Richmond

Monthly Market Activity - Nov 2020 Single Family



Dec 1 2020 Richmond Market Update (Detached)

Current: Richmond: is in a Seller Market with average Listings, **12 %SOLD** rate and a 96% Sell/List Ratio.
(This means that there is an average of a \$60,500 Discount on a sale from the original list price)

Most Active Price Range: Homes between \$1.2 mill. - \$1.4 mill. have **27.8 %SOLD** rate.

Least Active Price Range: Homes above \$3.2 mill. have **1.0 %SOLD** rate

History: The Richmond Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$41,000.
The Richmond Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$72,061.



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Market Analysis and Forecasting

Dec 1/20 Richmond

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

Richmond List Price Ranges Statistics - Nov 2020							Detached
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,200,000	27	6	10	106%	\$59,000	22.2%	↑
\$1,200,001-\$1,400,000	54	15	13	97%	-\$39,900	27.8%	↑
\$1,400,001-\$1,550,000	64	16	14	97%	-\$42,500	25.0%	↑
\$1,550,001-\$1,700,000	85	13	23	95%	-\$78,000	15.3%	↑
\$1,700,001-\$1,950,000	92	11	27	98%	-\$41,900	12.0%	
\$1,950,001-\$2,300,000	100	9	55	96%	-\$74,000	9.0%	↓
\$2,300,001-\$2,700,000	98	6	26	94%	-\$149,400	6.1%	↓
\$2,700,001-\$3,200,000	87	11	103	89%	-\$317,570	12.6%	
\$3,200,001 and more	99	1	23	91%	-\$320,000	1.0%	↓
Total Activity	706	88	22	96%	-\$60,500	12%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Nov-19	Oct-20	Nov-20	12/1/2020	Change	
Total Listings** (A,S,T,C,X)	835	751	706		-45	↓
Active Listings	723	597	589	551	-38	↓
Solds	69	107	88		-19	↓
DOM	43	17	22		5	↑
%SOLD (Sales/ Listings /mntly rate)	8%	14%	12.5%		-2%	↓
(Top 50%) Home Price Index HPIp	\$1,633,101	\$1,677,100	\$1,674,101		-\$2,999	↓
(Lower 50%) Home Price Index HPIp	\$1,241,039	\$1,293,749	\$1,313,100		\$19,351	↑



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Market Analysis and Forecasting

Dec 1/20 Richmond

Richmond Sub areas Statistics - Nov 2020						Detached	
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
Sea Island	4	1	7	101%	\$17,000	25.0%	
Bridgeport RI	23	3	11	94%	-\$90,000	13.0%	
West Cambie	22	8	11	97%	-\$39,950	36.4%	
East Cambie	17	2	10	103%	\$25,156	11.8%	
Terra Nova	10	4	24	101%	\$11,500	40.0%	
Riverdale RI	35	4	12	95%	-\$104,500	11.4%	
Quilchena RI	27	9	27	97%	-\$48,000	33.3%	
Granville	73	8	38	95%	-\$96,400	11.0%	
Seafair	53	7	38	95%	-\$134,900	13.2%	
Boyd Park	22	1	249	90%	-\$288,000	4.5%	
Lackner	22	3	10	98%	-\$28,100	13.6%	
Steveston Village	8	1	121	95%	-\$78,000	12.5%	
Steveston North	43	2	29	97%	-\$36,500	4.7%	
Steveston South	25	6	11	96%	-\$81,000	24.0%	
Westwind	9	1	99	92%	-\$155,000	11.1%	
Woodwards	46	6	15	99%	-\$29,750	13.0%	
Broadmoor	58	5	78	91%	-\$162,000	8.6%	
Garden City	26	3	47	90%	-\$168,000	11.5%	
Saunders	38	3	69	90%	-\$300,000	7.9%	
South Arm	16	1	40	96%	-\$62,000	6.3%	
Brighthouse	9	0				0.0%	
Brighthouse South	5	1	4	100%	\$0	20.0%	
McLennan North	4	2	17	101%	\$14,000	50.0%	
Gilmore	7	0				0.0%	
McLennan	17	0				0.0%	
East Richmond	17	0				0.0%	
McNair	33	1	344	98%	-\$30,000	3.0%	
Ironwood	20	4	11	94%	-\$75,000	20.0%	
Hamilton RI	17	2	30	101%	\$8,500	11.8%	
Total Activity	706	88	22	96%	-\$60,500	12%	

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Market Analysis and Forecasting

Dec 1/20 Richmond

Next Months Market Forecast

Forecast: Richmond has 551 homes are for sale and with the **12 %SOLD** monthly rate gives us a ~8 months of inventory. 4% of the active listings have reduced their price by \$90,621 on average or \$95,000 median for the last month. We project Richmond to be a continued Seller market.

November's Real Estate Statistics shows that in this highly emotional market that 97% of the Single-Family Homes in Metro Vancouver are in a Seller's Market. The Average Monthly Price jumped up **\$31,439**. This is highest price increase we have seen for any month since the spring of 2016. This seller's market is partly due to the fact we have Record-Low listing levels. We are forecasting that in the Metro Vancouver Markets will continue to be a Seller's Market for the coming month.

Currently, Condos are in a more subdued Seller's Market with 63% of the Greater Vancouver (Lower Mainland) Condo Prices increasing. The average monthly price increase was a mere **\$2,747**. At the same time, 26 out of 28 Townhouse Markets increased an average of **\$6,509**. We analyze and provides 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.



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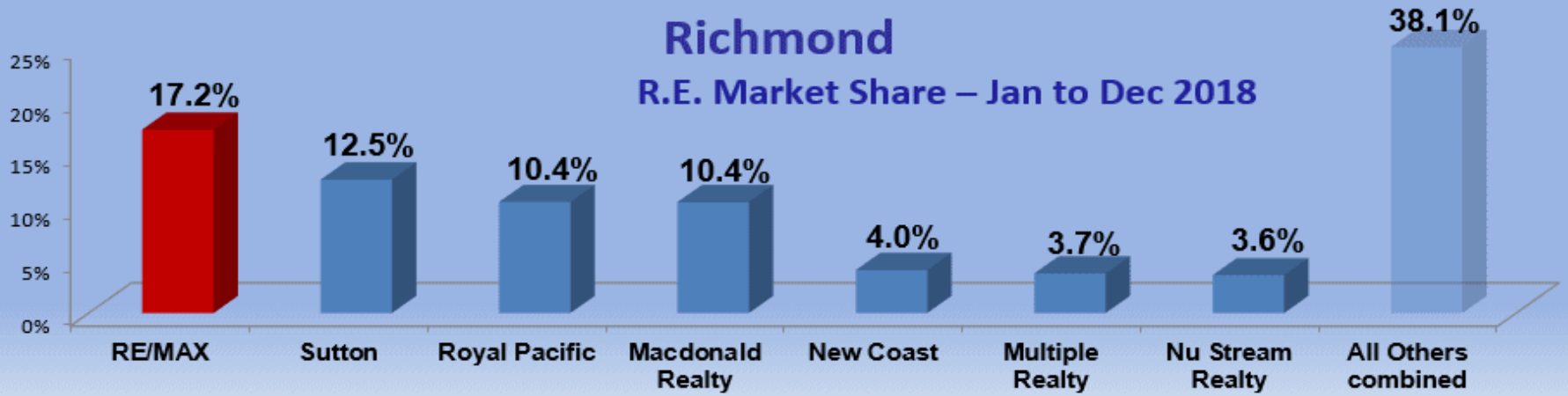
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Market Analysis and Forecasting Dec 1/20 Richmond

#1 the RE/MAX Market Share Reports



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



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Market Analysis and Forecasting

Dec 1/20 Richmond

Detached Richmond 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)

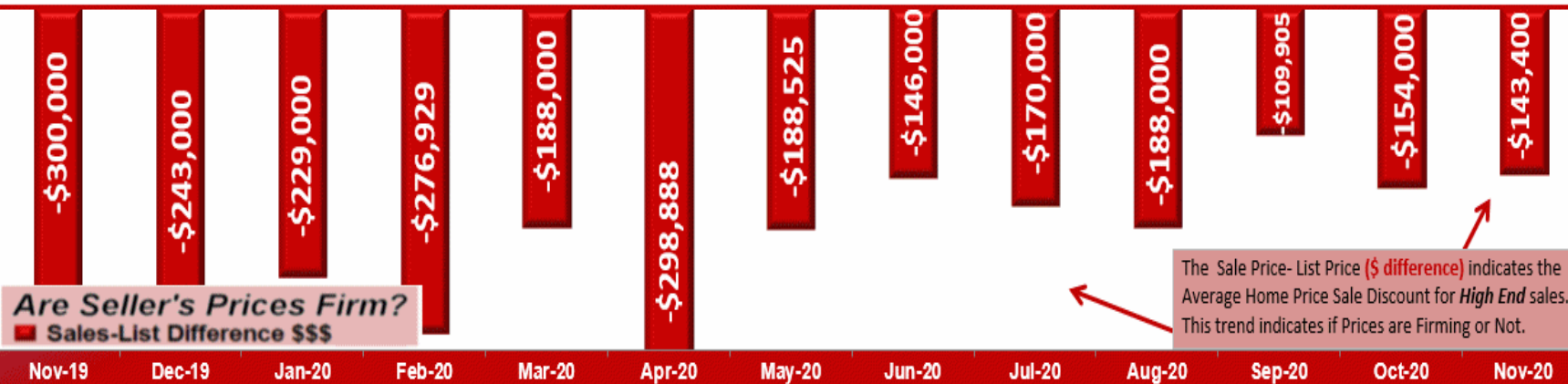
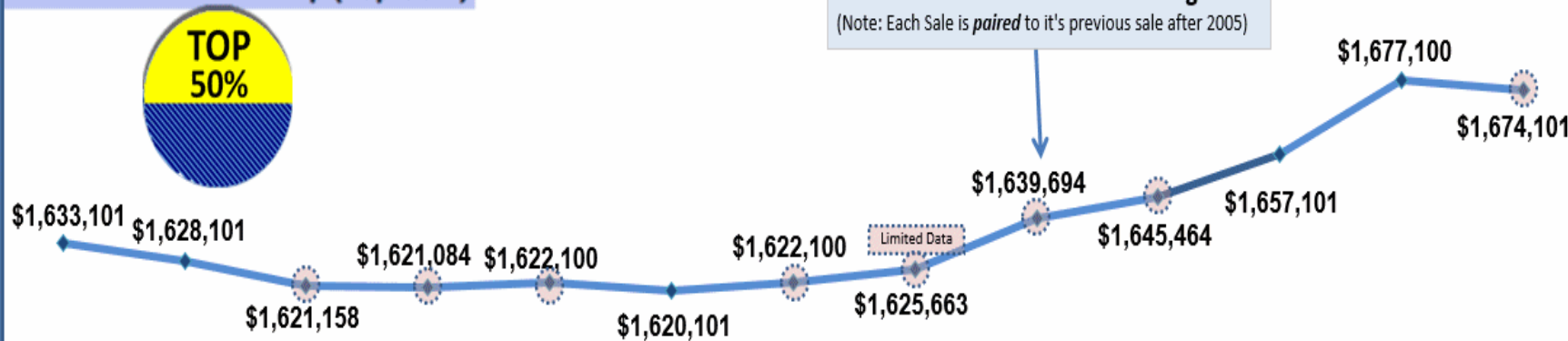
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,700,000

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

(Note: Each Sale is paired to it's previous sale after 2005)



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.

Sales Discount \$\$

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



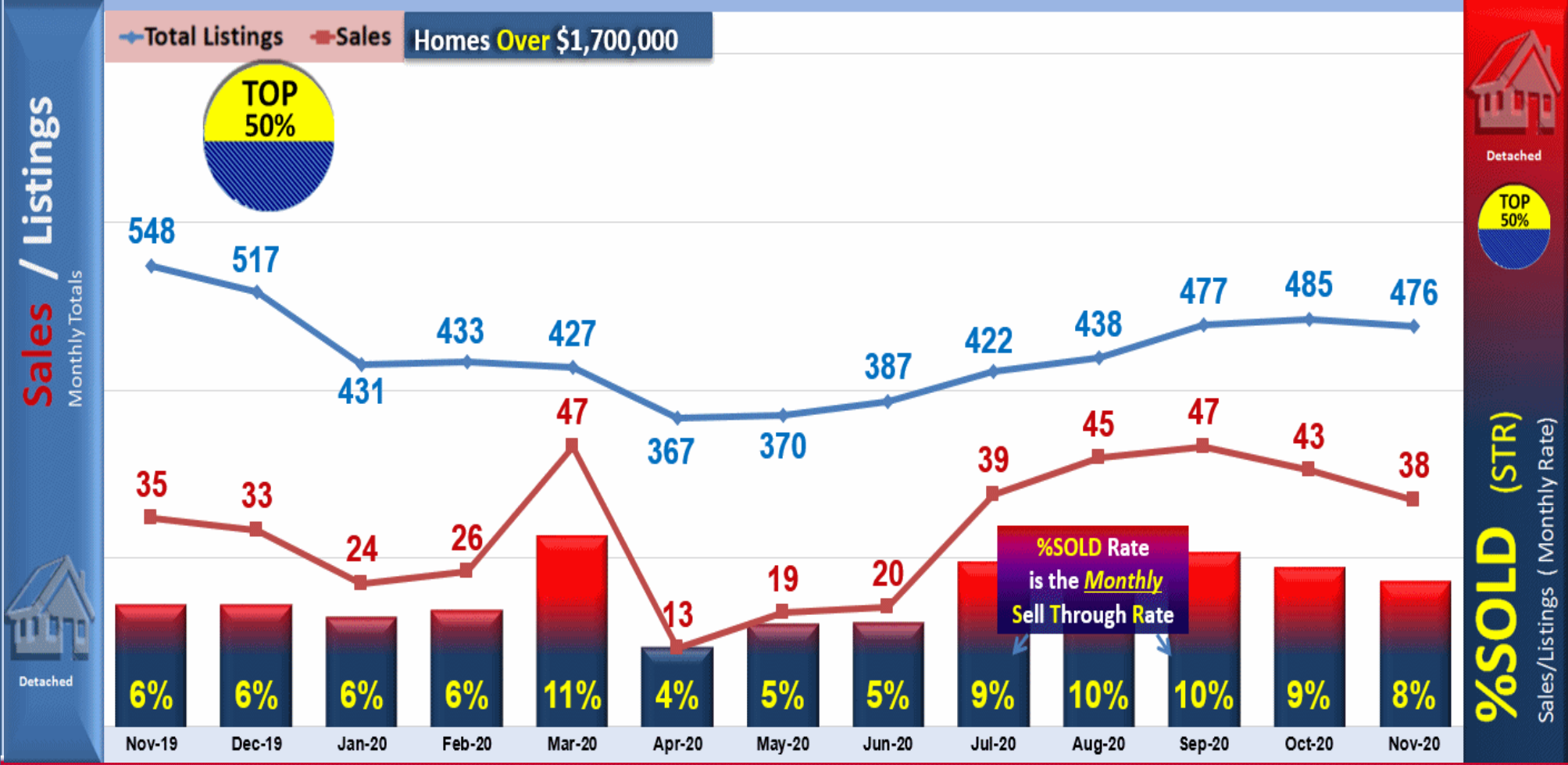
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Market Analysis and Forecasting Dec 1/20 Richmond

Detached Richmond Total Listings**, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Detached

TOP 50%

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

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Market Analysis and Forecasting

Dec 1/20

Richmond

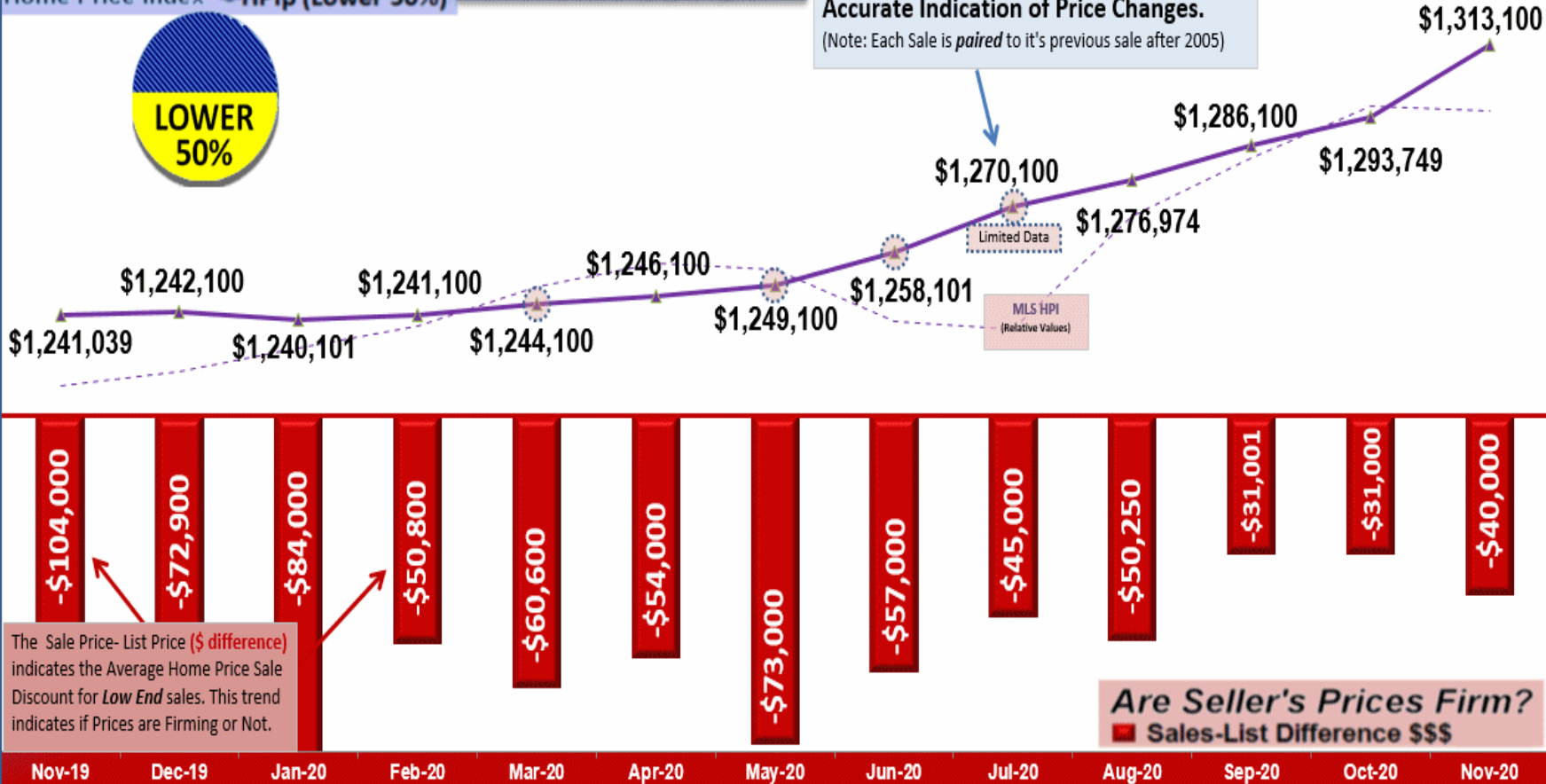
Detached Richmond Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

Homes Below \$1,700,000

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



Detached



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

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

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

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



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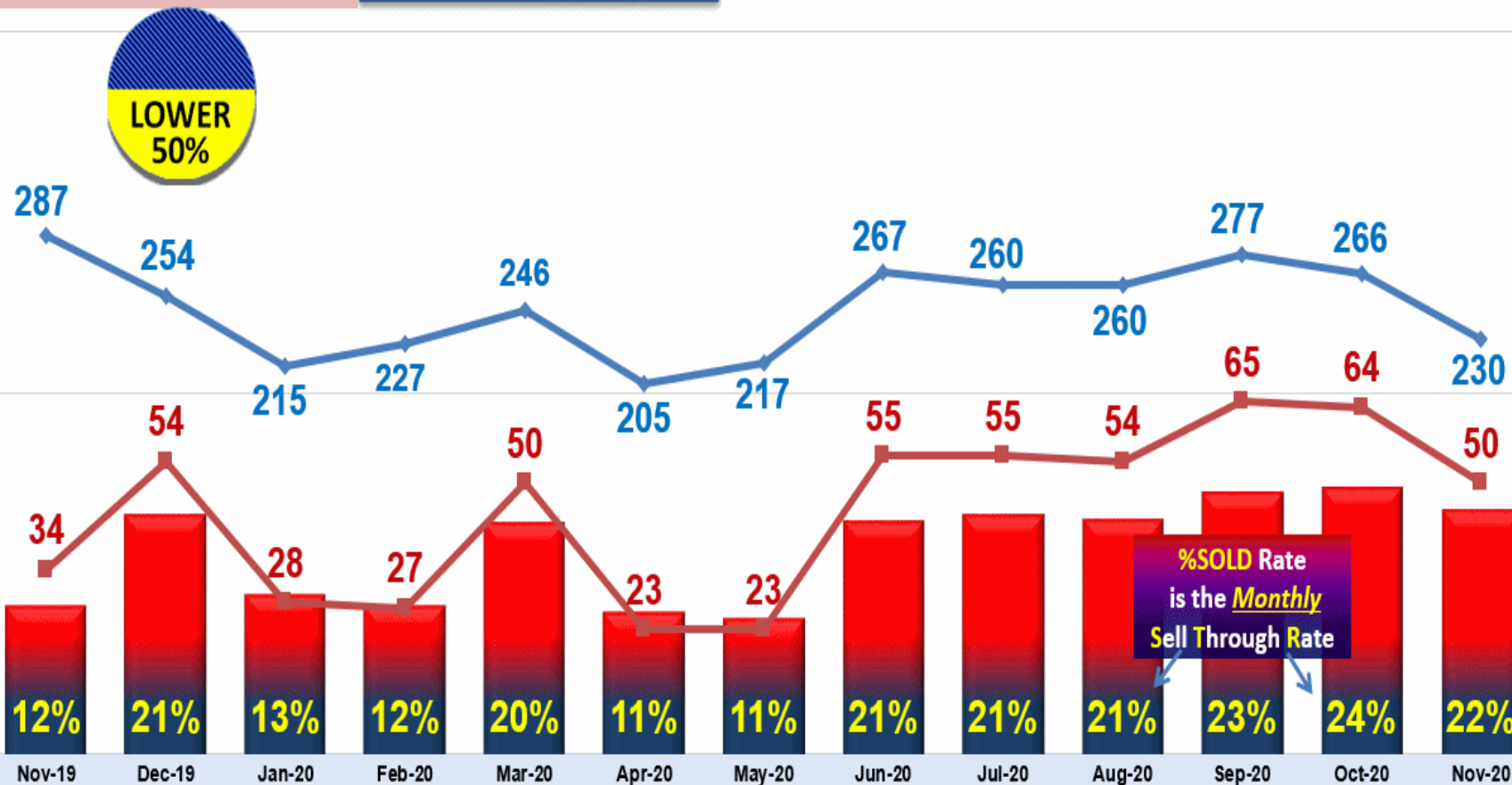
Market Analysis and Forecasting

Dec 1/20 Richmond

Detached Richmond Total Listings**, Sales, and %SOLD rates

← Total Listings → Sales Homes Below \$1,700,000

Sales / Listings
 Monthly Totals



Detached



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



Detached

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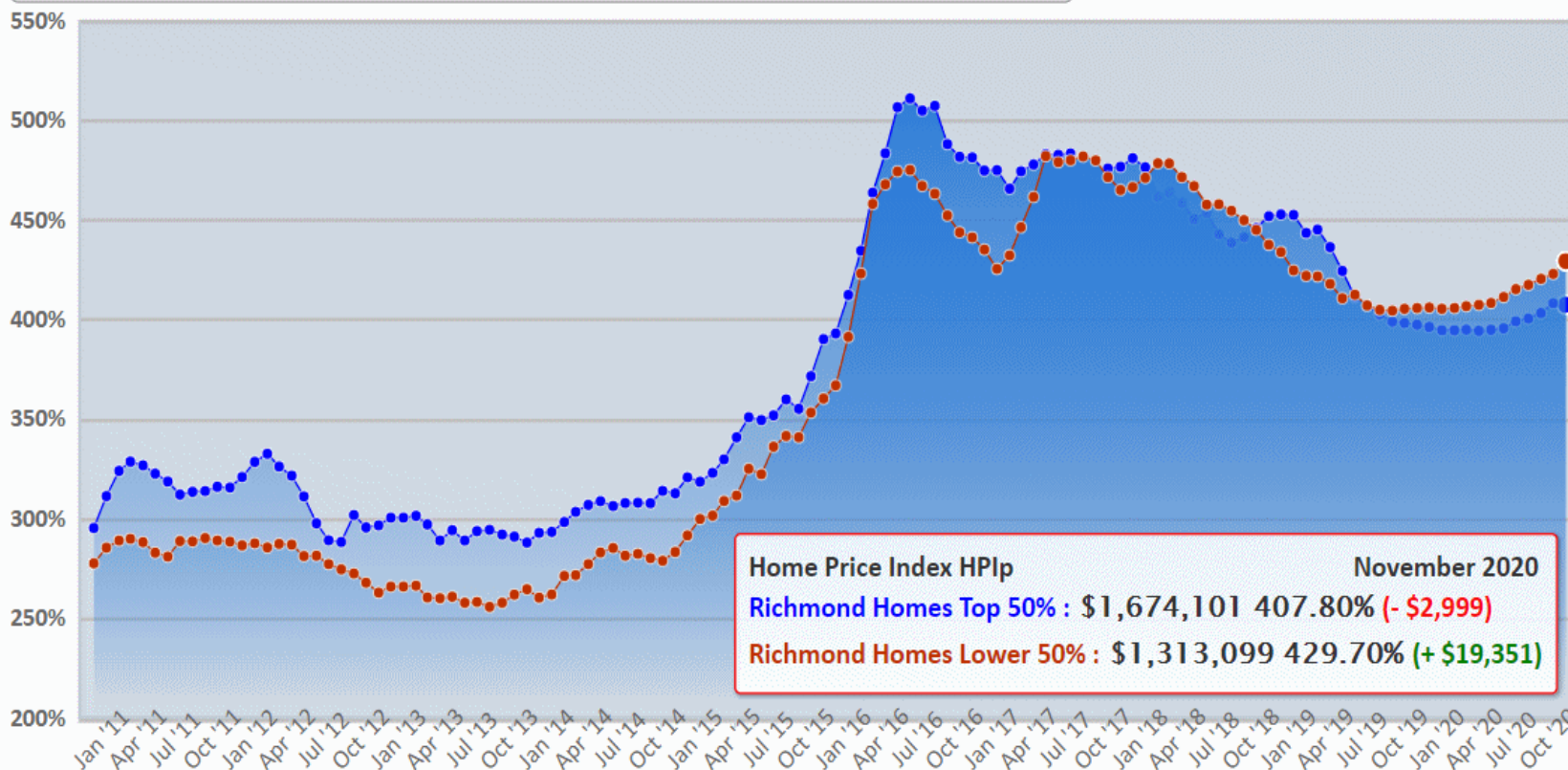
Market Analysis and Forecasting

Dec 1/20 Richmond

Powered by the Greater Vancouver Market Reports HPIp



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



Date	Value
Nov 2020	% 407.80
Oct 2020	% 408.60
Sep 2020	% 403.70
Aug 2020	% 400.90
Jul 2020	% 399.50
Jun 2020	% 396.00
May 2020	% 395.20
Apr 2020	% 394.70
Mar 2020	% 395.20
Feb 2020	% 394.90
Jan 2020	% 394.90
Dec 2019	% 396.60



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Market Analysis and Forecasting Dec 1/20 Vancouver Westside

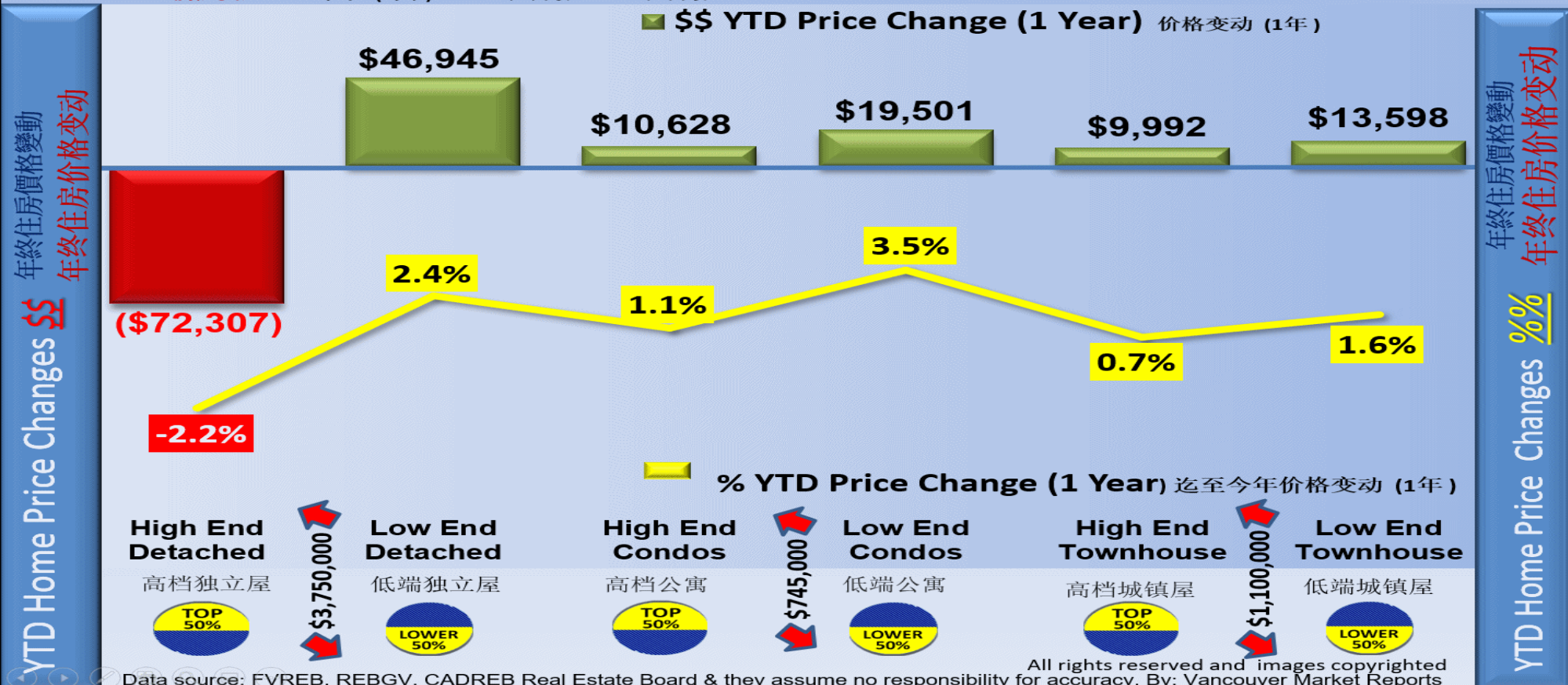
Vancouver Westside Real Estate Price Changes(\$/%)

温哥华西區房地產價格變動 / 温哥华西区房地产价格变动

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

房屋类型: 迄至今年 (每季) 由2019 九月份至2020 九月份

Powered by: Vancouver Market Reports HPIp



YTD Home Price Changes \$/%

YTD Home Price Changes \$/%

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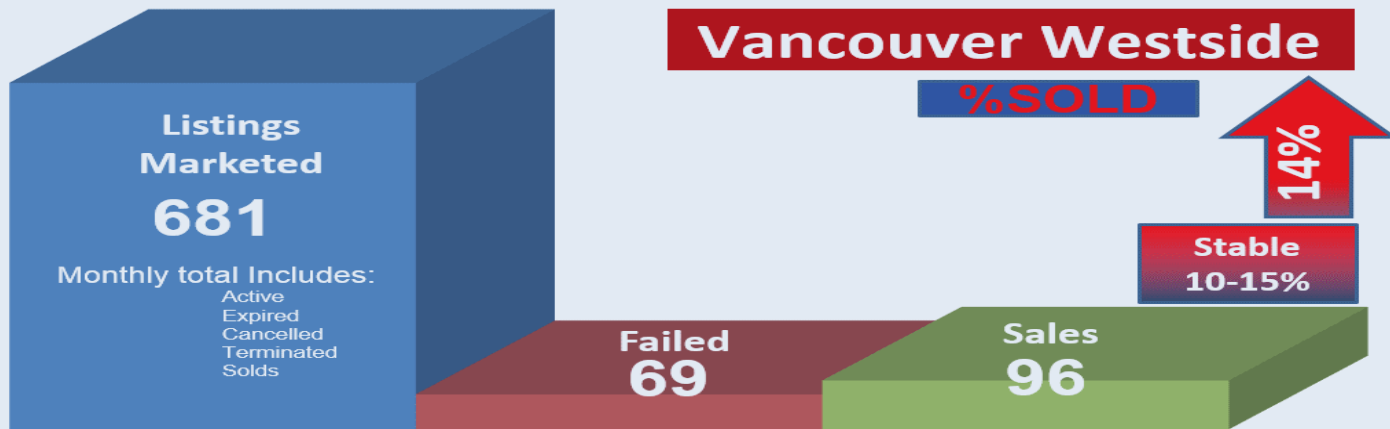
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Market Analysis and Forecasting Dec 1/20 Vancouver Westside

Monthly Market Activity - Nov 2020 - Single Family



Dec 1 2020 Vancouver Westside Market Update (Detached)

Current: Vancouver Westside ranges from a Seller High End Market to a Seller Market with average **14 %SOLD** rate and a Sale Price /List Price of 97% or \$115,500 avg. sale price discount from original list
Most Active Price Range: Homes below \$2 mill. have **38.1 %SOLD** rate.
Least Active Price Range: Homes above \$9.875 mill. have **2.8 %SOLD** rate.

History: The Vancouver Westside Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$20,419.
 The Vancouver Westside Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$100,999.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



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Market Analysis and Forecasting Dec 1/20 Vancouver Westside

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

Vancouver Westside Home Price Range	List Price Ranges Statistics - Nov 2020	Detached					
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$2,000,000	42	16	7	105%	\$86,000	38.1%	↑
\$2,000,001-\$2,500,000	57	17	9	107%	\$164,500	29.8%	↑
\$2,400,001-\$2,850,000	53	9	13	97%	-\$76,200	17.0%	↑
\$2,850,001-\$3,150,000	51	9	14	98%	-\$48,000	17.6%	↑
\$3,150,001-\$3,500,000	54	9	14	100%	-\$15,000	16.7%	↑
\$3,500,001-\$3,900,000	64	8	26	92%	-\$269,000	12.5%	
\$3,900,001-\$4,380,000	63	7	9	95%	-\$198,000	11.1%	
\$4,380,001-\$4,900,000	51	4	10	94%	-\$271,000	7.8%	↓
\$4,900,001-\$5,750,000	58	5	36	92%	-\$408,000	8.6%	↓
\$5,750,001-\$6,750,000	56	6	53	91%	-\$522,000	10.7%	
\$6,750,001-\$9,875,000	60	4	33	88%	-\$750,000	6.7%	↓
\$9,875,001 and more	72	2	54	82%	-\$2,795,056	2.8%	↓
Total Activity	681	96	21	97%	-\$115,500	14%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Nov-19	Oct-20	Nov-20	12/1/2020	Change	
Total Listings** (A,S,T,C,X)	784	747	681		-66	↓
Active Listings (1st of the month)	638	576	551	516	-35	↓
Solds	96	111	96		-15	↓
Days on Market (DOM)	29	11	21		10	↑
%SOLD (Sales/ Listings /mnlthly rate)	12%	15%	14.1%		-1%	↓
(Top 50%) Home Price Index HPIp	3,177,681	3,171,165	\$3,198,100		\$26,935	↑
(Lower 50%) Home Price Index HPIp	1,968,101	2,031,602	\$2,069,100		\$37,498	↑



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Market Analysis and Forecasting Dec 1/20 **Vancouver Westside**

What Sold in your Neighbourhood and for What Price?

Vancouver Westside Sub Areas Statistics - Nov 2020					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Arbutus	29	7	45	92%	-\$280,000	24.1%
Cambie	42	11	11	100%	\$11,000	26.2%
Dunbar	98	12	22	96%	-\$123,500	12.2%
Fairview VW-False Creek	4	0				0.0%
Kerrisdale	42	3	5	100%	\$2,000	7.1%
Kitsilano	44	16	8	103%	\$44,000	36.4%
MacKenzie Heights	23	1	7	110%	\$202,000	4.3%
Mount Pleasant VW	2	0				0.0%
Marpole	38	3	81	91%	-\$220,000	7.9%
Oakridge VW	13	0				0.0%
Point Grey	86	15	9	97%	-\$122,000	17.4%
Quilchena	22	3	20	97%	-\$98,000	13.6%
South Cambie	13	1	16	91%	-\$408,000	7.7%
South Granville	68	7	28	90%	-\$408,000	10.3%
Shaughnessy	69	5	27	93%	-\$248,800	7.2%
Southlands	46	8	43	97%	-\$98,600	17.4%
S.W. Marine	26	3	22	90%	-\$389,000	11.5%
University VW	16	1	21	110%	\$112,000	6.3%
Total Activity	681	96	21	97%	-\$115,500	14%



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Market Analysis and Forecasting Dec 1/20 Vancouver Westside

Next Months Market Forecast

Forecast: Vancouver Westside has average Listing Supply; 516 homes are for sale and with the **14 %SOLD** monthly rate gives us a ~7 months of inventory. 3% of the active listings have reduced their price by \$192,325 on average and \$179,600 median for the last month.

November's Real Estate Statistics shows that in this highly emotional market that 97% of the Single-Family Homes in Metro Vancouver are in a Seller's Market. The Average Monthly Price jumped up **\$31,439**. This is highest price increase we have seen for any month since the spring of 2016. This seller's market is partly due to the fact we have Record-Low listing levels. We are forecasting that in the Metro Vancouver Markets will continue to be a Seller's Market for the coming month.

Currently, Condos are in a more subdued Seller's Market with 63% of the Greater Vancouver (Lower Mainland) Condo Prices increasing. The average monthly price increase was a mere **\$2,747**. At the same time, 26 out of 28 Townhouse Markets increased an average of **\$6,509**. We analyze and provides 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.

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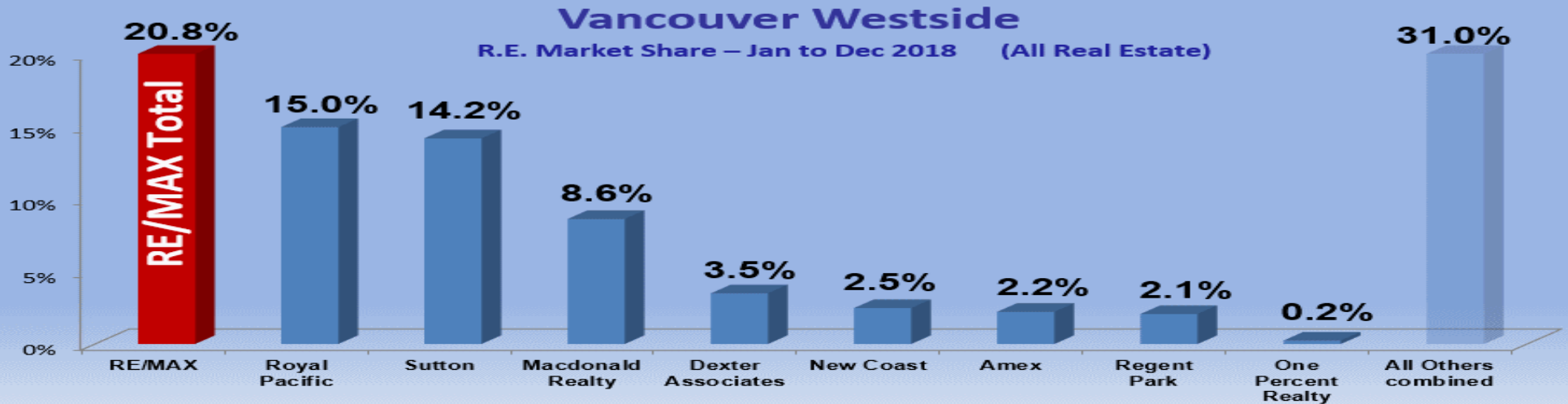
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Market Analysis and Forecasting Dec 1/20 Vancouver Westside

the RE/MAX Market Share Reports



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

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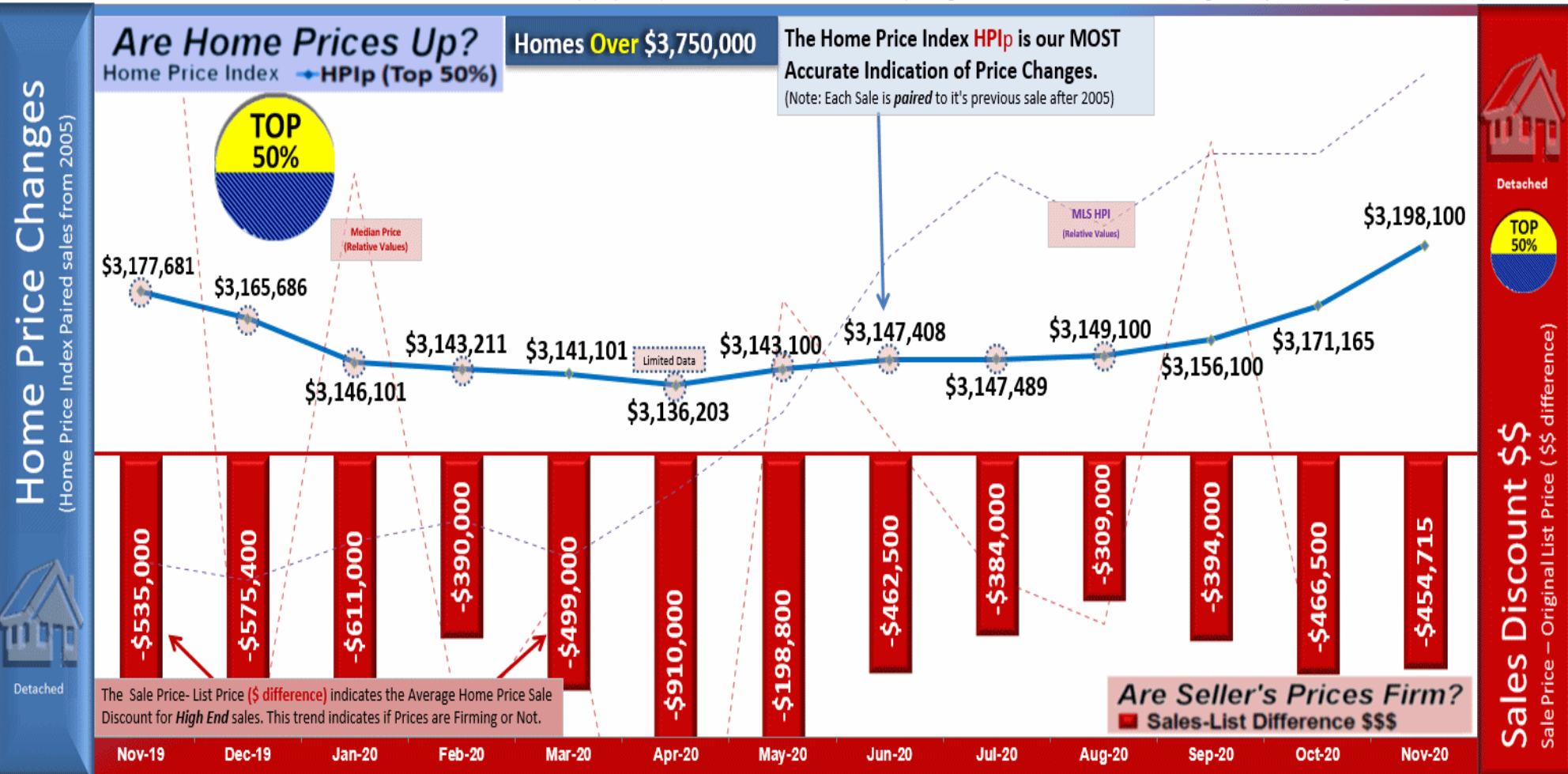




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Market Analysis and Forecasting Dec 1/20 **Vancouver Westside**

Detached Vancouver Westside 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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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

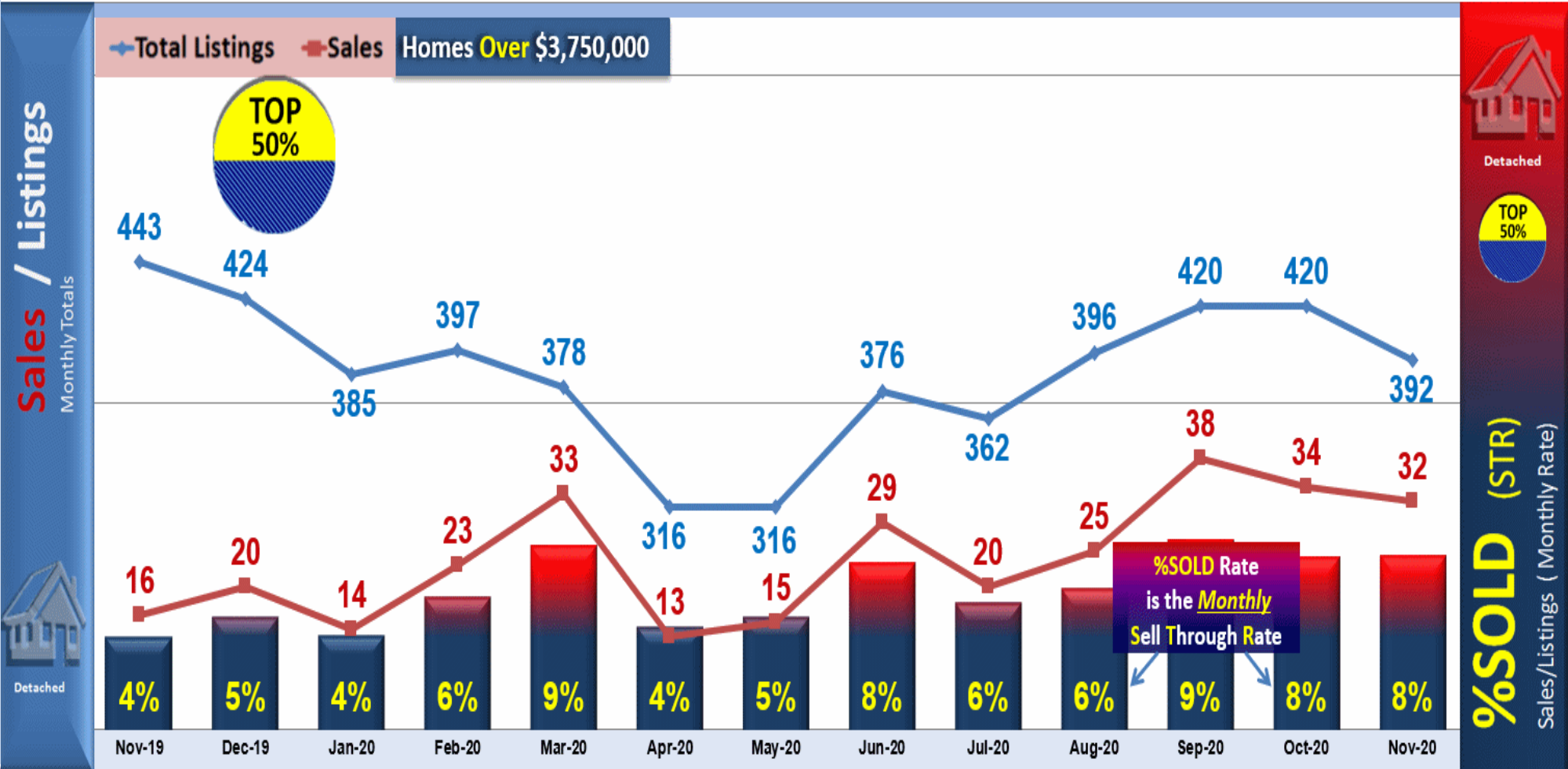
detached homes



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Market Analysis and Forecasting Dec 1/20 Vancouver Westside

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



Sales / Listings
 Monthly Totals



Detached



Detached



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



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Market Analysis and Forecasting Dec 1/20 Vancouver Westside

Detached Vancouver Westside 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)

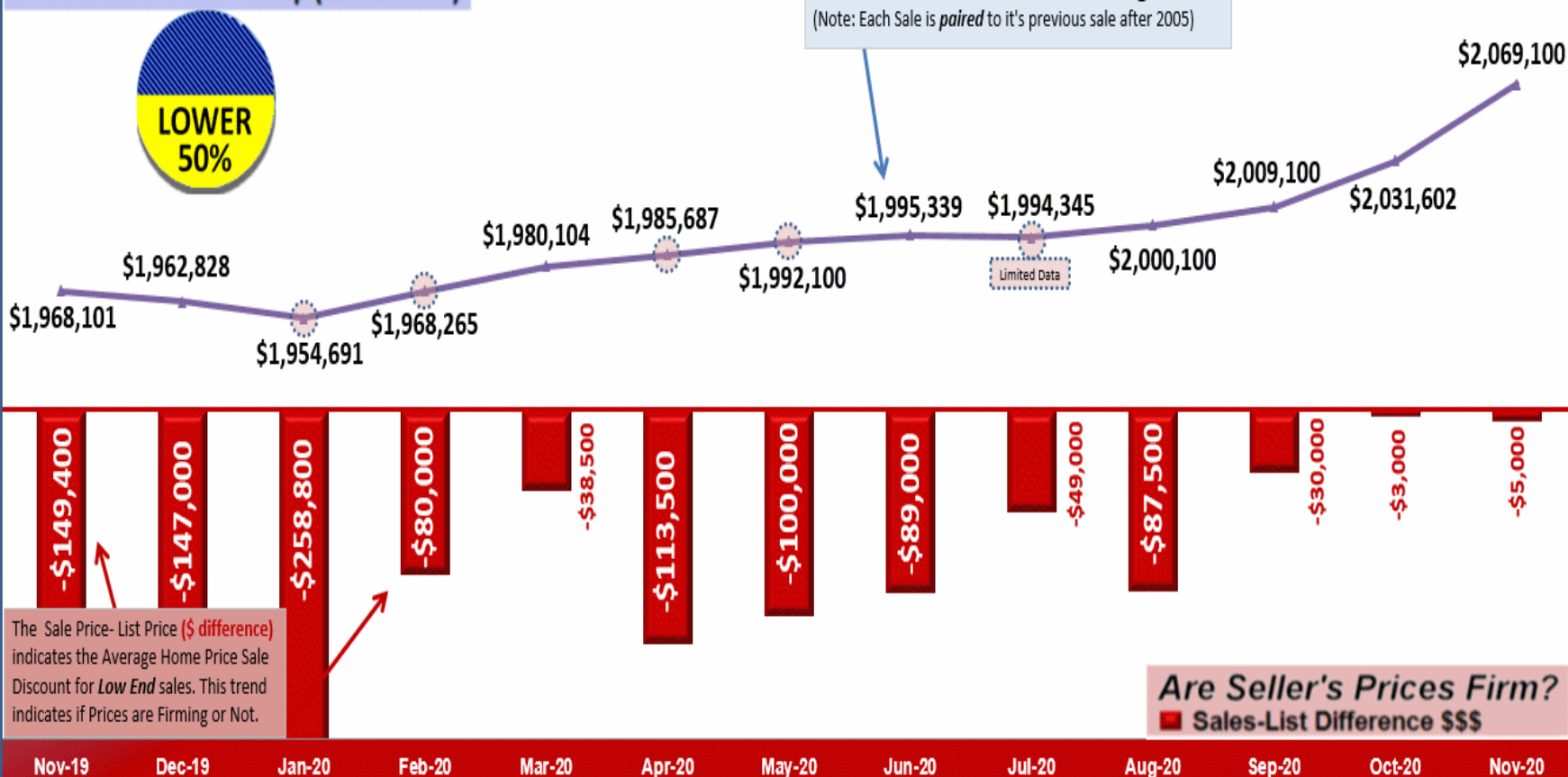
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$3,750,000

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

(Note: Each Sale is paired to it's previous sale after 2005)



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

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



Detached



LOWER 50%

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

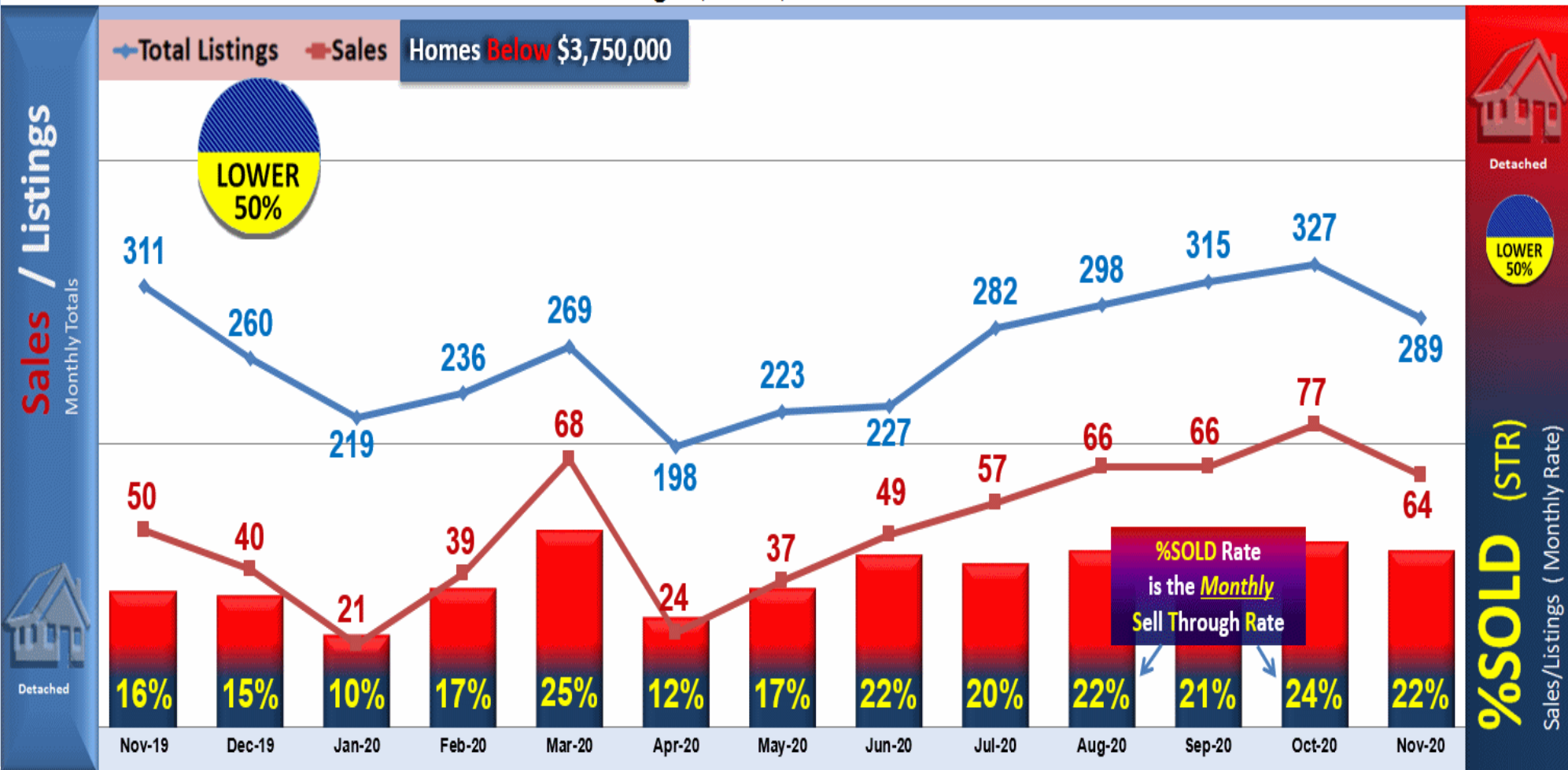
detached homes



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Market Analysis and Forecasting Dec 1/20 Vancouver Westside

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



Sales / Listings
 Monthly Totals



Detached



Detached

LOWER 50%

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

%SOLD Rate is the Monthly Sell Through Rate



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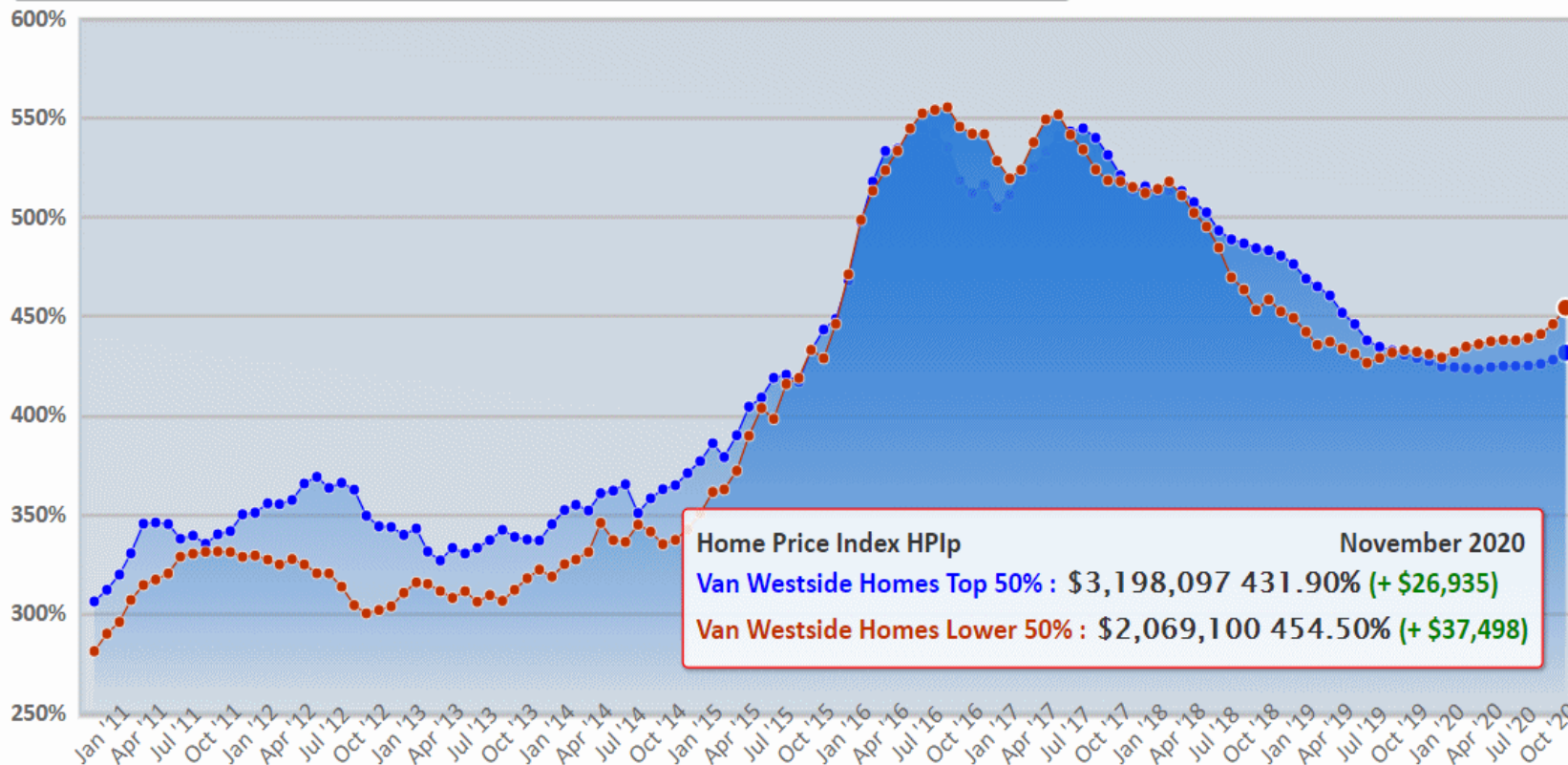
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Market Analysis and Forecasting Dec 1/20 Vancouver Westside

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



Date	Value
Nov 2020	% 431.90
Oct 2020	% 428.30
Sep 2020	% 426.20
Aug 2020	% 425.30
Jul 2020	% 425.10
Jun 2020	% 425.10
May 2020	% 424.50
Apr 2020	% 423.50
Mar 2020	% 424.20
Feb 2020	% 424.50
Jan 2020	% 424.90
Dec 2019	% 427.50



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Market Analysis and Forecasting Dec 1/20 White Rock & S. Surrey

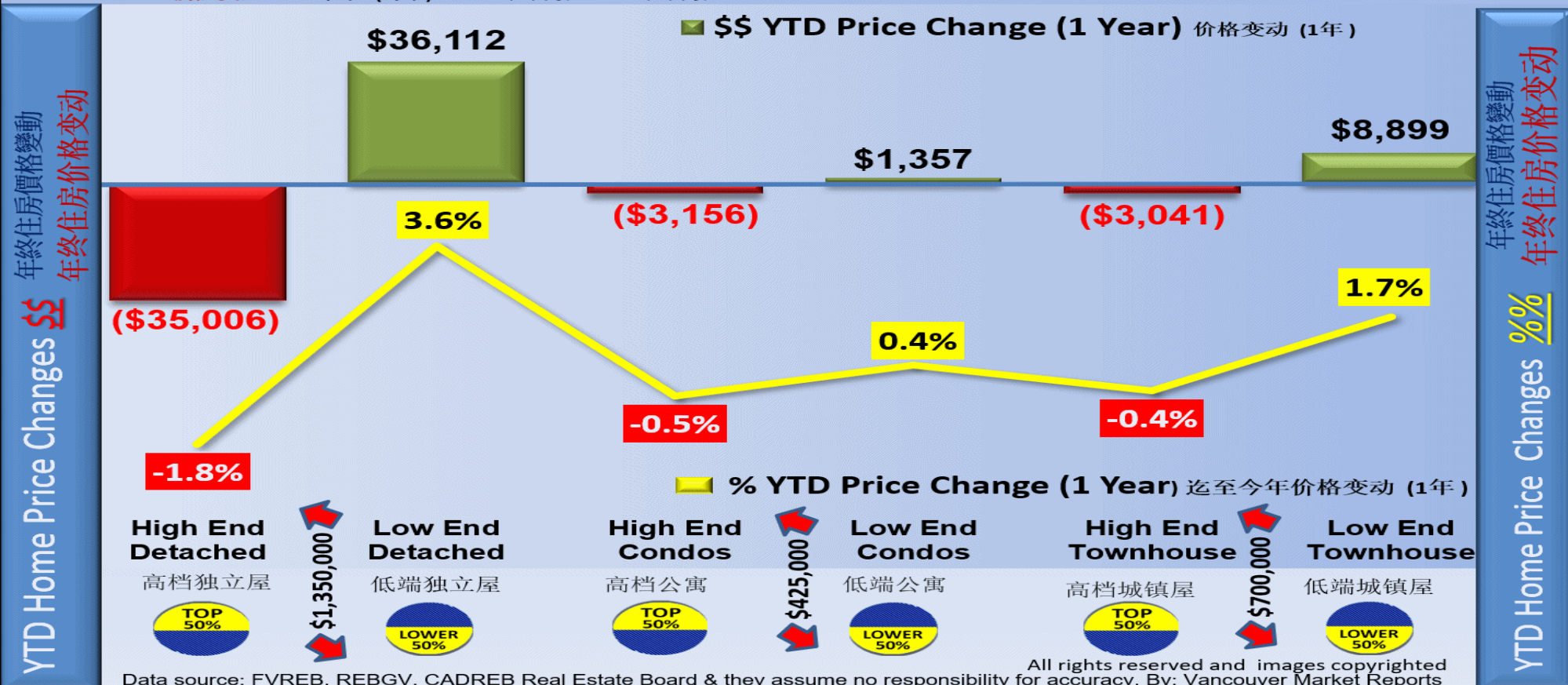
South Surrey White Rock Real Estate Price Changes (\$/%)

白石,南素里 房地產價格變動/白石,南素里 房地產價格變動

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

房屋类型: 迄至今年 (每季) 由2019 九月份至2020 九月份

Powered by: Vancouver Market Reports HPIp



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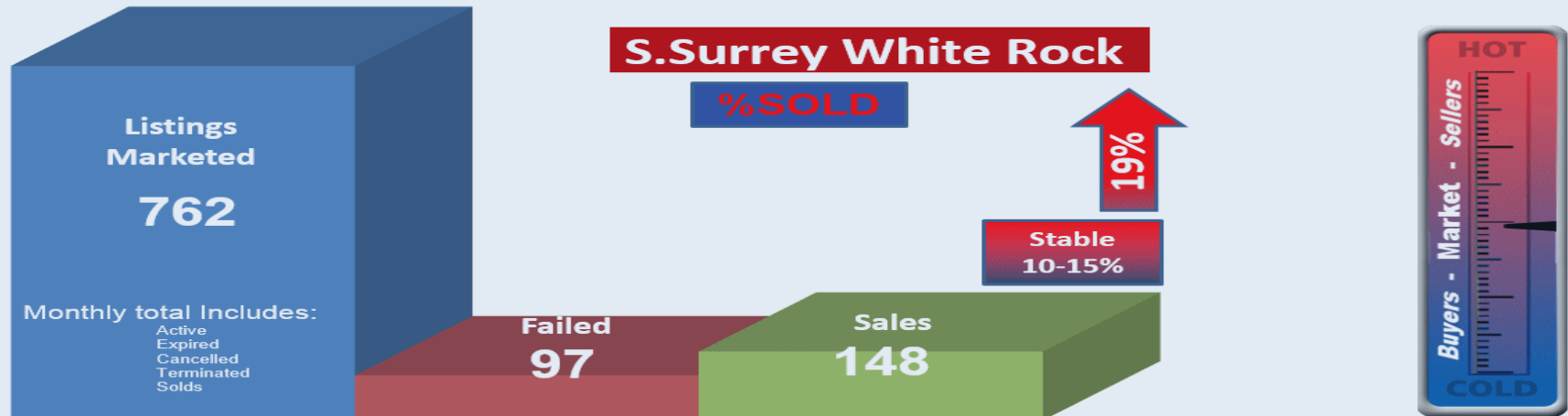




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Market Analysis and Forecasting Dec 1/20 White Rock & S. Surrey

Monthly Market Activity - Nov 2020 - Single Family



Dec 1 2020 White Rock - South Surrey Market Update (Detached)

Current: White Rock South Surrey is in a Seller Market with average listing inventories, **19 %SOLD** rate and a 97% Sell/List Ratio.
(This means that there is an average of a \$48,444 discount on a sale from the original list price)
Most Active Price Range: Homes between \$975,000 - \$1.1 mill. have **42.2 %SOLD** rate.
Least Active Price Range: Homes above \$3.25 mill. have **4.5 %SOLD** rate.

History: The S. Surrey White Rock Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$146,445.
The S. Surrey White Rock Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$105,315.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



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Market Analysis and Forecasting Dec 1/20 White Rock & S. Surrey

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

White Rock - South Surrey List Price Ranges Statistics - Nov 2020							Detached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$975,000	41	11	23	100%	-\$750	26.8%	↑
\$975,001-\$1,100,000	45	19	7	99%	-\$9,000	42.2%	↑
\$1,100,001-\$1,250,000	45	11	21	99%	-\$17,900	24.4%	↑
\$1,250,001-\$1,350,000	53	14	17	98%	-\$22,144	26.4%	↑
\$1,350,001-\$1,450,000	56	11	25	96%	-\$59,000	19.6%	↑
\$1,450,001-\$1,590,000	79	24	24	98%	-\$35,984	30.4%	↑
\$1,590,001-\$1,775,000	67	13	18	96%	-\$68,000	19.4%	↑
\$1,775,001-\$2,000,000	92	21	37	94%	-\$109,301	22.8%	↑
\$2,000,001-\$2,400,000	81	10	42	90%	-\$218,944	12.3%	↓
\$2,400,001-\$3,250,000	93	9	48	92%	-\$219,900	9.7%	↓
\$3,250,001 and more	110	5	80	88%	-\$498,600	4.5%	↓
Total Activity	762	148	30	97%	-\$48,444	19%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Nov-19	Oct-20	Nov-20	12/1/2020	Change	
Total Listings** (A,S,T,C,X)	780	845	762		-83	↓
Active Listings (1st of the month)	644	649	613	517	-96	↓
Solds	81	147	148		1	↑
Days on Market (DOM)	43	32	30		-3	↓
%SOLD (Sales/ Listings /mnthly rate)	10.4%	17%	19%		2%	↑
(Top 50%) Home Price Index HPIp	\$1,839,655	\$1,922,101	\$1,986,100		\$63,999	↑
(Lower 50%) Home Price Index HPIp	\$997,785	\$1,061,101	\$1,103,100		\$41,999	↑



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Market Analysis and Forecasting Dec 1/20 White Rock & S. Surrey

What Sold in your Neighbourhood and for What Price?

White Rock - South Surrey Sub areas Statistics - Nov 2020				Detached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Elgin Chantrell	89	8	66	94%	-\$113,000	9.0%
Sunnyside Pk Surrey	53	8	9	96%	-\$50,000	15.1%
Crescent Bch Ocean Pk.	87	15	19	97%	-\$50,000	17.2%
White Rock	173	23	34	93%	-\$104,000	13.3%
King George Corridor	133	38	20	98%	-\$21,951	28.6%
Hazelmere	13	2	23	94%	-\$126,000	15.4%
Grandview Surrey	98	24	33	98%	-\$44,650	24.5%
Morgan Creek	52	11	64	96%	-\$49,000	21.2%
Pacific Douglas	64	19	25	98%	-\$25,191	29.7%
Total Activity	762	148	30	97%	-\$48,444	19%



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Market Analysis and Forecasting Dec 1/20 White Rock & S. Surrey

Next Months Market Forecast

Forecast: White Rock South Surrey has average Listing supply; 517 homes are for sale and with the **19 %SOLD** monthly rate gives us a ~5 months of inventory. 8% of the active listings have reduced their price by \$71,799 on average or \$52,000 median for the last month. We project White Rock South Surrey to be a continued Seller market.

November's Real Estate Statistics shows that in this highly emotional market that 100% of the Fraser Valley Detached Markets went up this month. The Average Monthly Price jumped up a whopping **\$37,923**. This is highest price increase we have seen for any month since the spring of 2016. This seller's market is partly due to the fact we have Record-Low listing levels. We are forecasting that in the Fraser Valley Markets will continue to be a Seller's Market for the coming month.

Currently, Condos are also in a much cooler Seller's Market with 63% of the Greater Vancouver (Lower Mainland) Condo Prices increasing. The average monthly price increase was **\$2,747**. At the same time, 26 out of 28 Townhouse Markets increased an average of **\$6,509**. 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.

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#1 RE/MAX Market Reports
RE/MAX Statistics, on the Web!

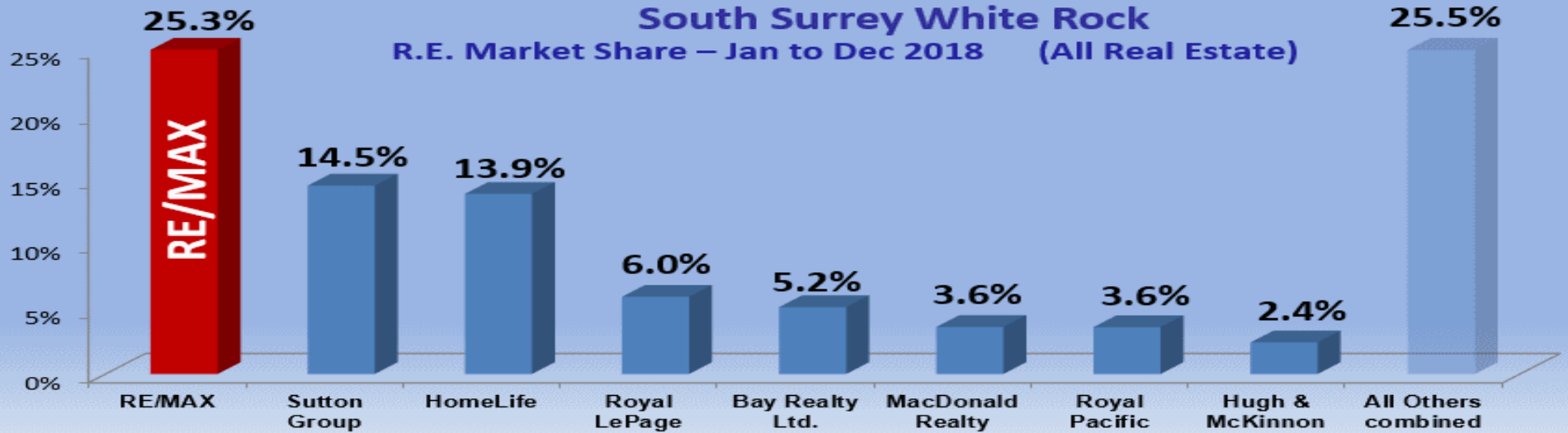
detached homes



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Market Analysis and Forecasting Dec 1/20 White Rock & S. Surrey

#1 the RE/MAX Market Share Reports



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



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Market Analysis and Forecasting Dec 1/20 White Rock & S. Surrey

Detached White Rock - South Surrey 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)

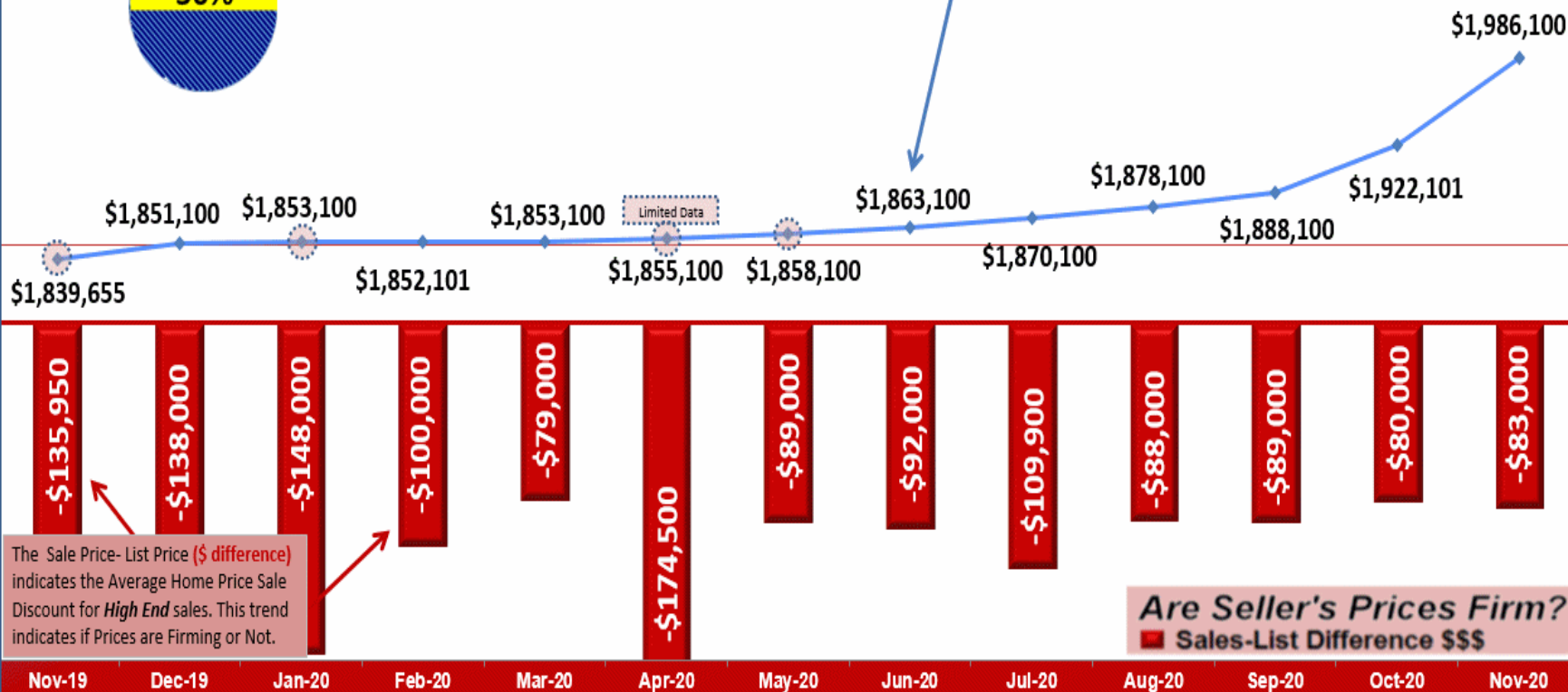
Are Home Prices Up?

Home Price Index → **HPIp (Top 50%)**

Homes **Over \$1,350,000**

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

(Note: Each Sale is *paired* to it's previous sale after 2005)



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

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

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



Detached



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



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Market Analysis and Forecasting Dec 1/20 White Rock & S. Surrey

Detached White Rock - South Surrey Total Listings**, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



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

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Market Analysis and Forecasting Dec 1/20 White Rock & S. Surrey

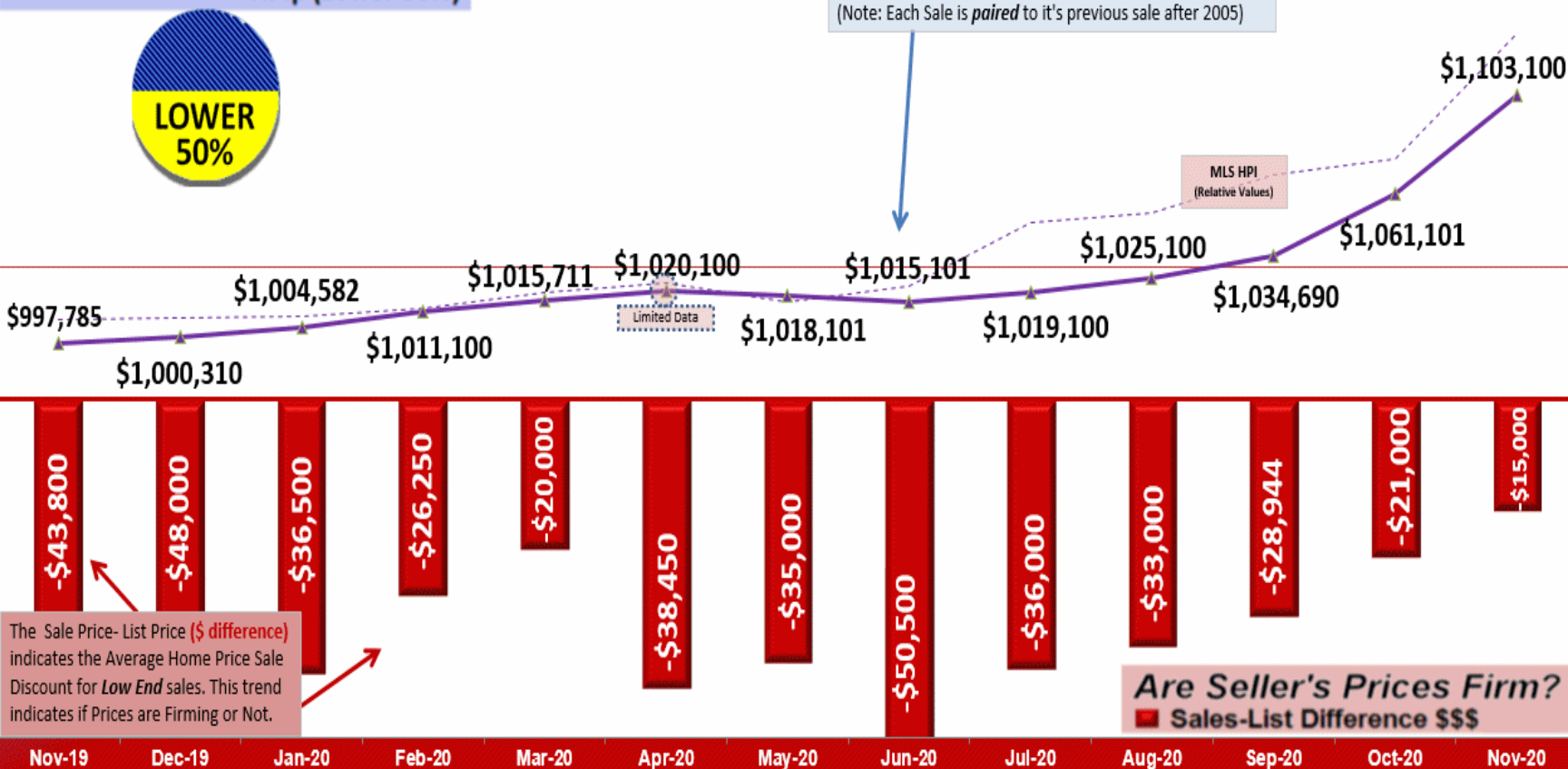
Detached White Rock - South Surrey Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home Sales)

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

Are Home Prices Up?

Homes **Below** \$1,350,000

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)

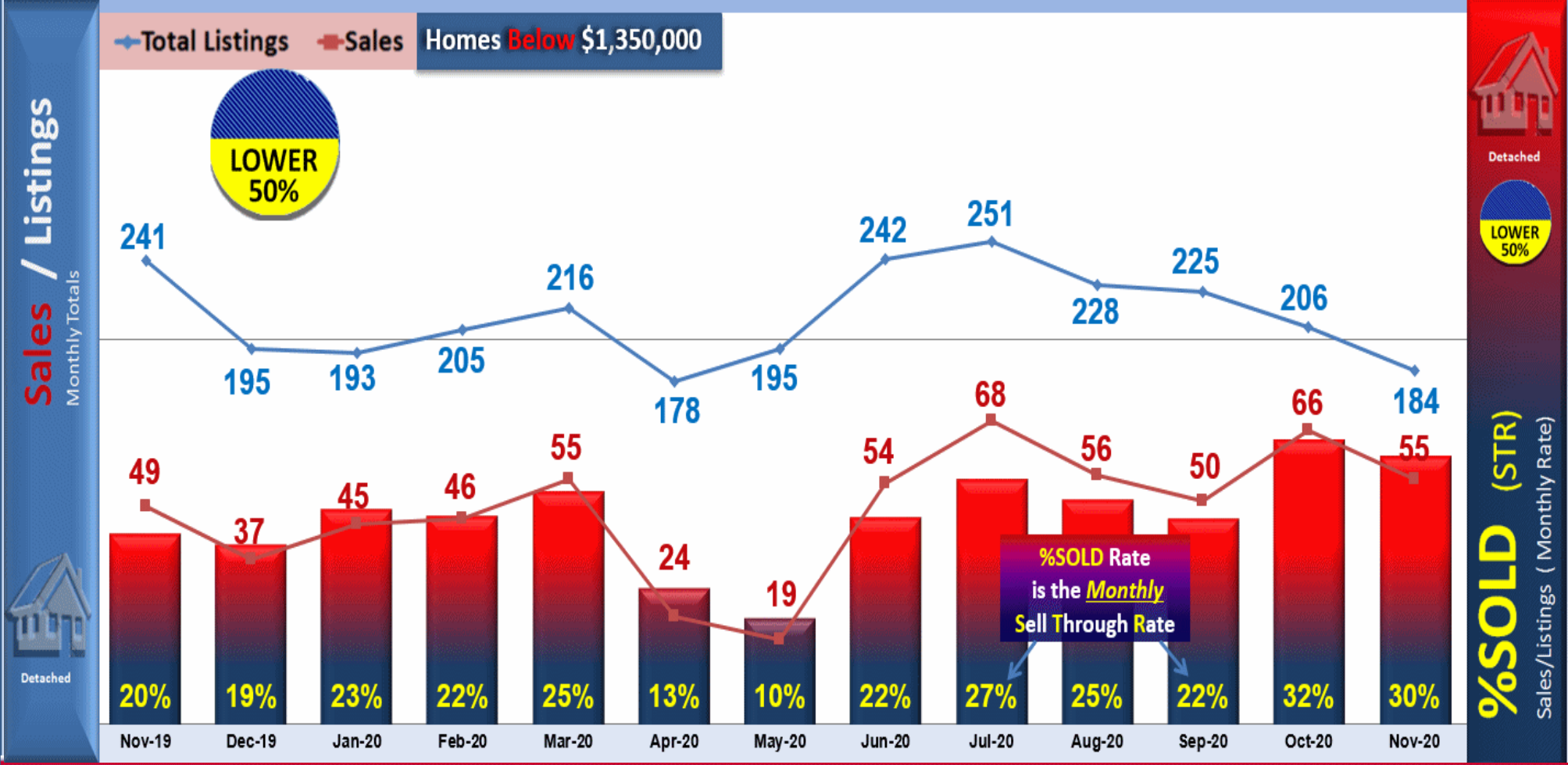
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Market Analysis and Forecasting Dec 1/20 White Rock & S. Surrey

Detached White Rock - South Surrey Total Listings**, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Detached



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

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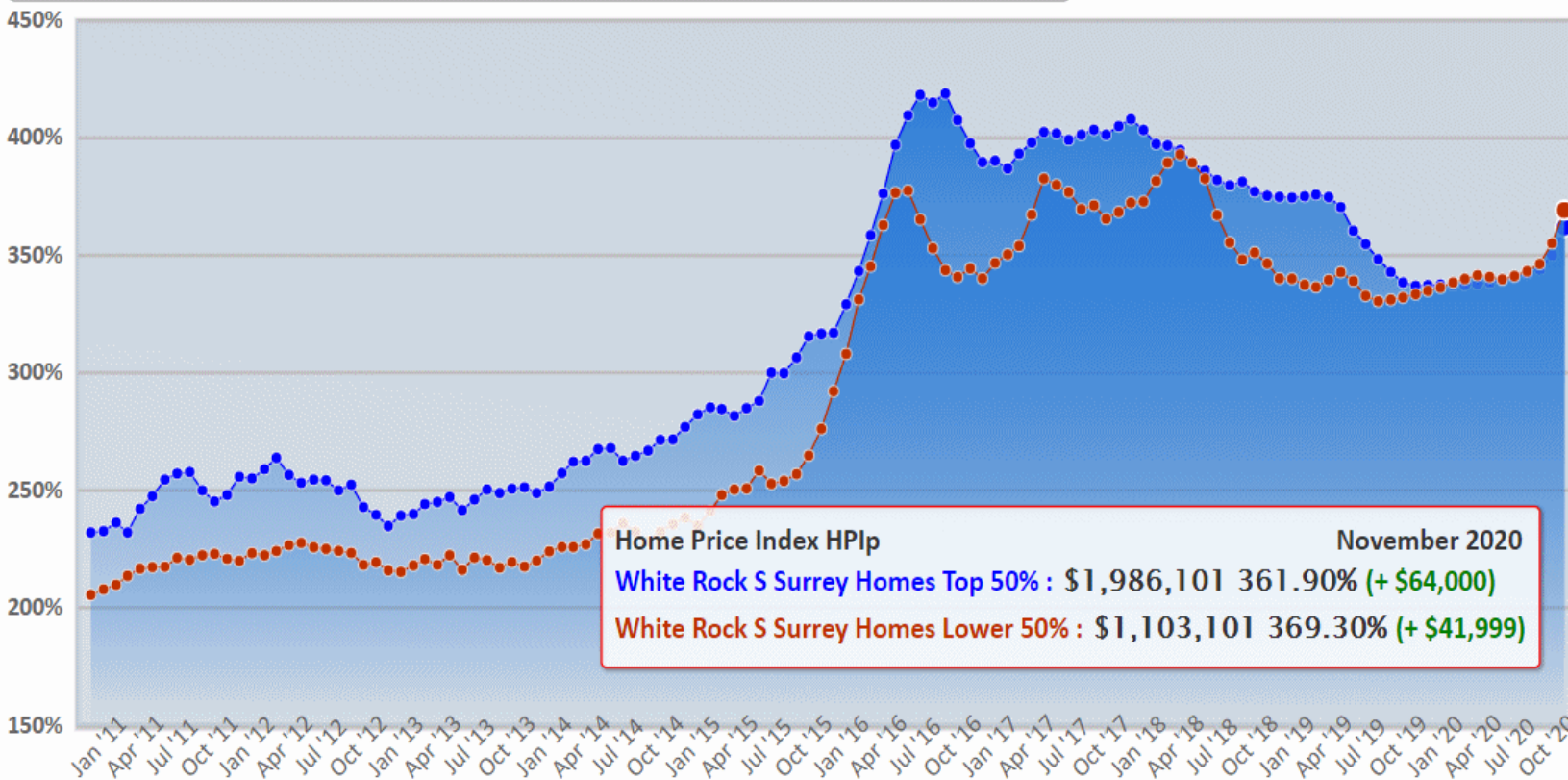
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Market Analysis and Forecasting Dec 1/20 White Rock & S. Surrey

Powered by the Greater Vancouver Market Reports HPIp



White Rock S Surrey Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 White Rock S Surrey Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Date	Value
Nov 2020	% 361.90
Oct 2020	% 350.20
Sep 2020	% 344.00
Aug 2020	% 342.20
Jul 2020	% 340.70
Jun 2020	% 339.50
May 2020	% 338.50
Apr 2020	% 338.00
Mar 2020	% 337.60
Feb 2020	% 337.40
Jan 2020	% 337.60
Dec 2019	% 337.30

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Market Analysis and Forecasting Dec 1/20 **Vancouver Westside**

Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Difference	%SOLD
Arbutus	4	0				0.0%
Cambie	139	9	35	96%	-\$46,800	6.5%
Dunbar	36	6	54	98%	-\$24,500	16.7%
Fairview VW	173	48	11	99%	-\$9,950	27.7%
False Creek	128	30	8	99%	-\$5,450	23.4%
Kerrisdale	44	9	41	97%	-\$30,000	20.5%
Kitsilano	186	54	9	99%	-\$8,250	29.0%
MacKenzie Heights	1	0				0.0%
Mount Pleasant VW	24	4	14	99%	-\$7,000	16.7%
Marpole	158	15	33	94%	-\$40,000	9.5%
Oakridge VW	38	5	15	97%	-\$39,000	13.2%
Point Grey	26	6	16	100%	-\$2,000	23.1%
Quilchena	29	5	61	91%	-\$135,000	17.2%
South Cambie	51	2	33	93%	-\$46,000	3.9%
South Granville	54	1	69	51%	-\$814,286	1.9%
Shaughnessy	7	1	7	105%	\$50,001	14.3%
Southlands	5	2	20	99%	-\$13,950	40.0%
S.W. Marine	23	3	30	97%	-\$20,200	13.0%
University VW	230	18	20	96%	-\$35,500	7.8%
Total Activity	1356	218	15	98%	-\$15,500	16%

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$550,000	67	17	8	99%	-\$4,800	25.4%
\$550,001-\$650,000	77	13	22	97%	-\$20,200	16.9%
\$650,001-\$725,000	113	24	10	99%	-\$4,400	21.2%
\$725,001-\$825,000	149	33	12	97%	-\$20,000	22.1%
\$825,001-\$930,000	163	32	23	98%	-\$14,950	19.6%
\$930,001-\$1,050,000	118	24	15	98%	-\$18,500	20.3%
\$1,050,001-\$1,200,000	132	20	15	97%	-\$32,000	15.2%
\$1,200,001-\$1,390,000	126	16	34	97%	-\$34,100	12.7%
\$1,390,001-\$1,650,000	137	15	24	99%	-\$14,000	10.9%
\$1,650,001-\$2,000,000	126	7	60	98%	-\$38,600	5.6%
\$2,000,001 and more	148	17	10	99%	-\$33,000	11.5%
Total Activity	1356	218	15	98%	-\$15,500	16%

Monthly Changes Summary	Nov-19	Oct-20	Nov-20	12/2020	Change
Total Listings** (A, S, T, C, X)	1037	1418	1356		-62
Active Listings (1st of the month)	840	1031	1042	962	-80
Solds	163	242	218		-24
DOM	25	13	15		3
% SOLD (Sales/ Listings /monthly rate)	16%	17%	16%		-1.0%
Condos (Top 50%) Home Price Index: HPIp	\$1,018,833	\$1,024,327	\$1,032,033		\$7,706
Condos (Lower 50%) Home Price Index: HPIp	\$563,100	\$579,203	\$575,535		-\$3,668
Twnhs (Top 50%) Home Price Index: HPIp	\$1,471,356	\$1,503,100	\$1,518,173		\$15,073
Twnhs (Lower 50%) Home Price Index: HPIp	\$837,290	\$854,100	\$851,101		-\$2,999

Dec 1 2020 Vancouver West Side Market Update (Attached)
Current: Vancouver West Side, a Seller Market with **16 %SOLD** Rate and **98 % Sell/List Ratio**. (This means an average of a \$15,500 Discount on a sale from the original list price)

Most Active Range: Homes below \$550,000 have **25.4 %SOLD** rate.
Least Active Range: Home between \$1.65 mill. - \$2 mill. have **5.6 %SOLD** rate.

History: Vancouver Westside's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$13,200.
Vancouver Westside's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$12,435.
Vancouver Westside's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$46,817.
Vancouver Westside's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$13,811.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The last month Listing Inventory is 31% more count than last year. We project Vancouver Westside to be a continued Seller market. November's Real Estate Statistics shows that in this highly emotional market that 97% of the Single-Family Homes in Metro Vancouver are in a Seller's Market. The Average Monthly Price jumped up \$31,439. This is highest price increase we have seen for any month since the spring of 2016. This seller's market is partly due to the fact we have Record-Low listing levels. We are forecasting that in the Metro Vancouver Markets will continue to be a Seller's Market for the coming month. Currently, Condos are in a more subdued Seller's Market with 63% of the Greater Vancouver (Lower Mainland) Condo Prices increasing. The average monthly price increase was a mere \$2,747. At the same time, 26 out of 28 Townhouse Markets increased an average of \$6,509. We analyze and provides 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.

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



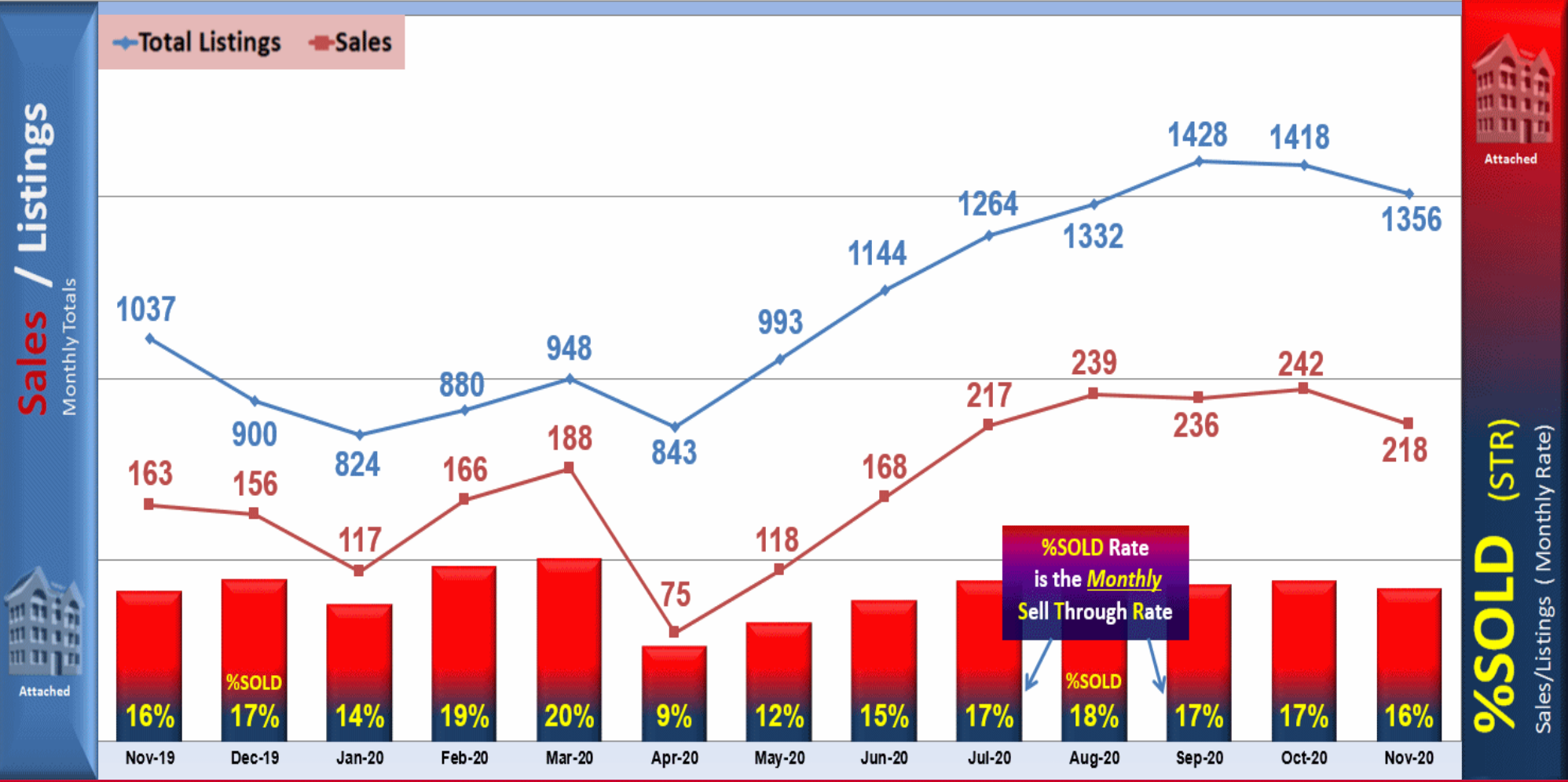
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)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



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Market Analysis and Forecasting Dec 1/20 Vancouver Westside

Attached Vancouver West Side Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals

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

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Market Analysis and Forecasting Dec 1/20 Vancouver Westside

Attached Vancouver West Side 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

TOP 50%

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

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

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

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



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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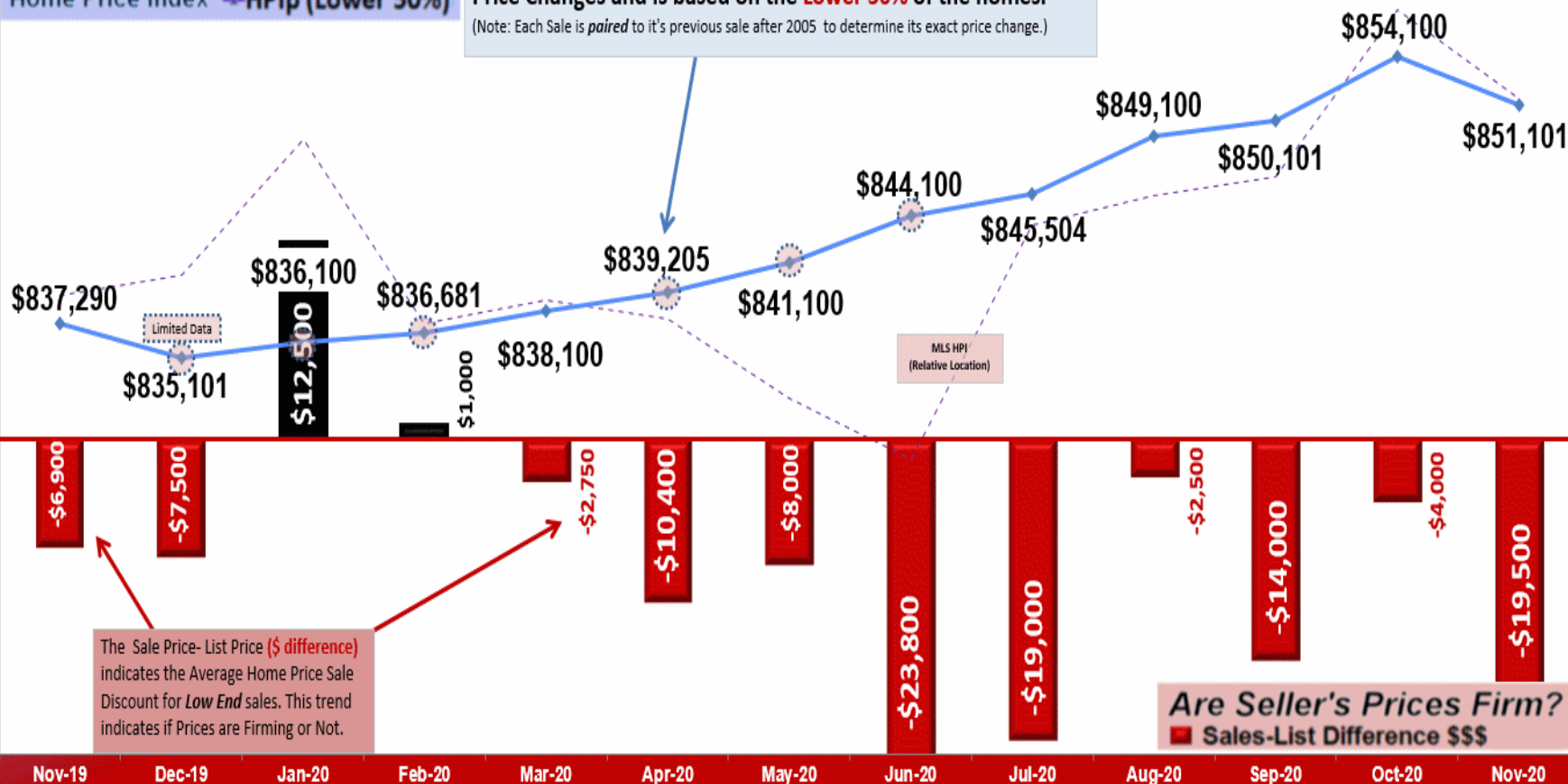
Market Analysis and Forecasting Dec 1/20 Vancouver Westside

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

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

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

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.
 (Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)



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 Price (\$ difference)



Townhouses



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

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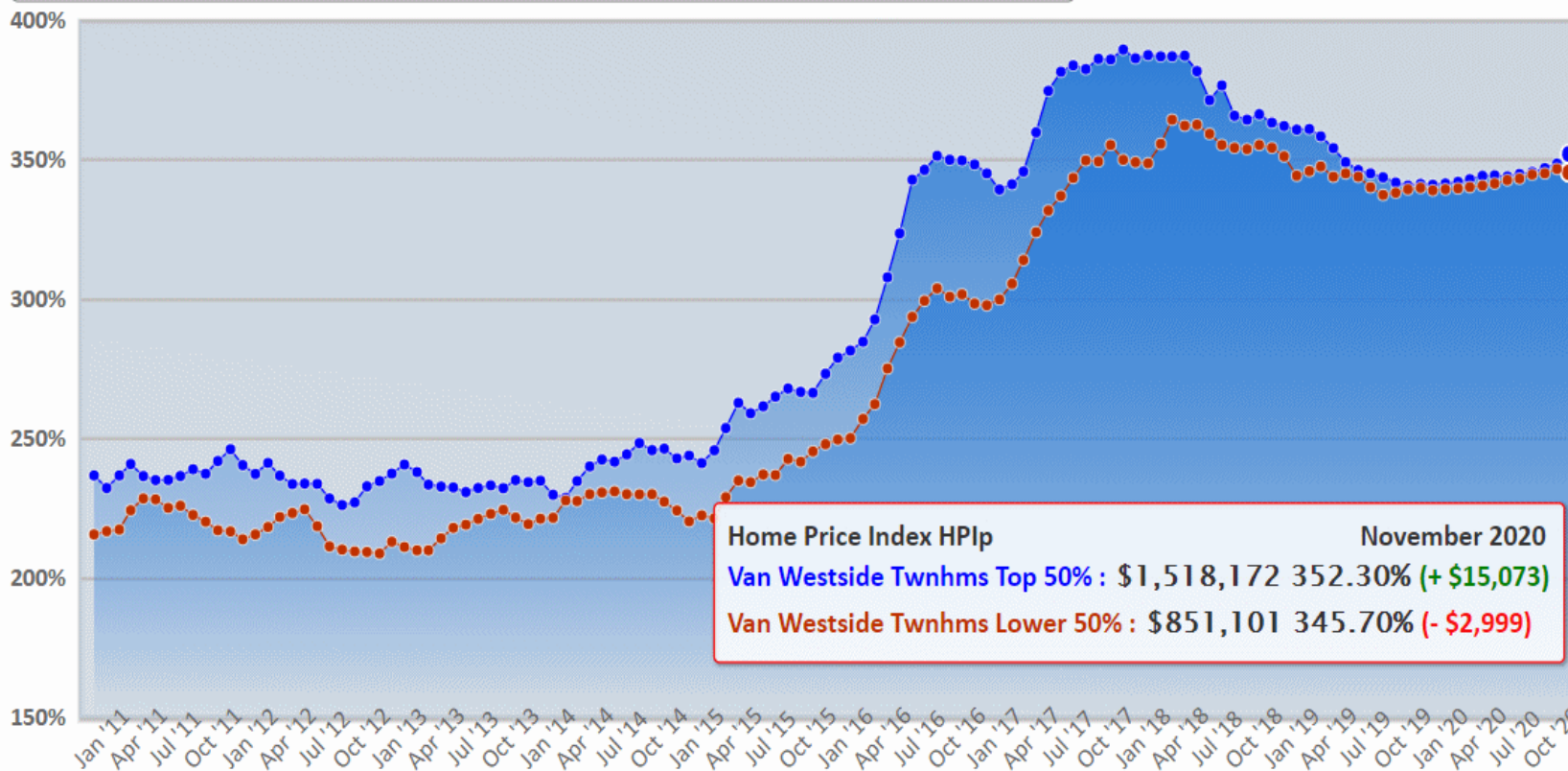
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Market Analysis and Forecasting Dec 1/20 Vancouver Westside

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Van Westside Twnhms Top 50% : **HPIp** Forecast+ Forecast-
Van Westside Twnhms Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values	
Date	Value
Nov 2020	% 352.30
Oct 2020	% 348.80
Sep 2020	% 347.20
Aug 2020	% 345.80
Jul 2020	% 345.10
Jun 2020	% 344.20
May 2020	% 344.60
Apr 2020	% 344.40
Mar 2020	% 343.20
Feb 2020	% 342.30
Jan 2020	% 341.70
Dec 2019	% 341.20



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Market Analysis and Forecasting Dec 1/20 **Vancouver Westside**

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

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



Condominiums



Condominiums

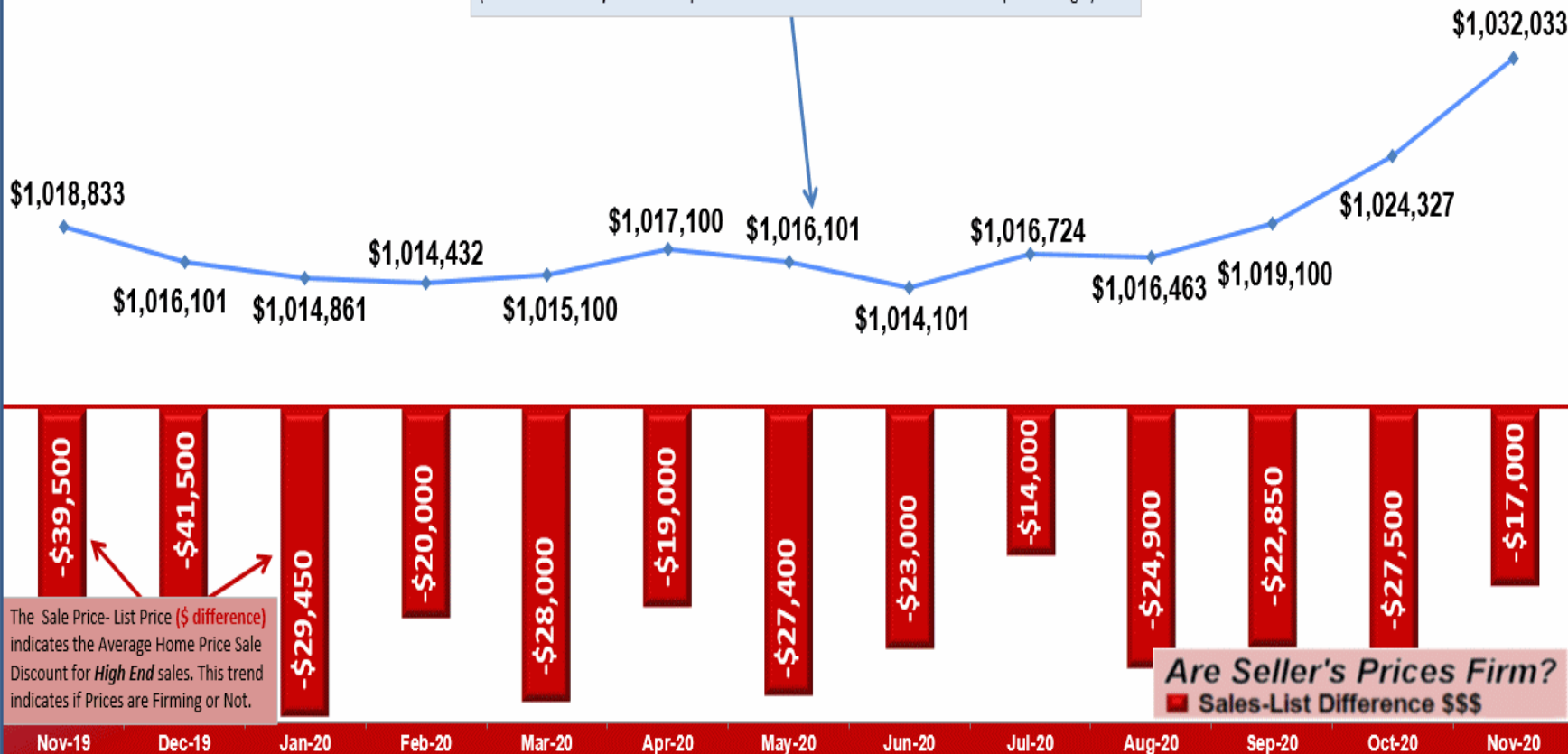


Sales Discount \$\$
 Sale Price - Original List Price (\$\$ difference)

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

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

(Note: Each Sale is *paired* to 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 \$\$\$

*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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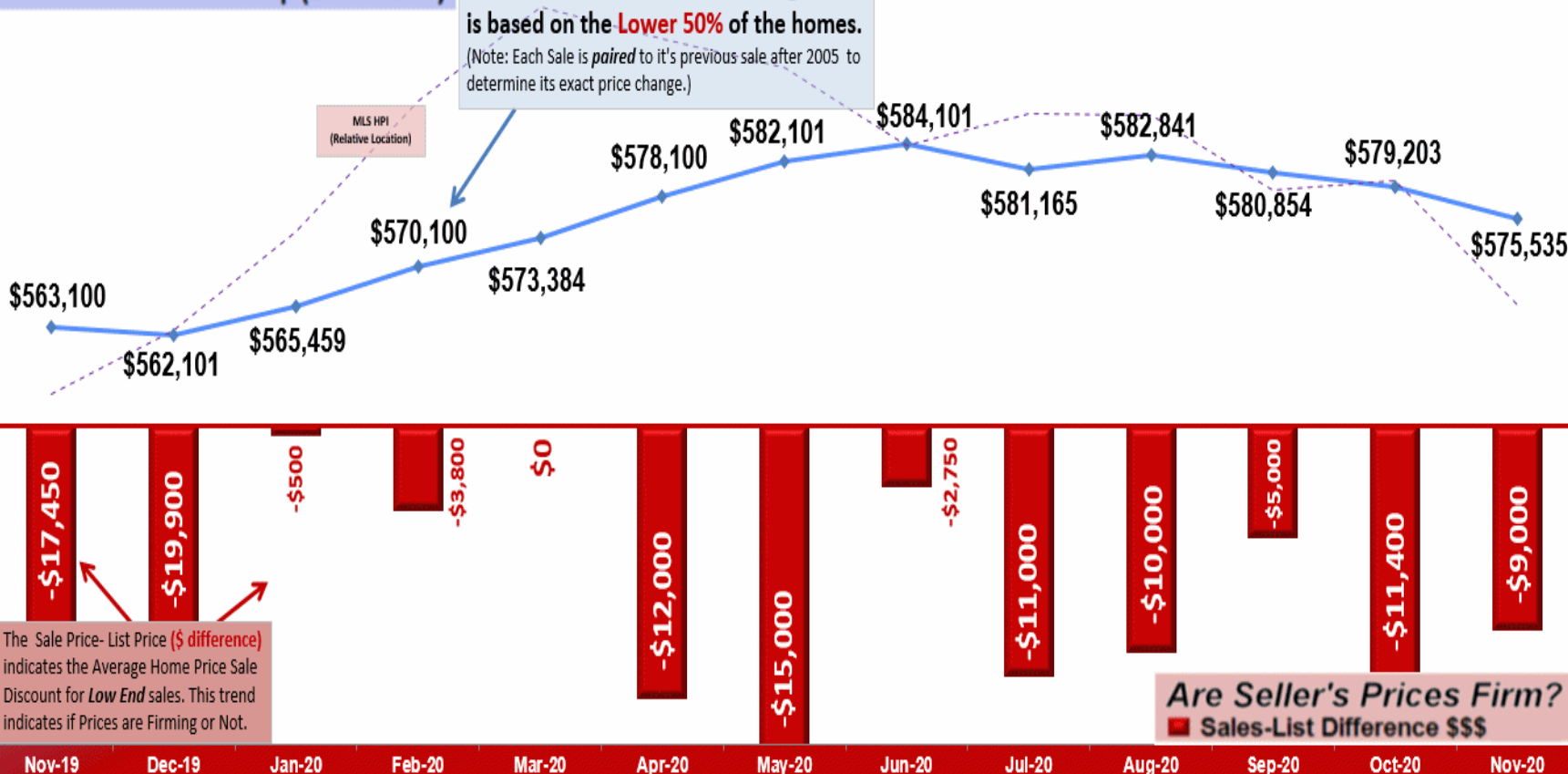
Market Analysis and Forecasting Dec 1/20 Vancouver Westside

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

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

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

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.
 (Note: Each Sale is paired to 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 \$\$\$



Condominiums



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

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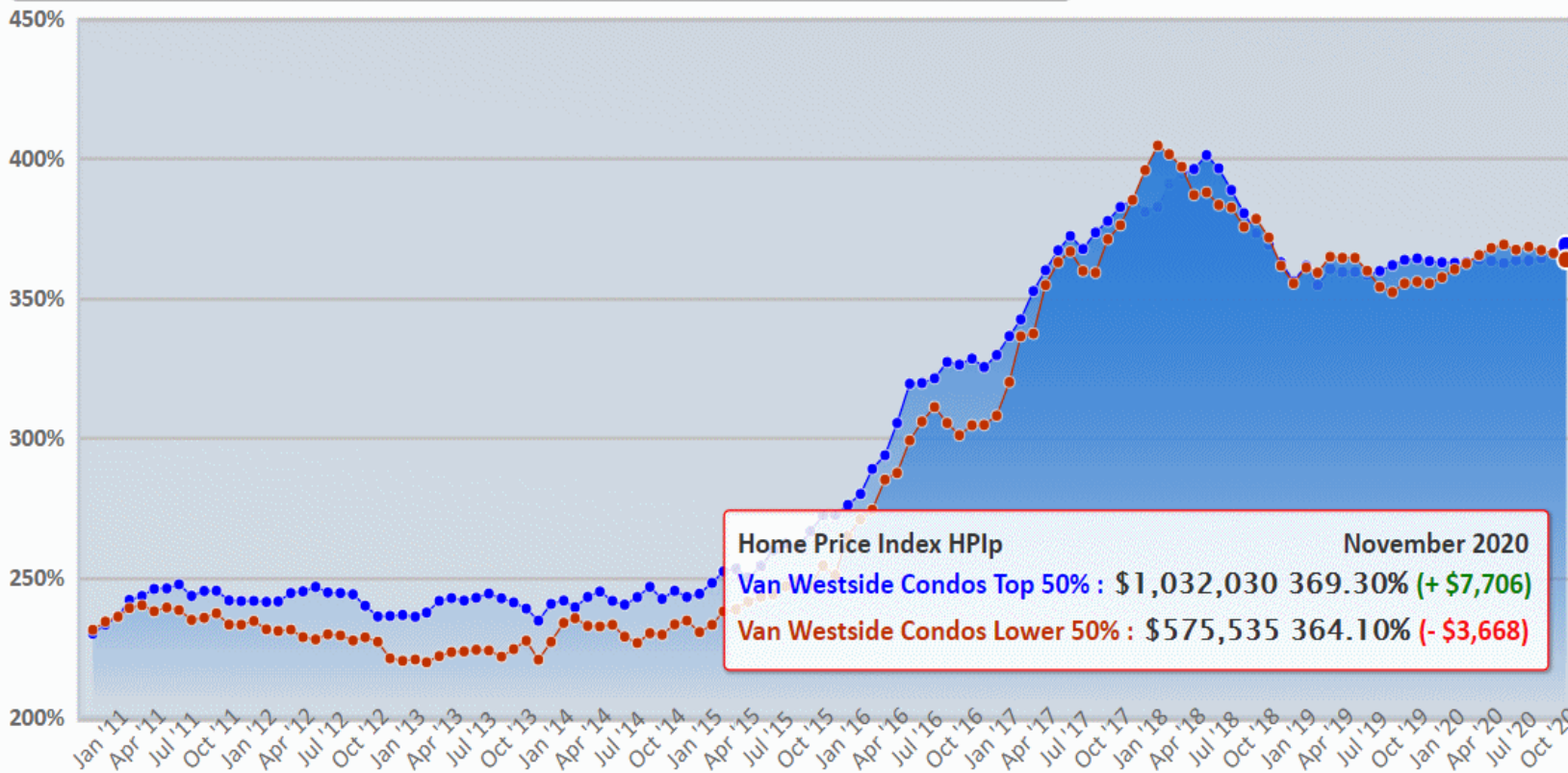
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Market Analysis and Forecasting Dec 1/20 **Vancouver Westside**

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Van Westside Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Van Westside Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Nov 2020	% 369.30
Oct 2020	% 366.50
Sep 2020	% 364.60
Aug 2020	% 363.70
Jul 2020	% 363.80
Jun 2020	% 362.80
May 2020	% 363.60
Apr 2020	% 363.90
Mar 2020	% 363.20
Feb 2020	% 363.00
Jan 2020	% 363.10
Dec 2019	% 363.60



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Dec 1/20 Richmond

Richmond Sub areas Statistics - Nov 2020 Attached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Sea Island	0	0				0.0%
Bridgeport RI	71	6	51	98%	-\$10,250	8.5%
West Cambie	245	44	15	97%	-\$15,000	18.0%
East Cambie	12	2	26	98%	-\$8,900	16.7%
Terra Nova	10	3	83	97%	-\$21,500	30.0%
Riverdale RI	29	8	19	96%	-\$19,500	27.6%
Quilchena RI	1	1	15	94%	-\$23,000	100.0%
Granville	23	2	45	93%	-\$44,944	8.7%
Seafair	3	3	26	97%	-\$24,000	100.0%
Boyd Park	26	7	16	97%	-\$12,400	26.9%
Lackner	3	2	19	91%	-\$81,110	66.7%
Steveston Village	32	2	214	99%	-\$10,444	6.3%
Steveston North	12	3	33	99%	-\$3,700	25.0%
Steveston South	35	10	21	98%	-\$9,500	28.6%
Westwind	3	2	1	99%	-\$10,000	66.7%
Woodwards	27	8	19	99%	-\$11,500	29.6%
Broadmoor	26	6	23	96%	-\$20,000	23.1%
Garden City	11	2	26	99%	-\$11,100	18.2%
Saunders	23	4	33	92%	-\$31,400	17.4%
South Arm	13	1	27	90%	-\$59,000	7.7%
Brighthouse	477	78	24	97%	-\$20,000	16.4%
Brighthouse South	151	31	21	97%	-\$14,000	20.5%
McLennan North	114	27	41	97%	-\$31,000	23.7%
Gilmore	0	0				0.0%
McLennan	0	0				0.0%
East Richmond	5	2	6	103%	\$21,620	40.0%
McNair	3	0				0.0%
Ironwood	38	7	34	95%	-\$32,200	18.4%
Hamilton RI	29	4	23	99%	-\$5,850	13.8%
Total Activity	1422	265	24	97%	-\$19,900	19%

Richmond List Price Ranges Statistics - Nov 2020 Attached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD
0-\$400,000	110	30	13	97%	-\$12,650	27.3%
\$400,001-\$495,000	117	34	24	97%	-\$13,100	29.1%
\$495,001-\$545,000	126	26	29	97%	-\$14,000	20.6%
\$545,001-\$600,000	139	27	27	96%	-\$20,450	19.4%
\$600,001-\$675,000	131	21	22	97%	-\$19,000	16.0%
\$675,001-\$740,000	151	31	13	98%	-\$18,000	20.5%
\$740,001-\$825,000	158	21	35	96%	-\$32,500	13.3%
\$825,001-\$930,000	162	30	21	97%	-\$21,950	18.5%
\$930,001-\$1,090,000	167	28	35	97%	-\$33,500	16.8%
\$1,090,001 and more	161	17	42	95%	-\$58,800	10.6%
Total Activity	1422	265	24	97%	-\$19,900	19%

Monthly Changes	Nov-19	Oct-20	Nov-20	12/1/2020	Change
Total Listings** (A,S,T,C,X)	1355	1420	1422		2
Active Listings (1st of the month)	1111	1065	1041	1035	-6
Solds	204	257	265		8
DOM	37	19	24		5
%SOLD (Sales/ Listings /monthly rate)	15.1%	18.1%	18.6%		0.5%
Condos (Top 50%) Home Price Index HP	\$602,235	\$621,100	\$621,057		-\$43
Condos (Lower 50%) Home Price Index H	\$377,164	\$390,199	\$393,674		\$3,475
Twnhs (Top 50%) Home Price Index HPI	\$896,844	\$927,127	\$933,322		\$6,194
Twnhs (Lower 50%) Home Price Index HP	\$590,052	\$634,131	\$643,191		\$9,060



Dec 1 2020 Richmond Market Update (Attached)

Current: Richmond is a Seller Market with **18 % SOLD** Rate and 97% Sell/List Ratio. (This means an average of a \$16,000 discount on a sale from the original list price)

Most Active Range: Homes between \$400,000 - \$495,000 have **29.1 % SOLD** rate.

Least Active Range: Homes above \$1.09 mill. have **10.6 % SOLD** rate.

History: Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$18,822.
 Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are increased \$16,509.
 Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$36,478.
 Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$53,140.

Forecast: This month's inventory is 5% more than same month last year. Active listing decreased which means that we may see almost same count with normal listings levels next month thus perpetuating the well supplied market. We project Richmond to be a continued Seller market.
 November's Real Estate Statistics shows that in this highly emotional market that 97% of the Single-Family Homes in Metro Vancouver are in a Seller's Market. The Average Monthly Price jumped up \$31,439. This is highest price increase we have seen for any month since the spring of 2016. This seller's market is partly due to the fact we have Record-Low listing levels. We are forecasting that in the Metro Vancouver Markets will continue to be a Seller's Market for the coming month.
 Currently, Condos are in a more subdued Seller's Market with 63% of the Greater Vancouver (Lower Mainland) Condo Prices increasing. The average monthly price increase was a mere \$2,747. At the same time, 26 out of 28 Townhouse Markets increased an average of \$6,509. We analyze and provides 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. Note*: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy Copyright: RMBReports.com

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Market Analysis and Forecasting Dec 1/20 Richmond

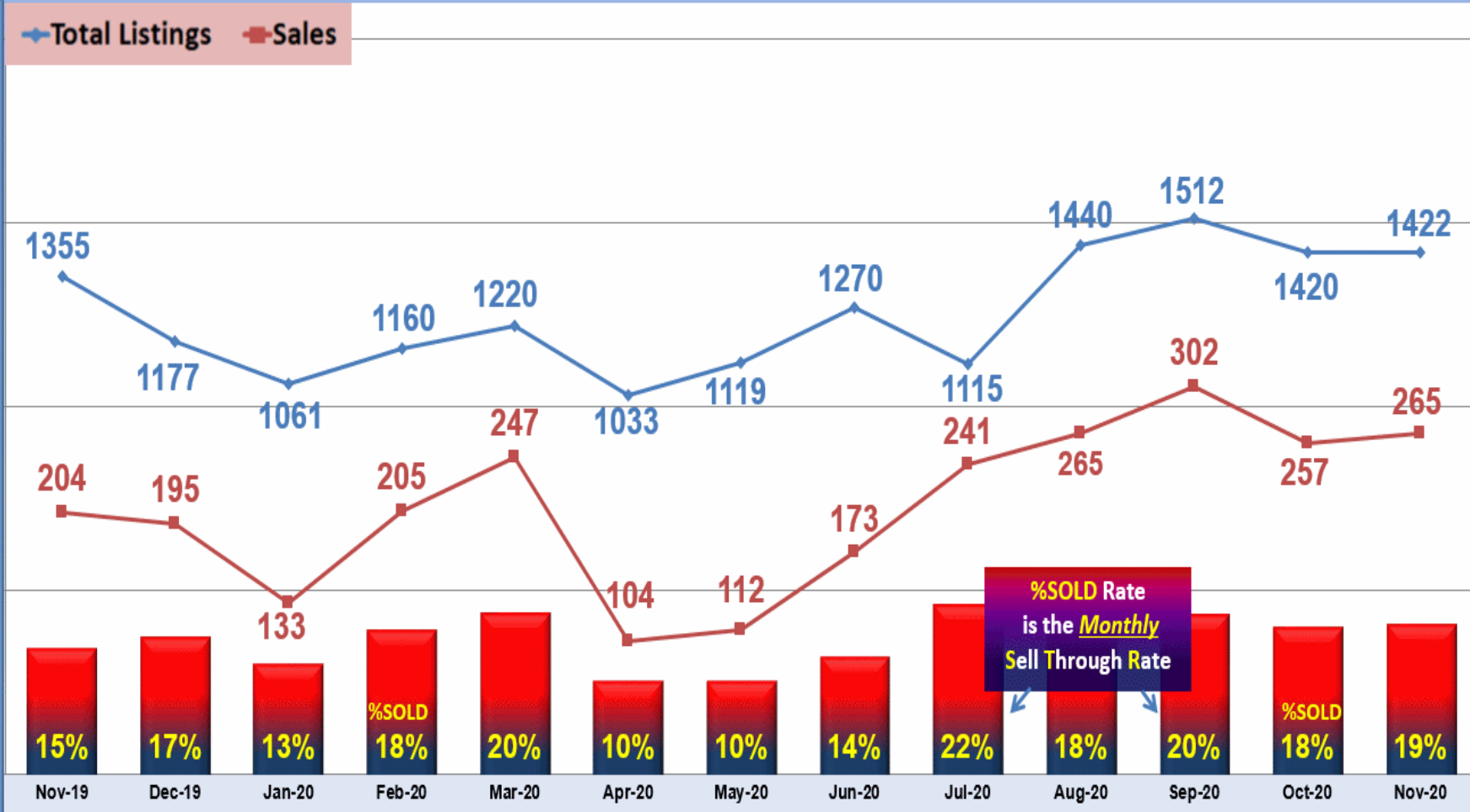
Attached Richmond Total Listings**, Sales, and %SOLD Rates

Sales / Listings
Monthly Totals



Attached

%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. [More Details](#)
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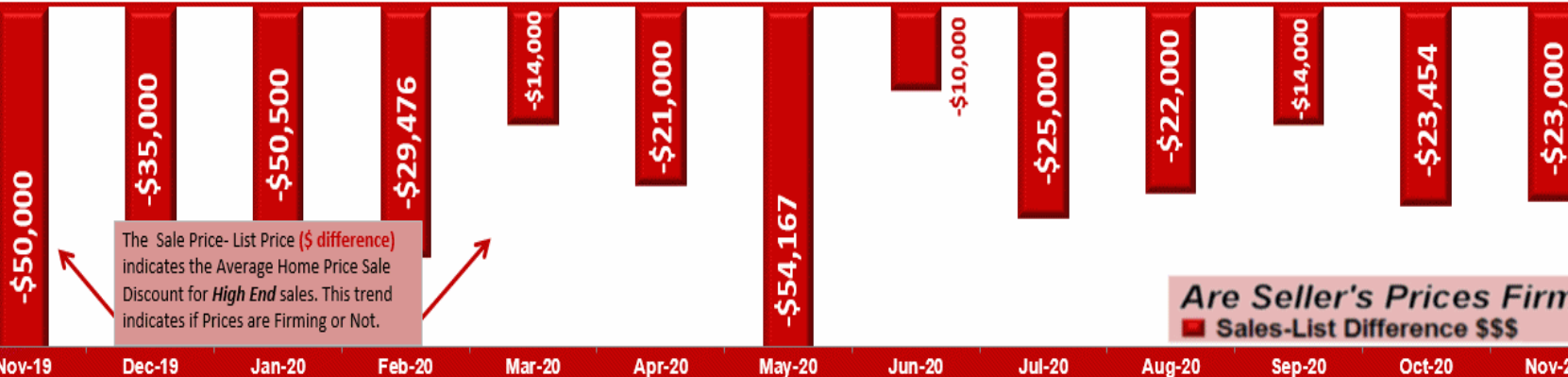
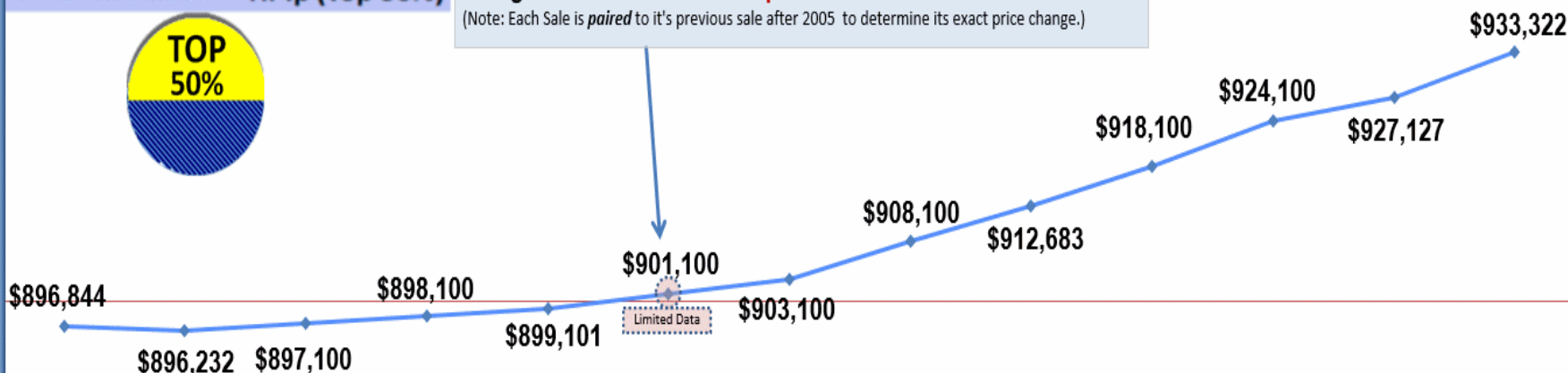
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Market Analysis and Forecasting Dec 1/20 **Richmond**

Attached Richmond **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.)



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 Changes
 (Home Price Index Paired sales from 2005)



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 **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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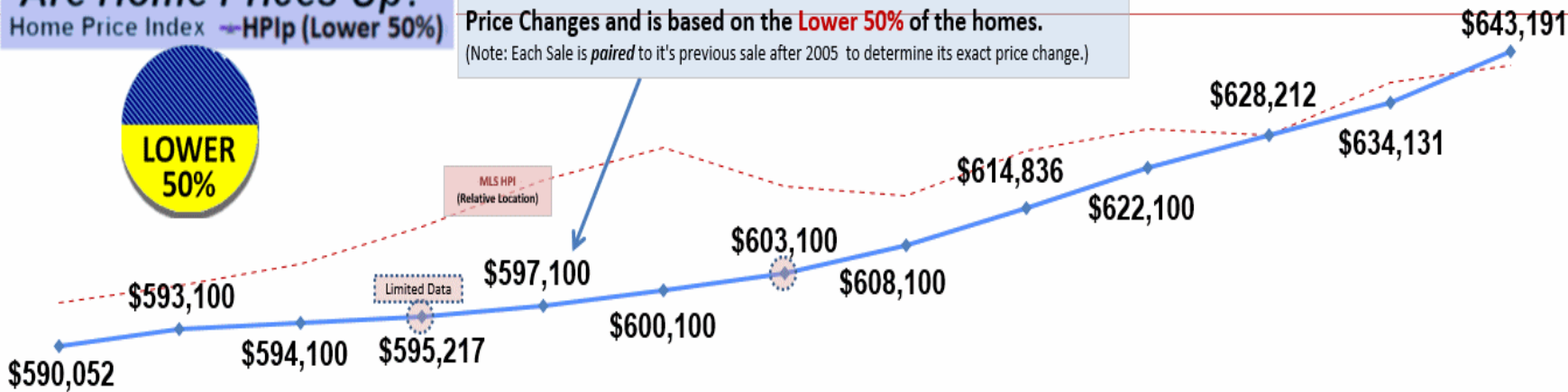
Market Analysis and Forecasting Dec 1/20 **Richmond**

Attached **Richmond** **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)

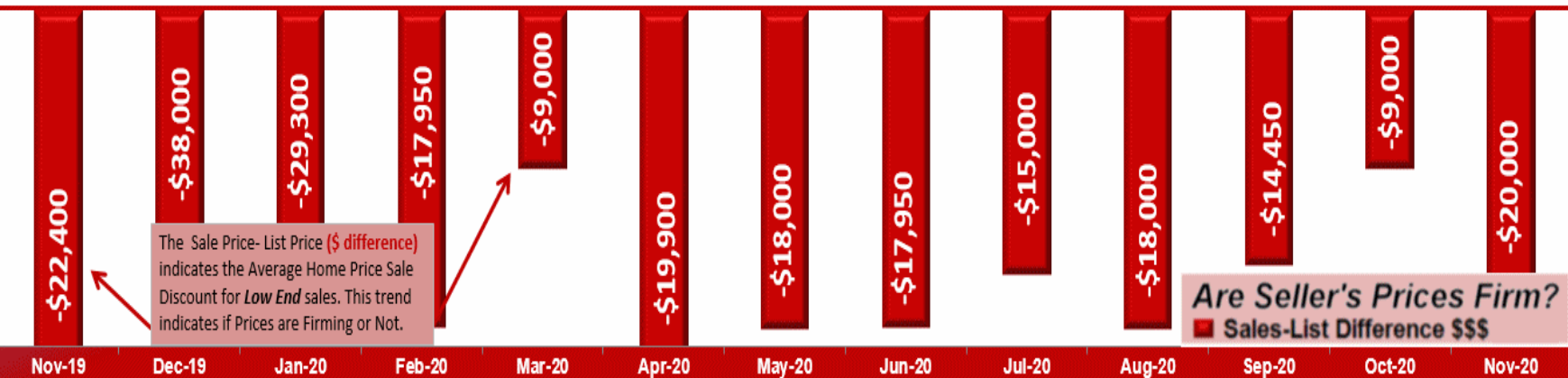
Home Price Changes
 (Home Price Index Paired sales from 2005)

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.)



Townhouses



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 \$\$\$

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

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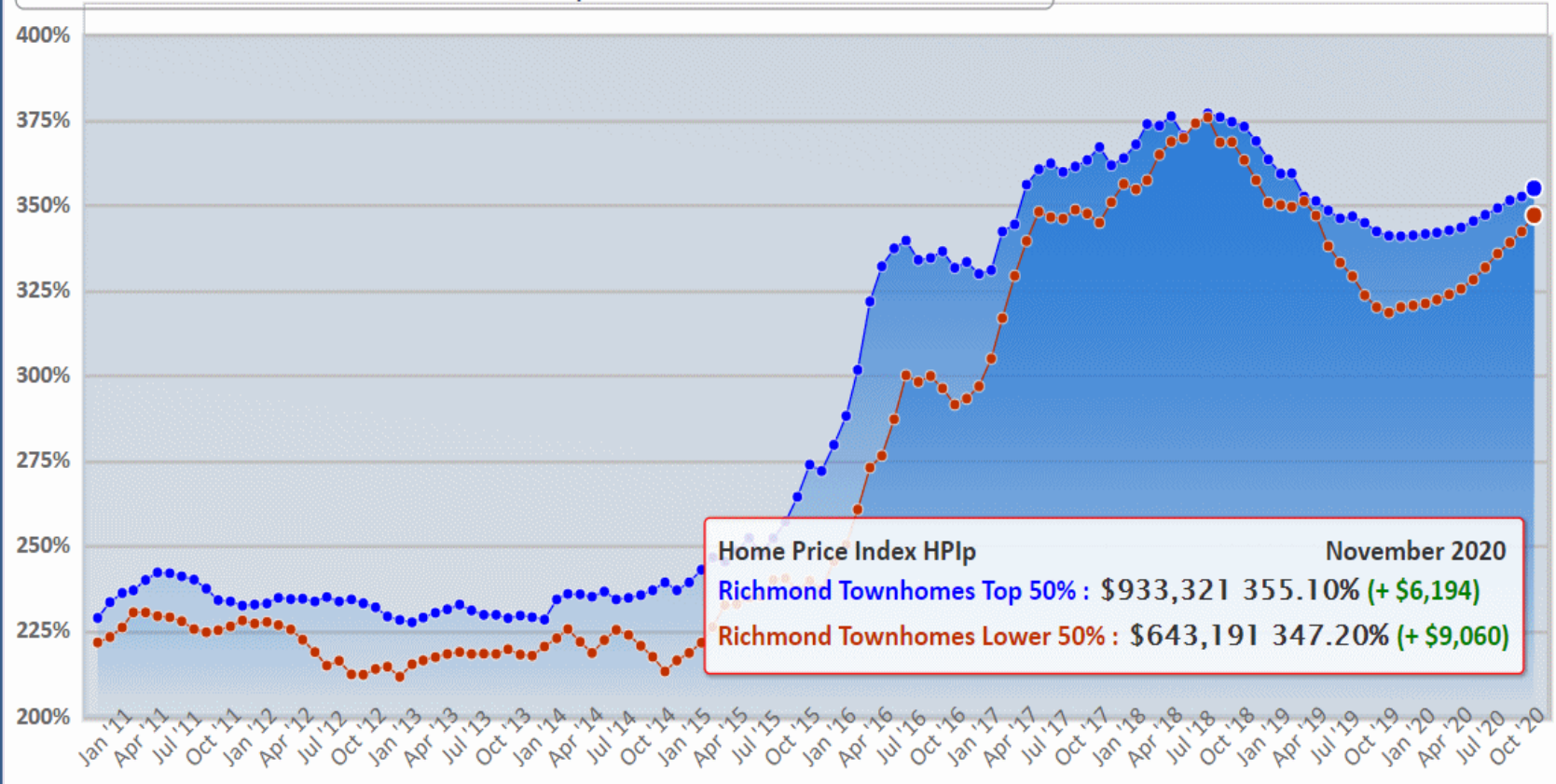
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Market Analysis and Forecasting Dec 1/20 **Richmond**

Powered by the Greater Vancouver Market Reports HPIp



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



Date	Value
Nov 2020	% 355.10
Oct 2020	% 352.70
Sep 2020	% 351.60
Aug 2020	% 349.30
Jul 2020	% 347.30
Jun 2020	% 345.50
May 2020	% 343.60
Apr 2020	% 342.80
Mar 2020	% 342.10
Feb 2020	% 341.70
Jan 2020	% 341.30
Dec 2019	% 341.00



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

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



Condominiums



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

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

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

(Note: Each Sale is paired to 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 \$\$\$



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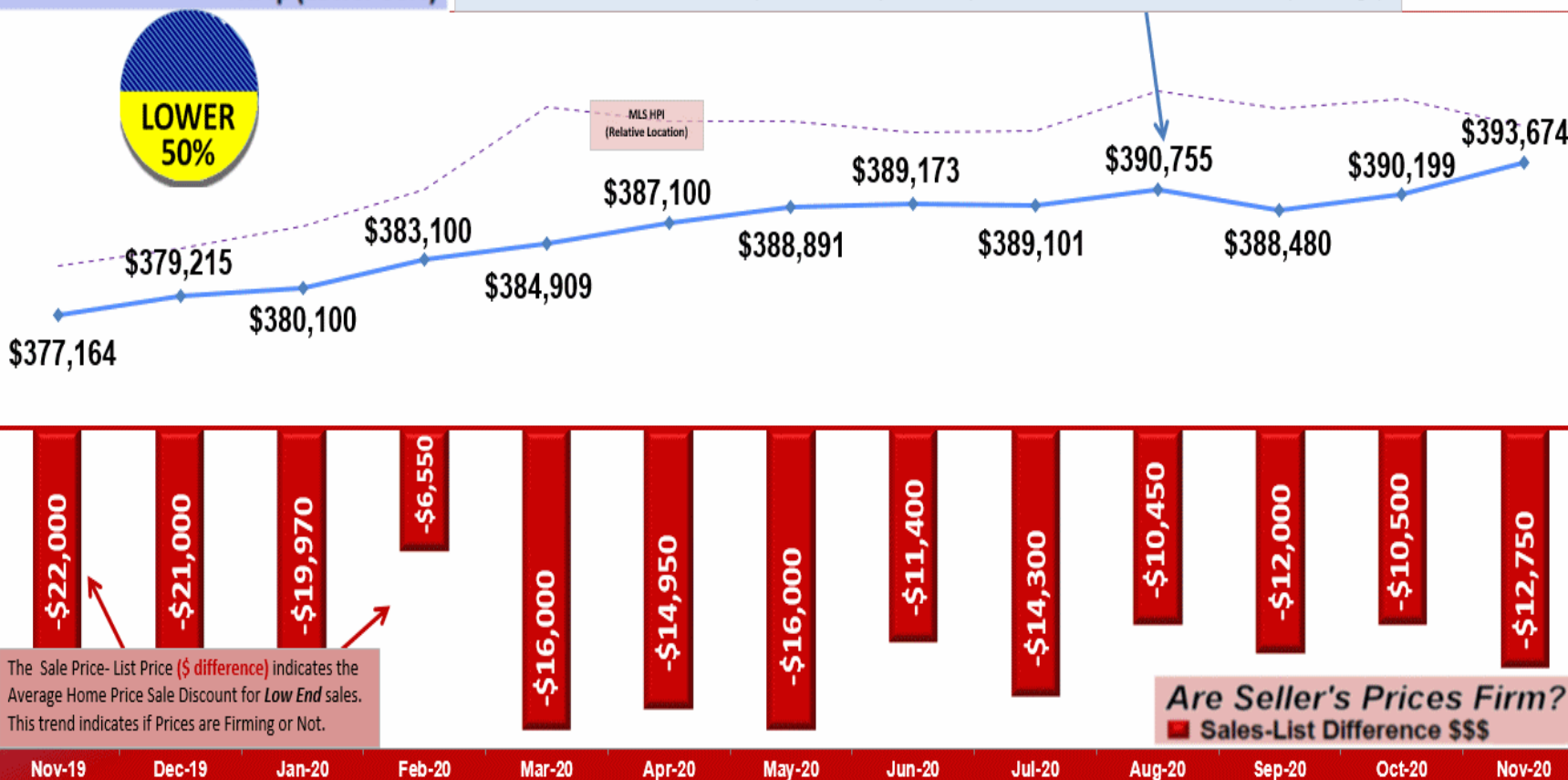
Attached **Richmond** **Condos** Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Are Home Prices Up?

Home Price Index → **HPIp (Lower 50%)**

The Home Price Index **HPIp** is the MOST Accurate Indication of Price Changes and is based on the **Lower 50%** of the homes. (Note: Each Sale is *paired* to it's previous sale after 2005 to determine its exact price change.)

Home Price Changes
 (Home Price Index Paired sales from 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 \$\$\$



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 **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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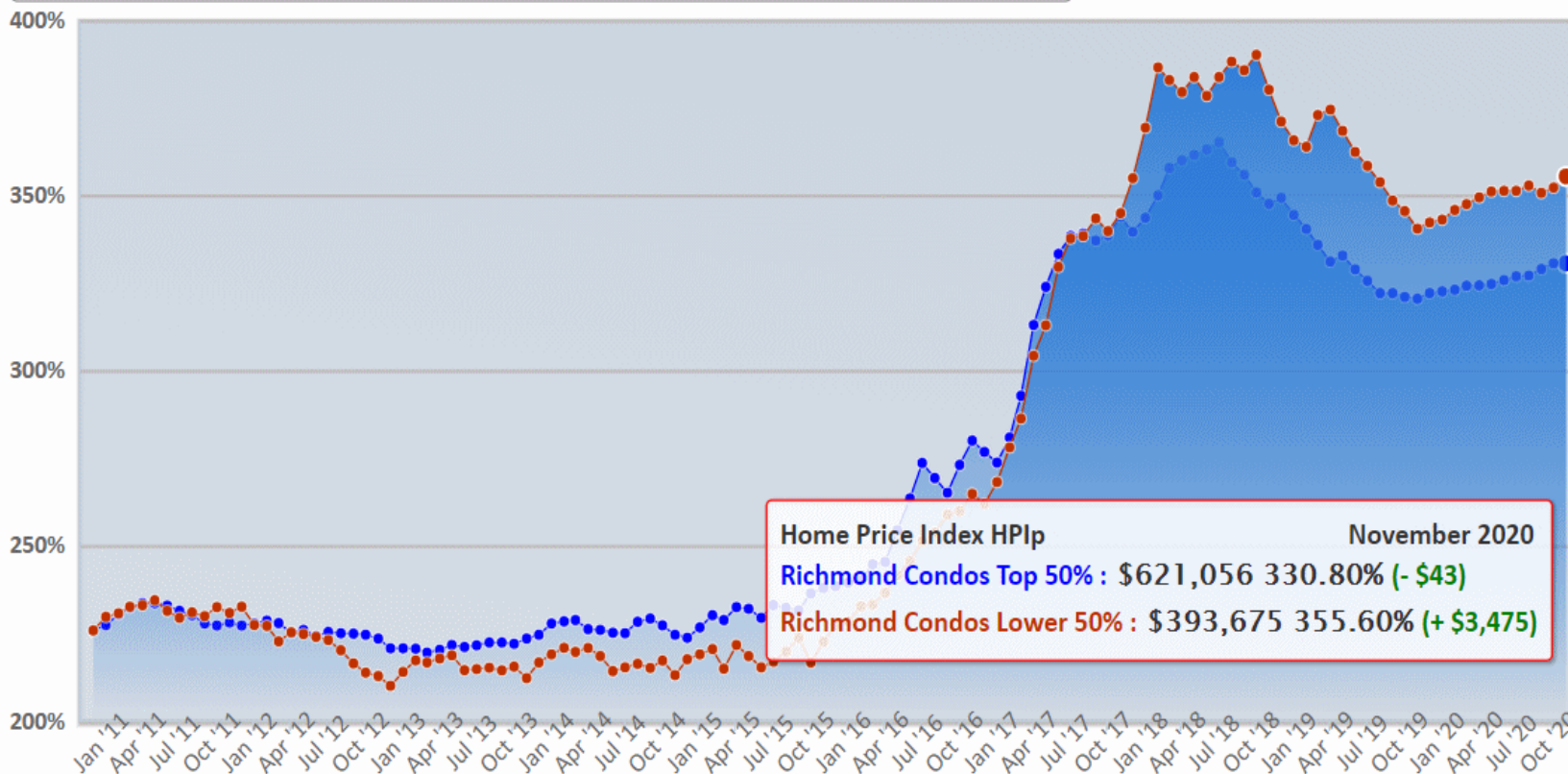
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Market Analysis and Forecasting Dec 1/20 **Richmond**

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



Monthly Home values

Date	Value
Nov 2020	% 330.80
Oct 2020	% 330.80
Sep 2020	% 329.20
Aug 2020	% 327.30
Jul 2020	% 327.10
Jun 2020	% 326.00
May 2020	% 324.90
Apr 2020	% 324.50
Mar 2020	% 324.40
Feb 2020	% 323.30
Jan 2020	% 322.80
Dec 2019	% 322.30

*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. [More Details](#)
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Market Analysis and Forecasting

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