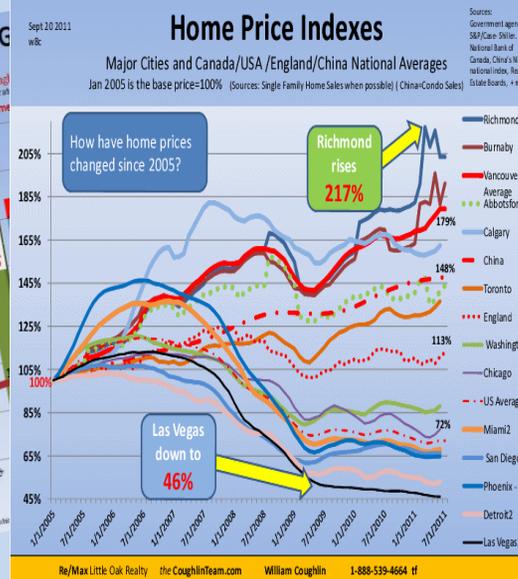


Bob Cooke's Market Reports



Advanced Marketing Tools

Bob Cooke's Market Reports

Detached

- [Ladner, S. Delta](#)
- [Richmond](#)

Attached

- [Richmond](#)

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



Vancouver Market Reports

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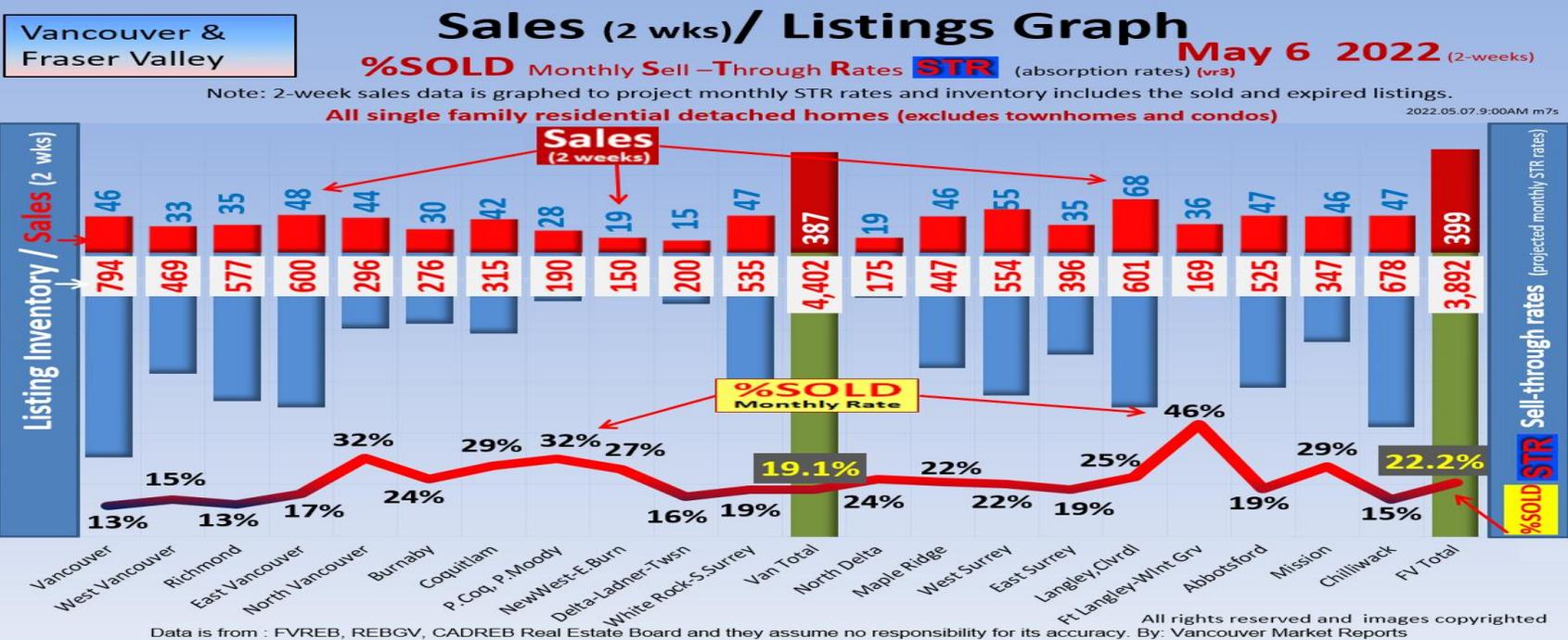
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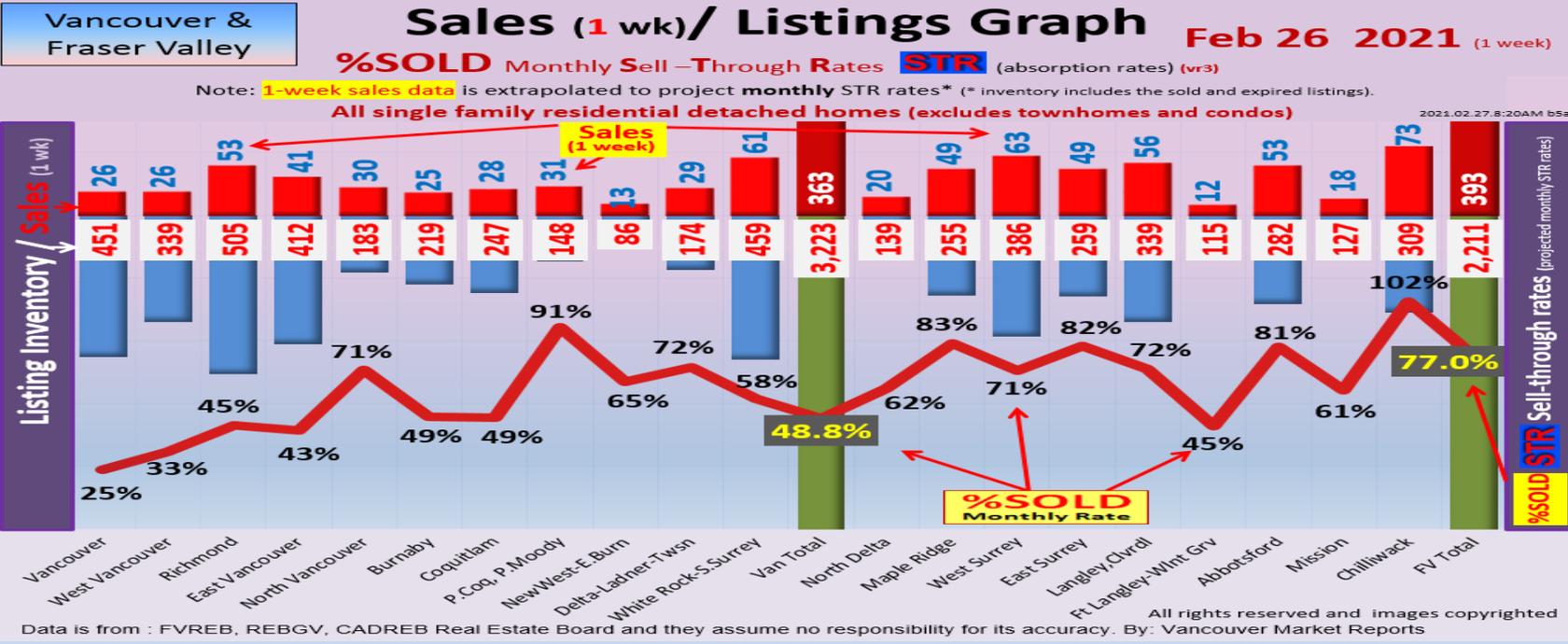
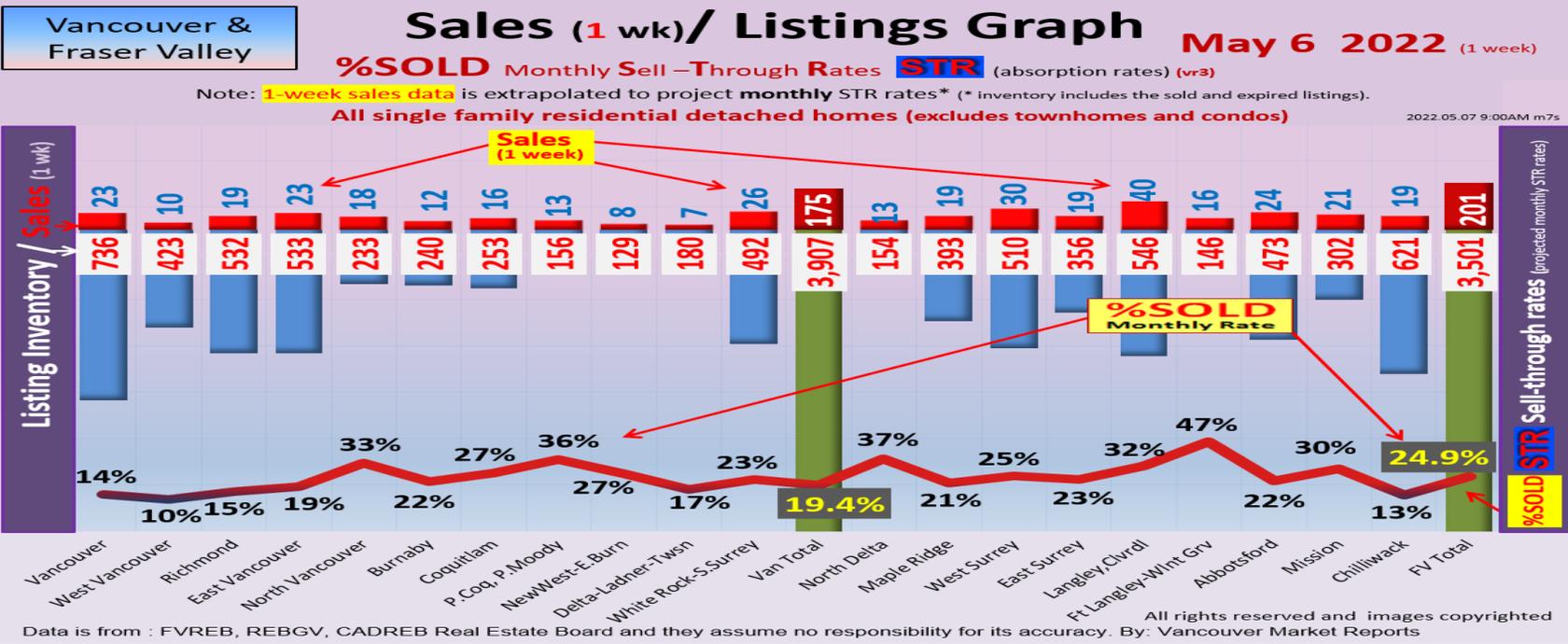
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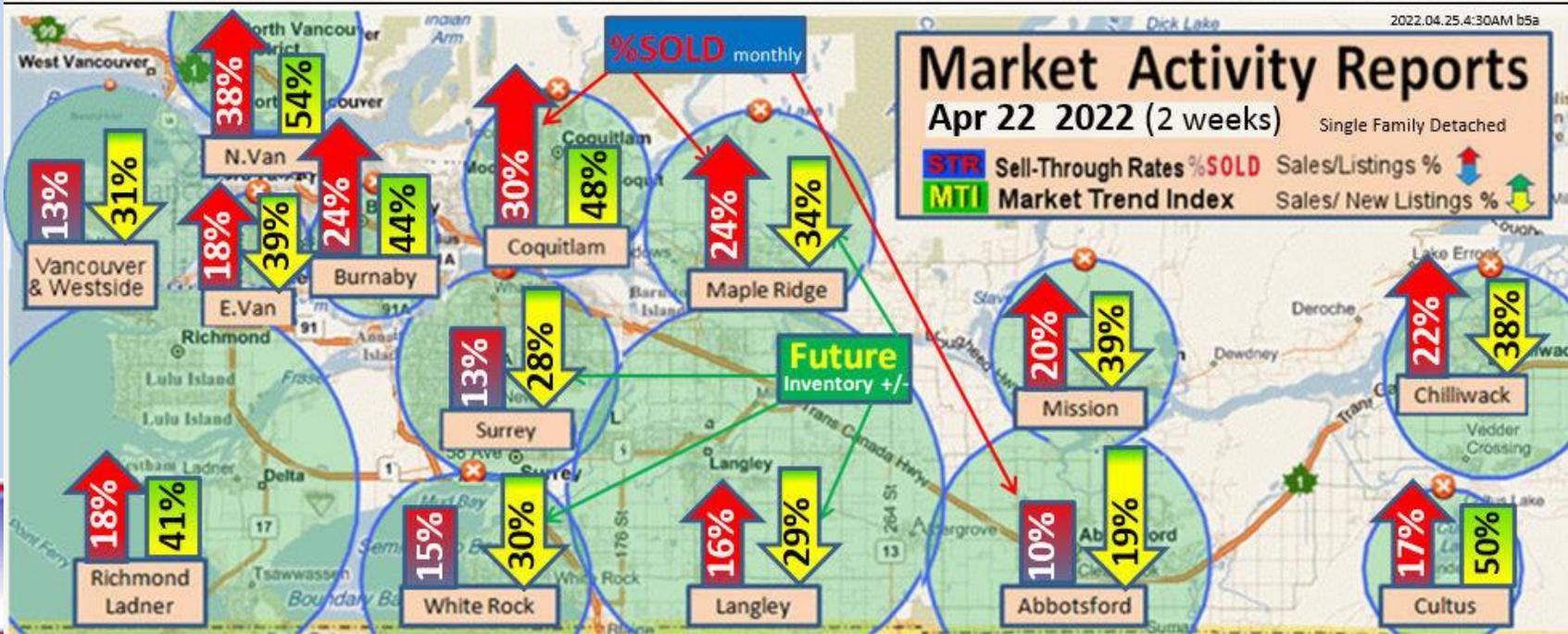
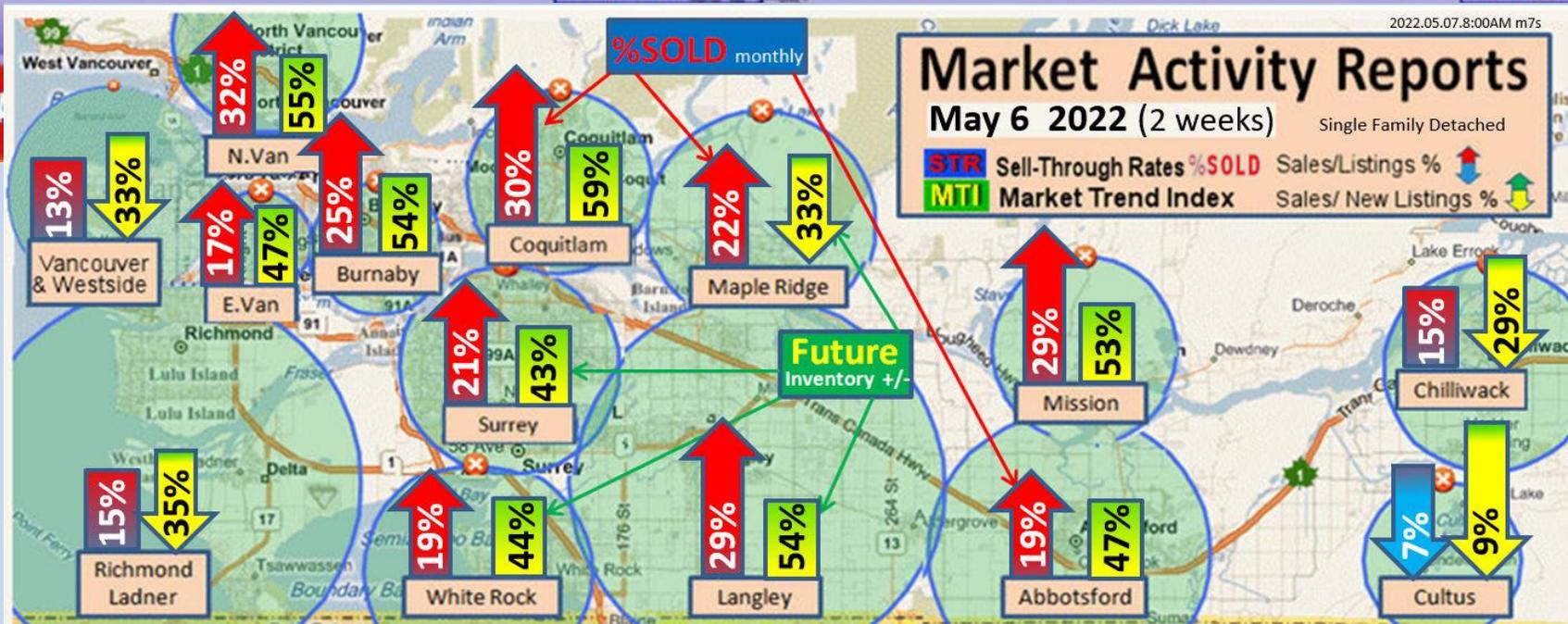
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Market Analysis and Forecasting

May 1/22 Ladner, S. Delta

Monthly Market Activity - Apr 2022 Single Family



May 1 2022 **Ladner, Tsawwassen & S. Delta** Market Update (detached)

Current: Ladner, Tsawwassen and S. Delta residential detached housing market has a **33 %SOLD** rate making it a Seller Market. (This means 33 homes out of 100 sold last month with an average \$65,000 increase from the original list price).

Most Active Price Range: Homes below \$1.5 mill. have **55.0 %SOLD** rate.

Least Active Price Range: Homes between \$2.0 mill - \$3.0 mill. have **7.7 %SOLD** rate.

History: Ladner, Tsawwassen and S. Delta Year-To-Date RMR HPI* shows that prices increased \$297,738.

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

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

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Market Analysis and Forecasting

May 1/22 Ladner, S. Delta

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

Ladner, Tsawwassen & S.Delta List Price Ranges Statistics - Apr 2022

Detached

| Home Price Range | Total Listings (/month) | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | %SOLD | |
|-------------------------|----------------------------|-----------|----------|---------------------------|-----------------------------|------------|---|
| 0-\$1,500,000 | 60 | 33 | 8 | 107% | \$101,000 | 55.0% | ↑ |
| \$1,500,001-\$1,700,000 | 44 | 18 | 7 | 105% | \$80,000 | 40.9% | ↑ |
| \$1,700,001-\$2,000,000 | 47 | 16 | 14 | 101% | \$11,500 | 34.0% | ↑ |
| \$2,000,001-\$3,000,000 | 39 | 3 | 10 | 98% | -\$49,000 | 7.7% | ↓ |
| \$3,000,001 and more | 25 | 2 | 13 | 99% | -\$44,400 | 8.0% | ↓ |
| Total Activity | 215 | 72 | 8 | 102% | \$25,550 | 33% | ↑ |

2. How Many Properties Were Available During the Month?

| Monthly Changes Summary | Apr-21 | Mar-22 | Apr-22 | 5/1/2022 | Change | |
|---------------------------------------|-------------|-------------|-------------|----------|----------|---|
| Total Listings** (A,S,T,C,X) | 284 | 202 | 215 | | 13 | ↑ |
| Active Listings (1st of the month) | 167 | 113 | 126 | 149 | 23 | ↑ |
| Solds | 73 | 36 | 72 | | 36 | ↑ |
| Days on Market (DOM) | 7 | 8 | 8 | | 0 | |
| %SOLD (Sales/ Listings /mnlthly rate) | 43.7% | 17.8% | 33.5% | | 15.7% | ↑ |
| Home Price Index | \$1,316,362 | \$1,580,086 | \$1,614,100 | | \$34,014 | ↑ |

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

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Market Analysis and Forecasting

May 1/22 Ladner, S. Delta

What Sold in your Neighbourhood and for What Price?

| Ladner, Tsawwassen & S.Delta Sub areas Statistics - Apr 2022 | | | | | Detached | |
|--|-------------------------|-----------|----------|------------------------|--------------------------|------------|
| Neighbourhoods | Total Listings (/month) | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | %SOLD |
| Delta Manor | 11 | 4 | 9 | 100% | \$1,500 | 36% |
| East Delta | 3 | 0 | | | | 0% |
| Hawthorne | 31 | 11 | 14 | 102% | \$30,100 | 35% |
| Holly | 12 | 4 | 10 | 101% | \$18,556 | 33% |
| Ladner Rural | 4 | 0 | | | | 0% |
| Ladner Elementary | 18 | 4 | 7 | 102% | \$33,500 | 22% |
| Neilsen Grove | 9 | 2 | 15 | 113% | \$115,600 | 22% |
| Port Guichon | 7 | 2 | 20 | 96% | -\$19,500 | 29% |
| Westham Island | 1 | 0 | | | | 0% |
| Boundary Beach | 10 | 2 | 12 | 100% | -\$5,000 | 20% |
| Beach Grove | 13 | 5 | 6 | 100% | \$0 | 38% |
| Cliff Drive | 16 | 8 | 13 | 99% | -\$11,500 | 50% |
| Tsawwassen Central | 18 | 9 | 8 | 107% | \$101,000 | 50% |
| English Bluff | 16 | 2 | 40 | 101% | -\$6,500 | 13% |
| Pebble Hill | 30 | 13 | 8 | 109% | \$130,000 | 43% |
| Tsawwassen East | 16 | 6 | 7 | 111% | \$138,972 | 38% |
| Total Activity | 215 | 72 | 8 | 102% | \$25,550 | 33% |

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Market Analysis and Forecasting

May 1/22 Ladner, S. Delta

Next Months Market Forecast

Forecast: Ladner, Tsawwassen and S. Delta have 149 homes for sale and with the **33 %SOLD** monthly rate gives us ~3 months of inventory. We project Ladner, Tsawwassen to continue into a Seller Market. 12% of the active listings have reduced their price by \$107,672 on average or \$100,000 median in the last month.

Vancouver home prices increased by just \$2,372 in April. This is a big drop from the \$59,777 increase that we saw in March. This is partially caused by the erosion of consumer confidence with the \$2/liter gas prices, interest rates, and economic woes. We are now forecasting that the majority of the Metro Vancouver Markets will be in a Buyer's Market the next month. The Fraser Valley has already switched to a Buyer's Market with prices dropping a whopping (\$43,918.)

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

Note*: The **Home Price Index** * (HPI) is all the detached home sales averaged & adjusted for finished sqft, age and lot size. (This HPI excludes the mobile home, duplex and the house and acreage sales.) For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: VancouverMarketReports.com

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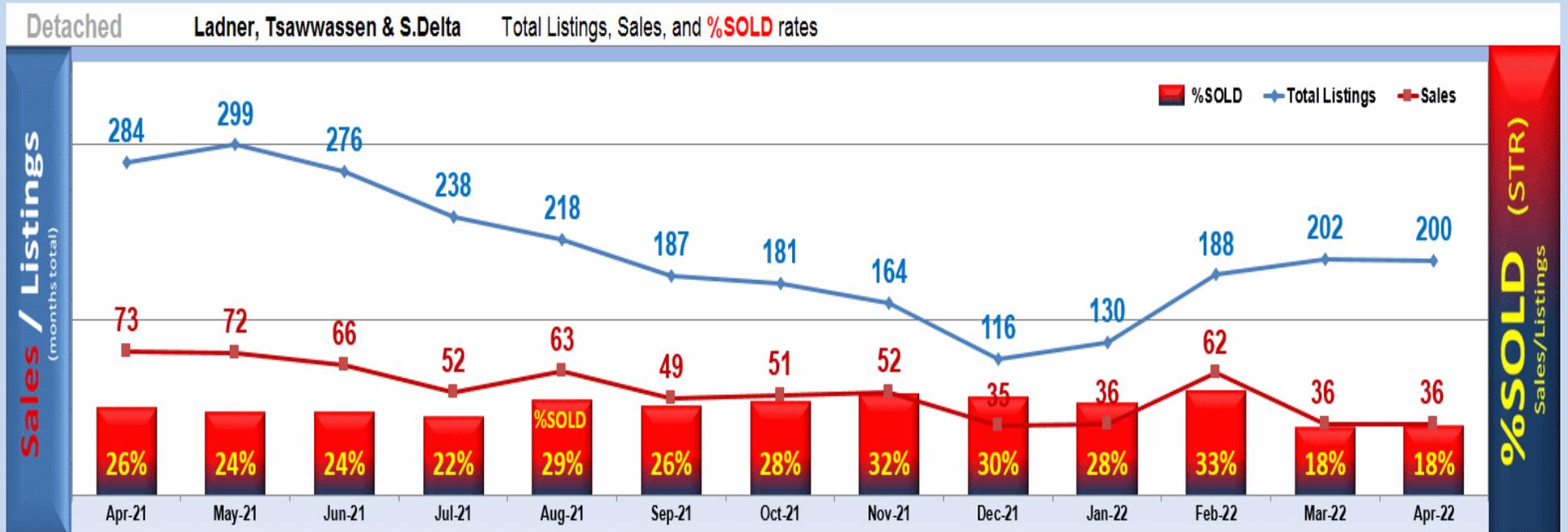
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How has the Market performed this Past Month and Year?

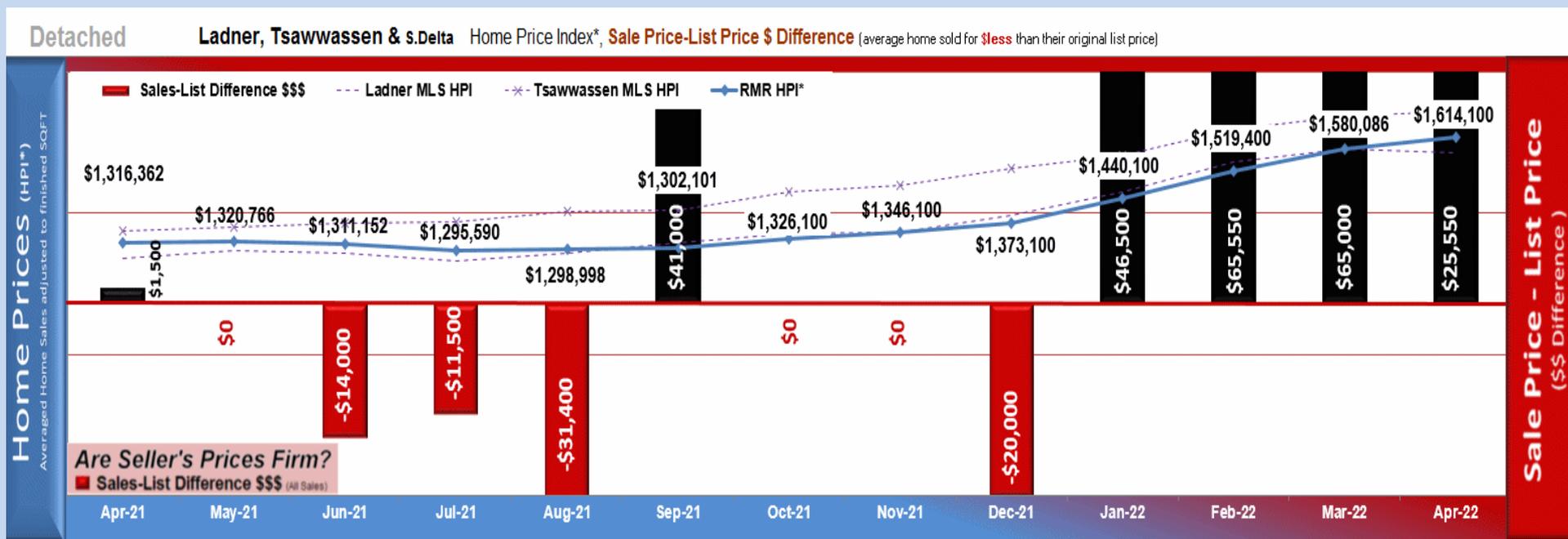


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How has the Housing Price Index changed and ... What is the Average Negotiated Discount?



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Market Analysis and Forecasting

May 1/22 Richmond

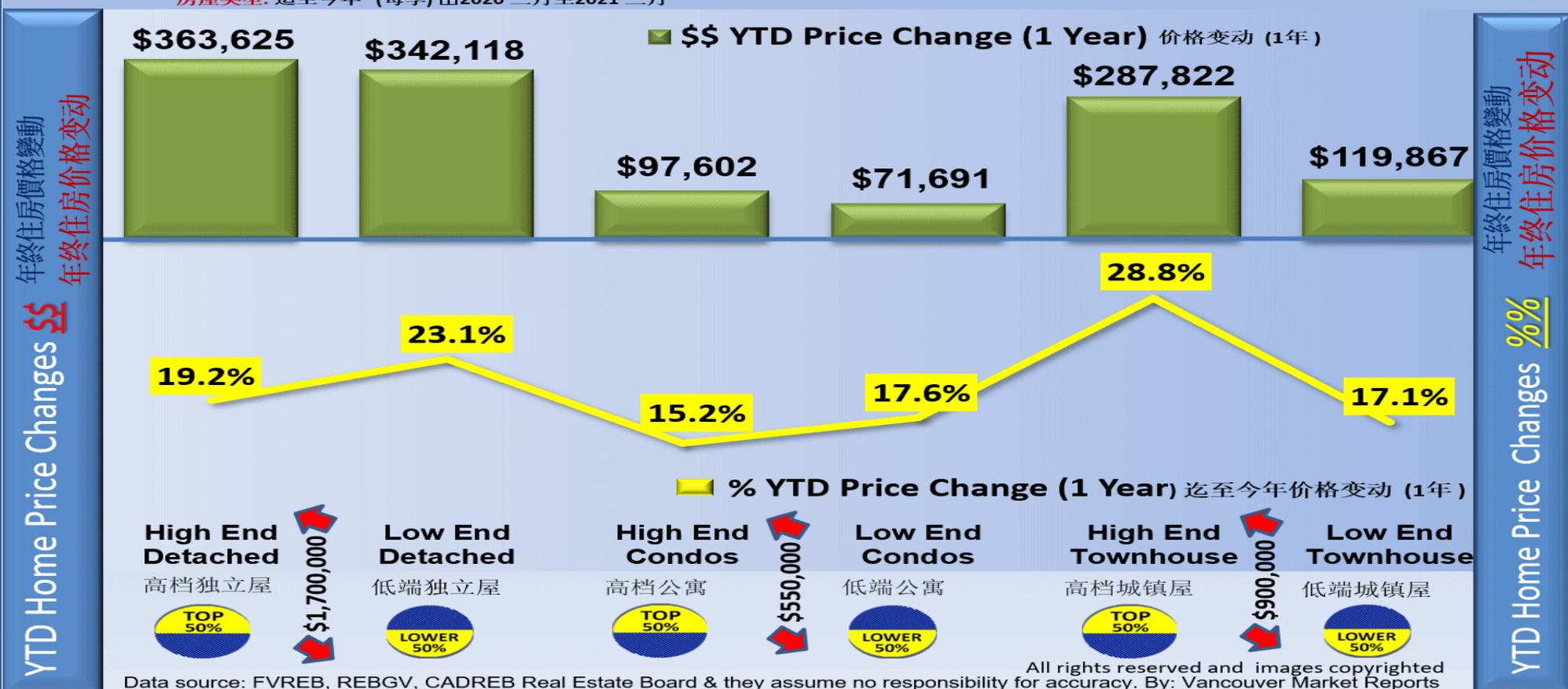
Richmond Real Estate Price Changes (\$/%)

列治文 房地產價格變動 / 列治文 房地產價格變動

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

房屋类型: 迄至今年 (每季) 由2020 三月至2021 三月

Powered by: Vancouver Market Reports HPI^{ip}



YTD Home Price Changes \$

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

May 1/22 Richmond

Monthly Market Activity - Apr 2022 Single Family



May 1 2022 Richmond Market Update (Detached)

Current: Richmond: is in a Seller's Market with average Listings, **15 %SOLD** rate and a 105% Sell/List Ratio.
(This means that there is an average of a \$91,100 Discount on a sale from the original list price)

Most Active Price Range: Homes between \$1.65 mill. have **30.9 %SOLD** rate.

Least Active Price Range: Homes between \$3 mill. - \$3.4 mill. have **2.3 %SOLD** rate

History: The Richmond Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$247,258.
The Richmond Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$260,154.

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

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Market Analysis and Forecasting

May 1/22 Richmond

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

Richmond List Price Ranges Statistics - Apr 2022

| Home Price Range | Total Listings (month) | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | %SOLD | |
|-------------------------|------------------------|-----------|-----------|------------------------|--------------------------|------------|---|
| 0-\$1,650,000 | 68 | 21 | 9 | 103% | \$50,000 | 30.9% | ↑ |
| \$1,650,001-\$1,900,000 | 100 | 30 | 10 | 106% | \$97,500 | 30.0% | ↑ |
| \$1,900,001-\$2,200,000 | 108 | 15 | 8 | 107% | \$135,000 | 13.9% | |
| \$2,200,001-\$2,500,000 | 67 | 9 | 10 | 108% | \$181,000 | 13.4% | |
| \$2,500,001-\$2,800,000 | 58 | 5 | 14 | 100% | \$0 | 8.6% | ↓ |
| \$2,800,001-\$3,000,000 | 74 | 10 | 28 | 96% | -\$128,000 | 13.5% | |
| \$3,000,001-\$3,400,000 | 44 | 1 | 5 | 91% | -\$290,000 | 2.3% | ↓ |
| \$3,400,001-\$4,000,000 | 52 | 2 | 53 | 92% | -\$270,000 | 3.8% | ↓ |
| \$4,000,001 and more | 70 | 3 | 14 | 97% | -\$150,000 | 4.3% | ↓ |
| Total Activity | 641 | 96 | 10 | 105% | \$91,100 | 15% | ↑ |

2. How Many Properties Were Available During the Month?

| Monthly Changes Summary | Apr-21 | Mar-22 | Apr-22 | 5/1/2022 | Change | |
|--|-------------|-------------|-------------|----------|-----------|---|
| Total Listings** (A,S,T,C,X) | 842 | 632 | 641 | | 9 | ↑ |
| Active Listings | 512 | 376 | 436 | 481 | 45 | ↑ |
| Solds | 178 | 149 | 96 | | -53 | ↓ |
| DOM | 10 | 10 | 10 | | 0 | |
| %SOLD (Sales/ Listings /mnlthly rate) | 21% | 24% | 15.0% | | -9% | ↓ |
| (Top 50%) Home Price Index HPIp | \$1,978,101 | \$2,291,475 | \$2,225,359 | | -\$66,116 | ↓ |
| (Lower 50%) Home Price Index HPIp | \$1,541,947 | \$1,871,800 | \$1,802,101 | | -\$69,699 | ↓ |

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Market Analysis and Forecasting

May 1/22 Richmond

| Richmond Sub areas Statistics - Apr 2022 | | | | | Detached | |
|--|------------------------|-----------|-----------|------------------------|--------------------------|------------|
| Neighbourhoods | Total Listings (month) | Sales | DOM | Sale Price /List Price | Sell - List \$Difference | %SOLD |
| Sea Island | 9 | 0 | | | | 0.0% |
| Bridgeport RI | 13 | 4 | 28 | 107% | \$115,500 | 30.8% |
| West Cambie | 22 | 4 | 6 | 100% | \$7,000 | 18.2% |
| East Cambie | 17 | 2 | 17 | 89% | -\$229,000 | 11.8% |
| Terra Nova | 11 | 4 | 11 | 110% | \$241,050 | 36.4% |
| Riverdale RI | 44 | 4 | 23 | 96% | -\$144,950 | 9.1% |
| Quilchena RI | 30 | 7 | 13 | 112% | \$245,000 | 23.3% |
| Granville | 36 | 4 | 31 | 101% | \$17,345 | 11.1% |
| Seafair | 45 | 8 | 20 | 103% | \$52,000 | 17.8% |
| Boyd Park | 12 | 2 | 7 | 108% | \$136,450 | 16.7% |
| Lackner | 26 | 4 | 8 | 108% | \$158,000 | 15.4% |
| Steveston Village | 6 | 3 | 10 | 108% | \$151,200 | 50.0% |
| Steveston North | 50 | 14 | 12 | 99% | -\$10,000 | 28.0% |
| Steveston South | 25 | 7 | 9 | 103% | \$52,000 | 28.0% |
| Westwind | 9 | 4 | 13 | 102% | \$51,000 | 44.4% |
| Woodwards | 44 | 3 | 8 | 103% | \$50,000 | 6.8% |
| Broadmoor | 58 | 3 | 22 | 108% | \$181,000 | 5.2% |
| Garden City | 25 | 2 | 14 | 100% | \$9,500 | 8.0% |
| Saunders | 20 | 4 | 10 | 95% | -\$132,500 | 20.0% |
| South Arm | 24 | 2 | 39 | 102% | -\$14,000 | 8.3% |
| Brighthouse | 2 | 1 | 1 | 107% | \$200,000 | 50.0% |
| Brighthouse South | 2 | 0 | | | | 0.0% |
| McLennan North | 5 | 1 | 14 | 122% | \$1,118,000 | 20.0% |
| Gilmore | 9 | 0 | | | | 0.0% |
| McLennan | 15 | 2 | 34 | 108% | \$150,050 | 13.3% |
| East Richmond | 15 | 0 | | | | 0.0% |
| McNair | 30 | 3 | 8 | 108% | \$172,000 | 10.0% |
| Ironwood | 20 | 3 | 10 | 94% | -\$79,000 | 15.0% |
| Hamilton RI | 17 | 1 | 15 | 100% | -\$5,000 | 5.9% |
| Total Activity | 641 | 96 | 10 | 105% | \$91,100 | 15% |

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Market Analysis and Forecasting

May 1/22 Richmond

Next Months Market Forecast

Forecast: Richmond has 481 homes are for sale and with the **24 %SOLD** monthly rate gives us a ~7 months of inventory. 4% of the active listings have reduced their price by \$170,695 on average or \$116,000 median for the last month. We project Richmond to be a continued Seller market.

Vancouver home prices increased by just \$2,372 in April. This is a big drop from the \$59,777 increase that we saw in March. This is partially caused by the erosion of consumer confidence with the \$2/liter gas prices, interest rates, and economic woes. We are now forecasting that the majority of the Metro Vancouver Markets will be in a Buyer's Market the next month. The Fraser Valley has already switched to a Buyer's Market with prices dropping a whopping (\$43,918.)

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

Analytical Methods: Richmond 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 **Richmond HPI Top 50%** representing the higher end sales and the **Richmond HPI Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time. Note: For a more accurate price change for your home request a Comparative Market Analysis.

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

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Market Analysis and Forecasting

May 1/22 Richmond

Detached Richmond 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)



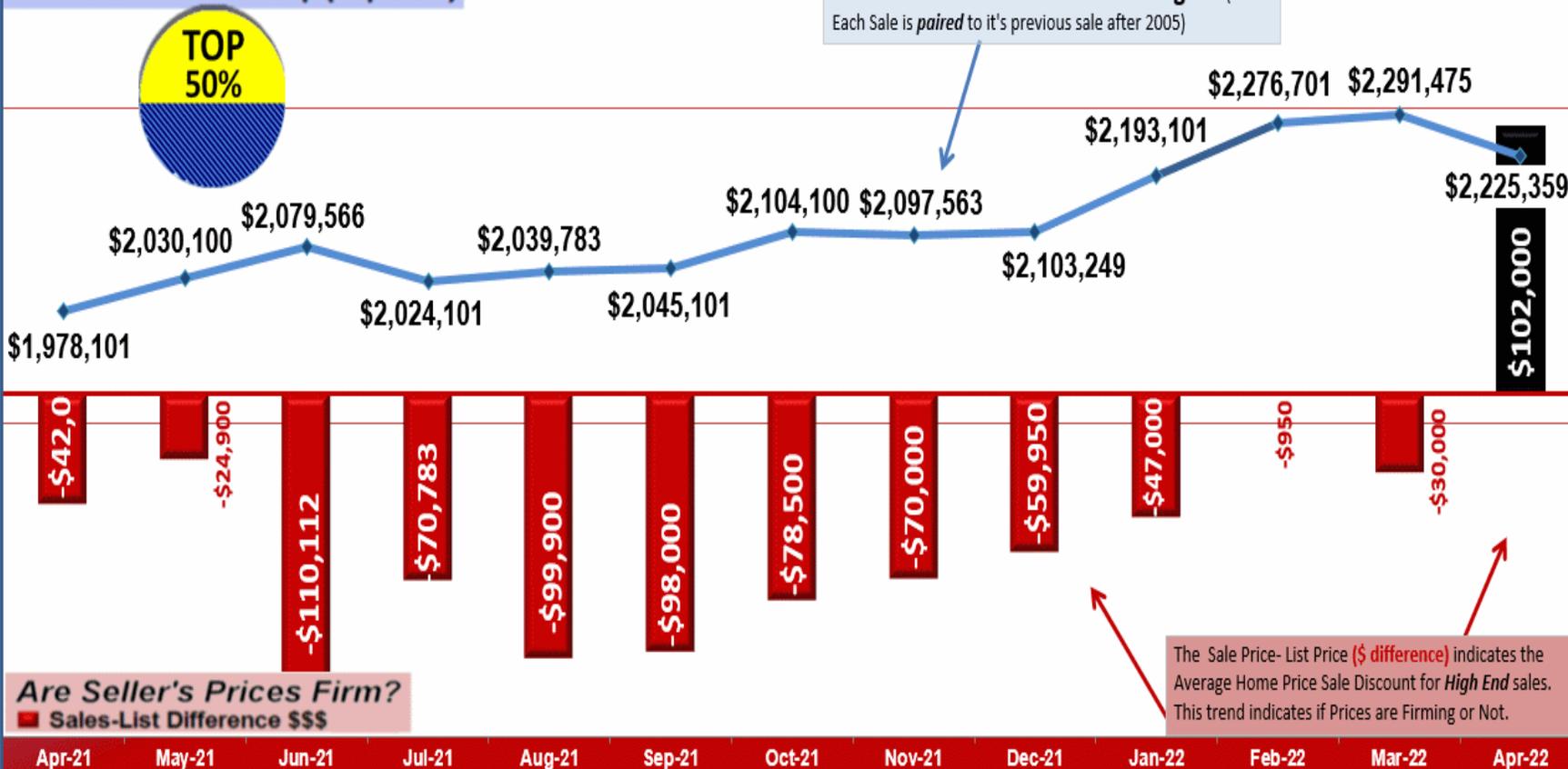
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Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,900,000

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



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.



Detached

TOP 50%

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

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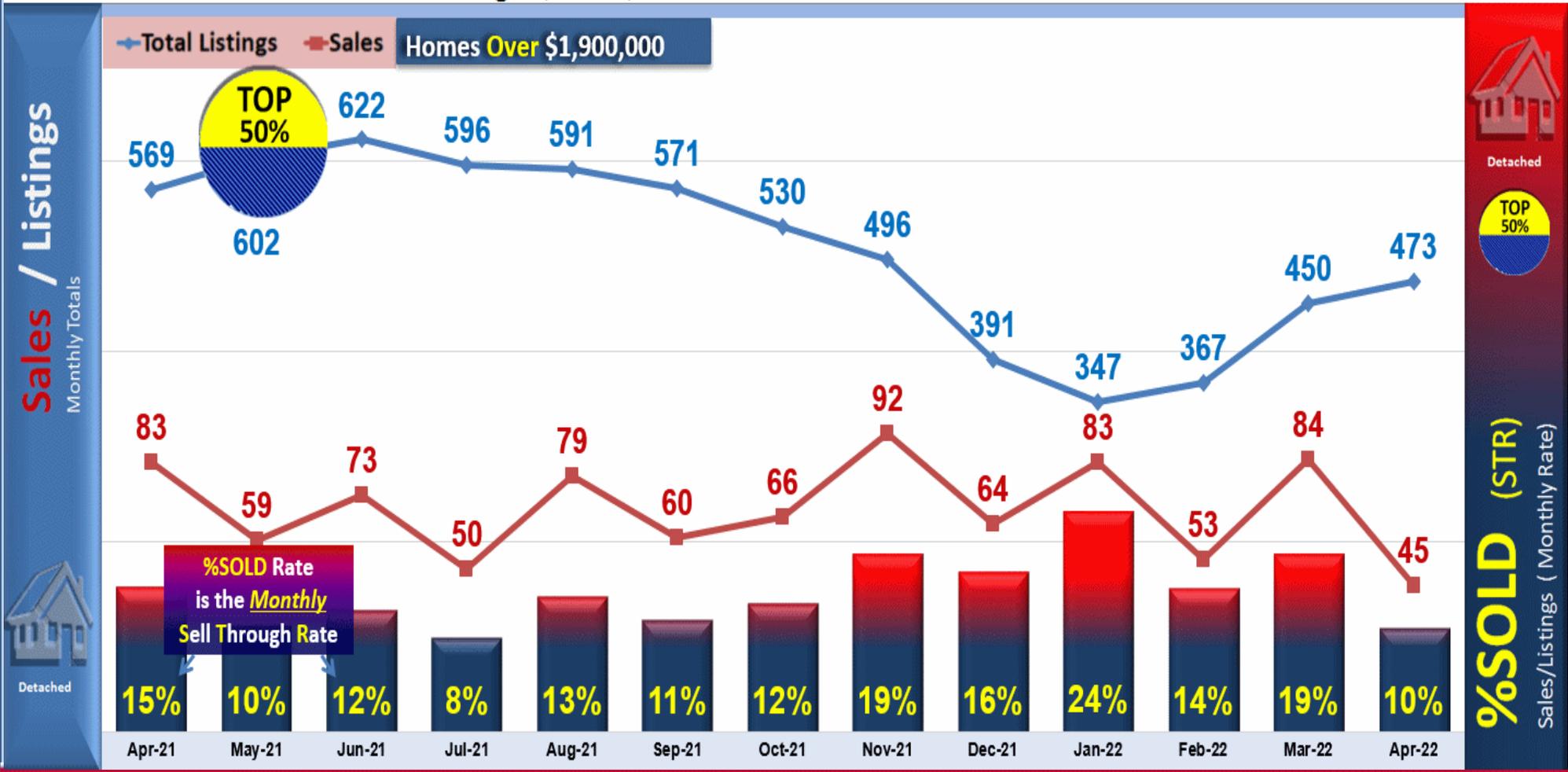
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Market Analysis and Forecasting

May 1/22 Richmond

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



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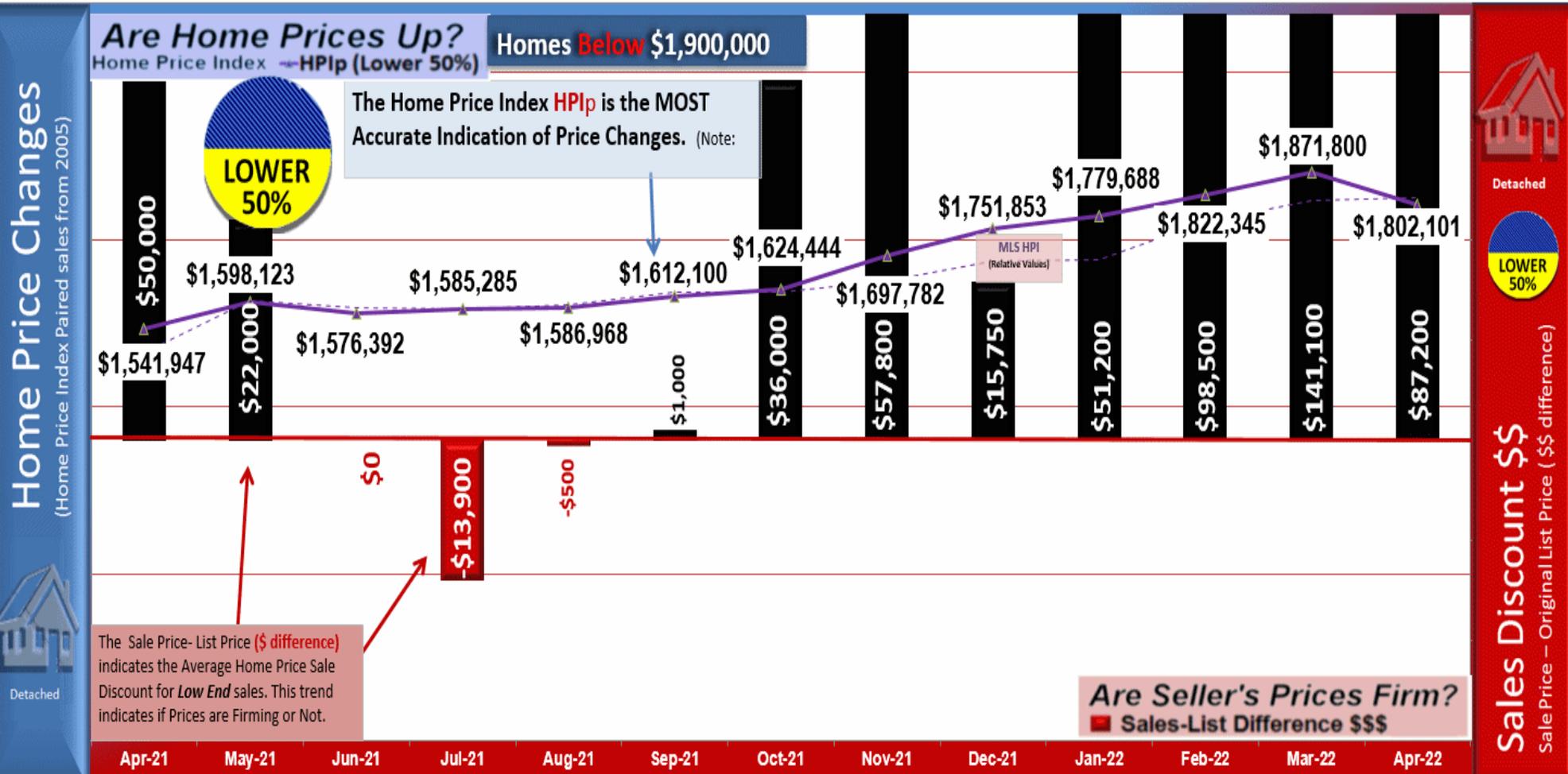
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Market Analysis and Forecasting

May 1/22 Richmond

Detached Richmond 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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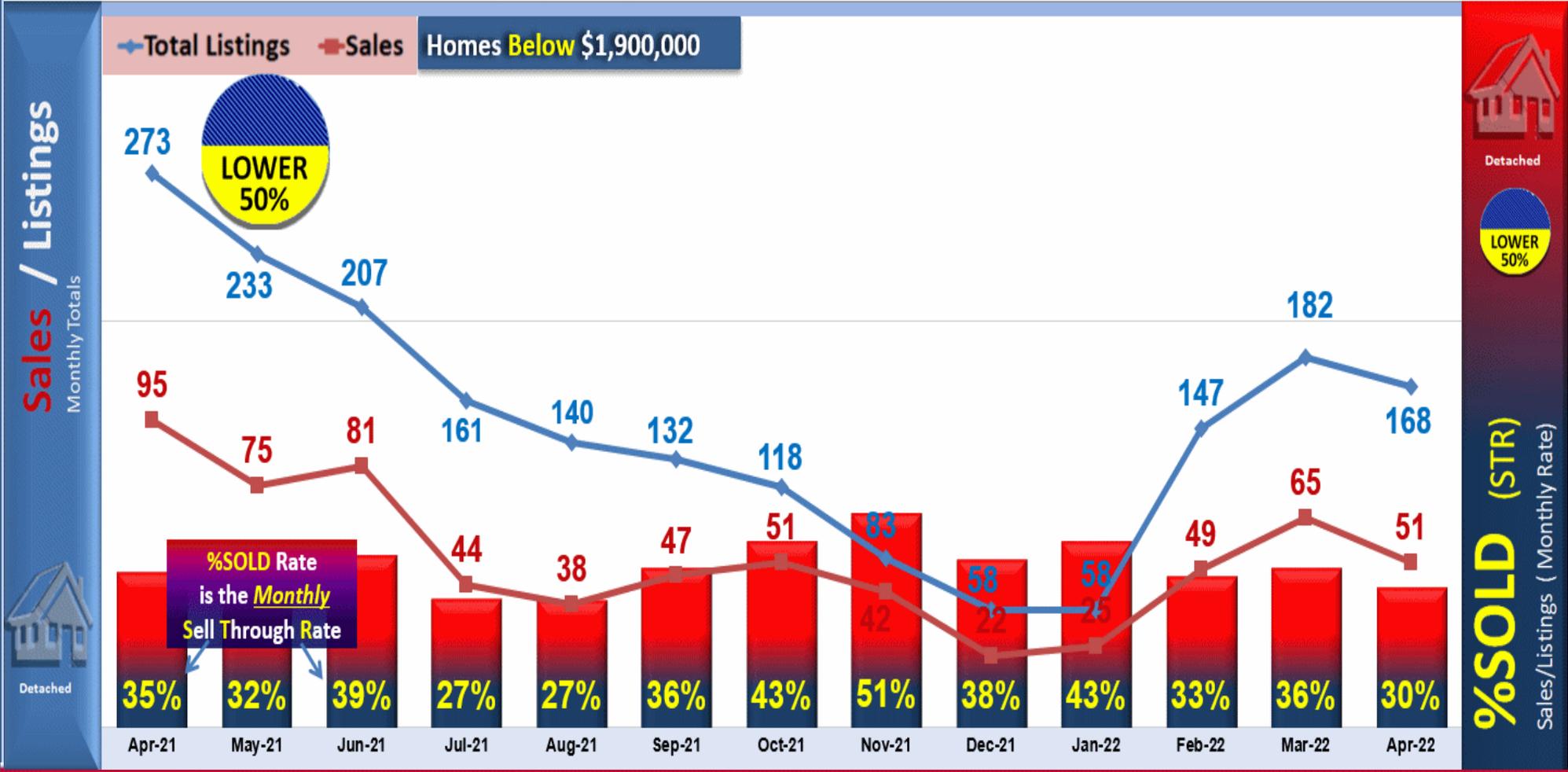
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Market Analysis and Forecasting

May 1/22 Richmond

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



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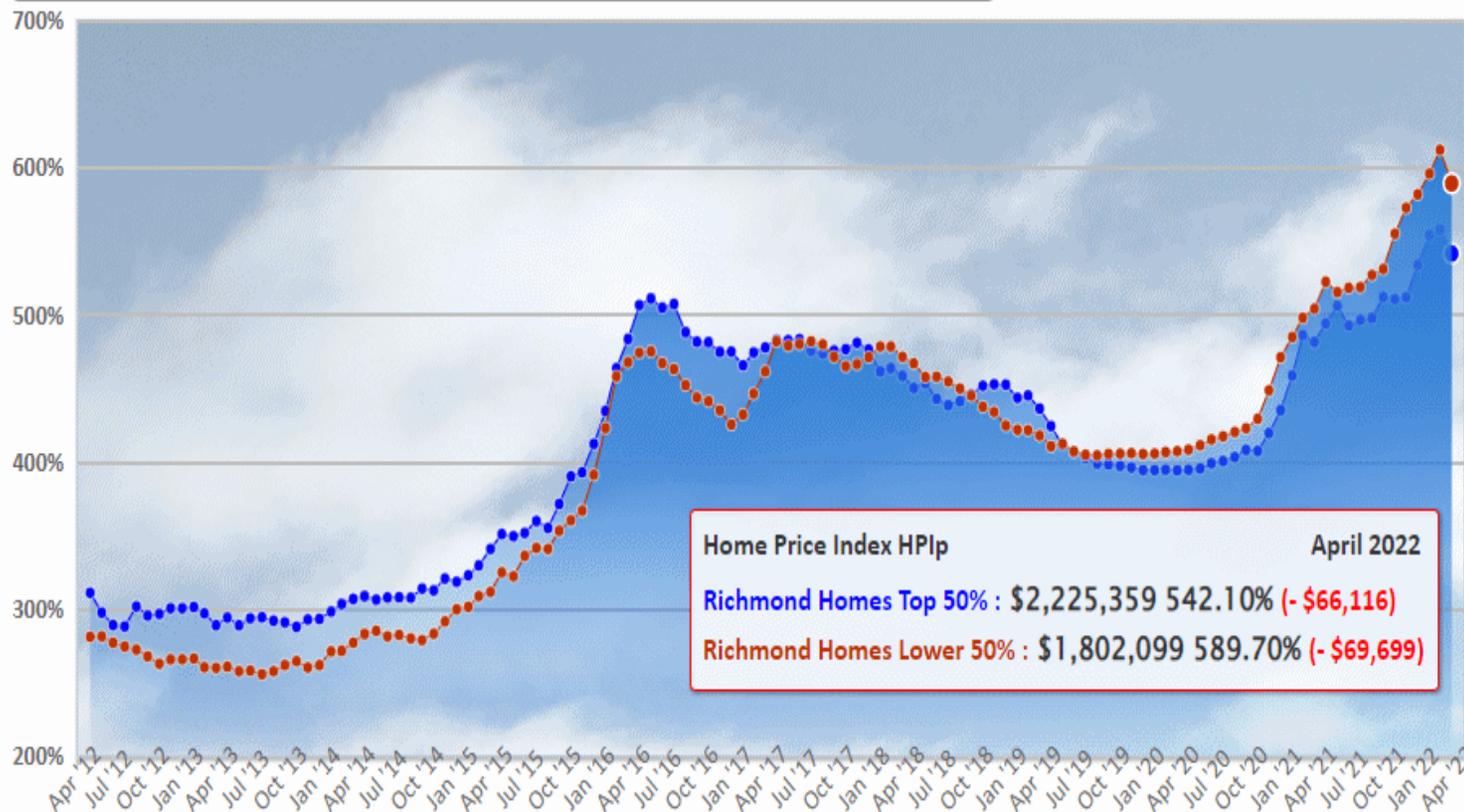
May 1/22 **Richmond**

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

Monthly Home values



| Date | Value |
|----------|----------|
| Apr 2022 | % 542.10 |
| Mar 2022 | % 558.20 |
| Feb 2022 | % 554.60 |
| Jan 2022 | % 534.30 |
| Dec 2021 | % 512.40 |
| Nov 2021 | % 511.00 |
| Oct 2021 | % 512.60 |
| Sep 2021 | % 498.20 |
| Aug 2021 | % 496.90 |
| Jul 2021 | % 493.10 |
| Jun 2021 | % 506.60 |
| May 2021 | % 494.60 |

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

Bob Cooke

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Statistics, on the Web!

attached homes



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Richmond Sub areas Statistics - Apr 2022

| Neighbourhoods | Total Listings (month) | Sales | DOM | Sale Price /List Price | Sell - List \$Diff | %SOLD |
|-----------------------|------------------------|------------|----------|------------------------|--------------------|------------|
| Sea Island | 0 | 0 | | | | 0.0% |
| Bridgeport RI | 21 | 10 | 10 | 104% | \$28,100 | 47.6% |
| West Cambie | 237 | 58 | 9 | 106% | \$41,389 | 24.5% |
| East Cambie | 13 | 4 | 20 | 103% | \$28,500 | 30.8% |
| Terra Nova | 12 | 5 | 7 | 102% | \$22,000 | 41.7% |
| Riverdale RI | 18 | 11 | 8 | 105% | \$33,000 | 61.1% |
| Quilchena RI | 7 | 2 | 24 | 101% | \$10,500 | 28.6% |
| Granville | 22 | 4 | 14 | 107% | \$55,500 | 18.2% |
| Seafair | 4 | 1 | 1 | 100% | \$0 | 25.0% |
| Boyd Park | 14 | 7 | 19 | 102% | \$9,500 | 50.0% |
| Lackner | 5 | 1 | 7 | 105% | \$58,000 | 20.0% |
| Steveston Village | 7 | 3 | 7 | 99% | -\$10,000 | 42.9% |
| Steveston North | 10 | 4 | 7 | 103% | \$26,600 | 40.0% |
| Steveston South | 41 | 22 | 8 | 100% | -\$500 | 53.7% |
| Westwind | 1 | 1 | 8 | 106% | \$56,000 | 0.0% |
| Woodwards | 15 | 3 | 8 | 107% | \$81,000 | 20.0% |
| Broadmoor | 15 | 3 | 7 | 105% | \$71,200 | 20.0% |
| Garden City | 10 | 2 | 9 | 119% | \$201,500 | 20.0% |
| Saunders | 8 | 6 | 7 | 108% | \$45,550 | 75.0% |
| South Arm | 19 | 4 | 28 | 100% | \$4,300 | 21.1% |
| Brighthouse | 363 | 107 | 9 | 103% | \$20,000 | 29.5% |
| Brighthouse South | 107 | 45 | 9 | 105% | \$27,000 | 42.1% |
| McLennan North | 87 | 44 | 8 | 106% | \$50,050 | 50.6% |
| Gilmore | 0 | 0 | | | | 0.0% |
| McLennan | 0 | 0 | | | | 0.0% |
| East Richmond | 3 | 1 | 22 | 102% | \$11,000 | 33.3% |
| McNair | 0 | 0 | | | | 0.0% |
| Ironwood | 26 | 10 | 11 | 111% | \$71,500 | 38.5% |
| Hamilton RI | 22 | 8 | 9 | 102% | \$20,100 | 36.4% |
| Total Activity | 1087 | 366 | 9 | 104% | \$30,050 | 34% |

Attached

| Monthly Changes Summary | Apr-21 | Mar-22 | Apr-22 | 5/1/2022 | Change |
|--|-----------|-------------|-------------|----------|-----------|
| Total Listings** (A,S,T,C,X) | 1419 | 1092 | 1087 | | -5 |
| Active Listings (1st of the month) | 838 | 485 | 579 | 641 | 62 |
| Solds | 431 | 406 | 366 | | -40 |
| DOM | 9 | 8 | 9 | | 1 |
| %SOLD (Sales/ Listings (monthly rate)) | 30.4% | 37.2% | 33.7% | | -3.5% |
| Condos (Top 50%) Home Price Index HPI | \$672,125 | \$756,903 | \$758,364 | | \$1,460 |
| Condos (Lower 50%) Home Price Index HP | \$436,163 | \$500,101 | \$506,912 | | \$6,811 |
| Twnhs (Top 50%) Home Price Index HPIp | ##### | \$1,327,100 | \$1,350,188 | | \$23,088 |
| Twnhs (Lower 50%) Home Price Index HPI | \$720,650 | \$841,943 | \$830,684 | | -\$11,260 |

May 1 2022 Richmond Market Update (Attached)

Current: Richmond is a Seller Market with **34 % SOLD** Rate and 104% Sell/List Ratio. (This means an average of a \$30,050 increase on a sale from the original list price)

Most Active Range: Homes between \$495,000 - \$575,000 have **66.3 % SOLD** rate.
Least Active Range: Homes above \$1,500,000 have **16.2 % SOLD** rate.

History: Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$86,238.
Richmond's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are increased \$70,749.
Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$279,809.
Richmond's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$110,034.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: This month's inventory is 23% less than same month last year. Active listing increased which means that we may increase in the sold listings in the coming month. We project Richmond to be a continued Seller market.

Vancouver home prices increased by just \$2,372 in April. This is a big drop from the \$59,777 increase that we saw in March. This is partially caused by the erosion of consumer confidence with the \$2/liter gas prices, interest rates, and economic woes. We are now forecasting that the majority of the Metro Vancouver Markets will be in a Buyer's Market the next month. The Fraser Valley has already switched to a Buyer's Market with prices dropping a whopping (\$43,918.)

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

Note*: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). Data is from : FVREB, REGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy Copyright: VancouverMarketReports.com

Richmond List Price Ranges Statistics - Apr 2022

| Home Price Range | Total Listings (month) | Sales | DOM | Sale Price /List Price | Sell - List \$Diff | %SOLD |
|-------------------------|------------------------|------------|----------|------------------------|--------------------|------------|
| 0-\$495,000 | 93 | 46 | 10 | 105% | \$22,550 | 49.5% |
| \$495,001-\$575,000 | 80 | 53 | 8 | 106% | \$31,000 | 66.3% |
| \$575,001-\$640,000 | 78 | 40 | 8 | 106% | \$34,600 | 51.3% |
| \$640,001-\$700,000 | 109 | 51 | 8 | 105% | \$36,000 | 46.8% |
| \$700,001-\$800,000 | 118 | 37 | 9 | 102% | \$13,100 | 31.4% |
| \$800,001-\$925,000 | 130 | 41 | 8 | 104% | \$32,000 | 31.5% |
| \$925,001-\$1,050,000 | 138 | 31 | 11 | 108% | \$74,000 | 22.5% |
| \$1,050,001-\$1,200,000 | 127 | 27 | 10 | 107% | \$80,000 | 21.3% |
| \$1,200,001-\$1,500,000 | 140 | 28 | 11 | 101% | \$12,000 | 20.0% |
| \$1,500,001 and more | 74 | 12 | 7 | 100% | -\$4,950 | 16.2% |
| Total Activity | 1087 | 366 | 9 | 104% | \$30,050 | 34% |

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

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May 1/22

Richmond

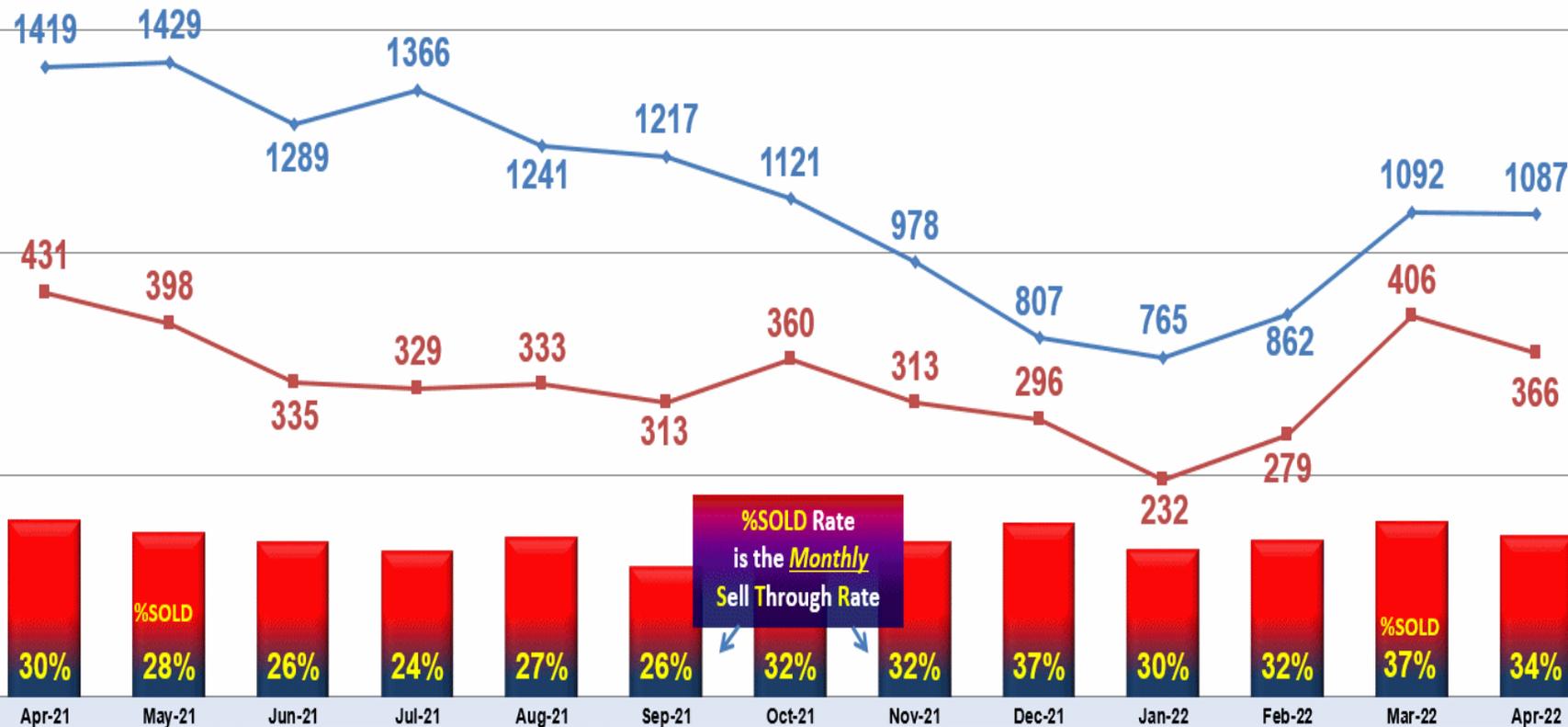
Attached

Richmond

Total Listings**, Sales, and %SOLD Rates

Sales / Listings
Monthly Totals

◆ Total Listings ■ Sales



%SOLD Rate is the Monthly Sell Through Rate

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

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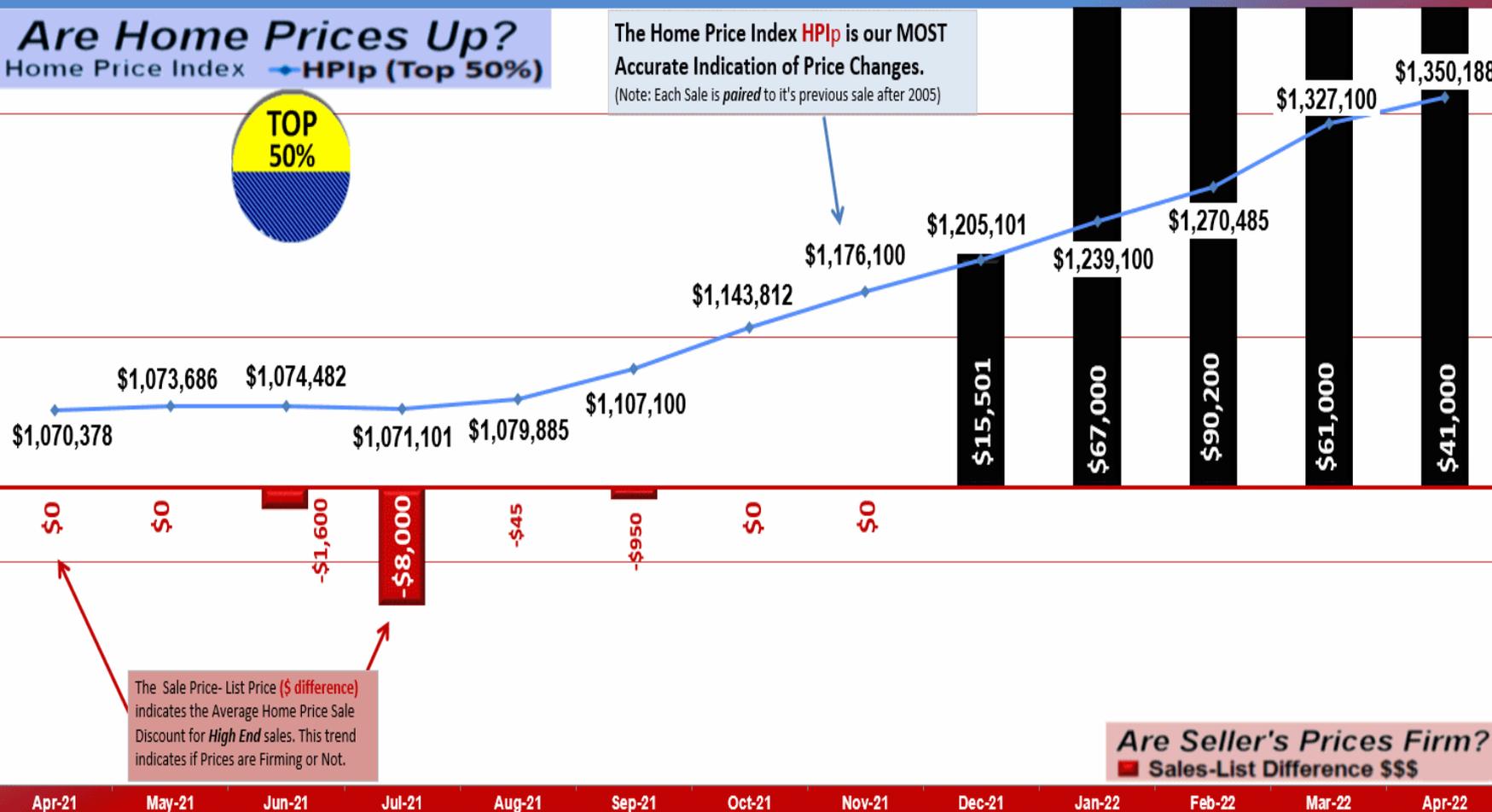
Richmond

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.

(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)



Townhouses



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

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

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Richmond **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

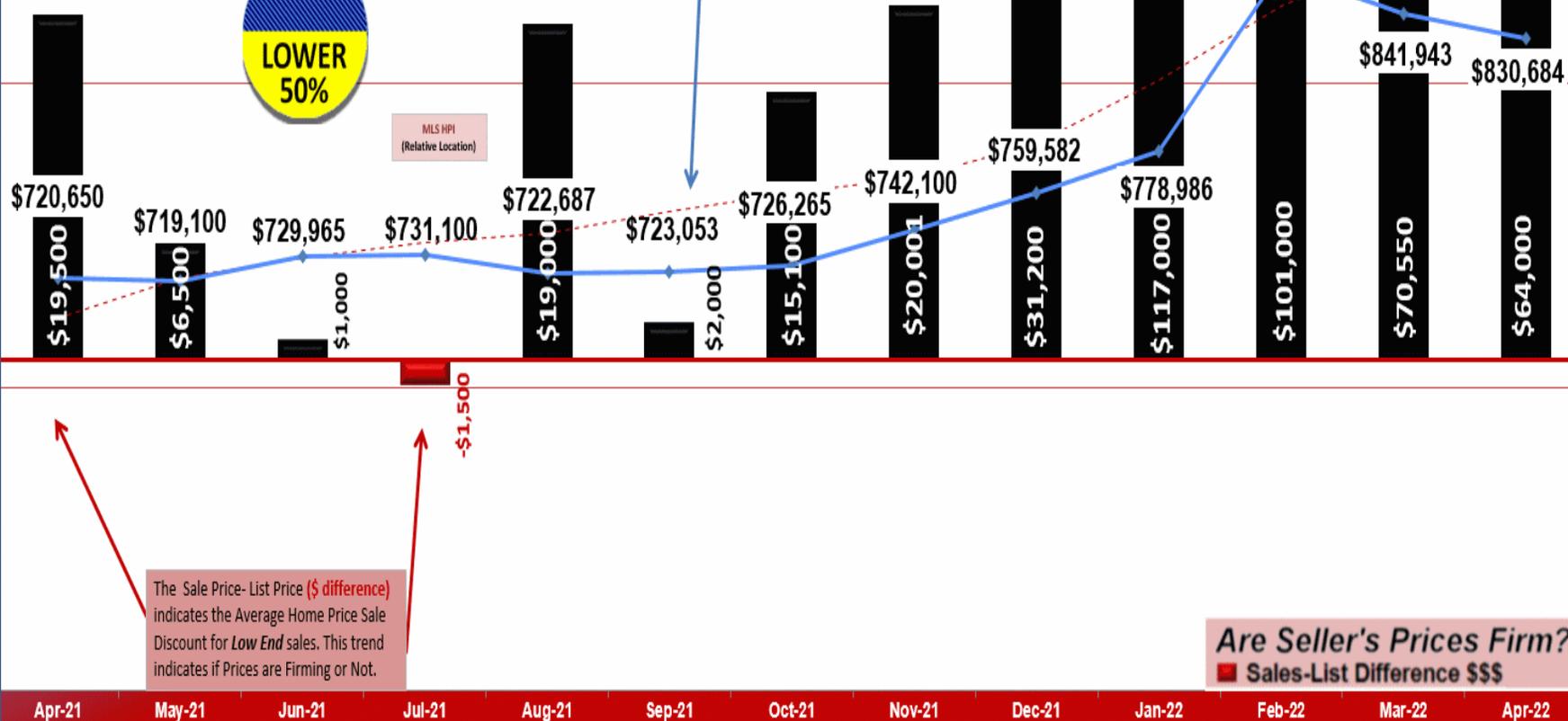
Are Home Prices Up?

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)

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

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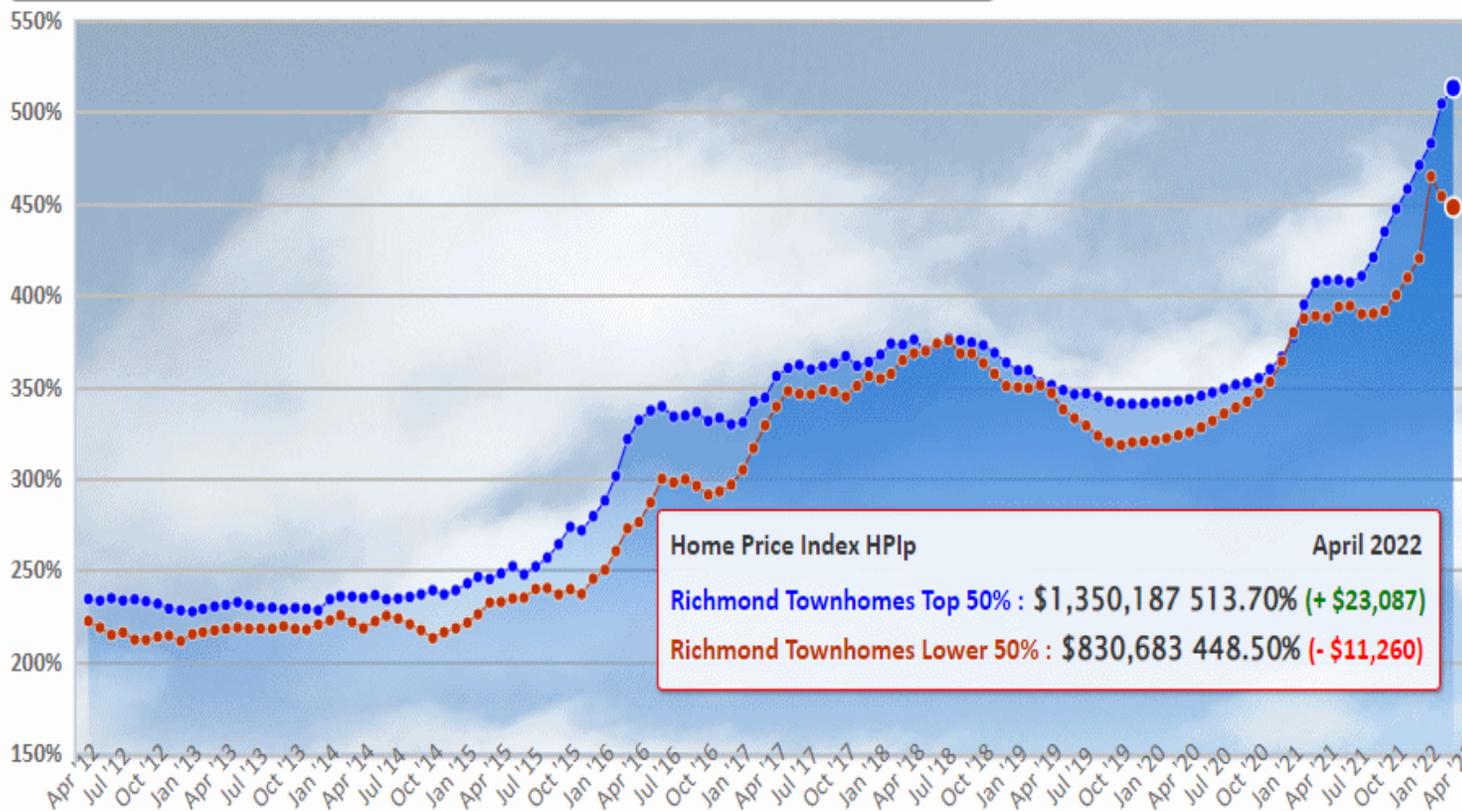
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Richmond Townhomes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Richmond Townhomes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-

Monthly Home values



| Date | Value |
|----------|----------|
| Apr 2022 | % 513.70 |
| Mar 2022 | % 504.90 |
| Feb 2022 | % 483.40 |
| Jan 2022 | % 471.40 |
| Dec 2021 | % 458.50 |
| Nov 2021 | % 447.50 |
| Oct 2021 | % 435.20 |
| Sep 2021 | % 421.20 |
| Aug 2021 | % 410.90 |
| Jul 2021 | % 407.50 |
| Jun 2021 | % 408.80 |
| May 2021 | % 408.50 |

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Richmond

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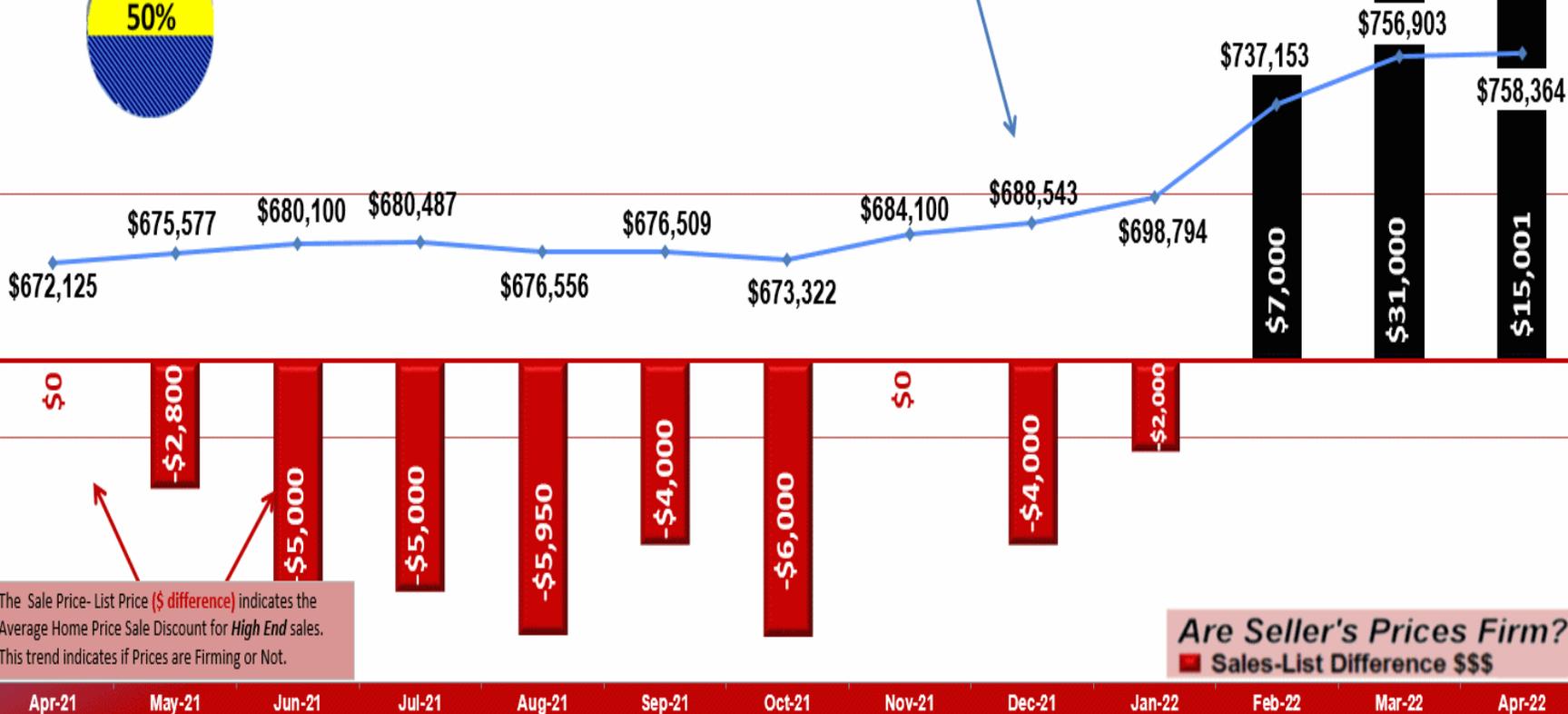
Richmond **Condos** Home Price Index **HPIp** (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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



Condominiums



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

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

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



Condominiums



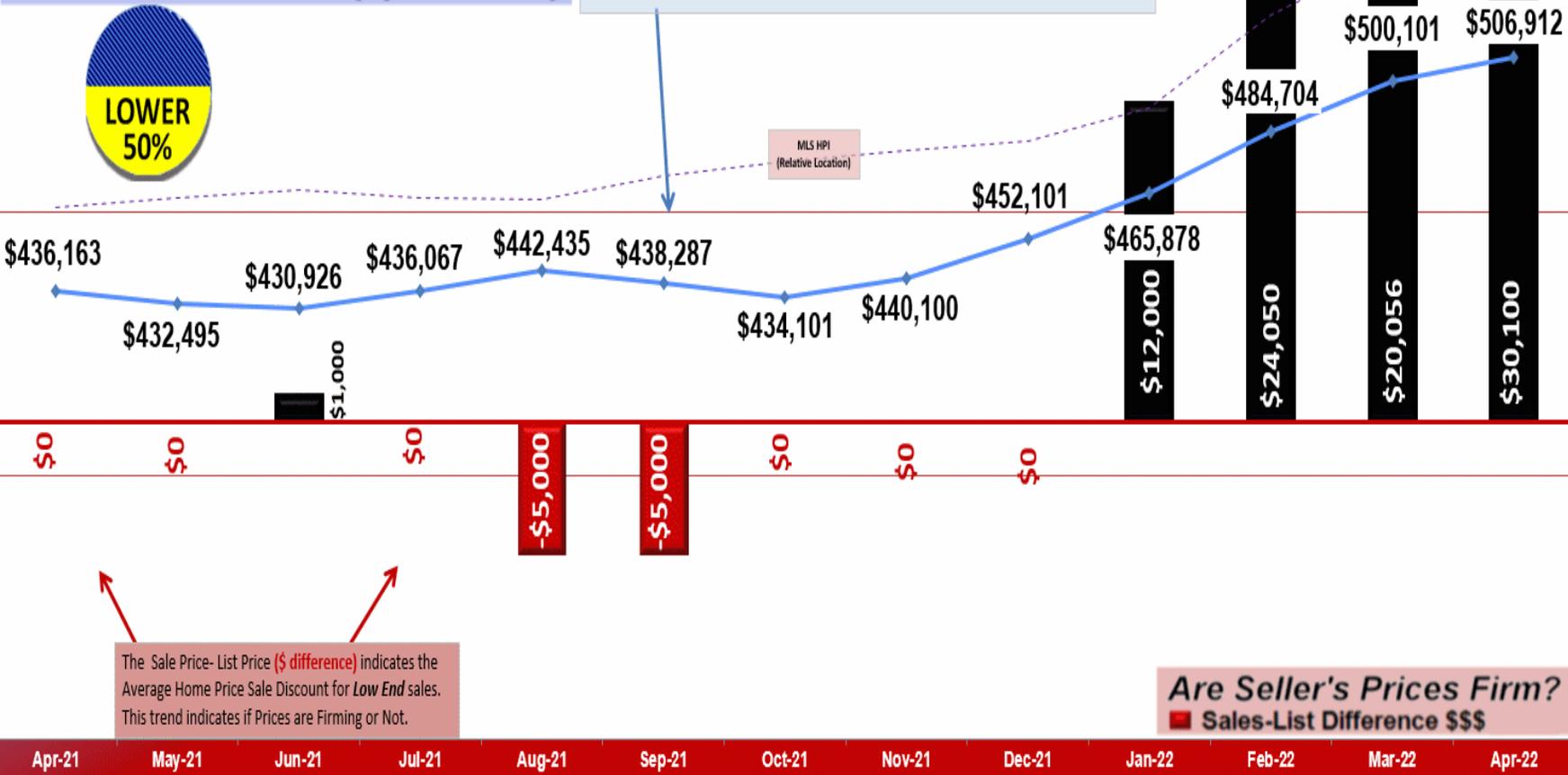
Condominiums



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

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

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



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Sales-List Difference \$\$\$

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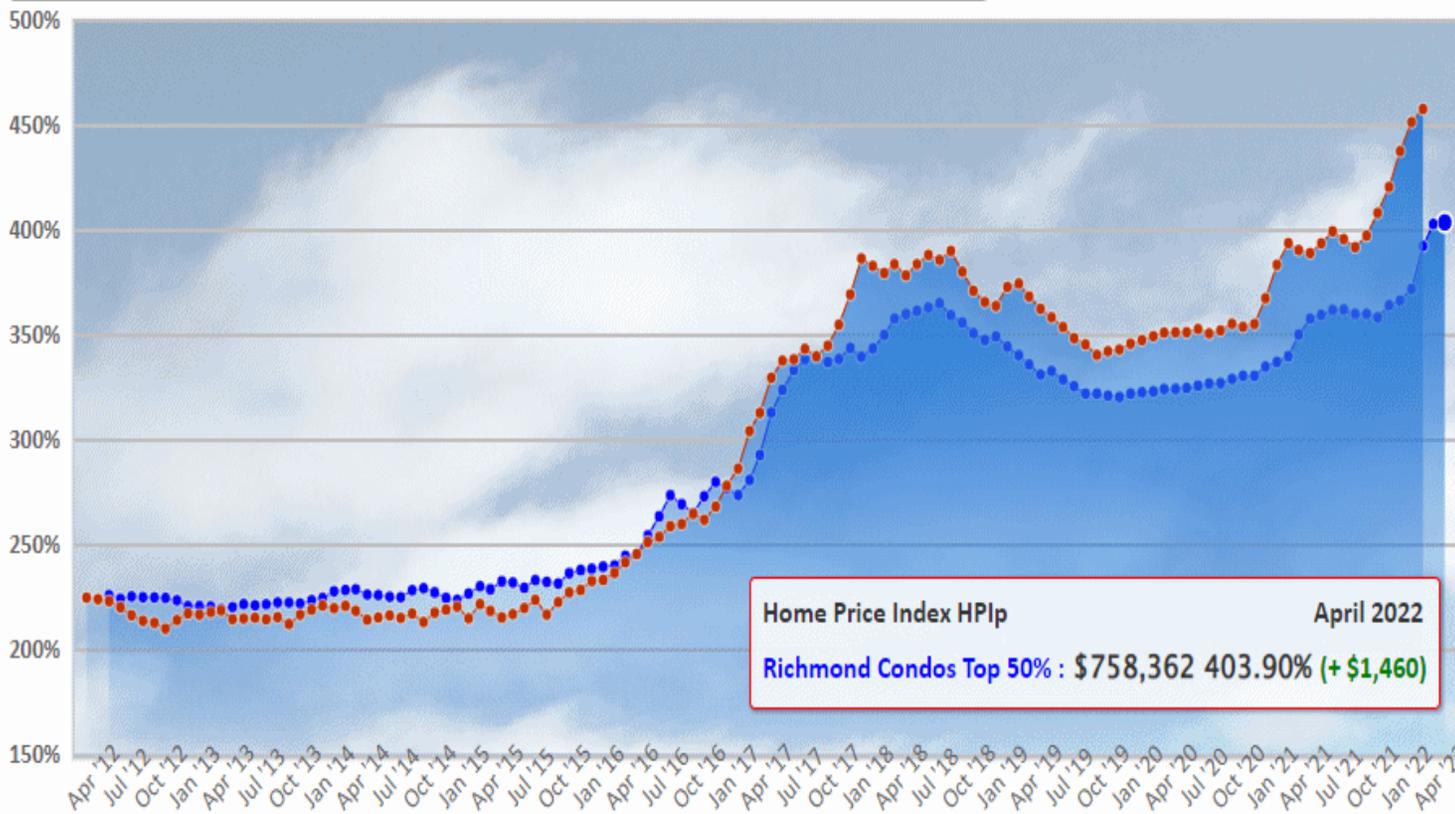
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 Richmond Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

| Date | Value |
|----------|----------|
| Apr 2022 | % 403.90 |
| Mar 2022 | % 403.10 |
| Feb 2022 | % 392.60 |
| Jan 2022 | % 372.20 |
| Dec 2021 | % 366.70 |
| Nov 2021 | % 364.30 |
| Oct 2021 | % 358.60 |
| Sep 2021 | % 360.30 |
| Aug 2021 | % 360.30 |
| Jul 2021 | % 362.40 |
| Jun 2021 | % 362.20 |
| May 2021 | % 359.80 |

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