

Market Analysis and Forecasting

Market Analysis and Forecasting

Louise Hendriks' Market Reports



Advanced Marketing Tools



* 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.

produced for: **Louise Hendriks**

RE/MAX All Points Port Moody 2615A St. Johns Street

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RE/MAX Market Reports Advanced

Detached

- [Burnaby](#)
- [Coquitlam](#)
- [Langley North](#)
- [Langley-Cloverdale](#)
- [Maple Ridge](#)
- [New West](#)
- [North Van](#)
- [Port Coquitlam](#)
- [Port Moody](#)

Attached

- [Burnaby](#)
- [Coquitlam](#)
- [Langley-Cloverdale](#)
- [Maple Ridge](#)
- [New West](#)
- [North Van](#)
- [Port Coquitlam](#)
- [Port Moody](#)

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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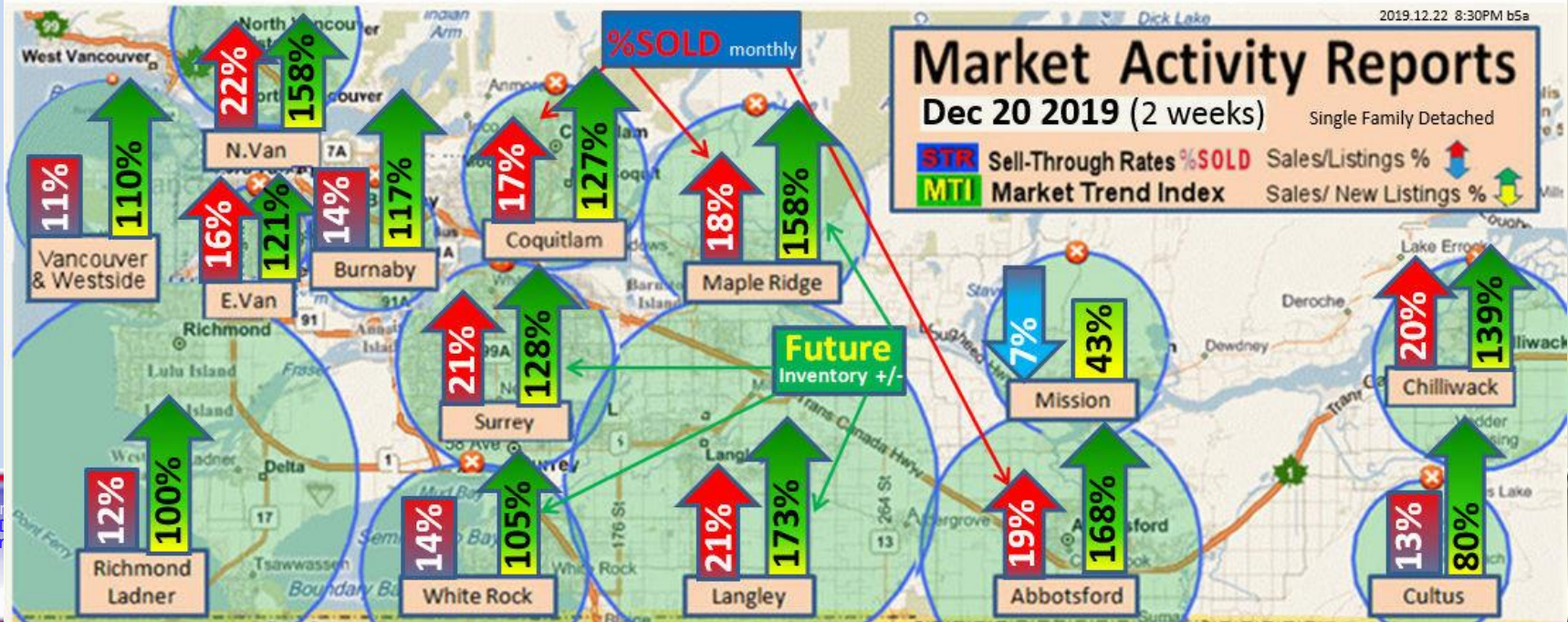
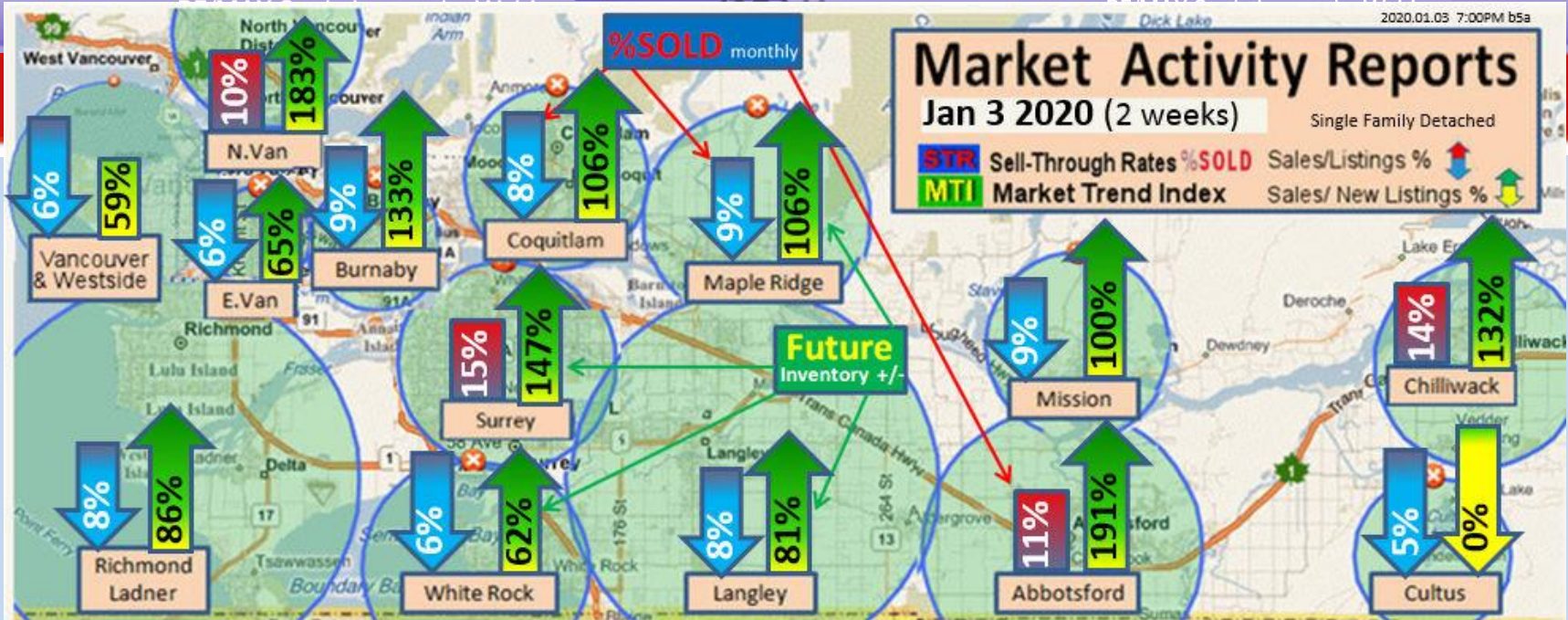
detached homes

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Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

Jan 3 2020 (2 weeks)

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

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

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

2019.12.22.8:05PM 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

Dec 20 2019 (2 weeks)

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

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

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

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Market Analysis and Forecasting Jan 1/20 Burnaby
 本拿比房地產

Burnaby Real Estate Price Changes (\$/%)

本拿比房地產價格變動 / 本拿比房地產價格變動

Housing Types: Year-To-Date Dec 2018 – Dec 2019 (Quarters)

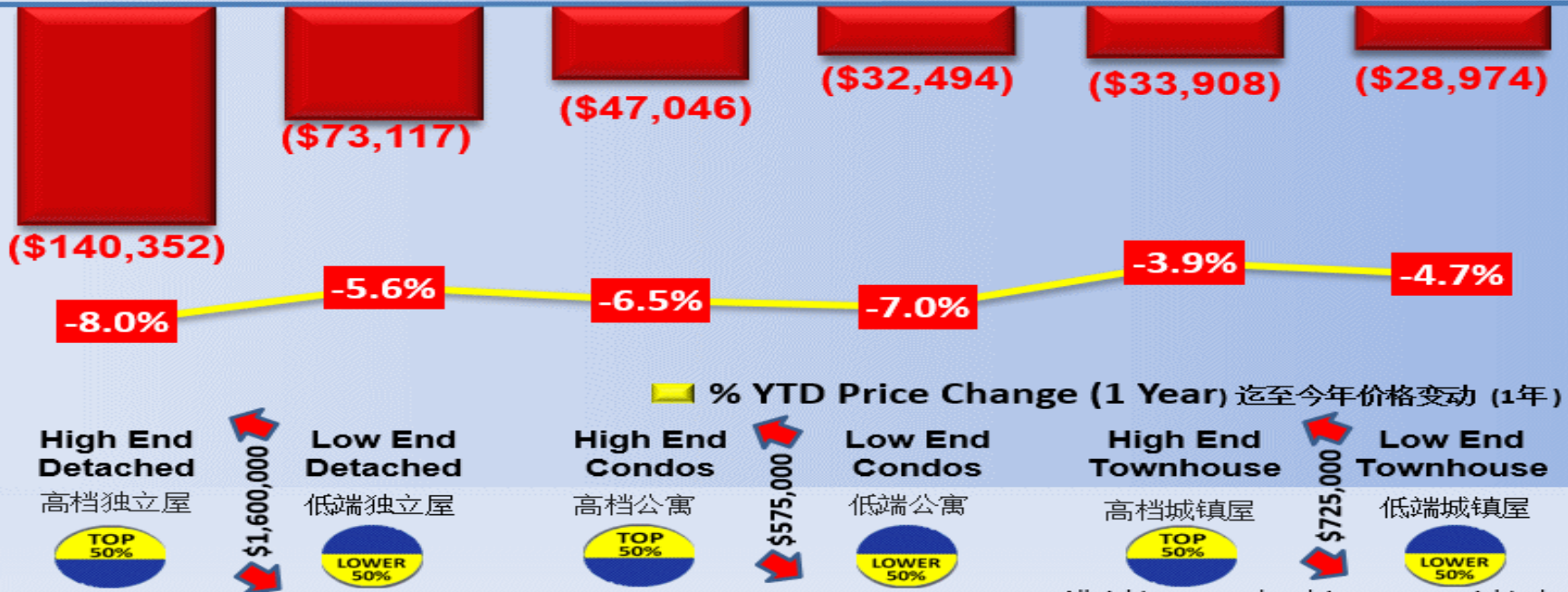
房屋类型: 迄至今年 (每季) 由2018 十二月份至2019 十二月份

Powered by: Vancouver Market Reports HPIp

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

YTD Home Price Changes \$\$\$ 年終住房價格變動

YTD Home Price Changes % 年終住房價格變動



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

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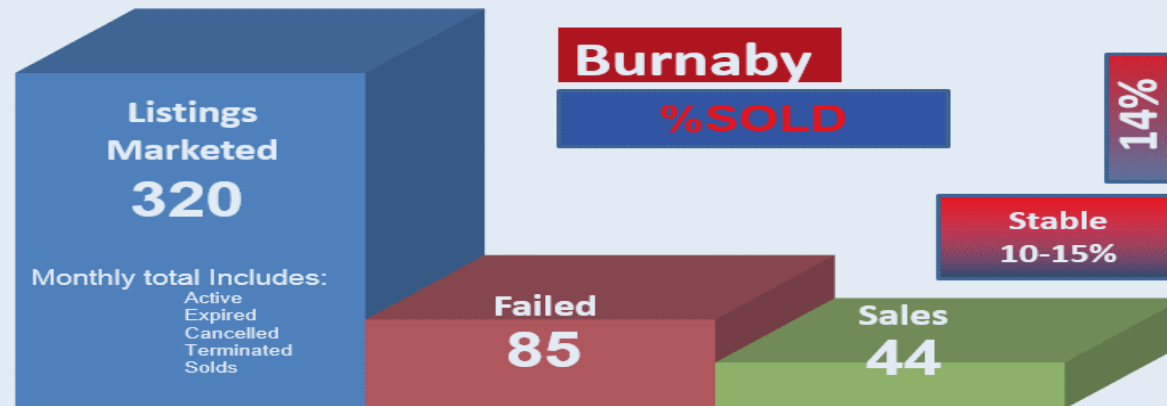
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Monthly Market Activity - Dec 2019 - Single Family



Jan 1 2020 Burnaby Market Update (detached)

Current: Burnaby's Residential Detached housing market is in a Stable Market with **14 %SOLD** rate.

(This means 14 homes out of 100 sold last month with an average \$111,500 Discount from the original price)

Most Active Range: Homes between \$1.45 mill. - \$1.6 mill. have **28.0 %SOLD** rate.

Least Active Range: Homes above \$2.5 mill. have **3.8 %SOLD** rate.

History: The Burnaby Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$123,659.

The Burnaby Home Price Index **HPIp (Lower 50%)** Year-To-Date shows that prices decreased \$70,545.

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



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

Burnaby List Price Ranges Statistics - Dec 2019

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,300,000	26	6	32	93%	-\$79,113	23.1%	↑
\$1,300,001-\$1,450,000	29	2	124	93%	-\$101,500	6.9%	↓
\$1,450,001-\$1,600,000	50	14	21	94%	-\$99,400	28.0%	↑
\$1,600,001-\$1,800,000	39	6	29	97%	-\$44,500	15.4%	↑
\$1,800,001-\$2,000,000	36	5	35	95%	-\$108,000	13.9%	
\$2,000,001-\$2,500,000	61	8	60	93%	-\$158,500	13.1%	
\$2,500,001 and more	79	3	82	92%	-\$308,000	3.8%	↓
Total Activity	320	44	39	94%	-\$111,500	14%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change	
Total Listings (A,S,T,C,X)	449	399	320		-79	↓
Active Listings (1st of the month)	403	328	289	191	-98	↓
Solds	22	67	44		-23	↓
Days on Market (DOM)	29	25	39		14	↑
%SOLD (Sales/ Listings /mnlthly rate)	4.9%	16.8%	13.8%		-3%	↓
(Top 50%) Home Price Index HPIp	\$1,741,759	\$1,617,101	\$1,618,100		\$999	↑
(Lower 50%) Home Price Index HPIp	\$1,303,100	\$1,231,100	\$1,232,555		\$1,455	↑



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RE/MAX Statistics, on the Web!

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Market Analysis and Forecasting Jan 1/20 Burnaby

Burnaby Sub areas Statistics - Dec 2019

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Detached	
					Sell - List \$Difference	%SOLD
Brentwood Park	7	1	3	98%	-\$26,000	14%
Central BN	6	0				0%
Capitol Hill BN	23	4	23	94%	-\$91,000	17%
Forest Hills BS	0	0				0%
Government Road	12	0				0%
Montecito	10	2	18	97%	-\$48,000	20%
Oakdale	2	0				0%
Parkcrest	21	6	61	95%	-\$88,500	29%
Sperling-Duthie	15	0				0%
Simon Fraser Univer.	7	0				0%
Sullivan Heights	2	0				0%
Simon Fraser Hills	0	0				0%
Vancouver Heights	16	5	48	93%	-\$140,000	31%
Willingdon Heights	14	5	35	94%	-\$90,000	36%
Westridge BN	11	0				0%
Big Bend	6	0				0%
Burnaby Hospital	16	3	35	95%	-\$108,000	19%
Buckingham Heights	11	2	86	99%	-\$161,888	18%
Burnaby Lake	10	1	71	91%	-\$94,225	10%
Central Park BS	5	0				0%
Deer Lake	10	0				0%
Deer Lake Place	5	0				0%
Forest Glen BS	8	1	57	91%	-\$173,000	13%
Greentree Village	4	1	9	103%	\$30,000	25%
Garden Village	7	1	82	88%	-\$308,000	14%
Highgate	11	2	67	95%	-\$94,000	18%
Metrtown	22	3	34	93%	-\$113,000	14%
Suncrest	7	0				0%
South Slope	44	6	39	87%	-\$249,000	14%
Upper Deer Lake	8	1	8	93%	-\$110,000	13%
Total Activity	320	44	39	94%	-\$111,500	14%

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Market Analysis and Forecasting Jan 1/20 Burnaby



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Next Months Market Forecast

Forecast: Burnaby has a normal Listing supply; 191 homes are for sale and with the **14 % SOLD** monthly rate gives us a ~7 months of inventory. 6% of the active listings have reduced their price by \$83,727 on average or \$75,000 median. We project Burnaby to be a continued Stable market.

December's Real Estate Statistics shows that we have hit **BOTTOM!** Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of just \$1,777. This is a vast improvement from the \$5-25,000 monthly drops that we have seen for the last 30 consecutive months. This long dropping market means that we have built up a lot of pent-up buyers just waiting for the market to bottom out. Now some of these buyers are finally stepping back into the market. Today we have a stark difference between the Low-End and High-End Markets. Over the next few months, we are forecasting price increases in the Low-End (lower-50%) and stabilization for the High-End (Top-50%) Vancouver Detached Home Markets. Currently, the Condo Market presents stable Market conditions with 57% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$424** on average. On the other hand, 61% of the Townhouse Markets decreased **\$242** on average (11 out of 28 Markets). We are forecasting increasing Condo and Townhouse Markets in the coming months. We analyze and provide 97 individual City's Home Price Indexes to supply you the **MOST ACCURATE** Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Note: This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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RE/MAX Statistics, on the Web!

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Market Analysis and Forecasting Jan 1/20 Burnaby

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

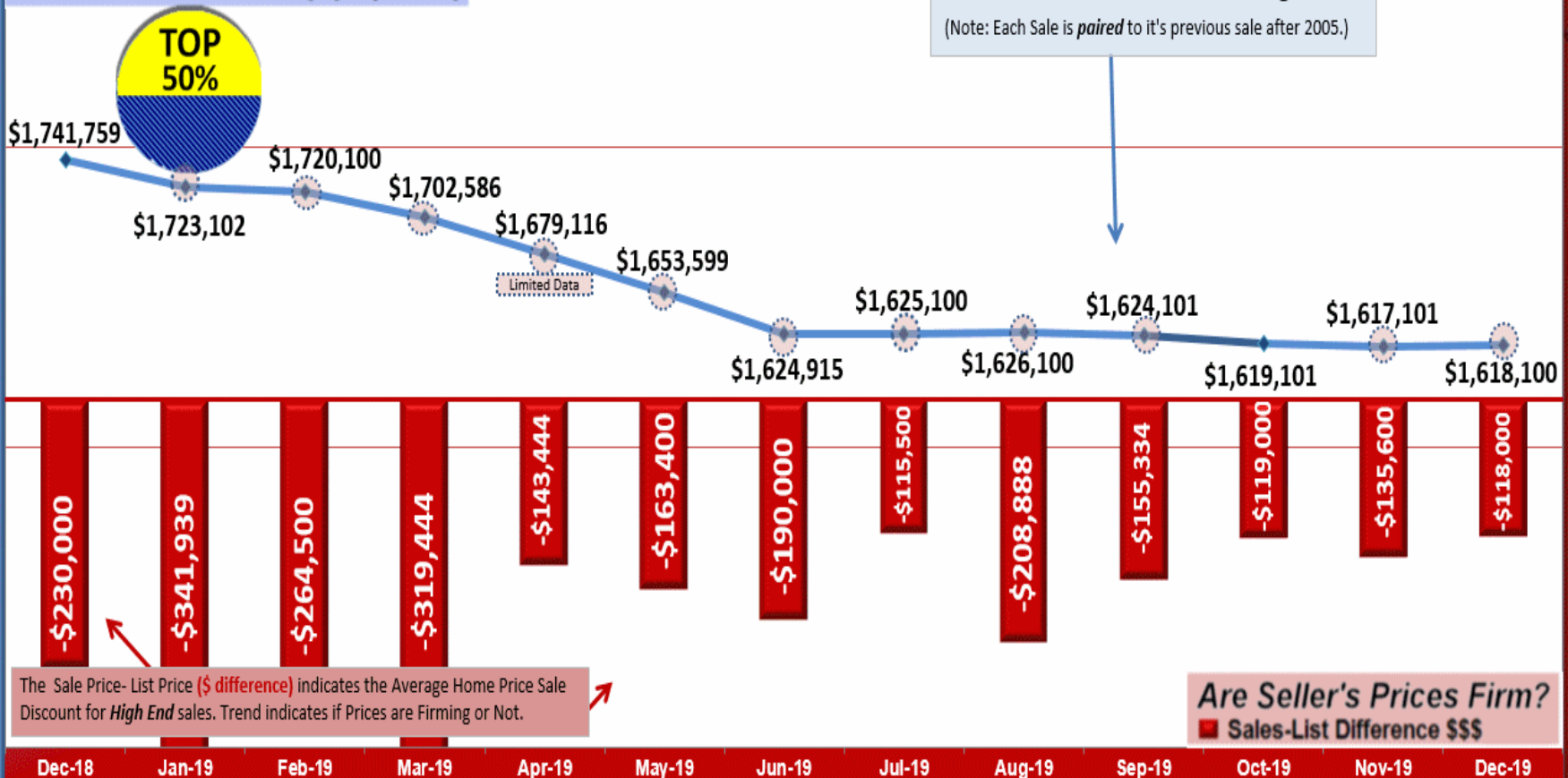
Home Price Changes
 (Home Price Index Paired sales from 2005)

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

Homes **Over \$1,600,000**

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. Trend indicates if Prices are Firming or Not.

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



Detached

TOP 50%

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



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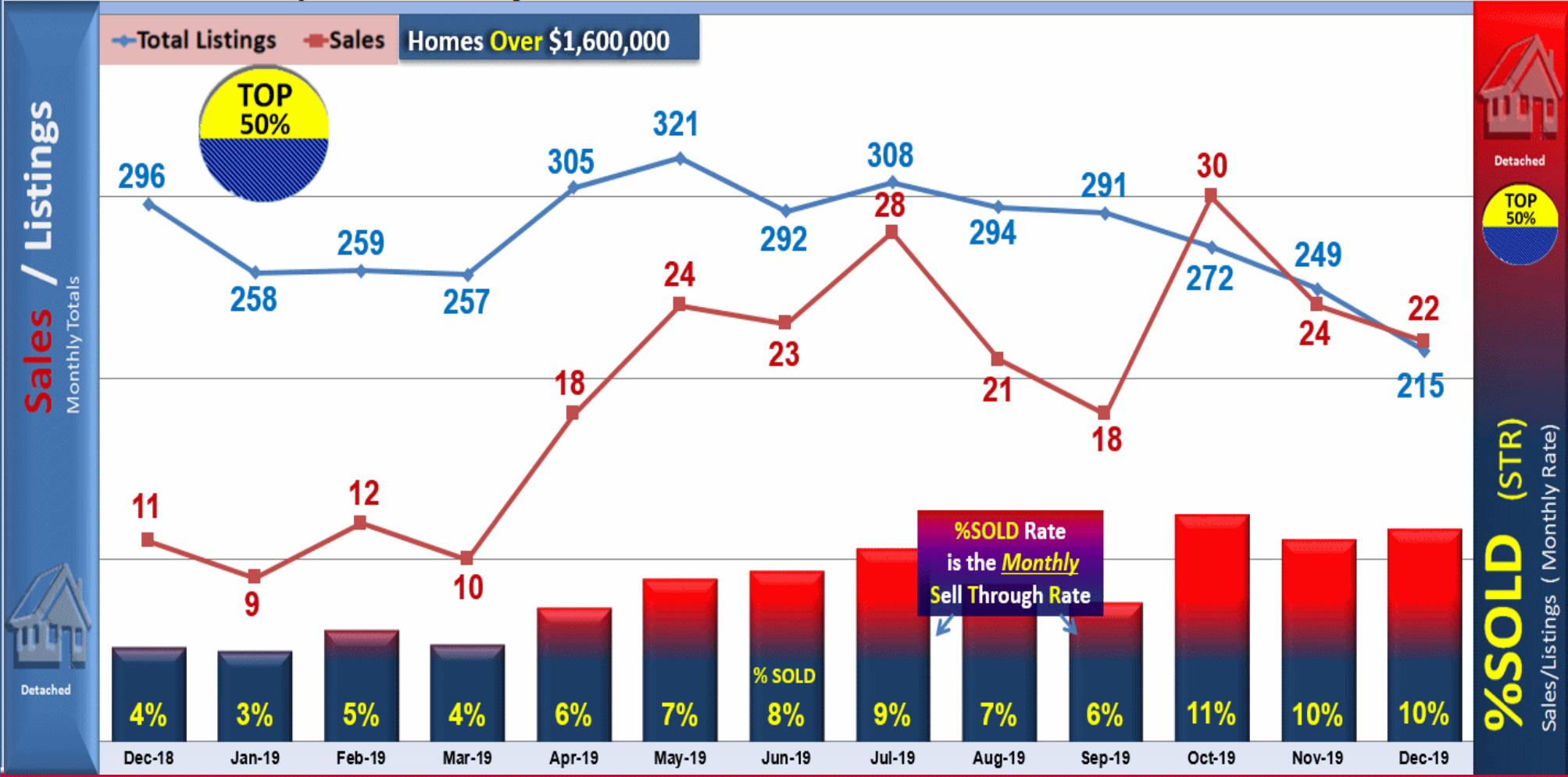
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Market Analysis and Forecasting Jan 1/20 Burnaby

Detached Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals

Detached
TOP 50%

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

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RE/MAX Statistics, on the Web!

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Market Analysis and Forecasting Jan 1/20 Burnaby

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

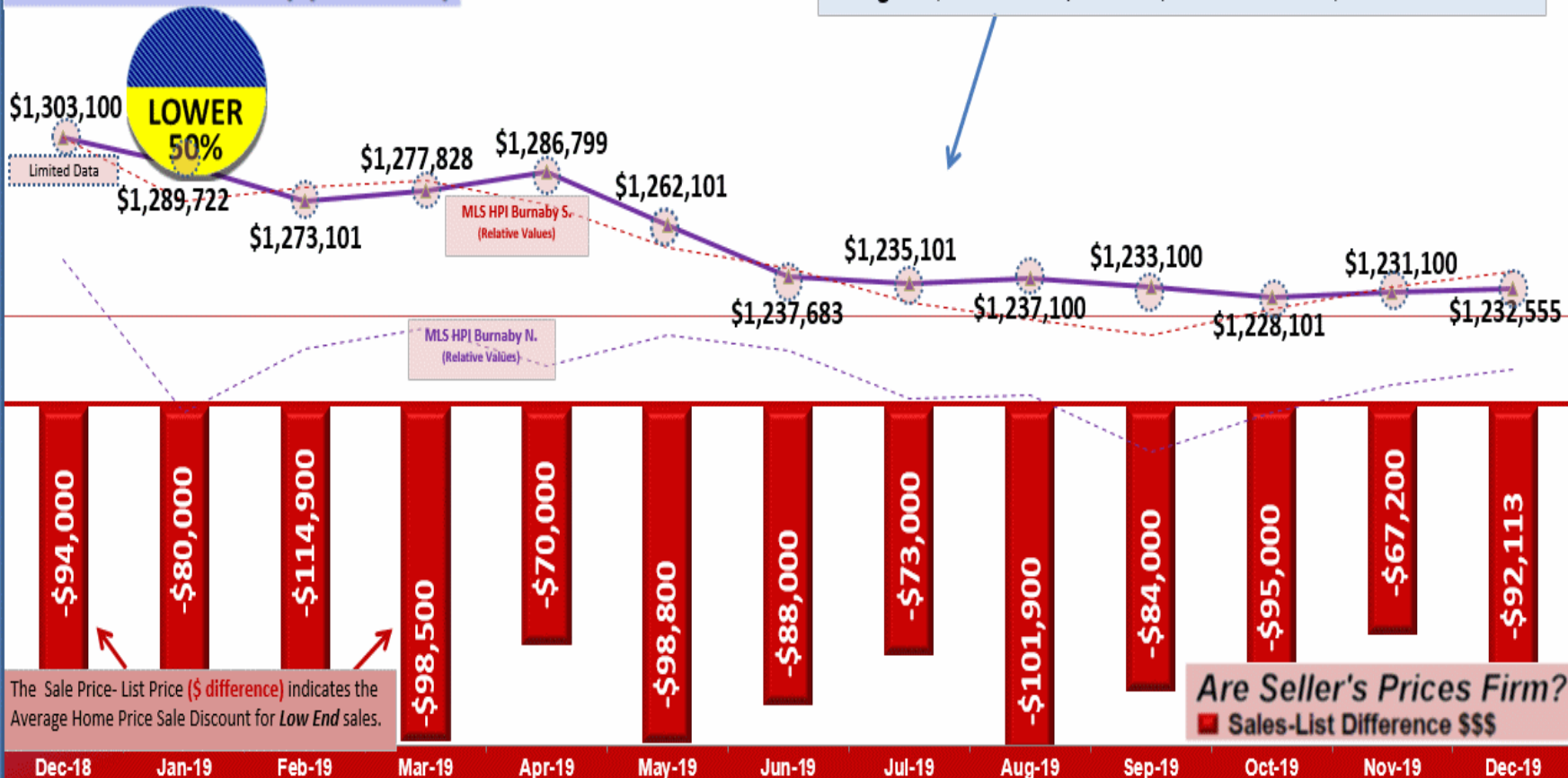
Home Price Changes
 (Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$1,600,000

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.

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached

LOWER 50%

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



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RE/MAX Statistics, on the Web!

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Market Analysis and Forecasting Jan 1/20 Burnaby

Detached Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



LOWER 50%

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

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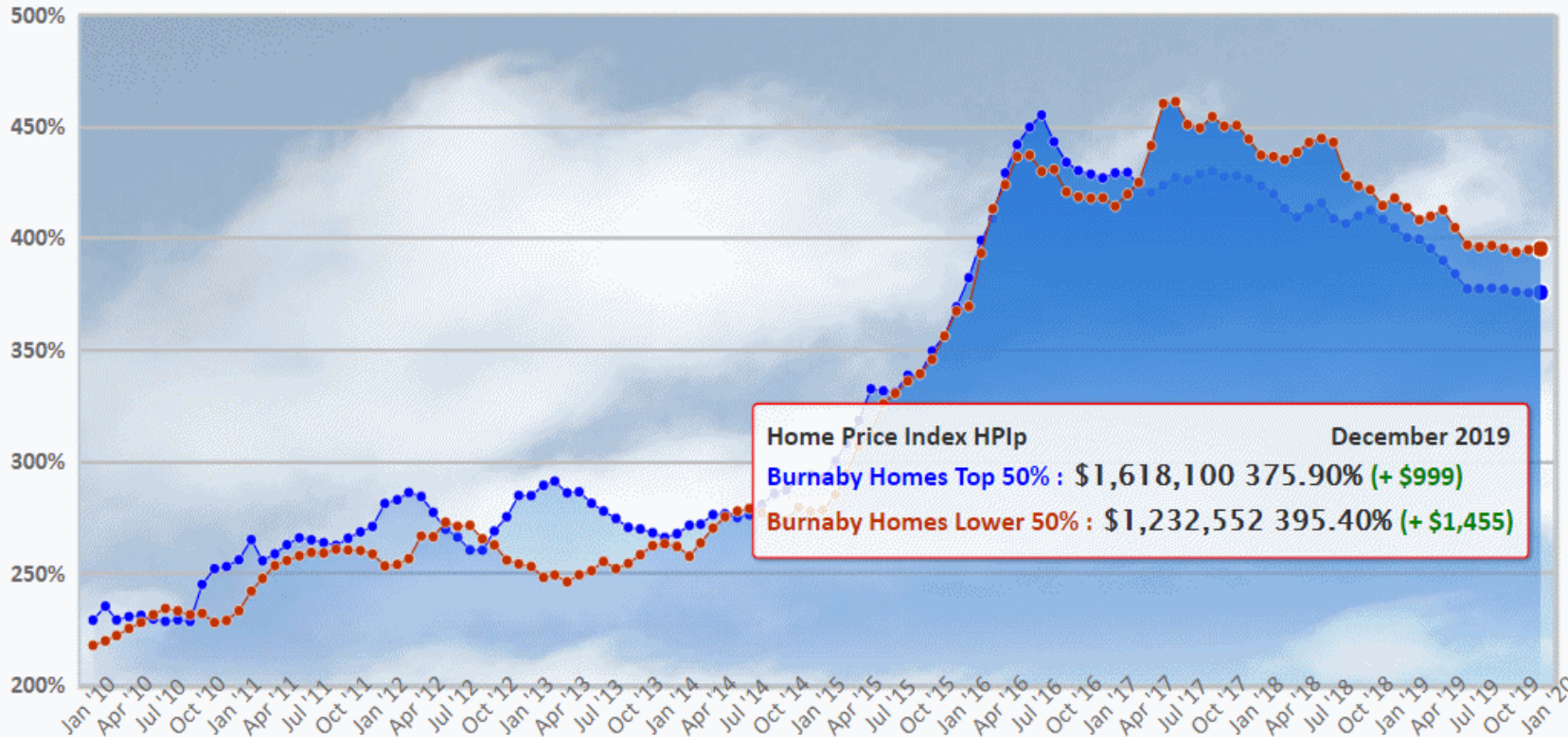
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Market Analysis and Forecasting Jan 1/20 Burnaby

Powered by the Greater Vancouver Market Reports HPIp



Burnaby Homes Top 50% : **HPIp** Forecast+ Forecast-
Burnaby Homes Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values	
Date	Value
Dec 2019	% 375.90
Nov 2019	% 375.70
Oct 2019	% 376.20
Sep 2019	% 377.30
Aug 2019	% 377.80
Jul 2019	% 377.60
Jun 2019	% 377.50
May 2019	% 384.20
Apr 2019	% 390.10
Mar 2019	% 395.60
Feb 2019	% 399.60
Jan 2019	% 400.30

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Highcharts.com



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New-West, Burnaby E. Real Estate Price Changes (\$/%)

新西,本拿比東房地產價格變動 / 新西,本拿比東 房地產價格變動

Housing Types: Year-To-Date Dec 2018 – Dec 2019 (Quarters)

房屋类型: 迄至今年 (每季) 由2018 十二月份至2019 十二月份

Powered by: Vancouver Market Reports HPI®

■ **\$\$ YTD Price Change (1 Year)**

价格变动 (1年)

年終住房價格變動
 年終住房價格變動

YTD Home Price Changes \$\$

年終住房價格變動
 年終住房價格變動

YTD Home Price Changes %



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

High End Detached 高档独立屋 TOP 50%	\$1,300,000	Low End Detached 低端独立屋 LOWER 50%	High End Condos 高档公寓 TOP 50%	\$525,000	Low End Condos 低端公寓 LOWER 50%	High End Townhouse 高档城镇屋 TOP 50%	\$700,000	Low End Townhouse 低端城镇屋 LOWER 50%
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Market Analysis and Forecasting Jan 1/20 New West – East Burnaby



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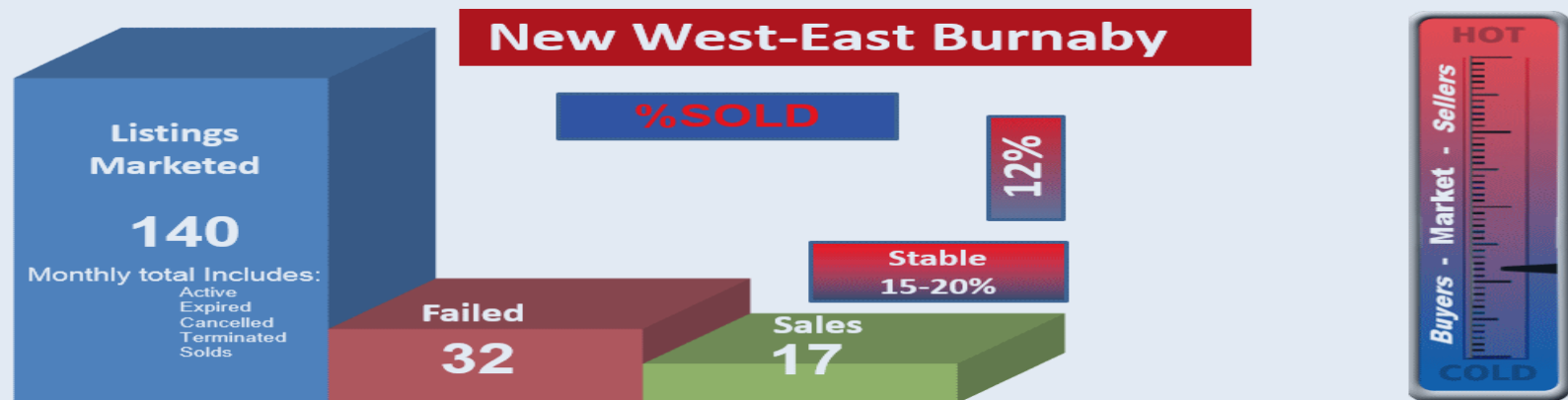
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Monthly Market Activity - Dec 2019 Single Family



Jan 1 2020 New Westminter - East Burnaby Market Update (Detached)

Current: New West & E. Burnaby's Residential Detached housing is in a Seller Market with **12 %SOLD** Rate.

(Meaning 12 homes out of 100 sold last month with an average \$75,000 Discount from Original List price)

Most Active Range: Homes between \$1.0 mill. - \$1.015 mill. have High **23.1 %SOLD** rate.

Least Active Range: Homes between \$1.45 mill. - \$1.65 mill. have **6.3 %SOLD** rate.

History: The New West & E. Burnaby Year-To-Date Home Price Index **HPIp** (Upper 50%) shows that prices decreased \$42,780. The New West & E. Burnaby Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$63,176.

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

New Westminster - East Burnaby List Price Ranges Statistics - Dec 2019							Detached
Home Price Range	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	23	4	179	82%	-\$191,940	17.4%	↑
\$1,000,001-\$1,150,000	13	3	11	97%	-\$30,800	23.1%	↑
\$1,150,001-\$1,450,000	43	4	5	99%	-\$14,950	9.3%	↓
\$1,450,001-\$1,650,000	16	1	2	101%	\$17,001	6.3%	↓
\$1,650,001-\$1,850,000	20	3	56	90%	-\$175,000	15.0%	↑
\$1,850,001 and more	25	2	64	91%	-\$216,788	8.0%	↓
Total Activity	140	17	25	94%	-\$75,000	12%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change	
Total Listings** (A,S,T,C,X)	198	180	140		-40	↓
Active Listings (1st of the Month)	179	147	127	91	-36	↓
Solds	21	34	17		-17	↓
Days on Market (DOM)	36	32	25		-7	↓
%SOLD (Sales/Listings/Mthly Rate)	11.7%	18.9%	12.1%		-6.7%	↓
Upper 50% Home Price Index HPIp	\$1,276,986	\$1,242,101	\$1,234,206		-\$7,895	↓
Lower 50% Home Price Index HPIp	\$913,277	\$873,585	\$850,101		-\$23,484	↓



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What Sold in your Neighbourhood and for What Price?

New Westminster - East Burnaby Sub Area Statistics - Dec 2019 Detached

Neighborhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
East Burnaby	24	3	69	90%	-\$220,575	13%
The Crest BE	7	2	5	99%	-\$14,950	29%
Edmonds BE	14	1	56	90%	-\$175,000	7%
Connaught Heights NW	5	1	11	96%	-\$75,000	20%
Downtown NW	0	0				0%
Fraserview NW	0	0				0%
GlenBrooke North NW	4	1	163	87%	-\$119,880	25%
Moody Park NW	1	0				0%
North Arm NW	0	0				0%
Queensborough NW	33	1	61	93%	-\$82,221	3%
Queens Park NW	8	2	31	96%	-\$98,000	25%
Sapperton NW	7	1	8	115%	\$126,000	14%
The Heights NW	14	1	4	101%	\$12,000	7%
Uptown NW	9	2	195	78%	-\$264,000	22%
West End NW	14	2	14	97%	-\$35,000	14%
Total Activity	140	17	25	94%	-\$75,000	12%



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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 Jan 1/20 New West – East Burnaby

Next Months Market Forecast

Forecast: New Westminster- East Burnaby has an average Listing Supply; 91 homes are for sale and with the **19 %SOLD** Monthly Rate giving us a ~5 Months of Inventory. Another indicator: 9% of the Active Listings have Reduced their Price by \$66,250 on Average and \$51,500 on Median in the last month. We project New Westminster- East Burnaby Detached to be a Seller Market.

December's Real Estate Statistics shows that we have hit **BOTTOM!** Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of just \$1,777. This is a vast improvement from the \$5-25,000 monthly drops that we have seen for the last 30 consecutive months. This long dropping market means that we have built up a lot of pent-up buyers just waiting for the market to bottom out. Now some of these buyers are finally stepping back into the market. Today we have a stark difference between the Low-End and High-End Markets. Over the next few months, we are forecasting price increases in the Low-End (lower-50%) and stabilization for the High-End (Top-50%) Vancouver Detached Home Markets.

Currently, the Condo Market presents stable Market conditions with 57% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$424** on average. On the other hand, 61% of the Townhouse Markets decreased **\$242** on average (11 out of 28 Markets). We are forecasting increasing Condo and Townhouse Markets in the coming months. We analyze and provide 97 individual City's Home Price Indexes to supply you the **MOST ACCURATE** Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your **Neighborhood**. Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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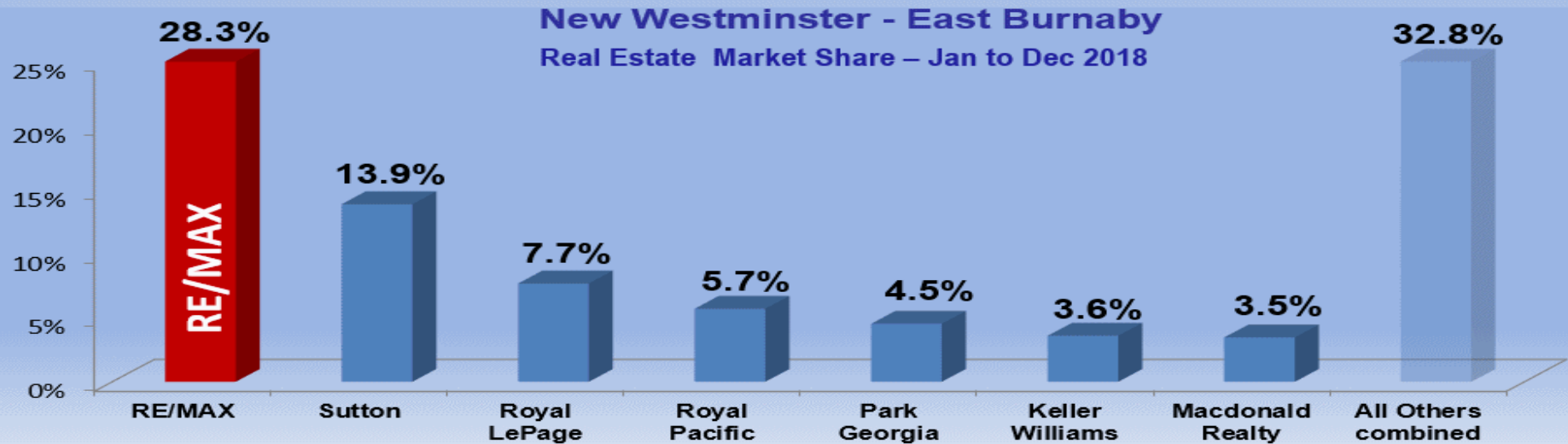
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Market Analysis and Forecasting Jan 1/20 New West – East Burnaby

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



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Market Analysis and Forecasting Jan 1/20 New West – East Burnaby

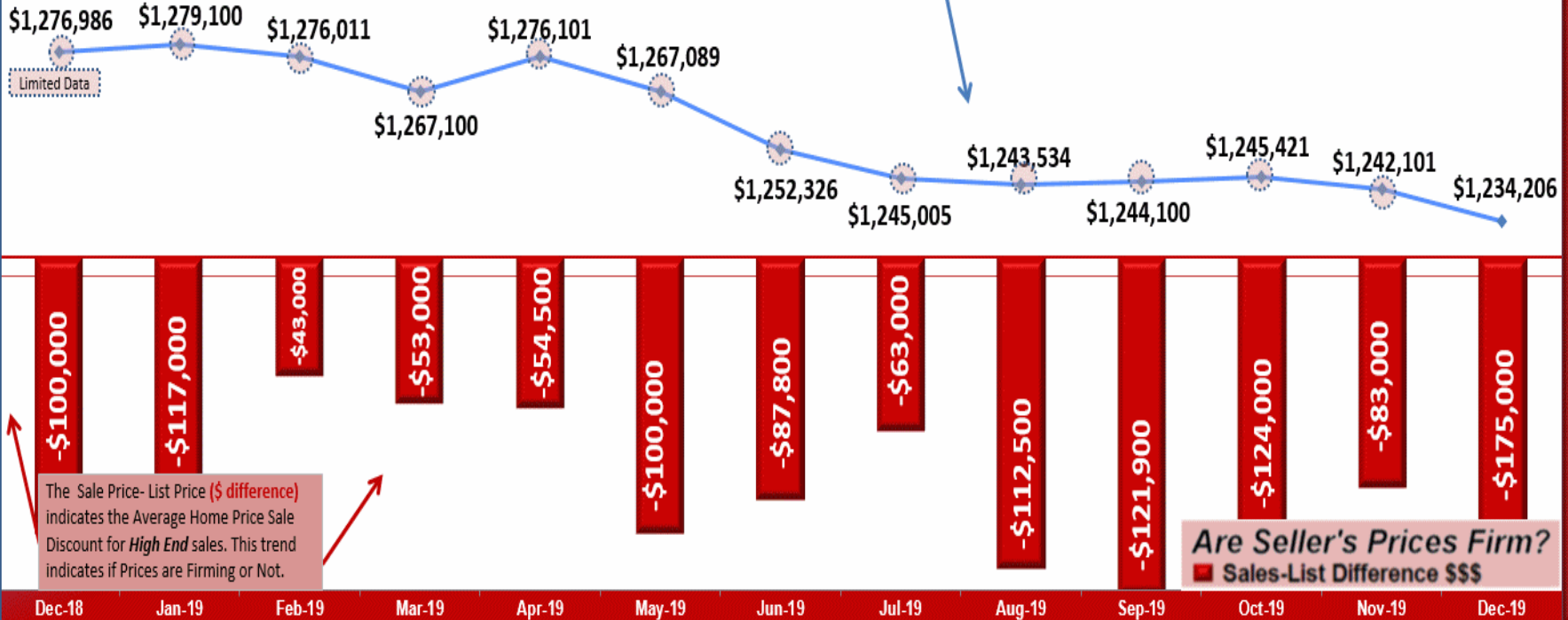
Detached New West, E. Burnaby Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

Are Home Prices Up? Homes Over \$1,300,000
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 it's previous sale after 2005.)



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

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



Detached



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

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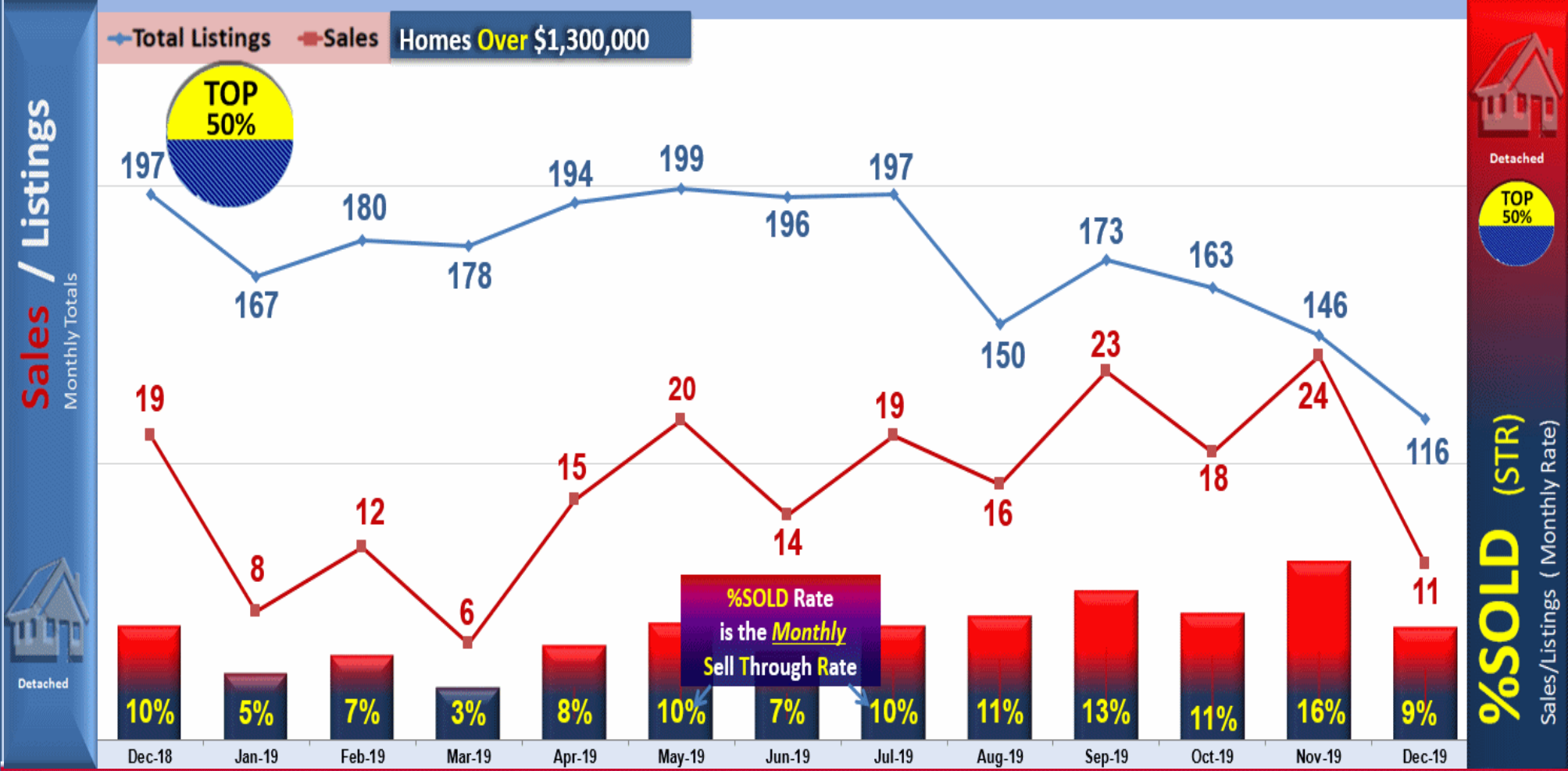
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Market Analysis and Forecasting Jan 1/20 New West – East Burnaby

Detached New West, E. Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings
 Monthly Totals



Detached

TOP 50%

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



Detached



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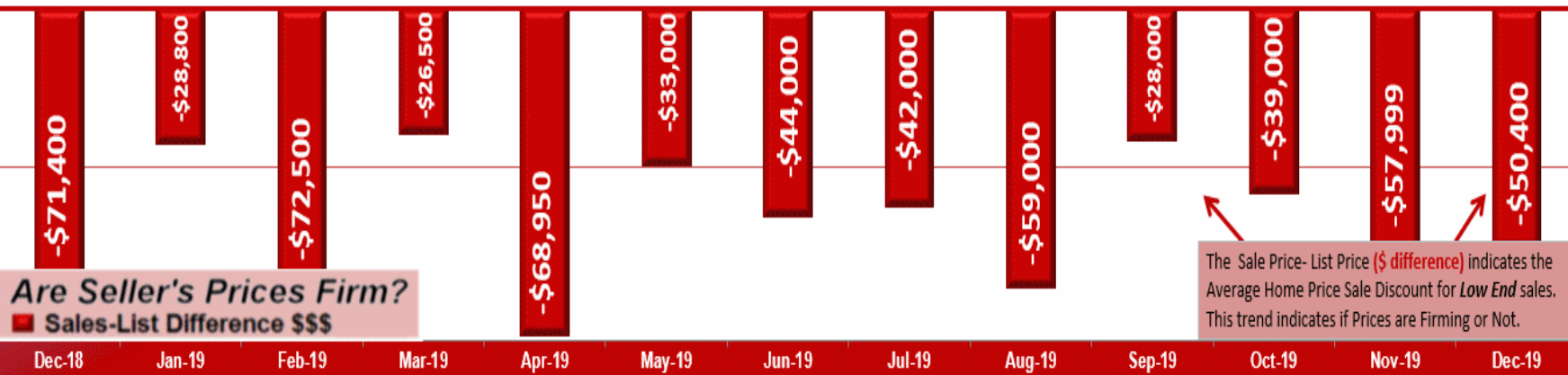
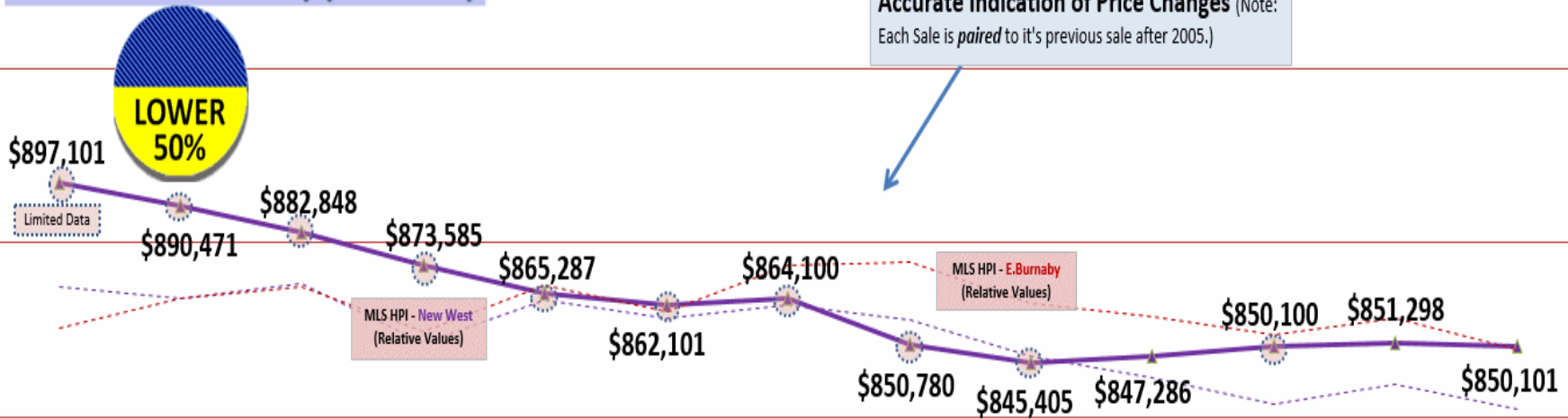
Detached New West, E. Burnaby Home Price Index **HPI** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

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

Homes Below \$1,300,000

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



Are Seller's Prices Firm?
Sales-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.



Detached



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

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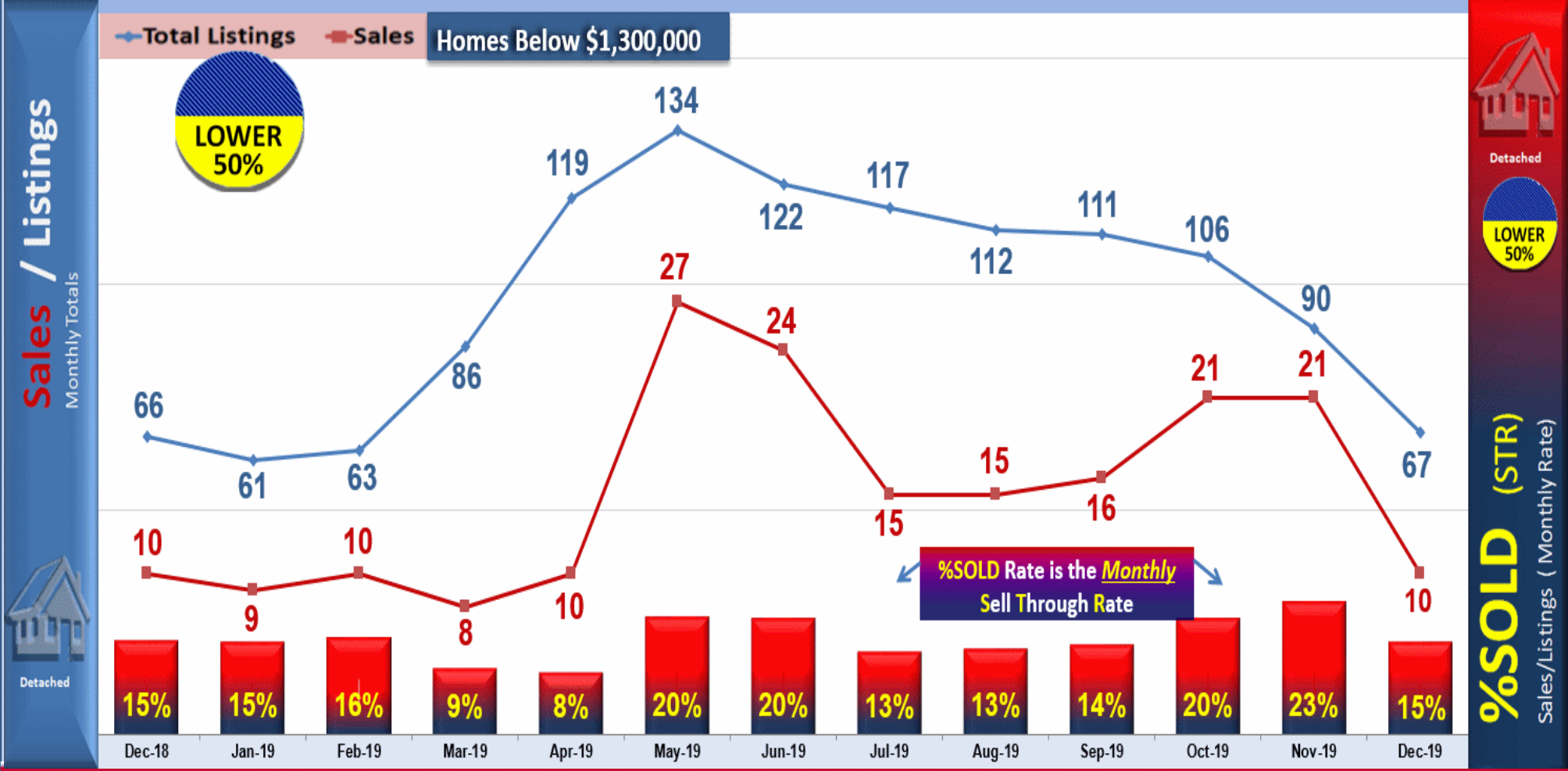
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Market Analysis and Forecasting Jan 1/20 New West – East Burnaby

Detached **New West, E. Burnaby** Total Listings, Sales, and %SOLD rates



Sales / Listings
 Monthly Totals



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

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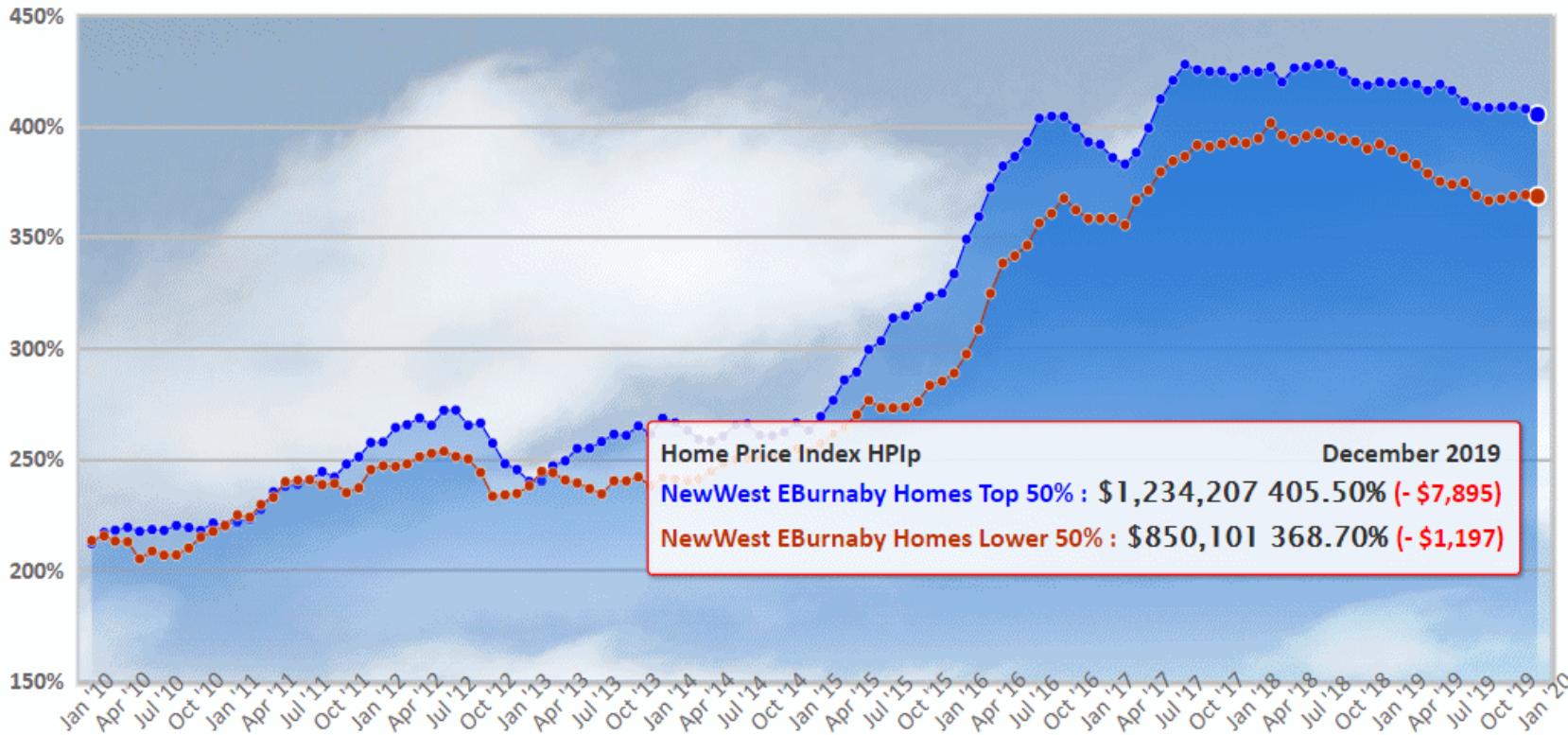
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Market Analysis and Forecasting Jan 1/20 New West – East Burnaby

Powered by the Greater Vancouver Market Reports HPIp



NewWest EBurnaby Homes Top 50% : **HPIp** Forecast+ Forecast-
NewWest EBurnaby Homes Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Dec 2019	% 405.50
Nov 2019	% 408.10
Oct 2019	% 409.20
Sep 2019	% 408.70
Aug 2019	% 408.50
Jul 2019	% 409.00
Jun 2019	% 411.40
May 2019	% 416.30
Apr 2019	% 419.20
Mar 2019	% 416.30
Feb 2019	% 419.20
Jan 2019	% 420.20

<<< 1 2 3 >>>

Highcharts.com



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Market Analysis and Forecasting Jan 1/20 New West – East Burnaby

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

北温房地產價格變動 / 北温房地產價格變動

Housing Types: Year-To-Date Dec 2018 – Dec 2019 (Quarters)

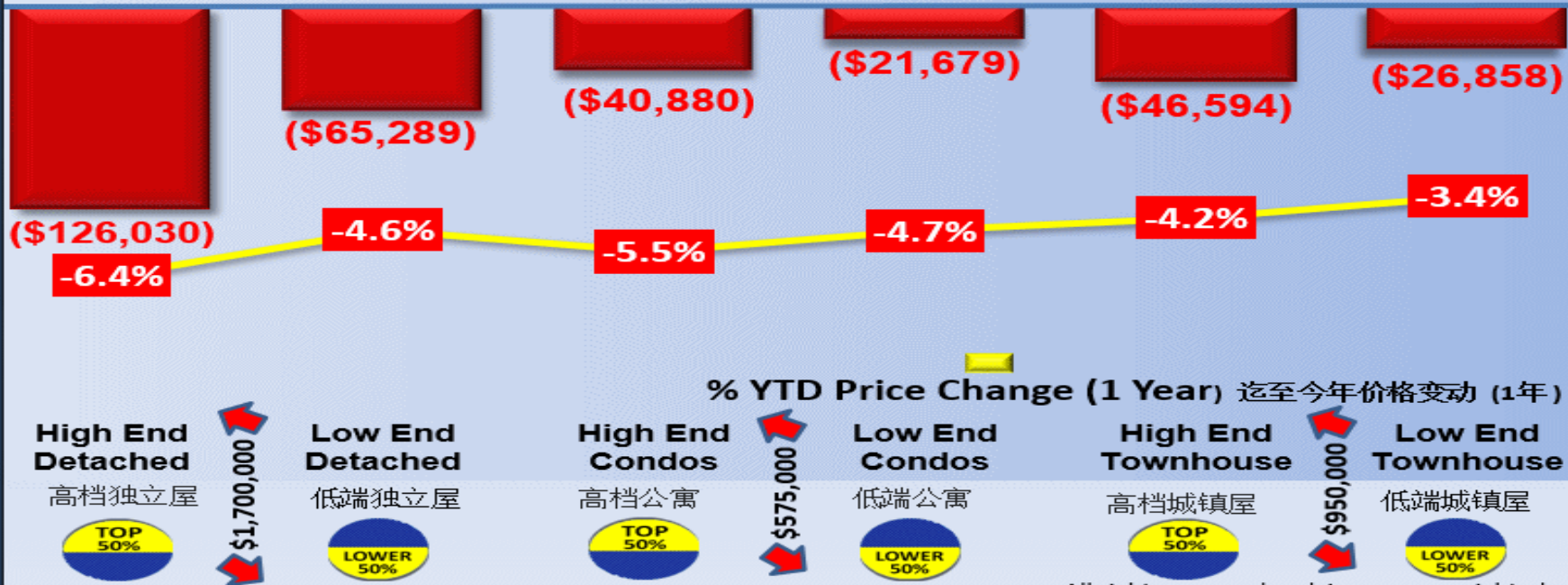
房屋类型: 迄今年 (每季) 由2018 十二月份至2019 十二月份

Powered by: Vancouver Market Reports HPIp

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

YTD Home Price Changes \$\$ 年終住房價格變動

YTD Home Price Changes % 年終住房價格變動



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

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Monthly Market Activity - Dec 2019 Single Family



Jan 1 2020 North Vancouver Market Update (detached)

Current: North Vancouver is in a Seller Market with its average listings inventory and **18 %SOLD** rate.

Meaning 18 homes out of 100 sold in the last month with an avg of \$87,000 Discount on sale from the original list price.

Most Active Range: Homes between \$1.3 mill. - \$1.5 mill. have **40.6 %SOLD** rate.

Least Active Range: Homes above \$3 mill. have **6.1 %SOLD** rate.

History: The North Vancouver Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$94,414.
The North Vancouver Year-To-Date Home Price Index **HPIp**(Lower 50%) shows that prices decreased \$58,795.

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



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

North Vancouver Price Ranges Statistics - Dec 2019

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,300,000	25	7	35	98%	-\$24,000	28.0%	↑
\$1,300,001-\$1,500,000	32	13	30	94%	-\$75,500	40.6%	↑
\$1,500,001-\$1,700,000	47	10	52	95%	-\$79,000	21.3%	↑
\$1,700,001-\$1,900,000	30	4	37	98%	-\$44,992	13.3%	↑
\$1,900,001-\$2,200,000	27	7	56	96%	-\$80,000	25.9%	↑
\$2,200,001-\$3,000,000	77	11	101	90%	-\$260,000	14.3%	↓
\$3,000,001 and more	66	4	37	92%	-\$355,500	6.1%	↓
Total Activity	304	56	45	95%	-\$87,000	18%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change	
Total Listings (A,S,T,C,X)	431	394	304		-90	↓
Active Listings (1st of the month)	382	318	258	169	-89	↓
Solds	41	78	56		-22	↓
DOM	50	28	45		17	↑
%SOLD (Sales/ Listings /mnlthly rate)	9.5%	19.8%	18.4%		-1.4%	↓
(Top 50%) Home Price Index HPIp	\$1,941,369	\$1,852,100	\$1,846,955		-\$5,145	↓
(Lower 50%) Home Price Index HPIp	\$1,402,100	\$1,343,101	\$1,343,305		\$204	↑



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Market Analysis and Forecasting Jan 1/20 New West – East Burnaby

North Vancouver Sub areas Statistics - Dec 2019

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Boulevard	14	5	37	94%	-\$79,000	35.7%
Blueridge NV	14	4	52	93%	-\$122,950	28.6%
Braemar	2	0				0.0%
Capilano NV	4	0				0.0%
Central Lonsdale	21	3	11	98%	-\$25,000	14.3%
Calverhall	5	2	52	93%	-\$160,000	40.0%
Canyon Heights NV	32	4	54	93%	-\$153,500	12.5%
Deep Cove	5	1	19	98%	-\$24,000	20.0%
Delbrook	7	0				0.0%
Dollarton	14	1	165	91%	-\$148,800	7.1%
EDGEMONT	25	8	33	94%	-\$196,000	32.0%
Forest Hills NV	10	0				0.0%
Grouse Woods	1	0				0.0%
Hamilton Heights	0	0				0.0%
Hamilton	5	0				0.0%
Indian Arm	6	2	30	97%	-\$47,700	33.3%
Indian River	2	0				0.0%
Lower Lonsdale	26	8	65	91%	-\$170,500	30.8%
Lynn Valley	10	0				0.0%
Lynnmour	1	0				0.0%
Norgate	3	2	32	100%	-\$4,500	66.7%
Northlands	0	0				0.0%
Pemberton Heights	11	1	1	100%	\$0	9.1%
Pemberton NV	5	0				0.0%
Princess Park	2	1	78	94%	-\$105,000	50.0%
Queensbury	5	0				0.0%
Roche Point	1	0				0.0%
Seymour	8	3	45	97%	-\$40,984	37.5%
Tempe	3	1	17	97%	-\$40,000	33.3%
Upper Delbrook	19	3	18	99%	-\$25,000	15.8%
Upper Lonsdale	32	6	58	95%	-\$98,400	18.8%
Westlynn	5	1	101	95%	-\$130,000	20.0%
Windsor Park NV	1	0				0.0%
Woodlands-Sunshine-	4	0				0.0%
Westlynn Terrace	1	0				0.0%
Total Activity	304	56	45	95%	-\$87,000	18%

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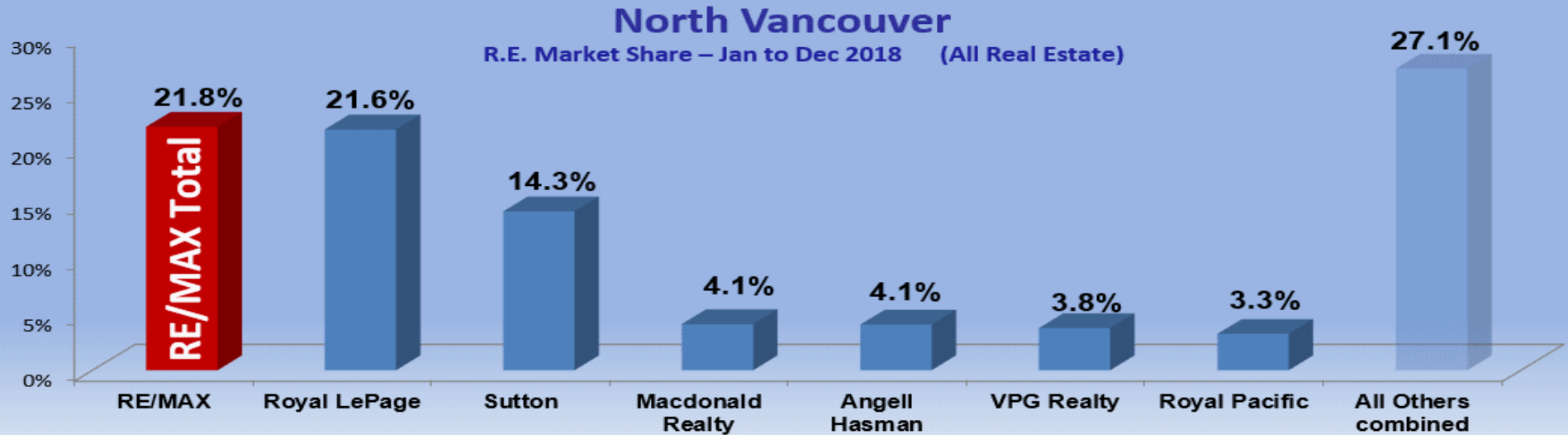
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Next Months Market Forecast

Forecast: North Vancouver has average listing supply; 169 homes are for sale and with the **18 %SOLD** monthly rate gives us a ~6 months of inventory. 3% of the Active Listings have reduced their price by \$62,620 on average or \$51,000 on median in the last month. We project North Vancouver to be a continued Seller market.

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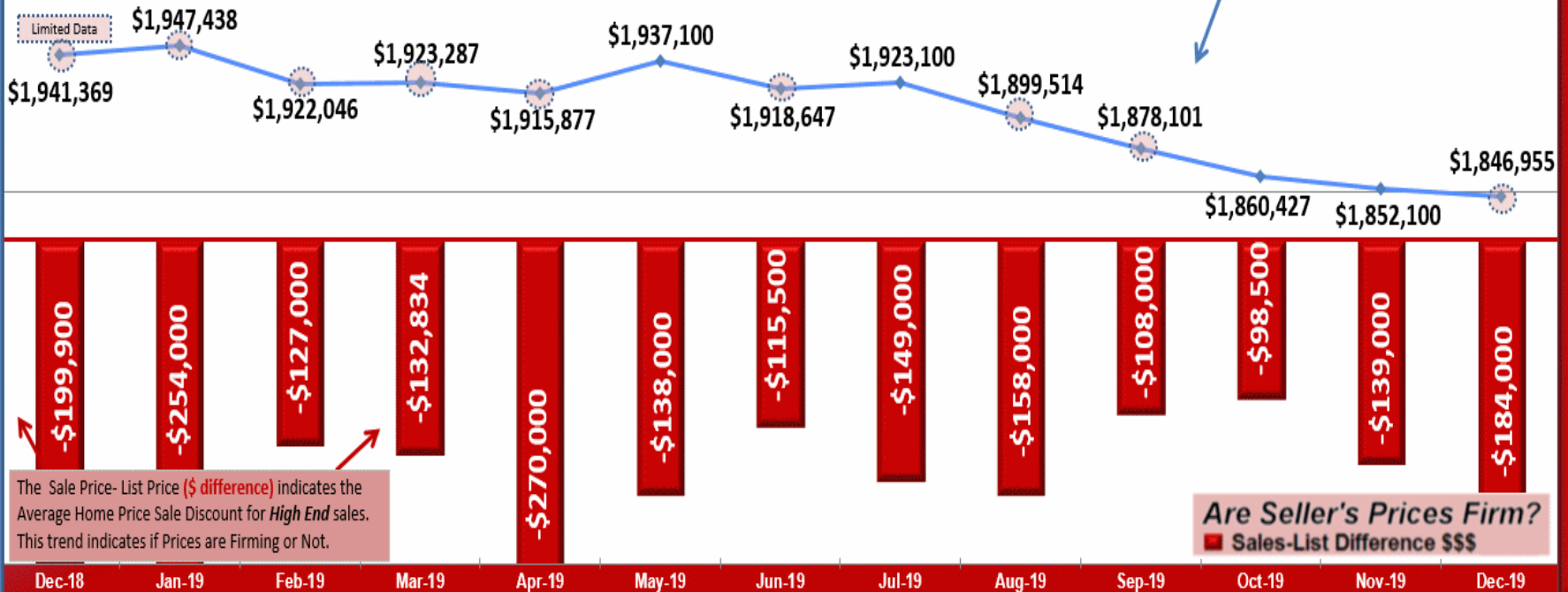
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Are Home Prices Up?
Home Price Index → HPIp (Top 50%)

Homes Over \$1,700,000

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

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



Detached

TOP 50%

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

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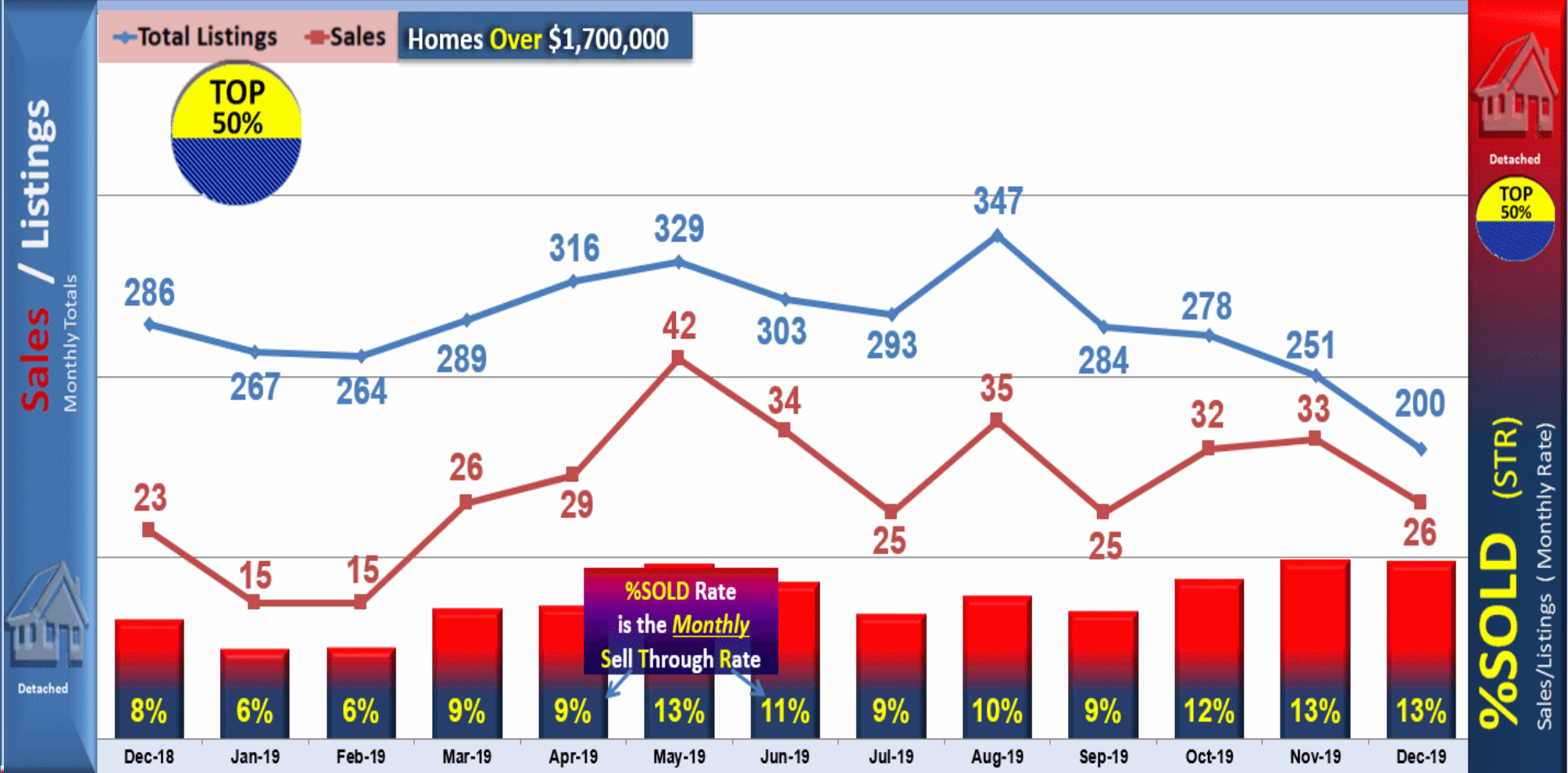
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Market Analysis and Forecasting Jan 1/20 New West – East Burnaby

Detached North Vancouver Total Listings, Sales, and %SOLD Rate



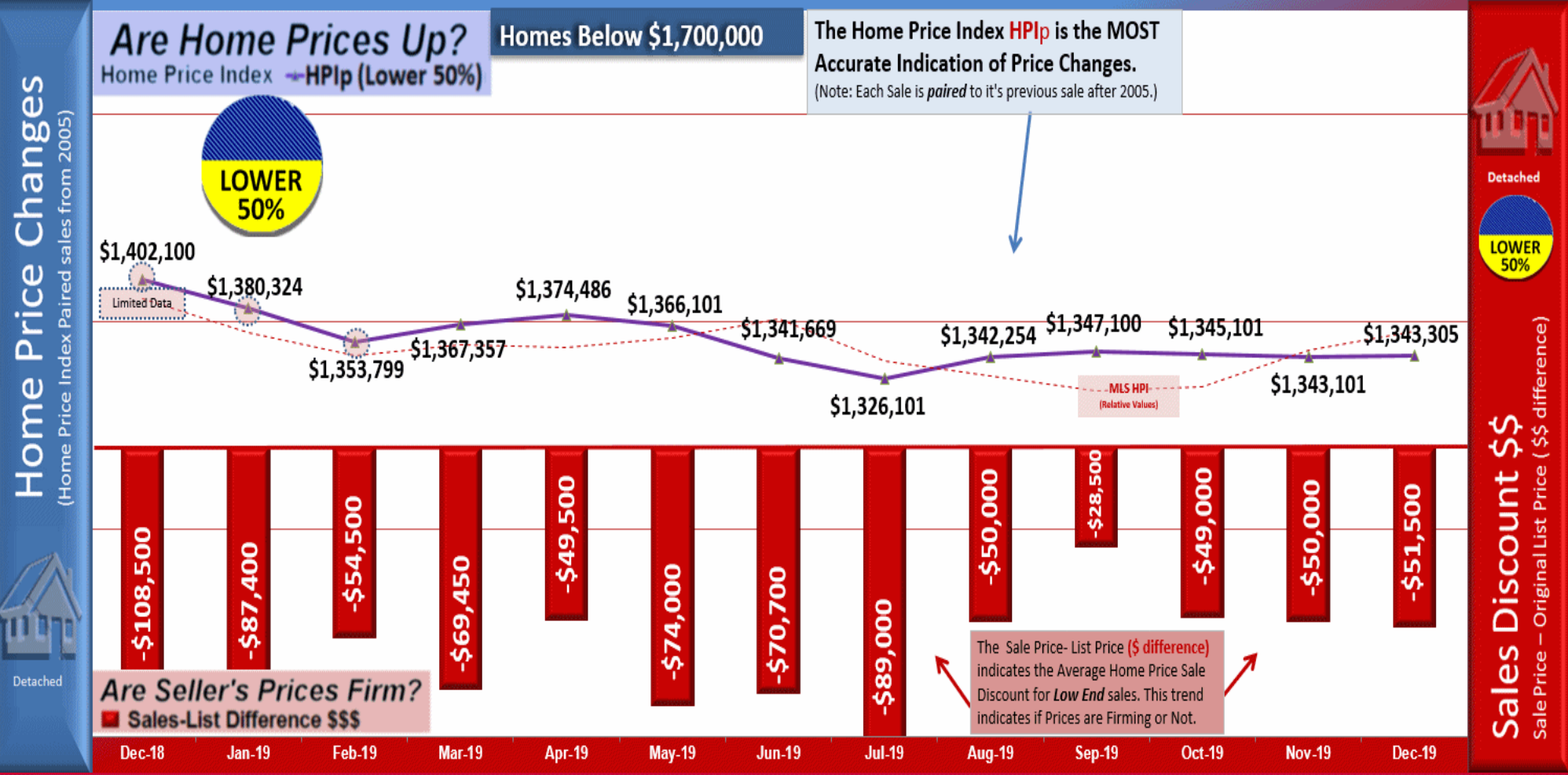
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Market Analysis and Forecasting Jan 1/20 New West – East Burnaby

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



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

Detached
LOWER 50%



Detached



*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.

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

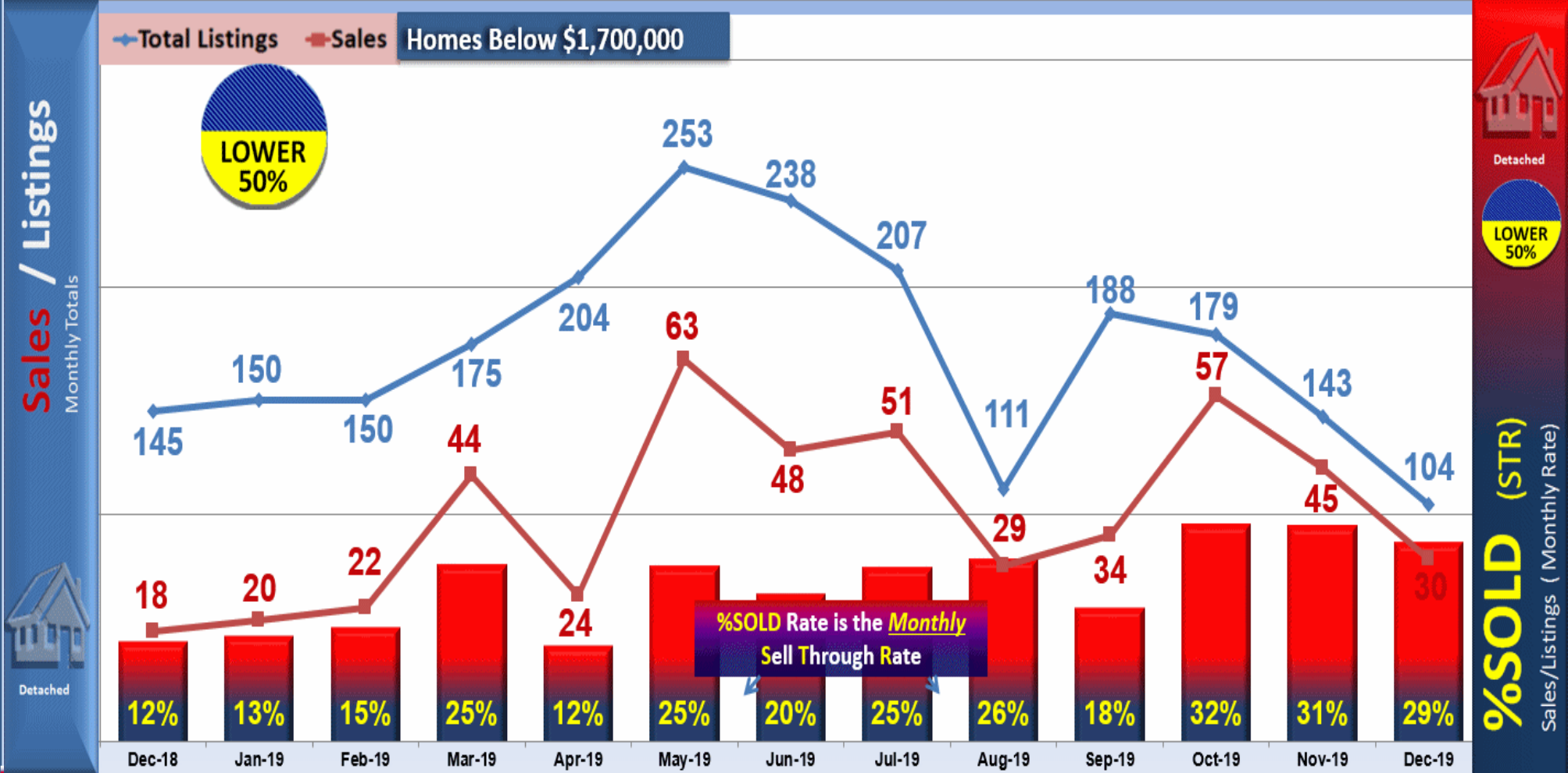
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Market Analysis and Forecasting Jan 1/20 New West – East Burnaby

Detached North Vancouver Total Listings, Sales, and %SOLD Rate



Sales / Listings
 Monthly Totals

Detached
 LOWER 50%
%SOLD (STR)
 Sales/Listings (Monthly Rate)

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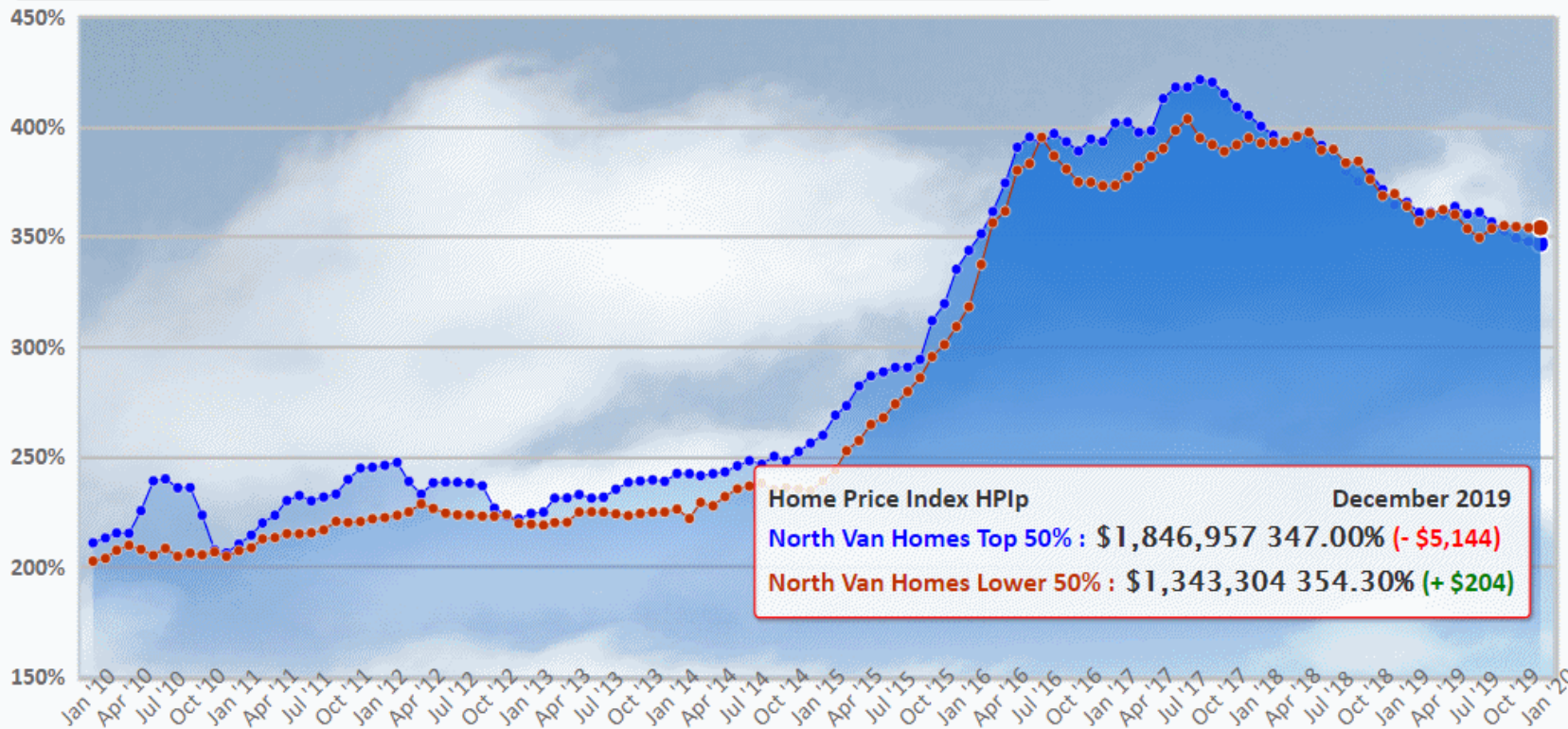
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Market Analysis and Forecasting Jan 1/20 New West – East Burnaby

Powered by the Greater Vancouver Market Reports HPIp



North Van Homes Top 50% : HPIp Forecast+ Forecast-
North Van Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Dec 2019	% 347.00
Nov 2019	% 348.00
Oct 2019	% 349.60
Sep 2019	% 352.90
Aug 2019	% 356.90
Jul 2019	% 361.40
Jun 2019	% 360.50
May 2019	% 364.00
Apr 2019	% 360.00
Mar 2019	% 361.40
Feb 2019	% 361.20
Jan 2019	% 365.90

<<< 1 2 3 >>>

Highcharts.com



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Market Analysis and Forecasting

Jan 1/20 Coquitlam



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Coquitlam Real Estate Price Changes (\$/%)

高贵林 房地產價格變動 / 高贵林房地产价格变动

Housing Types: Year-To-Date Dec 2018 – Dec 2019 (Quarters)

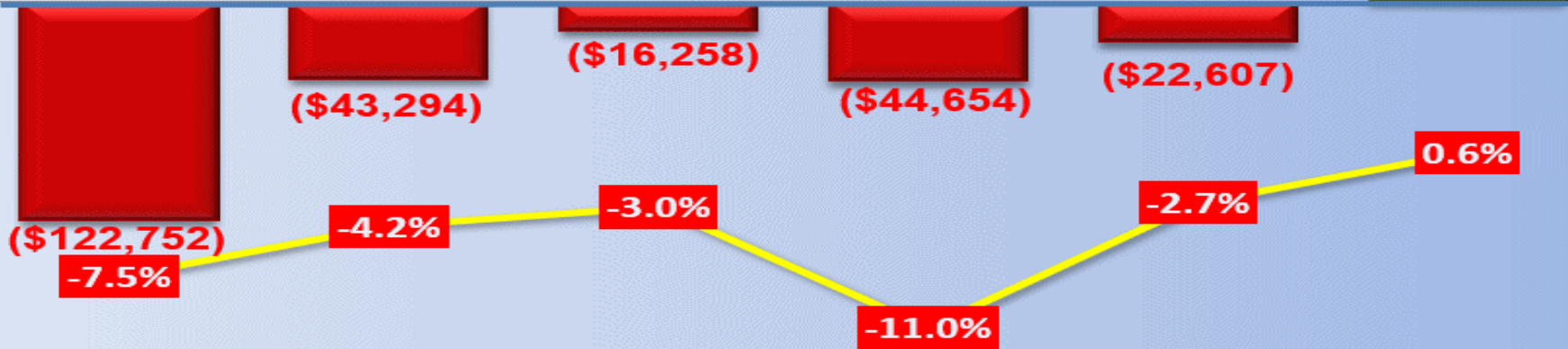
房屋类型: 迄至今年 (每季) 由2018 十二月份至2019 十二月份

Powered by: Vancouver Market Reports HPI_p

\$\$\$ YTD Price Change (1 Year)

价格变动 (1年)

\$3,288



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

High End Detached
高档独立屋

TOP 50%

\$1,300,000

Low End Detached
低端独立屋

LOWER 50%

High End Condos
高档公寓

TOP 50%

\$480,000

Low End Condos
低端公寓

LOWER 50%

High End Townhouse
高档城镇屋

TOP 50%

\$750,000

Low End Townhouse
低端城镇屋

LOWER 50%

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

年終住房價格變動

YTD Home Price Changes \$\$\$

年終住房價格變動

YTD Home Price Changes %%



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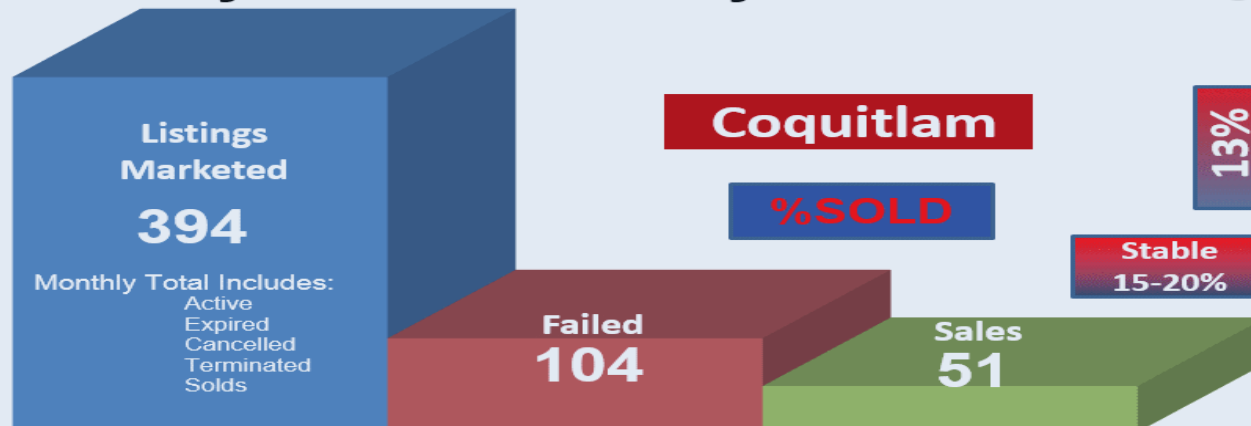


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Market Analysis and Forecasting

Jan 1/20 Coquitlam

Monthly Market Activity - Dec 2019 - Single Family



Jan 1, 2020 Coquitlam Market Update (Detached)

Current: Coquitlam's **13 % SOLD** Rate indicates a Stable Market.
(This means 17 homes out of 100 sold last month with an Average \$49,000 Discount from the Original List Price)
Most Active Price Range: Homes below \$1 mill. have a **43.5 %SOLD** rate.
Least Active Price Range: Homes above \$2 mill. have **5.8 %SOLD** rate.

History: The Coquitlam Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$118,087.
The Coquitlam Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$34,896.



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Market Analysis and Forecasting

Jan 1/20 Coquitlam

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

Coquitlam Price Range Statistics - Dec 2019				Detached			
Home Price Range	Total Listings (Month)	Sales	DOM	Sell Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	38	7	27	98%	-\$23,000	18.4%	↑
\$1,000,000-1,200,000	53	9	43	94%	-\$64,600	17.0%	↑
\$1,200,001-\$1,300,000	37	3	100	93%	-\$98,000	8.1%	↓
\$1,300,001-\$1,550,000	64	10	26	98%	-\$32,500	15.6%	↑
\$1,550,001-\$2,000,000	85	14	32	96%	-\$74,524	16.5%	↑
\$2,000,001 and more	117	8	37	91%	-\$223,111	6.8%	↓
Total Activity	394	51	29	96%	-\$64,600	13%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change	
Total Listings** (A,S,T,C,X)	480	491	394		-97	↓
Active Listings	420	409	340	239	-101	↓
Solds	28	89	51		-38	↓
DOM	35	34	29		-5	↓
%SOLD (Sales/Listings /Mthly Rate)	6%	18%	13%		-5.2%	↓
(Top 50%) Home Price Index HPIp	\$1,595,794	\$1,502,014	\$1,503,100		\$1,086	↑
(Lower 50%) Home Price Index HPIp	\$1,007,063	\$978,100	\$978,601		\$501	↑



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What Sold in your Neighbourhood and for What Price?

Coquitlam Neighbourhood Statistics - Dec 2019					Detached	
Neighbourhoods	Total Listings	Sales	DOM	Sell Price /List Price	Sell - List \$Difference	%SOLD
Burke Mountain	56	11	9	97%	-\$51,260	19.6%
Central Coquitlam-Chineside	89	16	19	97%	-\$48,900	18.0%
Coquitlam East	12	0				0.0%
Cape Horn	6	1	60	98%	-\$29,900	16.7%
Coquitlam West	66	4	70	93%	-\$151,000	6.1%
Eagle Ridge-Canyon Springs	8	1				12.5%
Harbour Chines	8	1	2	84%	-\$392,762	12.5%
Hockaday	3	0				0.0%
Harbour Place	3	0				0.0%
Meadow Brook	6	1	41	92%	-\$78,000	16.7%
Maillardville	57	6	72	97%	-\$37,500	10.5%
New Horizons	8	2	16	100%	-\$4,000	25.0%
Park Ridge Estates	0	0				0.0%
Ranch Park	7	1	105	97%	-\$38,000	14.3%
River Springs	1	0				0.0%
Scott Creek	9	0				0.0%
Eagle Ridge - Summit	7	1				14.3%
Westwood Plateau-Summit	48	6	129	91%	-\$99,500	12.5%
Total Activity	394	51	29	96%	-\$64,600	13%



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

detached homes

Market Analysis and Forecasting

Jan 1/20 Coquitlam



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Next Months Market Forecast

Forecast: Coquitlam has a normal Listing supply; 239 homes are for sale. With the **13 %SOLD** Monthly Rate (**STR**) gives us ~8 months of inventory. 2% of the Active Listings have reduced their price by \$42,480 on Average or \$37,500 Median. We project Coquitlam Detached to be a Stable Market.

December's Real Estate Statistics shows that we have hit **BOTTOM!** Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of just \$1,777. This is a vast improvement from the \$5-25,000 monthly drops that we have seen for the last 30 consecutive months. This long dropping market means that we have built up a lot of pent-up buyers just waiting for the market to bottom out. Now some of these buyers are finally stepping back into the market. Today we have a stark difference between the Low-End and High-End Markets. Over the next few months, we are forecasting price increases in the Low-End (lower-50%) and stabilization for the High-End (Top-50%) Vancouver Detached Home Markets.

Currently, the Condo Market presents stable Market conditions with 57% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$424** on average. On the other hand, 61% of the Townhouse Markets decreased **\$242** on average (11 out of 28 Markets). We are forecasting increasing Condo and Townhouse Markets in the coming months. We analyze and provide 97 individual City's Home Price Indexes to supply you the **MOST ACCURATE** Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

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



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RE/MAX Statistics, on the Web!

detached homes



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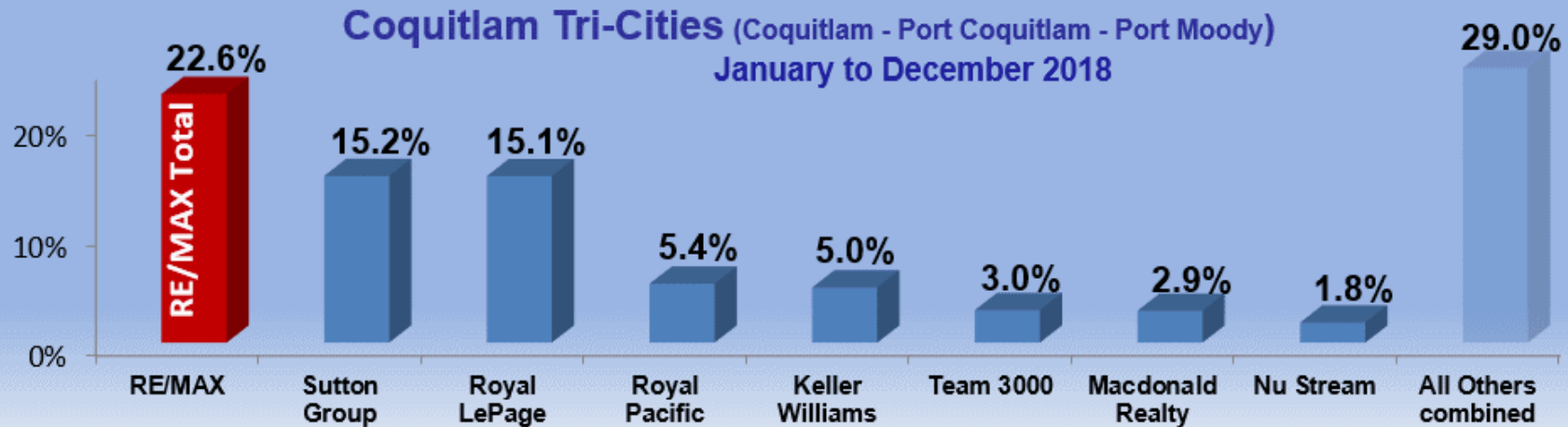
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Market Analysis and Forecasting

Jan 1/20 Coquitlam

#1 the RE/MAX Market Share Reports



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



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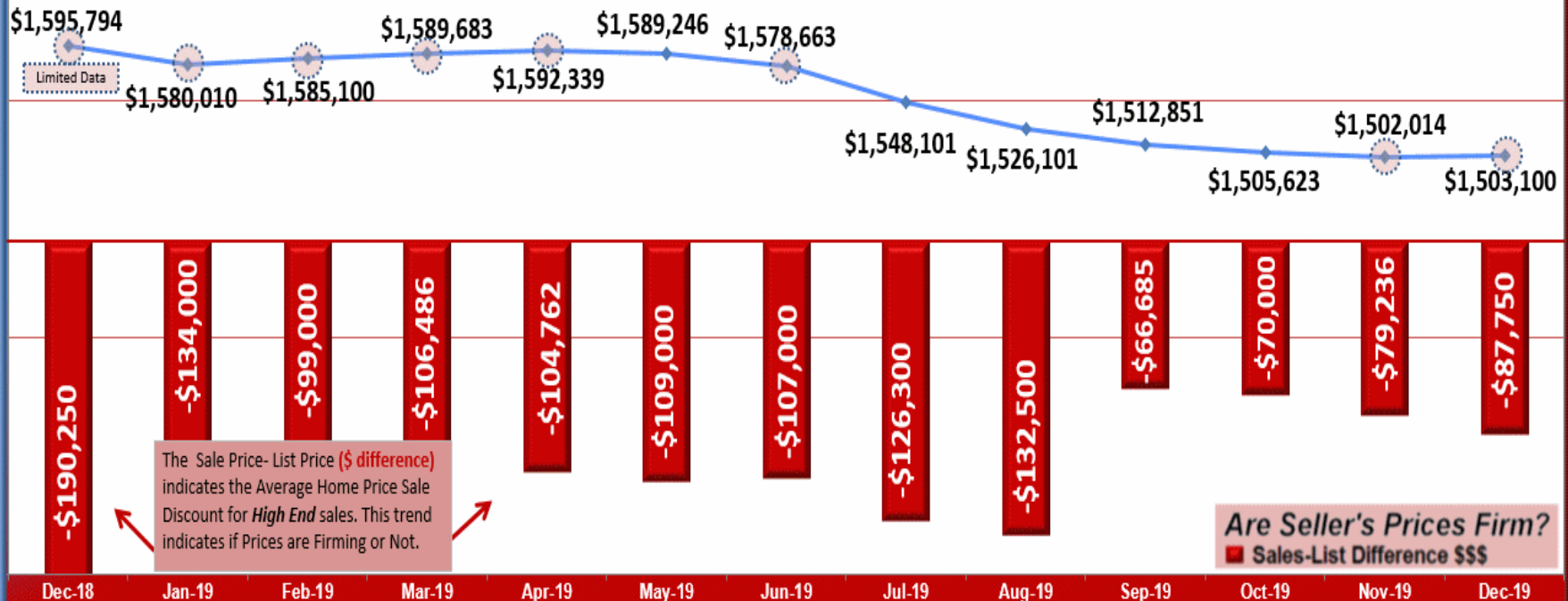
Market Analysis and Forecasting Jan 1/20 Coquitlam

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

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

Homes Over \$1,300,000

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



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

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

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



Detached



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



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RE/MAX Statistics, on the Web!

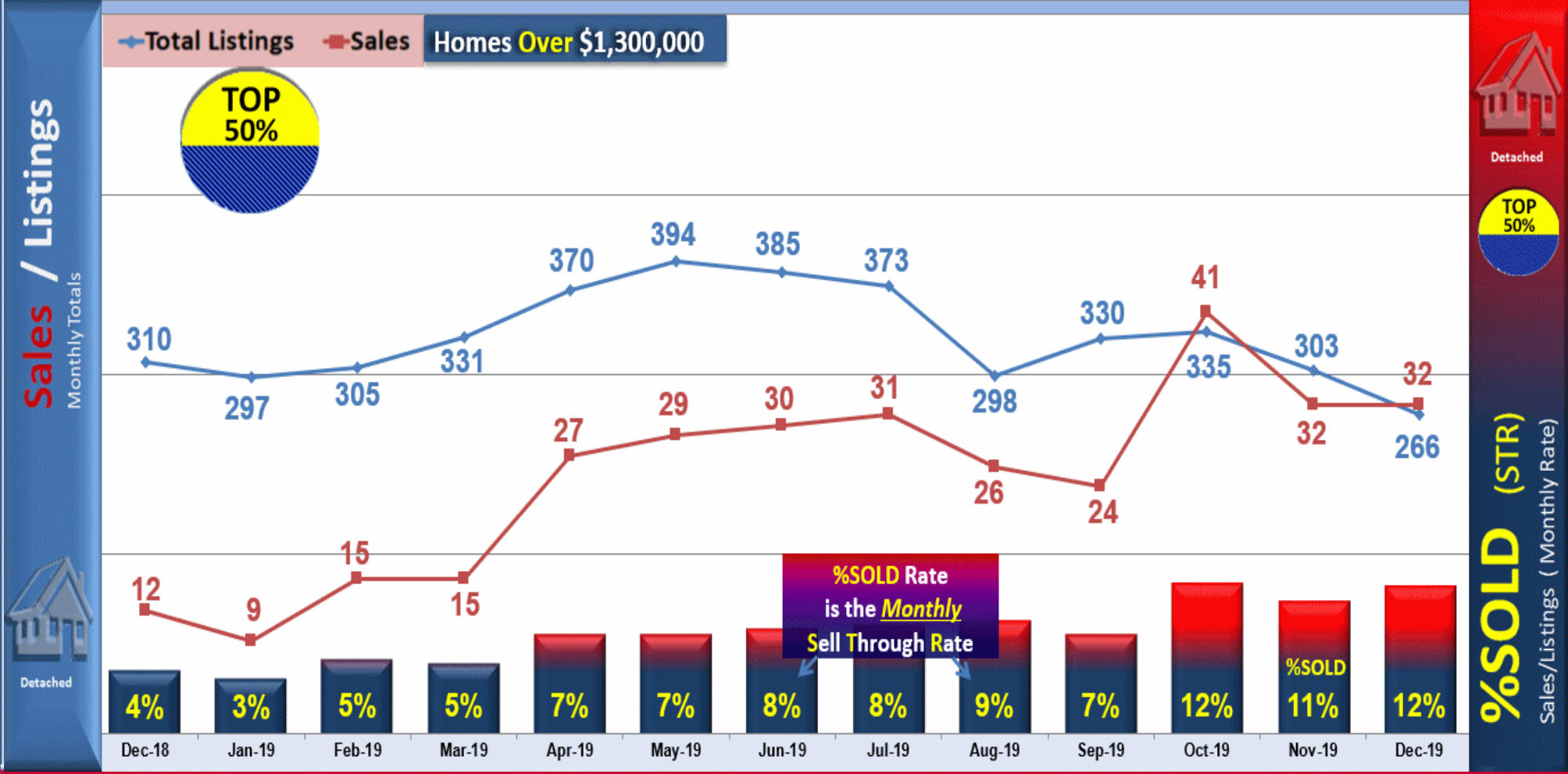
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Market Analysis and Forecasting Jan 1/20 Coquitlam

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



Sales / Listings
 Monthly Totals



Detached

TOP 50%

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

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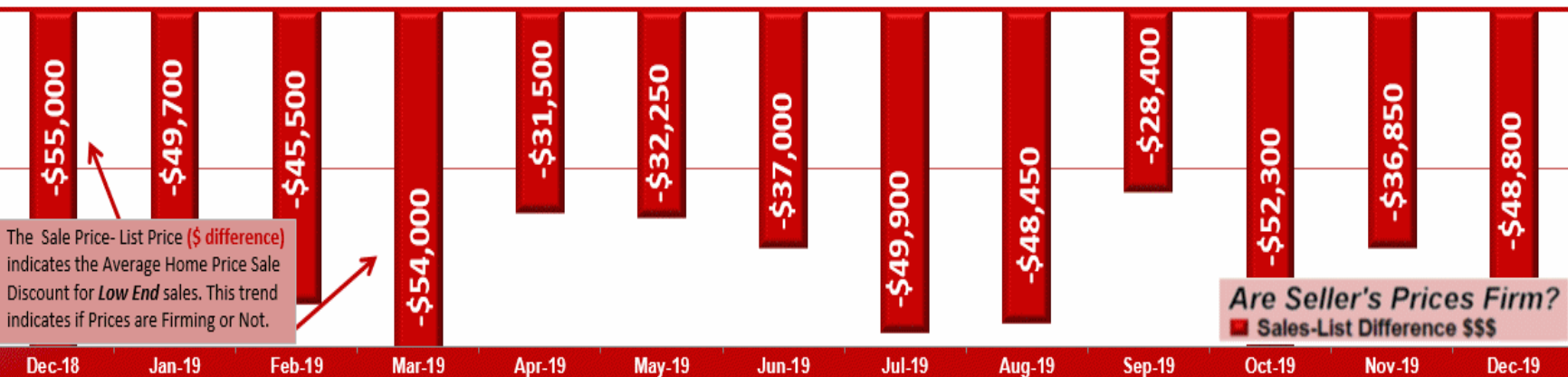
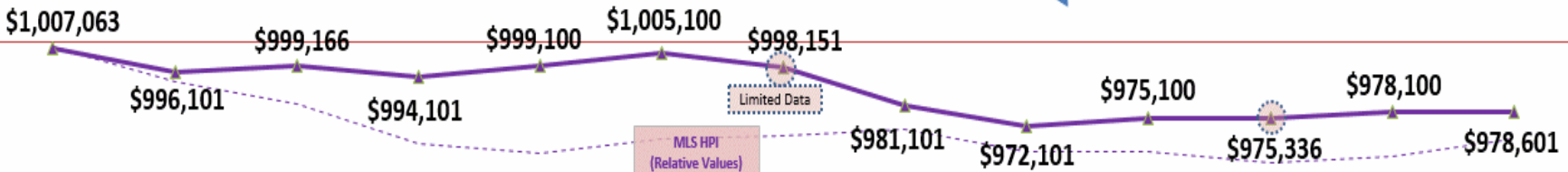
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Market Analysis and Forecasting Jan 1/20 Coquitlam

Detached Coquitlam Home Price Index **HPI** (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? Homes Below \$1,300,000

The Home Price Index **HPI** 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 \$\$\$

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



Detached



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



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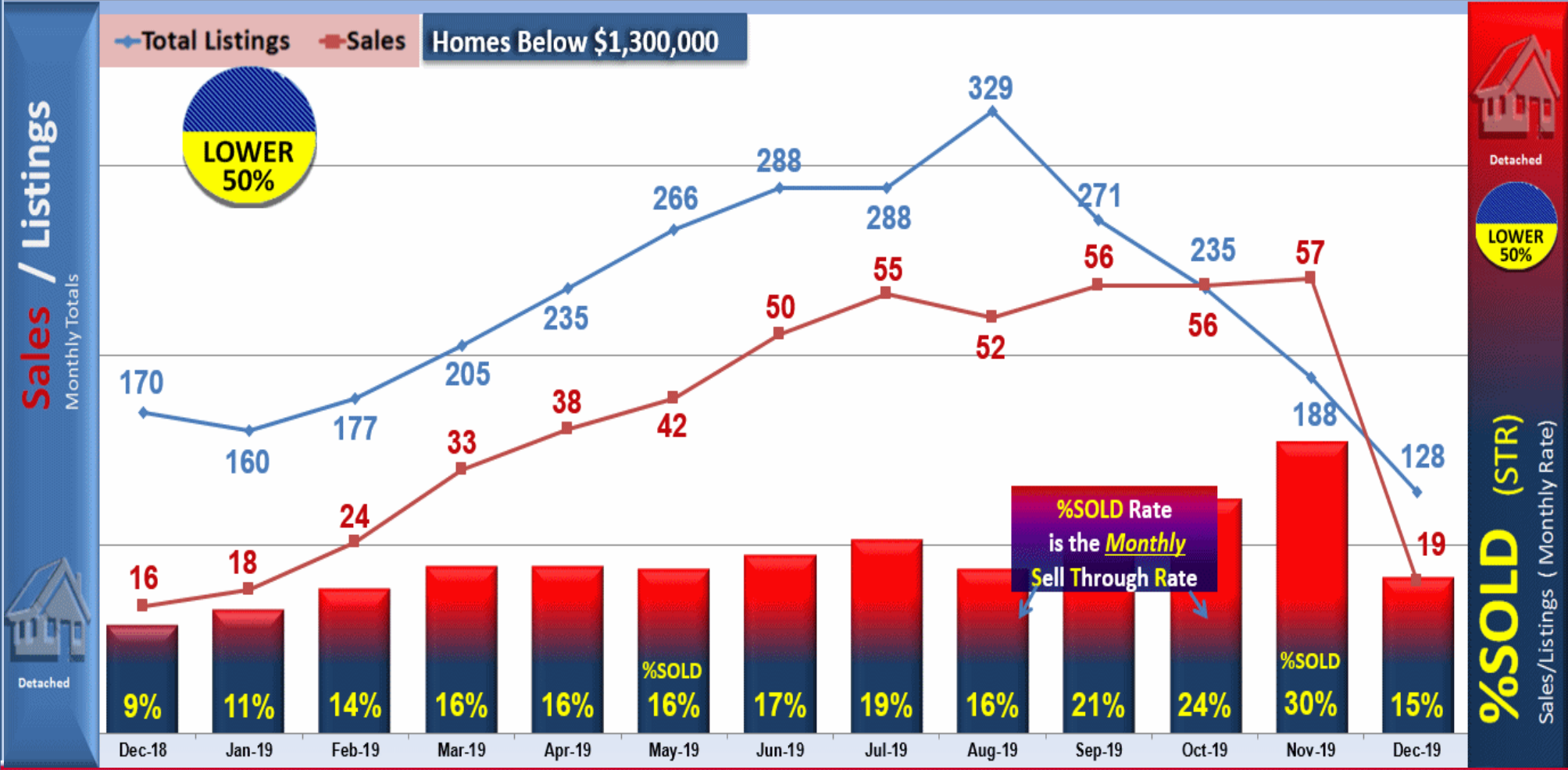
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Market Analysis and Forecasting Jan 1/20 Coquitlam

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



Sales / Listings

Monthly Totals



Detached



Detached



LOWER 50%

%SOLD (STR)

Sales/Listings (Monthly Rate)



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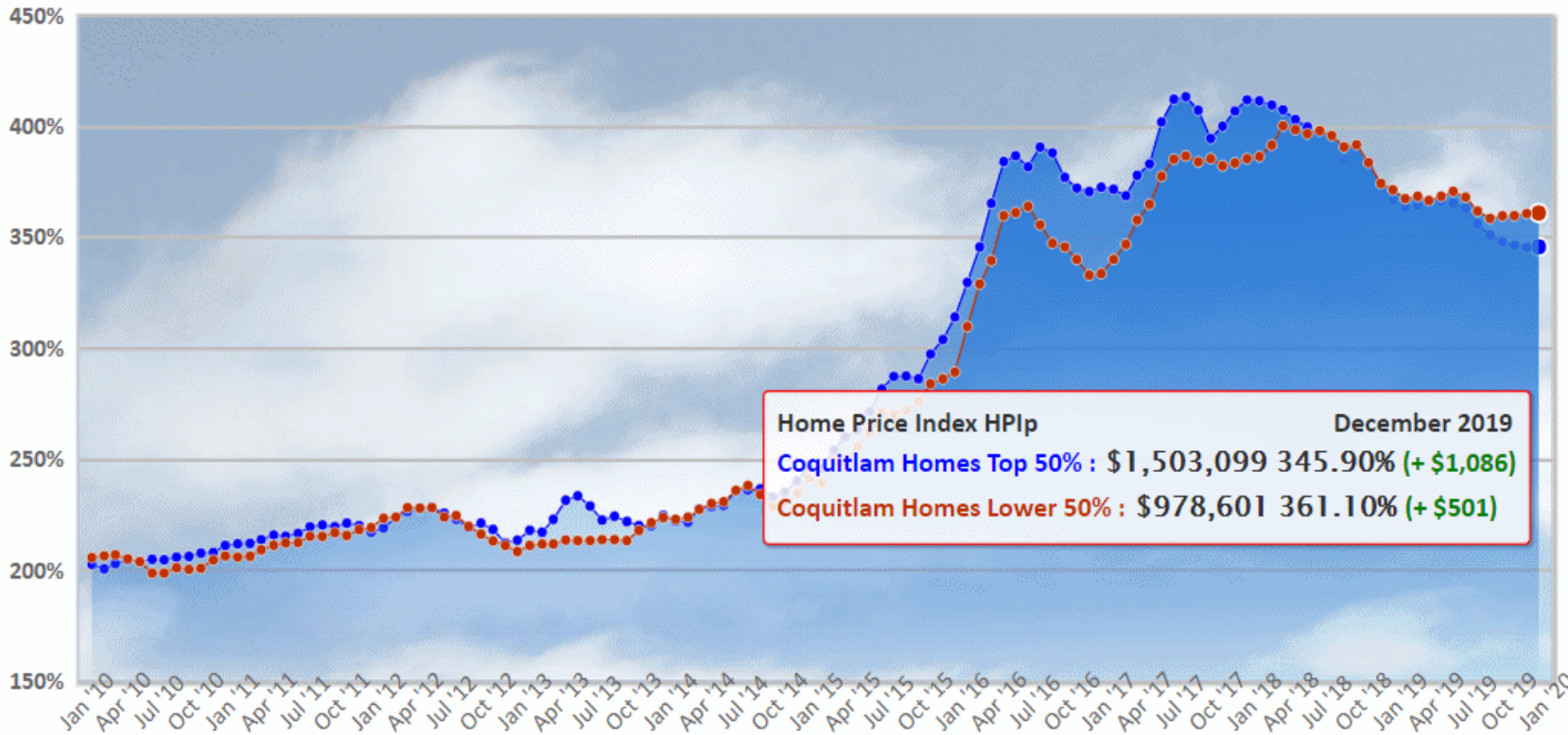
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Market Analysis and Forecasting Jan 1/20 Coquitlam

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



Monthly Home values	
Date	Value
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Nov 2019	% 345.70
Oct 2019	% 346.50
Sep 2019	% 348.10
Aug 2019	% 351.20
Jul 2019	% 356.30
Jun 2019	% 363.30
May 2019	% 365.70
Apr 2019	% 366.40
Mar 2019	% 365.80
Feb 2019	% 364.80
Jan 2019	% 363.60

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Monthly Market Activity - Dec 2019 - Single Family



Jan 1 2020 Port Coquitlam Market Update (Detached) ^R

Current: Port Coquitlam's **20 %SOLD** rate indicates a Seller Market.

(This means 19 homes out of 100 sold with an average \$35,800 discount from the original list price).

Most Active Price Range: Homes below \$900,000 have **33.3 %SOLD** rate.

Least Active Price Range: Homes above \$1.2 mill. have **8.3 %SOLD** rate.

History: Port Coquitlam Year-To-Date RMR Home Price Index* shows that prices decreased \$44,431.

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



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Market Analysis and Forecasting
Jan 1/20 Port Coquitlam

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

Port Coquitlam Price Range Statistics - Dec 2019

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$850,000	18	6	38	98%	-\$13,500	33.3%	↑
\$850,000-\$900,000	12	4	22	99%	-\$9,950	33.3%	↑
\$900,001-\$1,000,000	25	4	64	95%	-\$53,848	16.0%	↑
\$1,000,001-\$1,200,000	30	7	27	95%	-\$52,286	23.3%	↑
\$1,200,001 and more	36	3	54	96%	-\$49,800	8.3%	↓
Total Activity	121	24	40	96%	-\$33,400	20%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change	
Total Listings** (A,S,T,C,X)	146	149	121		-28	↓
Active Listings (1st of the month)	134	113	107	58	-49	↓
Solds	18	28	24		-4	↓
Days on Market (DOM)	35	17	40		23	↑
%SOLD (Sales/ Listings/Mthly Rate)	12%	18.8%	19.8%		1.0%	↑
Home Price Index	\$958,101	\$912,101	\$913,670		\$1,569	↑



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Market Analysis and Forecasting
Jan 1/20 Port Coquitlam

What Sold in your Neighbourhood and for What Price?

Port Coquitlam Sub areas Statistics - Dec 2019			Detached			
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Birchland Manor	3	0				0.0%
Central Port Coquitlam	14	3	58	96%	-\$36,000	21.4%
Citadel PQ	15	4	45	99%	-\$7,450	26.7%
Glenwood PQ	22	5	17	97%	-\$31,900	22.7%
Lower Mary Hill	6	0				0.0%
Lincoln Park PQ	11	0				0.0%
Mary Hill	12	4	42	96%	-\$51,043	33.3%
Oxford Heights	11	4	25	97%	-\$33,848	36.4%
Riverwood	12	2	62	95%	-\$47,450	16.7%
Woodland Acres PQ	15	2	63	95%	-\$59,500	13.3%
Total Activity	121	24	40	96%	-\$33,400	20%



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 produced for: **Louise Hendriks**
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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

Jan 1/20 Port Coquitlam

Next Months Market Forecast

Forecast: Port Coquitlam has Average Listing supply; 58 homes are for sale and with the **20 %SOLD** Monthly rate gives us a ~5 months of inventory. 7% of the active listings have reduced their price by \$24,525 on average and \$22,000 on median. We project Port Coquitlam to be a continued Seller Market.

December's Real Estate Statistics shows that we have hit **BOTTOM!** Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of just \$1,777. This is a vast improvement from the \$5-25,000 monthly drops that we have seen for the last 30 consecutive months. This long dropping market means that we have built up a lot of pent-up buyers just waiting for the market to bottom out. Now some of these buyers are finally stepping back into the market. Today we have a stark difference between the Low-End and High-End Markets. Over the next few months, we are forecasting price increases in the Low-End (lower-50%) and stabilization for the High-End (Top-50%) Vancouver Detached Home Markets.

Currently, the Condo Market presents stable Market conditions with 57% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$424** on average. On the other hand, 61% of the Townhouse Markets decreased **\$242** on average (11 out of 28 Markets). We are forecasting increasing Condo and Townhouse Markets in the coming months. We analyze and provide 97 individual City's Home Price Indexes to supply you the **MOST ACCURATE** Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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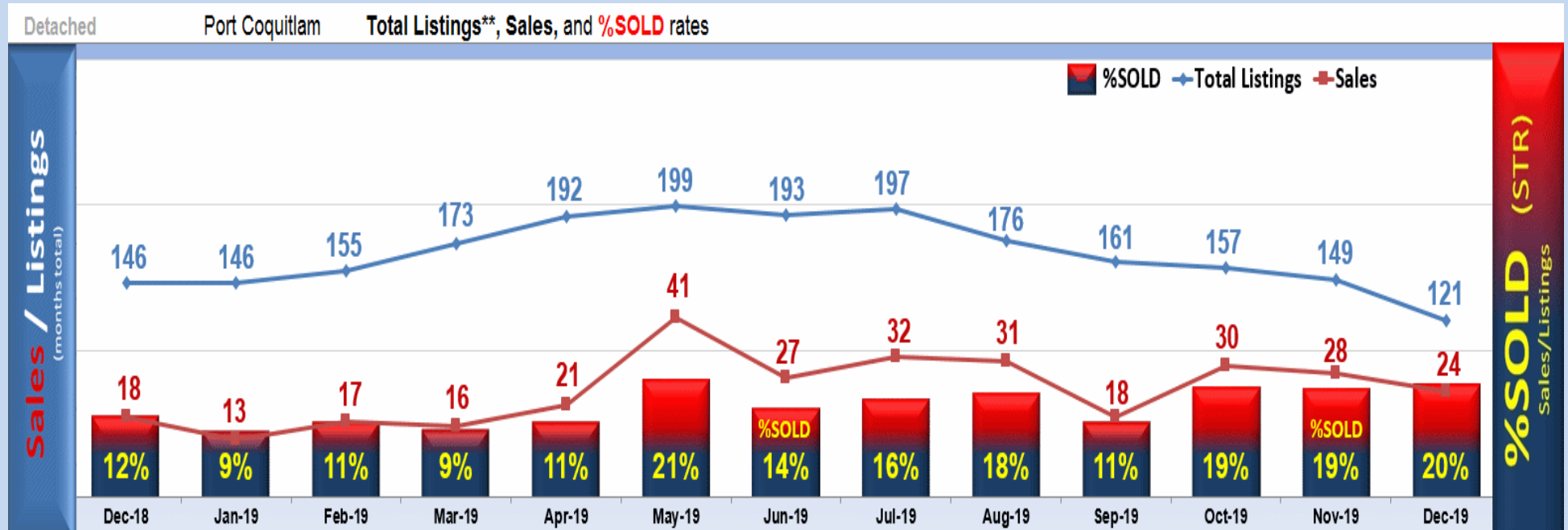
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Market Analysis and Forecasting Jan 1/20 Port Coquitlam

How has the Market performed this Past Month and Year?



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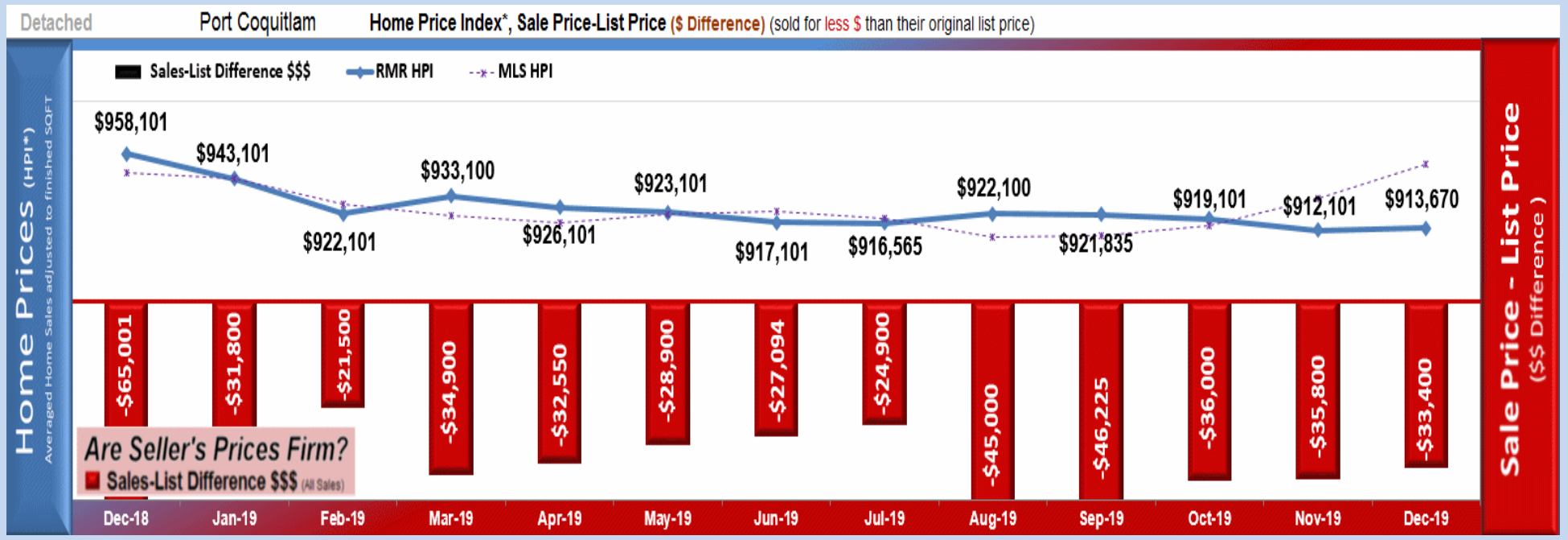
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Market Analysis and Forecasting Jan 1/20 Port Coquitlam

How has the Housing Price Index changed and ... What is the Average Negotiated Discount?



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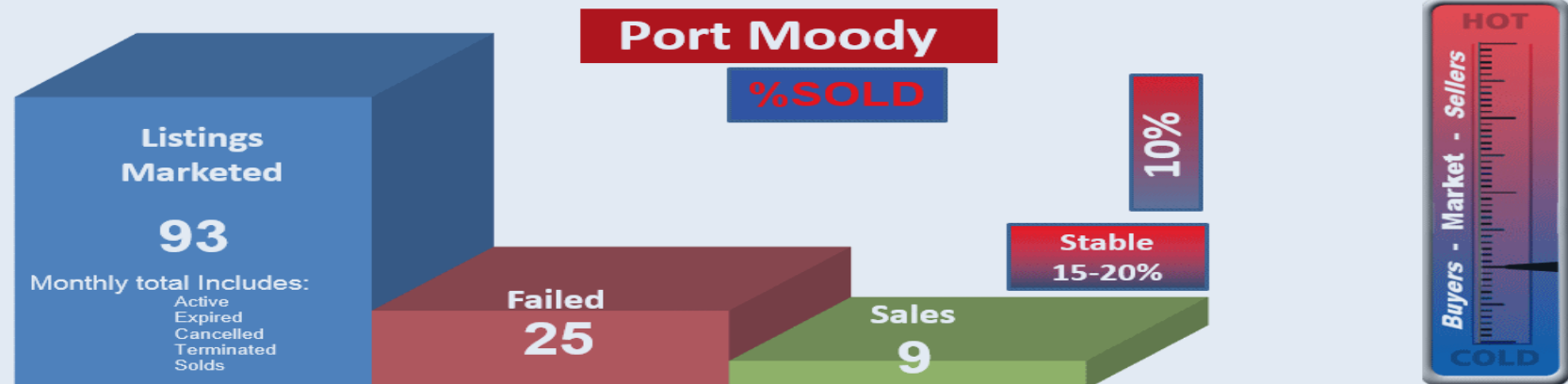
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Monthly Market Activity - Dec 2019- Single Family



Jan 1 2020 Port Moody Market Update (Detached)

Current: Port Moody's **10 %SOLD** Rate indicates a Stable Market.

(Meaning 10 Homes out of 100 Sold Last Month with an Average \$61,900 Discount from the Original List price).

Most Active Price Range: Homes below \$1 mill. have **20.0 %SOLD** rate.

Least Active Price Range: Homes above \$1.5 mill. have **5.3 %SOLD** rate.

History: Pt Moody YTD RMR HPI* shows that prices increased \$40,999.

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



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Market Analysis and Forecasting
Jan 1/20 Port Moody

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

Port Moody Price Range Statistics - Dec 2019

Detached

Home Price Range	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	5	1	176	91%	-\$99,000	20.0%	↑
\$1,000,001-\$1,200,000	6	1	49	94%	-\$67,000	16.7%	↑
\$1,200,001-\$1,500,000	25	4	58	97%	-\$36,444	16.0%	↑
\$1,500,001 and more	57	3	63	94%	-\$173,000	5.3%	↓
Total Activity	93	9	67	94%	-\$83,000	10%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change	
Total Listings** (A,S,T,C,X)	105	109	93		-16	↓
Active Listings (1st of the month)	96	98	82	59	-23	↓
Solds	6	12	9		-3	↓
Days on Market (DOM)	21	22	67		45	↑
%SOLD (Sales/ Listings/Mthly Rate)	6%	11%	10%		-1%	↓
Home Price Index	\$1,214,101	\$1,254,101	\$1,255,100		\$999	↑



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What Sold in your Neighbourhood and for What Price?

Port Moody Sub areas Statistics - Dec 2019				Detached		
Neighbourhoods	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Anmore	31	1	40	95%	-\$173,000	3.2%
Belcarra	6	0				0.0%
Barber Street	9	1	71	94%	-\$119,999	11.1%
College Park PM	11	2	102	94%	-\$66,444	18.2%
Glenayre	2	0				0.0%
Heritage Mountain	6	1	89	91%	-\$123,000	16.7%
Heritage Woods PM	11	2	70	98%	-\$27,250	18.2%
loco	0	0				0.0%
Mountain Meadows	2	1	49	94%	-\$67,000	50.0%
North Shore Pt Moody	6	1	63	89%	-\$250,000	16.7%
Port Moody Centre	9	0				0.0%
Total Activity	93	9	67	94%	-\$83,000	10%



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Next Months Market Forecast

Forecast: Port Moody has Average Listing Supply; 59 homes are for sale and with the **10 %SOLD** Monthly Rate gives us a ~10 months of Inventory. We project Port Moody to continue into a Stable Market.

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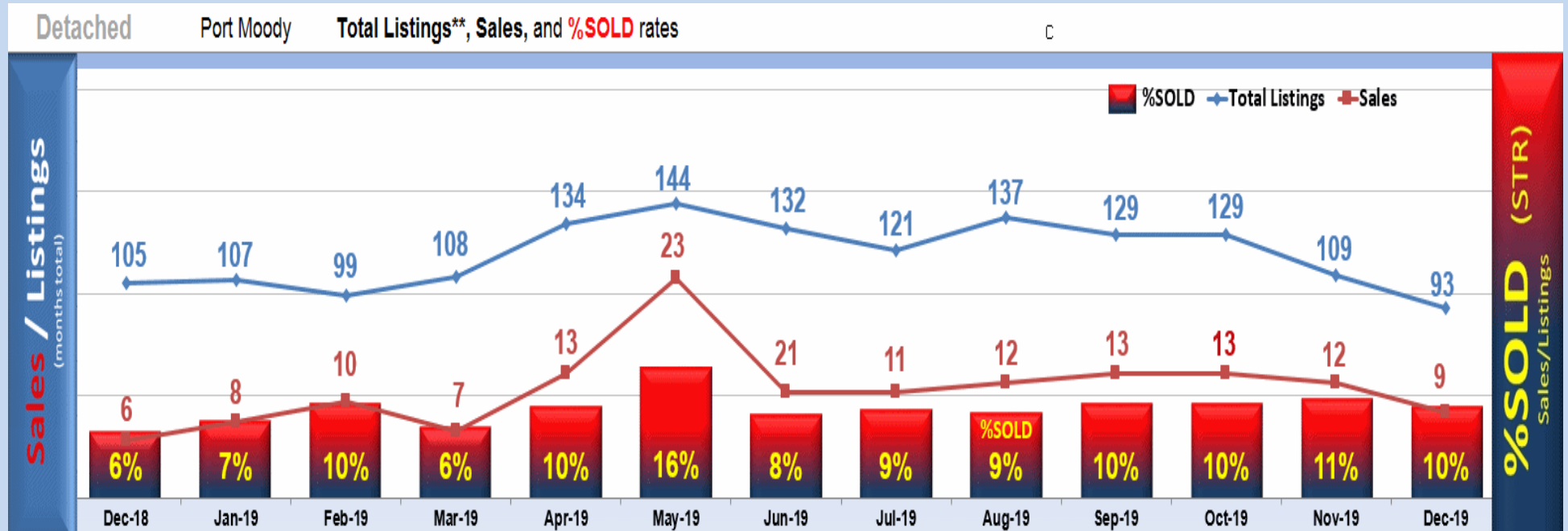


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Market Analysis and Forecasting

Jan 1/20 Port Moody

How has the Market performed this Past Month and Year?



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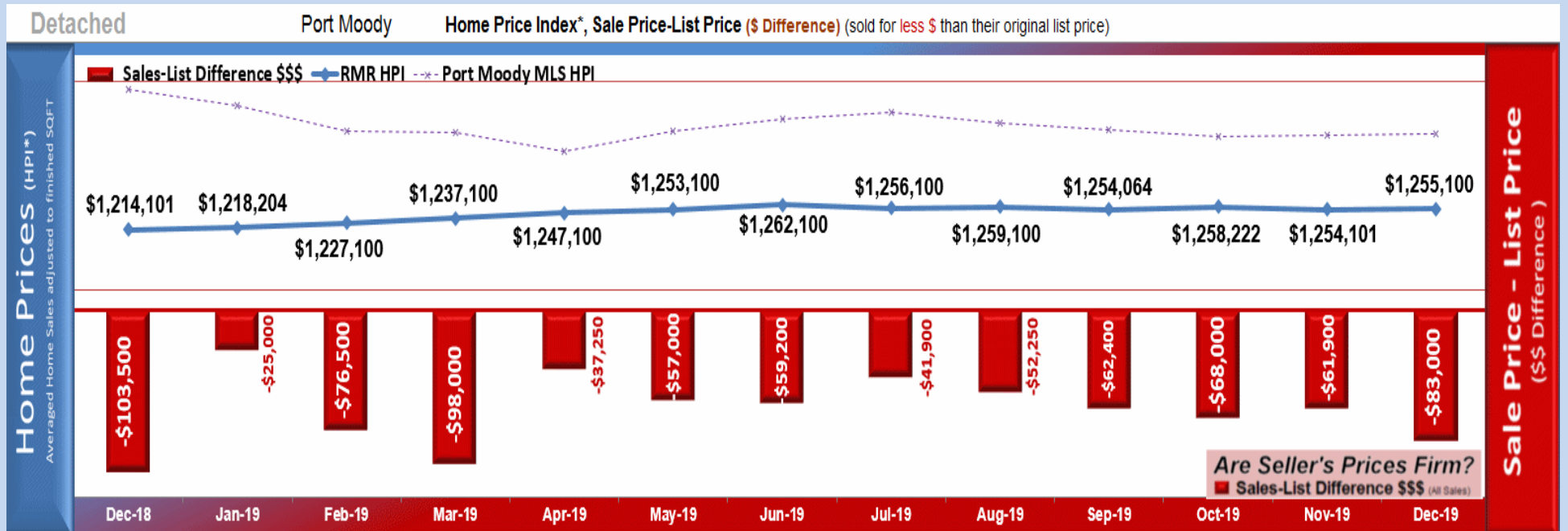
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Market Analysis and Forecasting Jan 1/20 Port Moody

How has the Housing Price Index changed and ... What is the Average Negotiated Discount?



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Market Analysis and Forecasting Jan 1/20 Maple Ridge-Pitt Meadows

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

房地产价格变动(\$/%)

Housing Types: Year-To-Date Dec 2018 – Dec 2019 (Quarters)

房屋类型: 迄至今年 (每季) 由2018 十二月份至2019 十二月份

Powered by: Vancouver Market Reports HPIp

\$\$\$ YTD Price Change (1 Year)

价格变动 (1年)

\$6,657

0.7%

(\$32,177)

(\$30,967)

(\$7,776)

(\$18,335)

(\$8,682)

-4.2%

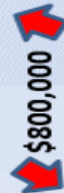
-6.8%

-2.5%

-3.2%

-2.1%

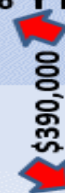
High End Detached
高档独立屋



Low End Detached
低端独立屋



High End Condos
高档公寓



Low End Condos
低端公寓



High End Townhouse
高档城镇屋



Low End Townhouse
低端城镇屋



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

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

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %



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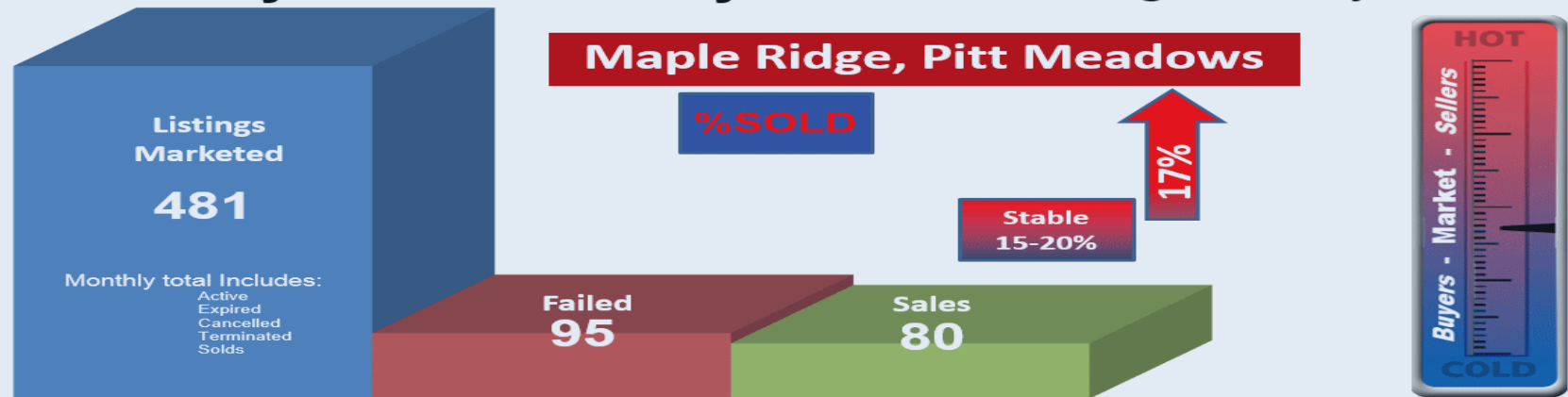
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Monthly Market Activity - Dec 2019 Single Family



Jan 1 2020 Maple Ridge & Pitt Meadows Market Update (Detached)

Current: Maple Ridge & Pitt Meadows are in a Seller Market with Average Listing inventories, a **17 %SOLD** Rate and Sell Price/List Price = 97% (Meaning there is an Average of a \$23,450 Discount on a Sale from the List price)

Most Active Price Range: Homes between \$760,000 \$800,000 have **33.3 %SOLD** Rate.

Least Active Price Range: Homes above \$1.3 mill. have **3.4 %SOLD** Rate.

History: The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices increased \$4,001.

The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$28,416.



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Market Analysis and Forecasting Jan 1/20 Maple Ridge-Pitt Meadows

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

Maple Ridge and Pitt Meadows List Price Ranges Statistics - Dec 2019						Detached	
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$700,000	51	17	28	96%	-\$29,900	33.3%	↑
\$700,001-\$760,000	31	9	47	97%	-\$21,000	29.0%	↑
\$760,001-\$800,000	33	9	15	98%	-\$19,000	27.3%	↑
\$800,001-\$950,000	102	25	26	98%	-\$14,000	24.5%	↑
\$950,001-\$1,300,000	177	17	28	96%	-\$40,000	9.6%	↓
\$1,300,001 and more	87	3	73	94%	-\$90,000	3.4%	↓
Total Activity	481	80	30	97%	-\$23,450	17%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change	
Total Listings** (A,S,T,C,X)	470	593	481		-112	↓
Active Listings (1st of the month)	413	483	423	306	-117	↓
Solds	51	110	80		-30	↓
Days on Market (DOM)	34	29	30		2	↑
%SOLD (Sales/Listings/Mthly Rate)	11%	19%	17%		-1.9%	↓
(Upper 50%) Home Price Index HPIp	\$1,005,100	\$1,009,071	\$1,009,101		\$30	↑
(Lower 50%) Home Price Index HPIp	\$758,101	\$728,101	\$729,685		\$1,584	↑



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What Sold in your Neighbourhood and for What Price?

Maple Ridge, Haney and Pitt Mdws Sub areas Stats - Dec 2019
Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Albion	54	9	21	99%	-\$11,500	16.7%
Cottonwood MR	69	13	45	99%	-\$14,900	18.8%
East Central	50	12	47	96%	-\$27,350	24.0%
Northeast-North Maple Ridge	17	3				17.6%
Northwest Maple Ridge	26	4	42	96%	-\$25,950	15.4%
Silver Valley	74	6	20	98%	-\$24,950	8.1%
Southwest Mple Rdg	39	8	25	98%	-\$12,950	20.5%
Thornhill	33	3	110	98%	-\$19,900	9.1%
Websters Corners	18	1	16	93%	-\$80,000	5.6%
West Central	47	8	34	95%	-\$32,950	17.0%
Whonnock	10	1	73	94%	-\$90,000	10.0%
Central & Mid Meadows	23	9	28	98%	-\$15,975	39.1%
North & West Meadows	11	1	20	95%	-\$53,000	9.1%
South Meadows	10	2	41	97%	-\$26,000	20.0%
Total Activity	481	80	30	97%	-\$23,450	17%



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Market Analysis and Forecasting Jan 1/20 Maple Ridge-Pitt Meadows

Next Months Market Forecast

Forecast: Maple Ridge & Pitt Meadows has normal Listing supply; 306 homes are for sale and with the **17 %SOLD** Monthly Rate gives us a ~6 months of inventory. Another Indicator: 3% of the Active listings have Reduced their Price by \$29,000 on Average or \$20,000 Median in the last month. We project Maple Ridge - Pitt Meadows Detached to continue into a Seller Market.

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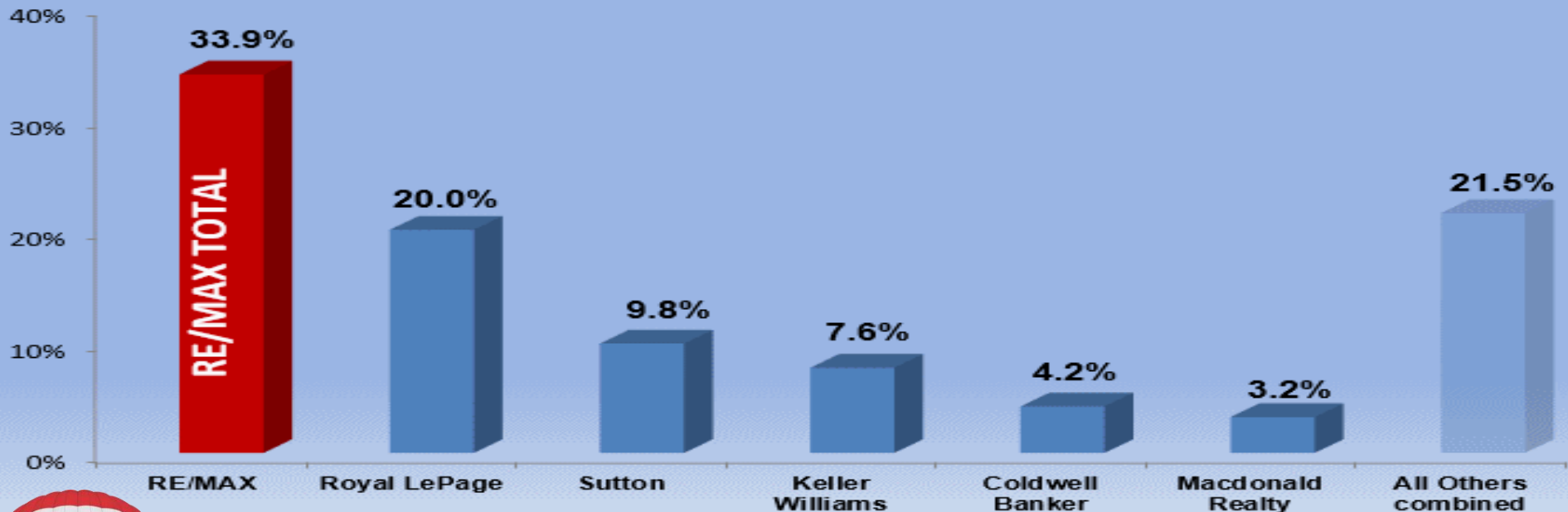
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Market Analysis and Forecasting Jan 1/20 Maple Ridge-Pitt Meadows

the RE/MAX Market Share Reports

Maple Ridge - Pitt Meadows

Real Estate Market Share – January to December 2018 (All Real Estate)



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



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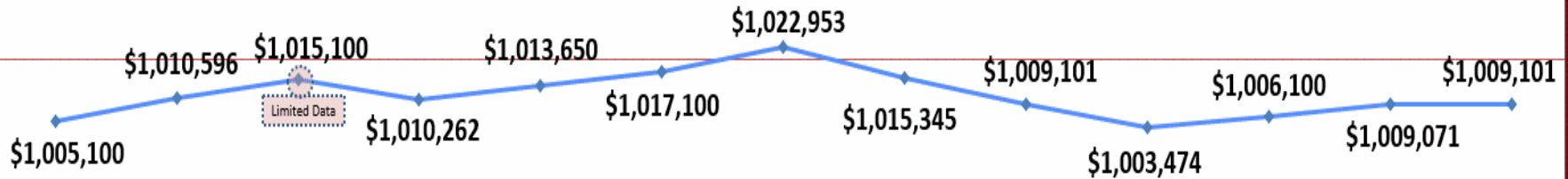
Detached

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

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

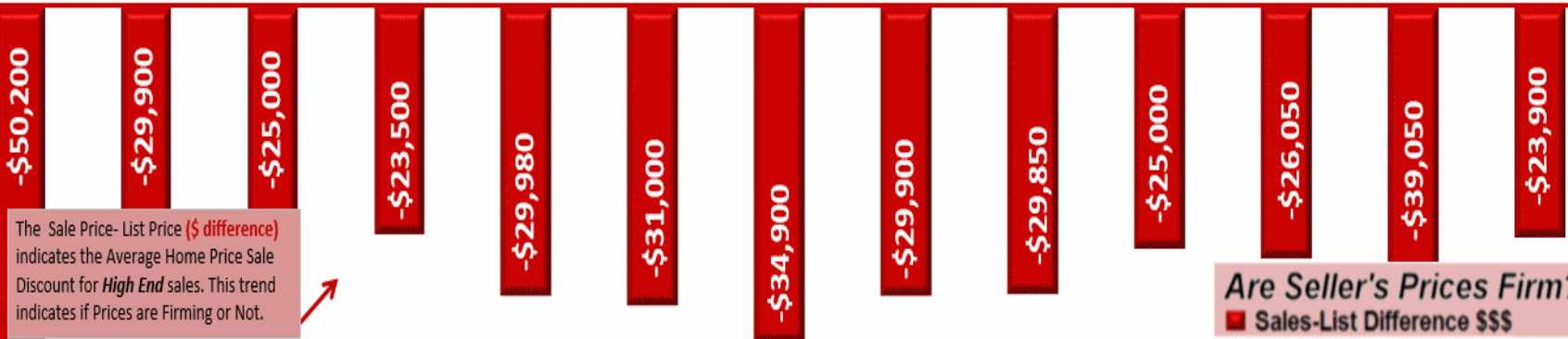
Homes **Over \$800,000**

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



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

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



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

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

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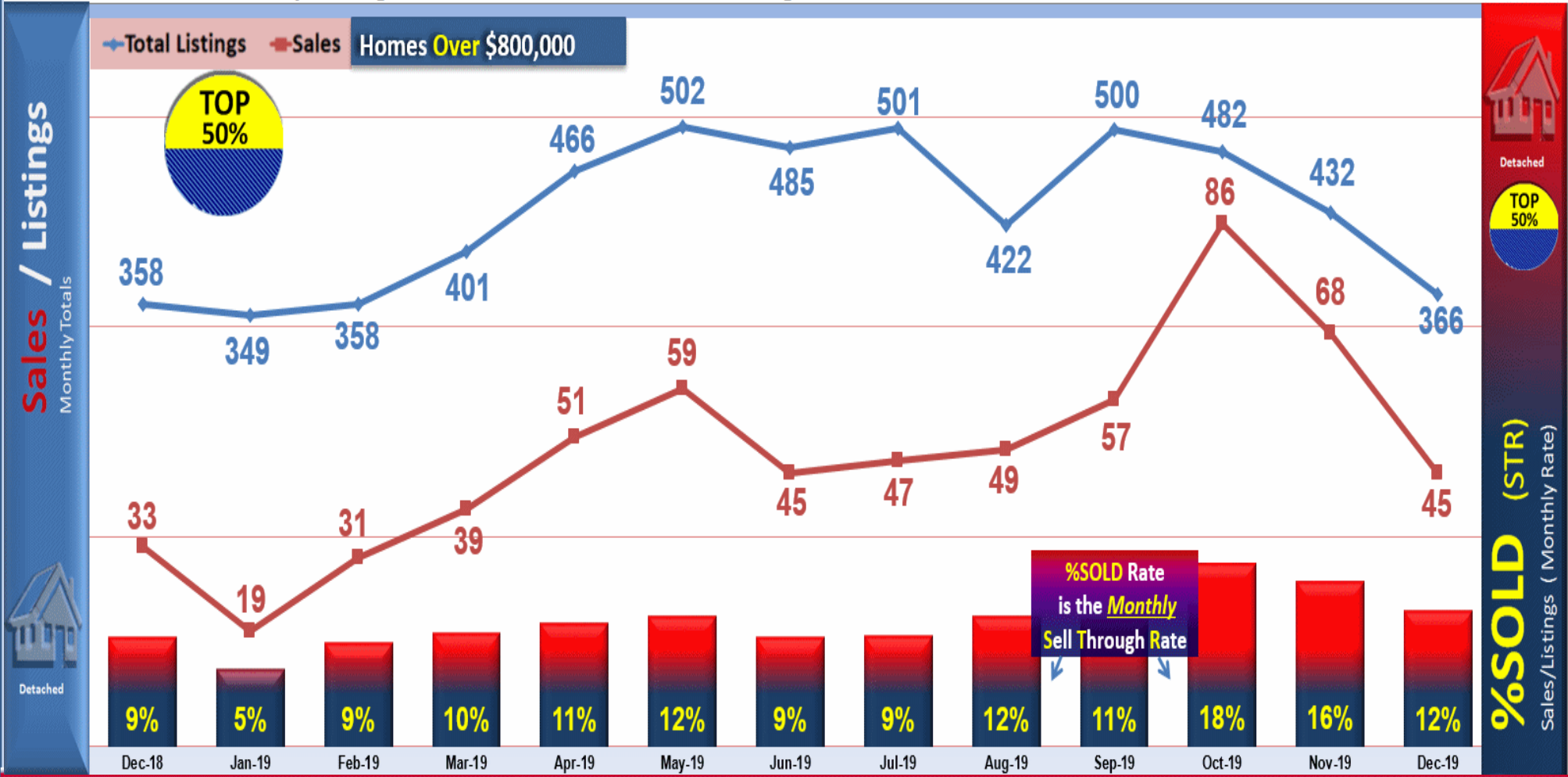
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Market Analysis and Forecasting Jan 1/20 Maple Ridge-Pitt Meadows

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



Sales / Listings
 Monthly Totals

Detached
 TOP 50%

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

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

produced for: **Louise Hendriks**



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Market Analysis and Forecasting Jan 1/20 Maple Ridge-Pitt Meadows

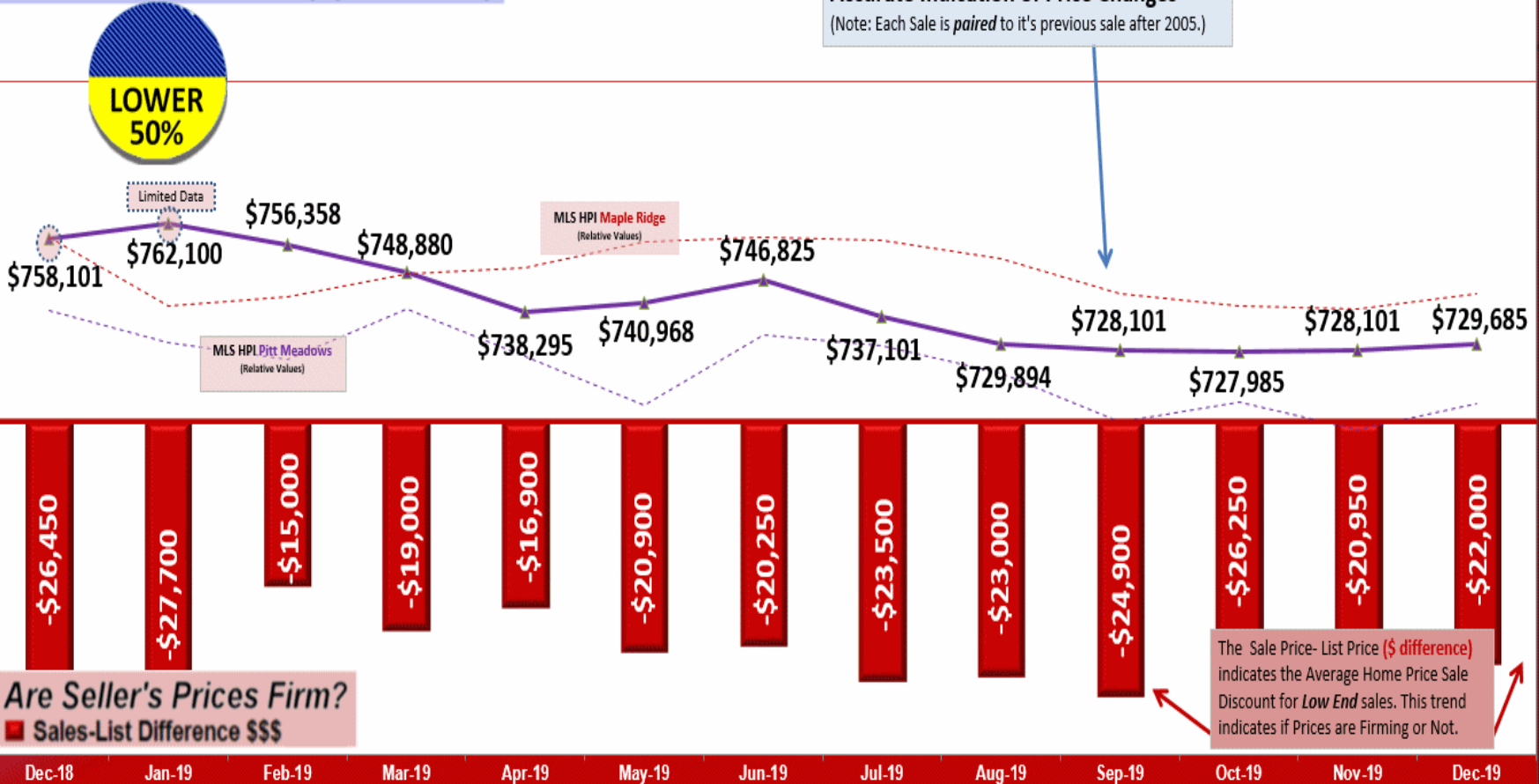
Detached Maple Ridge and Pitt Meadows Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (Average Home Sold for \$ less than their Original List price for Low End Home sales)

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

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

Homes Below \$800,000

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes
(Note: Each Sale is paired to its 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)



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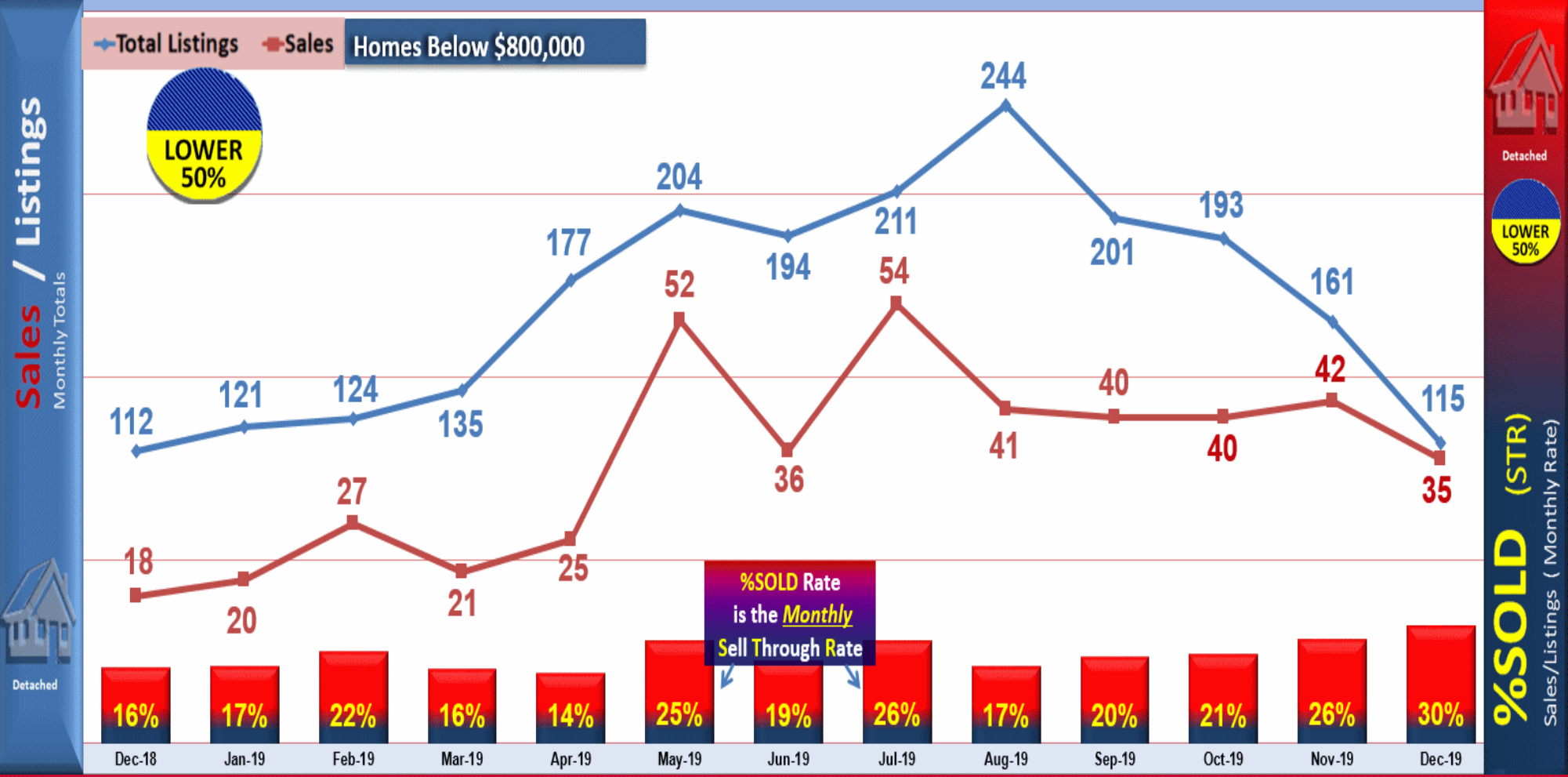
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Market Analysis and Forecasting Jan 1/20 Maple Ridge-Pitt Meadows

Detached Maple Ridge & Pitt Meadows 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.

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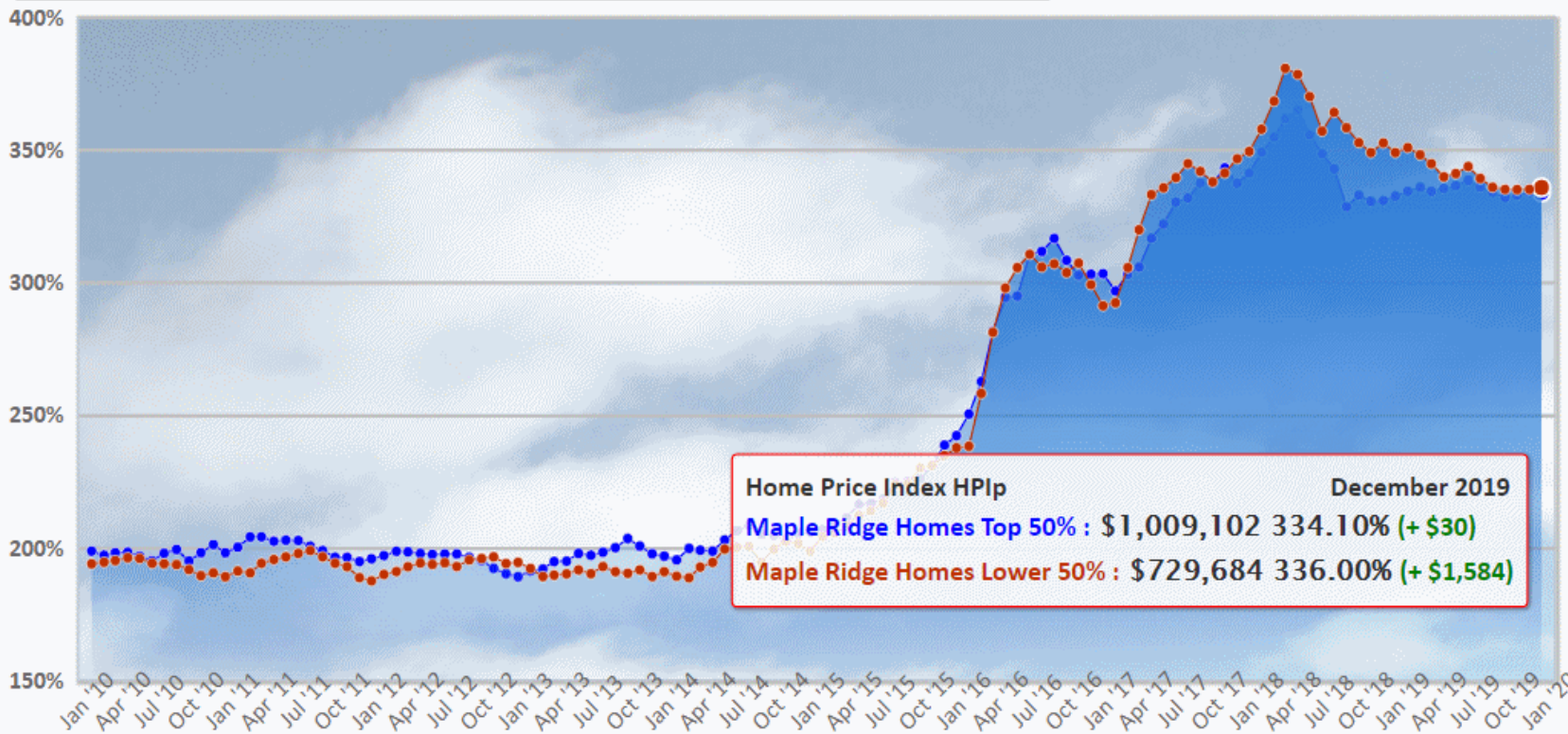
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Market Analysis and Forecasting Jan 1/20 Maple Ridge-Pitt Meadow

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Dec 2019	% 334.10
Nov 2019	% 334.10
Oct 2019	% 333.10
Sep 2019	% 332.20
Aug 2019	% 334.10
Jul 2019	% 336.20
Jun 2019	% 338.70
May 2019	% 336.70
Apr 2019	% 335.60
Mar 2019	% 334.50
Feb 2019	% 336.10
Jan 2019	% 334.60

<<< 1 2 3 >>>

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Market Analysis and Forecasting Jan 1/20 Langley - Walnut Grove

North Langley Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Dec 2018 – Dec 2019 (Quarters)

房屋类型: 迄至今年 (每季) 由2018 十二月份至2019 十二月份

Powered by: Vancouver Market Reports **HPIp**

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



High End Detached
高档独立屋



Low End Detached
低端独立屋



\$1,000,000

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

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

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

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*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.

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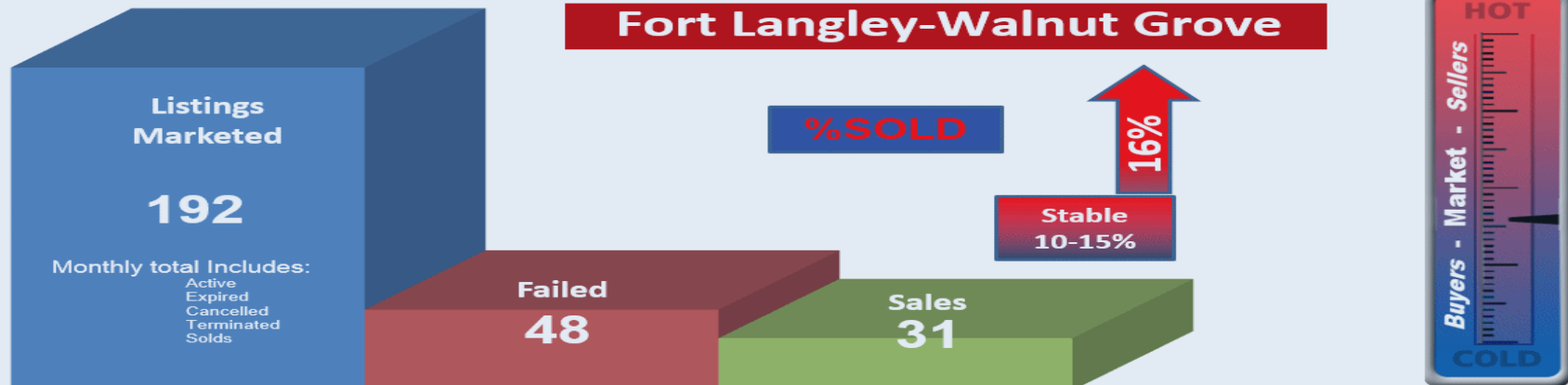
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Market Analysis and Forecasting Jan 1/20 Langley - Walnut Grove

Monthly Market Activity - Dec 2019 Single Family Fort Langley-Walnut Grove



Jan 1 2020 North Langley Market Update (Detached)

Current: North Langley is in a Seller Market with normal listing inventories, a **16 %SOLD** rate and a 97% Sell/List Ratio.

(This means that there is an average of a **\$28,000** Discount on a sale from the original list price)

Most Active Price Range: Homes between \$900,000 - \$1 mill. have **40.0 %SOLD** rate resulting in a Seller Market.

Least Active Price Range: Homes above \$1.6 mill. have **4.0 %SOLD** rate.

History: The North Langley Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$4,627.

The North Langley Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$3,428.

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



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Market Analysis and Forecasting Jan 1/20 Langley - Walnut Grove

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

North Langley List Price Ranges Statistics - Dec 2019

Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	13	2	72	98%	-\$14,440	15.4%	↑
\$800,001-\$900,000	14	5	24	100%	\$0	35.7%	↑
\$900,001-\$1,000,000	25	10	44	98%	-\$15,000	40.0%	↑
\$1,000,000-\$1,100,000	48	8	52	96%	-\$45,750	16.7%	↑
\$1,100,001-\$1,300,000	17	3	14	96%	-\$55,000	17.6%	↑
\$1,300,001 and more	75	3	6	96%	-\$59,000	4.0%	↓
Total Activity	192	31	24	97%	-\$28,000	16%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change	
Total Listings** (A,S,T,C,X)	280	237	192		-45	↓
Active Listings (1st of the month)	226	179	159	113	-46	↓
Solds	33	38	31		-7	↓
Days on Market (DOM)	28	28	24		-4	↓
%SOLD (Sales/ Listings /mnlthly rate)	11.8%	16.0%	16.1%		0.1%	↑
(Top 50%) Home Price Index HPIp	\$1,288,356	\$1,294,706	\$1,292,982		-\$1,724	↓
(Lower 50%) Home Price Index HPIp	\$891,207	\$892,100	\$894,635		\$2,535	↑



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Market Analysis and Forecasting Jan 1/20 Langley - Walnut Grove

What Sold in your Neighbourhood and for What Price?

North Langley Sub areas Statistics - Dec 2019			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Walnut Grove	47	12	31	97%	-\$30,200	25.5%
County Line Glen Valley	20	2	6	97%	-\$58,800	10.0%
Willoughby Heights	104	15	49	98%	-\$17,000	14.4%
Fort Langley	21	2	34	99%	-\$17,450	9.5%
Total Activity	192	31	24	97%	-\$28,000	16%



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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 Jan 1/20 Langley - Walnut Grove

Next Months Market Forecast

Forecast: North Langley has an average Listing supply; 139 homes are for sale and with the strong **16 %SOLD** monthly rate gives us a ~6 months of inventory. 5% of the active listings have reduced their price by \$40,983 on average or \$39,550 median in the last month.

December's Real Estate Statistics shows 67% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,355 monthly price increase, which is a positive trend from last month's price increase of \$792. On the other hand, the Vancouver Detached Markets has just stabilized after its 30th consecutive monthly decreases! We are forecasting the Detached Home Prices to increase across most of the Fraser Valley and the Lower-End Vancouver Markets in the coming months.

Currently, the Condo Market presents near stable Market conditions with 57% of the Greater Vancouver (Lower Mainland) Condo Prices increasing just **\$424** on average. On the other hand, 61% of the Townhouse Markets decreased **\$242** on average (11 out of 28 Markets). We are forecasting increasing Condo and Townhouse Markets in the coming months. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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#1 **RE/MAX** Market Reports

RE/MAX Statistics, on the Web!

detached homes



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RE/MAX All Points Port Moody

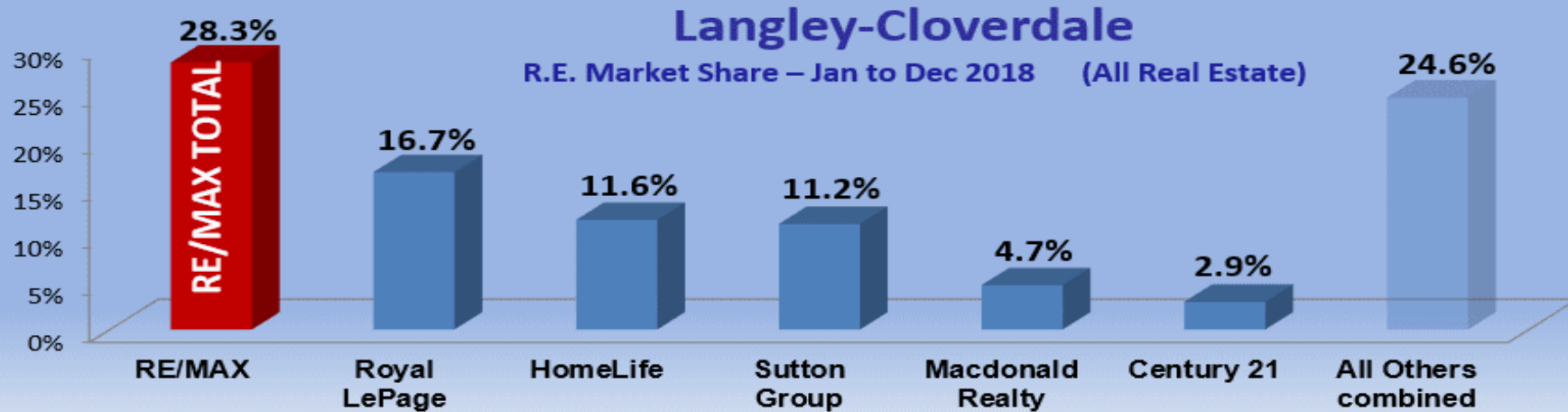
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Market Analysis and Forecasting Jan 1/20 Langley - Walnut Grove

#1 the RE/MAX Market Share Reports



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



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



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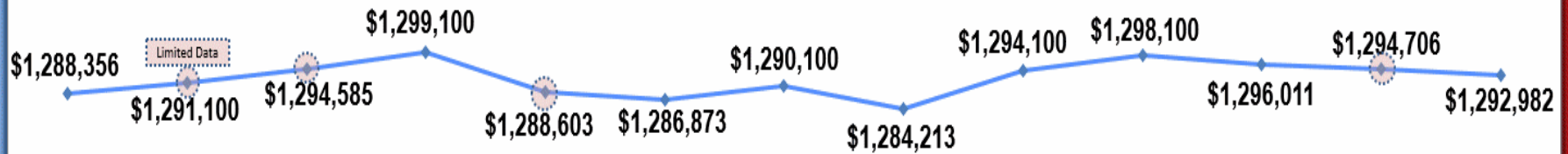
Market Analysis and Forecasting Jan 1/20 Langley - Walnut Grove

Detached North Langley: Walnut Grove, Fort Langley 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 \$1,000,000

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



-\$140,000

-\$43,844

-\$59,500

-\$41,450

-\$63,000

-\$47,500

-\$63,000

-\$66,750

-\$69,000

-\$63,888

-\$38,500

-\$65,000

-\$50,000

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

TOP 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 Jan 1/20 Langley - Walnut Grove

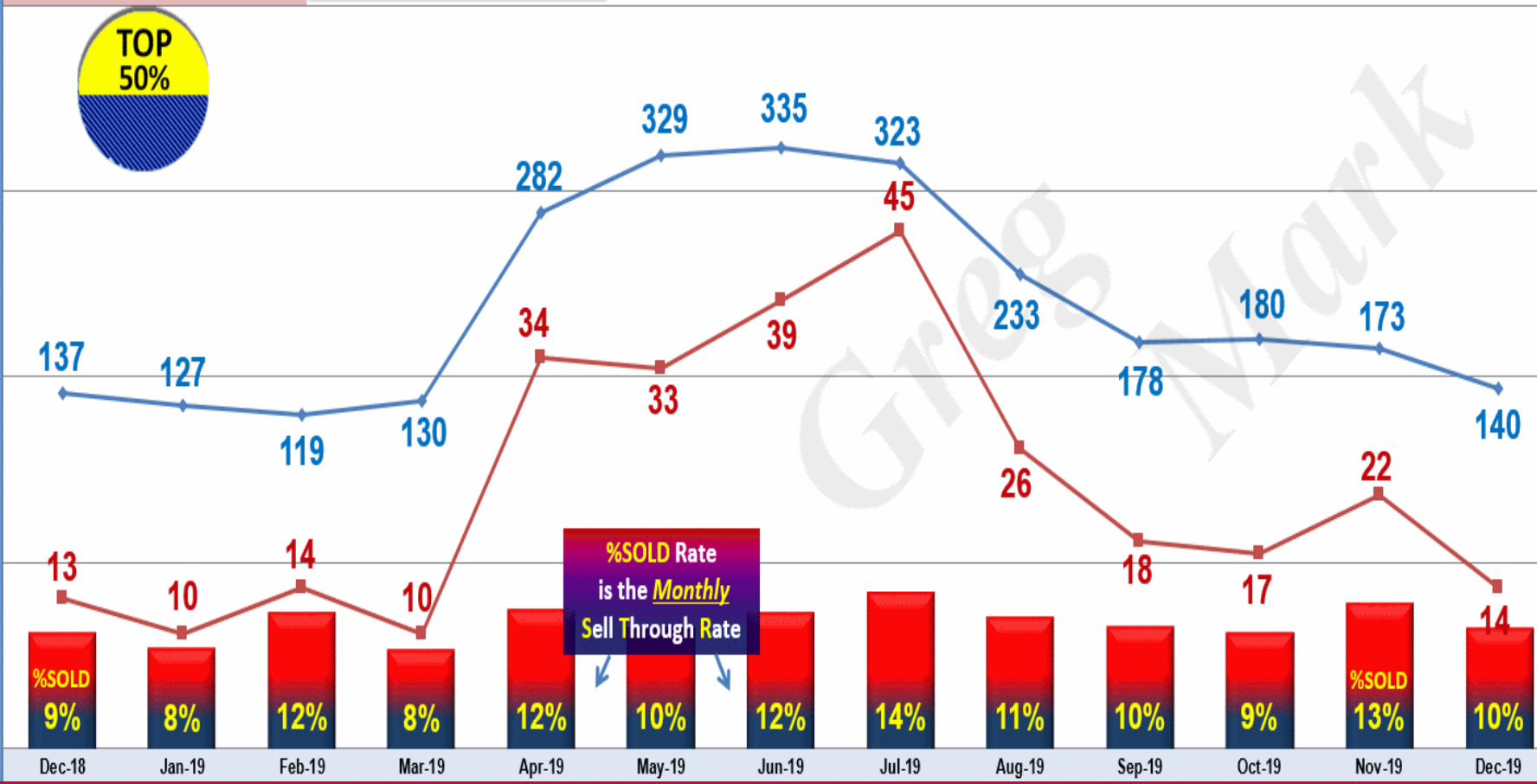
Detached North Langley: Walnut Grove, Fort Langley Total Listings, Sales, and %SOLD Rates

← Total Listings → Sales Homes Over \$1,000,000



Sales / Listings
 Monthly Totals

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



%SOLD Rate is the Monthly Sell Through Rate



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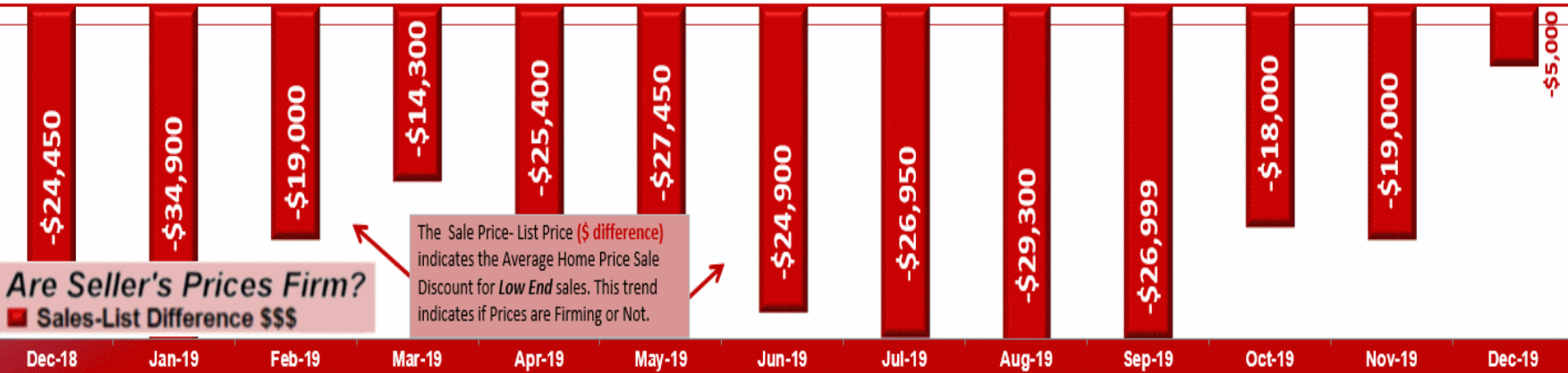
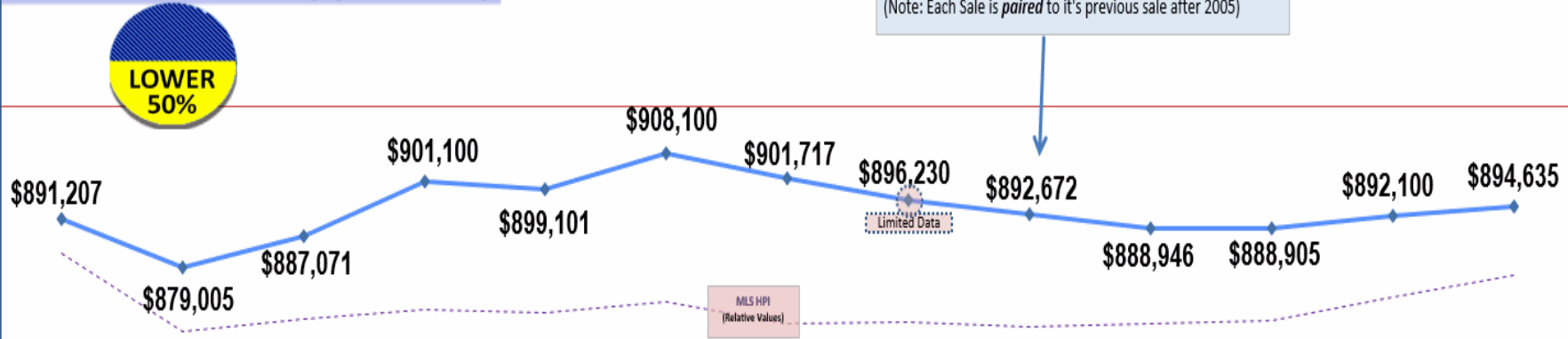
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Market Analysis and Forecasting Jan 1/20 Langley - Walnut Grove

Detached North Langley: Walnut Grove, Fort Langley 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? Homes Below \$1,000,000
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.

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



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

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

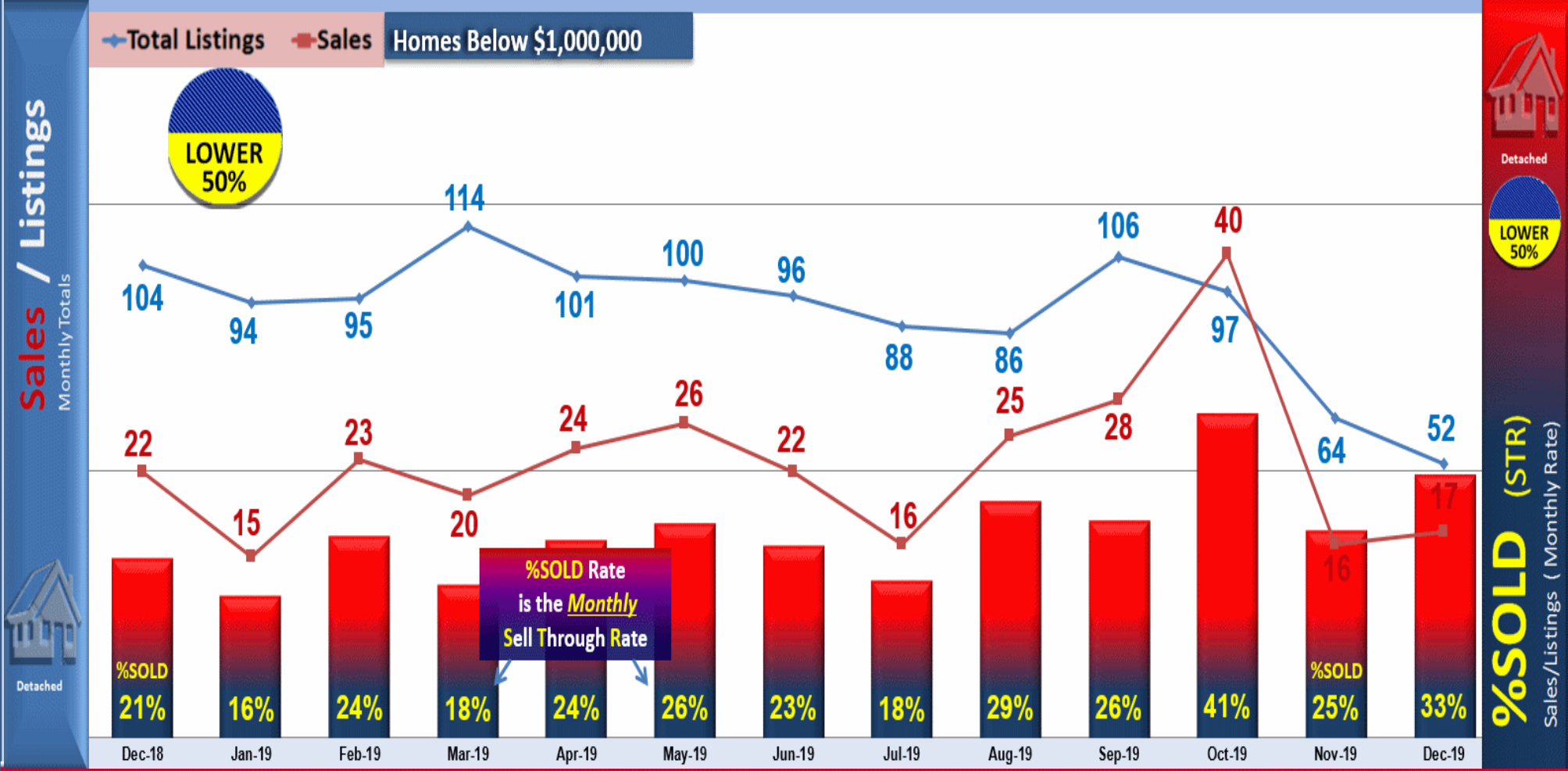
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Market Analysis and Forecasting Jan 1/20 Langley - Walnut Grove

Detached North Langley: Walnut Grove, Fort Langley 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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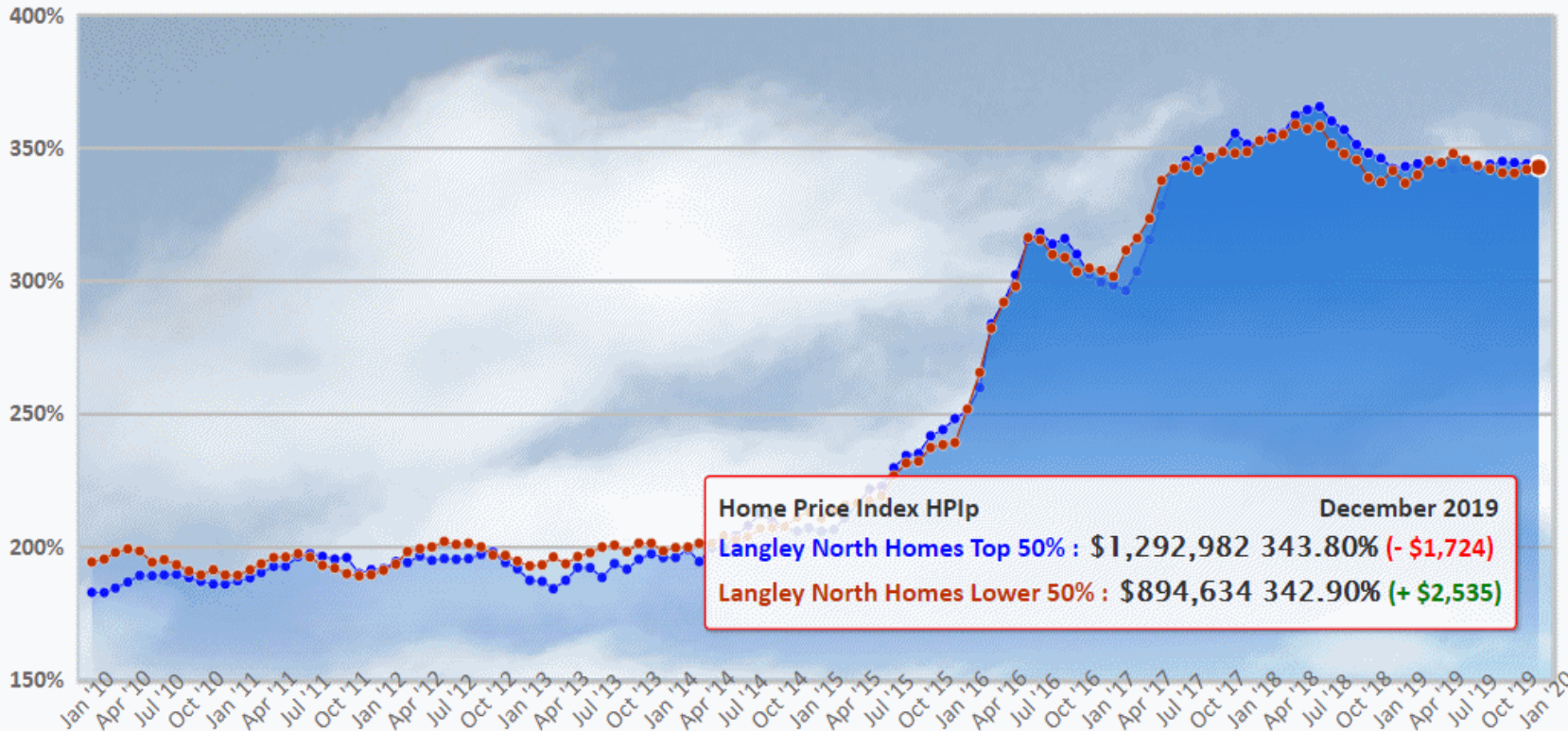
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Market Analysis and Forecasting Jan 1/20 Langley - Walnut Grove

Powered by the Greater Vancouver Market Reports HPIp



Langley North Homes Top 50% : **HPIp** Forecast+ Forecast-
Langley North Homes Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values	
Date	Value
Dec 2019	% 343.80
Nov 2019	% 344.20
Oct 2019	% 344.60
Sep 2019	% 345.10
Aug 2019	% 344.00
Jul 2019	% 341.40
Jun 2019	% 343.00
May 2019	% 342.10
Apr 2019	% 342.60
Mar 2019	% 345.40
Feb 2019	% 344.20
Jan 2019	% 343.20

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Highcharts.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.

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Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

Langley-Cloverdale Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Dec 2018 – Dec 2019 (Quarters)

房屋类型: 迄至今年 (每季) 由2018 十二月份至2019 十二月份

Powered by: Vancouver Market Reports **HPIp**

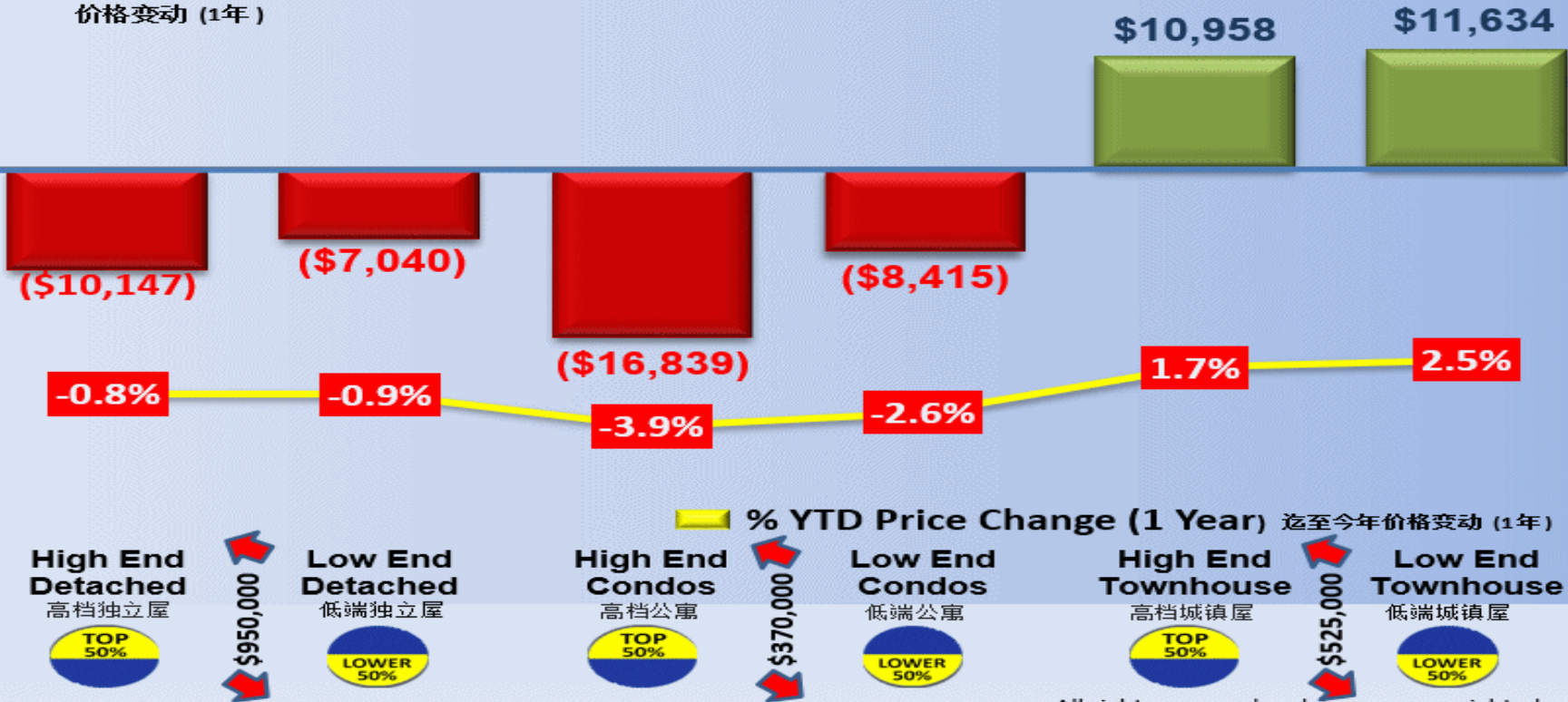
■ **\$\$ YTD Price Change (1 Year)**
价格变动 (1年)

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



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



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Monthly Market Activity - Dec 2019 Single Family



Jan 1 2020 Langley, Cloverdale Market Update (Detached)

Current: Langley, Cloverdale is in a Seller Market with average listing inventories, a **17 %SOLD** rate and a 97% Sell/List Ratio.
(This means that there is an average of a **\$30,000** discount on a sale from the original list price)
Most Active Price Range: Homes between \$950,000 - \$1,050,000 have High **31.6 %SOLD** rate and is in a Seller Market.
Least Active Price Range: Homes above \$2.5 mill. have **4.2 %SOLD** rate.

History: The Langley, Cloverdale Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$999.
The Langley, Cloverdale Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$6,638.

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



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

Langley, Cloverdale List Price Ranges Statistics - Dec 2019						Detached	
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$700,000	42	11	42	95%	-\$20,000	26.2%	↑
\$700,001-\$875,000	59	17	20	98%	-\$19,888	28.8%	↑
\$875,000-\$950,000	39	8	33	97%	-\$23,200	20.5%	↑
\$950,001-\$1,050,000	38	12	9	97%	-\$34,000	31.6%	↑
\$1,050,000-\$1,200,000	61	11	60	95%	-\$65,000	18.0%	↑
\$1,200,000-\$1,400,000	52	8	26	94%	-\$74,900	15.4%	↑
\$1,400,001-\$1,700,000	62	11	44	96%	-\$59,000	17.7%	↑
\$1,700,001-\$2,500,000	72	4	34	97%	-\$60,500	5.6%	↓
\$2,500,001 and more	71	3	48	97%	-\$74,000	4.2%	↓
Total Activity	496	85	34	97%	-\$30,000	17%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change	
Total Listings** (A,S,T,C,X)	617	615	496		-119	↓
Active Listings (1st of the month)	567	505	444	286	-158	↓
Solds	57	112	85		-27	↓
Days on Market (DOM)	42	41	34		-7	↓
%SOLD (Sales/Listings /monthly rate)	9.2%	18.2%	17.1%		-1.1%	↓
(Top 50%) Home Price Index HPIp	\$1,250,101	\$1,247,101	\$1,251,100		\$3,999	↑
(Lower 50%) Home Price Index HPIp	\$809,100	\$801,619	\$802,462		\$844	↑



*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.

produced for: **Louise Hendriks**


Louise Hendriks

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What Sold in your Neighbourhood and for What Price?

Langley, Cloverdale Sub areas Statistics - Dec 2019			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	122	27	20	97%	-\$25,000	22.1%
Serpentine	8	0				0.0%
Clayton	27	4	32	99%	-\$15,500	14.8%
Murrayville	23	3	14	96%	-\$48,100	13.0%
Salmon River	45	9	33	94%	-\$35,000	20.0%
Brookswood Langley	68	12	41	96%	-\$34,450	17.6%
Aldergrove Langley	58	16	45	97%	-\$19,000	27.6%
Campbell Valley	51	5	102	95%	-\$125,000	9.8%
Otter District	35	4	24	96%	-\$59,500	11.4%
Langley City	59	5	76	97%	-\$23,900	8.5%
Total Activity	496	85	34	97%	-\$30,000	17%



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Next Months Market Forecast

Forecast: Langley, Cloverdale has an average Listing supply; 286 homes are for sale and with the **17 % SOLD** monthly rate gives us a ~6 months of inventory. 3% of the active listings have reduced their price by \$64,689 on average or \$49,100 median in the last month. We project Langley, Cloverdale Detached to be a Seller market.

December's Real Estate Statistics shows 67% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,355 monthly price increase, which is a positive trend from last month's price increase of \$792. On the other hand, the Vancouver Detached Markets has just stabilized after its 30th consecutive monthly decreases! We are forecasting the Detached Home Prices to increase across most of the Fraser Valley and the Lower-End Vancouver Markets in the coming months.

Currently, the Condo Market presents near stable Market conditions with 57% of the Greater Vancouver (Lower Mainland) Condo Prices increasing just **\$424** on average. On the other hand, 61% of the Townhouse Markets decreased **\$242** on average (11 out of 28 Markets). We are forecasting increasing Condo and Townhouse Markets in the coming months. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes

Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale



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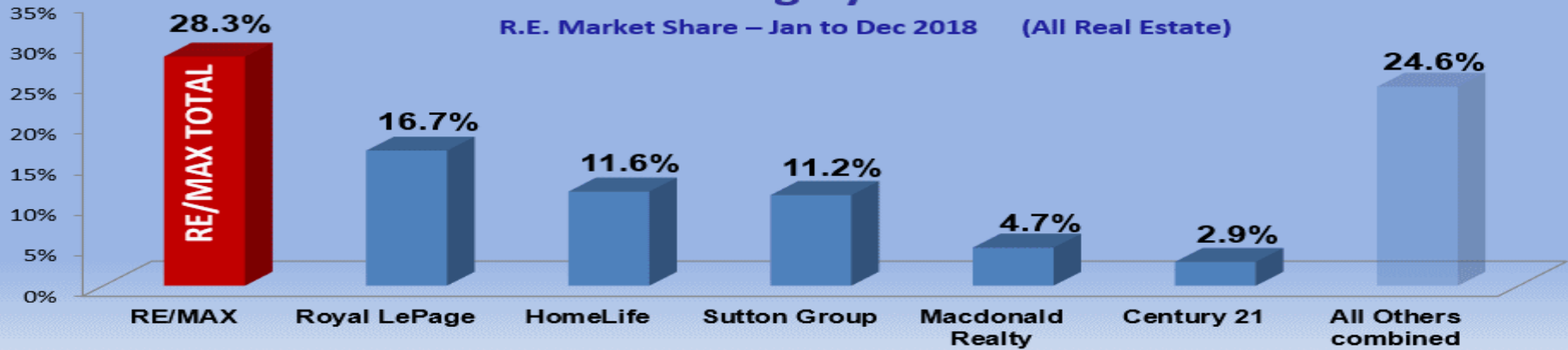
Port Moody, BC V3H 2B5

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#1 the RE/MAX Market Share Reports

Langley-Cloverdale

R.E. Market Share – Jan to Dec 2018 (All Real Estate)



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



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RE/MAX Statistics, on the Web!

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Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

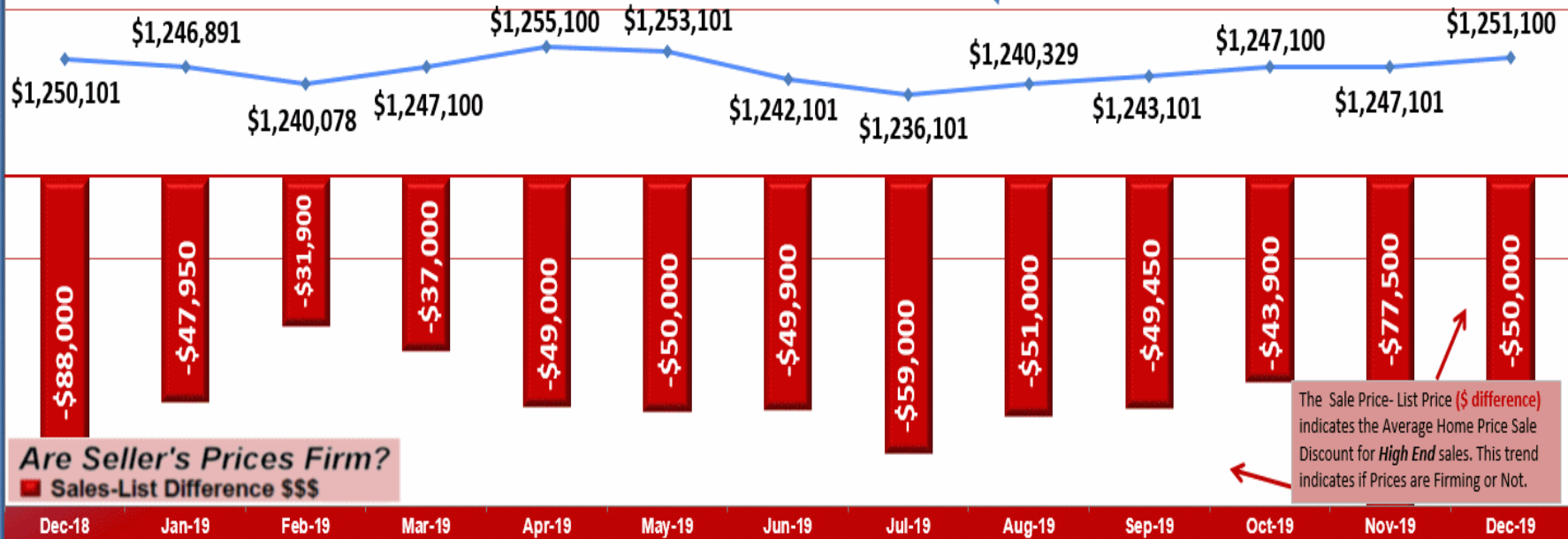
Detached Langley, Cloverdale Home Price Index **HPIp (Top 50%)**, Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Are Home Prices Up?

Home Price Index → **HPIp (Top 50%)**

Homes Over \$950,000

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.

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



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

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

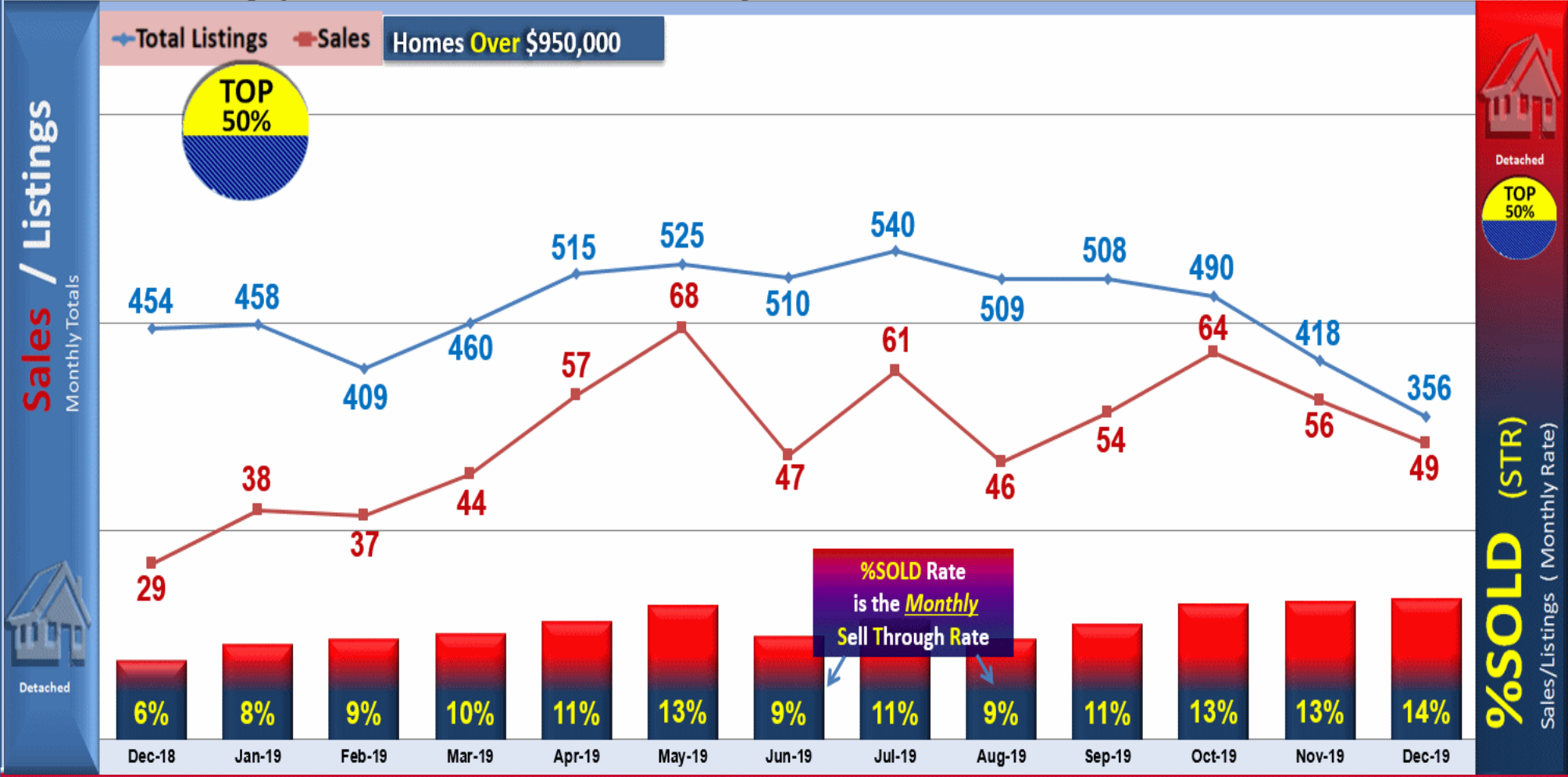
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Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

Detached Langley, Cloverdale Total Listings, Sales, and %SOLD Rates



Sales / Listings
 Monthly Totals



Detached
 TOP 50%

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

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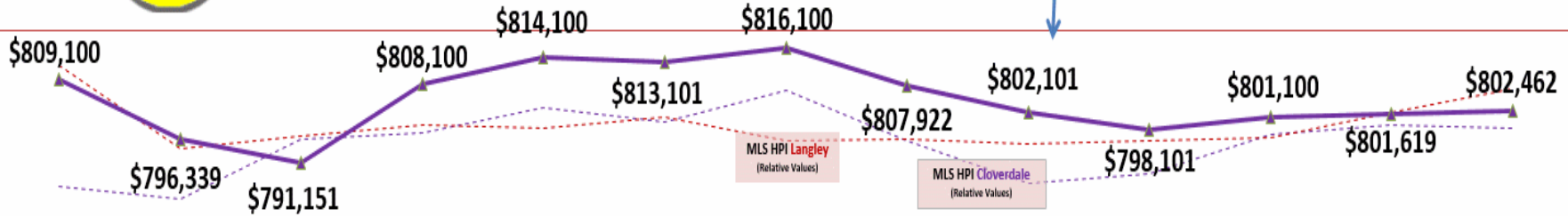
Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

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

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

Homes Below \$950,000

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



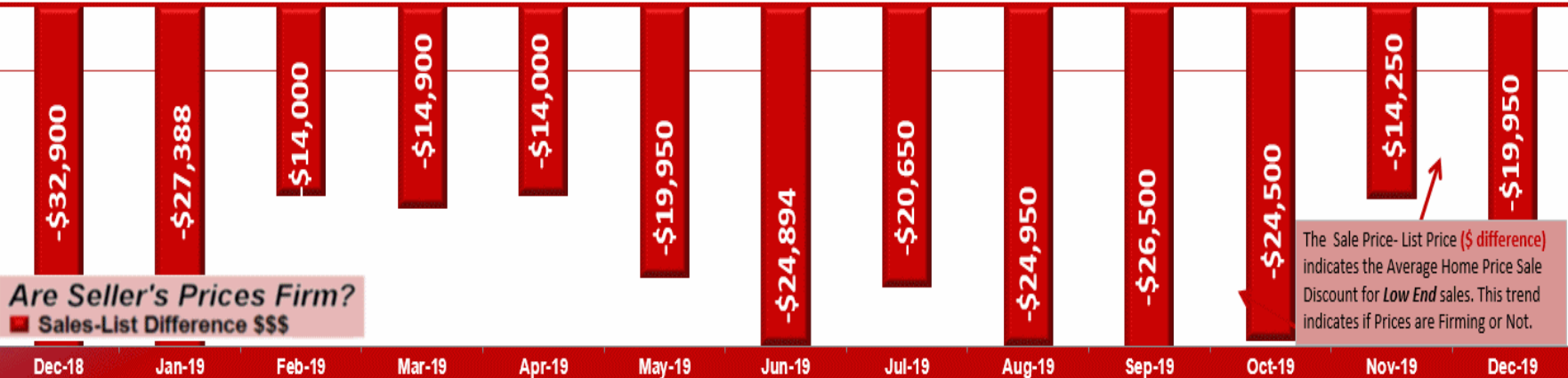
Home Price Changes
(Home Price Index Paired sales from 2005)



Detached



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



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

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



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RE/MAX Statistics, on the Web!

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Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

Detached Langley, Cloverdale Total Listings, Sales, and %SOLD Rates

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

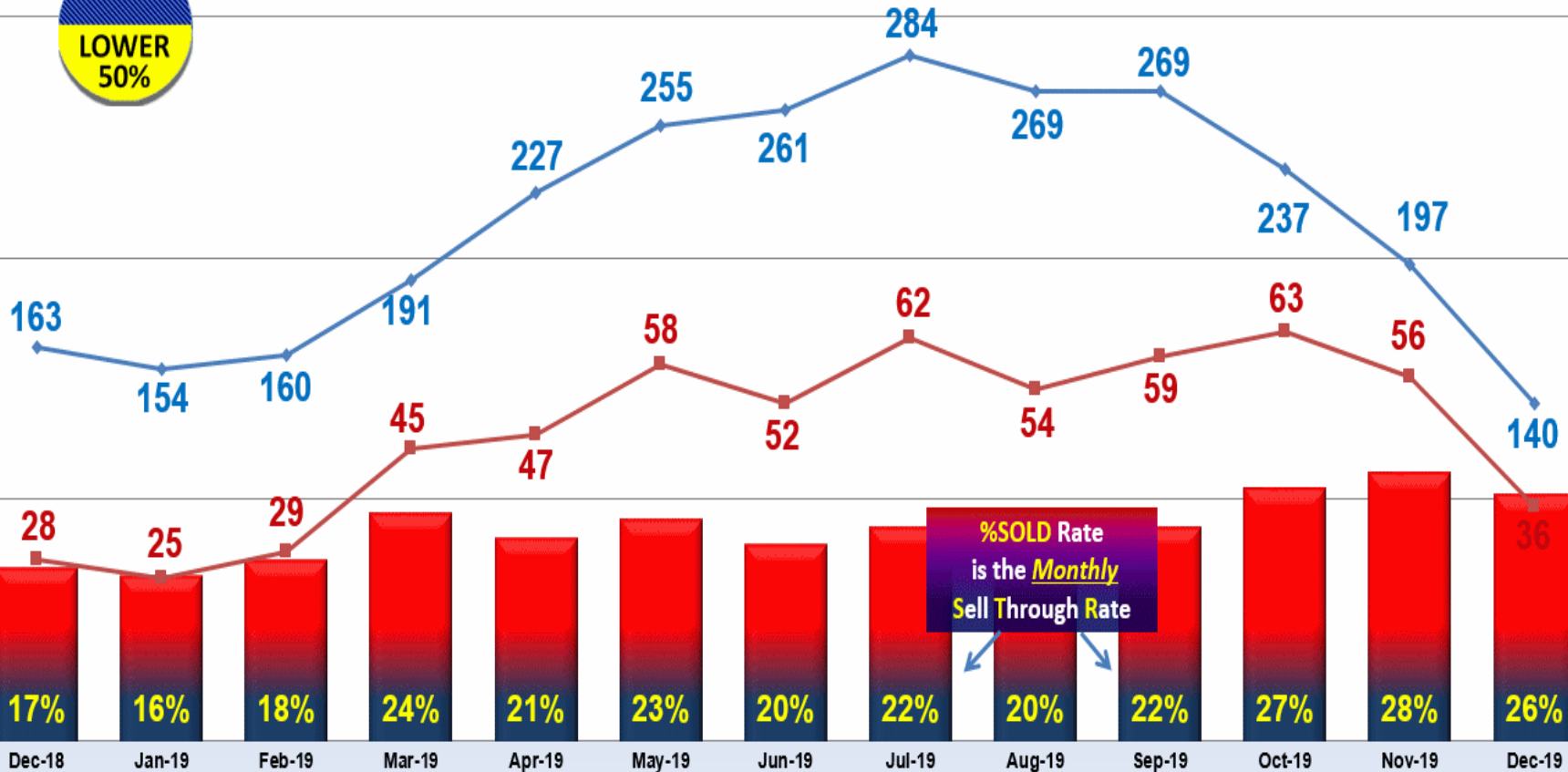


Detached



Sales / Listings
 Monthly Totals

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



%SOLD Rate is the Monthly Sell Through Rate



Detached

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

detached homes



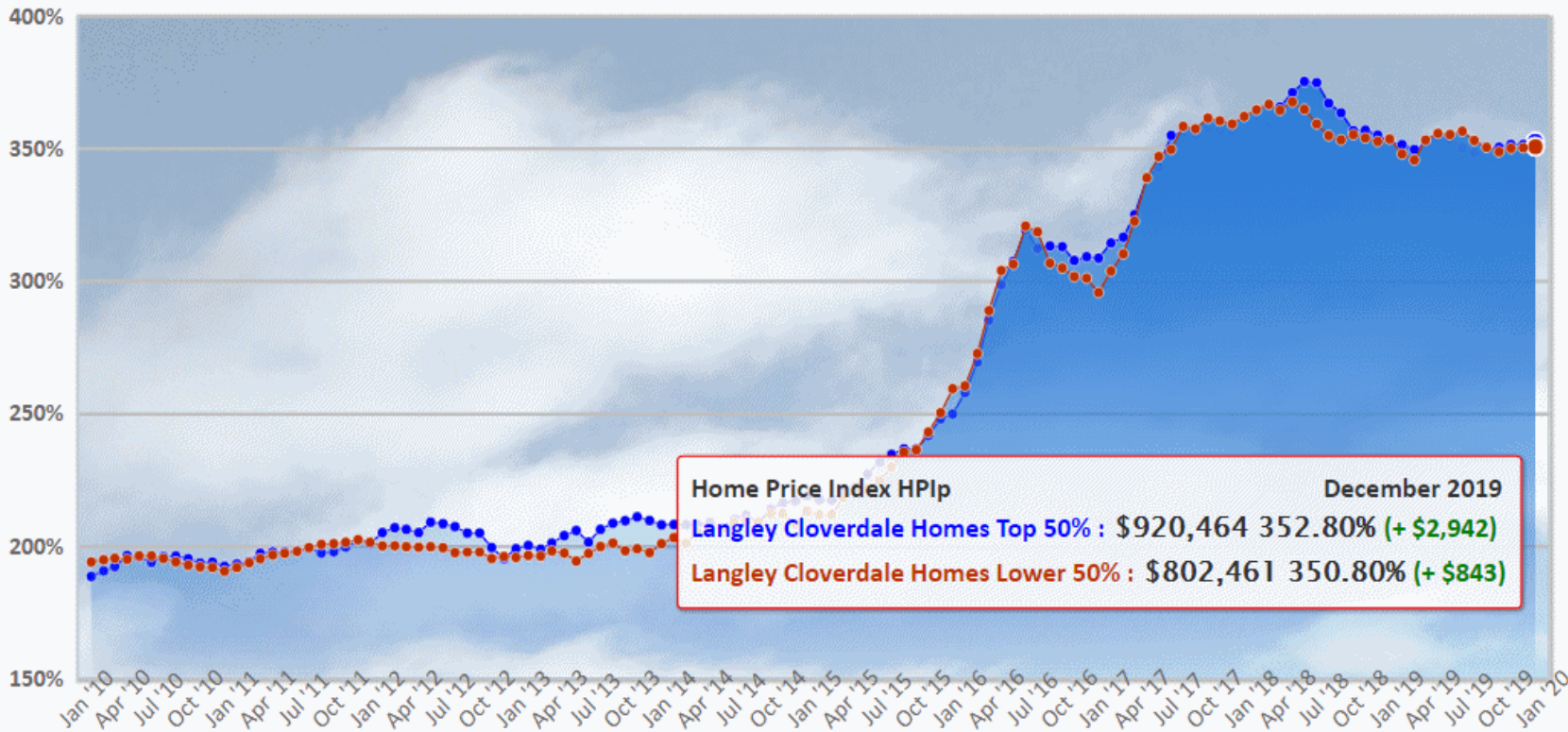
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Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

Powered by the Greater Vancouver Market Reports HPIp



Langley Cloverdale Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
Langley Cloverdale Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Home Price Index HPIp December 2019
Langley Cloverdale Homes Top 50% : \$920,464 352.80% (+ \$2,942)
Langley Cloverdale Homes Lower 50% : \$802,461 350.80% (+ \$843)

Monthly Home values

Date	Value
Dec 2019	% 352.80
Nov 2019	% 351.70
Oct 2019	% 351.70
Sep 2019	% 350.60
Aug 2019	% 349.80
Jul 2019	% 348.60
Jun 2019	% 350.30
May 2019	% 353.40
Apr 2019	% 354.00
Mar 2019	% 351.70
Feb 2019	% 349.70
Jan 2019	% 351.60

<<< 1 2 3 >>>

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

Market Analysis and Forecasting

Jan 1/20 Burnaby



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Burnaby Sub areas Statistics - Dec 2019						
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD
Brentwood Park	118	32	29	97%	-\$19,450	27%
Cariboo	5	0				0%
Central BN	42	9	12	98%	-\$14,000	21%
Capitol Hill BN	8	2	67	97%	-\$31,200	25%
Forest Hills BS	8	4	77	97%	-\$24,500	50%
Government Road	23	9	30	99%	-\$8,500	39%
Lake City Industrial	0	0				0%
Montecito	8	1	119	92%	-\$69,800	13%
Parkcrest	2	0				0%
Sperling-Duthie	15	3	12	99%	-\$15,000	20%
Simon Fraser Unive	50	7	19	97%	-\$12,000	14%
Sullivan Heights	32	10	24	95%	-\$20,150	31%
Simon Fraser Hills	6	2	43	97%	-\$22,300	33%
Vancouver Heights	14	3	57	94%	-\$38,000	21%
Willingdon Heights	19	6	12	97%	-\$21,950	32%
Westridge BN	3	2	56	94%	-\$28,950	67%
Big Bend	2	1	35	92%	-\$88,000	50%
Burnaby Hospital	7	2	97	98%	-\$12,343	29%
Buckingham Height:	2	0				0%
Burnaby Lake	11	1	40	92%	-\$111,810	9%
Central Park BS	27	6	18	95%	-\$20,700	22%
Deer Lake	0	0				0%
Forest Glen BS	51	6	80	94%	-\$40,900	12%
Greentree Village	1	1	6	99%	-\$6,249	100%
Highgate	0	0				0%
Metrotown	77	22	27	96%	-\$25,950	29%
Oaklands	253	56	31	96%	-\$25,500	22%
Suncrest	9	1	76	91%	-\$128,000	11%
South Slope	44	13	58	97%	-\$19,999	30%
Upper Deer Lake	5	2	37	98%	-\$29,000	40%
Total Activity	842	201	31	97%	-\$22,499	24%

Burnaby List Price Ranges Statistics - Dec 2019						
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	27	8	22	95%	-\$20,650	29.6%
\$400,001-\$500,000	90	27	21	97%	-\$12,000	30.0%
\$500,001-\$600,000	148	45	34	96%	-\$22,000	30.4%
\$600,001-\$700,000	138	36	27	98%	-\$15,393	26.1%
\$700,001-\$900,000	218	53	29	97%	-\$24,000	24.3%
\$900,001 and above	221	32	41	95%	-\$63,500	14.5%
Total Activity	842	201	31	97%	-\$22,499	24%

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change
Total Listings (A,S,T,C,X)	835	1044	842		-202
Active Listings (1st of the month)	784	837	710	457	-253
Solds	74	233	201		-32
DOM	32	27	31		4
% SOLD (Sales/ Listings /month rate)	9%	22%	24%		2%
Condos (Top 50%) Home Price Index HPIp	\$710,096	\$676,222	\$677,360		\$1,138
Condos (Lower 50%) Home Price Index HPIp	\$464,799	\$433,918	\$434,505		\$586
Twnhs (Top 50%) Home Price Index HPIp	\$865,945	\$839,548	\$841,349		\$1,801
Twnhs (Lower 50%) Home Price Index HPIp	\$615,358	\$586,626	\$585,530		-\$1,096



Jan 1 2020 Burnaby Market Update (attached)

Current: Burnaby's Residential Attached housing market is in a Seller Market with a **22 % SOLD** rate and a 97% Sell/List Ratio. (This means that there is an average of a \$19,000 Discount on a sale from the original list price)

Most Active Range: Homes between \$500,000 - \$600,000 have **30.4 % SOLD** rate. **Least Active Range:** Homes above \$900,000 have **14.5 % SOLD** rate.

History: The Burnaby's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$32,735.

The Burnaby's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$30,295.

The Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$24,596.

The Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$29,829.

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

Forecast: Listing inventory levels is 1% more than same month last year. The Total Listings show a decrease by 202 count and so a decrease can be seen on SOLD next month. December's Real Estate Statistics shows that we have hit BOTTOM! Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of just \$1,777. This is a vast improvement from the \$5-25,000 monthly drops that we have seen for the last 30 consecutive months. This long dropping market means that we have built up a lot of pent-up buyers just waiting for the market to bottom out. Now some of these buyers are finally stepping back into the market. Today we have a stark difference between the Low-End and High-End Markets. Over the next few months, we are forecasting price increases in the Low-End (lower-50%) and stabilization for the High-End (Top-50%) Vancouver Detached Home Markets. Currently, the Condo Market presents stable Market conditions with 57% of the Greater Vancouver (Lower Mainland) Condo Prices increasing \$424 on average. On the other hand, 61% of the Townhouse Markets decreased \$242 on average (11 out of 28 Markets). We are forecasting increasing Condo and Townhouse Markets in the coming months. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Note*: For a more accurate price change 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 **all marketed listings /month.

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

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Market Analysis and Forecasting Jan 1/20 **Burnaby**

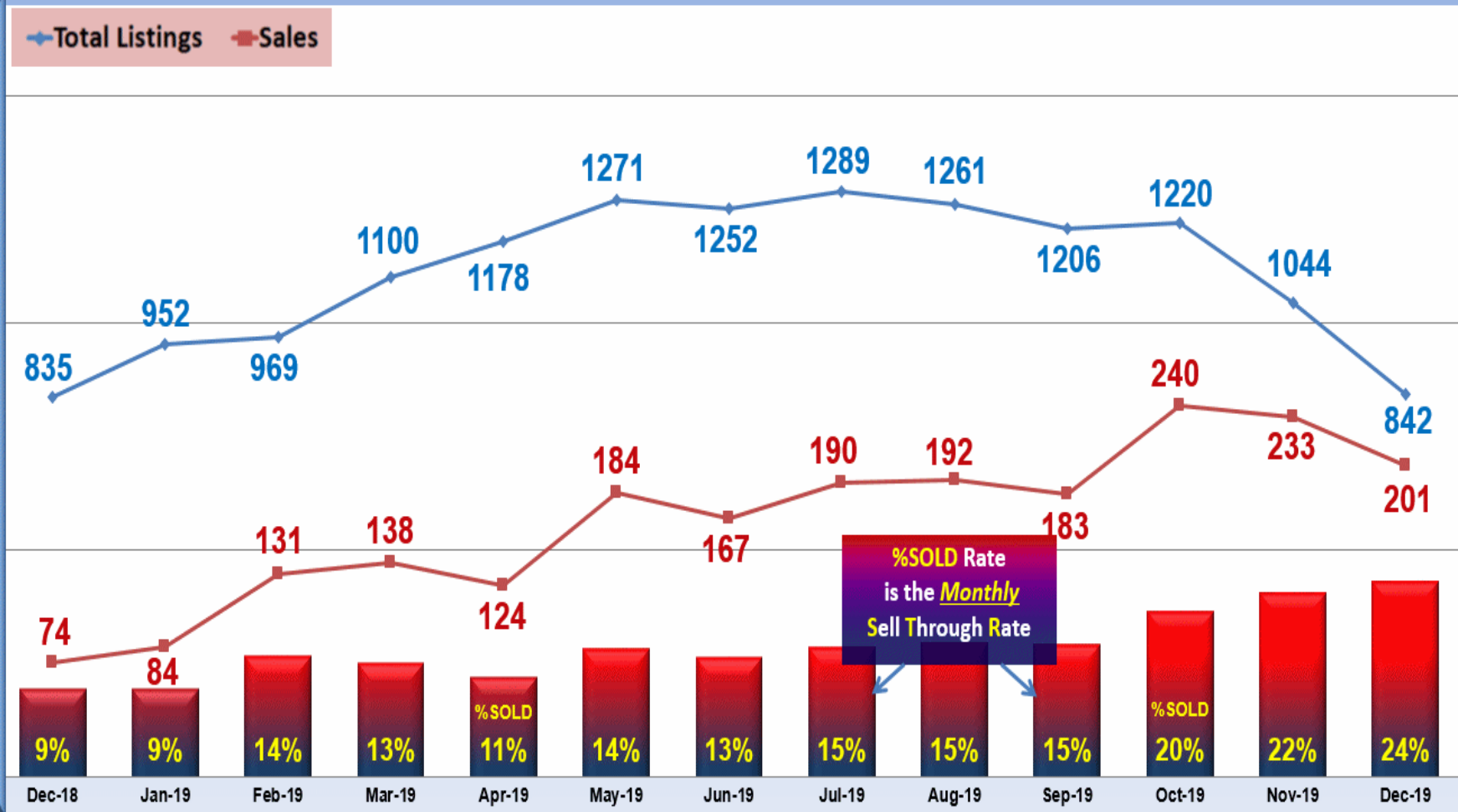
Attached **Townhomes/ Condos** Burnaby Total Listings, Sales, and %**SOLD** rates

Sales / Listings
 Monthly Totals



Attached

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



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

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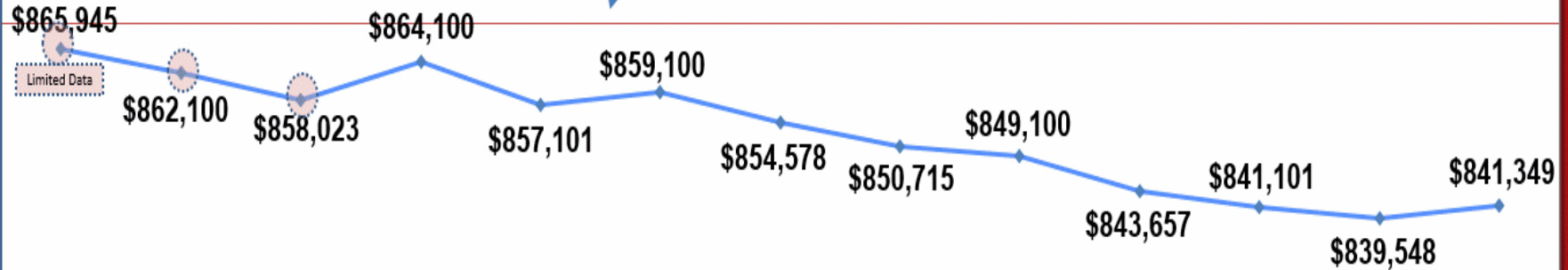
Market Analysis and Forecasting Jan 1/20 Burnaby

Attached Burnaby 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.)



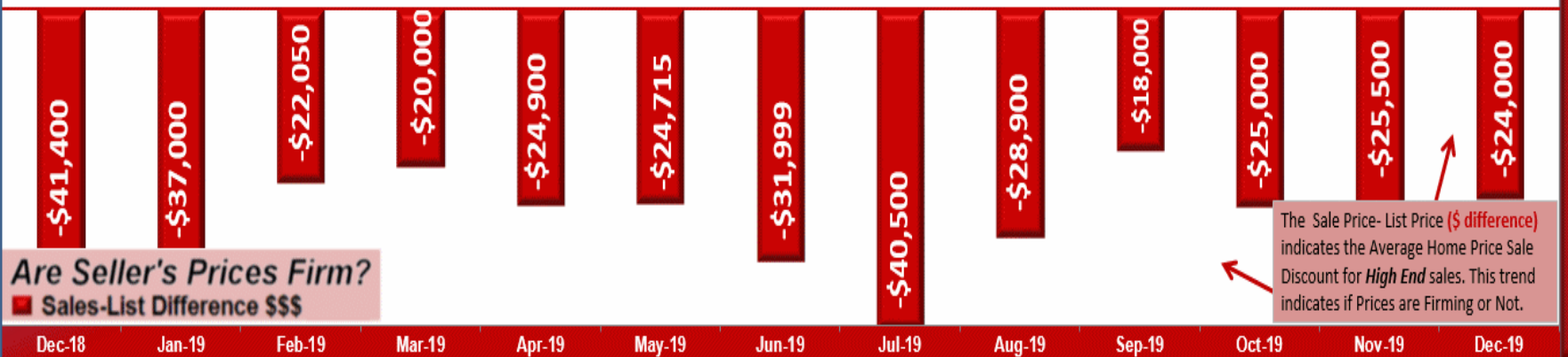
Home Price Changes
 (Home Price Index Paired sales from 2005)



Townhouses



Townhouses



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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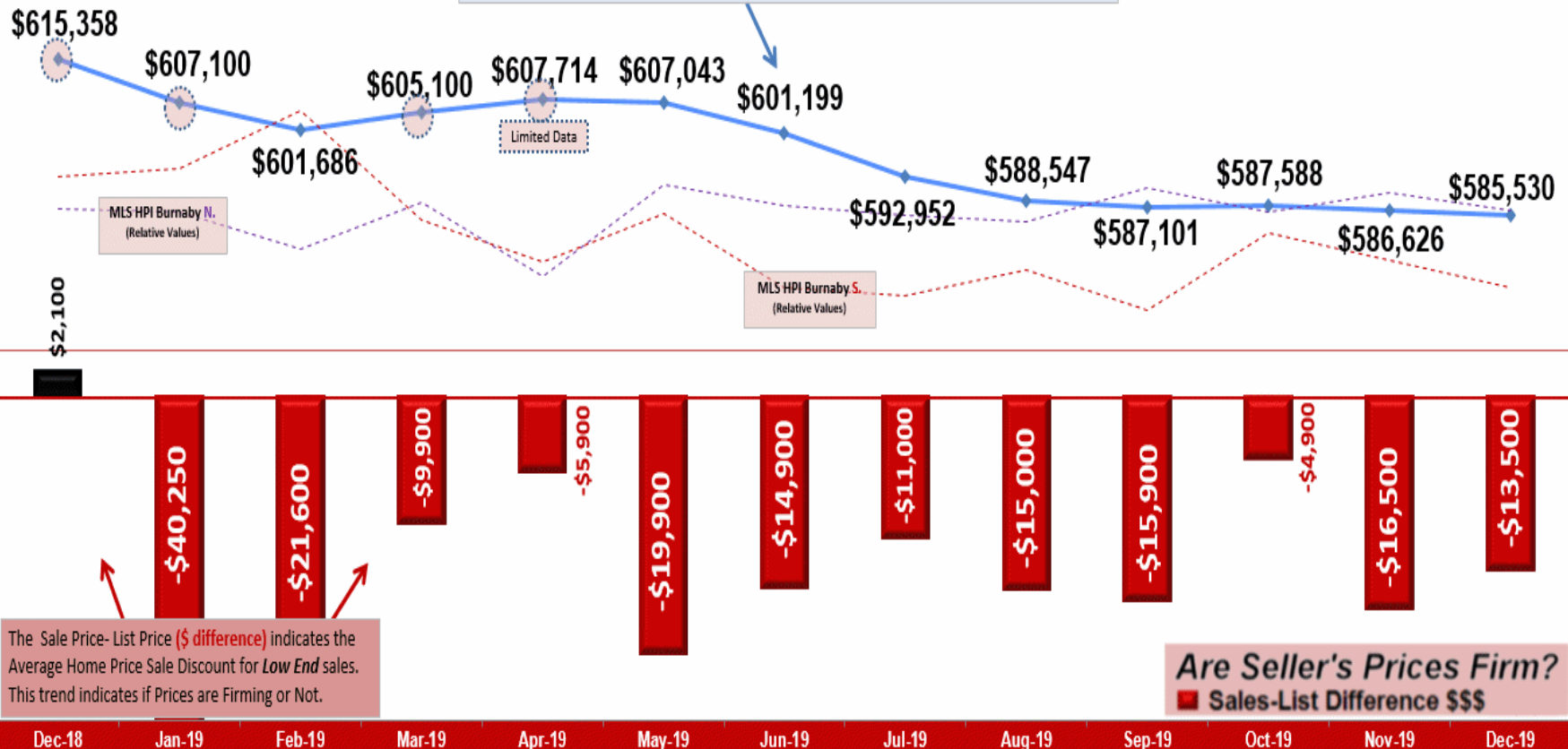
Market Analysis and Forecasting Jan 1/20 Burnaby

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

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

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

Townhouses

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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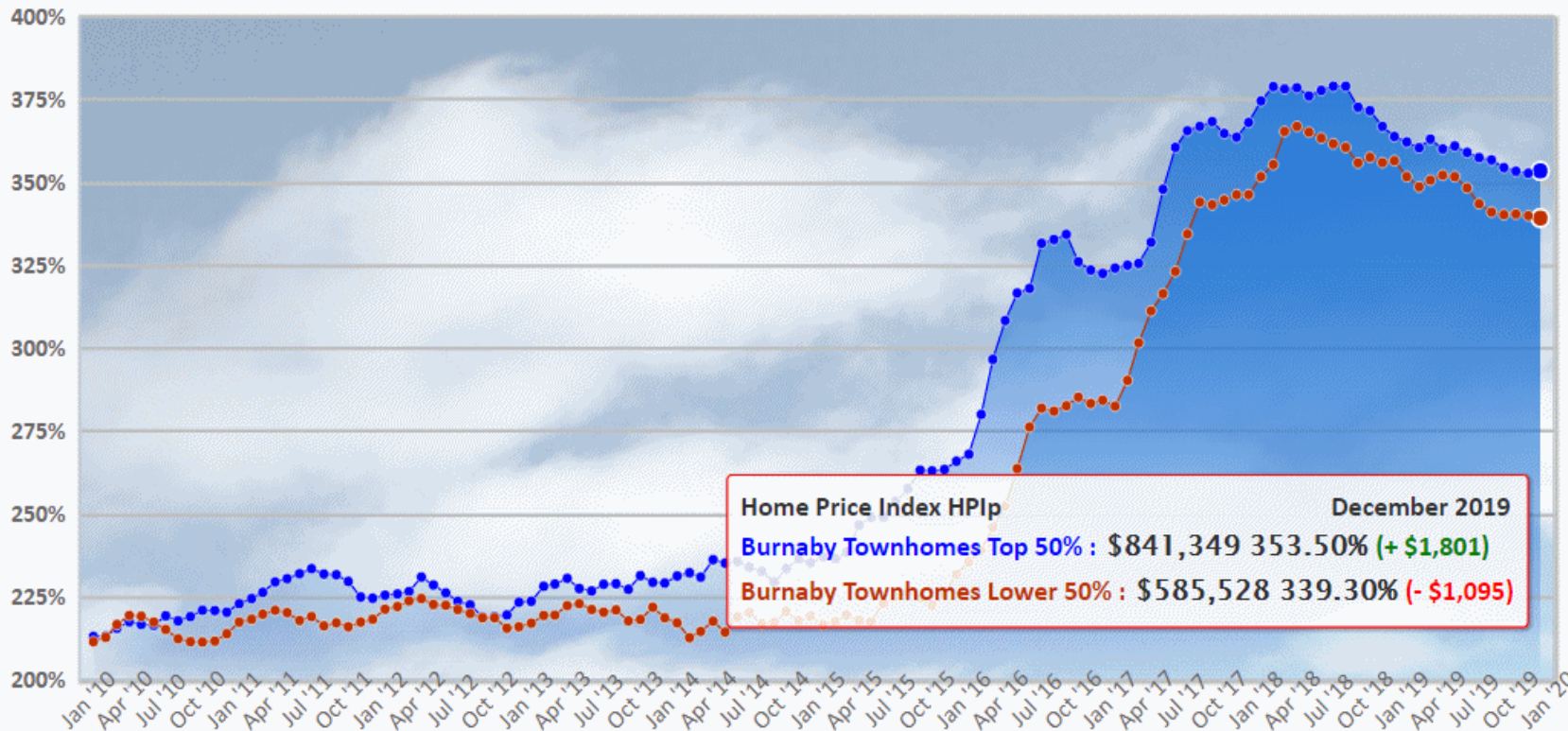
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Market Analysis and Forecasting Jan 1/20 Burnaby

Powered by the Greater Vancouver Market Reports HPIp



Burnaby Townhomes Top 50% : **HPIp** Forecast+ Forecast-
Burnaby Townhomes Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Dec 2019	% 353.50
Nov 2019	% 352.80
Oct 2019	% 353.40
Sep 2019	% 354.50
Aug 2019	% 356.80
Jul 2019	% 357.50
Jun 2019	% 359.10
May 2019	% 361.00
Apr 2019	% 360.10
Mar 2019	% 363.10
Feb 2019	% 360.50
Jan 2019	% 362.20

<<< 1 2 3 >>>

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Market Analysis and Forecasting Jan 1/20 Burnaby

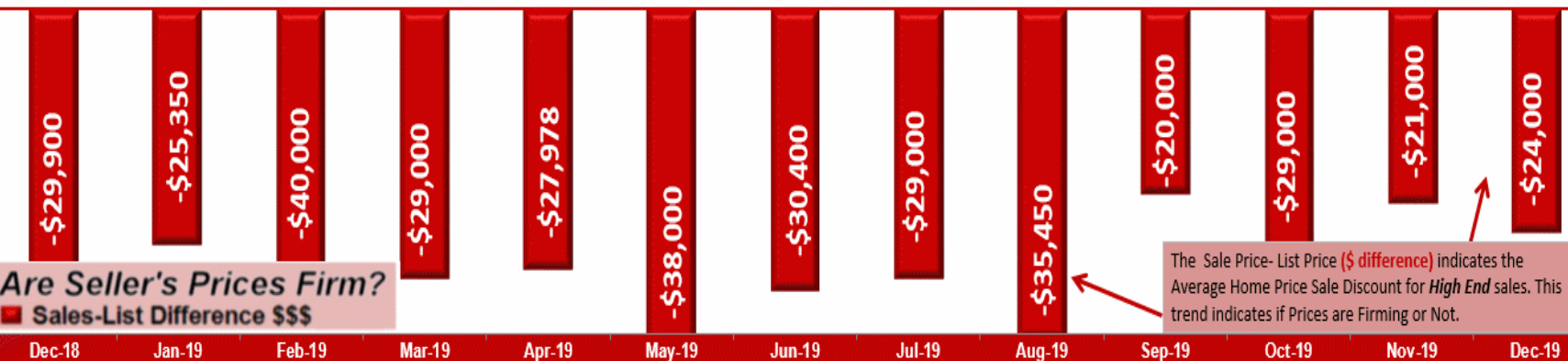
Attached Burnaby Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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.)



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

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



Condominiums

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.





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Market Analysis and Forecasting Jan 1/20 Burnaby

Attached Burnaby 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)

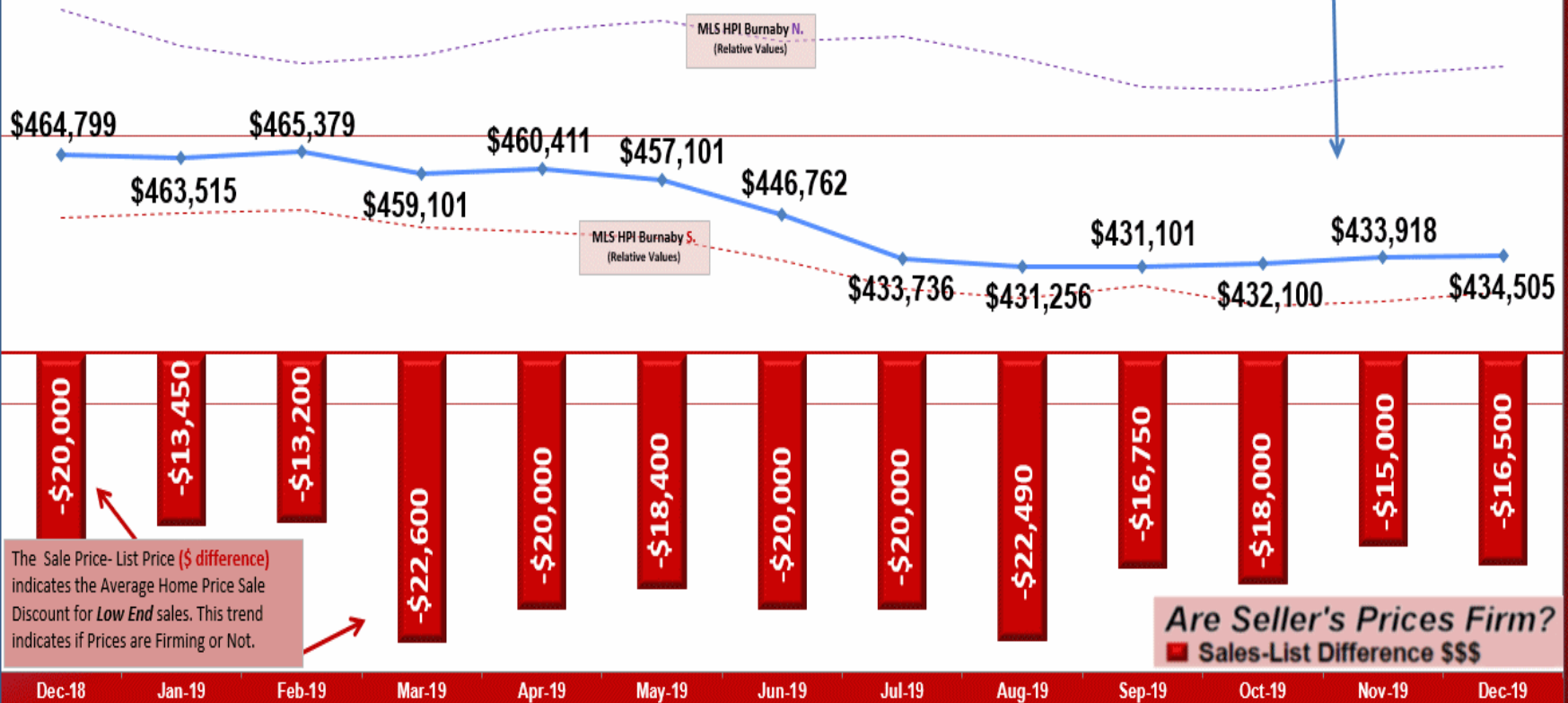


Condominiums

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

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 \$\$\$

*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.



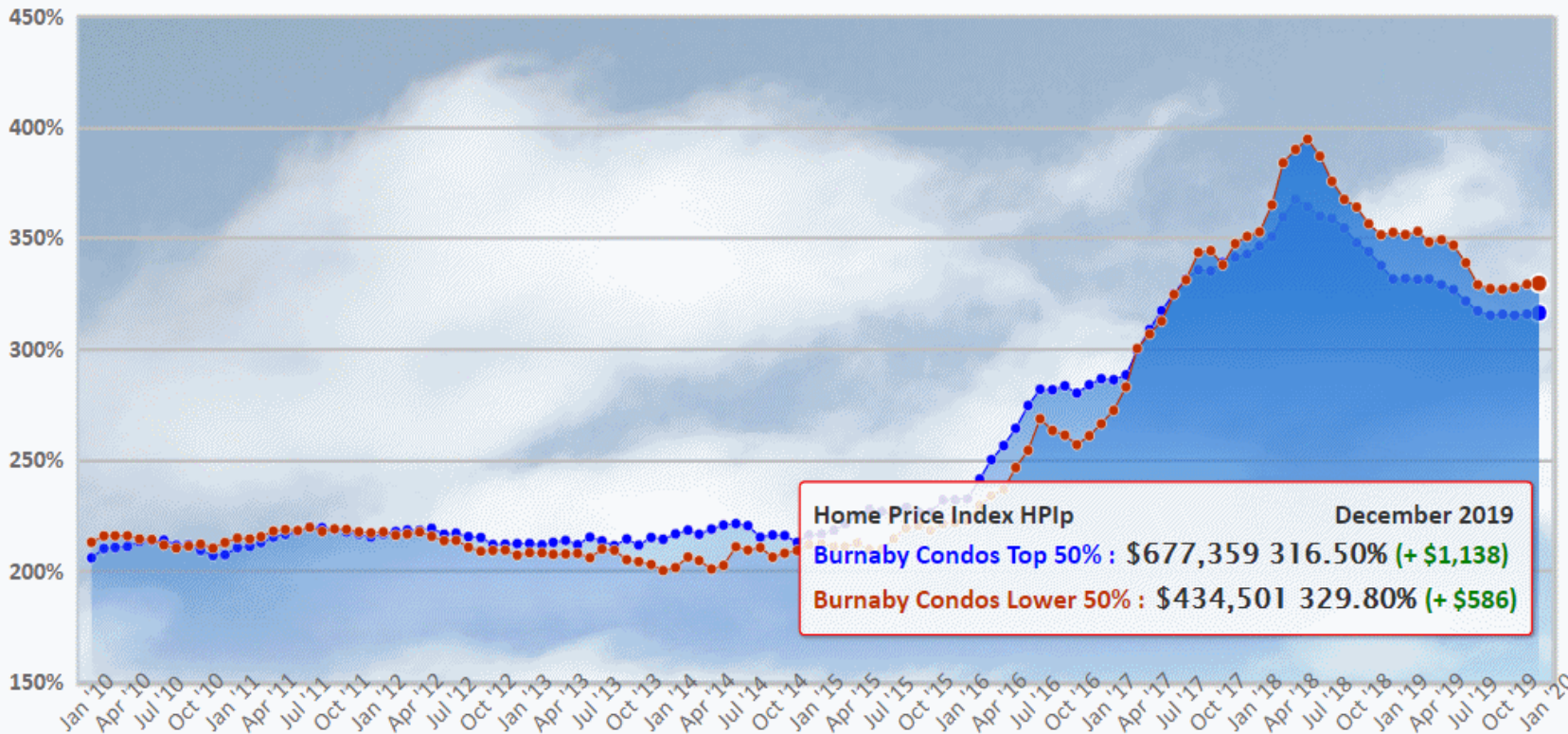
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Market Analysis and Forecasting Jan 1/20 Burnaby

Powered by the Greater Vancouver Market Reports HPIp



Burnaby Condos Top 50% : **HPIp** Forecast+ Forecast-
Burnaby Condos Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Dec 2019	% 316.50
Nov 2019	% 316.00
Oct 2019	% 315.40
Sep 2019	% 315.90
Aug 2019	% 315.40
Jul 2019	% 317.40
Jun 2019	% 321.80
May 2019	% 327.10
Apr 2019	% 329.30
Mar 2019	% 331.80
Feb 2019	% 331.60
Jan 2019	% 332.00

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

Market Analysis and Forecasting

Jan 1/20 New West – E. Burnaby



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New West-East Burnaby Sub areas Statistics - Dec 2019

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
East Burnaby	17	3	78	94%	-\$31,900	18%
The Crest BE	12	4	31	98%	-\$21,250	33%
Edmonds BE	80	11	70	95%	-\$32,000	14%
Brunette	0	0				0%
Downtown NW	57	19	46	96%	-\$22,000	33%
Fraserview Nw	36	9	66	95%	-\$28,800	25%
GlenBrooke North	6	2	4	102%	\$7,600	33%
Moody Park	1	0				0%
Queensborough Nv	39	7	23	96%	-\$22,200	18%
Queens Park Nw	2	0				0%
Quay NW	36	10	51	97%	-\$16,650	28%
Sapperton Nw	11	2	13	99%	-\$7,450	18%
The Heights Nw	1	1	69	96%	-\$18,000	0%
Uptown Nw	88	15	34	96%	-\$19,000	17%
West End Nw	5	0				0%
Total Activity	391	83	54	96%	-\$20,800	21%

Attached

New West - East Burnaby List Price Ranges Statistics - Dec 2019

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	5	3	86	92%	-\$23,000	60.0%
\$300,001-\$400,000	29	7	33	97%	-\$9,800	24.1%
\$400,001-\$500,000	64	15	53	96%	-\$18,000	23.4%
\$500,001-\$600,000	76	25	64	96%	-\$22,200	32.9%
\$600,001-\$700,000	69	12	59	96%	-\$24,500	17.4%
\$700,001 and more	148	21	23	96%	-\$29,900	14.2%
Total Activity	391	83	54	96%	-\$20,800	21%

Attached

Monthly Changes Summary	Dec-18	Nov-19	Oct-19	1/1/2020	Change
Total Listings** (A,S,T,C,X)	396	494	391		-103
Active Listings (1st of the Month)	411	401	318	223	-95
Solds	51	122	83		-39
Days on Market (DOM)	26	27	54		27
%SOLD (Sales/Listings/Mthly Rate)	13%	25%	21%		-3.5%
Condos (Upper 50%) Home Price Index	\$584,101	\$553,100	\$552,108		-\$992
Condos (Lower 50%) Home Price Index HI	\$394,840	\$369,615	\$369,265		-\$350
Twnhs (Upper 50%) Home Price Index H	\$855,665	\$831,712	\$832,227		\$514
Twnhs (Lower 50%) Home Price Index HPI	\$566,429	\$556,030	\$554,502		-\$1,528

Jan 1 2020 New West - East Burnaby Market Update Attached Townhomes/ Condos

Current: New West - East Burnaby's Residential Attached housing market is a Seller Market with a **21% SOLD Rate**.
 (This means 21 homes out of 100 sold with average sales-list difference of \$20,800)

Most Active Price Range: Attached Homes above \$300,000 have **60.0% SOLD** rate.
 Least Active Price Range: Attached Homes above \$700,000 have **14.2% SOLD** rate.

History: The New West - E. Burnaby's **Condos** Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices decreased \$31,993.
 The New West - E. Burnaby's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$25,576.
 The New West - E. Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices decreased \$23,439.
 The New West - E. Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$11,926.

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

Forecast:

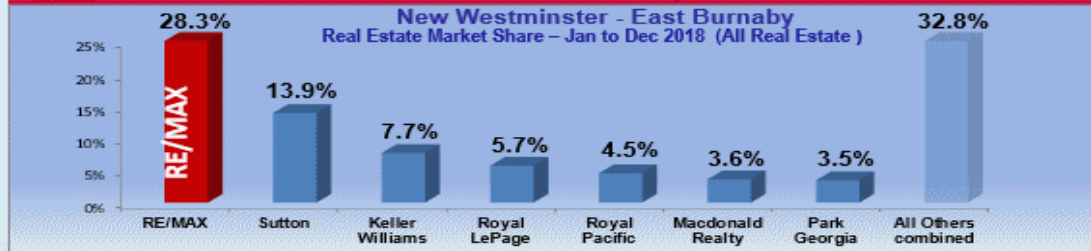
The Total Listing Inventories were 1% less than the month last year. Total SOLD decreased by 10 listings. We project New West - E. Burnaby Attached be a continued Seller Market.

December's Real Estate Statistics shows that we have hit BOTTOM! Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of just \$1,777. This is a vast improvement from the \$5-25,000 monthly drops that we have seen for the last 30 consecutive months. This long dropping market means that we have built up a lot of pent-up buyers just waiting for the market to bottom out. Now some of these buyers are finally stepping back into the market. Today we have a stark difference between the Low-End and High-End Markets. Over the next few months, we are forecasting price increases in the Low-End (lower-50%) and stabilization for the High-End (Top-50%) Vancouver Detached Home Markets. Currently, the Condo Market presents stable Market conditions with 57% of the Greater Vancouver (Lower Mainland) Condo Prices increasing \$424 on average. On the other hand, 61% of the Townhouse Markets decreased \$242 on average (11 out of 28 Markets). We are forecasting increasing Condo and Townhouse Markets in the coming months. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Analytical Methods: The New West - E. Burnaby 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 **New West - E. Burnaby HPIp Upper 50%** representing the higher end sales and the **New West - E. Burnaby HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the Paired Monthly Sales to produce one the Most Accurate HPI Indexes at this time.

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

the RE/MAX Market Share Reports



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

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

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produced for: **Louise Hendriks**

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

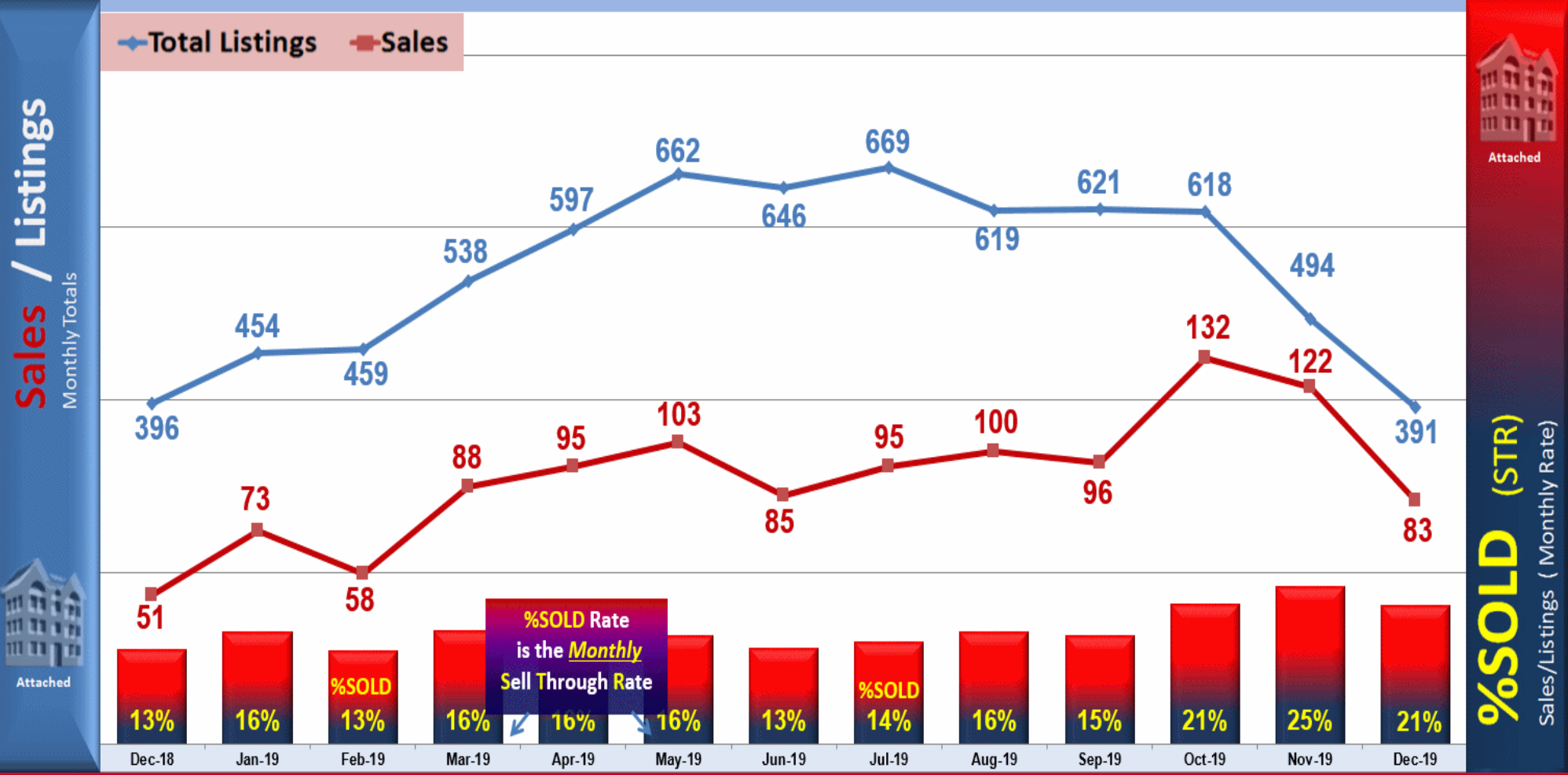
attached homes



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Market Analysis and Forecasting Jan 1/20 New West – E. Burnaby

Attached Townhomes/Condos New West, E. Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



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



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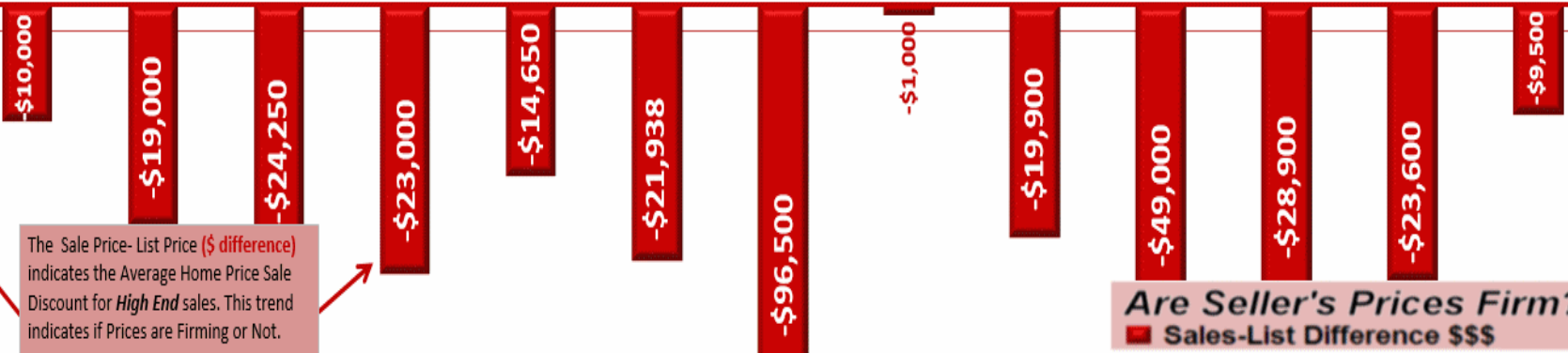
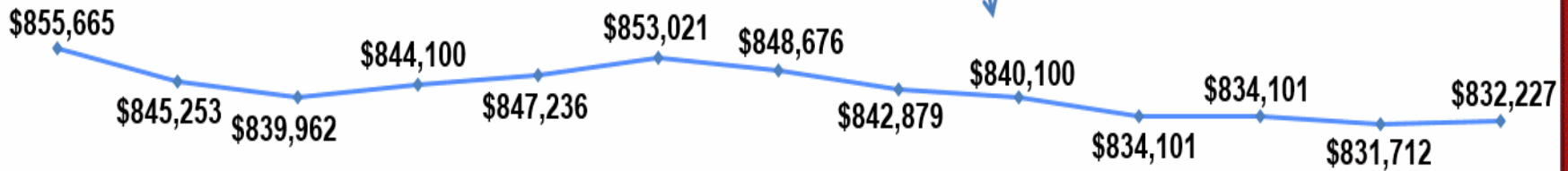
Market Analysis and Forecasting Jan 1/20 New West – E. Burnaby

Attached New West, E. Burnaby 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)

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Market Analysis and Forecasting Jan 1/20 New West – E. Burnaby

Attached New West, E. Burnaby 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)

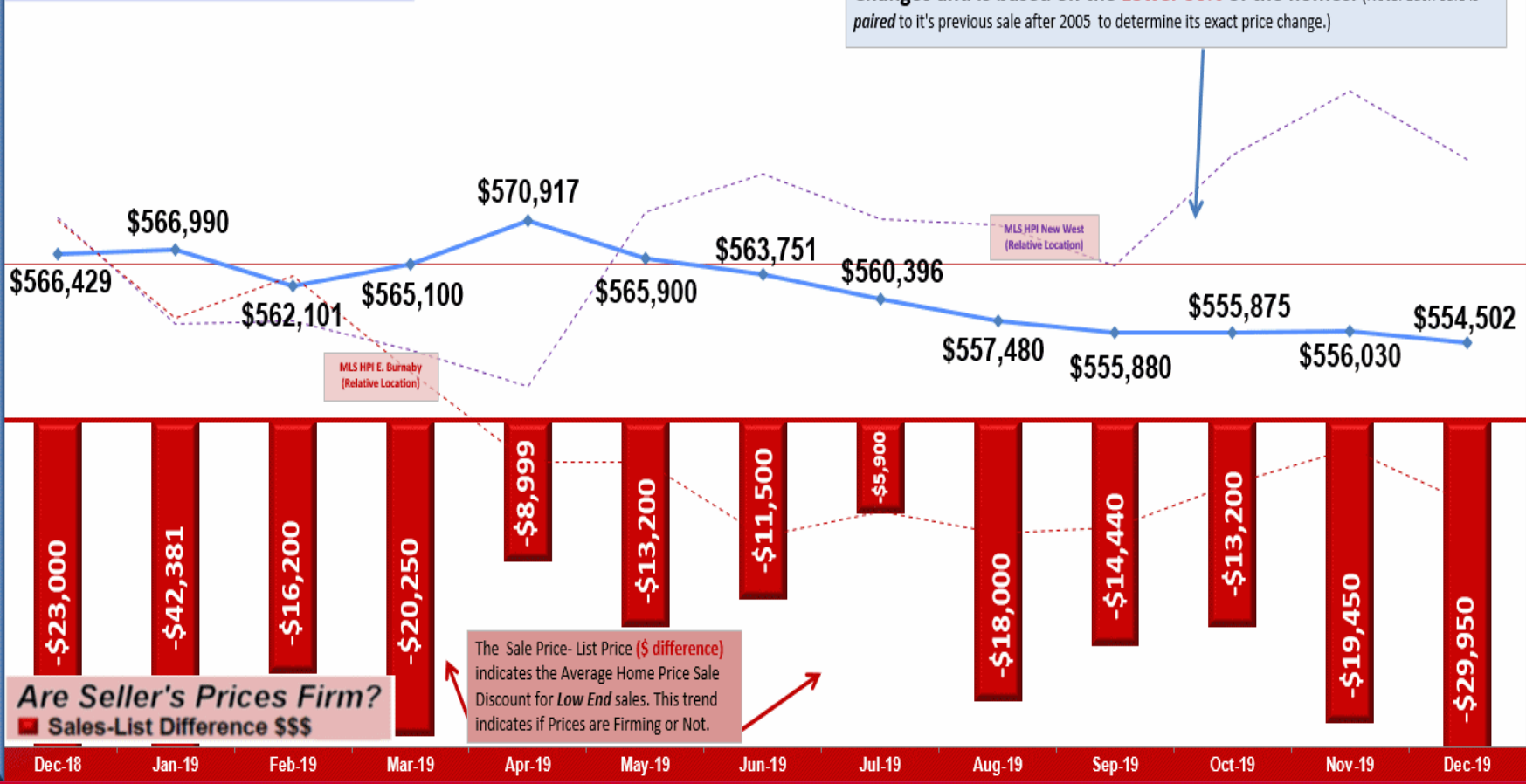
Home Price Changes
 (Home Price Index Paired sales from 2005)



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

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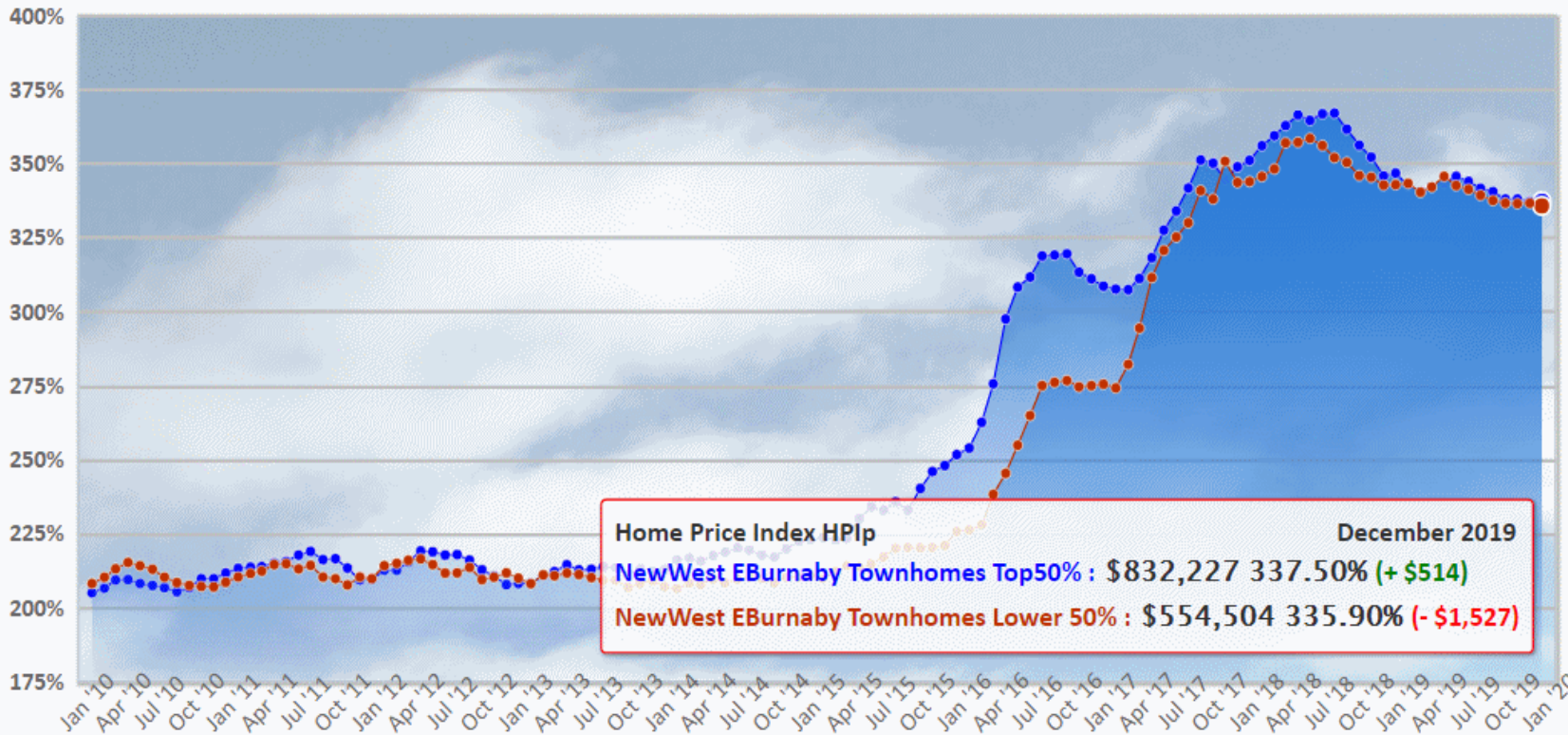
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Market Analysis and Forecasting Jan 1/20 New West – E. Burnaby

Powered by the Greater Vancouver Market Reports HPIp



NewWest EBurnaby Townhomes Top50% : **HPIp** Forecast+ Forecast-
NewWest EBurnaby Townhomes Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Dec 2019	% 337.50
Nov 2019	% 337.30
Oct 2019	% 338.20
Sep 2019	% 338.20
Aug 2019	% 340.70
Jul 2019	% 341.80
Jun 2019	% 344.20
May 2019	% 345.90
Apr 2019	% 343.60
Mar 2019	% 342.30
Feb 2019	% 340.60
Jan 2019	% 342.80

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Market Analysis and Forecasting Jan 1/20 New West – E. Burnaby

Attached New West, E. Burnaby 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)



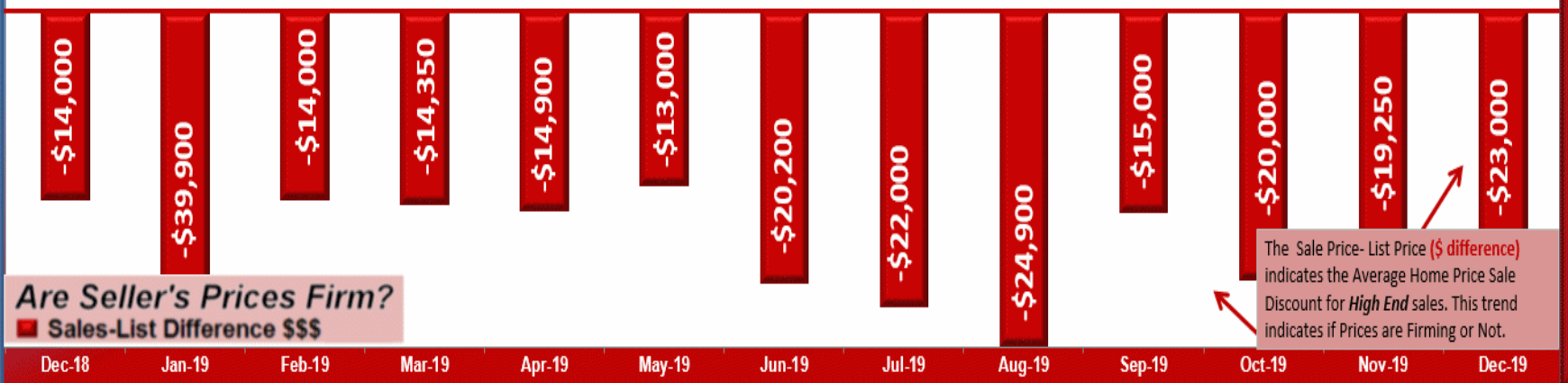
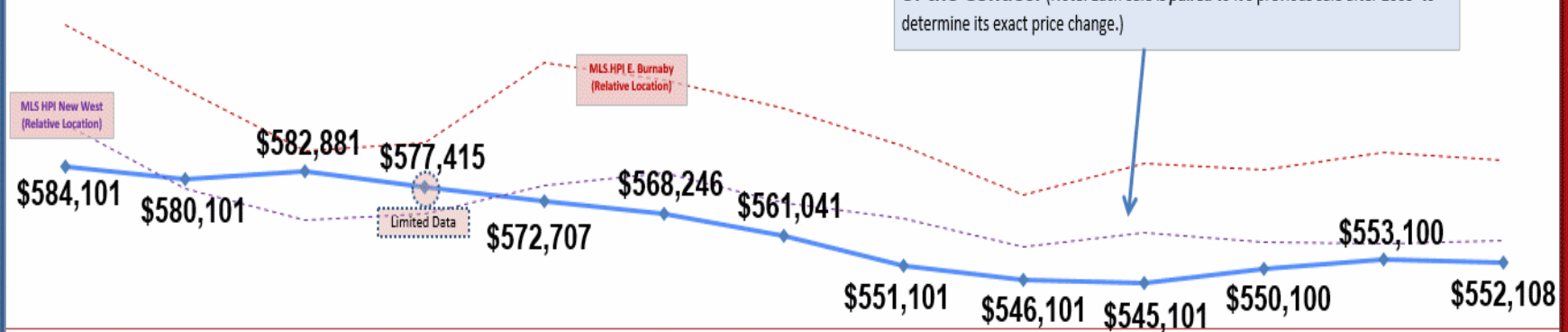
Condominiums

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

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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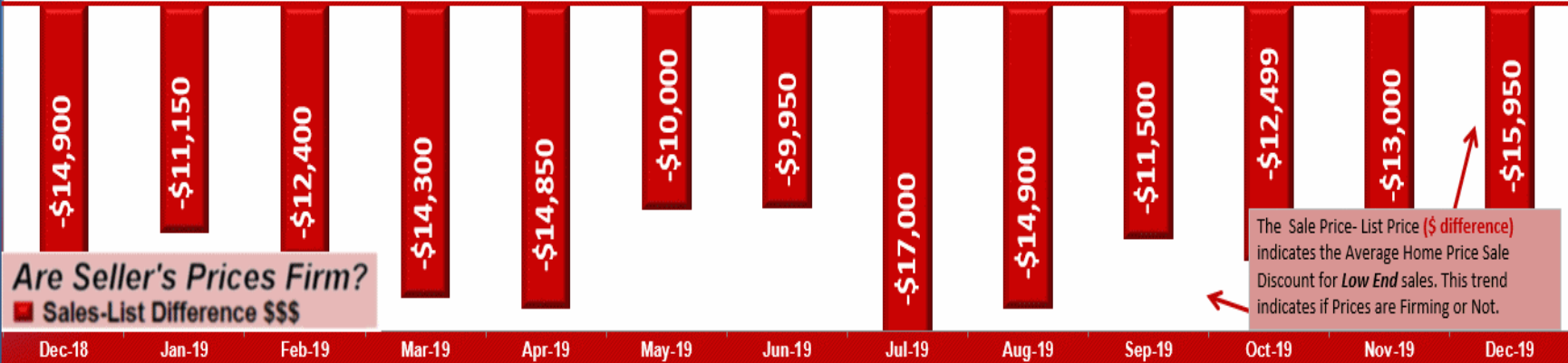
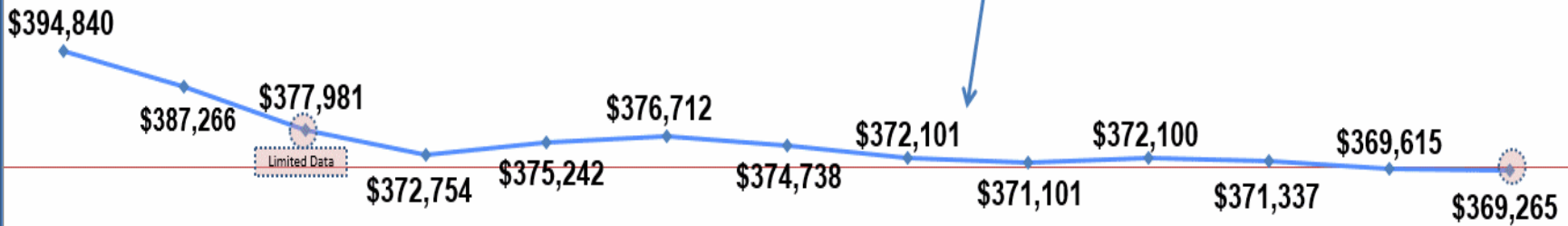
Market Analysis and Forecasting Jan 1/20 New West – E. Burnaby

Attached New West, E. Burnaby 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%)

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Condominiums

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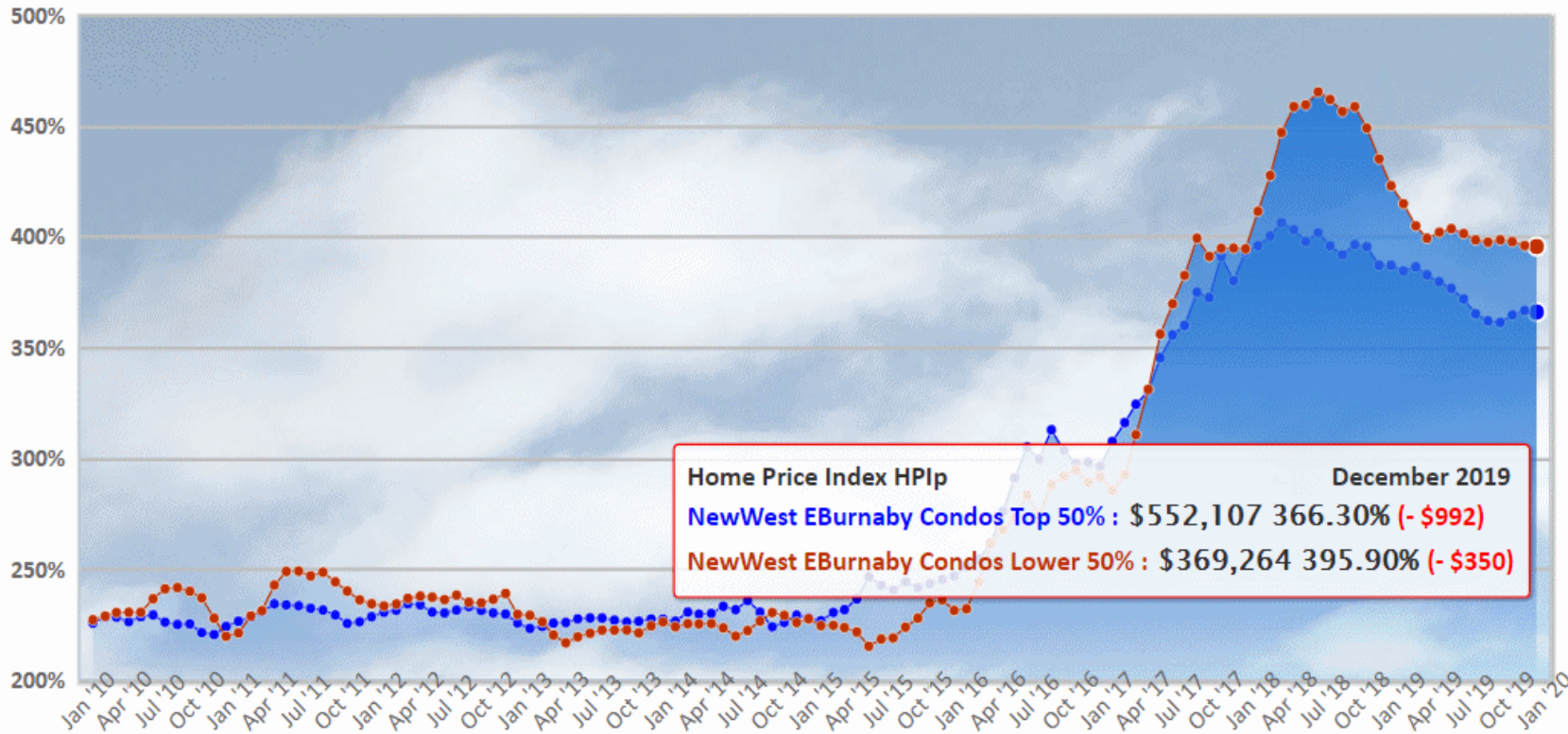
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Market Analysis and Forecasting Jan 1/20 New West – E. Burnaby

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NewWest EBurnaby Condos Top 50% : **HPIp** Forecast+ Forecast-
NewWest EBurnaby Condos Lower 50% : **HPIp** Forecast+ Forecast-



Home Price Index HPIp
December 2019
NewWest EBurnaby Condos Top 50% : \$552,107 366.30% (- \$992)
NewWest EBurnaby Condos Lower 50% : \$369,264 395.90% (- \$350)

Monthly Home values

Date	Value
Dec 2019	% 366.30
Nov 2019	% 367.00
Oct 2019	% 365.00
Sep 2019	% 361.70
Aug 2019	% 362.30
Jul 2019	% 365.60
Jun 2019	% 372.20
May 2019	% 377.00
Apr 2019	% 380.00
Mar 2019	% 383.10
Feb 2019	% 386.70
Jan 2019	% 384.90

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

Market Analysis and Forecasting Jan 1/20 North Vancouver



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Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Boulevard	0	0				0.0%
Blueridge NV	1	0				0.0%
Capilano NV	3	0				0.0%
Central Lonsdale	70	19	34	96%	-\$27,000	27.1%
Canyon Heights	1	0				0.0%
Deep Cove	1	0				0.0%
Delbrook	3	0				0.0%
Dollarton	0	0				0.0%
Edgemont	11	1	23	94%	-\$51,381	9.1%
Grouse Woods	1	0				0.0%
Hamilton	10	2	55	97%	-\$22,000	20.0%
Indian River	4	2	30	97%	-\$32,000	50.0%
Lower Lonsdale	132	35	11	99%	-\$12,000	26.5%
Lynn Valley	22	3	57	95%	-\$39,000	13.6%
Lynnmoor	39	12	40	99%	-\$11,850	30.8%
Norgate	21	3	37	97%	-\$20,000	14.3%
Northlands	10	2	108	97%	-\$27,500	20.0%
Pemberton Heights	8	1	87	95%	-\$42,000	0.0%
Pemberton NV	3	2	28	99%	-\$4,500	66.7%
Princess Park	48	11	12	97%	-\$9,900	0.0%
Roche Point	9	0				0.0%
Seymour	28	5	34	99%	-\$14,000	17.9%
Upper Delbrook	2	1	29	95%	-\$55,000	50.0%
Upper Lonsdale	6	0				0.0%
Westlynn	1	0				0.0%
Total Activity	434	99	29	98%	-\$17,000	23%

Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$450,000	27	8	34	96%	-\$13,400	29.6%
\$450,001-\$500,000	20	5	67	94%	-\$27,000	25.0%
\$500,001-\$600,000	47	11	35	97%	-\$19,000	23.4%
\$600,001-\$700,000	55	16	14	98%	-\$10,950	29.1%
\$700,001-\$800,000	49	20	40	97%	-\$19,951	40.8%
\$800,001-\$1,000,000	100	20	34	98%	-\$15,500	20.0%
\$1,000,001 and more	136	19	8	98%	-\$27,000	14.0%
Total Activity	434	99	29	98%	-\$17,000	23%

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change
Total Listings (A,S,T,C,X)	441	554	434		-120
Active Listings (1st of the month)	423	415	358	221	-137
Solds	57	138	99		-39
DOM	28	28	29		1
%SOLD (Sales/ Listings /monthly rate)	13%	25%	23%		-2.1%
Condos (Top 50%) Home Price Index HPIp	\$727,100	\$704,460	\$706,232		\$1,772
Condos (Lower 50%) Home Price Index HPIp	\$456,101	\$442,459	\$443,487		\$1,028
Twnhs (Top 50%) Home Price Index HPIp	\$1,112,100	\$1,067,318	\$1,063,101		-\$4,217
Twnhs (Lower 50%) Home Price Index HPIp	\$794,101	\$768,101	\$771,100		\$2,999



Jan 1 2020 North Vancouver Market Update (Attached Townhomes/ Condos)
Current: North Vancouver is a Seller Market with average listings inventory, a **23% SOLD** rate and a **98%** sell/list ratio. (This means an average of a \$17,000 surplus on a sale from the original list price)

Most Active Range: Homes between \$700,00 - \$800,000 have **40.8% SOLD** rate.
Least Active Range: Homes above \$1 mill. have **14.0% SOLD** rate.

History: North Vancouver's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that price decreased \$20,888.

North Vancouver's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$12,614.

North Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$48,999.

North Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$23,001.

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

Forecast: The Listing Inventories are 2% less than the same month last year. Active listing is 137 less than last month which means that we may expect a listing supply decrease on the next coming months. We project North Vancouver to be a continued Seller market.

December's Real Estate Statistics shows that we have hit **BOTTOM!** Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of just \$1,777. This is a vast improvement from the \$5-25,000 monthly drops that we have seen for the last 30 consecutive months. This long dropping market means that we have built up a lot of pent-up buyers just waiting for the market to bottom out. Now some of these buyers are finally stepping back into the market. Today we have a stark difference between the Low-End and High-End Markets. Over the next few months, we are forecasting price increases in the Low-End (lower-50%) and stabilization for the High-End (Top-50%) Vancouver Detached Home Markets.

Currently, the Condo Market presents stable market conditions with 57% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$424** on average. On the other hand, 61% of the Townhouse Markets decreased **\$242** on average (11 out of 28 Markets). We are forecasting increasing Condo and Townhouse Markets in the coming months. We analyze and provide 97 individual City's Home Price Indexes to supply you the **MOST ACCURATE** Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Note: Comparative Market Analysis for your home. Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

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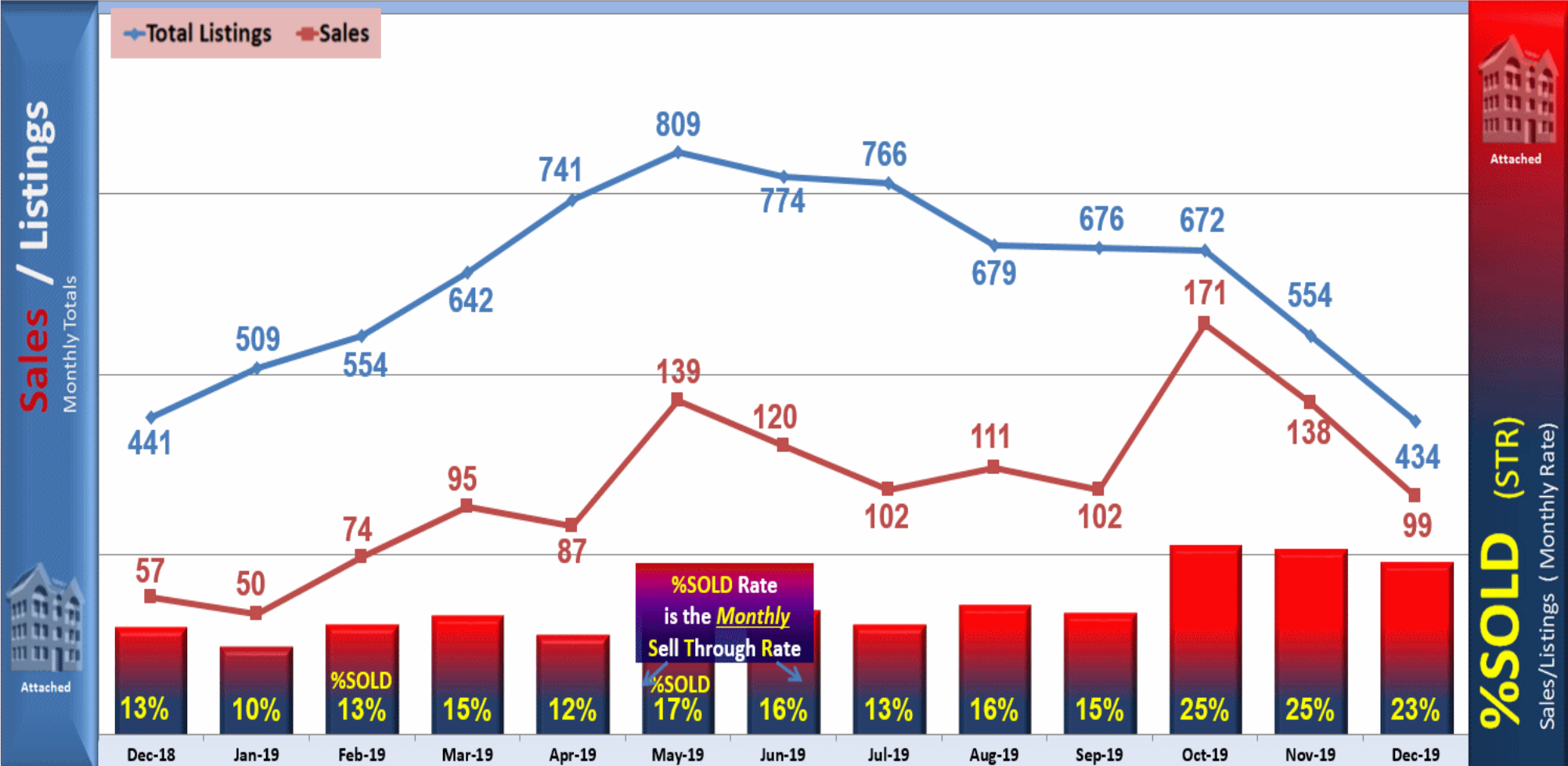
produced for: **Louise Hendriks**



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Market Analysis and Forecasting Jan 1/20 **North Vancouver**

Attached Townhomes/ Condos North Vancouver Total Listings, Sales, and %SOLD Rate



Sales / Listings

Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

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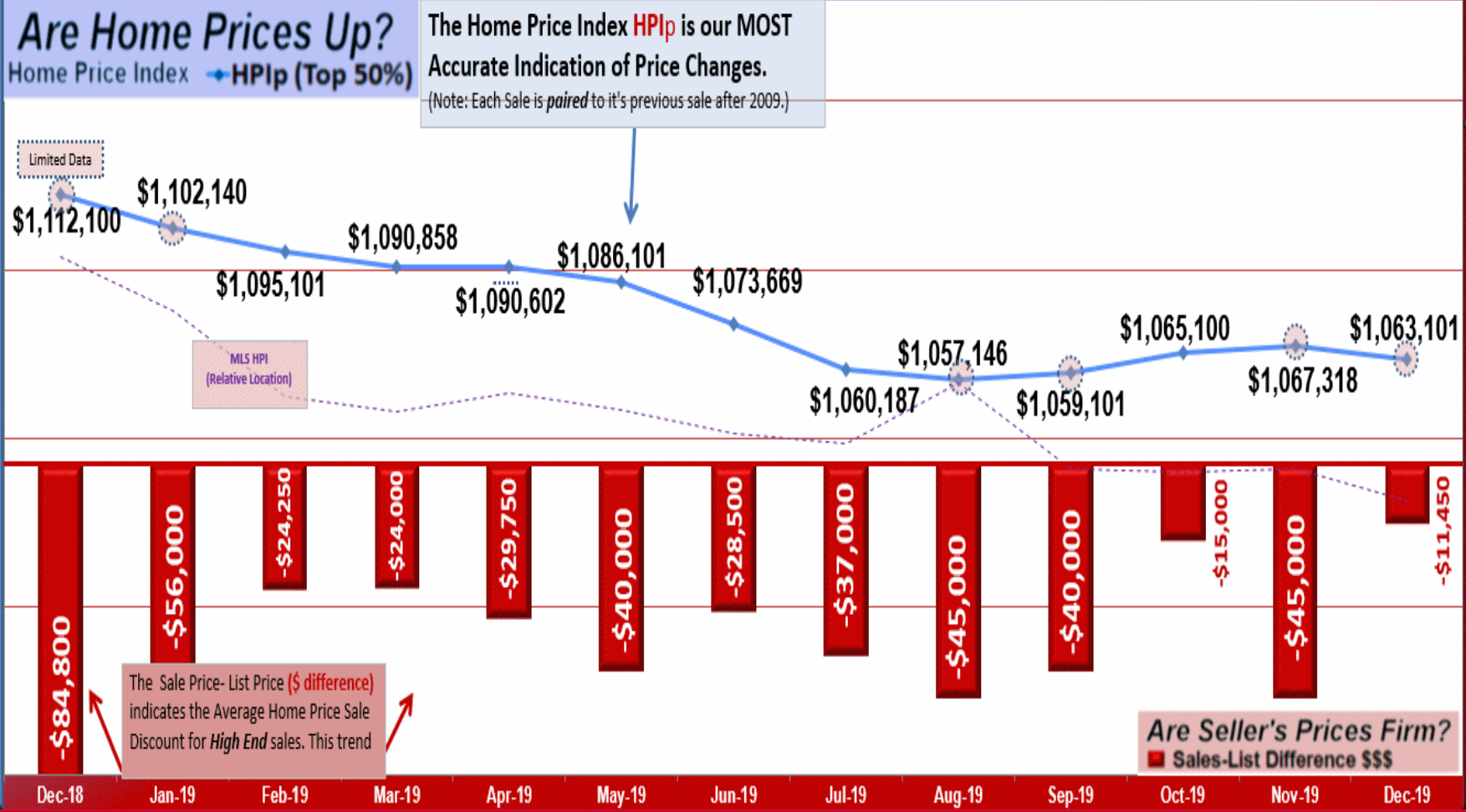
Market Analysis and Forecasting Jan 1/20 **North Vancouver**

Attached North Vancouver **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)



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



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Market Analysis and Forecasting Jan 1/20 **North Vancouver**

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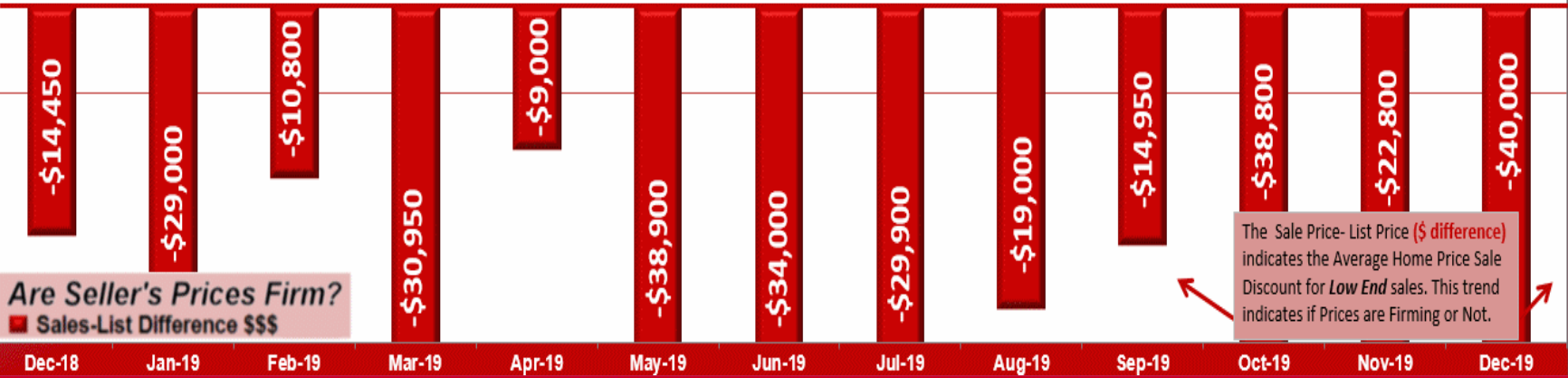
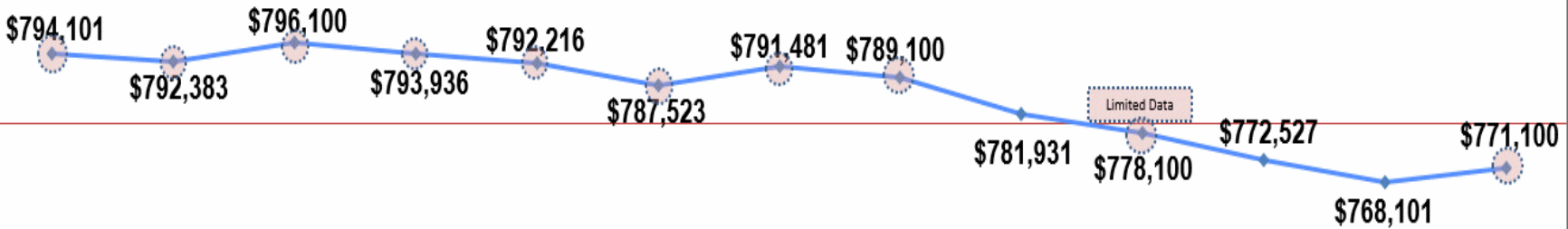
Home Price Changes
(Home Price Index Paired sales from 2005)



Townhouses

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

The Home Price Index **HPIp** is our **MOST Accurate Indication of Price Changes.**
 (Note: Each Sale is *paired* to it's previous sale after 2009.)



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.

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 Sale Price - Original List Price (\$ difference)

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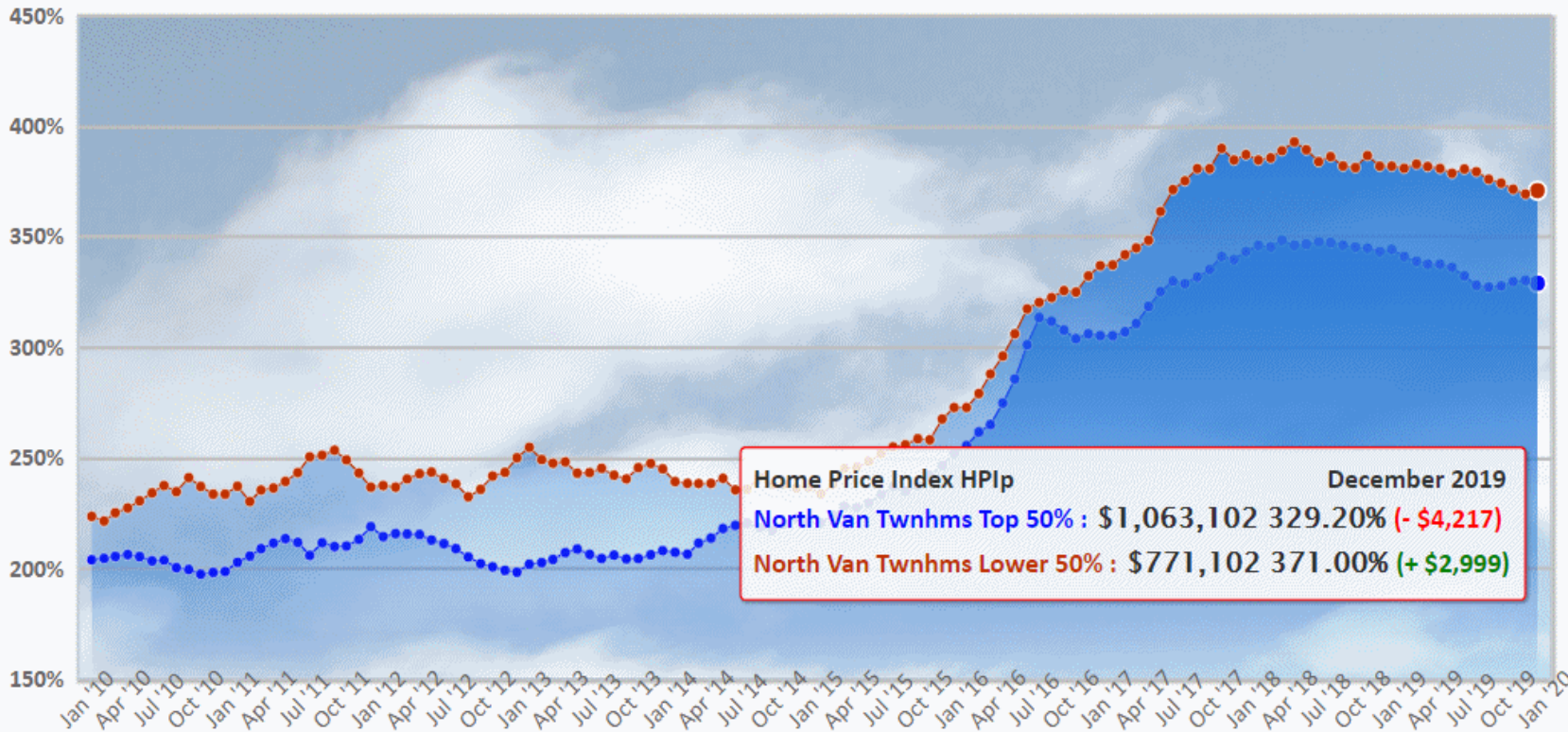
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Market Analysis and Forecasting Jan 1/20 North Vancouver

Powered by the Greater Vancouver Market Reports HPIp



North Van Twnhms Top 50% : HPIp Forecast+ Forecast-
North Van Twnhms Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values	
Date	Value
Dec 2019	% 329.20
Nov 2019	% 330.50
Oct 2019	% 329.90
Sep 2019	% 328.00
Aug 2019	% 327.40
Jul 2019	% 328.30
Jun 2019	% 332.50
May 2019	% 336.40
Apr 2019	% 337.80
Mar 2019	% 337.80
Feb 2019	% 339.10
Jan 2019	% 341.30

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Highcharts.com



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Market Analysis and Forecasting Jan 1/20 **North Vancouver**

Attached North Vancouver 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)

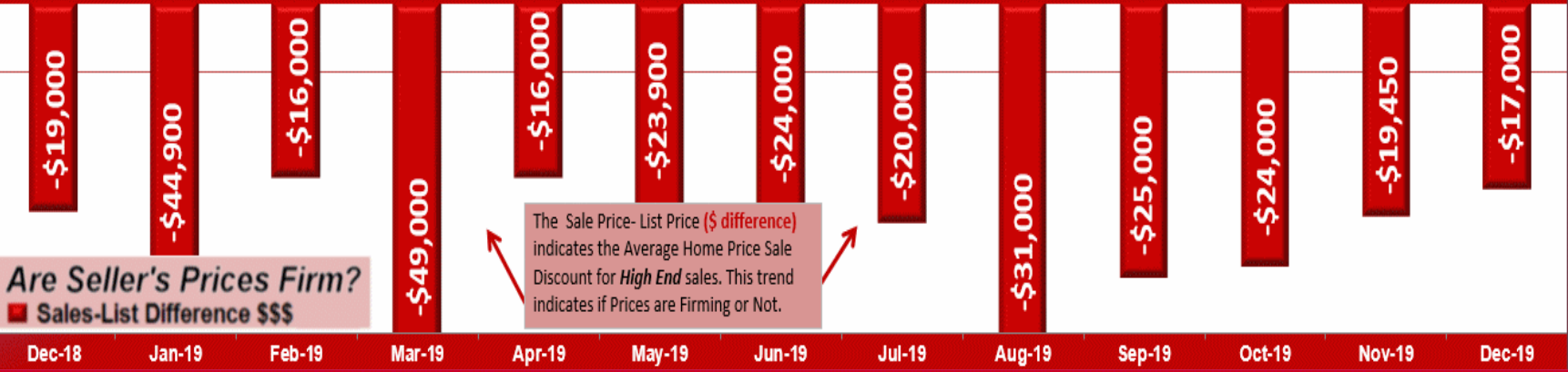
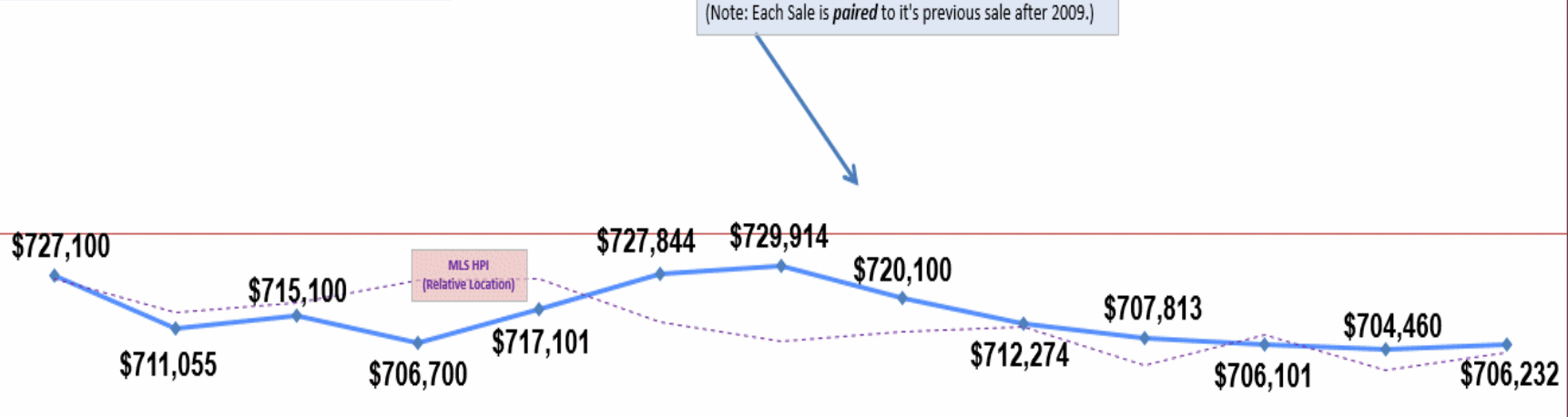
Home Price Changes
 (Home Price Index Paired sales from 2005)

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.**
 (Note: Each Sale is *paired* to it's previous sale after 2009.)



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.



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Market Analysis and Forecasting Jan 1/20 **North Vancouver**

Attached North Vancouver **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%)

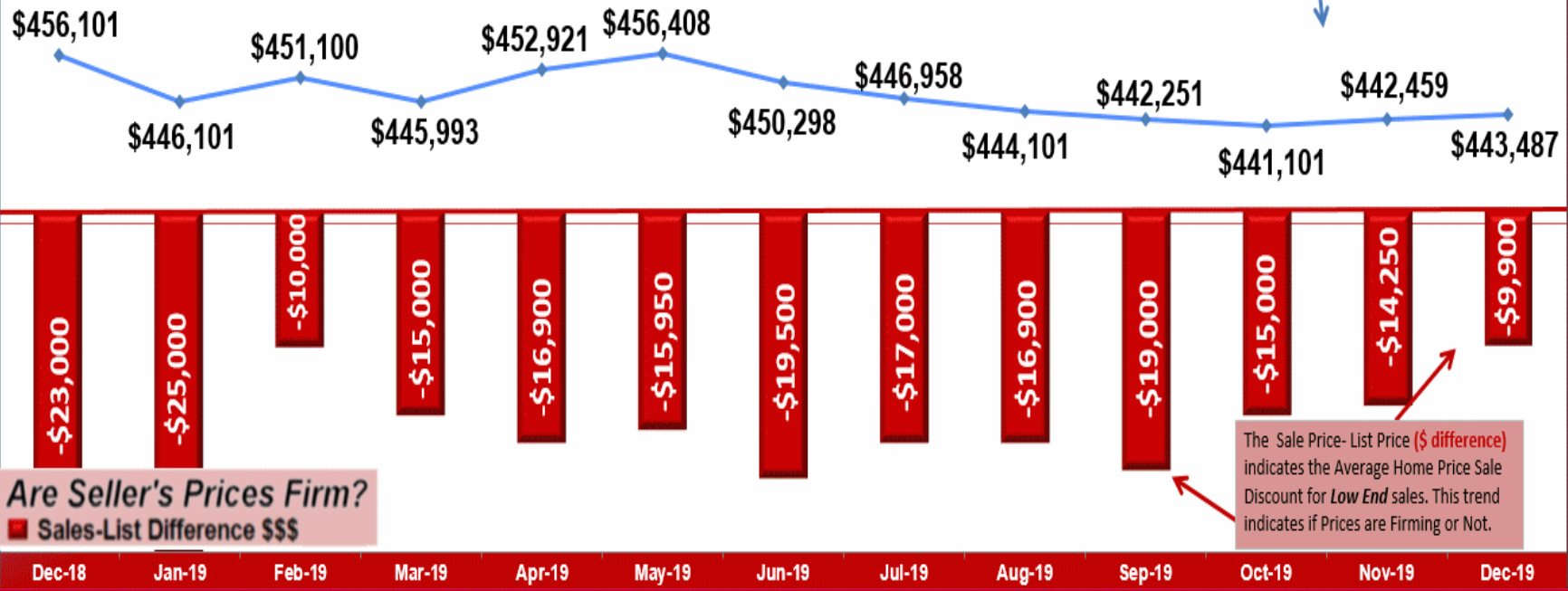
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Condominiums

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

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



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

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



Condominiums

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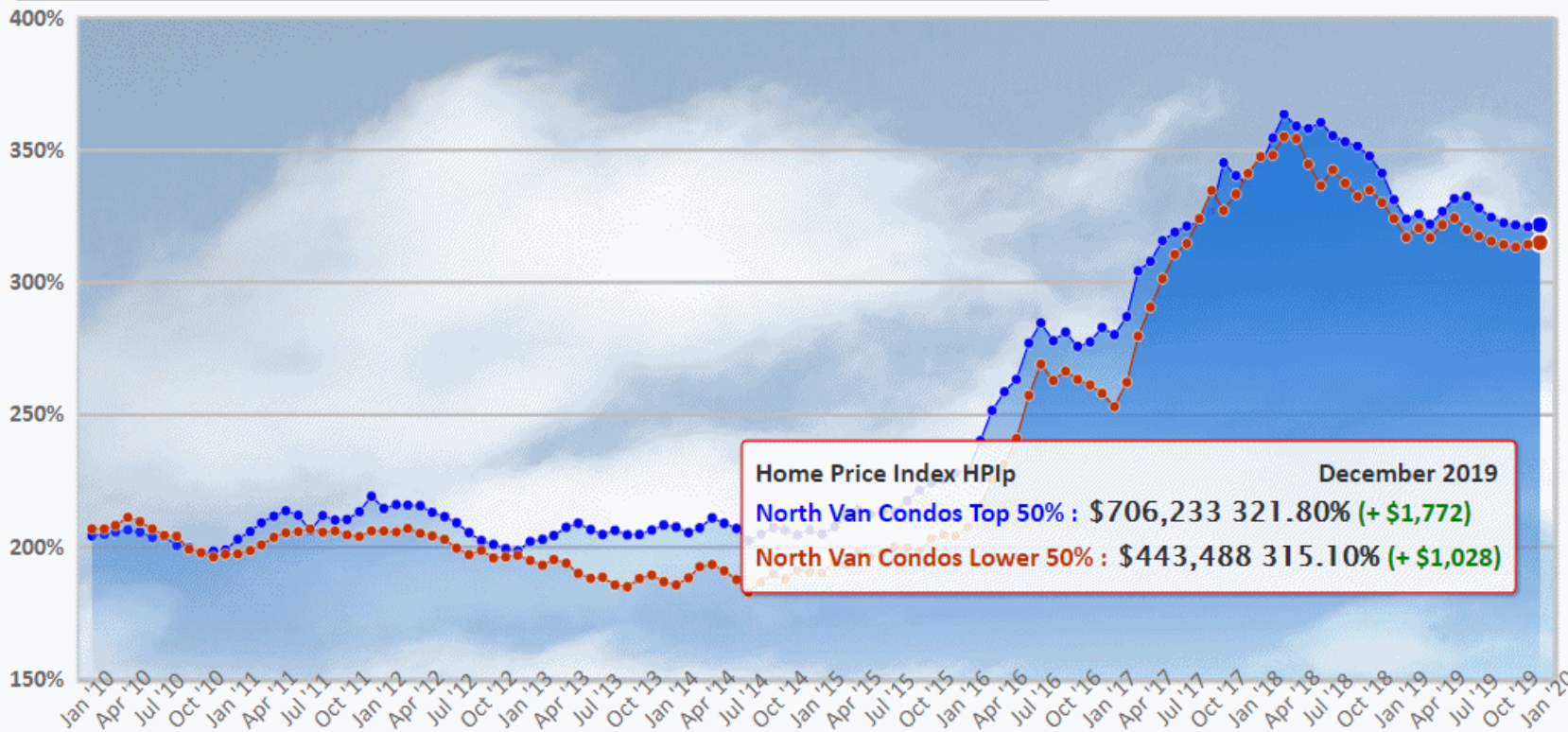
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Market Analysis and Forecasting Jan 1/20 **North Vancouver**

Powered by the Greater Vancouver Market Reports HPIp



North Van Condos Top 50% : **HPIp** Forecast+ Forecast-
North Van Condos Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Dec 2019	% 321.80
Nov 2019	% 321.00
Oct 2019	% 321.70
Sep 2019	% 322.50
Aug 2019	% 324.60
Jul 2019	% 328.10
Jun 2019	% 332.60
May 2019	% 331.70
Apr 2019	% 326.80
Mar 2019	% 322.00
Feb 2019	% 325.80
Jan 2019	% 324.00

<<< 1 2 3 >>>

Highcharts.com

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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 Jan 1/20 Coquitlam

Coquitlam Sub areas Statistics - Dec 2019						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD
Burke Mountain	41	14	13	100%	\$0	34.1%
Central Coquitlam	29	7	49	100%	\$0	24.1%
Coquitlam East	10	3	54	96%	-\$18,000	30.0%
Cape Horn	113	28	17	95%	-\$24,000	0.0%
Chineside	19	12	38	96%	-\$14,950	63.2%
Coquitlam West	9	5	29	98%	-\$13,800	55.6%
Canyon Springs	1	0				0.0%
Eagle Ridge CQ	2	1	62	97%	-\$18,000	0.0%
Harbour Chines	35	6	80	96%	-\$23,400	17.1%
Maillardville	113	35	20	98%	-\$11,880	31.0%
North Coquitlam	33	18	37	98%	-\$11,250	54.5%
New Horizons	2	0				0.0%
Ranch Park	0	0				0.0%
Scott Creek	6	2	11	100%	\$0	0.0%
Upper Eagle Ridge	4	1	132	97%	-\$14,000	0.0%
Westwood Plateau	42	9	22	97%	-\$23,000	21.4%
Total Activity	459	141	28	97%	-\$13,800	31%

Coquitlam List Price Ranges Statistics - Dec 2019						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	32	12	58	96%	-\$14,400	37.5%
\$400,000-\$500,001	67	31	41	97%	-\$13,000	46.3%
\$500,000-\$575,001	70	24	10	98%	-\$10,700	34.3%
\$575,000-\$675,001	76	17	35	97%	-\$20,000	22.4%
\$675,000-\$800,001	83	30	35	98%	-\$12,900	36.1%
\$800,001 and more	131	27	11	99%	-\$9,000	20.6%
Total Activity	459	141	28	97%	-\$13,800	31%

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change
Total Listings** (A,S,T,C,X)	480	563	459		-104
Active Listings	451	421	372	220	-152
Solds	60	117	141		24
Days on Market (DOM)	32	29	28		-1
%SOLD (Sales/Listings /Mthly Rate)	12.5%	20.8%	30.7%		9.9%
Condos (Top 50%) Home Price Index	\$537,964	\$530,101	\$532,226		\$2,125
Condos (Lower 50%) Home Price Index	\$406,289	\$362,101	\$364,105		\$2,004
Twnhs (Top 50%) Home Price Index	\$842,482	\$821,210	\$820,343		-\$867
Twnhs (Lower 50%) Home Price Index	\$519,516	\$525,904	\$523,988		-\$1,916

Jan 1 2020 Coquitlam Market Update Attached Townhomes/ Condos

Current: Coquitlam is a Seller Market with average listing inventory, a **31% SOLD** rate and a 97% Sell/List Ratio.
(This means the discount on a sale from the original list price is averaging \$13,800)

Most Active Price Range: Attached Homes between \$400,000 - \$500,000 have **46.3% SOLD** rate.

Least Active Price Range: Attached Homes above \$800,000 have a **20.6% SOLD** rate.

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

HPIp (Top 50%) shows that prices decreased \$5,738.

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

HPIp (Lower 50%) shows that prices decreased \$42,185.

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

HPIp (Top 50%) shows that prices decreased \$22,138.

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

HPIp (Lower 50%) shows that prices increased \$4,472.

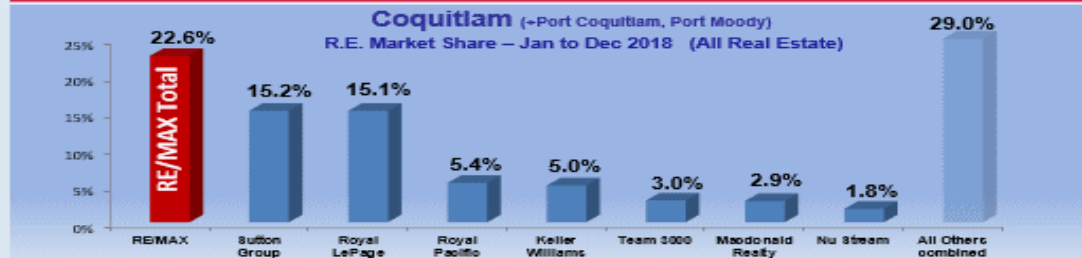
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: We currently have 4% less listing than same month last year. We project Coquitlam Attached continuing to be a Seller market.

December's Real Estate Statistics shows that we have hit **BOTTOM!** Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of just \$1,777. This is a vast improvement from the \$5-25,000 monthly drops that we have seen for the last 30 consecutive months. This long dropping market means that we have built up a lot of pent-up buyers just waiting for the market to bottom out. Now some of these buyers are finally stepping back into the market. Today we have a stark difference between the Low-End and High-End Markets. Over the next few months, we are forecasting price increases in the Low-End (lower-50%) and stabilization for the High-End (Top-50%) Vancouver Detached Home Markets. Currently, the Condo Market presents stable Market conditions with 57% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$424** on average. On the other hand, 61% of the Townhouse Markets decreased **\$242** on average (11 out of 28 Markets). We are forecasting increasing Condo and Townhouse Markets in the coming months. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Analytical Methods: The Coquitlam represents many diverse markets that makes the average or median monthly home sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **Coquitlam HPIp Top 50%** representing the higher end sales and the **Coquitlam HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time. Data is from: PVRE, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com Note: For a more accurate price change for your home request a Comparative Market Analysis.

the RE/MAX Market Share Reports



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Market Analysis and Forecasting

Jan 1/20 **Coquitlam**

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

Sales / Listings

Monthly Totals

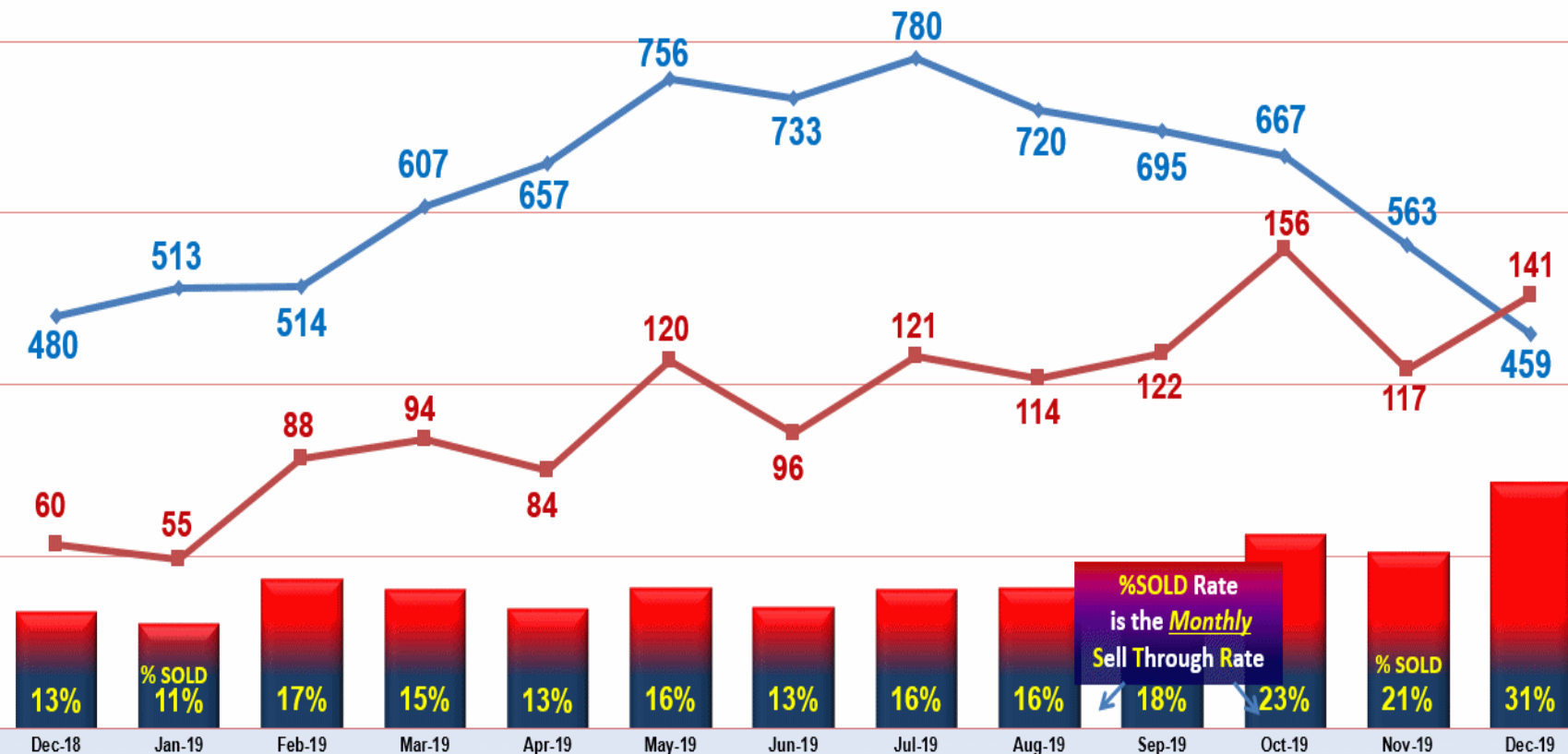


Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

◆ Total Listings ■ Sales



%SOLD Rate is the Monthly Sell Through Rate



Attached

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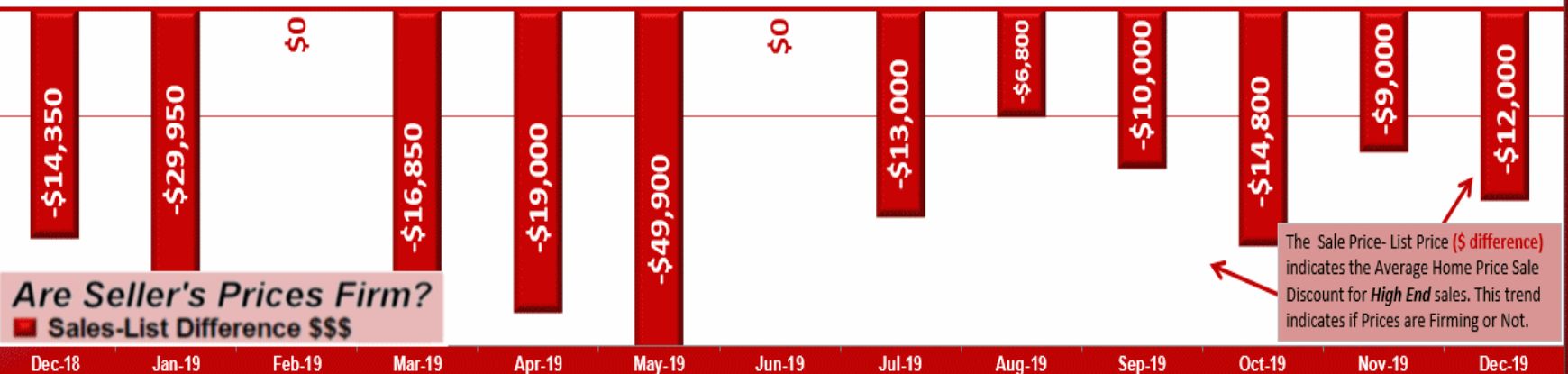
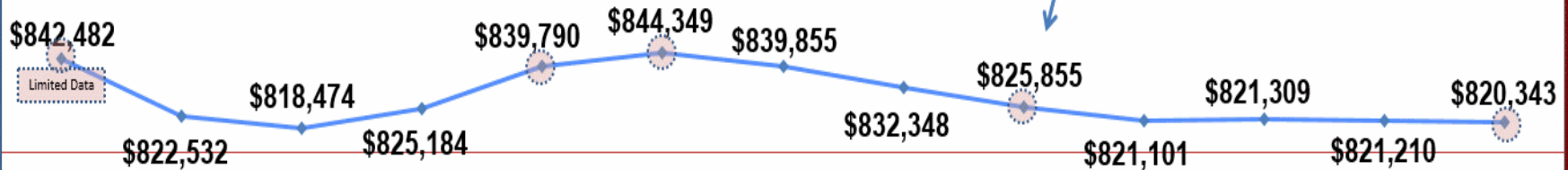
Market Analysis and Forecasting Jan 1/20 **Coquitlam**

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

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

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

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



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

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



Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

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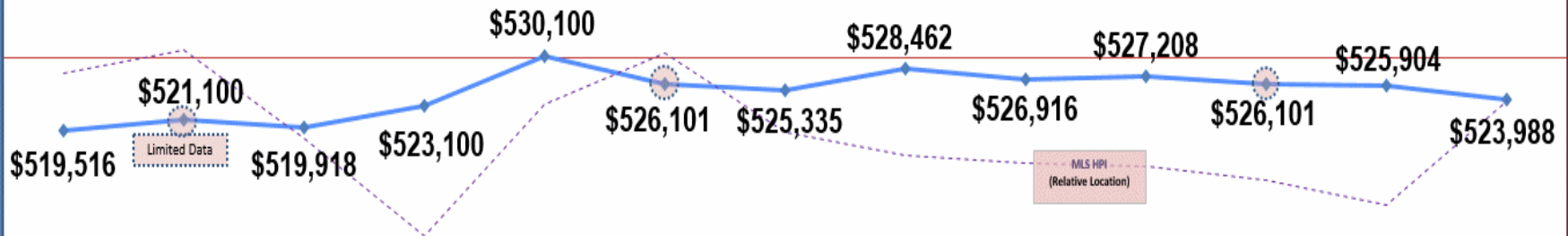
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Market Analysis and Forecasting Jan 1/20 **Coquitlam**

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

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

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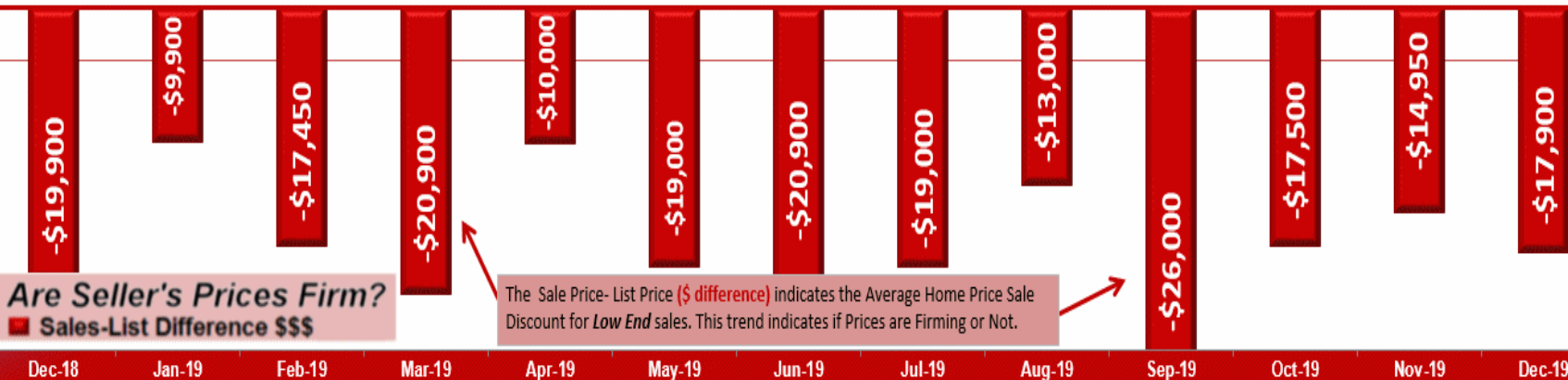


Home Price Changes
(Home Price Index Paired sales from 2005)



Townhouses

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



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

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Townhouses

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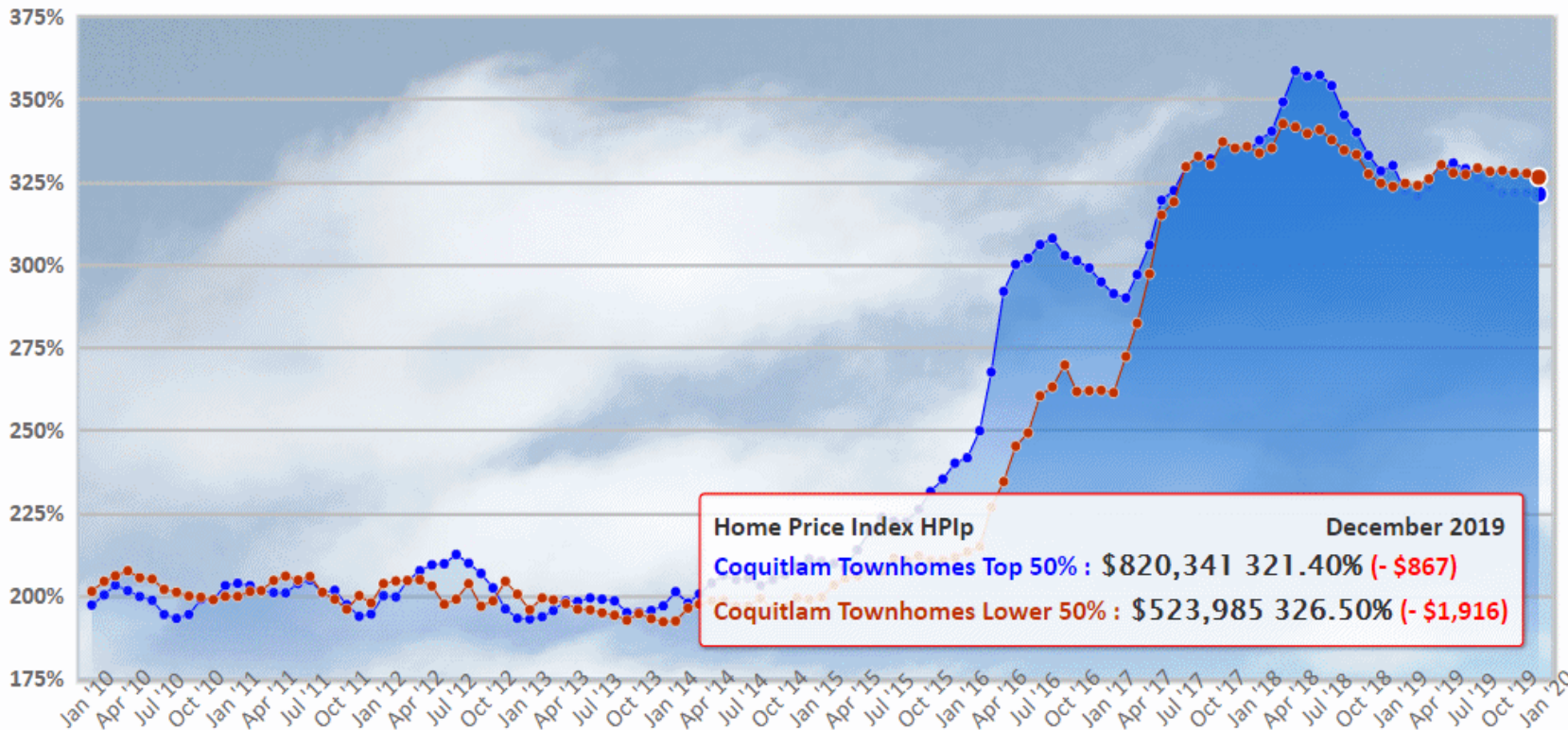
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Market Analysis and Forecasting Jan 1/20 **Coquitlam**

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Coquitlam Townhomes Top 50% : **HPIp** Forecast+ Forecast-
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Monthly Home values

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Highcharts.com



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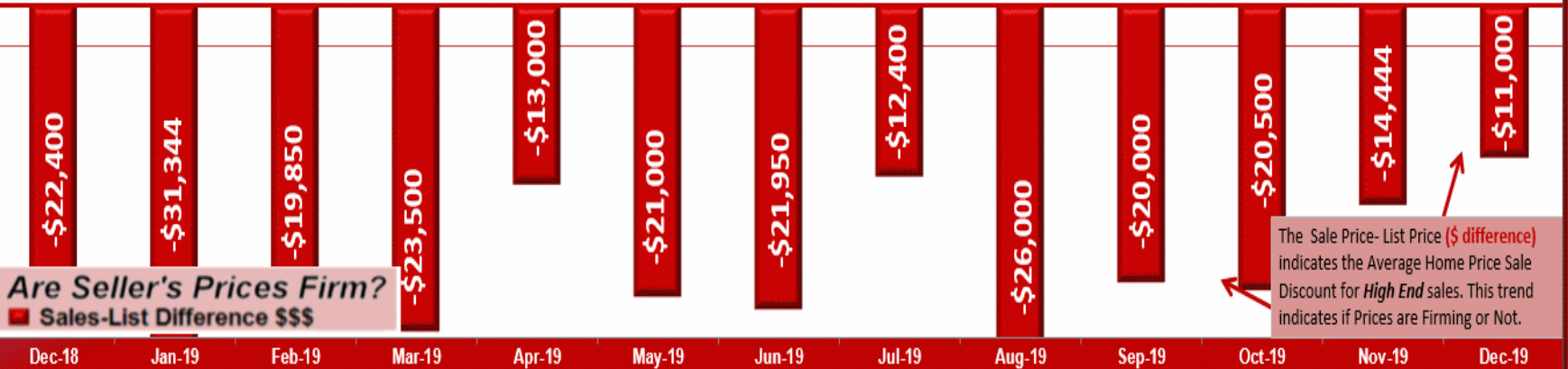
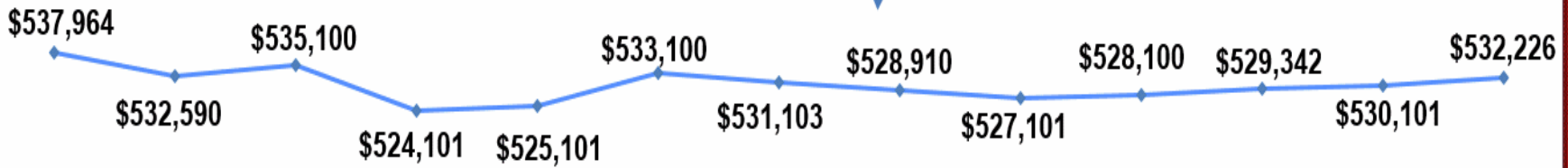
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Market Analysis and Forecasting Jan 1/20 **Coquitlam**

Attached Coquitlam Condos Home Price Index HPI (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 → HPI (Top 50%)

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



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

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

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



Condominiums



Condominiums

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

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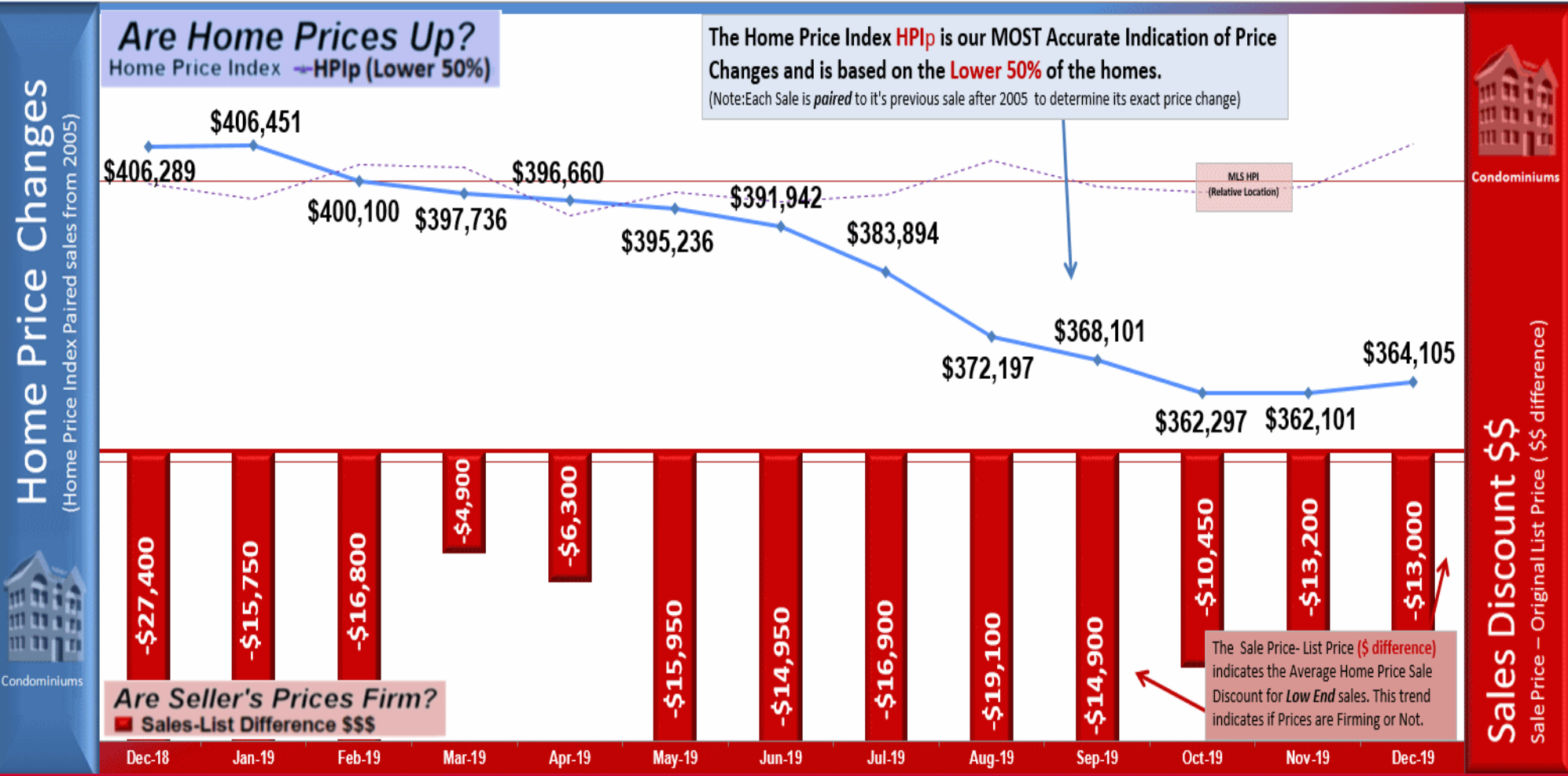
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Market Analysis and Forecasting Jan 1/20 Coquitlam

Attached Coquitlam 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

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

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

produced for: Louise Hendriks



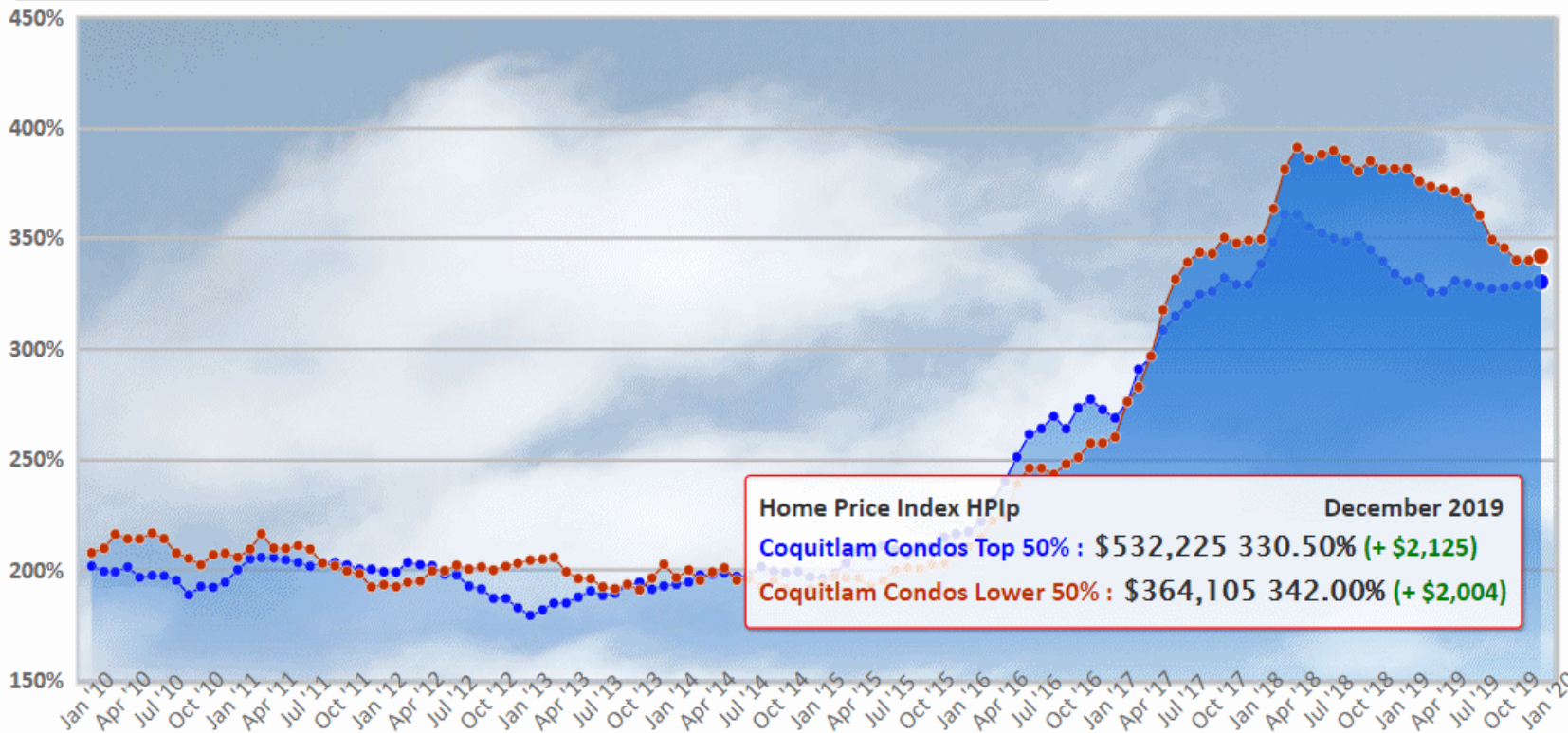
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Market Analysis and Forecasting Jan 1/20 **Coquitlam**

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Dec 2019	% 330.50
Nov 2019	% 329.20
Oct 2019	% 328.70
Sep 2019	% 327.90
Aug 2019	% 327.30
Jul 2019	% 328.40
Jun 2019	% 329.80
May 2019	% 331.00
Apr 2019	% 326.10
Mar 2019	% 325.50
Feb 2019	% 332.30
Jan 2019	% 330.70

<<< 1 2 3 >>>

Drag over area to zoom in

Highcharts.com

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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 Jan 1/20 Port Coquitlam

Port Coquitlam Sub areas Statistics - Dec 2019 Attached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Birchland Manor	5	1	33	97%	-\$11,800	0%
Central Pt Coquitlam	99	34	28	97%	-\$16,150	34%
Citadel PQ	23	4	62	98%	-\$18,650	17%
Glenwood PQ	28	6	8	98%	-\$6,900	21%
Lower Mary Hill	0	0				0%
Lincoln Park PQ	3	0				0%
Mary Hill	5	1	50	94%	-\$40,000	20%
Oxford Heights	0	0				0%
Riverwood	24	10	26	98%	-\$13,950	42%
Woodland Acres PQ	1	1	75	98%	-\$14,900	100%
Total Activity	188	57	26	97%	-\$14,900	30%

Jan 1 2020 Port Coquitlam Market Update Attached

Current: Port Coquitlam is a Seller Market with average listing inventory, a **30 %SOLD** rate and a 97% Sell/List Ratio.

(This means that there is an average of a \$14,900 discount on a sale from the original list price)

Most Active Price Range: Homes below \$400,000 have **38.5 %SOLD** rate.

Least Active Price Range: Homes above \$600,000 have **25.0 %SOLD** rate.

History: Port Coquitlam's Condos Year-To-Date MLS Home Price Index* shows a decrease of \$4,700

Port Coquitlam's Townhouses Year-To-Date MLS Home Price Index* shows an increase of \$7,700.

Forecast: Listing Inventories are 2% more than same month last year. We project Port Coquitlam Attached to be a Seller market.

December's Real Estate Statistics shows that we have hit BOTTOM! Single Family Homes in Metro Vancouver experienced an Average Monthly Price Decrease of just \$1,777. This is a vast improvement from the \$5-25,000 monthly drops that we have seen for the last 30 consecutive months. This long dropping market means that we have built up a lot of pent-up buyers just waiting for the market to bottom out. Now some of these buyers are finally stepping back into the market. Today we have a stark difference between the Low-End and High-End Markets. Over the next few months, we are forecasting price increases in the Low-End (lower-50%) and stabilization for the High-End (Top-50%) Vancouver Detached Home Markets.

Currently, the Condo Market presents stable Market conditions with 57% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$424** on average. On the other hand, 61% of the Townhouse Markets decreased **\$242** on average (11 out of 28 Markets). We are forecasting increasing Condo and Townhouse Markets in the coming months. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

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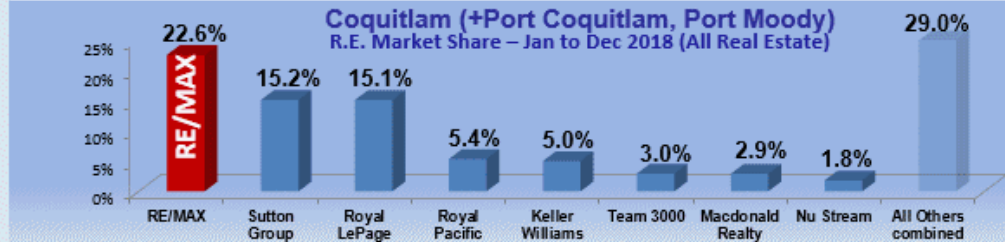
Port Coquitlam List Price Ranges - Dec 2019 Attached

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	26	10	36	95%	-\$19,150	38.5%
\$400,001-\$500,000	62	21	15	98%	-\$7,000	33.9%
\$500,001-\$600,000	32	9	24	98%	-\$8,800	28.1%
\$600,001 and more	68	17	50	97%	-\$19,800	25.0%
Total Activity	188	57	26	97%	-\$14,900	30%

Monthly Changes Summary

	Dec-18	Nov-19	Dec-19	1/1/2020	Change
Total Listings** (A,S,T,C,X)	185	234	188		-46
Active Listings	181	158	145	101	-44
Solds	33	62	57		-5
DOM	34	24	26		2
MLS Port Coquitlam HPI* (Apts)	\$451,200	\$448,000	\$446,500		-\$1,500
MLS Port Coquitlam HPI* (Twnhs)	\$633,700	\$618,100	\$626,000		\$7,900
%SOLD (Sales/Listings /Mthly Rate)	17.8%	26.5%	30.3%		3.8%

the RE/MAX Market Share Reports



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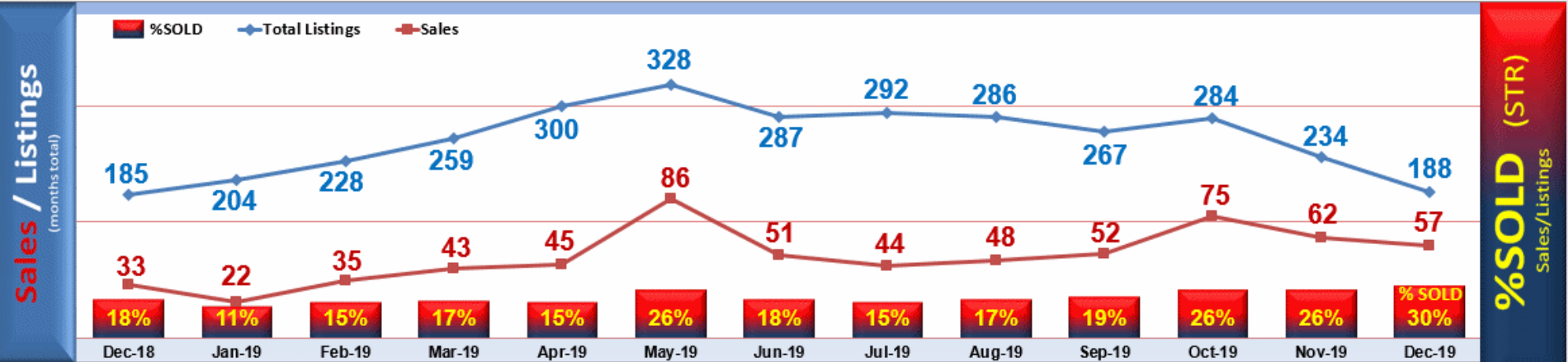
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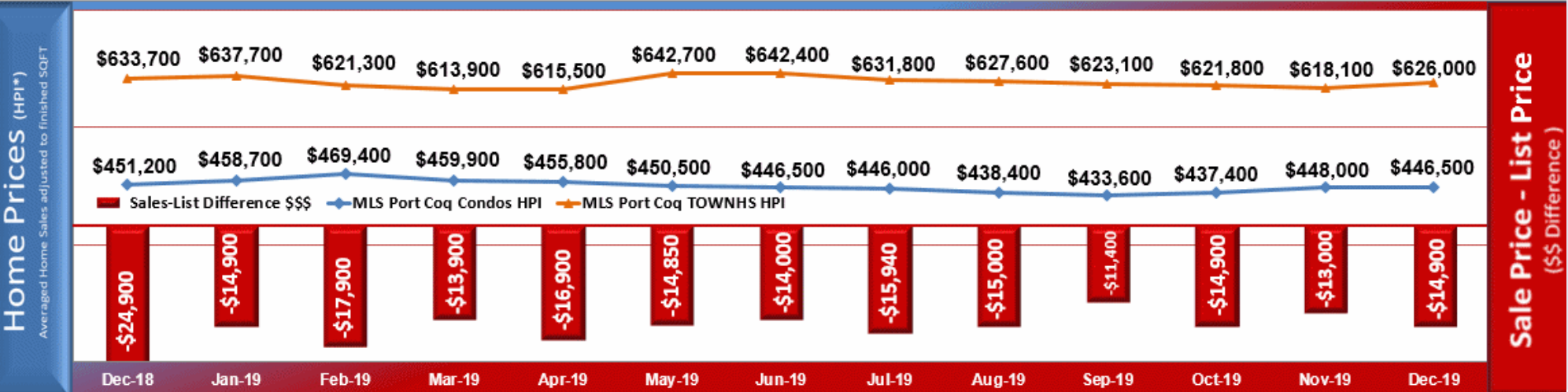
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Market Analysis and Forecasting Jan 1/20 Port Coquitlam

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



Attached Townhomes/ Condos Port Coquitlam Home Price Index*, Sale Price-List Price (\$ Difference) (sold for less \$ than their original list price)



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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

Market Analysis and Forecasting Jan 1/20 Port Moody



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Port Moody Sub Area Statistics - Dec 2019

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Attached	
					Sell - List \$Difference	%SOLD
College Park PM	1	0				0.0%
Heritage Mountain	16	3	46	94%	-\$44,000	18.8%
Heritage Woods PM	5	0				0.0%
Anmore	16	10	27	98%	-\$14,950	62.5%
North Shore Pt Mood	7	2	29	95%	-\$44,950	28.6%
Port Moody Centre	56	13	38	98%	-\$15,000	23.2%
Total Activity	160	28	37	98%	-\$19,450	18%

Jan 1 2020 Port Moody Market Update (Attached)

Current: Port Moody is a Seller Market with Average Listing inventory, a **18 % SOLD** Rate and a 98% Sell/List Ratio.

(This means that there is an Average \$19,450 discount on a Sale from the Original List Price)

Most Active Price Range: Homes between \$600,000-\$750,000 have **42.9 % SOLD** rate.

Least Active Price Range: Homes below \$500,000 have **8.3 % SOLD** rate.

History: Port Moody's Condos Year-To-Date MLS Home Price Index* shows an decrease of \$19,200.

Port Moody's Townhouses Year-To-Date RMR Home Price Index* shows an decrease of \$47,200.

Forecast: Listing Inventories are 52% more than same month lasy year. Total Listings for this month increased by 3 compared last month. We project Port Moody to be a continued Seller Market.

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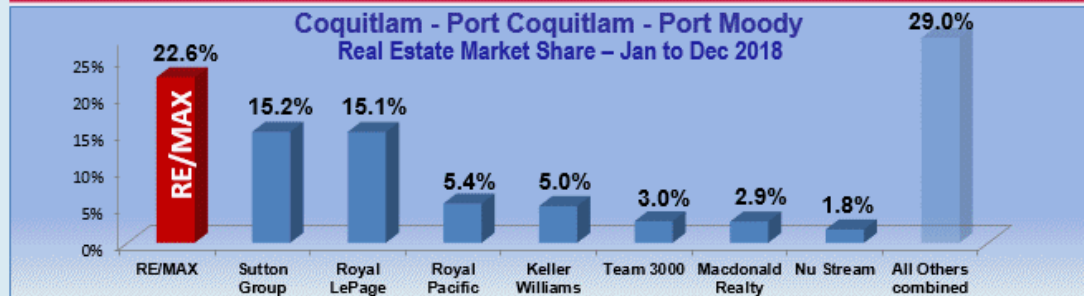
Port Moody List Price Range Statistics - Dec 2019

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Attached	
					Sell - List \$Difference	%SOLD
0-\$500,000	12	1	82	95%	-\$26,500	8.3%
\$500,001-\$600,000	13	3	27	96%	-\$25,500	23.1%
\$600,001-\$750,000	35	15	28	98%	-\$15,000	42.9%
\$750,001 and more	41	9	38	98%	-\$19,000	22.0%
Total Activity	101	28	37	98%	-\$19,450	28%

Monthly Changes Summary

	Dec-18	Nov-19	Dec-19	1/1/2020	Change
Total Listings** (A,S,T,C,X)	105	119	160		41
Active Listings	108	89	81	54	-27
Solds	21	31	28		-3
DOM	26	19	37		18
MLS Port Moody HPI* (Apts)	\$646,000	\$629,700	\$626,800		-\$2,900
MLS Port Moody HPI* (Twnhs)	\$673,900	\$618,400	\$626,700		\$8,300
%SOLD (Sales/ Listings/Mthly Rate)	20%	26%	18%		-9%

the RE/MAX Market Share Reports



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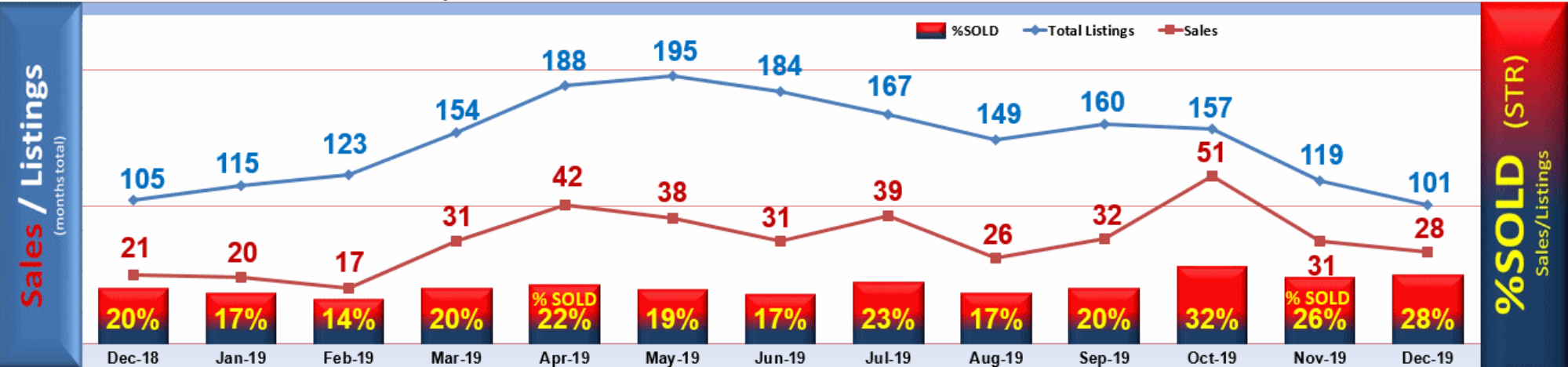
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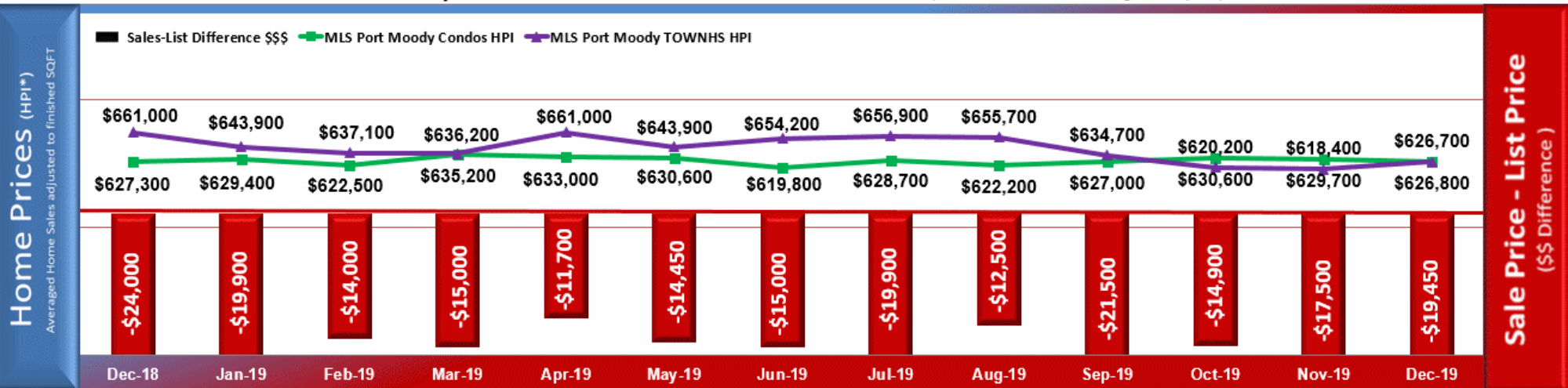
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Market Analysis and Forecasting Jan 1/20 Port Moody

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



Attached Townhomes/ Condos Port Moody Home Price Index*, Sale Price-List Price (\$ Difference) (sold for less \$ than their original list price)



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RE/MAX Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Jan 1/20 Maple Ridge –Pitt Mdws

Maple Ridge - Pitt Meadows Sub areas Statistics - Dec 2019 Attached						
Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differenc	%SOLD
Albion	29	7	34	98%	-\$12,000	24.1%
Cottonwood MR	38	8	50	97%	-\$20,450	21.1%
East Central	95	22	20	98%	-\$8,050	23.2%
Northwest Maple Ridg	2	1	108	98%	-\$10,000	50.0%
Silver Valley	8	2	53	96%	-\$19,900	25.0%
Southwest Maple Ridg	30	1	35	100%	\$0	3.3%
North Maple Ridge	4	0				0.0%
West Central	78	20	9	98%	-\$7,718	25.6%
Central Meadows	16	5	21	98%	-\$9,800	31.3%
Mid Meadows	9	3	34	98%	-\$10,000	33.3%
North Meadows	7	2	41	98%	-\$13,850	28.6%
South Meadows	7	2	12	100%	-\$2,450	28.6%
Total Activity	323	73	27	98%	-\$9,900	23%

Maple Ridge - Pitt Meadows List Price Ranges Statistics - Dec 2019 Attached						
Home Price Range	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differenc	%SOLD
0-\$400,000	83	28	26	97%	-\$9,850	33.7%
\$400,001-\$500,000	79	16	26	98%	-\$8,300	20.3%
\$500,001-\$600,000	76	21	23	98%	-\$12,000	27.6%
\$600,001 and more	85	8	33	99%	-\$8,600	9.4%
Total Activity	323	73	27	98%	-\$9,900	23%

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	11/2020	Change
Total Listings** (A,S,T,C,X)	311	389	323		-66
Active Listings (1st of the Month)	304	294	264	205	-59
Solds	28	79	73		-6
DOM	21	24	27		3
% SOLD (Sales/ Listings /monthly rate)	9.0%	20.3%	22.6%		2.3%
Condos (Upper 50%) Home Price Index H	\$453,094	\$425,499	\$427,894		\$2,396
Condos (Lower 50%) Home Price Index L	\$303,782	\$304,023	\$303,776		-\$247
Twnhs (Upper 50%) Home Price Index	\$568,101	\$558,857	\$556,341		-\$2,516
Twnhs (Lower 50%) Home Price Index I	\$424,003	\$413,068	\$412,781		-\$287

Jan 1 2020 Maple Ridge - Pitt Meadows Market Update Attached Townhomes/ Condos

Current: Maple Ridge, Pitt Meadows is a Seller Market with Average listing inventory, a **23 %SOLD** Rate and a 98% Sell/List ratio.
 (This means an average of a \$9,900 discount on a sale from the original list price)

Most Active Range: Homes below \$400,000 have **33.7 %SOLD** rate.

Least Active Range: Homes above \$600,000 have **9.4 %SOLD** rate.

History: Maple Ridge, Pitt Meadows's **Condos** Year-To-Date Home Price Index

HPiP (Upper 50%) shows that prices decreased \$25,199.

Maple Ridge, Pitt Meadows's **Condos** Year-To-Date Home Price Index

HPiP (Lower 50%) shows that prices decreased \$6.

Maple Ridge, Pitt Meadows's **Townhouses** Year-To-Date Home Price Index

HPiP (Upper 50%) shows that prices decreased \$11,760.

Maple Ridge, Pitt Meadows's **Townhouses** Year-To-Date Home Price Index

HPiP (Lower 50%) shows that prices decreased \$11,223.

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

Forecast: The Listing Inventories are currently 4% less than same month last year.

We project Ridge-Meadows Attached to be a continued Seller market.

December's Real Estate Statistics shows that we have hit **BOTTOM!**

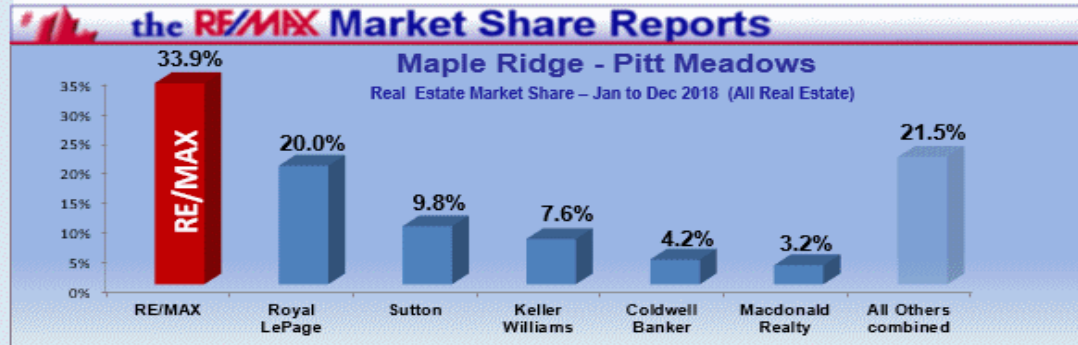
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Market Analysis and Forecasting Jan 1/20 Maple Ridge –Pitt Mdws

Attached Townhomes/ Condos

Maple Ridge, Pitt Meadows

Total Listings, Sales, and %SOLD rates

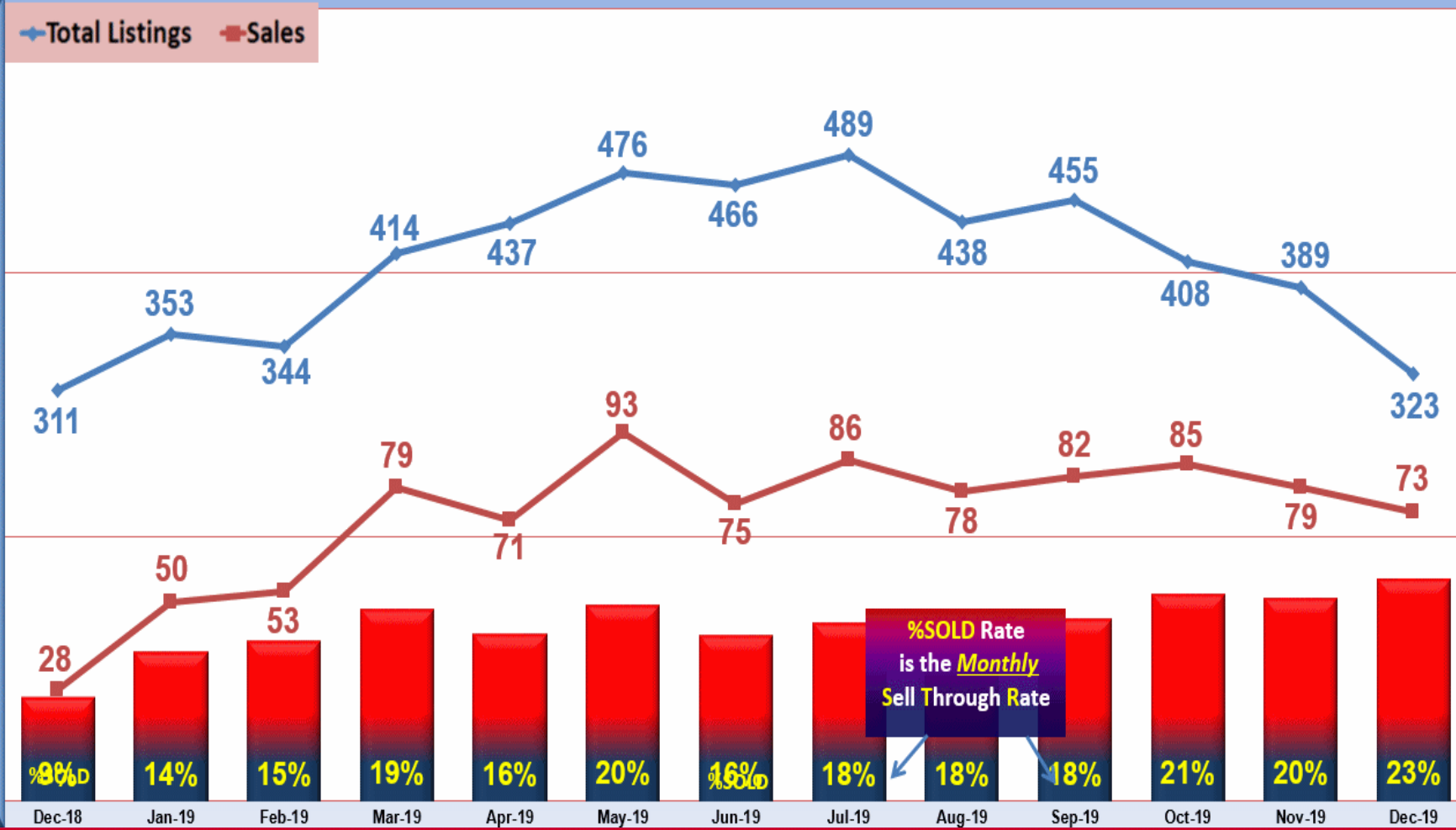
Sales / Listings

Monthly Totals



Attached

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



%SOLD Rate is the Monthly Sell Through Rate



Attached



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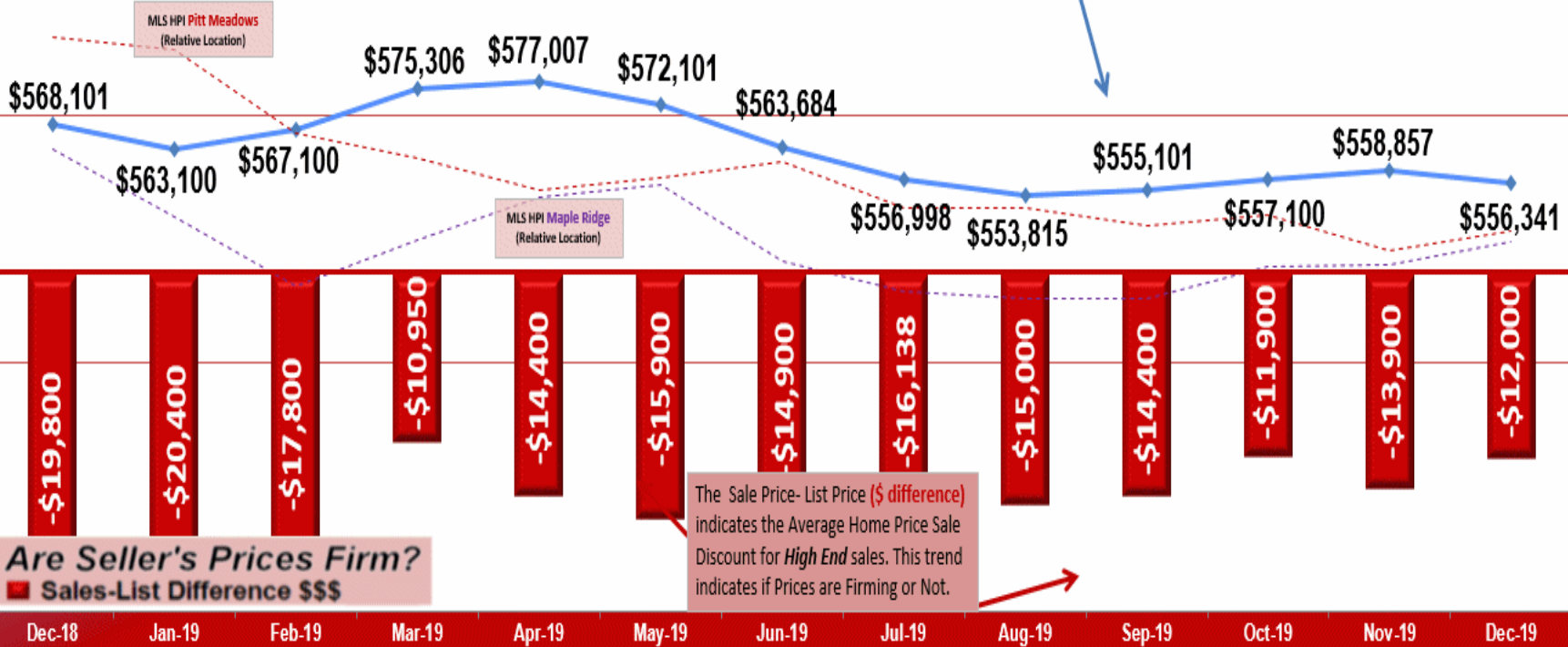
Market Analysis and Forecasting Jan 1/20 **Maple Ridge –Pitt Mdws**

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

Are Home Prices Up?

Home Price Index → **HPIp (Top 50%)**

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



Are Seller's Prices Firm?

■ **Sales-List Difference \$\$\$**

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

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



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

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Market Analysis and Forecasting Jan 1/20 **Maple Ridge –Pitt Mdws**

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

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

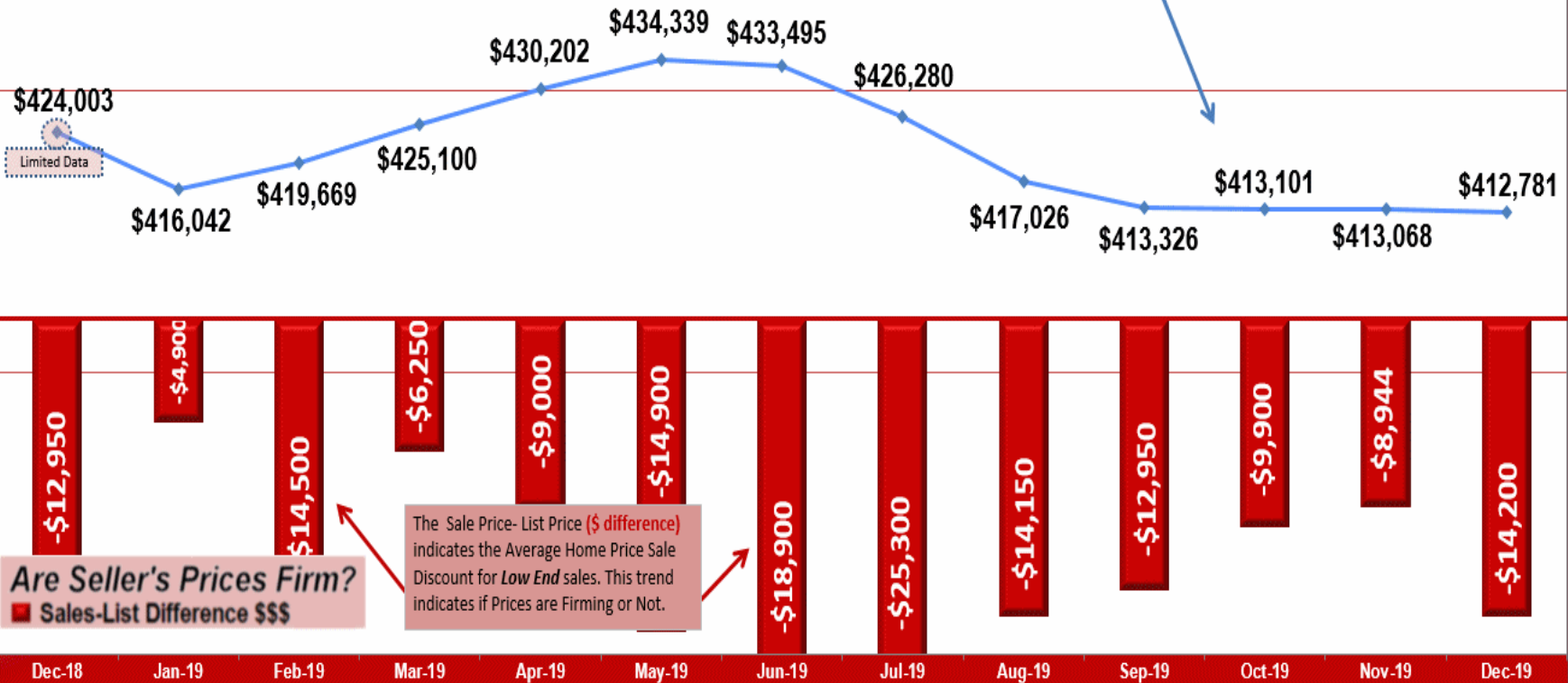


Townhouses

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

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

The Home Price Index **HPIp** is our MOST Accurate Indication of Price Changes and is based on the **Lower 50%** of the homes. (Note: Each Sale is *paired* to it's



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

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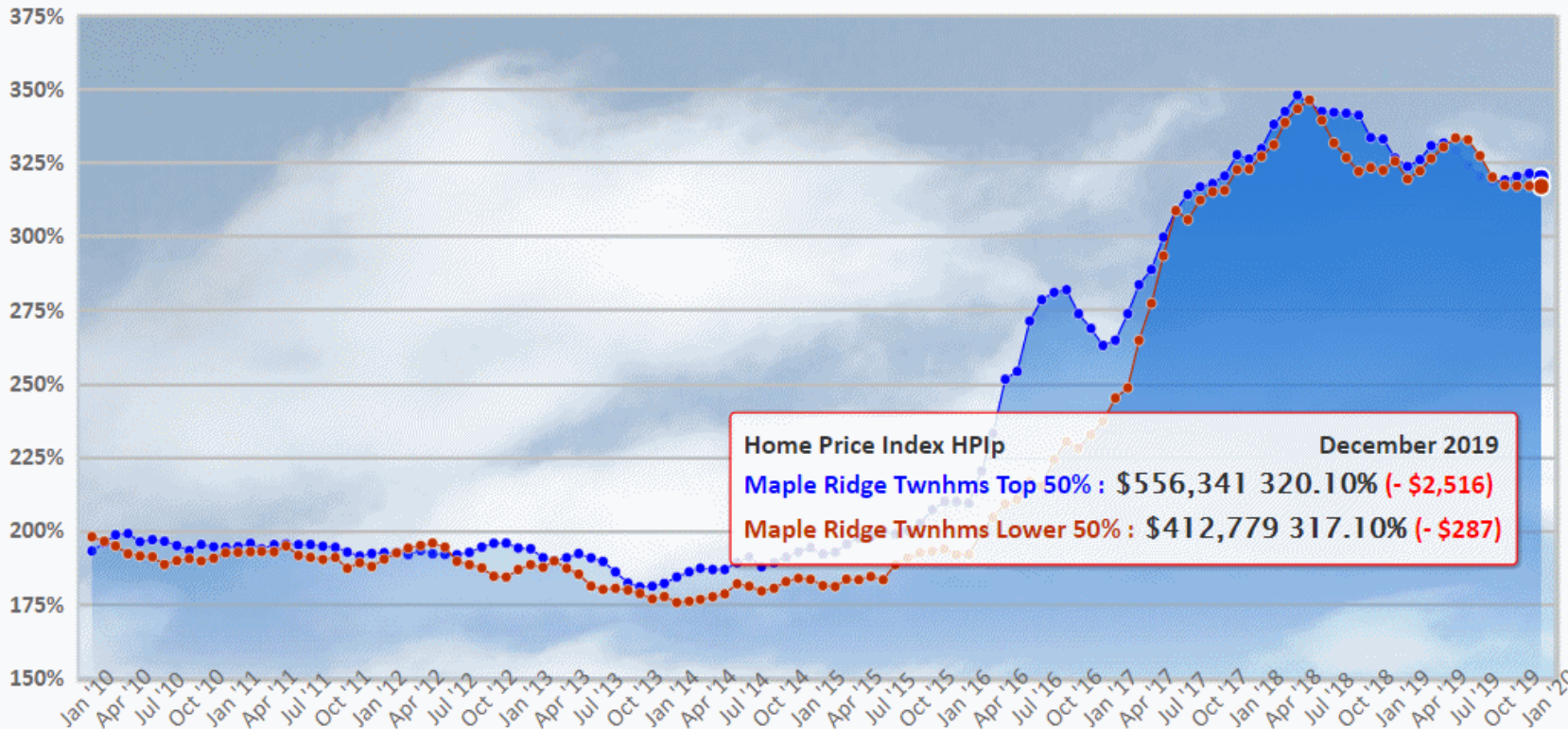
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Market Analysis and Forecasting Jan 1/20 Maple Ridge –Pitt Mdws

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



Home Price Index HPIp
Maple Ridge Twnhms Top 50% : \$556,341 320.10% (- \$2,516)
Maple Ridge Twnhms Lower 50% : \$412,779 317.10% (- \$287)

December 2019

Monthly Home values

Date	Value
Dec 2019	% 320.10
Nov 2019	% 321.50
Oct 2019	% 320.50
Sep 2019	% 319.30
Aug 2019	% 318.60
Jul 2019	% 320.40
Jun 2019	% 324.30
May 2019	% 329.10
Apr 2019	% 331.90
Mar 2019	% 331.00
Feb 2019	% 326.20
Jan 2019	% 323.90

<<< 1 2 3 >>>

Highcharts.com

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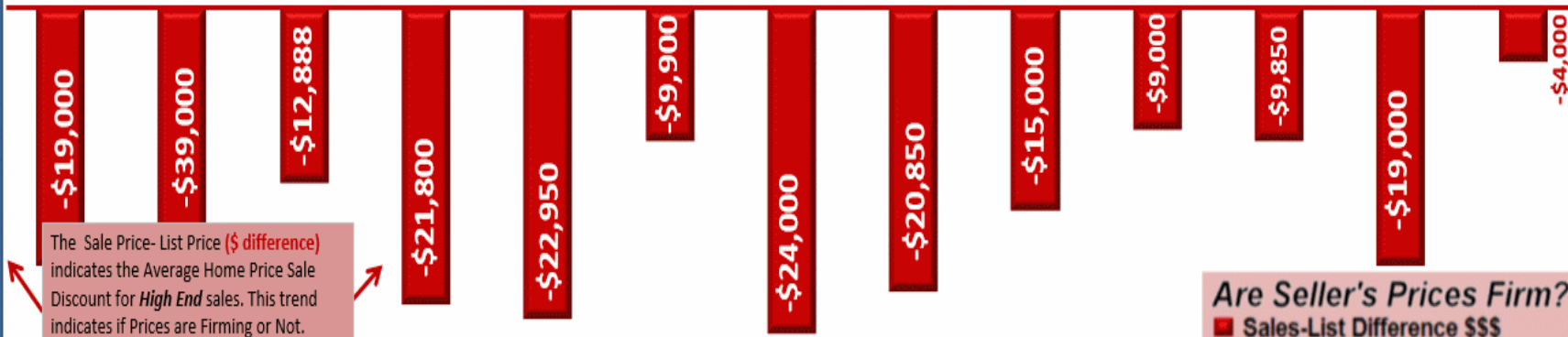
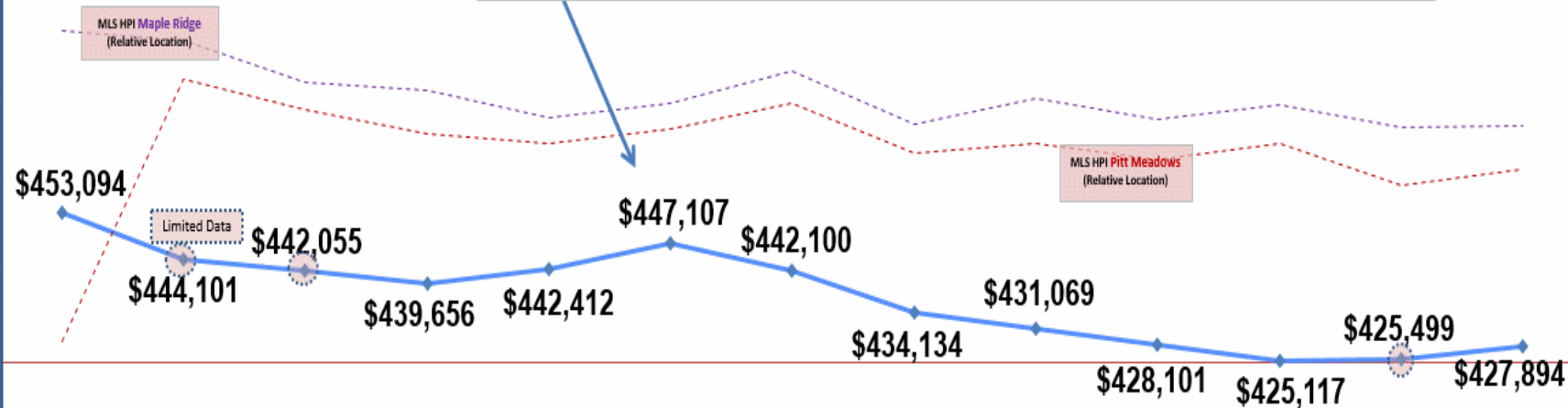
Market Analysis and Forecasting Jan 1/20 Maple Ridge –Pitt Mdws

Attached Maple Ridge, Pitt Meadows 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 Condos. (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)



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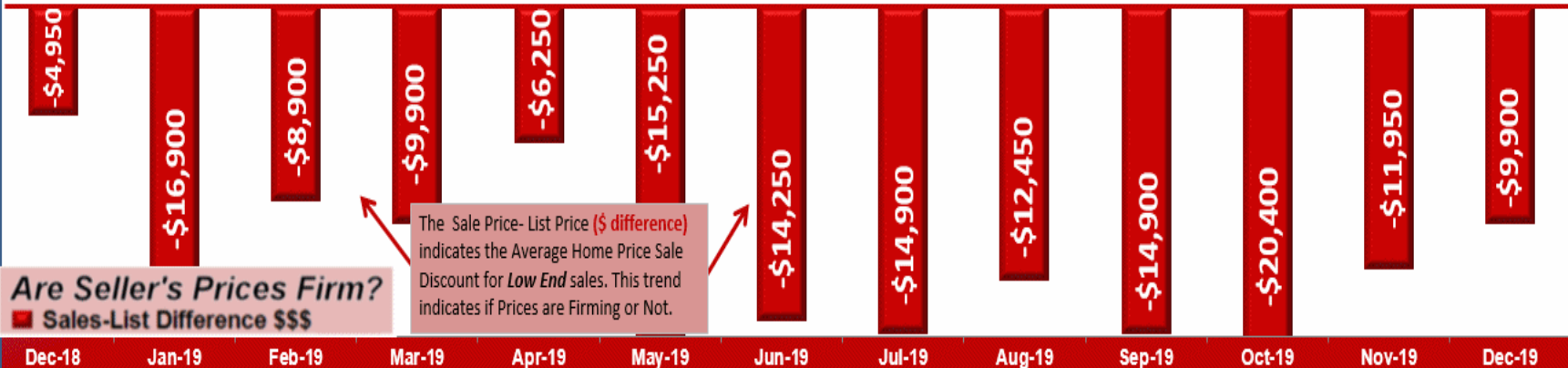
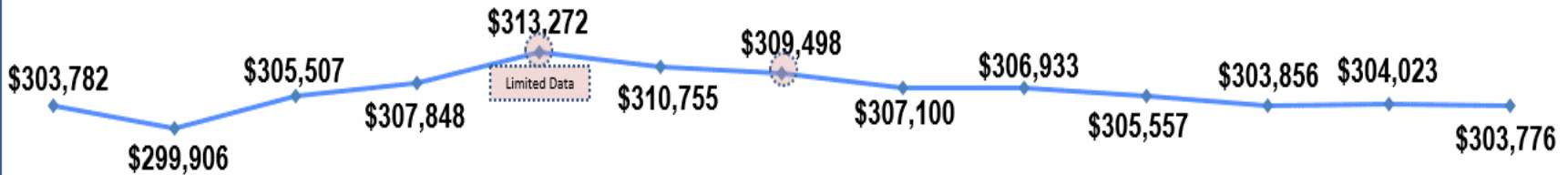
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Market Analysis and Forecasting Jan 1/20 **Maple Ridge –Pitt Mdws**

Attached **Maple Ridge, Pitt Meadows** **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 our 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.)



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

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

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



Condominiums

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

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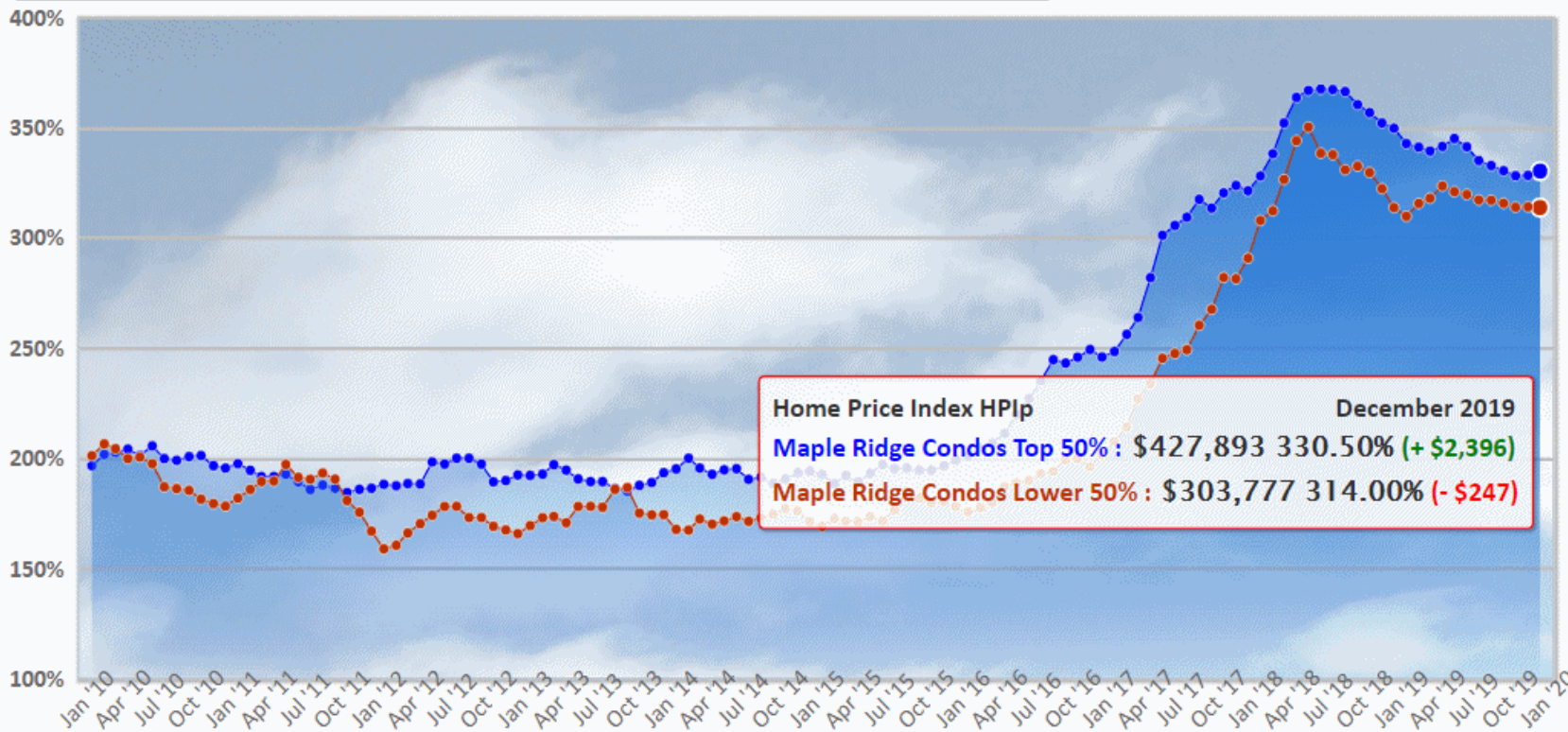
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Market Analysis and Forecasting

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Maple Ridge Condos Top 50% : **HPIp** Forecast+ Forecast-
Maple Ridge Condos Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Dec 2019	% 330.50
Nov 2019	% 328.60
Oct 2019	% 328.40
Sep 2019	% 330.70
Aug 2019	% 333.00
Jul 2019	% 335.30
Jun 2019	% 341.50
May 2019	% 345.30
Apr 2019	% 341.70
Mar 2019	% 339.60
Feb 2019	% 341.40
Jan 2019	% 343.00

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#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale



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Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	85	25	21	97%	-\$15,000	29.4%
Clayton	102	34	36	98%	-\$9,500	33.3%
Murrayville	46	7	13	100%	\$0	15.2%
Salmon River	4	2	52	97%	-\$10,000	50.0%
Brookwood Langley	0	0				0.0%
Aldergrove Langley	13	4	22	97%	-\$10,950	30.8%
Langley City	203	36	28	97%	-\$10,950	17.7%
Total Activity	453	108	28	98%	-\$11,000	24%

Jan 1 2020 Langley, Cloverdale Market Update (Attached)

Current: Langley, Cloverdale is in a Seller Market with average listing inventories, a **24 %SOLD** rate and a 98% Sell/List Ratio.

(This means that there is an average of a \$11,000 surplus on a sale from the original list price)

Most Active Price Range: Attached homes below \$300,000 have **38.9 %SOLD** rate and is in a Sellers Market.

Least Active Price Range: Attached homes between \$500,000 - \$700,000 have **19.7 %SOLD** rate.

History: The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$17,456.

The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices decreased \$5,244.

The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$14,000.

The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$21,966.

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

Forecast: The Listing Inventories have decreased by 4% listings compared to same month last year. We project Langley, Cloverdale Attached to be a continued Seller market.

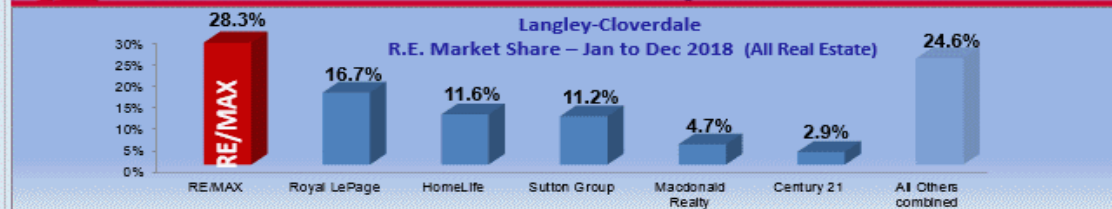
December's Real Estate Statistics shows 67% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,355 monthly price increase, which is a positive trend from last month's price increase of \$792. On the other hand, the Vancouver Detached Markets has just stabilized after its 30th consecutive monthly decreases! We are forecasting the Detached Home Prices to increase across most of the Fraser Valley and the Lower-End Vancouver Markets in the coming months. Currently, the Condo Market presents near stable Market conditions with 57% of the Greater Vancouver (Lower Mainland) Condo Prices increasing just **\$424** on average. On the other hand, 61% of the Townhouse Markets decreased **\$242** on average (11 out of 28 Markets). We are forecasting increasing Condo and Townhouse Markets in the coming months. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Analytical Methods: The Langley, Cloverdale 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 **Langley, Cloverdale HPIp Top 50%** representing the higher end sales and the **Langley, Cloverdale 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: RMXReports.com

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	18	7	21	97%	-\$9,000	38.9%
\$300,001-\$500,000	231	58	28	97%	-\$12,450	25.1%
\$500,001-\$700,000	173	34	36	98%	-\$11,000	19.7%
\$700,001 and more	31	9	18	98%	-\$14,000	29.0%
Total Activity	453	108	28	98%	-\$11,000	24%

Monthly Changes Summary	Dec-18	Nov-19	Dec-19	1/1/2020	Change
Total Listings** (A,S,T,C,X)	470	546	453		-93
Active Listings	438	404	359	246	-113
Solds	78	129	108		-21
Days on Market (DOM)	26	25	28		3
%SOLD (Sales/ Listings /mntly rate)	17%	24%	24%		0%
Condos (Top 50%) Home Price Index HPIp	\$432,357	\$415,271	\$414,901		-\$370
Condos (Lower 50%) Home Price Index HPIp	\$321,327	\$316,100	\$316,084		-\$17
Twnhs (Top 50%) Home Price Index HPIp	\$634,101	\$651,100	\$648,101		-\$2,999
Twnhs (Lower 50%) Home Price Index HPIp	\$461,241	\$485,100	\$483,207		-\$1,893

the RE/MAX Market Share Reports



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

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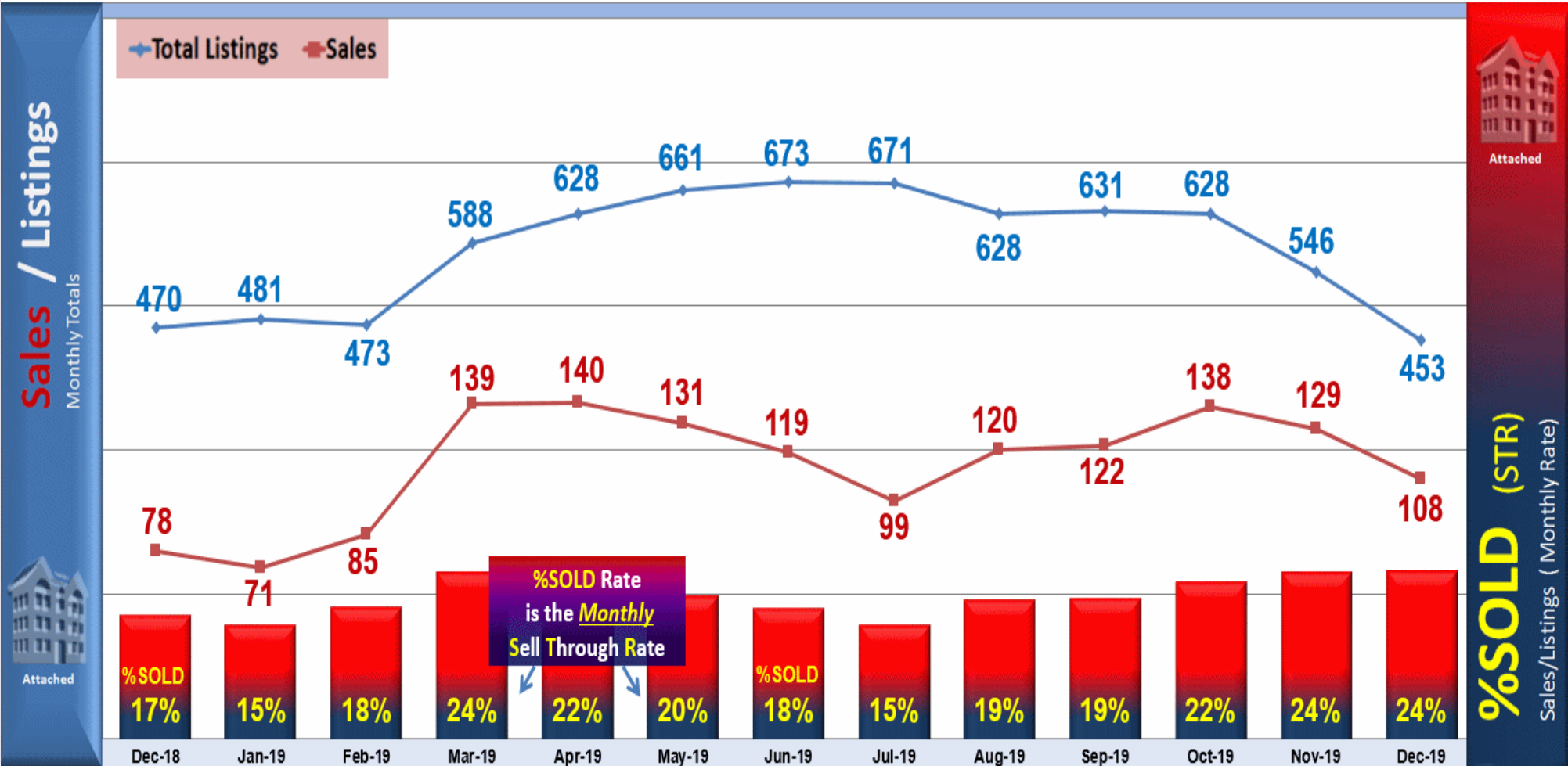
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Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

Attached Langley, Cloverdale Total Listings**, Sales, and %SOLD Rates



%SOLD Rate is the Monthly Sell Through Rate



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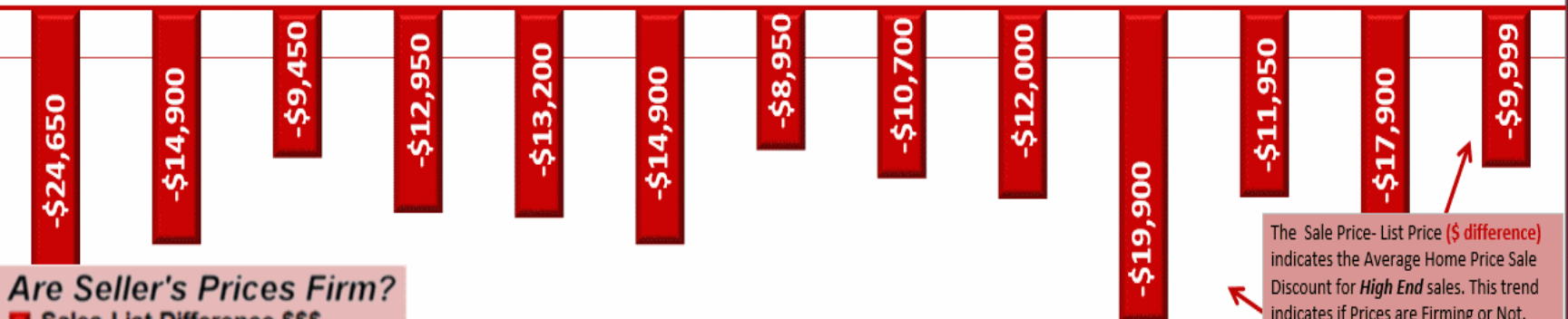
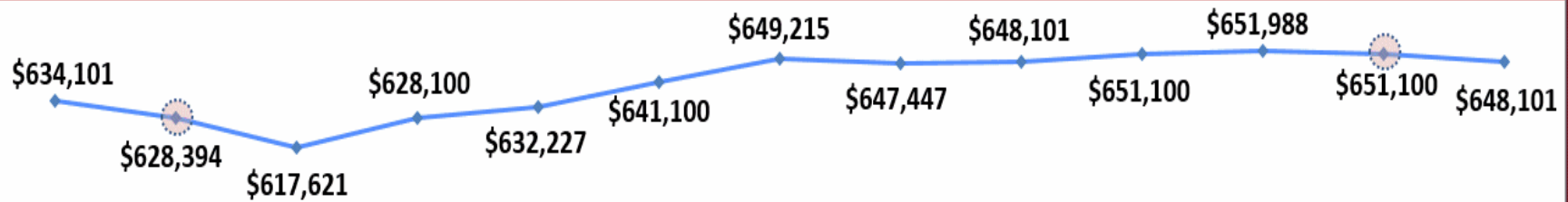
Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

Attached Langley, Cloverdale Townhouse Home Price Index HPI (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 → HPI (Top 50%)

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



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

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Sales Discount \$\$
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Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

Attached Langley, Cloverdale 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)

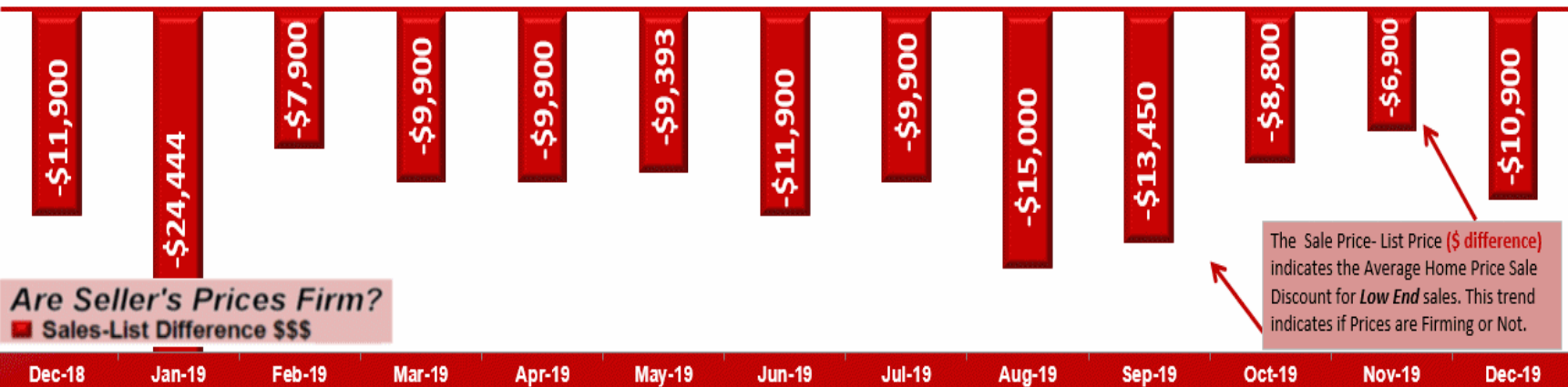
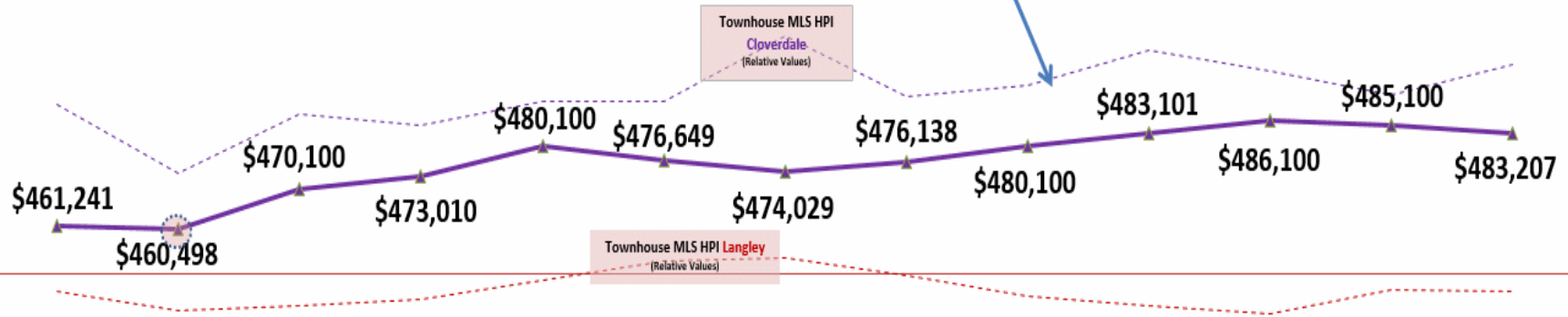
Home Price Changes
 (Home Price Index Paired sales from 2005)



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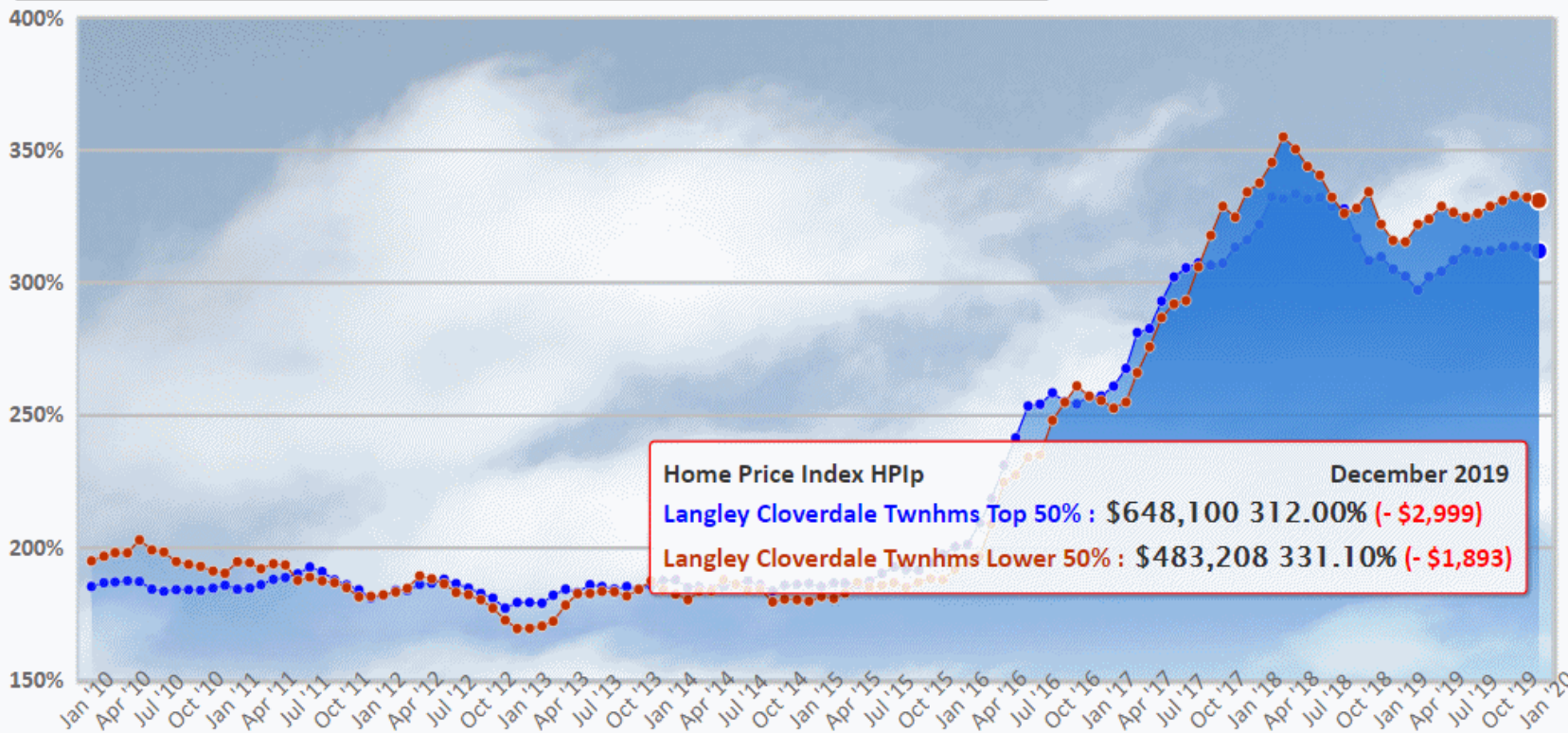
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Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

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Langley Cloverdale Twnhms Top 50% : **HPIp** Forecast+ Forecast-
Langley Cloverdale Twnhms Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Dec 2019	% 312.00
Nov 2019	% 313.40
Oct 2019	% 313.80
Sep 2019	% 313.40
Aug 2019	% 312.00
Jul 2019	% 311.70
Jun 2019	% 312.50
May 2019	% 308.60
Apr 2019	% 304.30
Mar 2019	% 302.30
Feb 2019	% 297.30
Jan 2019	% 302.50

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Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

Attached Langley, Cloverdale 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
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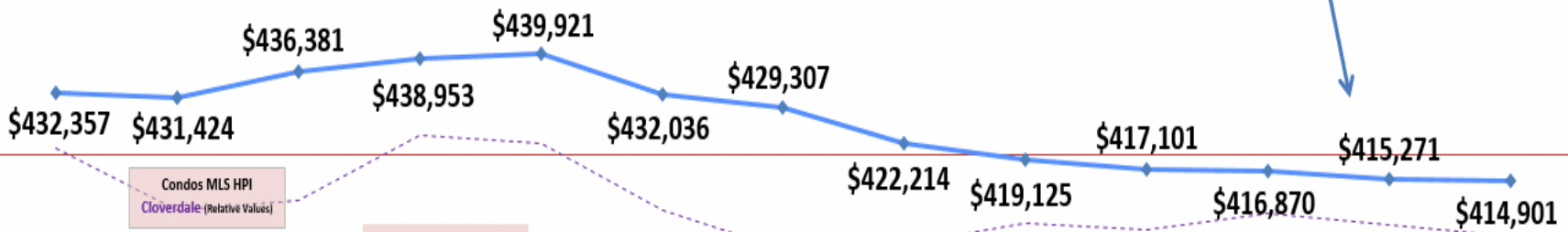


Condominiums

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

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

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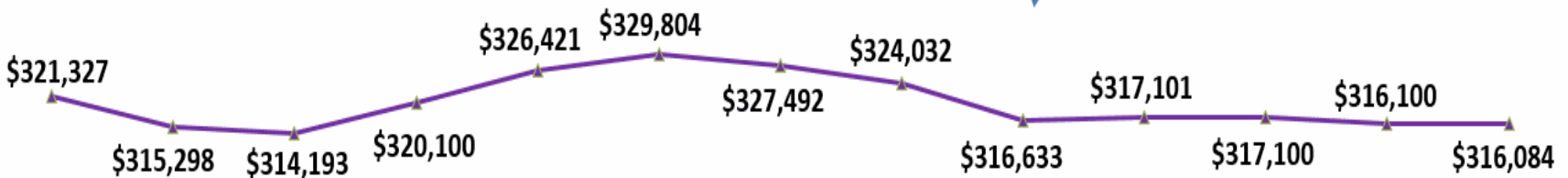
Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

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Home Price Index — HPIp (Lower 50%)

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



Condominiums



Condominiums



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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Sales Discount \$\$

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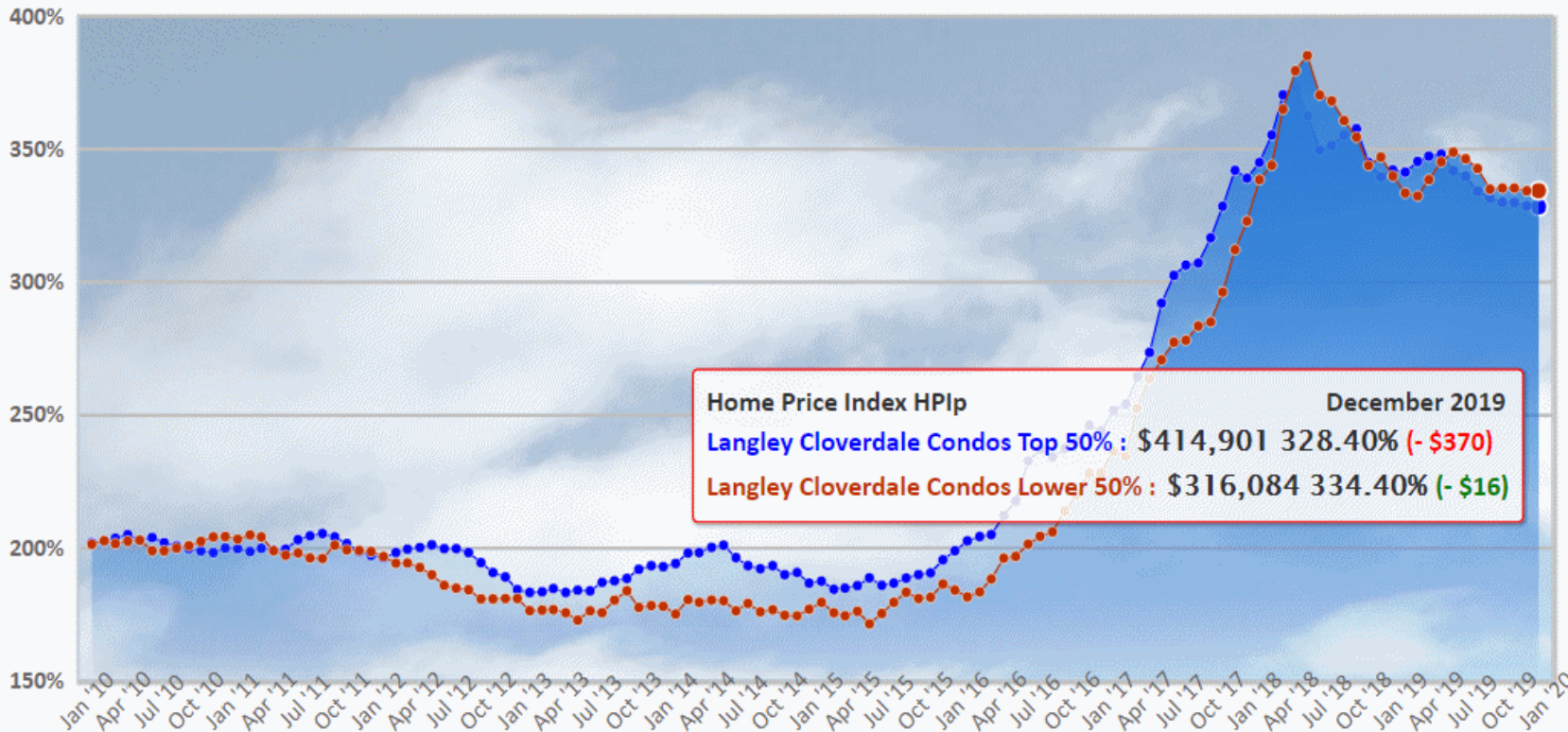
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Market Analysis and Forecasting Jan 1/20 Langley, Cloverdale

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Langley Cloverdale Condos Top 50% : **HPIp** Forecast+ Forecast-
Langley Cloverdale Condos Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

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Aug 2019	% 331.70
Jul 2019	% 334.20
Jun 2019	% 339.80
May 2019	% 341.90
Apr 2019	% 348.20
Mar 2019	% 347.40
Feb 2019	% 345.40
Jan 2019	% 341.40

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