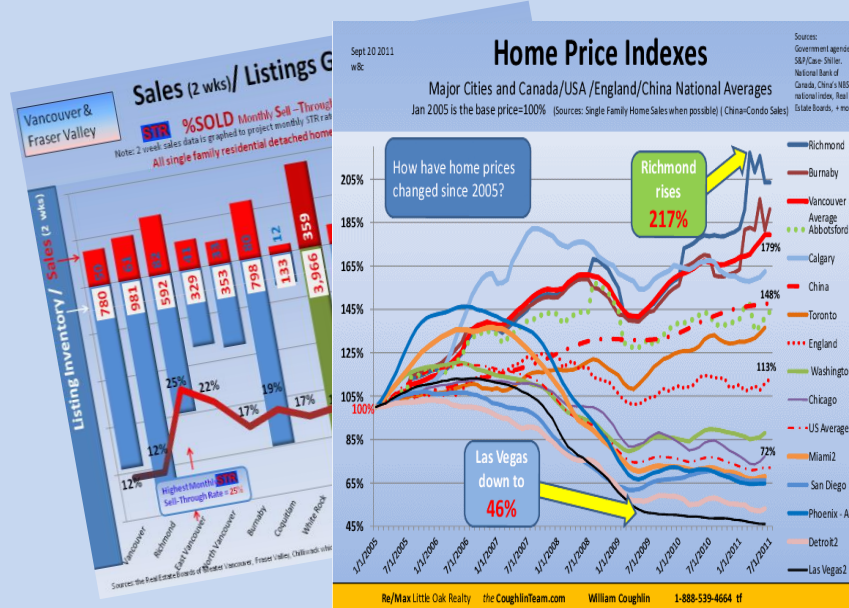


# Bill Coughlin's Market Reports



## Advanced Marketing Tools



# Vancouver Market Reports

Statistics, on the Web!

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Market Analysis and Forecasting

Nov 1/24 Abbotsford

## Abbotsford Real Estate Price Changes (\$/%)

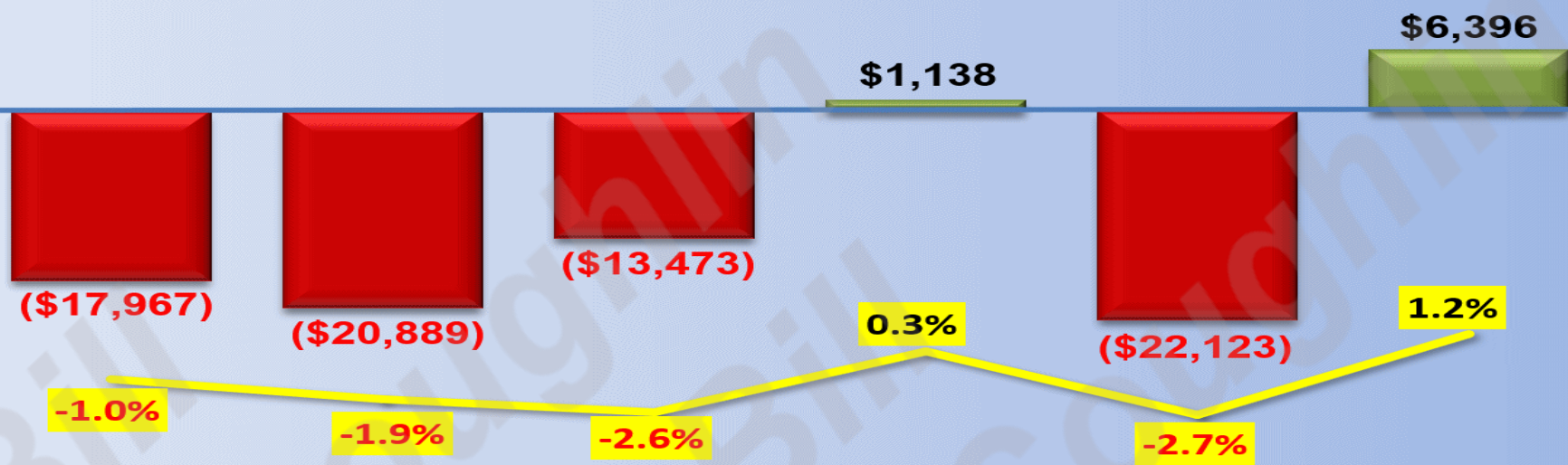
房地产价格变动(\$/%)

Housing Types: Year-To-Date Sept 2023 – Sept 2024 (Quarters)

房屋类型: 今年迄今为止 (每季) 由2023 九月至2024 九月

Powered by: Vancouver Market Reports HPIp

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



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

YTD Home Price Changes \$\$\$

YTD Home Price Changes %%

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

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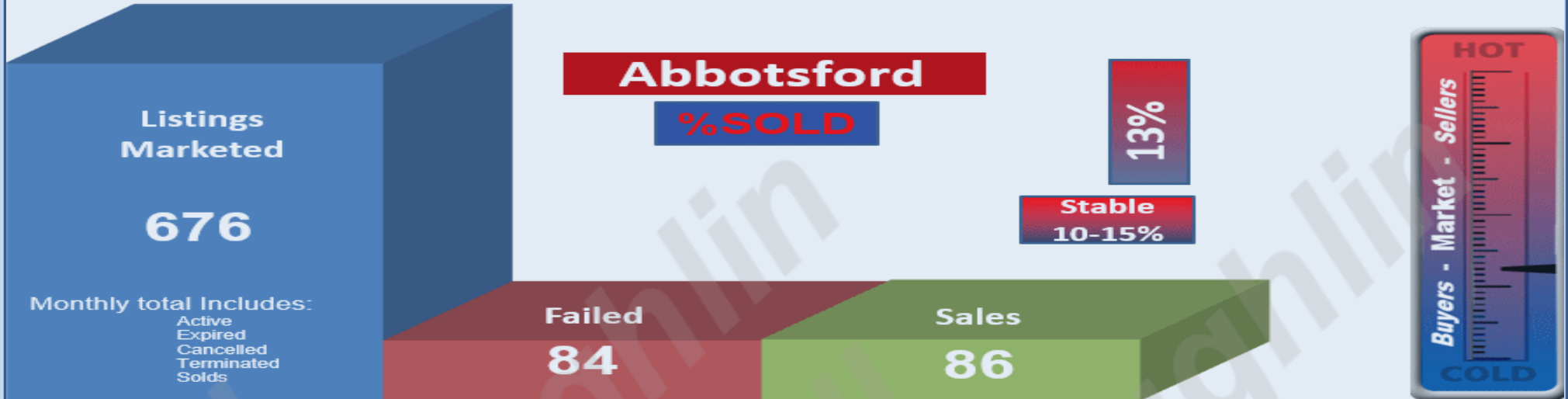


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## Monthly Market Activity - Oct 2024 - Single Family



### Nov 1 2024 Abbotsford Market Update (Detached)

**Current:** Abbotsford is in a Stable Market with average listing inventories, a **13 %SOLD** rate and a 97% Sell/List Ratio.

(This means that on an average sale there is a \$39,850 decrease from the original list price) ,

*Most Active Price Range:* Homes below \$1.1mill have a **21.3 %SOLD** rate.

*Least Active Price Range:* Homes above \$2.5 mill have a **4.3 %SOLD** rate.

**History:** The Abbotsford Home Price Index **HPIp (Top 50%)** shows that prices decreased \$24,096.  
The Abbotsford Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$28,228 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 \*\*all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

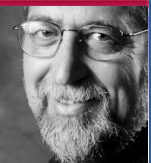
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Market Analysis and Forecasting

Nov 1/24 Abbotsford

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

Abbotsford List Price Ranges Statistics - Oct 2024							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,100,000	141	30	33	97%	-\$28,350	21.3%	↑
\$1,100,001-\$1,275,000	155	23	17	98%	-\$24,900	14.8%	
\$1,275,001-\$1,400,000	111	18	20	95%	-\$63,950	16.2%	↑
\$1,400,001-\$1,550,000	49	3	64	97%	-\$49,000	6.1%	↓
\$1,550,001-\$1,800,000	73	5	16	98%	-\$39,800	6.8%	↓
\$1,800,001-\$2,500,000	78	4	27	95%	-\$97,400	5.1%	↓
\$2,500,001 and more	69	3	219	84%	-\$699,000	4.3%	↓
<b>Total Activity</b>	<b>676</b>	<b>86</b>	<b>23</b>	<b>97%</b>	<b>-\$39,850</b>	<b>13%</b>	

## 2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Oct-23	Sep-24	Oct-24	2024-11-01	Change	
Total Listings** (A,S,T,C,X)	586	668	676		8	↑
Active Listings (1st of the month)	449	496	518	506	-12	↓
Solds	56	68	86		18	↑
Days on Market (DOM)	26	22	23		2	↑
%SOLD (Sales/ Listings /mnlly rate)	10%	10%	13%		2.5%	↑
(Top 50%) Home Price Index HPIp	\$1,775,632	\$1,774,564	\$1,751,535		-\$23,029	↓
(Lower 50%) Home Price Index HPIp	\$1,069,100	\$1,035,935	\$1,040,872		\$4,937	↑



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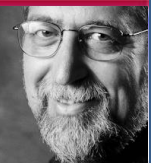
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Market Analysis and Forecasting

Nov 1/24 Abbotsford

## What Sold in your Neighbourhood and for What Price?

Abbotsford Sub areas Statistics - Oct 2024					Detached	
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOL D
Poplar	37	1	42	89%	-\$94,900	2.7%
Bradner	33	1	300	76%	-\$1,900,000	3.0%
Matsqui	18	2	70	92%	-\$179,450	11.1%
Sumas Mountain	8	0				0.0%
Abbotsford West	181	20	11	97%	-\$35,250	11.0%
Abbotsford East	209	38	25	96%	-\$51,950	18.2%
Aberdeen	47	7	16	98%	-\$37,800	14.9%
Sumas Prairie	17	1	150	94%	-\$174,500	5.9%
Central Abbotsford	126	16	25	97%	-\$28,350	12.7%
<b>Total Activity</b>	<b>676</b>	<b>86</b>	<b>23</b>	<b>97%</b>	<b>-\$39,850</b>	<b>13%</b>



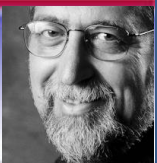
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Nov 1/24 Abbotsford

Market Analysis and Forecasting



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## Next Months Market Forecast

**Forecast:** Abbotsford has average Listing supply; 506 homes are for sale & with the **13 % SOLD** monthly rate gives us a ~7 months of inventory. 10% of the active listings have reduced their price by \$55,904 on average and \$50,000 on median in the last month. We project Abbotsford to continue in the Stable Market.

October's real estate statistics show that 50% of detached homes in the Fraser Valley lost value this month. Overall, single-family homes in the Fraser Valley had an average price drop of **\$2,083**. With mortgage rates going down, buyers will be more active, especially in the condo and townhouse markets. For now, we expect the Fraser Valley to remain a buyer's market until the end of the year.

In October, the average price of condos decreased by **\$1,364**, and townhouses saw a decline of **\$940**. We forecast that the condo and townhouse markets will remain a buyer's market in the coming months.

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

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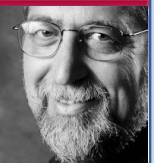
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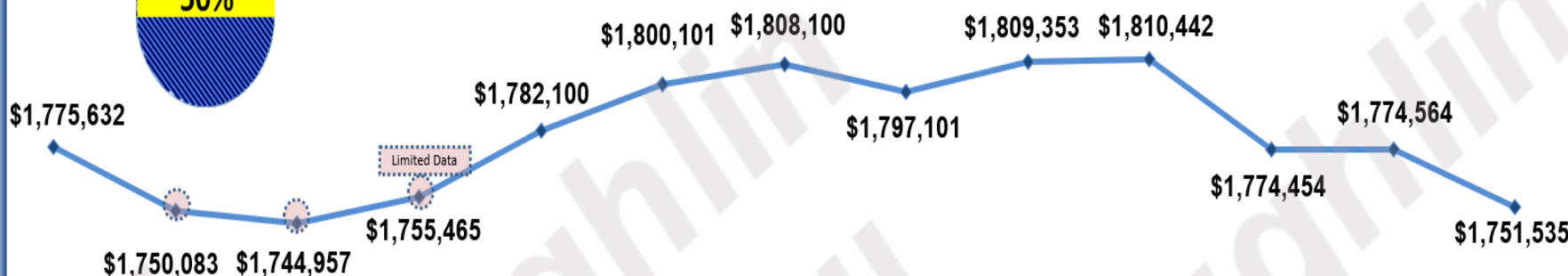
Detached Abbotsford Home Price Index **HPIp** (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)

## Are Home Prices Up?

Home Price Index → **HPIp** (Top 50%)

Homes **Over \$1,100,000**

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



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

## Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



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



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

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## Market Analysis and Forecasting

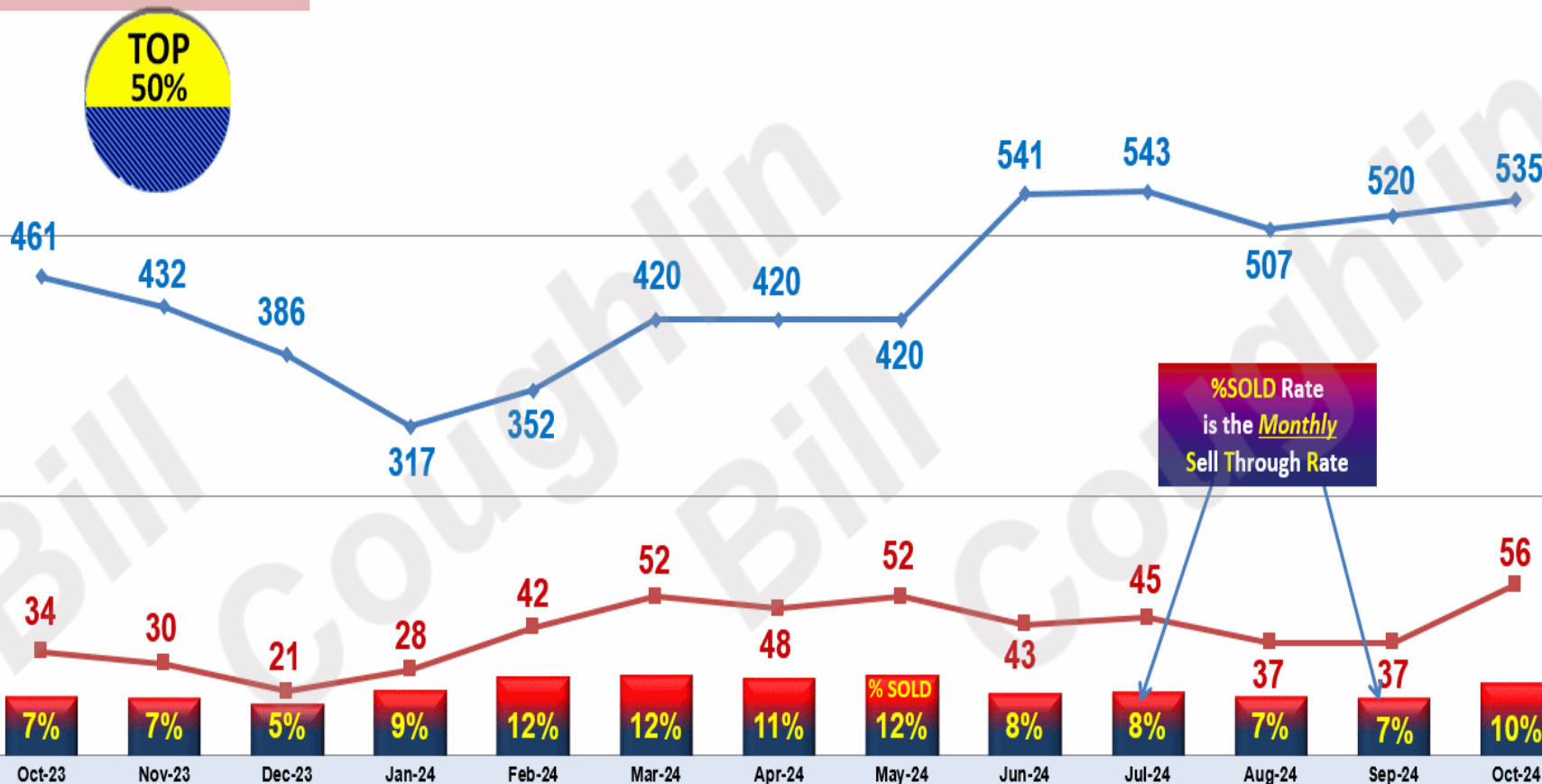
Nov 1/24 Abbotsford

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

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



Sales / Listings  
Monthly Totals



%SOLD Rate is the Monthly Sell Through Rate



Detached



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



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

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Nov 1/24 Abbotsford

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

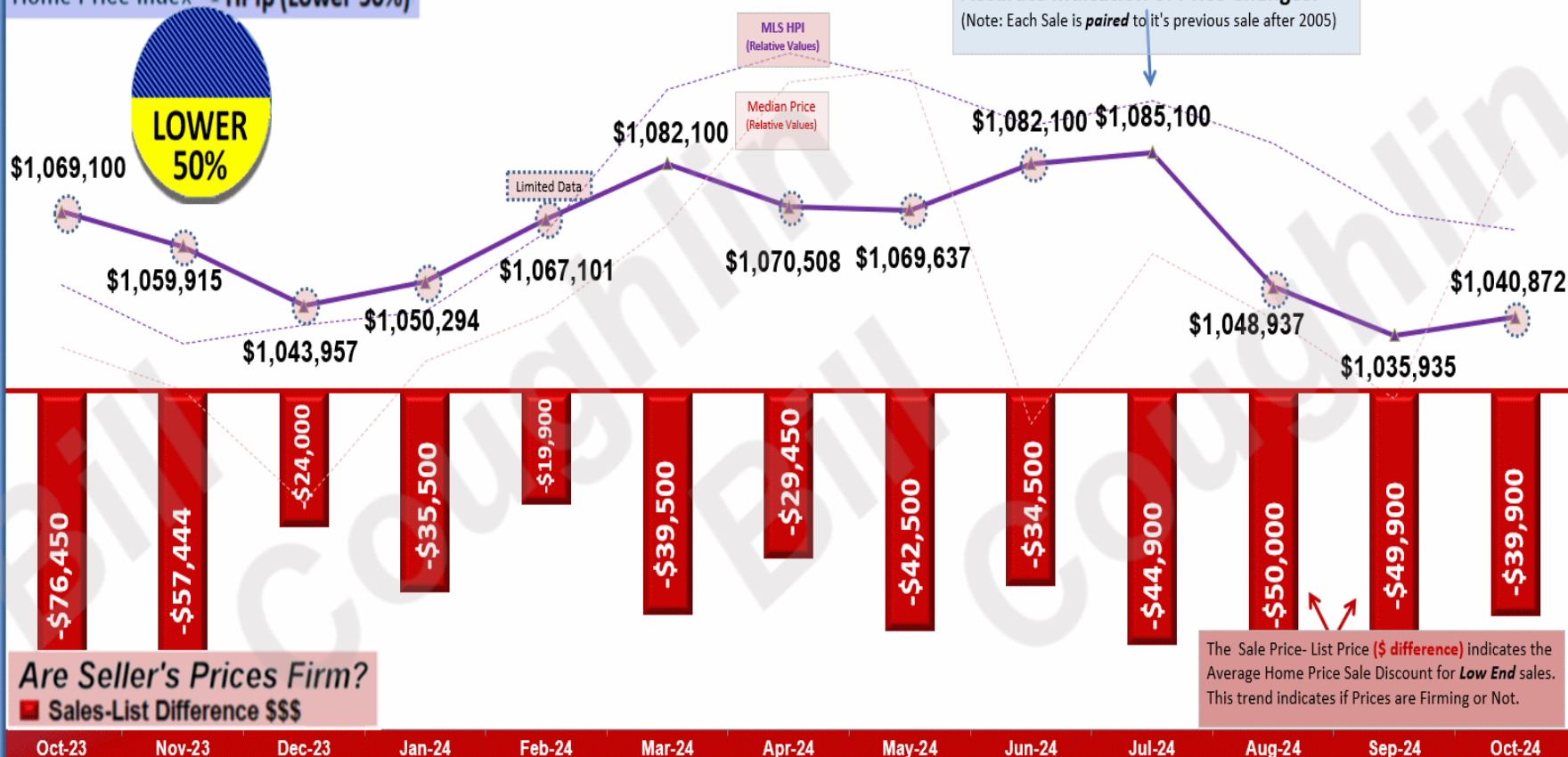
## Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$1,100,000

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

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



## Are Seller's Prices Firm?

Sales-List Difference \$\$\$

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

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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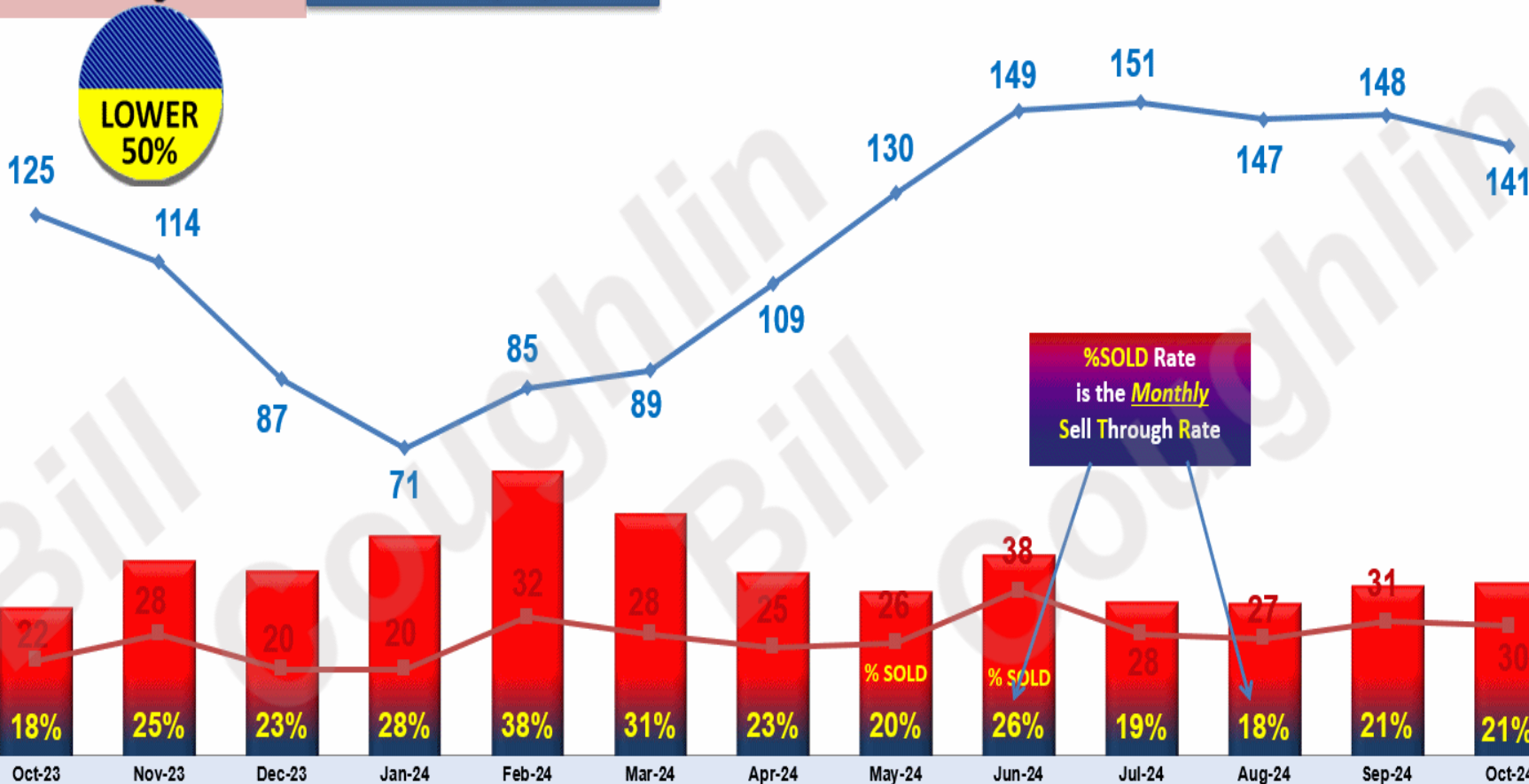
Market Analysis and Forecasting

Nov 1/24 Abbotsford

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

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

Sales / Listings  
Monthly Totals



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



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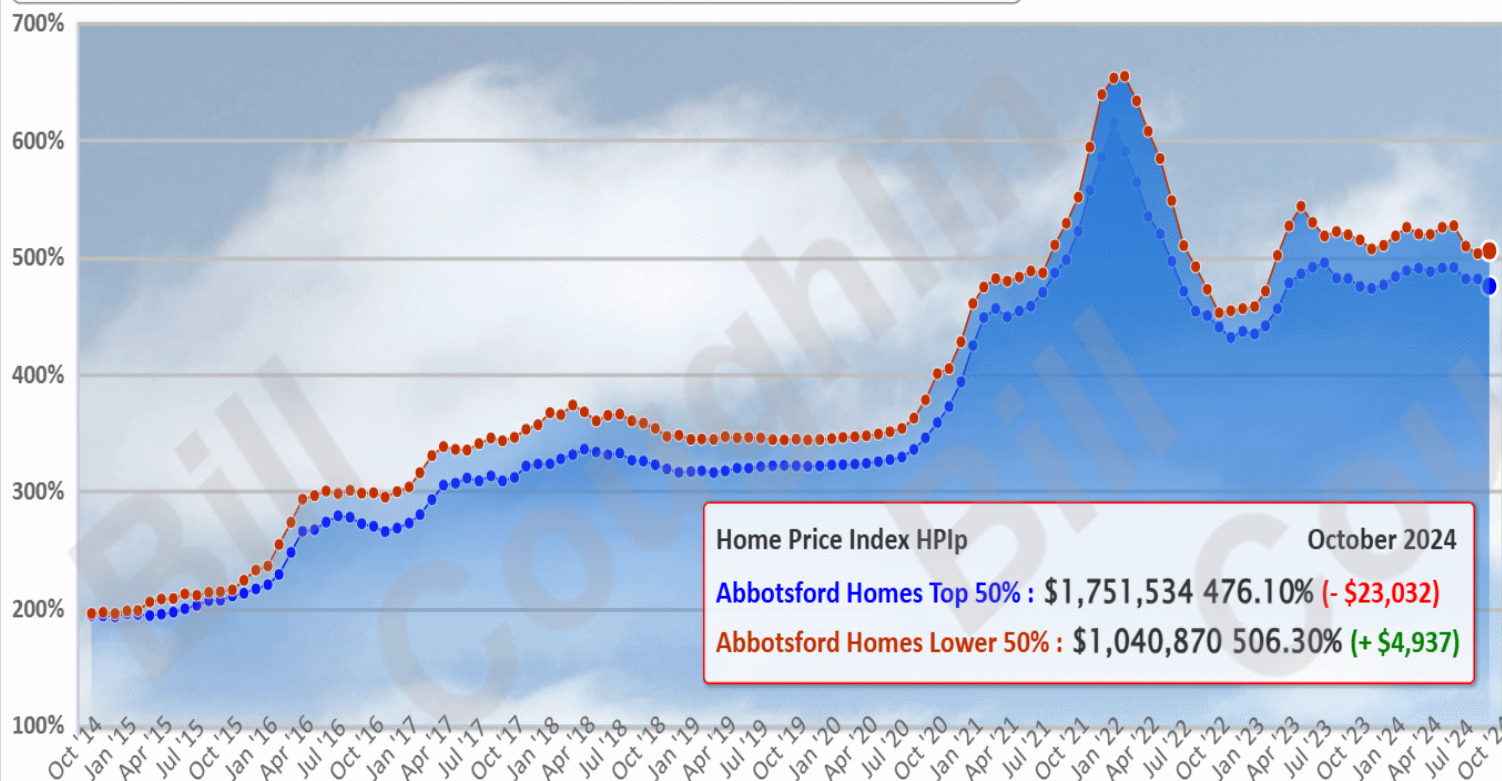
## Market Analysis and Forecasting

Nov 1/24 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
Oct 2024	% 476.10
Sep 2024	% 482.30
Aug 2024	% 482.30
Jul 2024	% 492.10
Jun 2024	% 491.80
May 2024	% 488.50
Apr 2024	% 491.40
Mar 2024	% 489.30
Feb 2024	% 484.40
Jan 2024	% 477.10
Dec 2023	% 474.30
Nov 2023	% 475.70



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## Market Analysis and Forecasting

Nov 1/24 Abbotsford

### Abbotsford Sub areas Statistics - Oct 2024

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	29	5	29	98%	-\$12,000	17.2%
Bradner	1	0				0.0%
Sumas Mountain	1	0				0.0%
Abbotsford West	237	32	21	98%	-\$7,200	13.5%
Abbotsford East	74	18	16	98%	-\$14,950	24.3%
Aberdeen	5	1	34	99%	-\$10,800	20.0%
Sumas Prairie	0	0				0.0%
Central Abbotsford	268	40	23	98%	-\$10,250	14.9%
<b>Total Activity</b>	<b>615</b>	<b>96</b>	<b>23</b>	<b>98%</b>	<b>-\$9,950</b>	<b>16%</b>

### Nov 1 2024 Abbotsford Market Update Attached Townhomes/ Condos

**Current:** Abbotsford is a Seller's Market with normal listing inventories, a **16 %SOLD** rate and a 98% Sell/List Ratio.

(This means that there is an average of a \$9,950 decrease on a sale from the original list price)

*Most Active Price Range:* Attached homes below \$350,000 have **25.9 %SOLD** rate.

*Least Active Price Range:* Attached above \$800,000 have **13.2 %SOLD** rate.

**History:** The Abbotsford's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$1,167.

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

**HPIp** (Lower 50%) shows that prices decreased \$5,816.

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

**HPIp** (Top 50%) shows that prices decreased \$13,040.

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

**HPIp** (Lower 50%) shows that prices increased \$4,183.

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

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

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### Abbotsford List Price Ranges Statistics - Oct 2024

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$350,000	54	14	13	97%	-\$7,900	25.9%
\$350,001-\$430,000	98	17	16	100%	\$0	17.3%
\$430,001-\$500,000	119	18	31	97%	-\$13,000	15.1%
\$500,001-\$650,000	133	18	24	98%	-\$11,250	13.5%
\$650,001-\$800,000	143	20	24	98%	-\$12,900	14.0%
\$800,001 and more	68	9	32	98%	-\$19,900	13.2%
<b>Total Activity</b>	<b>615</b>	<b>96</b>	<b>23</b>	<b>98%</b>	<b>-\$9,950</b>	<b>16%</b>

### Monthly Changes Summary

	Oct-23	Sep-24	Oct-24	2024-11-01	Change
Total Listings** (A,S,T,C,X)	424	592	615		23 ↑
Active Listings	296	427	457	445	-12 ↓
Solds	89	80	96		16 ↑
Days on Market (DOM)	16	26	23		-3 ↓
%SOLD (Sales/ Listings /mthly rate)	21.0%	13.5%	15.6%		2.1% ↑
<b>Condos (Top 50%) Home Price Index HPIp</b>	\$509,267	\$499,769	\$508,100		\$8,331 ↑
<b>Condos (Lower 50%) Home Price Index HPIp</b>	\$365,101	\$363,813	\$359,295		-\$4,519 ↓
<b>Twnhs (Top 50%) Home Price Index HPIp</b>	\$786,101	\$778,004	\$773,061		-\$4,943 ↓
<b>Twnhs (Lower 50%) Home Price Index HPIp</b>	\$543,739	\$546,724	\$547,922		\$1,198 ↑

**Forecast:** Abbotsford Active Listing is 45% more than the same month as last year.

October's real estate statistics show that 50% of detached homes in the Fraser Valley lost value this month. Overall, single-family homes in the Fraser Valley had an average price drop of **\$2,083**. With mortgage rates going down, buyers will be more active, especially in the condo and townhouse markets. For now, we expect the Fraser Valley to remain a buyer's market until the end of the year.

In October, the average price of condos decreased by **\$1,364**, and townhouses saw a decline of **\$940**. We forecast that the condo and townhouse markets will remain a buyer's market in the coming months.

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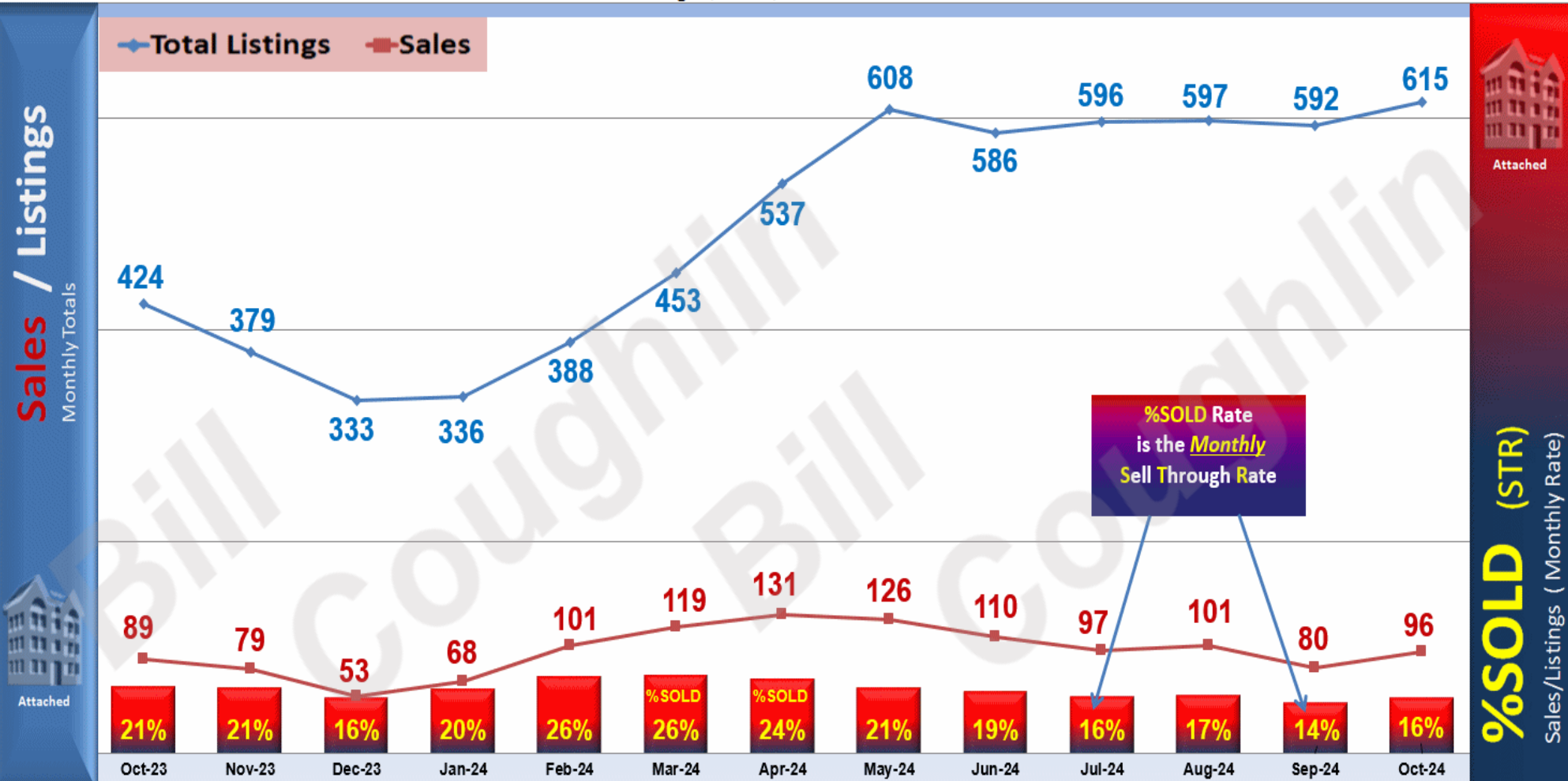


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## Market Analysis and Forecasting

Nov 1/24 Abbotsford

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



Sales / Listings  
Monthly Totals



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



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Nov 1/24 Abbotsford

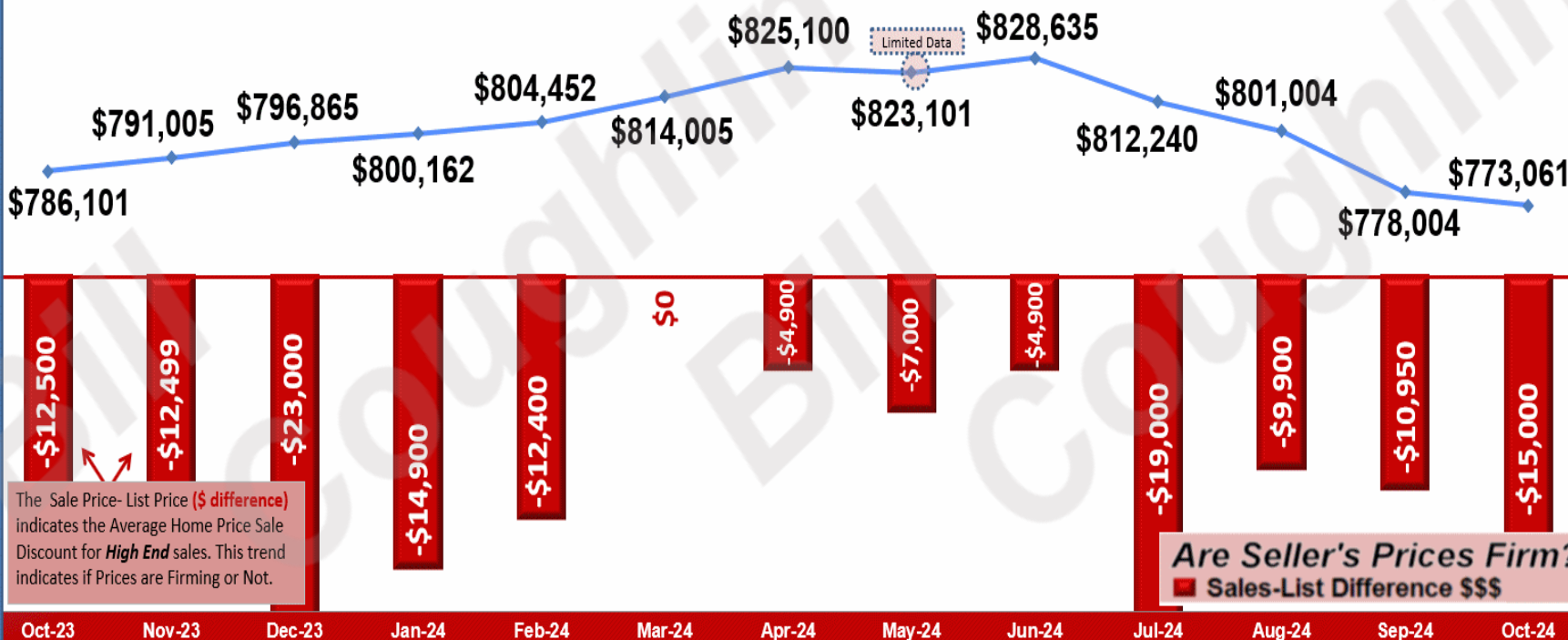
Attached Abbotsford Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

## Home Price Changes

(Home Price Index Paired sales from 2005)

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

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



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

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



Townhouses



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



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Market Analysis and Forecasting

Nov 1/24 Abbotsford

Attached 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)

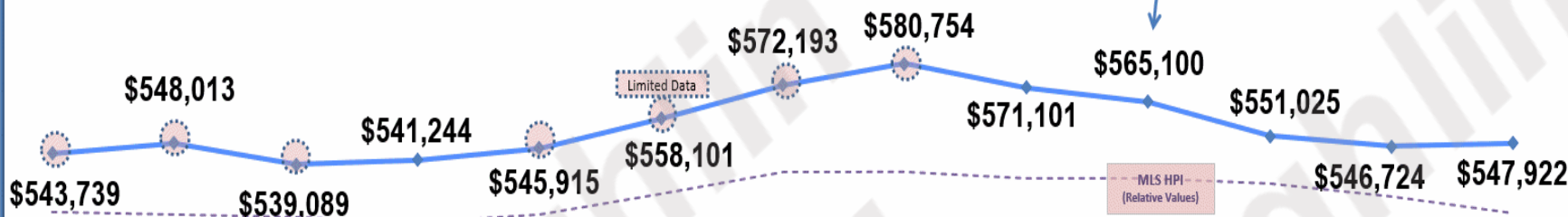
## Home Price Changes

(Home Price Index Paired sales from 2005)

### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

The Home Price Index HPIp is 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 *Low End* sales. This trend indicates if Prices are Firming or Not.

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



Townhouses



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



Townhouses



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

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# Vancouver Market Reports

Statistics, on the Web!



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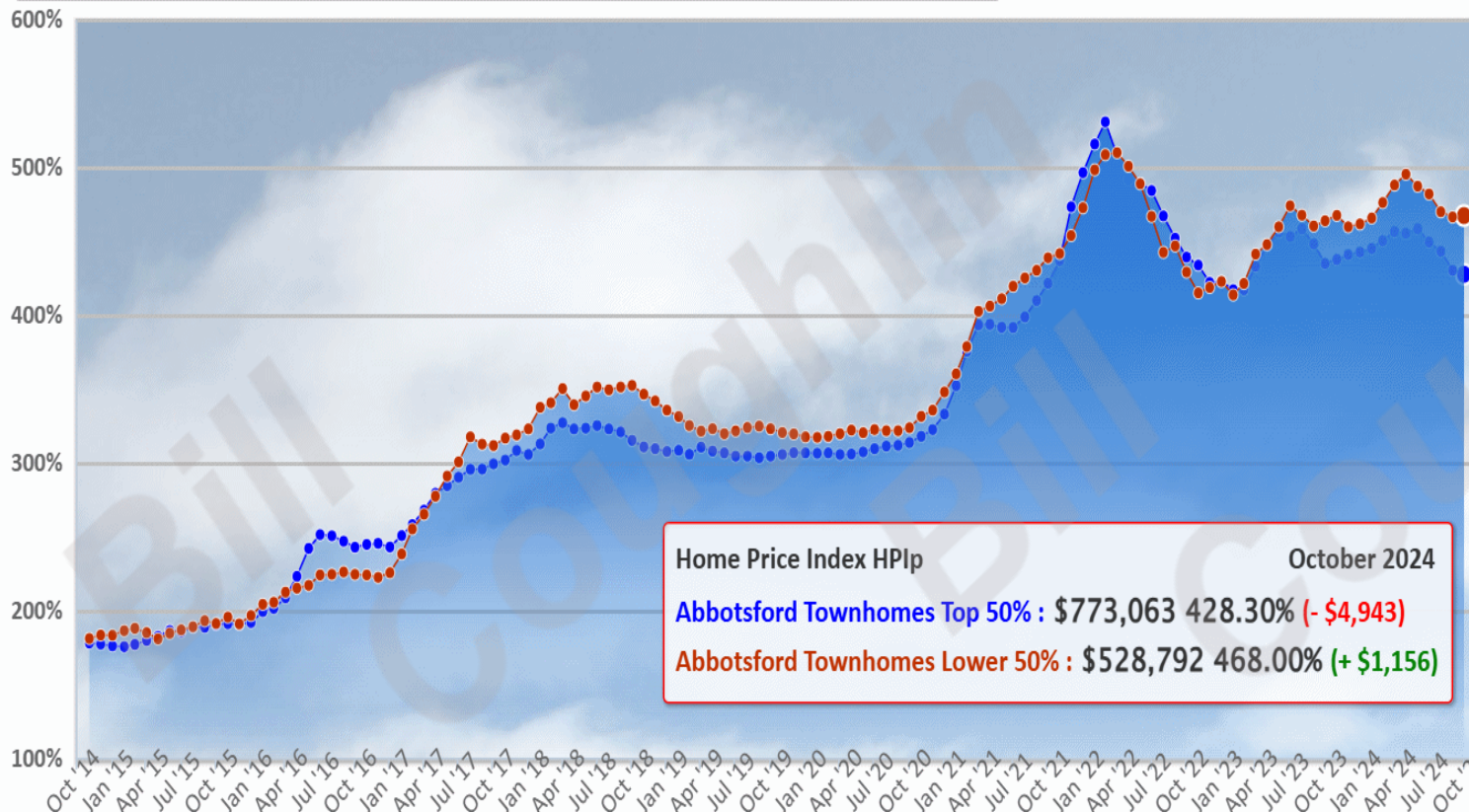
## Market Analysis and Forecasting

Nov 1/24 **Abbotsford**

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly  Home values

Date	Value
Oct 2024	% 428.30
Sep 2024	% 431.00
Aug 2024	% 443.80
Jul 2024	% 450.00
Jun 2024	% 459.10
May 2024	% 456.00
Apr 2024	% 457.10
Mar 2024	% 451.00
Feb 2024	% 445.70
Jan 2024	% 443.30
Dec 2023	% 441.50
Nov 2023	% 438.20



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# Vancouver Market Reports

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attached homes



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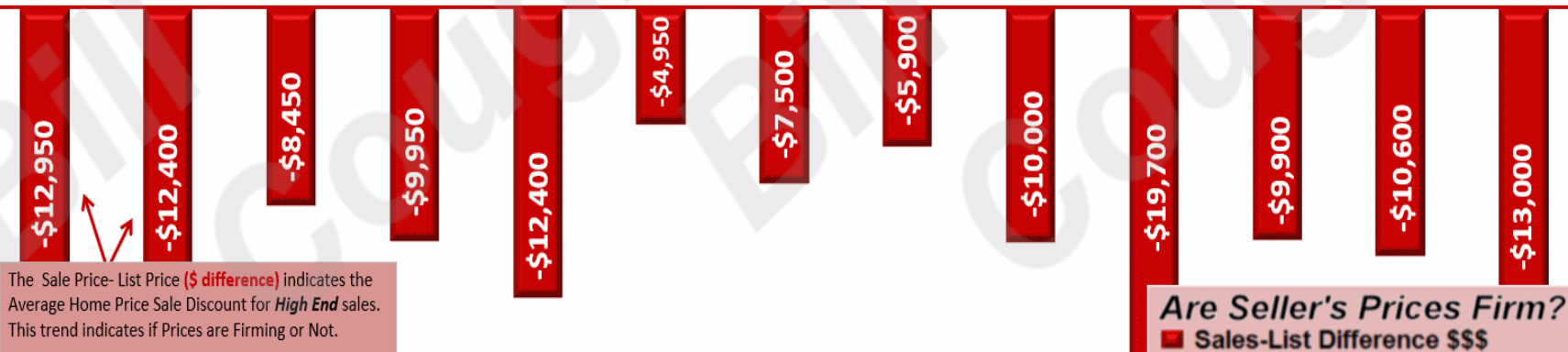
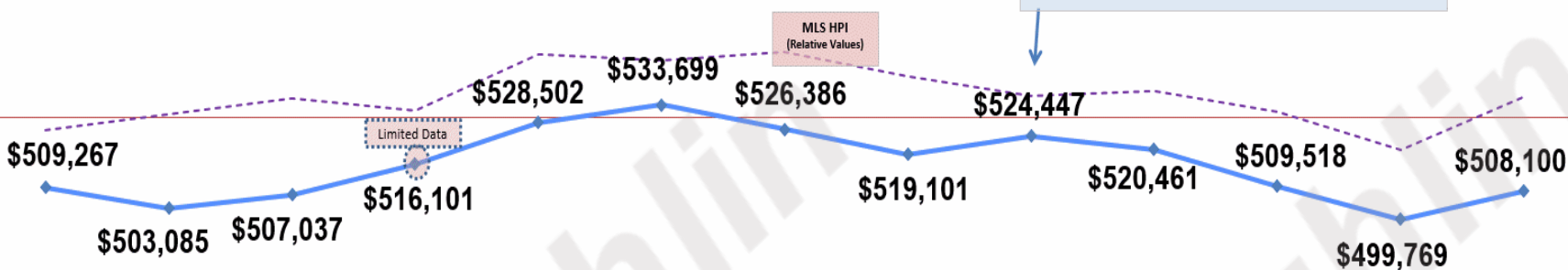
Market Analysis and Forecasting

Nov 1/24 Abbotsford

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

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

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



The 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)



Condominiums



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# Vancouver Market Reports

Statistics, on the Web!

attached homes



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Market Analysis and Forecasting

Nov 1/24 Abbotsford

Attached Abbotsford 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)

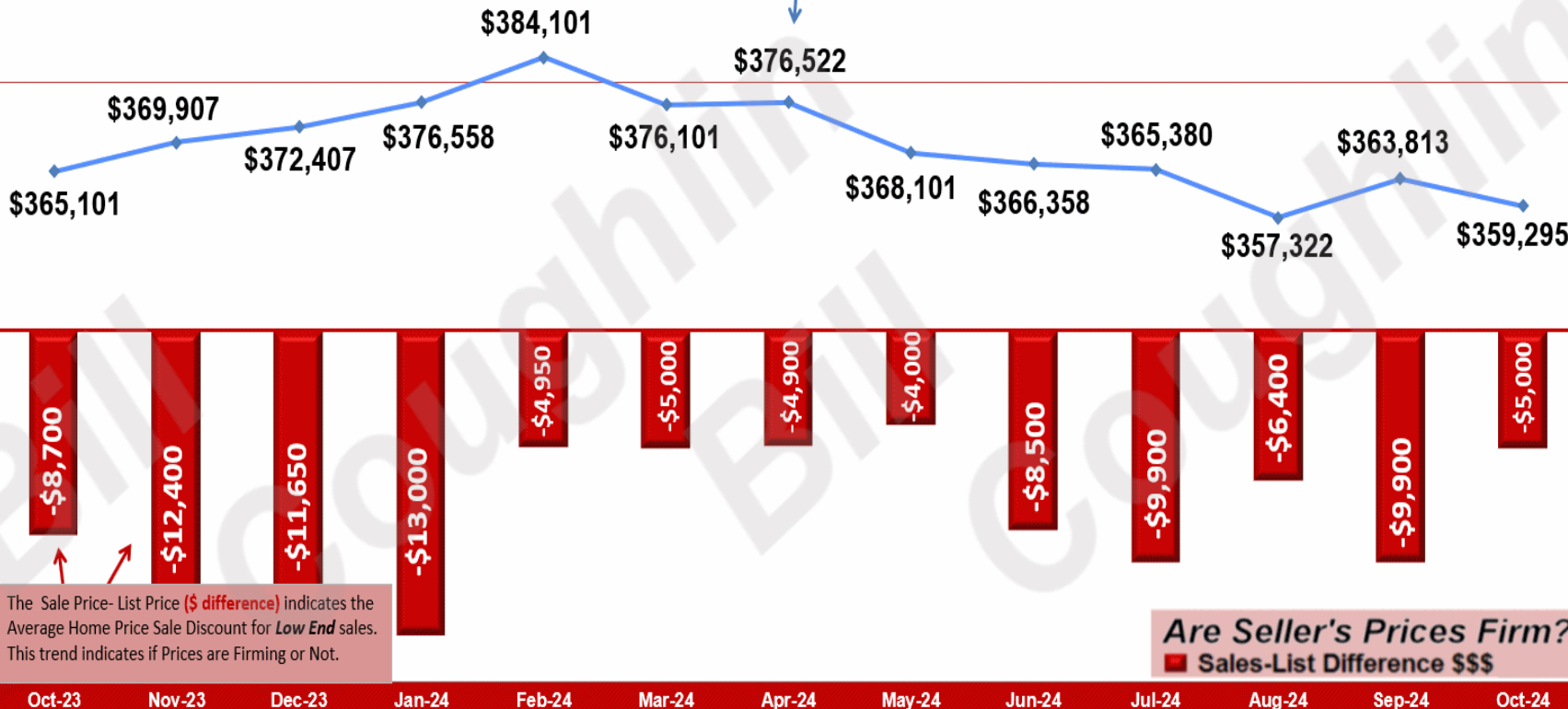
## Home Price Changes

(Home Price Index Paired sales from 2005)

### Are Home Prices Up?

Home Price Index -HPIp (Lower 50%)

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(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 \$\$\$



Condominiums



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



Condominiums



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## Market Analysis and Forecasting

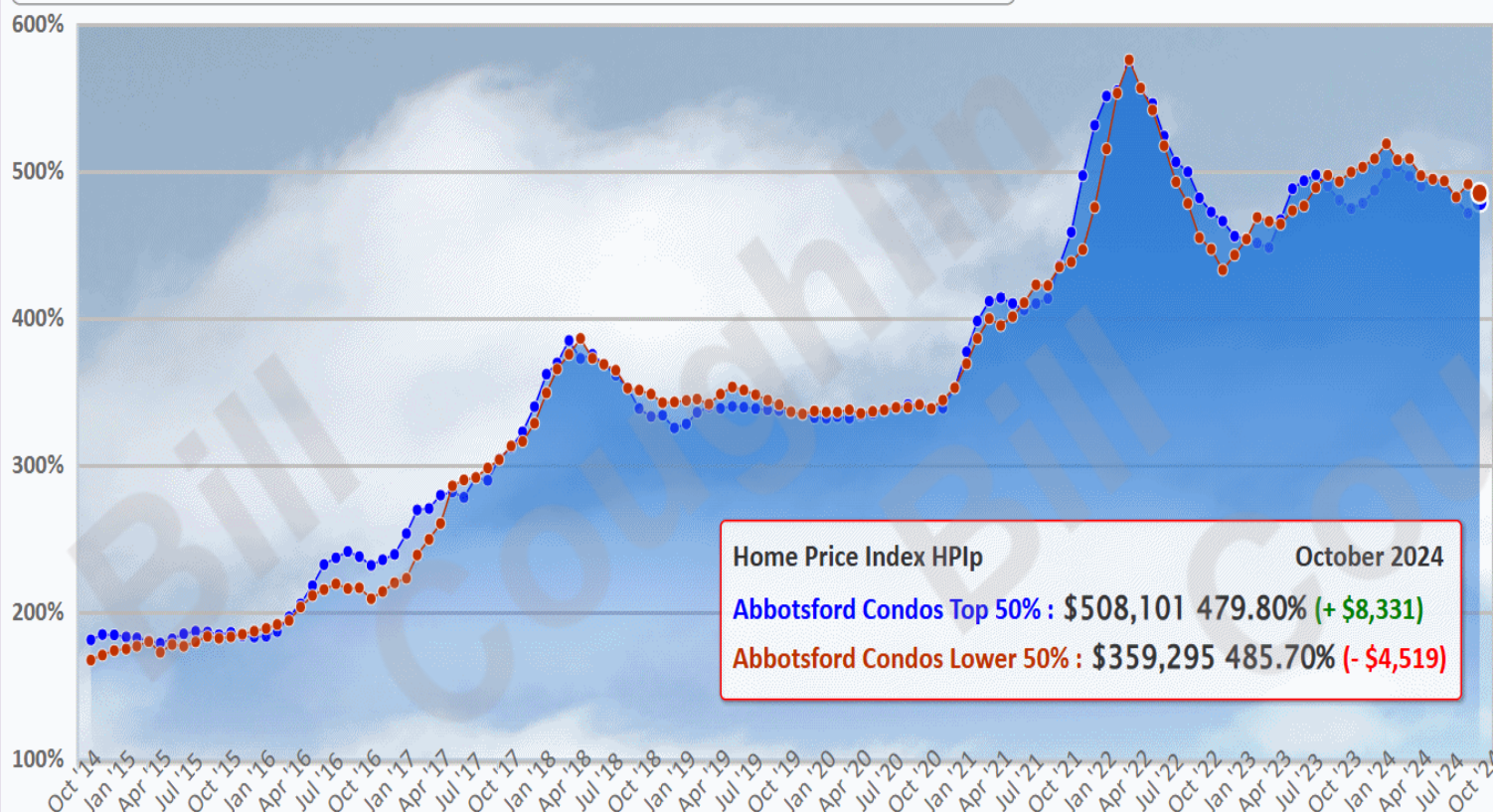
Nov 1/24 Abbotsford

Powered by the Greater Vancouver Market Reports HPIp



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

Monthly  Home values



Date	Value
Oct 2024	% 479.80
Sep 2024	% 472.00
Aug 2024	% 481.20
Jul 2024	% 491.50
Jun 2024	% 495.30
May 2024	% 490.20
Apr 2024	% 497.10
Mar 2024	% 504.00
Feb 2024	% 499.10
Jan 2024	% 487.40
Dec 2023	% 478.80
Nov 2023	% 475.10



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