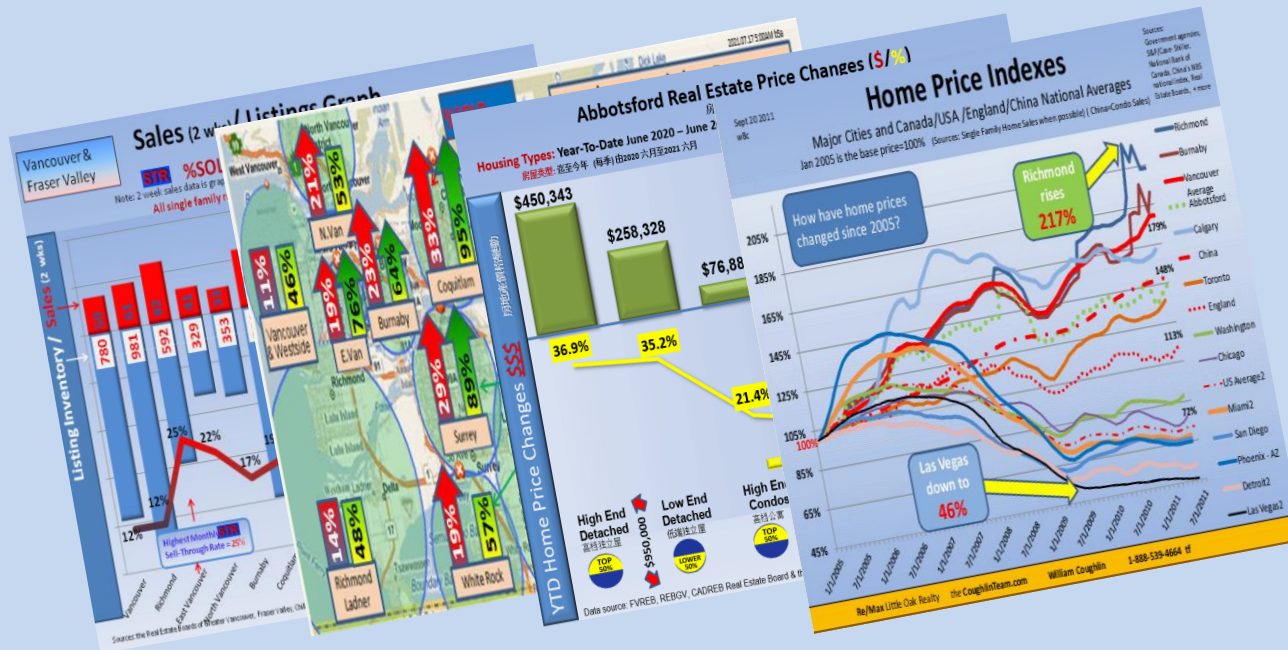


# Nathan Alexander's Market Reports



## Advanced Marketing Tools



# Market Reports Advanced

## Detached

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

## Attached

- [Abbotsford](#)



\*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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# Vancouver Market Reports

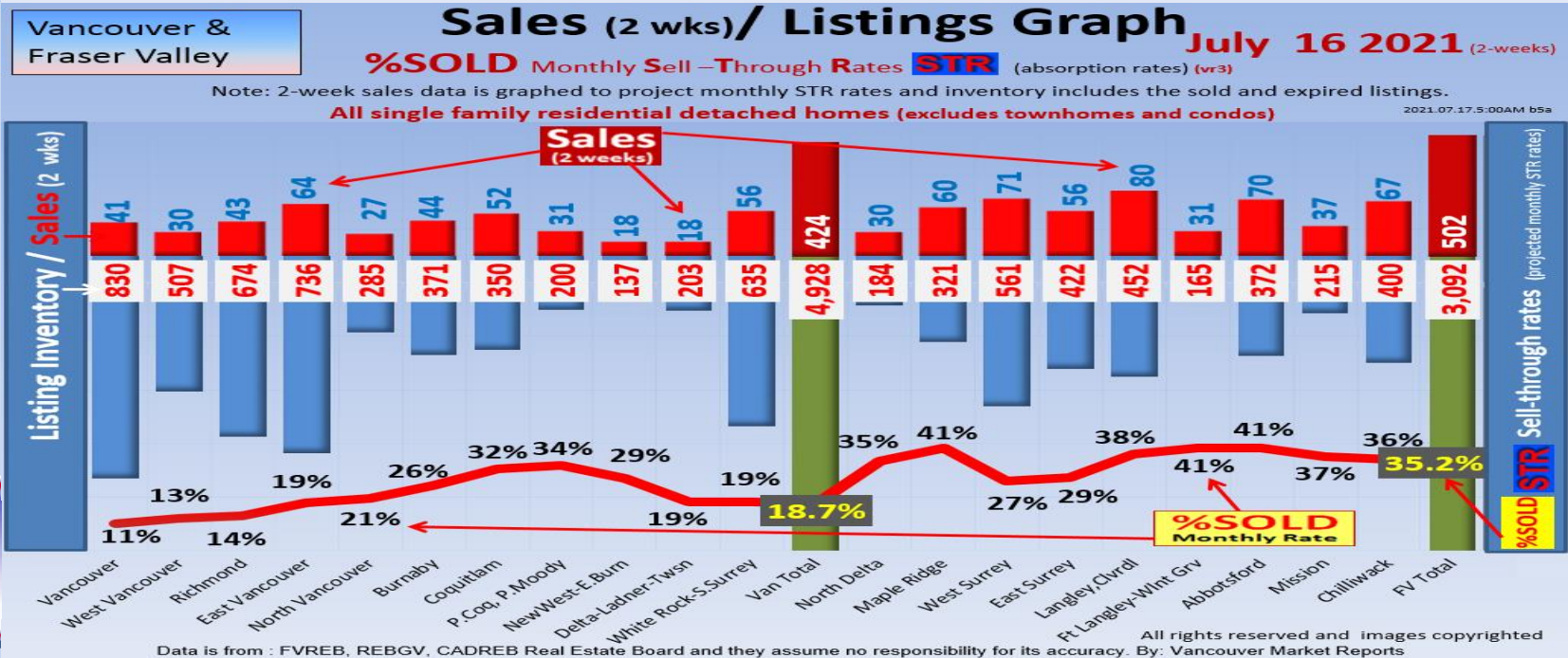
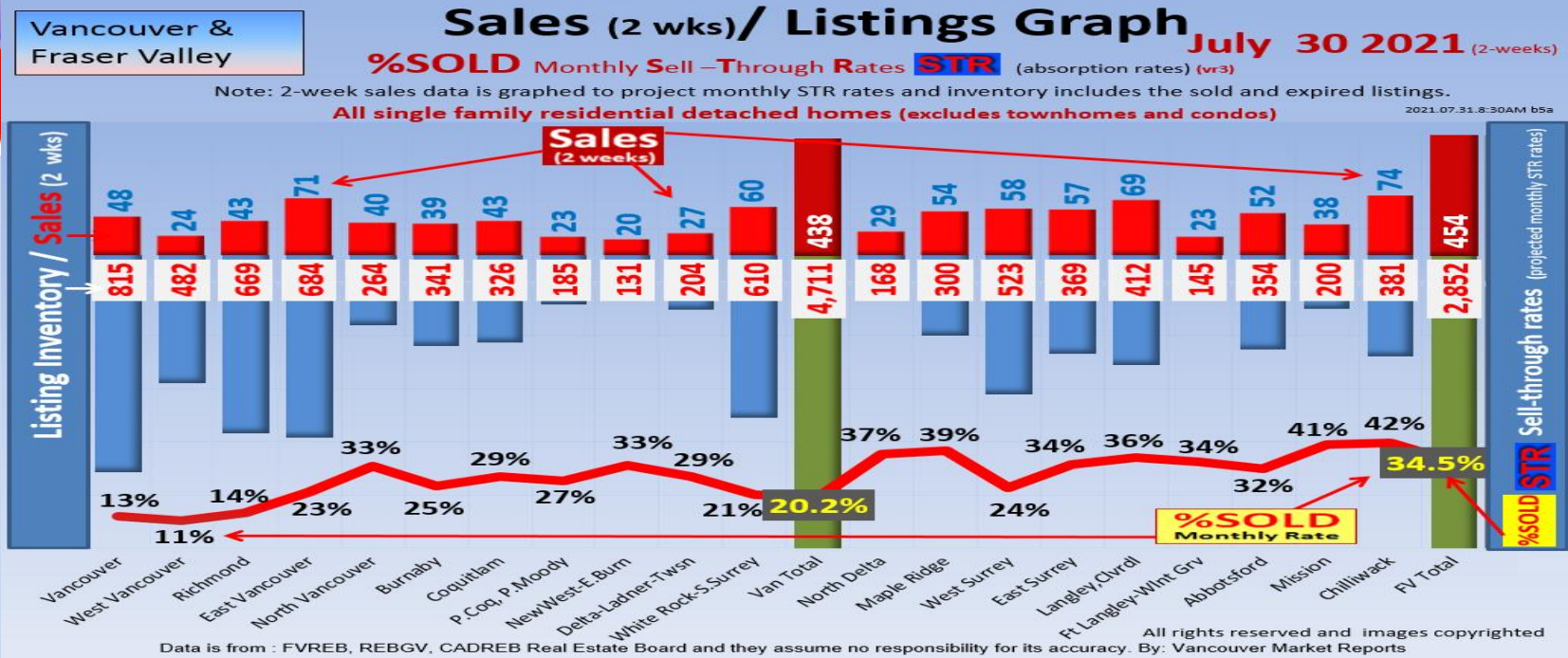
detached homes

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# Vancouver Market Reports

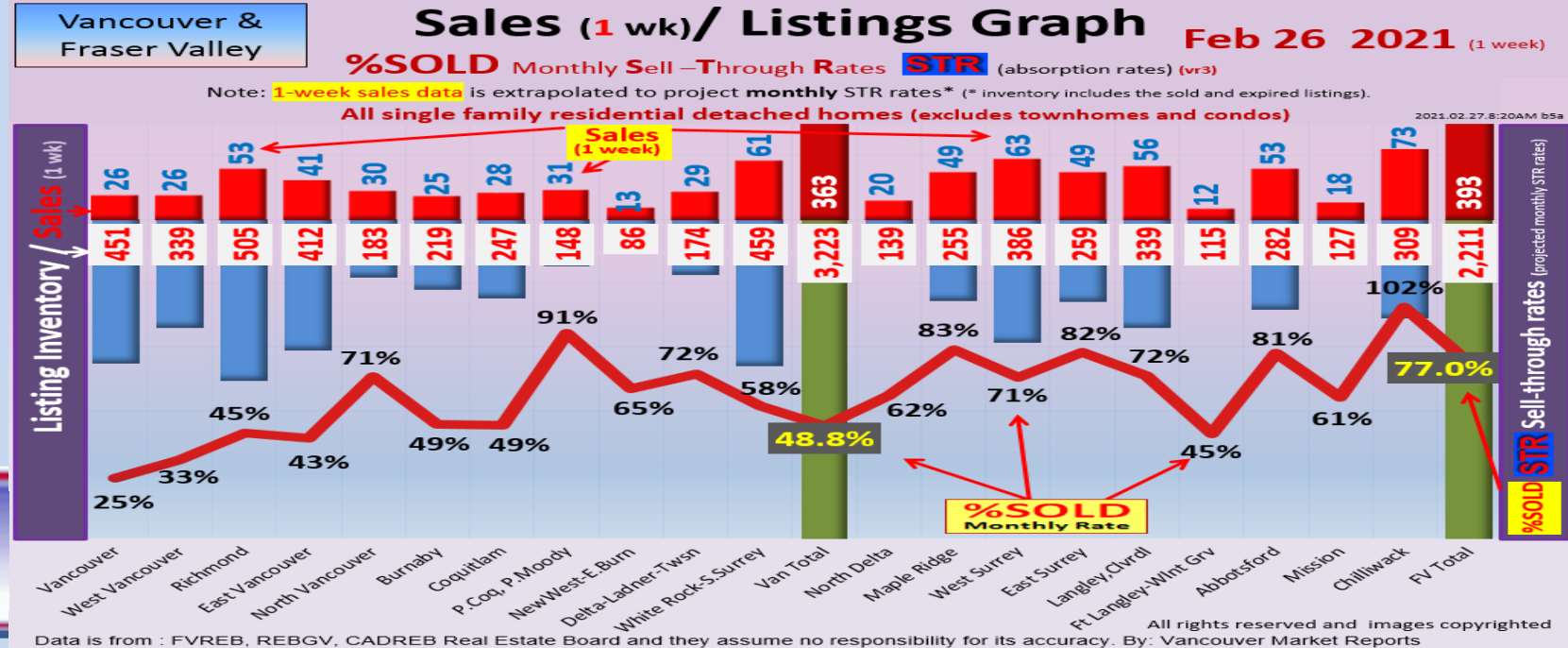
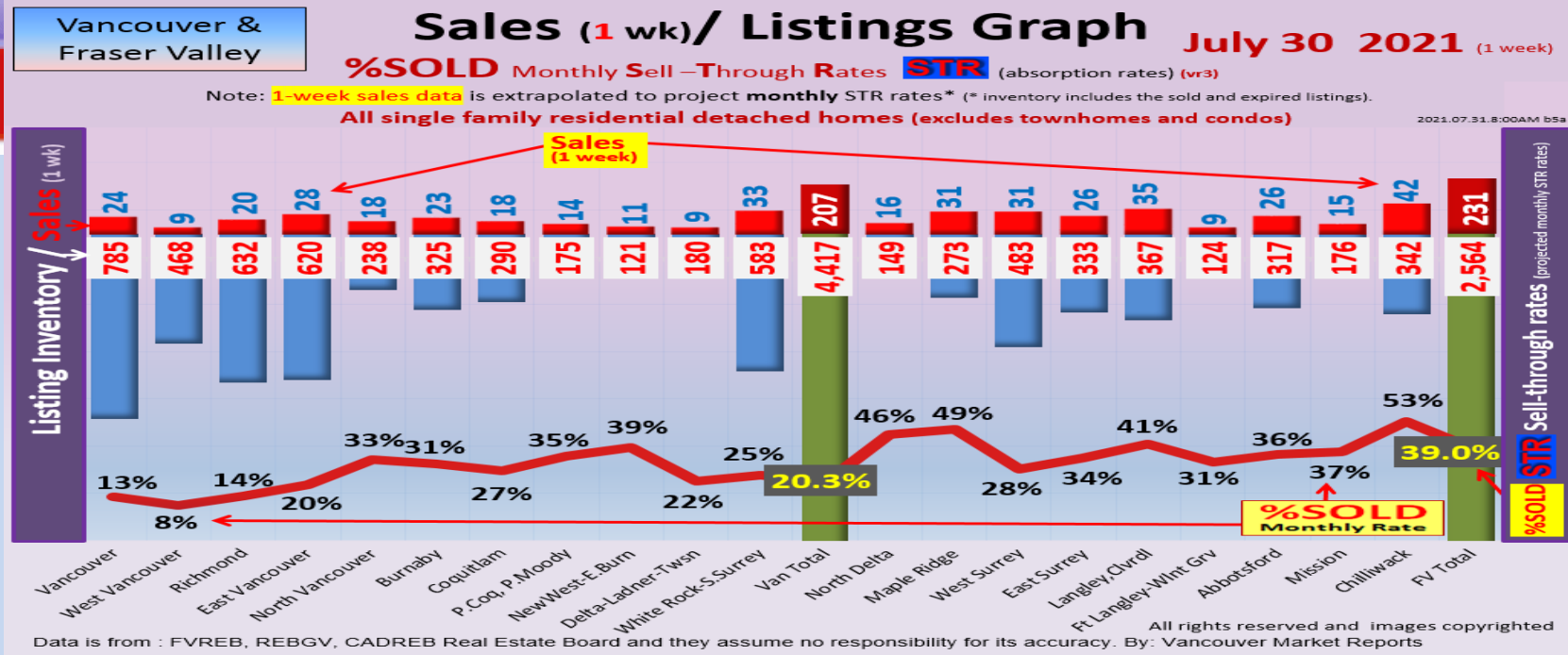
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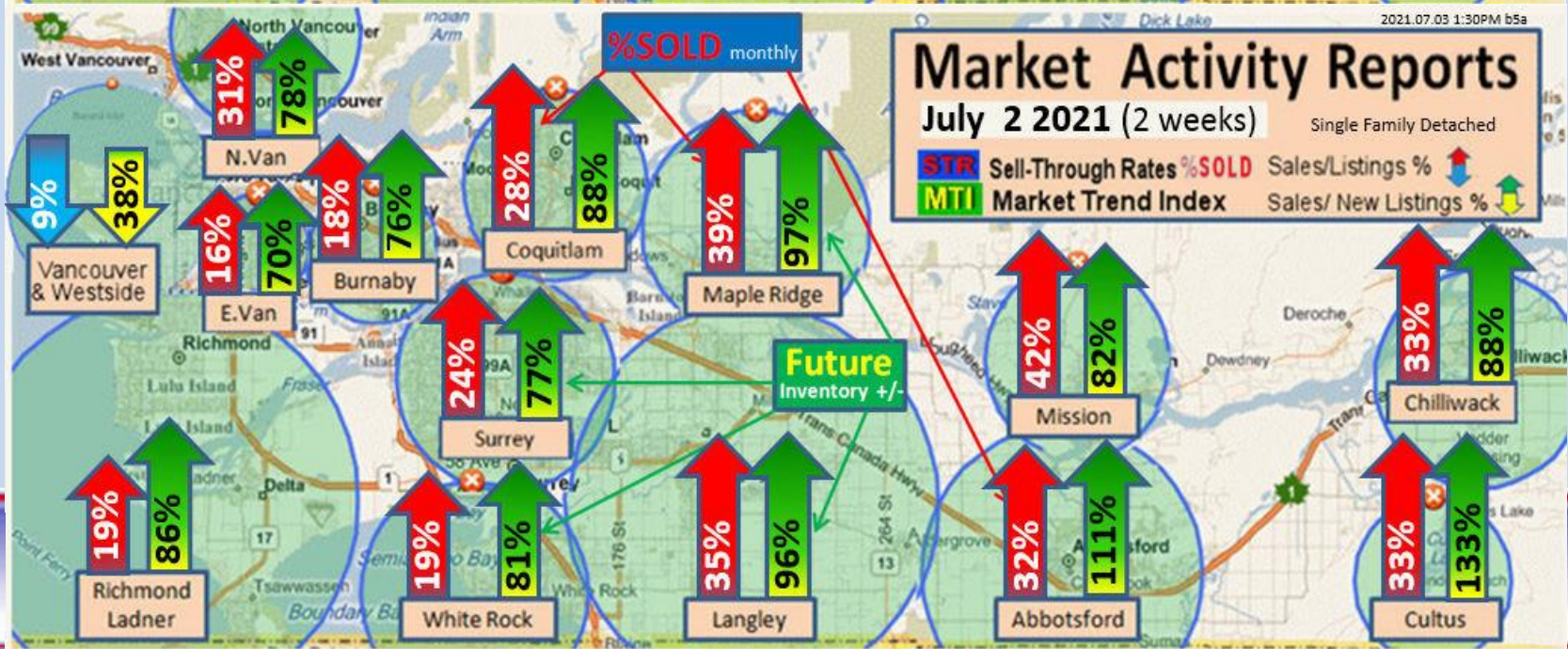
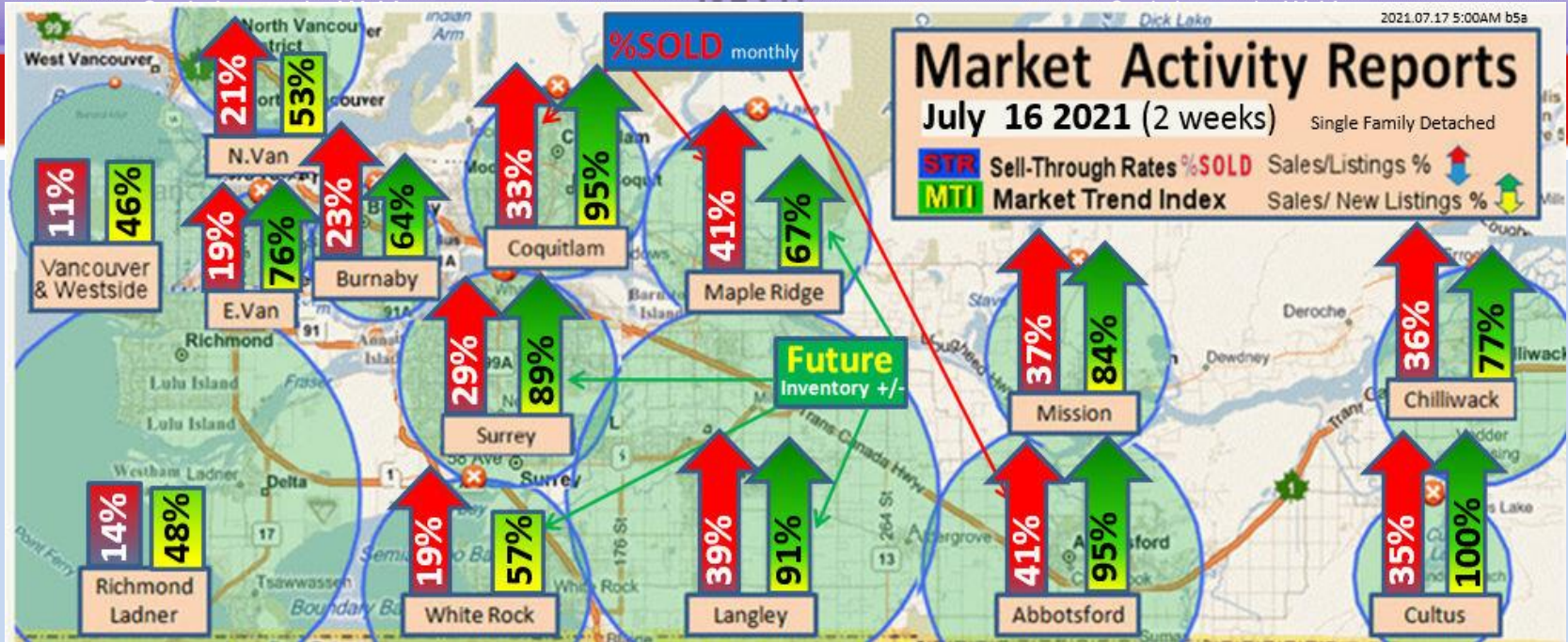
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Market Analysis and Forecasting Aug 1/21 Abbotsford

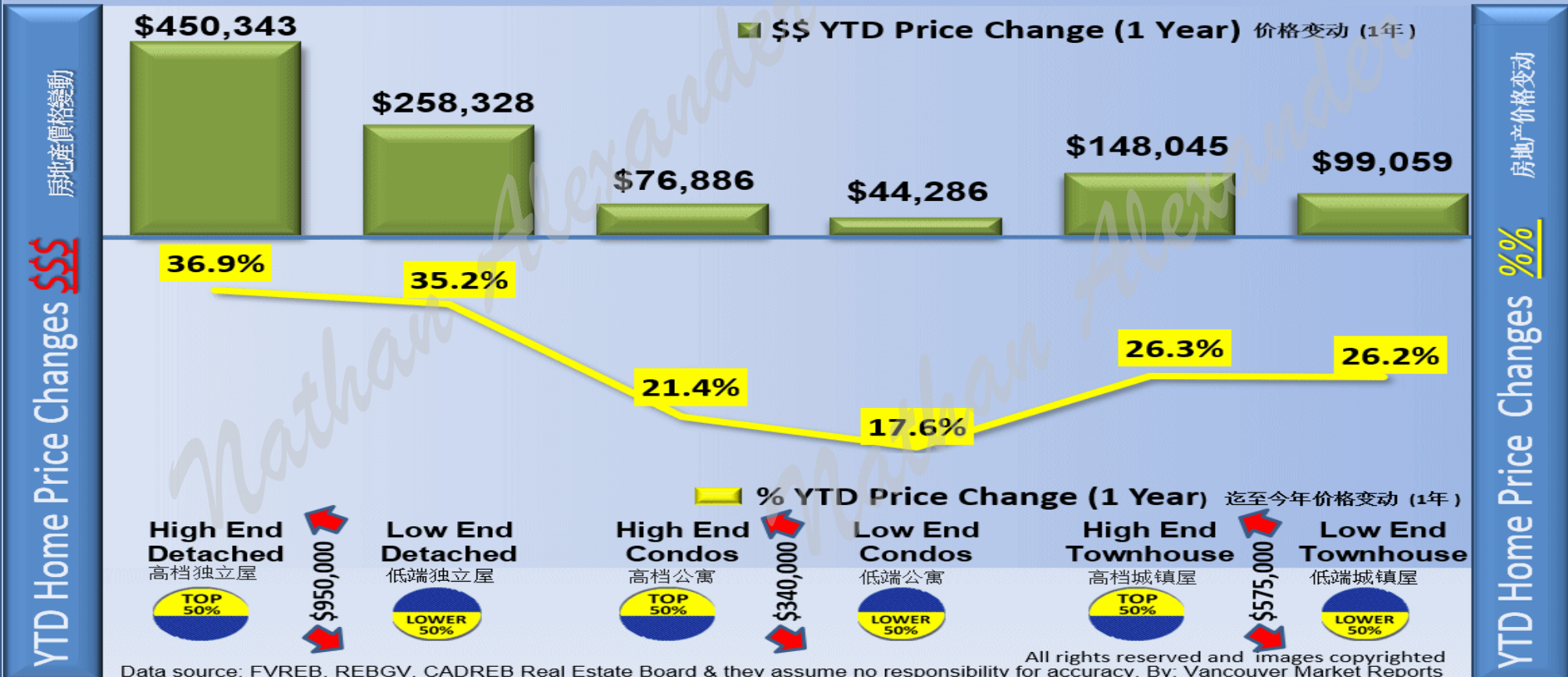
## Abbotsford Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date June 2020 – June 2021 (Quarters)

房屋类型: 迄至今年 (每季) 由2020 六月至2021 六月

Powered by: Vancouver Market Reports HPIp



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

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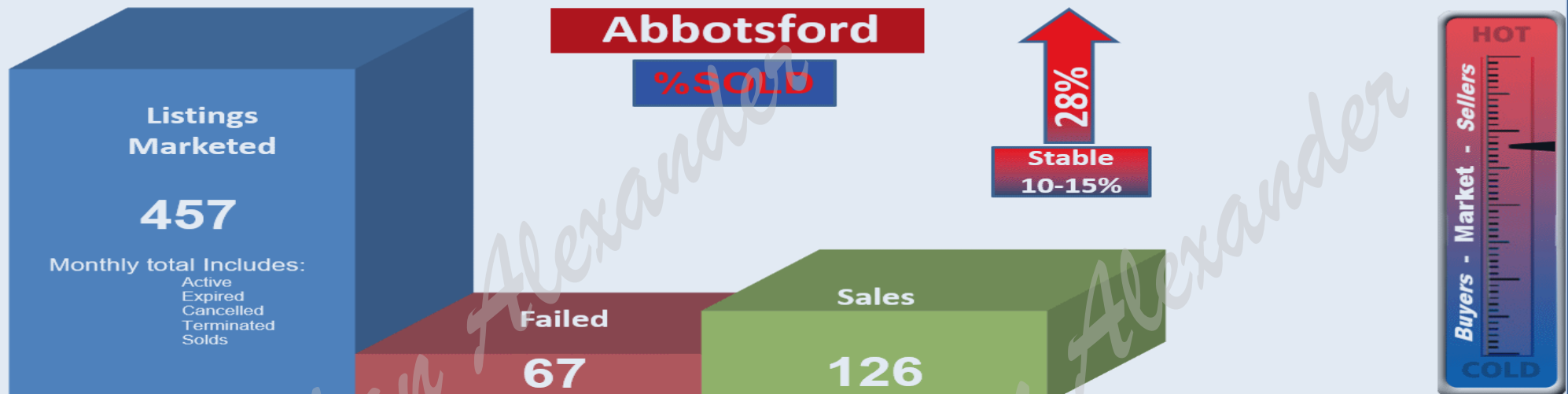
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Market Analysis and Forecasting Aug 1/21 Abbotsford

## Monthly Market Activity - July 2021 - Single Family



Aug 1 2021 **Abbotsford Market Update (Detached)**

**Current:** Abbotsford is in Seller Market with average listing inventories, a **28 %SOLD** rate and a 100% Sell/List Ratio. (This means that on an average sale there is a \$0 increase from the original list price).

*Most Active Price Range:* Homes between \$735,000 - \$800,000 have a **53.8 %SOLD** rate.

*Least Active Price Range:* Homes above \$1.45 mill have a **10.6 %SOLD** rate.

**History:** The Abbotsford Home Price Index **HPIp (Top 50%)** shows that prices increased \$482,719.  
The Abbotsford Home Price Index **HPIp (Lower 50%)** shows that prices increased \$288,958. year-to-date.

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

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

Abbotsford List Price Ranges Statistics - July 2021

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$650,000	6	2	14	93%	-\$28,700	33.3%	↑
\$650,001-\$735,000	2	1	94	97%	-\$25,000	50.0%	↑
\$735,001-\$800,000	13	7	27	94%	-\$49,900	53.8%	↑
\$800,001-\$900,000	34	16	13	101%	\$12,550	47.1%	↑
\$900,001-\$1,075,000	82	38	7	103%	\$29,000	46.3%	↑
\$1,075,001-\$1,450,000	188	48	14	100%	-\$1,500	25.5%	↑
\$1,450,001 and more	132	14	25	99%	-\$10,894	10.6%	↑
<b>Total Activity</b>	<b>457</b>	<b>126</b>	<b>12</b>	<b>100%</b>	<b>\$0</b>	<b>28%</b>	↑

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

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change	
Total Listings** (A,S,T,C,X)	634	537	457		-80	↓
Active Listings (1st of the month)	417	355	295	264	-31	↓
Solds	163	149	126		-23	↓
Days on Market (DOM)	14	9	12		3	↑
%SOLD (Sales/ Listings /mnlthly rate)	26%	28%	28%		-0.2%	↓
(Top 50%) Home Price Index HPIp	\$1,206,100	\$1,673,100	\$1,688,819		\$15,719	↑
(Lower 50%) Home Price Index HPIp	\$723,100	\$994,663	\$1,012,058		\$17,395	↑

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

Abbotsford Sub areas Statistics - July 2021					Detached	
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	23	7	13	99%	-\$12,800	30.4%
Bradner	10	1	7	116%	\$285,000	10.0%
Matsqui	12	1	47	96%	-\$68,000	8.3%
Sumas Mountain	7	0				0.0%
Abbotsford West	124	40	9	100%	\$0	32.3%
Abbotsford East	158	50	8	100%	\$100	31.6%
Aberdeen	30	6	26	100%	-\$1,500	20.0%
Sumas Prairie	15	1	51	100%	\$1,200	6.7%
Central Abbotsford	78	20	22	99%	-\$12,900	25.6%
<b>Total Activity</b>	<b>457</b>	<b>126</b>	<b>12</b>	<b>100%</b>	<b>\$0</b>	<b>28%</b>

\*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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## Next Months Market Forecast

**Forecast:** Abbotsford has average Listing supply; 264 homes are for sale & with the **28 %SOLD** monthly rate gives us a ~4 months of inventory. 6% of the active listings have reduced their price by **\$162,081** on average or \$90,000 median in the last month. We project Abbotsford to continue in Seller Market.

July's Real Estate Statistics show that the Buyer's market has started. 56% of the Fraser Valley Detached Markets went down with an Average Price increase of **\$9,509!** This is stronger than last month's \$14,468 price decrease. Due to tougher mortgage qualification rules, we are forecasting that the majority of the Fraser Valley Markets will continue to be a Stable Market in the coming month.

Currently, Condos have moved to a Buyer's Market with 53% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing. The average monthly price decrease was **\$14,270**. On the other hand, 57% Townhouse Markets (10 out of 28) prices increased **\$1,100** on average. 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.

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# Vancouver Market Reports

detached homes

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## Market Analysis and Forecasting Aug 1/21 Abbotsford

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

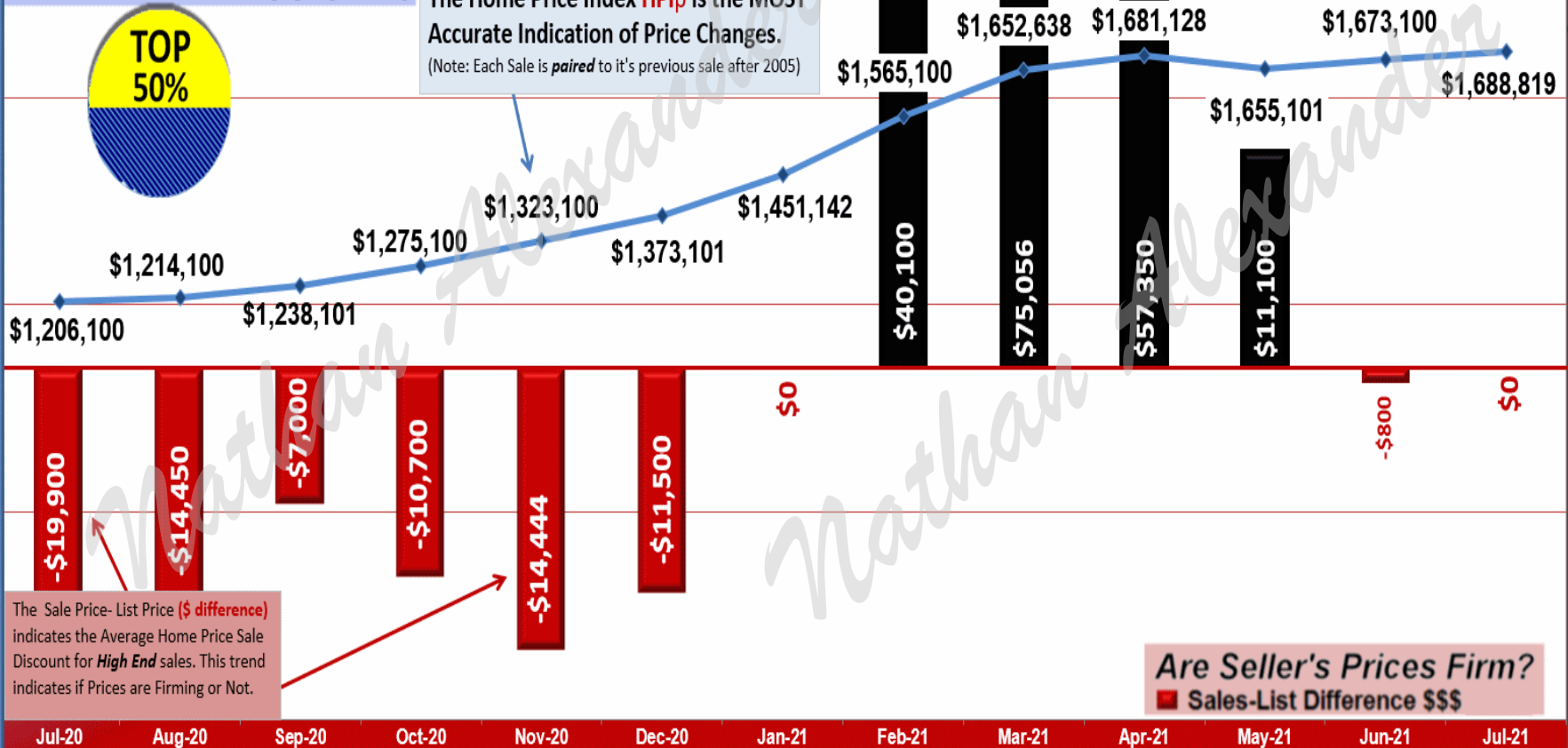
### Are Home Prices Up?

Home Price Index → **HPIp (Top 50%)**



### Homes Over \$950,000

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)



Detached



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

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## Market Analysis and Forecasting Aug 1/21 Abbotsford

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

← Total Listings → Sales Homes Over \$950,000

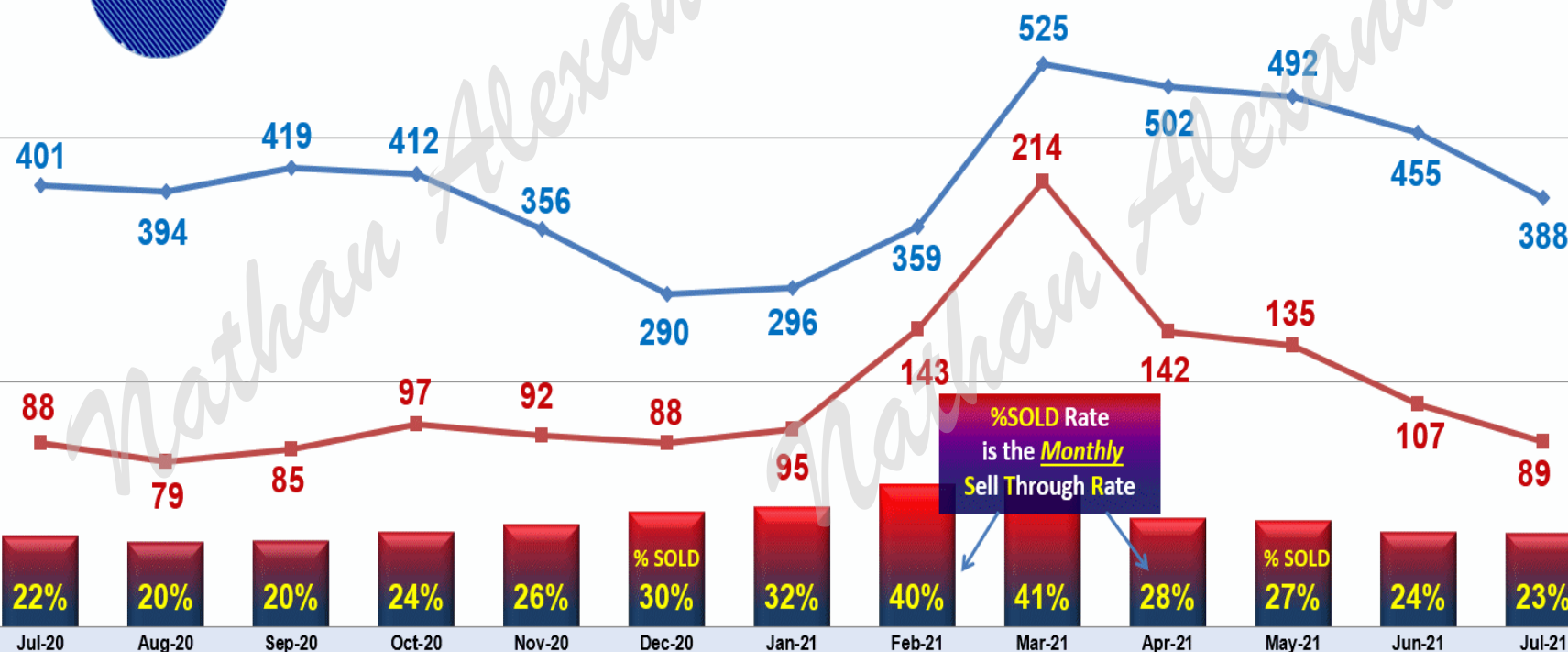


Detached



Sales / Listings  
Monthly Totals

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



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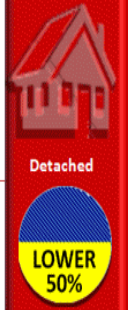
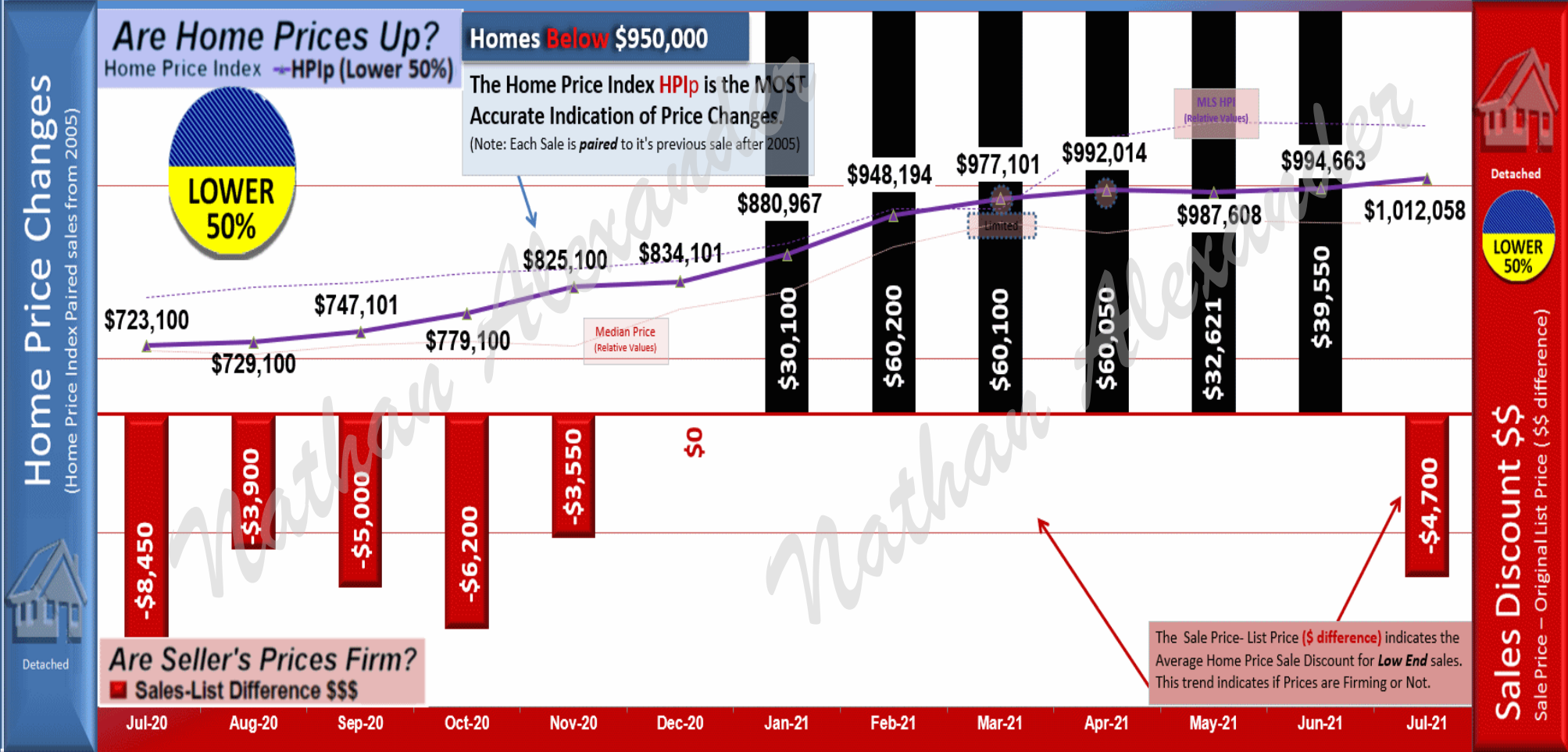
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## Market Analysis and Forecasting Aug 1/21 Abbotsford

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



**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 Aug 1/21 Abbotsford

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

← Total Listings → Sales Homes Below \$950,000

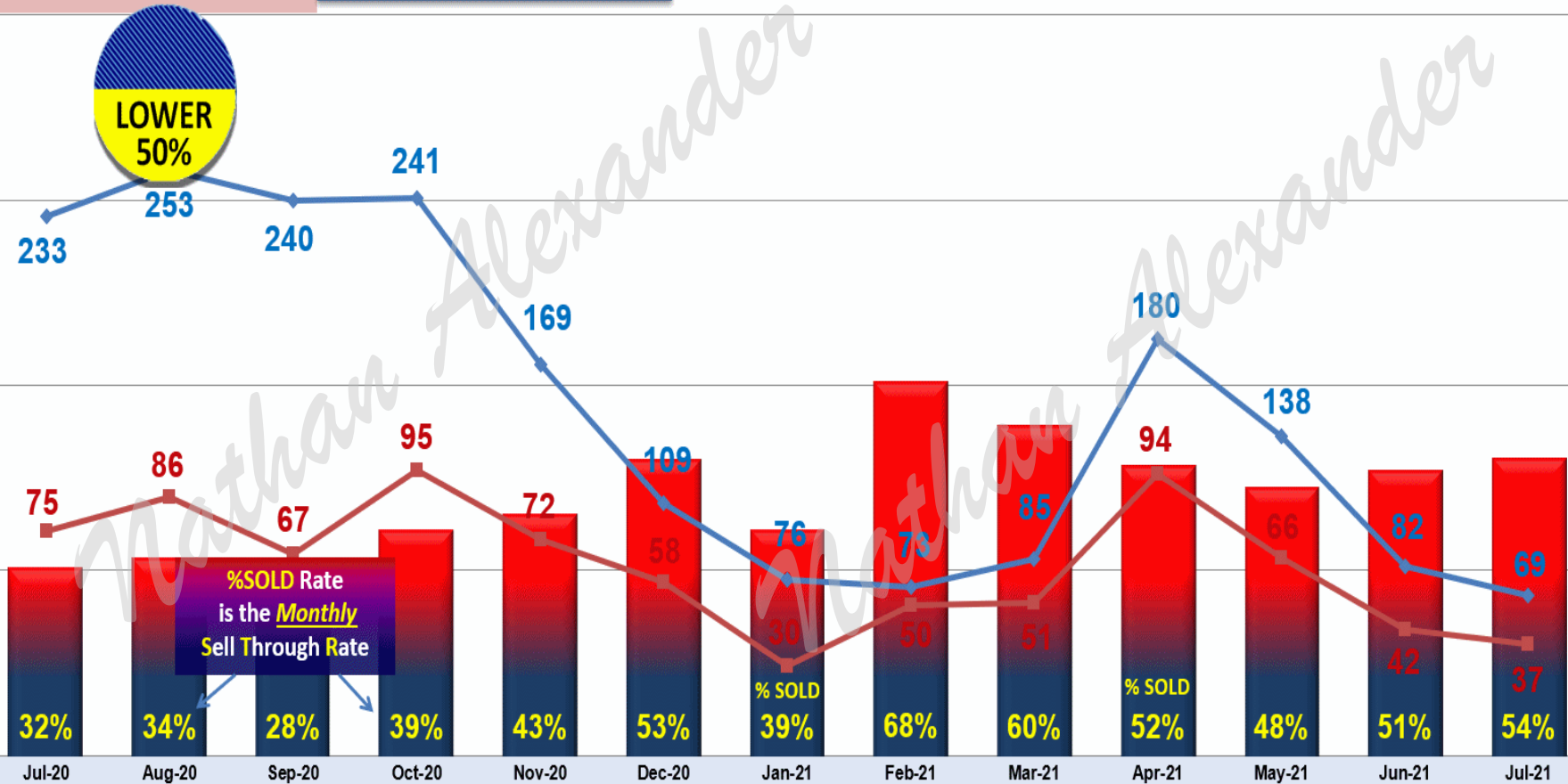
Sales / Listings  
Monthly Totals



Detached



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



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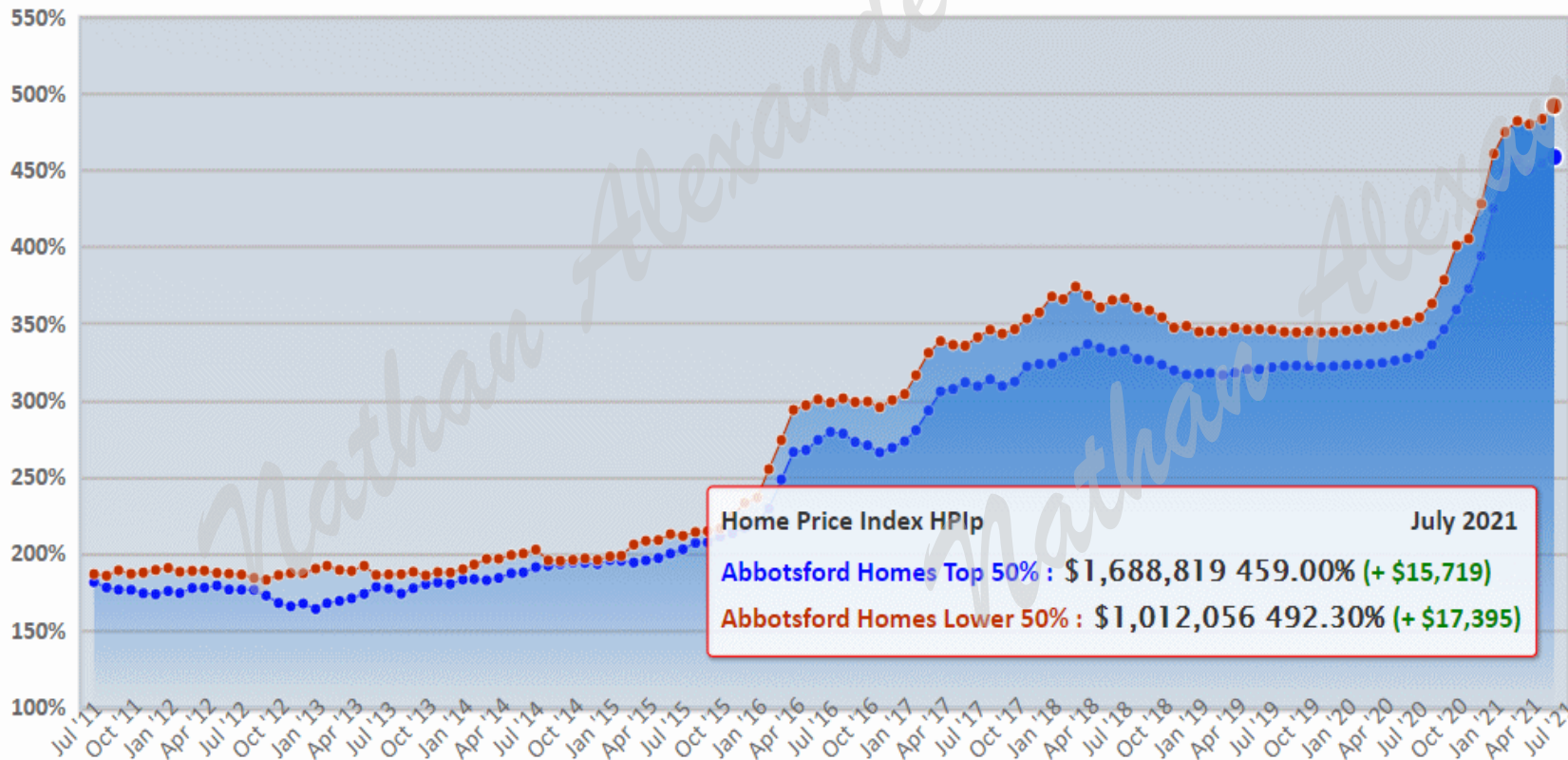
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## Market Analysis and Forecasting Aug 1/21 Abbotsford

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly

Date	Value
Jul 2021	% 459.00
Jun 2021	% 454.80
May 2021	% 449.90
Apr 2021	% 456.90
Mar 2021	% 449.20
Feb 2021	% 425.40
Jan 2021	% 394.40
Dec 2020	% 373.20
Nov 2020	% 359.60
Oct 2020	% 346.60
Sep 2020	% 336.50
Aug 2020	% 330.00

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Market Analysis and Forecasting Aug 1/21 Mission

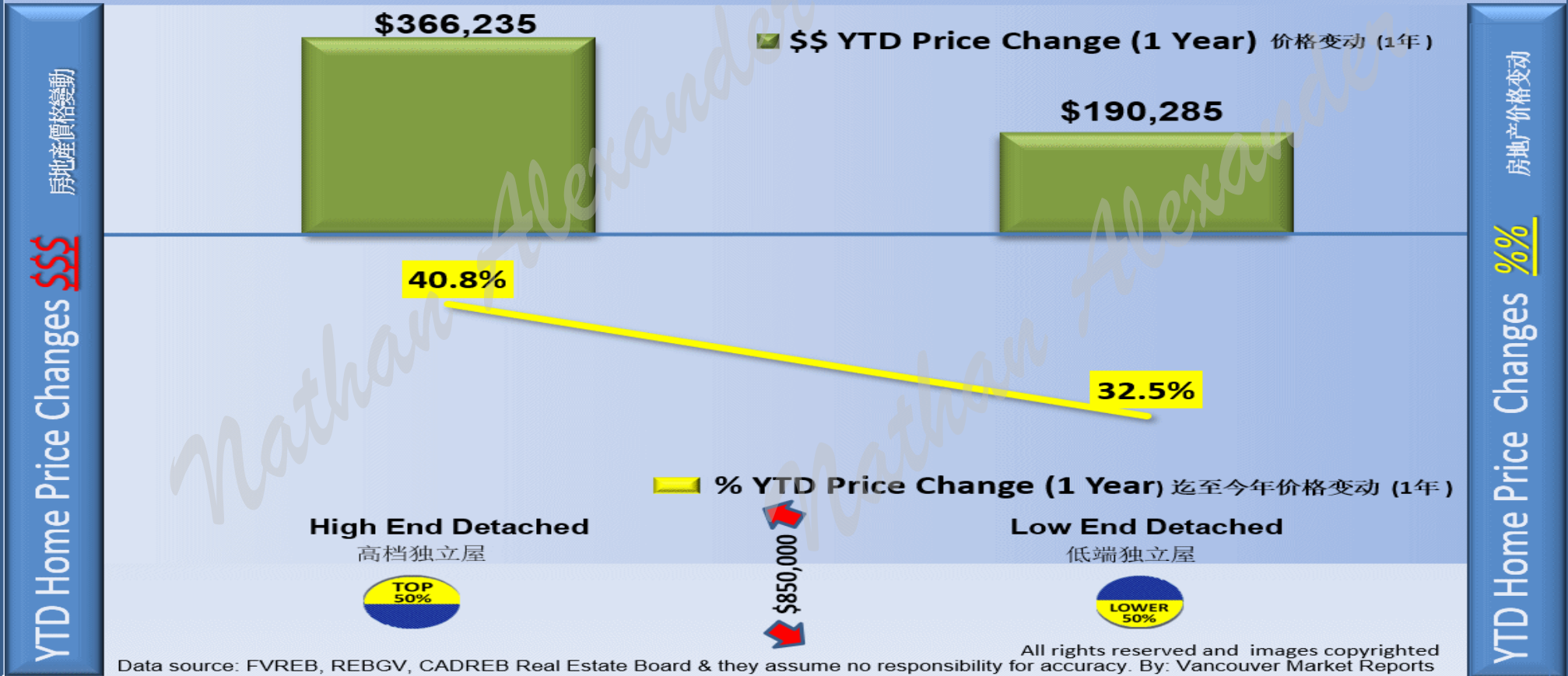
## Mission Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date June 2020 – June 2021 (Quarters)

房屋类型: 迄至今年 (每季) 由2020 六月至2021 六月

Powered by: Vancouver Market Reports **HPIp**



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

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Market Analysis and Forecasting Aug 1/21 Mission

## Monthly Market Activity - July 2021 - Single Family



### Aug 1 2021 Mission Market Update (Detached)

**Current:** Mission is a Seller Market with normal listing inventories, **33 %SOLD** rate and Sale Price /List Price = 100% (e.g.: means an average of a \$0 Discount from the original list price on sale.)

*Most Active Price Range:* Homes between \$775,000 - \$850,000 have **53.8 %SOLD** rate.

*Least Active Price Range:* Homes between \$650,000 - \$775,000 have a **0.0 %SOLD** rate.

**History:** The Mission Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$396,906.  
The Mission Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$222,269.

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

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

### Mission List Price Ranges Statistics - July 2021

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	Detached
0-\$300,000	15	3	58	92%	-\$24,500	20.0%	↑
\$300,001-\$650,000	19	7	16	96%	-\$15,000	36.8%	↑
\$650,001-\$775,000	22	11	8	100%	\$0	50.0%	↑
\$775,001-\$850,000	49	22	8	104%	\$33,060	44.9%	↑
\$850,001-\$1,000,000	60	29	7	100%	\$2,500	48.3%	↑
\$1,000,001-\$1,400,000	57	15	14	98%	-\$24,800	26.3%	↑
\$1,400,001 and more	78	11	5	97%	-\$40,000	14.1%	↑
<b>Total Activity</b>	<b>300</b>	<b>98</b>	<b>9</b>	<b>100%</b>	<b>\$0</b>	<b>33%</b>	↑

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

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change	
Total Listings (A,S,T,C,X)	378	300	261		-39	↓
Active Listings (1st of the month)	259	182	179	153	-26	↓
Solds	99	98	86		-12	↓
Days on Market (DOM)	23	8	9		1	↑
%SOLD (Sales/ Listings /mnlthly rate)	26.2%	32.7%	33.0%		0.3%	↑
(Top 50%) Home Price Index HPIp	\$890,100	\$1,283,766	\$1,287,006		\$3,240	↑
(Lower 50%) Home Price Index HPIp	\$581,746	\$817,101	\$804,016		-\$13,085	↓

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

Mission Sub areas Statistics - July 2021						Detached
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Hatzic	27	11	22	97%	-\$23,000	40.7%
Stave Falls	20	7	13	97%	-\$38,000	35.0%
Steelhead	5	1	26	95%	-\$80,000	20.0%
Mission	144	52	7	100%	\$1,000	36.1%
Durieu	10	1	3	109%	\$120,000	10.0%
Dewdney Deroche	16	4	39	99%	-\$4,500	25.0%
Lake Errock	16	5	9	100%	-\$3,000	31.3%
Hemlock	2	0				0.0%
Mission-West	21	5	8	98%	-\$24,000	23.8%
<b>Total Activity</b>	<b>261</b>	<b>86</b>	<b>9</b>	<b>100%</b>	<b>\$0</b>	<b>33%</b>

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## Next Months Market Forecast

**Forecast:** Mission has average Listing Supply; 153 homes are for sale and with the **33 %SOLD** monthly rate gives us a ~3 months of inventory. Another indicator: 11% of the Active Listings have Reduced their Price by \$98,882 on Average and \$50,000 on Median for the last month. We project Mission Detached to be a Seller market.

July's Real Estate Statistics show that the Buyer's market has started. 56% of the Fraser Valley Detached Markets went down with an Average Price increase of **\$9,509!** This is stronger than last month's \$14,468 price decrease. Due to tougher mortgage qualification rules, we are forecasting that the majority of the Fraser Valley Markets will continue to be a Stable Market in the coming month.

Currently, Condos have moved to a Buyer's Market with 53% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing. The average monthly price decrease was **\$14,270**. On the other hand, 57% Townhouse Markets (10 out of 28) prices increased **\$1,100** on average. 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

\*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.

produced by: **Nathan Alexander**

# Vancouver Market Reports

detached homes

Statistics, on the Web!



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## Market Analysis and Forecasting Aug 1/21 Mission

### Detached

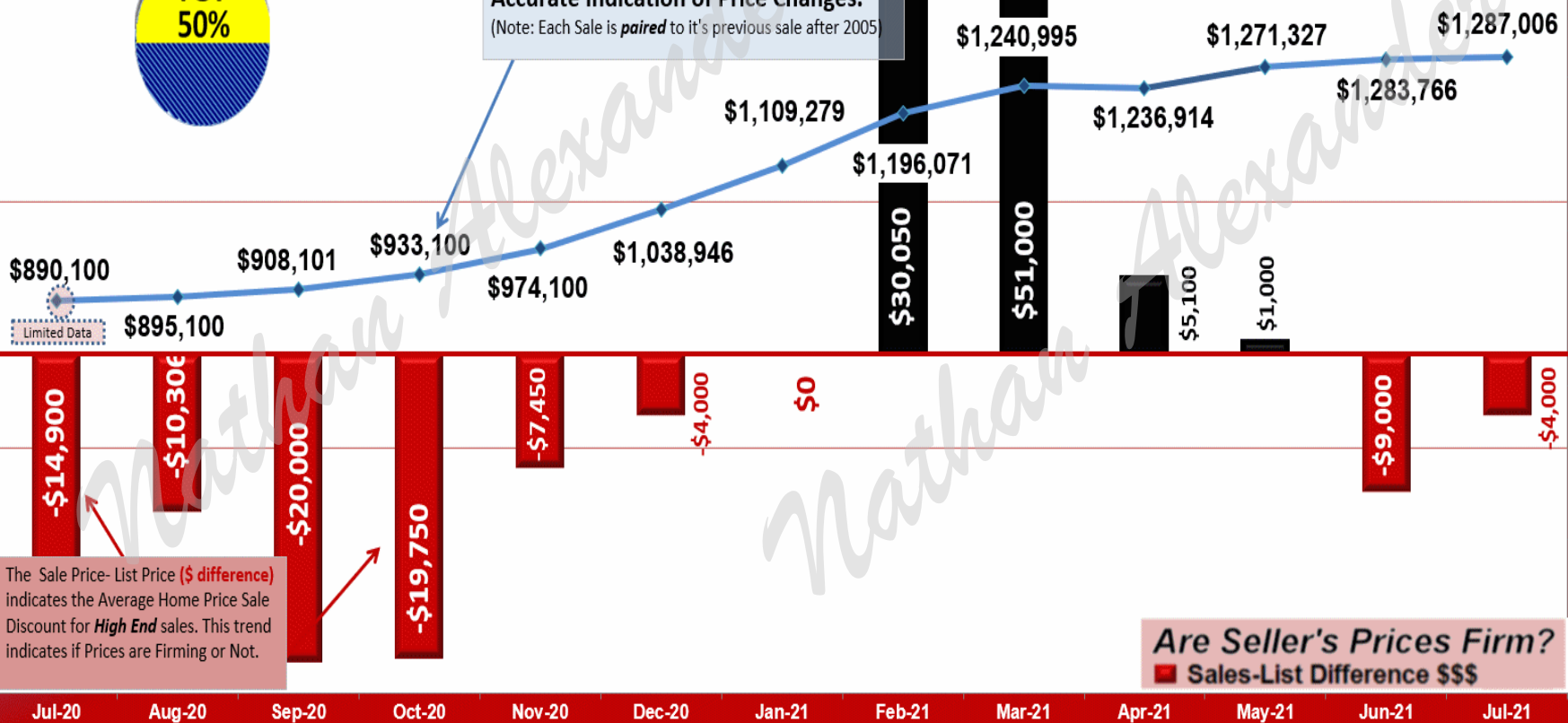
Mission Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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



#### Homes Over \$850,000

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 Changes  
(Home Price Index Paired sales from 2005)



Detached



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

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## Market Analysis and Forecasting Aug 1/21 Mission

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

← Total Listings → Sales Homes Over \$850,000

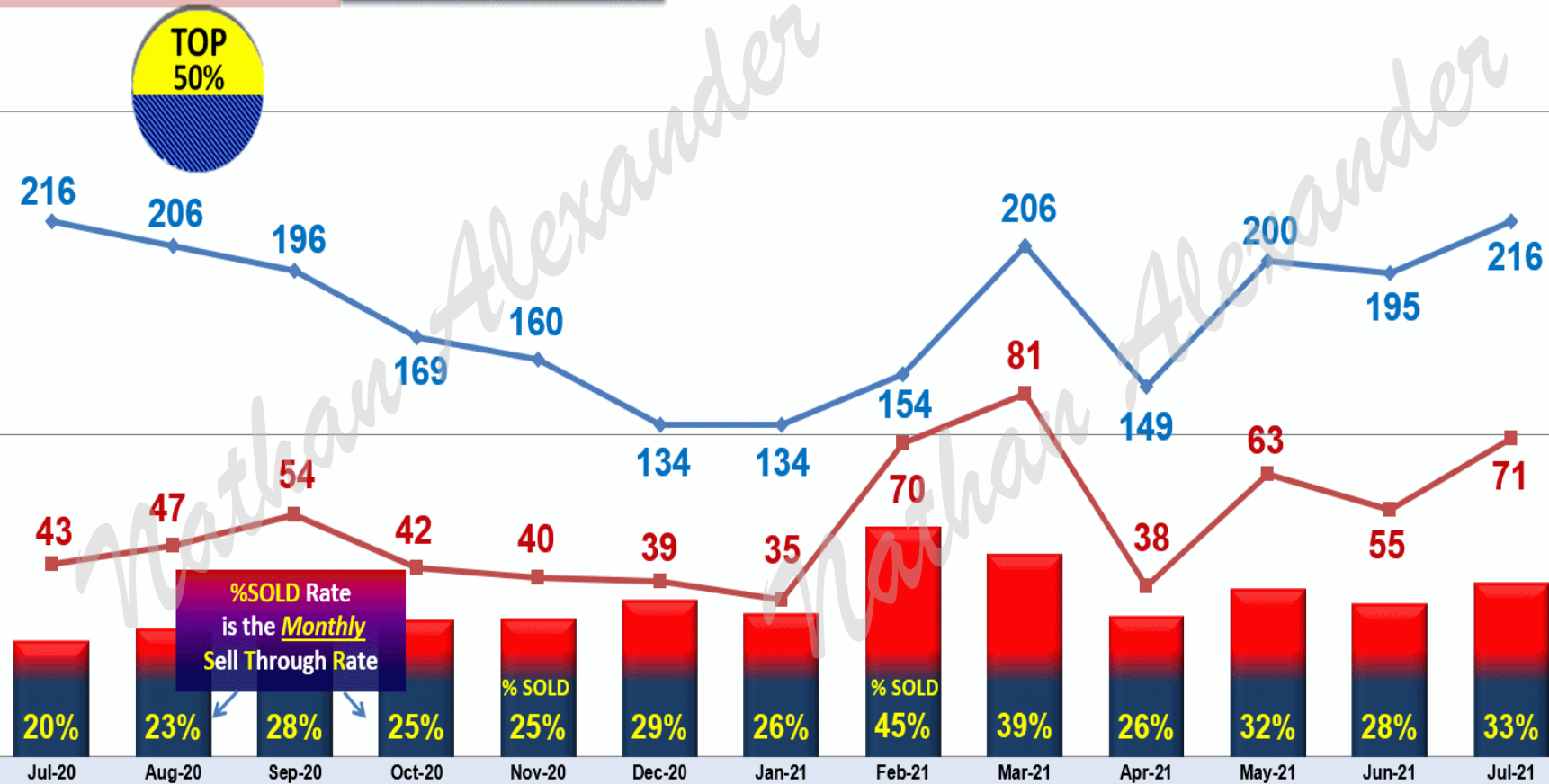
Sales / Listings  
Monthly Totals



Detached



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



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## Market Analysis and Forecasting Aug 1/21 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)

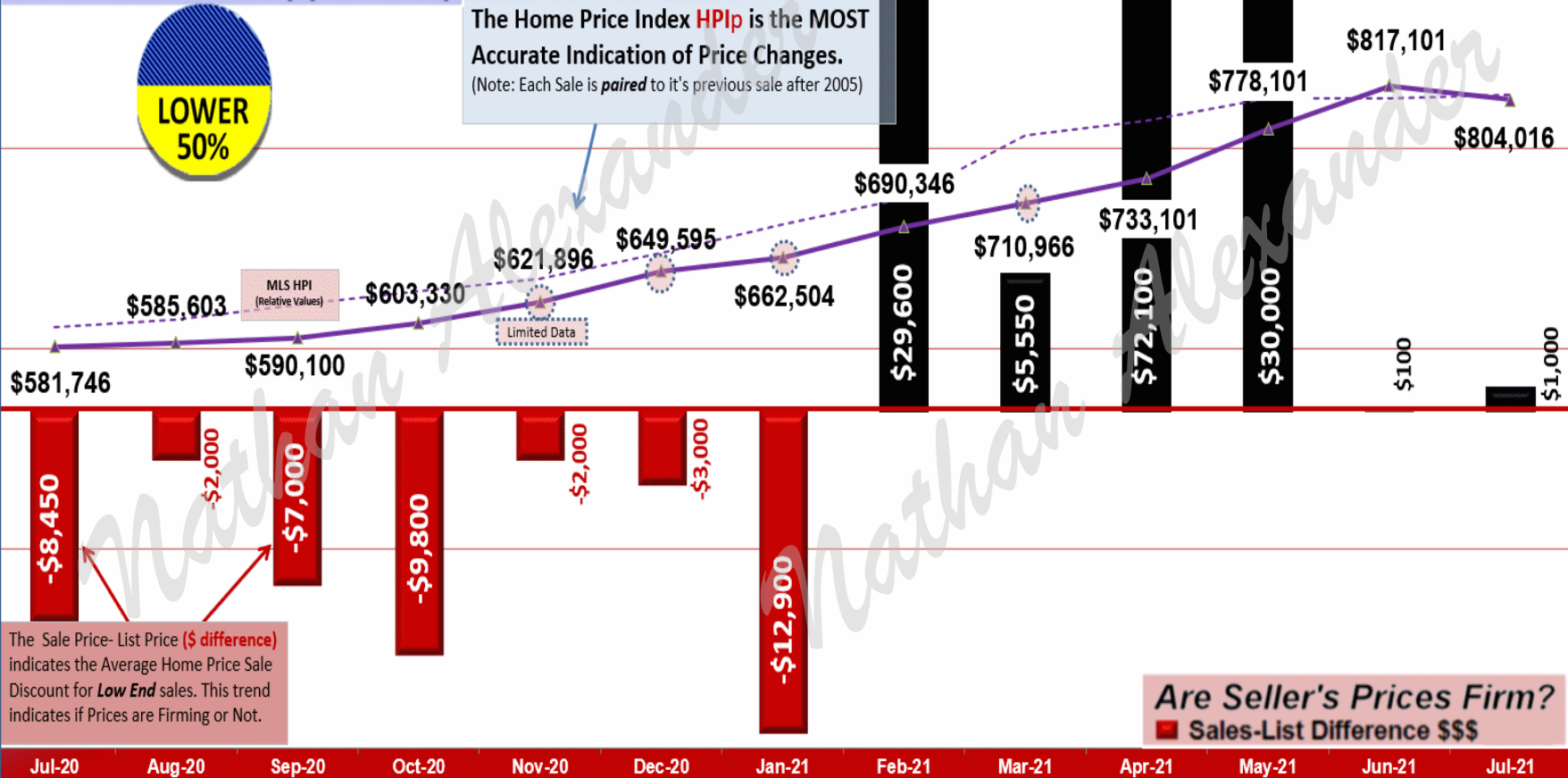
#### Are Home Prices Up?

Home Price Index - HPIp (Lower 50%)



#### Homes Below \$850,000

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 \$\$\$



Detached



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

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← Total Listings → Sales Homes Below \$850,000

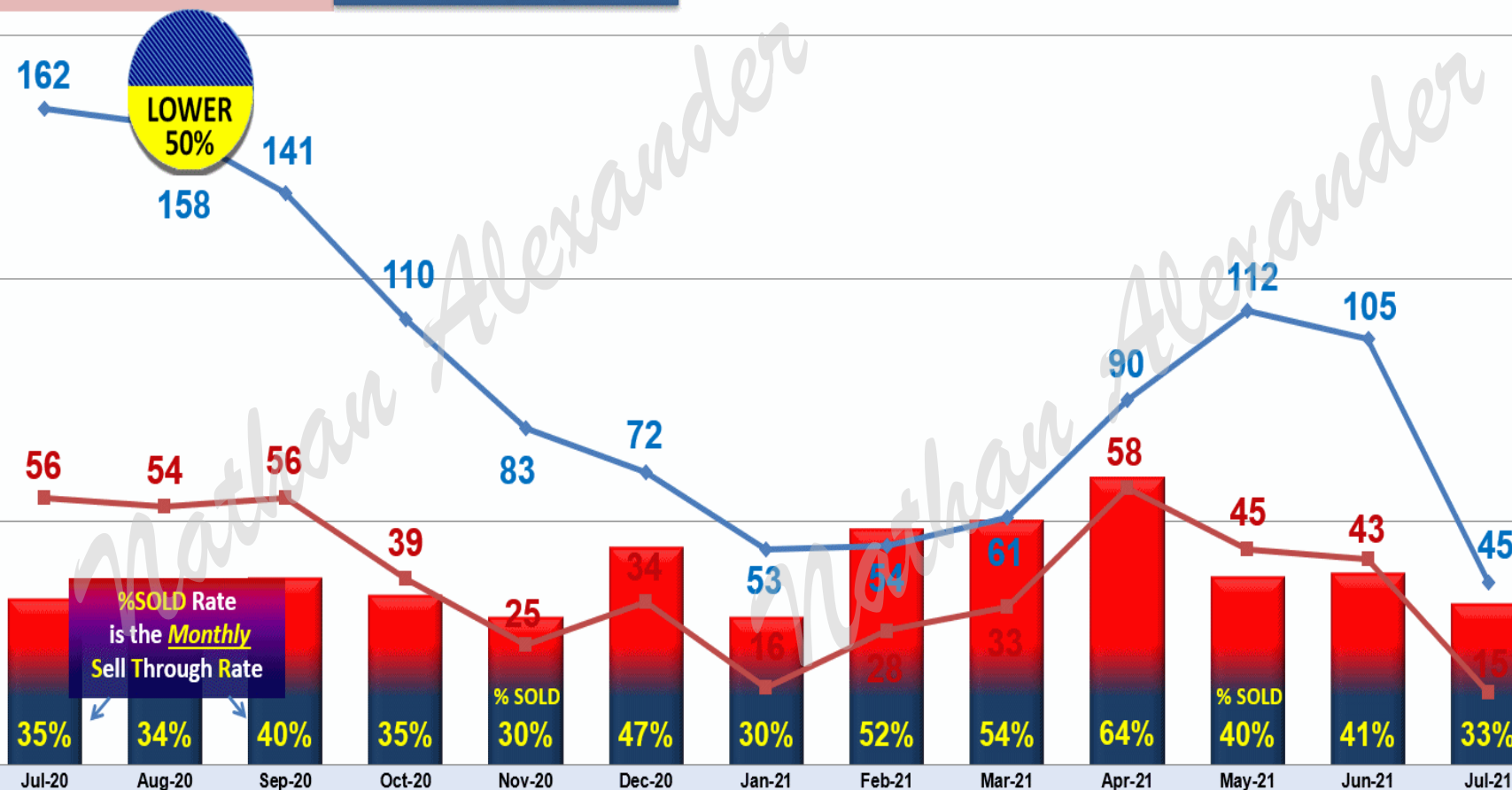
Sales / Listings  
Monthly Totals



Detached



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



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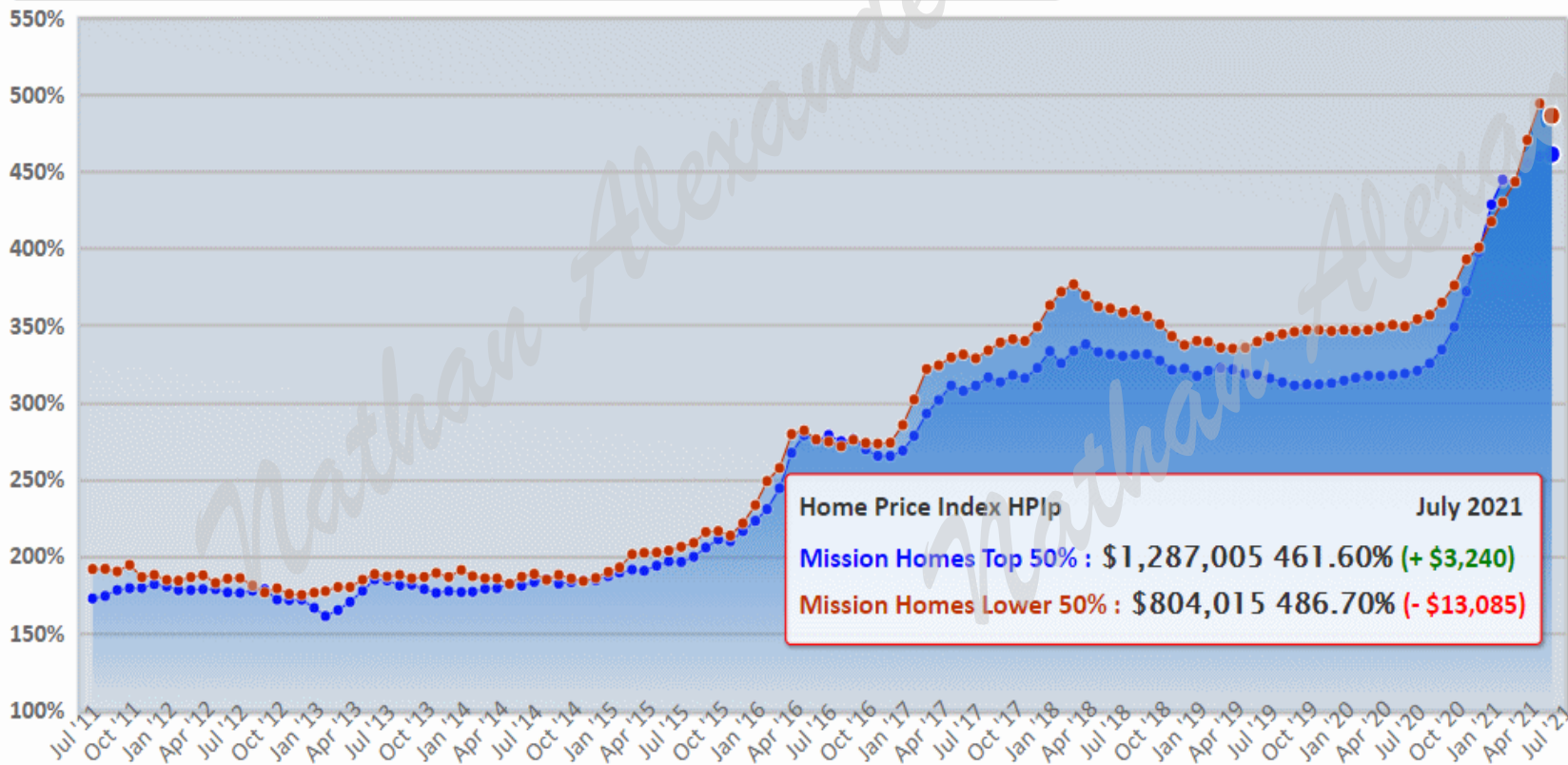
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## Market Analysis and Forecasting Aug 1/21 Mission

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



Date	Value
Jul 2021	% 461.60
Jun 2021	% 460.40
May 2021	% 456.00
Apr 2021	% 443.60
Mar 2021	% 445.10
Feb 2021	% 429.00
Jan 2021	% 397.90
Dec 2020	% 372.60
Nov 2020	% 349.40
Oct 2020	% 334.70
Sep 2020	% 325.70
Aug 2020	% 321.00

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## Market Analysis and Forecasting Aug 1/21 Abbotsford

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Poplar	10	1	91	91%	-\$29,900	10.0%
Matsqui	0	0				0.0%
Sumas Mountain	0	0				0.0%
Abbotsford West	194	75	19	100%	-\$1,000	38.7%
Abbotsford East	56	18	7	100%	\$50	32.1%
Aberdeen	4	3	12	100%	\$0	75.0%
Sumas Prairie	0	0				0.0%
Central Abbotsford	219	77	15	99%	-\$4,800	35.2%
<b>Total Activity</b>	<b>483</b>	<b>174</b>	<b>14</b>	<b>99%</b>	<b>-\$2,650</b>	<b>36%</b>

### Aug 1 2021 Abbotsford Market Update Attached Townhomes/ Condos

**Current:** Abbotsford is a Stable Market with normal listing inventories, a **36 %SOLD** rate and a 99% Sell/List Ratio.

(This means that there is an average of a \$2,650 discount on a sale from the original list price)

**Most Active Price Range:** Attached homes between \$240,000 - \$300,000 have **50.0 %SOLD** rate.

**Least Active Price Range:** Attached homes between \$475,000 - \$575,000 have **23.0 %SOLD** rate.

**History:** The Abbotsford's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$70,555.

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

**HPIp (Lower 50%)** shows that prices increased \$54,020.

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

**HPIp (Top 50%)** shows that prices increased \$143,126.

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

**HPIp (Lower 50%)** shows that prices increased \$113,505.

\*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.

Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: Vancouvermarketreports.com

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$240,000	26	9	50	97%	-\$6,000	34.6%
\$240,001-\$300,000	43	24	19	99%	-\$4,075	55.8%
\$300,001-\$375,000	78	39	9	99%	-\$2,000	50.0%
\$375,001-\$475,000	80	32	20	99%	-\$5,450	40.0%
\$475,001-\$575,000	102	26	22	99%	-\$3,250	25.5%
\$575,001 and more	154	44	9	100%	\$0	28.6%
<b>Total Activity</b>	<b>483</b>	<b>174</b>	<b>14</b>	<b>99%</b>	<b>-\$2,650</b>	<b>36%</b>

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change
Total Listings** (A,S,T,C,X)	686	543	483		-60
Active Listings	430	332	310	272	-38
Solds	142	190	174		-16
Days on Market (DOM)	18	8	14		6
%SOLD (Sales/ Listings /mnlthly rate)	20.7%	35.0%	36.0%		1.0%
<b>Condos (Top 50%) Home Price Index HPIp</b>	<b>\$357,779</b>	<b>\$434,649</b>	<b>\$428,334</b>		<b>-\$6,315</b>
<b>Condos (Lower 50%) Home Price Index HPIp</b>	<b>\$250,080</b>	<b>\$297,100</b>	<b>\$304,100</b>		<b>\$7,000</b>
<b>Twnhs (Top 50%) Home Price Index HPIp</b>	<b>\$560,057</b>	<b>\$708,323</b>	<b>\$703,183</b>		<b>-\$5,139</b>
<b>Twnhs (Lower 50%) Home Price Index HPIp</b>	<b>\$378,495</b>	<b>\$482,100</b>	<b>\$492,000</b>		<b>\$9,900</b>

**Forecast:** Abbotsford Listing Inventories is 30% less than same month as last year. July's Real Estate Statistics show that the Buyer's market has started. 56% of the Fraser Valley Detached Markets went down with an Average Price increase of \$9,509! This is stronger than last month's **\$14,468** price decrease. Due to tougher mortgage qualification rules, we are forecasting that the majority of the Fraser Valley Markets will continue to be a Stable Market in the coming month. Currently, Condos have moved to a Buyer's Market with 53% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing. The average monthly price decrease was **\$14,270**. On the other hand, 57% Townhouse Markets (10 out of 28) prices increased **\$1,100** on average. 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.

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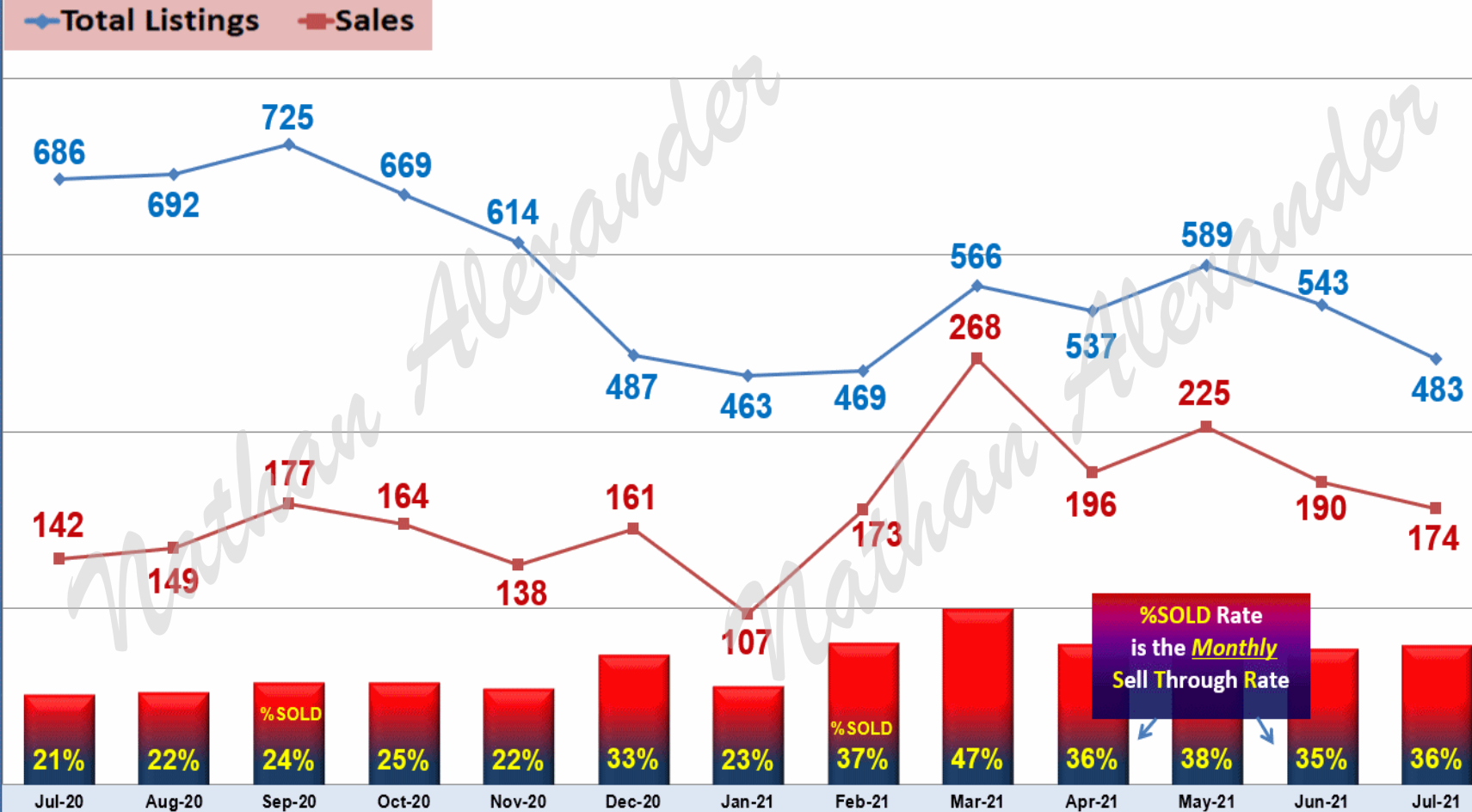
Attached Townhomes/ Condos Abbotsford Total Listings, Sales, and %SOLD rates

Sales / Listings  
Monthly Totals



Attached

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



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## Market Analysis and Forecasting Aug 1/21 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)



Townhouses



Townhouses



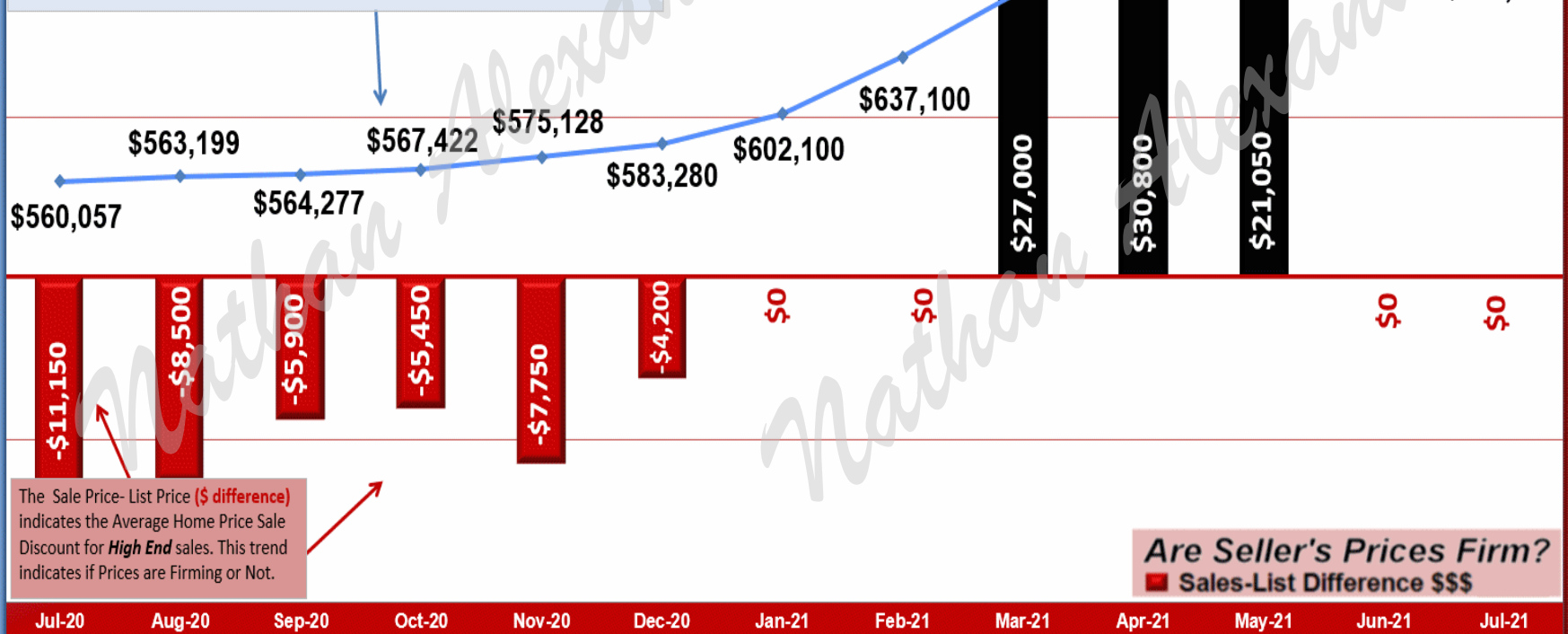
**Sales Discount \$\$\$**  
Sale Price - Original List Price (\$ difference)

### Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

The Home Price Index HPIp is 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)



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

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

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## Market Analysis and Forecasting Aug 1/21 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

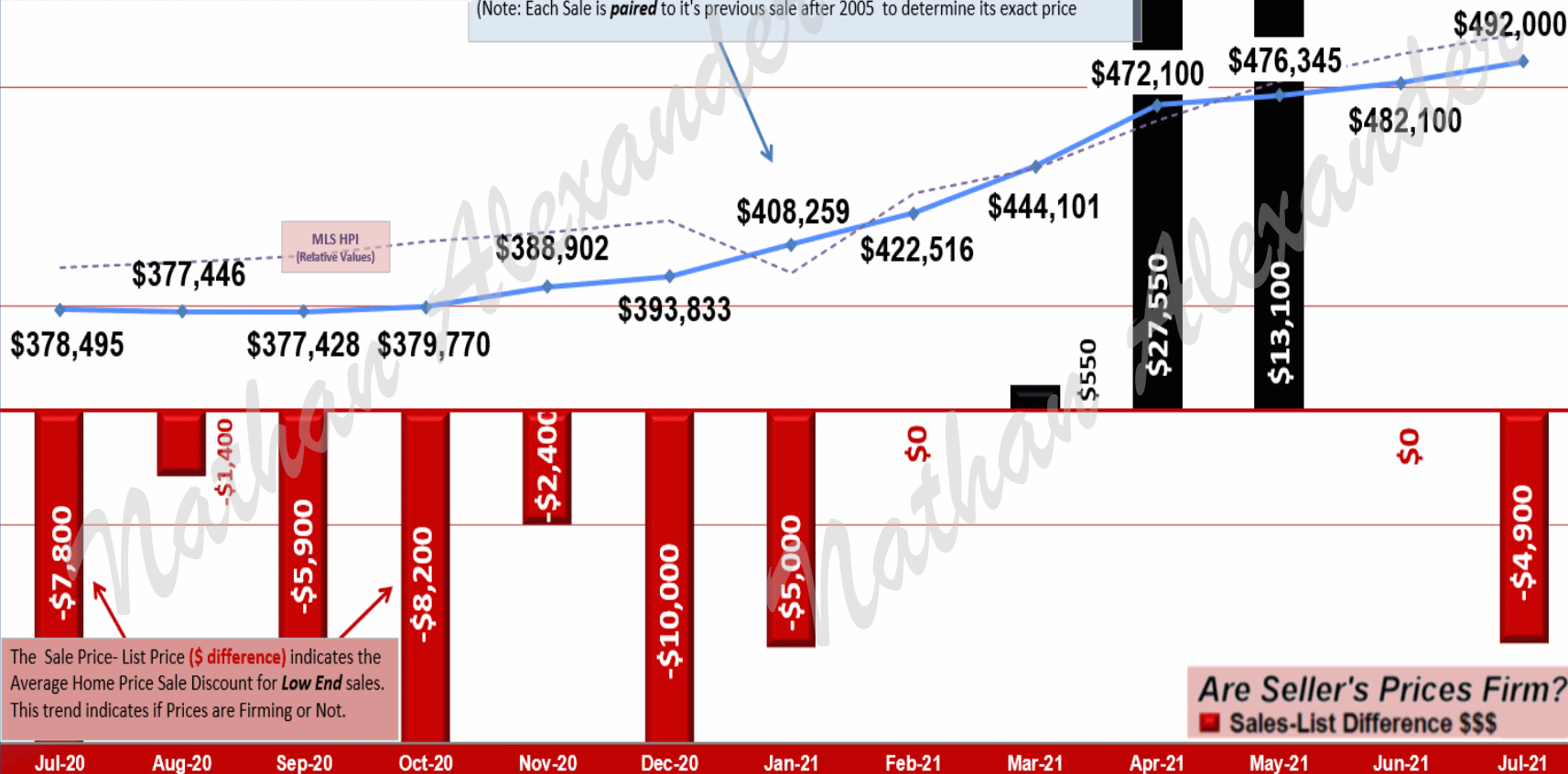
(Home Price Index Paired sales from 2005)

#### Are Home Prices Up?

Home Price Index → **HPIp (Lower 50%)**

The Home Price Index **HPIp** is 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)



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■ Sales-List Difference \$\$\$



Townhouses



**Sales Discount \$\$**  
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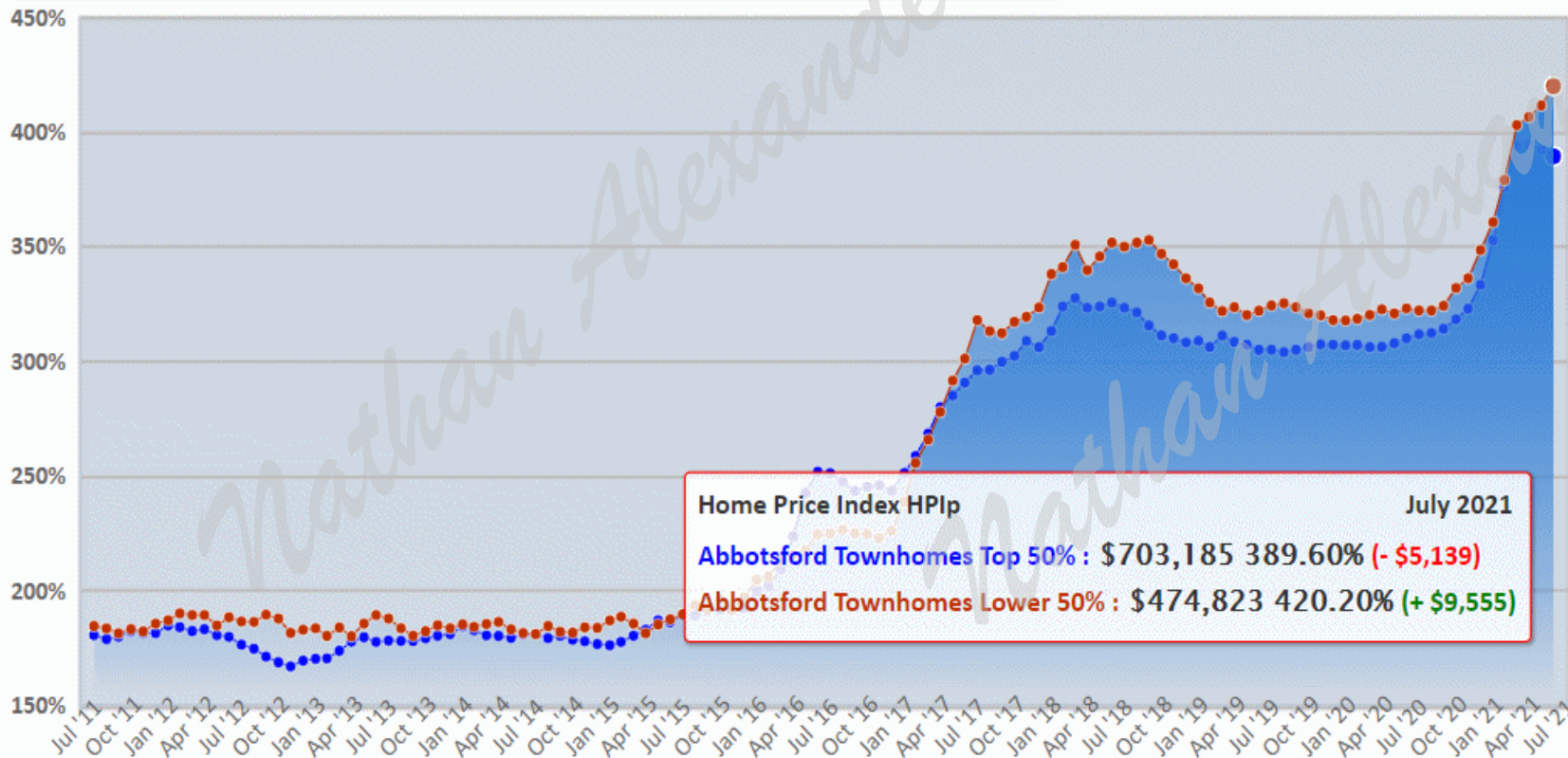
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## Market Analysis and Forecasting Aug 1/21 Abbotsford

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



Date	Value
Jul 2021	% 389.60
Jun 2021	% 392.40
May 2021	% 394.50
Apr 2021	% 394.10
Mar 2021	% 376.20
Feb 2021	% 353.00
Jan 2021	% 333.60
Dec 2020	% 323.20
Nov 2020	% 318.60
Oct 2020	% 314.40
Sep 2020	% 312.60
Aug 2020	% 312.00

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**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)



Condominiums



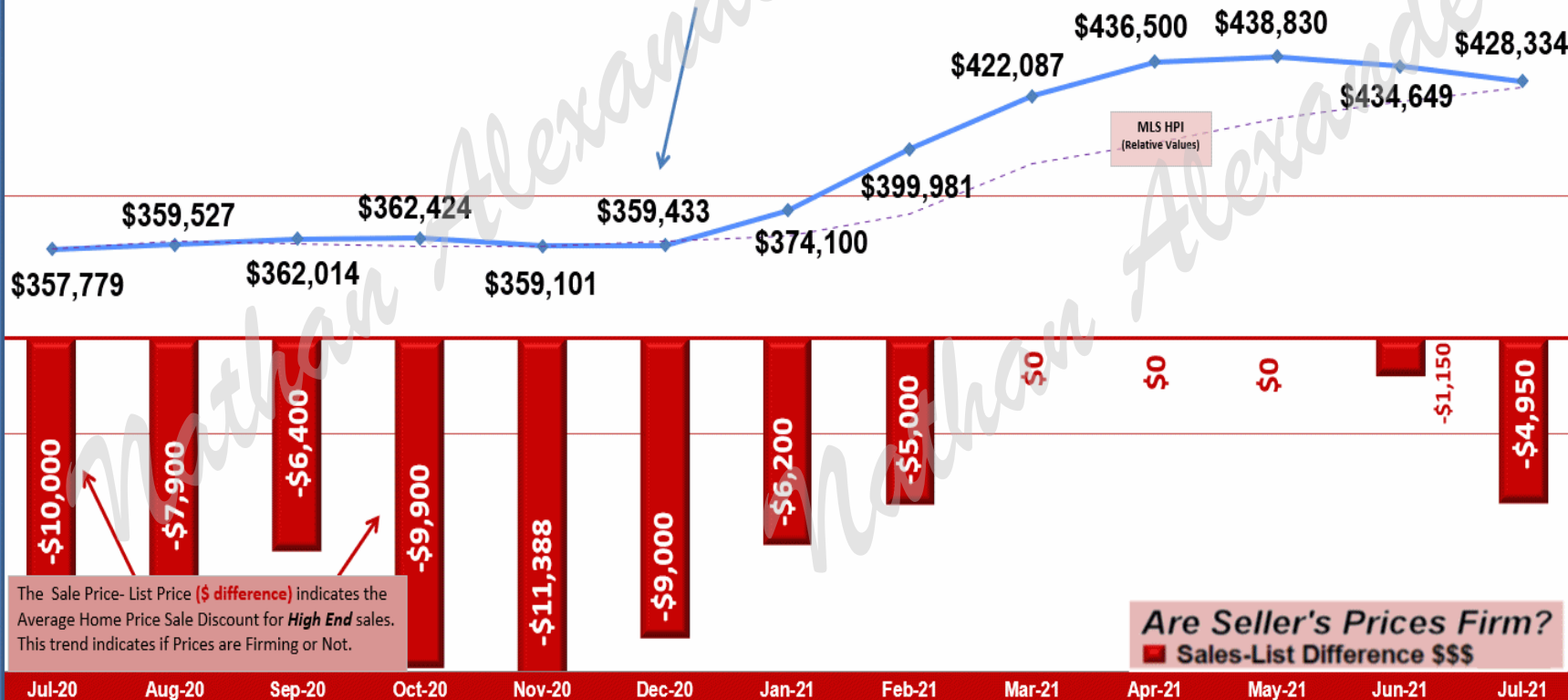
Condominiums



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

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(Home Price Index Paired sales from 2005)



Condominiums



Condominiums



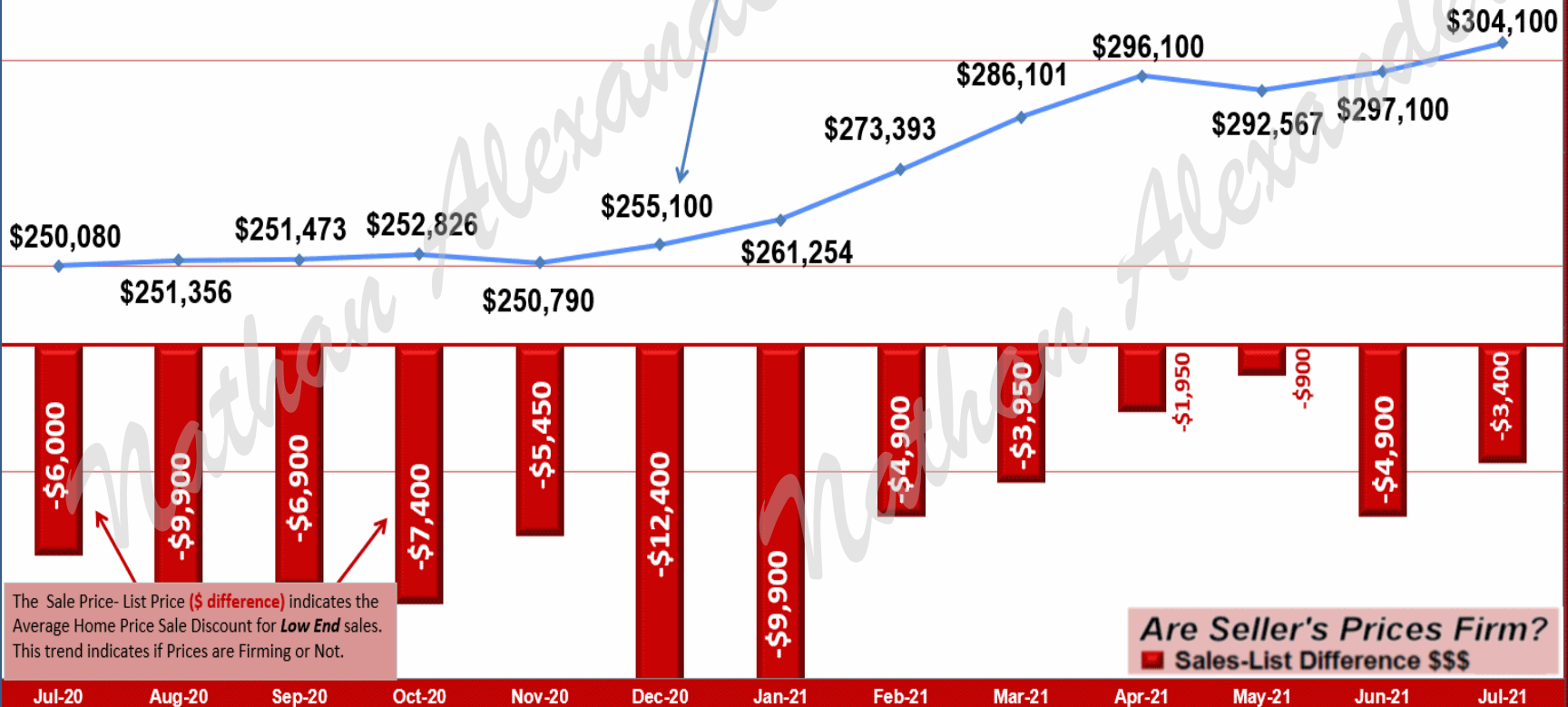
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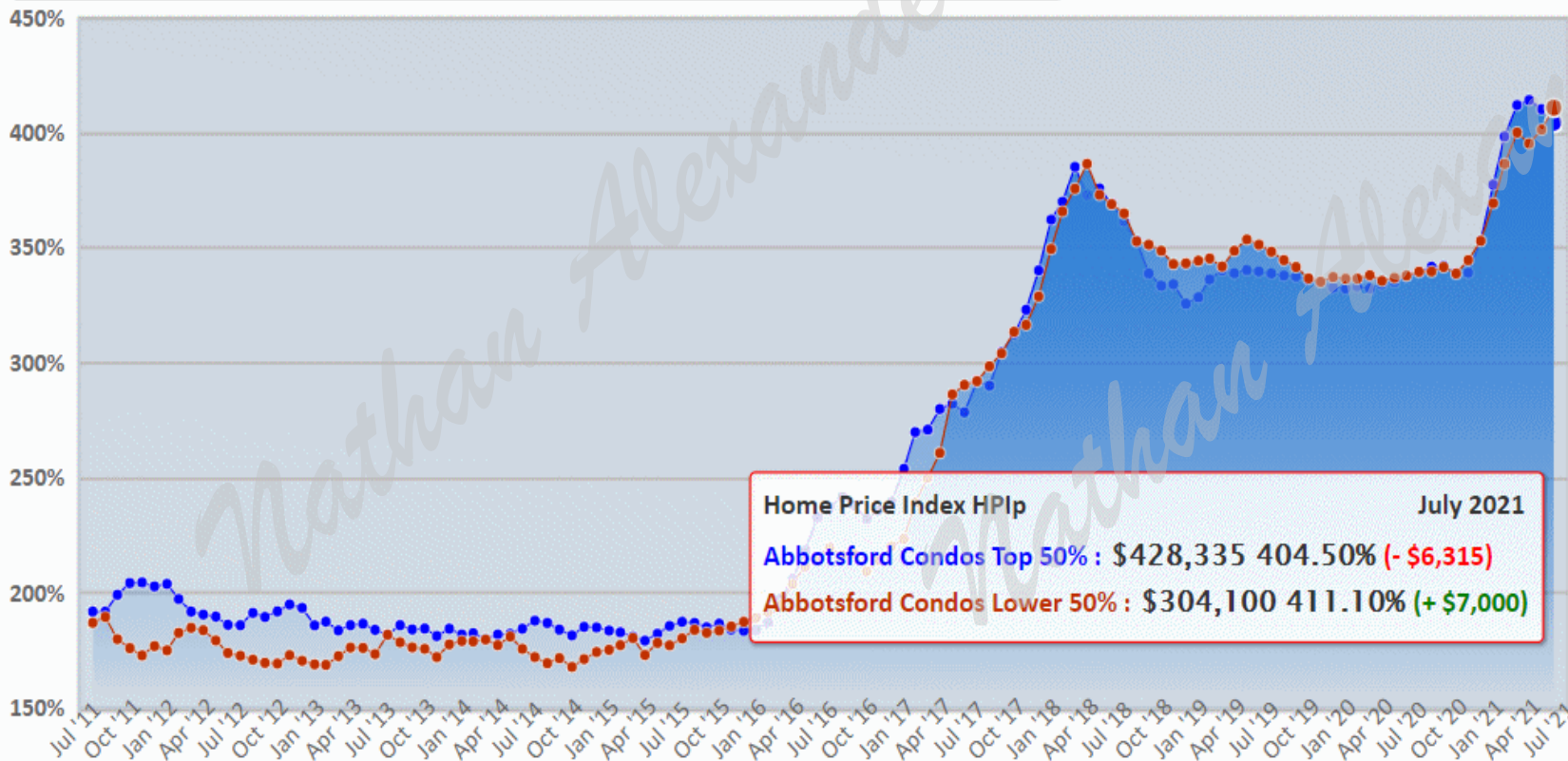
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## Market Analysis and Forecasting Aug 1/21 Abbotsford

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



Date	Value
Jul 2021	% 404.50
Jun 2021	% 410.50
May 2021	% 414.40
Apr 2021	% 412.20
Mar 2021	% 398.60
Feb 2021	% 377.70
Jan 2021	% 353.30
Dec 2020	% 339.40
Nov 2020	% 339.10
Oct 2020	% 342.30
Sep 2020	% 341.90
Aug 2020	% 339.50

\*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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