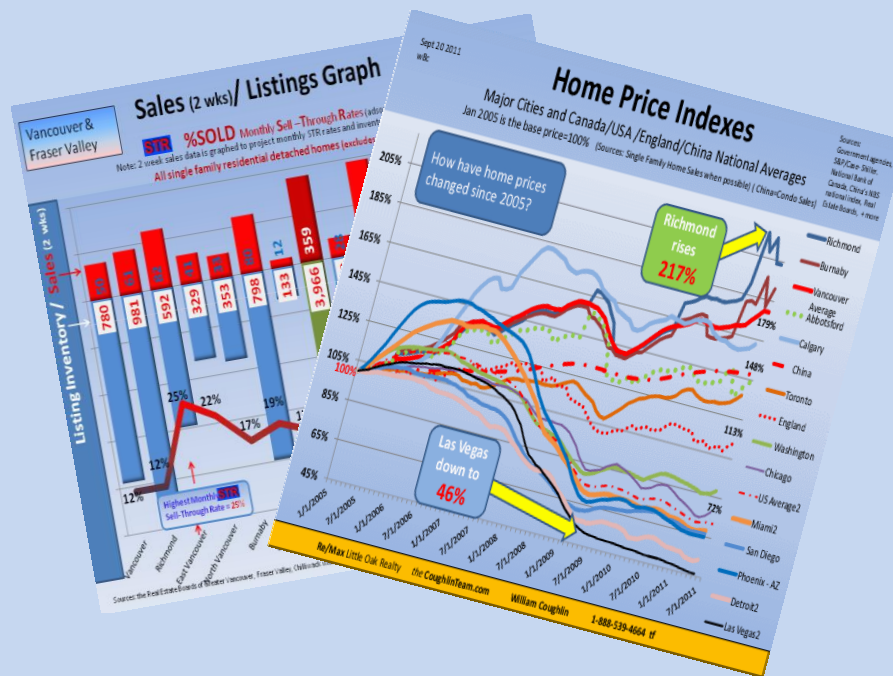


Market Analysis and Forecasting

Market Analysis and Forecasting

Ron and Joyce Hubenig's Market Reports



Advanced Marketing Tools



Ron and Joyce Hubenig



Ron and Joyce Hubenig's Market Reports

Detached

- [Abbotsford](#)
- [Chilliwack](#)
- [Langley North](#)
- [Langley-Cloverdale](#)
- [Maple Ridge](#)
- [Mission](#)
- [North Delta](#)
- [Surrey East](#)
- [Surrey West](#)
- [White Rock S Surrey](#)

Attached

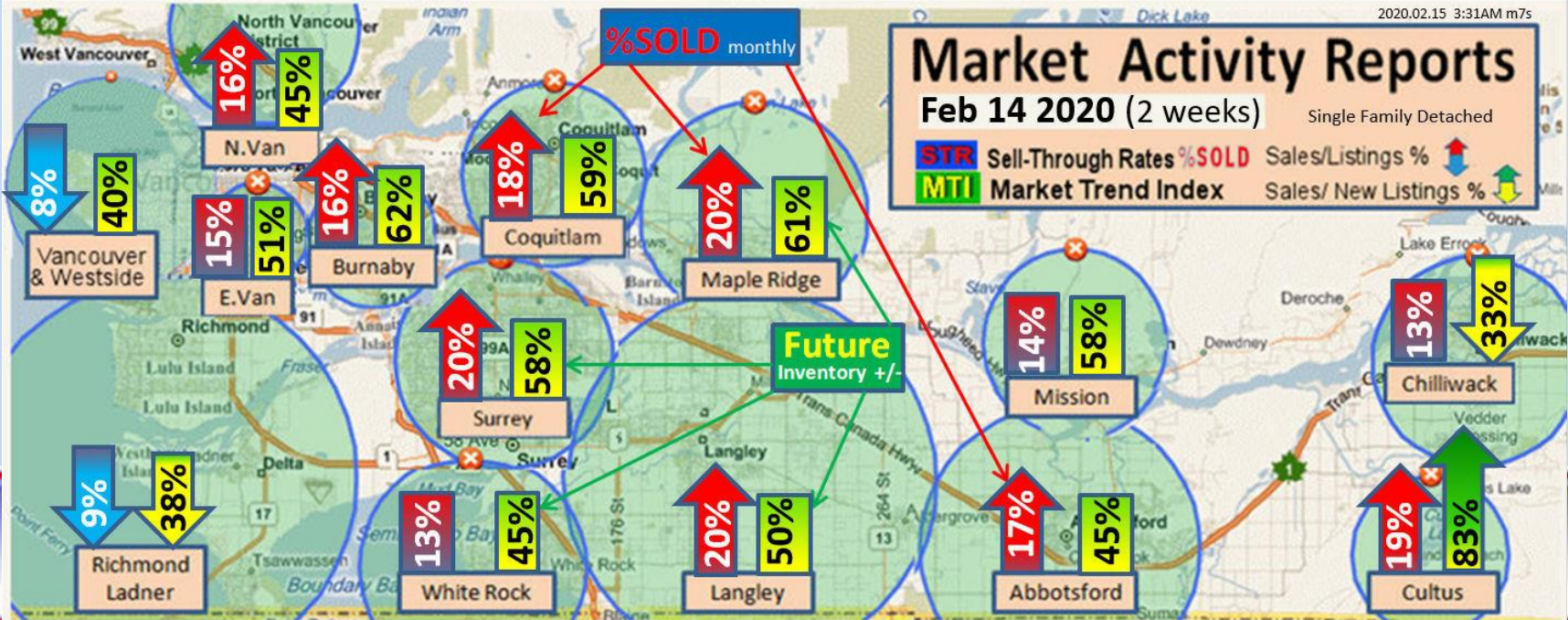
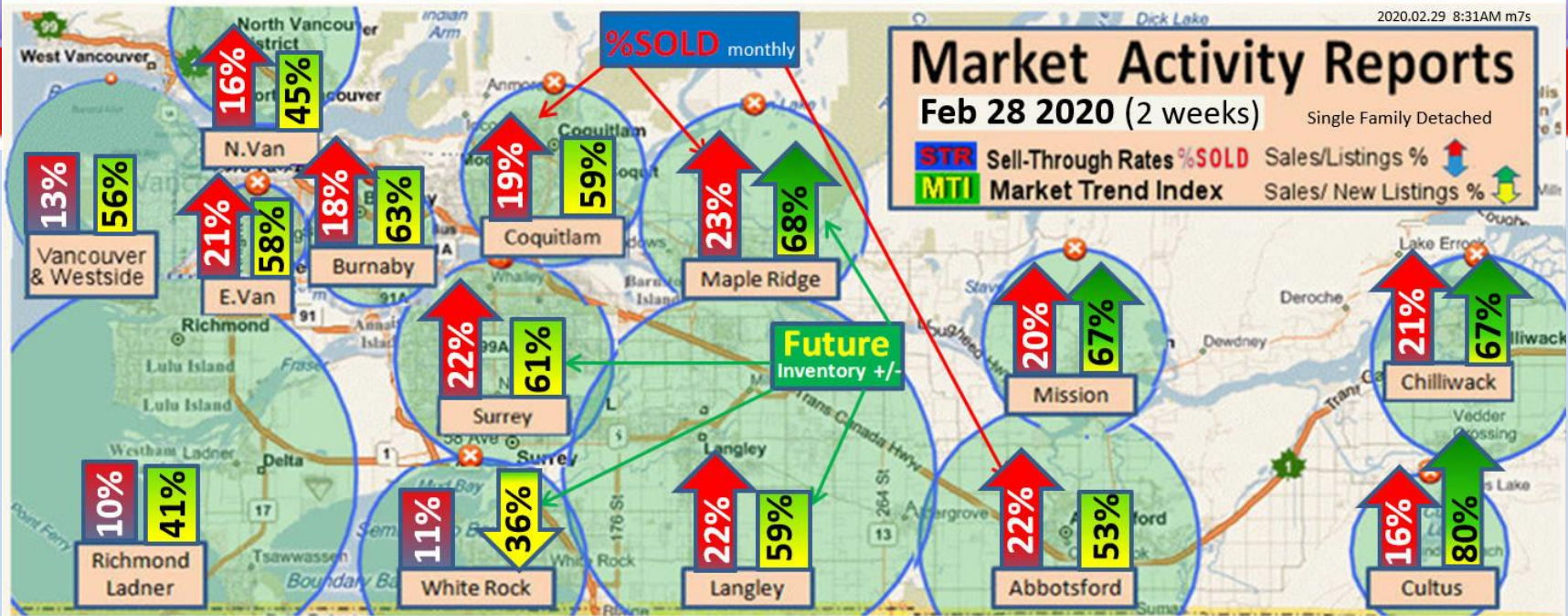
- [Abbotsford](#)
- [Chilliwack](#)
- [Langley-Cloverdale](#)
- [Surrey East](#)
- [Surrey West](#)
- [White Rock S Surrey](#)

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



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Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

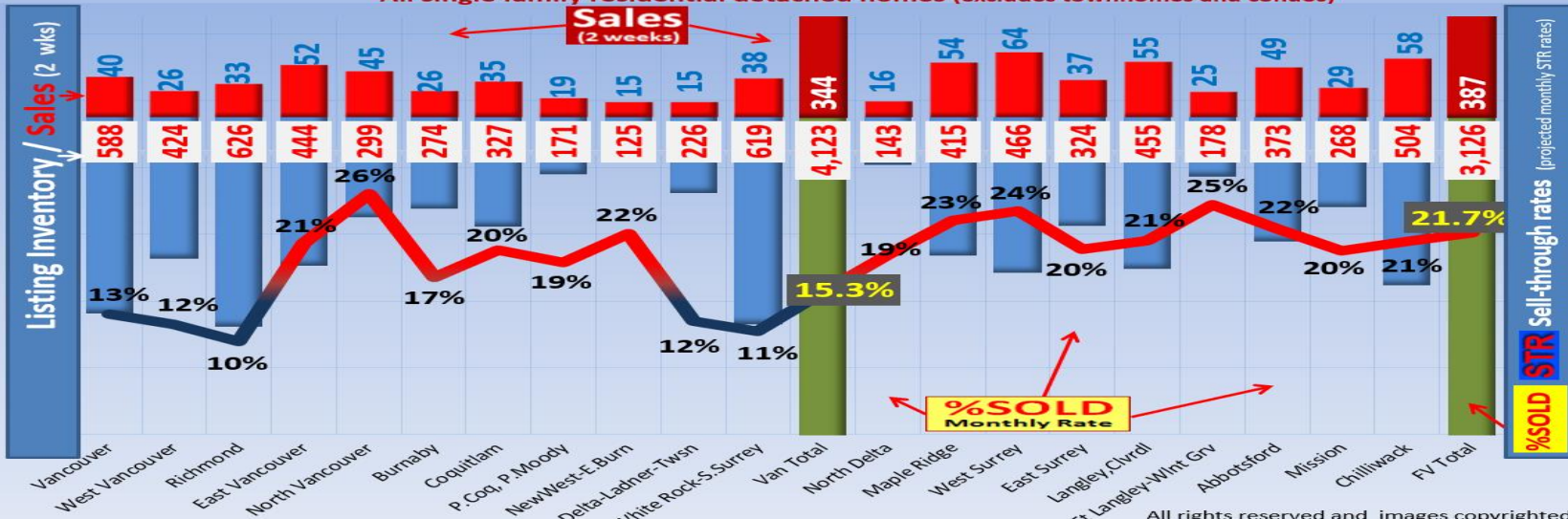
Feb 28 2020 (2 weeks)

%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)

2020.02.29.8:30AM m7s



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

Feb 14 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)

2020.02.15.3:30AM m7s



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

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

白石,南素里 房地產價格變動/白石,南素里 房地產價格變動

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

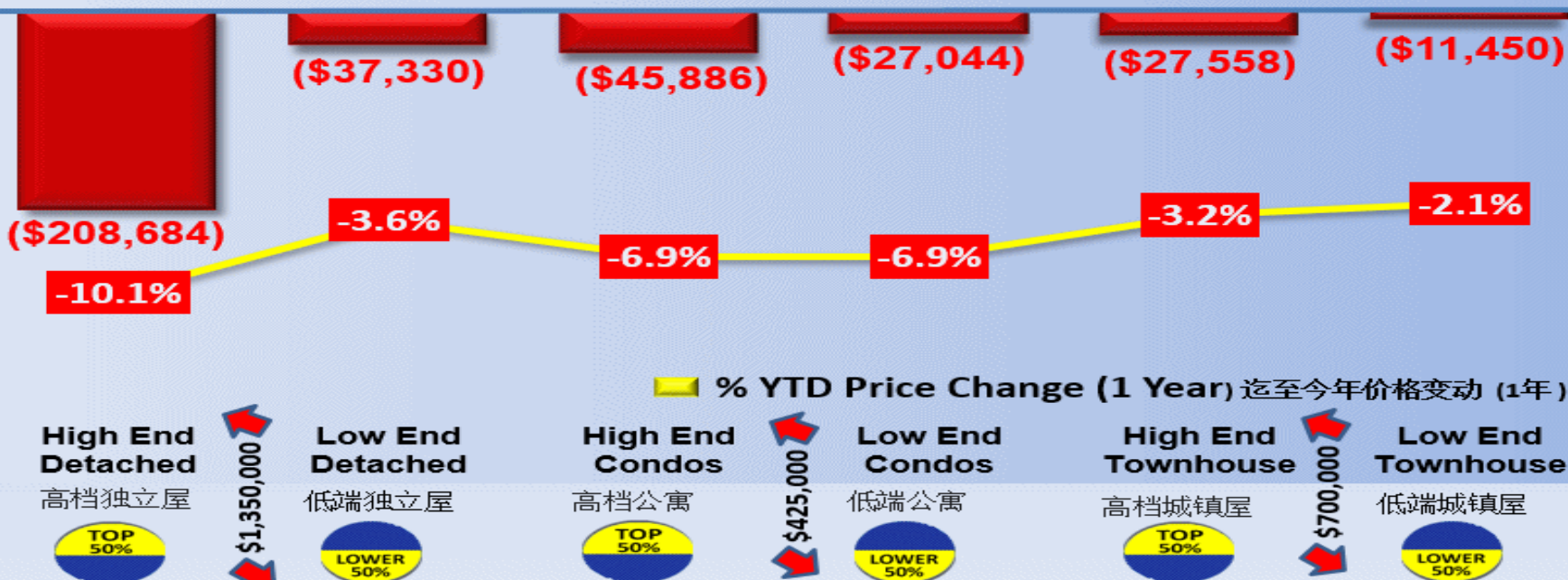
房屋类型: 迄至今年 (每季) 由2018 十二月份至2019 十二月份

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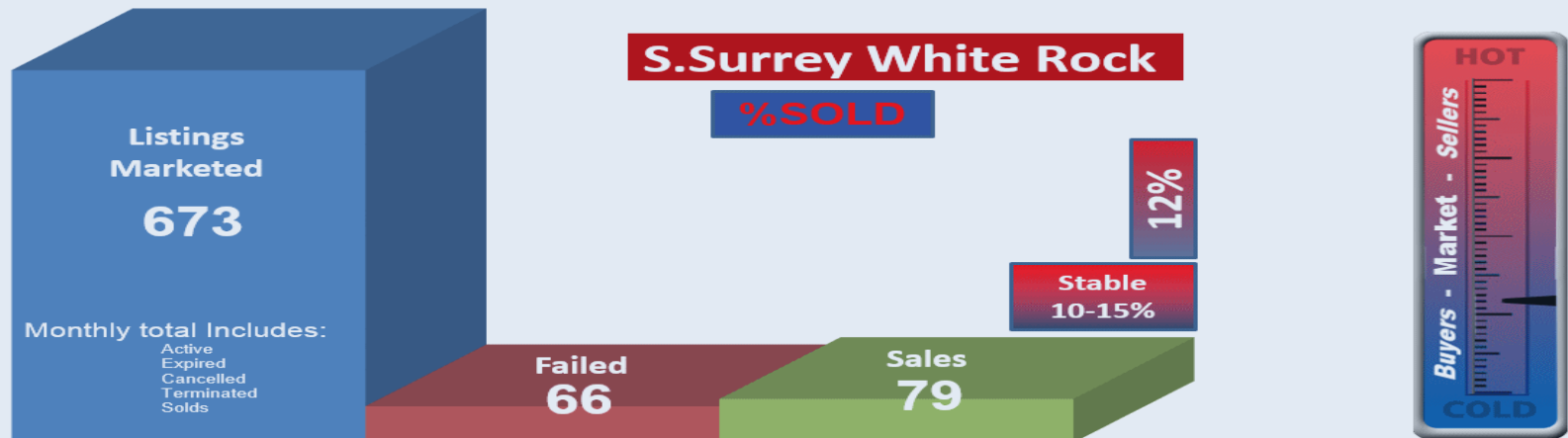
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Market Analysis and Forecasting Mar 1/20 White Rock & S. Surrey

Monthly Market Activity - Feb 2020 - Single Family



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

Current: White Rock South Surrey is in a Stable Market with average listing inventories, **12 %SOLD** rate and a 96% Sell/List Ratio. (This means that there is an average of a \$49,000 discount on a sale from the original list price)
Most Active Price Range: Homes between \$900,000 - \$1.1 mill. have **35.7 %SOLD** rate.
Least Active Price Range: Homes above \$3.25 mill. have **1.1 %SOLD** rate.

History: The S. Surrey White Rock Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$206,999.
 The S. Surrey White Rock Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$2,859.



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

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

White Rock - South Surrey List Price Ranges Statistics - Feb 2020							Detached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$900,000	40	10	33	94%	-\$15,900	25.0%	↑
\$900,000-\$1,050,000	42	15	22	97%	-\$30,800	35.7%	↑
\$1,050,000-\$1,200,000	64	8	35	97%	-\$36,750	12.5%	↑
\$1,200,000-\$1,350,000	59	13	13	98%	-\$28,888	22.0%	↑
\$1,350,000-\$1,550,000	97	7	15	92%	-\$111,800	7.2%	↓
\$1,550,000-\$1,800,000	75	10	11	94%	-\$97,972	13.3%	↓
\$1,800,000-\$2,300,000	114	10	42	95%	-\$97,750	8.8%	↓
\$2,300,000-\$3,250,000	91	5	13	97%	-\$100,000	5.5%	↓
\$3,250,001 and more	91	1	7	90%	-\$478,000	1.1%	↓
Total Activity	673	79	16	96%	-\$49,000	12%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change	
Total Listings** (A,S,T,C,X)	725	611	673		62	↑
Active Listings (1st of the month)	583	420	475	528	53	↑
Solds	42	65	79		14	↑
Days on Market (DOM)	31	43	16		-27	↓
%SOLD (Sales/ Listings /mnthly rate)	5.8%	11%	12%		1%	↑
(Top 50%) Home Price Index HPIp	\$2,059,100	\$1,853,100	\$1,852,101		-\$999	↓
(Lower 50%) Home Price Index HPIp	\$1,008,241	\$1,004,582	\$1,011,100		\$6,518	↑



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

What Sold in your Neighbourhood and for What Price?

White Rock - South Surrey Sub areas Statistics - Feb 2020				Detached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Elgin Chantrell	95	10	16	94%	-\$89,500	10.5%
Sunnyside Pk Surrey	47	5	13	95%	-\$49,000	10.6%
Crescent Bch Ocean Pk.	93	22	7	98%	-\$32,400	23.7%
White Rock	140	10	41	94%	-\$79,500	7.1%
King George Corridor	96	15	22	95%	-\$17,900	15.6%
Hazelmere	16	0				0.0%
Grandview Surrey	92	8	25	97%	-\$46,943	8.7%
Morgan Creek	54	4	43	94%	-\$98,000	7.4%
Pacific Douglas	40	5	49	97%	-\$35,000	12.5%
Total Activity	673	79	16	96%	-\$49,000	12%



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

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Next Months Market Forecast

Forecast: White Rock South Surrey has average Listing supply; 528 homes are for sale and with the **12 %SOLD** monthly rate gives us a ~8 months of inventory. 7% of the active listings have reduced their price by \$108,979 on average or \$72,000 median for the last month. We project White Rock South Surrey to be a continued Stable market.

February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months.

Currently, the Condo Market presents Seller Market conditions with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$1,428** on average. At the same time, 68% of the Townhouse Markets increased **\$831** on average (19 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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Vancouver Market Reports

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



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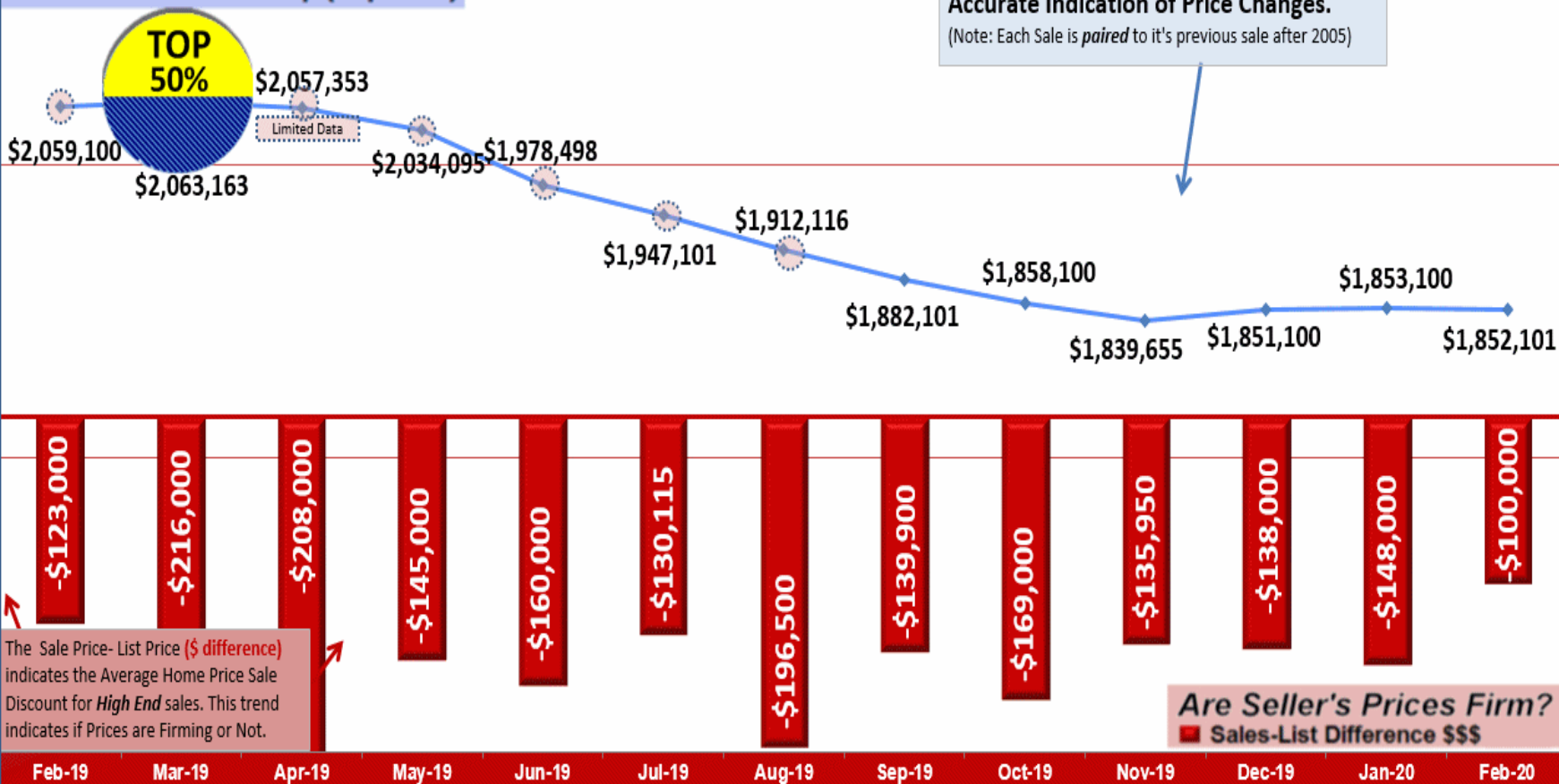
Detached White Rock - South Surrey Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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

Homes Over \$1,350,000

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



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

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



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



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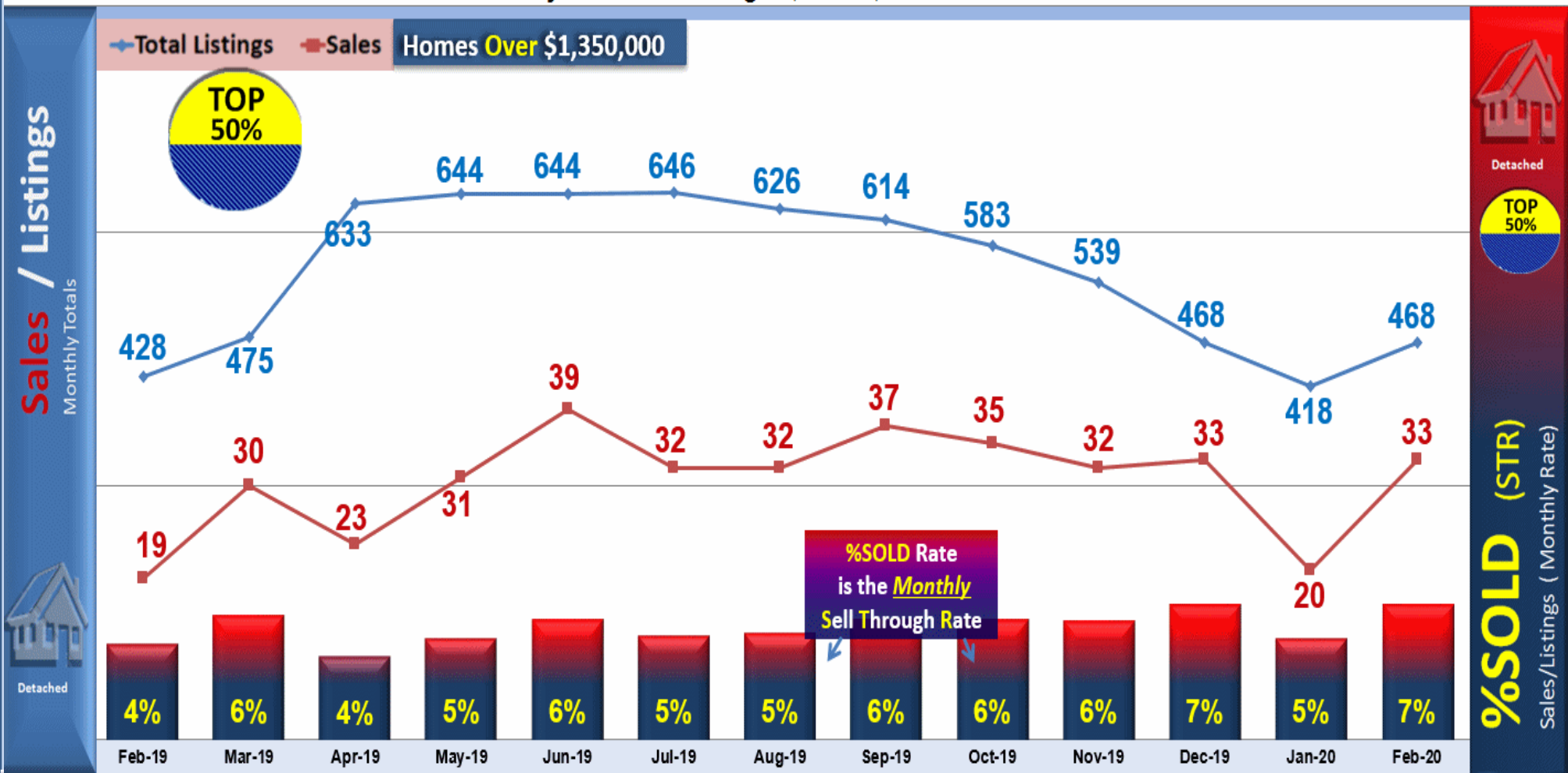
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Market Analysis and Forecasting Mar 1/20 White Rock & S. Surrey

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



Sales / Listings
Monthly Totals

Detached
TOP 50%

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

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
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Market Analysis and Forecasting Mar 1/20 White Rock & S. Surrey

Detached

White Rock - South Surrey

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

Home Price Changes

(Home Price Index Paired sales from 2005)



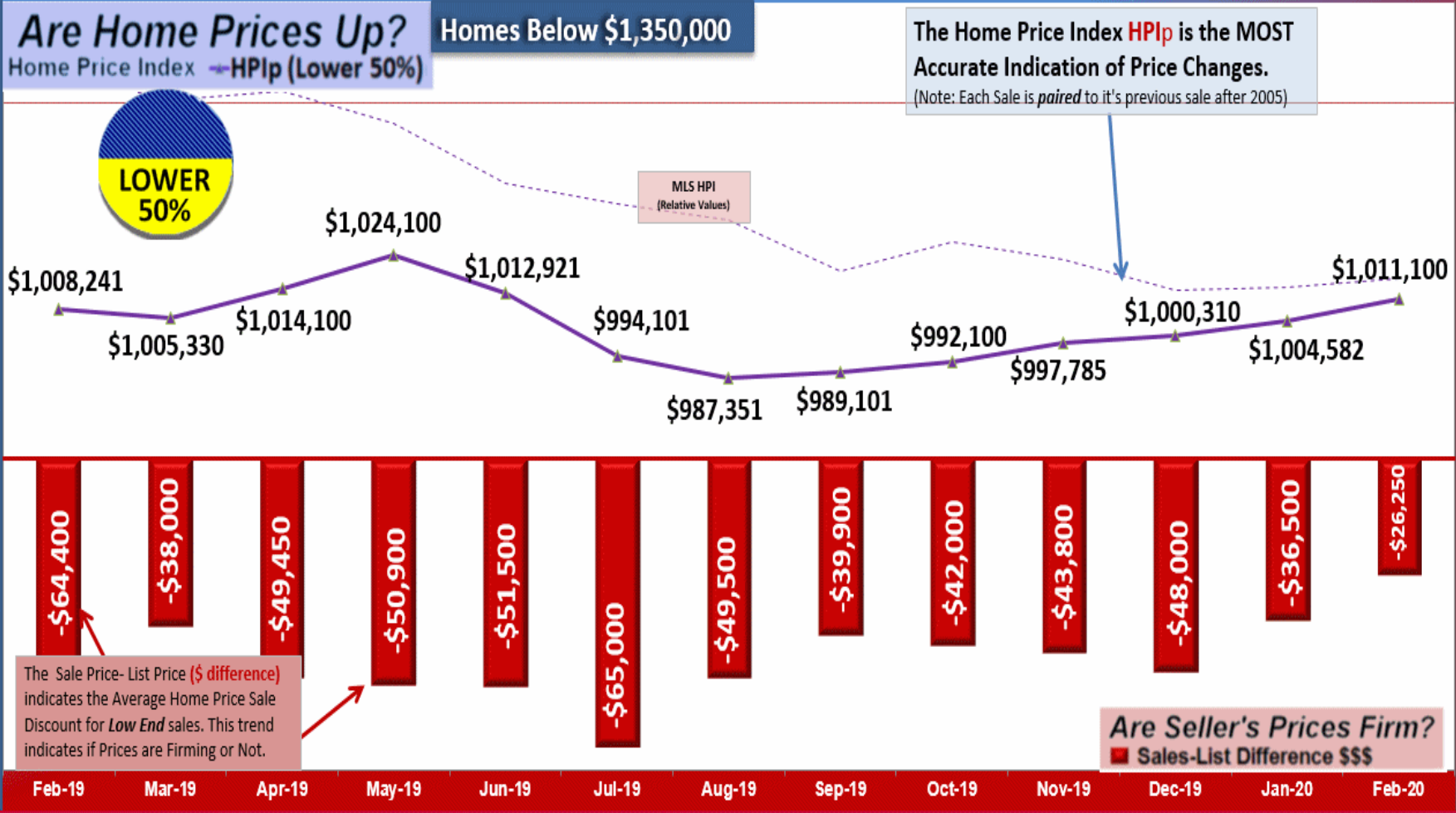
Detached



Detached



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



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

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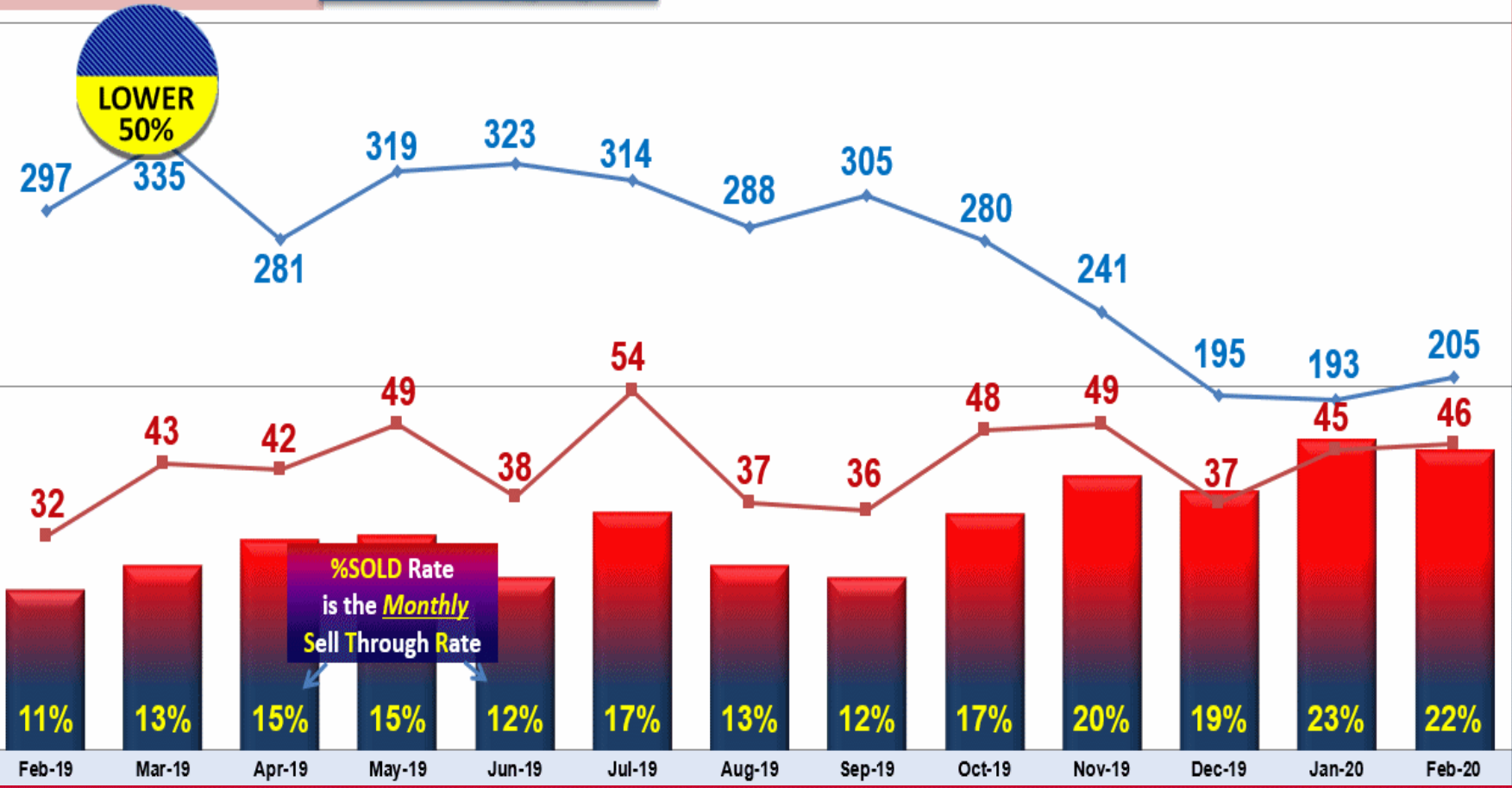
Market Analysis and Forecasting Mar 1/20 White Rock & S. Surrey

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

Sales / Listings
Monthly Totals

← Total Listings → Sales Homes Below \$1,350,000



Detached



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



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Vancouver Market Reports

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detached homes



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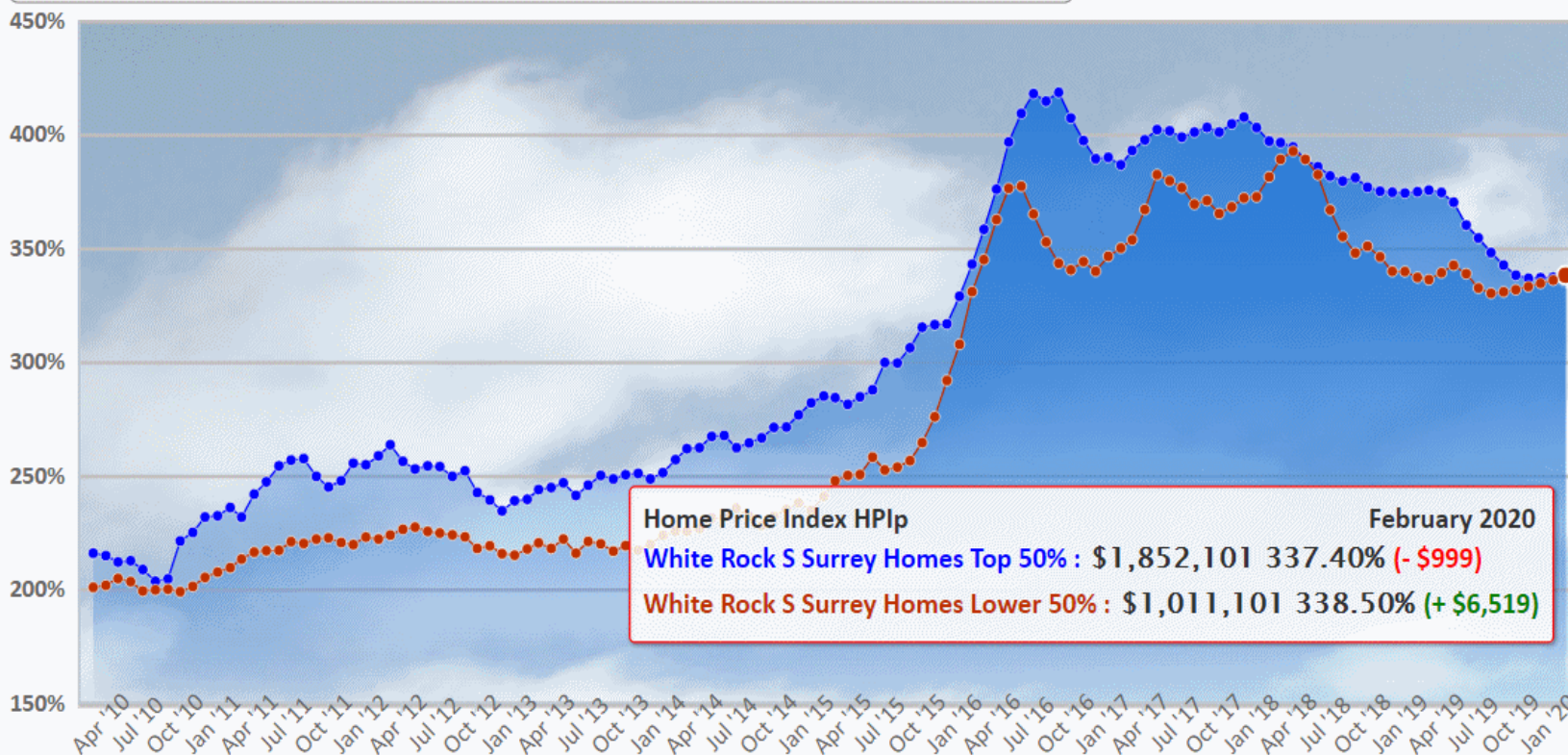
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Market Analysis and Forecasting Mar 1/20 White Rock & S. Surrey

Powered by the Greater Vancouver Market Reports HPIp



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



Home Price Index HPIp
February 2020
 White Rock S Surrey Homes Top 50% : \$1,852,101 337.40% (- \$999)
 White Rock S Surrey Homes Lower 50% : \$1,011,101 338.50% (+ \$6,519)

Monthly Home values

Date	Value
Feb 2020	% 337.40
Jan 2020	% 337.60
Dec 2019	% 337.30
Nov 2019	% 337.10
Oct 2019	% 338.50
Sep 2019	% 342.90
Aug 2019	% 348.40
Jul 2019	% 354.80
Jun 2019	% 360.50
May 2019	% 370.60
Apr 2019	% 374.80
Mar 2019	% 375.90

<<< 1 2 3 >>>

Highcharts.com



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Market Analysis and Forecasting

Mar 1/20 North Delta

North Delta 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: 迄于今年 (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)

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



(\$36,698)



(\$8,574)

-3.6%

-1.1%

■ % YTD Price Change (1 Year) 迄于今年价格变动 (1年)

High End Detached

高档独立屋

Low End Detached

低端独立屋



\$940,000



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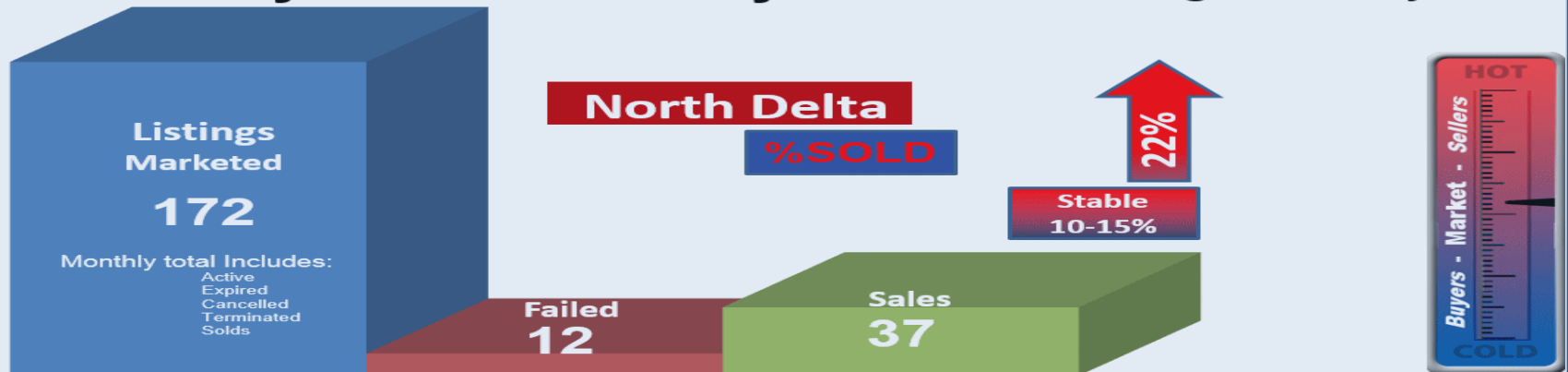


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Market Analysis and Forecasting

Mar 1/20 North Delta

Monthly Market Activity - Feb 2020 Single Family



Mar 1 2020 N. Delta Market Update (Detached)

Current: N.Delta has a Seller's Market with **22 %SOLD** rate and a 98% Sell/List ratio.

(This means that there is an average of a \$16,800 discount from the original list price)

Most Active Price Range: Homes between \$875,000 - \$940,000 have a high **52.4 %SOLD** rate.

Least Active Price Range: Homes above \$1.2 mill. have **12.3 %SOLD** rate.

History: The North Delta Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$15,010.

The North Delta Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$1,077.

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



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Market Analysis and Forecasting

Mar 1/20 North Delta

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

N. Delta List Price Ranges Statistics - Feb 2020

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$875,000	25	8	5	100%	-\$2,200	32.0%	↑
\$875,001-\$940,000	21	11	8	98%	-\$14,000	52.4%	↑
\$940,001-\$1,200,000	69	11	16	98%	-\$23,000	15.9%	↑
\$1,200,001 and more	57	7	38	96%	-\$59,888	12.3%	
Total Activity	172	37	12	98%	-\$16,800	22%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change	
Total Listings** (A,S,T,C,X)	194	150	172		22	↑
Active Listings (1st of the month)	141	86	110	123	13	↑
Solds	26	24	37		13	↑
Days on Market (DOM)	20	10	12		2	↑
%SOLD (Sales/ Listings /mnthly rate)	13%	16%	22%		5.5%	↑
(Top 50%) Home Price Index HPIp	\$1,004,110	\$984,100	\$989,100		\$5,000	↑
(Lower 50%) Home Price Index HPIp	\$800,177	\$796,100	\$799,100		\$3,000	↑



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Market Analysis and Forecasting

Mar 1/20 North Delta

What Sold in your Neighbourhood and for What Price?

N. Delta Sub areas Statistics - Feb 2020

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Annieville	36	9	5	100%	-\$3,600	25.0%
Nordel	49	10	19	98%	-\$22,700	20.4%
Scottsdale	49	11	8	98%	-\$14,000	22.4%
Sunshine Hills Woods	38	7	38	96%	-\$39,888	18.4%
Total Activity	172	37	12	98%	-\$16,800	22%



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Market Analysis and Forecasting

Mar 1/20 North Delta

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Next Months Market Forecast

Forecast: North Delta has average Listing supply; 123 homes are for sale and with the **22 %SOLD** monthly rate gives us about ~5 months of inventory. 5% of the active listings have reduced their price by \$37,854 on average or \$25,000 on median for the last month. We project North Delta to be a continued Seller market.

February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months.

Currently, the Condo Market presents Seller Market conditions with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$1,428** on average. At the same time, 68% of the Townhouse Markets increased **\$831** on average (19 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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Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

Mar 1/20 North Delta

Detached North Delta 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)

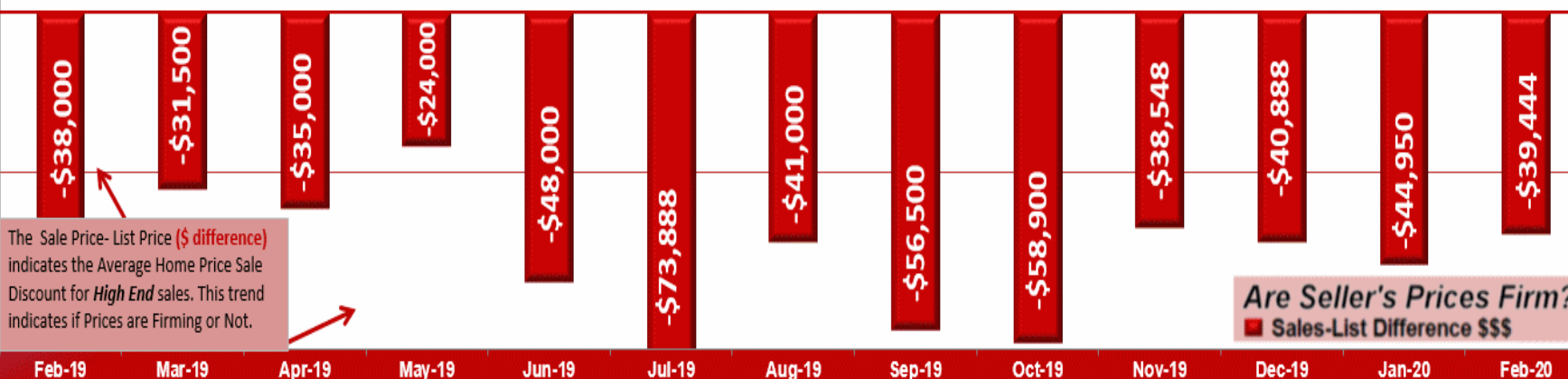
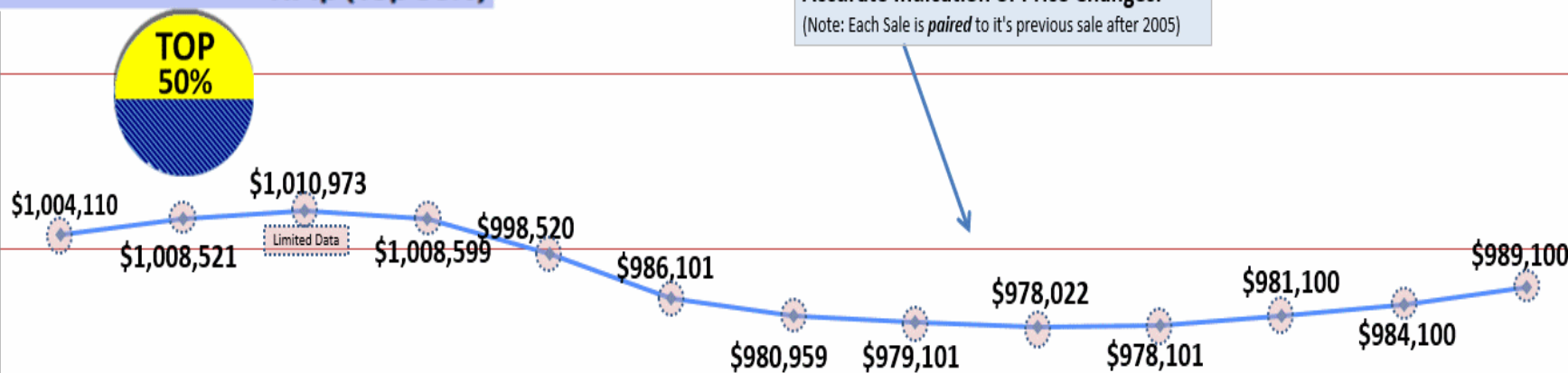
Are Home Prices Up?
Home Price Index → HPIp (Top 50%)

Homes Over \$940,000

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)



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

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



Detached

TOP 50%

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

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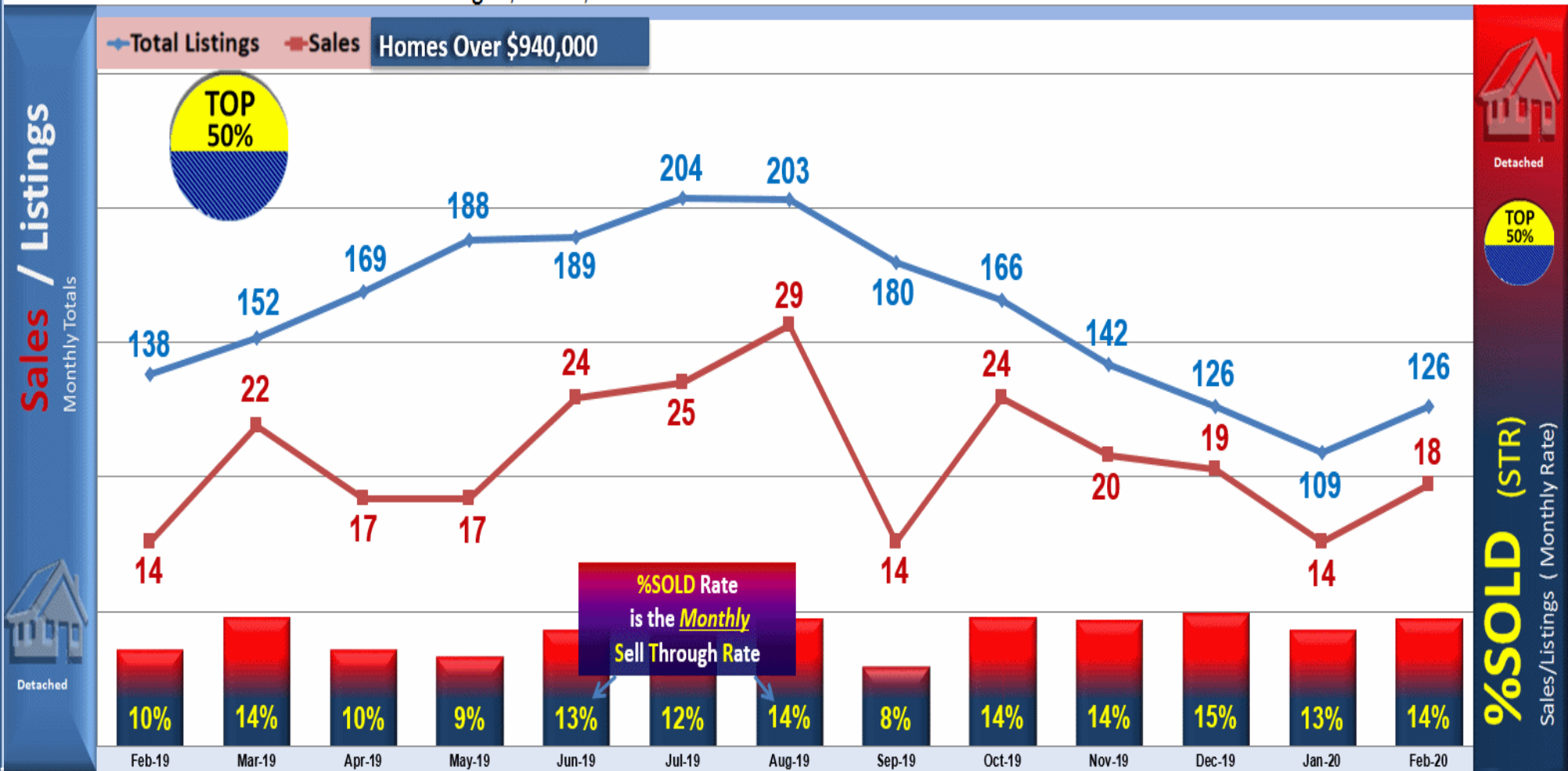


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Market Analysis and Forecasting

Mar 1/20 North Delta

Detached N. Delta Total Listings^{**}, Sales, and %SOLD Rates



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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Market Analysis and Forecasting

Mar 1/20 North Delta

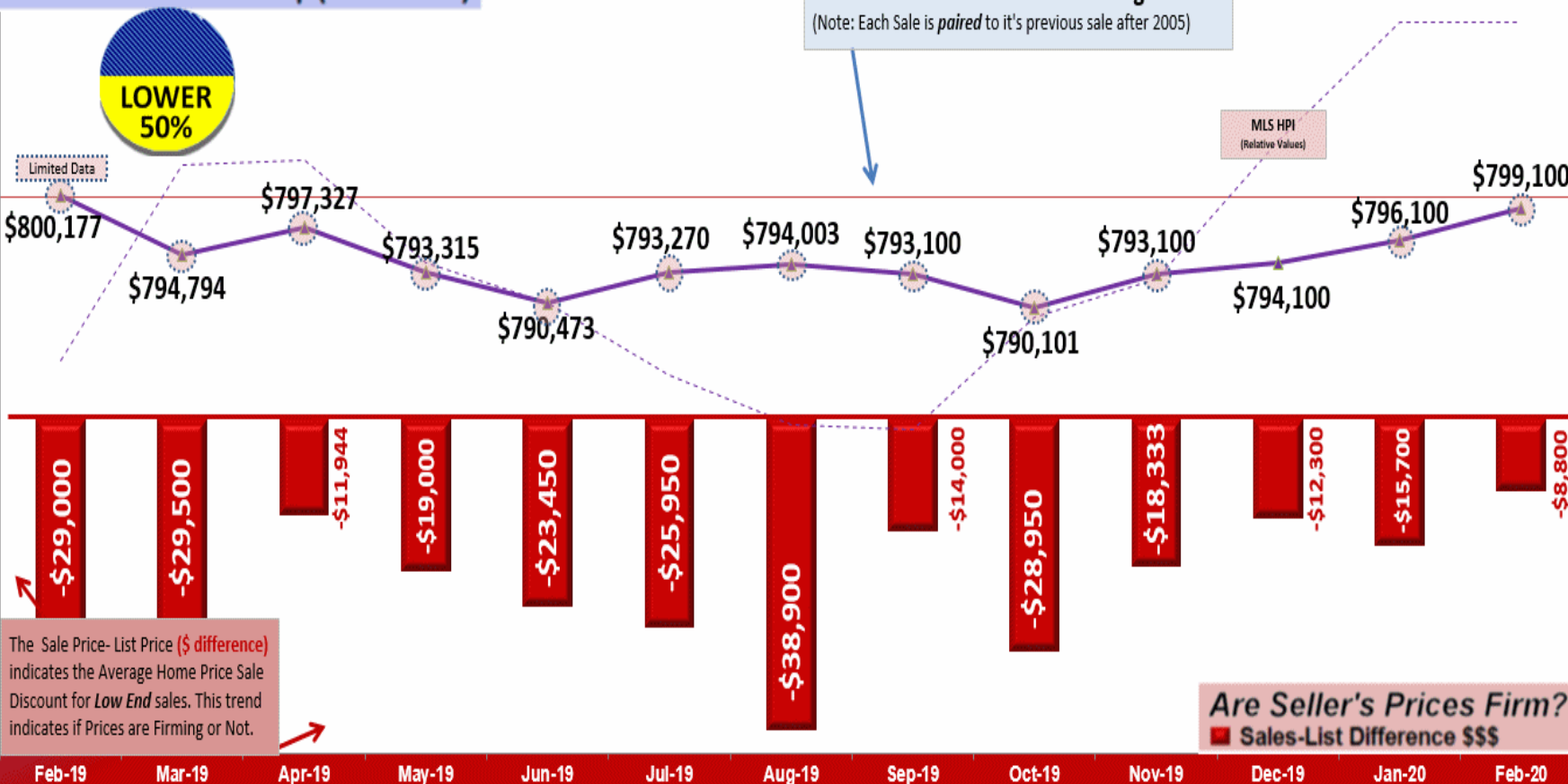
Detached North Delta Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

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

Homes Below \$940,000

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



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

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



Detached LOWER 50%

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



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Market Analysis and Forecasting

Mar 1/20 North Delta

Detached N. Delta Total Listings, Sales, and %SOLD Rates

← Total Listings → Sales Homes Below \$940,000



Detached

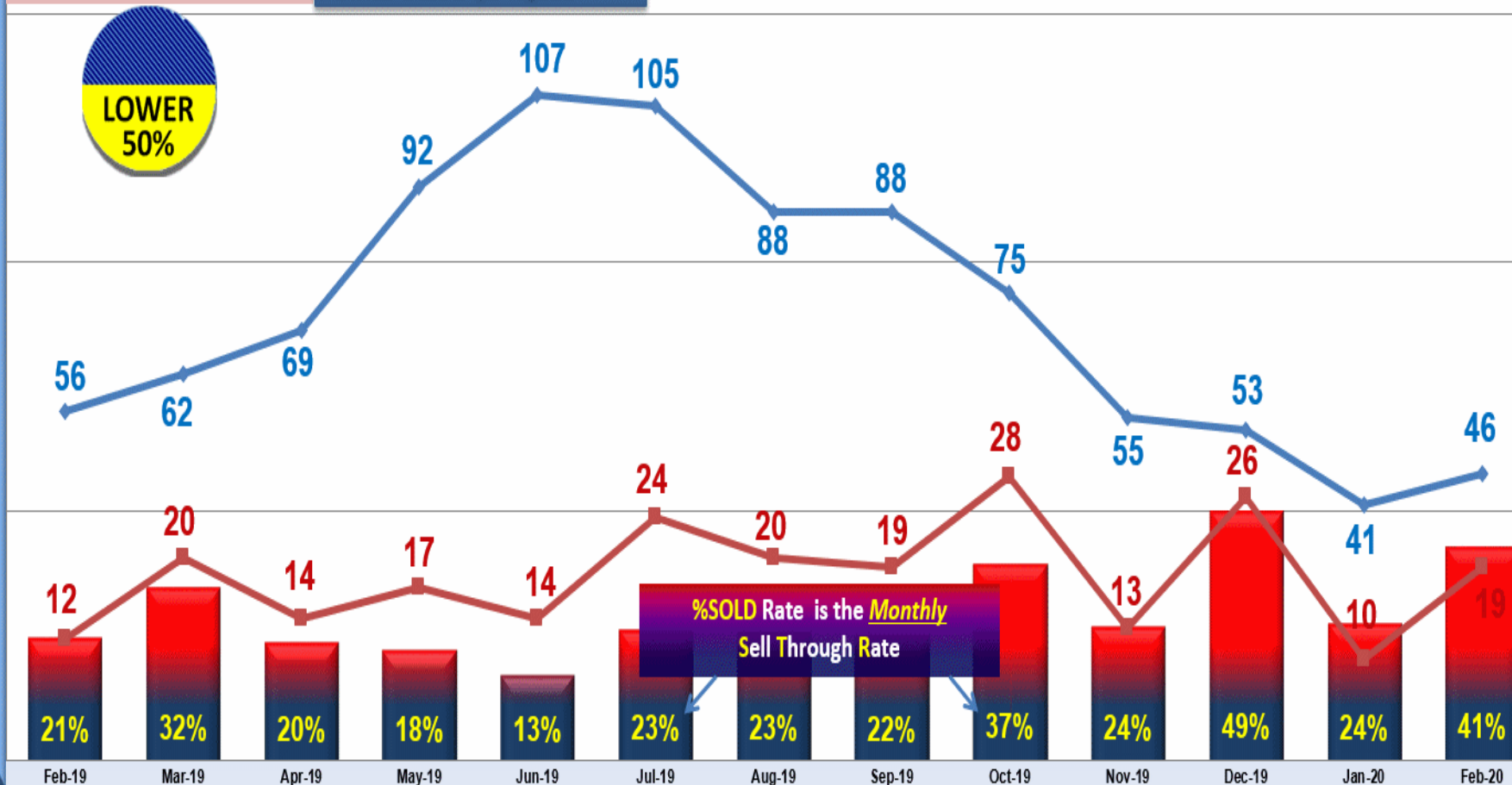


Sales / Listings
Monthly Totals



Detached

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



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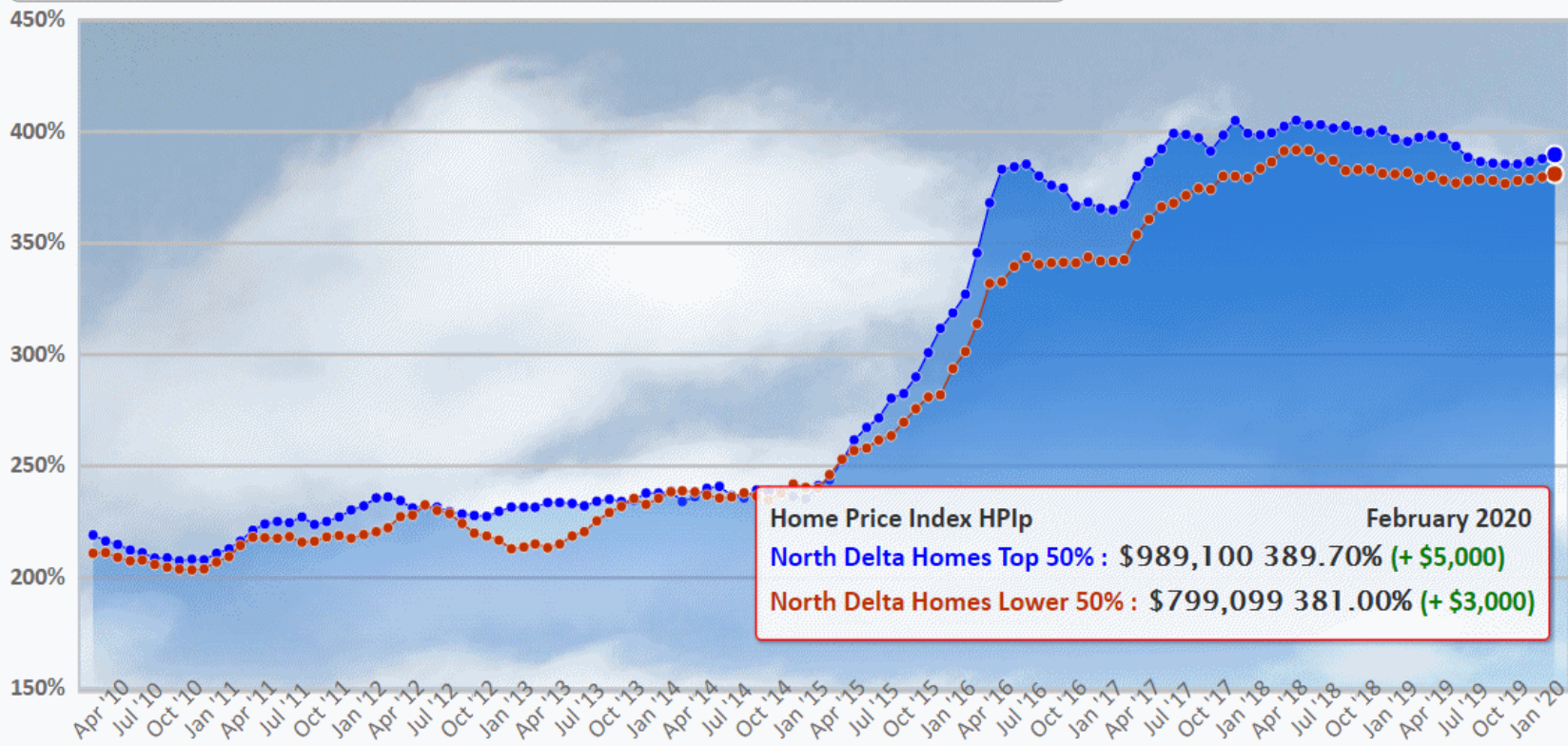
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Market Analysis and Forecasting

Mar 1/20 North Delta

Powered by the Greater Vancouver Market Reports HPIp

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



Monthly Home values

Date	Value
Feb 2020	% 389.70
Jan 2020	% 387.80
Dec 2019	% 386.60
Nov 2019	% 385.40
Oct 2019	% 385.40
Sep 2019	% 385.80
Aug 2019	% 386.50
Jul 2019	% 388.50
Jun 2019	% 393.40
May 2019	% 397.40
Apr 2019	% 398.30
Mar 2019	% 397.40

<<< 123 >>>

Highcharts.com



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Market Analysis and Forecasting

Mar 1/20 West Surrey

Surrey West 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)

\$31,261

\$6,984

3.0%

0.9%

(\$36,717)

(\$37,118)

(\$7,570)

(\$3,978)

-8.3%

-11.1%

-1.3%

-0.9%

% 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



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



\$1,000,000

\$380,000

\$580,000

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

YTD Home Price Changes \$\$\$ 房地产价格变动

YTD Home Price Changes %% 房地产价格变动



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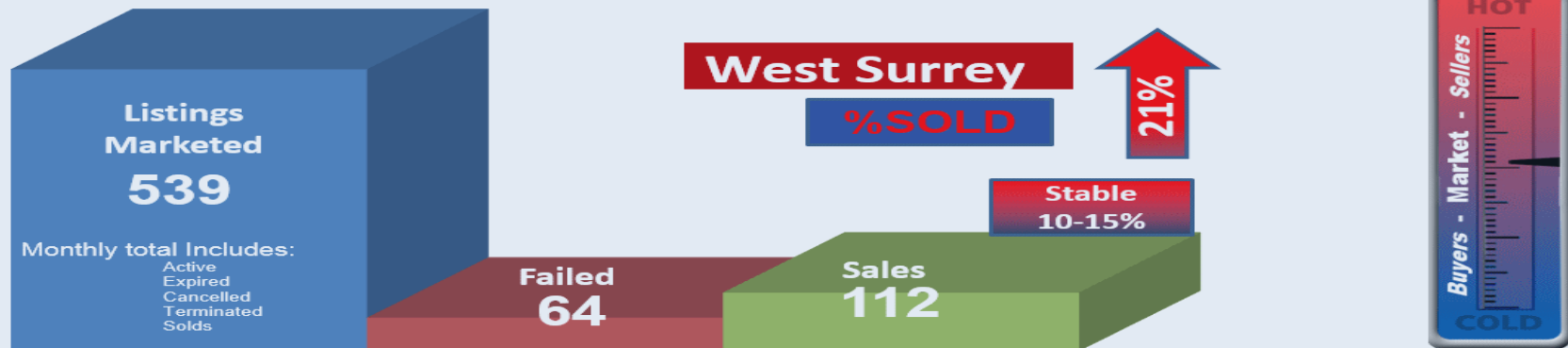
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Market Analysis and Forecasting

Mar 1/20

West Surrey

Monthly Market Activity - Feb 2020 - Single Family



Mar 1 2020 West Surrey Market Update

(Detached)

Current: West Surrey is in a Seller Market with an average listing inventory, **21 %SOLD** rate and a 97% Sell/List Ratio. (This means that there is an average of a \$28,000 sales discount from the original list price)

Most Active Price Range: Homes between \$900,000 - \$1,000,000 have **28.8 %SOLD** rate.

Least Active Price Range: Homes above \$1.3 mill. have **13.5 % SOLD** rate.

History: The Surrey West Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$44,453. The Surrey West Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$28,396.

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



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Market Analysis and Forecasting

Mar 1/20 West Surrey

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

West Surrey List Price Ranges Statistics - Feb 2020

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$600,000	52	4	9	99%	-\$9,500	7.7%	↓
\$600,001-\$800,000	44	11	9	99%	-\$8,000	25.0%	↑
\$800,000-\$900,000	54	13	7	99%	-\$5,800	24.1%	↑
\$900,000-\$1,000,000	132	38	19	97%	-\$29,000	28.8%	↑
\$1,000,000-\$1,150,000	47	11	22	98%	-\$29,000	23.4%	↑
\$1,150,000-\$1,300,000	69	16	20	96%	-\$46,500	23.2%	↑
\$1,300,001 and more	141	19	31	95%	-\$84,000	13.5%	↑
Total Activity	539	112	19	97%	-\$28,000	21%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change	
Total Listings** (A,S,T,C,X)	530	509	539		30	↑
Active Listings (1st of the month)	415	343	352	363	11	↑
Solds	55	73	112		39	↑
Days on Market (DOM)	31	41	19		-22	↓
%SOLD (Sales/ Listings /mnlthly rate)	10.4%	14.3%	20.8%		6%	↑
(Top 50%) Home Price Index HPIp	\$1,048,100	\$1,087,101	\$1,092,553		\$5,452	↑
(Lower 50%) Home Price Index HPIp	\$754,100	\$774,504	\$782,496		\$7,992	↑



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Market Analysis and Forecasting

Mar 1/20 West Surrey

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What Sold in your Neighbourhood and for What Price?

West Surrey Sub areas Statistics - Feb 2020					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	15	1	18	97%	-\$26,000	6.7%
Bolivar Heights	58	14	14	98%	-\$16,450	24.1%
Royal Heights	19	3	23	95%	-\$80,853	3.7%
Cedar Hills	46	8	11	99%	-\$12,700	10.7%
Whalley	68	10	34	95%	-\$56,750	14.8%
Queen Mary Park Surrey	56	8	25	96%	-\$41,950	15.1%
Bear Creek Green Timbers	62	14	16	99%	-\$6,861	9.2%
West Newton	93	25	31	97%	-\$33,000	11.3%
East Newton	122	29	7	98%	-\$20,000	7.2%
Total Activity	539	112	19	97%	-\$28,000	21%



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Market Analysis and Forecasting

Mar 1/20

West Surrey

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Next Months Market Forecast

Forecast: West Surrey has average Listing supply; 363 homes are for sale and with the **21 %SOLD** monthly rate gives us a ~5 months of inventory. 5% of the active listings have reduced their price by \$57,595 on average or \$49,955 median in the last month. We project West Surrey to be a Seller market.

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Market Analysis and Forecasting

Mar 1/20 West Surrey

Detached

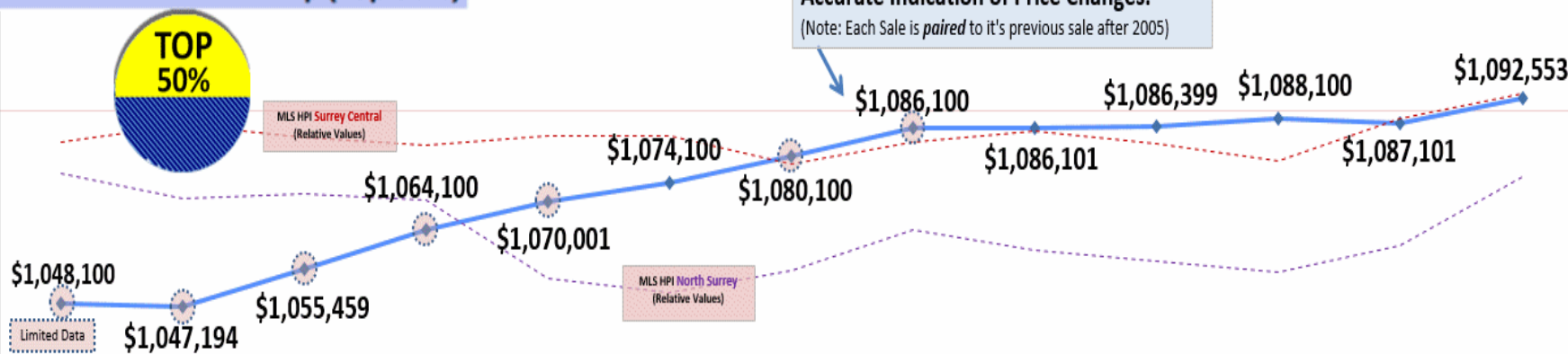
West Surrey Home Price Index **HPIp** (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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

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)



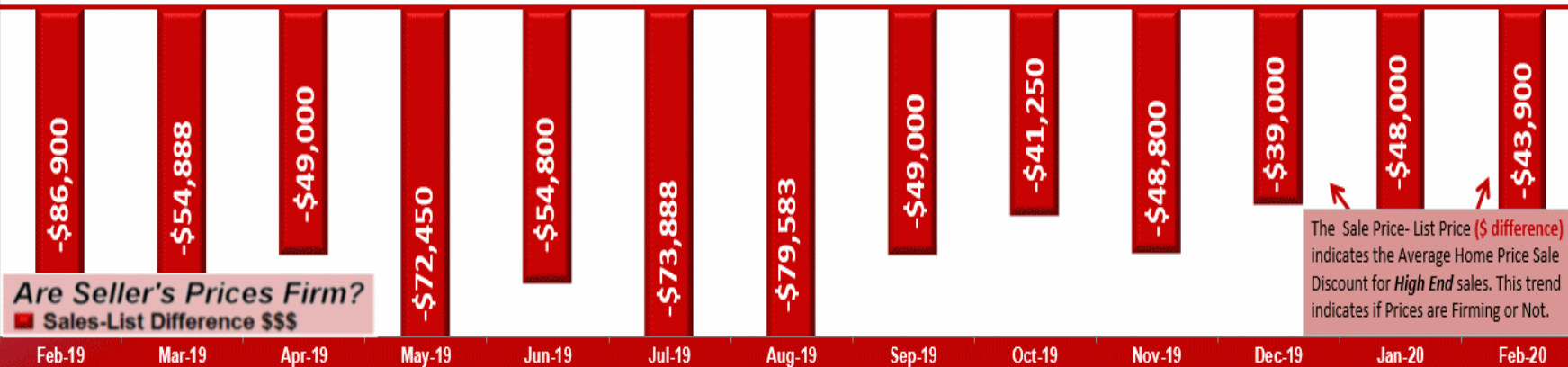
Detached



Detached

TOP 50%

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



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Market Analysis and Forecasting

Mar 1/20

West Surrey

Detached West Surrey Total Listings, Sales, and %SOLD Rates for High End Homes

Sales / Listings
Monthly Totals



Detached

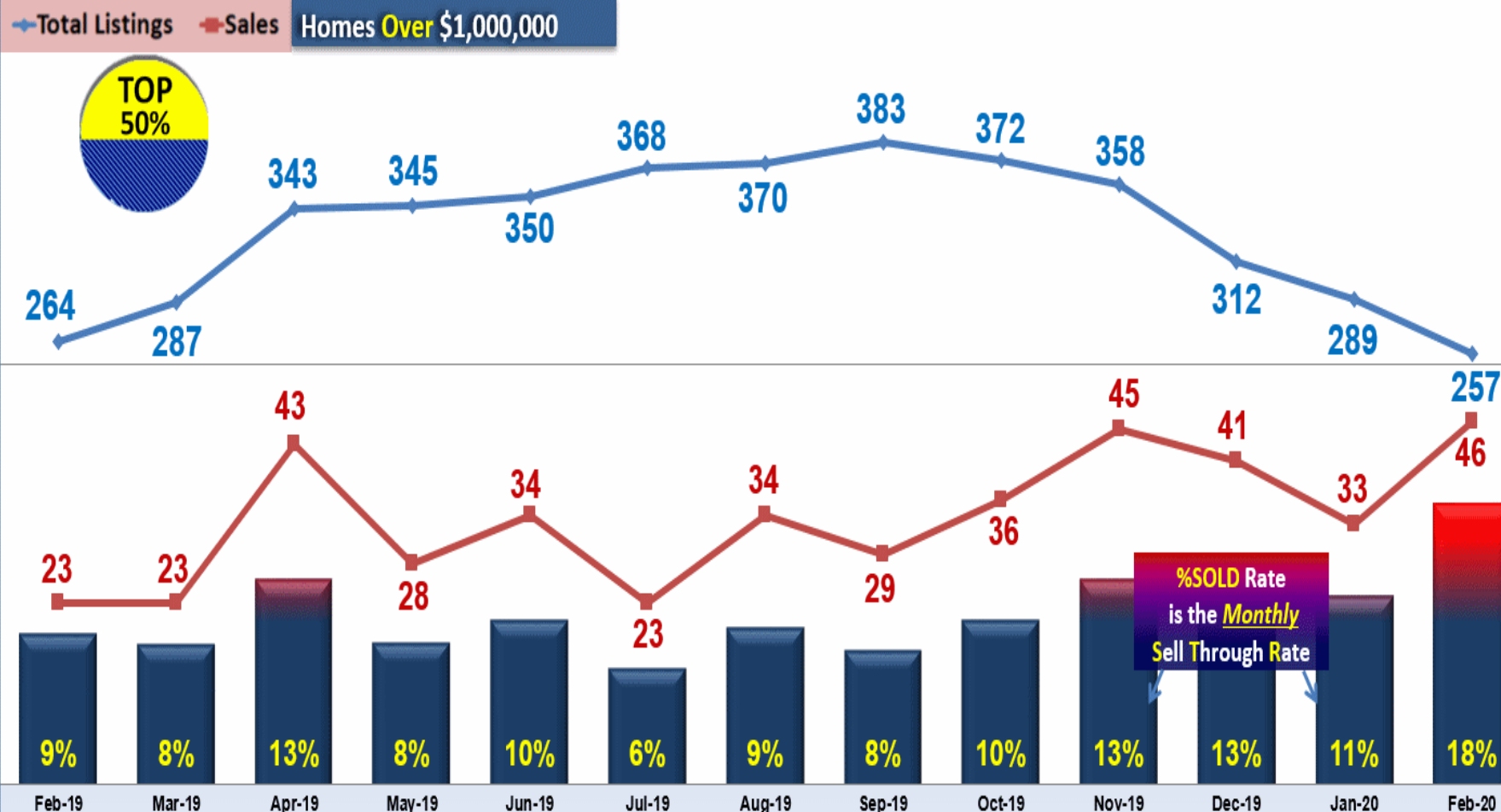


Detached



%SOLD (STR)

Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate

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Market Analysis and Forecasting

Mar 1/20

West Surrey

Detached

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

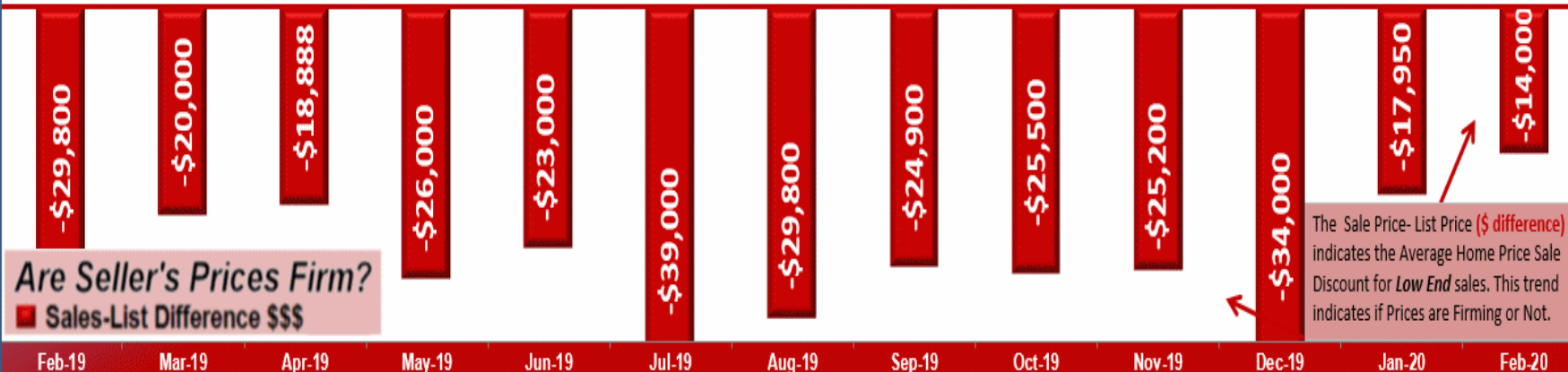
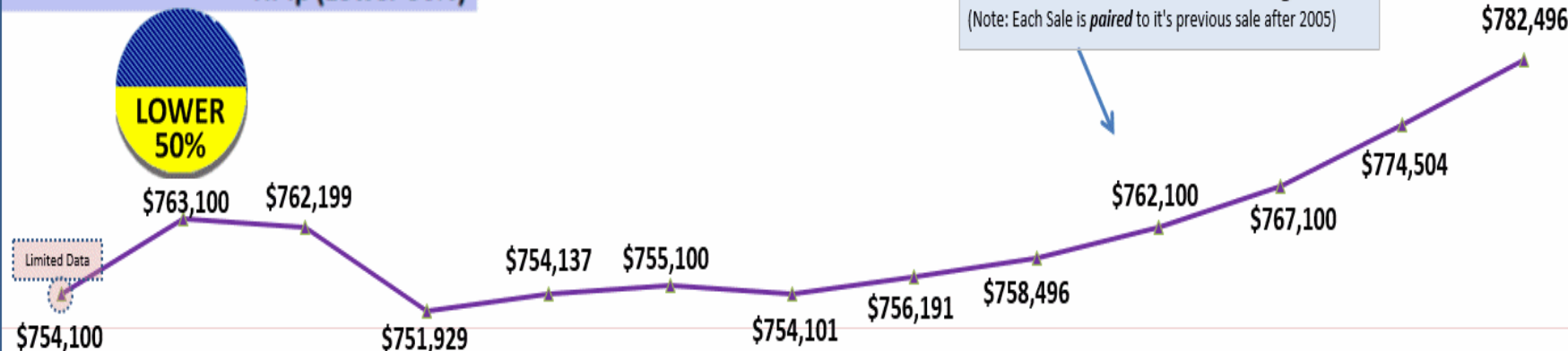
Are Home Prices Up?

Homes Below \$1,000,000

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 Index → **HPIp** (Lower 50%)



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)



Detached



Detached

LOWER 50%

Sales Discount \$\$\$

Sale Price - Original List Price (\$ difference)

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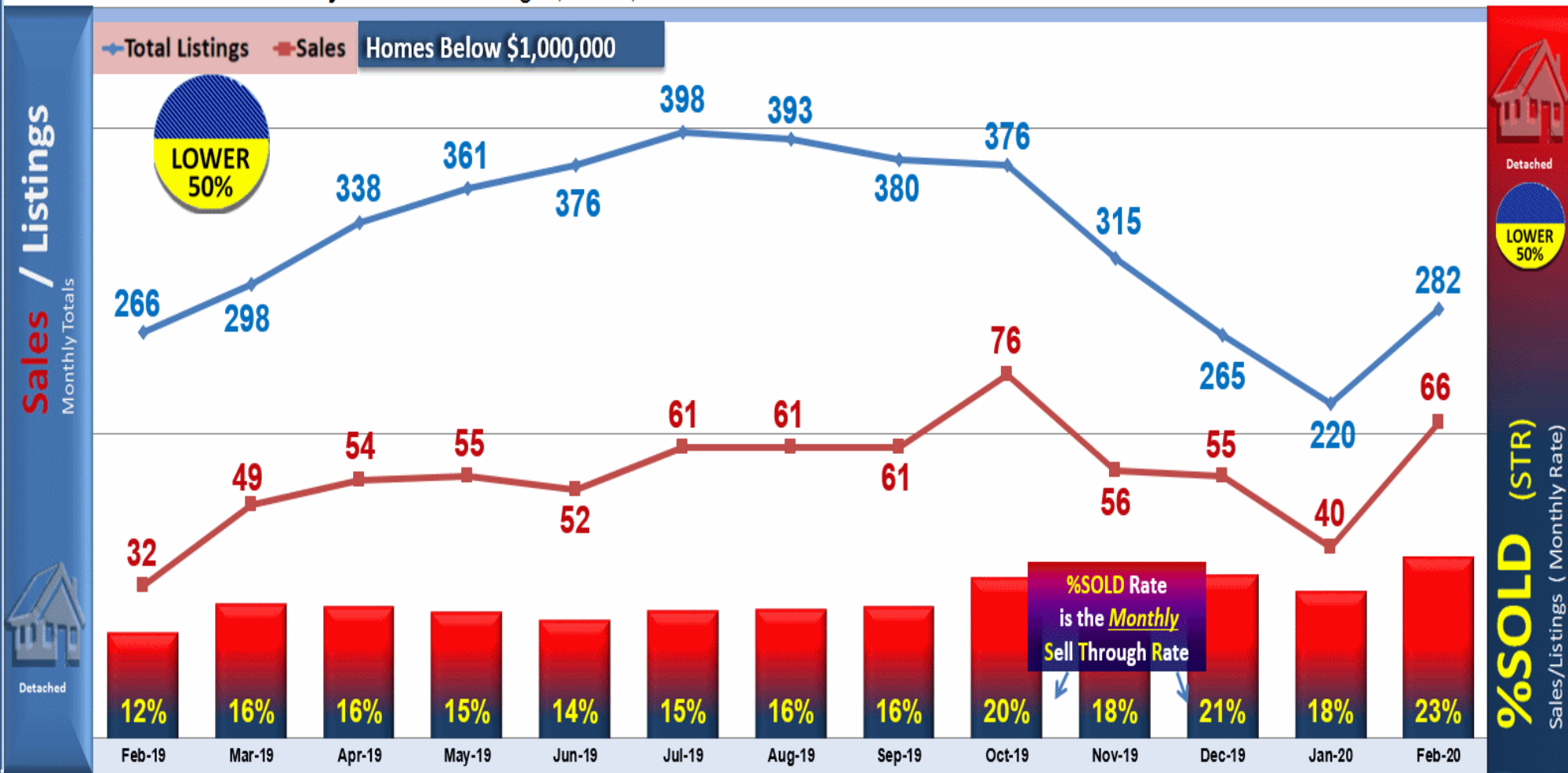
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Market Analysis and Forecasting

Mar 1/20

West Surrey

Detached West Surrey Total Listings^{**}, Sales, and %SOLD Rates for Low End Homes



Sales / Listings
Monthly Totals



LOWER 50%

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

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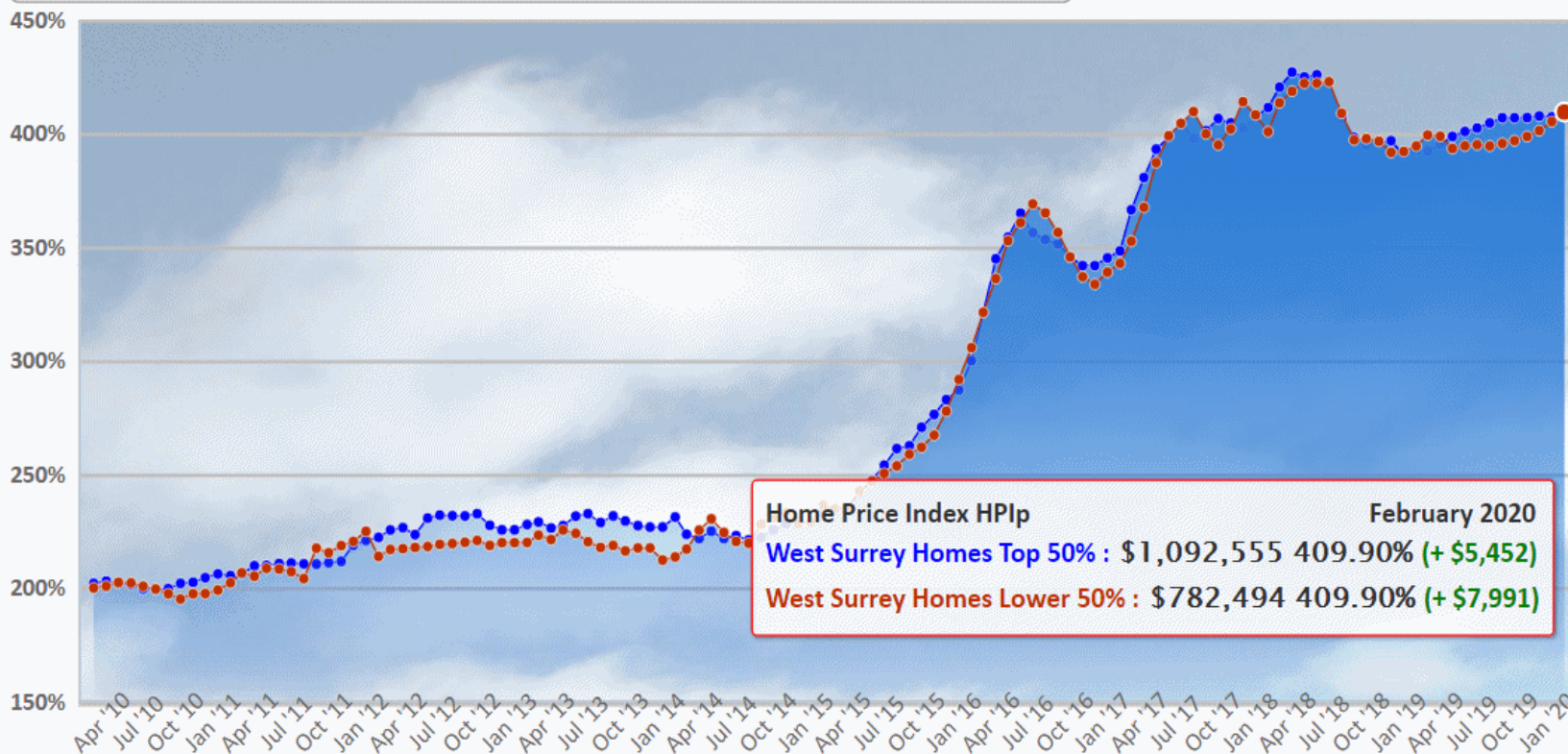
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West Surrey

Powered by the Greater Vancouver Market Reports HPIp



West Surrey Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 West Surrey Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Home Price Index HPIp February 2020
 West Surrey Homes Top 50% : \$1,092,555 409.90% (+ \$5,452)
 West Surrey Homes Lower 50% : \$782,494 409.90% (+ \$7,991)

Monthly Home values

Date	Value
Feb 2020	% 409.90
Jan 2020	% 407.80
Dec 2019	% 408.20
Nov 2019	% 407.50
Oct 2019	% 407.40
Sep 2019	% 407.40
Aug 2019	% 405.20
Jul 2019	% 402.90
Jun 2019	% 401.40
May 2019	% 399.20
Apr 2019	% 395.90
Mar 2019	% 392.80

<<< 1 2 3 >>>

Highcharts.com



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Market Analysis and Forecasting Mar 1/20 East Surrey

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

房屋类型: 迄于今年 (每季) 由2018 十二月份至2019 十二月份

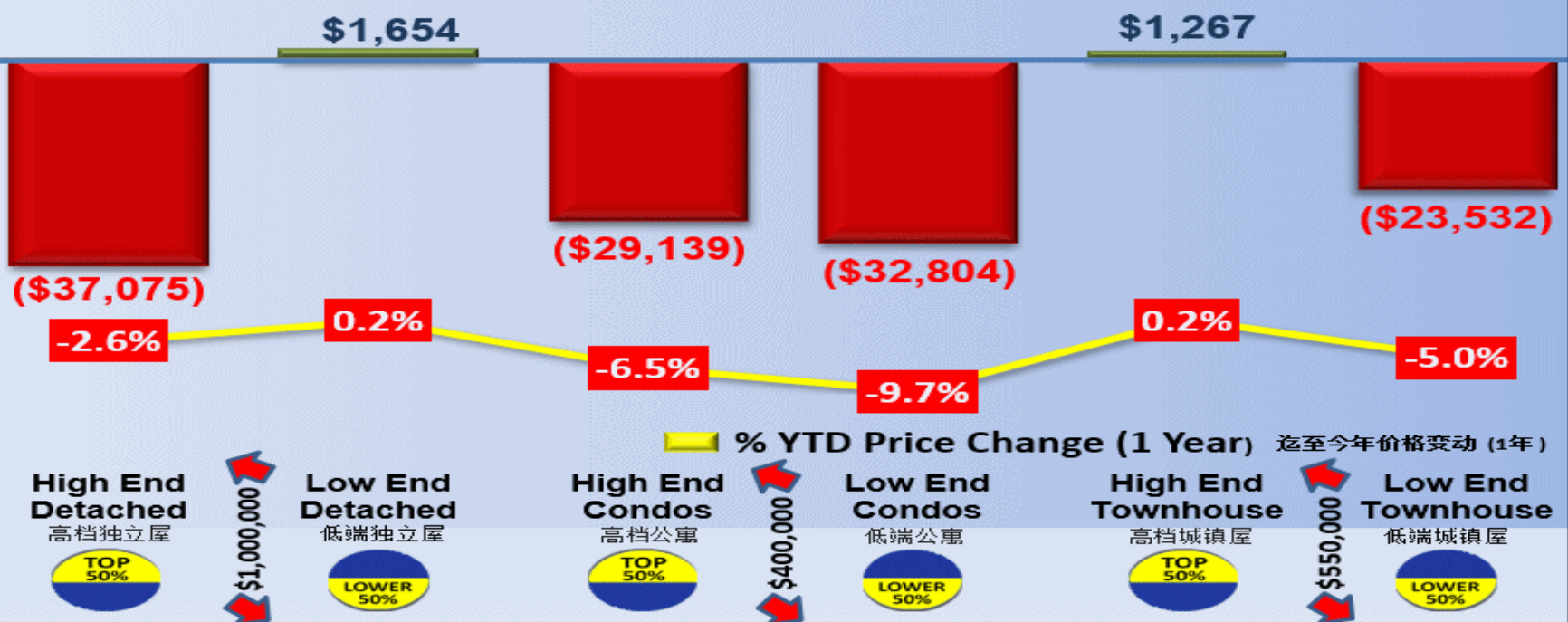
Powered by: Vancouver Market Reports HPIp

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

价格变动 (1年)

YTD Home Price Changes \$\$\$ 房地产价格变动

YTD Home Price Changes %% 房地产价格变动



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

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Statistics, on the Web!

detached homes



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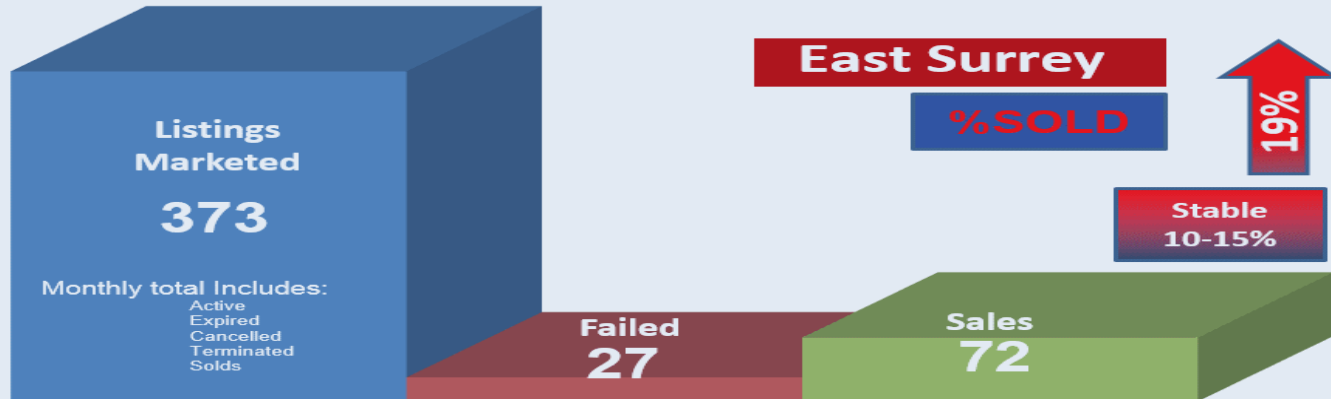
Ph: 778-549-9909

Market Analysis and Forecasting

Mar 1/20

East Surrey

Monthly Market Activity - Feb 2020 - Single Family



Mar 1 2020 East Surrey Market Update (Detached)

Current: East Surrey is in a Seller Market with **19% SOLD** rate, 25 DOM and 98% Sell/List Ratio. (This means that there is an average (m) of a \$24,450 discount from the original list price)

Most Active Price Range: Homes between \$850,000 - \$1,000,000 have **38.2 %SOLD** rate.

Least Active Price Range: Homes above \$1.55 mill. have **4.1 %SOLD** rate.

History: The Surrey East Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$29,205. The Surrey East Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$14,256.

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



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Market Analysis and Forecasting

Mar 1/20 East Surrey

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

East Surrey List Price Ranges Statistics - Jan 2020							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$850,000	25	5	3	101%	\$5,100	20.0%	↑
\$850,001-\$1,000,000	55	21	8	99%	-\$14,900	38.2%	↑
\$1,000,001-\$1,200,000	80	17	35	97%	-\$36,500	21.3%	↑
\$1,200,001-\$1,400,000	85	19	10	99%	-\$19,900	22.4%	↑
\$1,400,001-\$1,550,000	30	6	74	95%	-\$80,643	20.0%	↑
\$1,550,001 and more	98	4	11	99%	-\$14,803	4.1%	↓
Total Activity	373	72	14	98%	-\$24,450	19%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change	
Total Listings** (A,S,T,C,X)	463	356	373		17	↑
Active Listings (1st of the month)	334	221	255	274	19	↑
Solds	76	50	72		22	↑
Days on Market (DOM)	19	45	14		-31	↓
%SOLD (Sales/ Listings /mnlthly rate)	16.4%	14.0%	19.3%		5.3%	↑
(Top 50%) Home Price Index HPIp	\$1,395,022	\$1,367,100	\$1,365,817		-\$1,283	↓
(Lower 50%) Home Price Index HPIp	\$889,844	\$900,101	\$904,100		\$3,999	↑



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Market Analysis and Forecasting

Mar 1/20 East Surrey

What Sold in your Neighbourhood and for What Price?

East Surrey Sub areas Statistics - Jan 2020						Detached
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	75	14	13	98%	-\$30,500	18.7%
Guildford	27	1	19	97%	-\$24,900	3.7%
Port Kells	11	3	13	95%	-\$79,000	27.3%
Fleetwood Tynehead	110	26	6	98%	-\$16,450	23.6%
Panorama Ridge	86	12	36	97%	-\$31,500	14.0%
Sullivan Station	64	16	36	98%	-\$20,500	25.0%
Total Activity	373	72	14	98%	-\$24,450	19%



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Market Analysis and Forecasting

Mar 1/20 East Surrey

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Next Months Market Forecast

Forecast: East Surrey has an average Listing Supply; 274 homes are for sale and with the **19 %SOLD** monthly rate gives us a 5 months of inventory. 5% of the active listings have reduced their price by \$31,538 on average or \$30,000 on median in the last month. We project East Surrey to be a continued Seller market.

February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months.

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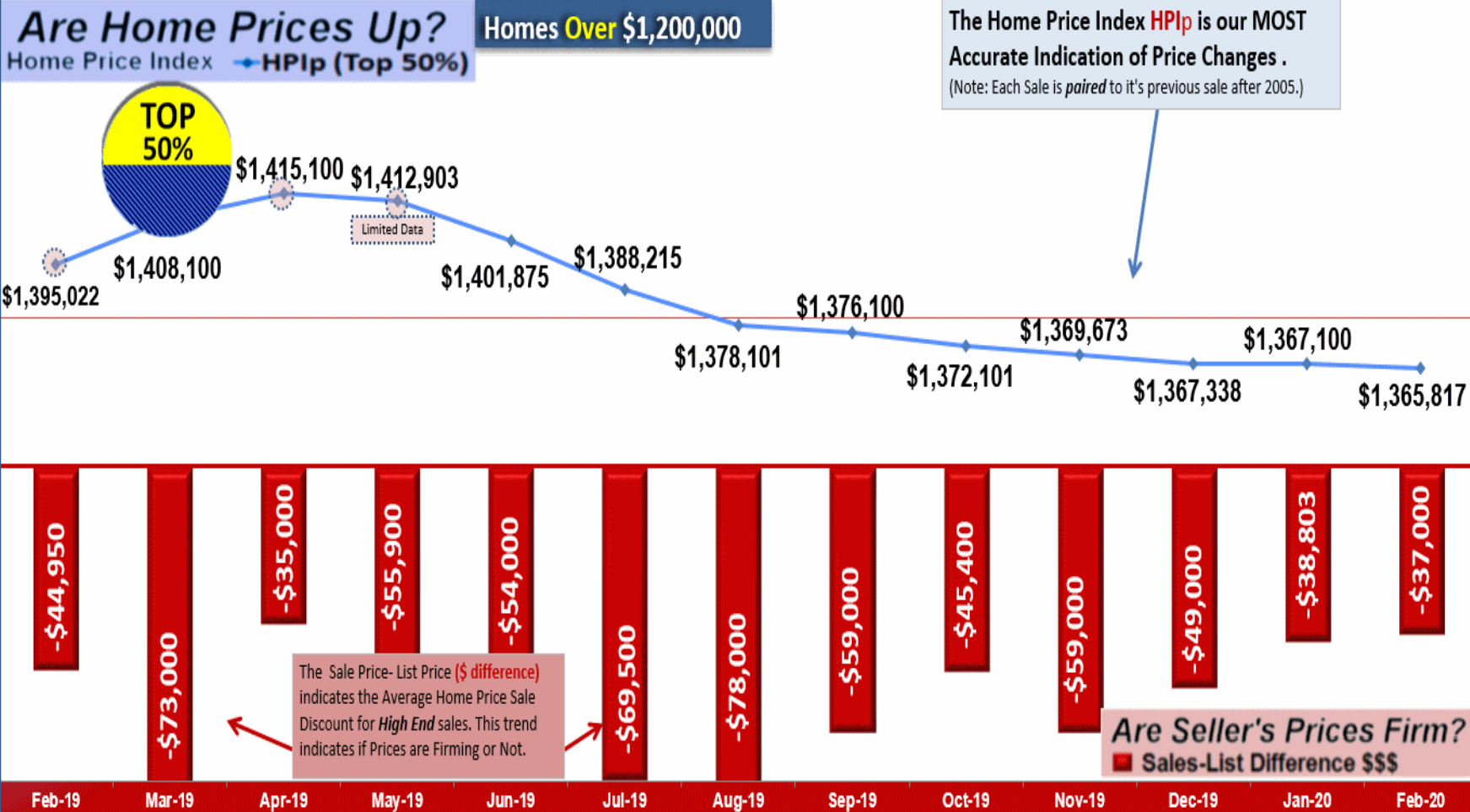
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Market Analysis and Forecasting

Mar 1/20 East Surrey

Detached East Surrey 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)



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 \$\$\$



Detached TOP 50%

Sales count \$\$\$
Sales Price - List Price (\$ difference)
Series "Disc." Value: -\$38,803



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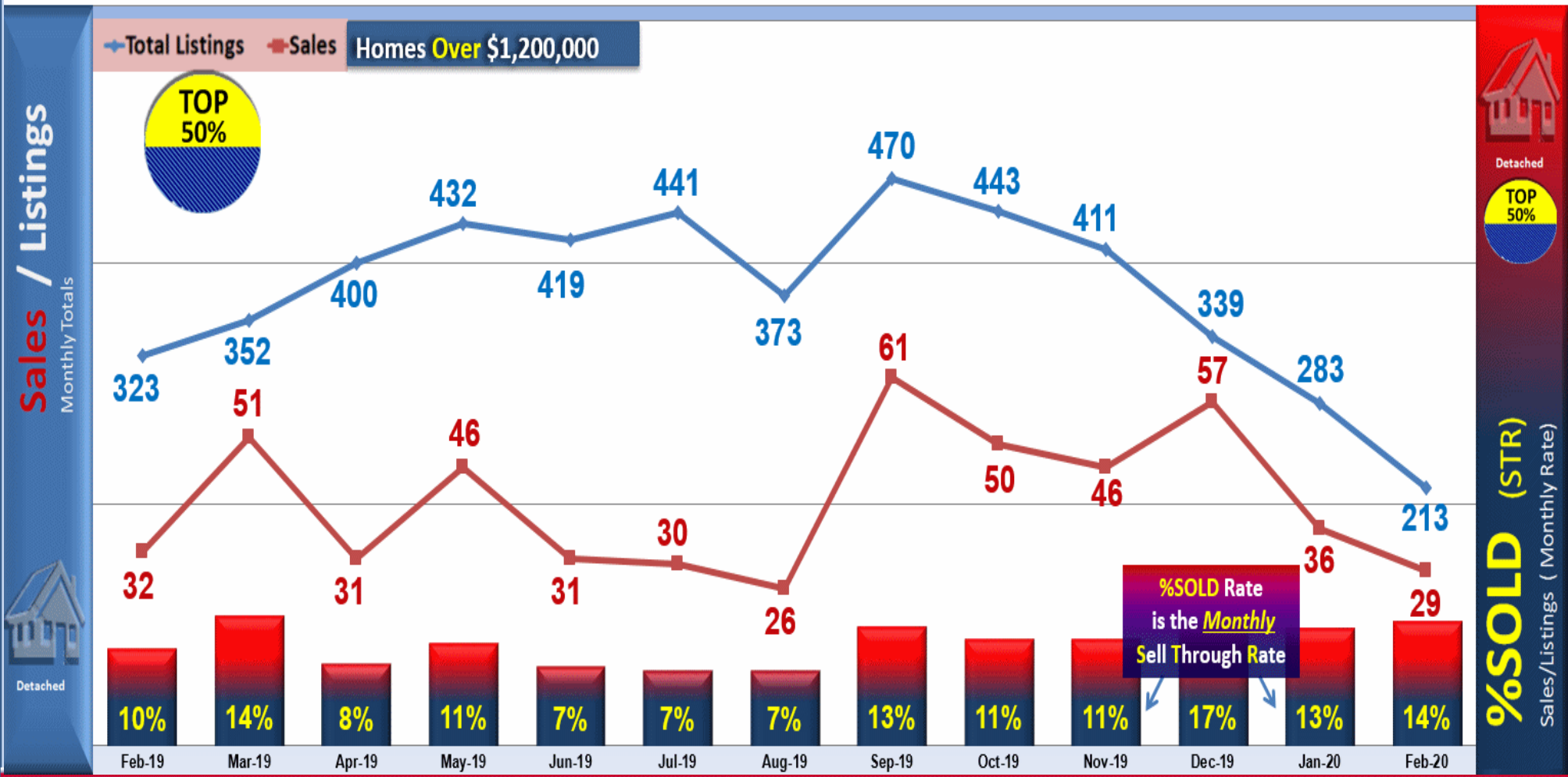


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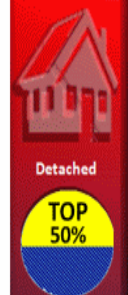
Market Analysis and Forecasting

Mar 1/20 East Surrey

Detached East Surrey Total Listings, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



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

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Market Analysis and Forecasting

Mar 1/20 East Surrey

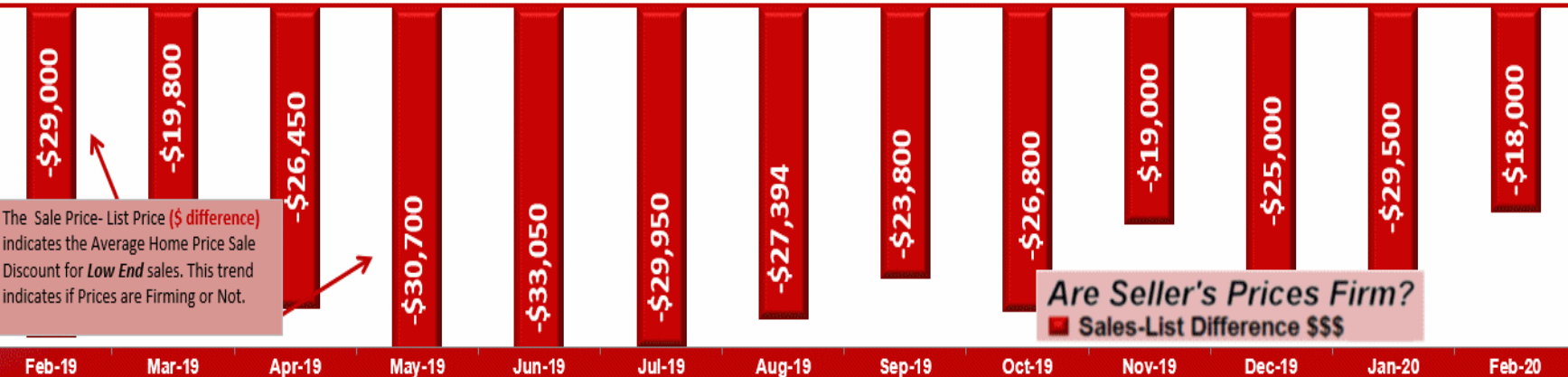
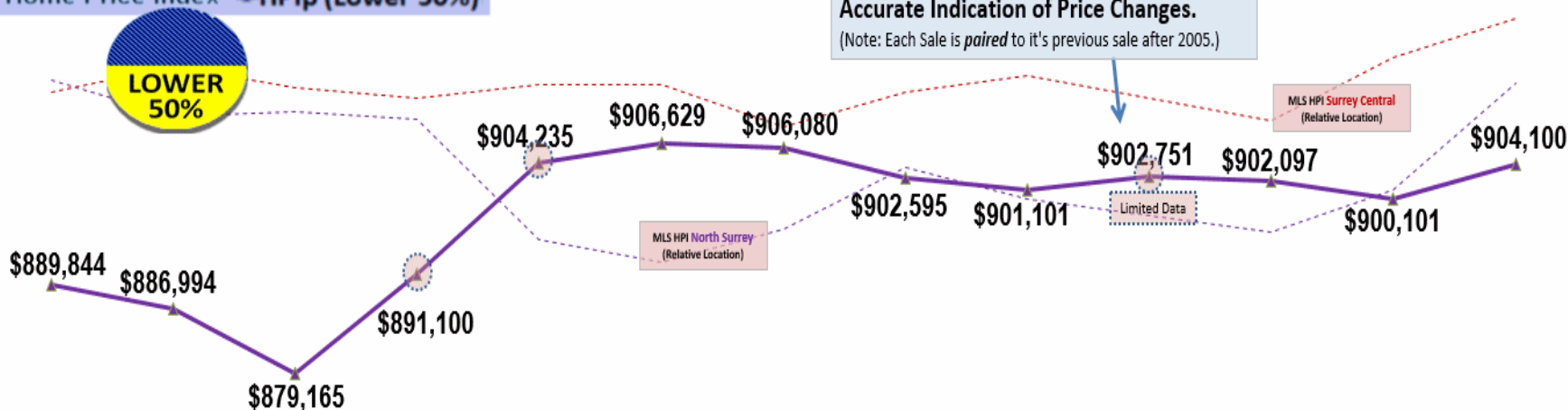
Detached East Surrey Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (Average home sold for \$ less than their original list price)

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

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

Homes Below \$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 Low End sales. This trend indicates if Prices are Firming or Not.

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



Detached

LOWER 50%

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



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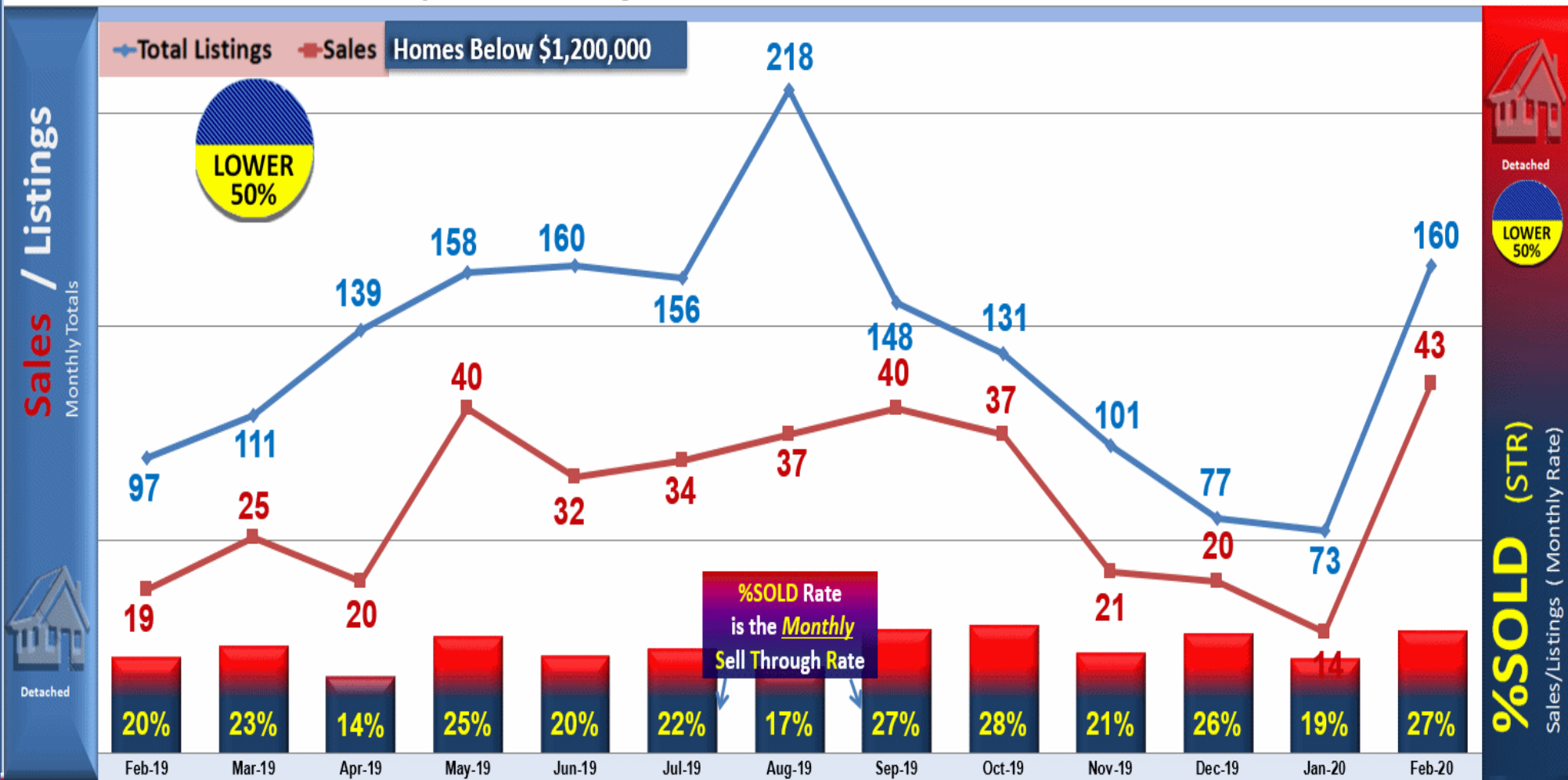


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Market Analysis and Forecasting

Mar 1/20 East Surrey

Detached East Surrey Total Listings, Sales, and %SOLD Rates



Sales / Listings

Monthly Totals



Detached



Detached

LOWER 50%

%SOLD (STR)

Sales/Listings (Monthly Rate)

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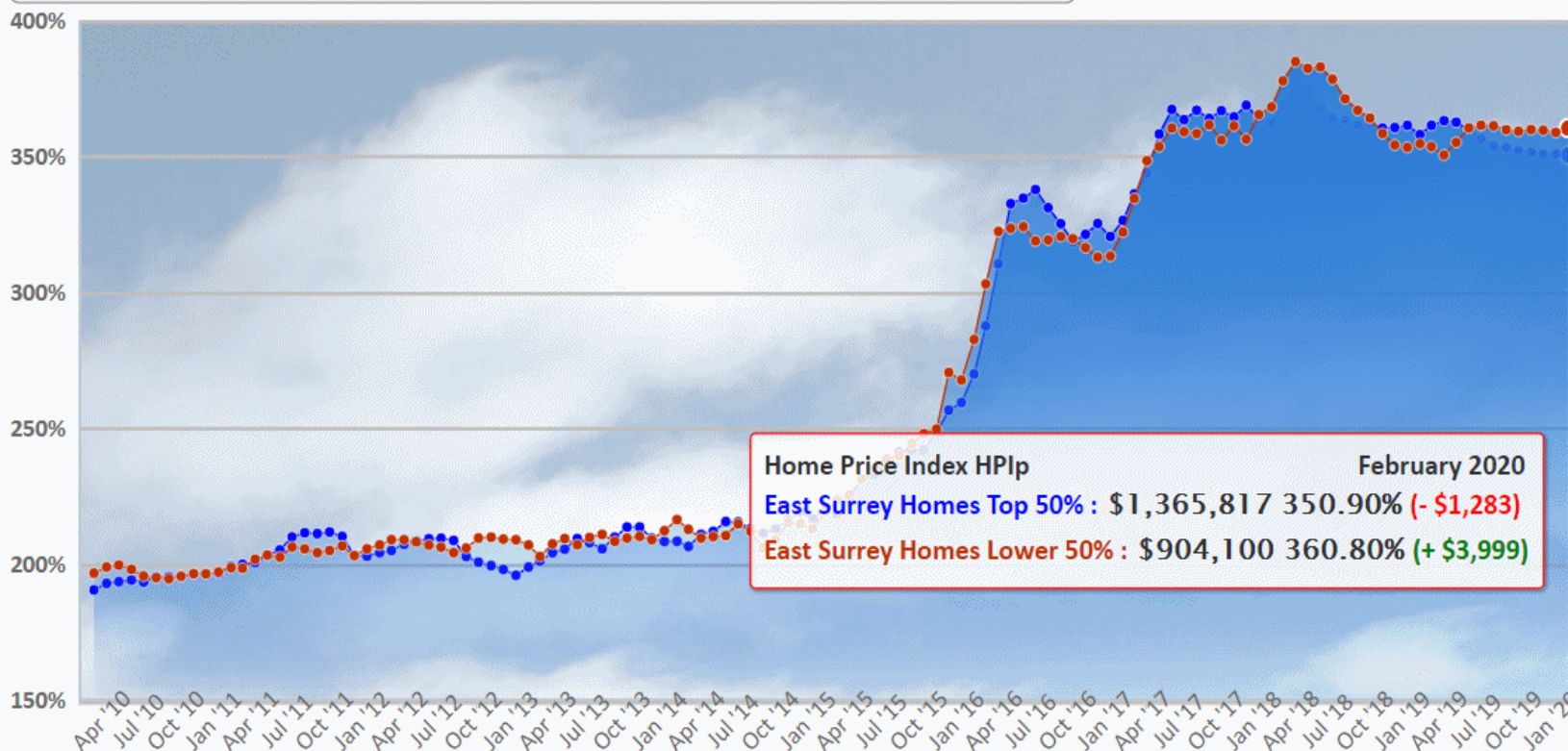
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Market Analysis and Forecasting

Mar 1/20 East Surrey

Powered by the Greater Vancouver Market Reports HPIp

East Surrey Homes Top 50% : **HPIp** Forecast+ Forecast-
 East Surrey Homes Lower 50% : **HPIp** Forecast+ Forecast-



Home Price Index HPIp February 2020
 East Surrey Homes Top 50% : \$1,365,817 350.90% (- \$1,283)
 East Surrey Homes Lower 50% : \$904,100 360.80% (+ \$3,999)

Monthly Home values

Date	Value
Feb 2020	% 350.90
Jan 2020	% 351.30
Dec 2019	% 351.30
Nov 2019	% 351.90
Oct 2019	% 352.50
Sep 2019	% 353.60
Aug 2019	% 354.10
Jul 2019	% 356.70
Jun 2019	% 360.20
May 2019	% 363.00
Apr 2019	% 363.60
Mar 2019	% 361.80

<<< 1 2 3 >>>

Highcharts.com



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Market Analysis and Forecasting Mar 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)

\$6,795

(\$5,685)

-0.4%

0.8%

% 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 \$\$\$

房地產價格變動

YTD Home Price Changes %%

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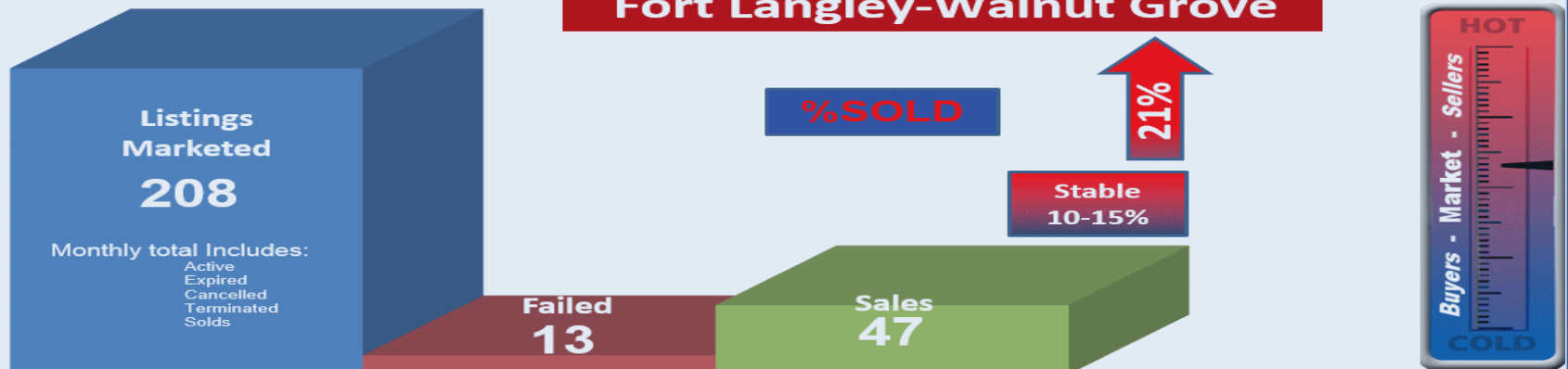
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Market Analysis and Forecasting Mar 1/20 Langley - Walnut Grove

Monthly Market Activity - Feb 2020 Single Family Fort Langley-Walnut Grove



Mar 1 2020 North Langley Market Update (Detached)

Current: North Langley is in a Stable Market with normal listing inventories, a **23 %SOLD** rate and a 98% Sell/List Ratio.

(This means that there is an average of a **\$23,600** Discount on a sale from the original list price)

Most Active Price Range: Homes between \$800,000 - \$900,000 have **42.1 %SOLD** rate resulting in a Seller Market.

Least Active Price Range: Homes above \$1.3 mill. have **11.3 %SOLD** rate.

History: The North Langley Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$1,515.

The North Langley Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$16,234.

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

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

North Langley List Price Ranges Statistics - Feb 2020

Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	13	2	7	99%	-\$6,000	15.4%	↑
\$800,001-\$900,000	19	8	8	100%	\$2,500	42.1%	↑
\$900,001-\$1,000,000	35	8	5	99%	-\$7,000	22.9%	↑
\$1,000,000-\$1,100,000	45	14	7	97%	-\$31,500	31.1%	↑
\$1,100,001-\$1,300,000	25	7	9	96%	-\$54,900	28.0%	↑
\$1,300,001 and more	71	8	90	92%	-\$184,750	11.3%	
Total Activity	208	47	9	98%	-\$23,600	23%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change	
Total Listings** (A,S,T,C,X)	221	174	208		34	↑
Active Listings (1st of the month)	152	113	133	148	15	↑
Solds	25	22	47		25	↑
Days on Market (DOM)	25	64	9		-55	↓
%SOLD (Sales/ Listings /mthly rate)	11.3%	12.6%	22.6%		10.0%	↑
(Top 50%) Home Price Index HPIp	\$1,294,585	\$1,292,796	\$1,296,100		\$3,304	↑
(Lower 50%) Home Price Index HPIp	\$887,071	\$898,100	\$903,305		\$5,205	↑



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

What Sold in your Neighbourhood and for What Price?

North Langley Sub areas Statistics - Feb 2020			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Walnut Grove	53	15	6	98%	-\$20,000	28.3%
County Line Glen Valley	20	1	85	89%	-\$218,048	5.0%
Willoughby Heights	109	23	9	97%	-\$28,000	21.1%
Fort Langley	26	8	17	99%	-\$16,800	30.8%
Total Activity	208	47	9	98%	-\$23,600	23%



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

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Next Months Market Forecast

Forecast: North Langley has an average Listing supply; 139 homes are for sale and with the strong **23 %SOLD** monthly rate gives us a ~4 months of inventory. 7% of the active listings have reduced their price by \$40,459 on average or \$33,000 median in the last month.

February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months.

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

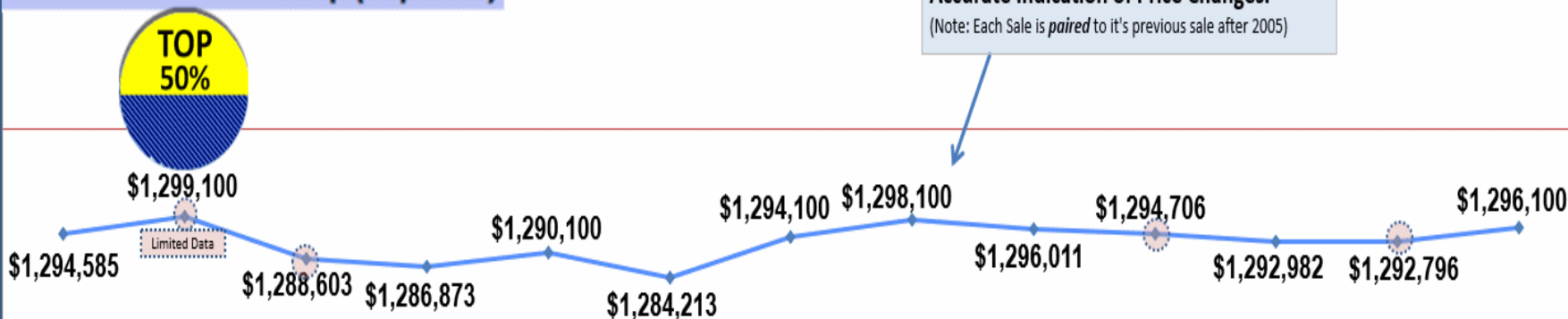
Detached

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)



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



Detached

-\$59,500

-\$41,450

-\$63,000

-\$47,500

-\$63,000

-\$66,750

-\$69,000

-\$63,888

-\$38,500

-\$65,000

-\$50,000

-\$33,400

-\$38,048

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

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



Detached

TOP 50%

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



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Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting Mar 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

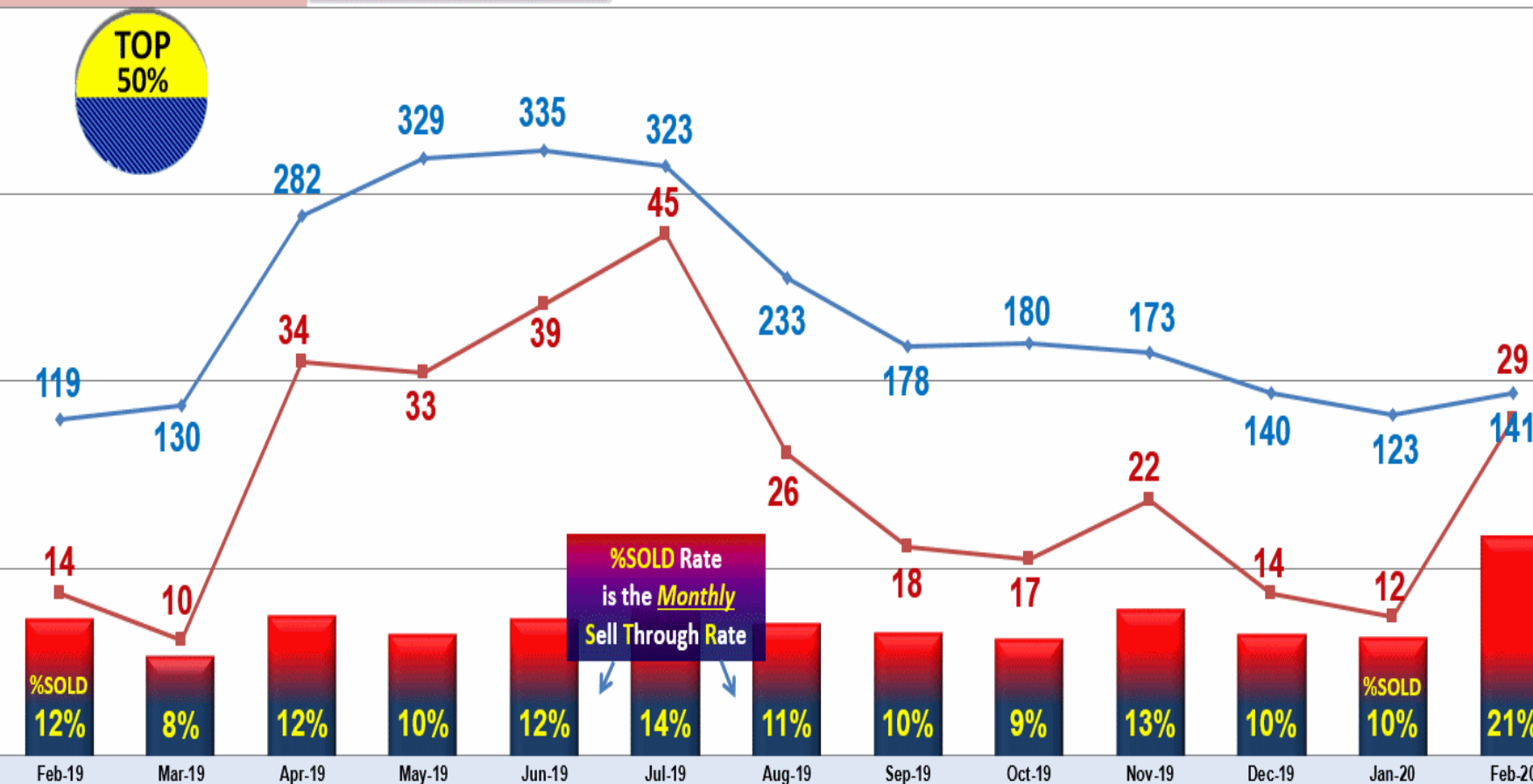
Sales / Listings
Monthly Totals



Detached



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



%SOLD Rate is the Monthly Sell Through Rate



Detached



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Market Analysis and Forecasting Mar 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)

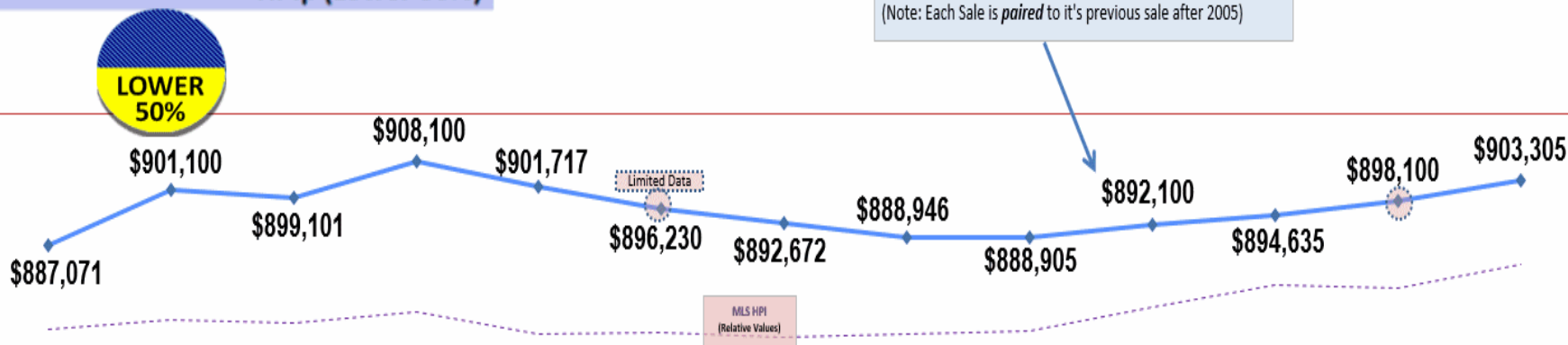
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$1,000,000

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

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

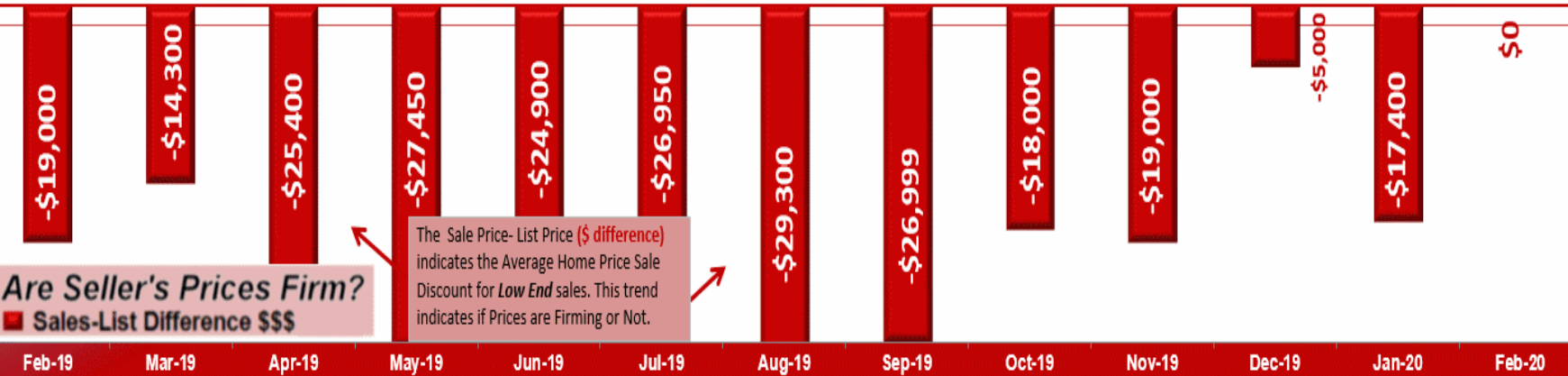


Home Price Changes
(Home Price Index Paired sales from 2005)



LOWER 50%

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.



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. [More Details](#)
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Market Analysis and Forecasting Mar 1/20 Langley - Walnut Grove

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

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

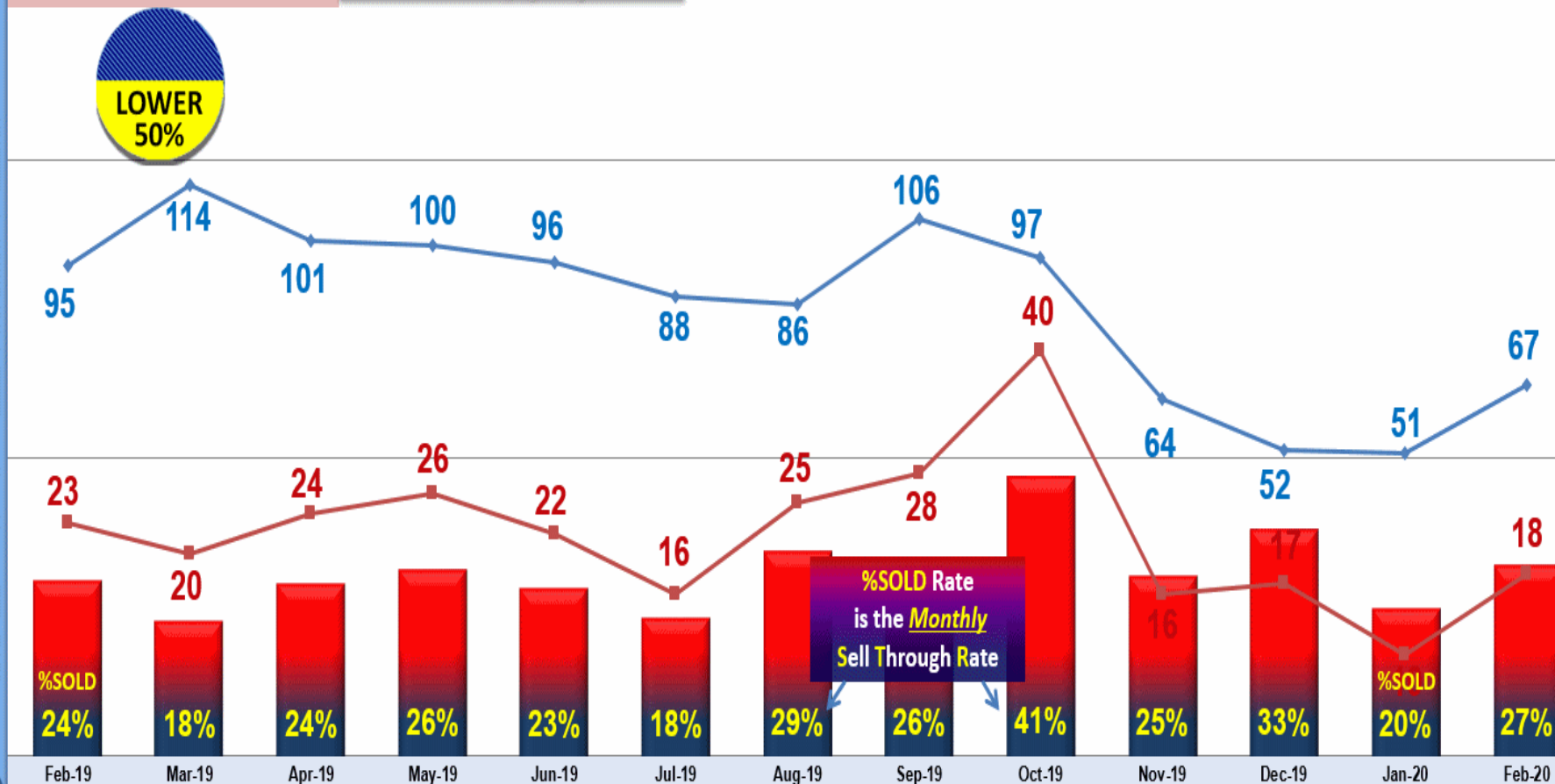
Sales / Listings
Monthly Totals



Detached



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



Detached

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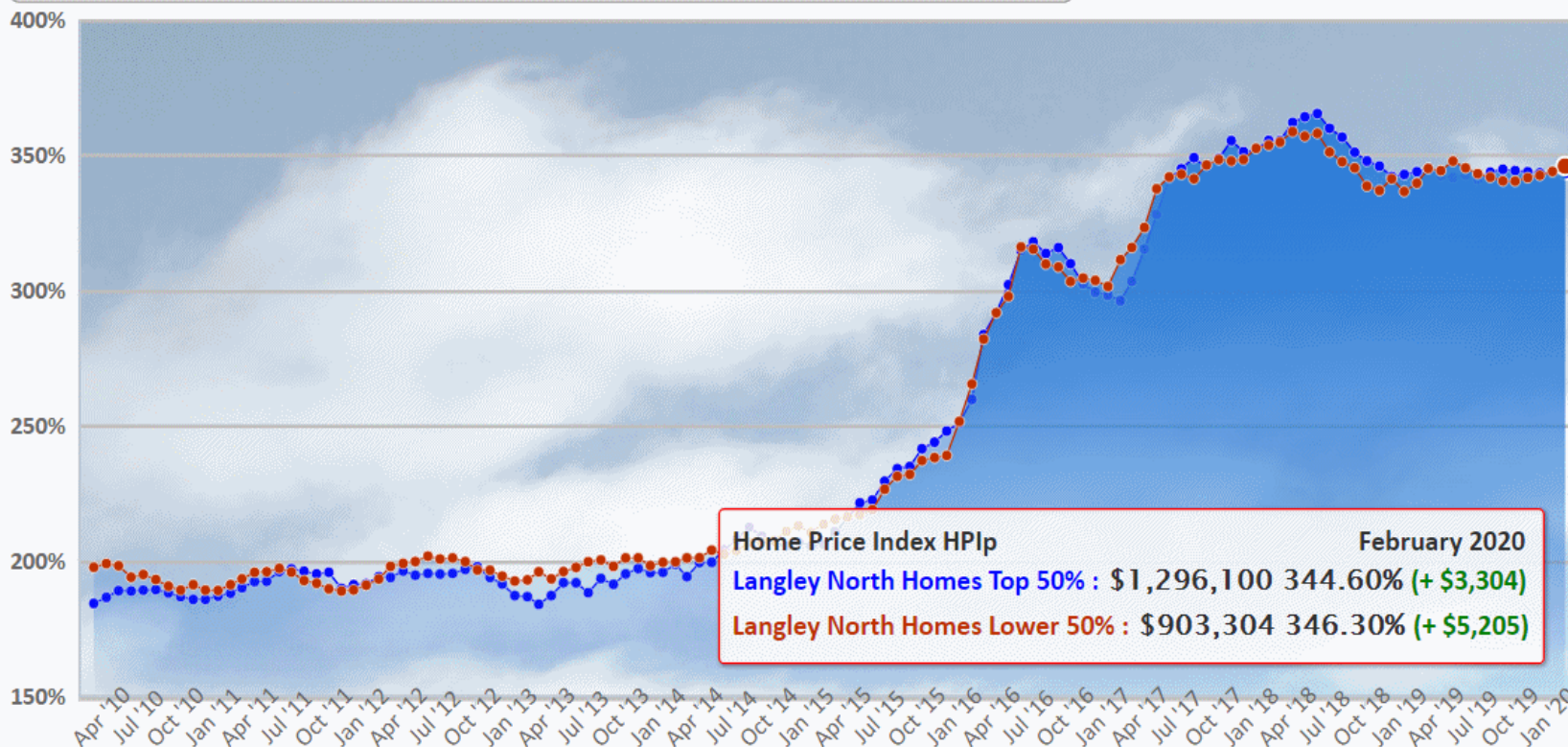
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Market Analysis and Forecasting Mar 1/20 Langley - Walnut Grove

Powered by the Greater Vancouver Market Reports HPIp



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



Home Price Index HPIp February 2020
 Langley North Homes Top 50% : \$1,296,100 344.60% (+ \$3,304)
 Langley North Homes Lower 50% : \$903,304 346.30% (+ \$5,205)

Monthly Home values

Date	Value
Feb 2020	% 344.60
Jan 2020	% 343.70
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

<<< 1 2 3 >>>

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Market Analysis and Forecasting Mar 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: 迄于今年 (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)

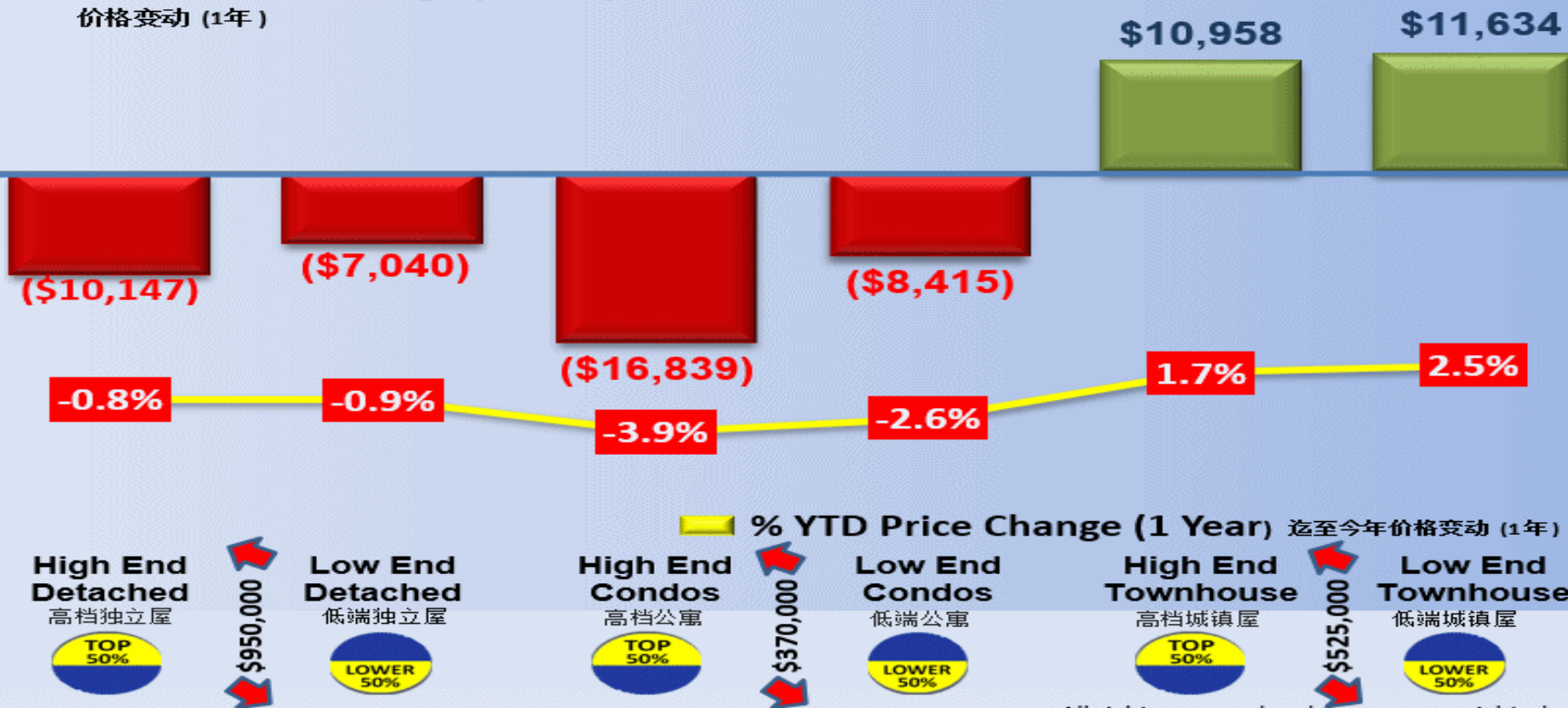
价格变动 (1年)

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



% YTD Price Change (1 Year) 迄于今年价格变动 (1年)

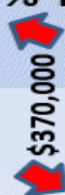
High End Detached
高档独立屋



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



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

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Market Analysis and Forecasting Mar 1/20 Langley, Cloverdale

Monthly Market Activity - Feb 2020 Single Family



Mar 1 2020 Langley, Cloverdale Market Update (Detached)

Current: Langley, Cloverdale is in a Seller Market with average listing inventories, a **20 %SOLD** rate and a 98% Sell/List Ratio. (This means that there is an average of a **\$16,500** discount on a sale from the original list price)
 Most Active Price Range: Homes between \$875,000 - \$950,000 have High **31.1 %SOLD** rate and is in a Seller Market.
 Least Active Price Range: Homes above \$2.5 mill. have **1.6 %SOLD** rate.

History: The Langley, Cloverdale Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$23,022.
 The Langley, Cloverdale Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$15,184.

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



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Market Analysis and Forecasting Mar 1/20 Langley, Cloverdale

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

Langley, Cloverdale List Price Ranges Statistics - Feb 2020

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$700,000	40	9	8	96%	-\$3,800	22.5%	↑
\$700,001-\$850,000	44	17	5	99%	-\$5,000	38.6%	↑
\$850,000-\$925,000	43	21	6	99%	-\$9,999	48.8%	↑
\$925,001-\$1,000,000	53	12	19	98%	-\$20,500	22.6%	↑
\$1,000,000-\$1,200,000	95	24	7	99%	-\$15,400	25.3%	↑
\$1,200,000-\$1,400,000	48	4	6	97%	-\$36,900	8.3%	↑
\$1,400,001-\$1,700,000	47	8	29	95%	-\$80,000	17.0%	↑
\$1,700,001-\$2,500,000	74	9	103	94%	-\$104,000	12.2%	↑
\$2,500,001 and more	81	2	101	91%	-\$319,500	2.5%	↓
Total Activity	525	106	8	98%	-\$16,500	20%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change	
Total Listings** (A,S,T,C,X)	569	448	525		77	↑
Active Listings (1st of the month)	440	286	325	376	51	↑
Solds	66	71	106		35	↑
Days on Market (DOM)	21	37	8		-30	↓
%SOLD (Sales/ Listings /mthly rate)	11.6%	15.8%	20.2%		4.3%	↑
(Top 50%) Home Price Index HPIp	\$1,240,078	\$1,255,100	\$1,263,100		\$8,000	↑
(Lower 50%) Home Price Index HPIp	\$791,151	\$803,100	\$806,335		\$3,235	↑



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Market Analysis and Forecasting Mar 1/20 Langley, Cloverdale

What Sold in your Neighbourhood and for What Price?

Langley, Cloverdale Sub areas Statistics - Feb 2020			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	126	26	8	98%	-\$24,303	20.6%
Serpentine	11	1	91	90%	-\$380,000	9.1%
Clayton	46	15	6	100%	-\$5,000	32.6%
Murrayville	22	6	23	95%	-\$77,000	27.3%
Salmon River	46	11	30	96%	-\$59,000	23.9%
Brookswood Langley	70	9	7	98%	-\$19,900	12.9%
Aldergrove Langley	54	16	6	99%	-\$7,700	29.6%
Campbell Valley	43	1	110	91%	-\$259,000	2.3%
Otter District	32	4	12	93%	-\$36,450	12.5%
Langley City	75	17	6	99%	-\$10,000	22.7%
Total Activity	525	106	8	98%	-\$16,500	20%



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Market Analysis and Forecasting Mar 1/20 Langley, Cloverdale

Ph: 778-549-9909

Next Months Market Forecast

Forecast: Langley, Cloverdale has an average Listing supply; 376 homes are for sale and with the **20 %SOLD** monthly rate gives us a ~5 months of inventory. 8% of the active listings have reduced their price by \$32,551 on average or \$30,000 median in the last month. We project Langley, Cloverdale Detached to be a Seller market.

February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months.

Currently, the Condo Market presents Seller Market conditions with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$1,428** on average. At the same time, 68% of the Townhouse Markets increased **\$831** on average (19 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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Market Analysis and Forecasting Mar 1/20 Langley, Cloverdale

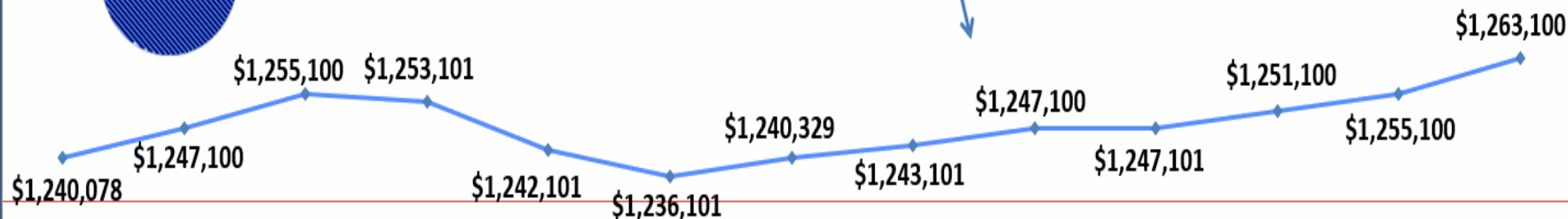
Detached Langley, Cloverdale Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,000,000

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)



Detached



TOP 50%

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

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



Detached

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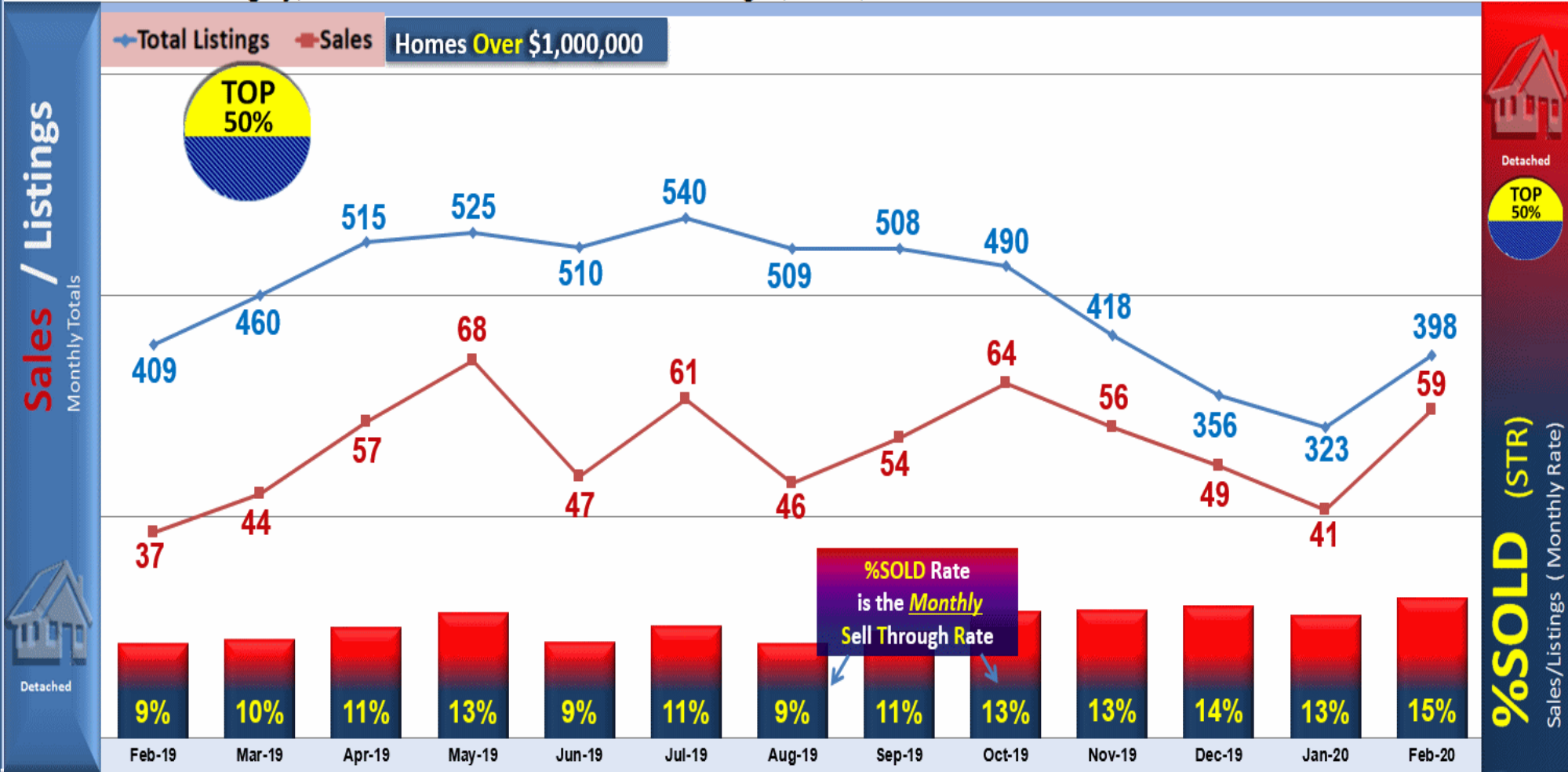
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Market Analysis and Forecasting Mar 1/20 Langley, Cloverdale

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



Sales / Listings

Monthly Totals



Detached



Detached

TOP 50%

%SOLD (STR)

Sales/Listings (Monthly Rate)

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Market Analysis and Forecasting

Mar 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)

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

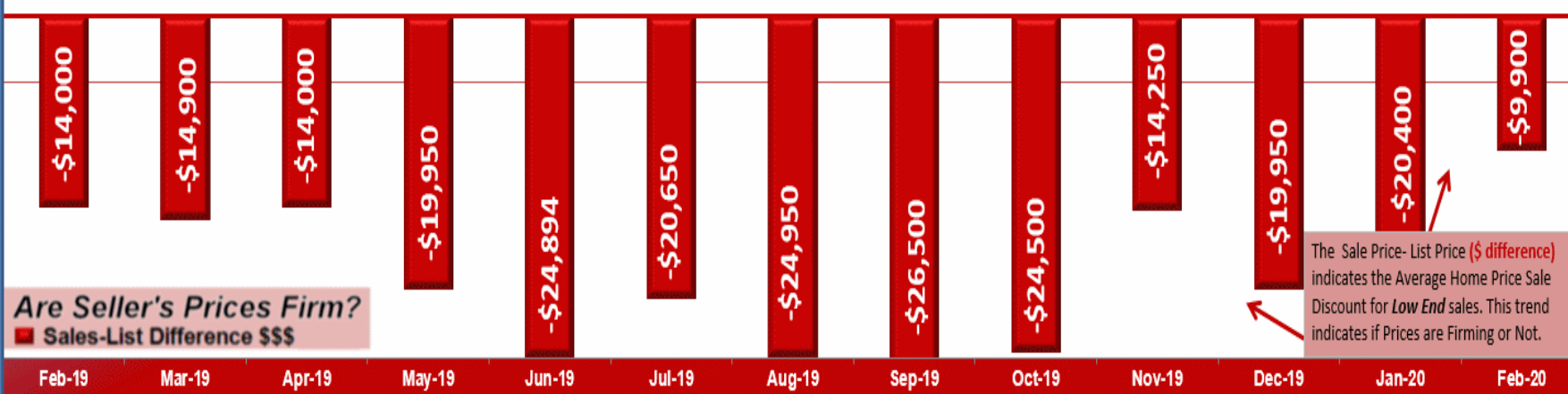
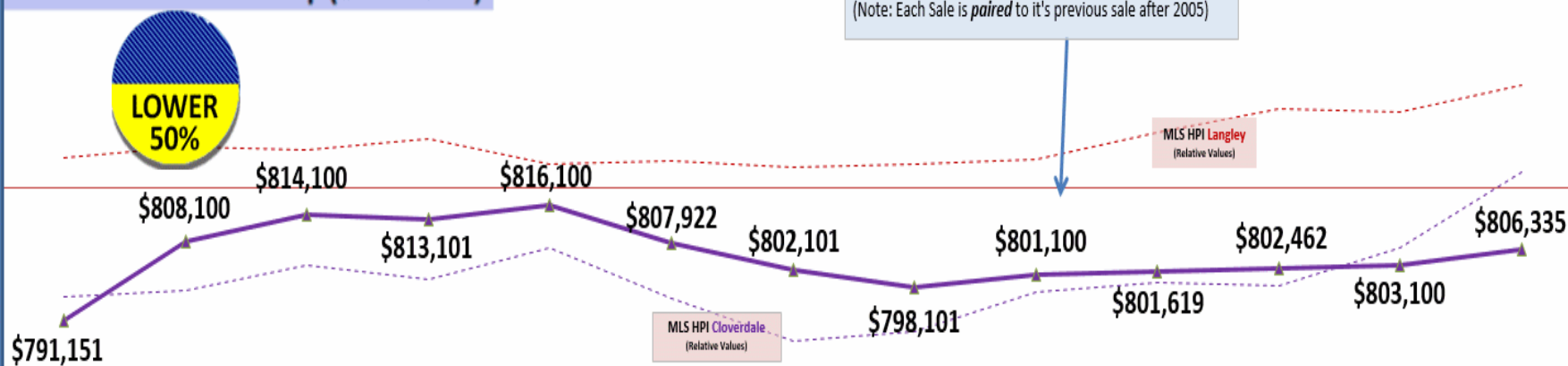


Detached

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

Homes Below \$1,000,000

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)



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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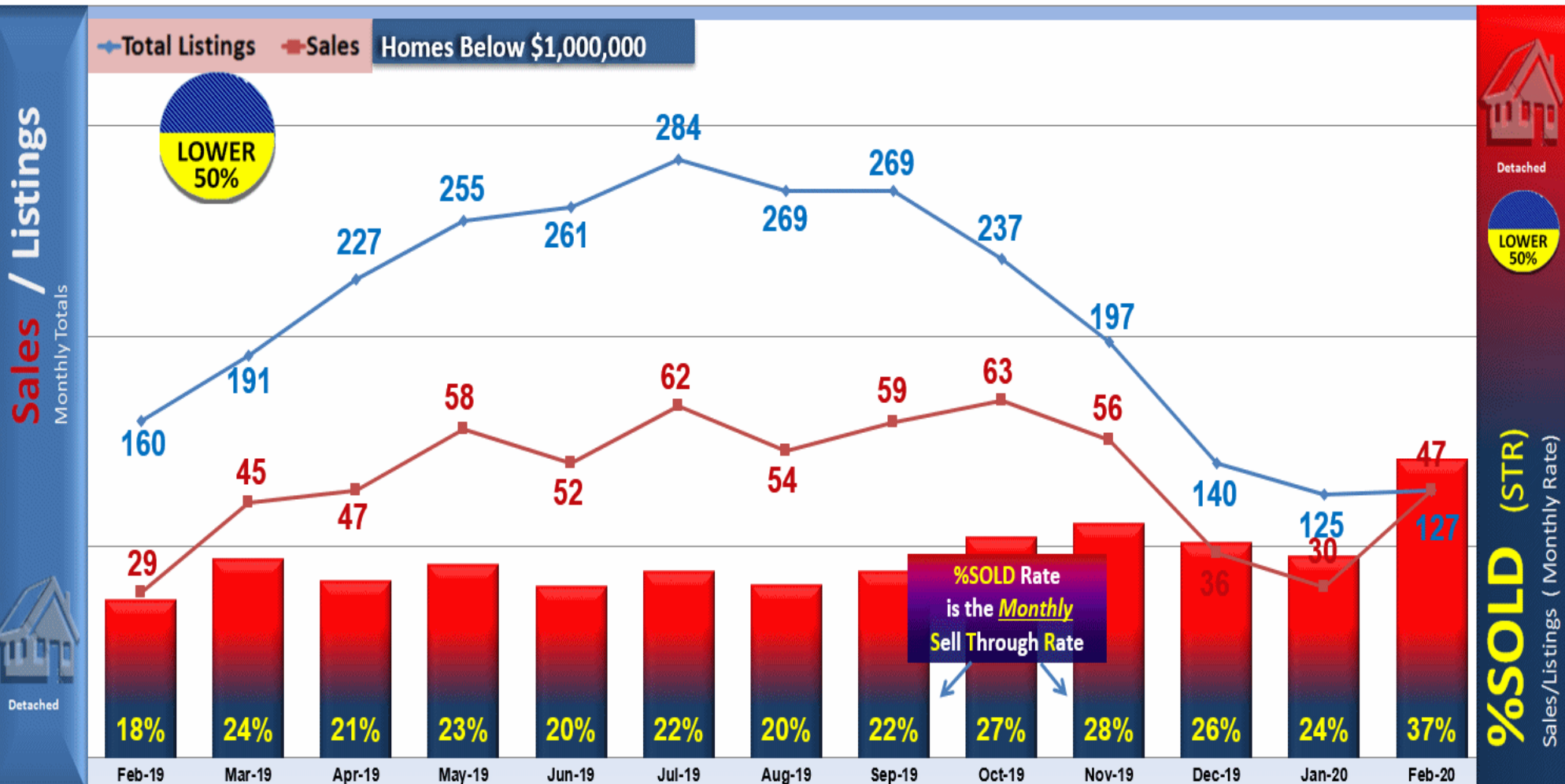
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Market Analysis and Forecasting Mar 1/20 Langley, Cloverdale

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



Sales / Listings
Monthly Totals



Detached



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. [More Details](#)
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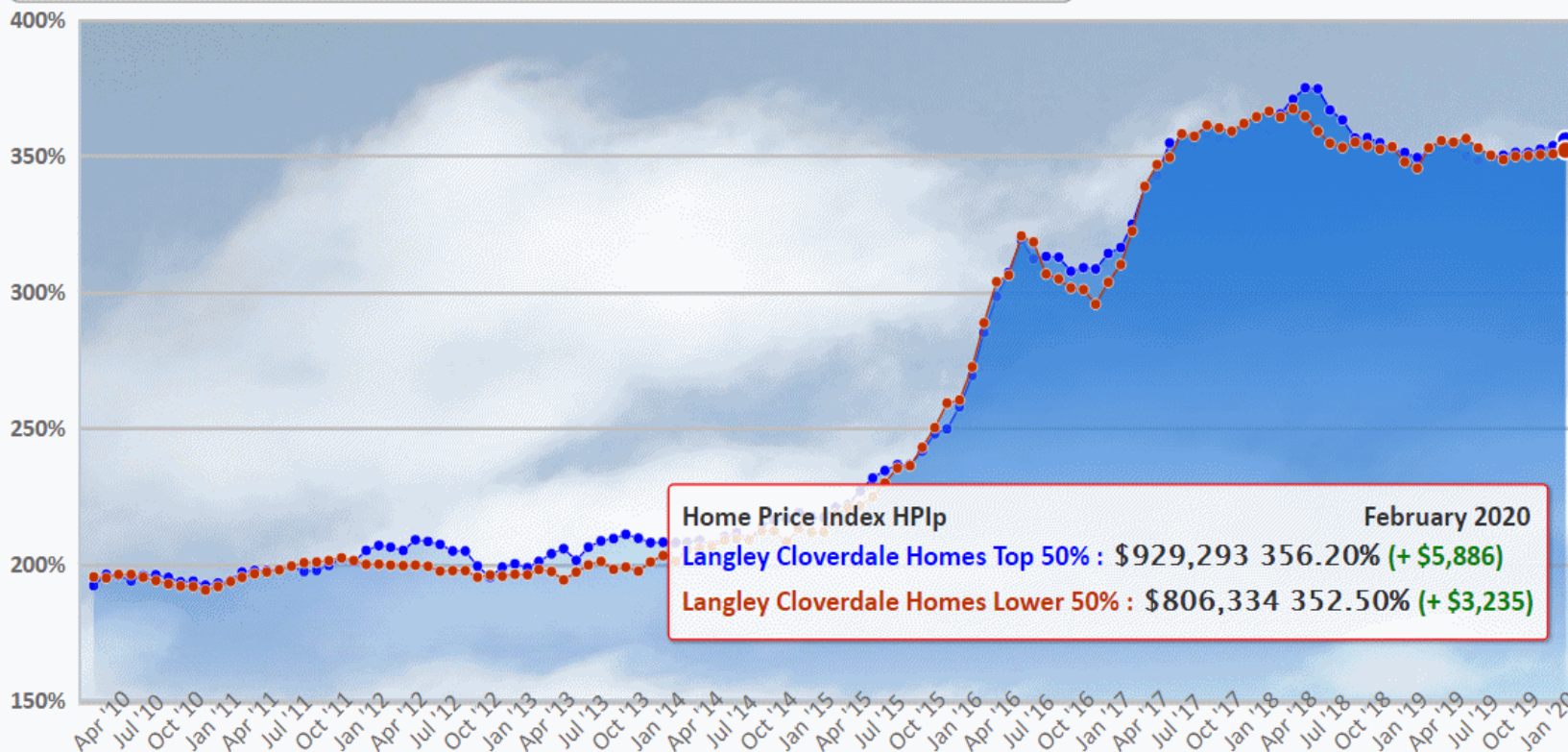


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Market Analysis and Forecasting Mar 1/20 Langley, Cloverdale

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



Monthly Home values

Date	Value
Feb 2020	% 356.20
Jan 2020	% 354.00
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

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Highcharts.com



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Market Analysis and Forecasting

Mar 1/20 Abbotsford

Abbotsford 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

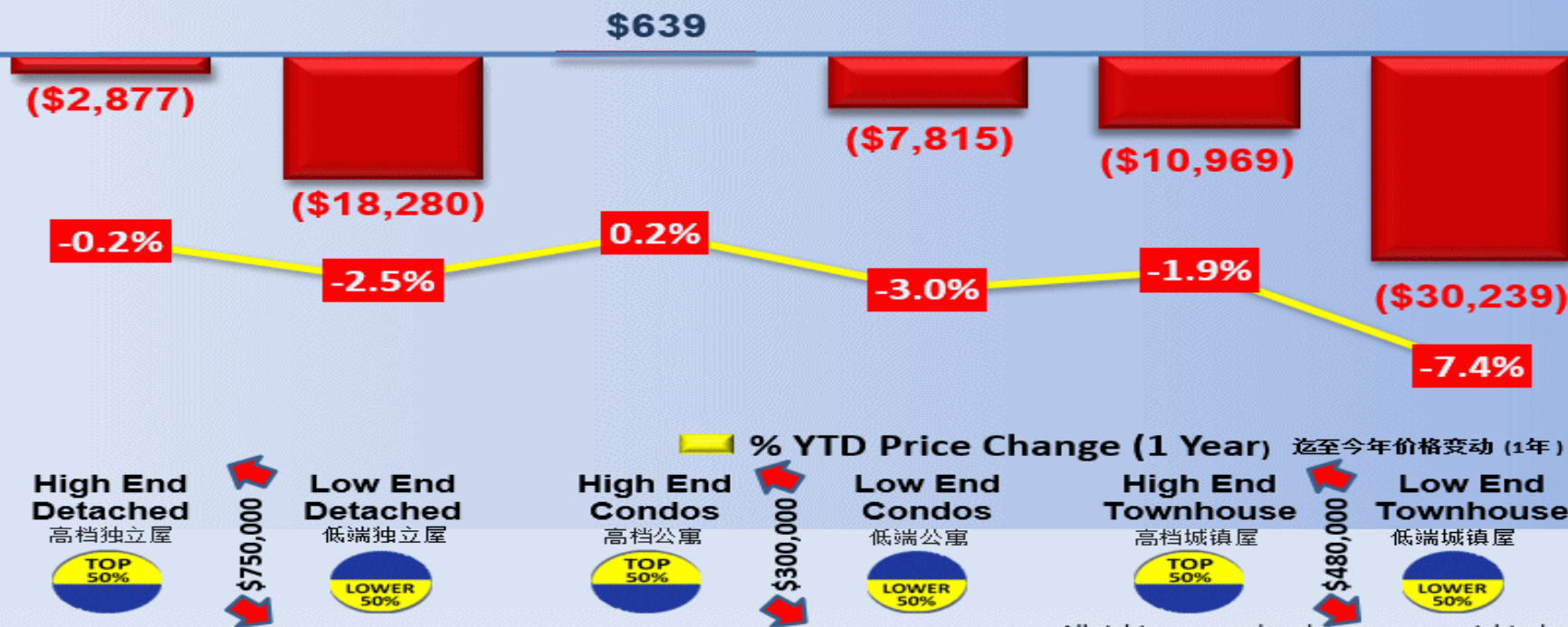
Powered by: Vancouver Market Reports HPI®

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

价格变动 (1年)

YTD Home Price Changes \$\$\$ 房地产价格变动

YTD Home Price Changes % 房地产价格变动



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



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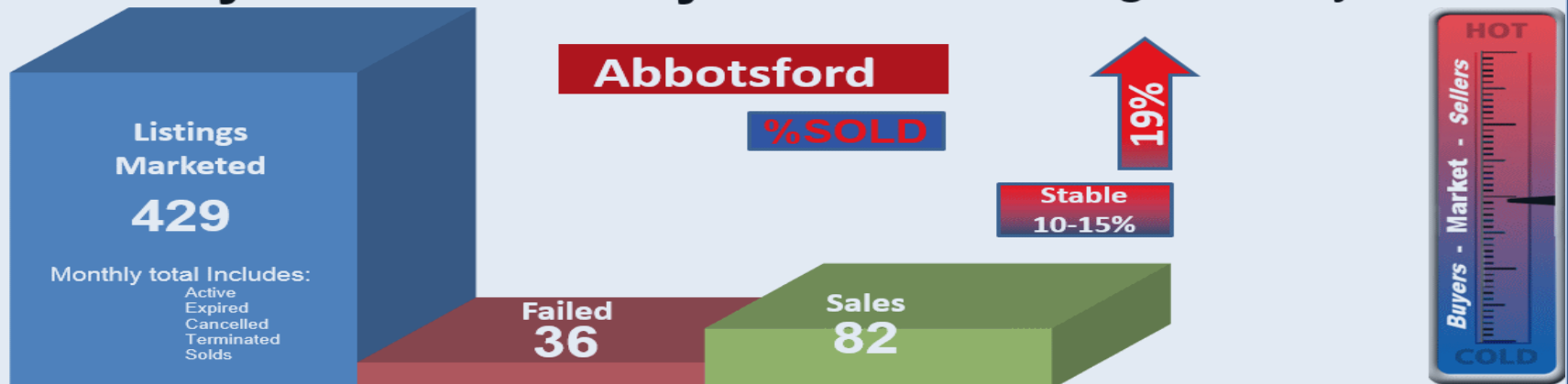


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Market Analysis and Forecasting

Mar 1/20 Abbotsford

Monthly Market Activity - Feb 2020 - Single Family



Mar 1 2020 Abbotsford Market Update (Detached)

Current: Abbotsford is in Seller Market with average listing inventories, a **19 %SOLD** rate and a 98% Sell/List Ratio. (This means that on an average sale there is a **\$15,850** discount from the original list price) .

Most Active Price Range: Homes between \$550,000 - \$675,000 have a **38.9 %SOLD** rate.

Least Active Price Range: Homes above \$1.3 mill. have a **3.5 %SOLD** rate.

History: The Abbotsford Home Price Index **HPIp (Top 50%)** shows that prices increased \$20,829. The Abbotsford Home Price Index **HPIp (Lower 50%)** shows that prices increased \$1,505 year-to-date.

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



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

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Market Analysis and Forecasting

Mar 1/20 Abbotsford

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

Abbotsford List Price Ranges Statistics - Feb 2020

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$550,000	14	4	11	98%	-\$9,450	28.6%	↑
\$550,001-\$675,000	36	14	18	96%	-\$23,000	38.9%	↑
\$675,001-\$750,000	67	18	16	98%	-\$17,050	26.9%	↑
\$750,001-\$825,000	54	10	11	100%	\$50	18.5%	↑
\$825,001-\$950,000	76	20	8	100%	-\$4,000	26.3%	↑
\$950,001-\$1,300,000	96	13	8	98%	-\$19,500	13.5%	↓
\$1,300,001 and more	86	3	78	88%	-\$280,000	3.5%	↓
Total Activity	429	82	13	98%	-\$15,850	19%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change	
Total Listings** (A,S,T,C,X)	466	404	429		25	↑
Active Listings (1st of the month)	325	261	265	311	46	↑
Solds	83	64	82		18	↑
Days on Market (DOM)	18	46	13		-33	↓
%SOLD (Sales/ Listings /mnlthly rate)	18%	16%	19%		3.3%	↑
(Top 50%) Home Price Index HPIp	\$1,168,789	\$1,186,908	\$1,189,618		\$2,709	↑
(Lower 50%) Home Price Index HPIp	\$709,595	\$709,301	\$711,100		\$1,799	↑



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Market Analysis and Forecasting

Mar 1/20 Abbotsford

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What Sold in your Neighbourhood and for What Price?

Abbotsford Sub areas Statistics - Feb 2020

Detached

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	21	5	95	96%	-\$24,000	23.8%
Bradner	9	0				0.0%
Matsqui	13	0				0.0%
Sumas Mountain	9	1	281	102%	\$15,300	11.1%
Abbotsford West	126	34	8	99%	-\$9,950	27.0%
Abbotsford East	141	29	14	99%	-\$9,900	20.6%
Aberdeen	46	6	21	96%	-\$43,950	13.0%
Sumas Prairie	7	0				0.0%
Central Abbotsford	57	7	12	97%	-\$22,000	12.3%
Total Activity	429	82	13	98%	-\$15,850	19%



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Market Analysis and Forecasting

Mar 1/20 Abbotsford

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Next Months Market Forecast

Forecast: Abbotsford has average Listing supply; 311 homes are for sale & with the **19 %SOLD** monthly rate gives us a ~5 months of inventory. 7% of the active listings have reduced their price by \$20,339 on average or \$20,000 median in the last month. We project Abbotsford to continue in Seller Market.

February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months.

Currently, the Condo Market presents Seller Market conditions with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$1,428** on average. At the same time, 68% of the Townhouse Markets increased **\$831** on average (19 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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Market Analysis and Forecasting

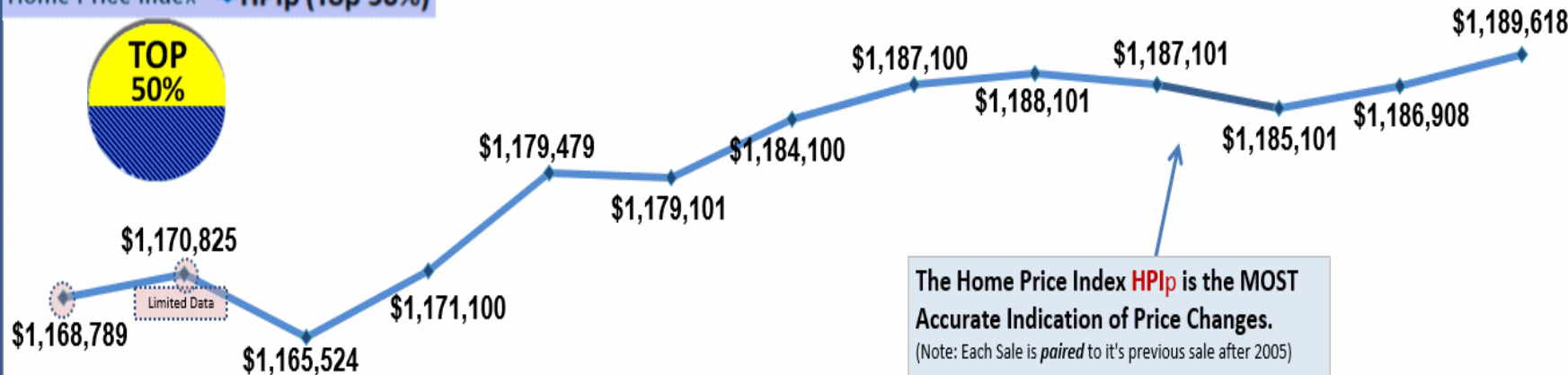
Mar 1/20 Abbotsford

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

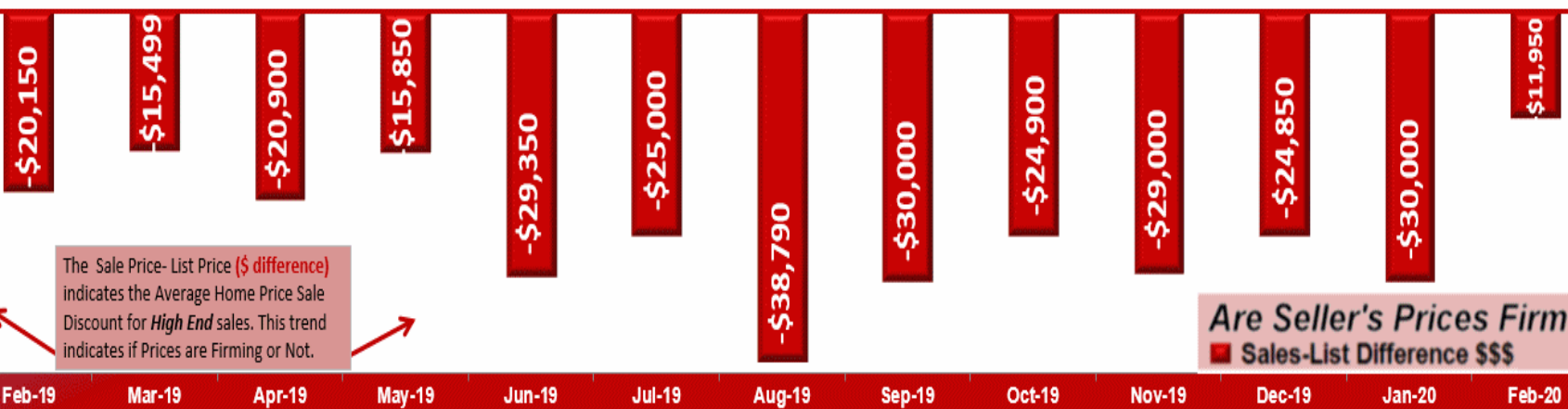
Are Home Prices Up?

Home Price Index → **HPIp (Top 50%)**

Homes **Over** \$750,000



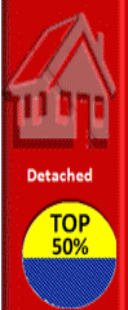
The Home Price Index **HPIp** is the MOST Accurate Indication of Price Changes.
(Note: Each Sale is *paired* to its previous sale after 2005)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for **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)



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



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Market Analysis and Forecasting

Mar 1/20 Abbotsford

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

← Total Listings → Sales Homes Over \$750,000

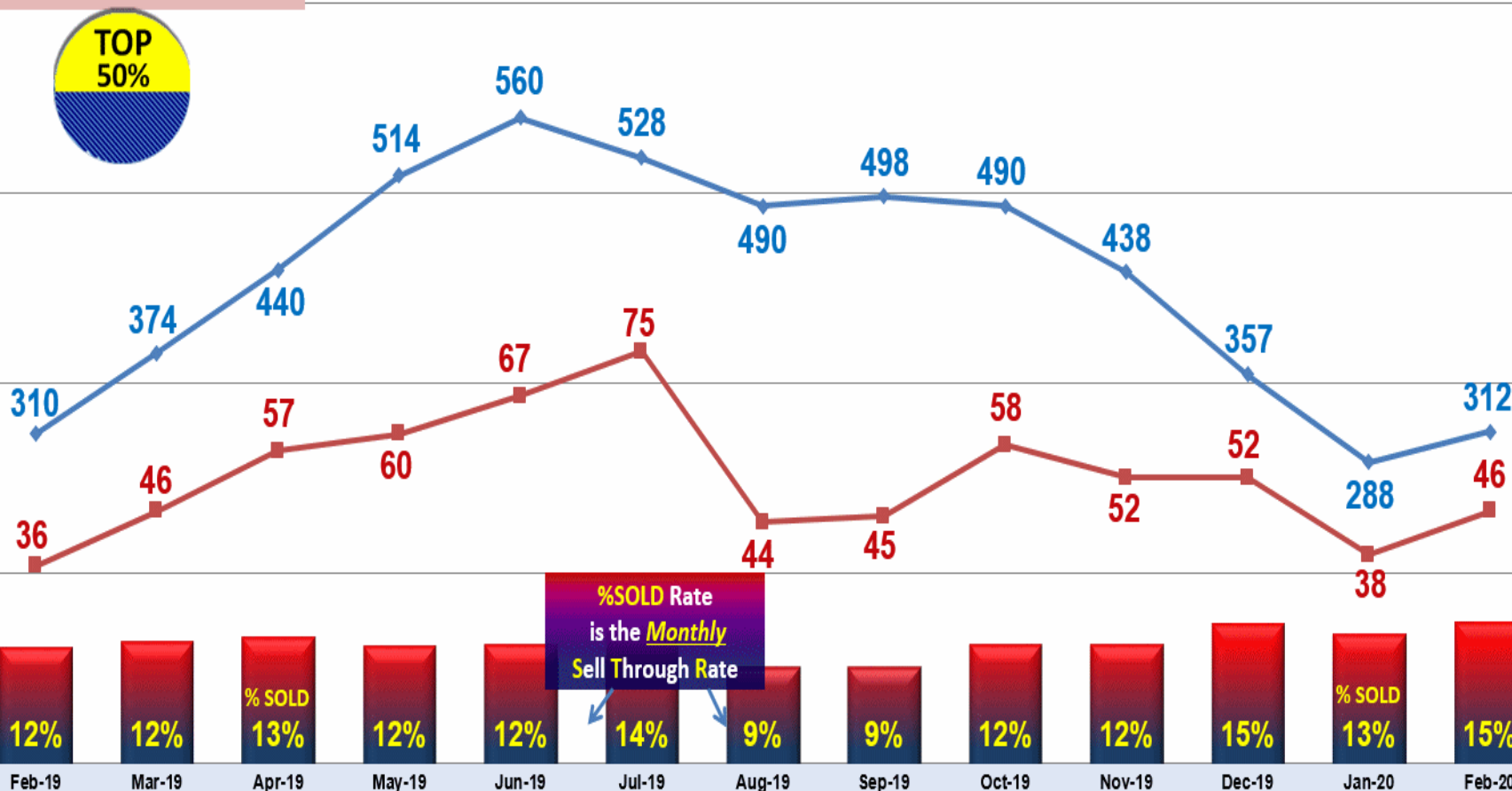
Sales / Listings
Monthly Totals



Detached



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



%SOLD Rate is the Monthly Sell Through Rate



Detached



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Market Analysis and Forecasting

Mar 1/20 Abbotsford

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

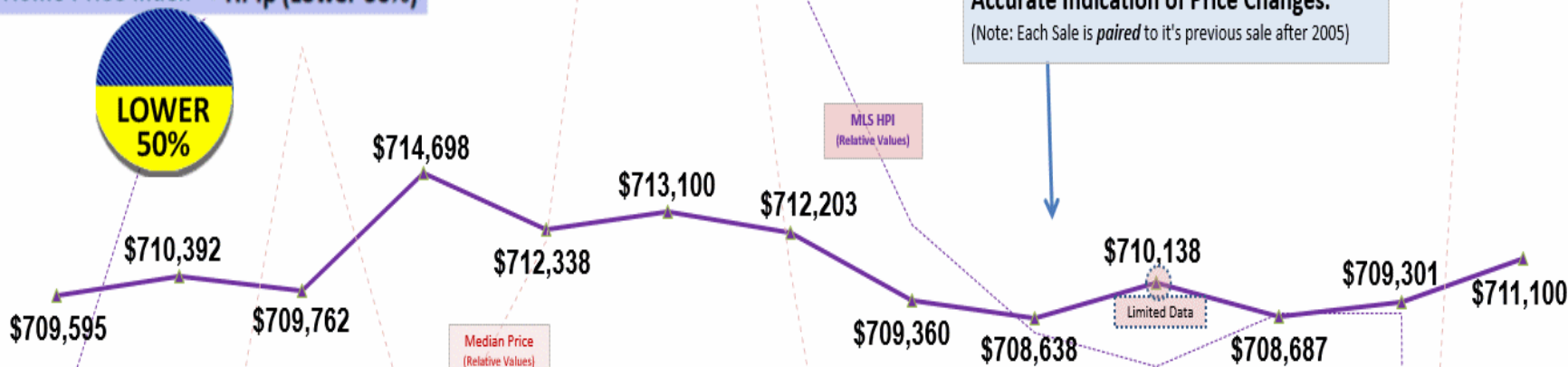
Home Price Changes
(Home Price Index Paired sales from 2005)

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

Homes Below \$750,000

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

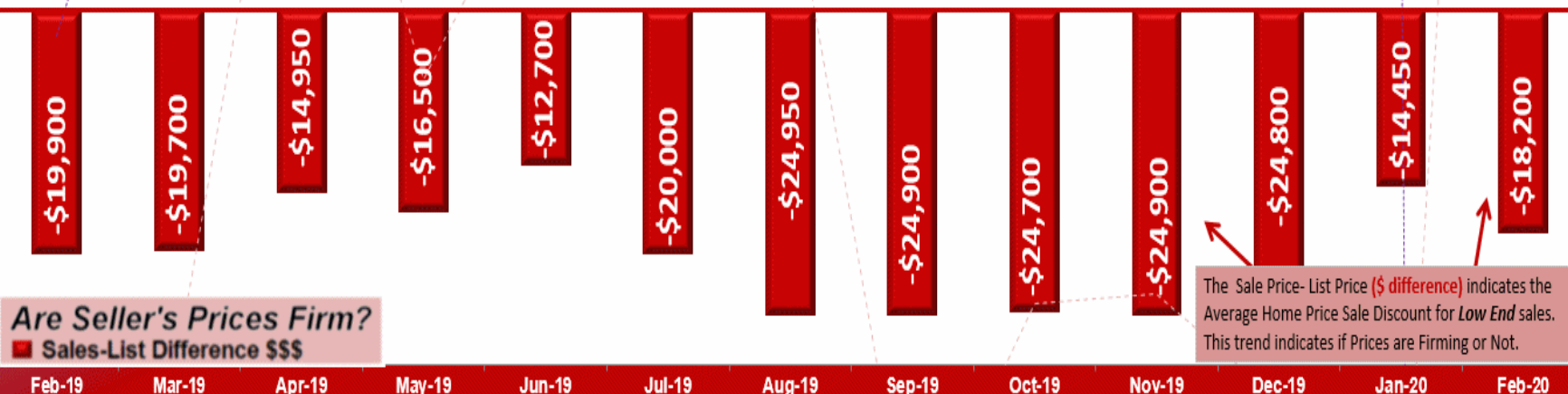
(Note: Each Sale is paired to it's previous sale after 2005)



Median Price (Relative Values)

MLS HPI (Relative Values)

Limited Data



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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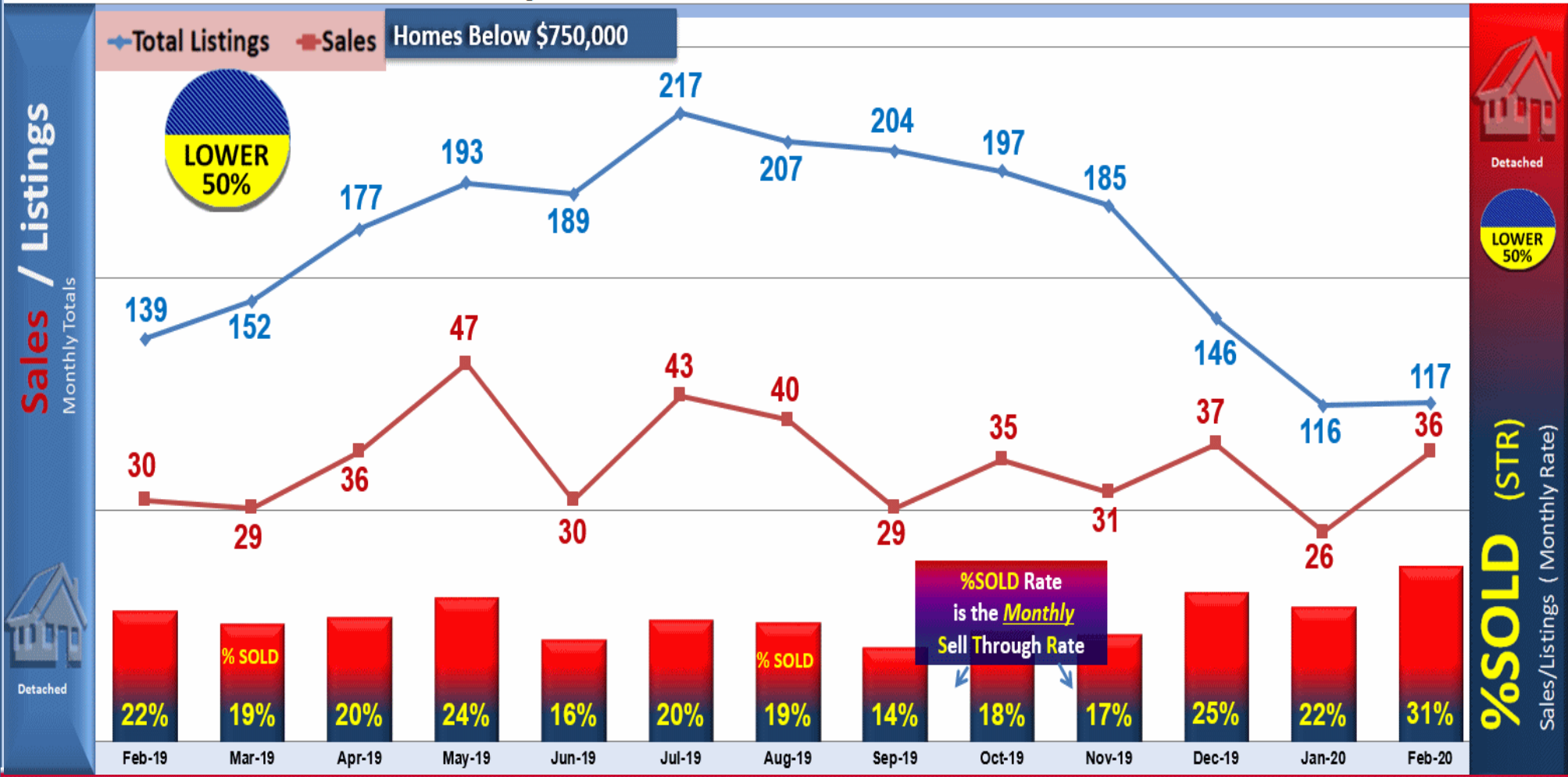


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Market Analysis and Forecasting

Mar 1/20 Abbotsford

Detached Abbotsford 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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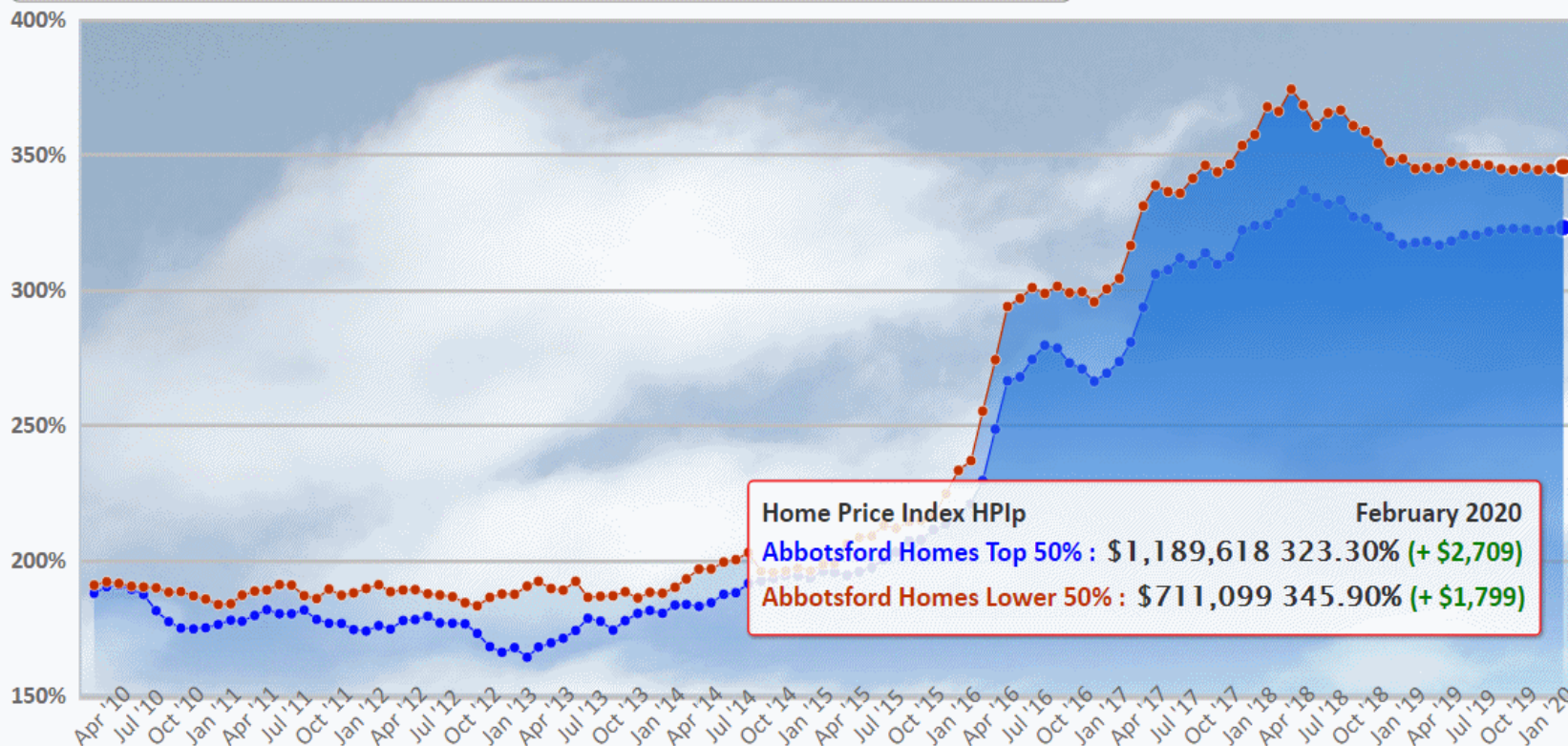
Market Analysis and Forecasting

Mar 1/20 Abbotsford

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Feb 2020	% 323.30
Jan 2020	% 322.60
Dec 2019	% 322.10
Nov 2019	% 322.70
Oct 2019	% 322.90
Sep 2019	% 322.70
Aug 2019	% 321.80
Jul 2019	% 320.50
Jun 2019	% 320.60
May 2019	% 318.30
Apr 2019	% 316.80
Mar 2019	% 318.20

<< < 1 2 3 >>

Highcharts.com



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Market Analysis and Forecasting

Mar 1/20 Mission

Mission 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)



(\$41,288)

-4.5%

High End Detached

高档独立屋



(\$5,736)

-1.0%

Low End Detached

低端独立屋



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

\$675,000

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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Market Analysis and Forecasting

Mar 1/20 Mission

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Monthly Market Activity - Feb 2020 - Single Family



Mar 1 2020 Mission Market Update (Detached)

Current: Mission is a Seller Market with normal listing inventories, **16 %SOLD** rate and Sale Price /List Price = 97% (e.g.: means an average of a \$18,850 Discount from the original list price on sale.)

Most Active Price Range: Homes between \$675,000 - \$800,000 have **27.3 %SOLD** rate.

Least Active Price Range: Homes between \$350,000 - \$550,000 have a **5.9 %SOLD** rate.

History: The Mission Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$8,375. The Mission Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$11,460.

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Market Analysis and Forecasting

Mar 1/20 Mission

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

Mission List Price Ranges Statistics - Feb 2020

Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$350,000	30	4	76	90%	-\$20,400	13.3%	
\$350,001-\$550,000	17	1	7	105%	\$26,000	5.9%	↓
\$550,001-\$675,000	47	12	5	95%	-\$30,000	25.5%	↑
\$675,001-\$800,000	44	12	17	98%	-\$12,000	27.3%	↑
\$800,001 and more	154	19	48	96%	-\$34,000	12.3%	
Total Activity	292	48	24	97%	-\$18,850	16%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change	
Total Listings (A,S,T,C,X)	320	284	292		8	↑
Active Listings (1st of the month)	234	214	222	229	7	↑
Solds	34	33	48		15	↑
Days on Market (DOM)	41	81	24		-57	↓
%SOLD (Sales/ Listings /mthly rate)	10.6%	11.6%	16.4%		5%	↑
(Top 50%) Home Price Index HPIp	\$885,475	\$872,101	\$877,100		\$4,999	↑
(Lower 50%) Home Price Index HPIp	\$562,476	\$572,907	\$573,936		\$1,030	↑



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Market Analysis and Forecasting

Mar 1/20 Mission

What Sold in your Neighbourhood and for What Price?

Mission Sub areas Statistics - Feb 2020						Detached
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Hatzic	24	4	8	100%	-\$450	16.7%
Stave Falls	19	4	192	83%	-\$265,500	21.1%
Steelhead	4	1	85	94%	-\$73,200	25.0%
Mission	172	31	20	98%	-\$17,512	18.0%
Durieu	11	1	51	90%	-\$74,900	9.1%
Dewdney Deroche	20	2	24	95%	-\$37,450	10.0%
Lake Errock	18	3	93	94%	-\$14,000	16.7%
Hemlock	2	0				0.0%
Mission-West	22	2	7	98%	-\$18,986	9.1%
Total Activity	292	48	24	97%	-\$18,850	16%



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Market Analysis and Forecasting

Mar 1/20 Mission

Next Months Market Forecast

Forecast: Mission has average Listing Supply; 229 homes are for sale and with the **16 %SOLD** monthly rate gives us a ~6 months of inventory. Another indicator: 8% of the Active Listings have Reduced their Price by \$49,132 on Average and \$26,000 on Median for the last month. We project Mission Detached to be a Seller market.

February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months.

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Market Analysis and Forecasting

Mar 1/20 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)

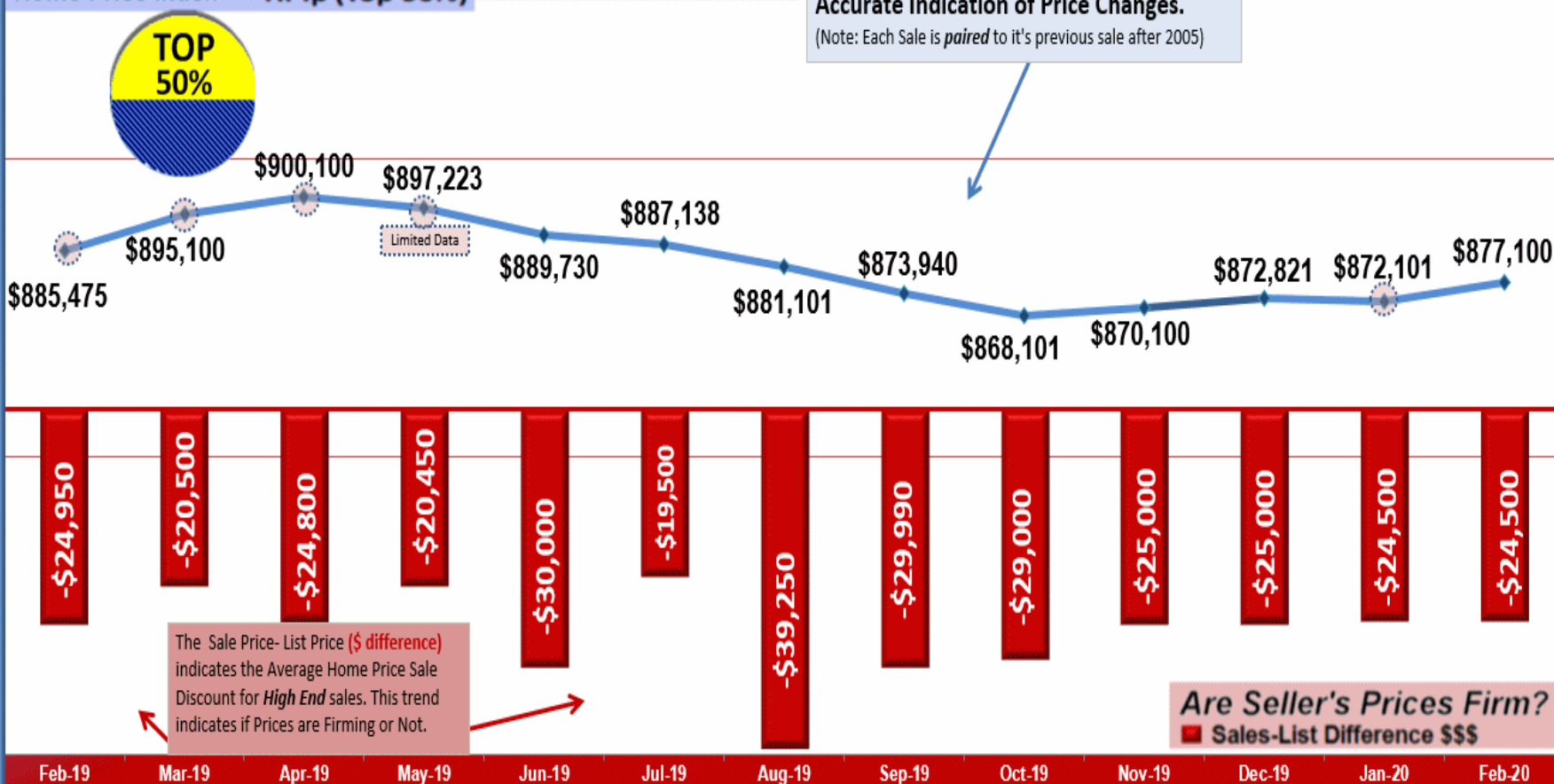
Are Home Prices Up?
Home Price Index → HPIp (Top 50%)

Homes Over \$675,000

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)



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

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



Detached



TOP 50%

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

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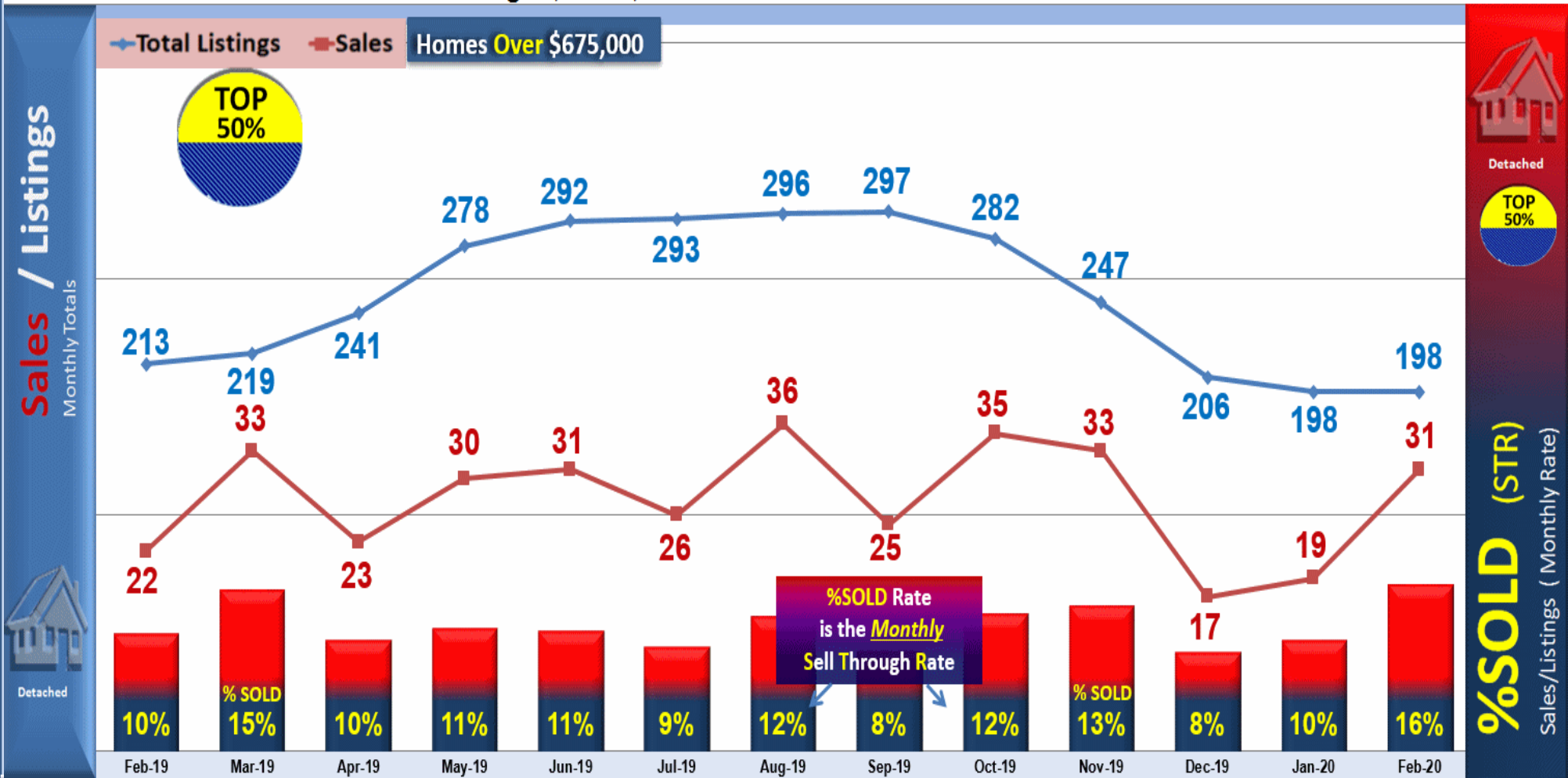


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Market Analysis and Forecasting

Mar 1/20 Mission

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



Sales / Listings
Monthly Totals



Detached



Detached

TOP 50%

%SOLD (STR)

Sales/Listings (Monthly Rate)

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
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Market Analysis and Forecasting

Mar 1/20 Mission

Detached

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

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

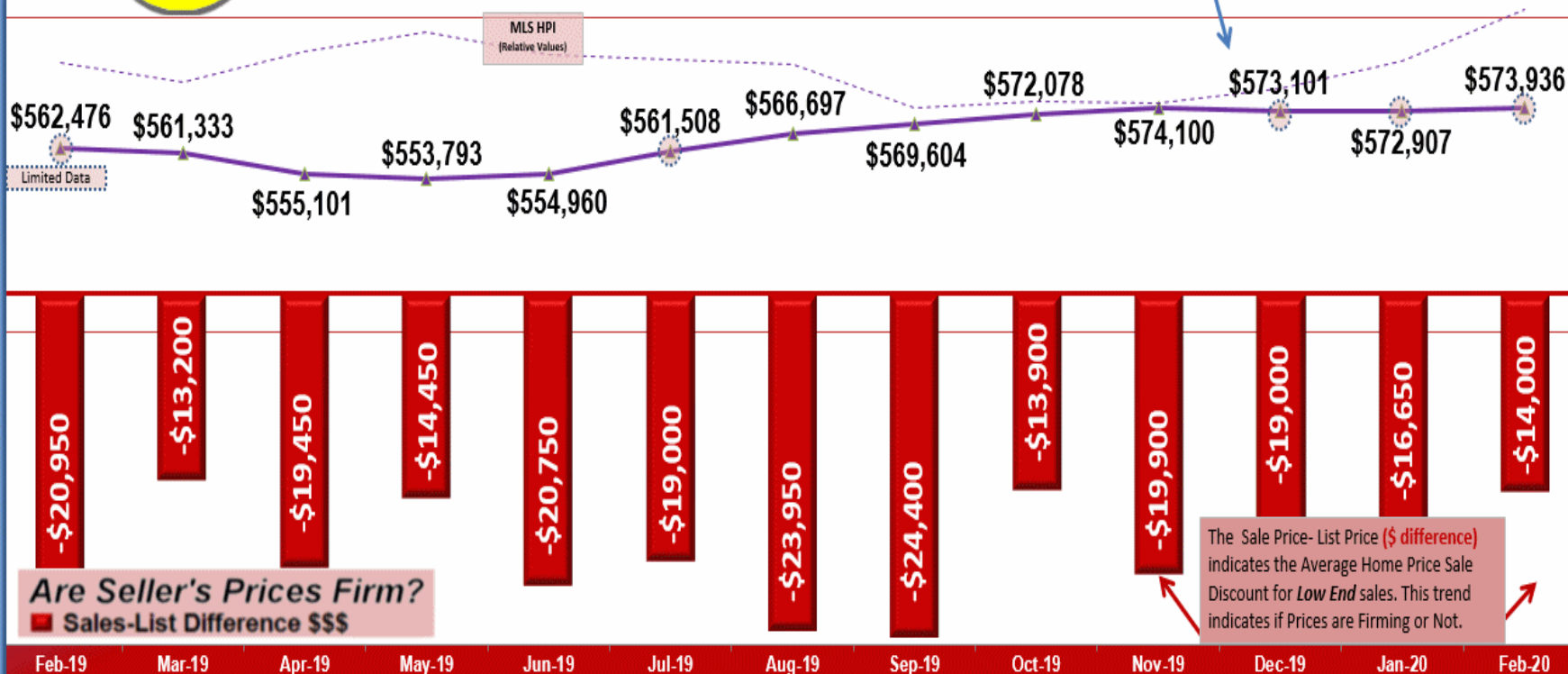
Are Home Prices Up? Homes Below \$675,000

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)



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.

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. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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Vancouver Market Reports

Statistics, on the Web!

detached homes



Ron & Joyce Hubenig



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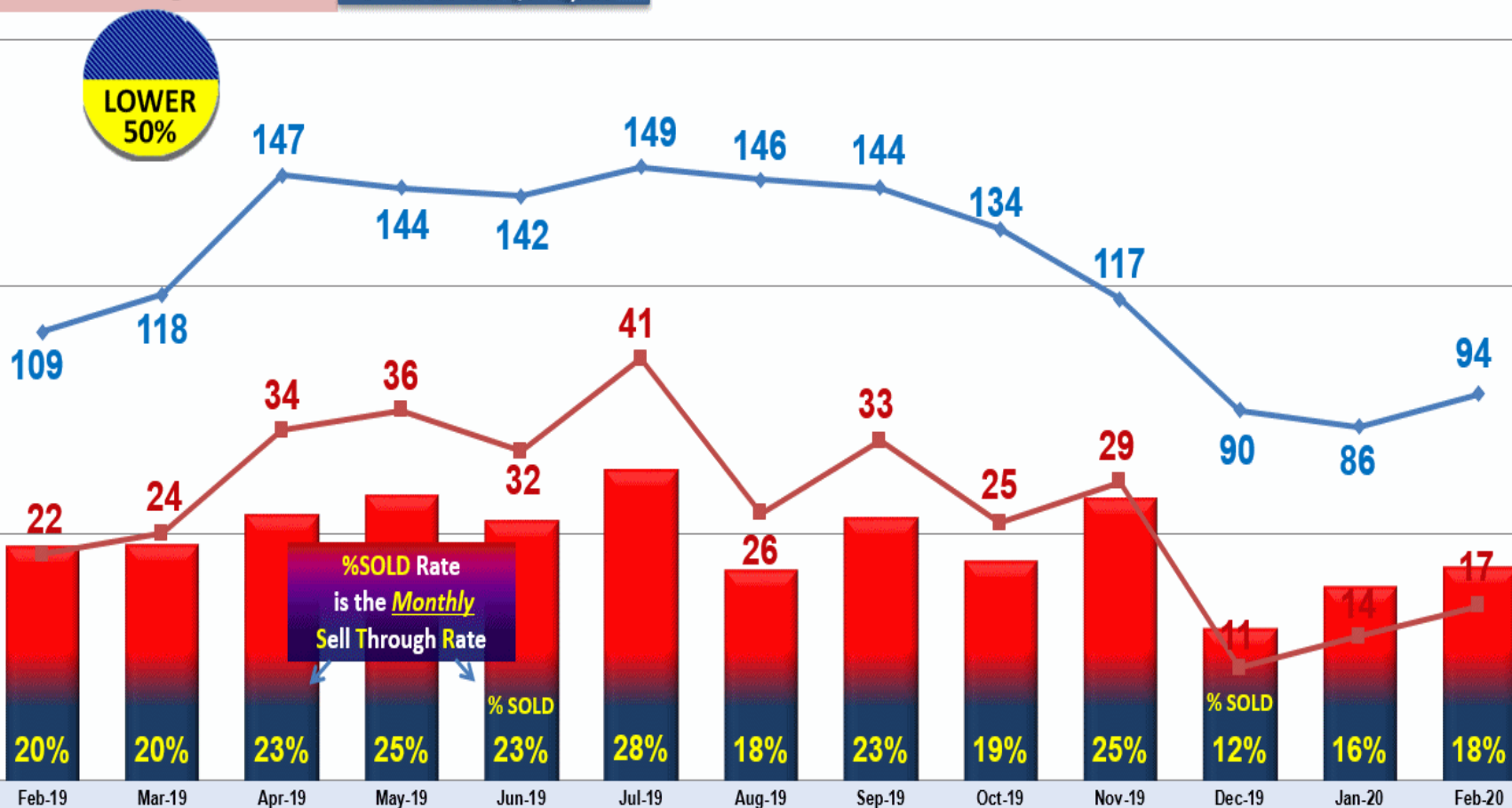
Market Analysis and Forecasting

Mar 1/20 Mission

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

← Total Listings → Sales Homes Below \$675,000

Sales / Listings
Monthly Totals



%SOLD Rate is the Monthly Sell Through Rate



Detached

LOWER 50%

%SOLD (STR)

Sales/Listings (Monthly Rate)

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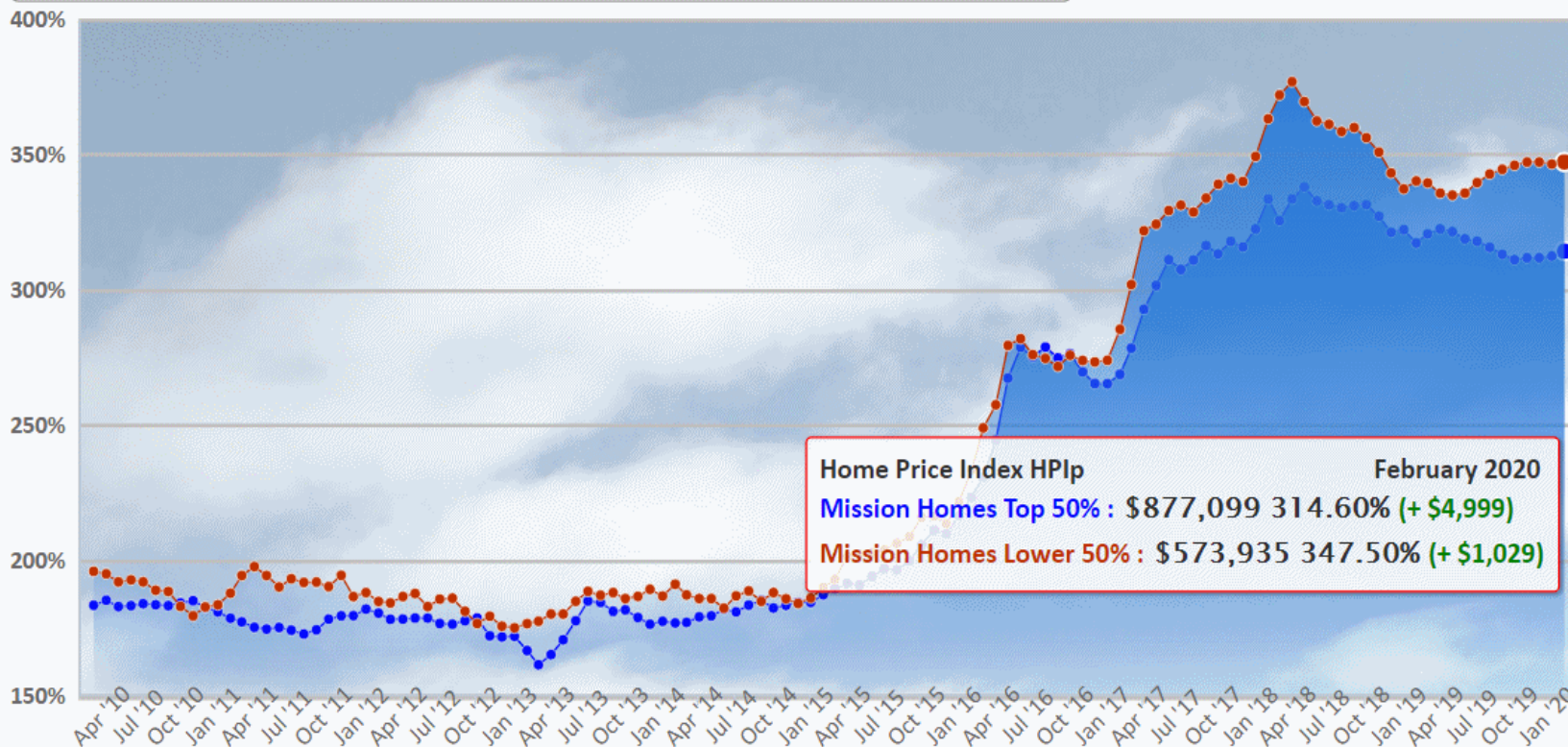
Market Analysis and Forecasting

Mar 1/20 Mission

Powered by the Greater Vancouver Market Reports HPIp



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



Home Price Index HPIp February 2020
 Mission Homes Top 50% : \$877,099 314.60% (+ \$4,999)
 Mission Homes Lower 50% : \$573,935 347.50% (+ \$1,029)

Monthly Home values

Date	Value
Feb 2020	% 314.60
Jan 2020	% 312.80
Dec 2019	% 312.10
Nov 2019	% 312.10
Oct 2019	% 311.40
Sep 2019	% 313.40
Aug 2019	% 316.00
Jul 2019	% 318.20
Jun 2019	% 319.10
May 2019	% 321.80
Apr 2019	% 322.80
Mar 2019	% 321.00

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Market Analysis and Forecasting

Mar 1/20 Chilliwack

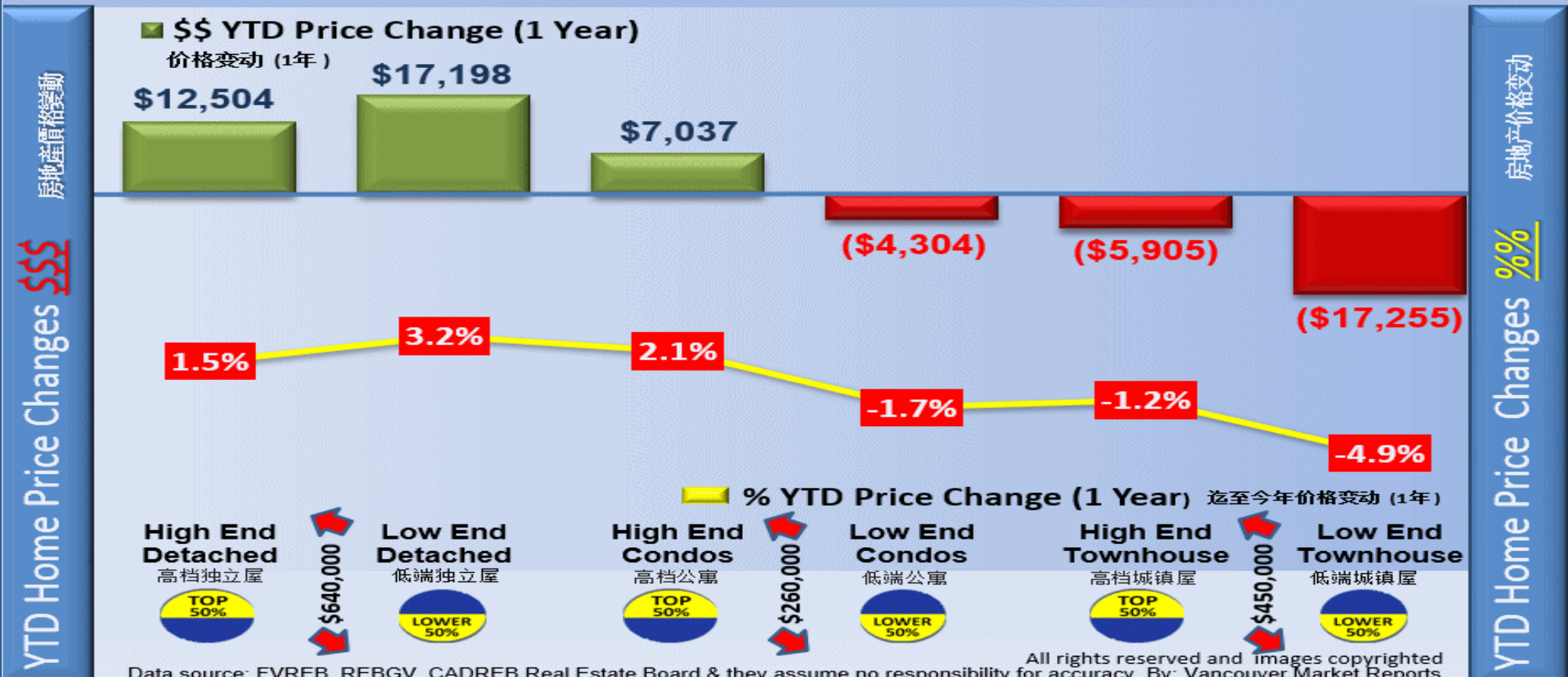
Chilliwack Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄于今年 (每季) 由2018 十二月份至2019 十二月份

Powered by: Vancouver Market Reports HPIp



房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

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



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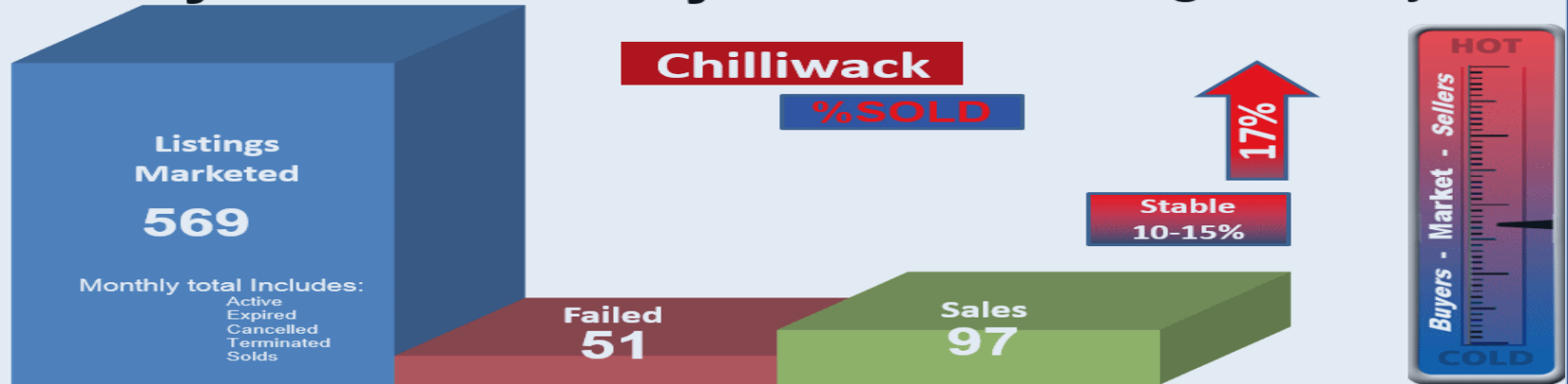


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Market Analysis and Forecasting

Mar 1/20 Chilliwack

Monthly Market Activity - Feb 2020 - Single Family



Mar 1, 2020 **Chilliwack** (+Yarrow, Rosedale and Sardis) Market Update **Detached**

Current: Chilliwack (+Yarrow, Rosedale and Sardis) is in a Seller Market with average listing inventories, **17 %SOLD** rate and the Sale Price/List Price = 98%.

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

Most Active Price Range: Homes between \$400,000 - \$550,000 have **21.3 %SOLD** rate.

Least Active Price Range: Homes above \$900,000 have **10.3 %SOLD** rate. (= 17 sales out of 100 listings/ month).

History: The Chilliwack Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$47,000. The Chilliwack Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$20,000.

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



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
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Market Analysis and Forecasting

Mar 1/20 Chilliwack

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

Chilliwack (+Yarrow, Rosedale, Sardis) List Price Ranges Statistics - Feb 2020							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$400,000	50	6	62	94%	-\$15,000	12.0%	
\$400,001-\$550,000	94	20	18	98%	-\$10,600	21.3%	↑
\$550,001-\$640,000	98	20	22	98%	-\$12,500	20.4%	↑
\$640,001-\$750,000	122	26	21	99%	-\$6,250	21.3%	↑
\$750,001-\$900,000	98	14	14	99%	-\$7,900	14.3%	
\$900,001 and more	107	11	15	98%	-\$24,000	10.3%	
Total Activity	569	97	19	98%	-\$10,000	17%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change	
Total Listings** (A,S,T,C,X)	609	515	569		54	↑
Active Listings (1st of the month)	463	334	378	421	43	↑
Solds	73	79	97		18	↑
Days on Market (DOM)	41	50	19		-31	↓
%SOLD (Sales/ Listings /mntly rate)	12.0%	15.3%	17.0%		1.7%	↑
(Top 50%) Home Price Index HPIp	\$839,100	\$879,100	\$886,100		\$7,000	↑
(Lower 50%) Home Price Index HPIp	\$538,100	\$556,101	\$558,100		\$1,999	↑



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Vancouver Market Reports

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detached homes



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Market Analysis and Forecasting

Mar 1/20 Chilliwack

What Sold in your Neighbourhood and for What Price?

Chilliwack (+Yarrow, Rosedale, Sardis) Sub areas Statistics - Feb 2020 Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Chilliwack W Yale-Well	35	4	11	98%	-\$5,000	11.4%
Chilliwack E Young-Yale	61	11	5	98%	-\$9,900	18.0%
Chilliwack N Yale-Well	42	9	41	99%	-\$4,900	21.4%
Chilliwack Yale Rd West	0	0				0.0%
Little Mountain	7	2	77	99%	-\$7,450	28.6%
Chilliwack Mountain	10	1	65	88%	-\$225,000	10.0%
Fairfield Island	27	6	17	99%	-\$7,400	22.2%
East Chilliwack	10	0				0.0%
Eastern Hillside	58	7	19	97%	-\$24,000	12.1%
Rosedale Center	0	0				0.0%
Rosedale Popkum	28	4	17	98%	-\$15,350	14.3%
Sardist W Vedder Rd	50	8	20	98%	-\$13,369	16.0%
Sardist E Vedder Rd	49	14	35	99%	-\$4,450	28.6%
Vedder S Watson-Promontory	68	17	25	99%	-\$6,600	25.0%
Promontory	84	8	42	96%	-\$20,650	9.5%
Yarrow	8	0				0.0%
Majuba Hill	10	2	13	99%	-\$3,500	20.0%
Greendale Chilliwack	5	2	32	95%	-\$54,500	0.0%
Ryder Lake	4	1	6	96%	-\$55,000	25.0%
Chilliwack River Valley	13	1	171	98%	-\$19,900	7.7%
Total Activity	569	97	19	98%	-\$10,000	17%



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detached homes



TEAM 3000
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Market Analysis and Forecasting

Mar 1/20 Chilliwack

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Next Months Market Forecast

Forecast: Chilliwack has average Listing supply; 421 homes are for sale and with the **17 %SOLD** monthly rate gives us a ~6 months of inventory. 13% of the Active Listings have reduced their price by \$19,600 on average or \$14,000 on median. We project Chilliwack Detached to be a continued Seller market.

February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months.

Currently, the Condo Market presents Seller Market conditions with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$1,428** on average. At the same time, 68% of the Townhouse Markets increased **\$831** on average (19 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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detached homes



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Market Analysis and Forecasting

Mar 1/20 Chilliwack

Detached

Chilliwack (+Yarrow, Rosedale and Sardis) 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)

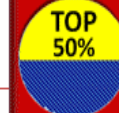
Home Price Changes
(Home Price Index Paired sales from 2005)



Detached



Detached

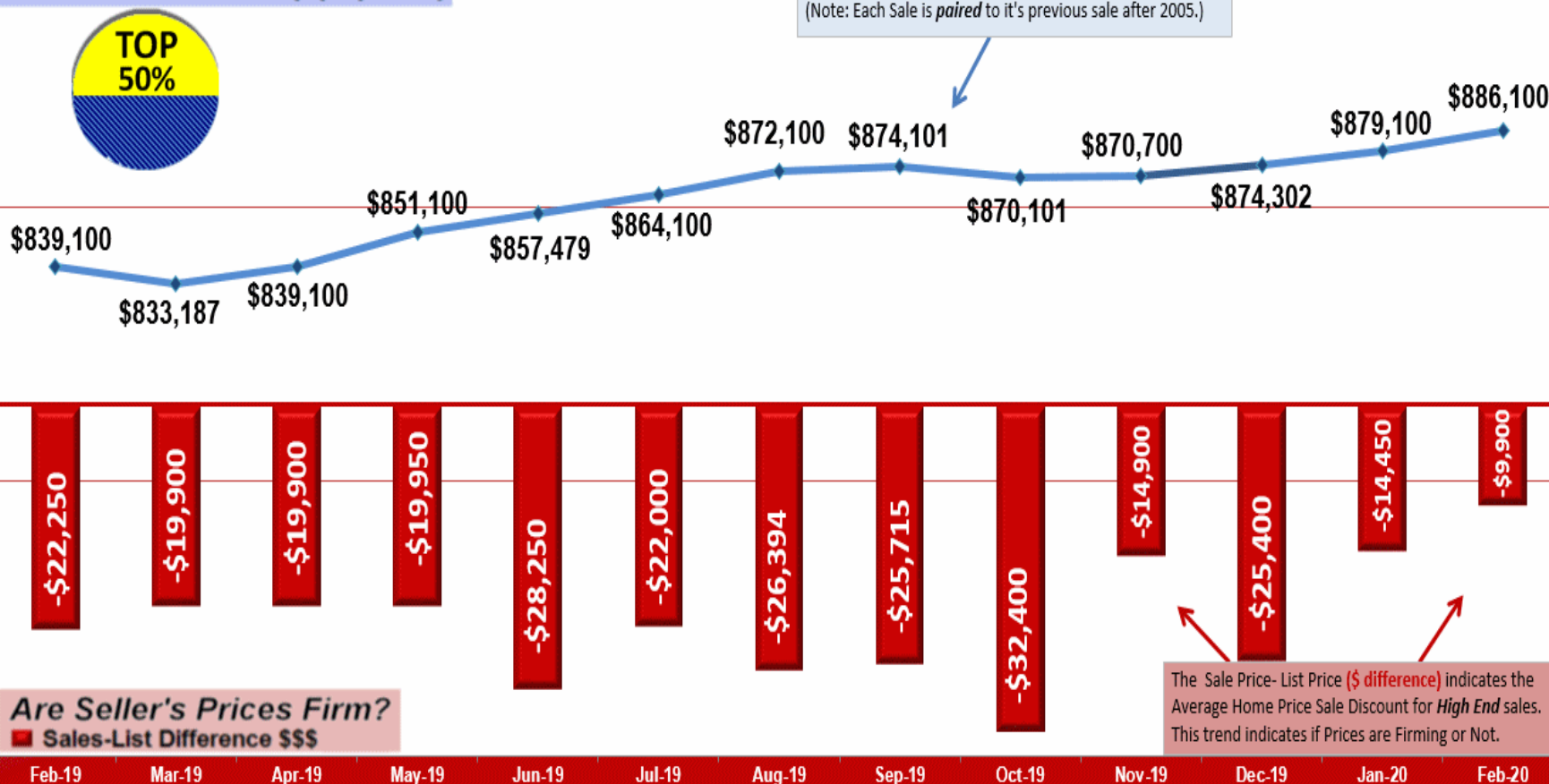


Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

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

Homes **Over \$640,000**

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.)



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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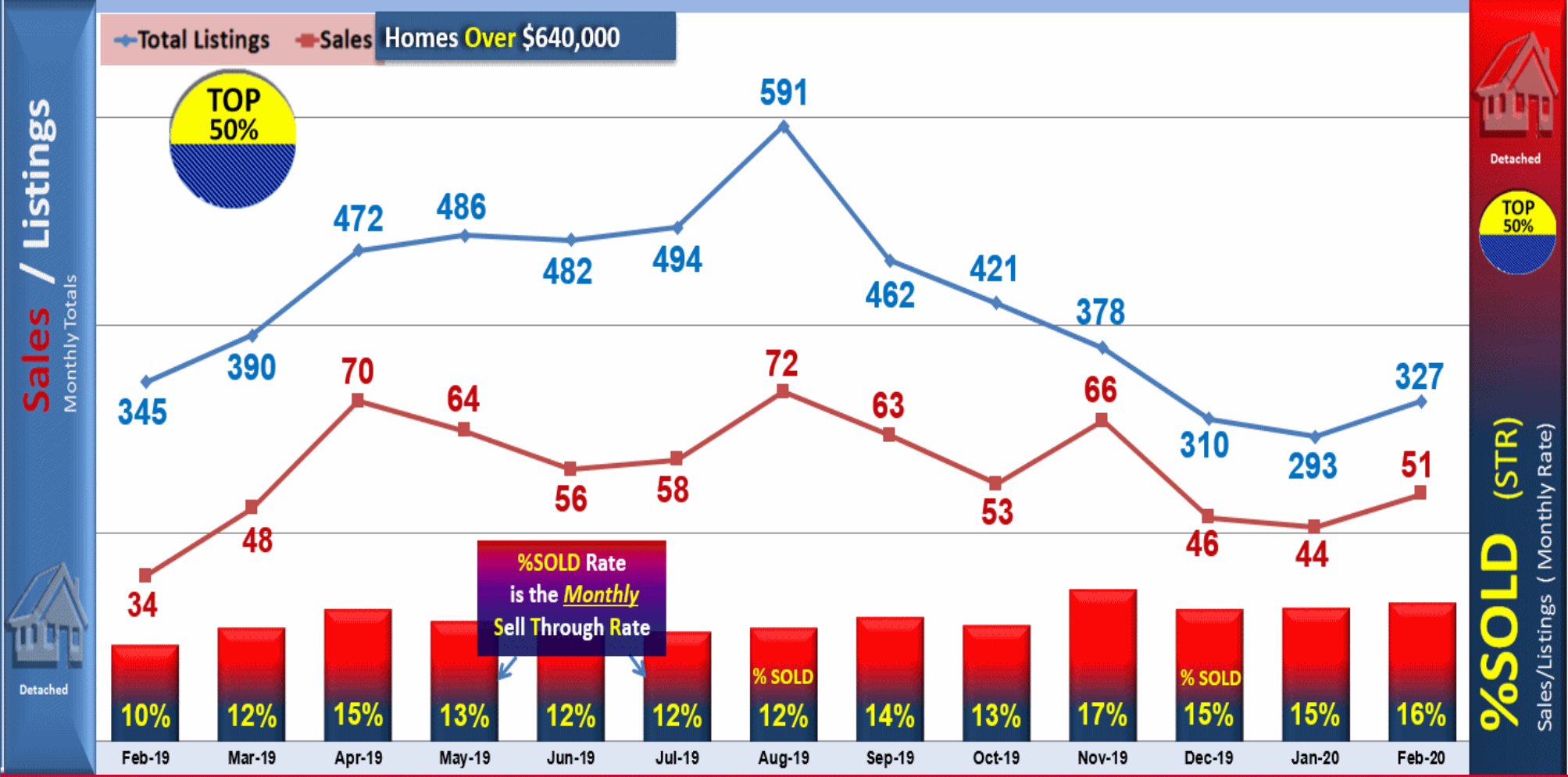


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Market Analysis and Forecasting

Mar 1/20 Chilliwack

Detached Chilliwack (+Yarrow, Rosedale and Sardis) Total Listings, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached



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



Detached

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Vancouver Market Reports

Statistics, on the Web!

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Market Analysis and Forecasting

Mar 1/20 Chilliwack

Detached

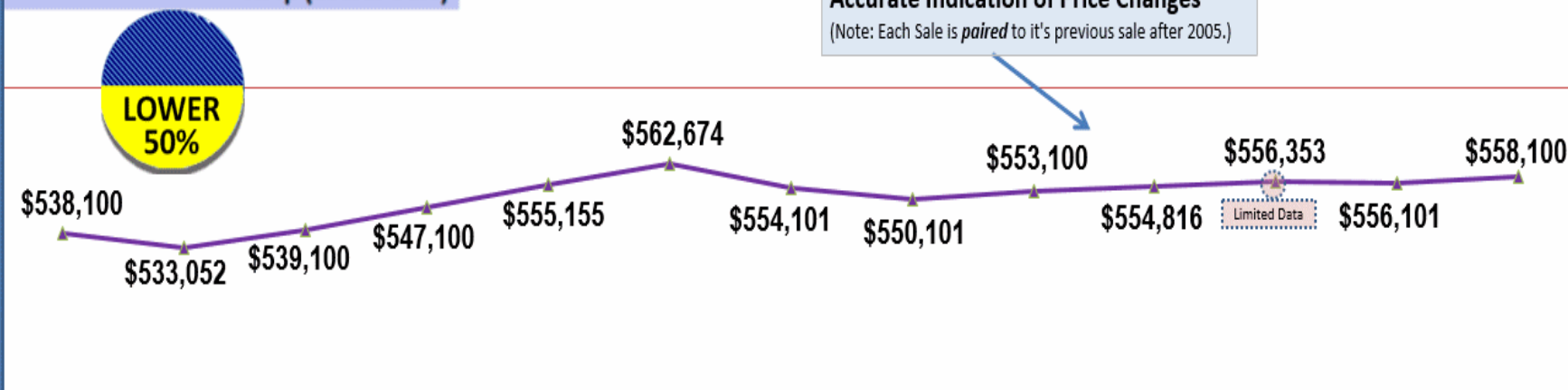
Chilliwack (+Yarrow, Rosedale and Sardis) Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End sales)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$640,000

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



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



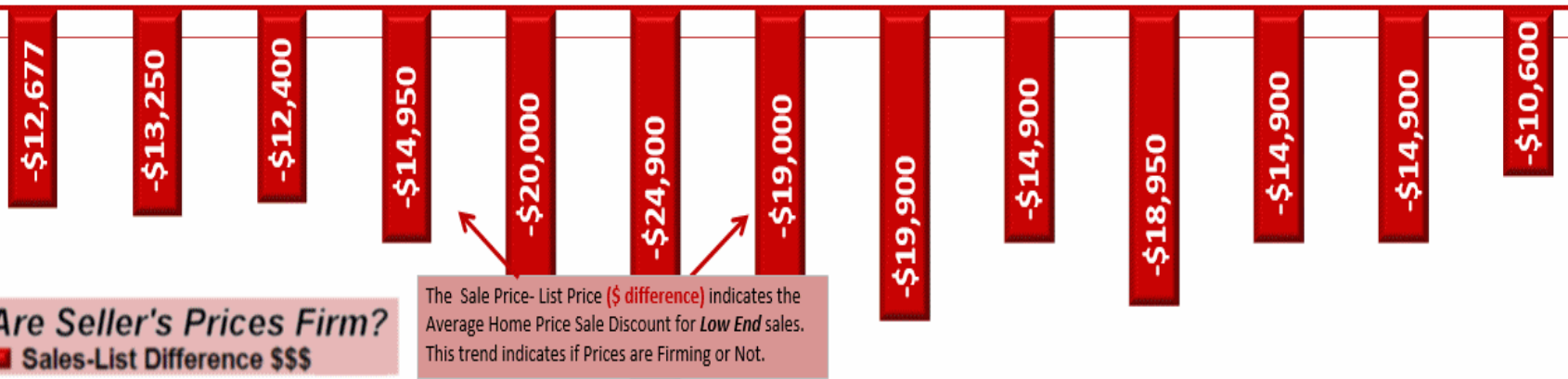
Detached



Detached



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



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.

Feb-19 Mar-19 Apr-19 May-19 Jun-19 Jul-19 Aug-19 Sep-19 Oct-19 Nov-19 Dec-19 Jan-20 Feb-20

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
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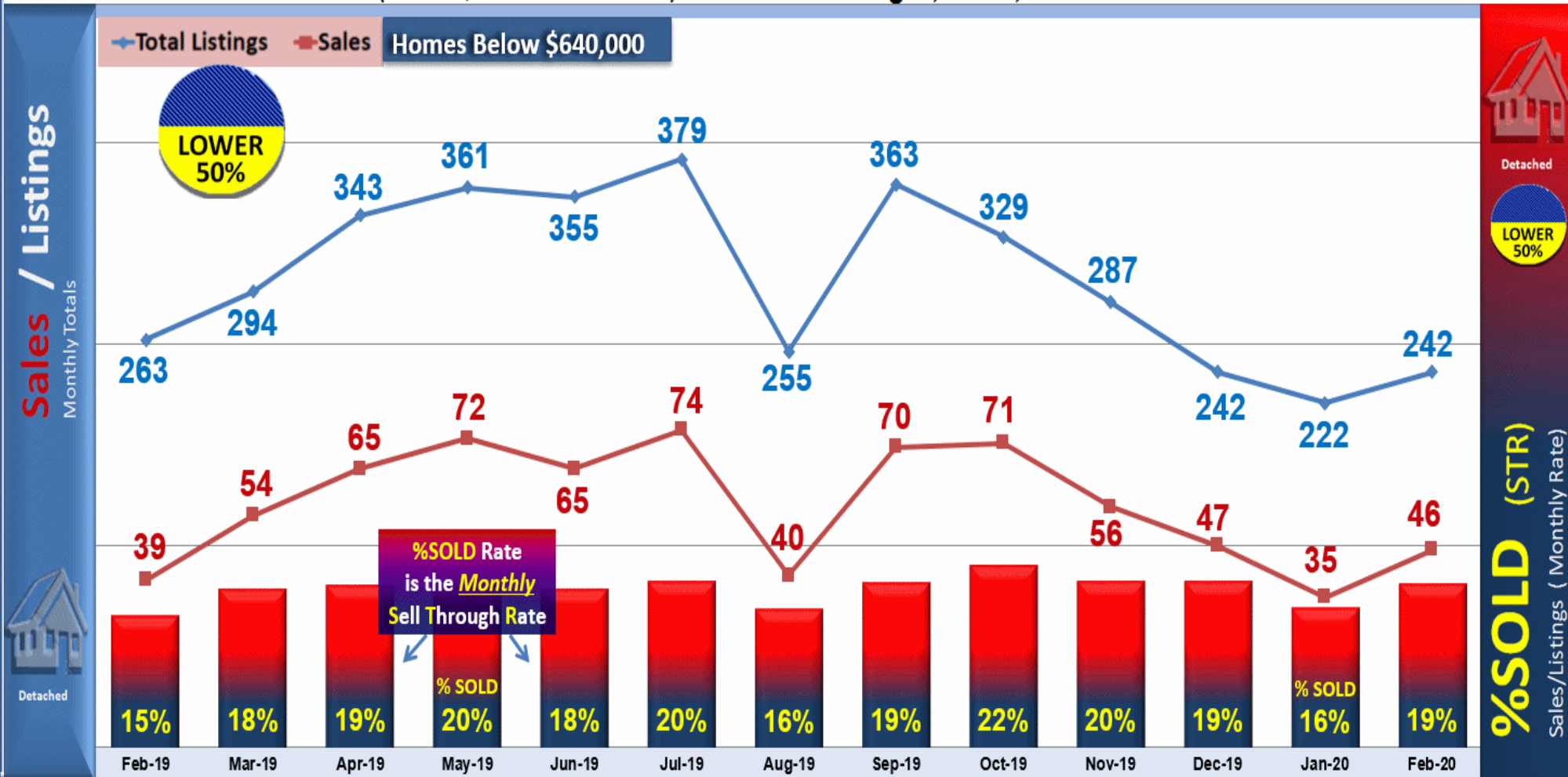


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Market Analysis and Forecasting

Mar 1/20 Chilliwack

Detached Chilliwack (+Yarrow, Rosedale and Sardis) Total Listings, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals

Detached
LOWER 50%

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



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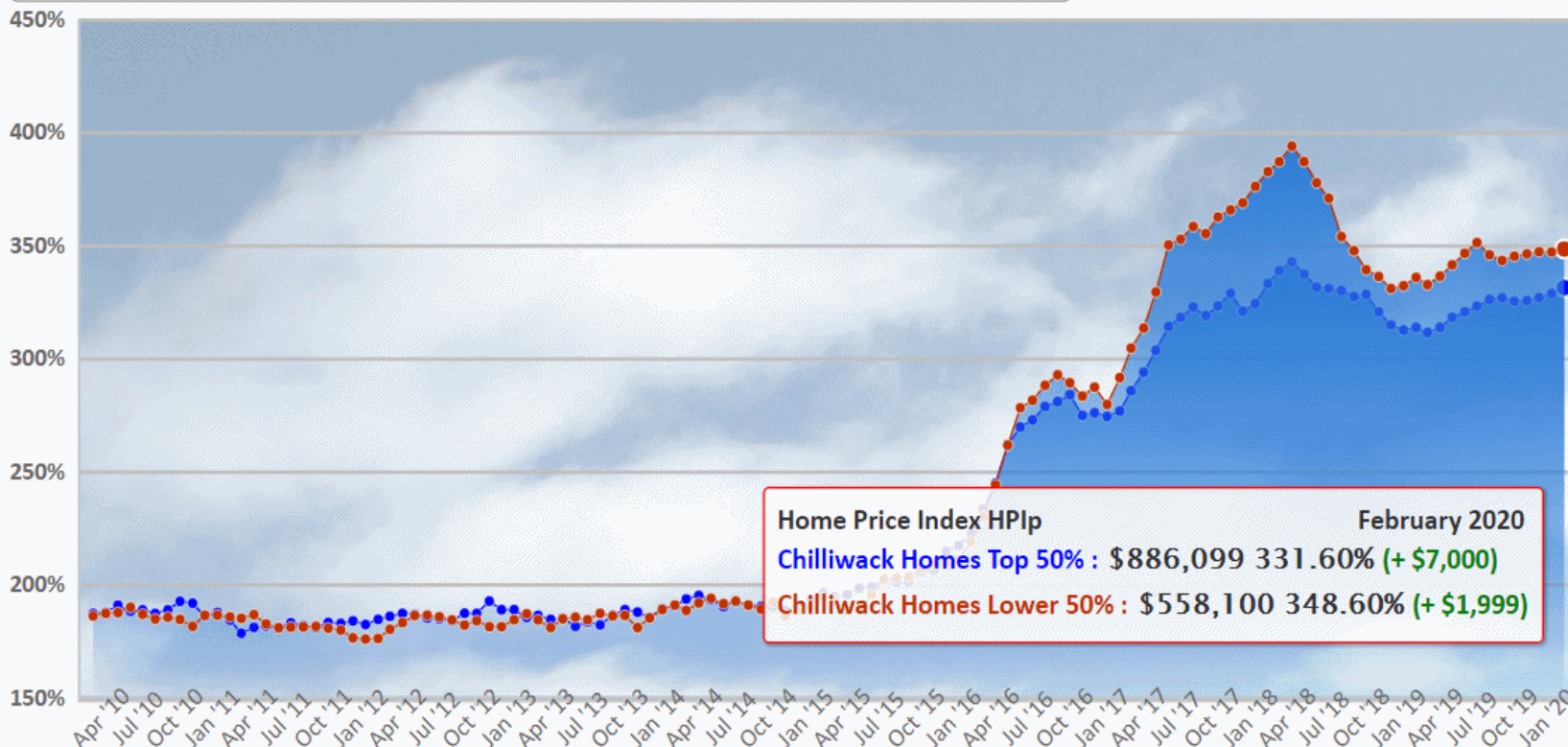
Market Analysis and Forecasting

Mar 1/20 Chilliwack

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



Monthly Home values

Date	Value
Feb 2020	% 331.60
Jan 2020	% 329.00
Dec 2019	% 327.20
Nov 2019	% 325.90
Oct 2019	% 325.60
Sep 2019	% 327.10
Aug 2019	% 326.40
Jul 2019	% 323.40
Jun 2019	% 320.90
May 2019	% 318.50
Apr 2019	% 314.00
Mar 2019	% 311.80

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Vancouver Market Reports

attached homes

Statistics, on the Web!

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



Ph: 778-549-9909

Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differen	%SOLD
Elgin Chantrell	15	1	45	99%	-\$10,000	6.7%
Sunnyside Park Surrey	42	11	9	96%	-\$28,000	26.2%
Crescent Bch Ocn PK.	11	2	42	97%	-\$19,175	18.2%
White Rock	161	26	17	97%	-\$12,600	16.1%
King George Corridor	126	26	9	96%	-\$16,300	20.6%
Hazelmere	0	0				0.0%
Grandview Surrey	171	30	27	99%	-\$10,950	17.5%
Morgan Creek	61	9	9	99%	-\$5,000	14.8%
Pacific Douglas	25	4	10	97%	-\$17,450	16.0%
Total Activity	612	109	15	98%	-\$13,900	18%

Home Price Range	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differen	%SOLD
\$0-\$400,000	64	16	8	98%	-\$6,950	25.0%
\$400,001-\$500,000	125	25	15	97%	-\$14,000	20.0%
\$500,001-\$590,000	87	19	16	98%	-\$13,800	21.8%
\$590,001-\$675,000	80	13	20	98%	-\$15,350	16.3%
\$675,001-\$800,000	132	19	41	99%	-\$10,000	14.4%
\$800,001-\$950,000	77	13	45	96%	-\$32,000	16.9%
\$950,001 and more	47	4	60	95%	-\$58,500	8.5%
Total Activity	612	109	15	98%	-\$13,900	18%

Mar 1 2020 White Rock - South Surrey Market Update (Attached)

Current: White Rock South Surrey is in a Seller Market with average listing inventories, **18 % SOLD** rate and a 98% Sell/List Ratio.

(This means that there is an average of \$13,900 discount on a sale from the original list price)

Most Active Price Range: Homes below \$400,000 have **25.0 % SOLD** rate.

Least Active Price Range: Homes below \$950,000 have **8.5 % SOLD** rate.

History: The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$33,739.

The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$17,890.

The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$24,744.

The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$16,214.

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

Forecast: White Rock has average Listing Inventories, 1% more last year.

The Active Listings is 22 more in count compared last month.

February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months. Currently, the Condo Market presents Seller Market conditions with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing \$1,428 on average. At the same time, 68% of the Townhouse Markets increased \$831 on average (19 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 White Rock South Surrey 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 **White Rock South Surrey HPIp Top 50%** representing the higher end sales and the **White Rock South Surrey 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

Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change
Total Listings (A,S,T,C,X)	604	534	612		78
Active Listings	453	328	405	427	22
Solds	73	68	109		41
Days on Market (DOM)	19	51	15		-36
%SOLD (Sales/ Listings /mthly rate)	12%	12.7%	17.8%		5.1%
Condos (Top 50%) Home Price Index HPIp	\$653,839	\$619,101	\$620,100		\$999
Condos (Lower 50%) Home Price Index HPIp	\$384,990	\$366,207	\$367,100		\$893
Twnhs (Top 50%) Home Price Index HPIp	\$870,100	\$845,961	\$845,356		-\$605
Twnhs (Lower 50%) Home Price Index HPIp	\$551,314	\$534,715	\$535,100		\$385

Biography: Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

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

Ron and Joyce Hubenig

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Vancouver Market Reports

Statistics, on the Web!

attached homes



Ron & Joyce Hubenig



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

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

Sales / Listings

Monthly Totals

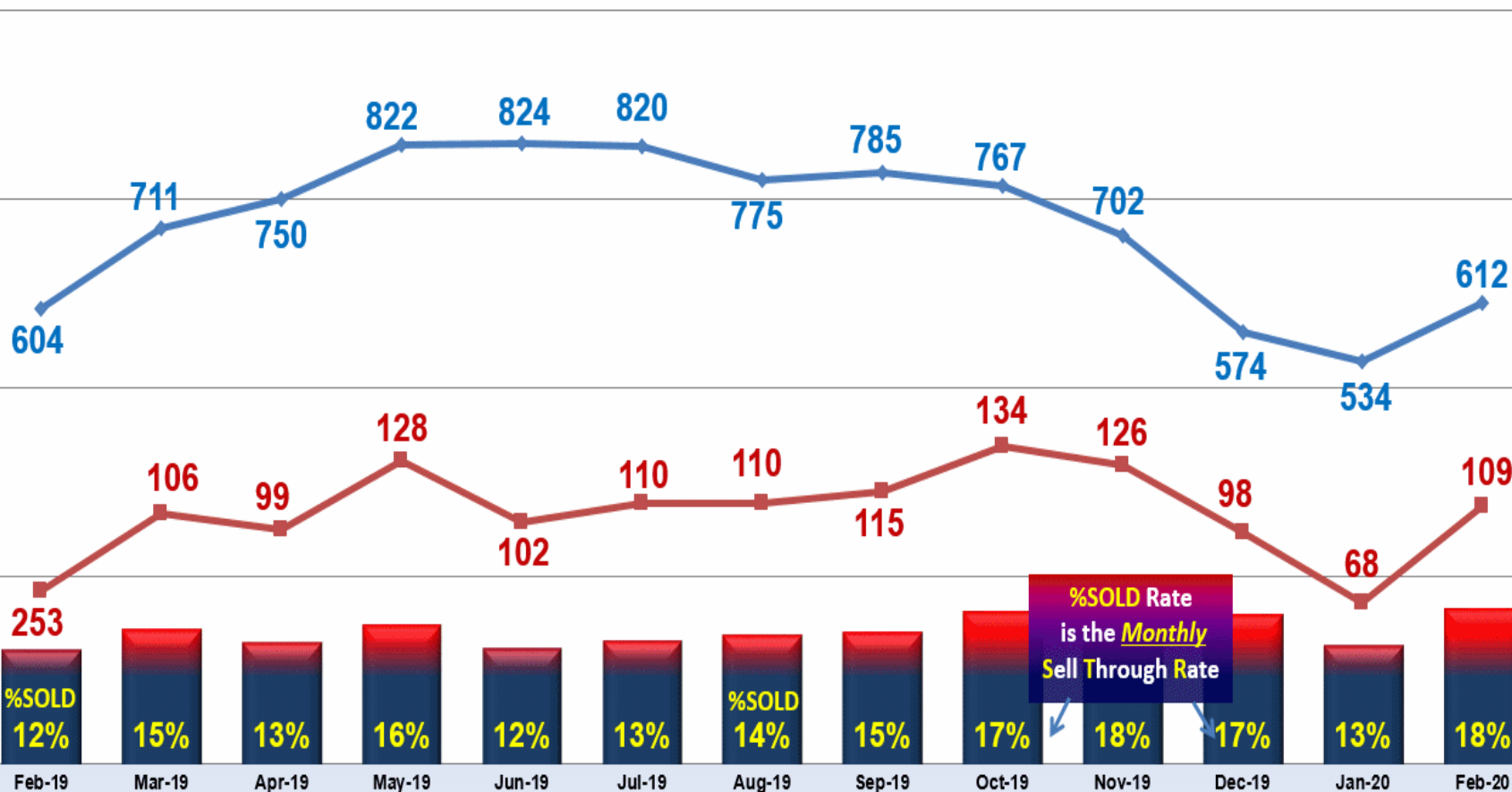


Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

◆ Total Listings ■ Sales



%SOLD Rate is the Monthly Sell Through Rate



Attached



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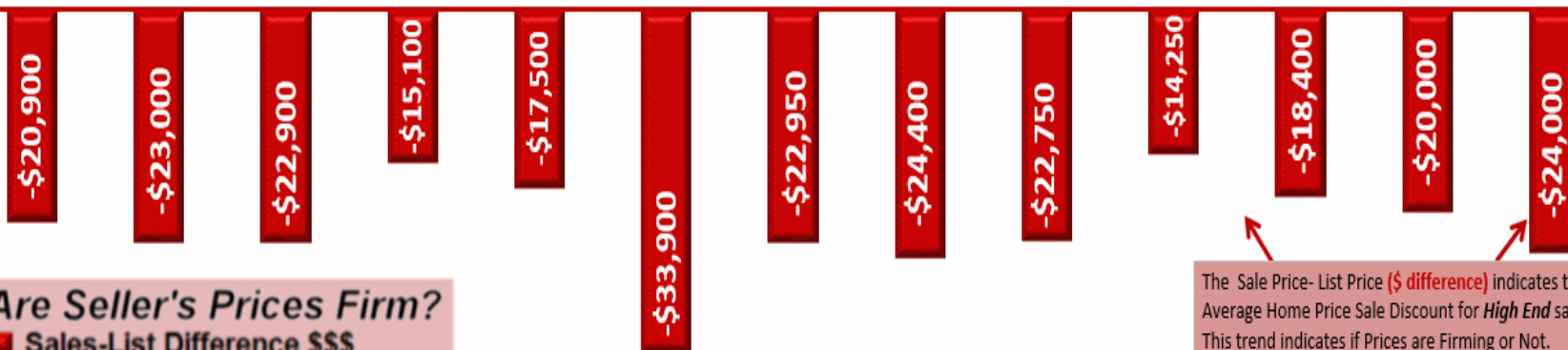
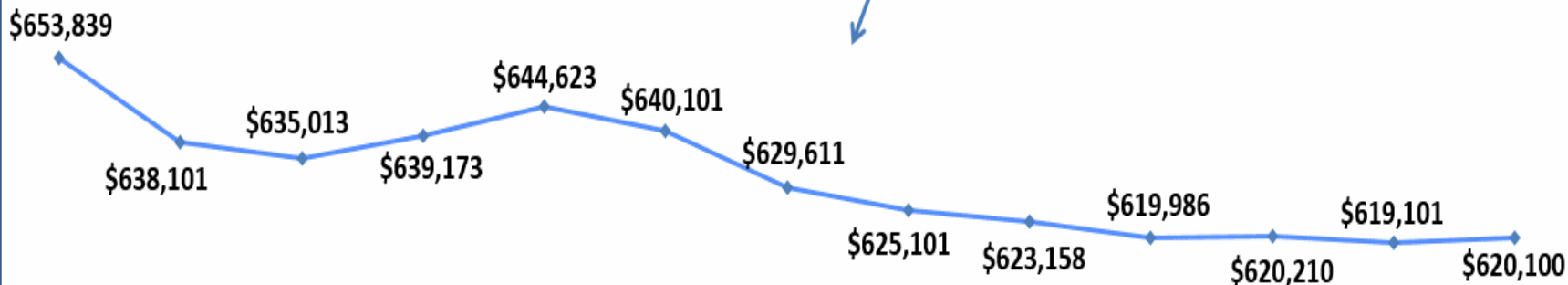
Attached White Rock - South Surrey Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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.)



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)

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

Attached White Rock - South Surrey 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)



Condominiums

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

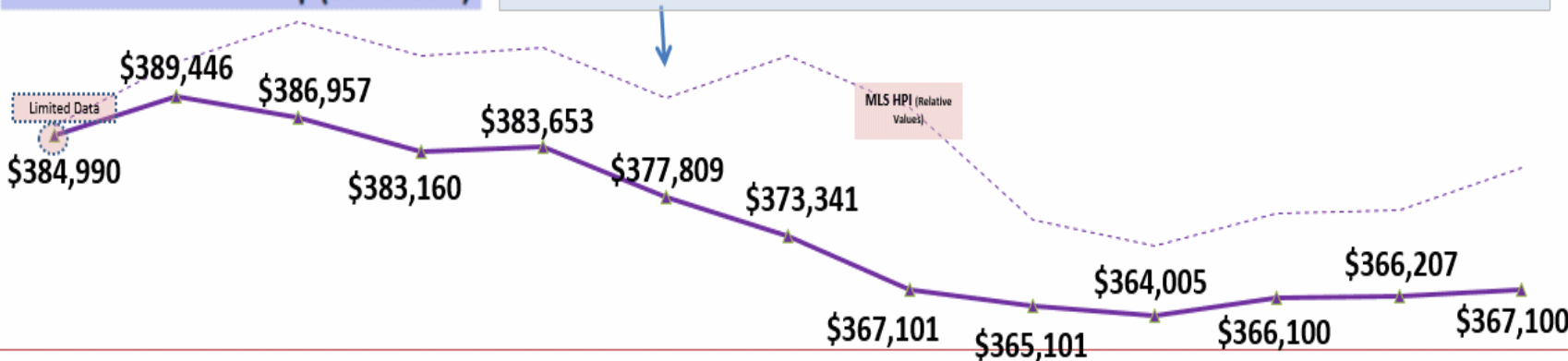
Home Price Changes
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Condominiums

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

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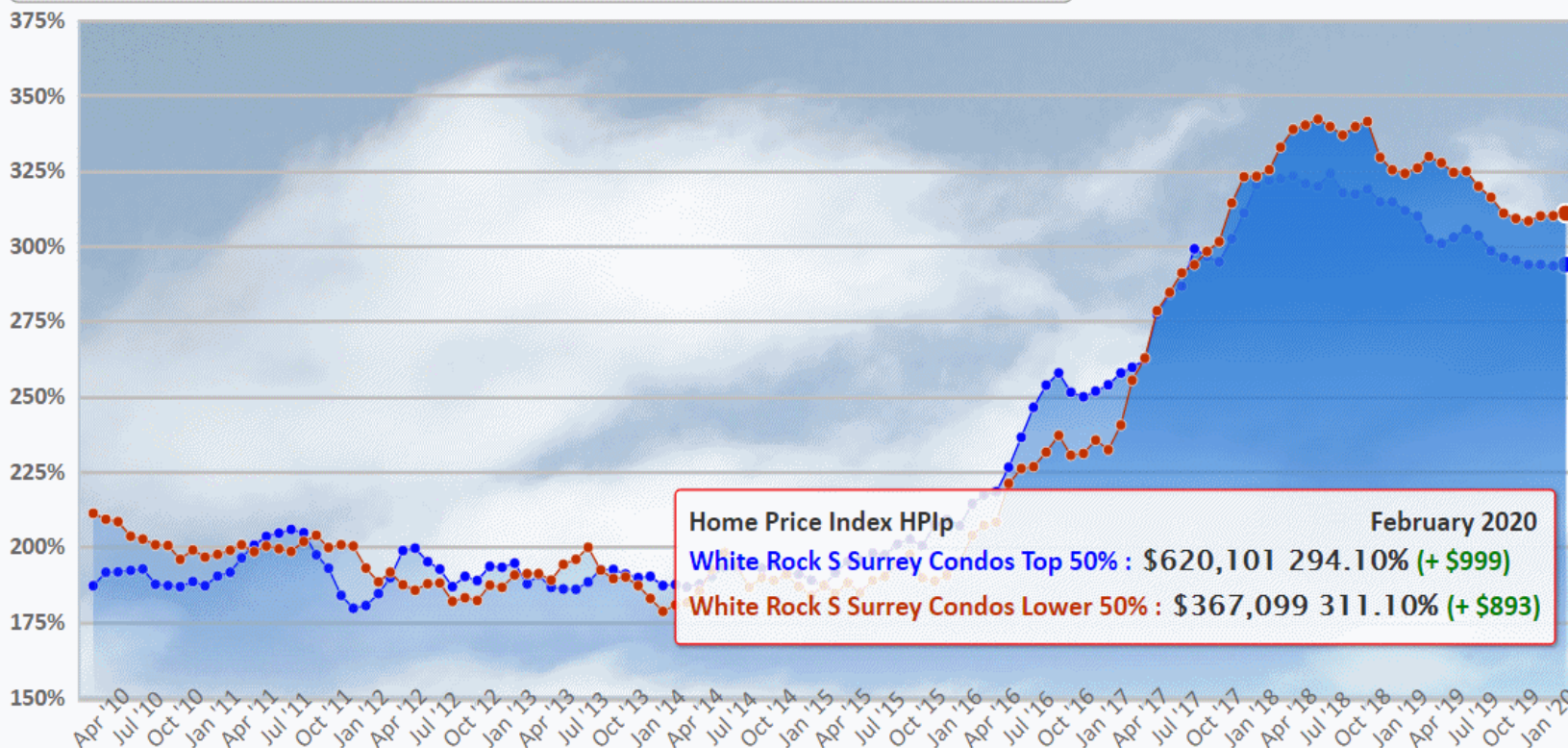
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Powered by the Greater Vancouver Market Reports HPIp



White Rock S Surrey Condos Top 50% : **HPIp** Forecast+ Forecast-
 White Rock S Surrey Condos Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Feb 2020	% 294.10
Jan 2020	% 293.60
Dec 2019	% 294.10
Nov 2019	% 294.00
Oct 2019	% 295.50
Sep 2019	% 296.40
Aug 2019	% 298.60
Jul 2019	% 303.60
Jun 2019	% 305.70
May 2019	% 303.10
Apr 2019	% 301.10
Mar 2019	% 302.60

<< 1 2 3 >>

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

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

Home Price Changes

(Home Price Index Paired sales from 2005)



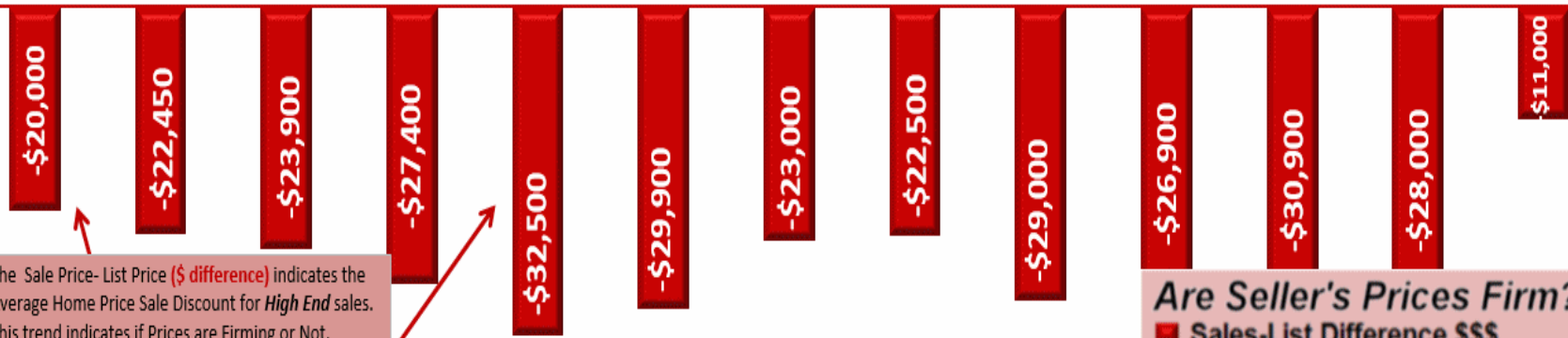
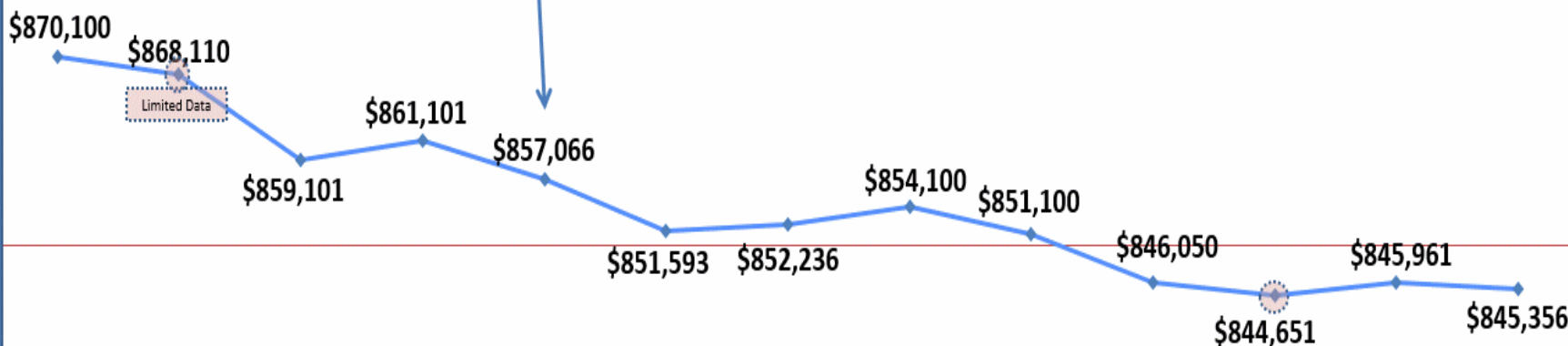
Townhouses

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Sales Discount \$\$

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Vancouver Market Reports

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

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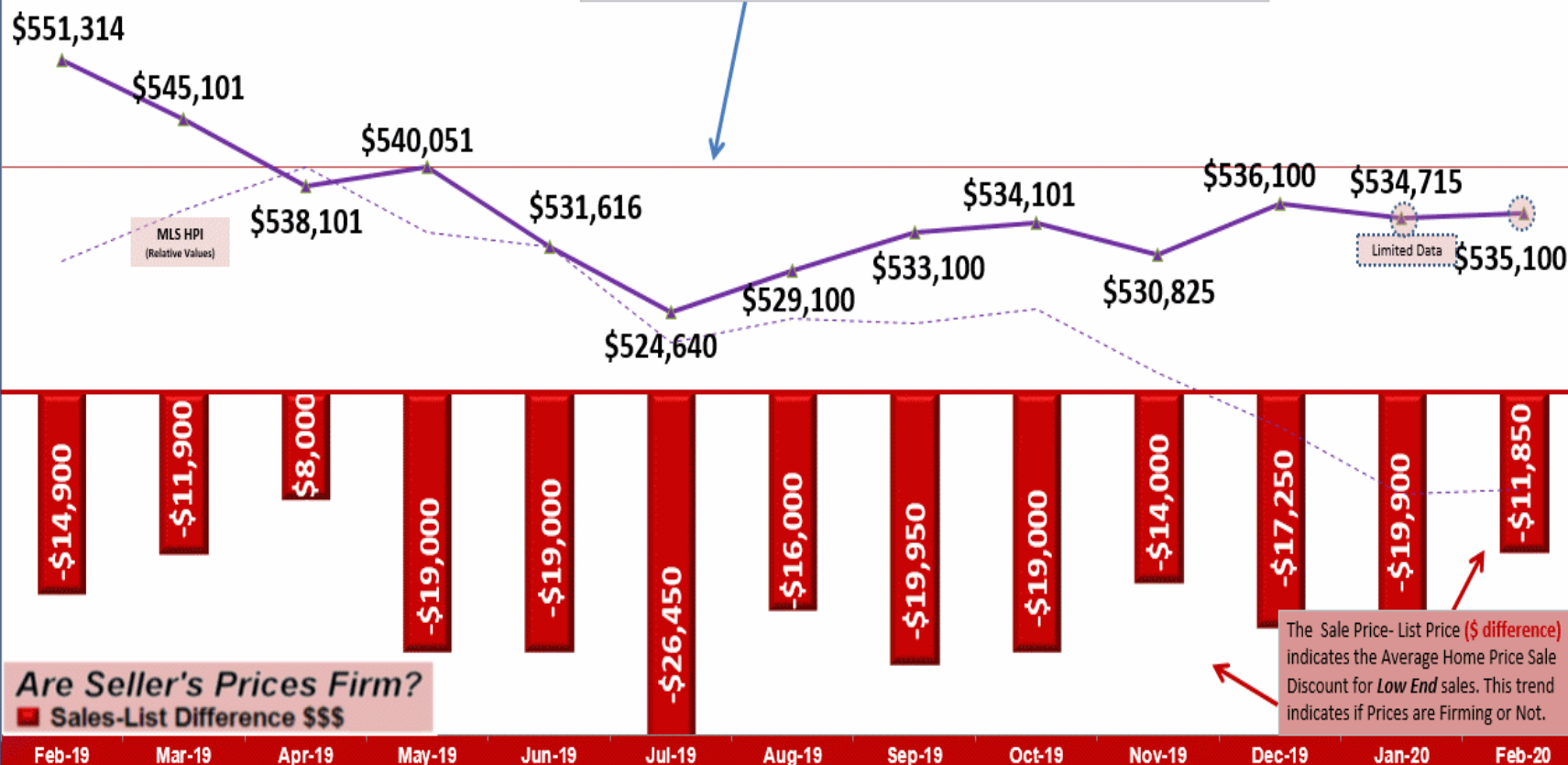
Home Price Changes

(Home Price Index Paired sales from 2005)

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Townhouses

Sales Discount \$\$

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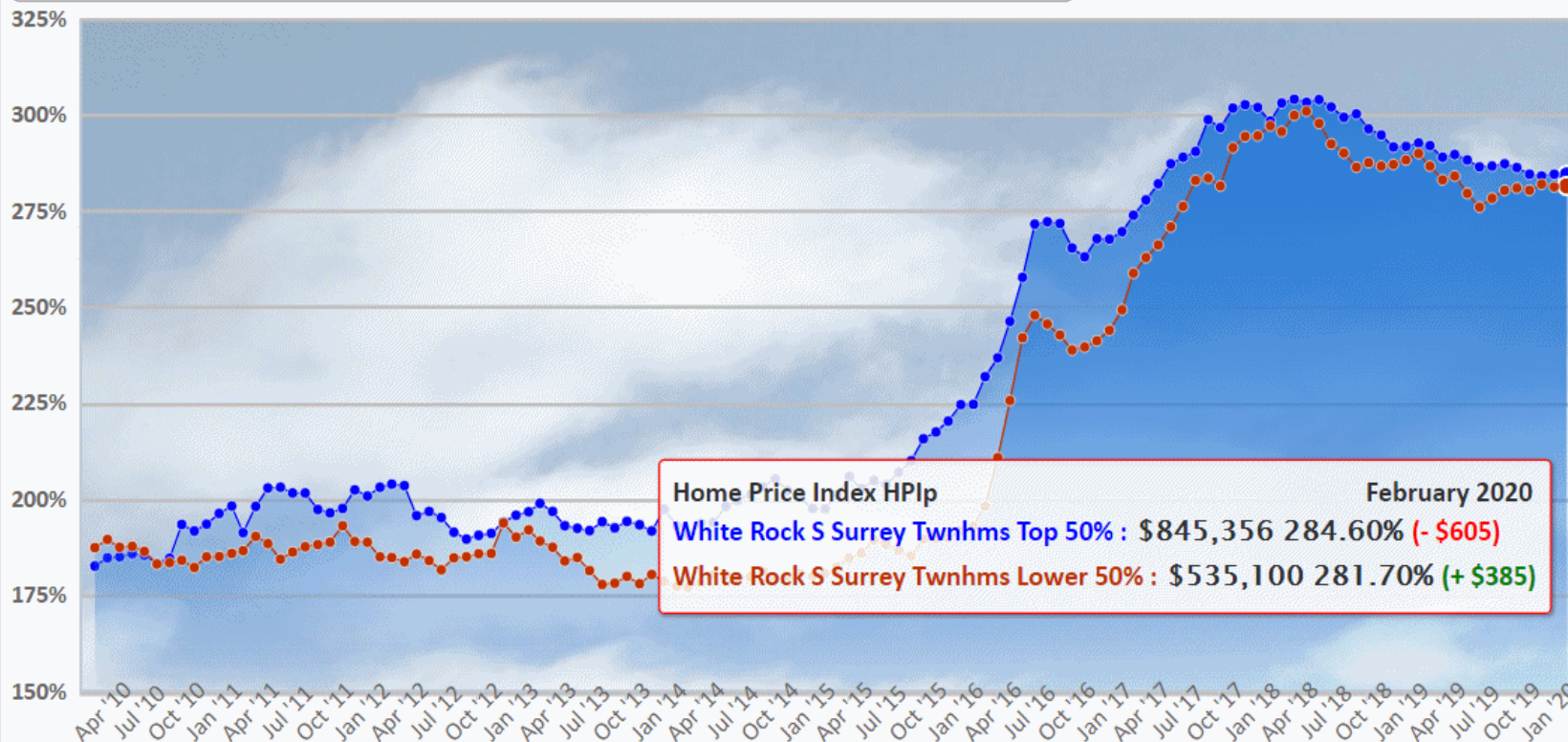


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White Rock S Surrey Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 White Rock S Surrey Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Home Price Index HPIp February 2020
 White Rock S Surrey Twnhms Top 50% : \$845,356 284.60% (- \$605)
 White Rock S Surrey Twnhms Lower 50% : \$535,100 281.70% (+ \$385)

Monthly Home values

Date	Value
Feb 2020	% 284.60
Jan 2020	% 284.80
Dec 2019	% 284.30
Nov 2019	% 284.80
Oct 2019	% 286.50
Sep 2019	% 287.50
Aug 2019	% 286.90
Jul 2019	% 286.70
Jun 2019	% 288.50
May 2019	% 289.90
Apr 2019	% 289.20
Mar 2019	% 292.20

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Vancouver Market Reports

Statistics, on the Web!

attached homes

Market Analysis and Forecasting Mar 1/20 East Surrey

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East Surrey Sub areas Statistics - Feb 2020					Attached	
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	5	2	6	99%	-\$4,500	40.0%
Guildford	169	41	16	98%	-\$5,800	24.3%
Fleetwood Tynehead	90	26	16	98%	-\$9,800	28.9%
Panorama Ridge	27	6	73	97%	-\$16,500	22.2%
Sullivan Station	112	30	11	99%	-\$4,250	26.8%
Total Activity	403	105	16	98%	-\$7,900	26%

East Surrey List Price Ranges Statistics - Feb 2020					Attached	
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$400,000	55	20	16	99%	-\$4,250	36.4%
\$400,001-\$500,000	71	14	12	98%	-\$9,000	19.7%
\$500,001-\$600,000	111	37	10	99%	-\$7,900	33.3%
\$600,001 and more	166	34	23	98%	-\$11,400	20.5%
Total Activity	403	105	16	98%	-\$7,900	26%

Mar 1 2020 **East Surrey Market Update** Attached Townhomes/ Condos

Current: East Surrey is a Seller Market with average listing inventory, a **26 % SOLD** rate and a 98% Sell/List Ratio.
 (This means the discount on a sale from the original list price is averaging -\$7,900)

Most Active Price Range: Homes below \$400,000 have **36.4 % SOLD** rate
Least Active Price Range: Homes between \$400,000 - \$500,000 have **19.7 % SOLD**

History: The East Surrey's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices are decreased \$13,002.
 The East Surrey's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$25,001.
 The East Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$2,985.
 The East Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices are decreased \$10,069.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The listing inventory is 2% more than the same month last year. February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months. Currently, the Condo Market presents Seller Market conditions with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing \$1,428 on average. At the same time, 68% of the Townhouse Markets increased \$831 on average (19 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

Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change
Total Listings** (A,S,T,C,X)	394	335	403		68
Active Listings (1st of the month)	285	203	240	263	23
Solds	47	54	105		51
Days on Market (DOM)	18	37	16		-21
% SOLD (Sales/ Listings /mnlthly rate)	12%	16%	26%		9.9%
Condos (Top 50%) Home Price Index: HPIp	\$439,575	\$426,100	\$426,573		\$473
Condos (Lower 50%) Home Price Index: HPI	\$332,101	\$305,108	\$307,100		\$1,992
Twnhs (Top 50%) Home Price Index: HPIp	\$621,115	\$622,065	\$624,100		\$2,035
Twnhs (Lower 50%) Home Price Index: HPIp	\$458,169	\$446,100	\$448,100		\$2,000

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Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

Analytical Methods: The East Surrey 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 **East Surrey HPIp Top 50%** representing the higher end sales and the **East Surrey 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 & they assume no responsibility for its accuracy. Copyright: RMXReports.

Ron and Joyce Hubenig

Vancouver Market Reports

Statistics, on the Web!

attached homes



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Market Analysis and Forecasting

Mar 1/20

East Surrey

Attached Townhomes/ Condos

East Surrey

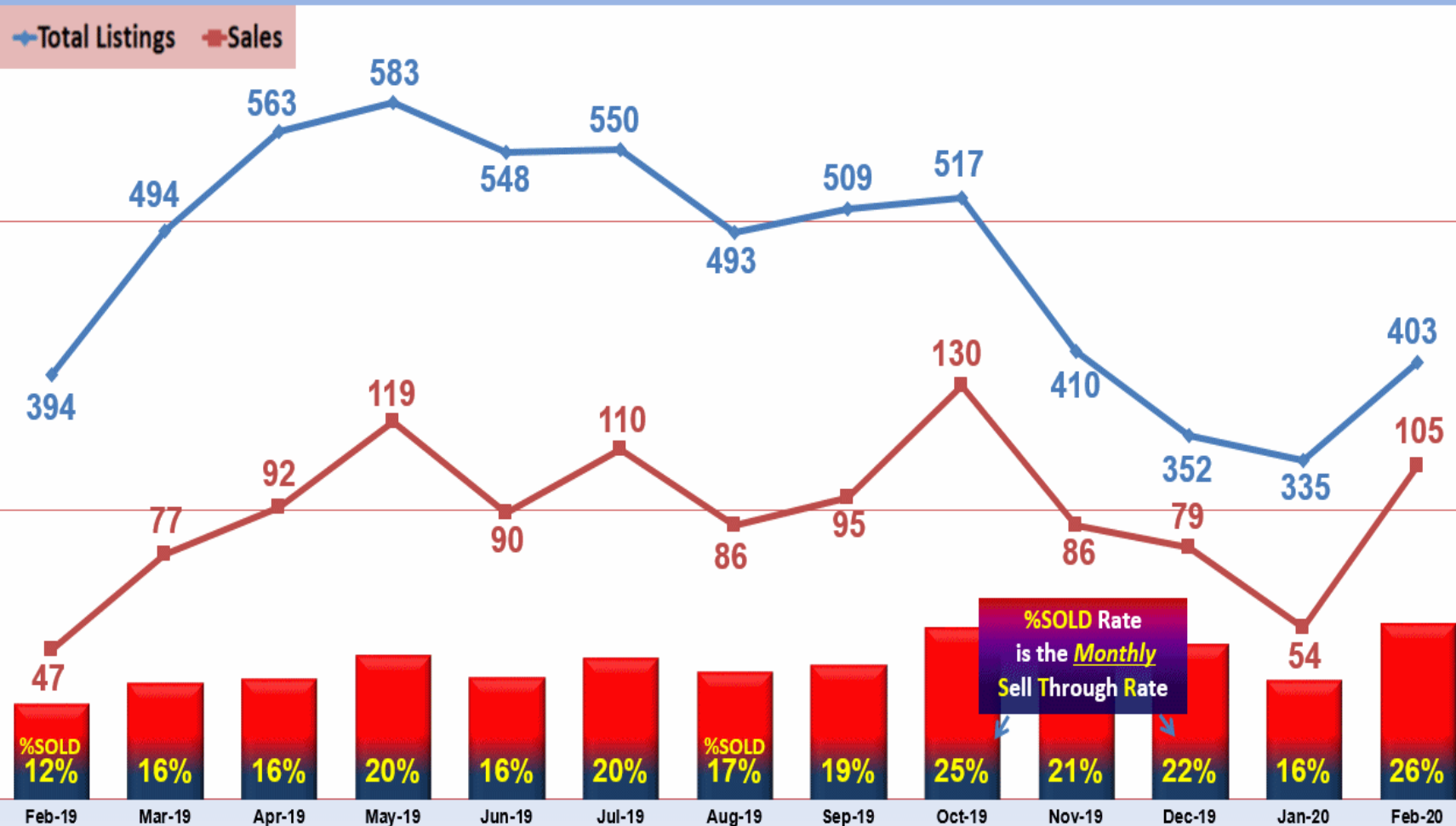
Total Listings*, Sales, and %SOLD rates

Sales / Listings

Monthly Totals



Attached



%SOLD (STR)

Sales/Listings (Monthly Rate)

%SOLD Rate is the Monthly Sell Through Rate



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East Surrey

Attached

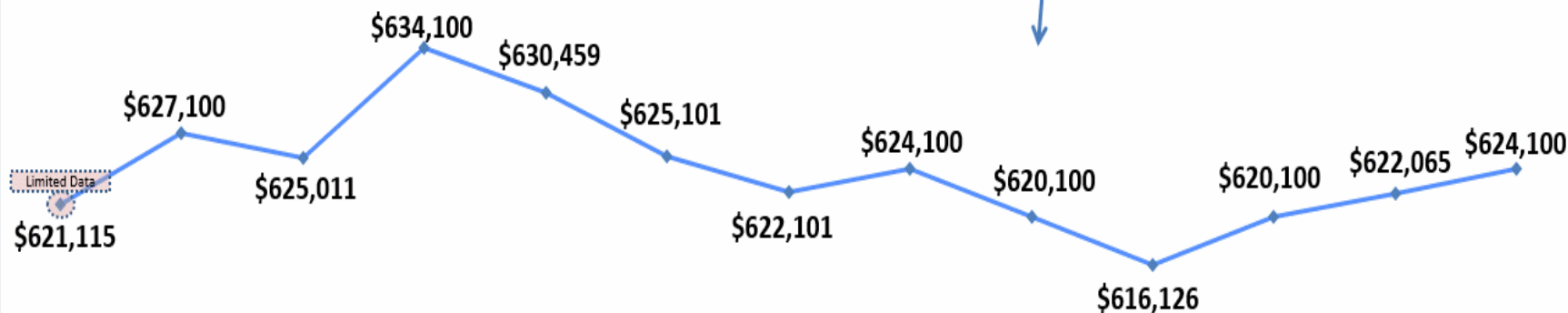
East Surrey Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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Home Price Index → HPIp (Top 50%)

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Home Price Changes

(Home Price Index Paired sales from 2005)



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Townhouses

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Market Analysis and Forecasting

Mar 1/20

East Surrey

Attached

East Surrey **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)

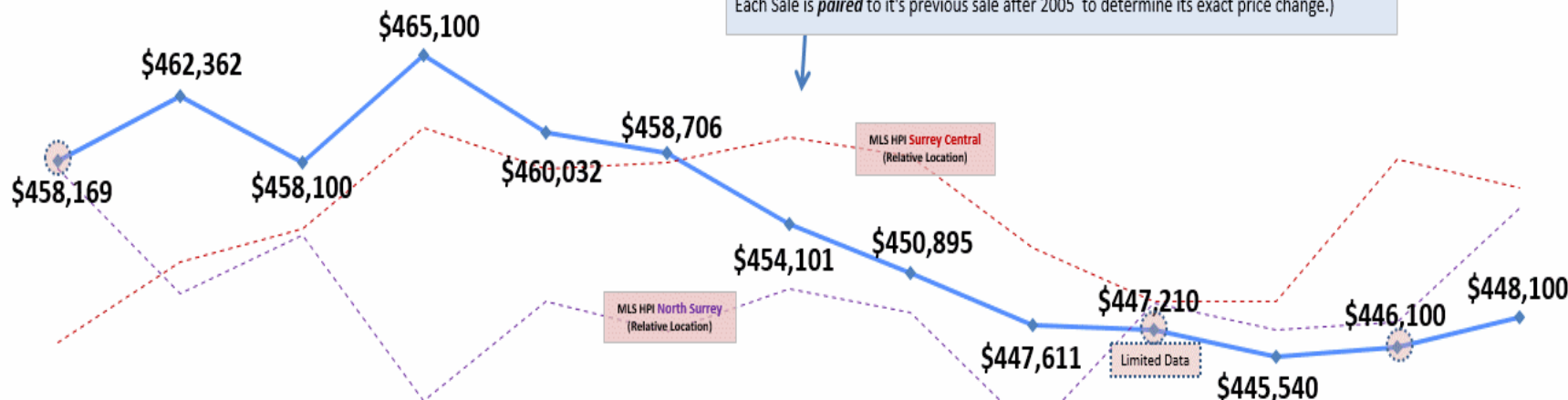


Townhouses

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Market Analysis and Forecasting

Mar 1/20

East Surrey



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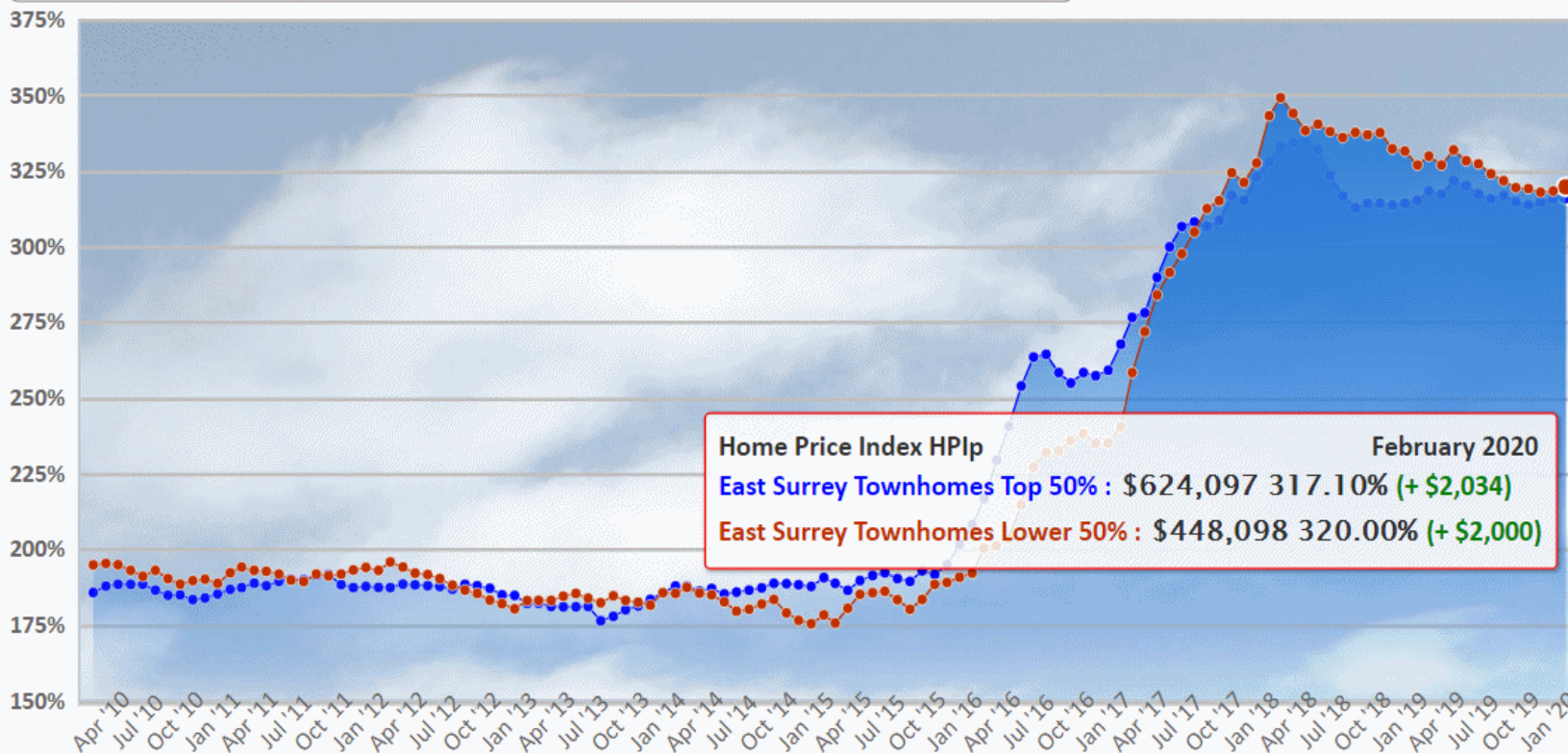


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East Surrey Townhomes Top 50% : ■ HPI ■ Forecast+ ■ Forecast-
 East Surrey Townhomes Lower 50% : ■ HPI ■ Forecast+ ■ Forecast-



Home Price Index HPI
February 2020
 East Surrey Townhomes Top 50% : \$624,097 317.10% (+ \$2,034)
 East Surrey Townhomes Lower 50% : \$448,098 320.00% (+ \$2,000)

Monthly Home values

Date	Value
Feb 2020	% 317.10
Jan 2020	% 316.00
Dec 2019	% 315.00
Nov 2019	% 314.00
Oct 2019	% 315.00
Sep 2019	% 317.10
Aug 2019	% 316.00
Jul 2019	% 317.60
Jun 2019	% 320.30
May 2019	% 322.10
Apr 2019	% 317.50
Mar 2019	% 318.60

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Market Analysis and Forecasting Mar 1/20 East Surrey

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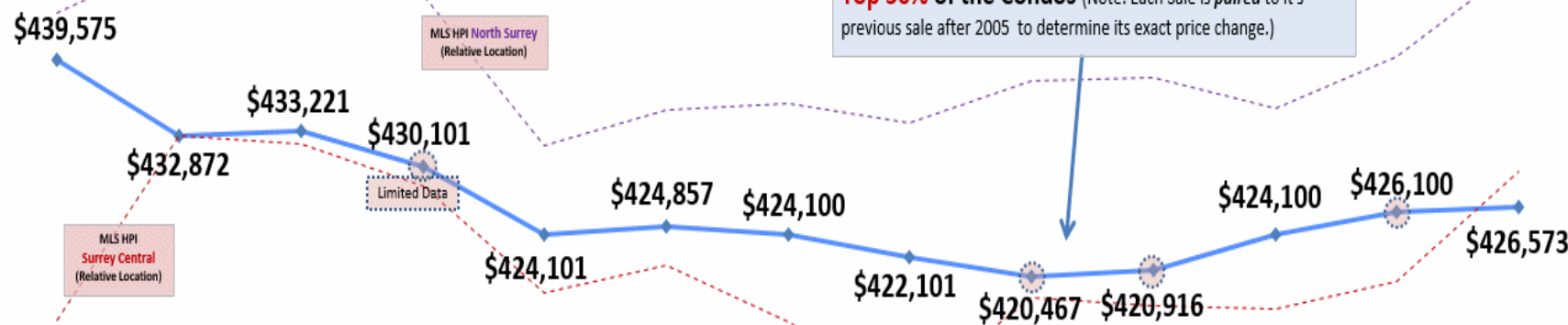
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Condominiums



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Market Analysis and Forecasting

Mar 1/20

East Surrey

Attached

East Surrey

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)



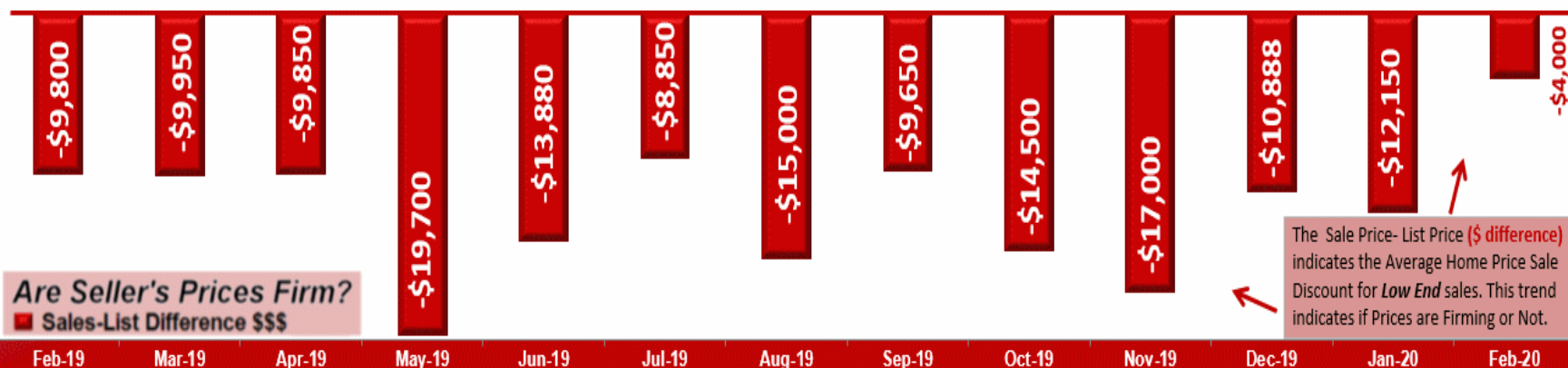
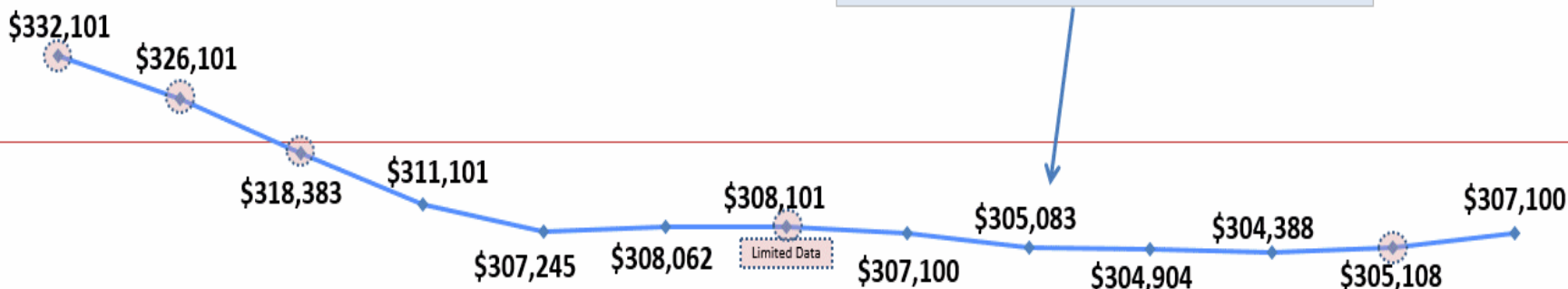
Townhouses

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. (Each Sale is paired to it's previous)



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

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Vancouver Market Reports

Statistics, on the Web!

attached homes

Market Analysis and Forecasting

Mar 1/20

East Surrey



Ron & Joyce Hubenig

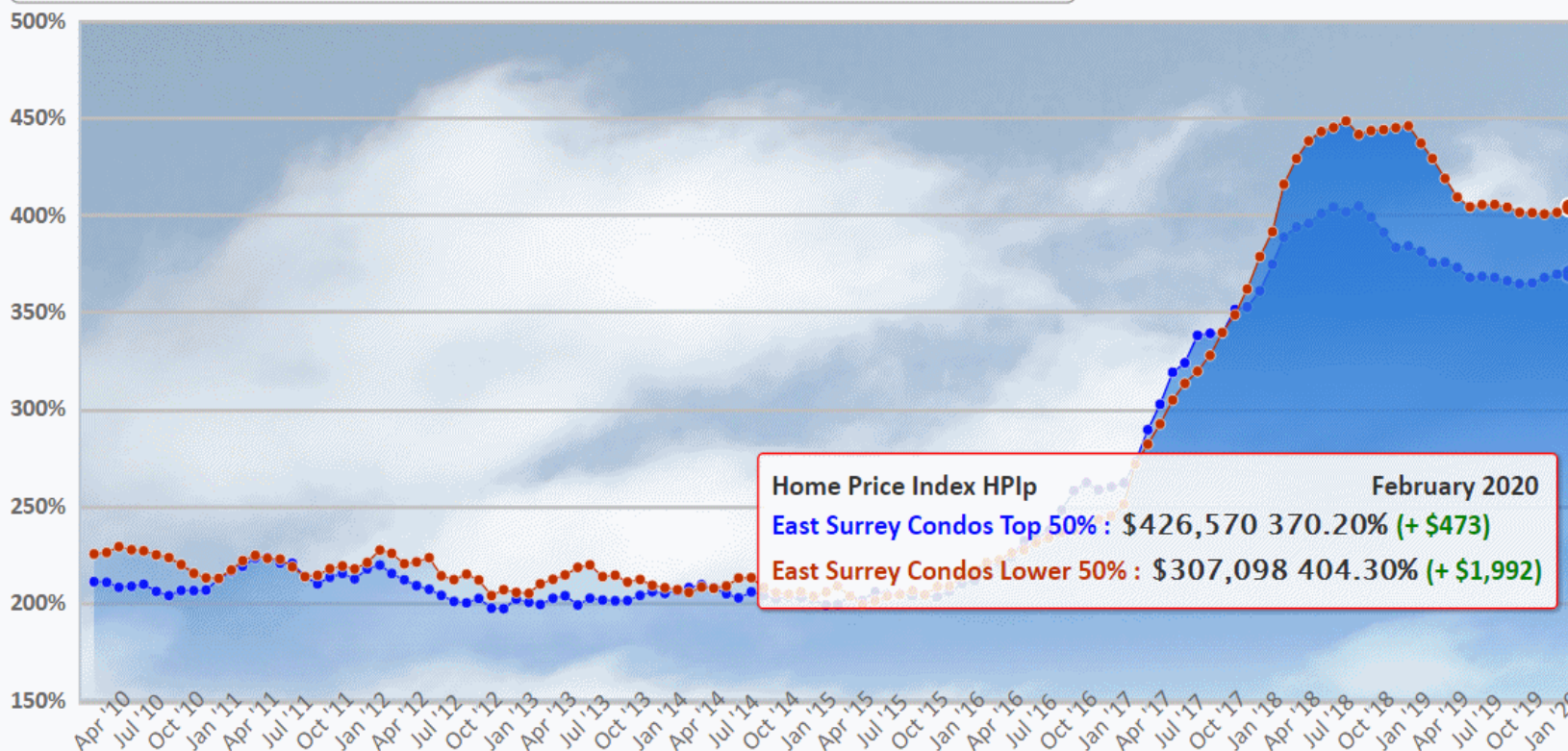


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East Surrey Condos Top 50% : **HPIp** Forecast+ Forecast-
 East Surrey Condos Lower 50% : **HPIp** Forecast+ Forecast-



Home Price Index HPIp
 February 2020
 East Surrey Condos Top 50% : \$426,570 370.20% (+ \$473)
 East Surrey Condos Lower 50% : \$307,098 404.30% (+ \$1,992)

Monthly Home values

Date	Value
Feb 2020	% 370.20
Jan 2020	% 369.80
Dec 2019	% 368.10
Nov 2019	% 365.30
Oct 2019	% 364.90
Sep 2019	% 366.40
Aug 2019	% 368.10
Jul 2019	% 368.70
Jun 2019	% 368.10
May 2019	% 373.30
Apr 2019	% 376.00
Mar 2019	% 375.70

<<< 1 2 3 >>>

Highcharts.com



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Market Analysis and Forecasting

Mar 1/20

West Surrey

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West Surrey Sub areas Statistics - Feb 2020

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Bridgeview	3	1	18	97%	-\$15,000	0.0%
Bolivar Heights	15	5	28	98%	-\$9,900	33.3%
Royal Heights	1	0				0.0%
Cedar Hills	7	3	69	92%	-\$30,000	42.9%
Whalley	327	64	15	98%	-\$8,000	19.6%
Queen Mary Park Sur	66	10	11	97%	-\$9,950	15.2%
Bear Creek Green Tim	9	3	19	97%	-\$17,000	33.3%
West Newton	107	25	25	97%	-\$10,900	23.4%
East Newton	108	26	19	97%	-\$14,451	24.1%
Total Activity	643	137	16	97%	-\$10,285	21%

West Surrey List Price Ranges Statistics - Feb 2020

Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
\$0-\$350,000	101	26	8	98%	-\$6,500	25.7%
\$350,001-\$450,000	206	49	17	98%	-\$9,900	23.8%
\$450,001-\$550,000	155	30	23	97%	-\$14,450	19.4%
\$550,001 and more	181	32	24	97%	-\$18,400	17.7%
Total Activity	643	137	16	97%	-\$10,285	21%

Mar 1 2020 West Surrey Market Update Attached Townhomes/ Condos

Current: West Surrey is a Seller Market with average listing inventory, a **21 % SOLD** rate and a 97% Sell/List Ratio.
 (This means the discount on a sale from the original list price is averaging -\$10,285)

Most Active Price Range: Homes below \$350,000 have **25.7 % SOLD** rate.
 Least Active Price Range: Homes above \$550,000 have **17.7 % SOLD** rate.

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

HPIp (Top 50%) shows that prices decreased \$10,487.

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

HPIp (Lower 50%) shows that prices decreased \$15,693.

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

HPIp (Top 50%) shows that prices decreased \$2,084.

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

HPIp (Lower 50%) shows that prices decreased \$3,457.

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

Forecast: Current month's listing inventory is 9% less than same month last year

February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months.

Currently, the Condo Market presents Seller Market conditions with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$1,428** on average. At the same time, 68% of the Townhouse Markets increased **\$831** on average (19 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: West Surrey 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 **West Surrey HPIp Top 50%** representing the higher end sales and the **West Surrey 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

Monthly Changes Summary

	Feb-19	Jan-20	Feb-20	3/1/2020	Change
Total Listings** (A,S,T,C,X)	707	544	643		99
Active Listings (1st of the month)	516	361	375	436	61
Solds	91	102	137		35
Days on Market (DOM)	24	36	16		-20
% SOLD (Sales/ Listings /mthly rate)	13%	19%	21%		3%
Condos (Top 50%) Home Price Index HPIp	\$421,587	\$408,112	\$411,100		\$2,988
Condos (Lower 50%) Home Price Index HPI	\$316,438	\$299,101	\$300,745		\$1,644
Twnhs (Top 50%) Home Price Index HPIp	\$592,183	\$591,537	\$590,101		-\$1,436
Twnhs (Lower 50%) Home Price Index HPIp	\$446,558	\$446,403	\$443,101		-\$3,302

Biography: Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

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Vancouver Market Reports

Statistics, on the Web!

attached homes



Ron & Joyce Hubenig



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Market Analysis and Forecasting

Mar 1/20

West Surrey

Attached Townhomes/Condos

West Surrey

Total Listings*, Sales, and %SOLD rates

Sales / Listings

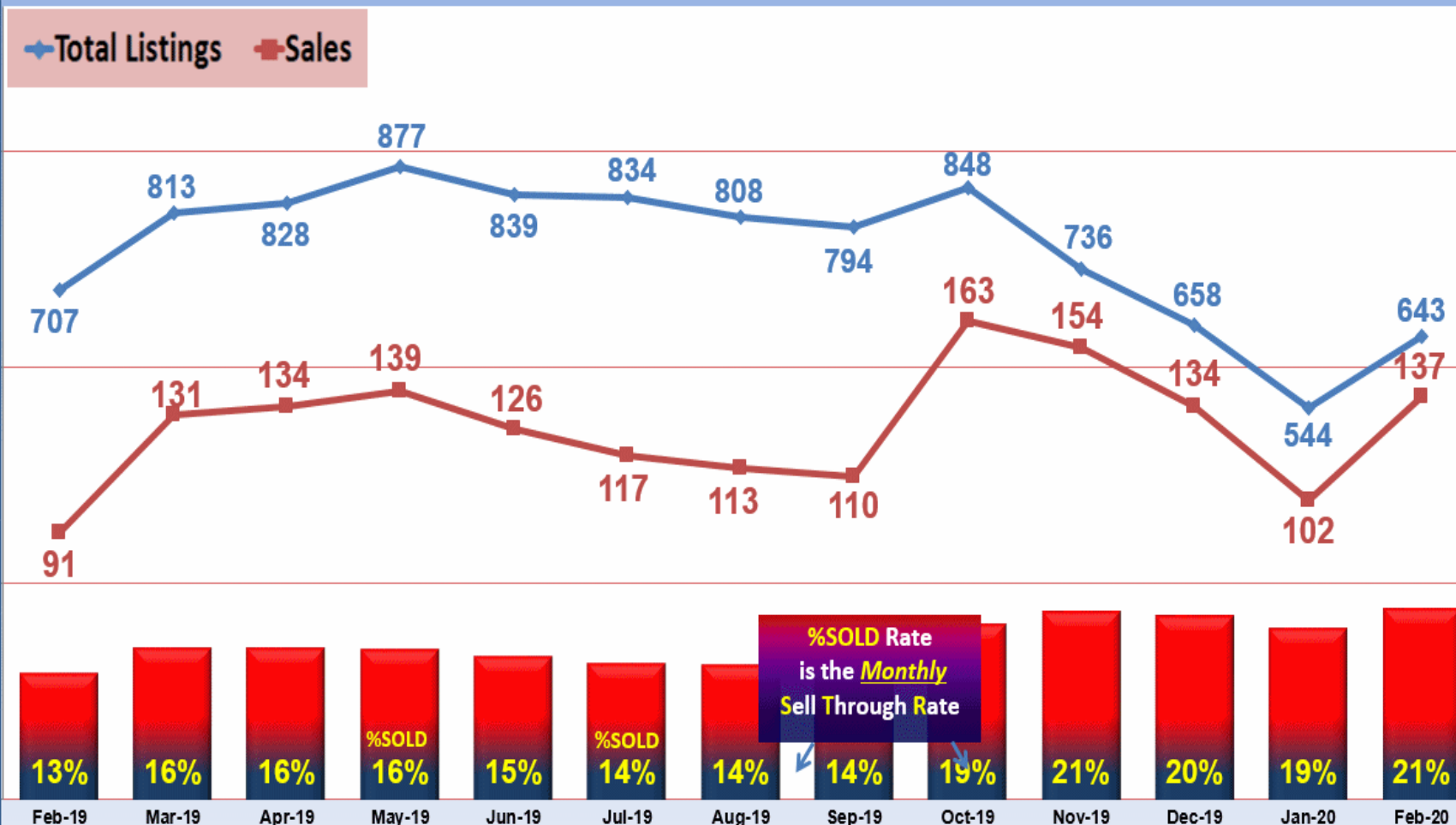
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate



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Mar 1/20

West Surrey

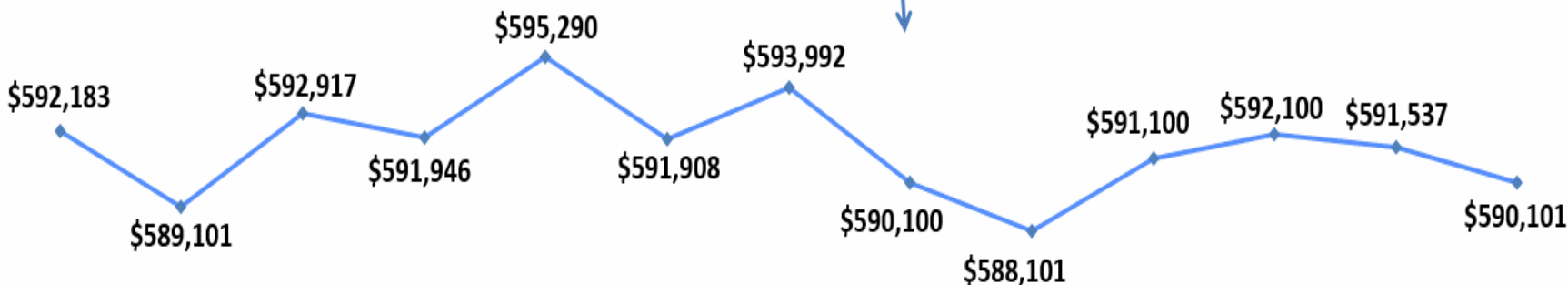
Attached

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

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

Home Price Changes

(Home Price Index Paired sales from 2005)



Townhouses



Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



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attached homes



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Market Analysis and Forecasting

Mar 1/20

West Surrey

Attached West Surrey 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

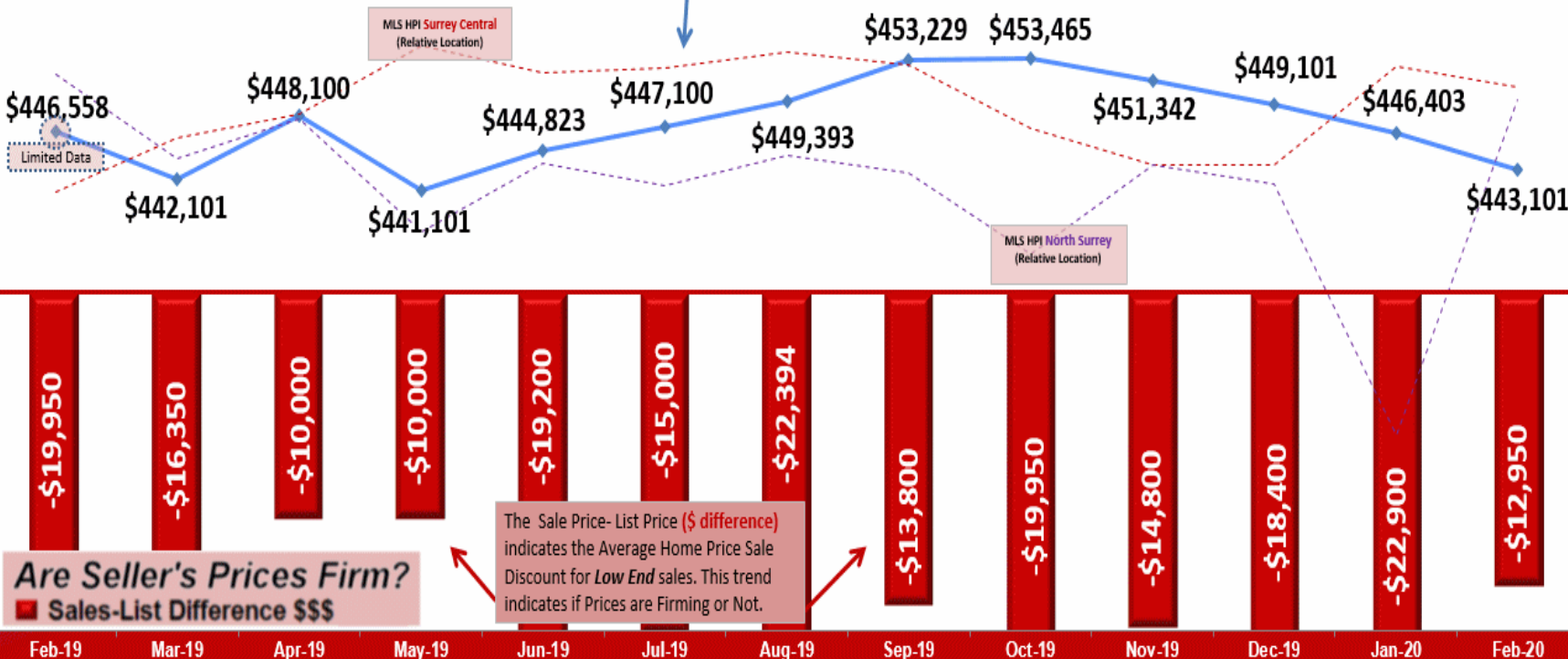


Townhouses

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.

Sales Discount \$\$

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

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Market Analysis and Forecasting

Mar 1/20

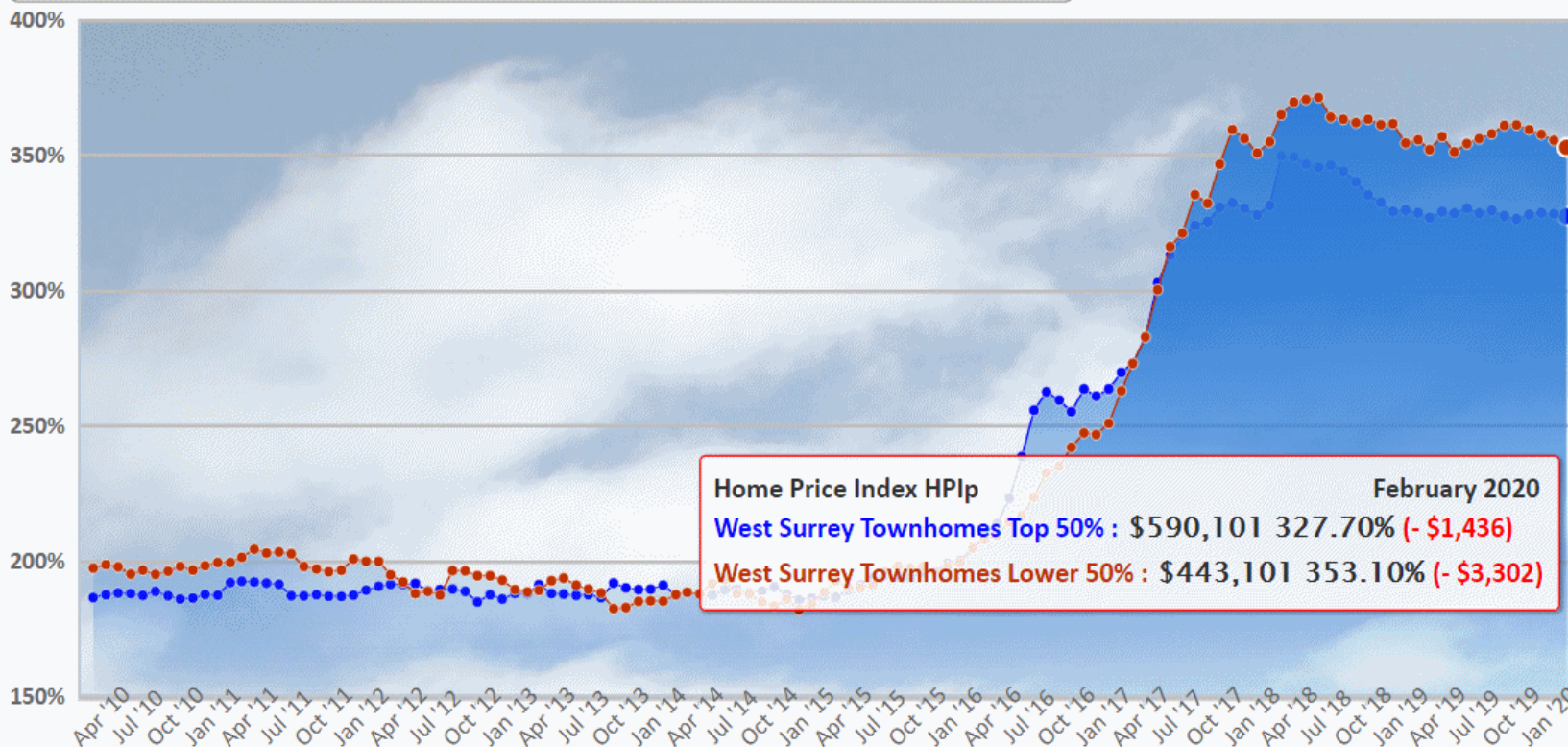
West Surrey

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West Surrey Townhomes Top 50% : **HPIp** Forecast+ Forecast-
 West Surrey Townhomes Lower 50% : **HPIp** Forecast+ Forecast-



Highcharts.com

Monthly Home values

Date	Value
Feb 2020	% 327.70
Jan 2020	% 328.50
Dec 2019	% 328.80
Nov 2019	% 328.20
Oct 2019	% 326.60
Sep 2019	% 327.70
Aug 2019	% 329.80
Jul 2019	% 328.70
Jun 2019	% 330.60
May 2019	% 328.70
Apr 2019	% 329.30
Mar 2019	% 327.10

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Market Analysis and Forecasting

Mar 1/20

West Surrey

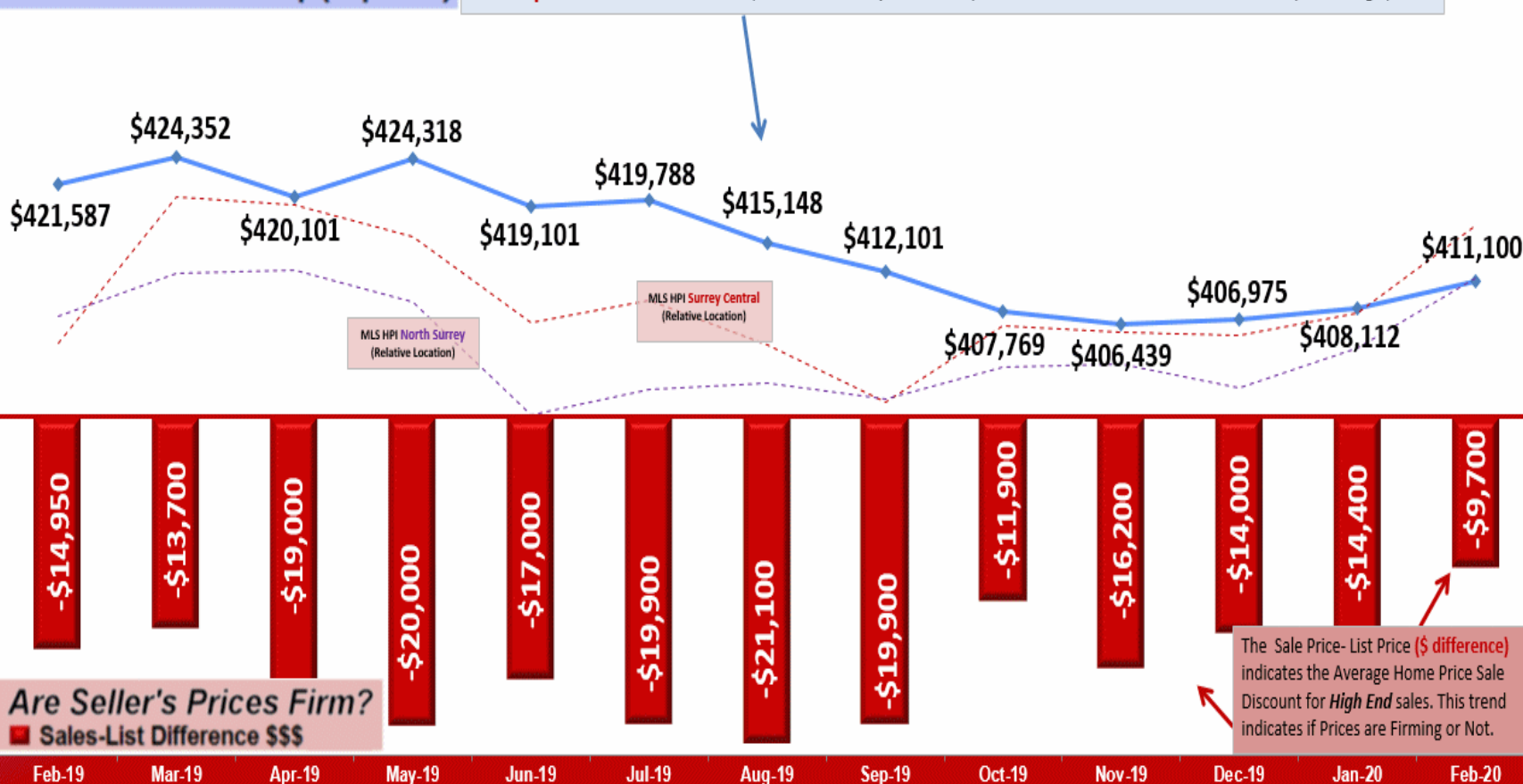
Attached West Surrey Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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.)



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)



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Vancouver Market Reports

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Market Analysis and Forecasting

Mar 1/20

West Surrey

Attached

West Surrey

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



Townhouses

Home Price Changes

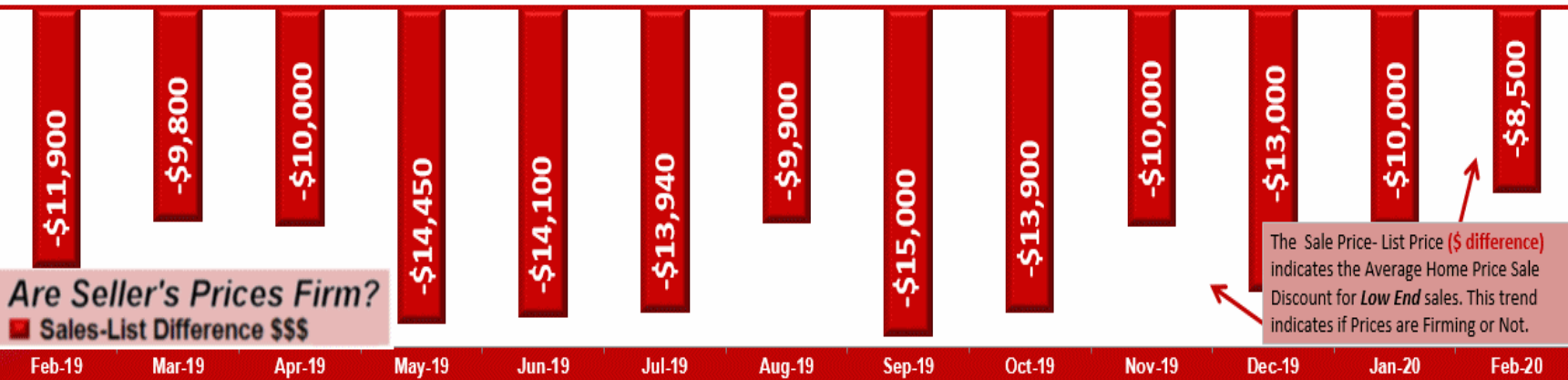
(Home Price Index Paired sales from 2005)



Townhouses

Sales Discount \$\$

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



Are Seller's Prices Firm?

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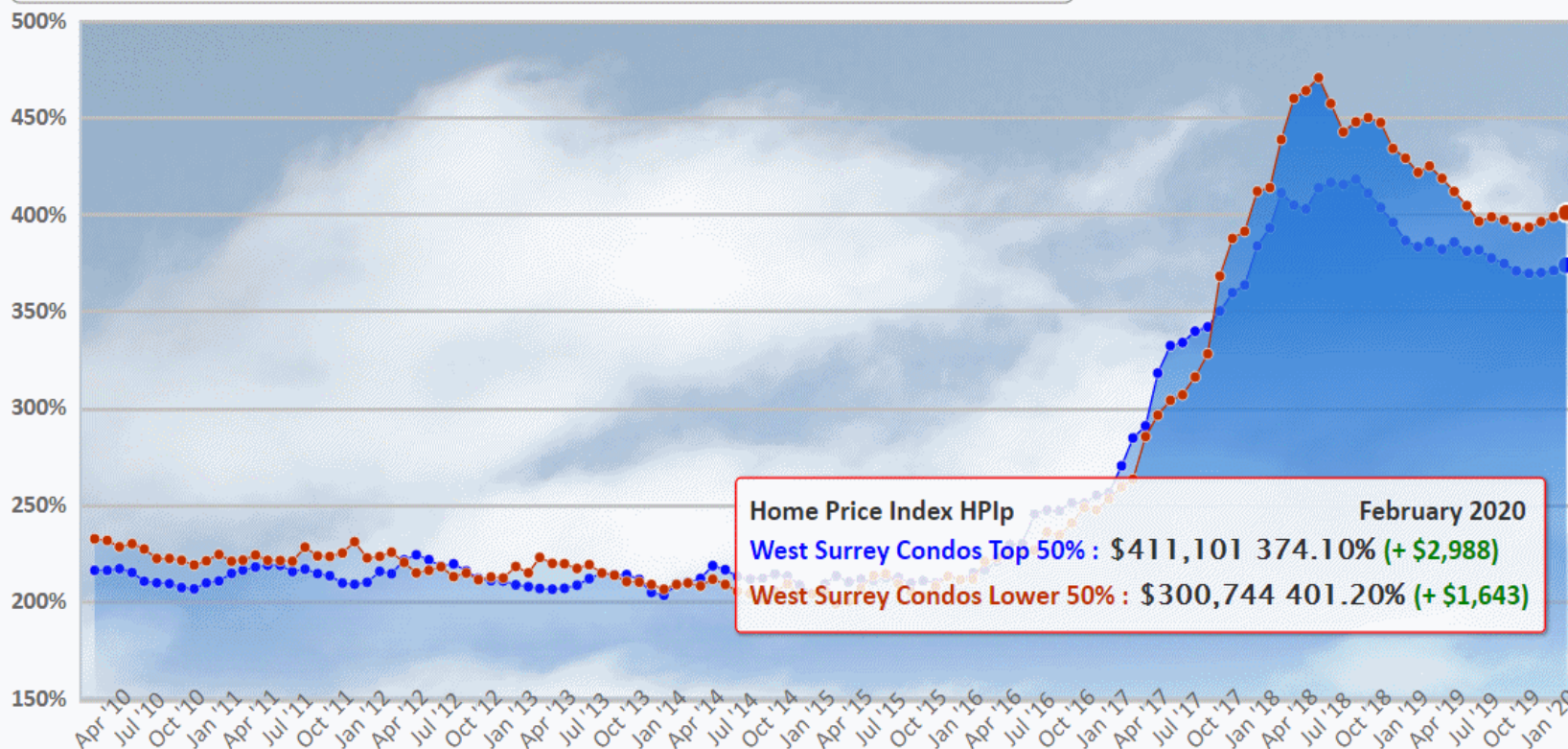
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West Surrey

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West Surrey Condos Top 50% : **HPIp** Forecast+ Forecast-
 West Surrey Condos Lower 50% : **HPIp** Forecast+ Forecast-



Home Price Index HPIp
 February 2020
 West Surrey Condos Top 50% : \$411,101 374.10% (+ \$2,988)
 West Surrey Condos Lower 50% : \$300,744 401.20% (+ \$1,643)

Monthly Home values

Date	Value
Feb 2020	% 374.10
Jan 2020	% 371.40
Dec 2019	% 370.30
Nov 2019	% 369.90
Oct 2019	% 371.10
Sep 2019	% 375.00
Aug 2019	% 377.80
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May 2019	% 386.10
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Highcharts.com



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Market Analysis and Forecasting Mar 1/20 Langley, Cloverdale



Ph: 778-549-9909

Langley, Cloverdale Sub areas Statistics - Feb 2020 Attached						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Cloverdale BC	74	28	7	98%	-\$9,150	37.8%
Clayton	97	30	9	99%	-\$6,000	30.9%
Murrayville	61	15	16	98%	-\$11,900	24.6%
Salmon River	4	1	69	98%	-\$7,500	25.0%
Brookwood Langley	0	0				0.0%
Aldergrove Langley	10	4	108	92%	-\$28,500	40.0%
Langley City	251	55	14	99%	-\$5,000	21.9%
Total Activity	497	133	12	98%	-\$7,000	27%

Langley, Cloverdale List Price Ranges Statistics - Feb 2020 Attached						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
0-\$350,000	20	6	17	97%	-\$8,000	30.0%
\$350,001-\$500,000	264	77	11	98%	-\$6,888	29.2%
\$500,001-\$600,000	178	43	12	99%	-\$4,900	24.2%
\$600,001 and more	35	7	16	99%	-\$11,900	20.0%
Total Activity	497	133	12	98%	-\$7,000	27%

Mar 1 2020 Langley, Cloverdale Market Update (Attached)

Current: Langley, Cloverdale is in a Seller Market with average listing inventories, a **27 % SOLD** rate and a 98% Sell/List Ratio. (This means that there is an average of a \$7,000 surplus on a sale from the original list price)
Most Active Price Range: Attached homes below \$300,000 have **30.0 % SOLD** rate and is in a Sellers Market.
Least Active Price Range: Attached homes above \$700,000 have **20.0 % SOLD** rate.

History: The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$20,281.
 The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$5,907.
 The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$32,479.
 The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$12,631.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The Listing Inventories have increased by 5% listings compared to same month last year. We project Langley, Cloverdale Attached to be a continued Seller market.

February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months. Currently, the Condo Market presents Seller Market conditions with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$1,428** on average. At the same time, 68% of the Townhouse Markets increased **\$831** on average (19 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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Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change
Total Listings** (A,S,T,C,X)	473	425	497		72 ↑
Active Listings	332	246	318	326	8 ↑
Solds	85	75	133		58 ↑
Days on Market (DOM)	17	33	12		-21 ↓
%SOLD (Sales/ Listings /mntly rate)	18%	18%	27%		9% ↑
Condos (Top 50%) Home Price Index HPIp	\$436,381	\$415,100	\$416,100		\$1,000 ↑
Condos (Lower 50%) Home Price Index HPIp	\$314,193	\$317,723	\$320,100		\$2,377 ↑
Twnhs (Top 50%) Home Price Index HPIp	\$617,621	\$649,202	\$650,100		\$898 ↑
Twnhs (Lower 50%) Home Price Index HPIp	\$470,100	\$484,100	\$482,731		-\$1,369 ↓

Biography: Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

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Vancouver Market Reports

Statistics, on the Web!

attached homes



Ron & Joyce Hubenig

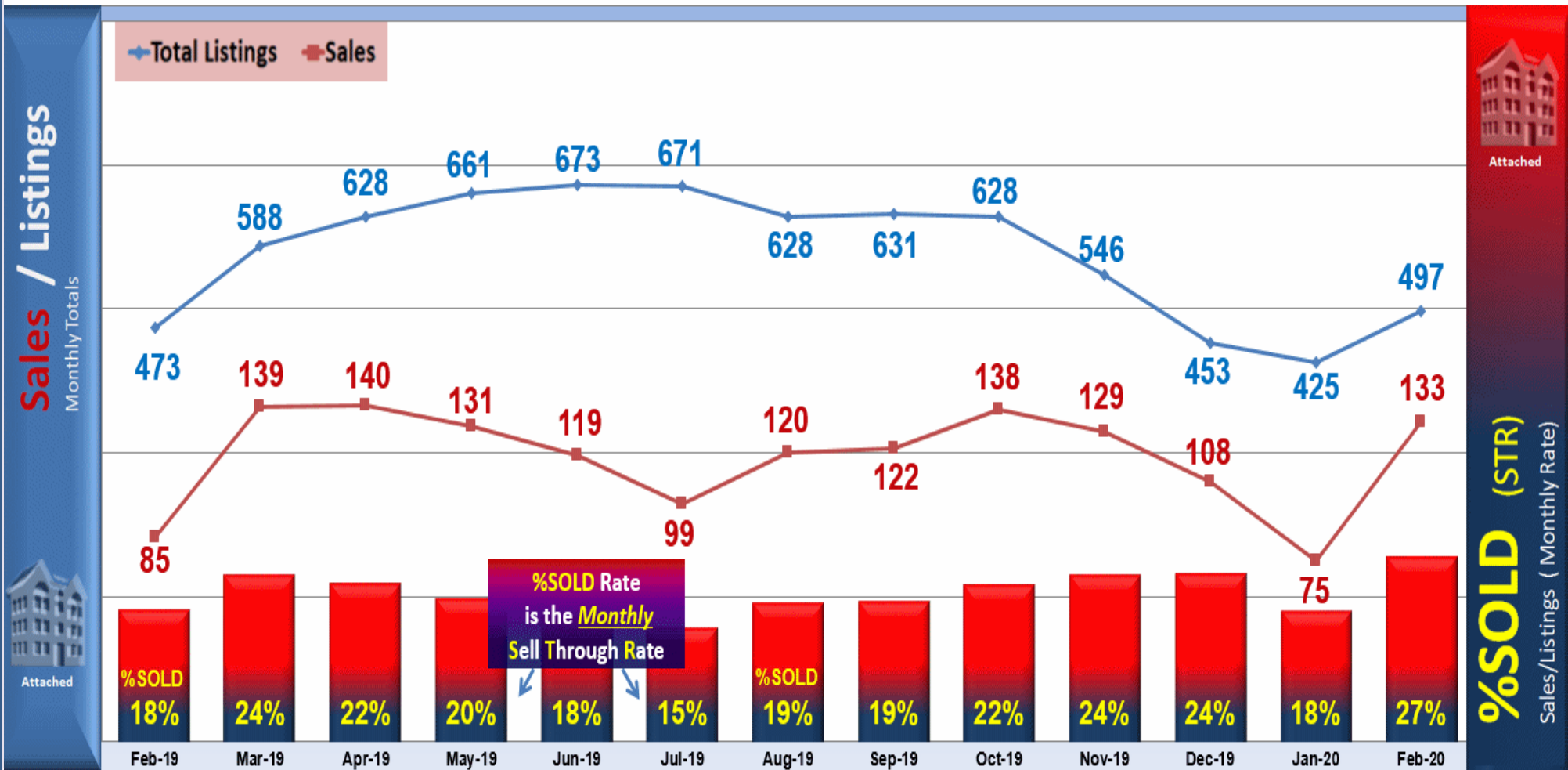


Ph: 778-549-9909

Market Analysis and Forecasting Mar 1/20 Langley, Cloverdale

Attached Langley, Cloverdale

Total Listings**, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Attached

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



Attached



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
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Vancouver Market Reports

Statistics, on the Web!

attached homes



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

Home Price Changes

(Home Price Index Paired sales from 2005)



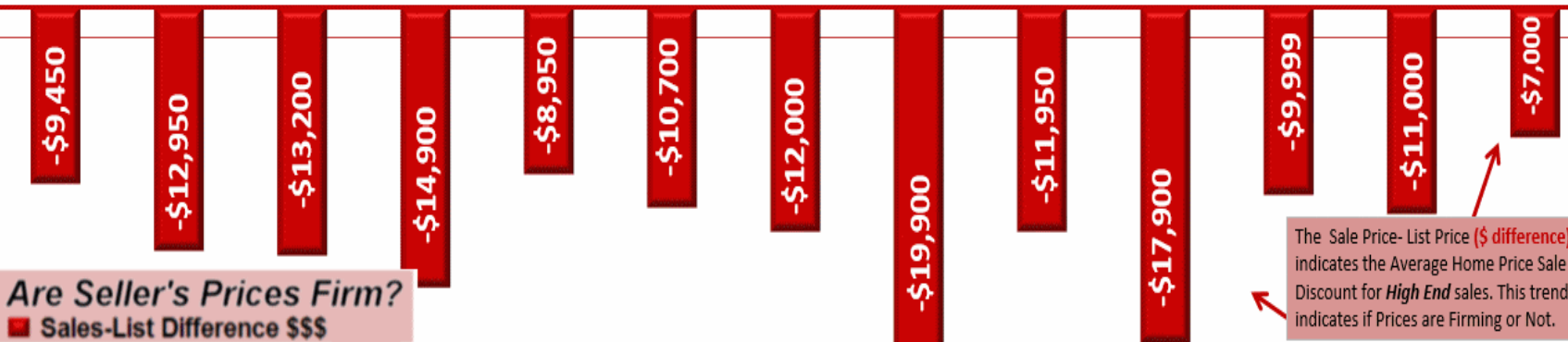
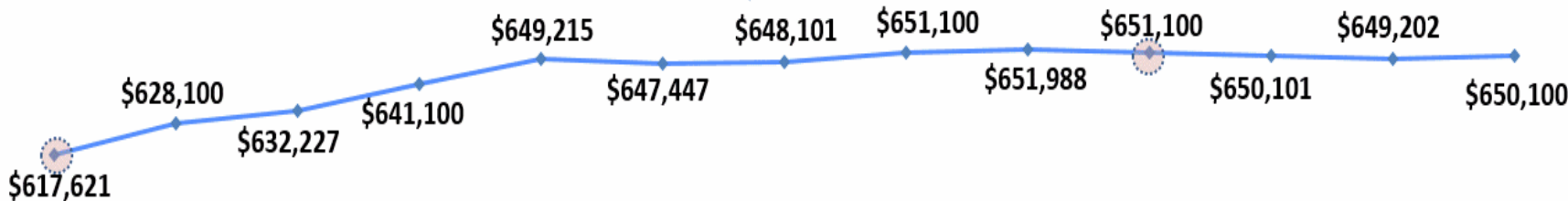
Townhouses

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

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

The Home Price Index HPIp is 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.)



Are Seller's Prices Firm?

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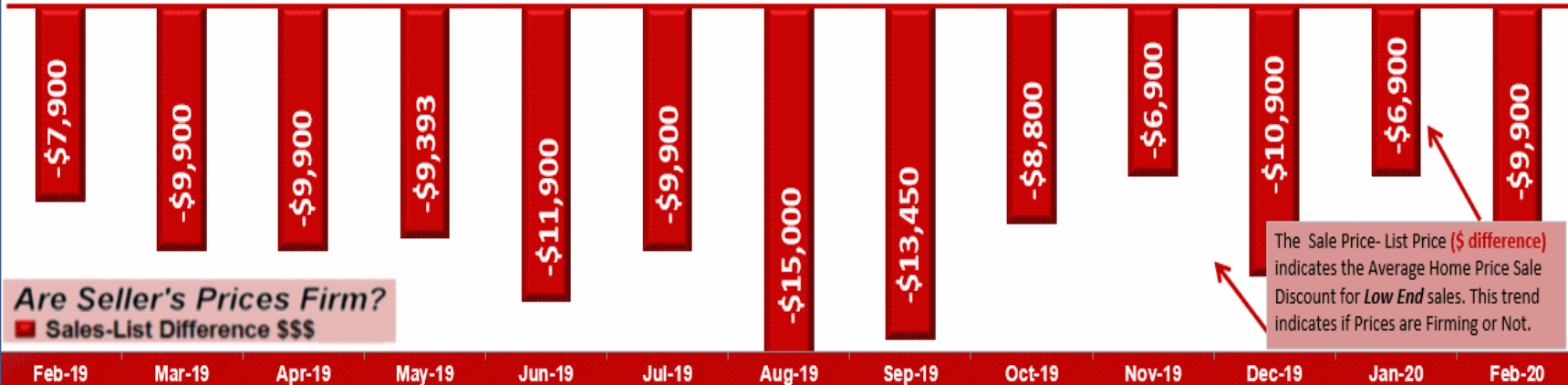
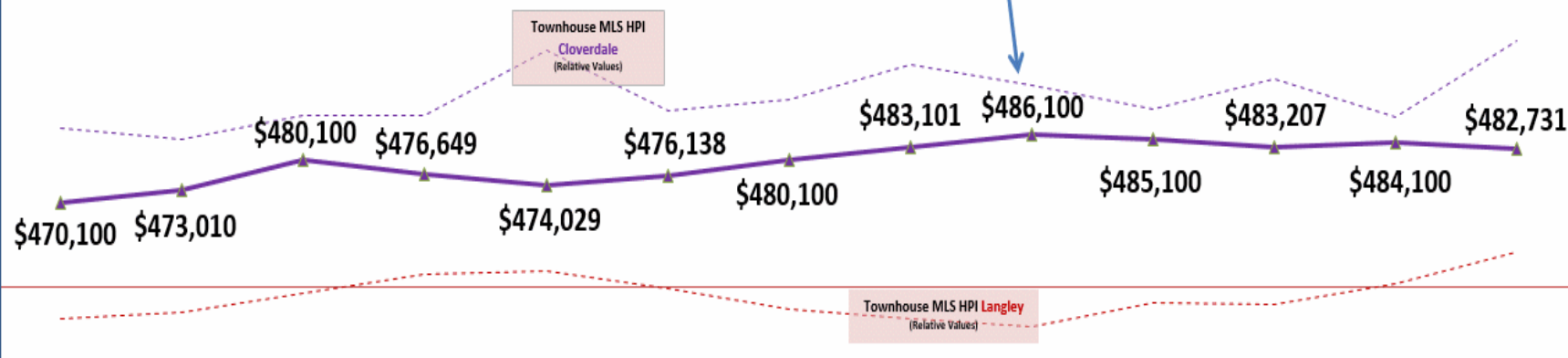
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Market Analysis and Forecasting

Mar 1/20

Langley, Cloverdale



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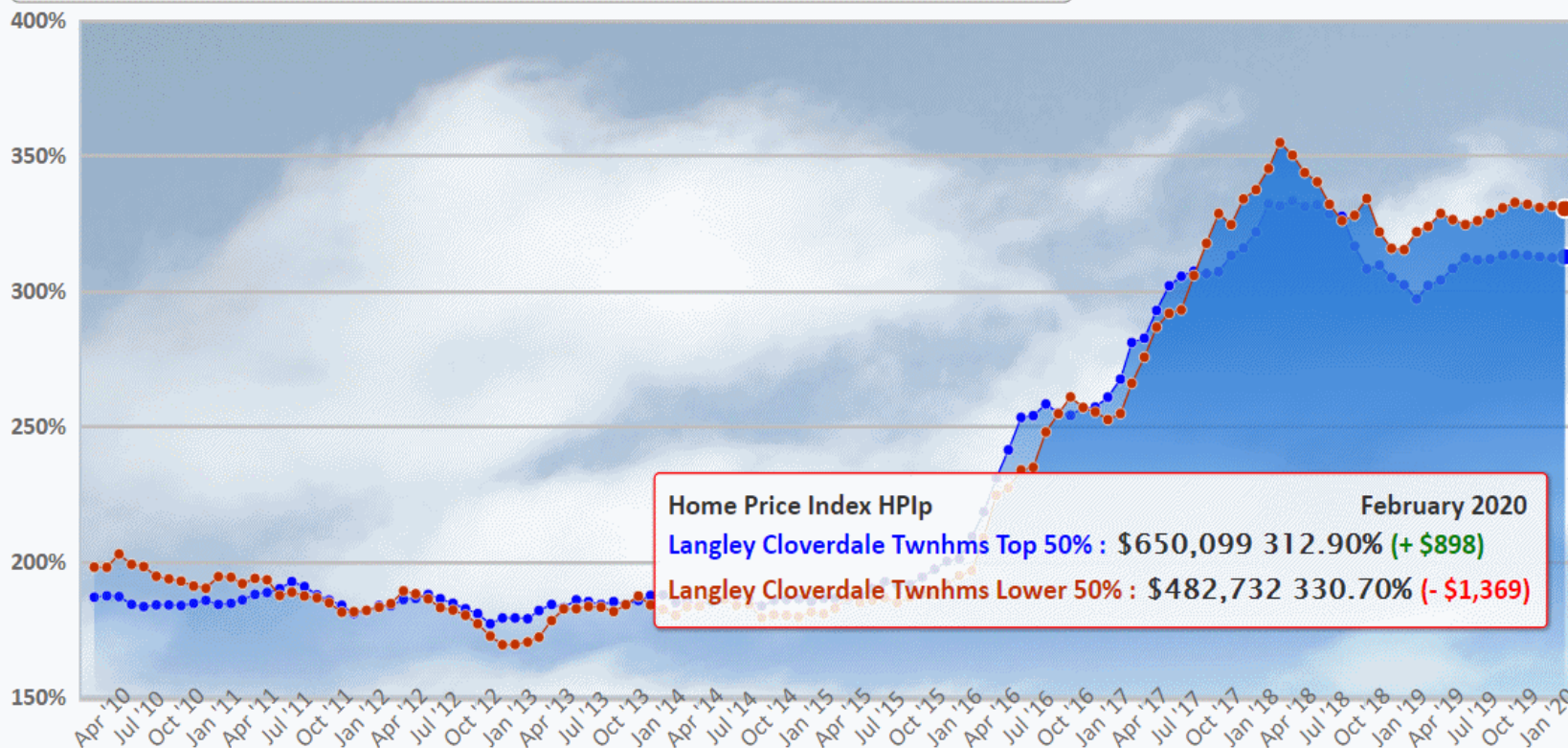


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Langley Cloverdale Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Langley Cloverdale Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Home Price Index HPIp
 February 2020
 Langley Cloverdale Twnhms Top 50% : \$650,099 312.90% (+ \$898)
 Langley Cloverdale Twnhms Lower 50% : \$482,732 330.70% (- \$1,369)

Monthly ▾ Home values

Date	Value
Feb 2020	% 312.90
Jan 2020	% 312.50
Dec 2019	% 312.90
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

<<< 123 >>>

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Condominiums



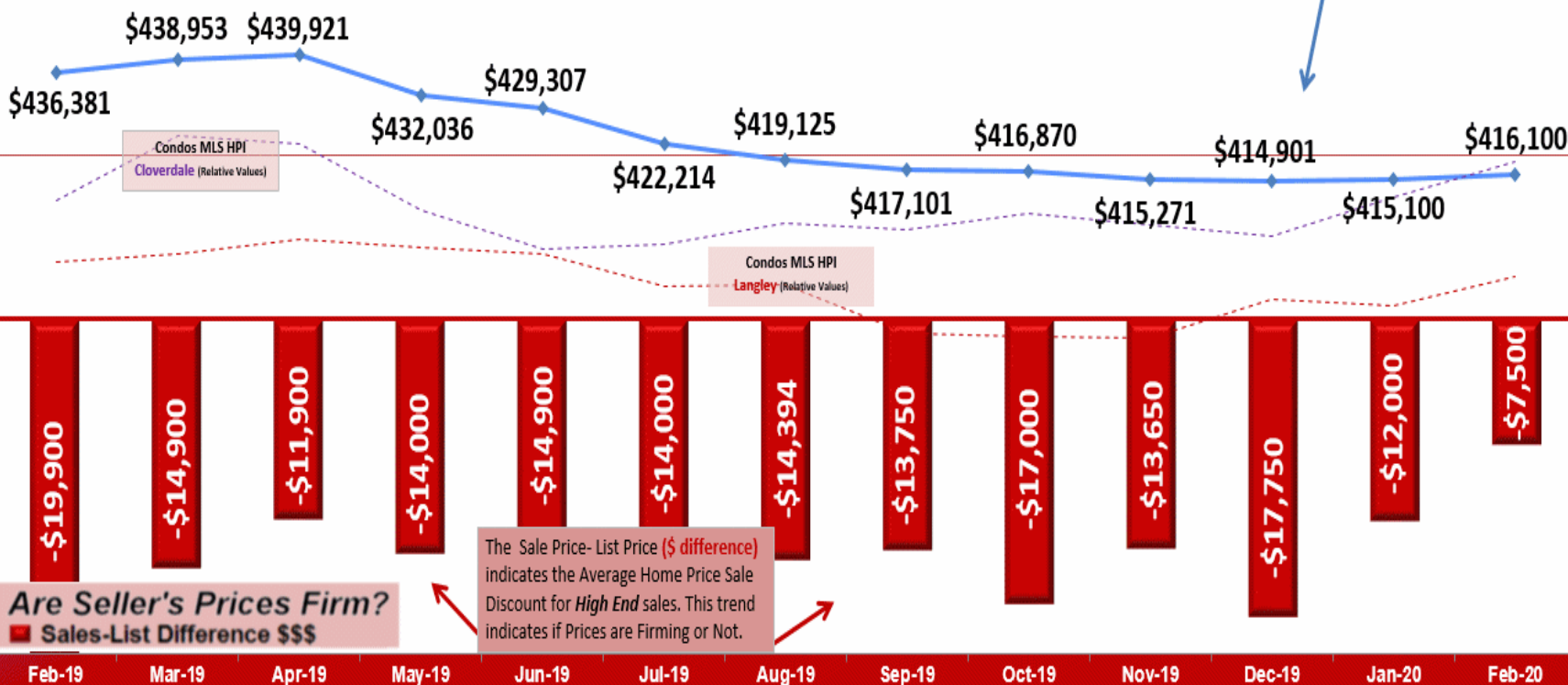
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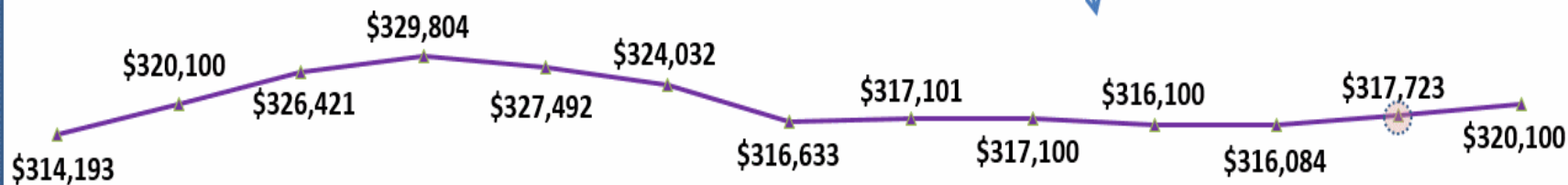
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Condominiums



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Market Analysis and Forecasting

Mar 1/20 Langley, Cloverdale



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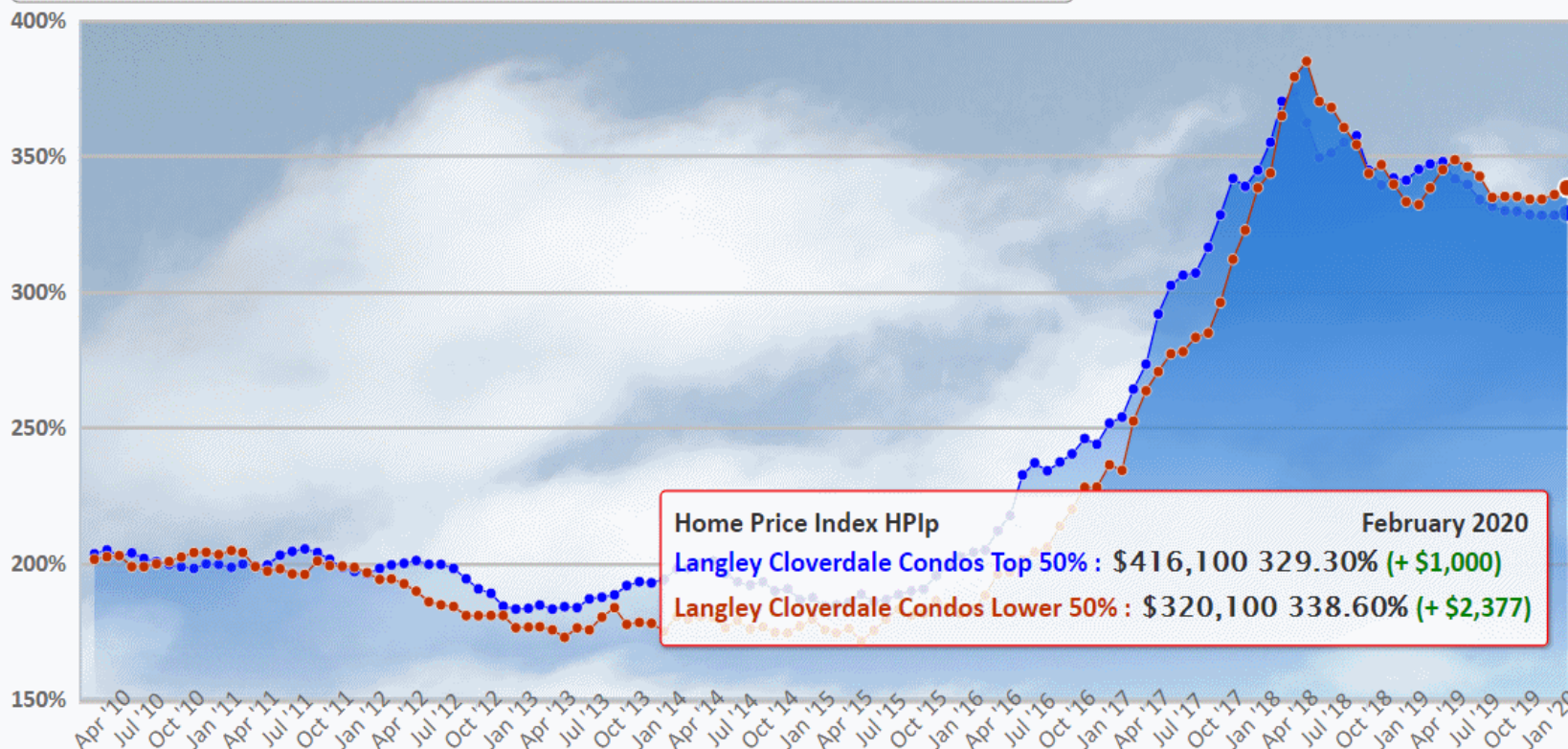


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Langley Cloverdale Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Langley Cloverdale Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Feb 2020	% 329.30
Jan 2020	% 328.50
Dec 2019	% 328.40
Nov 2019	% 328.70
Oct 2019	% 329.90
Sep 2019	% 330.10
Aug 2019	% 331.70
Jul 2019	% 334.20
Jun 2019	% 339.80
May 2019	% 341.90
Apr 2019	% 348.20
Mar 2019	% 347.40

<< 123 >>

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Market Analysis and Forecasting

Mar 1/20

Abbotsford



Abbotsford Sub areas Statistics - Feb 2020

Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differen	%SOLD
Poplar	14	4	11	103%	\$9,608	28.6%
Matsqui	0	0				0.0%
Sumas Mountain	0	0				0.0%
Abbotsford West	179	34	10	98%	-\$8,500	19.0%
Abbotsford East	54	12	5	99%	-\$3,500	22.2%
Aberdeen	5	2	10	98%	-\$12,150	40.0%
Sumas Prairie	0	0				0.0%
Central Abbotsford	202	27	14	98%	-\$9,900	13.4%
Total Activity	454	79	11	98%	-\$7,999	17%

Attached

Abbotsford List Price Range Statistics - Feb 2020

Home Price Range	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differen	%SOLD
\$0-\$250,000	60	9	9	98%	-\$4,900	15.0%
\$250,001-\$300,000	83	16	19	97%	-\$8,950	19.3%
\$300,001-\$375,000	70	13	18	97%	-\$9,997	18.6%
\$375,001-\$475,000	99	15	5	99%	-\$6,000	15.2%
\$475,001 and more	142	26	10	98%	-\$9,900	18.3%
Total Activity	454	79	11	98%	-\$7,999	17%

Attached

Mar 1 2020 Abbotsford Market Update Attached Townhomes/ Condos

Current: Abbotsford is a Seller Market with normal listing inventories, a **17 %SOLD** rate and a 98% Sell/List Ratio.

(This means that there is an average of a \$7,999 discount on a sale from the original list price)

Most Active Price Range: Attached homes between \$250,000-\$300,000 have **19.3 %SOLD** rate.

Least Active Price Range: Attached homes below \$250,000 have **15.0 %SOLD** rate.

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

HPIp (Top 50%) shows that prices increased \$3,949.

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

HPIp (Lower 50%) shows that prices decreased \$5,847.

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

HPIp (Top 50%) shows that prices decreased \$3,597.

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

HPIp (Lower 50%) shows that prices decreased \$16,400.

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

Forecast: Abbotsford Listing Inventories is 7% less than same month as last year.

February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months.

Currently, the Condo Market presents Seller Market conditions with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$1,428** on average. At the same time, 68% of the Townhouse Markets increased **\$831** on average (19 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 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.

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

Monthly Changes Summary

	Feb-19	Jan-20	Feb-20	3/1/2020	Change
Total Listings** (A,S,T,C,X)	489	386	454		68
Active Listings	385	261	271	340	69
Solds	62	62	79		17
Days on Market (DOM)	20	27	11		-16
%SOLD (Sales/ Listings /mthly rate)	12.7%	16.1%	17.4%		1.3%
Condos (Top 50%) Home Price Index HP	\$348,100	\$352,484	\$352,049		-\$434
Condos (Lower 50%) Home Price Index H	\$254,901	\$249,706	\$249,054		-\$653
Twnhs (Top 50%) Home Price Index HPI	\$558,100	\$554,998	\$554,503		-\$496
Twnhs (Lower 50%) Home Price Index HF	\$388,709	\$372,503	\$372,308		-\$194

Biography: Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.



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Market Analysis and Forecasting

Mar 1/20

Abbotsford

Attached Townhomes/ Condos

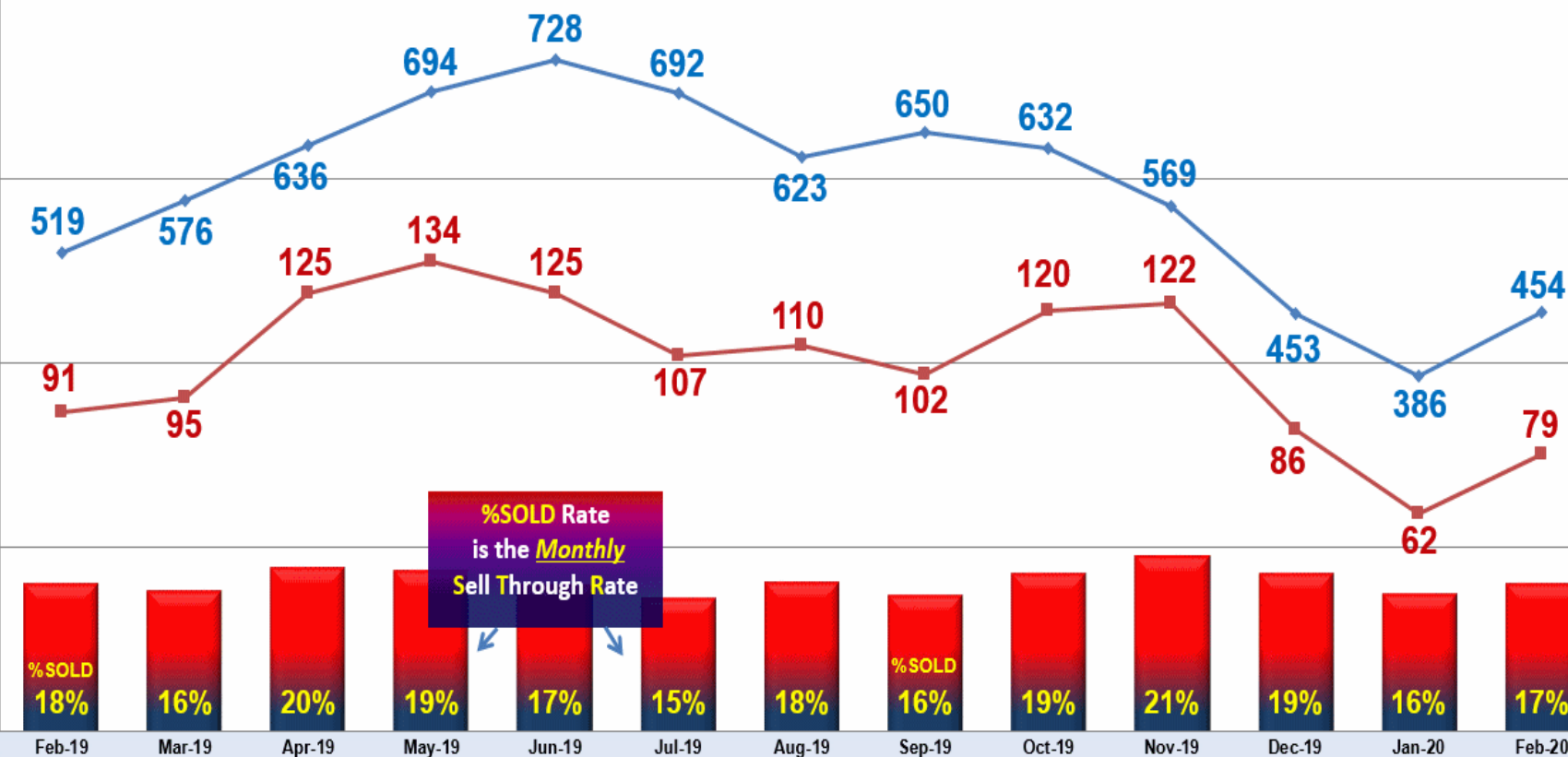
Abbotsford

Total Listings, Sales, and %SOLD rates

Sales / Listings

Monthly Totals

◆ Total Listings ■ Sales



%SOLD Rate is the Monthly Sell Through Rate



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)



Attached

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Home Price Changes

(Home Price Index Paired sales from 2005)



Townhouses

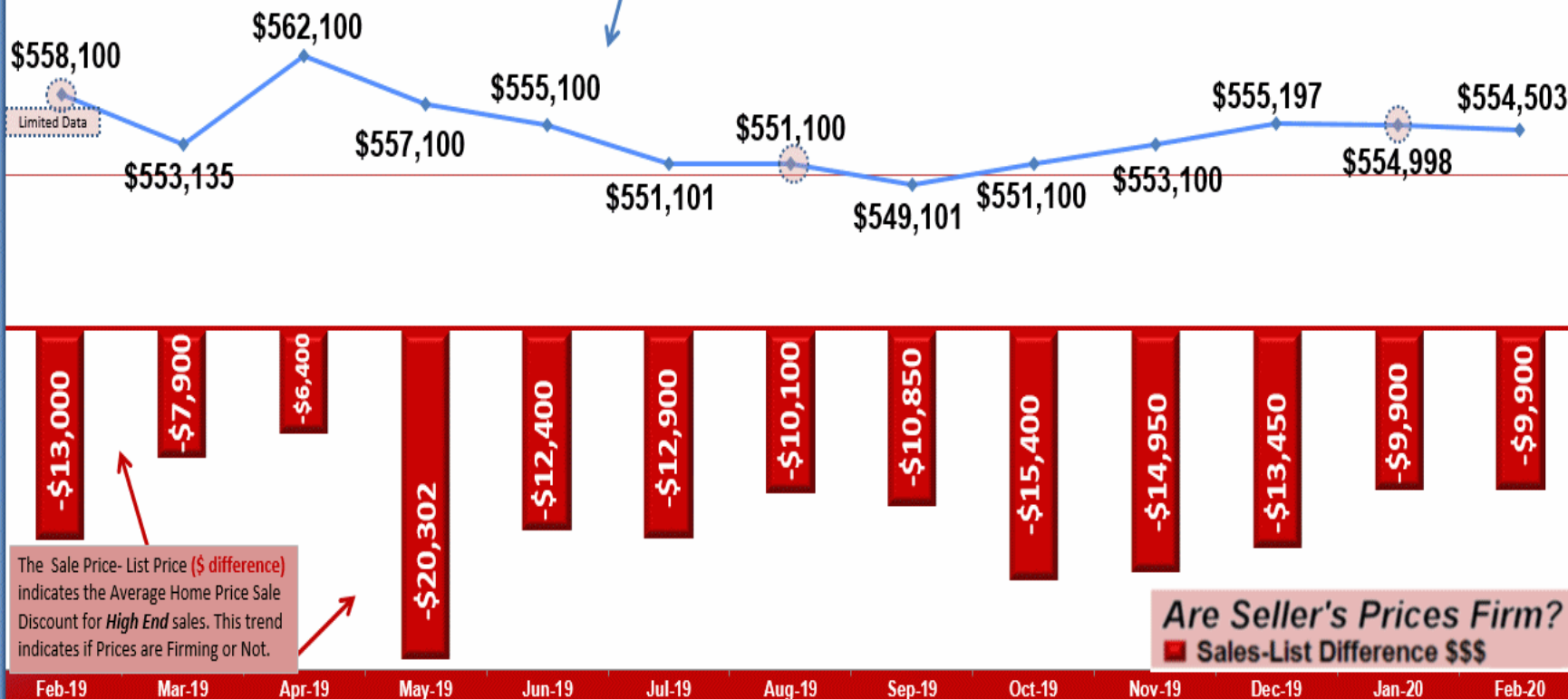
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Mar 1/20

Abbotsford

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Abbotsford

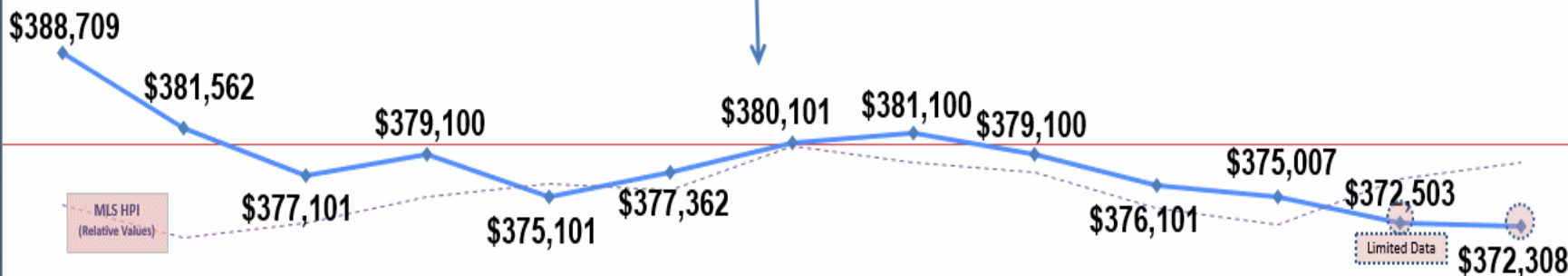
Townhouse

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

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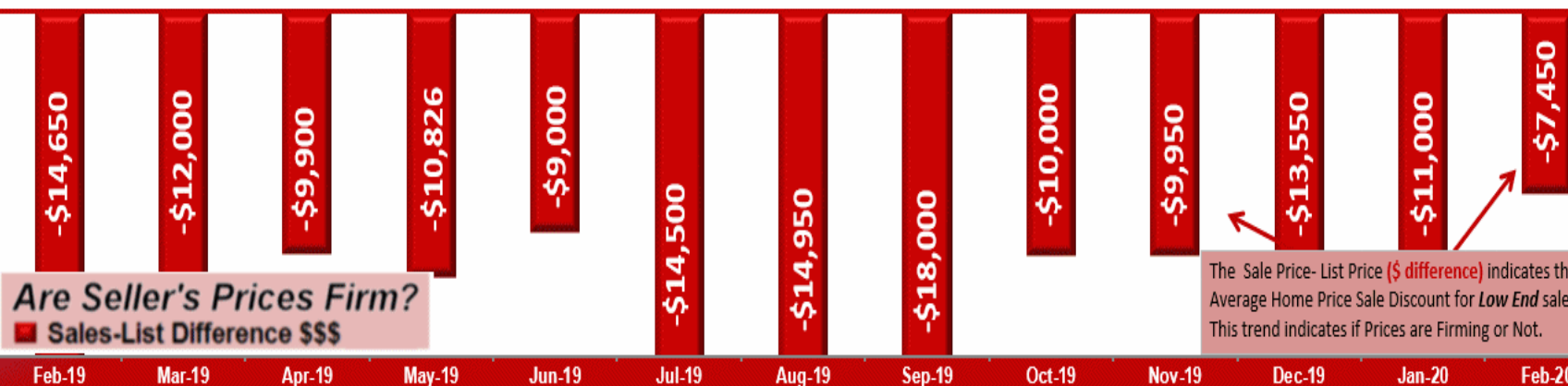


Home Price Changes

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Townhouses



Are Seller's Prices Firm?

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Townhouses

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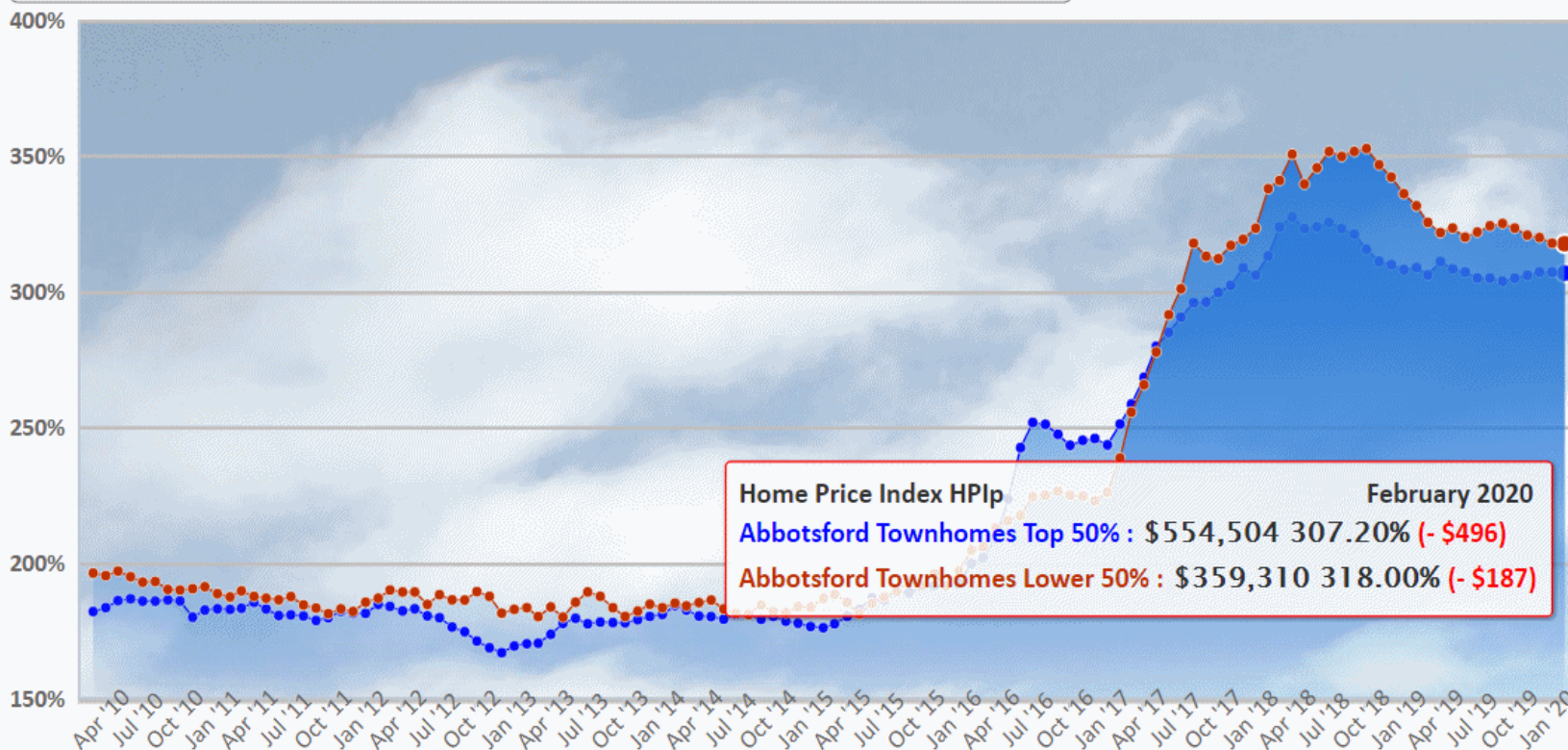
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Abbotsford

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Monthly Home values

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Jan 2020	% 307.50
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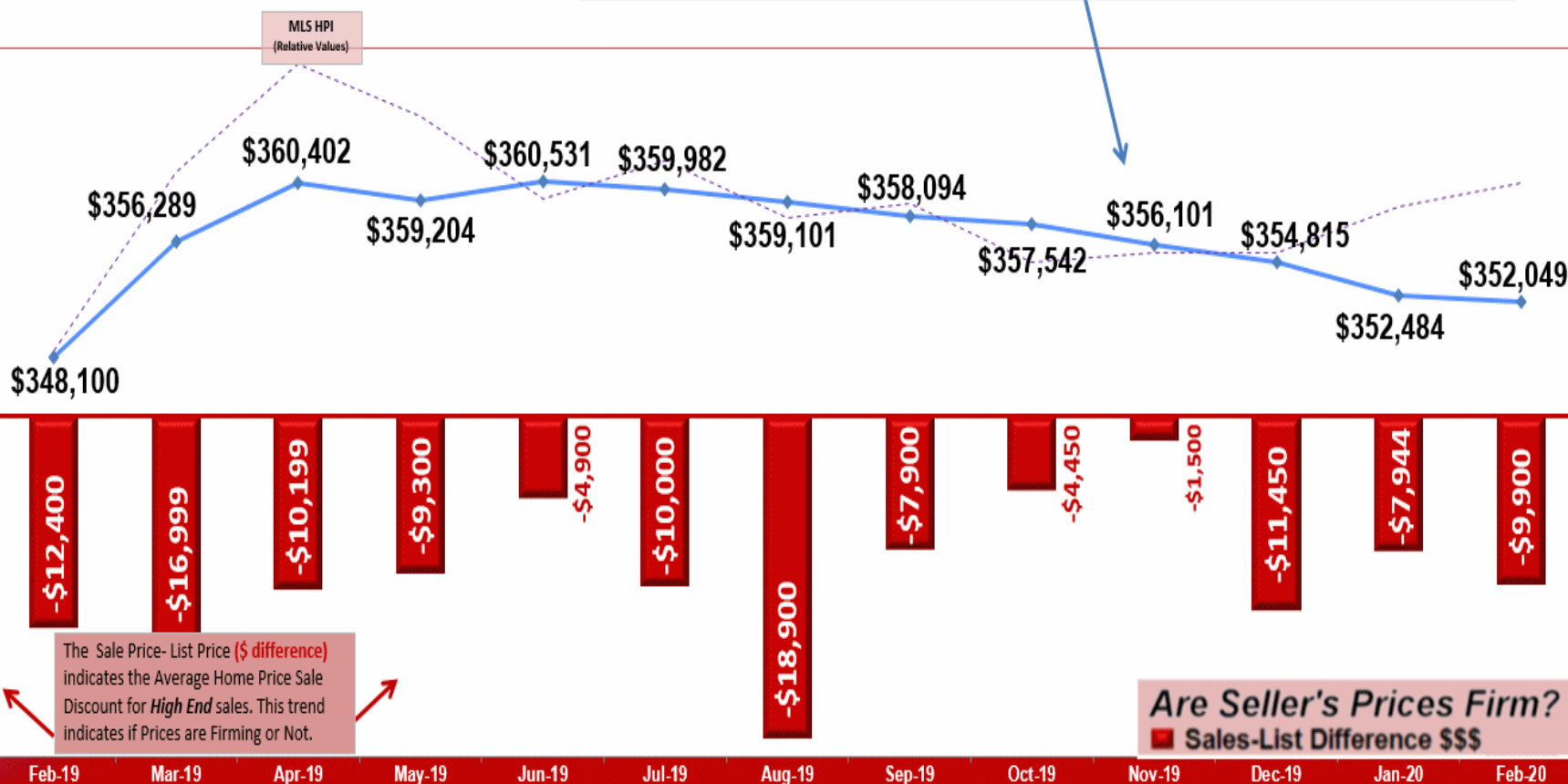
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Sales-List Difference \$\$\$



Condominiums

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



Condominiums



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Mar 1/20

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Condominiums



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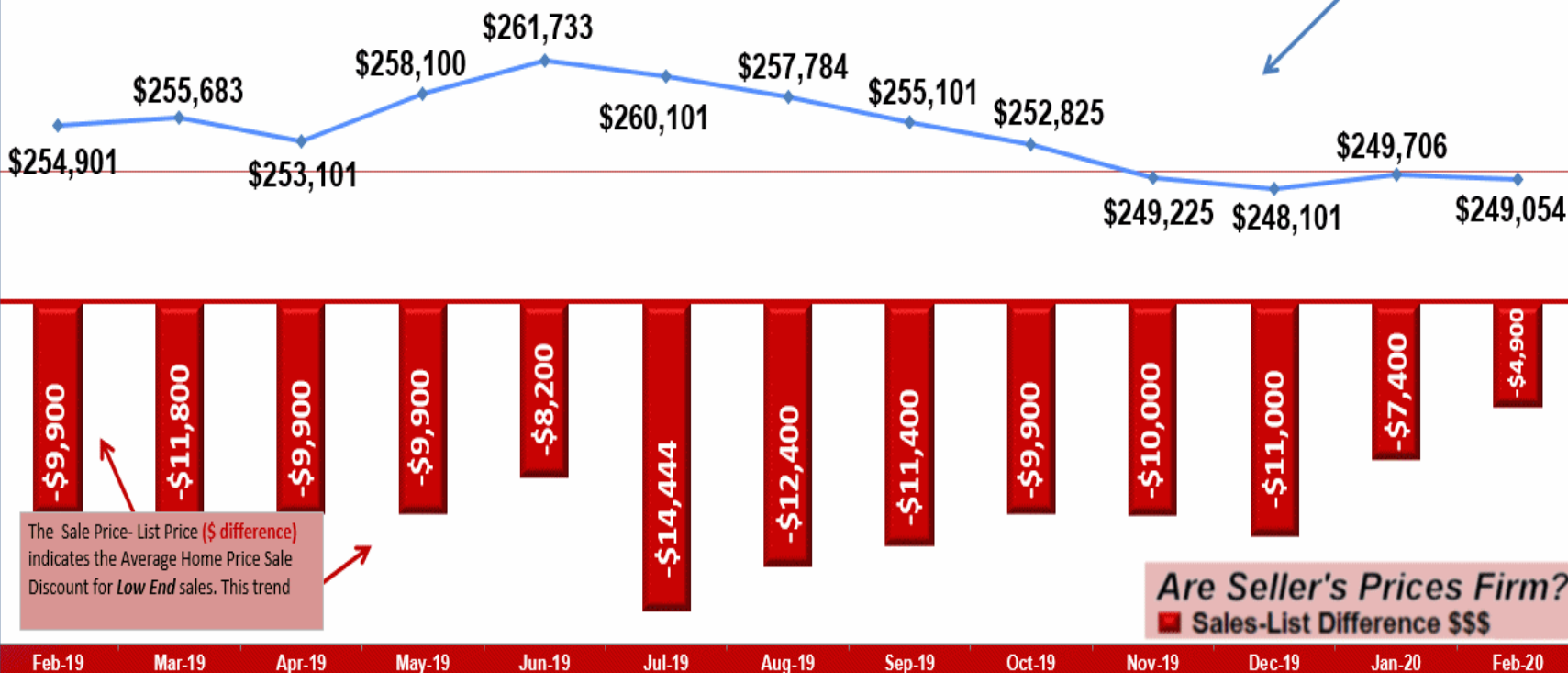
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The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for **Low End** sales. This trend

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

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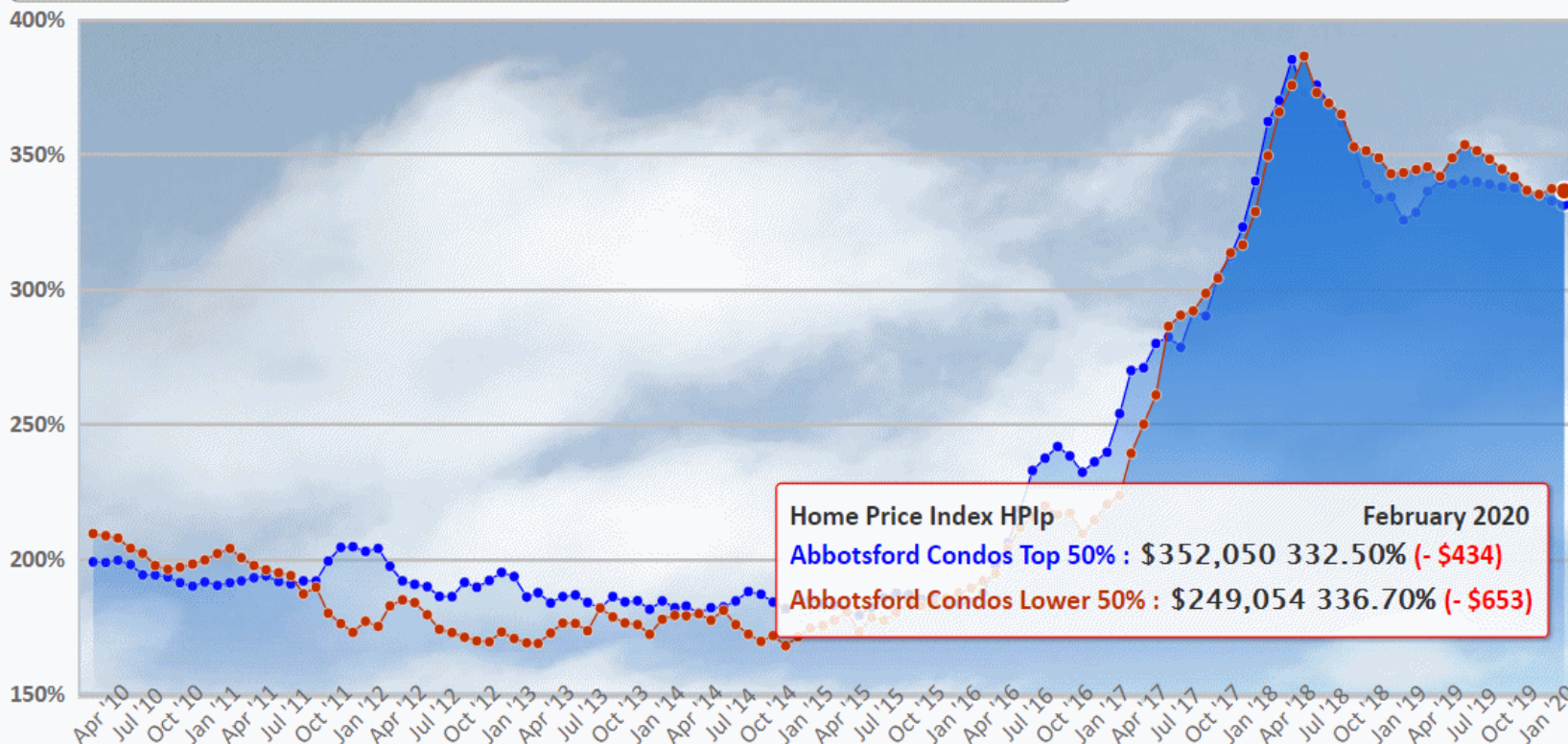
Abbotsford

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



Highcharts.com

Monthly Home values

Date	Value
Feb 2020	% 332.50
Jan 2020	% 332.90
Dec 2019	% 335.10
Nov 2019	% 336.30
Oct 2019	% 337.70
Sep 2019	% 338.20
Aug 2019	% 339.10
Jul 2019	% 340.00
Jun 2019	% 340.50
May 2019	% 339.20
Apr 2019	% 340.40
Mar 2019	% 336.50

<<< 1 2 3 >>>

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Chilliwack

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Chilliwack (+ Sardis) Sub areas Statistics - Feb 2020						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Chilliwack W Yale-Well	86	13	29	97%	-\$11,900	15.1%
Chilliwack E Young-Yale	50	11	25	98%	-\$8,000	22.0%
Chilliwack N Yale-Well	24	3	92	98%	-\$4,900	12.5%
Chilliwack Yale Rd West	0	0				0.0%
Chilliwack Mountain	16	1	2	100%	\$0	6.3%
Fairfield Island	1	0				0.0%
Eastern Hillside	5	1	4	105%	\$33,500	20.0%
Sardist W Vedder Rd	32	11	14	97%	-\$9,900	0.0%
Sardist E Vedder Rd	12	4	12	99%	-\$2,950	33.3%
Vedder S Watson	86	13	23	99%	-\$7,500	15.1%
Promontory	35	8	16	98%	-\$8,450	22.9%
Chilliwack River Valley	0	0				0.0%
Total Activity	347	65	21	98%	-\$8,400	19%

Chilliwack (+ Sardis) List Price Ranges Statistics - Feb 2020						
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$250,000	73	9	15	97%	-\$5,400	12.3%
\$250,001-\$300,000	38	8	37	98%	-\$6,400	21.1%
\$300,001-\$400,000	77	18	27	97%	-\$9,450	23.4%
\$400,001-\$500,000	86	22	18	98%	-\$8,000	25.6%
\$500,001-\$550,000	16	3	14	97%	-\$13,000	18.8%
\$550,001 and more	57	5	12	99%	-\$9,900	8.8%
Total Activity	347	65	21	98%	-\$8,400	19%

Monthly Changes Summary	Feb-19	Jan-20	Feb-20	3/1/2020	Change
Total Listings** (A,S,T,C,X)	377	322	347		25
Active Listings (1st of the month)	261	203	221	263	42
Solds	51	63	65		2
Days on Market (DOM)	28	48	21		-27
%SOLD (Sales/Listings/mnthly rate)	14%	20%	19%		-1%
Condos (Top 50%) Home Price Index HPIp	\$324,551	\$335,939	\$336,163		\$223
Condos (Lower 50%) Home Price Index HPIp	\$247,101	\$241,427	\$240,860		-\$567
Twnhs (Top 50%) Home Price Index HPIp	\$471,339	\$475,488	\$476,185		\$697
Twnhs (Lower 50%) Home Price Index HPIp	\$344,557	\$334,268	\$336,135		\$1,867

Mar 1 2020 Chilliwack(+Sardis) Market Update Attached Townhomes/ Condos
Current: Chilliwack (+Sardis) is in a Seller Market with average listing inventories, a **19 %SOLD** rate and a 98% Sell/List Ratio.
 (This means that there is an average of a \$8,400 discount on a sale from the original list price)
Most Active Price Range: Attached homes between \$400,000-\$500,000 have **25.6 %SOLD** rate.
Least Active Price Range: Attached homes above \$550,000 have **8.8 %SOLD** rate.

History: The Chilliwack's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$11,612.
 The Chilliwack's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$6,241.
 The Chilliwack's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$4,846.
 The Chilliwack's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$8,422.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The total Listing Inventories are 8% less than the same month in year. The Chilliwack Attached Real Estate Market is continuing to be a Seller market for the next month.
 February's Real Estate Statistics shows 94% of Fraser Valley's Detached Markets increased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$4,302 monthly price increase, this is our most substantive recovery since the Peak in April 2018. The Vancouver Market just ended its 32 consecutive months of dropping home prices trend. The Coronavirus issue now moves us into uncharted territory. The pent-up buyer demand is still there! We are forecasting the Detached Home Prices to increase across both the Fraser Valley and the Vancouver Markets in the coming months.
 Currently, the Condo Market presents Seller Market conditions with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$1,428** on average. At the same time, 68% of the Townhouse Markets increased **\$831** on average (19 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.

Biography: Ron has been selling Real Estate since 1986. As a Master Medallion Member, Ron has been helping buyers and sellers meet their goals in everything from Commercial, Development, and Residential properties.

He is presently working with his wife Joyce of 38 years, who is also a licensed realtor. They will provide you with the service you deserve. Two Realtors for the "Price of One."

Joyce enjoys and works hard in helping people achieve their goals. After 8 years in the banking industry and working as a Financial Administrative Assistant at a college; she has now focused her interest on the Real Estate Industry by working with her husband.

Together with her husband Ron, a Master Medallion Club Member with over 20 years experience they can help you reach your investment or residential goals.

Analytical Methods: The Chilliwack 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 Townhouses markets into two parts with the **Chilliwack HPIp Top 50%** representing the higher end sales and the **Chilliwack HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of 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

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Vancouver Market Reports

Statistics, on the Web!

attached homes



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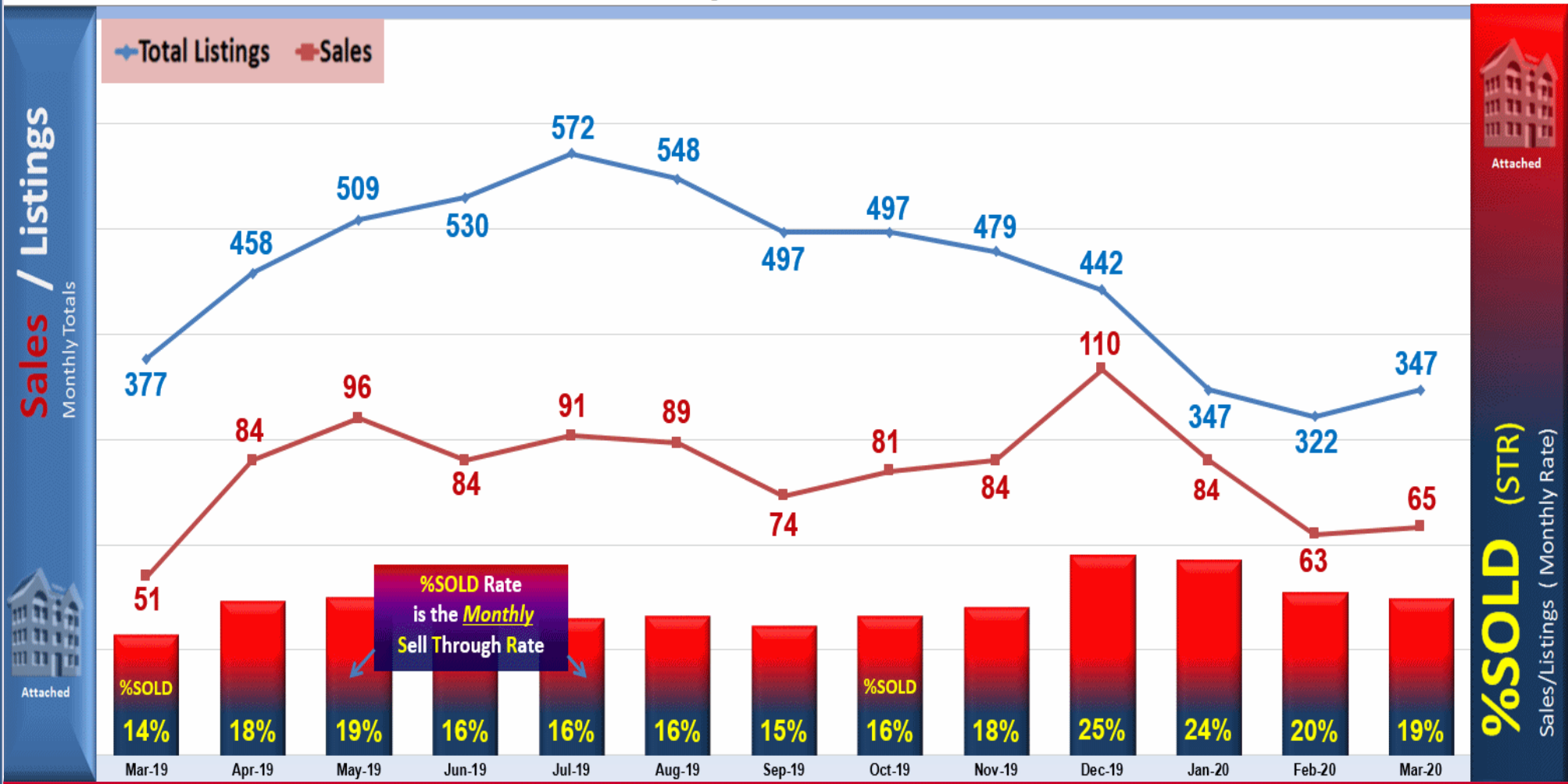
Market Analysis and Forecasting

Mar 1/20

Chilliwack

Attached Townhomes/ Condos Chilliwack (+ Sardis)

Total Listings*, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



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

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Market Analysis and Forecasting

Mar 1/20

Chilliwack

Attached

Chilliwack

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

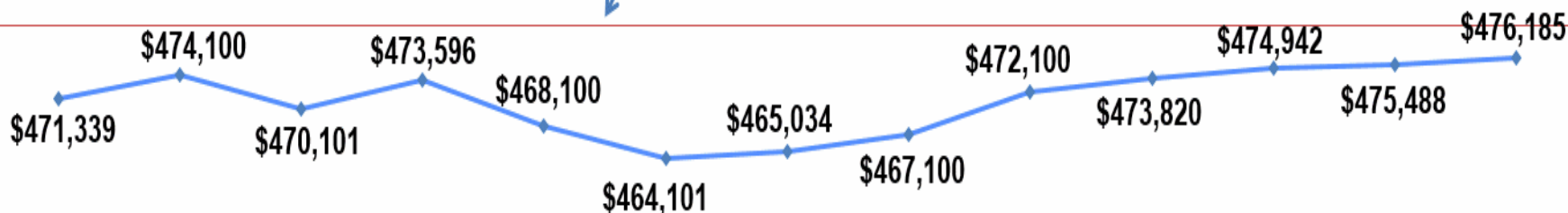
(Home Price Index Paired sales from 2005)

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.



Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



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Market Analysis and Forecasting

Mar 1/20

Chilliwack

Attached

Chilliwack

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



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 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?

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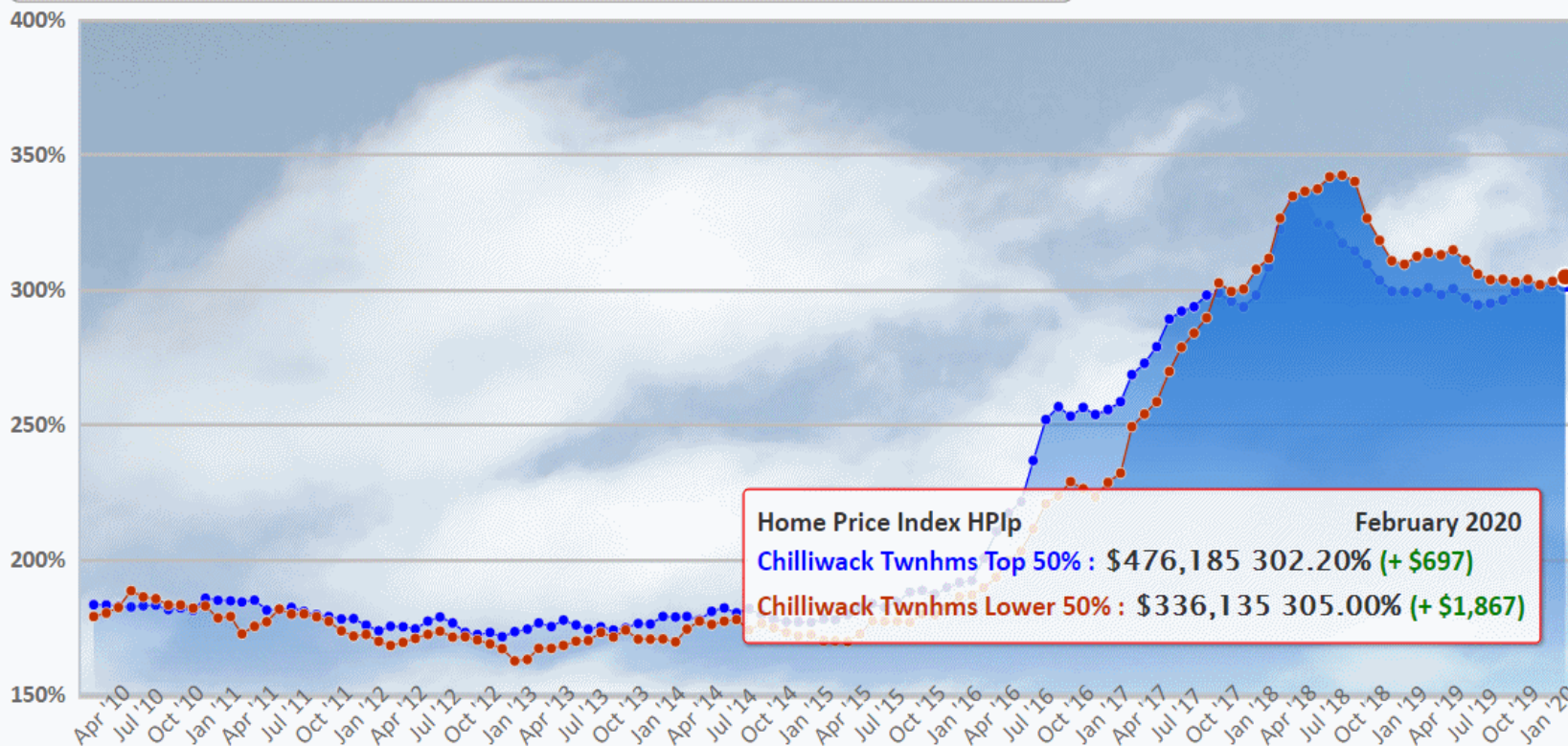
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Chilliwack

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Chilliwack Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Chilliwack Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Home Price Index HPIp
 February 2020
 Chilliwack Twnhms Top 50% : \$476,185 302.20% (+ \$697)
 Chilliwack Twnhms Lower 50% : \$336,135 305.00% (+ \$1,867)

Monthly Home values

Date	Value
Feb 2020	% 302.20
Jan 2020	% 301.80
Dec 2019	% 301.40
Nov 2019	% 300.70
Oct 2019	% 299.60
Sep 2019	% 296.40
Aug 2019	% 295.10
Jul 2019	% 294.50
Jun 2019	% 297.10
May 2019	% 300.60
Apr 2019	% 298.30
Mar 2019	% 300.90

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Highcharts.com



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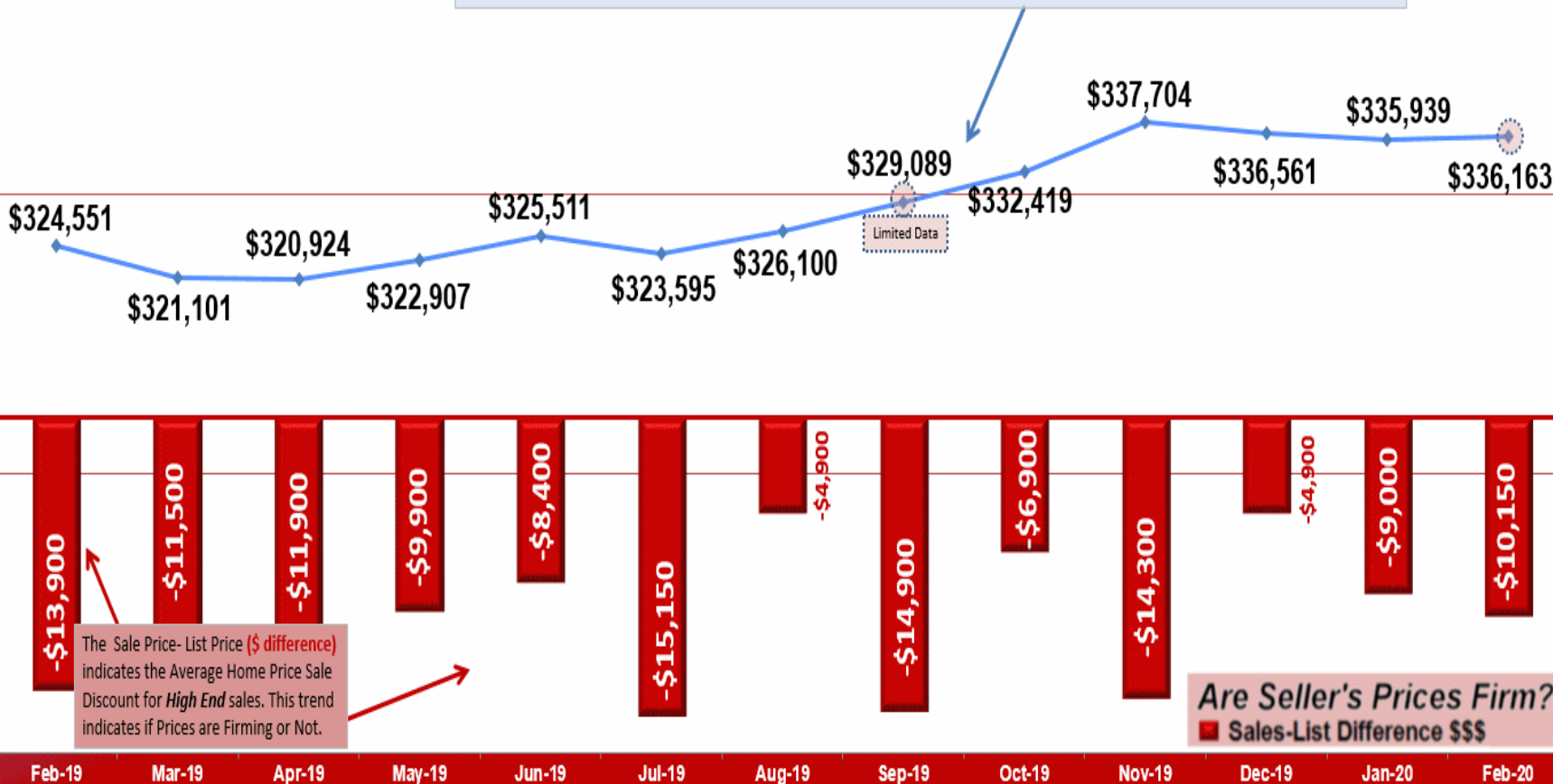
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Chilliwack

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)

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)



Condominiums

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

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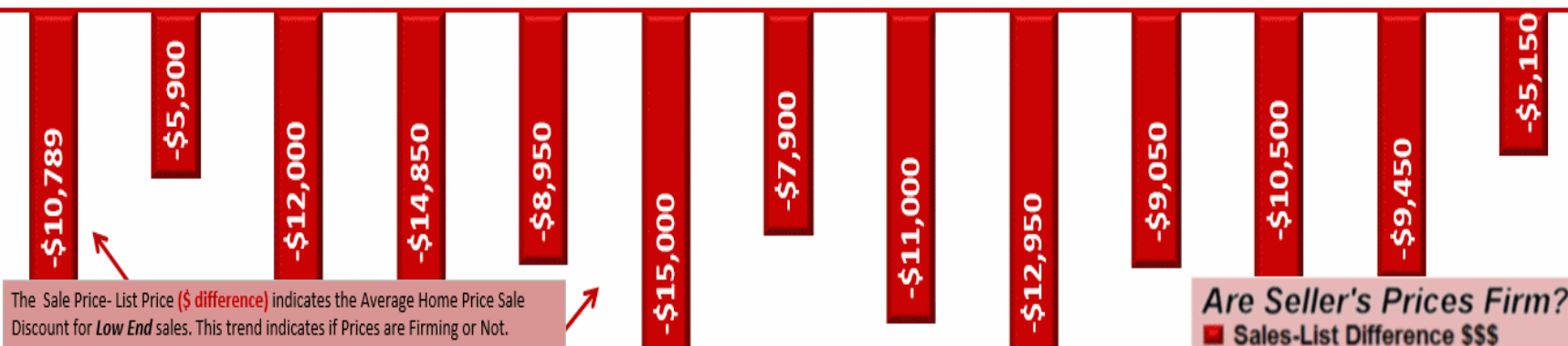
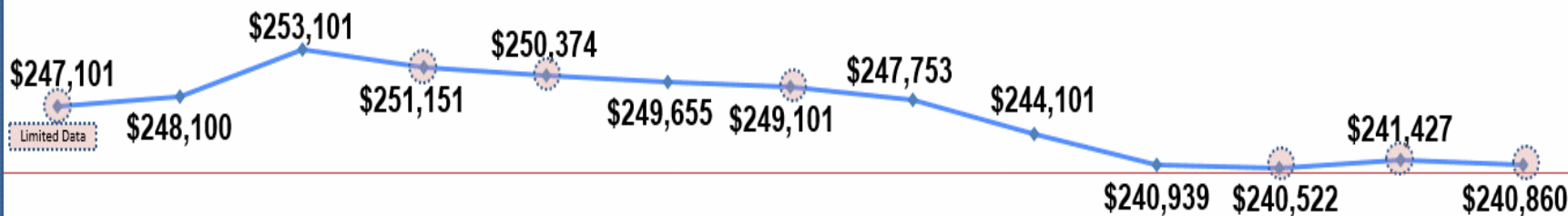
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Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

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

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



Condominiums

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



Condominiums



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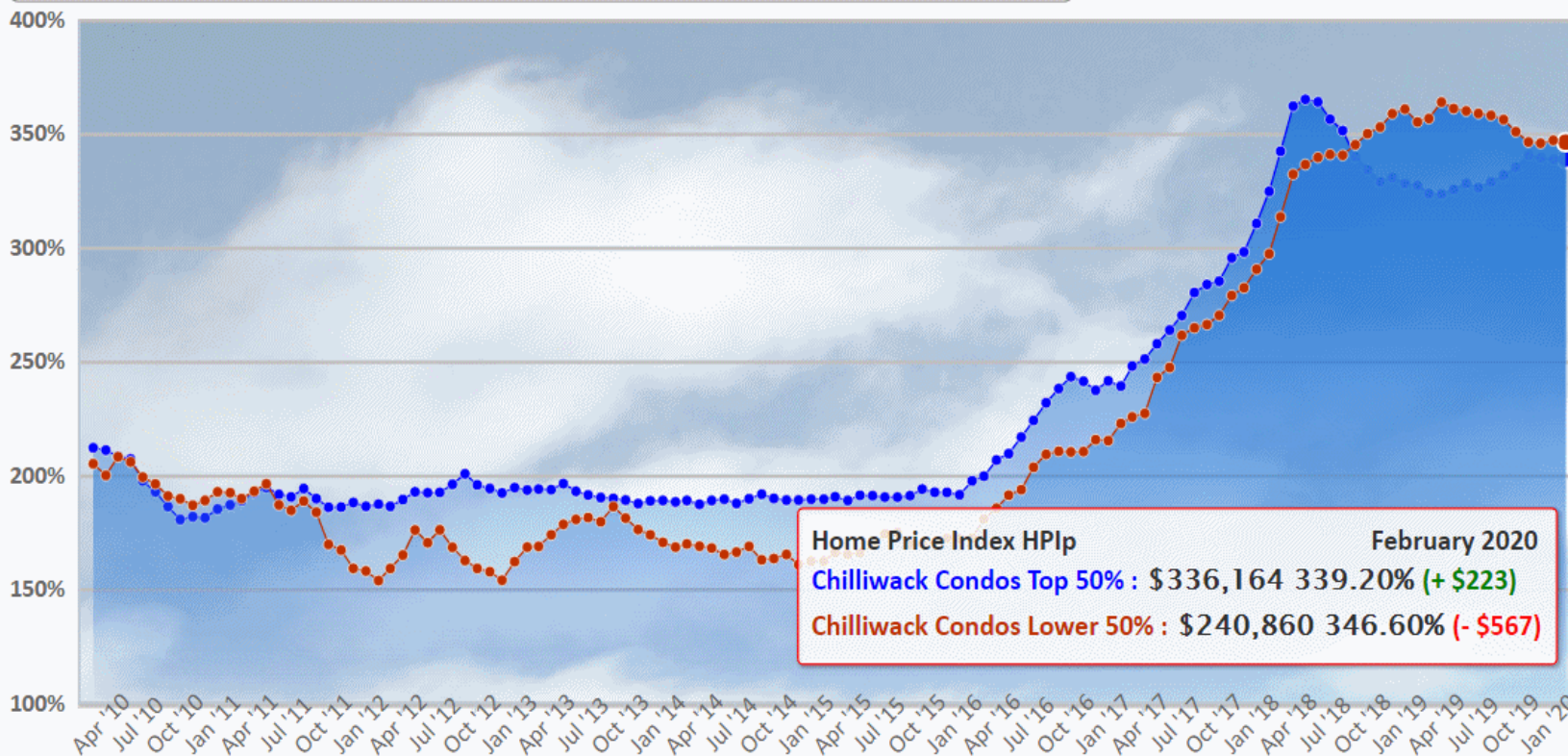
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Chilliwack Condos Top 50% : **HPIp** Forecast+ Forecast-
 Chilliwack Condos Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
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Sep 2019	% 332.10
Aug 2019	% 329.10
Jul 2019	% 326.50
Jun 2019	% 328.50
May 2019	% 325.80
Apr 2019	% 323.80
Mar 2019	% 324.00

<<< 1 2 3 >>>

Highcharts.com



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Market Analysis and Forecasting

Market Analysis and Forecasting

Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

