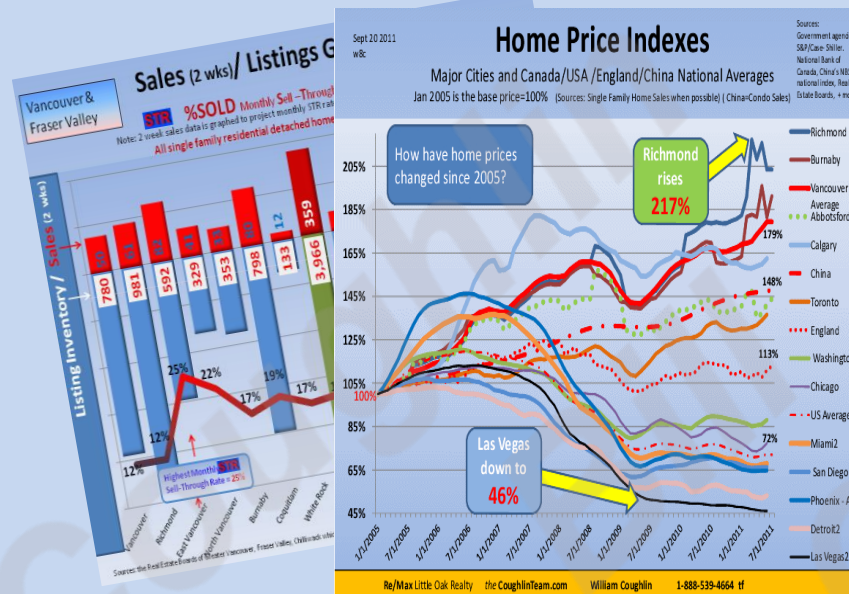


Market Analysis and Forecasting

Market Analysis and Forecasting

Market Reports



Advanced Marketing Tools



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

produced by: **Bill Coughlin**



Vancouver Market Reports

Statistics, on the Web!



Bill Coughlin
778-374-3744

Market Analysis and Forecasting Apr 1/24 Vancouver Downtown

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

溫哥華市中心房地產價格變動 / 溫哥華市中心房地產價格變動

Housing Types: Year-To-Date Dec 2022 – Dec 2023 (Quarters)

房屋类型: 今年迄今为止 (每季) 由2022 十二月至2023 十二月

Powered by: Vancouver Market Reports HPI[®]

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

\$2,085

(\$4,013)

0.3%

-0.2%

■ **% YTD Price Change (1 Year)** 今年迄今为止价格变动 (1年)

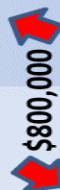
High End Condos

高档独立屋



Low End Condos

低端独立屋



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

年終住房價格變動
年終住房價格變動

YTD Home Price Changes \$\$

年終住房價格變動
年終住房價格變動

YTD Home Price Changes %

*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.

produced by: **Bill Coughlin**



Vancouver Market Reports

attached homes

Statistics, on the Web!



Bill Coughlin
778-374-3744

Market Analysis and Forecasting Apr 1/24 Vancouver Downtown

Vancouver Downtown Sub areas Statistics - Mar 2024 - Attached						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Coal Harbour	183	20	42	96%	-\$58,144	11%
Downtown VW	550	79	19	98%	-\$15,000	14%
West End VW	255	46	10	98%	-\$14,500	18%
Yaletown	297	34	20	98%	-\$18,950	11%
Total Activity	1285	179	17	98%	-\$17,300	14%

Vancouver Downtown List Price Ranges Statistics - Mar 2024 Attached						
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$500,000	125	32	11	98%	-\$9,900	25.6%
\$500,001-\$575,000	115	28	15	98%	-\$14,100	24.3%
\$575,001-\$650,000	157	23	16	98%	-\$14,500	14.6%
\$650,001-\$750,000	140	29	19	98%	-\$19,800	20.7%
\$750,001-\$850,000	120	16	28	98%	-\$15,000	13.3%
\$850,001-\$980,000	111	15	14	97%	-\$31,000	13.5%
\$980,001-\$1,175,000	120	12	30	96%	-\$48,500	10.0%
\$1,175,001-\$1,400,000	97	5	47	96%	-\$61,387	5.2%
\$1,400,001-\$1,800,000	119	11	20	93%	-\$150,000	9.2%
\$1,800,001-\$2,750,000	115	6	31	93%	-\$271,000	5.2%
\$2,750,001 and more	66	2	24	92%	-\$356,000	3.0%
Total Activity	1285	179	17	98%	-\$17,300	14%

Apr 1 2024 Vancouver Downtown Market Update (attached)

Current: Vancouver Downtown's Residential Attached housing market is a Stable market with **14 %SOLD** rate and a 98% Sell/List Ratio.
(This means 9 homes out of 100 sold with an average of \$17,300 discount on a sale from original list price)
Most Active Price Range: Homes below \$500,000 have **25.6 %SOLD** rate.
Least Active Price Range: Homes above \$2.75 mill. have **3.0 %SOLD** rate.

History: The Vancouver Downtown Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$74,885.
The Vancouver Downtown Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$5,400.

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

Forecast: Current listing inventories are 18% more than same month last year meaning that we are seeing a reduced listings supply. We project Vancouver The average monthly cost for single-family detached homes has risen by **\$18,256**, marking a slight decrease from February's average price of **\$20,376**. Despite the difficulties caused by higher borrowing costs, rising prices, and the limited availability of listings, we predict that the real estate market will favor sellers for the next six weeks.

Monthly Changes Summary	Mar-23	Feb-24	Mar-24	4/1/2024	Change
Total Listings** (A,S,T,C,X)	1090	1155	1285		130
Active Listings (1st of the month)	721	761	888	965	77
Solds	151	125	179		54
DOM	14	18	17		-1
%SOLD (Sales/Listings (mthly rate))	14%	11%	14%		3.1%
Condos (Top 50%) Home Price Index HPIp	\$1,648,100	\$1,557,100	\$1,573,215		\$16,115
Condos (Lower 50%) Home Price Index HPIp	\$659,294	\$658,494	\$664,694		\$6,200

In Vancouver's condo market, 67% of condos have experienced an average price decrease of **\$8,951**. Conversely, the average price of townhouses has climbed to **\$10,973**, we are forecasting a continued Sellers Market.

For the most accurate and up-to-date market trends, join us every Saturday at noon on VancouverMarketReports.com, where we analyze the winners and losers in each Lower Mainland city. For a comprehensive market value update, including forecasts and a thorough analysis of your neighborhood and local market area, please don't hesitate to contact Bill Coughlin and the Coughlin Team at 778-374-3744.

Analytical Methods: The Vancouver Downtown 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 Vancouver Downtown market into two parts with the **Vancouver Downtown HPIp Top 50%** representing the higher end sales and the **Vancouver Downtown 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.
VancouverMarketReports.com



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

produced by: **Bill Coughlin**



Vancouver Market Reports

Statistics, on the Web!

attached homes



Bill Coughlin
778-374-3744

Market Analysis and Forecasting Apr 1/24 Vancouver Downtown

Attached Vancouver Downtown Condos 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)



Condominiums



Condominiums



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

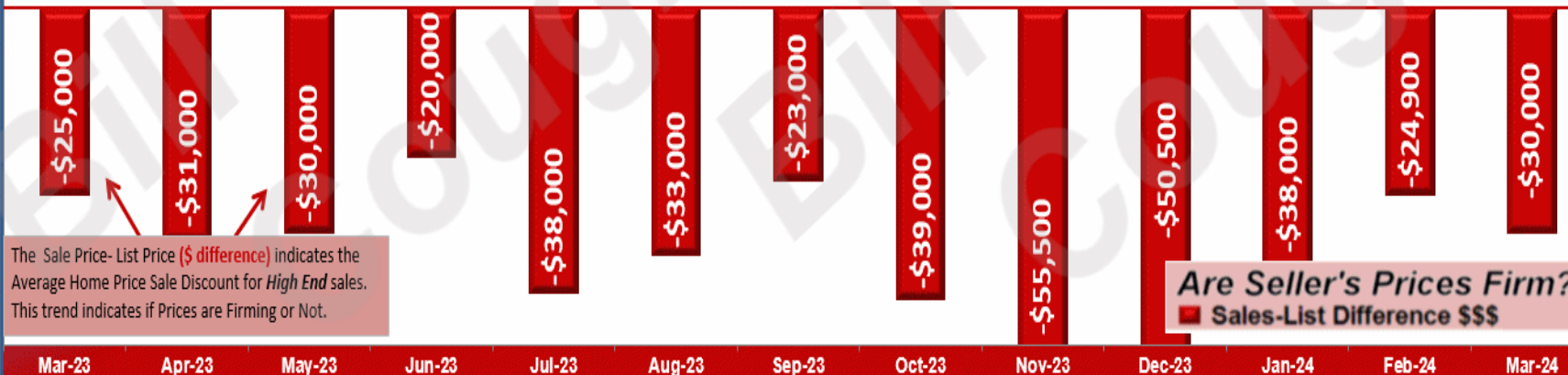
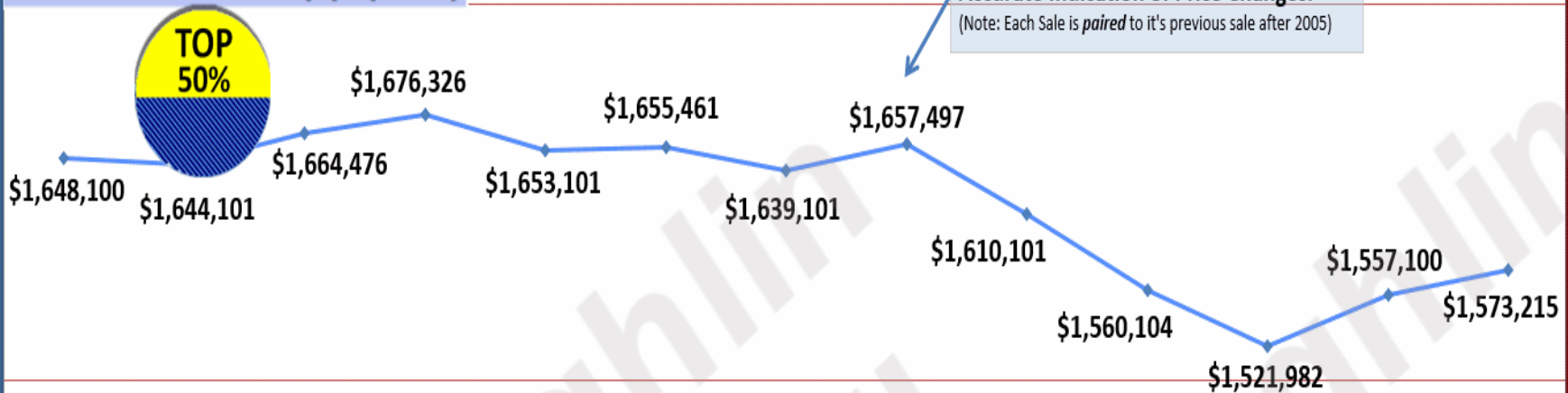
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$800,000

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

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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



*Home Price 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.

produced by: **Bill Coughlin**



eXp Realty

Chilliwack, Mission, Abbotsford, Langley & Surrey

VancouverRealEstateInvestments.com

T: 778-374-3744

Vancouver Market Reports

Statistics, on the Web!

attached homes



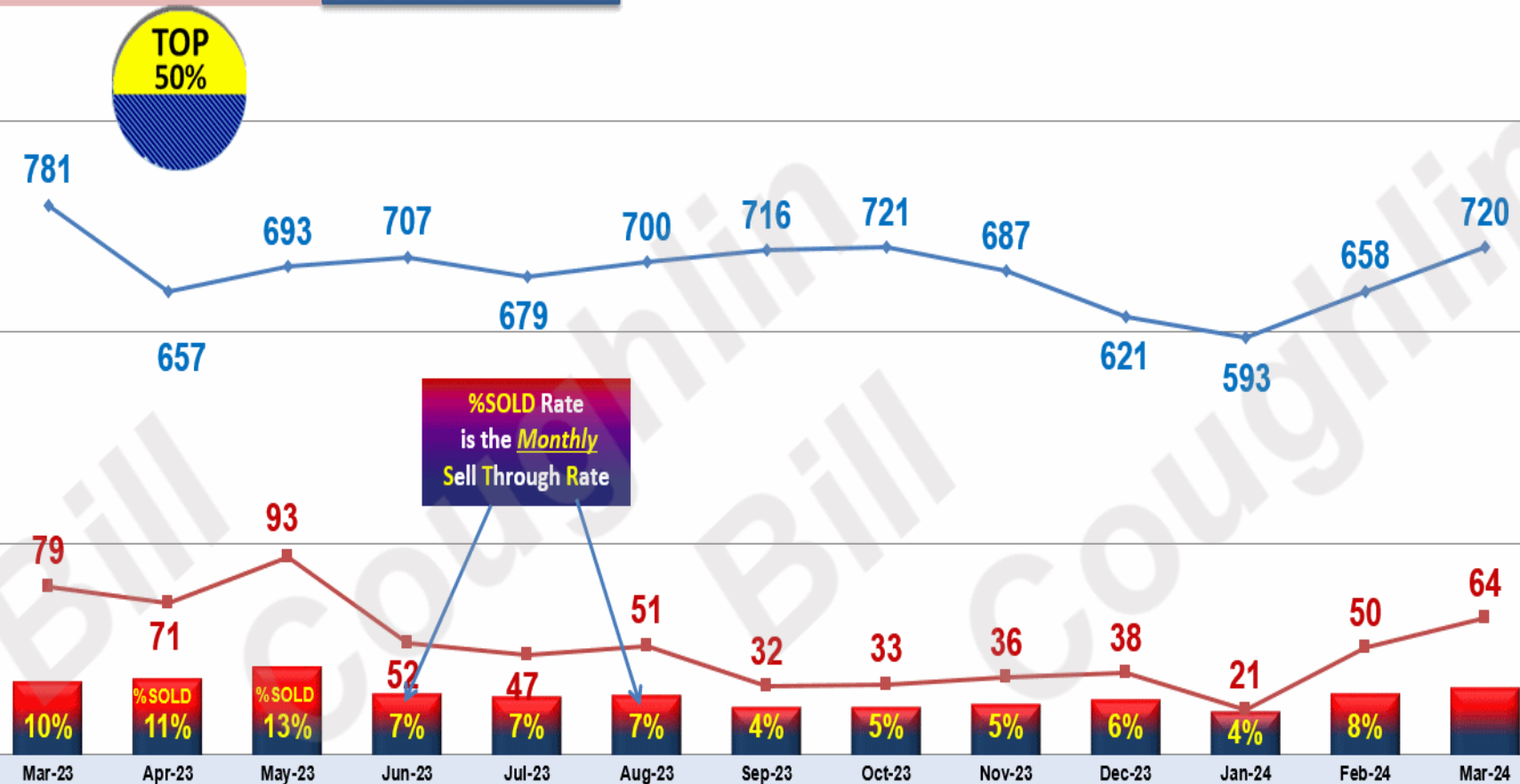
Bill Coughlin
778-374-3744

Market Analysis and Forecasting Apr 1/24 Vancouver Downtown

Attached Vancouver Downtown Total Listings, Sales, and %SOLD rates

Sales / Listings
Monthly Totals

← Total Listings → Sales Homes Over \$800,000



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

produced by: **Bill Coughlin**



eXp Realty

Chilliwack, Mission, Abbotsford, Langley & Surrey

VancouverRealEstateInvestments.com

T: 778-374-3744

Vancouver Market Reports

attached homes

Statistics, on the Web!



Bill Coughlin
778-374-3744

Market Analysis and Forecasting Apr 1/24 Vancouver Downtown

Attached Vancouver Downtown Condos 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)



Condominiums



Condominiums



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

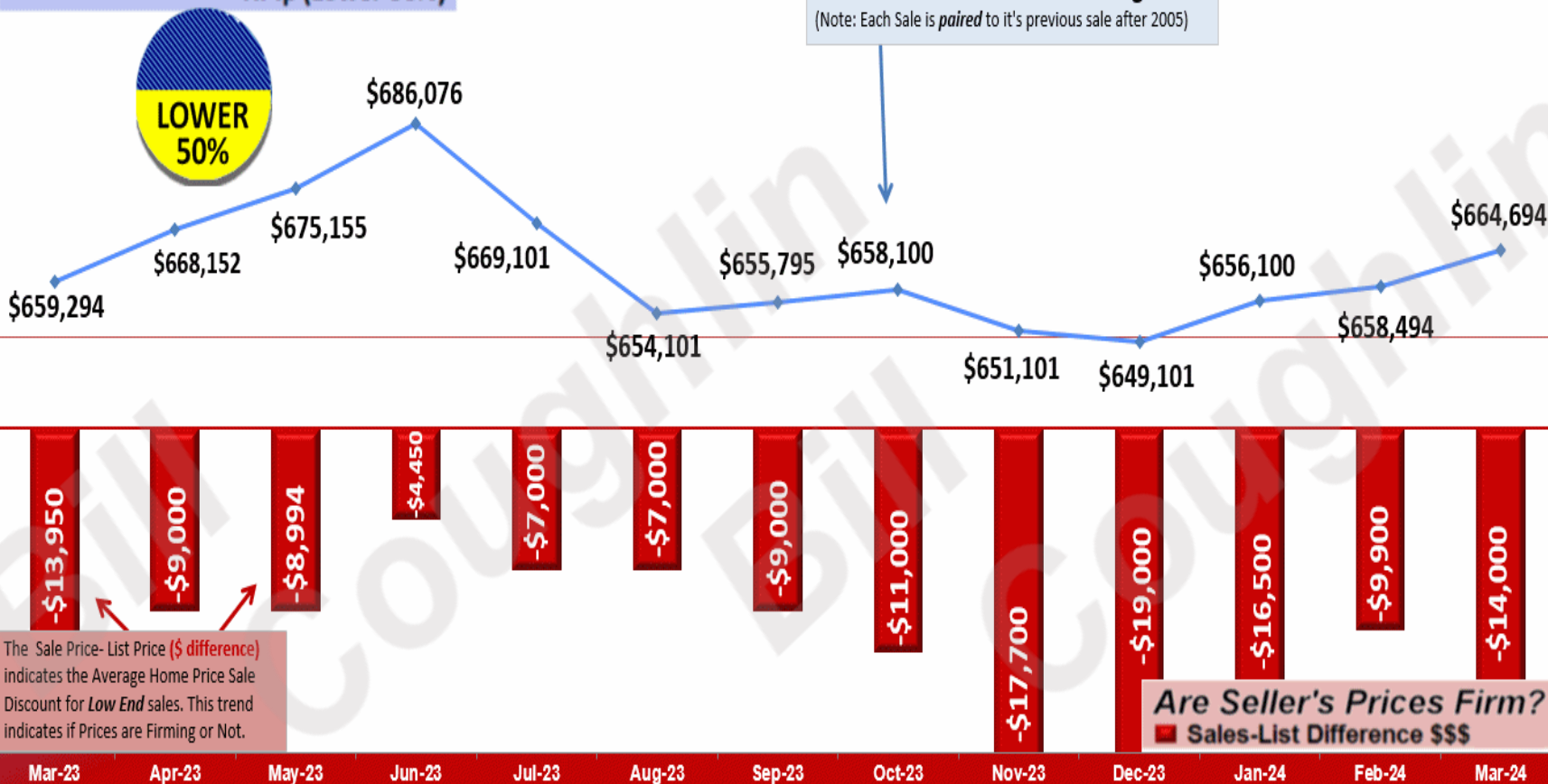
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$800,000

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

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



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

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



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

produced by: Bill Coughlin



eXp Realty

Chilliwack, Mission, Abbotsford, Langley & Surrey

VancouverRealEstateInvestments.com

T:778-374-3744

Vancouver Market Reports

Statistics, on the Web!

attached homes

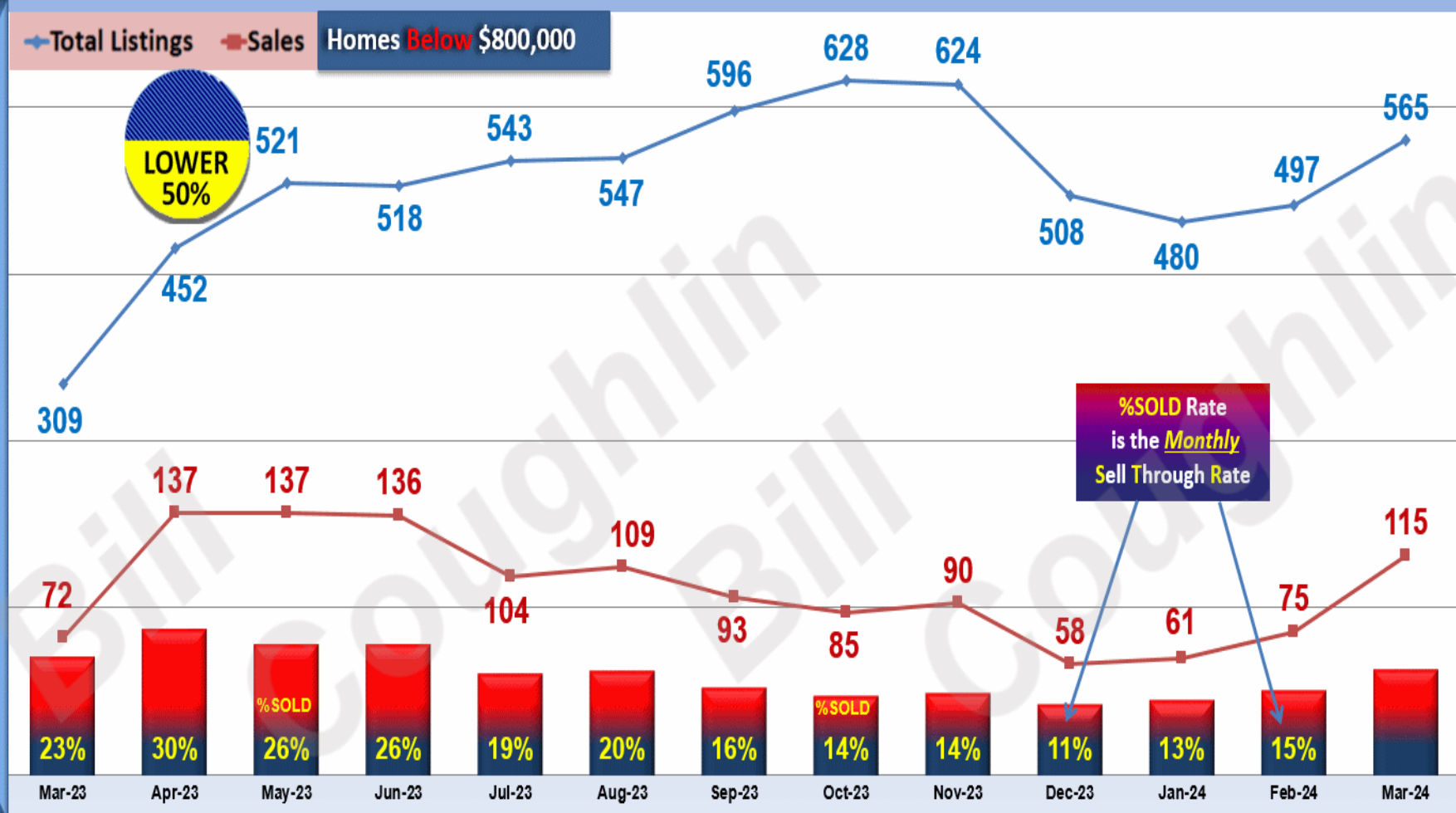


Bill Coughlin
778-374-3744

Market Analysis and Forecasting Apr 1/24 Vancouver Downtown

Attached Vancouver Downtown Total Listings, Sales, and %SOLD rates

Sales / Listings
Monthly Totals



Attached



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

produced by: **Bill Coughlin**



eXp Realty

Chilliwack, Mission, Abbotsford, Langley & Surrey

VancouverRealEstateInvestments.com

T:778-374-3744

Vancouver Market Reports

Statistics, on the Web!

attached homes



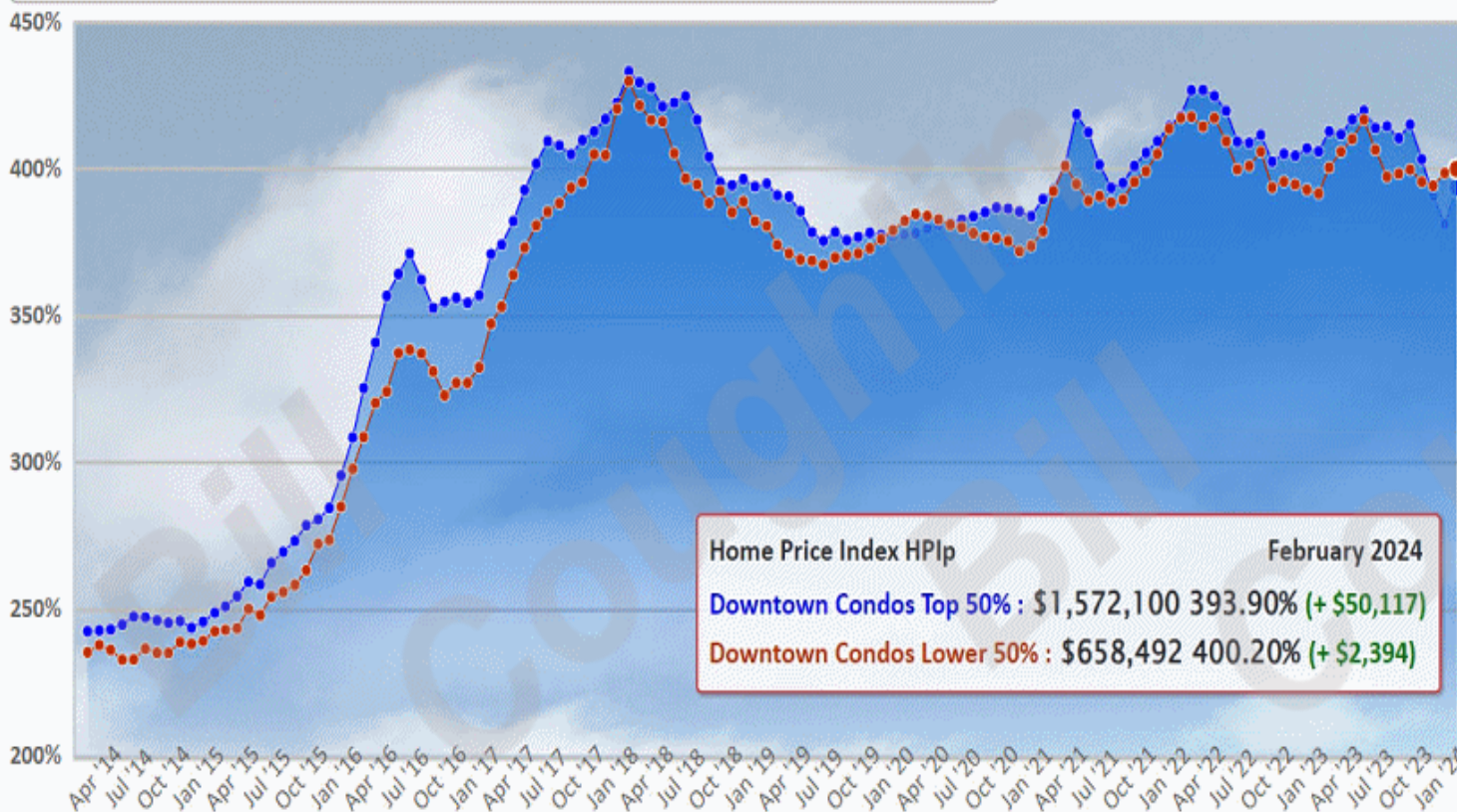
Bill Coughlin
778-374-3744

Market Analysis and Forecasting Apr 1/24 Vancouver Downtown

Powered by the Greater Vancouver Market Reports HPIp



Downtown Condos Top 50% : HPIp Forecast+ Forecast-
Downtown Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Feb 2024	% 393.90
Jan 2024	% 381.40
Dec 2023	% 390.90
Nov 2023	% 403.50
Oct 2023	% 415.30
Sep 2023	% 410.70
Aug 2023	% 414.80
Jul 2023	% 414.20
Jun 2023	% 420.10
May 2023	% 417.10
Apr 2023	% 412.00
Mar 2023	% 413.00



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

produced by: **Bill Coughlin**



eXp Realty

Chilliwack, Mission, Abbotsford, Langley & Surrey

VancouverRealEstateInvestments.com

T:778-374-3744