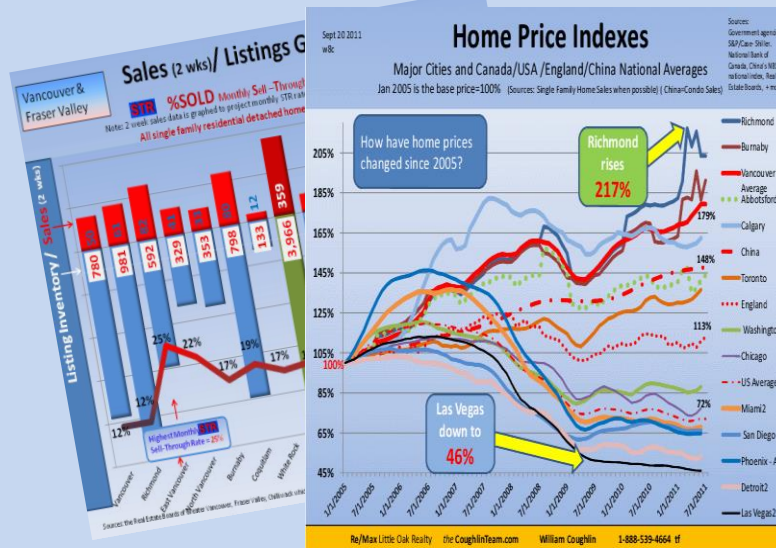


Patrick Kim's Market Reports



Advanced Marketing Tools



Patrick Kim's Market Reports

Detached

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

Attached

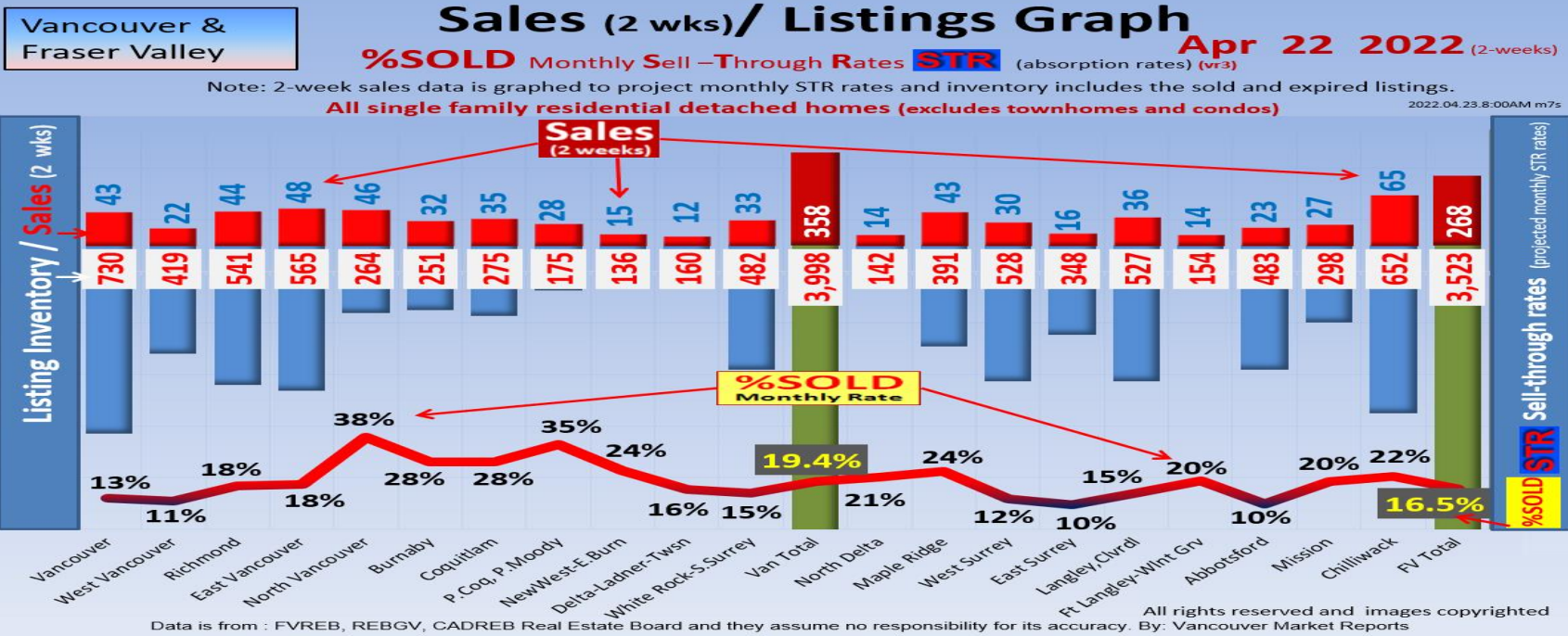
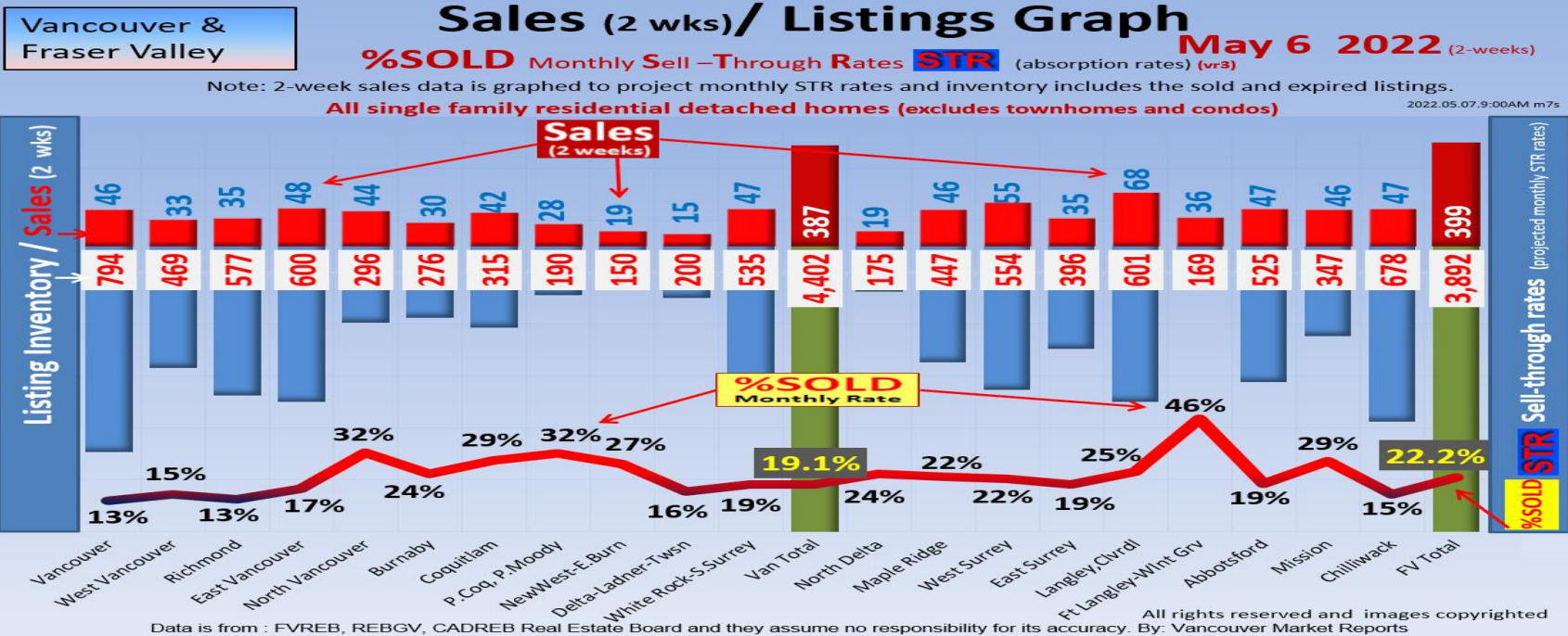
- [Abbotsford](#)

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



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Vancouver Market Reports

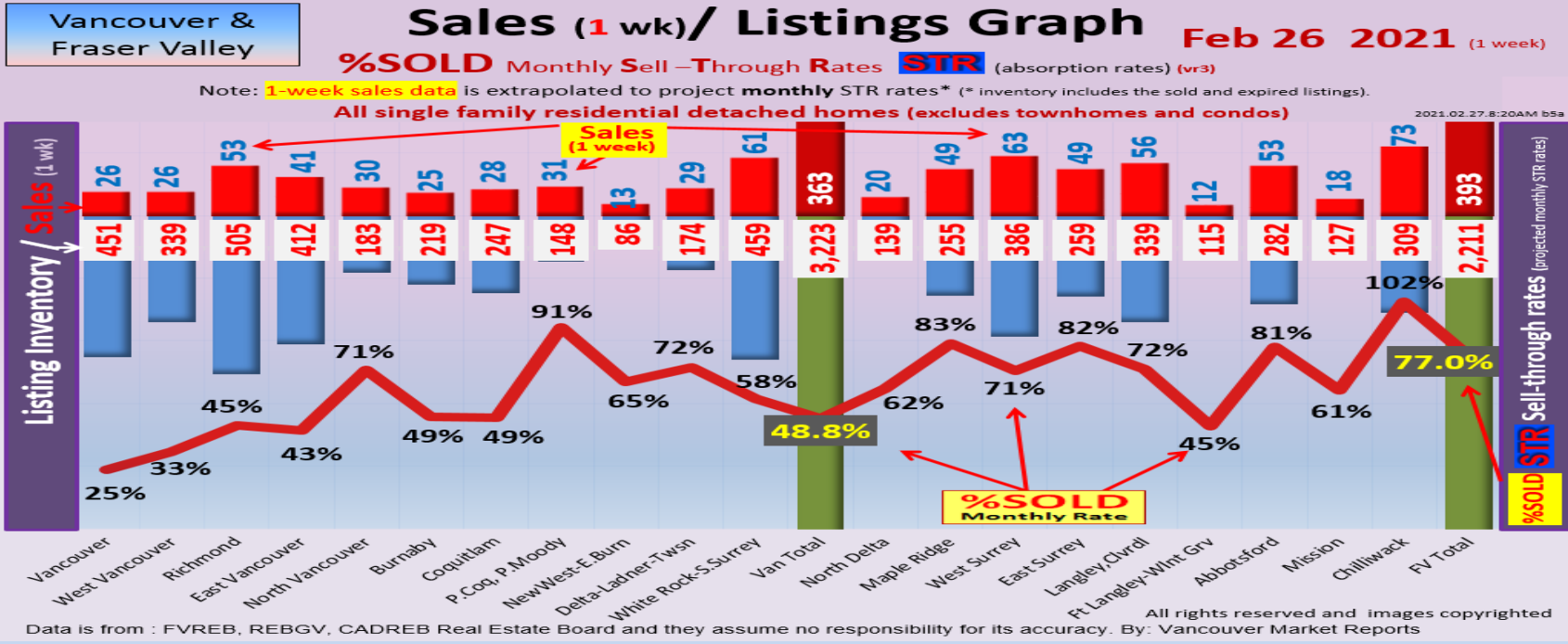
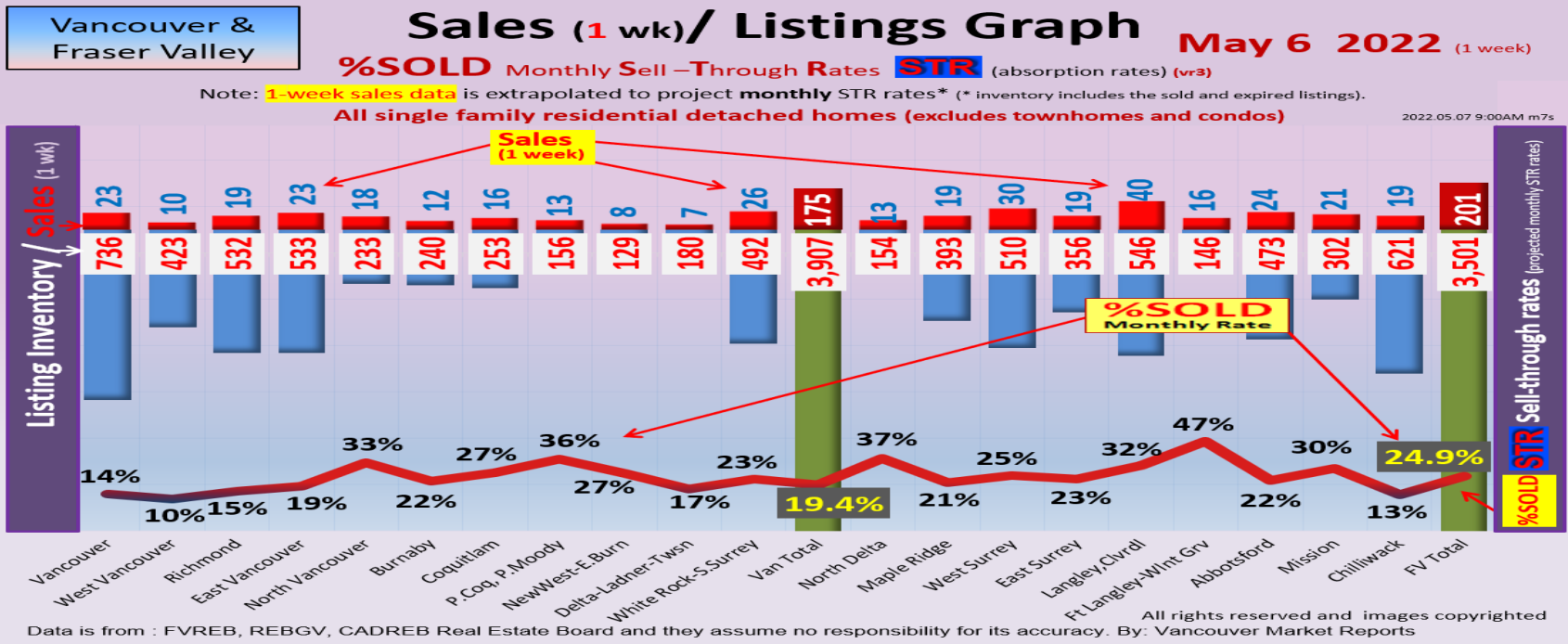
detached homes

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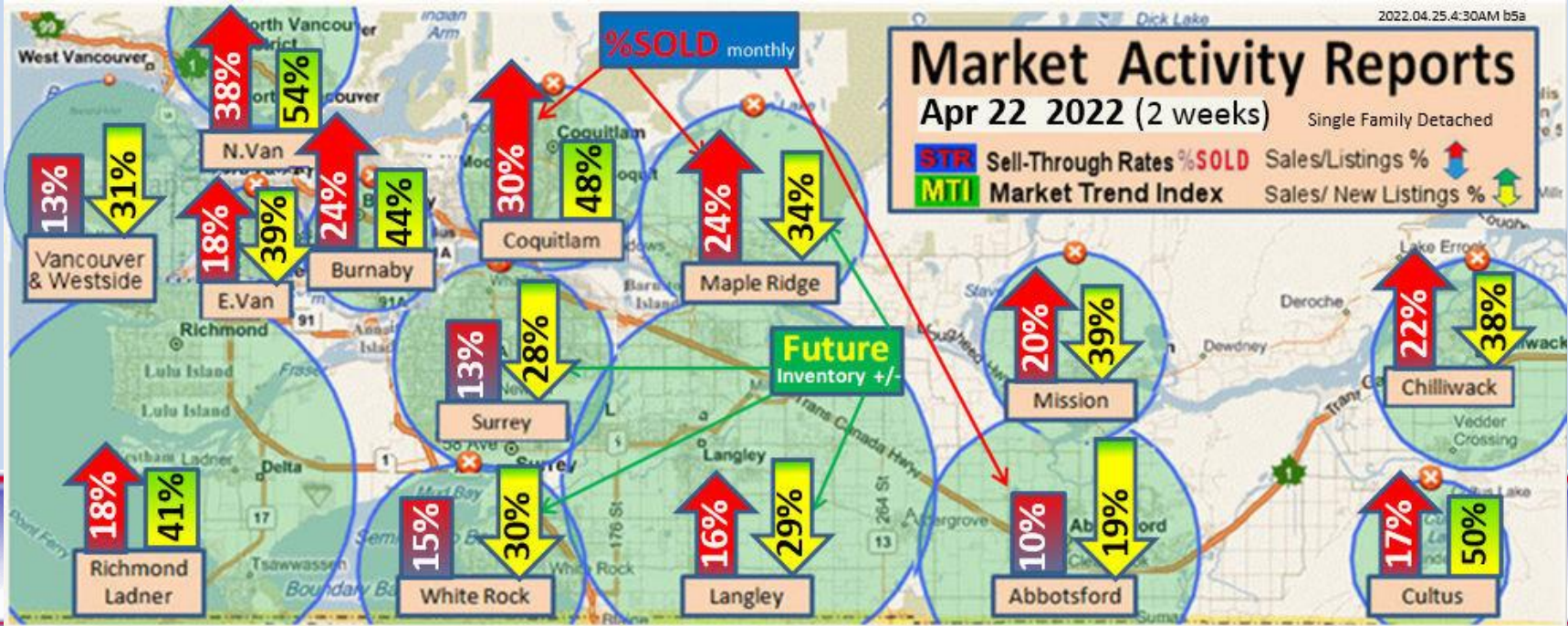
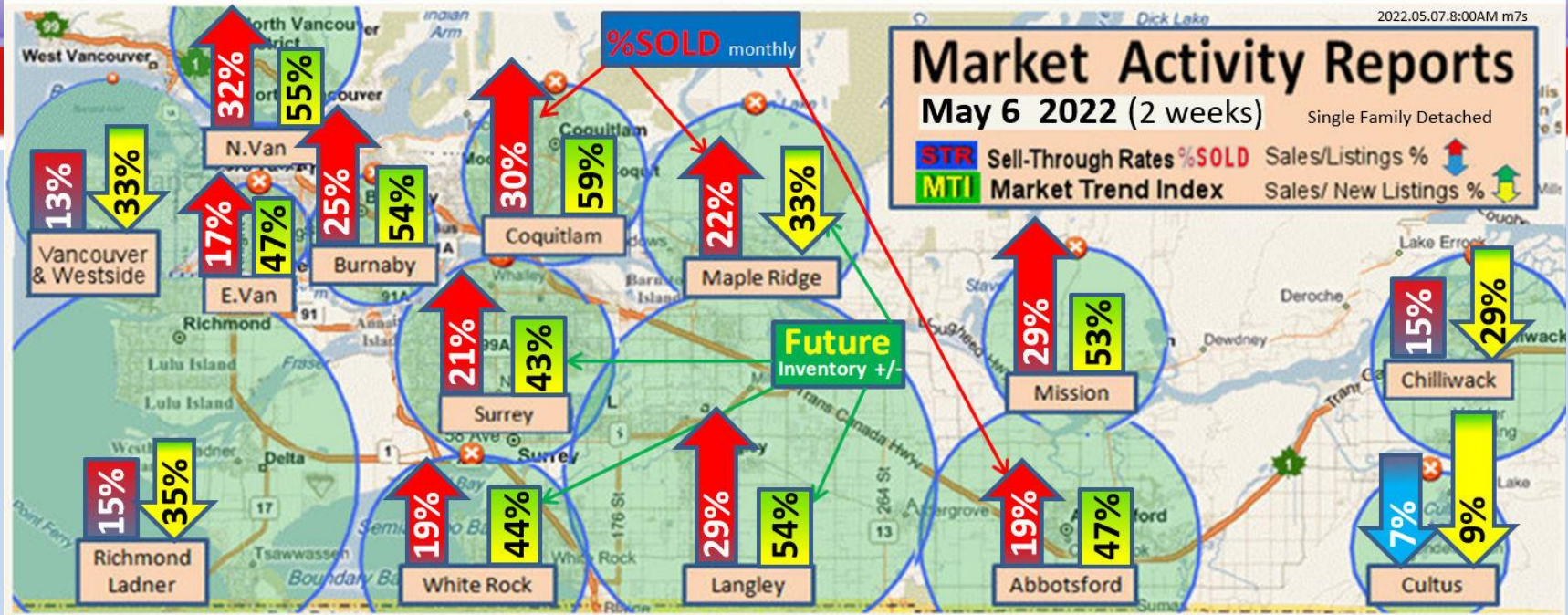
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Market Analysis and Forecasting

May 1/22 Mission

Mission Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Mar 2021 – Mar 2022 (Quarters)

房屋类型: 迄至今年 (每季) 由2020 三月至2021 三月

Powered by: Vancouver Market Reports HPIp

\$527,353

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

\$318,924

46.4%

44.6%

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

High End Detached

高档独立屋



Low End Detached

低端独立屋



\$1,000,000

房地產價格變動

YTD Home Price Changes \$\$\$

房地產价格变动

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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Market Analysis and Forecasting

May 1/22 Mission

Monthly Market Activity - Apr 2022 - Single Family



May 1 2022 Mission Market Update (Detached)

Current: Mission is a Seller Market with normal listing inventories, **20 %SOLD** rate and Sale Price /List Price = 99% (e.g.: means an average of a \$10,000 increase from the original list price on sale.)

Most Active Price Range: Homes between \$400,000 - \$850,000 have **41.7 %SOLD** rate.

Least Active Price Range: Homes above \$2.0 mill have **6.5 %SOLD** rate.

History: The Mission Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$413,186.
The Mission Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$276,085.

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

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

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Market Analysis and Forecasting

May 1/22 Mission

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

Mission List Price Ranges Statistics - Apr 2022							Detached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$400,000	15	6	25	96%	-\$15,400	40.0%	↑
\$400,001-\$850,000	12	5	15	108%	\$35,000	41.7%	↑
\$850,001-\$975,000	18	3	15	98%	-\$20,000	16.7%	↑
\$975,001-\$1,100,000	54	16	9	103%	\$29,650	29.6%	↑
\$1,100,001-\$1,450,000	121	28	12	100%	-\$5,000	23.1%	↑
\$1,450,001-\$2,000,000	76	9	13	95%	-\$74,700	11.8%	↓
\$2,000,001 and more	62	4	6	99%	-\$36,444	6.5%	↓
Total Activity	358	71	10	99%	-\$10,000	20%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Apr-21	Mar-22	Apr-22	5/1/2022	Change	
Total Listings (A,S,T,C,X)	292	337	358		21	↑
Active Listings (1st of the month)	136	155	212	249	37	↑
Solds	96	91	71		-20	↓
Days on Market (DOM)	7	7	10		3	↓
%SOLD (Sales/ Listings /mnlthly rate)	32.9%	27.0%	19.8%		-7.2%	↓
(Top 50%) Home Price Index HPIp	\$1,236,914	\$1,729,756	\$1,650,100		-\$79,656	↓
(Lower 50%) Home Price Index HPIp	\$733,101	\$1,035,881	\$1,009,186		-\$26,696	↓

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Market Analysis and Forecasting

May 1/22 Mission

What Sold in your Neighbourhood and for What Price?

Mission Sub areas Statistics - Apr 2022						Detached
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Hatzic	27	7	11	94%	-\$54,900	25.9%
Stave Falls	12	3	6	101%	\$9,200	25.0%
Steelhead	9	0				0.0%
Mission	245	47	12	98%	-\$20,900	19.2%
Durieu	7	2	9	94%	-\$45,001	28.6%
Dewdney Deroche	15	2	77	92%	-\$54,350	13.3%
Lake Errock	12	5	6	100%	\$100	41.7%
Hemlock	2	1	16	98%	-\$20,000	50.0%
Mission-West	29	4	7	103%	\$49,300	13.8%
Total Activity	358	71	10	99%	-\$10,000	20%

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Market Analysis and Forecasting

May 1/22 Mission

Next Months Market Forecast

Forecast: Mission has average Listing Supply; 249 homes are for sale and with the **20 %SOLD** monthly rate gives us a ~5 months of inventory. Another indicator: 37% of the Active Listings have Reduced their Price by \$77,486 on Average and \$72,451 on Median for the last month. We project Mission Detached to be a Seller market.

The Fraser Valley's Detached Home Market has now dropped for the 2nd month in a row. The Average Home Price decreased (\$43,918) which is a big change from the \$2,921 drop that we saw in March. This adjustment is partially caused by the erosion of consumer confidence with the \$2/liter gas prices, interest rates, and economic woes. This is the 4th lowest monthly price decrease we have seen on record. We are now forecasting that the majority of the Fraser Valley Market continues to be in a Buyer's Market in the next coming months.

Currently, the Condo Market is still Stable with an Average Price Increase of \$1,617. Meanwhile, Townhouse Markets have switched to a Buyer's Market with an (\$8,069) average price decrease. We analyze and provide 97 individual City's Home Price Indexes to supply you with the MOST ACCURATE Market Trends every Saturday. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Analytical Methods: The Mission 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 market into two parts with The **Mission HPIp Top 50%** representing the higher end sales the **Mission 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 Board and they assume no responsibility for its accuracy. Copyright: VancouverMarketReports.com

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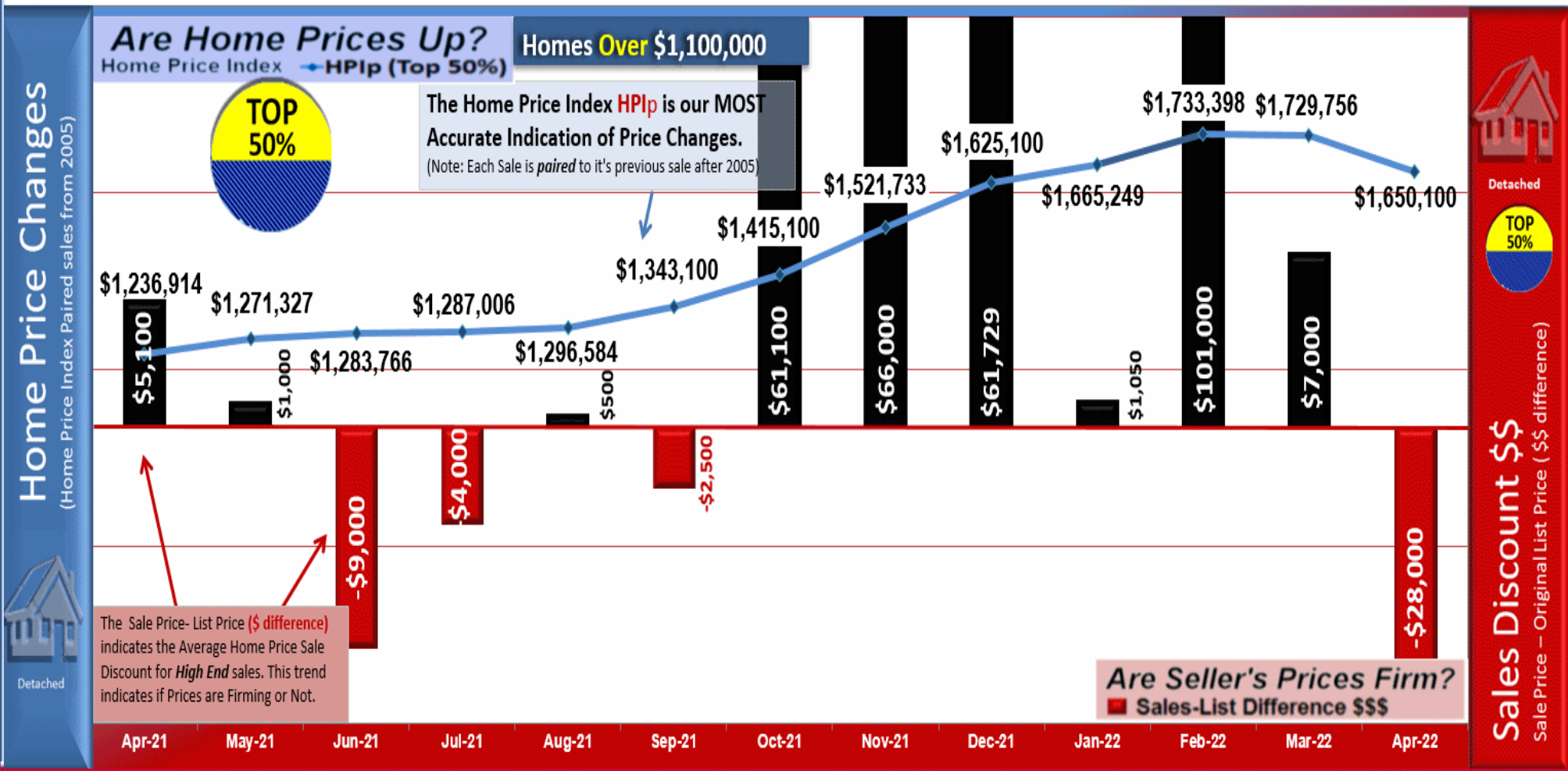
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Market Analysis and Forecasting

May 1/22 Mission

Detached

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



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

Homes Over \$1,100,000



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)

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



Detached

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)

*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

May 1/22 Mission

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

← Total Listings → Sales Homes Over \$1,100,000

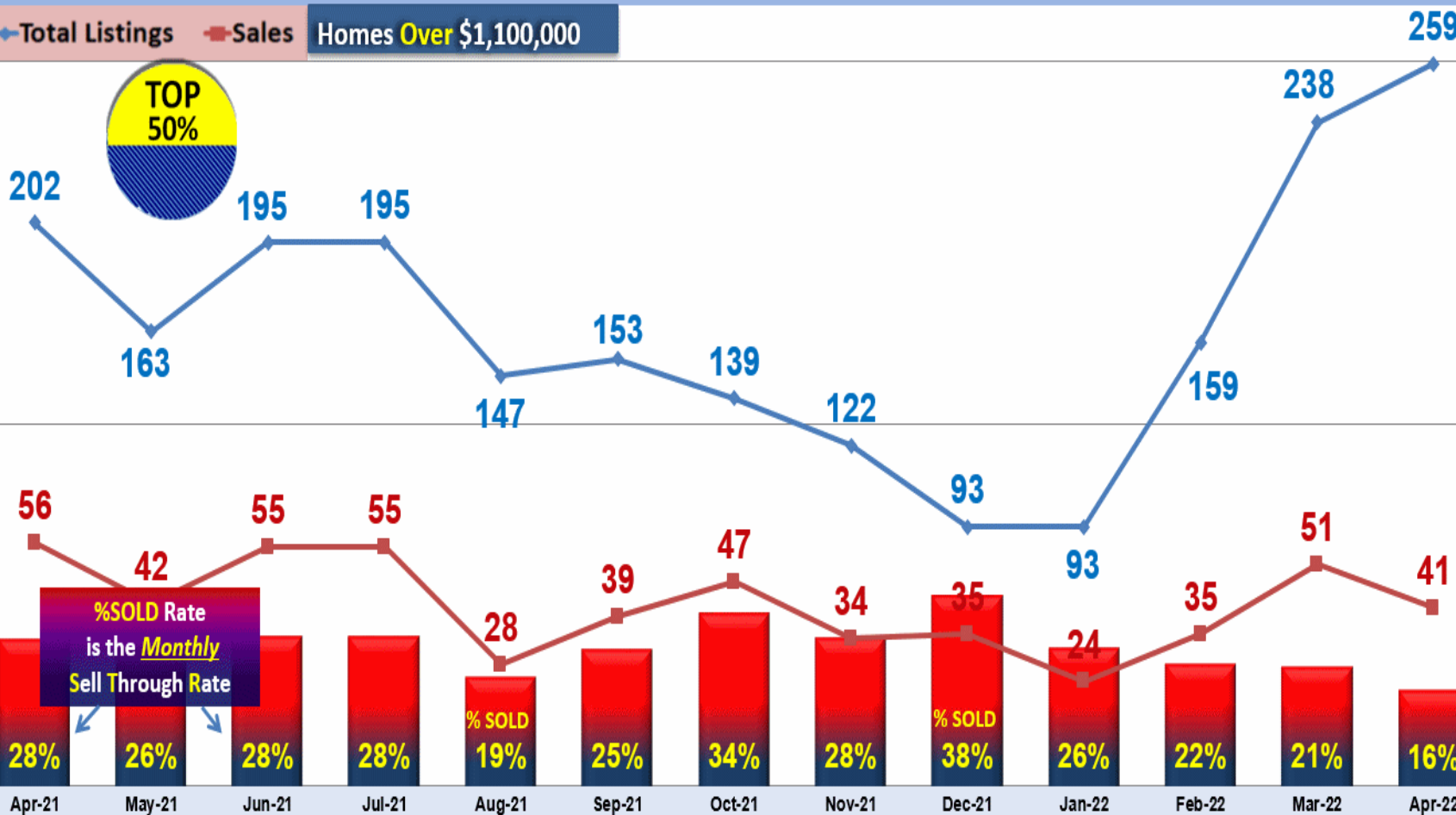
Sales / Listings
Monthly Totals



Detached



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



%SOLD Rate is the Monthly Sell Through Rate

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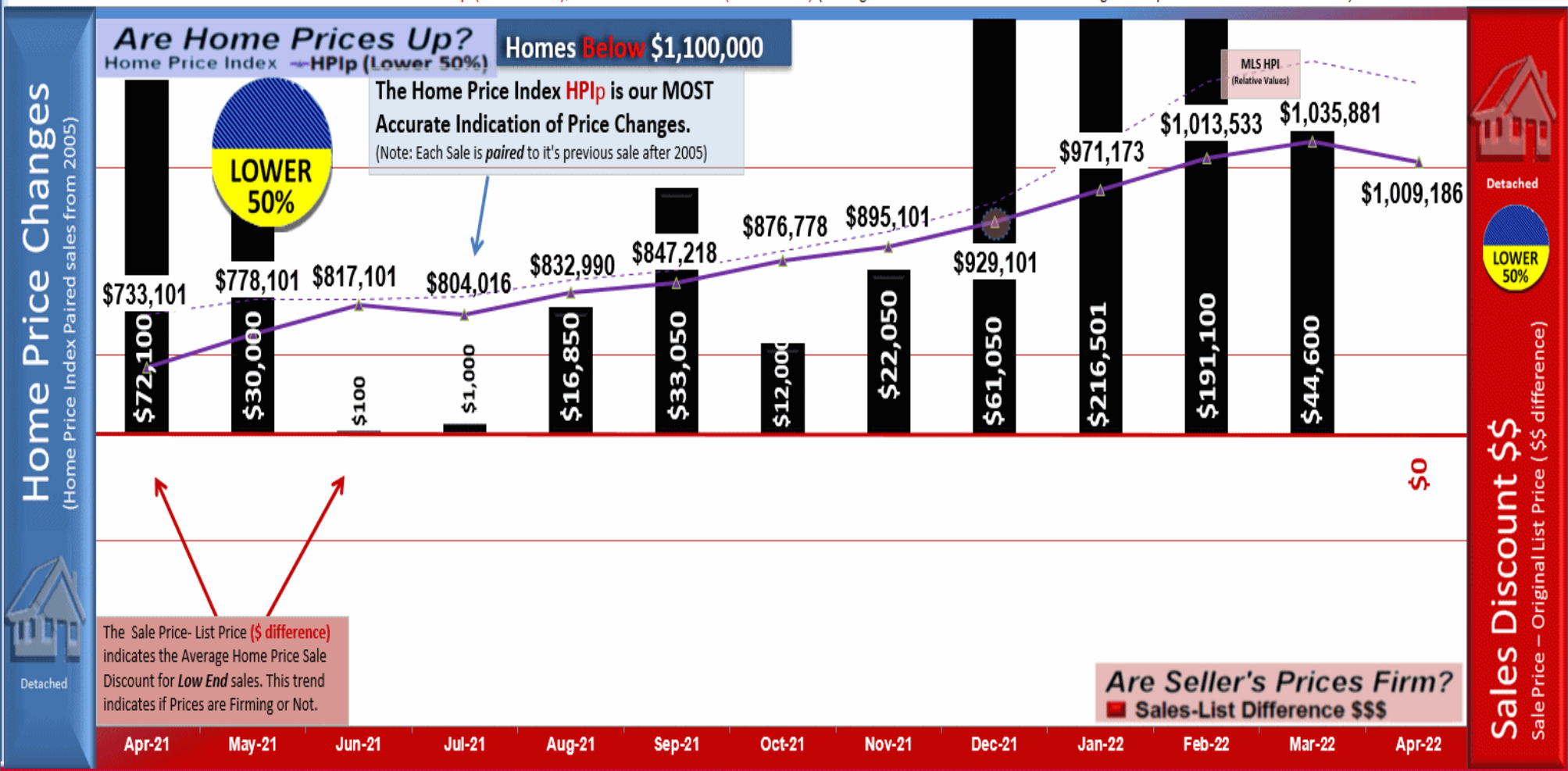
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Market Analysis and Forecasting

May 1/22 Mission

Detached

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



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



Detached



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

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

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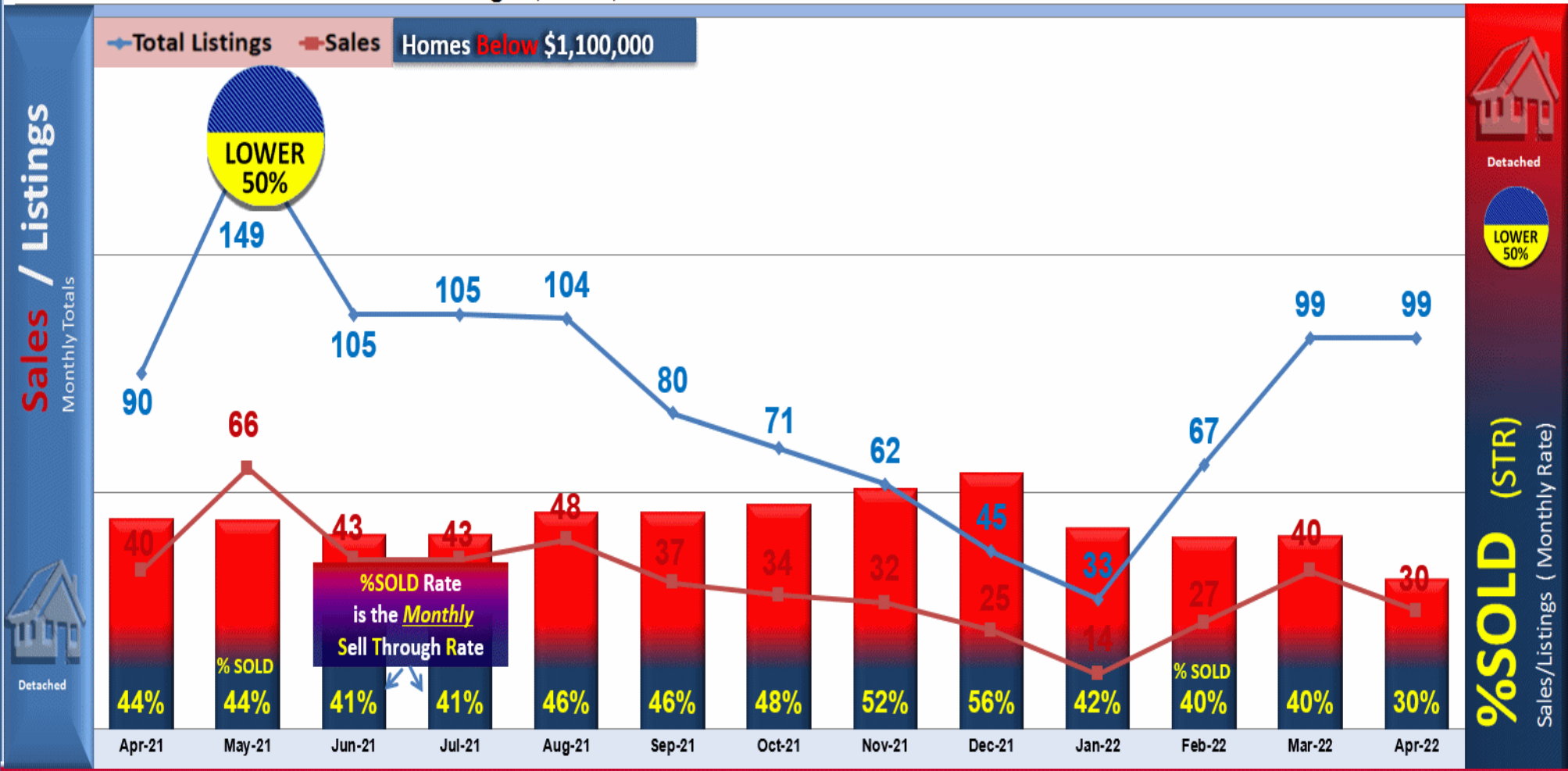
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Market Analysis and Forecasting

May 1/22 Mission

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



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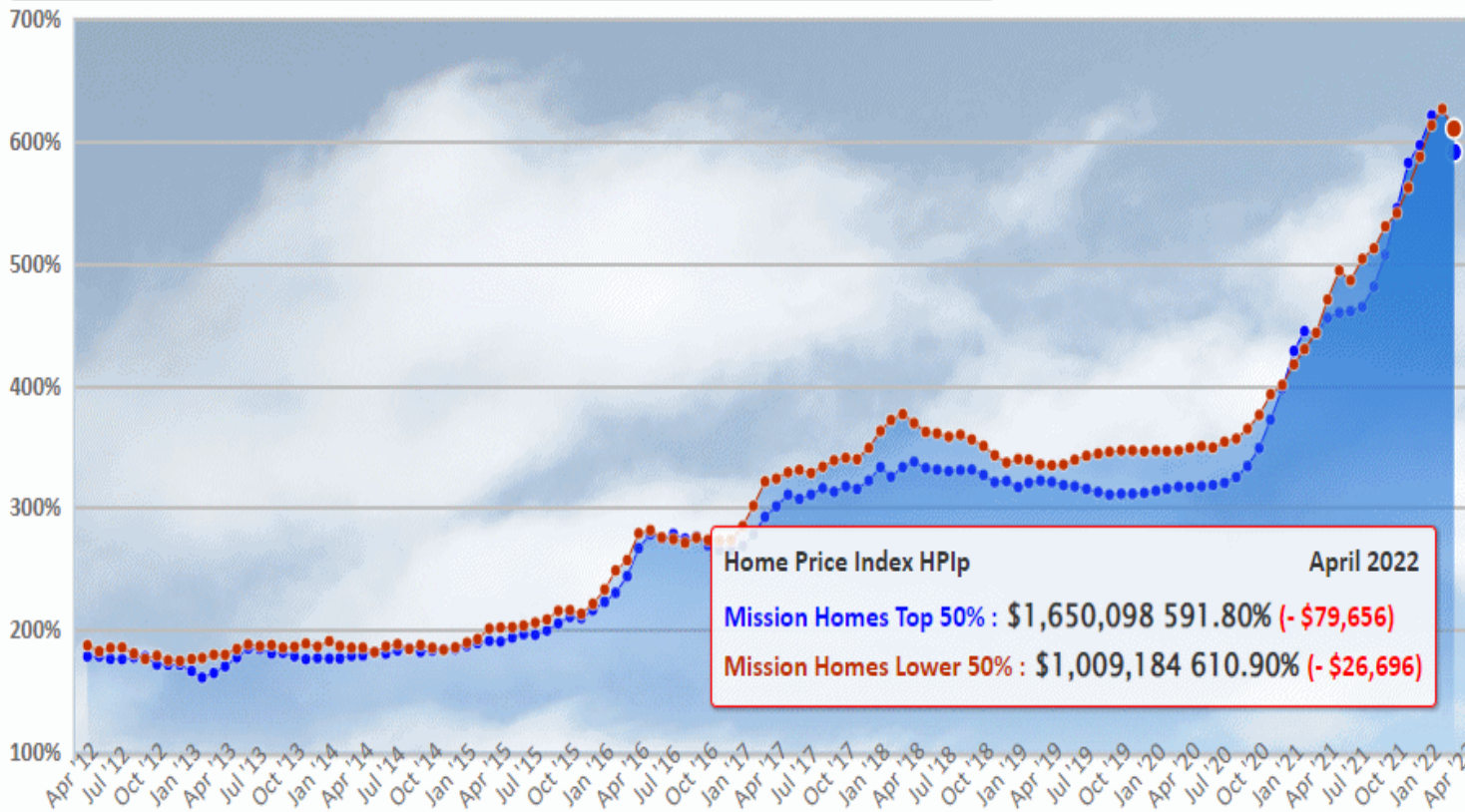
Market Analysis and Forecasting

May 1/22 Mission

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Apr 2022	% 591.80
Mar 2022	% 620.40
Feb 2022	% 621.70
Jan 2022	% 597.30
Dec 2021	% 582.90
Nov 2021	% 545.80
Oct 2021	% 507.50
Sep 2021	% 481.70
Aug 2021	% 465.00
Jul 2021	% 461.60
Jun 2021	% 460.40
May 2021	% 456.00

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Market Analysis and Forecasting

May 1/22 Abbotsford

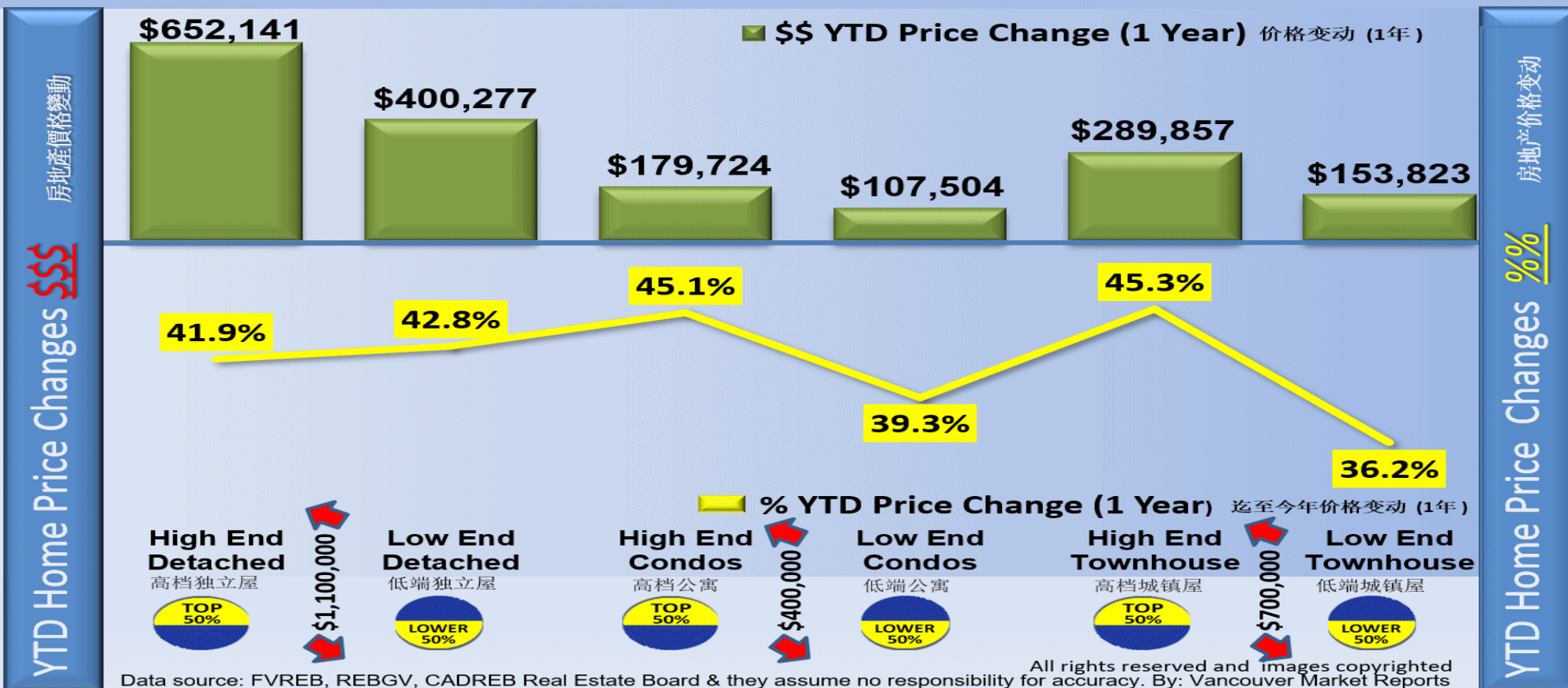
Abbotsford Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Mar 2021 – Mar 2022 (Quarters)

房屋类型: 迄至今年 (每季) 由2020 三月至2021 三月

Powered by: Vancouver Market Reports HPIp



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

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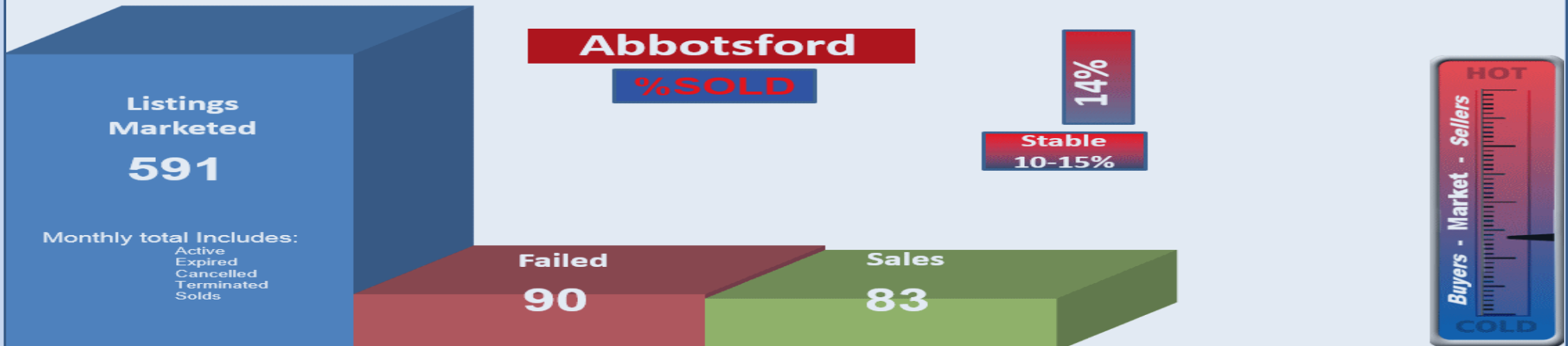
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Market Analysis and Forecasting

May 1/22 Abbotsford

Monthly Market Activity - Apr 2022 - Single Family



May 1 2022 Abbotsford Market Update (Detached)

Current: Abbotsford is in Seller Market with average listing inventories, a **14 %SOLD** rate and a 98% Sell/List Ratio.

(This means that on an average sale there is a \$20,000 increase from the original list price) .

Most Active Price Range: Homes below \$1.1mill have a **36.2 %SOLD** rate.

Least Active Price Range: Homes above \$2.5 mill. have a **3.0 %SOLD** rate.

History: The Abbotsford Home Price Index **HPIp (Top 50%)** shows that prices increased \$397,972.
The Abbotsford Home Price Index **HPIp (Lower 50%)** shows that prices increased \$292,086 year-to-date.

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

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Market Analysis and Forecasting

May 1/22 Abbotsford

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

Abbotsford List Price Ranges Statistics - Apr 2022

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,100,000	47	17	10	99%	-\$9,900	36.2%	↑
\$1,100,001-\$1,275,000	62	13	11	98%	-\$25,000	21.0%	↑
\$1,275,001-\$1,400,000	139	28	9	98%	-\$24,450	20.1%	↑
\$1,400,001-\$1,550,000	100	10	10	102%	\$25,050	10.0%	↓
\$1,550,001-\$1,800,000	111	7	6	99%	-\$24,000	6.3%	↓
\$1,800,001-\$2,500,000	65	6	8	100%	-\$7,500	9.2%	↓
\$2,500,001 and more	67	2	59	95%	-\$259,500	3.0%	↓
Total Activity	591	83	10	98%	-\$20,000	14%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Apr-21	Mar-22	Apr-22	5/1/2022	Change	
Total Listings** (A,S,T,C,X)	682	599	591		-8	↓
Active Listings (1st of the month)	291	276	357	418	61	↑
Solds	236	189	83		-106	↓
Days on Market (DOM)	7	7	10		3	↑
%SOLD (Sales/ Listings /mnlthly rate)	35%	32%	14%		-17.5%	↓
(Top 50%) Home Price Index HPIp	\$1,681,128	\$2,175,100	\$2,079,100		-\$96,000	↓
(Lower 50%) Home Price Index HPIp	\$992,014	\$1,347,377	\$1,284,100		-\$63,277	↓

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Market Analysis and Forecasting

May 1/22 Abbotsford

What Sold in your Neighbourhood and for What Price?

Abbotsford Sub areas Statistics - Apr 2022					Detached	
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	34	2	13	98%	-\$24,500	5.9%
Bradner	21	3	12	99%	-\$49,000	14.3%
Matsqui	11	4	14	90%	-\$135,450	36.4%
Sumas Mountain	7	0				0.0%
Abbotsford West	143	22	12	100%	-\$4,950	15.4%
Abbotsford East	227	38	9	98%	-\$22,000	16.7%
Aberdeen	32	1	2	100%	\$3,000	3.1%
Sumas Prairie	9	1	17	104%	\$50,000	11.1%
Central Abbotsford	107	12	10	97%	-\$35,306	11.2%
Total Activity	591	83	10	98%	-\$20,000	14%

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Market Analysis and Forecasting

May 1/22 Abbotsford

Next Months Market Forecast

Forecast: Abbotsford has average Listing supply; 418 homes are for sale & with the **14 %SOLD** monthly rate gives us a ~7 months of inventory. 19% of the active listings have reduced their price by \$90,278 on average and \$60,450 on median in the last month. We project Abbotsford to continue in Seller Market.

The Fraser Valley's Detached Home Market has now dropped for the 2nd month in a row. The Average Home Price decreased (\$43,918) which is a big change from the \$2,921 drop that we saw in March. This adjustment is partially caused by the erosion of consumer confidence with the \$2/liter gas prices, interest rates, and economic woes. This is the 4th lowest monthly price decrease we have seen on record. We are now forecasting that the majority of the Fraser Valley Market continues to be in a Buyer's Market in the next coming months. Currently, the Condo Market is still Stable with an Average Price Increase of \$1,617. Meanwhile, Townhouse Markets have switched to a Buyer's Market with an (\$8,069) average price decrease. We analyze and provide 97 individual City's Home Price Indexes to supply you with the MOST ACCURATE Market Trends every Saturday. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Analytical Methods: The Abbotsford represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the market into two parts with The **Abbotsford HPI Top 50%** representing the higher end sales the **Abbotsford HPI 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 Board and they assume no responsibility for its accuracy. Copyright: VancouverMarketReports.com

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Statistics, on the Web!

detached homes



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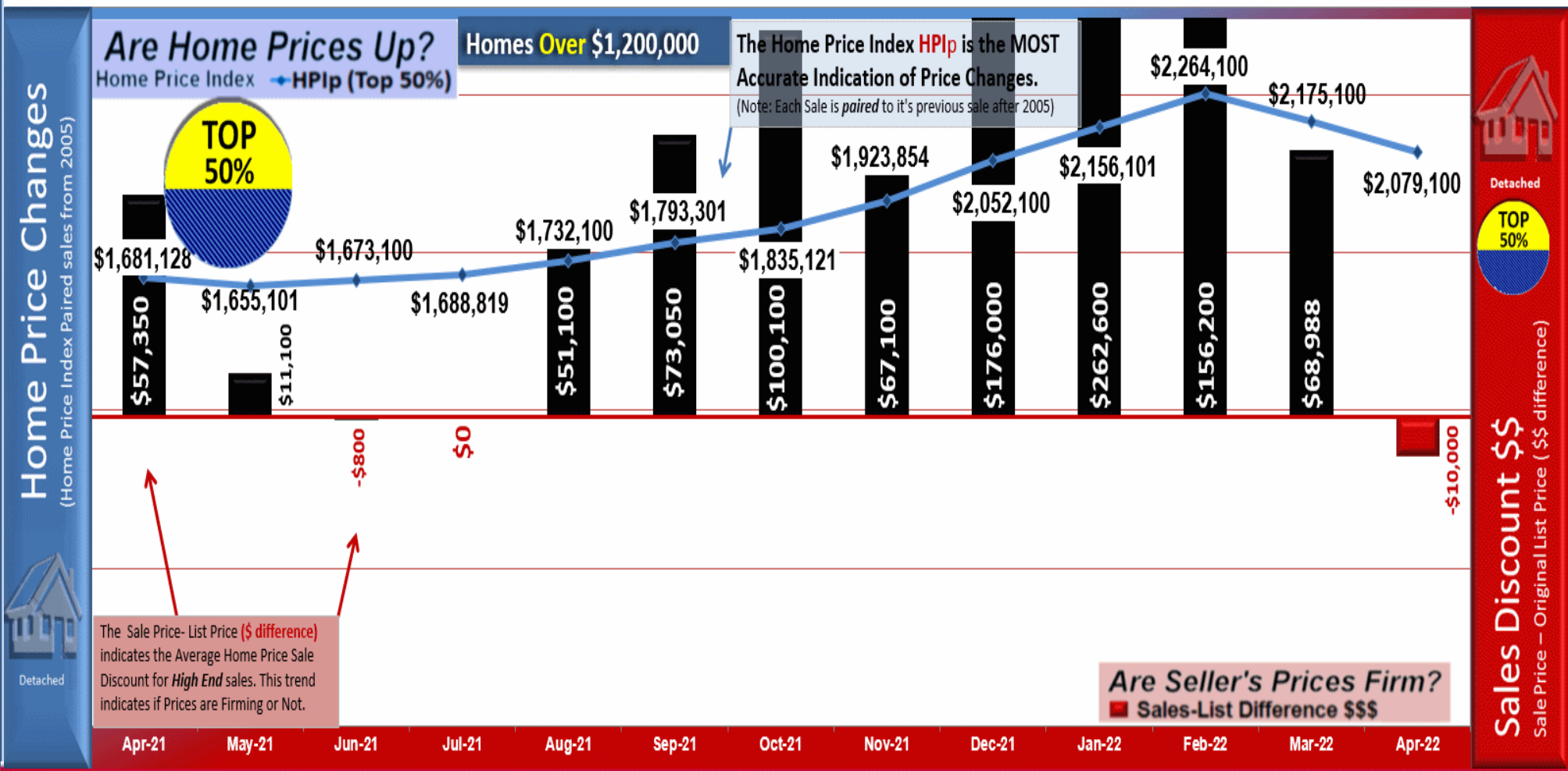
Market Analysis and Forecasting

May 1/22 Abbotsford

Detached

Abbotsford

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



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



Detached



Detached



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

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

Homes Over \$1,200,000

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 \$\$\$

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Market Analysis and Forecasting

May 1/22 Abbotsford

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

← Total Listings → Sales Homes Over \$1,200,000

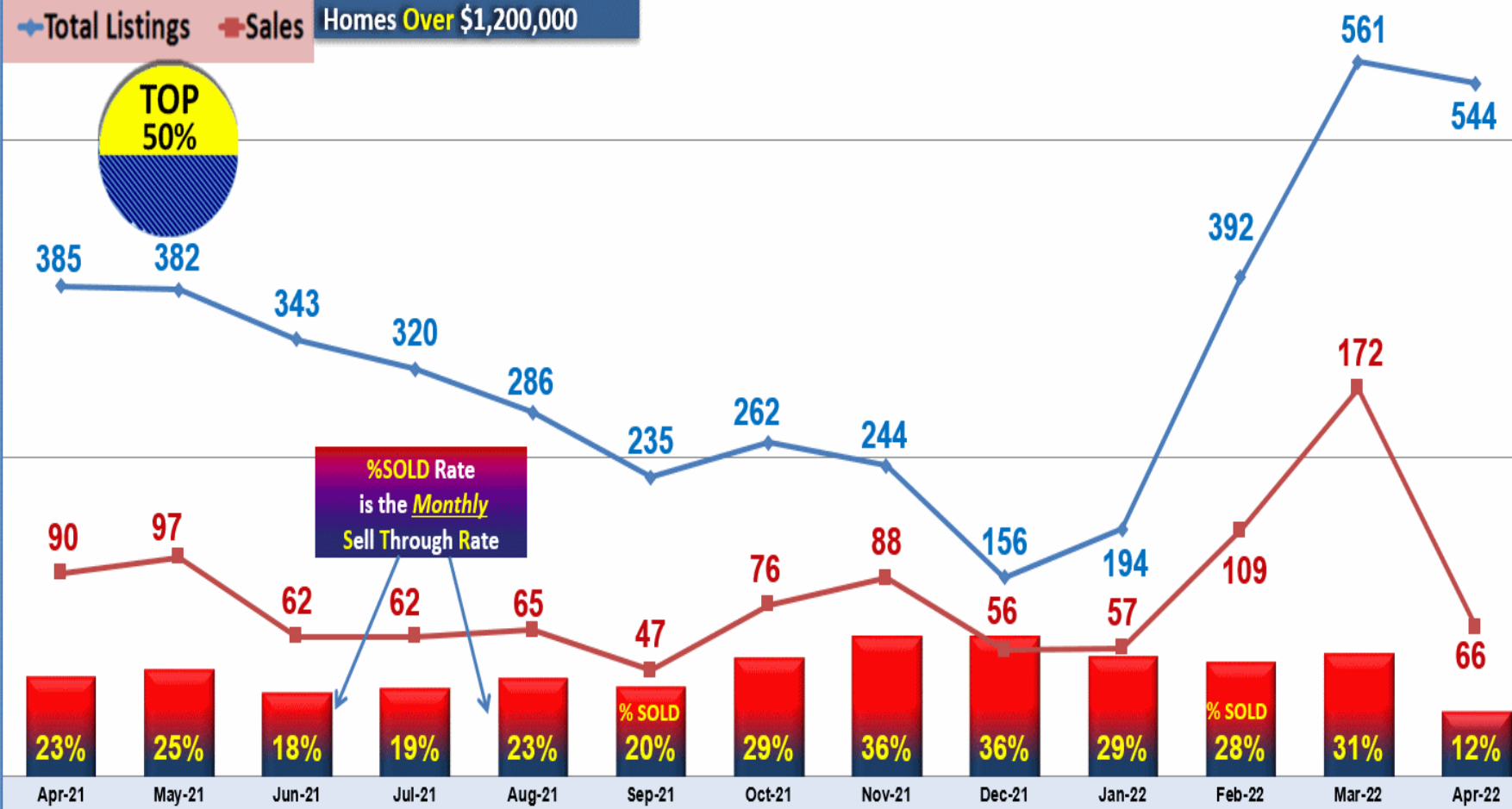
Sales / Listings
Monthly Totals



Detached

TOP 50%

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



%SOLD Rate is the Monthly Sell Through Rate

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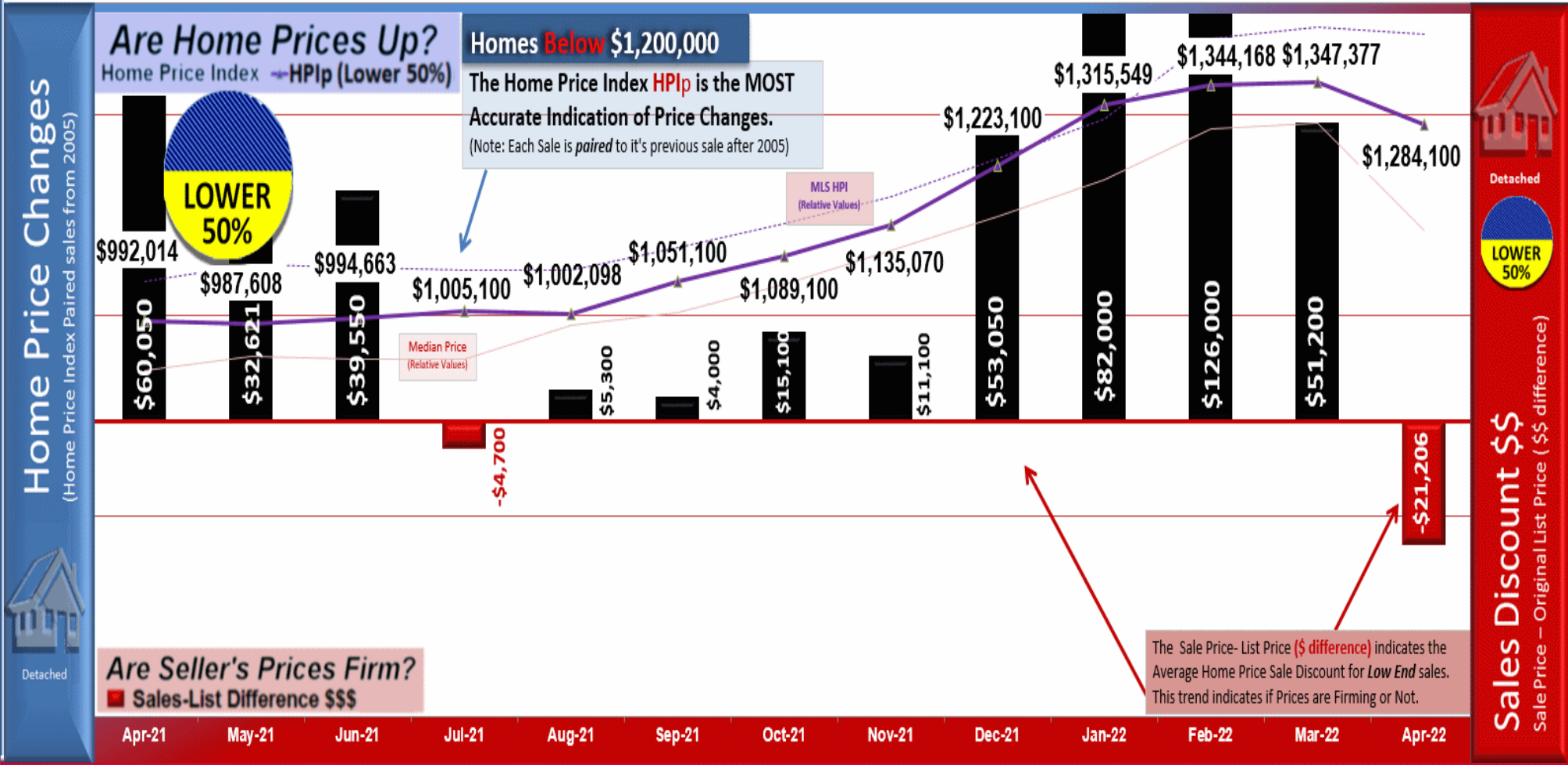
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Market Analysis and Forecasting

May 1/22 Abbotsford

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



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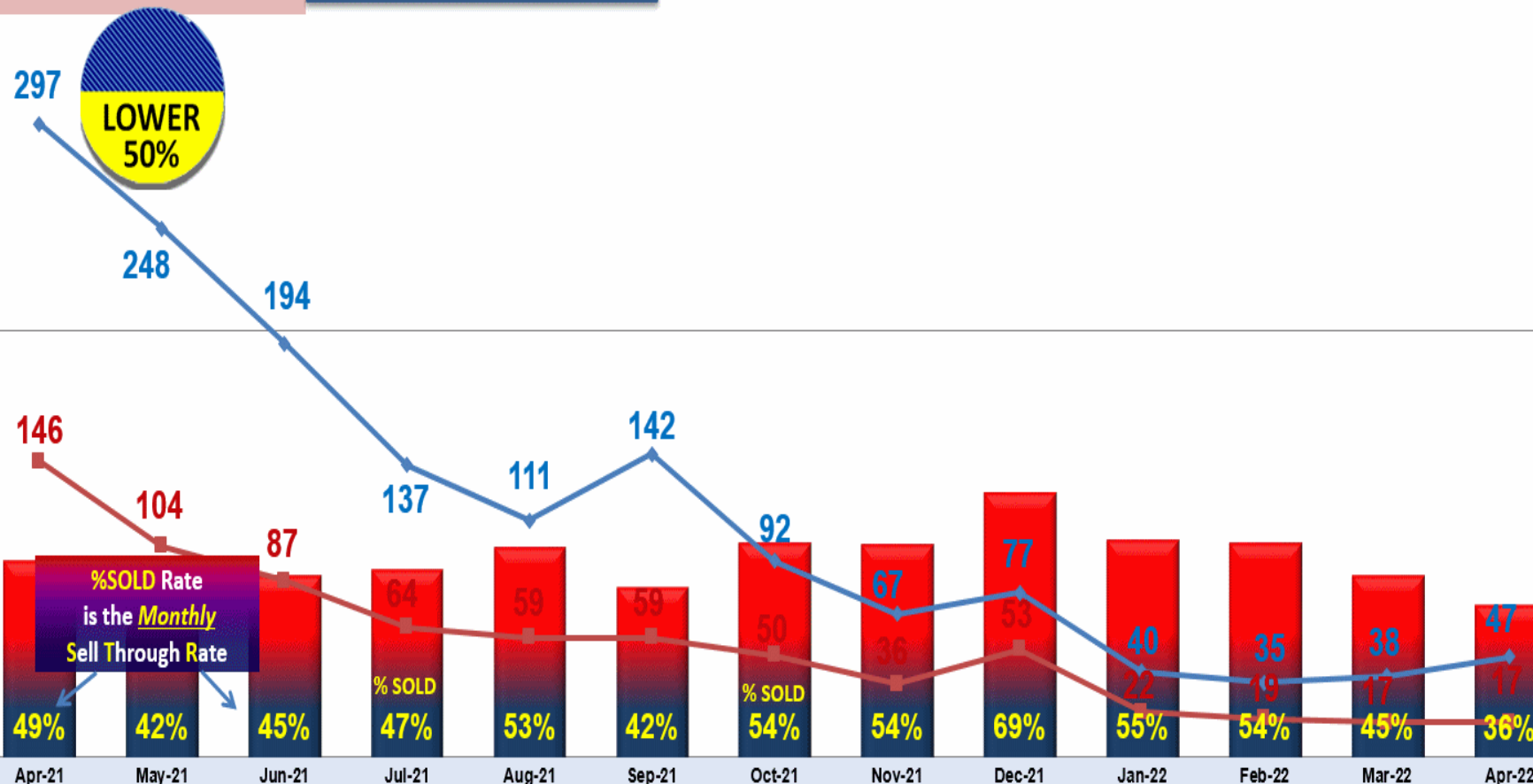
Market Analysis and Forecasting

May 1/22 Abbotsford

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

← Total Listings → Sales Homes Below \$1,200,000

Sales / Listings
Monthly Totals



Detached



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

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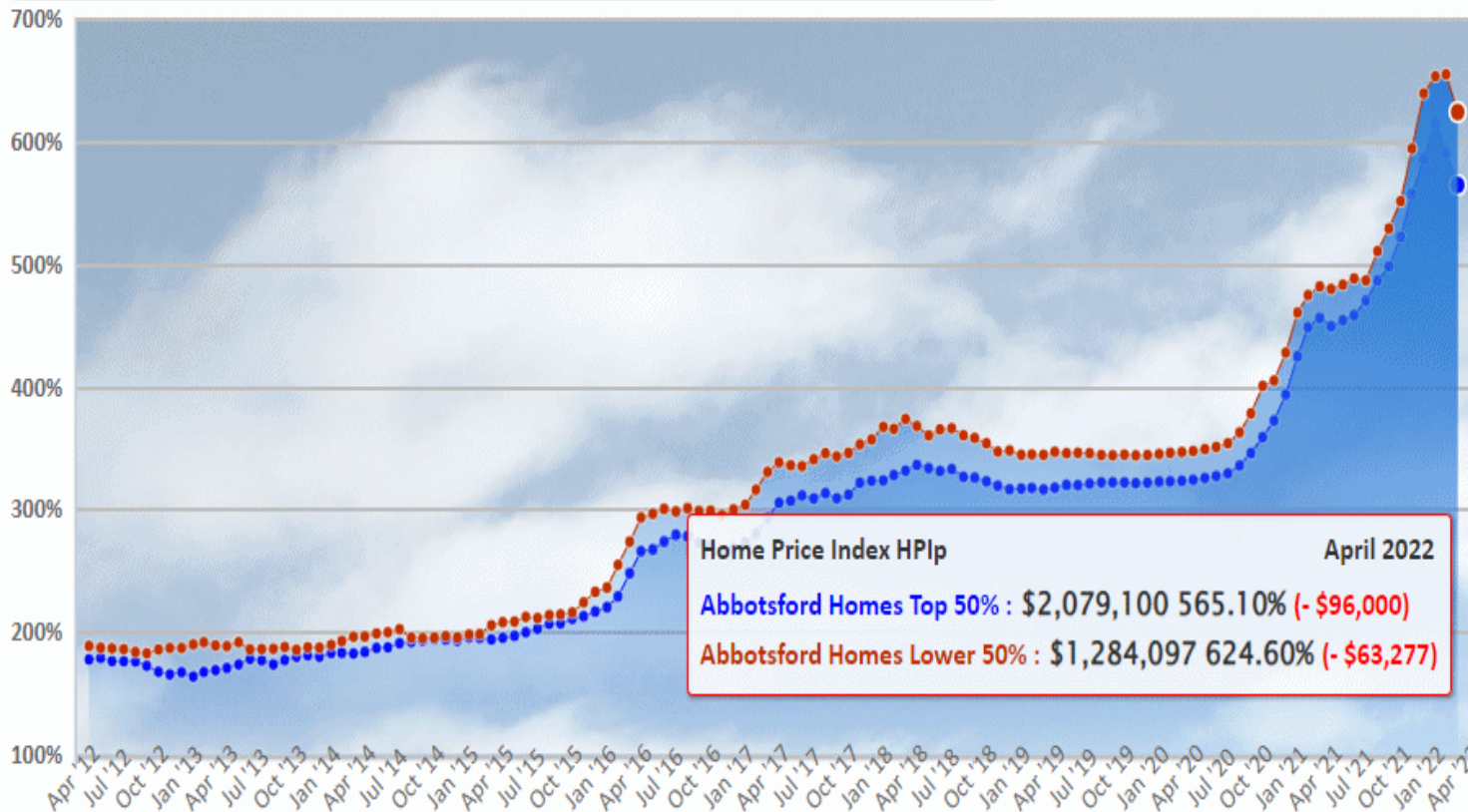
Market Analysis and Forecasting

May 1/22 Abbotsford

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



Monthly Home values

Date	Value
Apr 2022	% 565.10
Mar 2022	% 591.20
Feb 2022	% 615.40
Jan 2022	% 586.00
Dec 2021	% 557.80
Nov 2021	% 522.90
Oct 2021	% 498.80
Sep 2021	% 487.40
Aug 2021	% 470.80
Jul 2021	% 459.00
Jun 2021	% 454.80
May 2021	% 449.90

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Market Analysis and Forecasting

May 1/22 **Abbotsford**

Abbotsford Sub areas Statistics - Apr 2022							Attached
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
Poplar	35	9	13	100%	\$0	25.7%	
Bradner	1	0				0.0%	
Sumas Mountain	0	0				0.0%	
Abbotsford West	190	50	9	100%	-\$450	26.3%	
Abbotsford East	63	19	14	98%	-\$15,000	30.2%	
Aberdeen	9	2	21	99%	-\$12,400	22.2%	
Sumas Prairie	0	0				0.0%	
Central Abbotsford	226	73	9	100%	\$1,000	32.3%	
Total Activity	524	153	10	100%	\$0	29%	

Abbotsford List Price Ranges Statistics - Apr 2022							Attached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$350,000	27	12	7	99%	-\$1,500	44.4%	↑
\$350,001-\$430,000	52	25	9	101%	\$5,100	48.1%	↑
\$430,001-\$500,000	98	41	8	100%	\$100	41.8%	↑
\$500,001-\$650,000	109	23	10	100%	\$0	21.1%	↑
\$650,001-\$800,000	106	32	11	100%	\$100	30.2%	↑
\$800,001 and more	132	20	11	97%	-\$24,350	15.2%	↑
Total Activity	524	153	10	100%	\$0	29%	↑

May 1 2022 Abbotsford Market Update Attached Townhomes/ Condos

Current: Abbotsford is a Seller's Market with normal listing inventories, a **29% SOLD** rate and a 100% Sell/List Ratio.

(This means that there is an average of a \$0 increase on a sale from the original list price)

Most Active Price Range: Attached homes between \$350,000 - \$430,000 have **48.1% SOLD** rate.

Least Active Price Range: Attached homes above \$800,000 have **15.2% SOLD** rate.

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

HPIp (Top 50%) shows that prices increased \$167,779.

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

HPIp (Lower 50%) shows that prices increased \$130,318.

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

HPIp (Top 50%) shows that prices increased \$206,777.

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

HPIp (Lower 50%) shows that prices increased \$125,555.

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

Analytical Methods: The Abbotsford represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the **Condos and Townhouse** markets into two parts with the **Abbotsford HPIp Top 50%** representing the higher end sales and the **Abbotsford HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time.

Monthly Changes Summary	Apr-21	Mar-22	Apr-22	05/01/2022	Change	
Total Listings** (A,S,T,C,X)	537	547	524		-23	↓
Active Listings	251	197	270	321	51	↑
Solds	196	242	153		-89	↓
Days on Market (DOM)	7	7	10		3	↑
%SOLD (Sales/ Listings /mthly rate)	36.5%	44.2%	29.2%		-15.0%	↓
Condos (Top 50%) Home Price Index HPIp	\$436,500	\$588,139	\$604,279		\$16,140	↑
Condos (Lower 50%) Home Price Index HPIp	\$296,100	\$409,642	\$426,418		\$16,776	↑
Twnhs (Top 50%) Home Price Index HPIp	\$711,324	\$958,948	\$918,101		-\$40,847	↓
Twnhs (Lower 50%) Home Price Index HPIp	\$472,100	\$596,143	\$597,655		\$1,512	↑

Forecast: Abbotsford Listing Inventories is 2% less than same month as last year.

The Fraser Valley's Detached Home Market has now dropped for the 2nd month in a row. The Average Home Price decreased (**\$43,918**) which is a big change from the \$2,921 drop that we saw in March. This adjustment is partially caused by the erosion of consumer confidence with the \$2/litre gas prices, interest rates, and economic woes. This is the 4th lowest monthly price decrease we have seen on record. We are now forecasting that the majority of the Fraser Valley Market continues to be in a Buyer's Market in the next coming months. Currently, the Condo Market is still Stable with an Average Price Increase of **\$1,617**. Meanwhile, Townhouse Markets have switched to a Buyer's Market with an (**\$8,069**) average price decrease. We analyze and provide 97 individual City's Home Price Indexes to supply you with the MOST ACCURATE Market Trends every Saturday. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: Vancouvermarketreports.com

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Market Analysis and Forecasting

May 1/22

Abbotsford

Attached Townhomes/ Condos

Abbotsford

Total Listings, Sales, and %SOLD rates

Sales / Listings

Monthly Totals

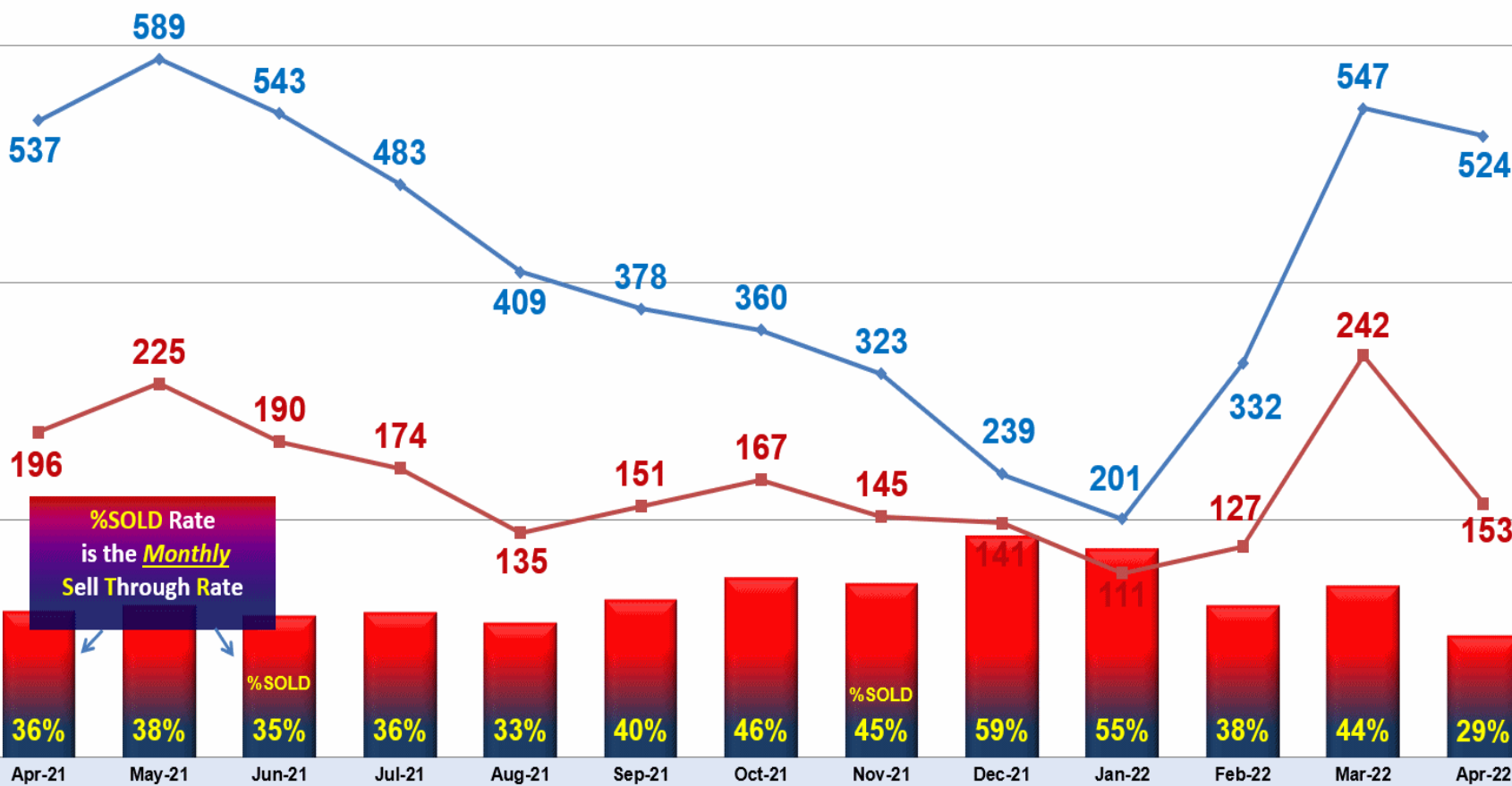


Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

◆ Total Listings ■ Sales



%SOLD Rate is the Monthly Sell Through Rate

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Market Analysis and Forecasting

May 1/22 **Abbotsford**

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

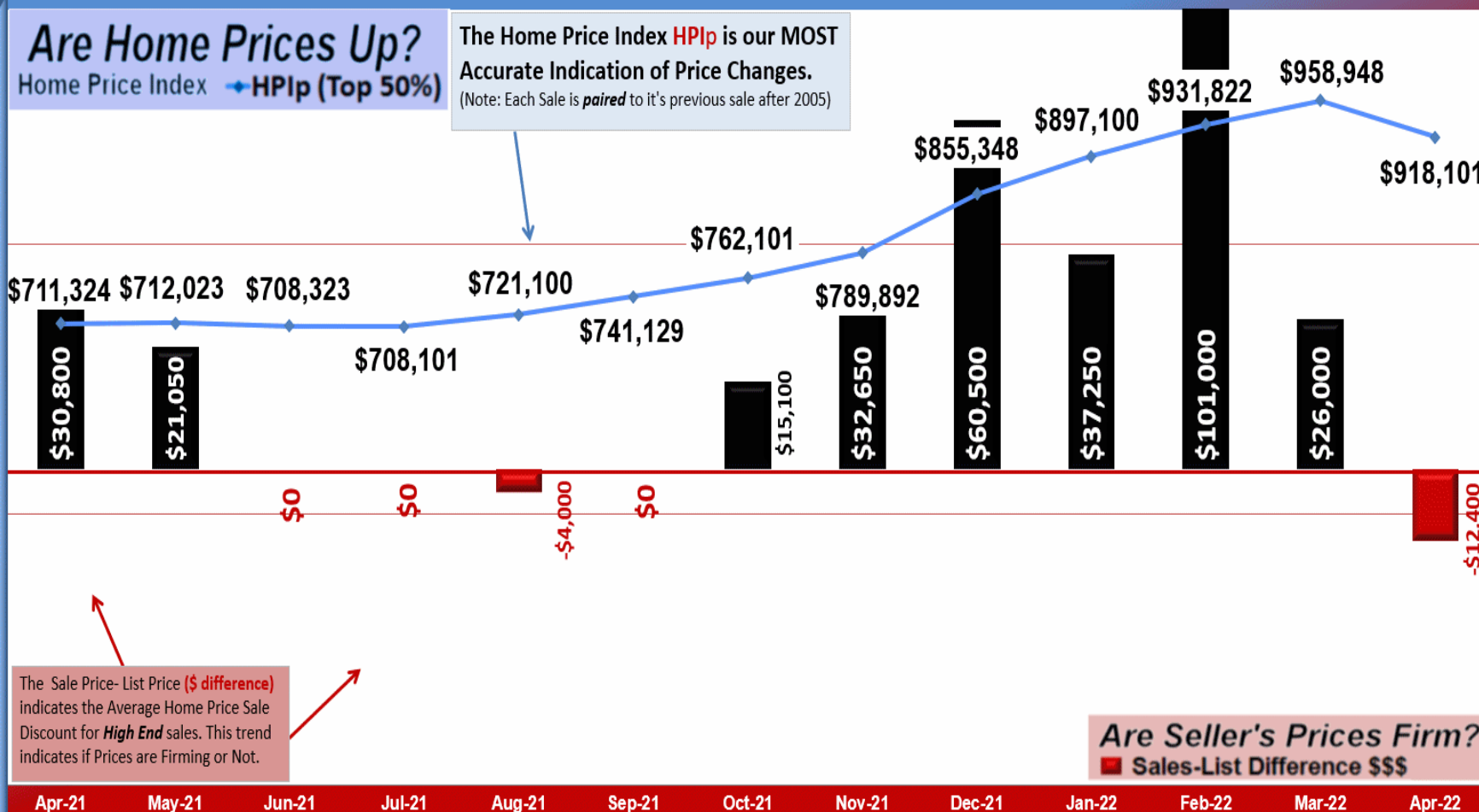
Home Price Changes

(Home Price Index Paired sales from 2005)

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 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 \$\$\$



Townhouses



Sales Discount \$\$\$

Sale Price - Original List Price (\$ difference)

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Market Analysis and Forecasting

May 1/22 **Abbotsford**

Attached **Abbotsford** Townhouse 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)

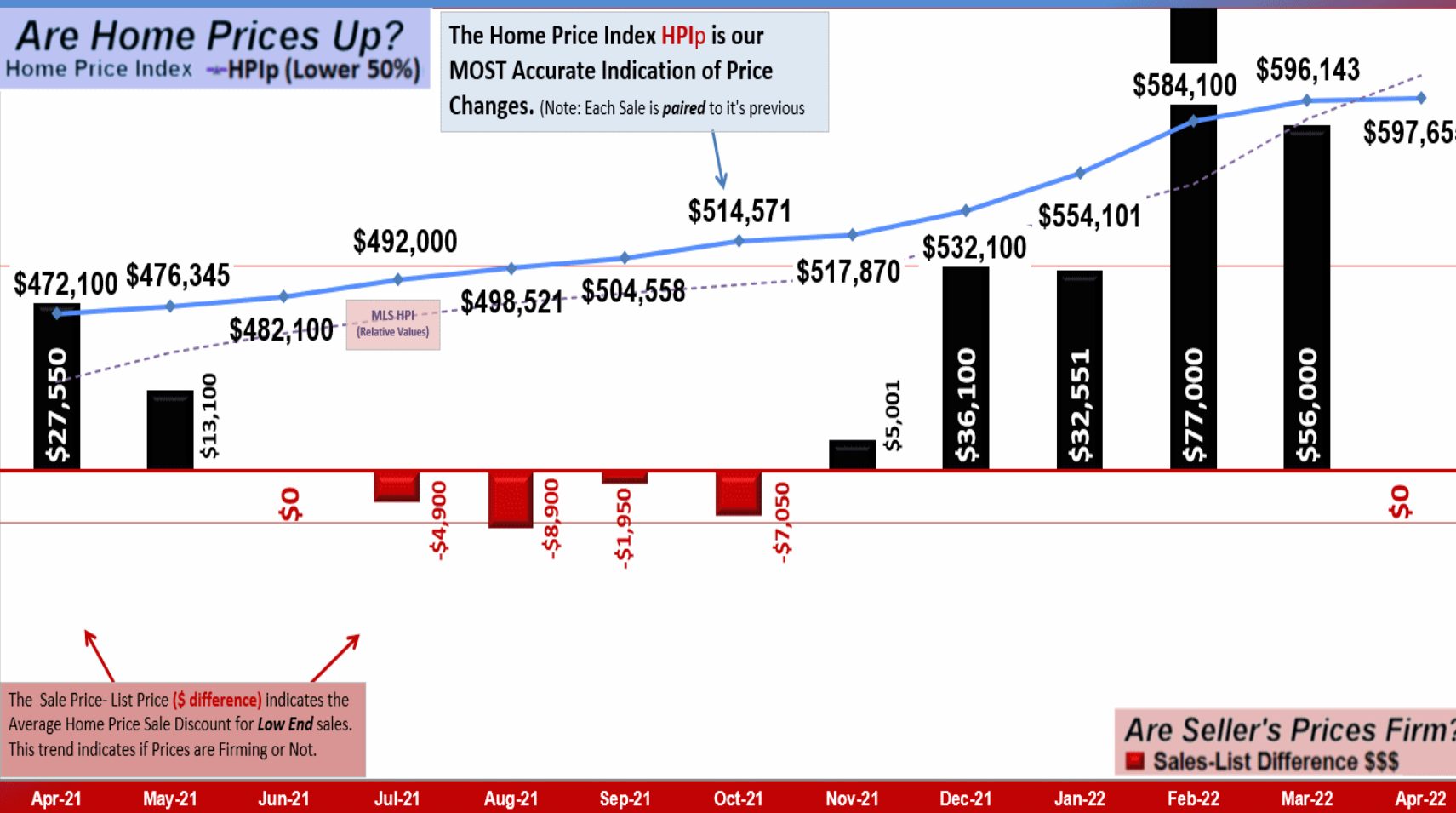
Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPI (Lower 50%)

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

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



Townhouses



LOWER 50%

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

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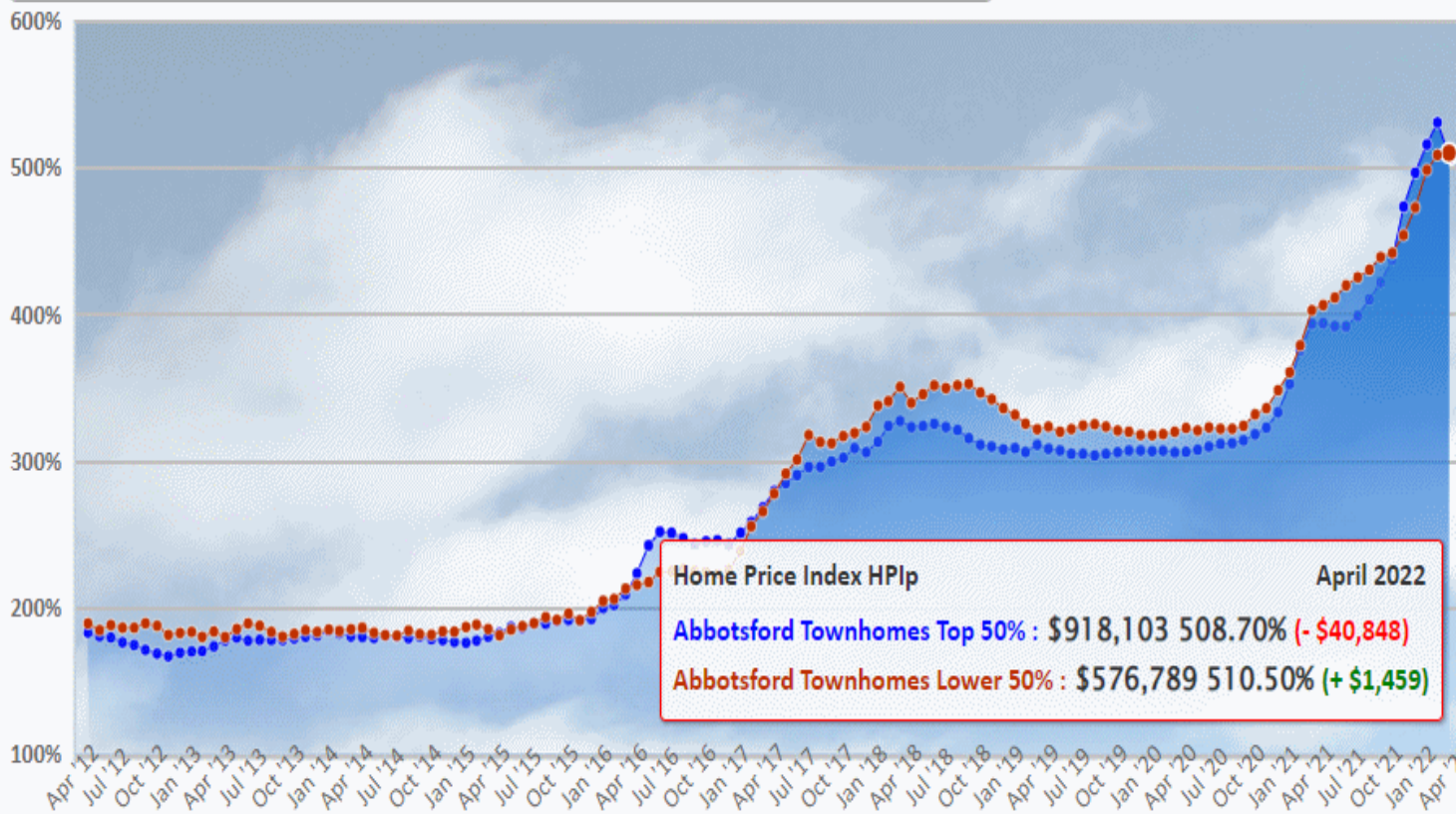
Market Analysis and Forecasting

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Abbotsford

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



Home Price Index HPIp April 2022
 Abbotsford Townhomes Top 50% : \$918,103 508.70% (- \$40,848)
 Abbotsford Townhomes Lower 50% : \$576,789 510.50% (+ \$1,459)

Monthly Home values

Date	Value
Apr 2022	% 508.70
Mar 2022	% 531.30
Feb 2022	% 516.30
Jan 2022	% 497.00
Dec 2021	% 473.90
Nov 2021	% 437.60
Oct 2021	% 422.20
Sep 2021	% 410.60
Aug 2021	% 399.50
Jul 2021	% 392.30
Jun 2021	% 392.40
May 2021	% 394.50

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Market Analysis and Forecasting

May 1/22 **Abbotsford**

Attached

Abbotsford

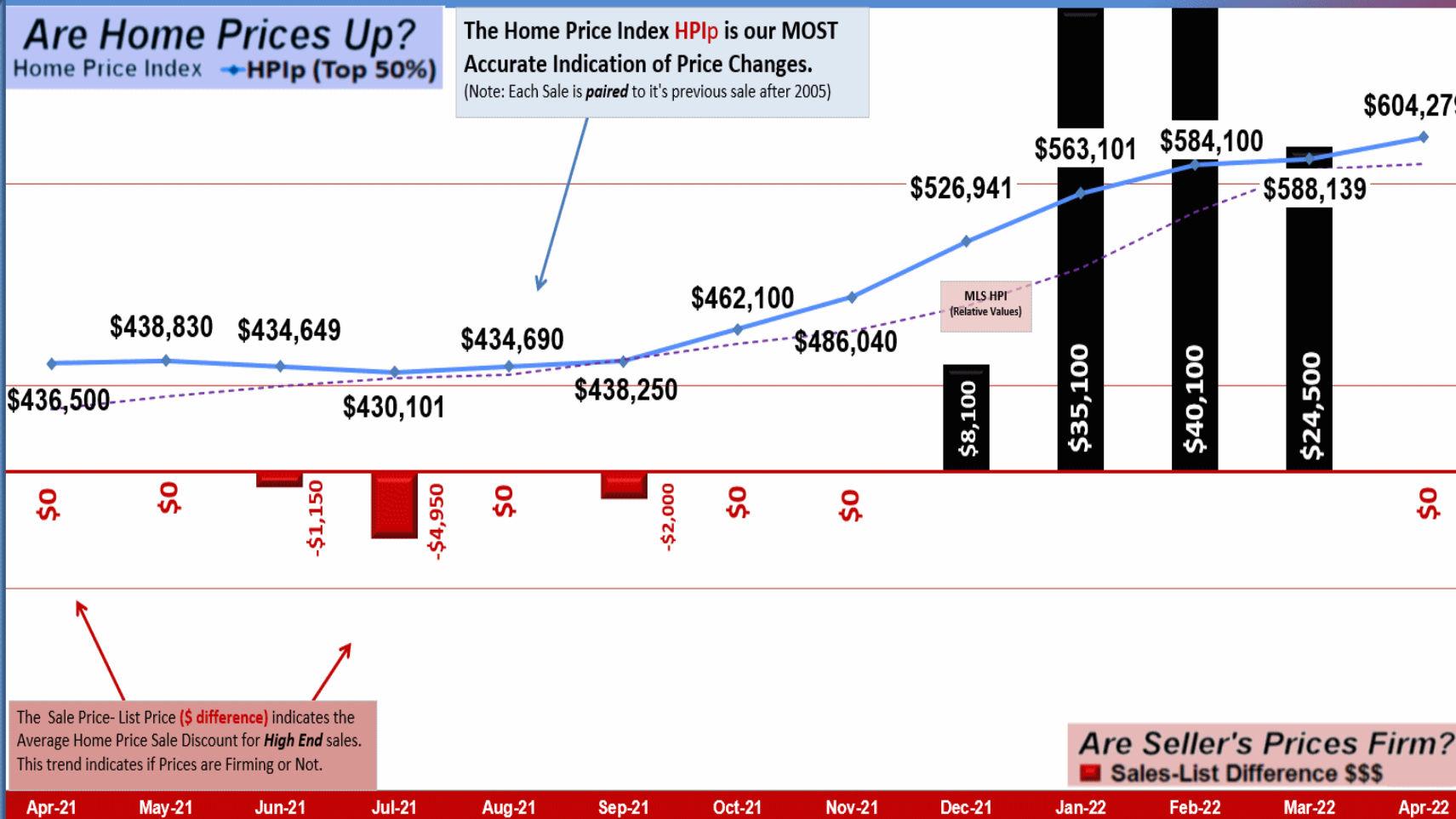
Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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

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

(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 \$\$\$



Condominiums



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

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Market Analysis and Forecasting

May 1/22

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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)

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Home Price Index → HPIp (Lower 50%)

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



Condominiums

LOWER 50%

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



Condominiums

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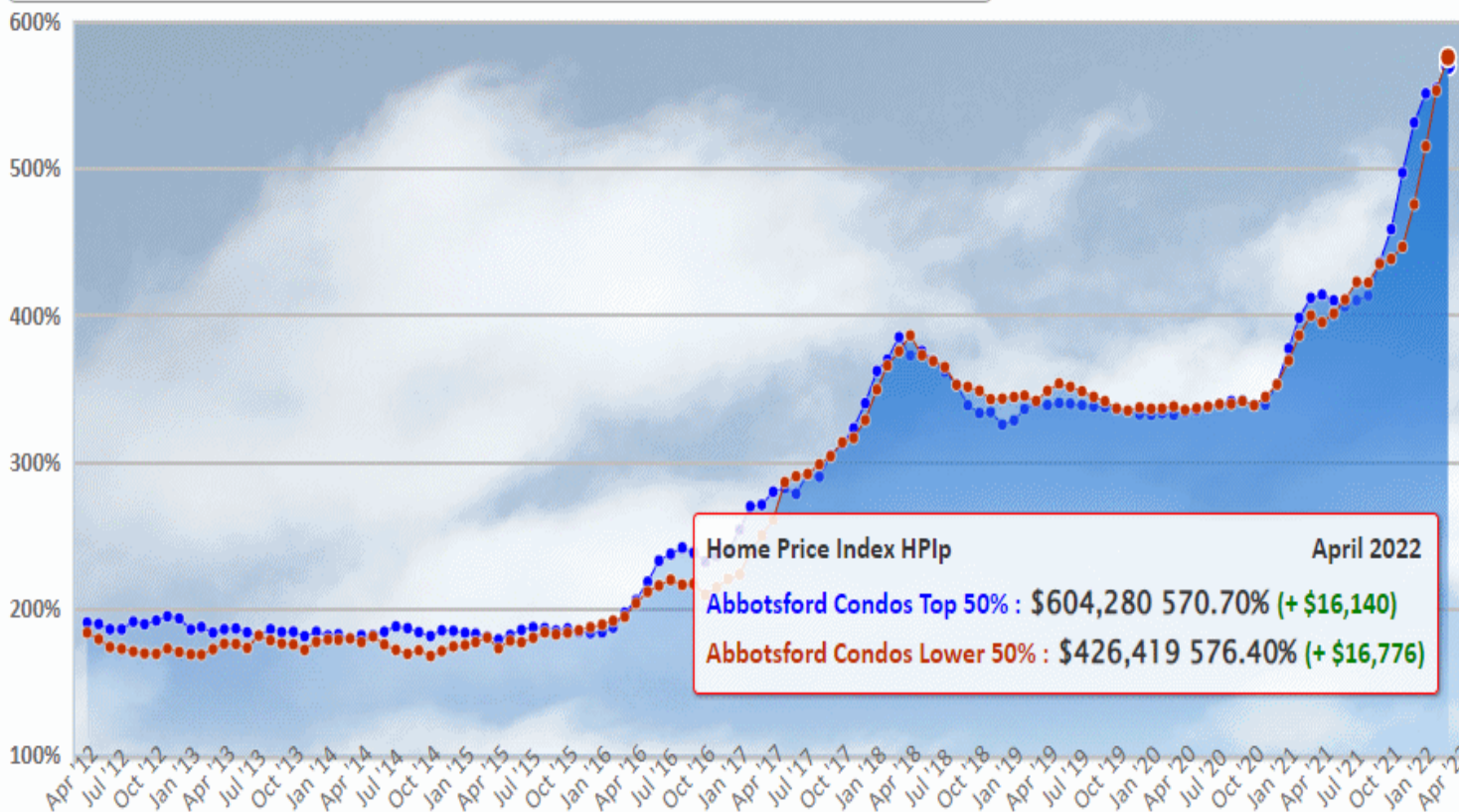
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Abbotsford

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