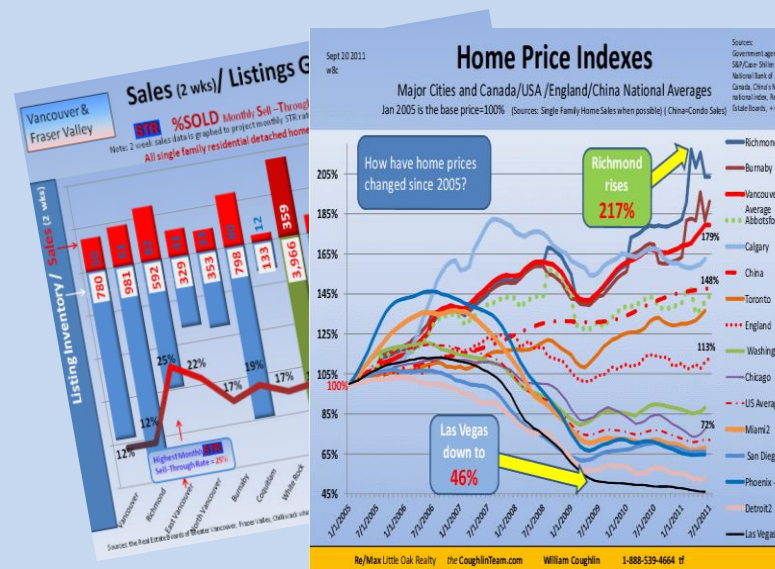




Raj Bud's Market Reports



Advanced Marketing Tools





Market Reports Advanced

Detached

- [Burnaby](#)
- [East Vancouver](#)
- [New West](#)
- [Vancouver Westside](#)
- [West Vancouver](#)

Attached

- [Burnaby](#)
- [Downtown-West End](#)
- [East Vancouver](#)
- [New West](#)
- [Vancouver Westside](#)

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Vancouver Market Reports

detached homes

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Vancouver & Fraser Valley

Sales (2 wks) / Listings Graph

July 30 2021 (2-weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr3)

Note: 2-week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)

2021.07.31.8:30AM b5a



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Vancouver & Fraser Valley

Sales (2 wks) / Listings Graph

July 16 2021 (2-weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr3)

Note: 2-week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)

2021.07.17.5:00AM b5a



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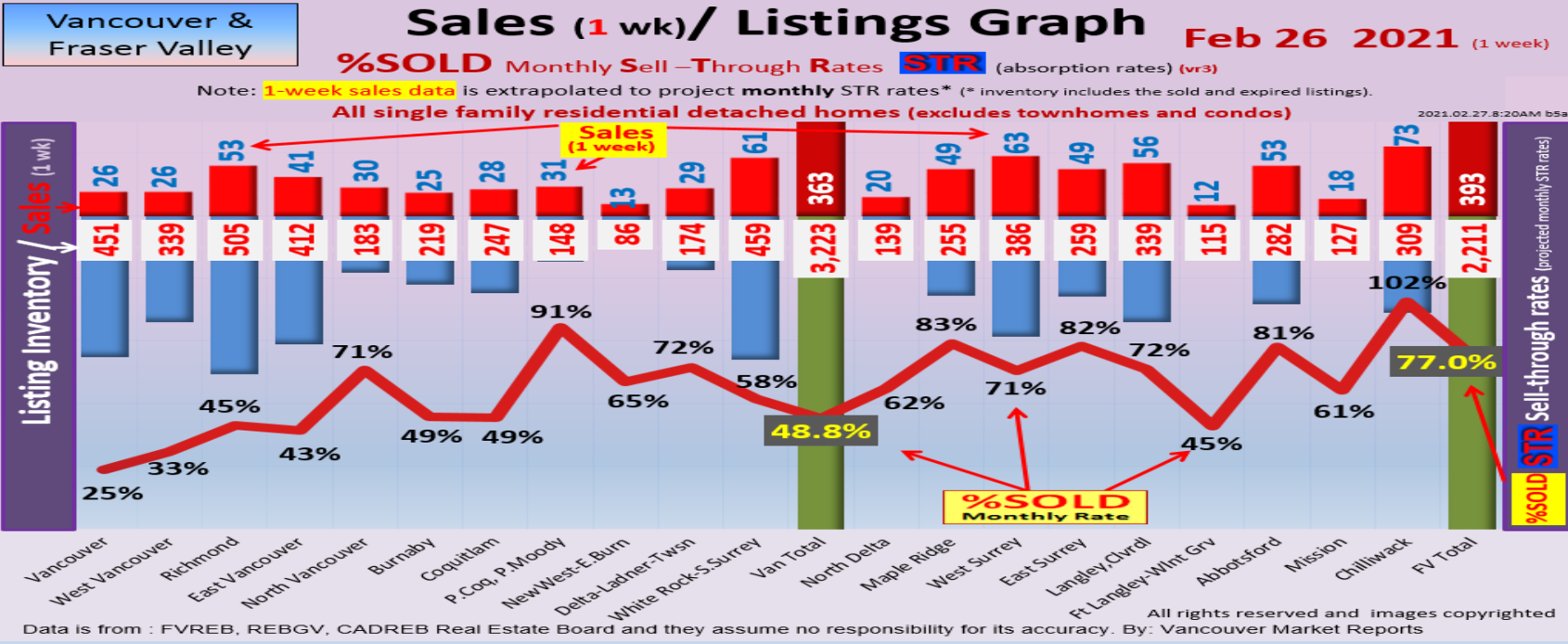
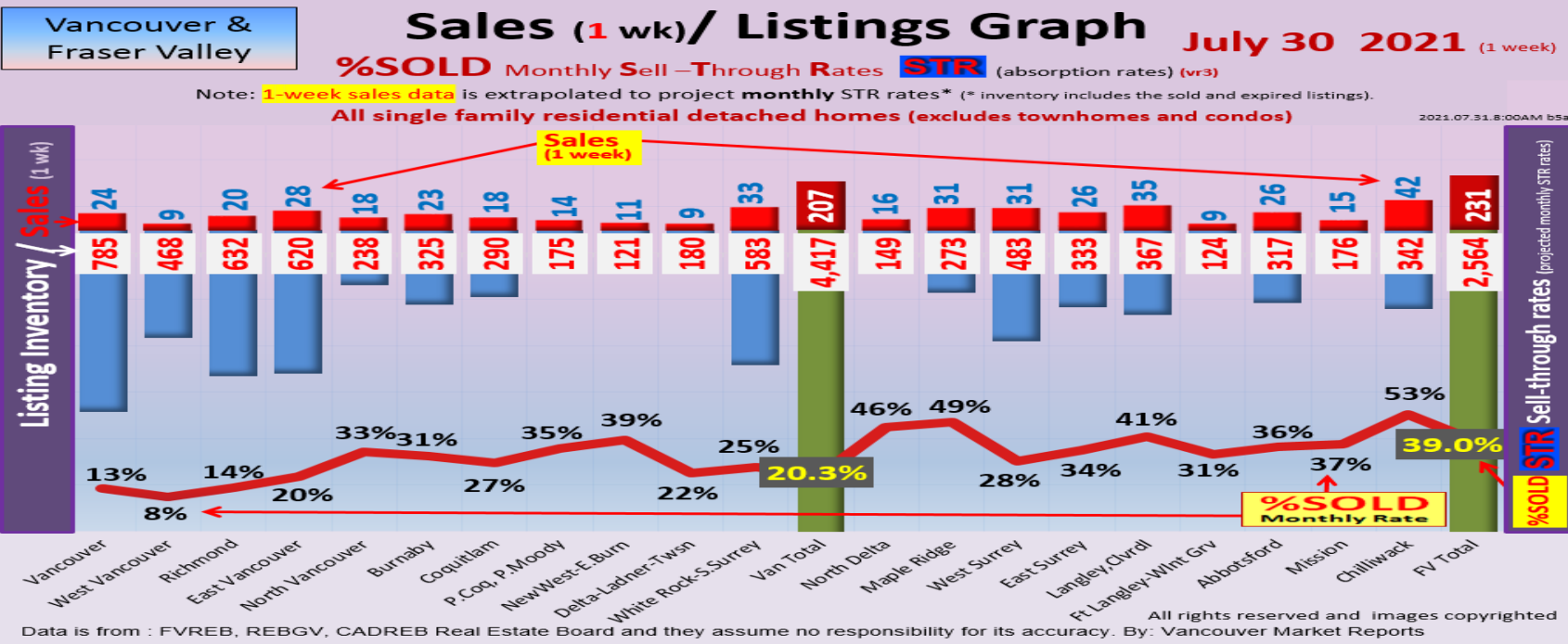
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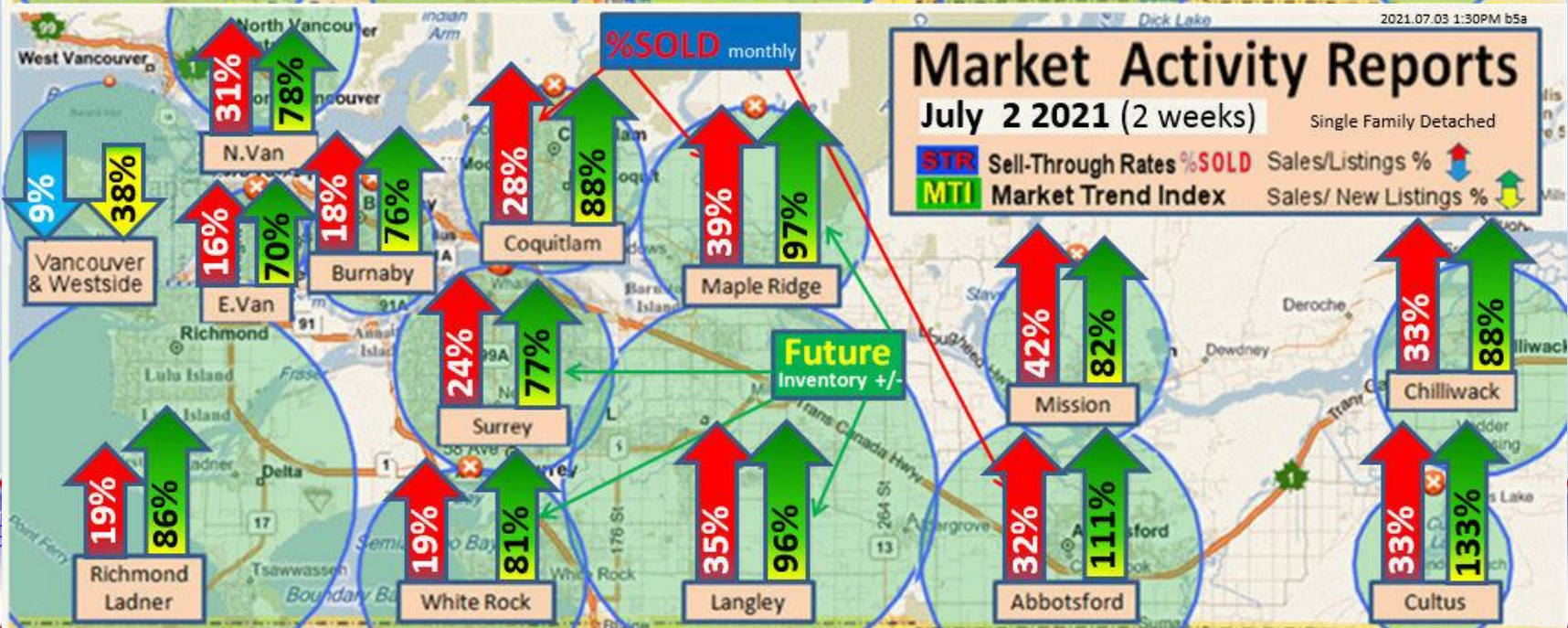
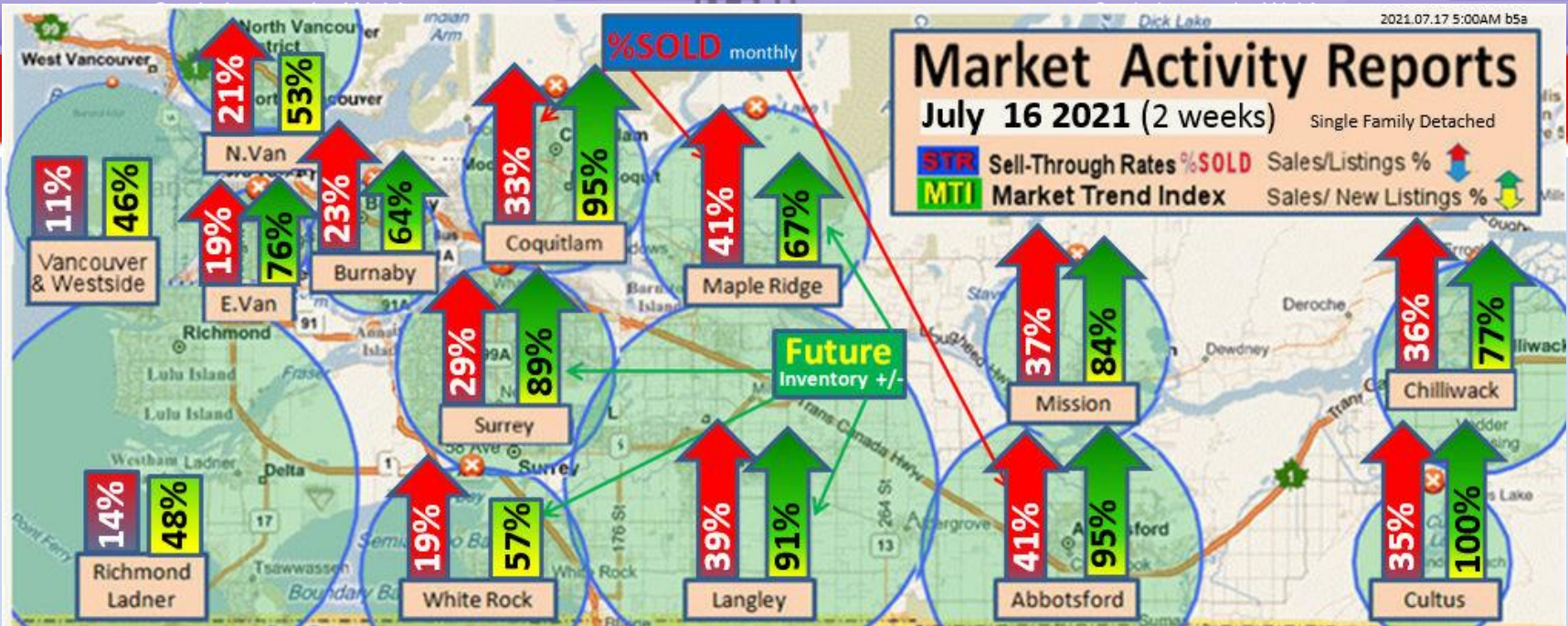
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Market Analysis and Forecasting Aug 1/21 Vancouver Westside

Personal Real Estate Corporation

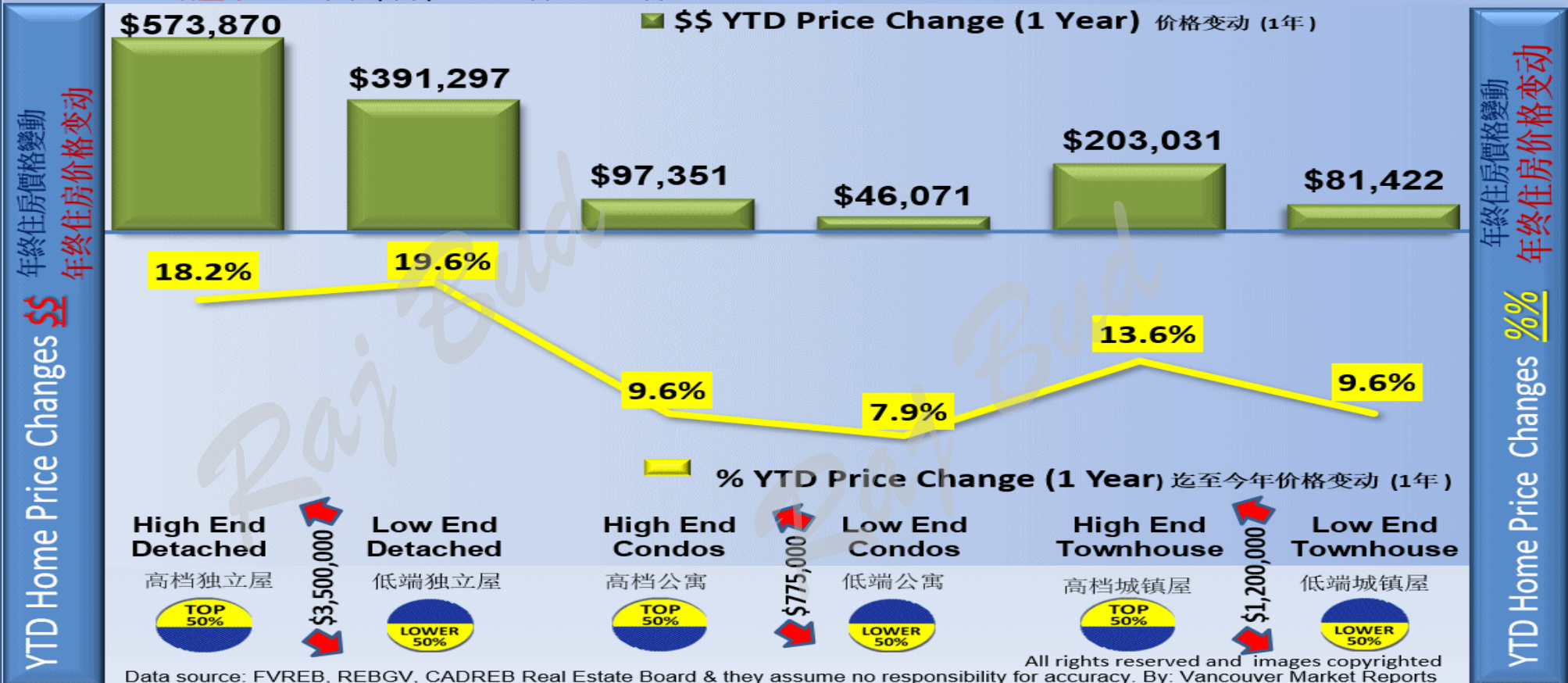
Vancouver Westside Real Estate Price Changes(\$/%)

温哥华西區房地產價格變動 / 温哥华西区房地产价格变动

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 HPI^{ip}



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 Vancouver Westside

Personal Real Estate Corporation

Monthly Market Activity - July 2021 - Single Family



Aug 1 2021 Vancouver Westside Market Update (Detached)

Current: Vancouver Westside ranges from a Seller High End Market to a Stable Market with average **10 %SOLD** rate and a Sale Price /List Price of 96% or \$129,000 avg. sale price discount from original list price.
Most Active Price Range: Homes below \$2.0 mill. have **27.6 %SOLD** rate.
Least Active Price Range: Homes between \$6.75 mill - \$9.0 mill. have **2.6 %SOLD** rate.

History: The Vancouver Westside Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$591,203.
 The Vancouver Westside Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$377,756.
 *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?

Vancouver Westside List Price Ranges Statistics - July 2021						Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$2,000,000	29	8	19	96%	-\$75,000	27.6%
\$2,000,001-\$2,500,000	41	11	10	100%	\$0	26.8%
\$2,400,001-\$2,850,000	59	12	18	98%	-\$58,500	20.3%
\$2,850,001-\$3,150,000	63	12	24	97%	-\$97,444	19.0%
\$3,150,001-\$3,500,000	78	12	33	99%	-\$24,000	15.4%
\$3,500,001-\$3,900,000	84	9	18	97%	-\$110,000	10.7%
\$3,900,001-\$4,280,000	111	8	23	95%	-\$204,500	7.2%
\$4,280,001-\$4,900,000	72	8	22	94%	-\$269,000	11.1%
\$4,900,001-\$5,750,000	90	3	32	94%	-\$318,000	3.3%
\$5,750,001-\$6,750,000	64	4	27	89%	-\$664,500	6.3%
\$6,750,001-\$9,000,000	117	3	65	92%	-\$600,000	2.6%
\$9,000,001 and more	93	3	20	93%	-\$730,000	3.2%
Total Activity	901	93	22	96%	-\$129,000	10%

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)	644	968	901		-67
Active Listings (1st of the month)	461	736	758	710	-48
Solds	77	115	93		-22
Days on Market (DOM)	10	12	22		10
%SOLD (Sales/ Listings /mnlly rate)	12%	12%	10.3%		-2%
(Top 50%) Home Price Index HPIp	3,147,489	3,792,100	\$3,738,692		-\$53,408
(Lower 50%) Home Price Index HPIp	1,994,345	2,405,227	\$2,372,101		-\$33,126

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What Sold in your Neighbourhood and for What Price?

Vancouver Westside Sub Areas Statistics - July 2021					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Arbutus	43	7	25	95%	-\$188,000	16.3%
Cambie	80	14	24	94%	-\$199,500	17.5%
Dunbar	116	11	11	100%	\$2,000	9.5%
Fairview VW-False Creek	3	1	61	83%	-\$220,000	33.3%
Kerrisdale	46	1	23	95%	-\$199,000	2.2%
Kitsilano	62	14	17	100%	\$0	22.6%
Mackenzie Heights	30	4	40	98%	-\$89,000	13.3%
Mount Pleasant VW	4	0				0.0%
Marpole	58	9	32	92%	-\$150,000	15.5%
Oakridge VW	26	2	41	94%	-\$288,000	7.7%
Point Grey	104	8	11	100%	\$10,600	7.7%
Quilchena	29	3	8	99%	-\$45,000	10.3%
South Cambie	18	1	35	87%	-\$560,000	5.6%
South Granville	93	7	54	89%	-\$600,000	7.5%
Shaughnessy	76	2	62	93%	-\$665,000	2.6%
Southlands	50	5	17	98%	-\$68,000	10.0%
S.W. Marine	33	3	22	96%	-\$140,000	9.1%
University VW	30	1	64	98%	-\$88,889	3.3%
Total Activity	901	93	22	96%	-\$129,000	10%

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Next Months Market Forecast

Forecast: Vancouver Westside has average Listing Supply; 710 homes are for sale and with the **10 %SOLD** monthly rate gives us a ~10 months of inventory. 6% of the active listings have reduced their price by \$320,555 on average and \$200,000 median for the last month.

July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months.

Currently, Condos has now 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.

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

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Vancouver Market Reports

Statistics, on the Web!

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Market Analysis and Forecasting

Aug 1/21 Vancouver Westside

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Vancouver Westside

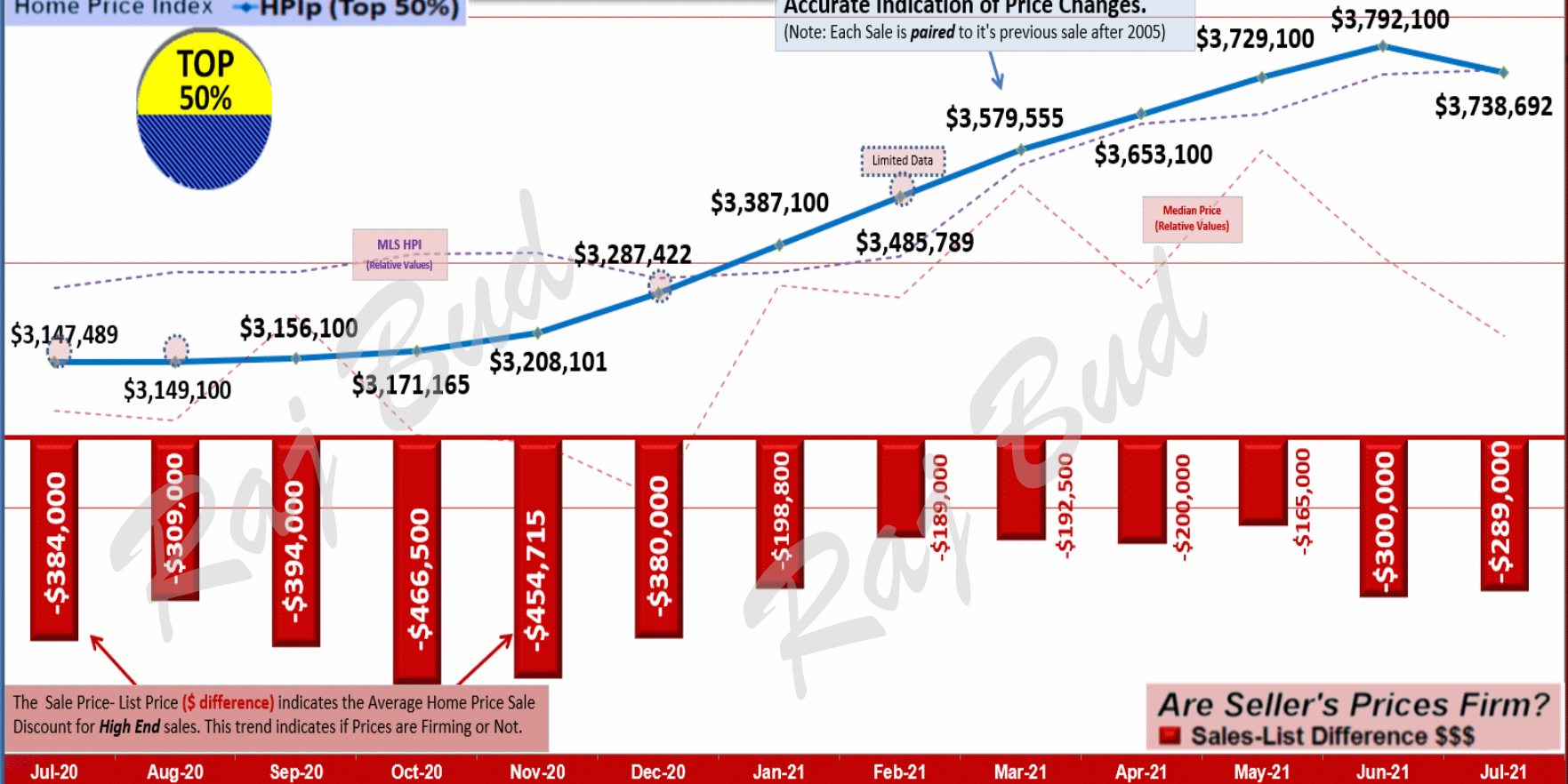
Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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

Homes Over \$3,500,000

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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

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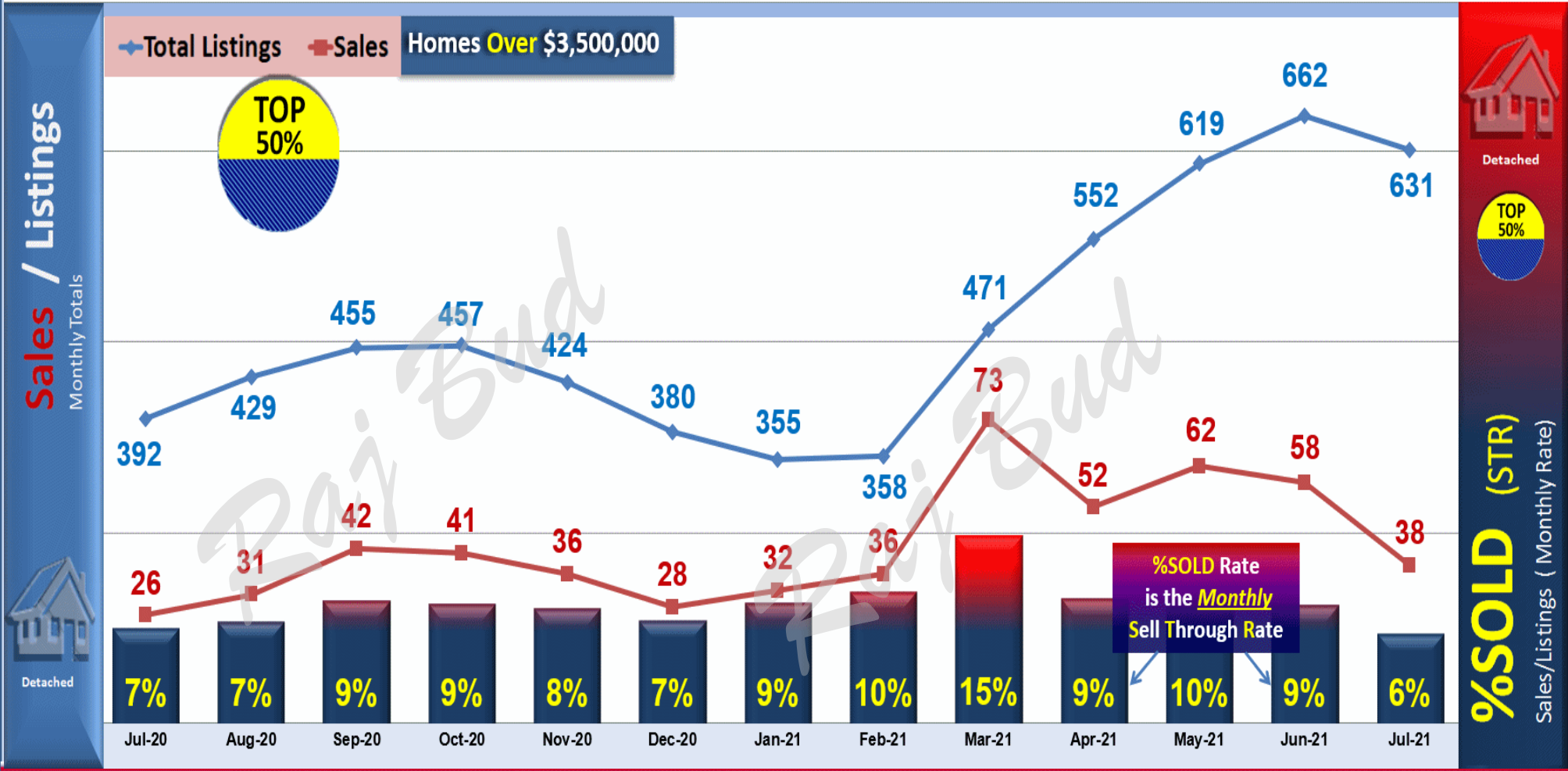
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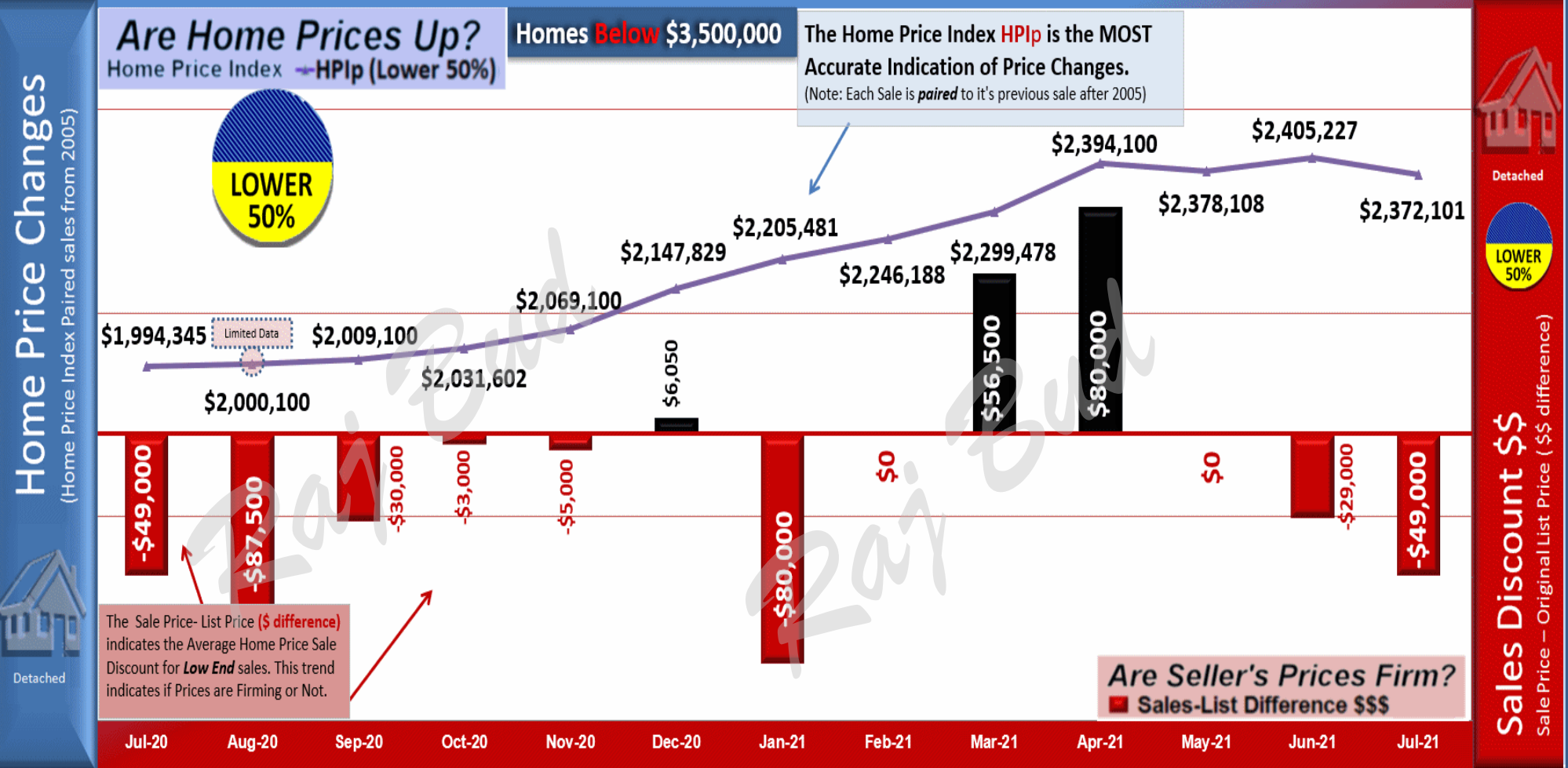
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Detached Vancouver Westside Total Listings**, Sales, and %SOLD rates



*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.

Detached Vancouver Westside 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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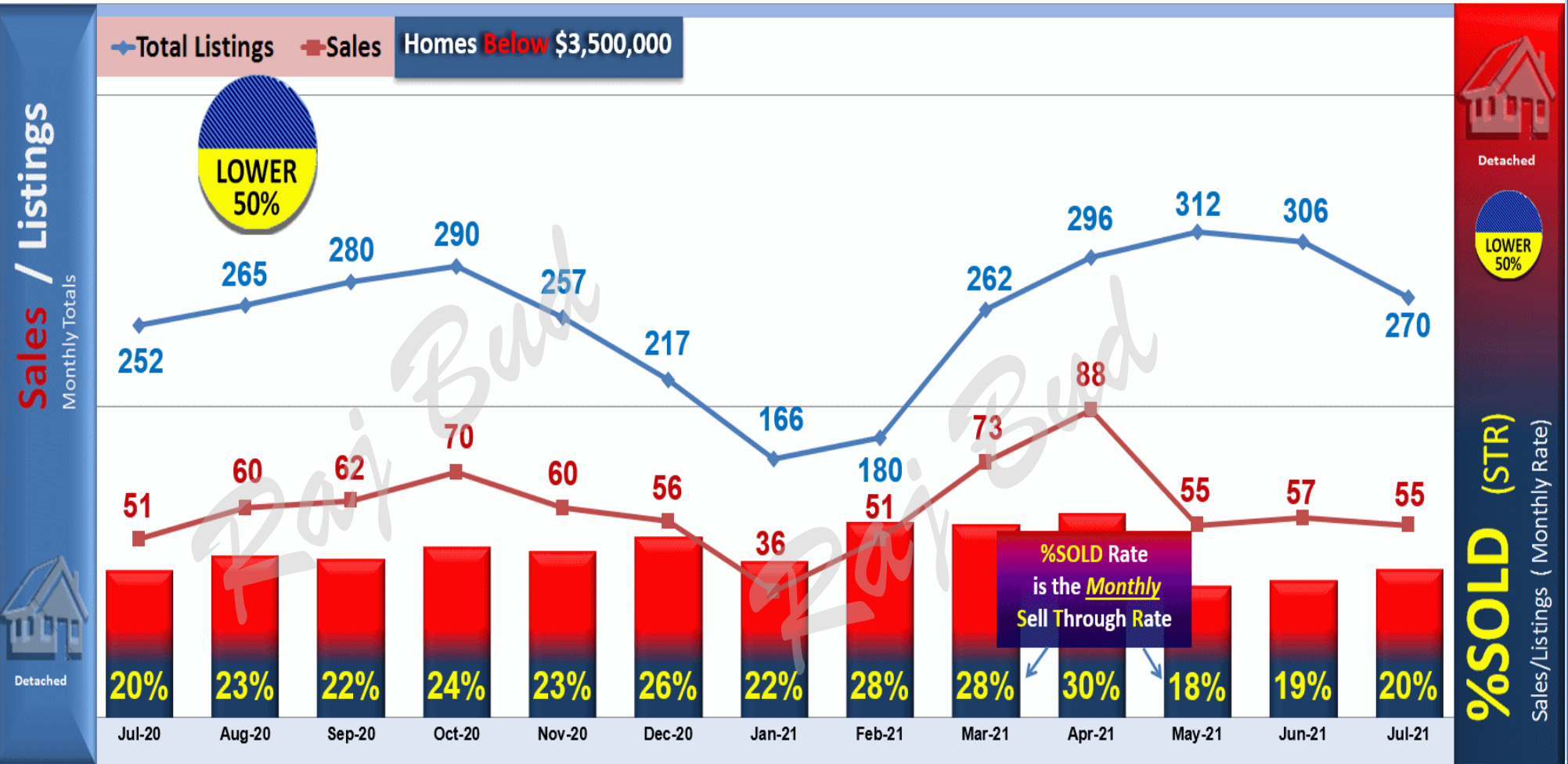


Market Analysis and Forecasting

Aug 1/21 Vancouver Westside

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Detached Vancouver Westside Total Listings**, Sales, and %SOLD rates



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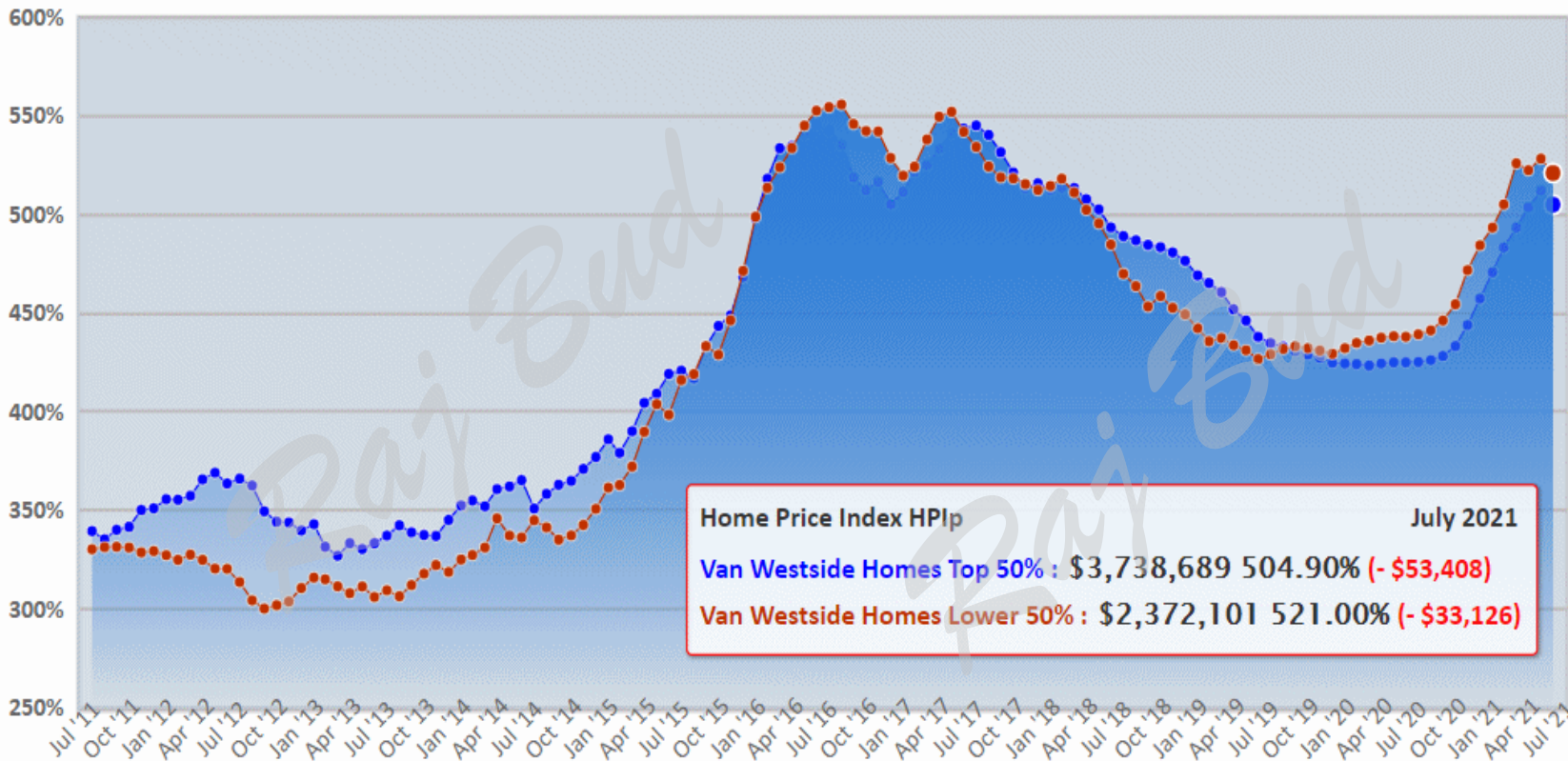
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Powered by the Greater Vancouver Market Reports HPIp



Van Westside Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Van Westside Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Date	Value
Jul 2021	% 504.90
Jun 2021	% 512.10
May 2021	% 503.60
Apr 2021	% 493.40
Mar 2021	% 483.40
Feb 2021	% 470.80
Jan 2021	% 457.40
Dec 2020	% 444.00
Nov 2020	% 433.30
Oct 2020	% 428.30
Sep 2020	% 426.20
Aug 2020	% 425.30

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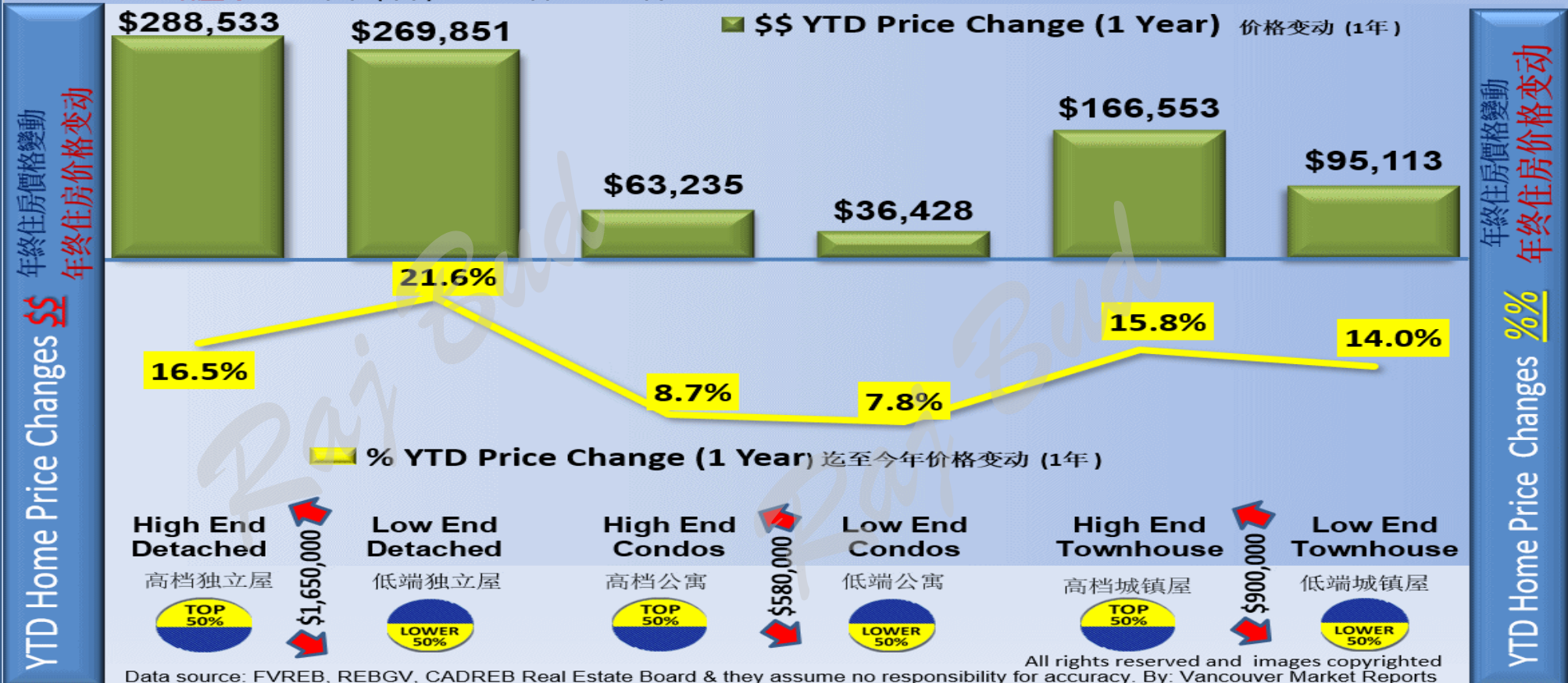
East Vancouver Real Estate Price Changes (\$/%)

東溫 房地產價格變動 / 东温 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

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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 East Vancouver

Personal Real Estate Corporation

Monthly Market Activity - July 2021 - Single Family



Aug 1 2021 **East Vancouver Market Update (Detached)**

Current: East Vancouver has a Seller Market with average listing inventory, **18 %SOLD** rate, a 99% Sell/List Ratio and 16 DOM.

(This means an average of a \$18,500 discount on a sale from the original list price)

Most Active Price Range: Homes below \$1.25 mill. have High **46.2 %SOLD** rate.

Least Active Price Range: Homes above \$2.5 mill. have **5.0 %SOLD** rate.

History: The East Vancouver Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$188,001.

The East Vancouver Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$248,004.

*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?

East Vancouver List Price Ranges Statistics - July 2021

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$1,250,000	13	6	23	101%	\$3,000	46.2%	↑
\$1,250,001-\$1,375,000	25	9	12	100%	\$200	36.0%	↑
\$1,375,001-\$1,500,000	70	23	8	100%	\$0	32.9%	↑
\$1,500,001-\$1,650,000	73	21	9	99%	-\$12,000	28.8%	↑
\$1,650,001-\$1,800,000	123	34	19	99%	-\$12,000	27.6%	↑
\$1,800,001-\$2,215,001	154	24	18	99%	-\$28,500	15.6%	↑
\$2,215,001-\$2,500,000	149	17	29	97%	-\$64,000	11.4%	↓
\$2,500,001 and more	199	10	13	99%	-\$32,500	5.0%	↓
Total Activity	806	144	16	99%	-\$18,500	18%	↑

2. How Many Properties Were Available During the Month?

Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change	
Total Listings** (A,S,T,C,X)	614	910	806		-104	↓
Active Listings (1st of the month)	410	676	648	550	-98	↓
Solds	141	155	144		-11	↓
Days on Market (DOM)	8	9	16		7	↑
%SOLD (Sales/ Listings /mnlthly rate)	23%	17%	18%		0.8%	↑
(Top 50%) Home Price Index HPIp	\$1,736,100	\$1,994,101	\$1,924,101		-\$70,000	↓
(Lower 50%) Home Price Index HPIp	\$1,239,100	\$1,497,761	\$1,487,104		-\$10,657	↓

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What Sold in your Neighbourhood and for What Price?

East Vancouver Sub areas Statistics - July 2021					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Champlain Heights	1	1	72	98%	-\$50,000	100.0%
Collingwood Van East	135	14	12	97%	-\$43,000	10.4%
Fraser VE	42	11	19	97%	-\$59,000	26.2%
Fraserview VE	43	6	27	106%	\$122,550	14.0%
Grandview VE	75	6	12	99%	-\$12,450	8.0%
Hastings	16	1	78	98%	-\$24,800	6.3%
Hastings East	34	11	27	98%	-\$48,800	32.4%
Killarney VE	80	22	15	99%	-\$12,500	27.5%
Knight	55	11	16	100%	\$0	20.0%
Main	31	7	13	97%	-\$68,000	22.6%
Mount Pleasant VE	14	2	32	90%	-\$269,000	14.3%
Renfrew VE	77	13	13	99%	-\$13,000	16.9%
Renfrew Heights	62	11	12	100%	-\$8,000	17.7%
South Vancouver	92	21	18	99%	-\$19,000	22.8%
Victoria VE	49	7	56	97%	-\$39,000	14.3%
Total Activity	806	144	16	99%	-\$18,500	18%

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Next Months Market Forecast

Forecast: East Vancouver has average Listing Supply; with 550 homes for sale and the **18 %SOLD** monthly rate gives us ~6 months of Inventory. 4% of the active listings have reduced their price by \$99,119 on average or \$90,000 on median for the last month. We project East Vancouver to be a continued Seller Market.

July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months.

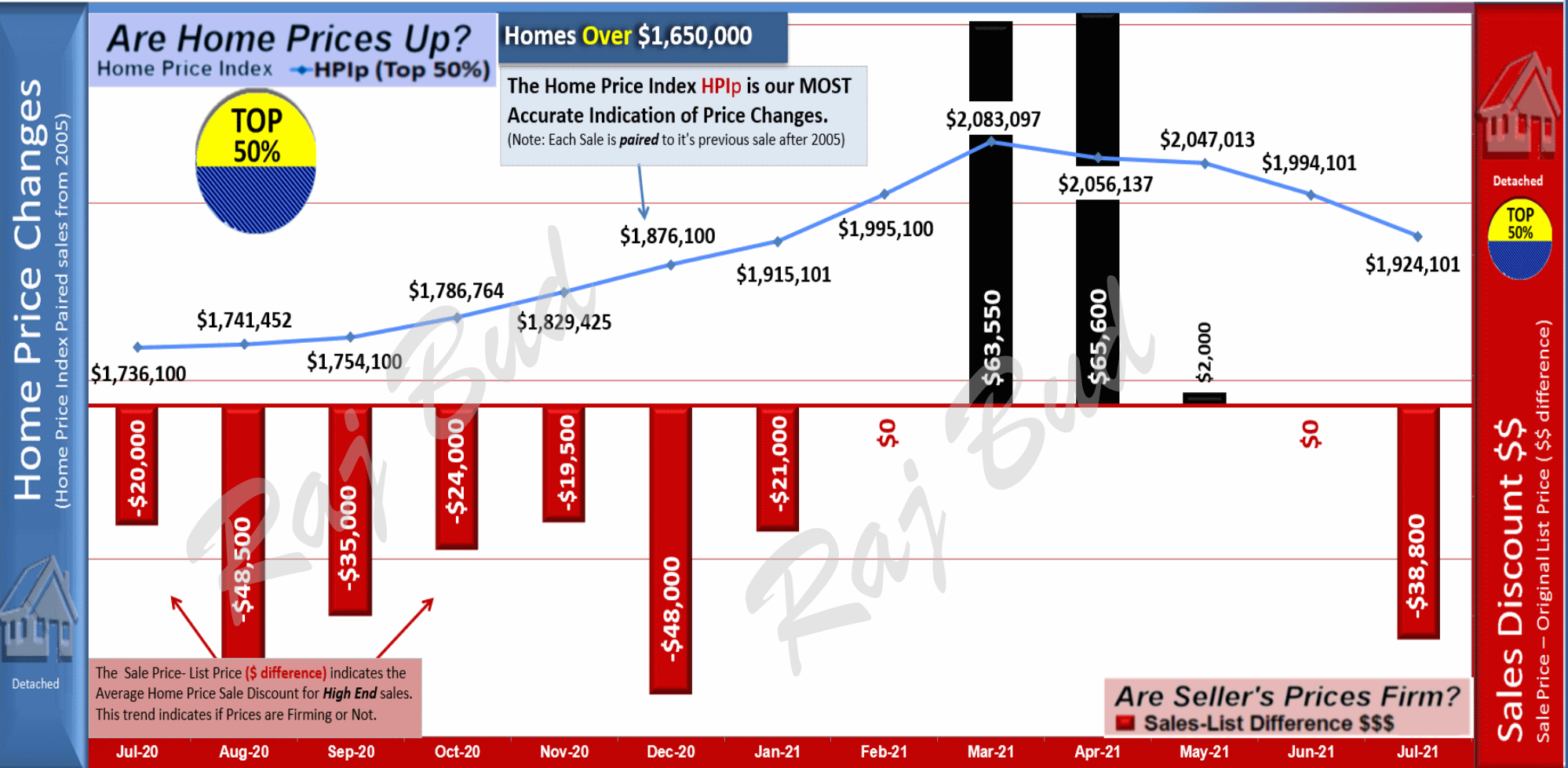
Currently, Condos has now moved to a Buyer's Market with 53% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing. The average monthly price decrease was **\$14,270**. On the other hand, 57% Townhouse Markets (10 out of 28) prices increased **\$1,100** on average. We analyze and provide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

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



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Market Analysis and Forecasting

Aug 1/21 East Vancouver

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Detached East Vancouver Total Listings**, Sales, and %SOLD rates

← Total Listings → Sales Homes Over \$1,650,000

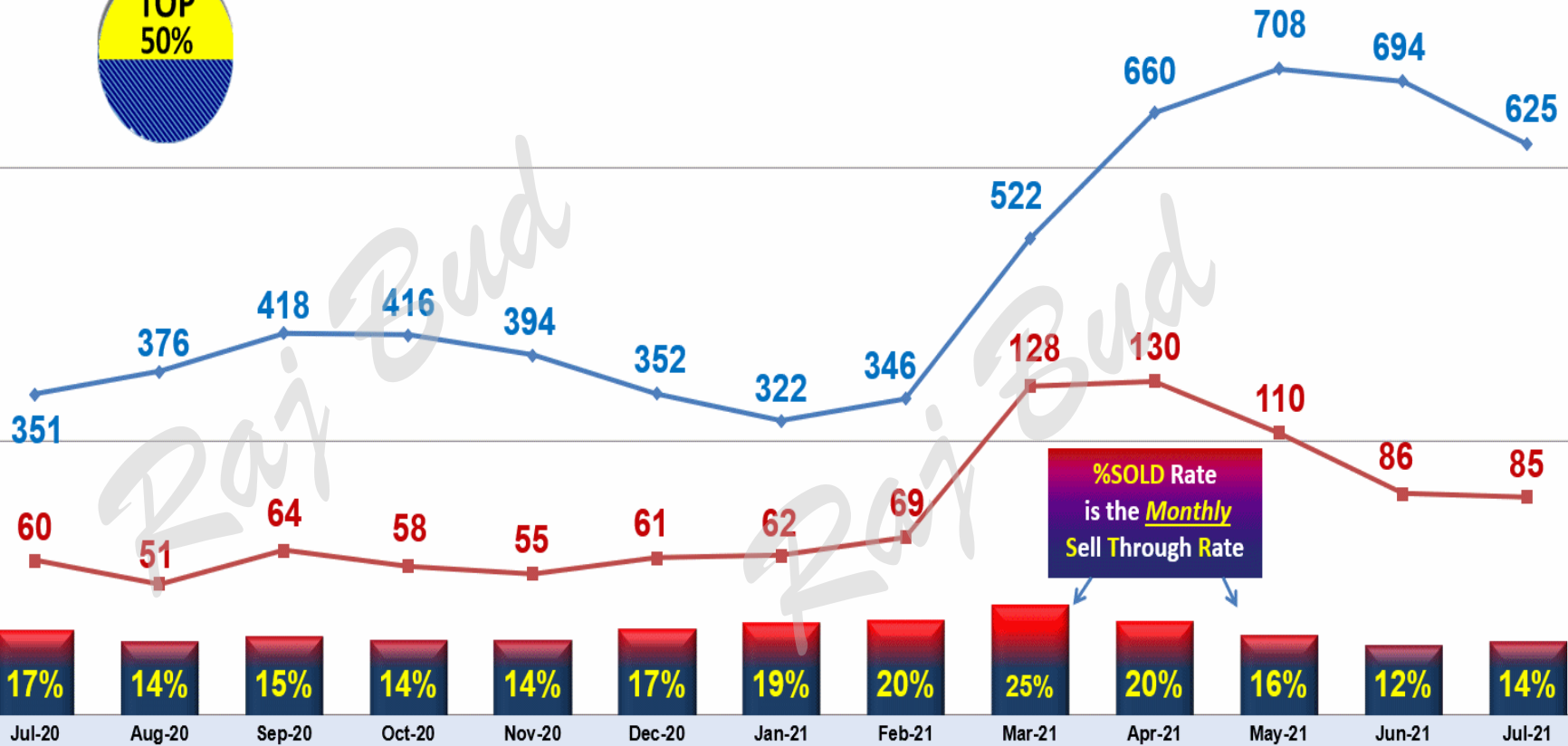


Detached



Sales / Listings
Monthly Totals

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



%SOLD Rate is the Monthly Sell Through Rate

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Statistics, on the Web!

detached homes

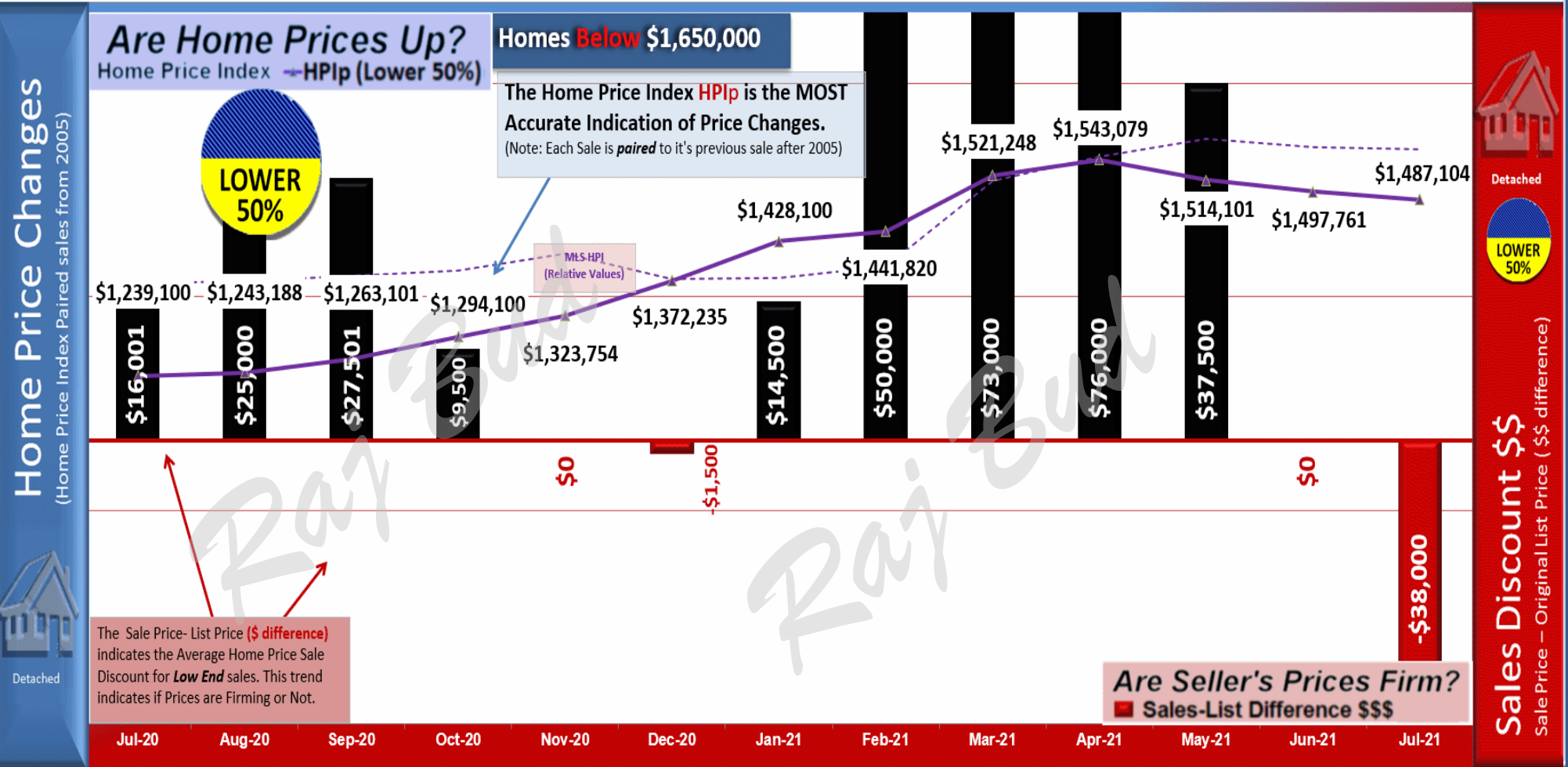
Raj Bud, MBA



Market Analysis and Forecasting Aug 1/21 East Vancouver

Personal Real Estate Corporation

Detached East Vancouver 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 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

Statistics, on the Web!

detached homes

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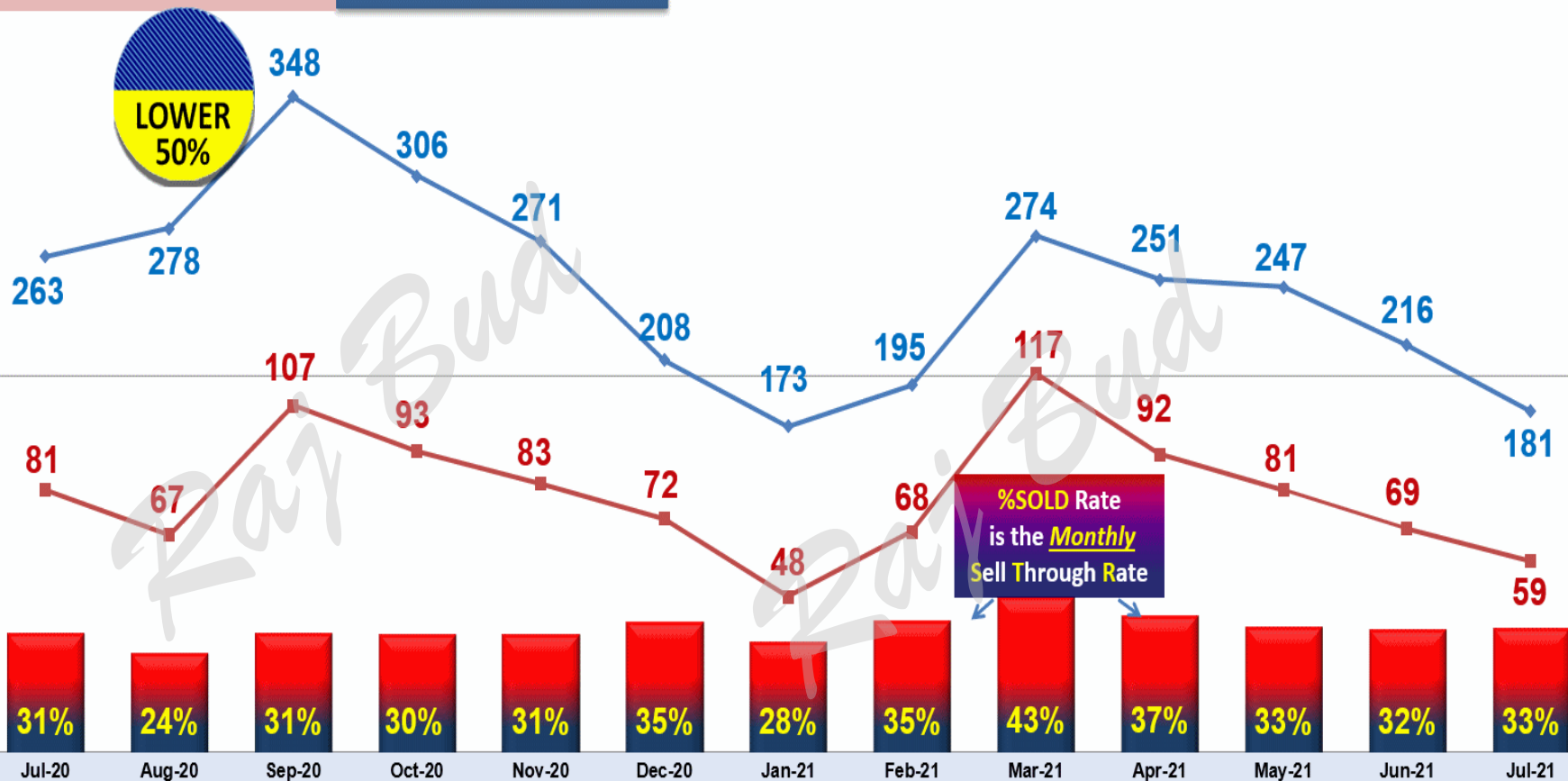
Market Analysis and Forecasting

Aug 1/21 East Vancouver

Personal Real Estate Corporation

Detached East Vancouver Total Listings**, Sales, and %SOLD rates

← Total Listings → Sales Homes Below \$1,650,000



%SOLD Rate is the Monthly Sell Through Rate

Sales / Listings Monthly Totals



Detached



Detached



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

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

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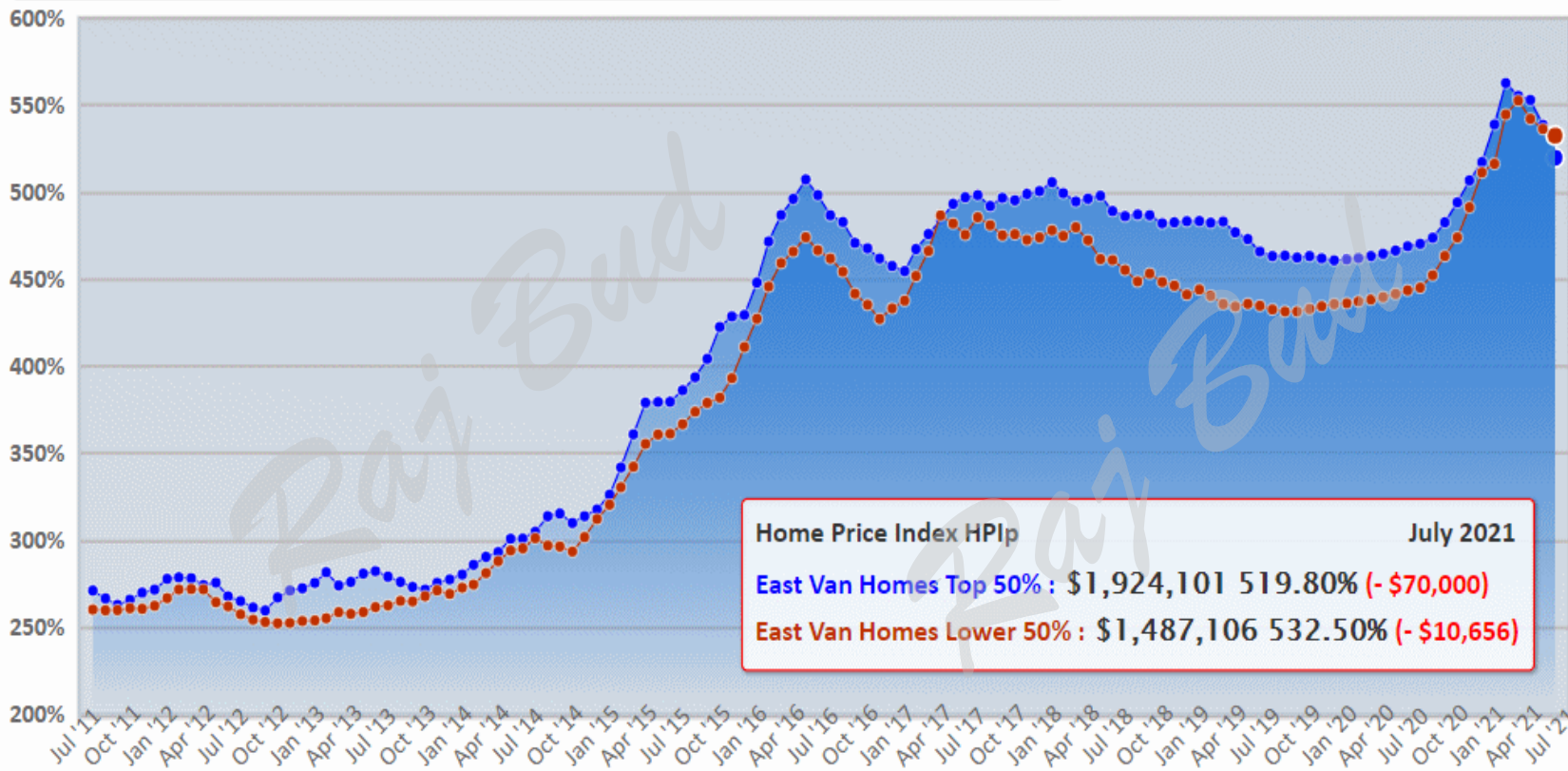
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Powered by the Greater Vancouver Market Reports HPIp



East Van Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 East Van Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jul 2021	% 519.80
Jun 2021	% 538.70
May 2021	% 553.00
Apr 2021	% 555.40
Mar 2021	% 562.70
Feb 2021	% 538.90
Jan 2021	% 517.30
Dec 2020	% 506.80
Nov 2020	% 494.20
Oct 2020	% 482.70
Sep 2020	% 473.80
Aug 2020	% 470.40

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

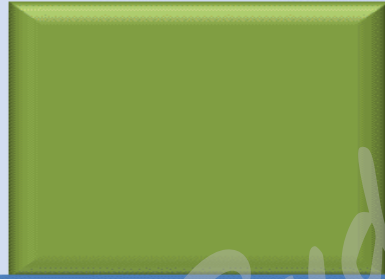
西溫 房地產價格變動 / 西温 房地产价格变动

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 HPI_p

\$714,718



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

\$467,084



22.0%

18.1%

■ % YTD Price Change (1 Year) 迄至今年价格变动 (1年)

High End Detached

高档独立屋



Low End Detached

低端独立屋



\$2,900,000

YTD Home Price Changes \$

YTD Home Price Changes %

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 Aug 1/21 West Vancouver

Personal Real Estate Corporation

Monthly Market Activity - July 2021 Single Family



Aug 1 2021 **West Vancouver** Market Update (detached)

Current: West Vancouver is in a Seller Market with a **11 %SOLD** rate, 20 days on the market (DOM) and with a 96% selling discount of \$109,000 off the original list price.

Most Active Price Range: Homes below \$1.9 mill. have **25.0 %SOLD** rate.

Least Active Price Range: Homes between \$2.45 mill - \$4.0 mill. have **6.7 %SOLD** rate.

History: The West Vancouver Year-To-Date Home Price Index **HPIp (Top 50%)** HPIp* shows that prices increased \$760,068.
The West Vancouver Year-To-Date Home Price Index **HPIp (Lower 50%)** HPIp* shows that prices increased \$501,769.

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

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

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

West Vancouver List Price Ranges Statistics - July 2021							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-1900001	24	6	6	101%	\$18,500	25.0%	↑
\$1900001-2300000	16	3	7	101%	\$20,000	18.8%	↑
\$2300001-\$2600000	64	9	30	96%	-\$99,000	14.1%	↑
\$2650001-\$2900000	44	7	23	94%	-\$160,000	15.9%	↑
\$2900001-\$3450000	67	8	12	97%	-\$98,500	11.9%	↓
\$3450001-\$4000000	60	4	97	94%	-\$218,394	6.7%	↓
\$4000001-\$5000000	95	8	14	94%	-\$264,000	8.4%	↓
\$5000001-\$7000000	77	6	74	91%	-\$619,500	7.8%	↓
\$7,000,001 and more	99	7	42	94%	-\$630,000	7.1%	↓
Total Activity	546	58	20	96%	-\$109,000	11%	

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)	497	580	546		-34	↑
Active Listings (1st of the month)	395	458	459	432	-27	↑
Solds	54	60	58		-2	↓
Days on Market (DOM)	25	12	20		9	↑
%SOLD (Sales/ Listings /mnlthly rate)	11%	10%	11%		0%	
(Top 50%) Home Price Index HPIp	\$3,942,023	\$4,765,100	\$4,702,091		-\$63,009	↓
(Lower 50%) Home Price Index HPIp	\$2,116,576	\$2,614,326	\$2,618,345		\$4,019	↑

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Vancouver Market Reports

Statistics, on the Web!



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Market Analysis and Forecasting Aug 1/21 **West Vancouver**

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West Vancouver Sub areas Statistics - July 2021 Detached						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Altamont	20	0				0.0%
Ambleside	61	3	5	97%	-\$98,000	4.9%
British Properties	90	6	39	97%	-\$105,000	6.7%
Bayridge	15	0				0.0%
Caulfeild	35	5	8	96%	-\$198,000	14.3%
Canterbury WV	10	1	2	93%	-\$903,000	10.0%
Cedardale	8	0				0.0%
Cypress Prk Estates	20	3	6	98%	-\$45,000	15.0%
Chelsea Park	3	0				0.0%
Chartwell	31	1	17	85%	-\$638,000	3.2%
Cypress	9	1	8	106%	\$302,000	11.1%
Deer Ridge WV	0	0				0.0%
Dundarave	30	4	52	96%	-\$164,000	13.3%
Eagle Harbour	14	3	7	100%	\$0	21.4%
Eagleridge	3	1	38	94%	-\$280,000	33.3%
Furry Creek	7	0				0.0%
Gleneagles	8	1	32	94%	-\$248,000	12.5%
Glenmore	29	4	30	93%	-\$189,944	13.8%
Horseshoe Bay WV	14	3	19	101%	\$25,000	21.4%
Howe Sound	7	1	121	79%	-\$880,000	14.3%
Lions Bay	16	4	14	98%	-\$44,000	25.0%
Olde Caulfeild	7	1	3	101%	\$20,000	14.3%
Porteau Cove	0	0				0.0%
Park Royal	9	2	18	97%	-\$46,950	22.2%
Panorama Village	0	0				0.0%
Queens	27	6	27	92%	-\$244,000	22.2%
Rockridge	3	0				0.0%
Sandy Cove	4	0				0.0%
Sentinel Hill	22	1	8	125%	\$311,000	4.5%
Upper Caulfeild	5	3	5	100%	\$0	60.0%
West Bay	9	0				0.0%
Whytecliff	5	2	24	94%	-\$191,600	40.0%
Whitby Estates	3	0				0.0%
Westhill	11	0				0.0%
Westmount WV	11	2	29	95%	-\$374,000	18.2%
Total Activity	546	58	20	96%	-\$109,000	11%

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produced for: **Raj Bud**

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Next Months Market Forecast

Forecast: West Vancouver has average Listing supply; 432 homes are for sale and with the **11 %SOLD** monthly rate gives us a ~10 months of inventory. 5% of the active listings have reduced their price by \$260,226 on average and \$200,000 on median for the last month. We project West Vancouver to be a continued Seller market.

July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months.

Currently, Condos has now 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.

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

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Vancouver Market Reports

Statistics, on the Web!

detached homes

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Market Analysis and Forecasting Aug 1/21 West Vancouver

Personal Real Estate Corporation

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

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

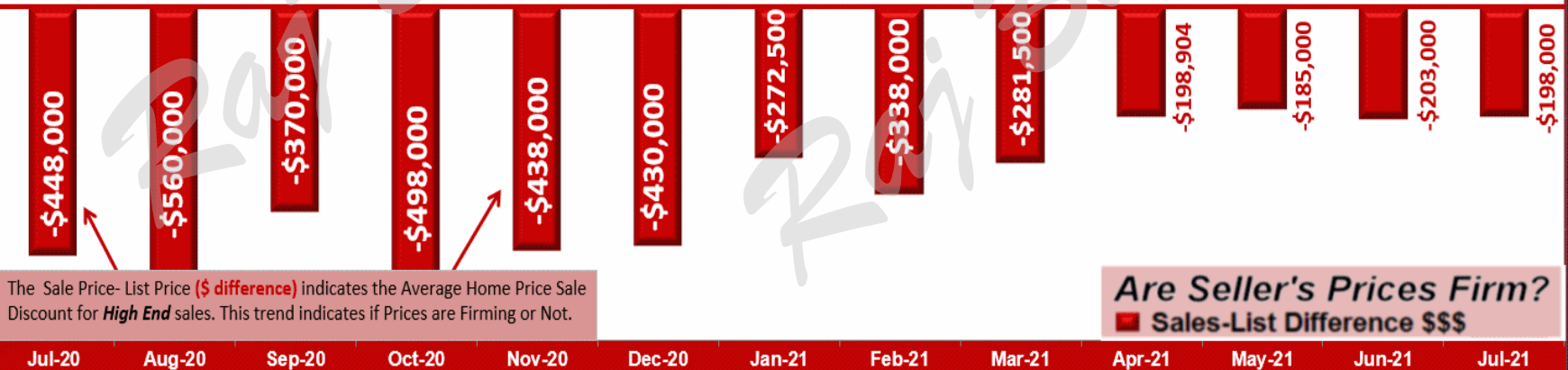
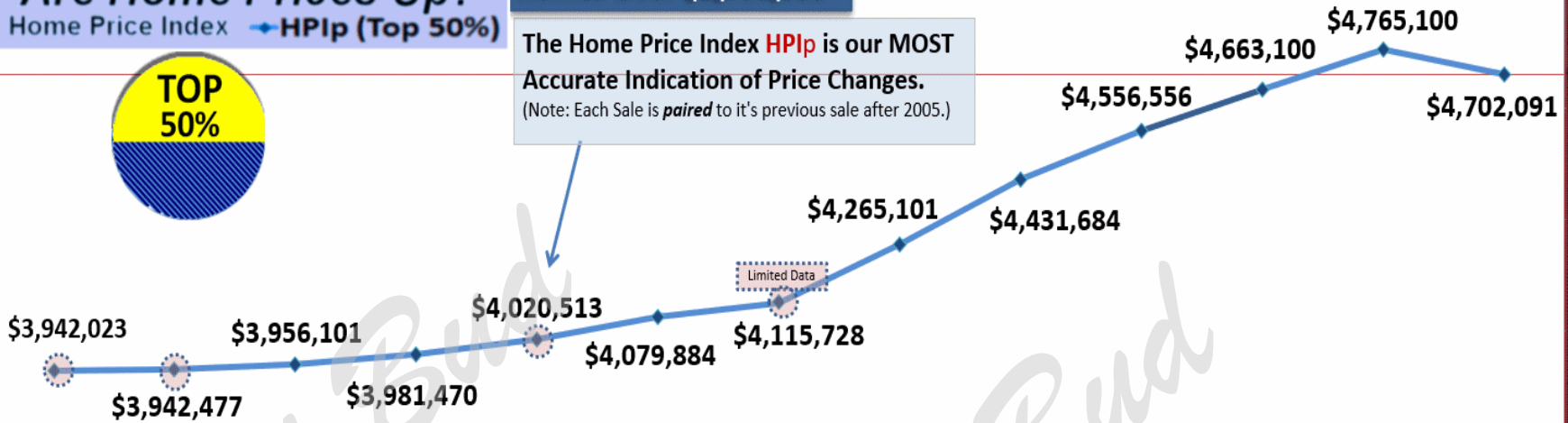
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)



Homes Over \$2,900,000

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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

TOP 50%

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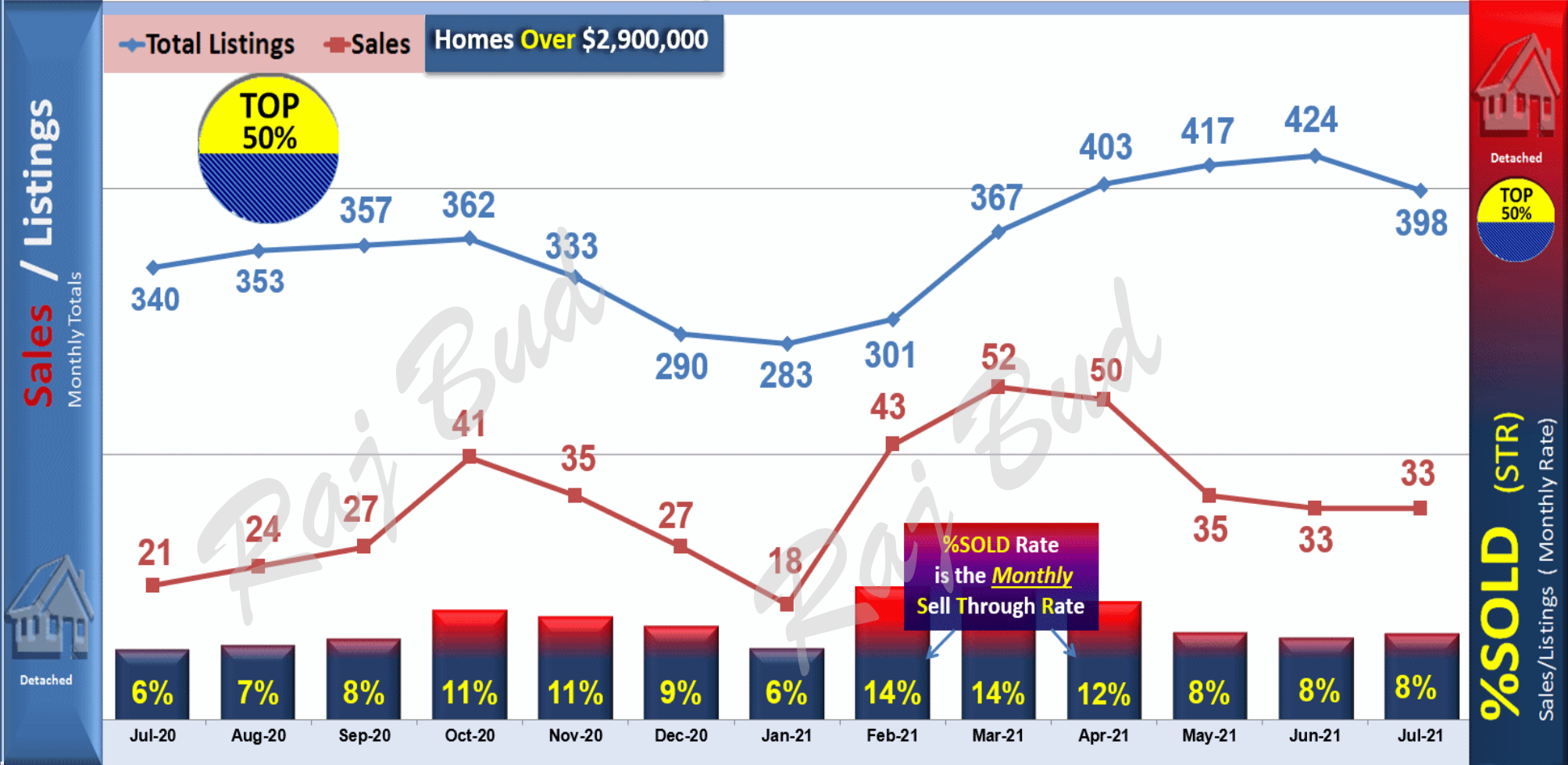
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Detached West Vancouver Total Listings, Sales, and %SOLD rates



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

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

Detached

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

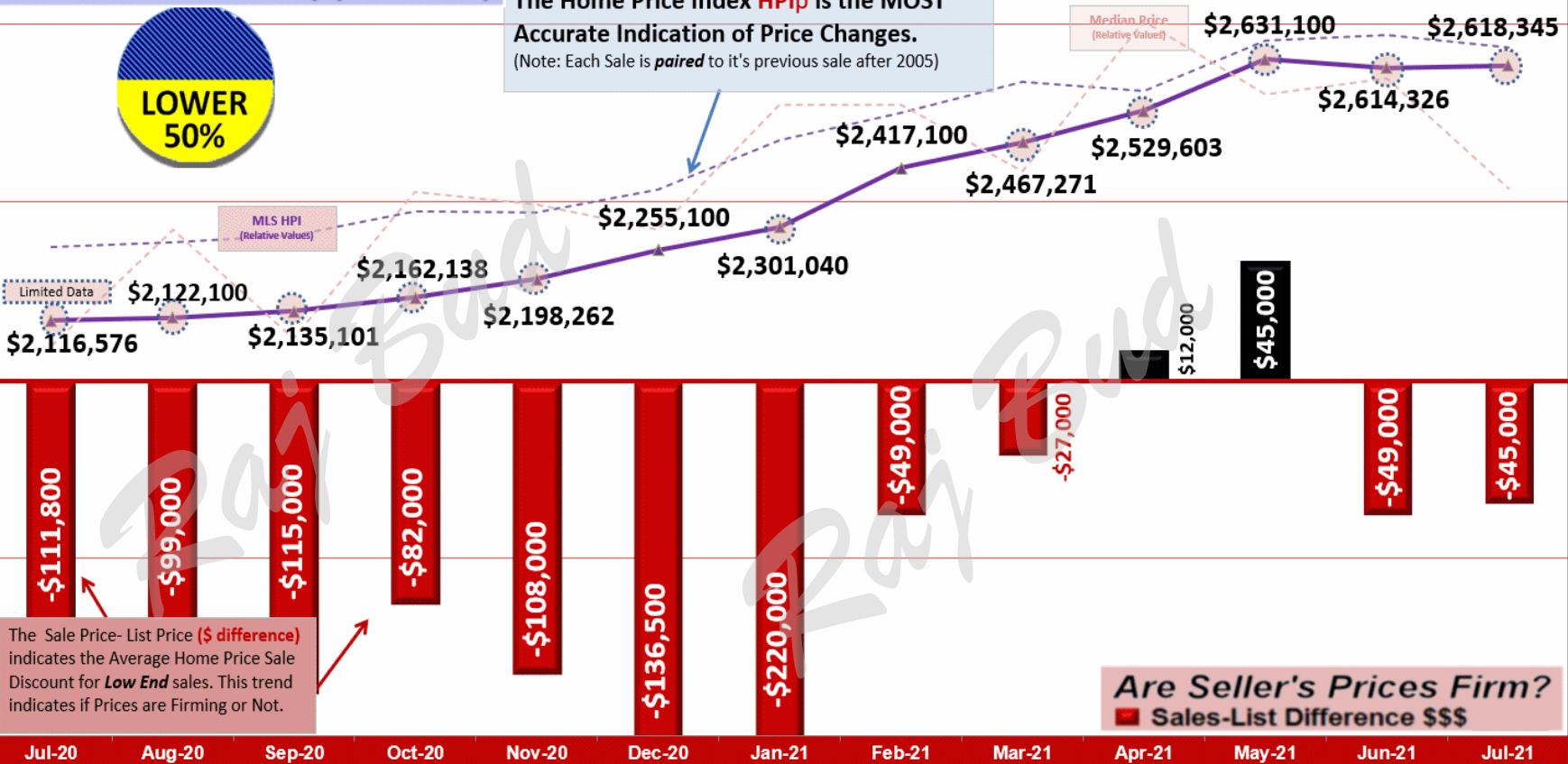
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)



Homes Below \$2,900,000

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



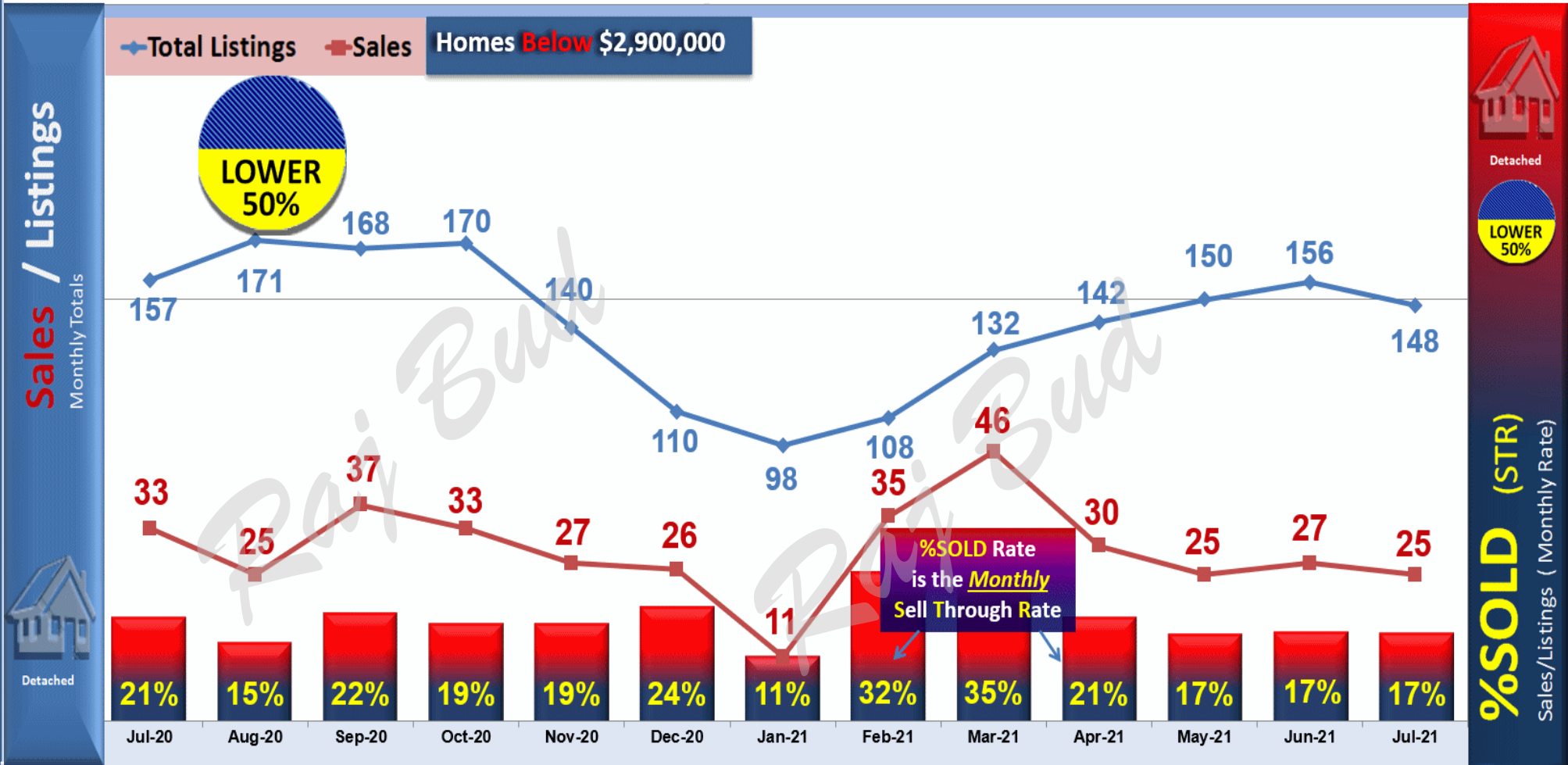
The Sale Price- List Price (**\$ difference**) indicates the Average Home Price Sale Discount for **Low End** sales. This trend indicates if Prices are Firming or Not.

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

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Detached West Vancouver Total Listings, Sales, and %SOLD rates

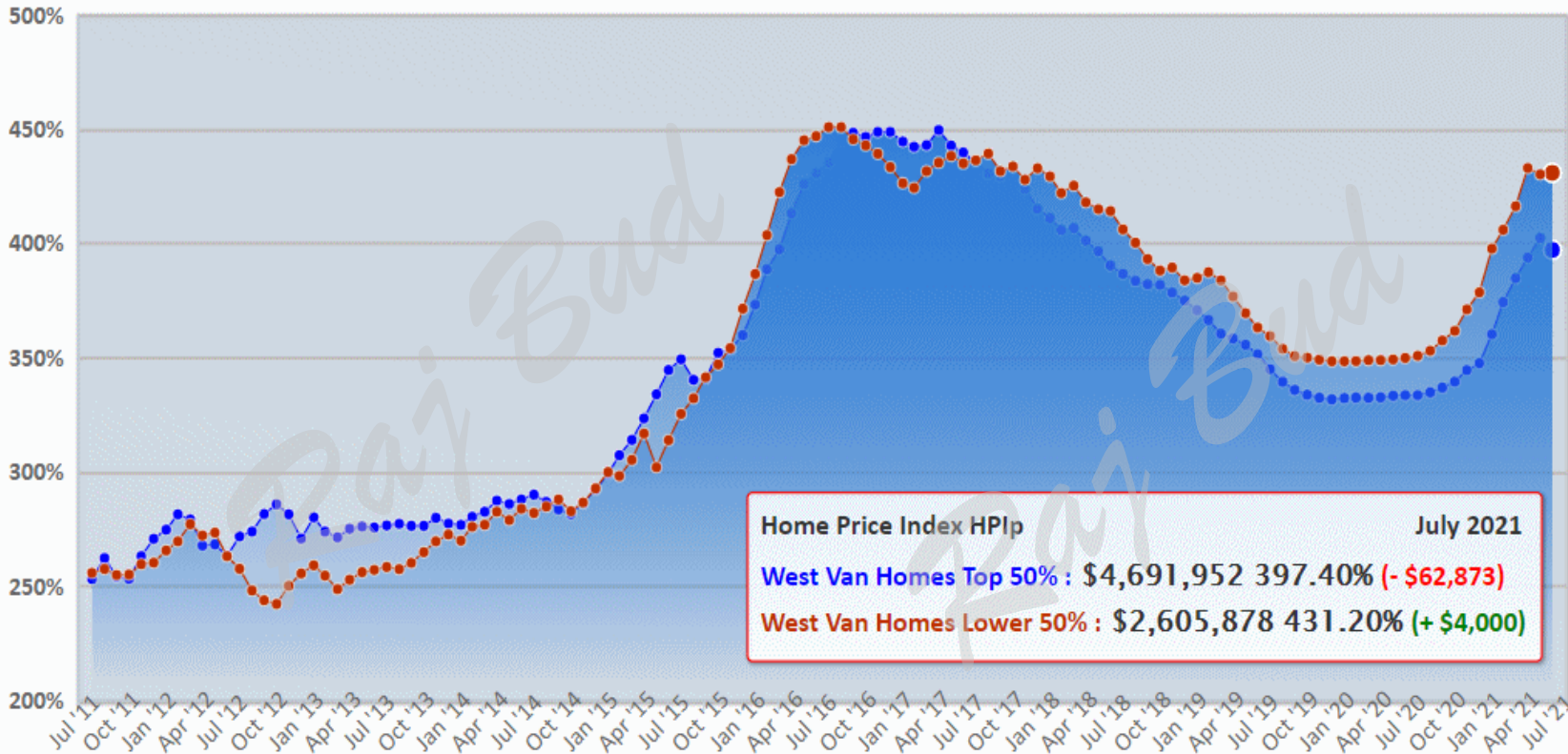


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West Van Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 West Van Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Date	Value
Jul 2021	% 397.40
Jun 2021	% 402.70
May 2021	% 394.10
Apr 2021	% 385.10
Mar 2021	% 374.60
Feb 2021	% 360.50
Jan 2021	% 347.90
Dec 2020	% 344.80
Nov 2020	% 339.80
Oct 2020	% 337.20
Sep 2020	% 335.10
Aug 2020	% 333.90

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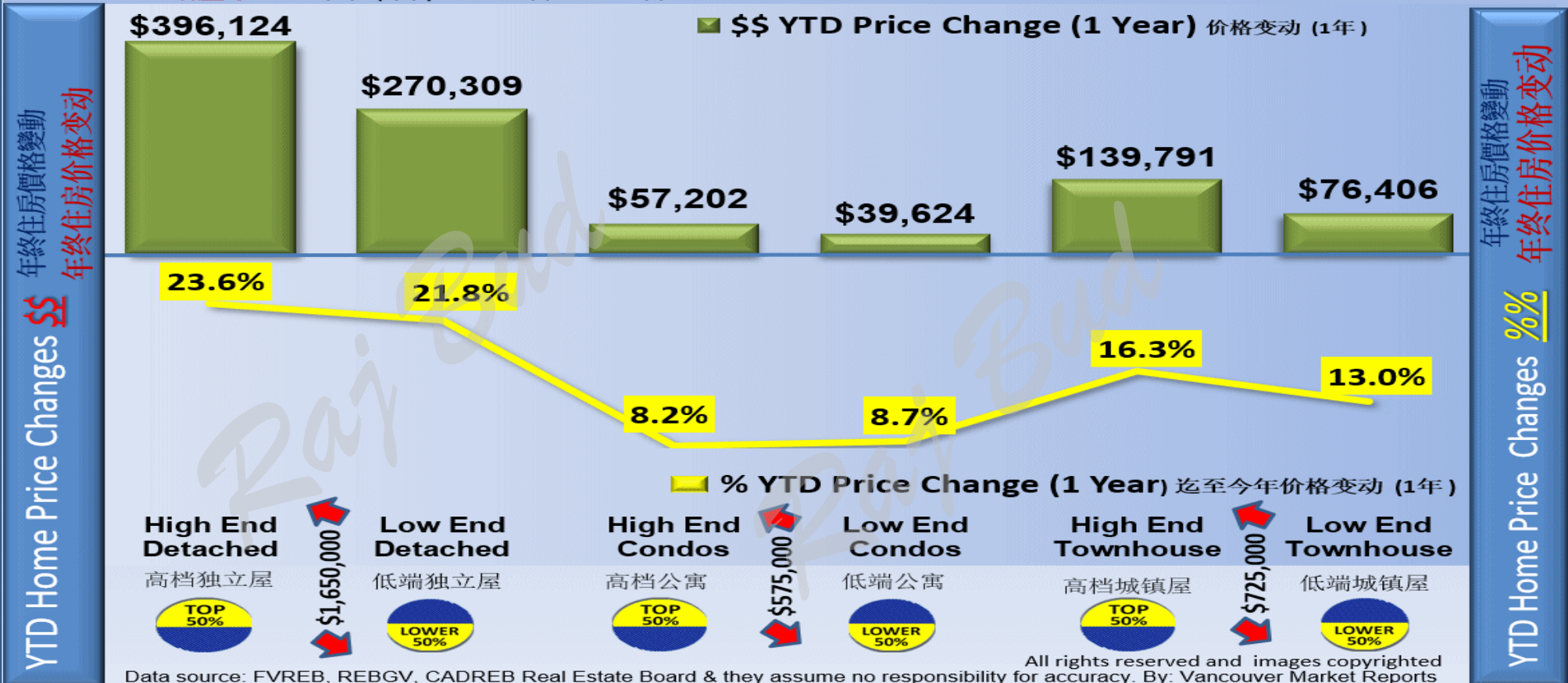
Burnaby Real Estate Price Changes (\$/%)

本拿比房地產價格變動 / 本拿比房地產價格變動

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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Vancouver Market Reports

Statistics, on the Web!

detached homes

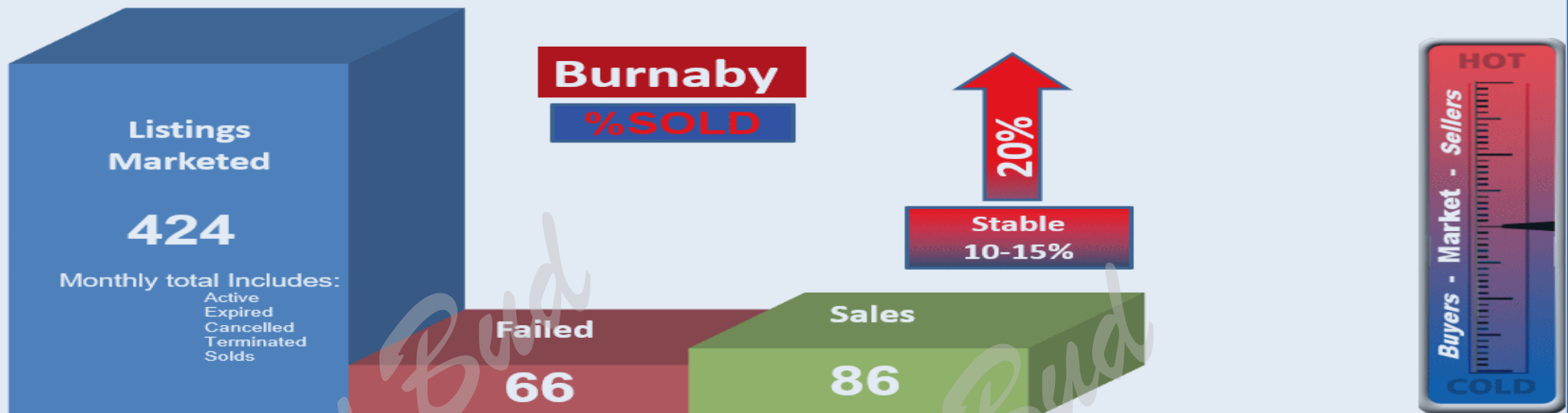
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Market Analysis and Forecasting Aug 1/21 Burnaby

Personal Real Estate Corporation

Monthly Market Activity - July 2021 - Single Family



Aug 1 2021 Burnaby Market Update (detached)

Current: Burnaby's Residential Detached housing market is in a Seller Market with **20 %SOLD** rate.

(This means 20 homes out of 100 sold last month with an average \$35,000 Discount from the original price)

Most Active Range: Homes below \$1.5 mill. have **50.0 %SOLD** rate.

Least Active Range: Homes above \$2.6 mill. have **11.3 %SOLD** rate.

History: The Burnaby Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$359,114.
The Burnaby Home Price Index **HPIp** (Lower 50%) Year-To-Date shows that prices increased \$296,873.

*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?

Burnaby List Price Ranges Statistics - July 2021

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,300,000	8	4	6	95%	-61,500	50.0%	↑
\$1,300,001-\$1,500,000	10	5	11	102%	27,000	50.0%	↑
\$1,500,001-\$1,650,000	30	6	16	105%	77,500	20.0%	↑
\$1,650,001-\$1,800,000	89	20	14	98%	-35,000	22.5%	↑
\$1,800,001-\$2,150,000	96	22	11	100%	-5,000	22.9%	↑
\$2,150,001-\$2,600,000	85	17	62	95%	-110,000	20.0%	↑
\$2,600,001 and more	106	12	66	94%	-184,000	11.3%	↑
Total Activity	424	86	19	98%	-\$35,000	20%	↑

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)	388	492	424		-68	↓
Active Listings (1st of the month)	252	372	329	272	-57	↓
Solds	64	92	86		-6	↓
Days on Market (DOM)	8	12	19		7	↑
%SOLD (Sales/ Listings /mnlthly rate)	16.5%	18.7%	20.3%		2%	↑
(Top 50%) Home Price Index HPIp	\$1,665,322	\$2,059,409	\$2,024,436		-\$34,973	↓
(Lower 50%) Home Price Index HPIp	\$1,234,802	\$1,502,407	\$1,531,675		\$29,268	↑

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Vancouver Market Reports

Statistics, on the Web!

detached homes

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Market Analysis and Forecasting Aug 1/21 Burnaby

Personal Real Estate Corporation

Burnaby Sub areas Statistics - July 2021					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Brentwood Park	12	4	17	97%	-\$61,000	33%
Central BN	6	1	174	80%	-\$278,000	17%
Capitol Hill BN	32	11	21	95%	-\$84,999	34%
Forest Hills BS	3	1	88	93%	-\$154,000	33%
Government Road	16	2	54	98%	-\$54,500	13%
Montecito	16	6	27	97%	-\$56,400	38%
Oakdale	3	0				0%
Parkcrest	27	6	29	101%	\$12,300	22%
Sperling-Duthie	19	5	8	99%	-\$28,000	26%
Simon Fraser Univer.	8	3	46	94%	-\$110,000	38%
Sullivan Heights	6	1	5	99%	-\$13,800	17%
Simon Fraser Hills	0	0				0%
Vancouver Heights	13	2	11	100%	-\$14,500	15%
Willingdon Heights	16	3	7	94%	-\$145,000	19%
Westridge BN	11	1	47	110%	\$134,000	9%
Big Bend	8	0				0%
Burnaby Hospital	13	2	8	105%	\$101,000	15%
Buckingham Heights	8	1	78	91%	-\$261,500	13%
Burnaby Lake	18	4	12	104%	\$76,100	22%
Central Park BS	11	4	4	100%	\$1,000	36%
Deer Lake	17	1	67	92%	-\$270,000	6%
Deer Lake Place	8	1	12	79%	-\$552,000	13%
Forest Glen BS	18	2	16	108%	\$144,750	11%
Greentree Village	3	0				0%
Garden Village	8	1	43	104%	\$122,000	13%
Highgate	13	1	5	103%	\$53,000	8%
Metrtown	28	7	10	100%	\$5,000	25%
Suncrest	14	3	45	92%	-\$133,000	21%
South Slope	43	8	11	99%	-\$14,950	19%
Upper Deer Lake	26	5	62	98%	-\$35,000	19%
Total Activity	424	86	19	98%	-\$35,000	20%

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Next Months Market Forecast

Forecast: Burnaby has a normal Listing supply; 272 homes are for sale and with the **20 %SOLD** monthly rate gives us a ~5 months of inventory. 5% of the active listings have reduced their price by \$115,650 on average or \$95,000 median. We project Burnaby to be a continued Seller market.

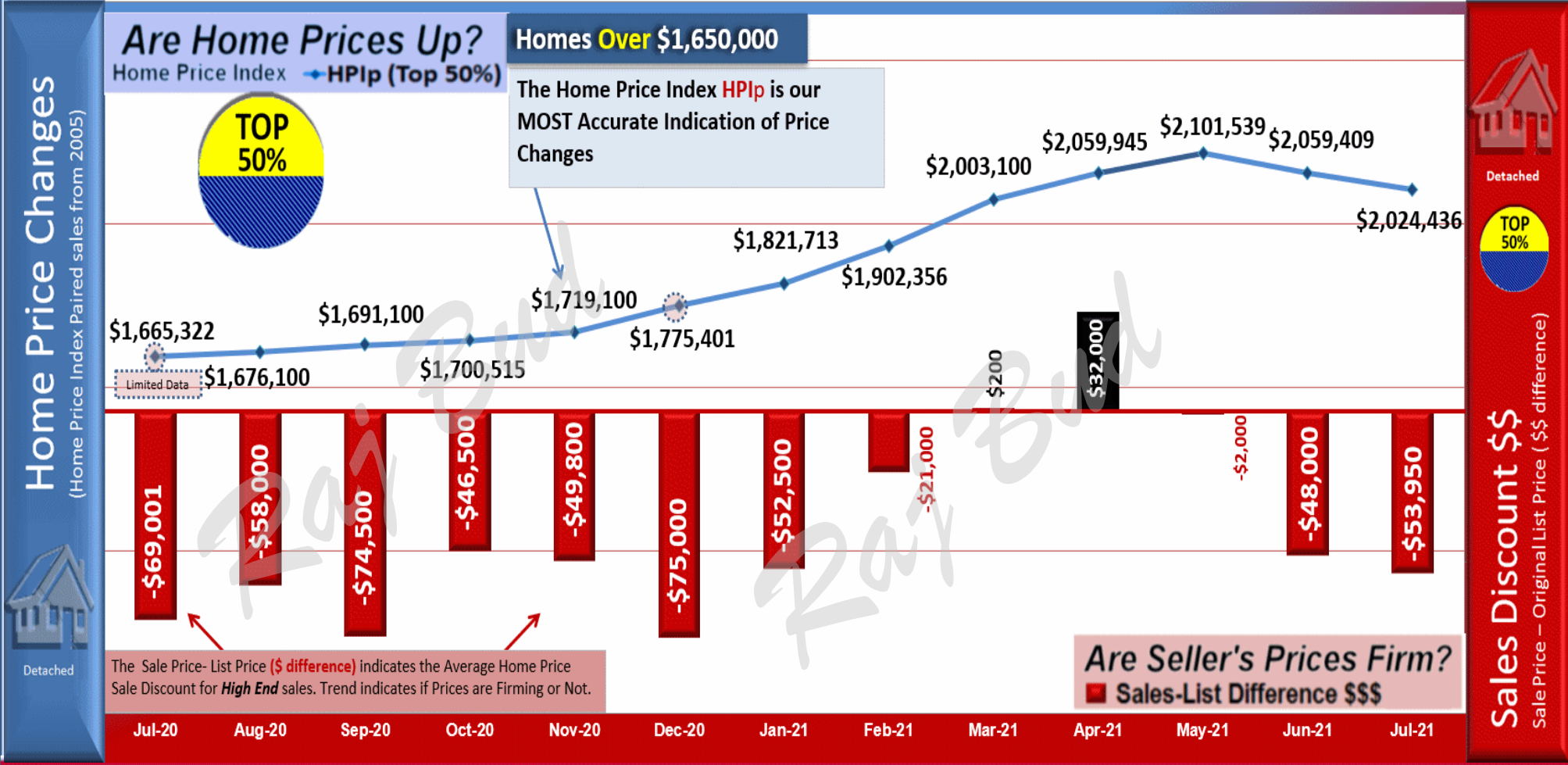
July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months.

Currently, Condos has now 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. Note: 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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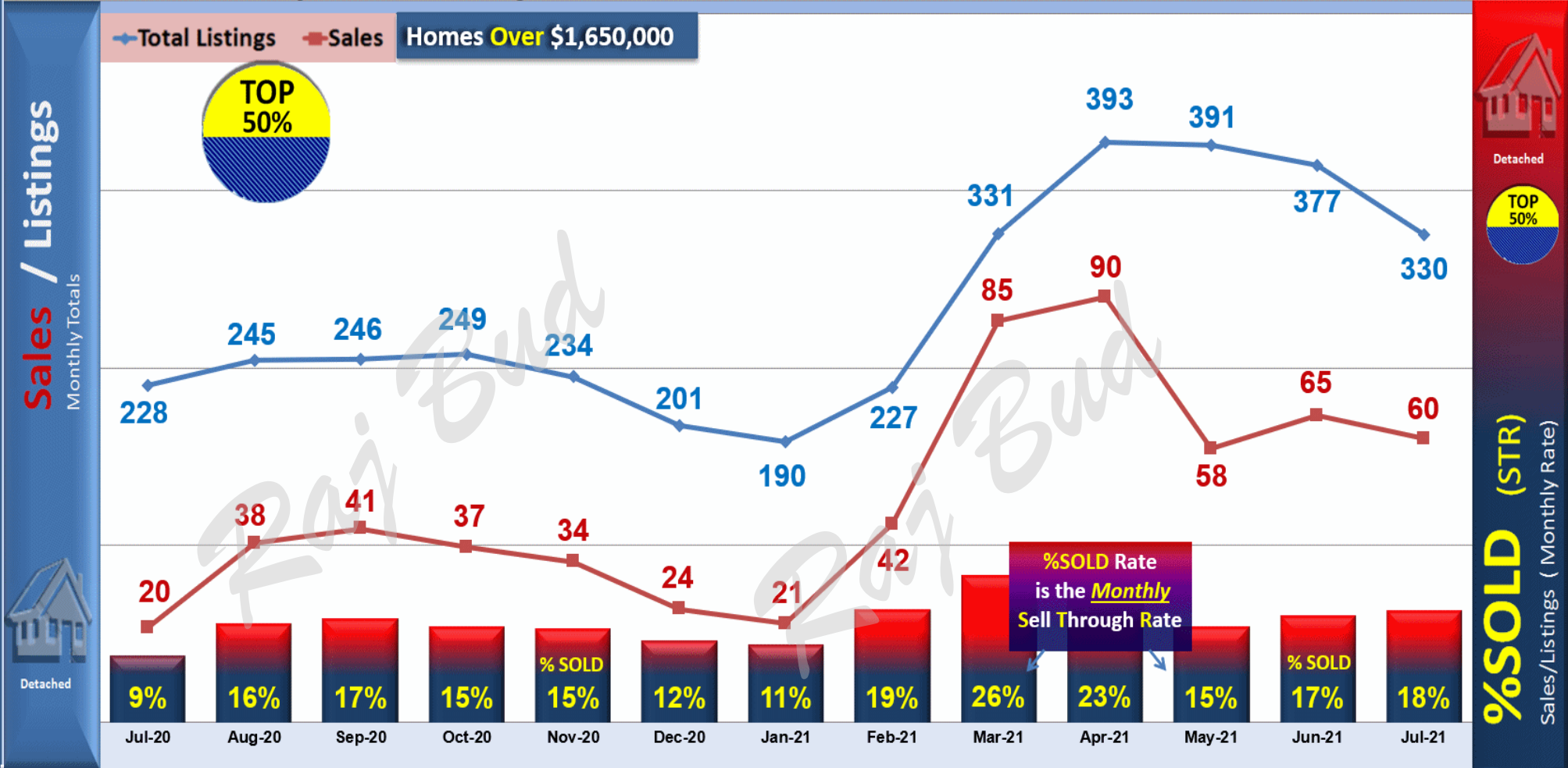
Detached Burnaby Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End sales)



*Home Price 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.

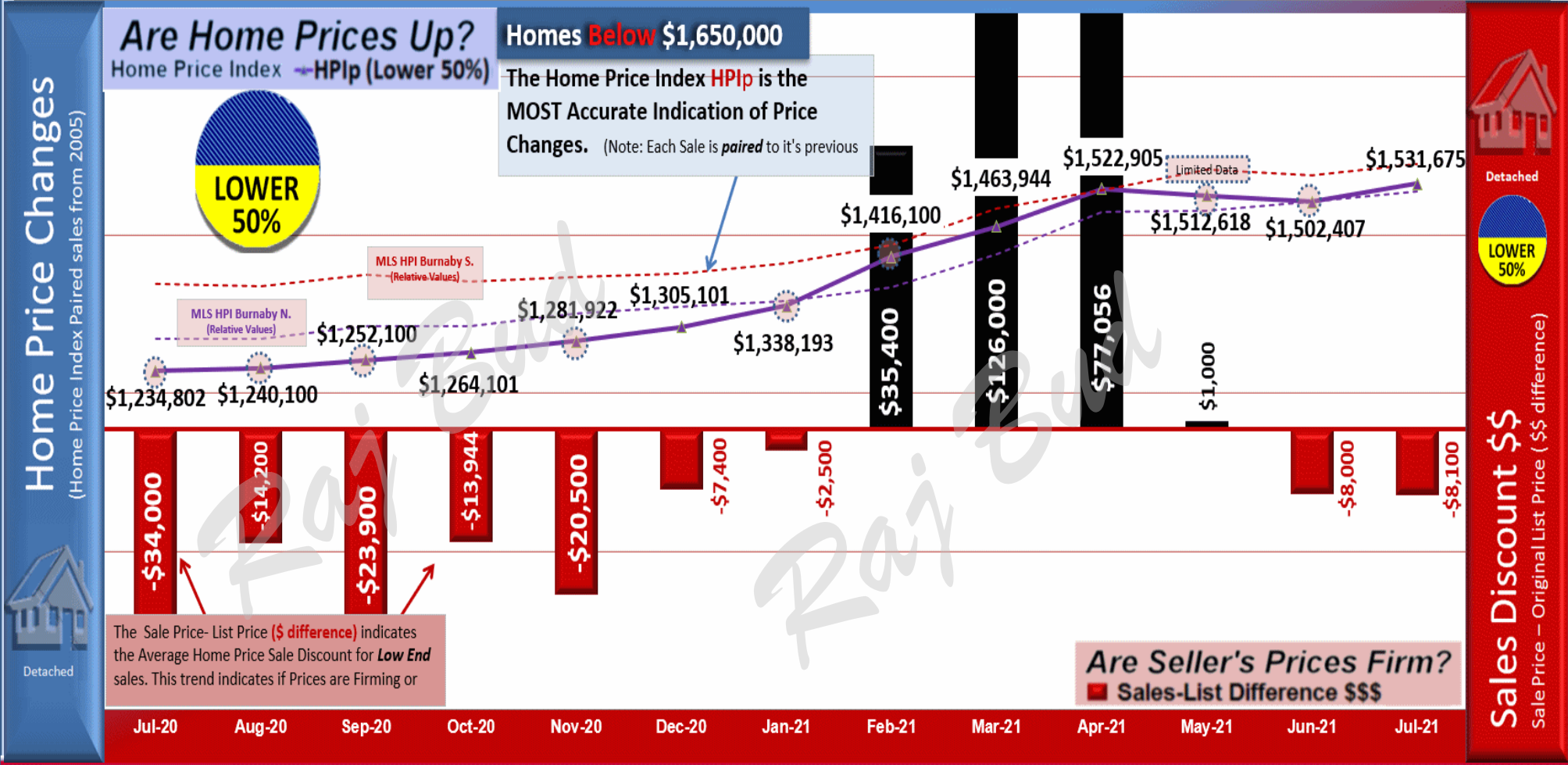
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Detached Burnaby Total Listings, Sales, and %SOLD rates



*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.

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

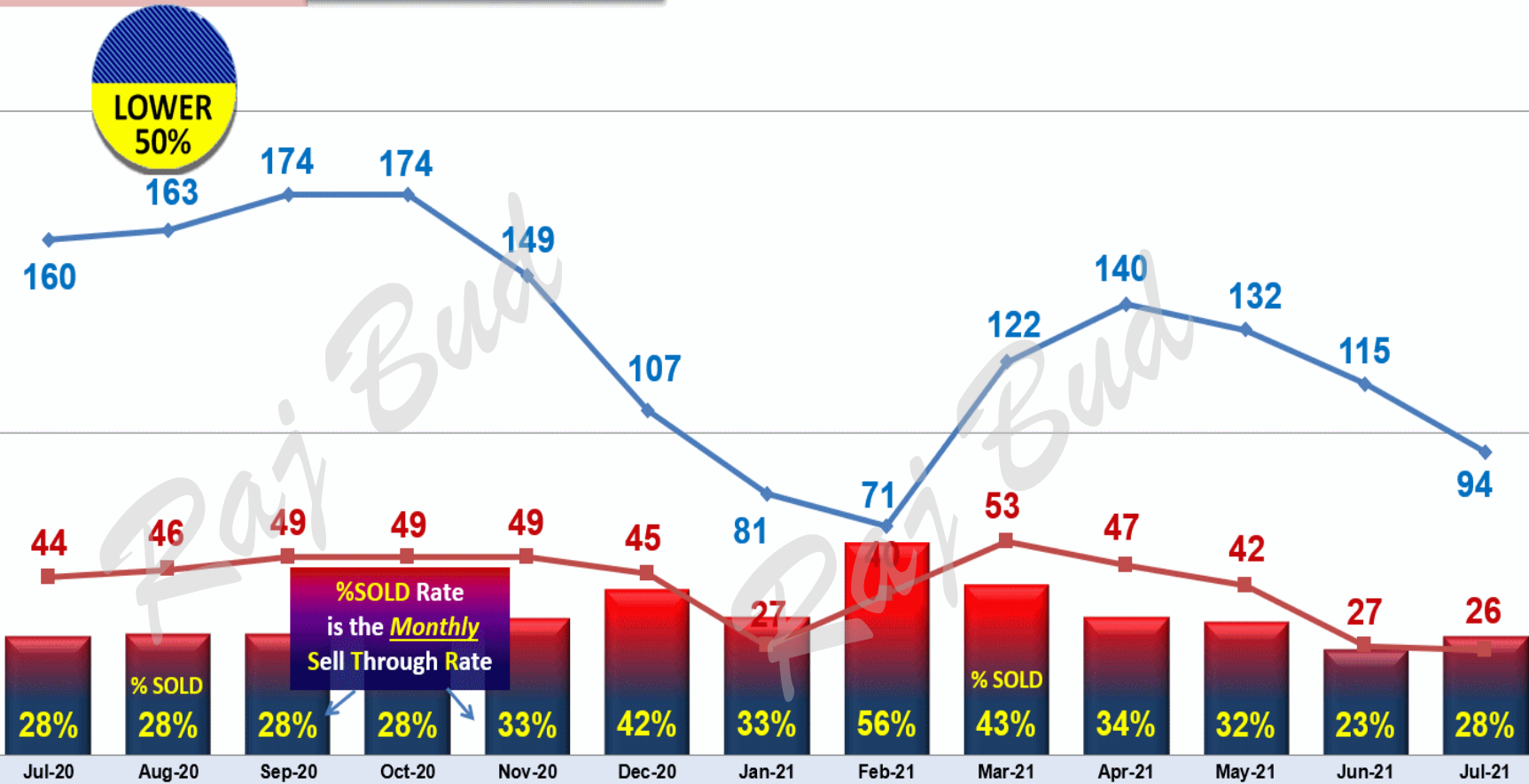


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Detached Burnaby Total Listings, Sales, and %SOLD rates

◆ Total Listings ■ Sales Homes Below \$1,650,000

Sales / Listings
Monthly Totals



Detached



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

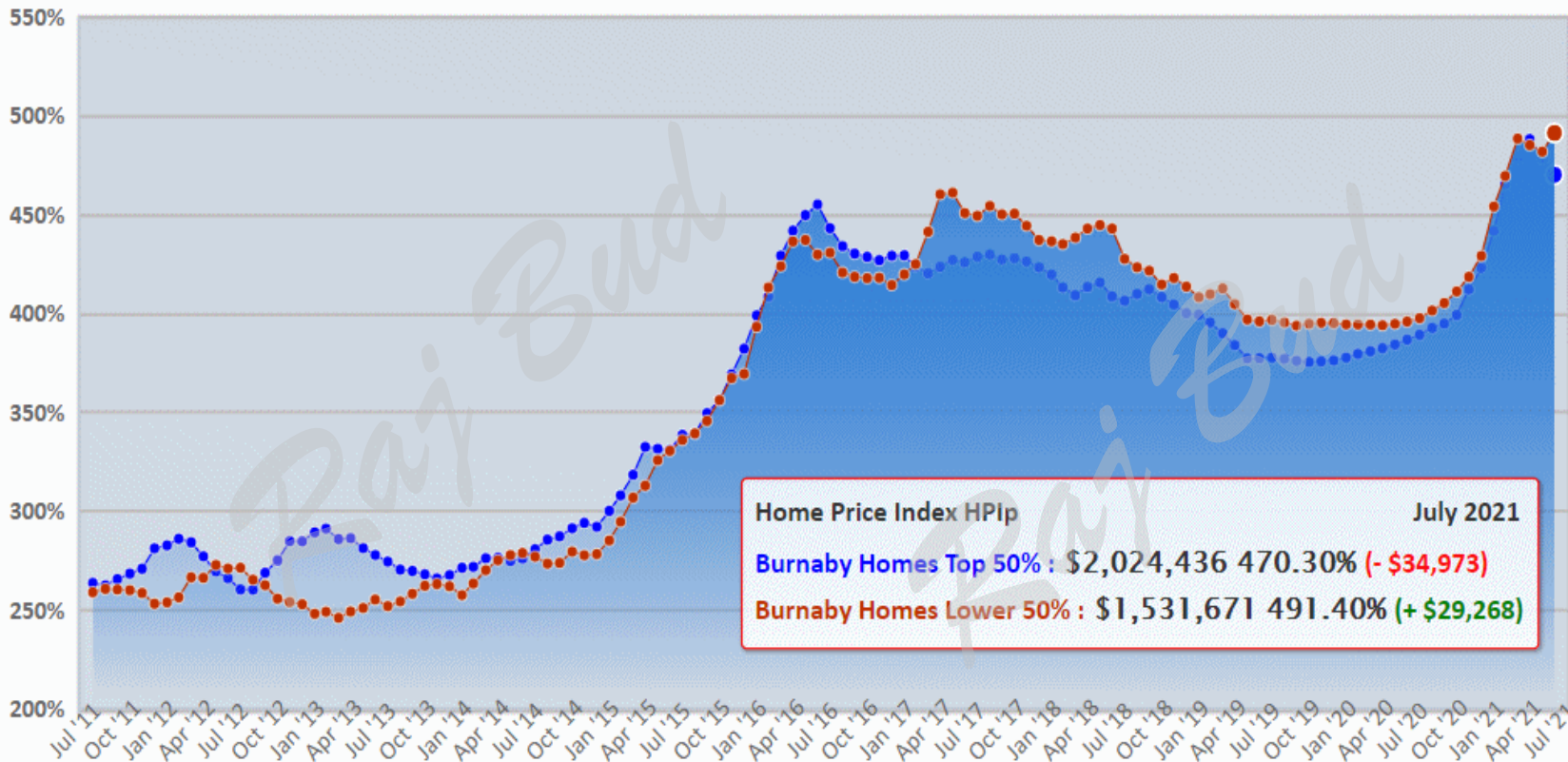
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Burnaby Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Burnaby Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values	
Date	Value
Jul 2021	% 470.30
Jun 2021	% 478.50
May 2021	% 488.30
Apr 2021	% 478.60
Mar 2021	% 465.40
Feb 2021	% 442.00
Jan 2021	% 423.20
Dec 2020	% 412.50
Nov 2020	% 399.40
Oct 2020	% 395.10
Sep 2020	% 392.90
Aug 2020	% 389.40

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Market Analysis and Forecasting Aug 1/21 New West – East Burnaby

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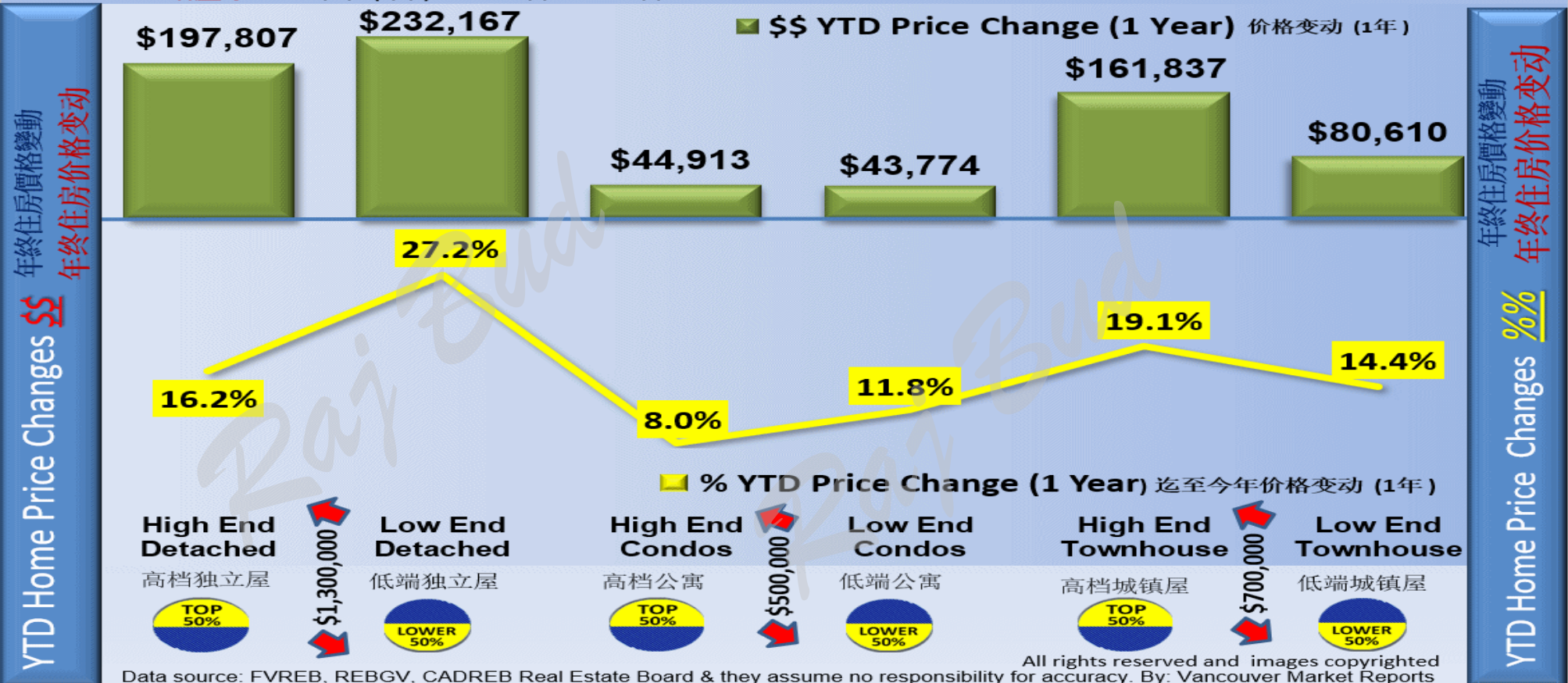
New-West, Burnaby E. Real Estate Price Changes (\$/%)

新西,本拿比東房地產價格變動 / 新西,本拿比東 房地產價格變動

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

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Market Analysis and Forecasting Aug 1/21 New West – East Burnaby

Personal Real Estate Corporation

Monthly Market Activity - July 2021 Single Family

New West-East Burnaby



Aug 1 2021 **New Westminter - East Burnaby Market Update (Detached)**

Current: New West & E. Burnaby's Residential Detached housing is in a Seller Market with **25 %SOLD** Rate.
(Meaning 25 homes out of 100 sold last month with an average \$10,000 Discount from Original List price)

Most Active Range: Homes between \$1.1 mill. - \$1.29 mill. have High **52.4 %SOLD** rate.

Least Active Range: Homes below \$950,000 have **0.0 %SOLD** rate.

History: The New West & E. Burnaby Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices increased \$184,999.
The New West & E. Burnaby Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$236,076.

*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?

New Westminster - East Burnaby List Price Ranges Statistics - July 2021							Detached
Home Price Range	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$950,000	4	0				0.0%	
\$950,001-\$1,100,000	11	4	20	103%	\$35,500	36.4%	↑
\$1,100,001-\$1,290,000	21	11	8	103%	\$32,000	52.4%	↑
\$1,290,001-\$1,400,000	29	12	8	101%	\$16,500	41.4%	↑
\$1,400,001-\$1,700,000	39	10	26	104%	\$59,100	25.6%	↑
\$1,700,001 and more	58	4	40	97%	-\$73,400	6.9%	
Total Activity	162	41	9	101%	\$10,000	25%	↑

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)	191	186	162		-24	↓
Active Listings (1st of the Month)	127	145	116	100	-16	↓
Solds	36	39	41		2	↑
Days on Market (DOM)	10	10	9		-1	↓
%SOLD (Sales/Listings/Mthly Rate)	28.3%	21.0%	25.3%		4.3%	↑
Upper 50% Home Price Index HPIp	\$1,224,101	\$1,401,525	\$1,409,100		\$7,575	↑
Lower 50% Home Price Index HPIp	\$850,101	\$1,089,781	\$1,086,177		-\$3,604	↓

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What Sold in your Neighbourhood and for What Price?

New Westminster - East Burnaby Sub Area Statistics - July 2021					Detached	
Neighborhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
East Burnaby	28	7	11	100%	\$1,200	25%
The Crest BE	10	3	8	111%	\$156,000	30%
Edmonds BE	16	2	15	110%	\$159,600	13%
Connaught Heights NW	6	2	70	95%	-\$74,875	33%
Downtown NW	0	0				0%
Fraserview NW	0	0				0%
GlenBrooke North NW	10	3	4	105%	\$62,000	30%
Moody Park NW	6	5	8	103%	\$32,000	83%
North Arm NW	0	0				0%
Queensborough NW	33	7	30	97%	-\$36,000	21%
Queens Park NW	4	1	8	109%	\$136,000	25%
Sapperton NW	13	1	20	95%	-\$56,888	8%
The Heights NW	19	5	7	105%	\$75,000	26%
Uptown NW	6	0				0%
West End NW	11	5	41	98%	-\$20,000	45%
Total Activity	162	41	9	101%	\$10,000	25%

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Next Months Market Forecast

Forecast: New Westminster- East Burnaby has an average Listing Supply; 100 homes are for sale and with the **25 %SOLD** Monthly Rate giving us a ~4 Months of Inventory. Another indicator: 5% of the Active Listings have Reduced their Price by \$36,000 on Average and \$45,100 on Median in the last month. We project New Westminster- East Burnaby Detached to be a Seller Market.

July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months.

Currently, Condos has now 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.

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

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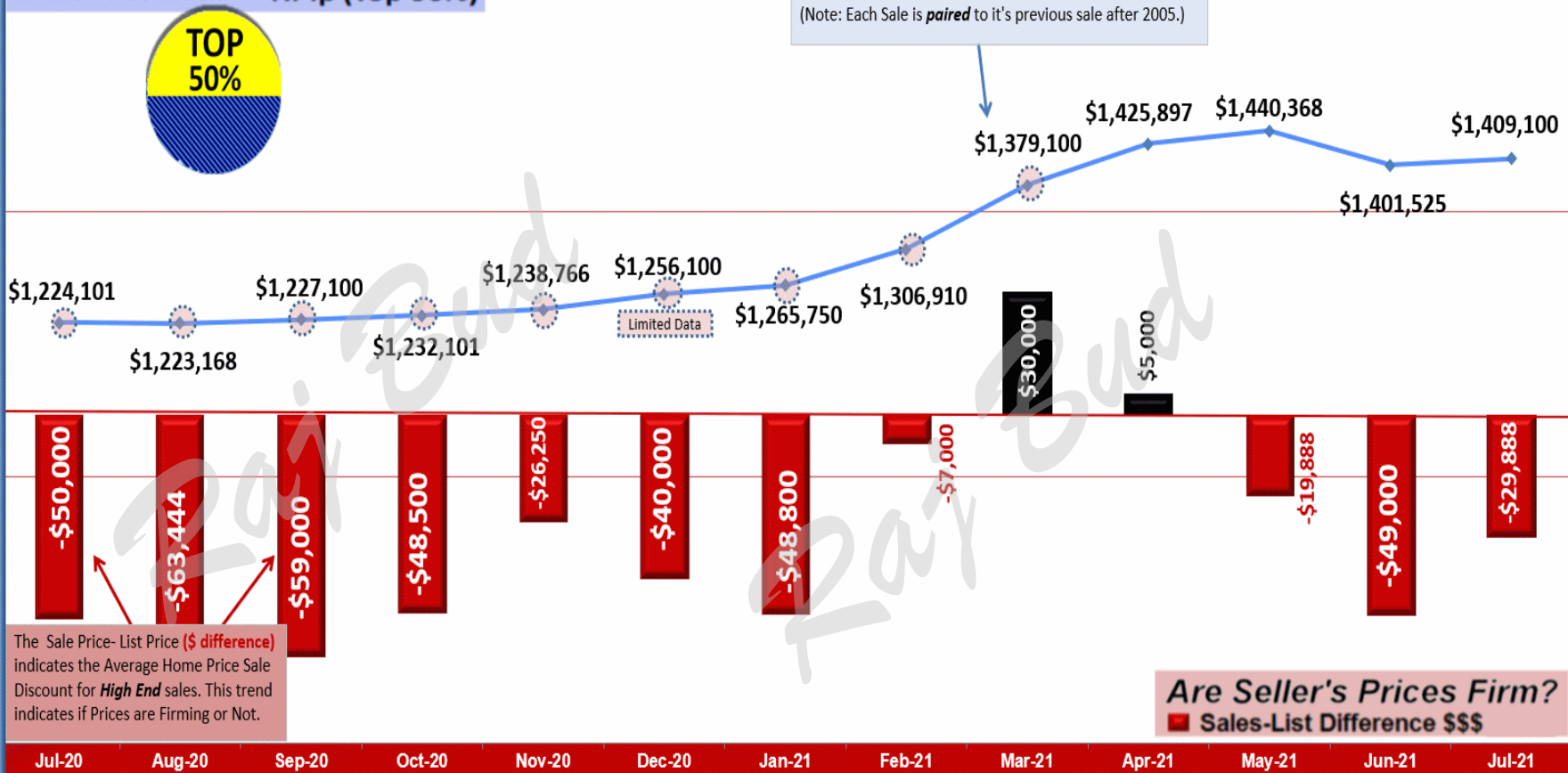
Detached **New West, E. Burnaby** Home Price Index **HPIp** (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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

Homes Over \$1,300,000

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 \$\$\$



Detached

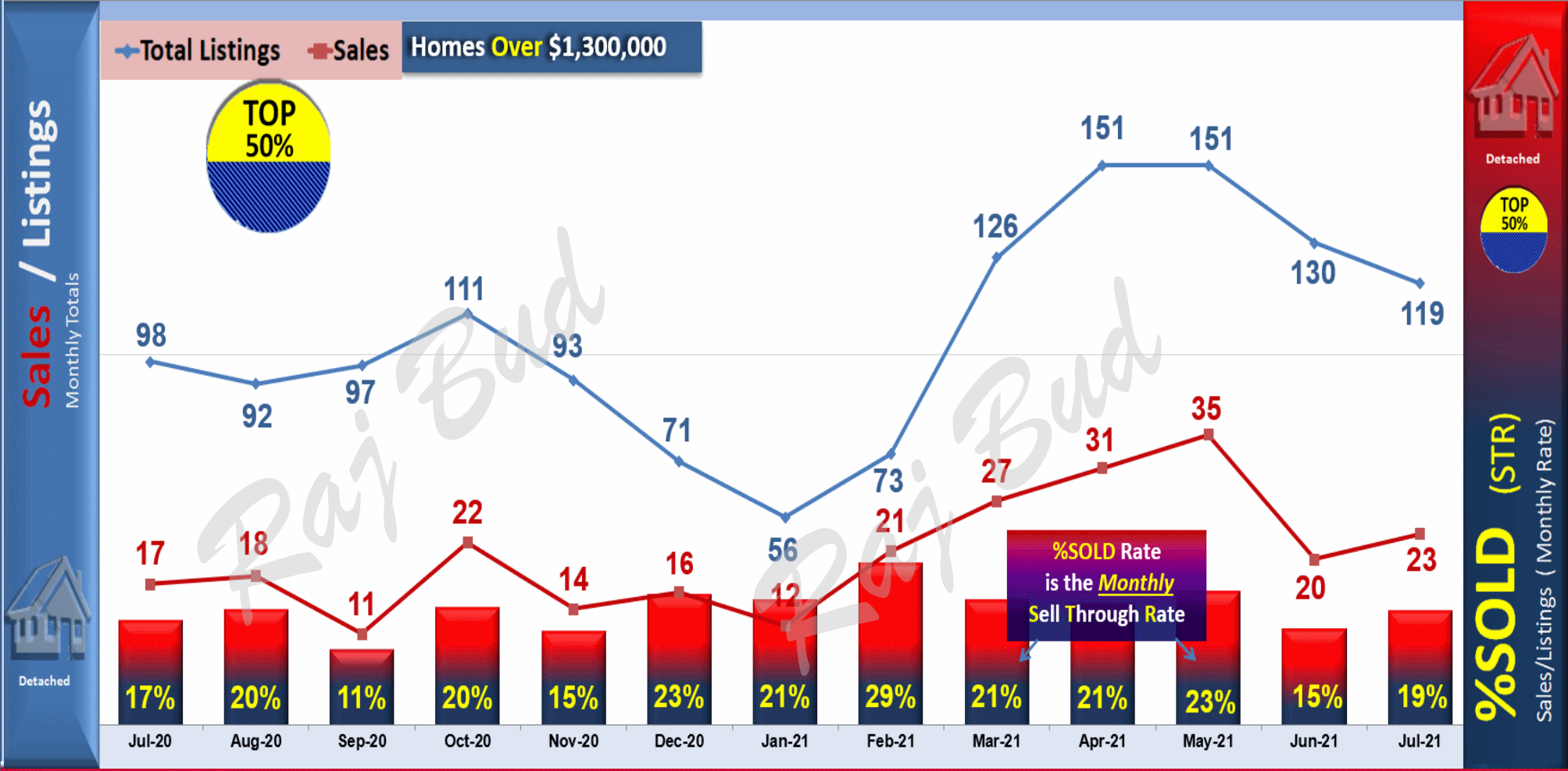


Sales Discount \$\$\$
Sale Price – Original List Price (\$\$ difference)

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Detached New West, E. Burnaby Total Listings, Sales, and %SOLD rates



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Detached New West, E. Burnaby 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)

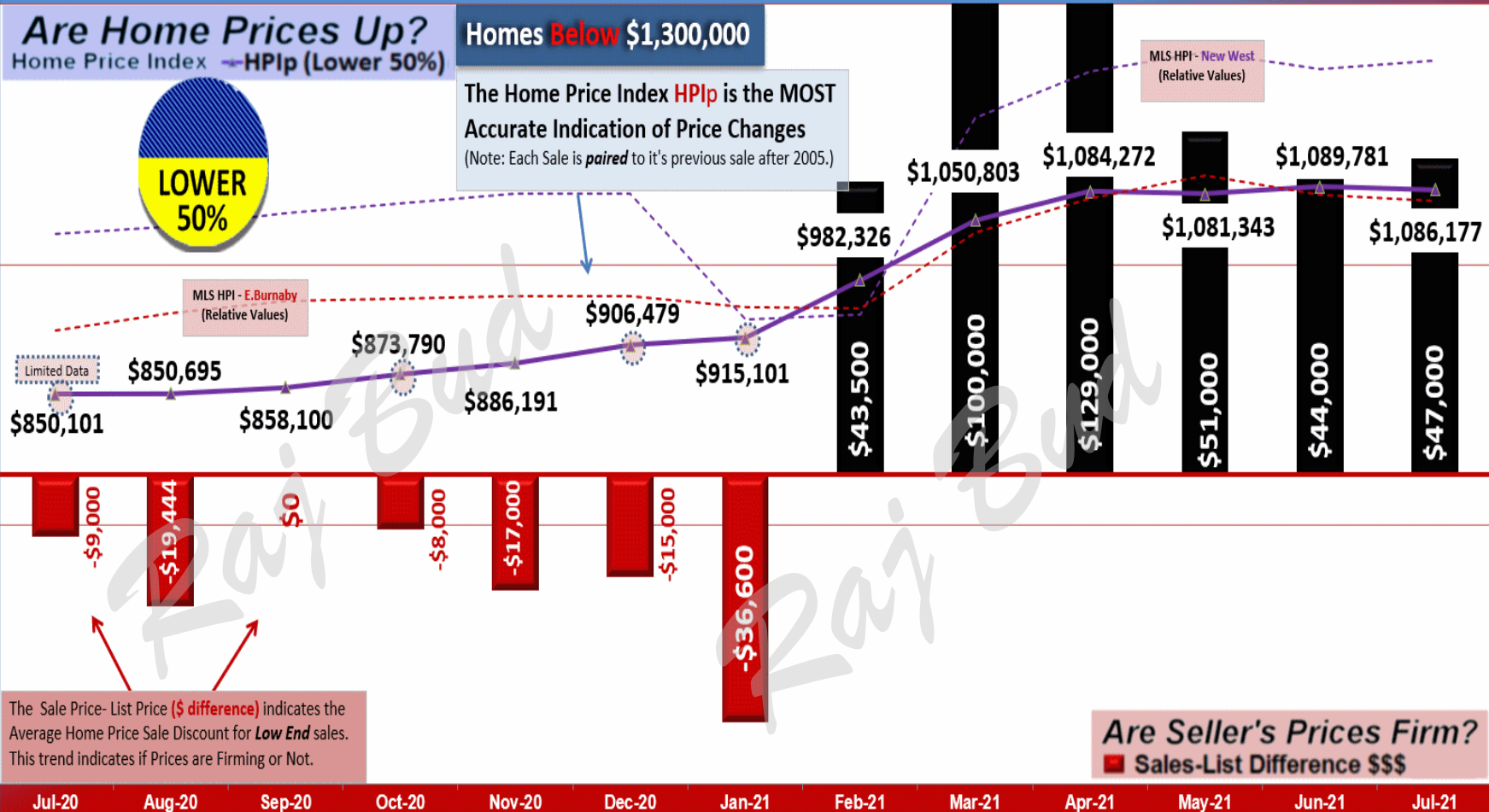
Home Price Changes
(Home Price Index Paired sales from 2005)

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



Homes Below \$1,300,000

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



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

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



Detached



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

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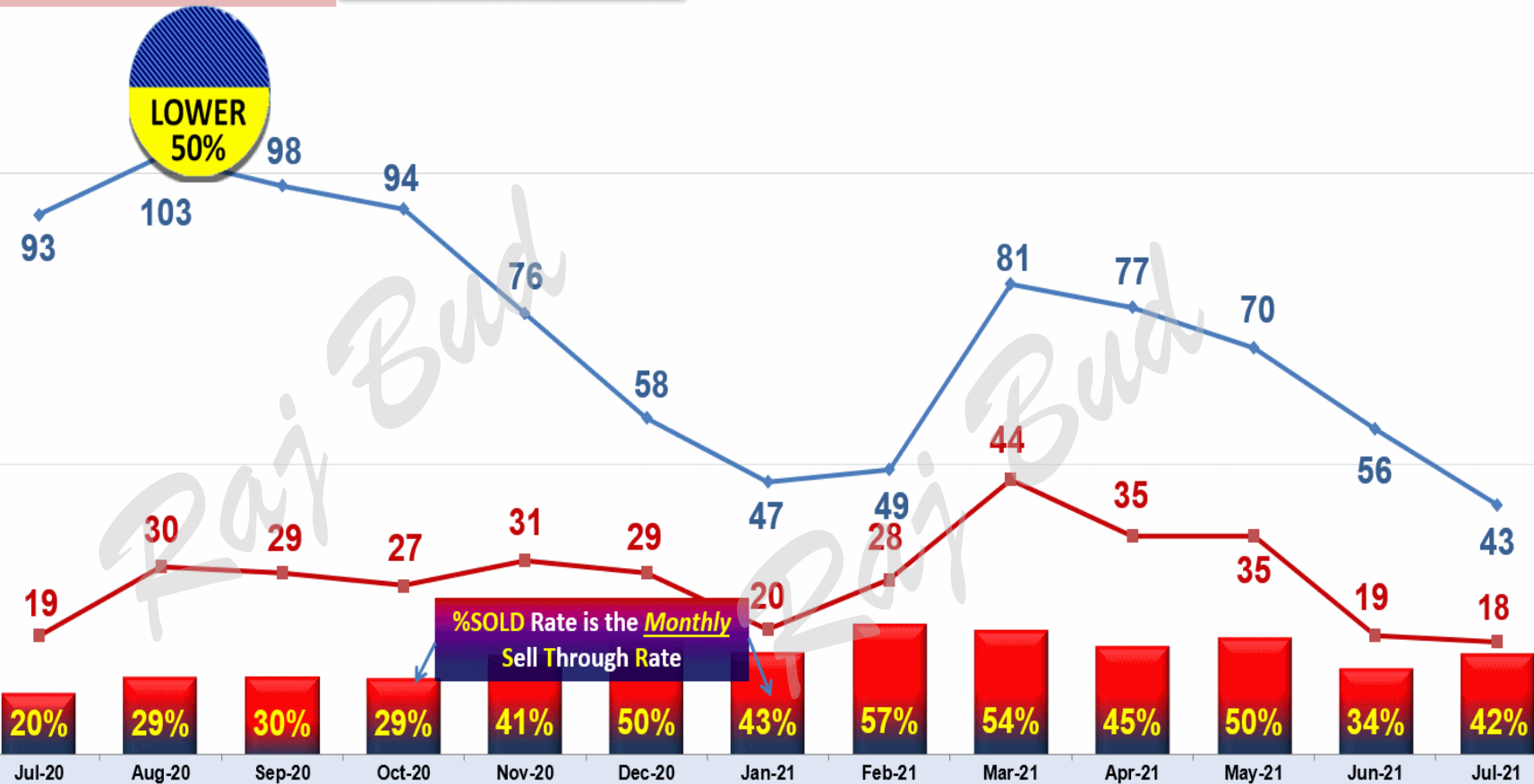
Market Analysis and Forecasting Aug 1/21 New West – East Burnaby

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Detached New West, E. Burnaby Total Listings, Sales, and %SOLD rates

← Total Listings → Sales Homes Below \$1,300,000

Sales / Listings
Monthly Totals



Detached



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

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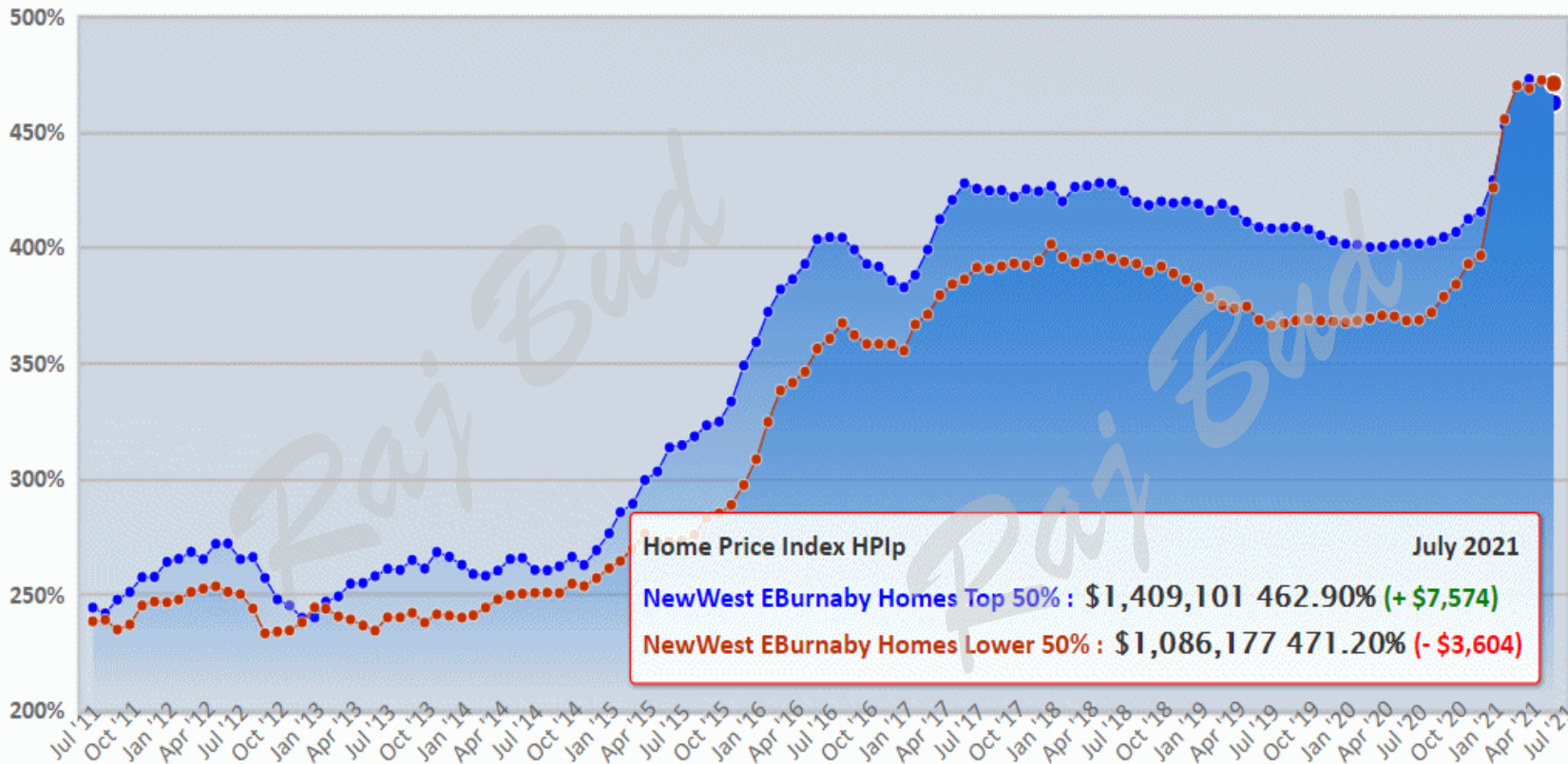
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NewWest EBurnaby Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 NewWest EBurnaby Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Date	Value
Jul 2021	% 462.90
Jun 2021	% 460.40
May 2021	% 473.20
Apr 2021	% 468.50
Mar 2021	% 453.10
Feb 2021	% 429.40
Jan 2021	% 415.80
Dec 2020	% 412.70
Nov 2020	% 407.00
Oct 2020	% 404.80
Sep 2020	% 403.10
Aug 2020	% 401.90

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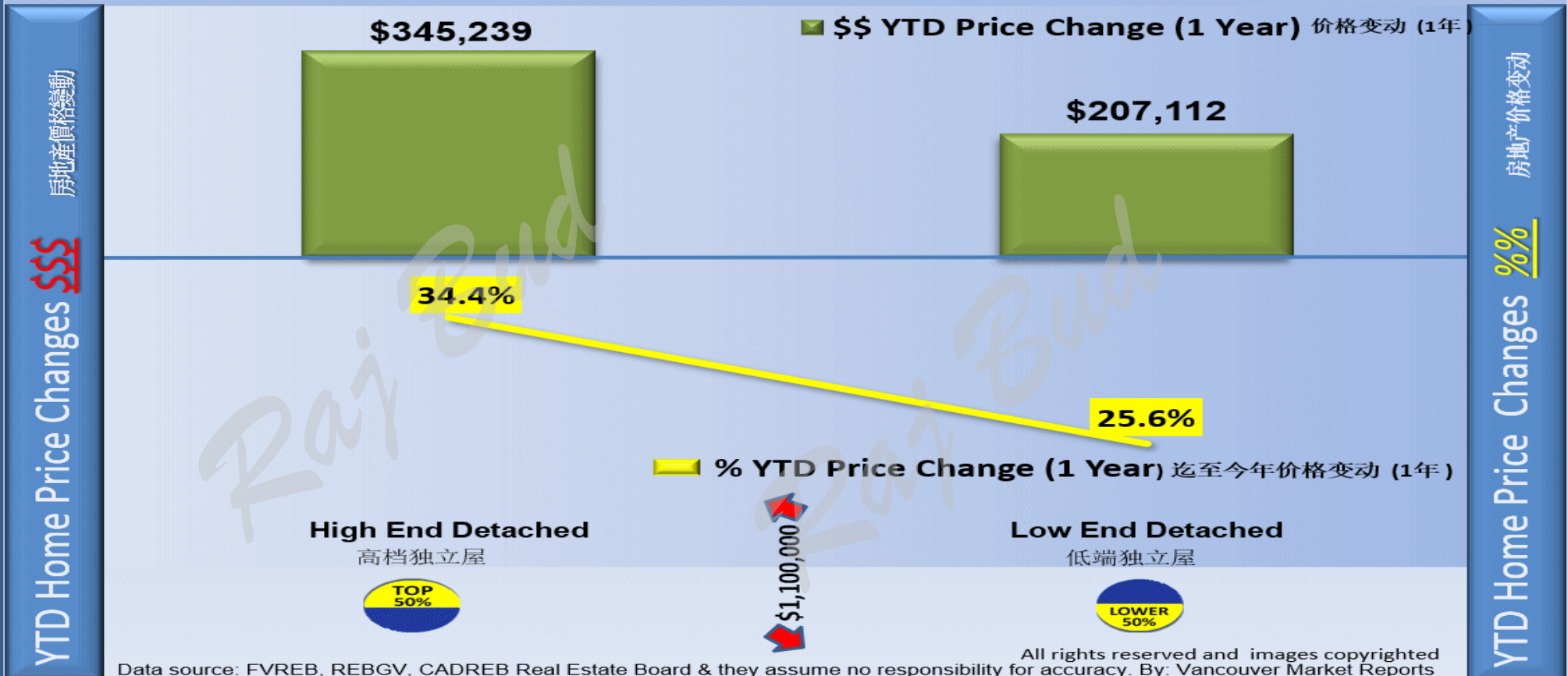
North Delta Real Estate Price Changes (\$/%)

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

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

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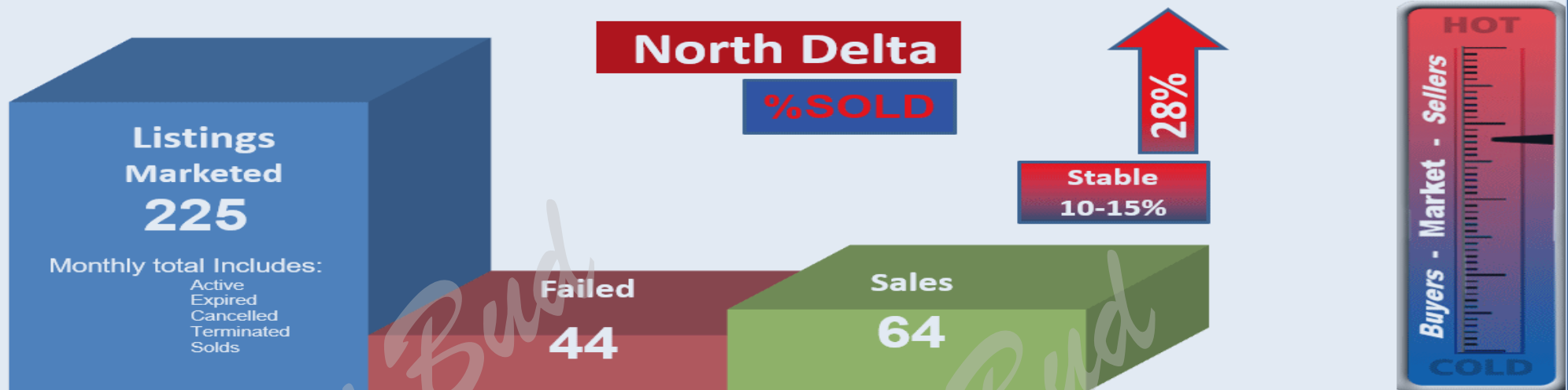
Market Analysis and Forecasting

Aug 1/21

North Delta

Personal Real Estate Corporation

Monthly Market Activity - July 2021 Single Family



Aug 1 2021 N. Delta Market Update (Detached)

Current: North Delta has a Seller Market with **28 %SOLD** rate and a 100% Sell/List ratio.

(This means that there is an average of a **\$1,000** increase from the original list price)

Most Active Price Range: Homes between \$1.15 mill. - \$1.25 mill. have a high **57.1 %SOLD** rate.

Least Active Price Range: Homes above \$1.5 mill. have **7.5 %SOLD** rate.

History: The North Delta Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$340,157.
The North Delta Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$209,395.

*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?

N. Delta List Price Ranges Statistics - July 2021

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,150,000	39	16	9	105%	\$55,556	41.0%	↑
\$1,150,001-\$1,250,000	42	24	28	100%	-\$4,000	57.1%	↑
\$1,250,001-\$1,500,000	77	19	9	100%	\$1,000	24.7%	↑
\$1,500,001 and more	67	5	25	89%	-\$239,477	7.5%	↓
Total Activity	225	64	12	100%	\$1,000	28%	↑

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)	230	268	225		-43	↓
Active Listings (1st of the month)	146	177	152	117	-35	↓
Solds	60	66	64		-2	↓
Days on Market (DOM)	10	7	12		5	↑
%SOLD (Sales/ Listings /mnlthly rate)	26%	25%	28%		3.8%	↑
(Top 50%) Home Price Index HPIp	\$998,100	\$1,344,614	\$1,338,257		-\$6,357	↓
(Lower 50%) Home Price Index HPI	\$805,791	\$1,015,884	\$1,015,186		-\$699	↓

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What Sold in your Neighbourhood and for What Price?

N. Delta Sub areas Statistics - July 2021					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Annieville	52	7	10	100%	\$1,000	13.5%
Nordel	68	24	8	100%	\$5,500	35.3%
Scottsdale	53	15	25	100%	\$0	28.3%
Sunshine Hills Woods	52	18	12	100%	-\$3,000	34.6%
Total Activity	225	64	12	100%	\$1,000	28%

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Next Months Market Forecast

Forecast: North Delta has average Listing supply; 117 homes are for sale and with the **28 %SOLD** monthly rate gives us about ~4 months of inventory. 5% of the active listings have reduced their price by \$138,737 on average or \$71,501 on median for the last month. We project North Delta to be a continued 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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detached homes

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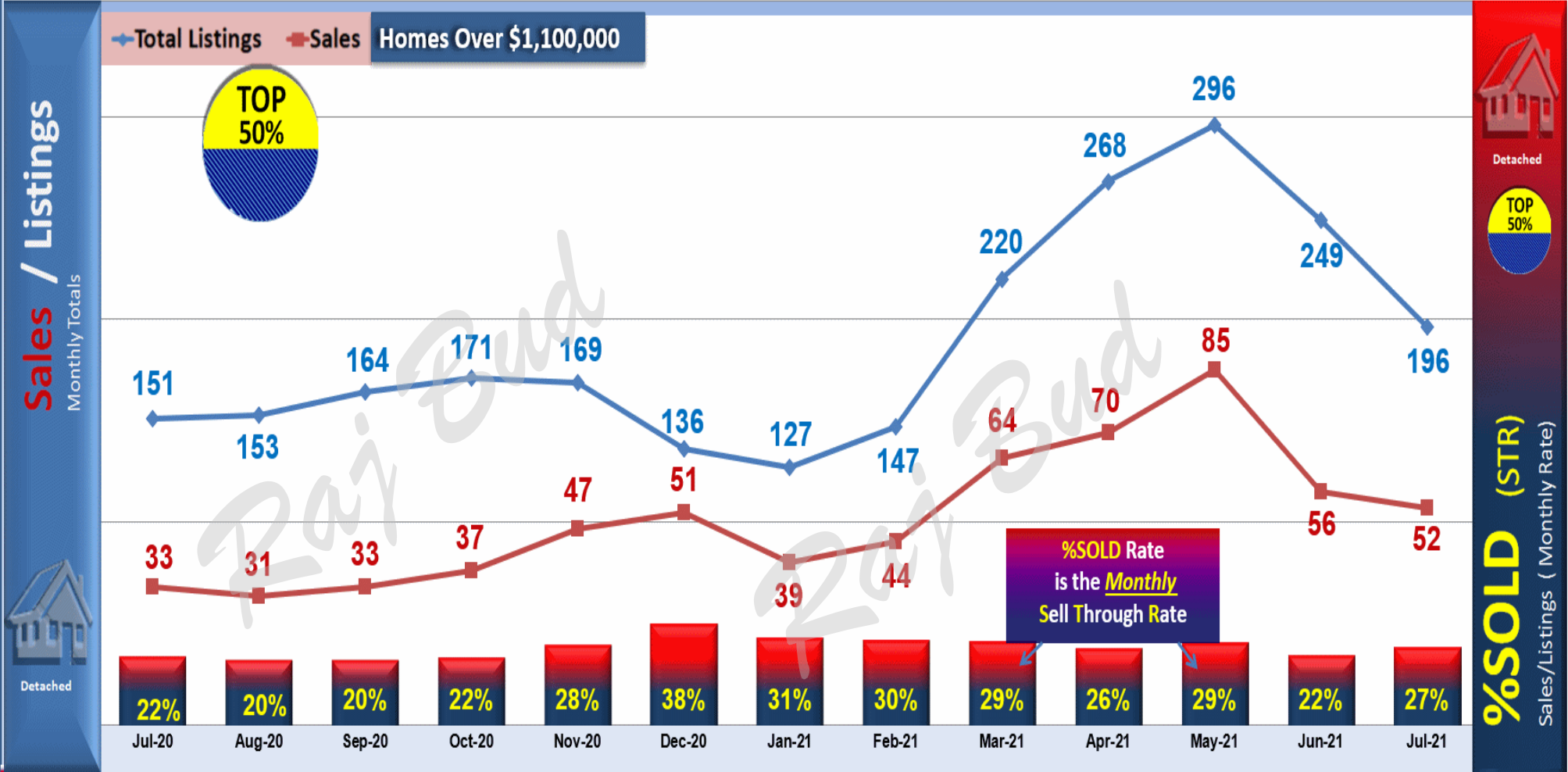
Market Analysis and Forecasting

Aug 1/21

North Delta

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



*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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Detached

North Delta

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

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

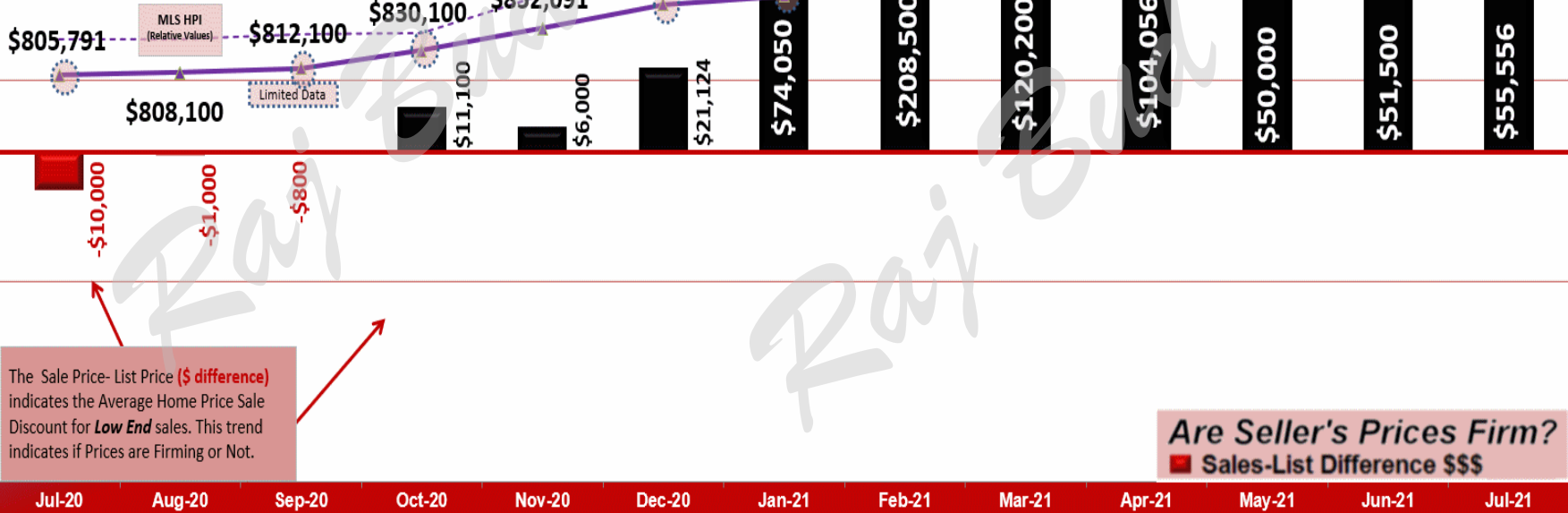
Are Home Prices Up? Home Price Index → HPIp (Lower 50%)



Homes Below \$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)



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)

*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 for: **Raj Bud**

Vancouver Market Reports

Statistics, on the Web!

detached homes

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Market Analysis and Forecasting

Aug 1/21

North Delta

Personal Real Estate Corporation

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

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

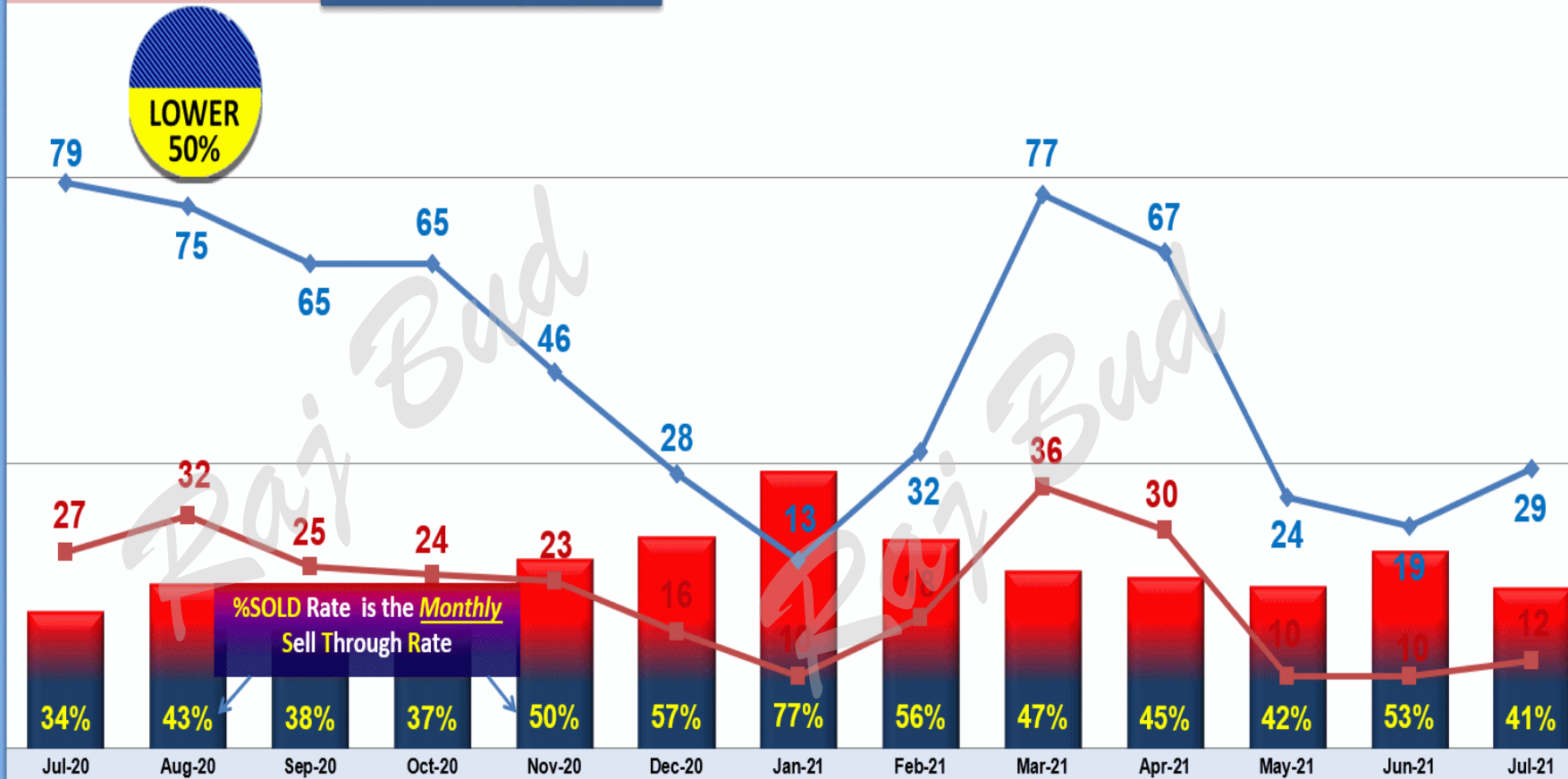
Sales / Listings
Monthly Totals



Detached



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



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

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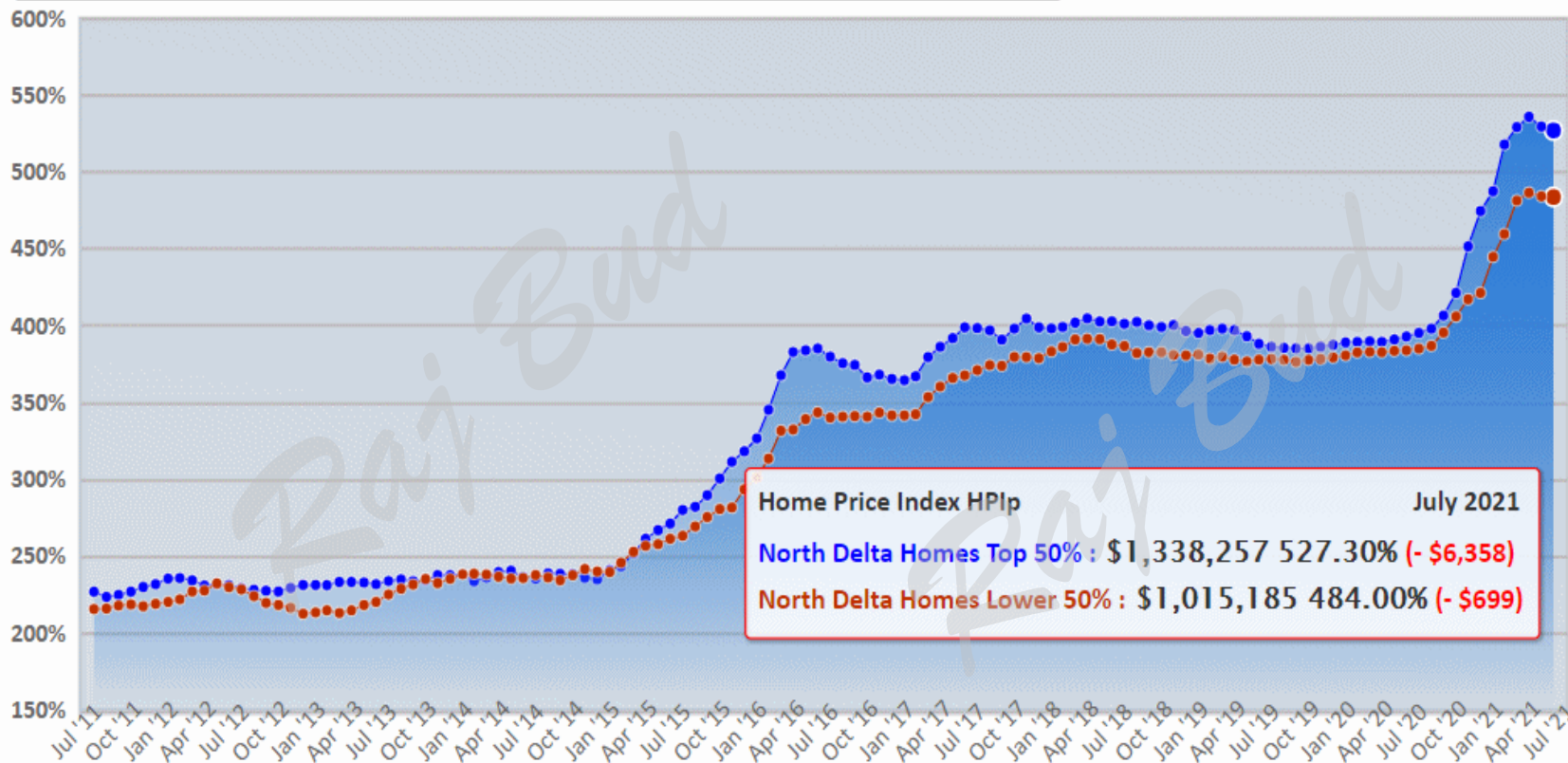
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North Delta Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 North Delta Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Date	Value
Jul 2021	% 527.30
Jun 2021	% 529.80
May 2021	% 536.10
Apr 2021	% 529.40
Mar 2021	% 518.20
Feb 2021	% 487.80
Jan 2021	% 474.80
Dec 2020	% 451.90
Nov 2020	% 421.60
Oct 2020	% 406.90
Sep 2020	% 398.40
Aug 2020	% 395.60

*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.

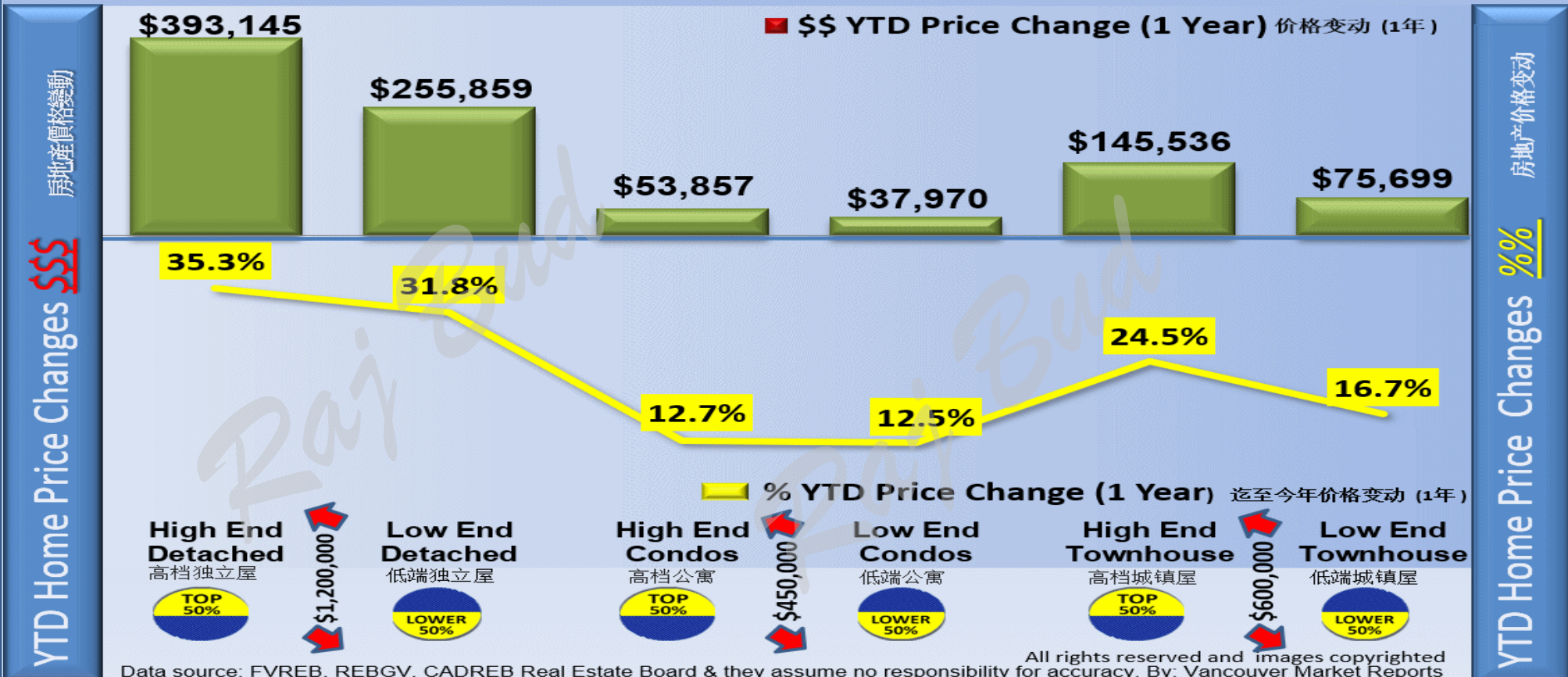
Surrey West Real Estate Price Changes (\$/%)

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

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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

West Surrey

Personal Real Estate Corporation

Monthly Market Activity - July 2021 - Single Family



Aug 1 2021 West Surrey Market Update

(Detached)

Current: West Surrey is in a Seller Market with an average listing inventory, **20 %SOLD** rate and a 100% Sell/List Ratio.

(This means that there is an average of a **\$3,400** sales discount from the original list price)

Most Active Price Range: Homes between \$950,000 - \$1,150,000 have **47.8 %SOLD** rate.

Least Active Price Range: Homes above \$1.6 mill. have **10.5 % SOLD** rate.

History: The Surrey West Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$375,495.

The Surrey West Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$268,296..

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

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produced for: **Raj Bud**

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

West Surrey List Price Ranges Statistics - July 2021

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$750,000	26	4	35	96%	-\$9,390	15.4%	
\$750,001-\$950,000	22	5	62	99%	-\$13,000	22.7%	↑
\$950,000-\$1,150,000	67	32	11	103%	\$37,000	47.8%	↑
\$1,150,000-\$1,200,000	43	12	14	100%	\$2,056	27.9%	↑
\$1,200,000-\$1,400,000	137	24	11	102%	\$27,601	17.5%	↑
\$1,400,000-\$1,600,000	104	27	20	99%	-\$19,000	26.0%	↑
\$1,600,001 and more	247	26	21	98%	-\$39,500	10.5%	
Total Activity	646	130	14	100%	-\$3,400	20%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	8/1/2021	Change	
Total Listings** (A,S,T,C,X)	703	776	646		-130	↓
Active Listings (1st of the month)	470	564	476	411	-65	↓
Solds	160	158	130		-28	↓
Days on Market (DOM)	13	12	14		2	↑
%SOLD (Sales/ Listings /mnlthly rate)	22.8%	20.4%	20.1%		0%	
(Top 50%) Home Price Index HPIp	\$1,106,516	\$1,482,101	\$1,482,011		-\$90	↓
(Lower 50%) Home Price Index HPIp	\$798,392	\$1,063,180	\$1,066,688		\$3,508	↑

*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.



What Sold in your Neighbourhood and for What Price?

West Surrey Sub areas Statistics - July 2021

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	13	3	75	99%	-\$13,000	23.1%
Bolivar Heights	80	14	15	100%	\$3,668	17.5%
Royal Heights	14	1	33	97%	-\$53,000	3.7%
Cedar Hills	59	14	19	99%	-\$13,440	10.7%
Whalley	82	10	13	99%	-\$14,500	14.8%
Queen Mary Park Surrey	75	15	13	99%	-\$1,900	15.1%
Bear Creek Green Timbers	103	22	14	99%	-\$3,940	9.2%
West Newton	88	23	18	101%	\$12,501	11.3%
East Newton	132	28	12	100%	-\$4,950	7.2%
Total Activity	646	130	14	100%	-\$3,400	20%

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Next Months Market Forecast

Forecast: West Surrey has average Listing supply; 411 homes are for sale and with the **20 %SOLD** monthly rate gives us a ~5 months of inventory. 5% of the active listings have reduced their price by \$105,196 on average or \$41,900 median in the last month. We project West Surrey 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.

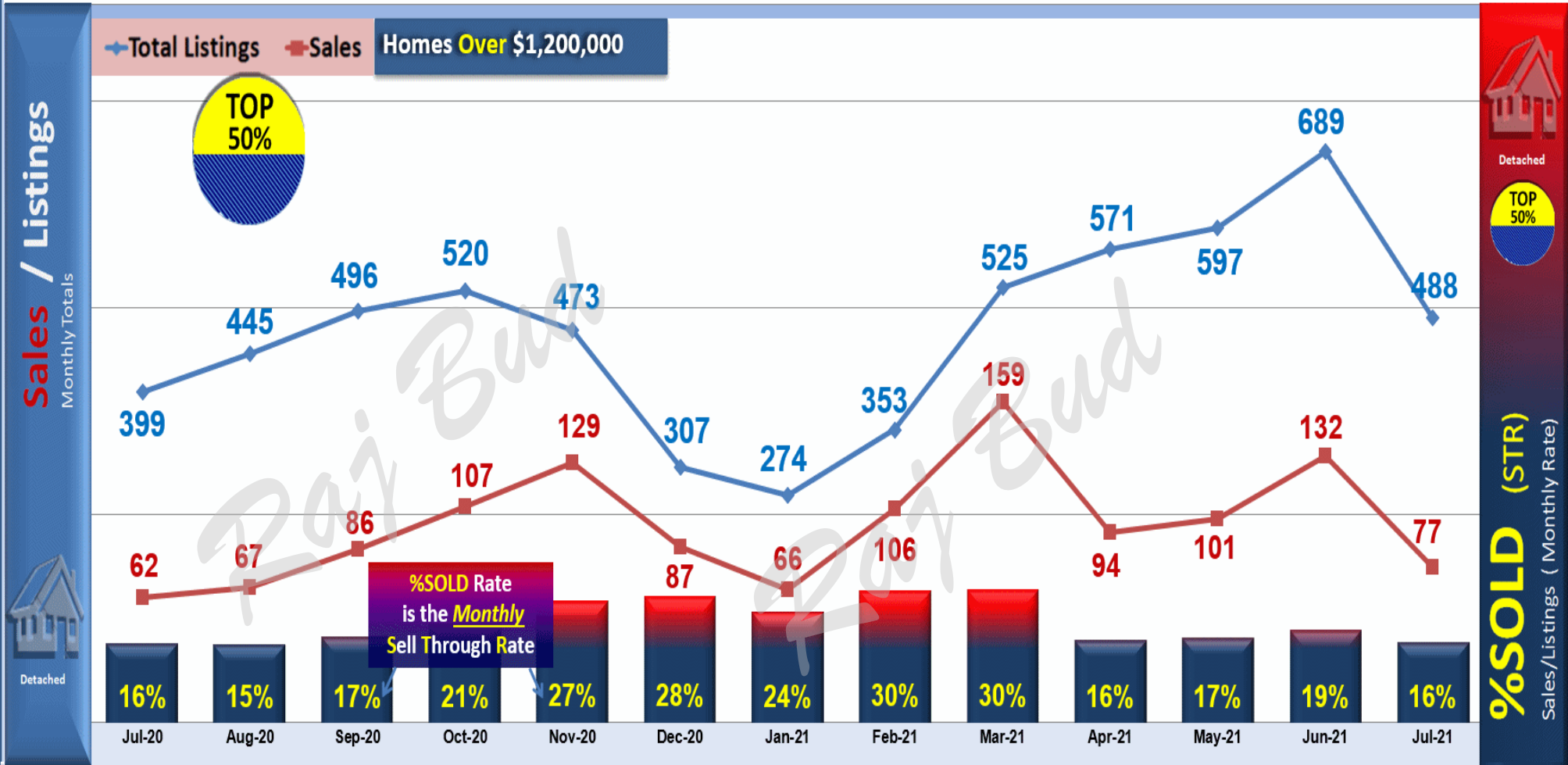
Currently, Condos have moved to a Buyer's Market with 53% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing. The average monthly price decrease was **\$14,270**. On the other hand, 57% Townhouse Markets (10 out of 28) prices increased **\$1,100** on average. We analyze and provide 97 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

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

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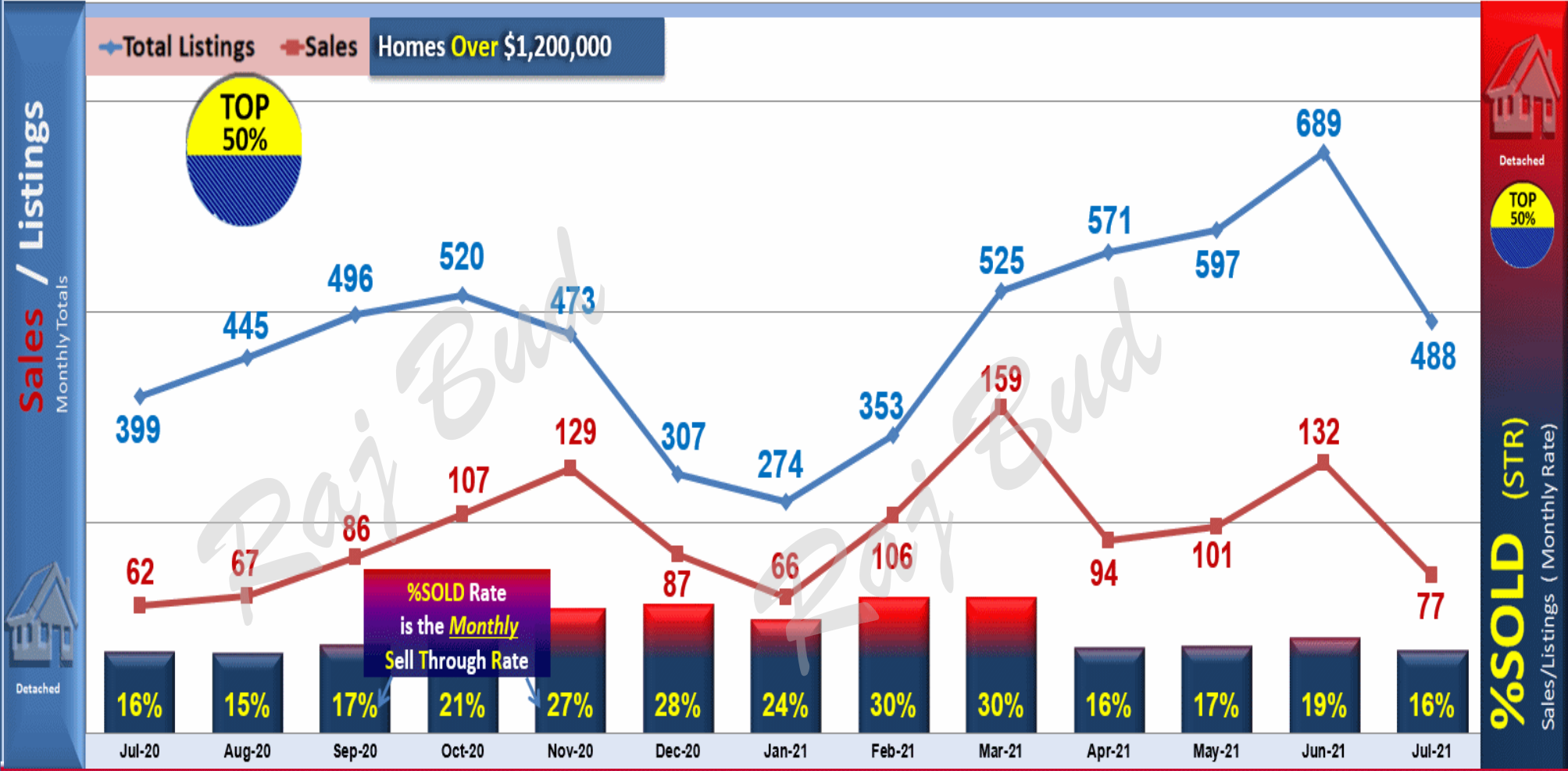
produced for: **Raj Bud**

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



*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.

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



*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.

Detached

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

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

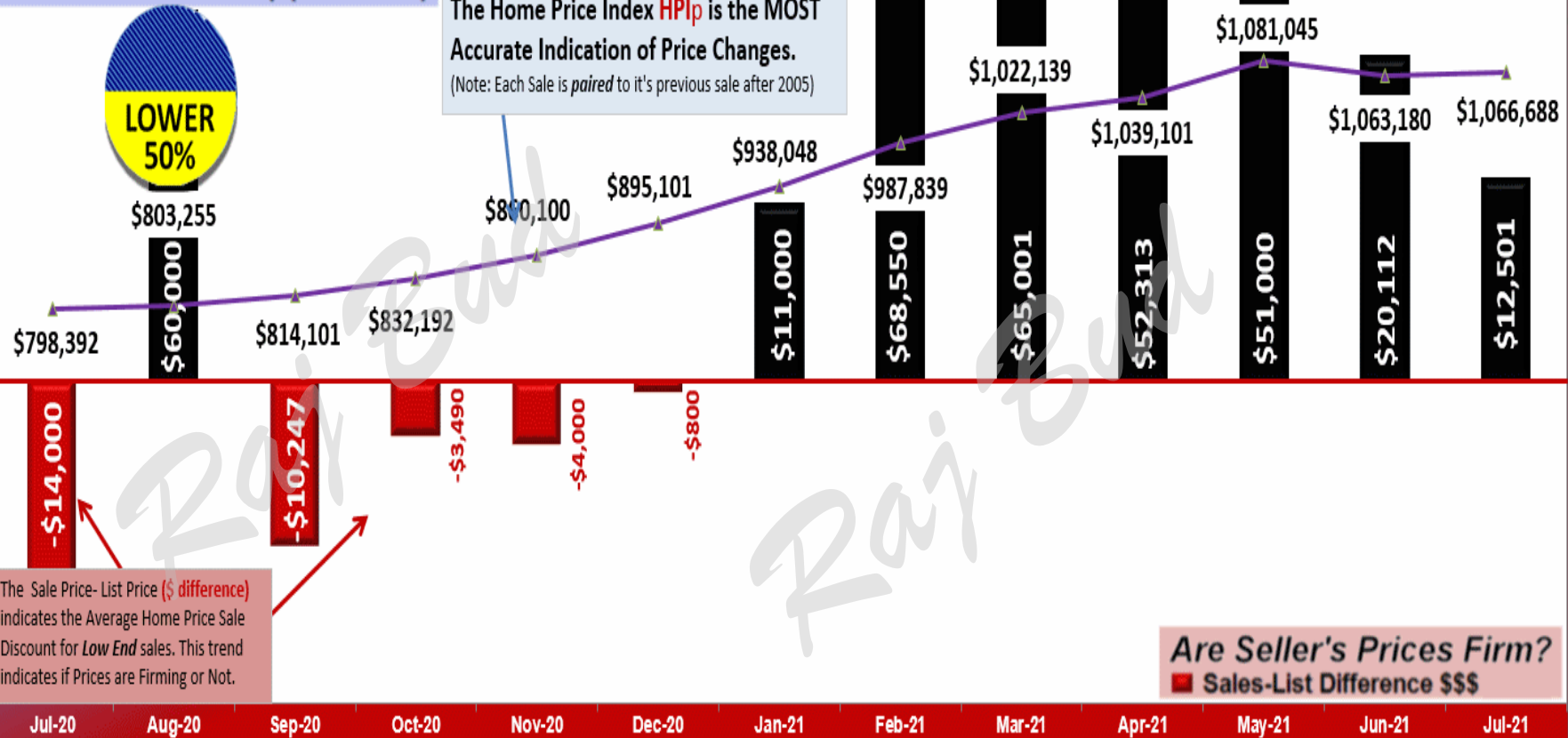
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)



Homes Below \$1,200,000

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes.
(Note: Each Sale is paired to 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



LOWER 50%

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



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Market Analysis and Forecasting

Aug 1/21

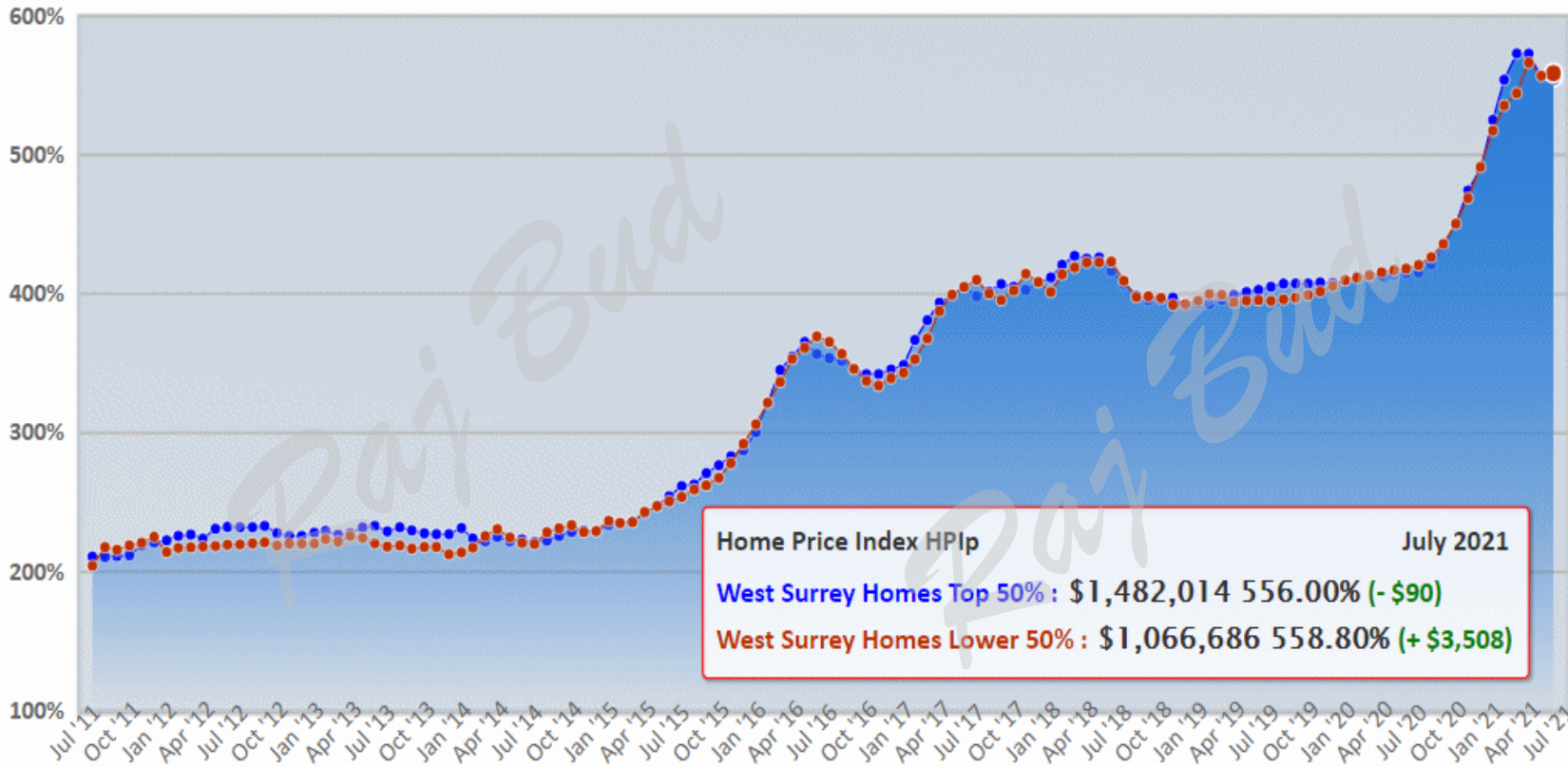
West Surrey

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



Date	Value
Jul 2021	% 556.00
Jun 2021	% 556.00
May 2021	% 572.90
Apr 2021	% 573.00
Mar 2021	% 554.10
Feb 2021	% 525.20
Jan 2021	% 489.60
Dec 2020	% 474.30
Nov 2020	% 450.20
Oct 2020	% 433.60
Sep 2020	% 421.30
Aug 2020	% 415.40

*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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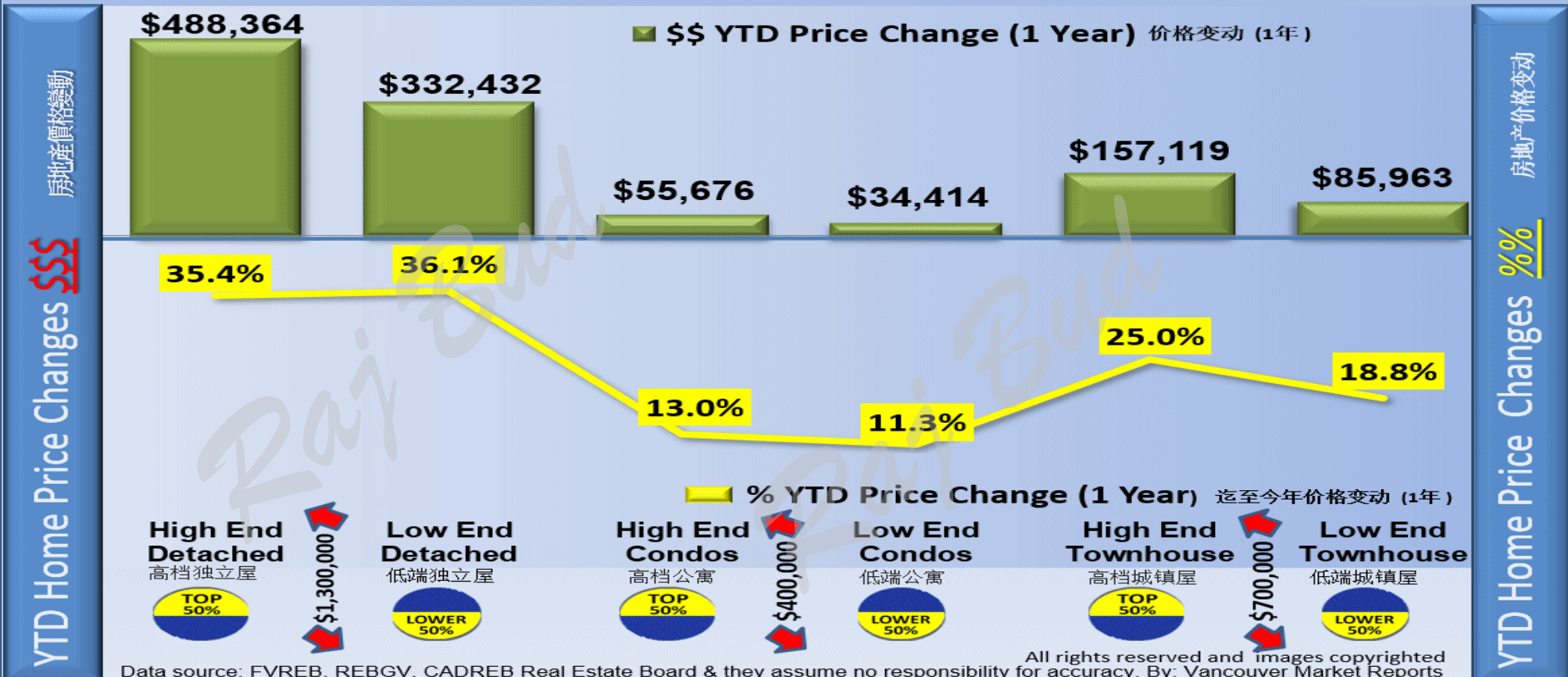
Surrey East Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄于今年 (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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detached homes

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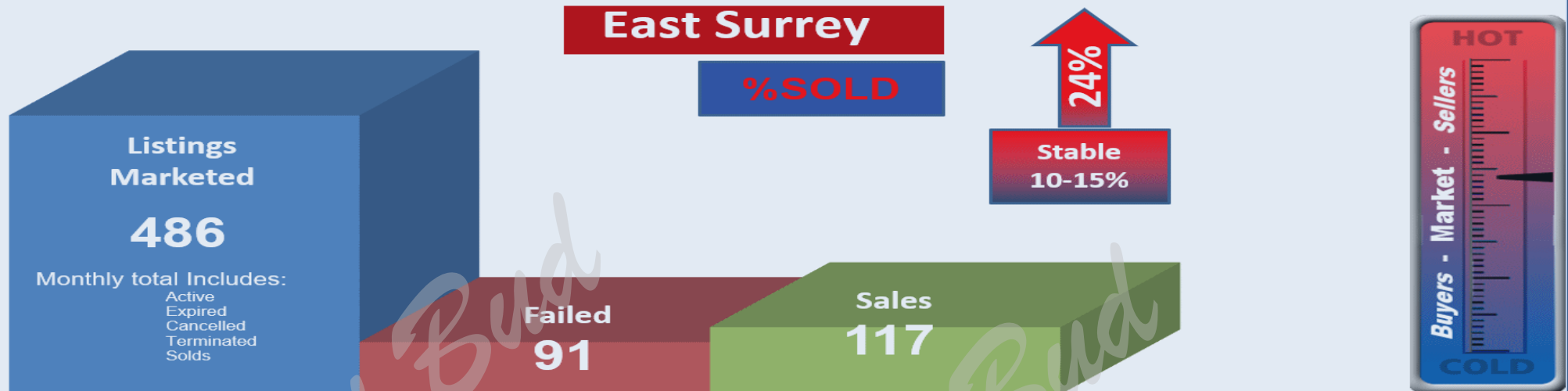
Market Analysis and Forecasting

Aug 1/21

East Surrey

Personal Real Estate Corporation

Monthly Market Activity - July 2021 - Single Family



Aug 1 2021 East Surrey Market Update (Detached)

Current: East Surrey is in a Seller Market with **24% SOLD** rate, 13 DOM and 99% Sell/List Ratio.
(This means that there is an average (m) of a **\$9,900** increase from the original list price)

Most Active Price Range: Homes below \$1.195 mill. have **51.7 %SOLD** rate.

Least Active Price Range: Homes above \$1.75 mill. have **10.8 %SOLD** rate.

History: The Surrey East Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$535,311.
The Surrey East Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$324,436.
*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?

East Surrey List Price Ranges Statistics - July 2021

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,195,000	29	15	15	108%	\$84,974	51.7%	↑
\$1,195,001-\$1,295,000	41	17	18	102%	\$19,507	41.5%	↑
\$1,295,001-\$1,400,000	75	25	20	102%	\$21,708	33.3%	↑
\$1,400,001-\$1,525,000	49	18	14	99%	-\$12,467	36.7%	↑
\$1,525,001-\$1,750,000	79	19	24	98%	-\$27,391	24.1%	↑
\$1,750,001 and more	213	23	37	96%	-\$122,334	10.8%	↑
Total Activity	486	117	13	99%	-\$9,900	24%	↑

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)	523	524	486		-38	↓
Active Listings (1st of the month)	374	368	361	278	-83	↓
Solds	109	100	117		17	↑
Days on Market (DOM)	15	21	13		-8	↓
%SOLD (Sales/ Listings /mnlly rate)	20.8%	19.1%	24.1%		5.0%	↑
(Top 50%) Home Price Index HPIp	\$1,370,691	\$1,876,899	\$1,906,002		\$29,103	↑
(Lower 50%) Home Price Index HPIp	\$913,100	\$1,224,101	\$1,237,536		\$13,435	↑

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What Sold in your Neighbourhood and for What Price?

East Surrey Sub areas Statistics - July 2021

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	83	17	10	100%	\$1,000	20.5%
Guildford	58	12	8	101%	\$10,606	20.7%
Port Kells	19	2	30	80%	-\$645,500	10.5%
Fleetwood Tynehead	145	42	13	99%	-\$15,000	29.0%
Panorama Ridge	119	22	27	99%	-\$11,000	18.5%
Sullivan Station	62	22	11	99%	-\$11,950	35.5%
Total Activity	486	117	13	99%	-\$9,900	24%

*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.



Next Months Market Forecast

Forecast: East Surrey has an average Listing Supply; 278 homes are for sale and with the **24 %SOLD** monthly rate gives us a ~4 months of inventory. 6% of the active listings have reduced their price by \$166,129 on average or \$90,000 on median in the last month. We project East Surrey to be a continued 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

Statistics, on the Web!

detached homes

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Market Analysis and Forecasting

Aug 1/21

East Surrey

Personal Real Estate Corporation

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

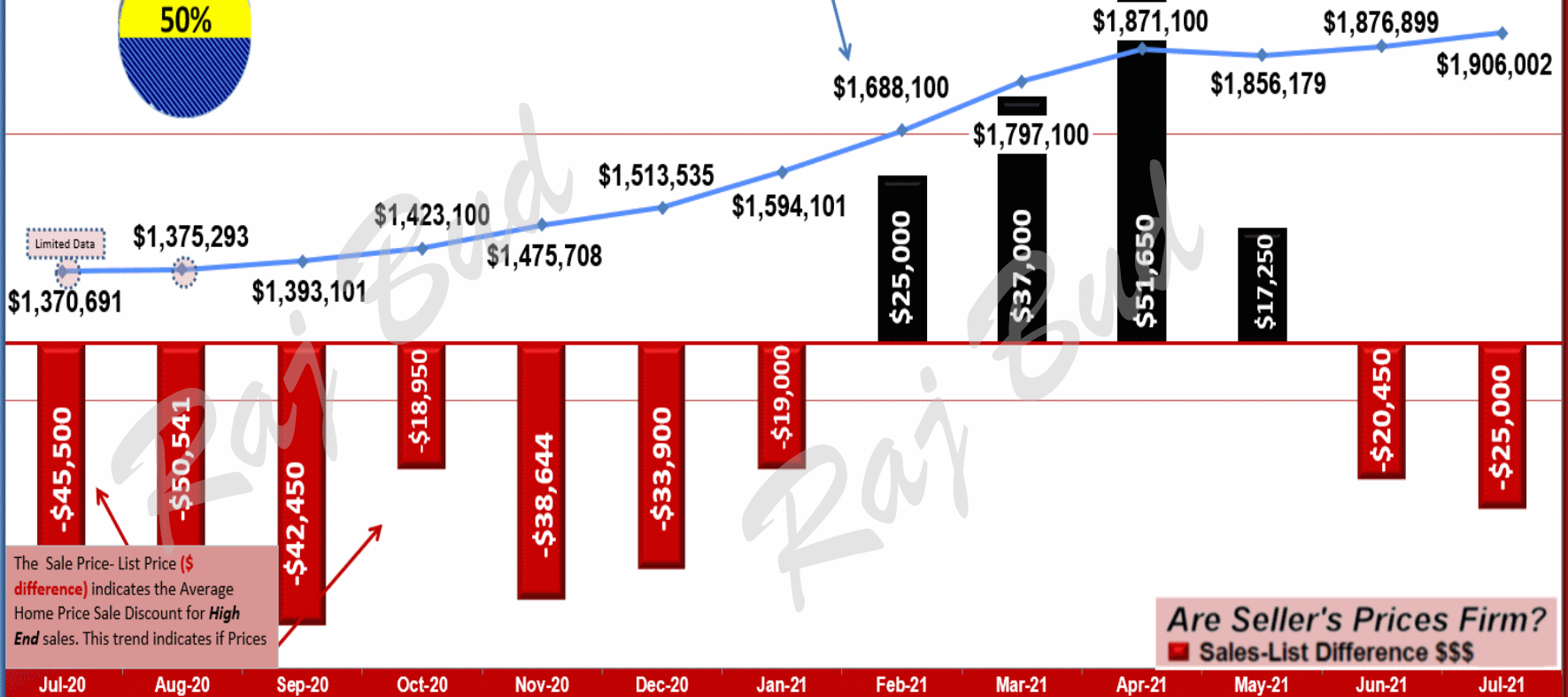
Home Price Changes
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,300,000

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 Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Detached



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

◆ Total Listings
 ■ Sales
 Homes Over \$1,300,000

TOP 50%

Sales / Listings

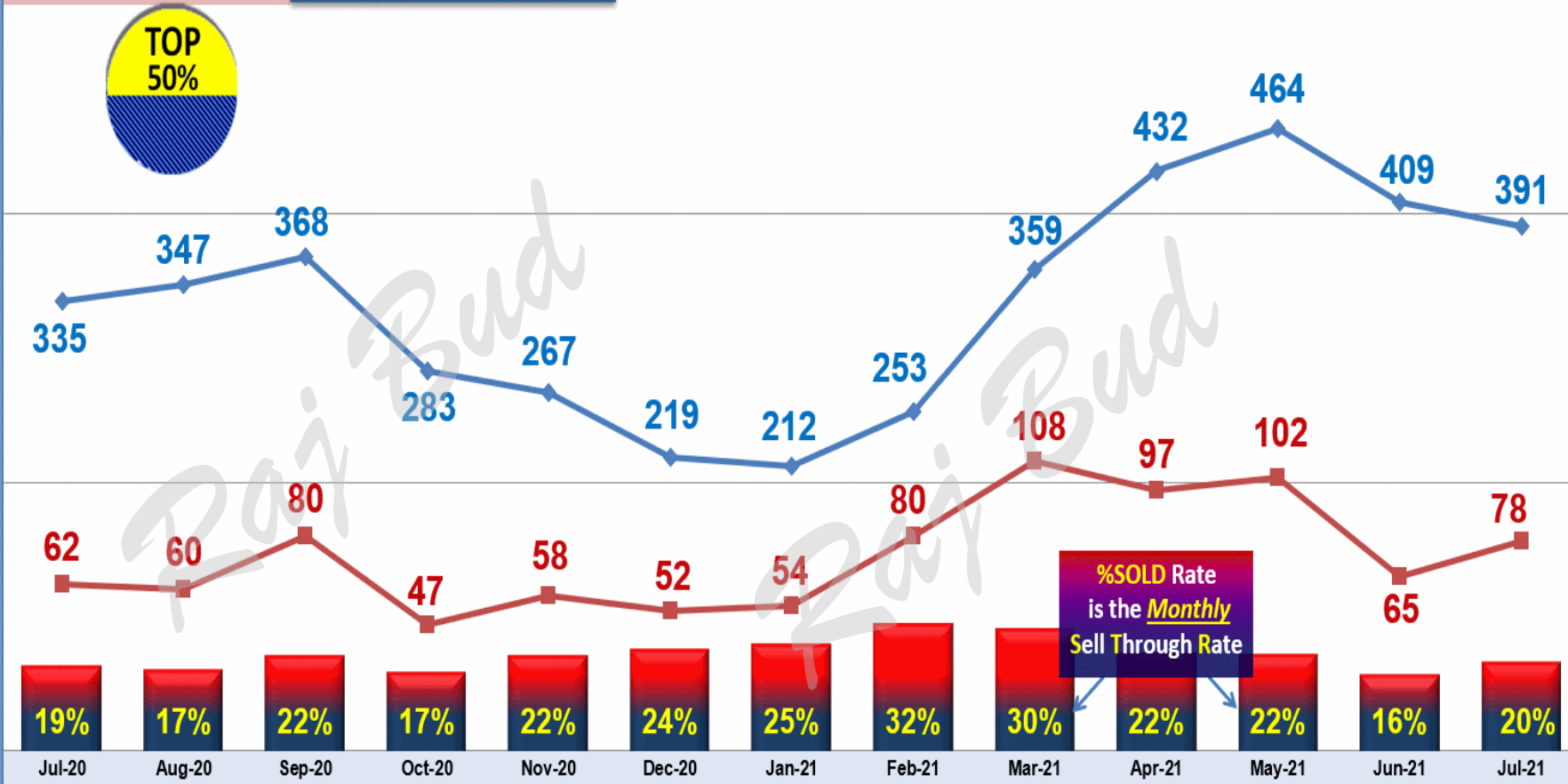
Monthly Totals



Detached

TOP 50%

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



%SOLD Rate is the Monthly Sell Through Rate

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

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

Are Home Prices Up?

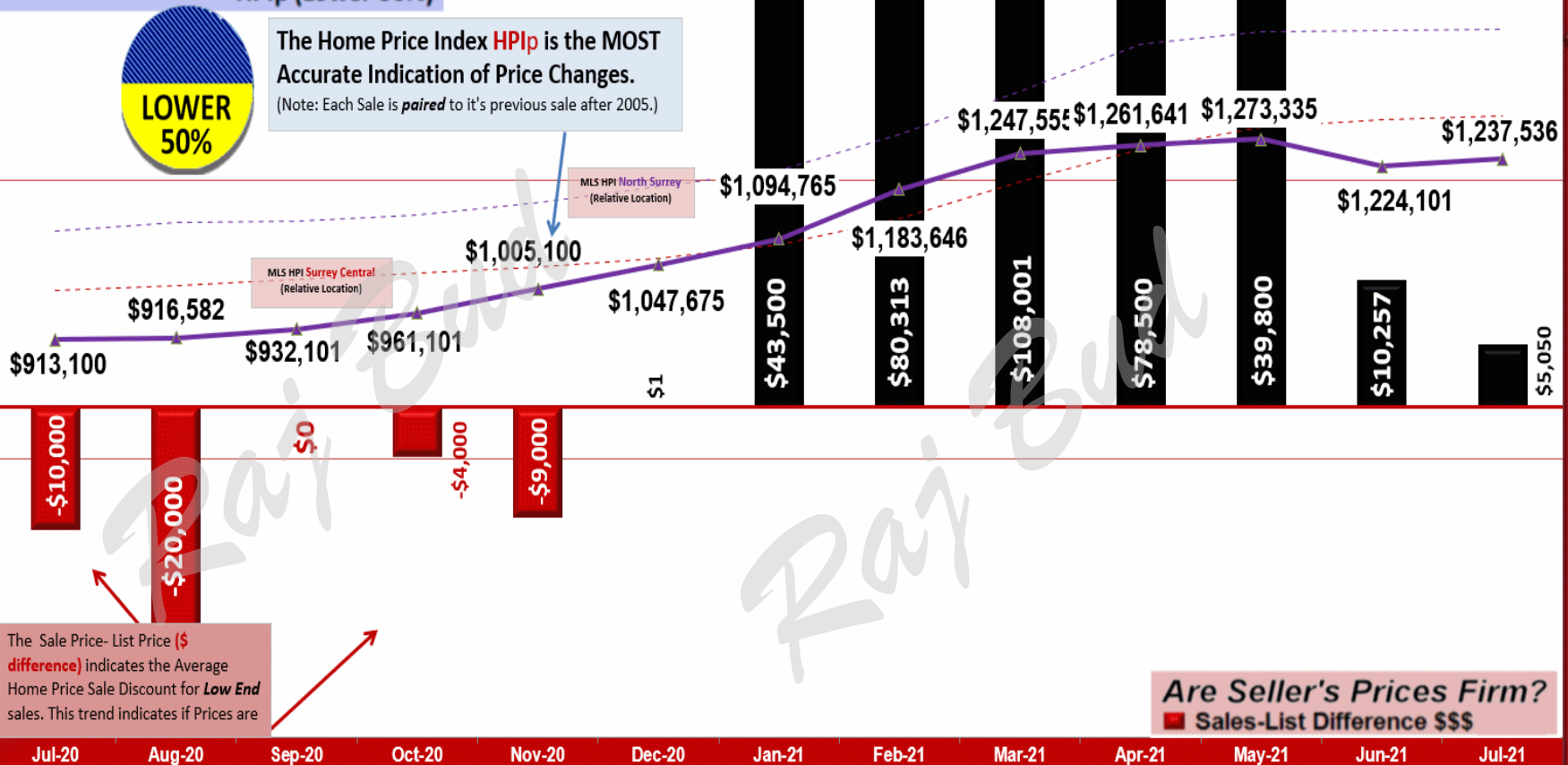
Home Price Index → HPIp (Lower 50%)



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

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

Homes Below \$1,300,000



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

Are Seller's Prices Firm?

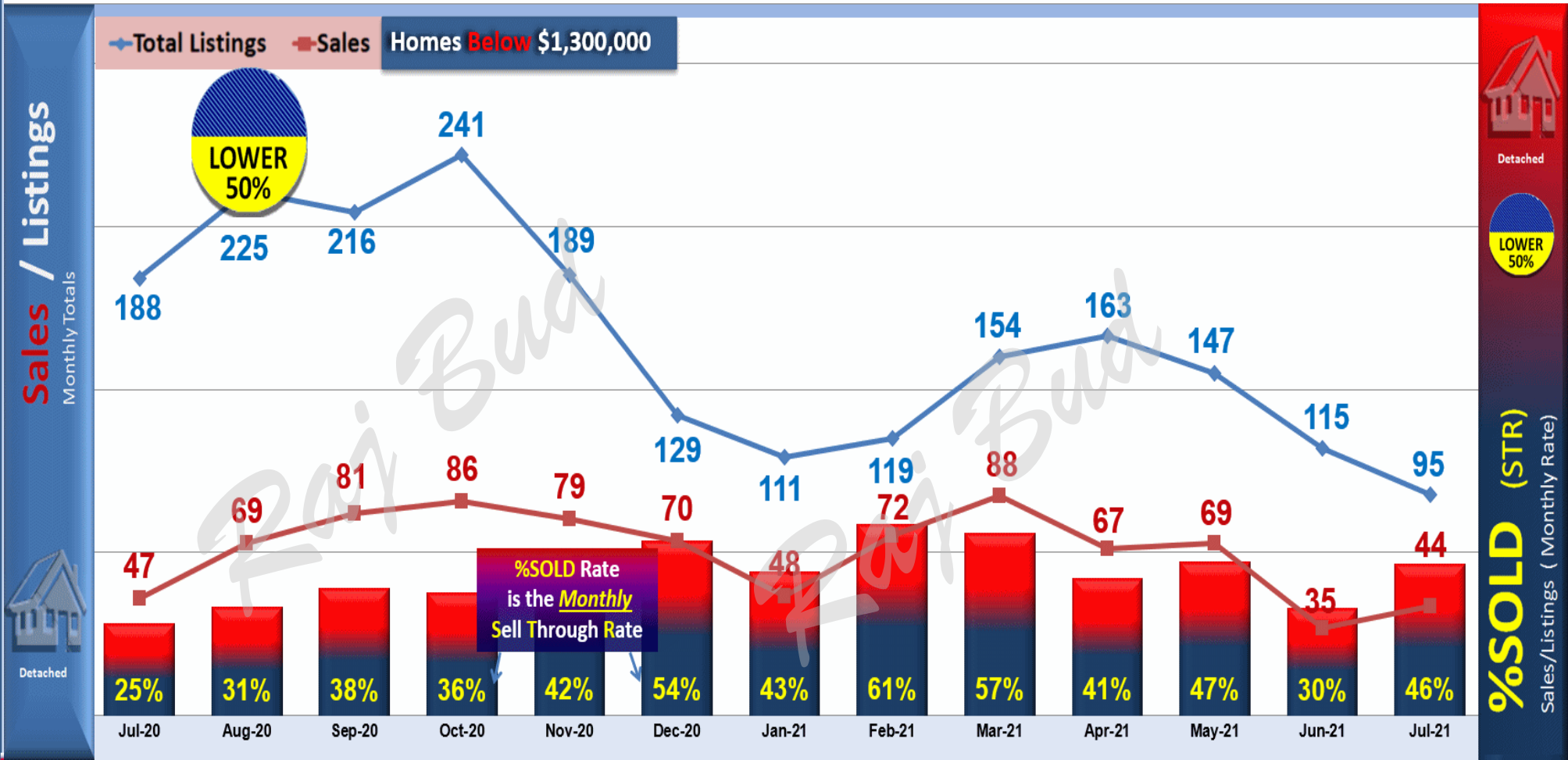
■ Sales-List Difference \$\$\$

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

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



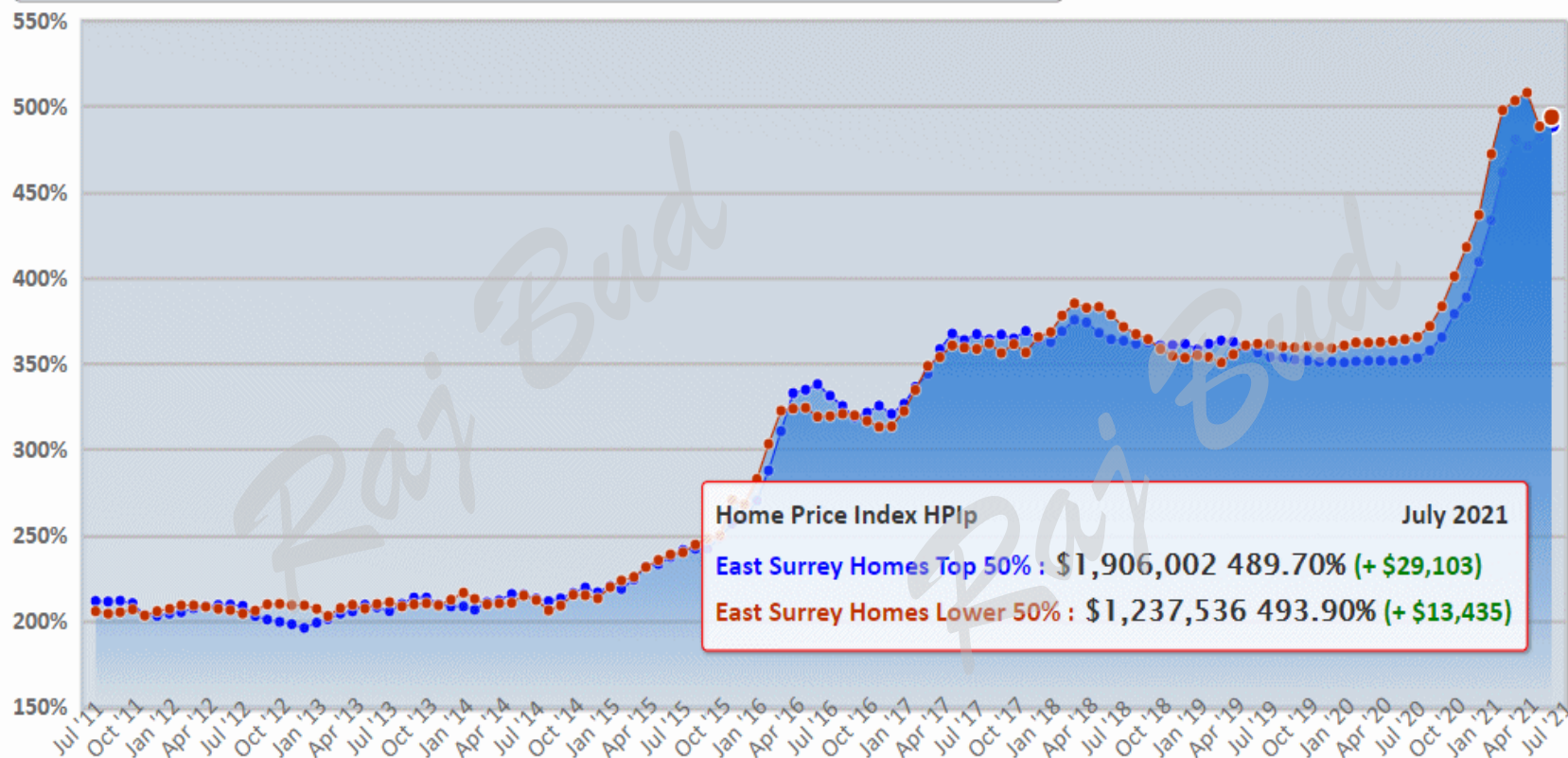
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East Surrey Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 East Surrey Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Date	Value
Jul 2021	% 489.70
Jun 2021	% 482.20
May 2021	% 476.90
Apr 2021	% 480.80
Mar 2021	% 461.70
Feb 2021	% 433.70
Jan 2021	% 409.60
Dec 2020	% 388.90
Nov 2020	% 379.20
Oct 2020	% 365.60
Sep 2020	% 357.90
Aug 2020	% 353.40

*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.

Vancouver Market Reports

Statistics, on the Web!

attached homes

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Market Analysis and Forecasting

Aug 1/21 Vancouver Westside

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Vancouver West Side Sub areas Statistics - July 2021							Attached
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
Arbutus	1	0				0.0%	
Cambie	165	14	20	98%	-\$21,500	8.5%	
Dunbar	29	3	44	100%	\$0	10.3%	
Fairview VW	170	54	10	99%	-\$3,500	31.8%	
False Creek	104	21	14	99%	-\$6,000	20.2%	
Kerrisdale	38	5	38	99%	-\$19,000	13.2%	
Kitsilano	162	42	8	99%	-\$5,500	25.9%	
MacKenzie Heights	2	0				0.0%	
Mount Pleasant VW	24	8	7	101%	\$8,500	33.3%	
Marpole	132	25	32	98%	-\$19,200	18.9%	
Oakridge VW	22	3	12	95%	-\$54,888	13.6%	
Point Grey	32	7	15	97%	-\$20,000	21.9%	
Quilchena	19	3	6	100%	\$0	15.8%	
South Cambie	67	9	10	100%	\$0	13.4%	
South Granville	36	0				0.0%	
Shaughnessy	7	0				0.0%	
Southlands	4	2	99	98%	-\$53,239	50.0%	
S.W. Marine	18	1	72	92%	-\$88,000	5.6%	
University VW	207	50	18	98%	-\$16,900	24.2%	
Total Activity	1239	247	13	99%	-\$10,000	20%	

Vancouver West Side List Price Ranges Statistics - July 2021							Attached
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$550,000	45	16	10	100%	\$0	35.6%	
\$550,001-\$650,000	79	28	13	99%	-\$3,000	35.4%	
\$650,001-\$725,000	100	31	11	100%	-\$1,800	31.0%	
\$725,001-\$825,000	114	34	14	99%	-\$4,900	29.8%	
\$825,001-\$930,000	128	33	16	99%	-\$9,000	25.8%	
\$930,001-\$1,050,000	108	24	10	100%	-\$3,500	22.2%	
\$1,050,001-\$1,200,000	119	26	13	98%	-\$19,000	21.8%	
\$1,200,001-\$1,390,000	119	11	22	98%	-\$29,000	9.2%	
\$1,390,001-\$1,650,000	121	12	12	100%	\$0	9.9%	
\$1,650,001-\$2,000,000	144	17	37	97%	-\$48,000	11.8%	
\$2,000,001 and more	162	15	16	97%	-\$78,900	9.3%	
Total Activity	1239	247	13	99%	-\$10,000	20%	

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change	
Total Listings** (A,S,T,C,X)	1264	1342	1239		-103	
Active Listings (1st of the month)	869	911	901	854	-47	
Solds	217	307	247		-60	
DOM	10	9	13		4	
%SOLD (Sales/ Listings /mthly rate)	17%	23%	20%		-2.9%	
Condos (Top 50%) Home Price Index HPIp	\$1,016,724	\$1,106,998	\$1,096,425		-\$10,573	
Condos (Lower 50%) Home Price Index HPIp	\$581,165	\$629,689	\$615,305		-\$14,385	
Twnhs (Top 50%) Home Price Index HPIp	\$1,487,100	\$1,694,101	\$1,687,118		-\$6,983	
Twnhs (Lower 50%) Home Price Index HPIp	\$845,504	\$952,771	\$942,209		-\$10,562	

Aug 1 2021 Vancouver West Side Market Update (Attached)

Current: Vancouver West Side, a Seller Market with **20 %SOLD** Rate and 99 % Sell/List Ratio. (This means an average of a \$10,000 Discount on a sale from the original list price)

Most Active Range: Homes below \$550,000 have **35.6 %SOLD** rate.

Least Active Range: Home above \$2 mill. have **9.3 %SOLD** rate.

History: Vancouver Westside's **Condos** Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices increased \$79,701.

Vancouver Westside's **Condos** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices increased \$34,140.

Vancouver Westside's **Townhouses** Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices increased \$200,018.

Vancouver Westside's **Townhouses** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices increased \$96,704.

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

Forecast: The last month Listing Inventory is 2% less count than last year. We project Vancouver to be a continued Seller's Market. July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months. Currently, Condos has now 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.

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

*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.

produced for: **Raj Bud**

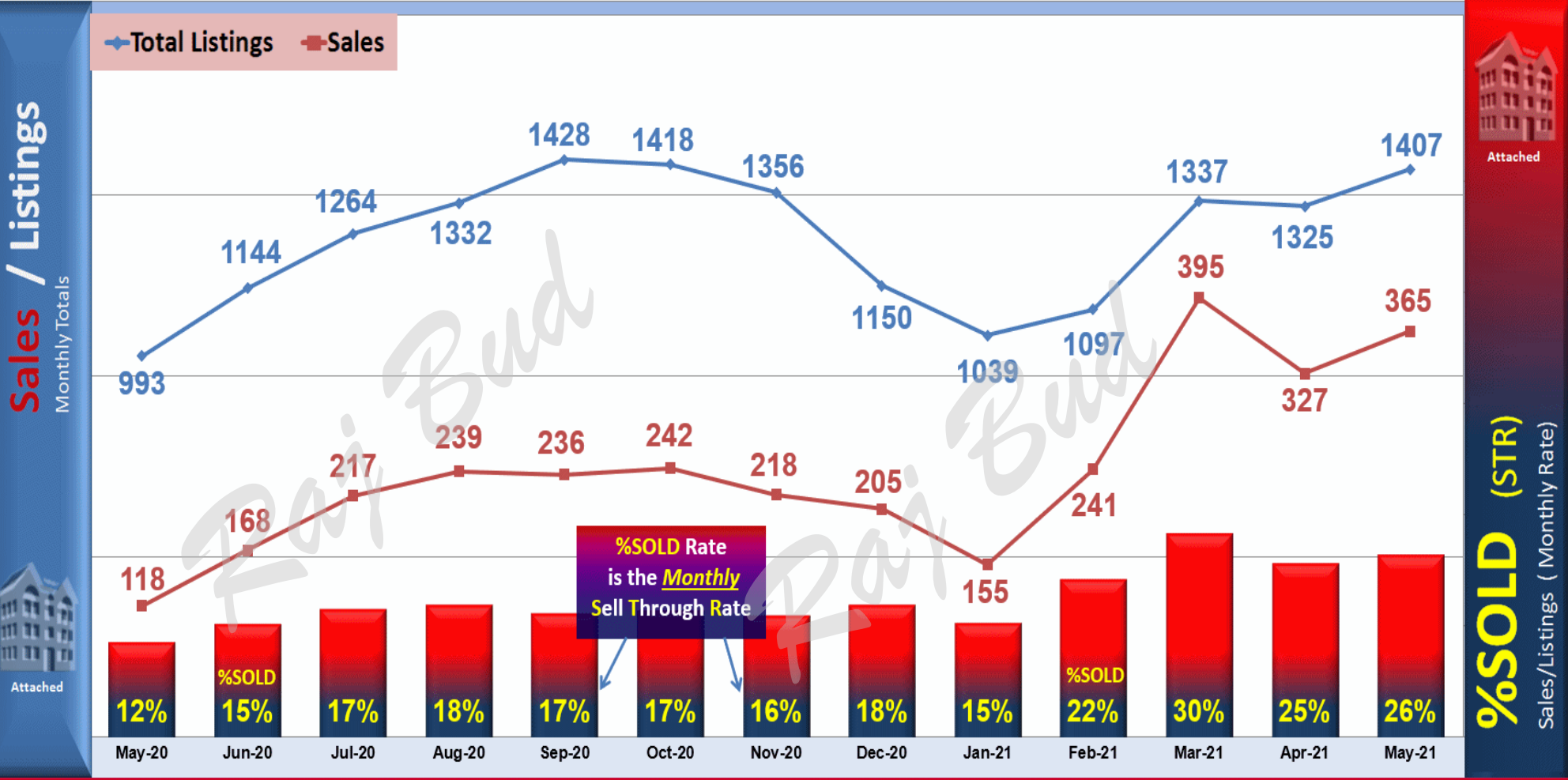
Personal Real Estate Corp

Vancouver, Burnaby, New West, North Surrey

raj@rajbud.net

T:604-875-8430

Attached Vancouver West Side Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals

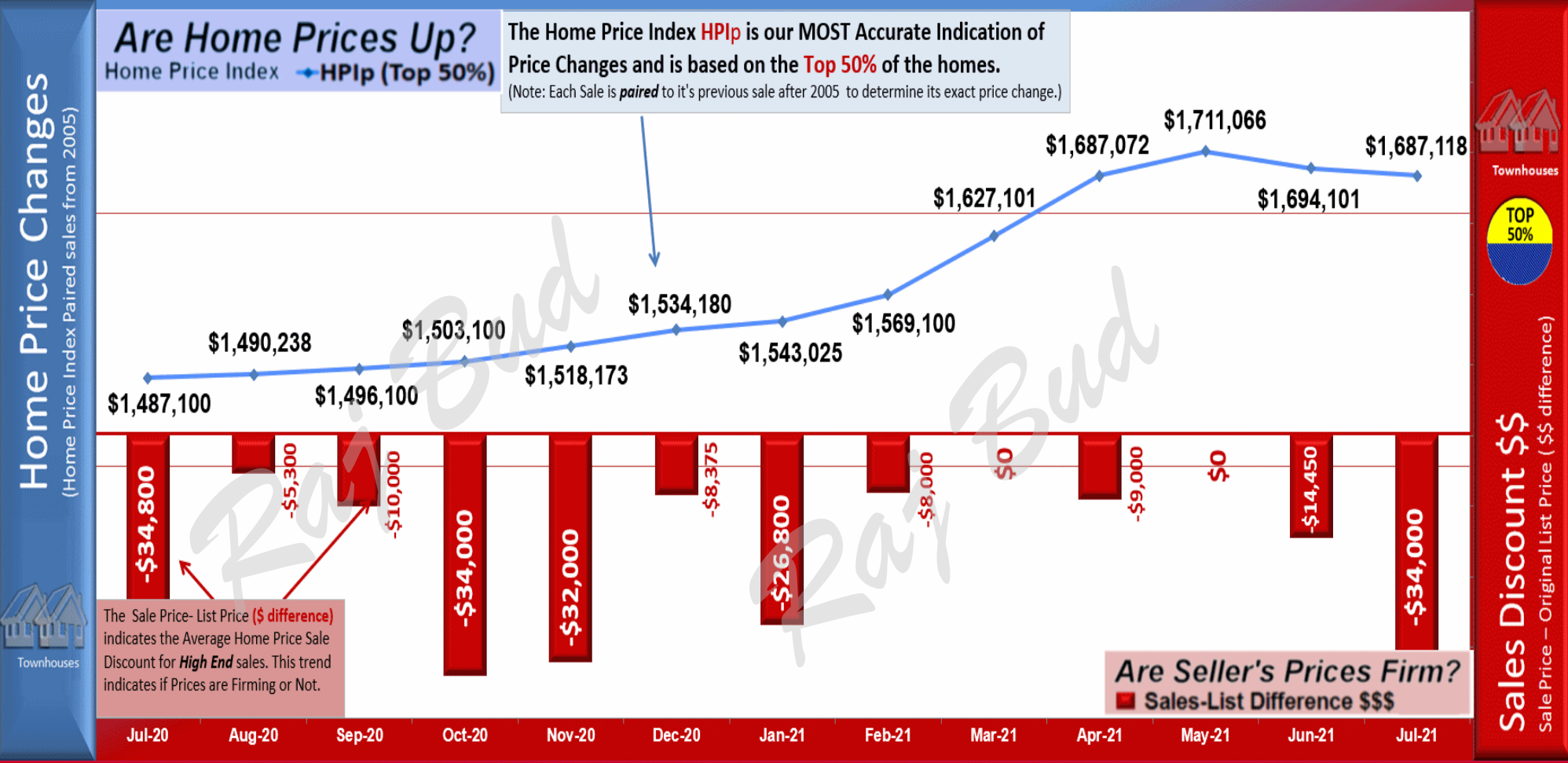


Attached

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

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

Attached Vancouver West Side 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 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.

Vancouver Market Reports

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Attached

Vancouver West Side 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)

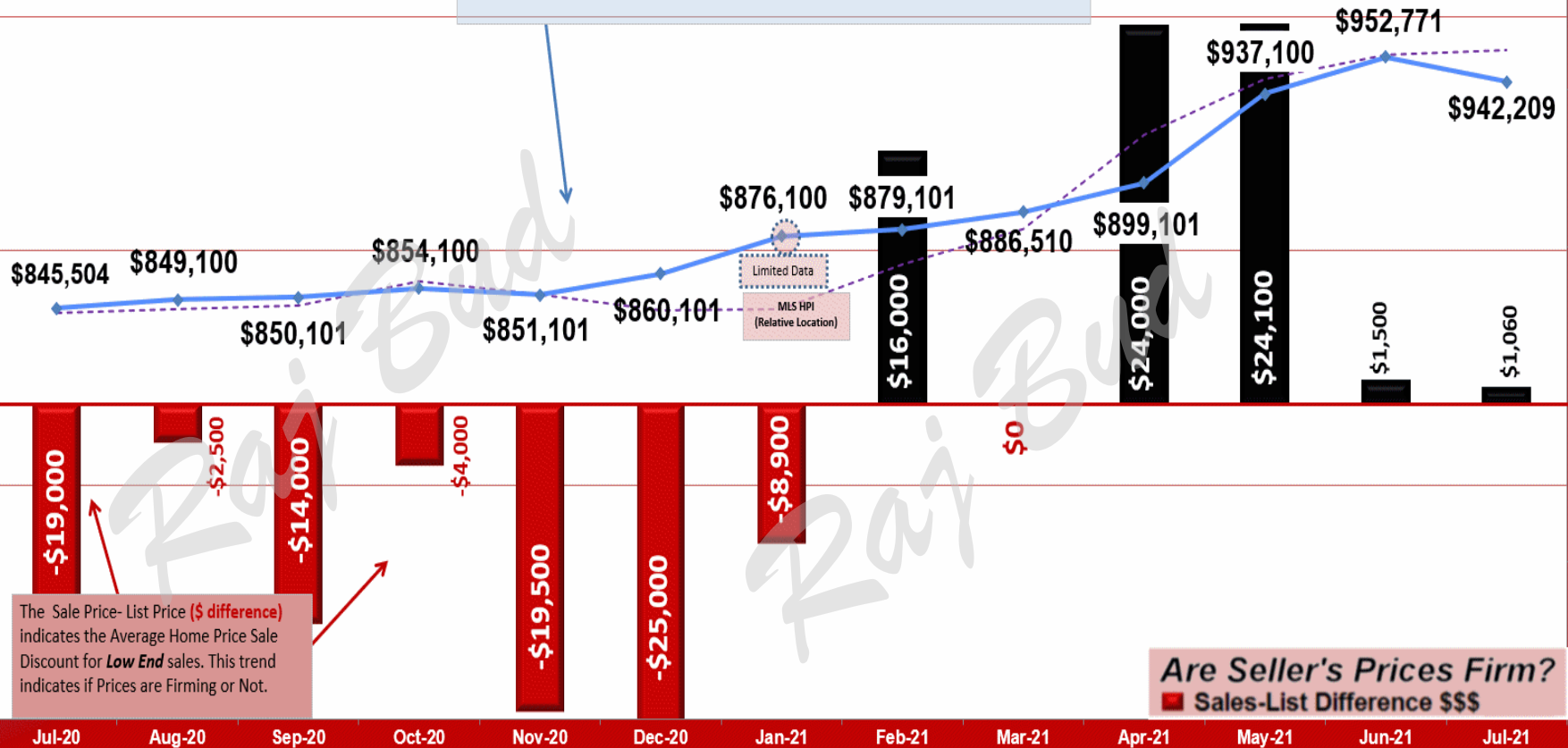


Townhouses

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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



Townhouses



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.

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 **all marketed listings /month.
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Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

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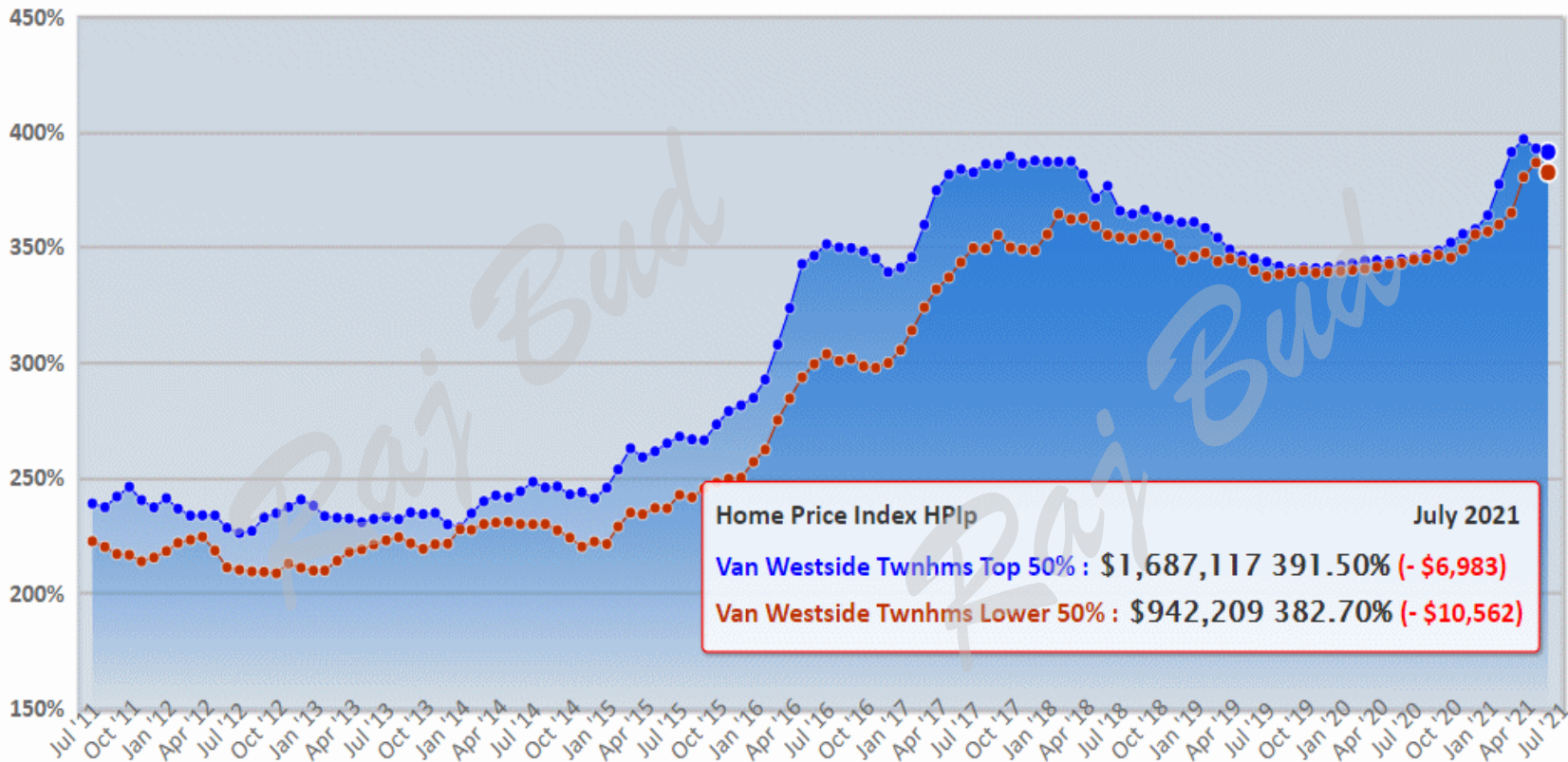
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Van Westside Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Van Westside Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



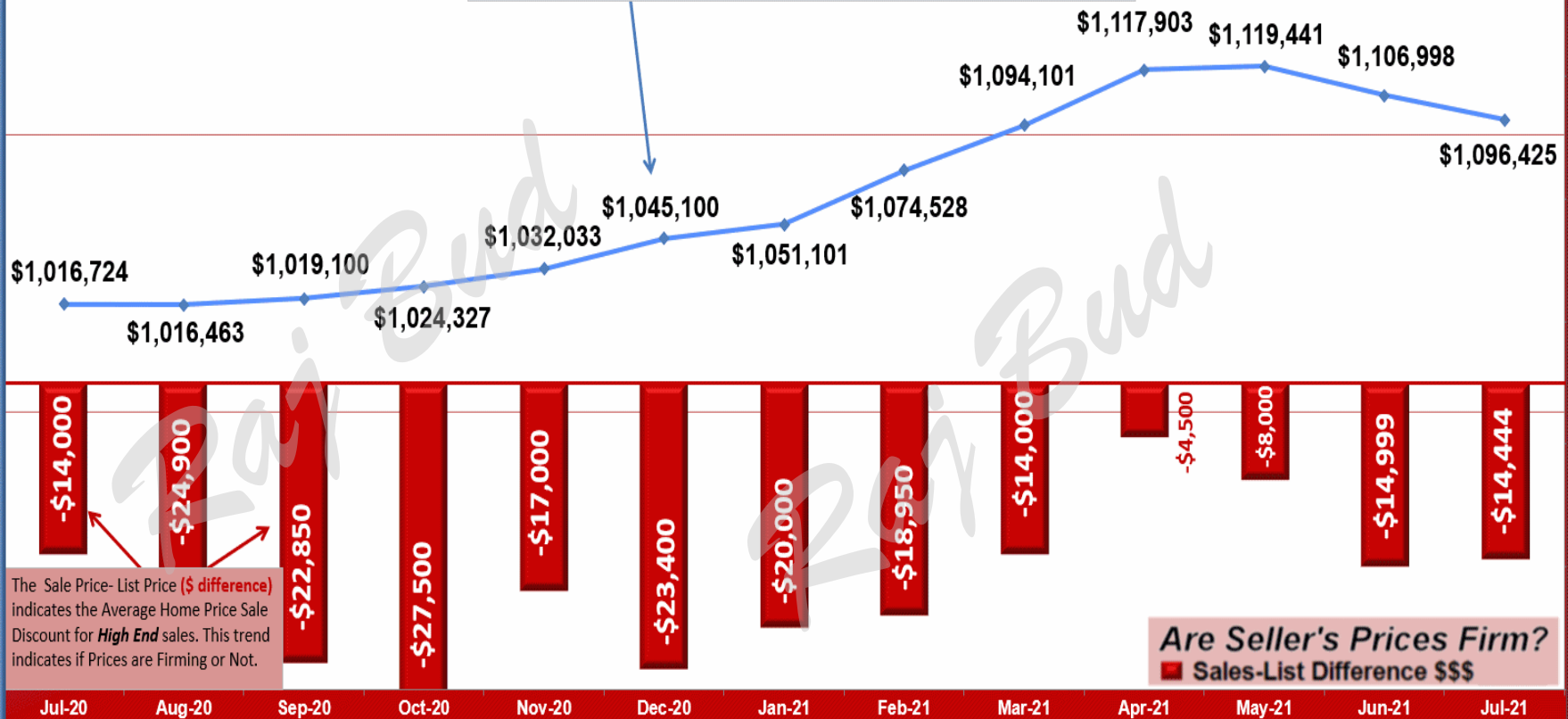
Date	Value
Jul 2021	% 391.50
Jun 2021	% 393.10
May 2021	% 397.10
Apr 2021	% 391.50
Mar 2021	% 377.60
Feb 2021	% 364.10
Jan 2021	% 358.10
Dec 2020	% 356.00
Nov 2020	% 352.30
Oct 2020	% 348.80
Sep 2020	% 347.20
Aug 2020	% 345.80

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Attached Vancouver West Side **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

TOP 50%

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.

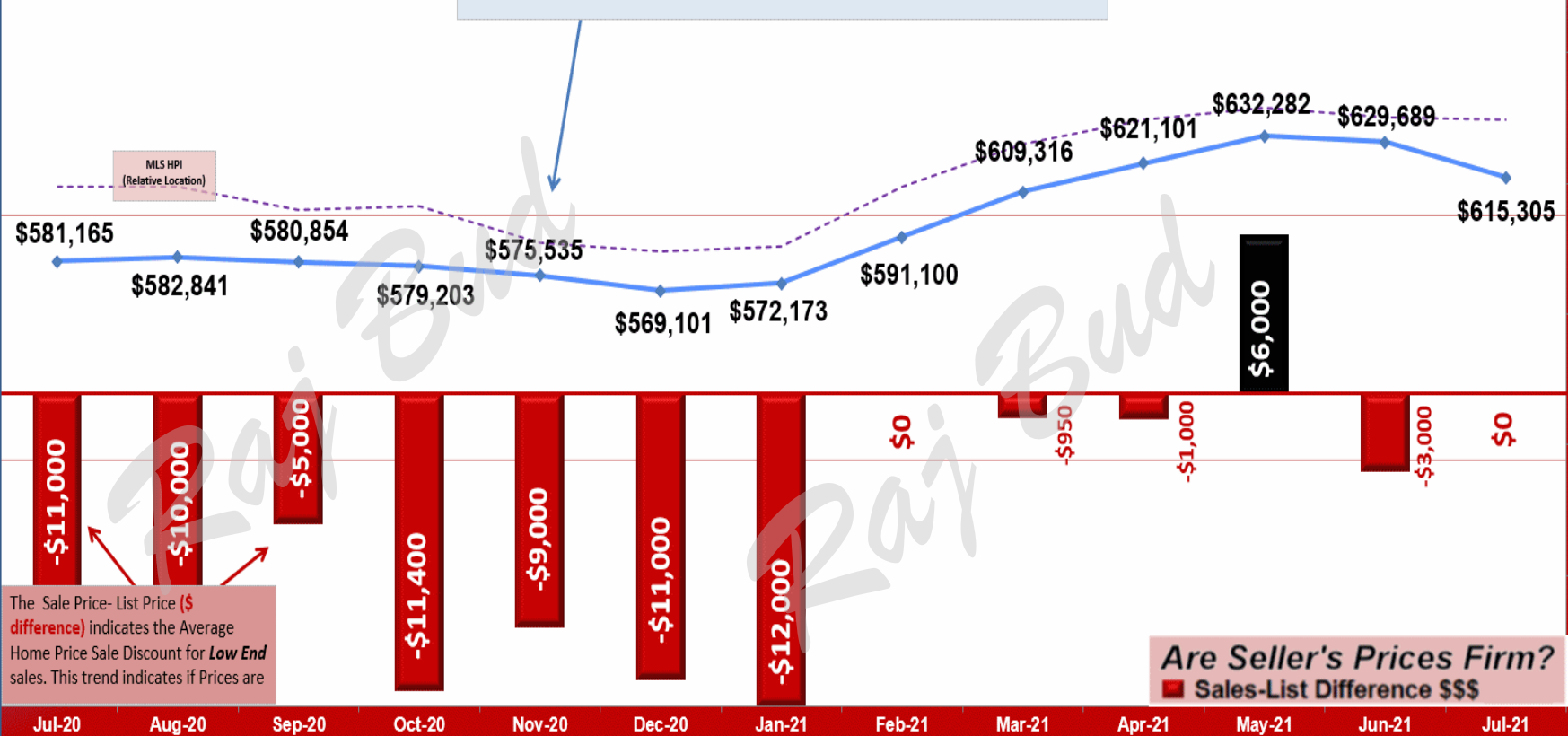
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Attached Vancouver West Side Condos Home Price Index HPI (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

The Home Price Index HPI is the MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.

(Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)



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



Condominiums



Condominiums



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

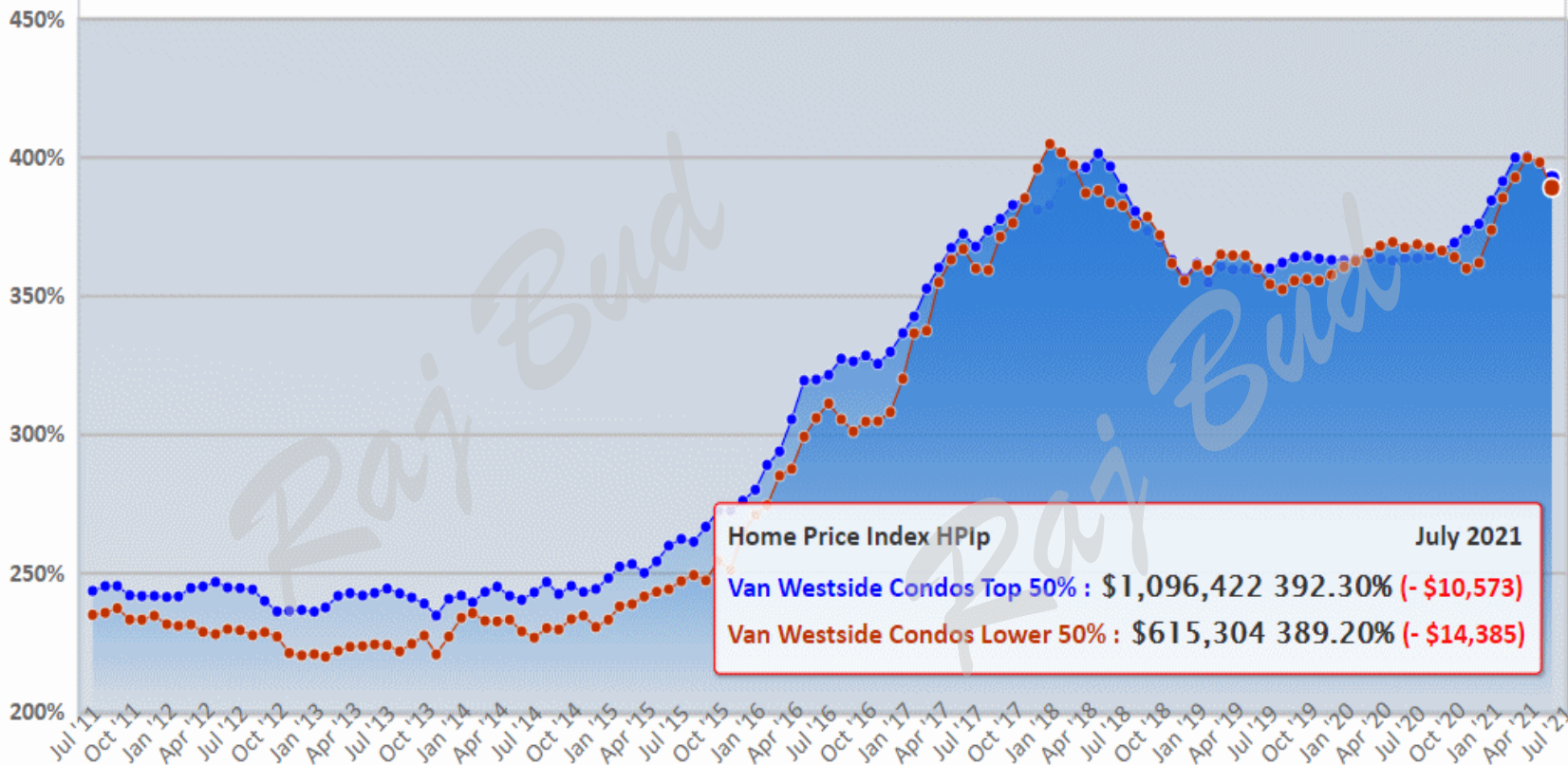
Are Seller's Prices Firm?
Sales-List Difference \$\$\$

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **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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Van Westside Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Van Westside Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jul 2021	% 392.30
Jun 2021	% 396.10
May 2021	% 400.50
Apr 2021	% 400.00
Mar 2021	% 391.50
Feb 2021	% 384.50
Jan 2021	% 376.10
Dec 2020	% 373.90
Nov 2020	% 369.30
Oct 2020	% 366.50
Sep 2020	% 364.60
Aug 2020	% 363.70

*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.

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 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 HPI[®]

\$107,406

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

\$27,414

7.0%

4.4%

■ % YTD Price Change (1 Year) 迄至今年价格变动 (1年)

High End Condos

Low End Condos

高档独立屋

低端独立屋



\$730,000

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 %/%

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Vancouver Market Reports

Statistics, on the Web!

attached homes

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Market Analysis and Forecasting

Aug 1/21 Vancouver Downtown

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Vancouver Downtown Sub areas Statistics - July 2021 - Attached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Coal Harbour	180	18	26	98%	-\$14,950	10%
Downtown VW	518	94	16	99%	-\$9,000	18%
West End VW	274	51	12	98%	-\$9,900	19%
Yaletown	376	55	12	98%	-\$13,995	15%
Total Activity	1348	218	14	99%	-\$10,000	16%

Aug 1 2021 Vancouver Downtown Market Update (attached)

Current: Vancouver Downtown's Residential Attached housing market is a Seller market with **16 %SOLD** rate and a 99% Sell/List Ratio.
(This means 20 homes out of 100 sold with an average of \$10,000 discount on a sale from original list price)
Most Active Price Range: Homes between \$500,000-\$575,000 have **30.5 %SOLD** rate.
Least Active Price Range: Homes above \$2.75 mill. have **2.9 %SOLD** rate.

History: The Vancouver Downtown Year-To-Date Home Price Index
HPIp (Top 50%) shows that prices increased \$75,203.
The Vancouver Downtown Year-To-Date Home Price Index
HPIp (Lower 50%) shows that prices increased \$20,827.

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

Forecast: Current listing inventories are 21% more than same month last year meaning that we are seeing a reduced listings supply. We project Vancouver Downtown to be a continued Seller market.

Vancouver Downtown List Price Ranges Statistics - July 2021

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	Attached
0-\$500,000	56	15	9	100%	\$0	26.8%	↑
\$500,001-\$575,000	59	18	8	99%	-\$7,450	30.5%	↑
\$575,001-\$650,000	117	33	11	99%	-\$6,000	28.2%	↑
\$650,001-\$730,000	137	34	19	99%	-\$9,400	24.8%	↑
\$730,001-\$800,000	130	29	14	98%	-\$11,900	22.3%	↑
\$800,001-\$950,000	165	33	17	99%	-\$10,000	20.0%	↑
\$950,001-\$1,175,000	136	23	15	99%	-\$13,000	16.9%	↑
\$1,175,001-\$1,400,000	132	10	17	99%	-\$17,700	7.6%	↓
\$1,400,001-\$1,800,000	106	5	65	96%	-\$59,000	4.7%	↓
\$1,800,001-\$2,750,000	135	13	14	97%	-\$79,000	9.6%	↓
\$2,750,001 and more	175	5	34	90%	-\$278,000	2.9%	↓
Total Activity	1348	218	14	99%	-\$10,000	16%	↑

Monthly Changes Summary

	Jul-20	Jun-21	Jul-21	8/1/2021	Change
Total Listings** (A,S,T,C,X)	1117	1300	1348		48 ↑
Active Listings (1st of the month)	845	942	934	968	34 ↑
Solds	169	208	218		10 ↑
DOM	12	12	14		3 ↑
%SOLD (Sales/ Listings /mnlthly rate)	15%	16%	16%		0.2% ↑
Condos (Top 50%) Home Price Index HPIp	\$1,527,898	\$1,647,101	\$1,603,101		-\$44,000 ↓
Condos (Lower 50%) Home Price Index HPIp	\$625,732	\$640,695	\$646,559		\$5,864 ↑

July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months.

Currently, Condos has now 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.

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. RMXReports.com

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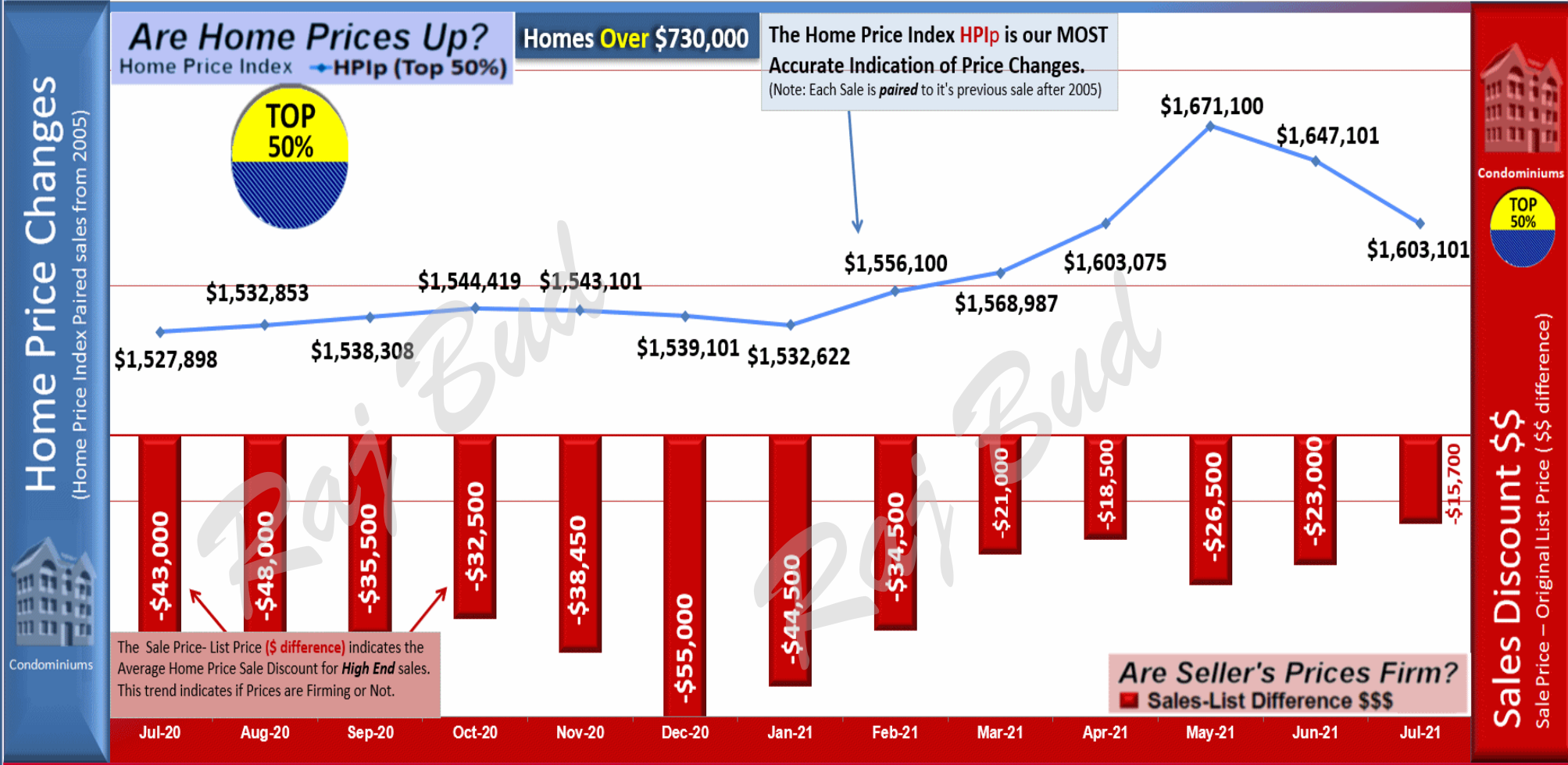
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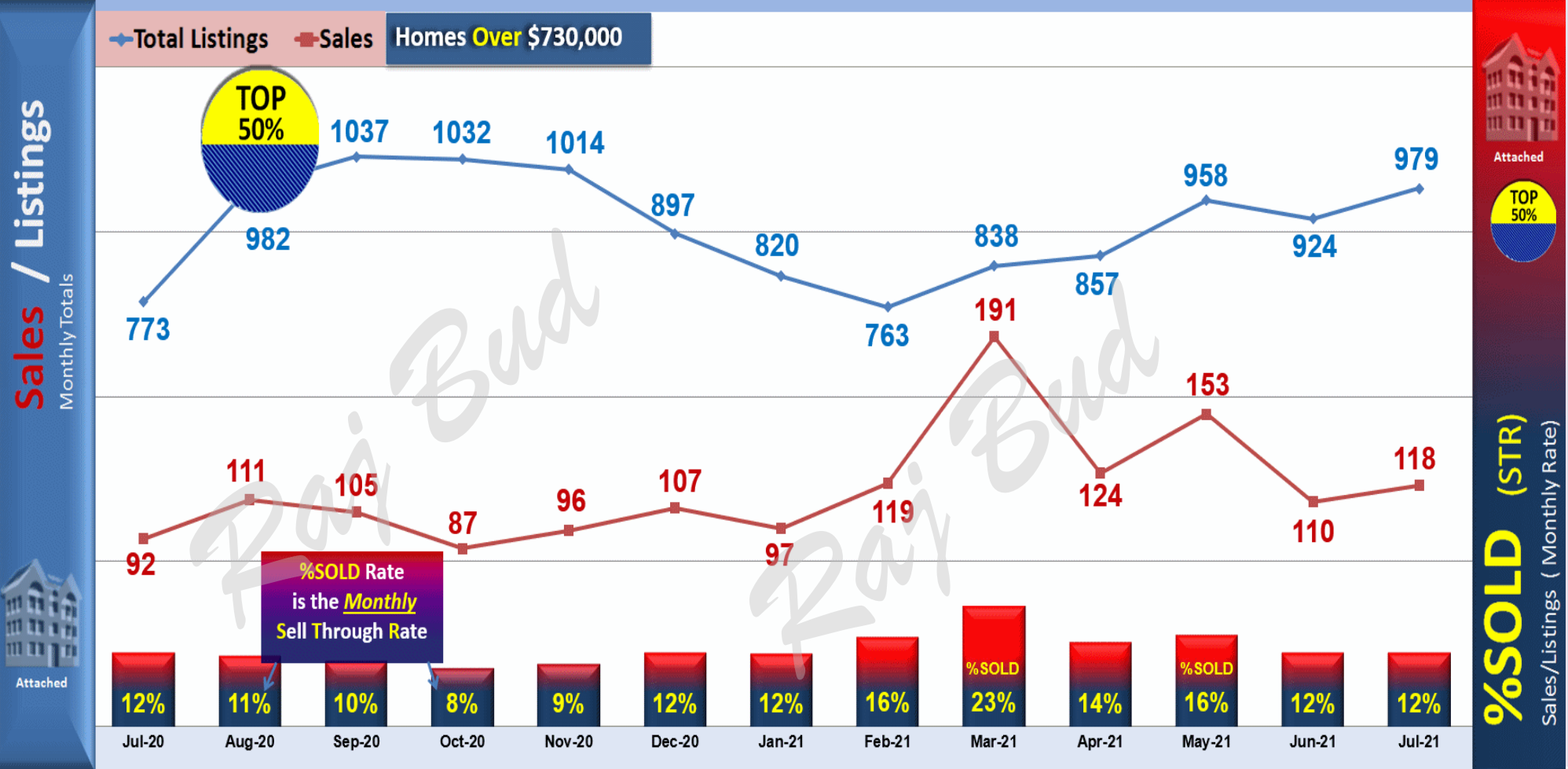
T:604-875-8430

Attached Vancouver Downtown Condos Home Price Index HPI (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)



*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.

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

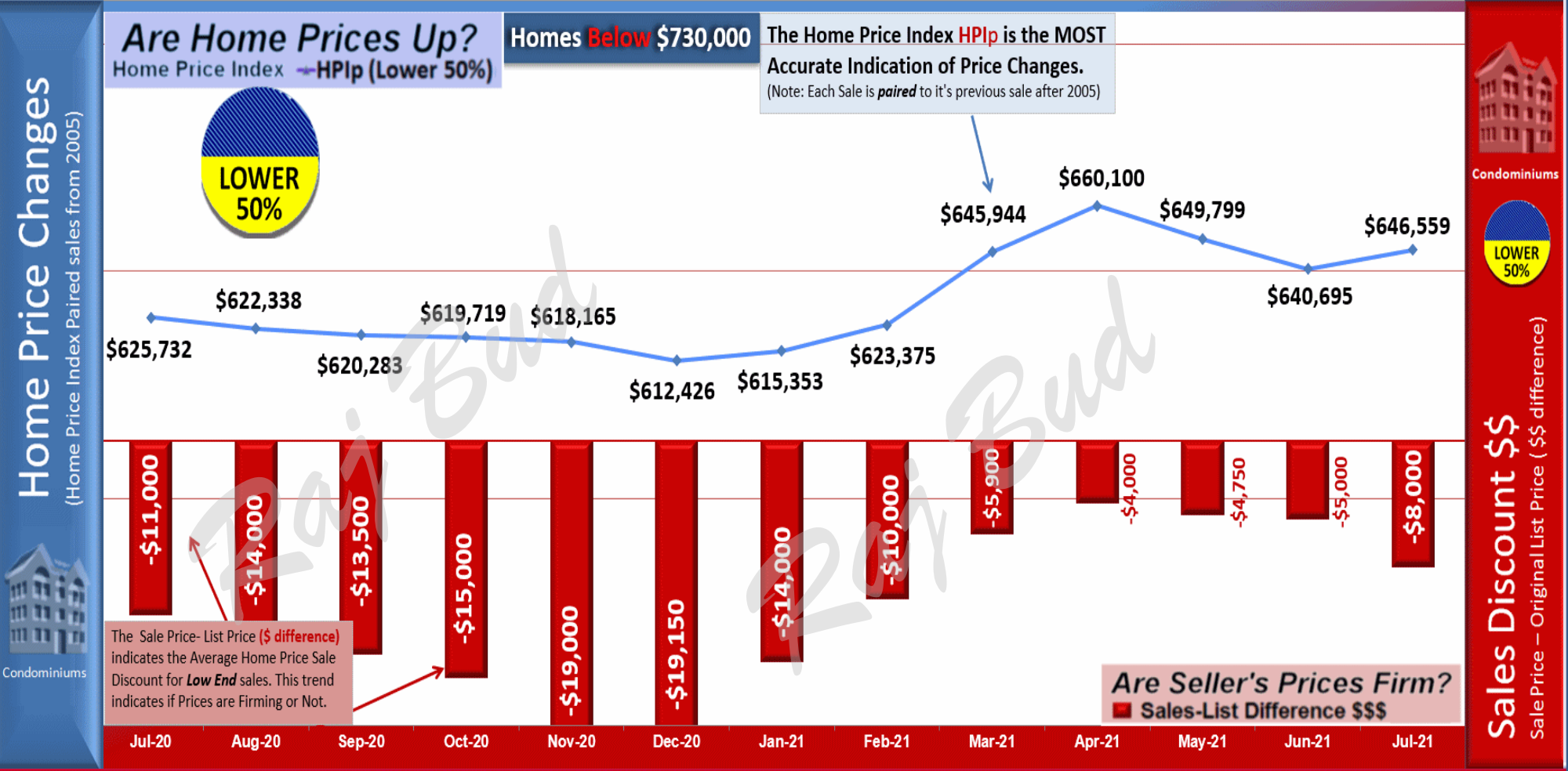


Sales / Listings
Monthly Totals

%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.

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)



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Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

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

← Total Listings → Sales Homes Below \$730,000

Sales / Listings
Monthly Totals

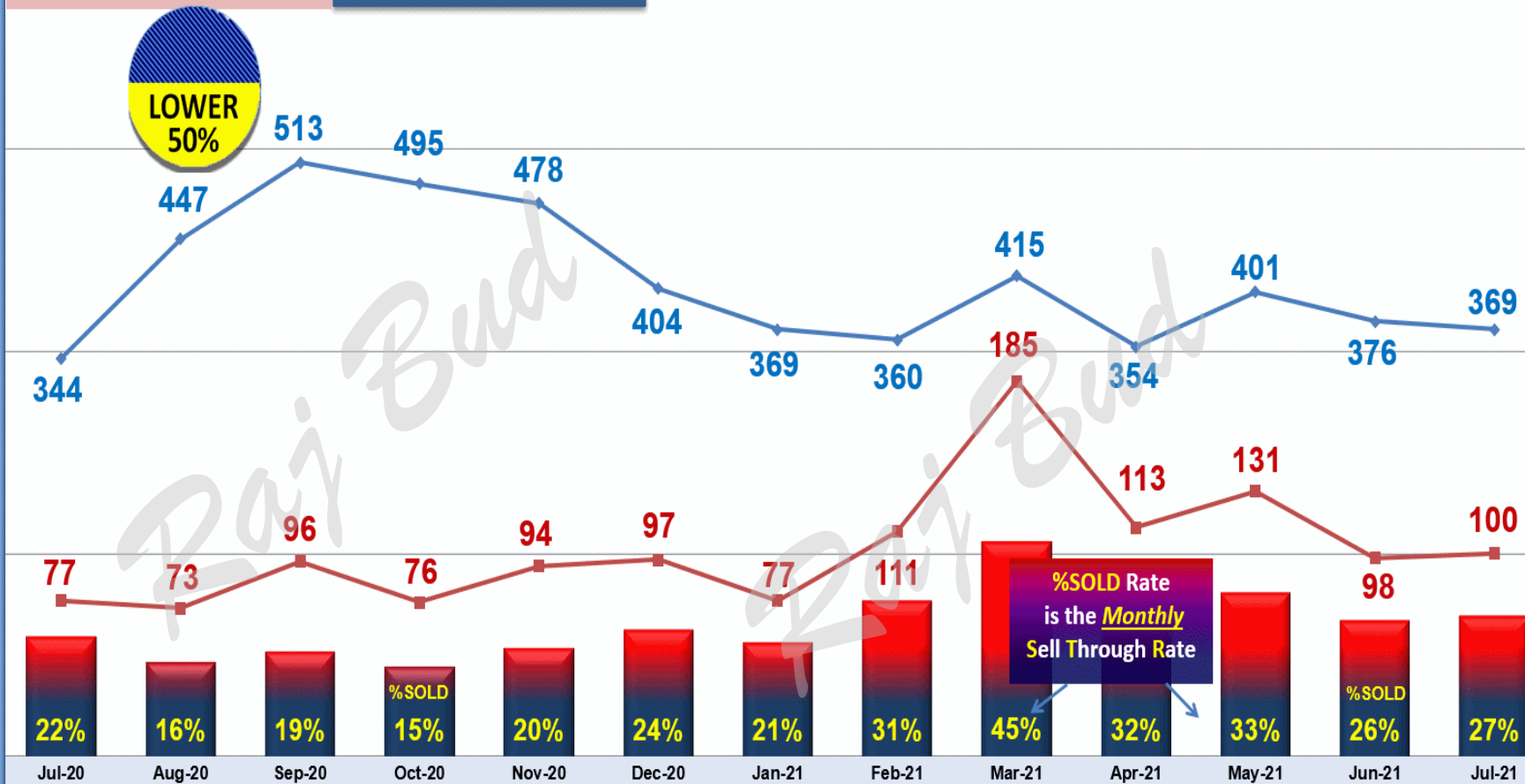


Attached



LOWER 50%

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

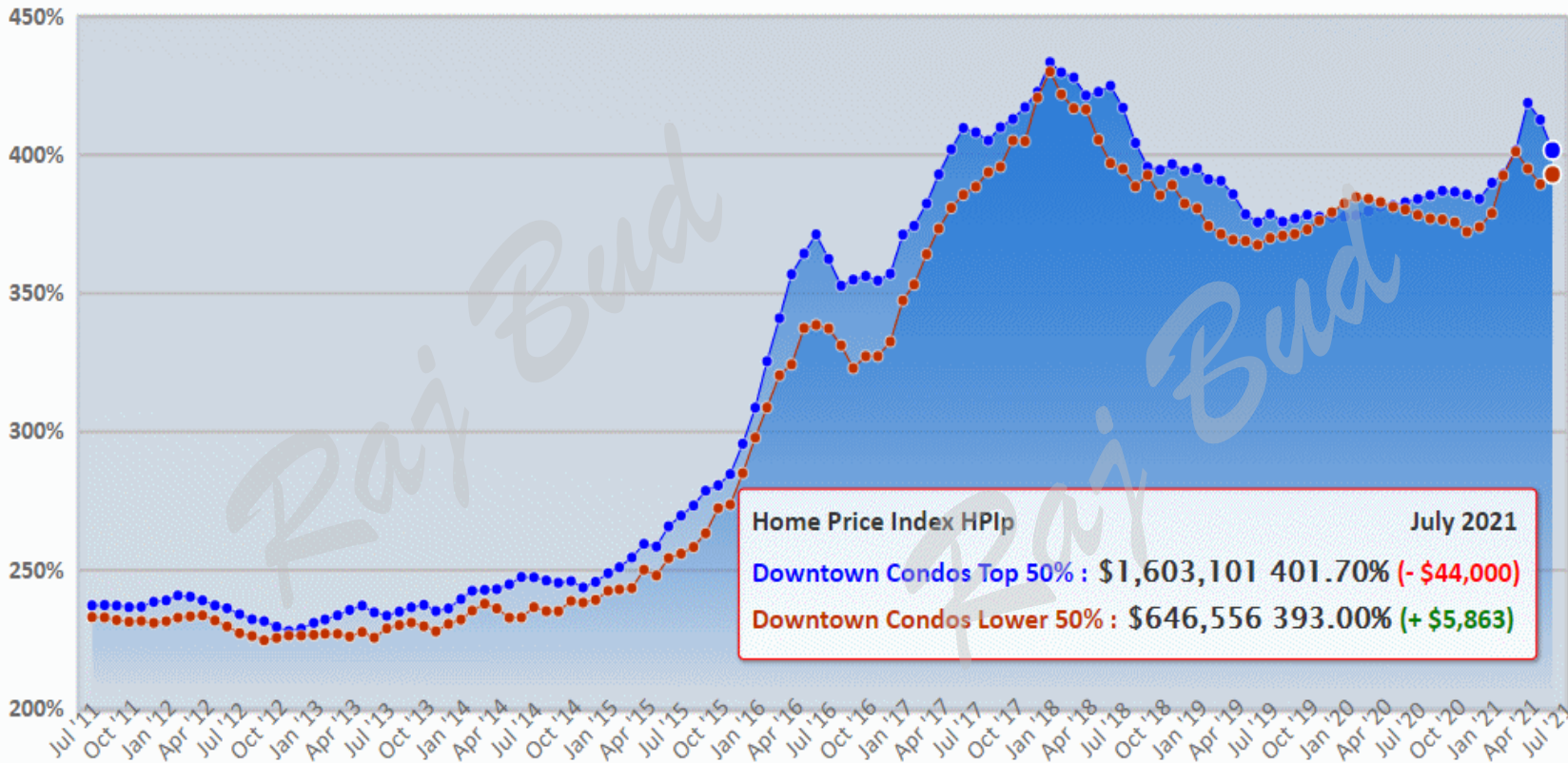


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Downtown Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Downtown Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly

Date	Value
Jul 2021	% 401.70
Jun 2021	% 412.70
May 2021	% 418.80
Apr 2021	% 401.70
Mar 2021	% 393.20
Feb 2021	% 389.90
Jan 2021	% 384.10
Dec 2020	% 385.70
Nov 2020	% 386.70
Oct 2020	% 387.00
Sep 2020	% 385.50
Aug 2020	% 384.10

*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.
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Vancouver Market Reports

Statistics, on the Web!

attached homes

Market Analysis and Forecasting Aug 1/21 East Vancouver

Raj Bud, MBA



Personal Real Estate Corporation

East Vancouver Sub areas Statistics - July 2021

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD
Champlain Heights	15	4	6	101%	\$8,500	26.7%
Collingwood Van. East	172	39	21	99%	-\$10,000	22.7%
Downtown VE	60	12	7	98%	-\$21,000	20.0%
Fraser VE	43	8	8	101%	\$6,050	18.6%
Fraserview VE	7	1	6	111%	\$86,000	14.3%
Grandview VE	58	17	22	100%	\$0	29.3%
Hastings	33	11	7	99%	-\$5,000	33.3%
Hastings East	173	42	9	98%	-\$9,999	24.3%
Killarney VE	36	4	25	97%	-\$14,000	11.1%
Knight	30	8	8	101%	\$20,000	26.7%
Main	14	2	19	99%	-\$3,500	14.3%
Mount Pleasant VE	184	48	9	99%	-\$9,000	26.1%
Renfrew VE	27	2	29	93%	-\$32,000	7.4%
Renfrew Heights	13	2	80	98%	-\$28,286	15.4%
South Vancouver	29	4	37	98%	-\$12,450	13.8%
Victoria VE	39	10	10	100%	\$1,000	25.6%
Total Activity	933	214	11	99%	-\$8,000	23%

East Vancouver List Price Ranges Statistics - July 2021

Home Price Range	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD
\$0-\$475,000	61	16	13	99%	-\$4,900	26.2%
\$475,001-\$530,000	89	25	8	100%	\$0	28.1%
\$530,001-\$590,000	81	27	7	98%	-\$9,999	33.3%
\$590,001-\$685,000	100	31	15	100%	\$0	31.0%
\$685,001-\$800,00	141	36	10	99%	-\$3,900	25.5%
\$800,001-\$975,000	136	26	20	98%	-\$15,950	19.1%
\$975,001-\$1,250,000	140	28	8	99%	-\$6,500	20.0%
\$1,250,001 and more	185	25	14	98%	-\$34,715	13.5%
Total Activity	933	214	11	99%	-\$8,000	23%

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change
Total Listings** (A,S,T,C,X)	894	946	933		-13
Active Listings (1st of the month)	624	612	553	598	45
Solds	199	293	214		-79
DOM	12	8	11		3
% SOLD (Sales/ Listings /mthly rate)	900%	31%	23%		-8%
Condos (Top 50%) Home Price Index HPIp	\$725,997	\$791,794	\$782,101		-\$9,693
Condos (Lower 50%) Home Price Index HPIp	\$462,966	\$502,100	\$497,711		-\$4,389
Twnhs (Top 50%) Home Price Index HPIp	\$1,046,100	\$1,222,923	\$1,197,101		-\$25,822
Twnhs (Lower 50%) Home Price Index HPIp	\$677,693	\$785,100	\$786,936		\$1,836

*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.

Aug 1 2021 East Vancouver Market Update (Attached)

Current: East Vancouver has a Seller Market with **23 %SOLD** rate and a 99% Sell/List Ratio. (This means an average of a \$8,000 Discount on a sale from the original list price)
Most Active Range: Homes between \$530,000 - \$590,000 have **33.3 %SOLD** rate.
Least Active Range: Homes above \$1.25 mill. have **13.5 %SOLD** rate.

History: East Vancouver's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$56,104.
East Vancouver's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$34,745.
East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$151,001.
East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$109,243.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The last month listing inventory 4% more than the same month last year. There were less active listings compared to last month. We project East Vancouver continued to be a Seller Market.

July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months.

Currently, Condos has now 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.

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

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produced for: **Raj Bud**

Vancouver Market Reports

Statistics, on the Web!

attached homes

Raj Bud, MBA



Market Analysis and Forecasting

Aug 1/21 East Vancouver

Personal Real Estate Corporation

Attached Townhomes/ Condos

East Vancouver

Total Listings, Sales, and %SOLD rates

Sales / Listings

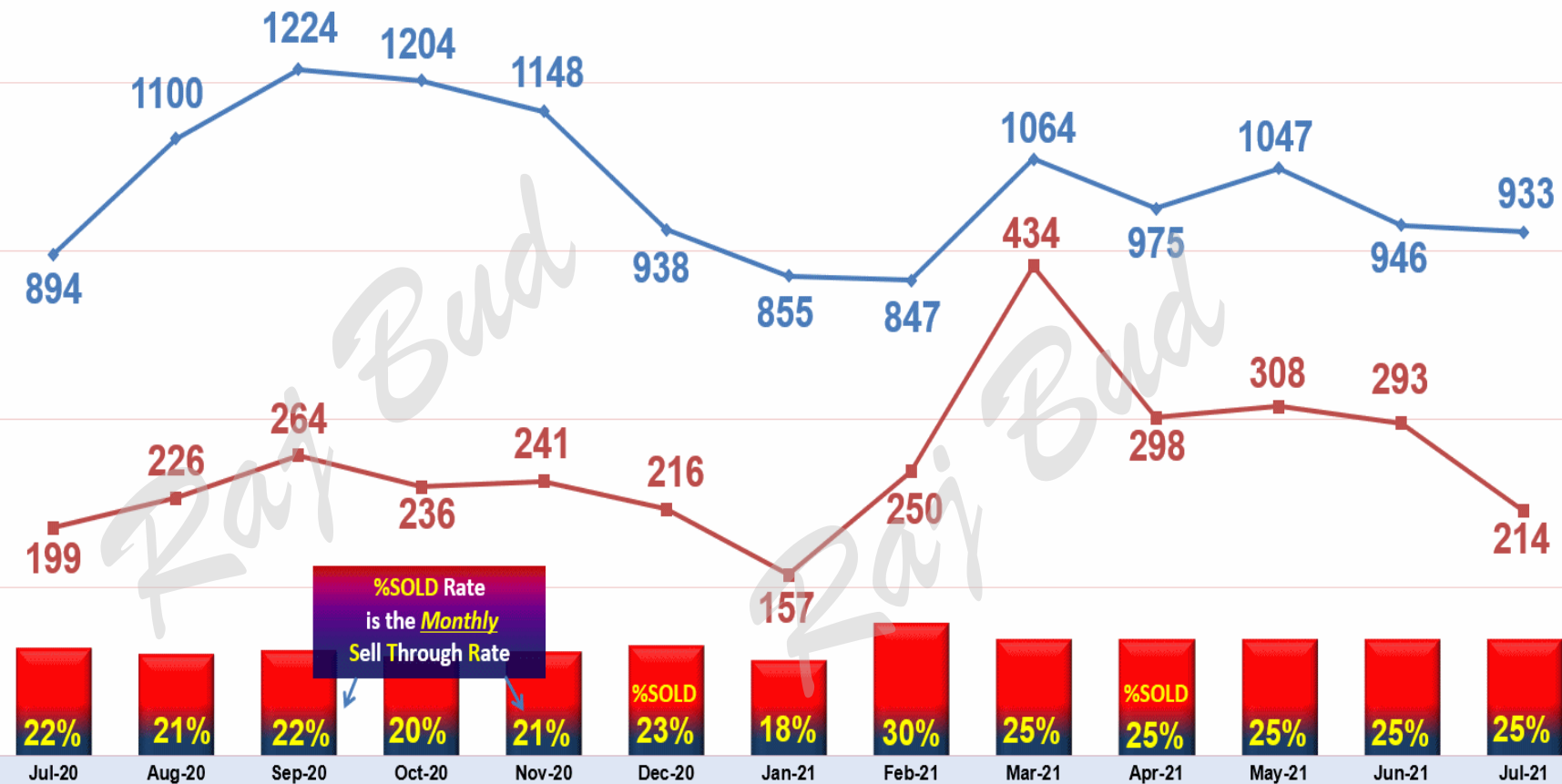
Monthly Totals



Attached

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

◆ Total Listings ■ Sales



%SOLD Rate is the Monthly Sell Through Rate

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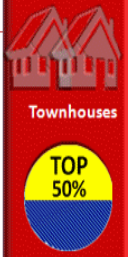
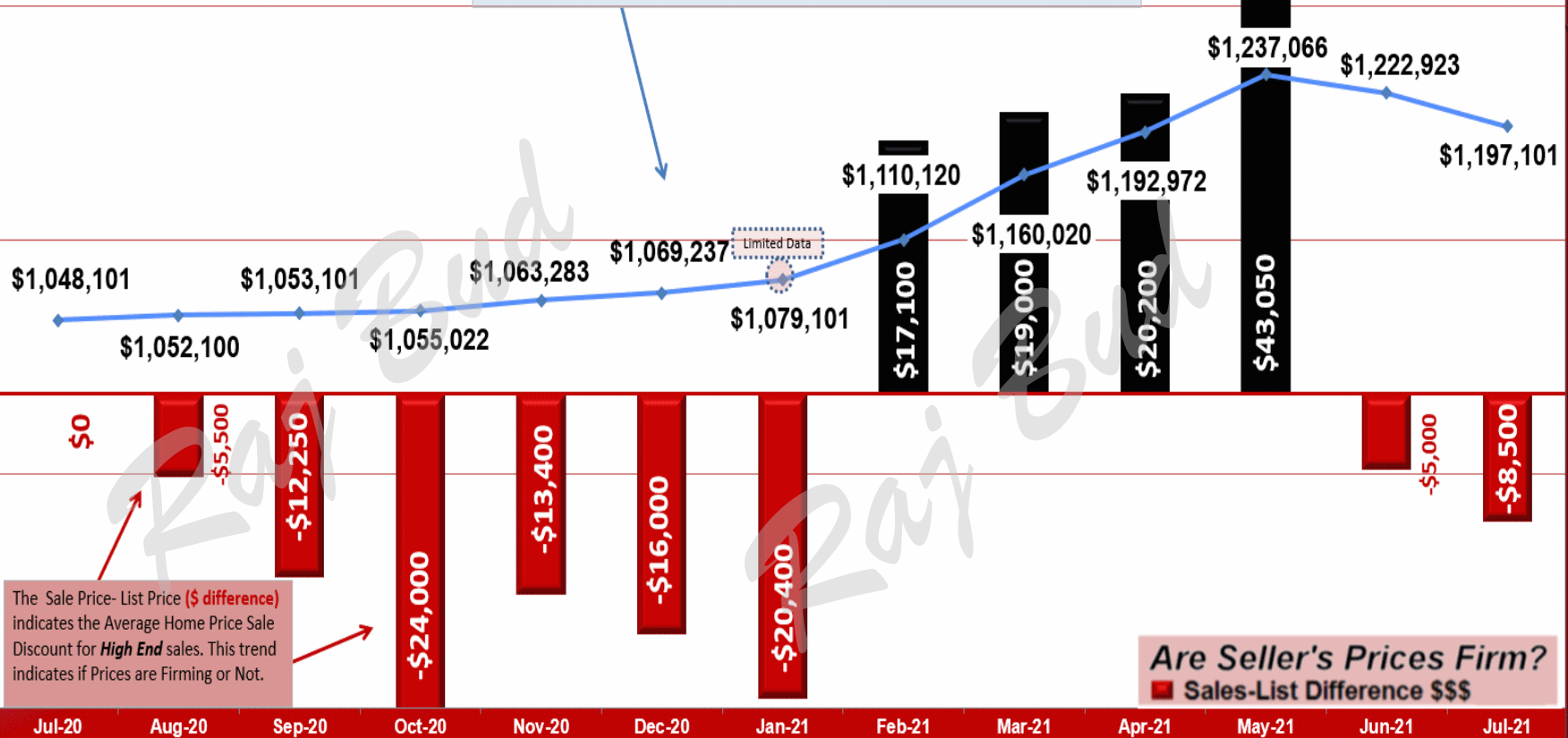
Attached East Vancouver Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.

(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



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

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



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

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

*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.

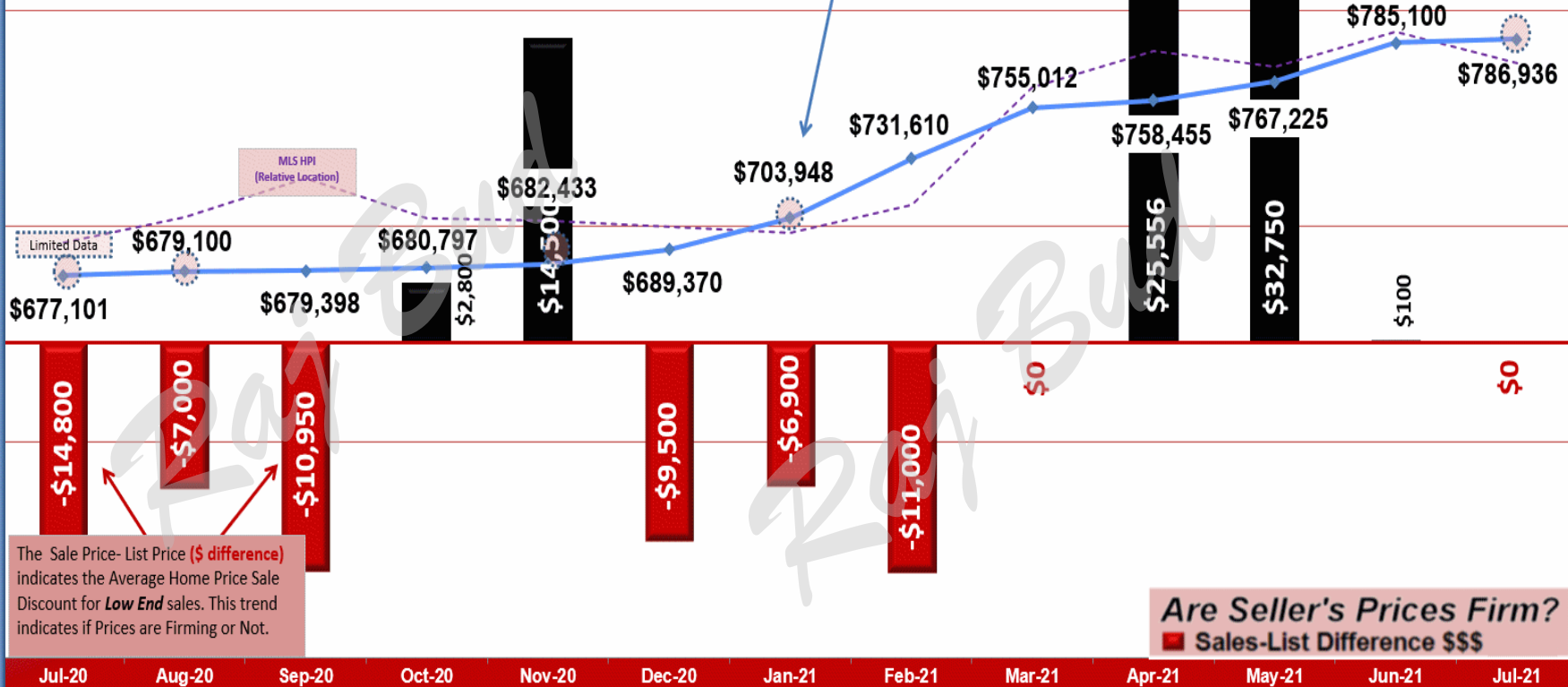
Attached East Vancouver Townhouse Home Price Index HPIp (Lower 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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 change.)



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 \$\$\$



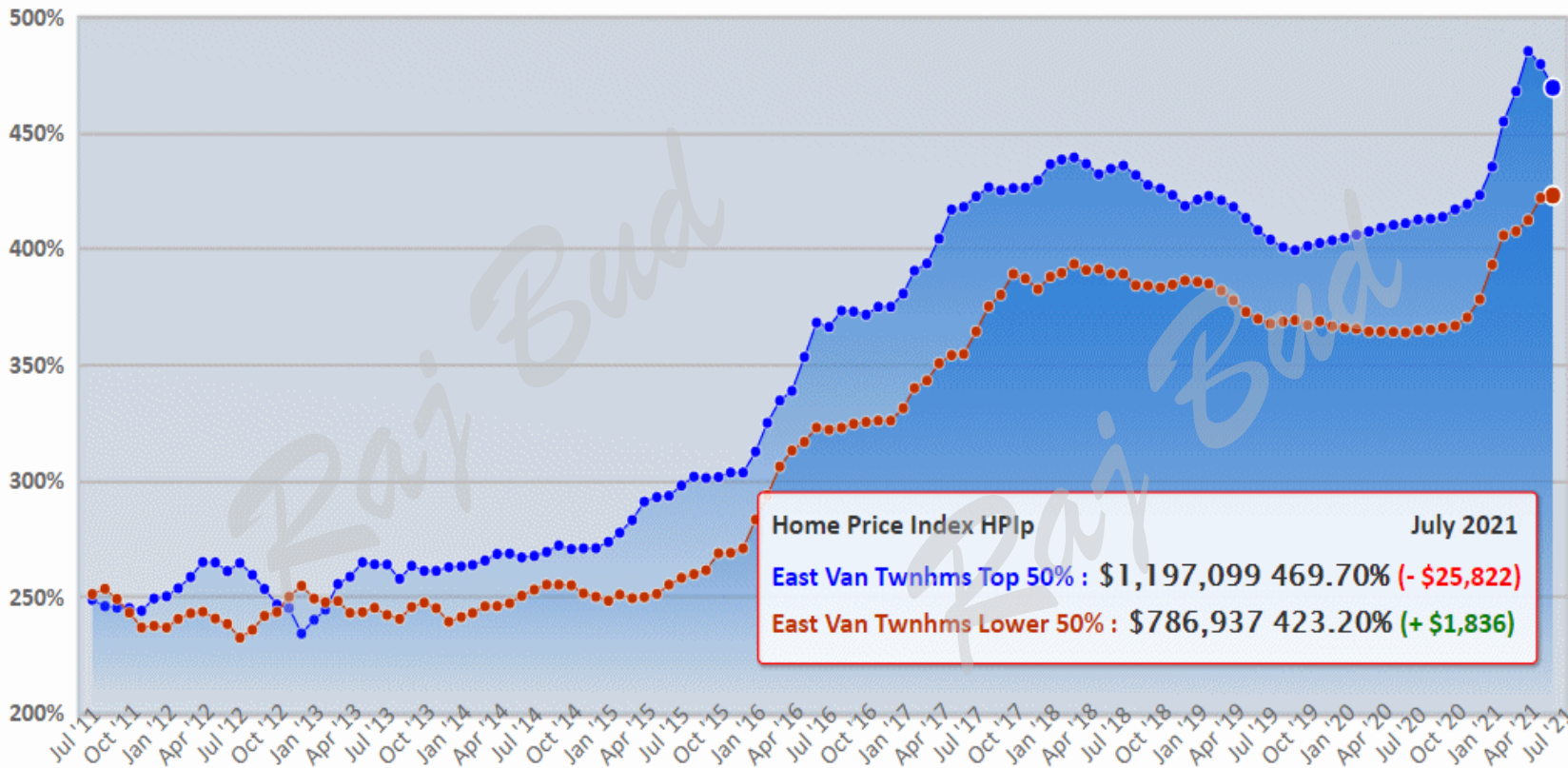
Sales Discount \$\$
Sale Price - Original List Price (\$ \$ difference)

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East Van Twnhms Top 50% : ■ HPI ■ Forecast+ ■ Forecast-
 East Van Twnhms Lower 50% : ■ HPI ■ Forecast+ ■ Forecast-



Monthly Home values	
Date	Value
Jul 2021	% 469.70
Jun 2021	% 479.80
May 2021	% 485.40
Apr 2021	% 468.10
Mar 2021	% 455.10
Feb 2021	% 435.60
Jan 2021	% 423.40
Dec 2020	% 419.50
Nov 2020	% 417.20
Oct 2020	% 414.00
Sep 2020	% 413.20
Aug 2020	% 412.80

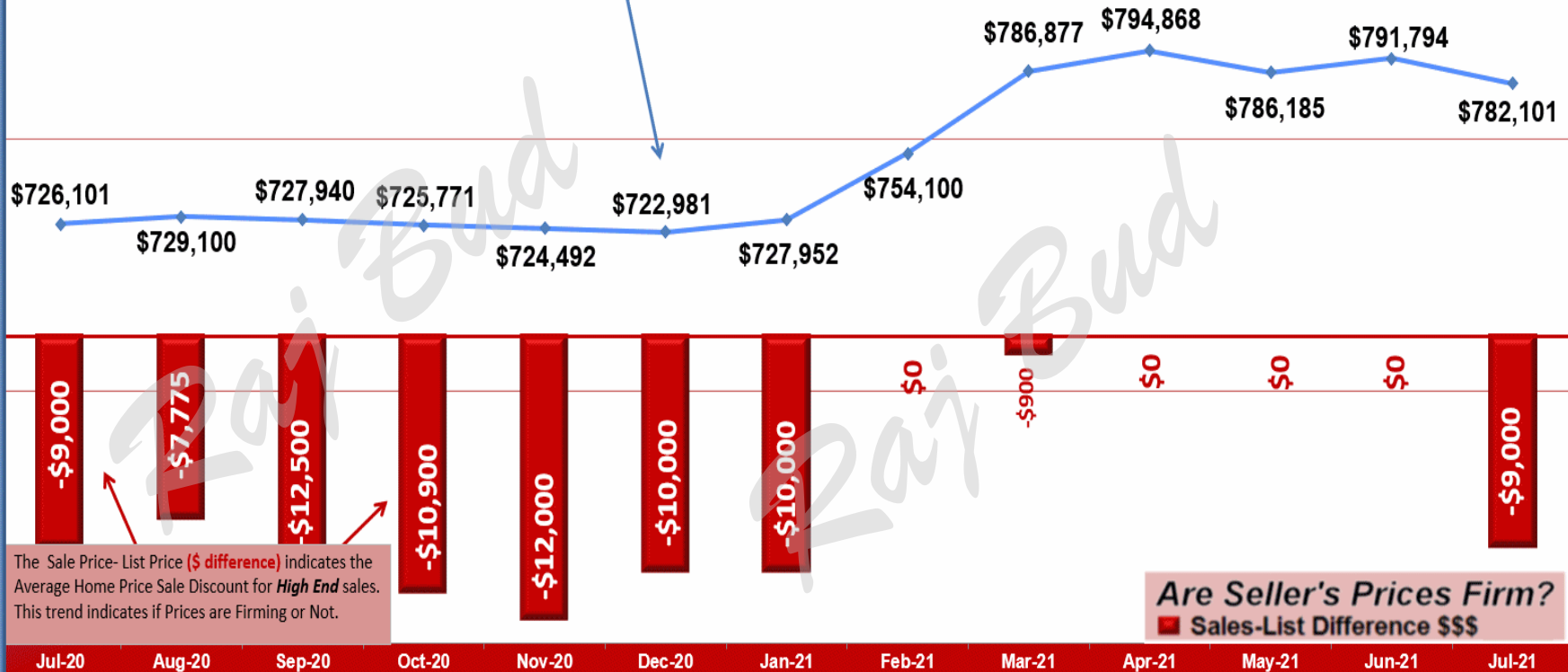
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Attached East Vancouver Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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



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



Condominiums

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 \$\$\$



Condominiums



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

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Attached East Vancouver 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

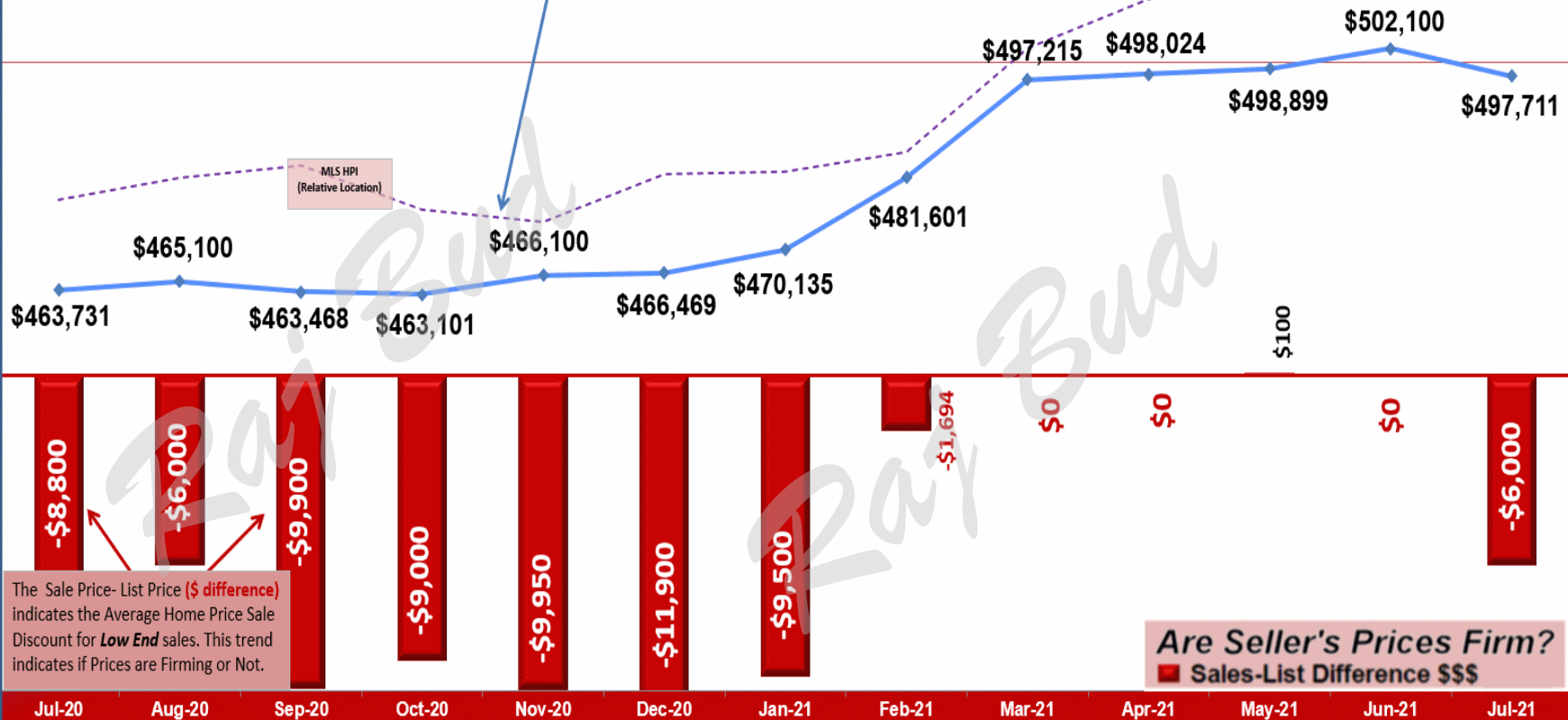
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index - HPIp (Lower 50%)

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.

(Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)



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



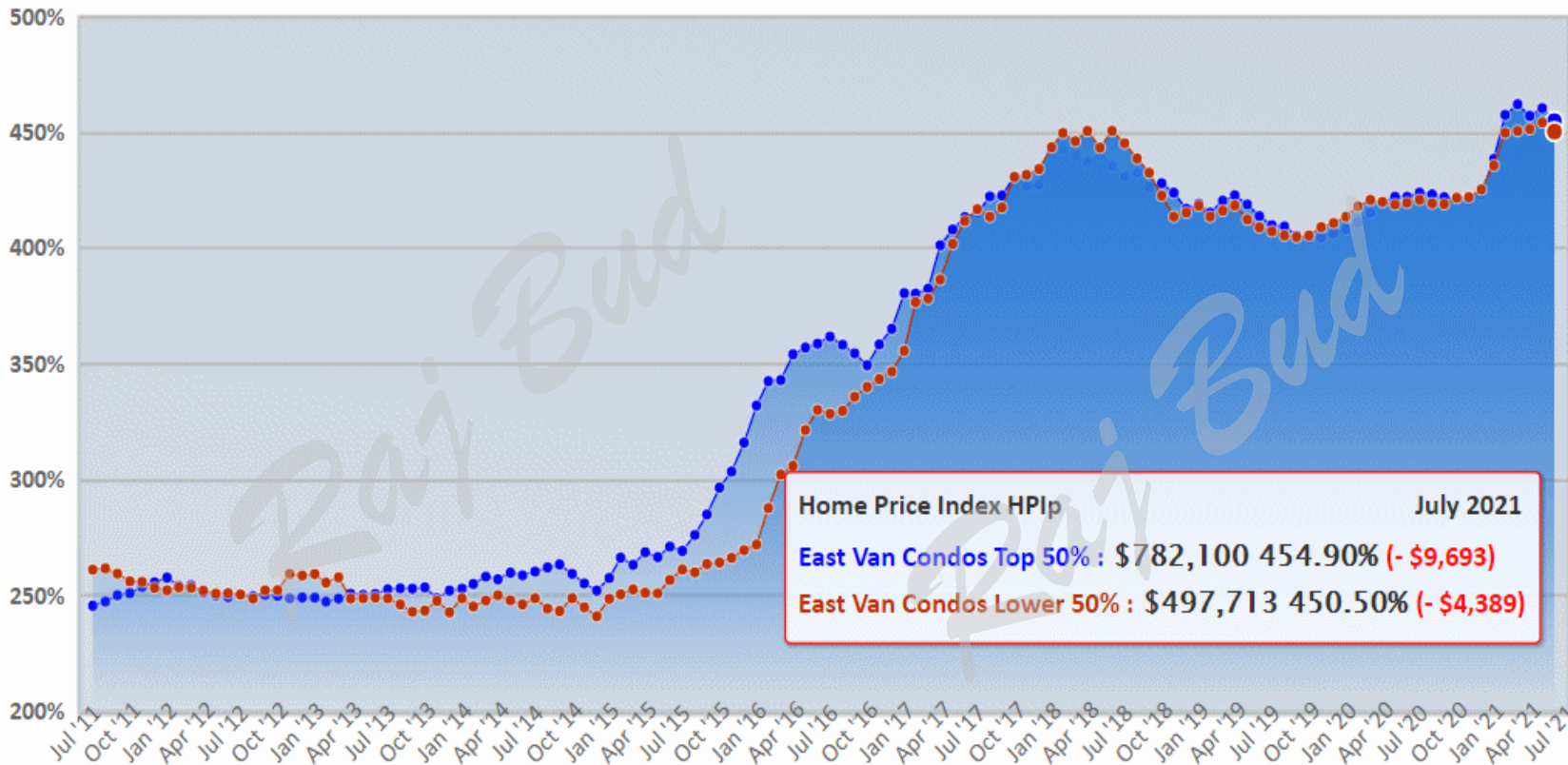
Sales Discount \$\$
 Sale Price - Original List Price (\$\$ difference)

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East Van Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 East Van Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jul 2021	% 454.90
Jun 2021	% 460.60
May 2021	% 457.30
Apr 2021	% 462.30
Mar 2021	% 457.70
Feb 2021	% 438.60
Jan 2021	% 423.40
Dec 2020	% 420.50
Nov 2020	% 421.40
Oct 2020	% 422.20
Sep 2020	% 423.40
Aug 2020	% 424.10

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Vancouver Market Reports

Statistics, on the Web!

attached homes

Raj Bud, MBA



Market Analysis and Forecasting

Aug 1/21 Burnaby

Personal Real Estate Corporation

Burnaby Sub areas Statistics - July 2021

Attached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Brentwood Park	276	61	11	99%	-\$5,000	22%
Cariboo	23	6	17	99%	-\$6,850	26%
Central BN	46	10	31	98%	-\$7,650	22%
Capitol Hill BN	9	1	16	110%	\$142,000	11%
Forest Hills BS	14	8	12	104%	\$33,100	57%
Government Road	29	14	8	99%	-\$6,450	48%
Lake City Industrial	0	0				0%
Montecito	8	1	42	99%	-\$8,000	13%
Parkcrest	6	2	2	97%	-\$13,900	33%
Sperling-Duthie	6	1	15	101%	\$18,000	17%
Simon Fraser Univer.	90	19	23	97%	-\$14,800	21%
Sullivan Heights	32	13	8	99%	-\$3,800	41%
Simon Fraser Hills	9	4	13	104%	\$24,050	44%
Vancouver Heights	16	3	19	102%	\$16,200	19%
Willingdon Heights	18	7	28	98%	-\$10,000	39%
Westridge BN	1	0				0%
Big Bend	2	0				0%
Burnaby Hospital	8	4	13	100%	-\$6,500	50%
Buckingham Heights	1	0				0%
Burnaby Lake	17	8	12	102%	\$18,050	47%
Central Park BS	47	12	7	100%	\$0	26%
Deer Lake	0	0				0%
Forest Glen BS	68	9	23	100%	\$0	13%
Greentree Village	5	2	13	100%	\$0	40%
Highgate	3	2	9	99%	-\$9,500	67%
Metrotown	95	34	13	99%	-\$8,500	36%
Oaklands	301	71	20	99%	-\$5,800	24%
Suncrest	7	2	6	97%	-\$18,900	29%
South Slope	64	14	23	100%	-\$1,500	22%
Upper Deer Lake	5	1	7	100%	-\$6,500	20%
Total Activity	1206	309	14	99%	-\$5,000	26%

Burnaby List Price Ranges Statistics - July 2021

Attached

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$450,000	63	26	19	99%	-\$5,500	41.3%
\$450,001-\$520,000	102	27	11	99%	-\$6,000	26.5%
\$520,001-\$595,000	121	46	11	99%	-\$5,500	38.0%
\$595,001-\$650,000	143	34	8	100%	\$0	23.8%
\$650,001-\$745,000	185	52	13	99%	-\$4,900	28.1%
\$745,001-\$840,000	136	37	19	99%	-\$4,000	27.2%
\$840,001-\$1,000,000	250	48	15	99%	-\$9,022	19.2%
\$1,000,001 and more	206	39	23	100%	-\$6,500	18.9%
Total Activity	1206	309	14	99%	-\$5,000	26%

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change
Total Listings (A.S.T.C.X)	927	1164	1206		42
Active Listings (1st of the month)	735	799	690	774	84
Solds	168	339	309		-30
DOM	17	11	1		-10
%SOLD (Sales/ Listings /mthly rate)	18%	29%	26%		-4%
Condos (Top 50%) Home Price Index HPIp	\$691,708	\$753,101	\$755,100		\$1,999
Condos (Lower 50%) Home Price Index HPIp	\$454,504	\$495,744	\$493,515		-\$2,229
Twnhs (Top 50%) Home Price Index HPIp	\$851,196	\$998,335	\$1,001,866		\$3,531
Twnhs (Lower 50%) Home Price Index HPIp	\$586,593	\$660,101	\$652,694		-\$7,407

Aug 1 2021 Burnaby Market Update (attached)

Current: Burnaby's Residential Attached housing market is in a Seller Market with a **26 %SOLD** rate and a 99% Sell/List Ratio. (This means that there is an average of 50 Discount on a sale for the orig list price)

Most Active Range: Homes below \$450,000 have **41.3 %SOLD** rate.

Least Active Range: Homes above \$1.0 mill. have **18.9 %SOLD** rate.

History:

The Burnaby's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$63,392.

The Burnaby's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$39,012.

The Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$150,670.

The Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$66,101.

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

Forecast:

Listing inventory levels is 23% more than same month last year. The Active Listings show a decrease by 84 count and so a decrease can be seen on SOLD next month.

July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months.

Currently, Condos has now 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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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.

produced for: **Raj Bud**

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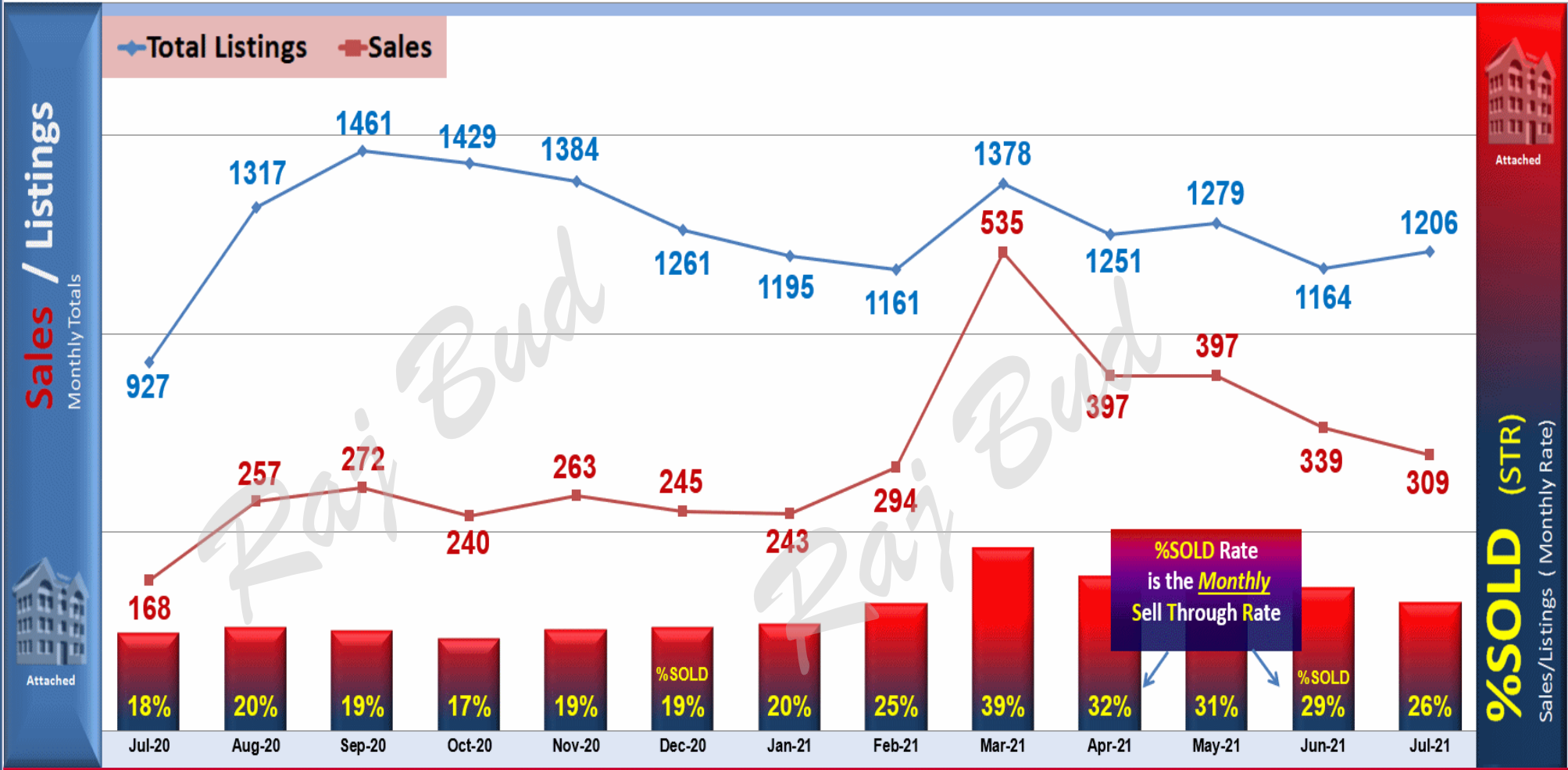
Vancouver, Burnaby, New West, North Surrey

raj@rajbud.net

T:604-875-8430

Attached Townhomes/ Condos

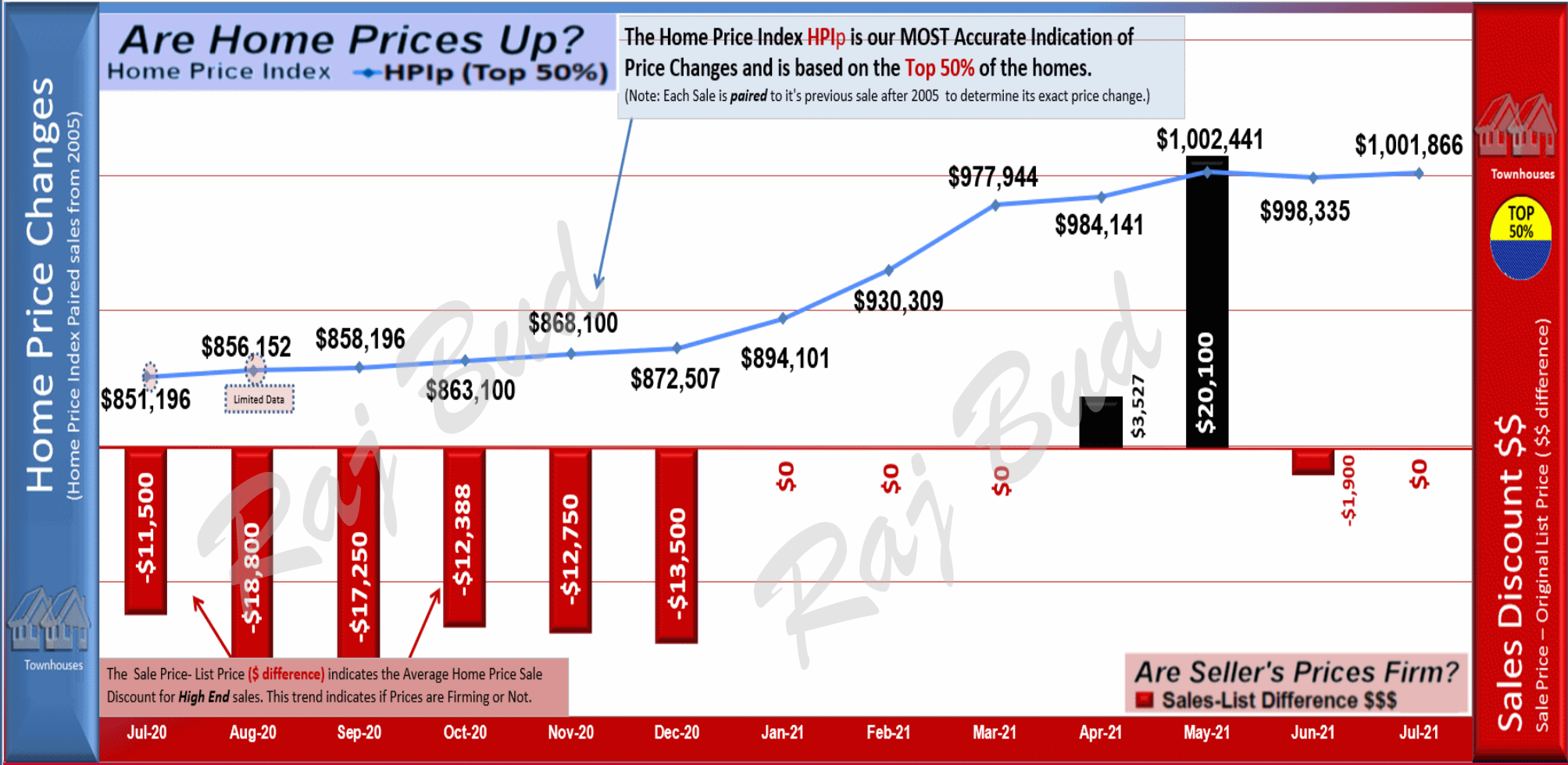
Burnaby Total Listings, Sales, and %SOLD rates



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Attached

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



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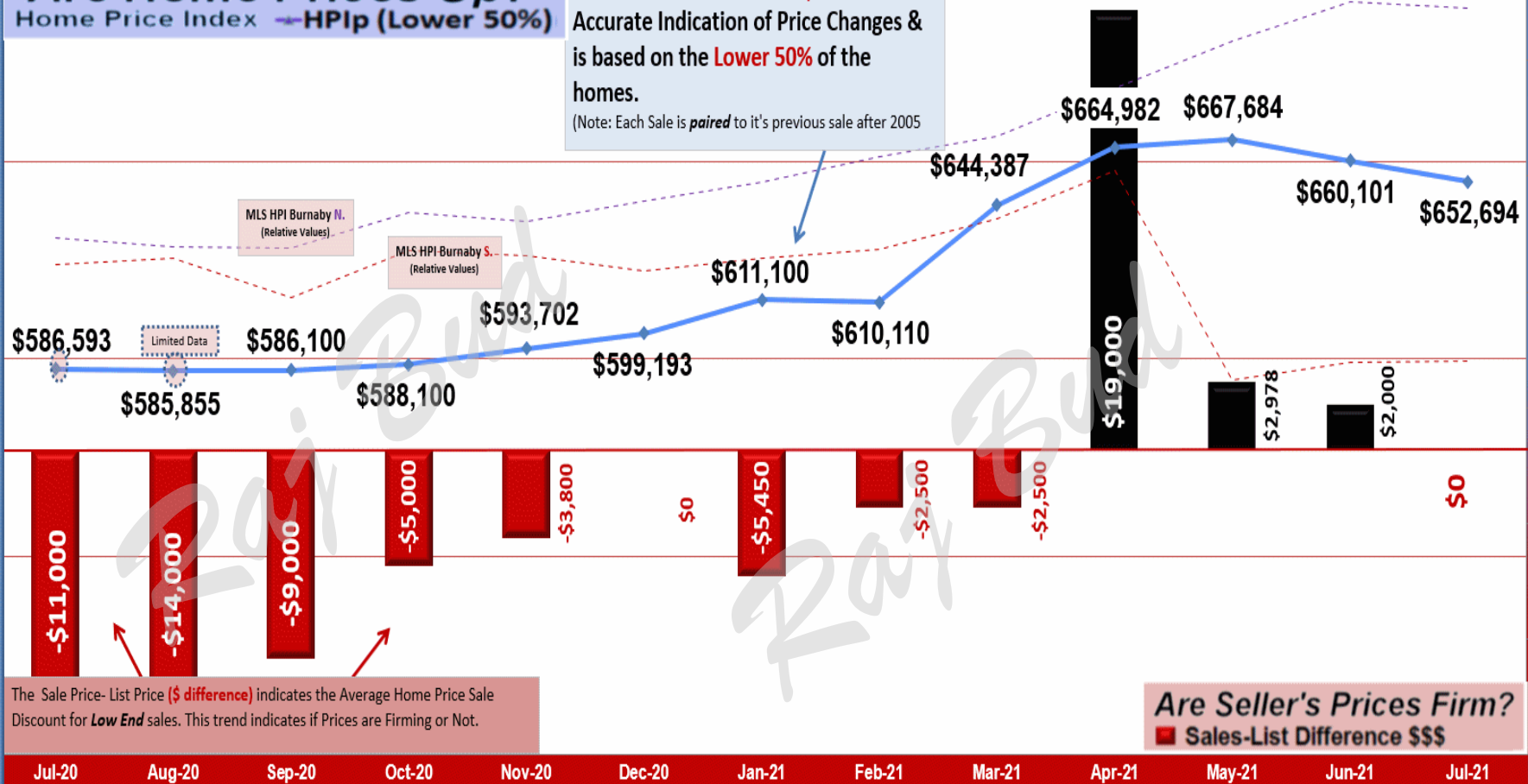
Attached

Burnaby 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)

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

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes & is based on the Lower 50% of the homes.
(Note: Each Sale is paired to it's previous sale after 2005)

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



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

Are Seller's Prices Firm?

█ Sales-List Difference \$\$\$



Townhouses



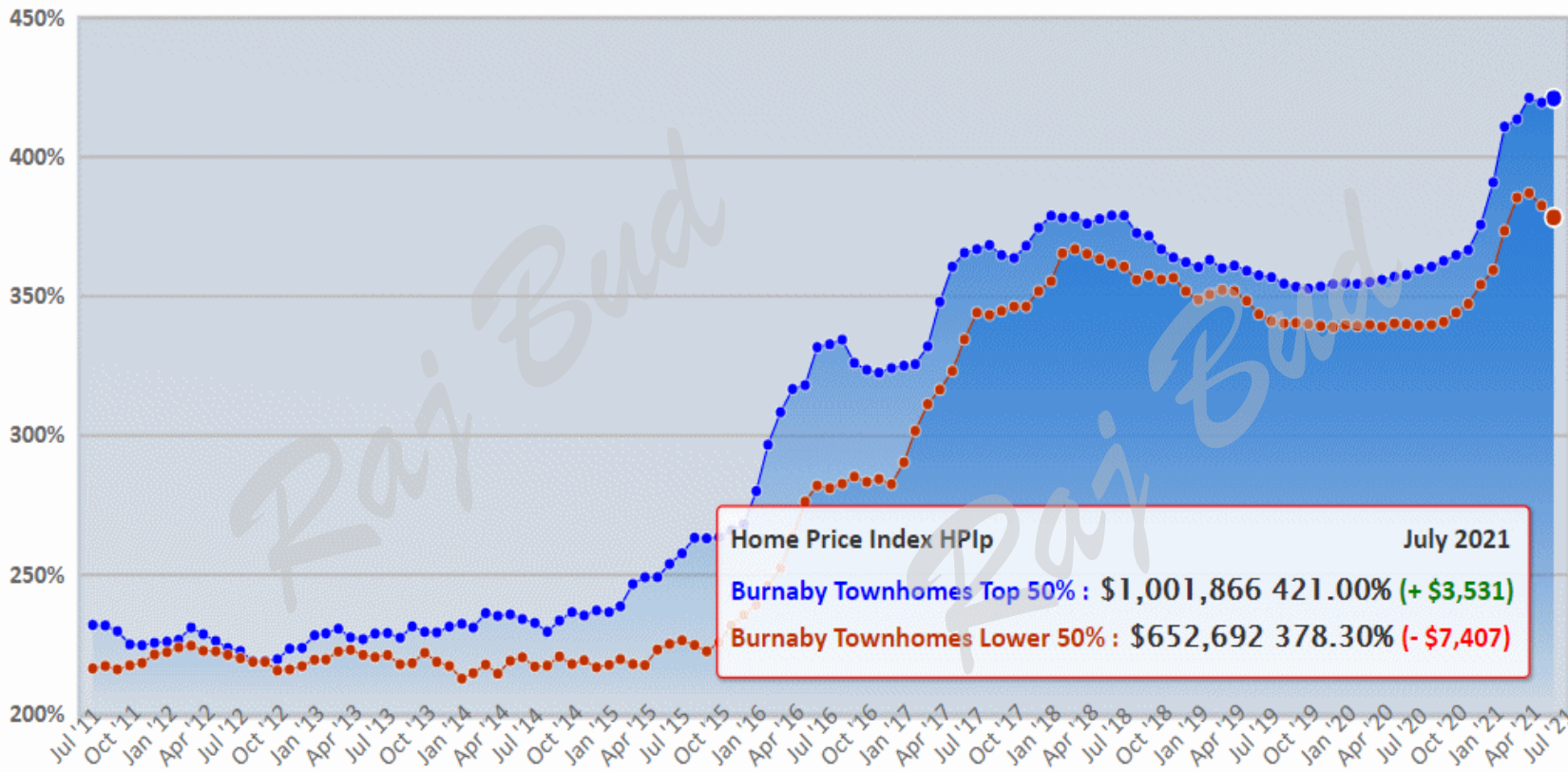
Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jul 2021	% 421.00
Jun 2021	% 419.50
May 2021	% 421.20
Apr 2021	% 413.50
Mar 2021	% 410.90
Feb 2021	% 390.90
Jan 2021	% 375.70
Dec 2020	% 366.60
Nov 2020	% 364.80
Oct 2020	% 362.70
Sep 2020	% 360.60
Aug 2020	% 359.70

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Attached

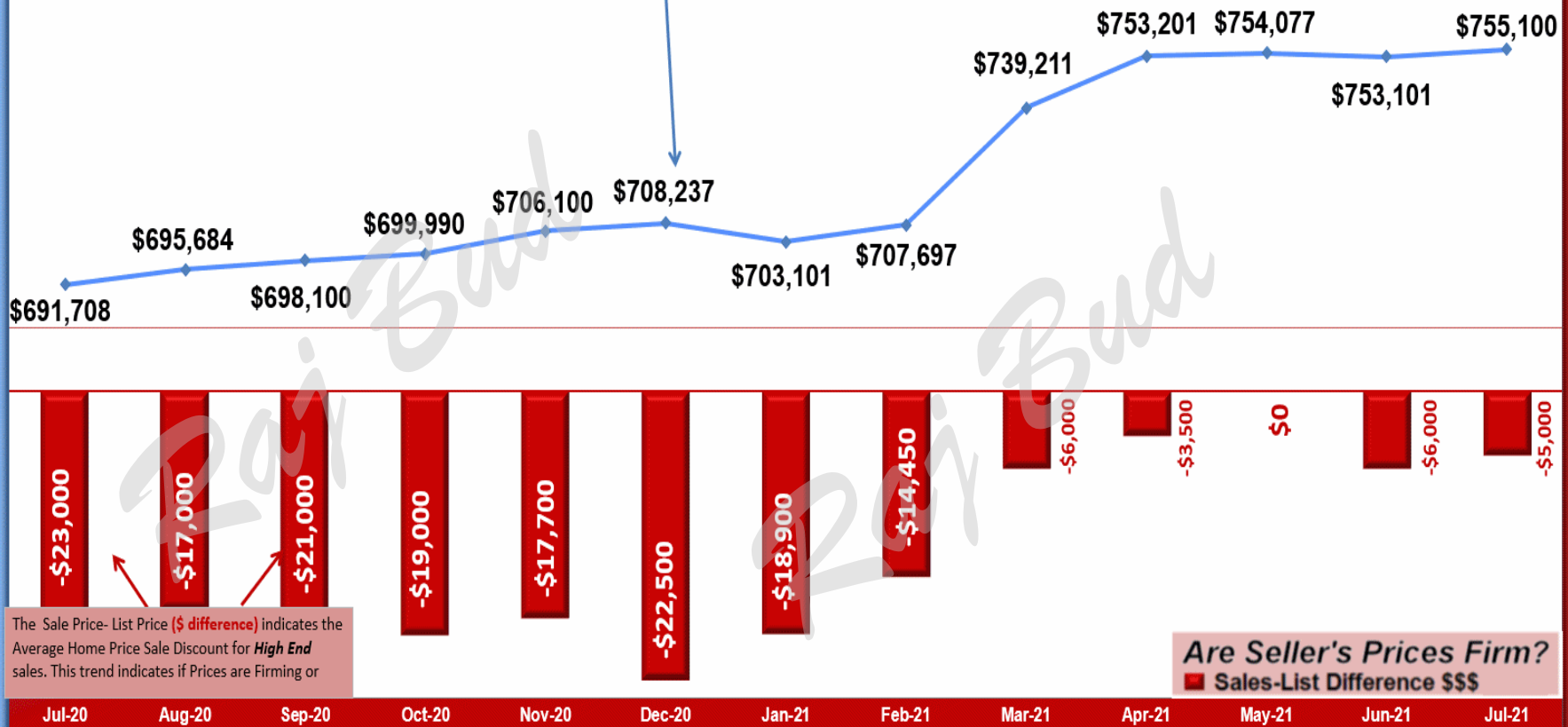
Burnaby Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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)



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



Condominiums

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

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



Condominiums



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

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Vancouver Market Reports

Statistics, on the Web!

attached homes

Raj Bud, MBA



Market Analysis and Forecasting

Aug 1/21 Burnaby

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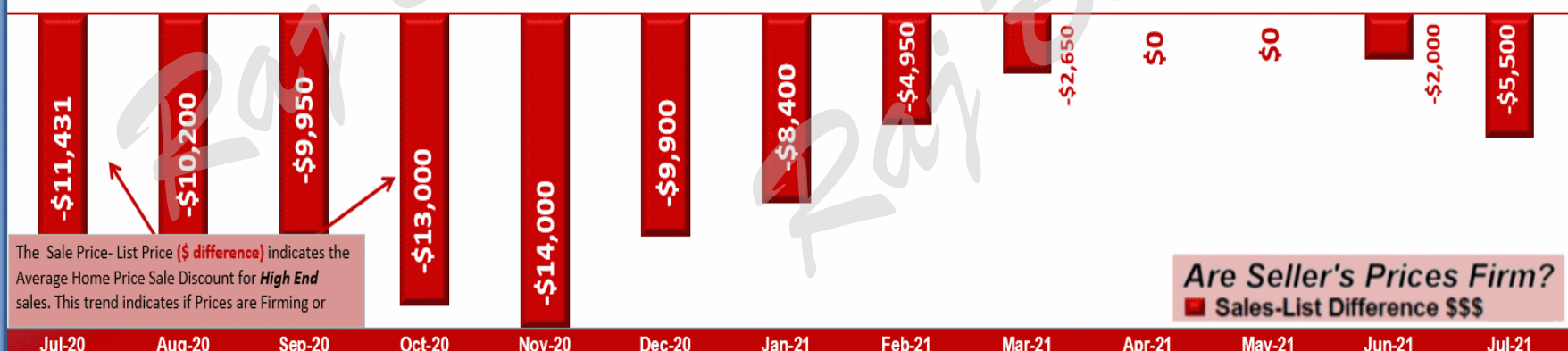
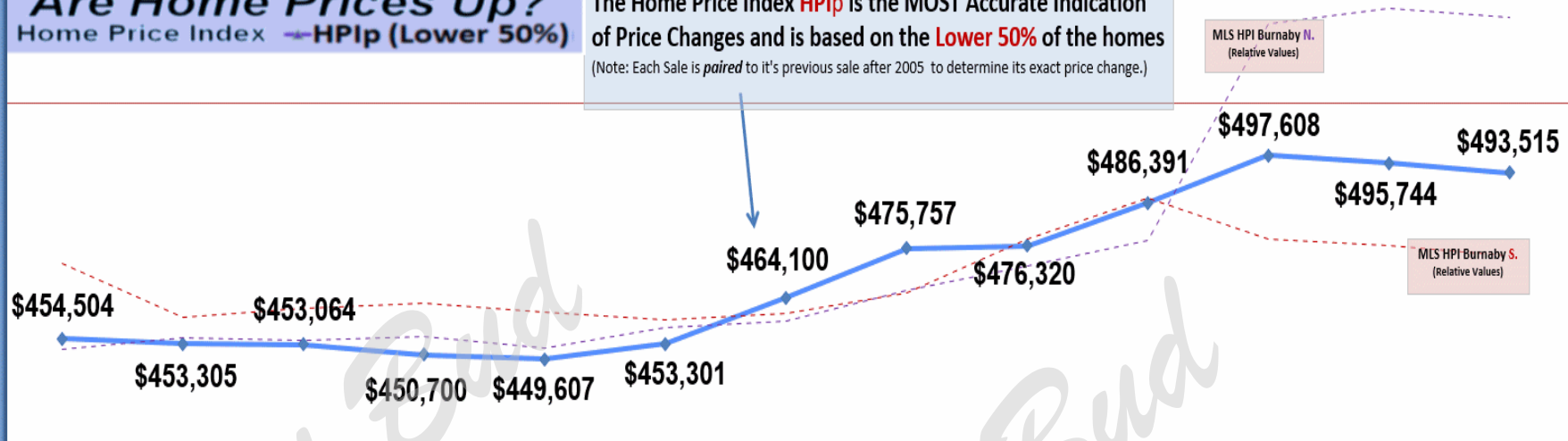
Attached

Burnaby **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%)

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



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

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



Condominiums



LOWER 50%

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.

produced for: **Raj Bud**

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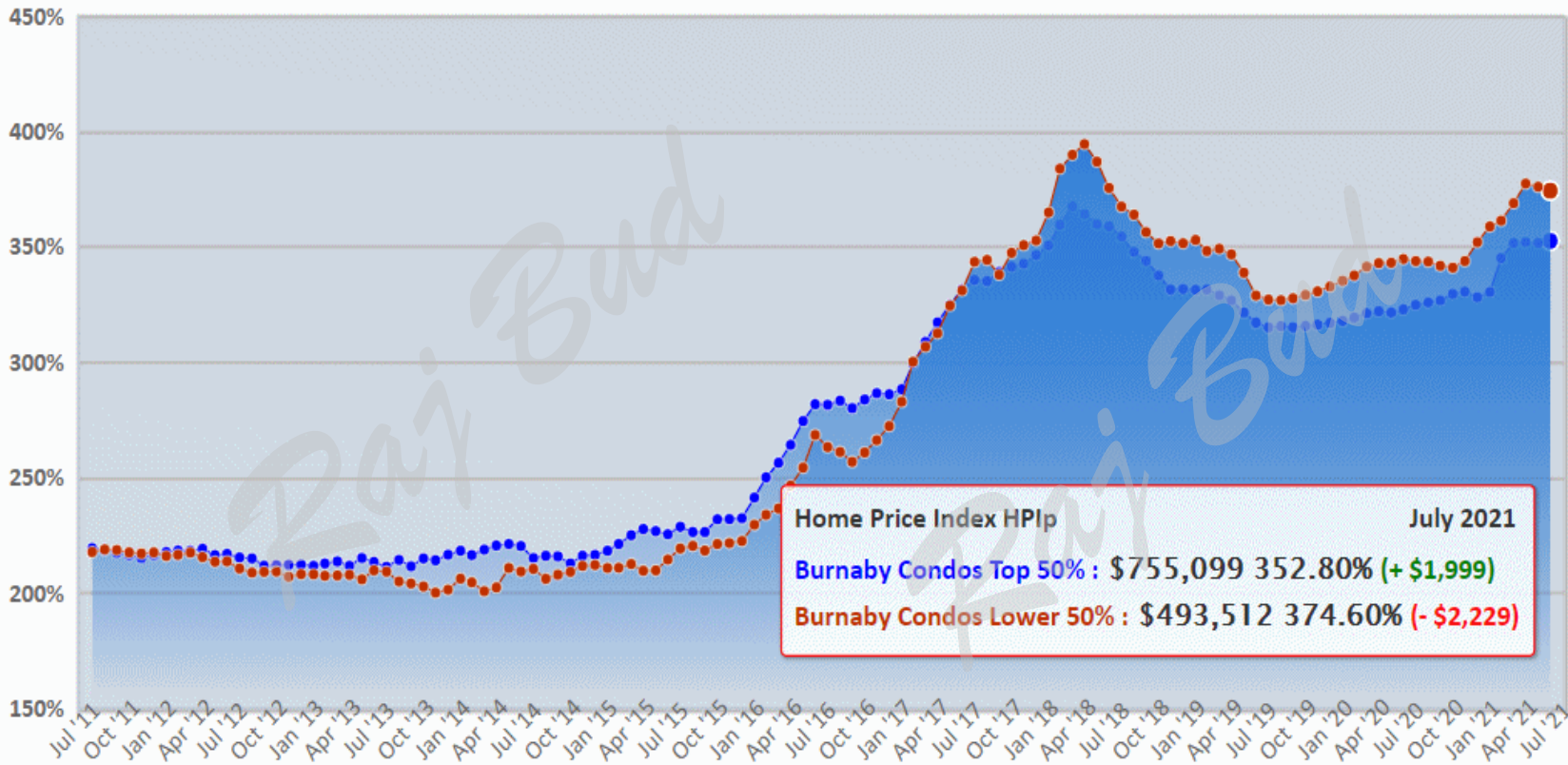
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Burnaby Condos Top 50% : **HPIp** Forecast+ Forecast-
 Burnaby Condos Lower 50% : **HPIp** Forecast+ Forecast-



Date	Value
Jul 2021	% 352.80
Jun 2021	% 351.90
May 2021	% 352.30
Apr 2021	% 351.90
Mar 2021	% 345.40
Feb 2021	% 330.70
Jan 2021	% 328.50
Dec 2020	% 330.90
Nov 2020	% 329.90
Oct 2020	% 327.10
Sep 2020	% 326.20
Aug 2020	% 325.10

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **all marketed listings /month.
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Vancouver Market Reports

Statistics, on the Web!

attached homes

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Market Analysis and Forecasting Aug 1/21 New West – E. Burnaby

Personal Real Estate Corporation

New West-East Burnaby Sub areas Statistics - July 2021

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
East Burnaby	9	3	57	97%	-\$22,900	33%
The Crest BE	5	2	25	98%	-\$20,000	40%
Edmonds BE	81	27	12	99%	-\$4,900	33%
Brunette	0	0				0%
Downtown NW	131	28	12	99%	-\$4,450	21%
Fraserview NW	46	22	9	99%	-\$3,700	48%
GlenBrooke North	14	5	4	100%	-\$900	36%
Moody Park	2	1	23	96%	-\$24,900	0%
Queensborough NW	53	18	8	100%	\$0	34%
Queens Park NW	0	0				0%
Quay NW	59	20	15	98%	-\$14,450	34%
Sapperton NW	28	9	17	99%	-\$8,000	32%
The Heights NW	1	0				0%
Uptown NW	100	26	7	100%	\$1	26%
West End NW	2	0				0%
Total Activity	531	161	11	99%	-\$4,900	30%

Aug 1 2021 New West - East Burnaby Market Update Attached Townhomes/ Condos

Current: New West - East Burnaby's Residential Attached housing market is a Seller Market with a **30 %SOLD** Rate.

(This means 30 homes out of 100 sold with average sales-list difference of \$4,900)

Most Active Price Range: Attached Homes between \$480,000 - \$525,000 have **40.8 % SOLD** rate.

Least Active Price Range: Attached Homes between \$735,000 - \$875,000 have **22.1 %SOLD** rate.

History: The New West - E. Burnaby's **Condos** Year-To-Date Home Price

Index **HPIp (Upper 50%)** shows that prices increased \$48,645.

The New West - E. Burnaby's **Condos** Year-To-Date Home Price

Index **HPIp (Lower 50%)** shows that prices increased \$48,544.

The New West - E. Burnaby's **Townhouses** Year-To-Date Home Price

Index **HPIp (Upper 50%)** shows that prices increased \$177,642.

The New West - E. Burnaby's **Townhouses** Year-To-Date Home Price

Index **HPIp (Lower 50%)** shows that prices increased \$81,601.

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

Analytical Methods: The New West - E. Burnaby 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 **New West - E. Burnaby HPIp Upper 50%** representing the higher end sales and the **New West - E. Burnaby 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.

New West - East Burnaby List Price Ranges Statistics - July 2021

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	47	17	10	99%	-\$4,000	36.2%
\$400,001-\$480,000	32	13	18	99%	-\$4,900	40.6%
\$480,001-\$525,000	49	20	6	100%	-\$1,950	40.8%
\$525,001-\$580,000	63	19	17	98%	-\$13,000	30.2%
\$580,001-\$650,000	81	29	8	102%	\$10,100	35.8%
\$650,001-\$735,000	63	18	19	98%	-\$14,000	28.6%
\$735,001-\$875,000	86	19	8	99%	-\$4,900	22.1%
\$875,001 and more	110	26	18	99%	-\$9,000	23.6%
Total Activity	531	161	11	99%	-\$4,900	30%

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change
Total Listings** (A,S,T,C,X)	558	551	531		-20
Active Listings (1st of the Month)	423	334	321	330	9
Solds	150	170	161		-9
Days on Market (DOM)	14	11	11		1
% SOLD (Sales/Listings/Mthly Rate)	27%	31%	30%		-0.5%
Condos (Upper 50%) Home Price Index HPIp	\$561,076	\$616,024	\$609,721		-\$6,302
Condos (Lower 50%) Home Price Index HPIp	\$369,926	\$420,100	\$418,469		-\$1,631
Twnhs (Upper 50%) Home Price Index HPIp	\$842,910	\$1,019,844	\$1,020,552		\$708
Twnhs (Lower 50%) Home Price Index HPIp	\$558,101	\$638,090	\$639,702		\$1,611

Forecast: The Total Listing Inventories were 5% less than the month last year. Active Listings increased by 20 listings. We project New West - E. Burnaby Attached be a continued Seller Market. July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months.

Currently, Condos has now 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. 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 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.

produced for: **Raj Bud**

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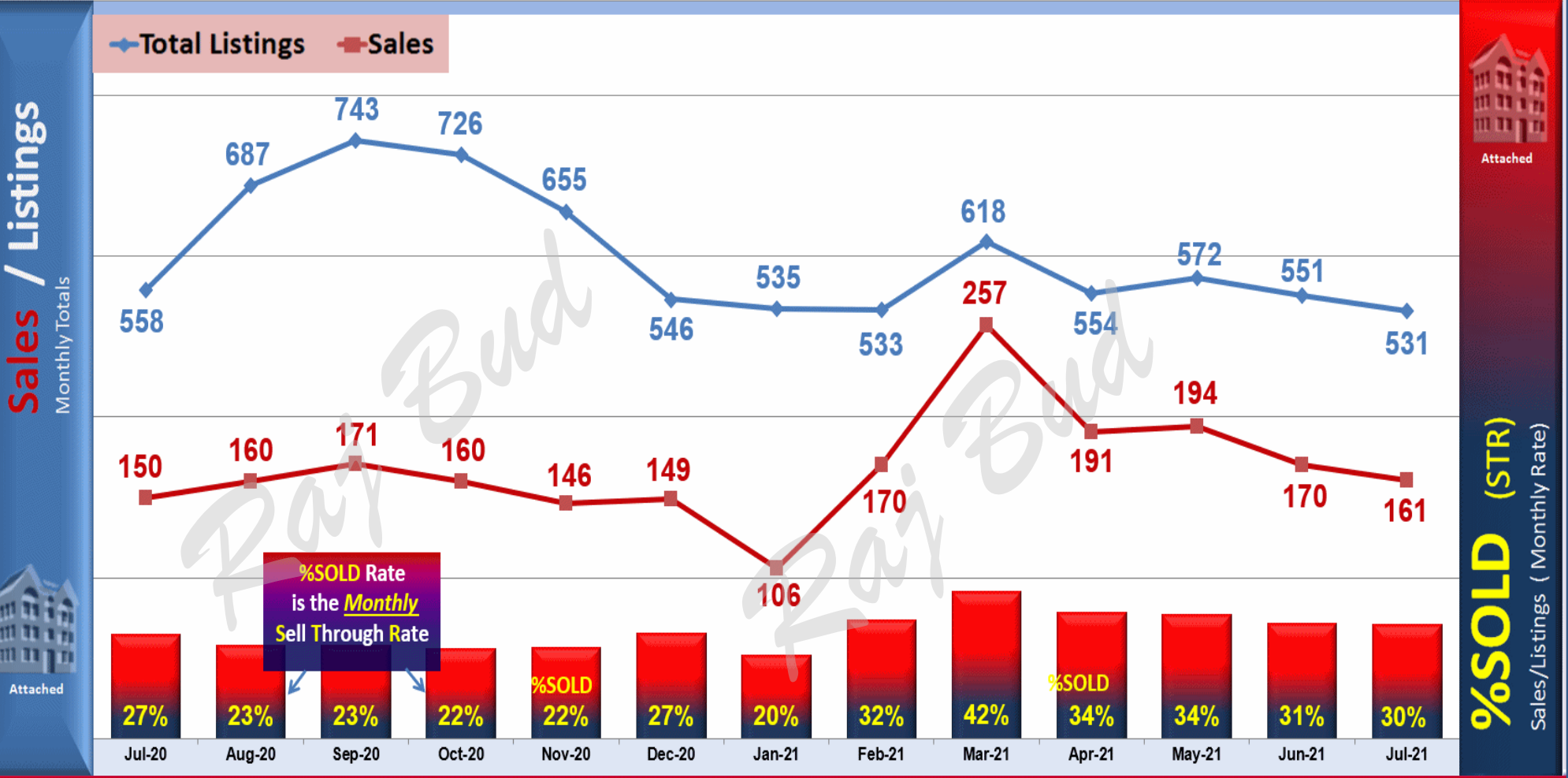
Raj Bud, MBA



Market Analysis and Forecasting Aug 1/21 New West – E. Burnaby

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Attached Townhomes/ Condos New West, E. Burnaby Total Listings, Sales, and %SOLD rates



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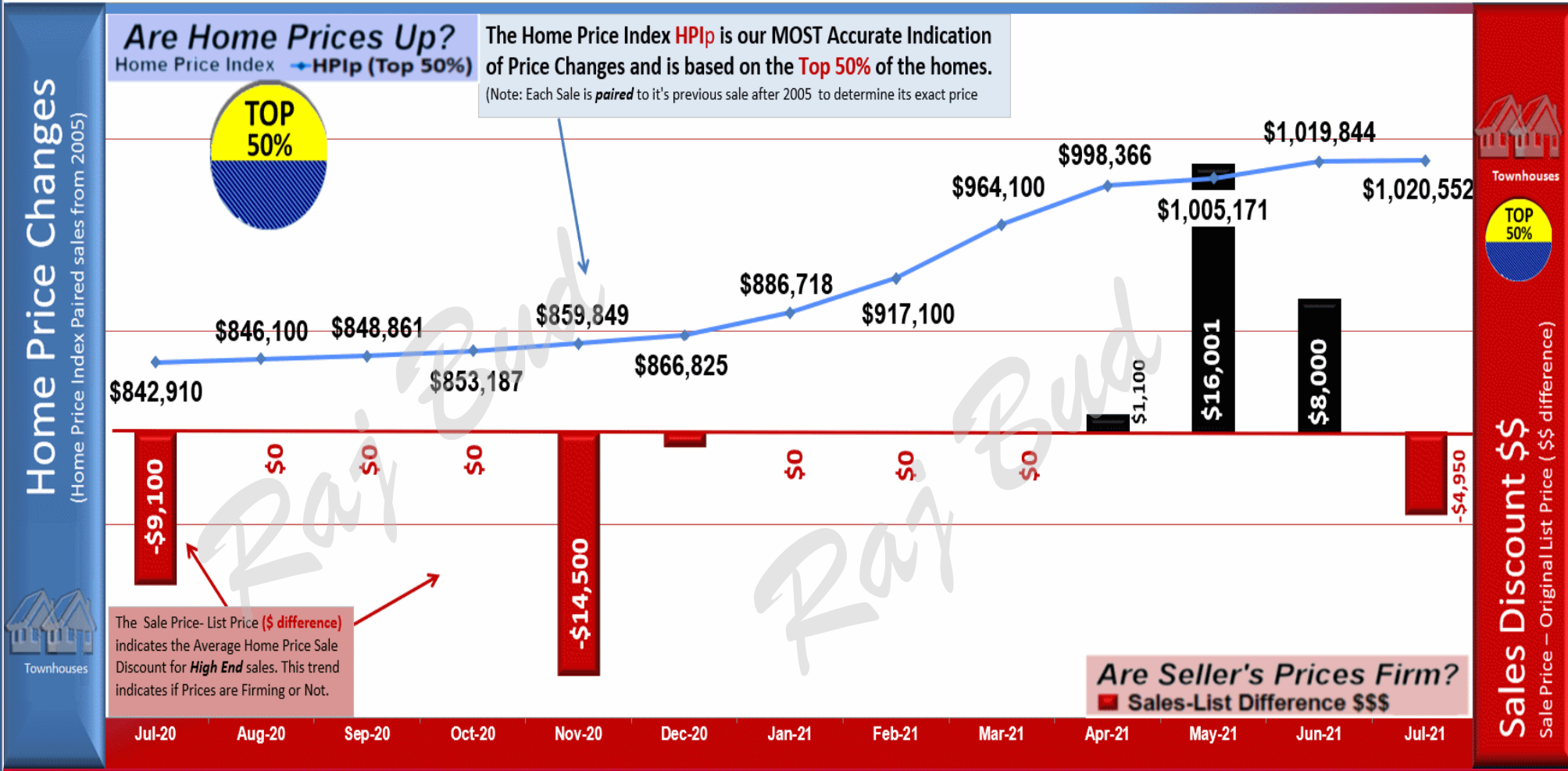
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Attached New West, E. Burnaby Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)



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Attached New West, E. Burnaby 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)

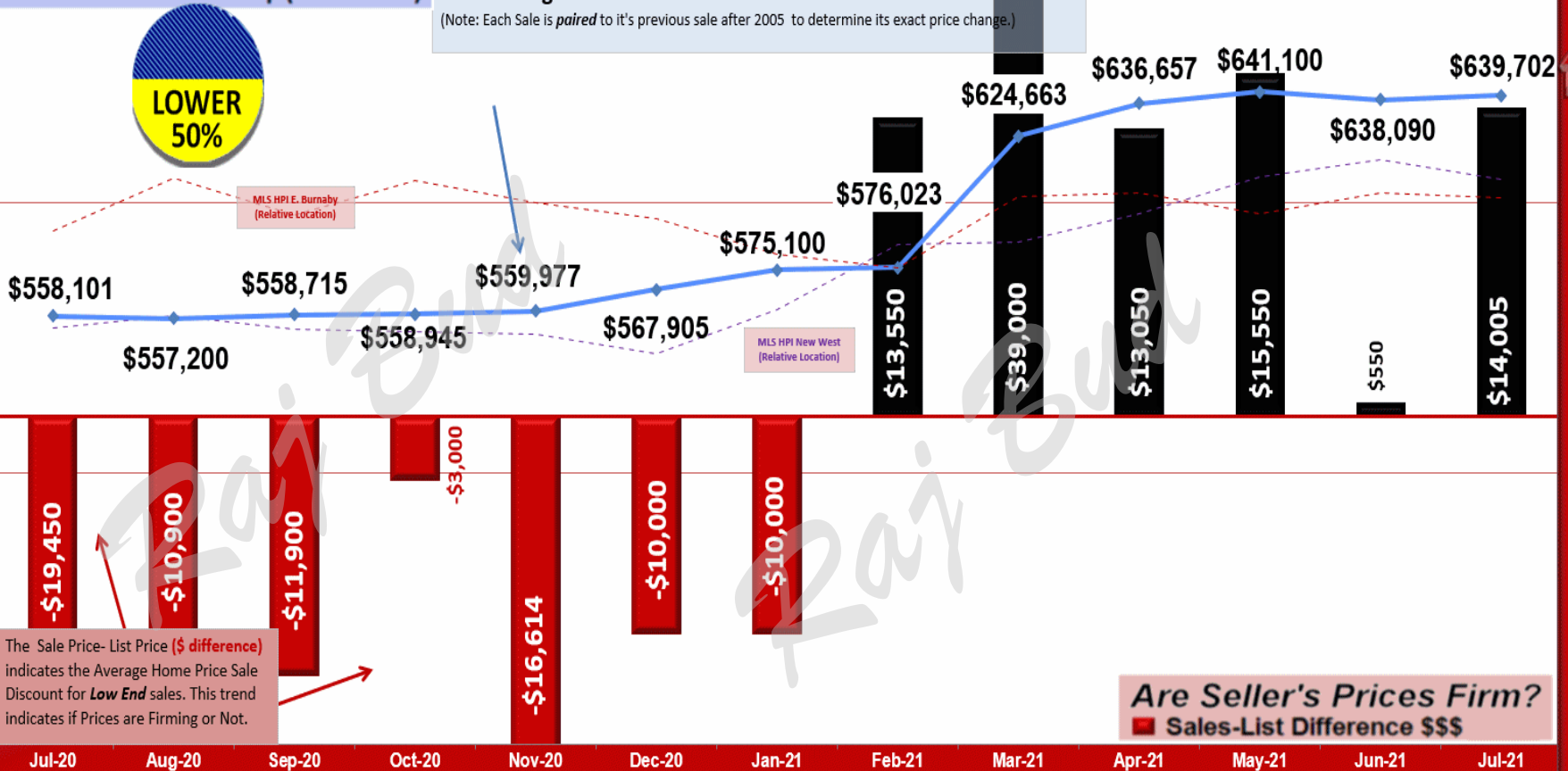
Home Price Changes
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.

(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



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 \$\$\$

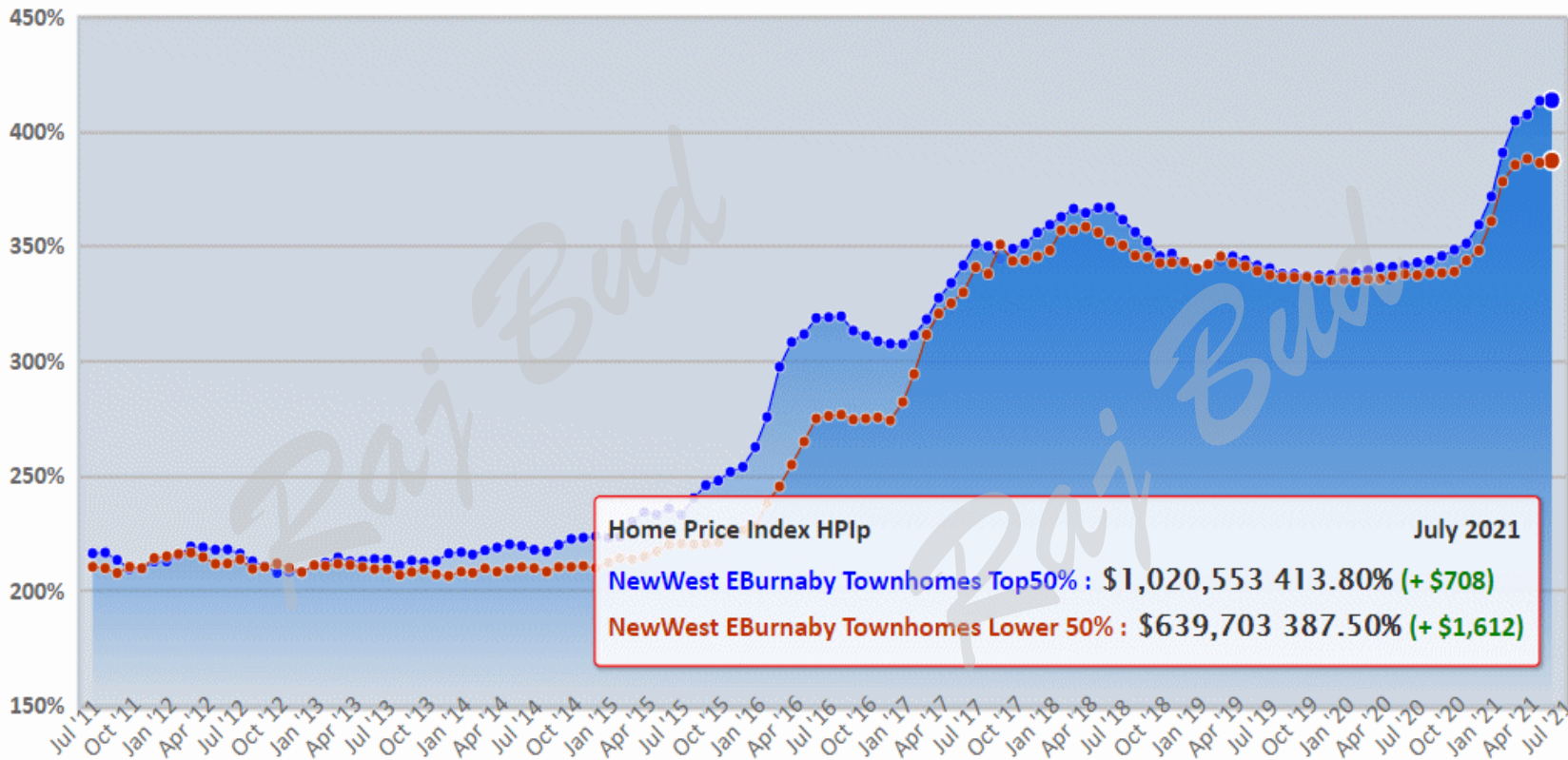
Sales Discount \$\$
Sale Price - Original List Price (\$ \$ difference)

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NewWest EBurnaby Townhomes Top50% : ■ HPIp ■ Forecast+ ■ Forecast-
 NewWest EBurnaby Townhomes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Date	Value
Jul 2021	% 413.80
Jun 2021	% 413.60
May 2021	% 407.60
Apr 2021	% 404.90
Mar 2021	% 391.00
Feb 2021	% 371.90
Jan 2021	% 359.60
Dec 2020	% 351.50
Nov 2020	% 348.70
Oct 2020	% 346.00
Sep 2020	% 344.20
Aug 2020	% 343.10

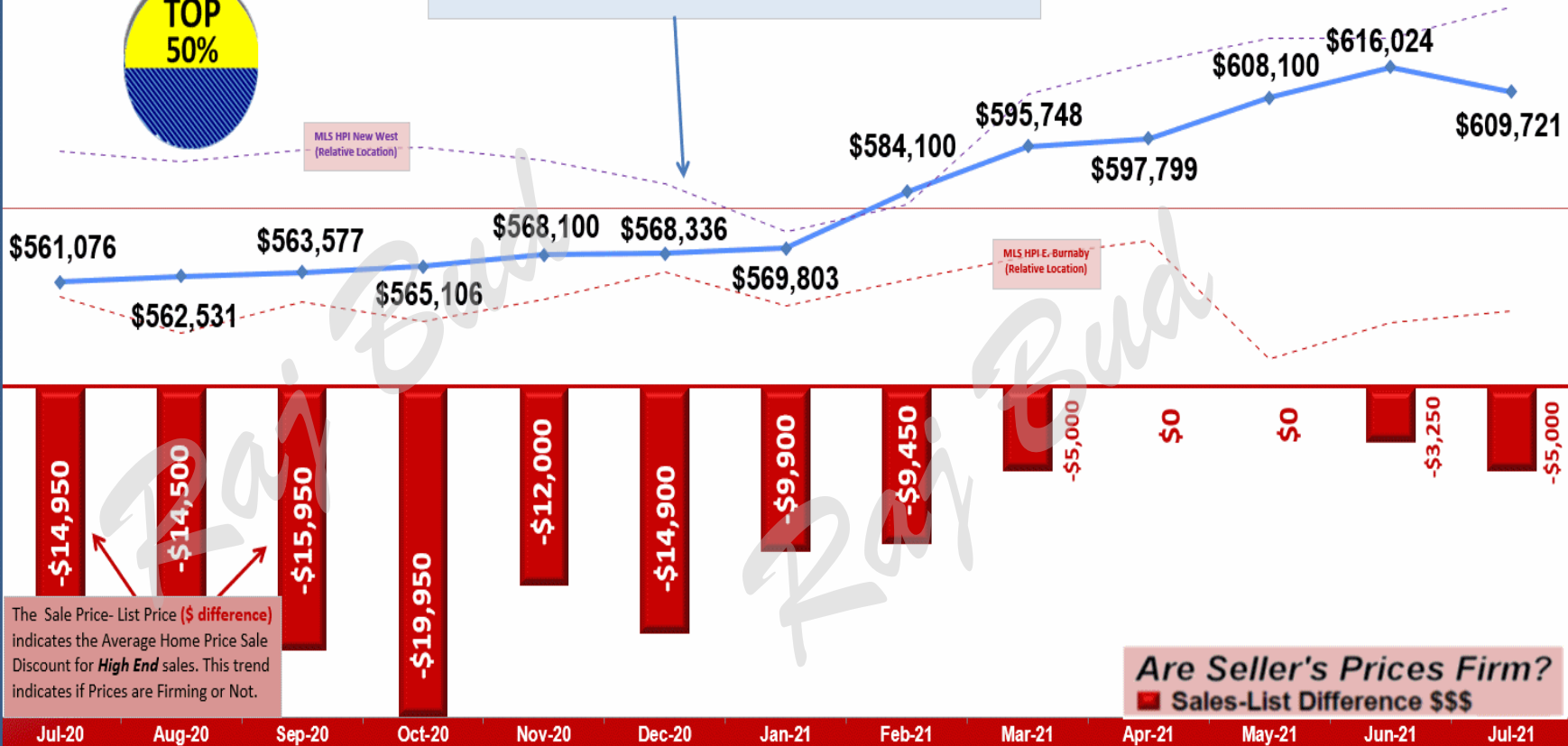
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Attached New West, E. Burnaby Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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 Condos.
(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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Attached New West, E. Burnaby 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

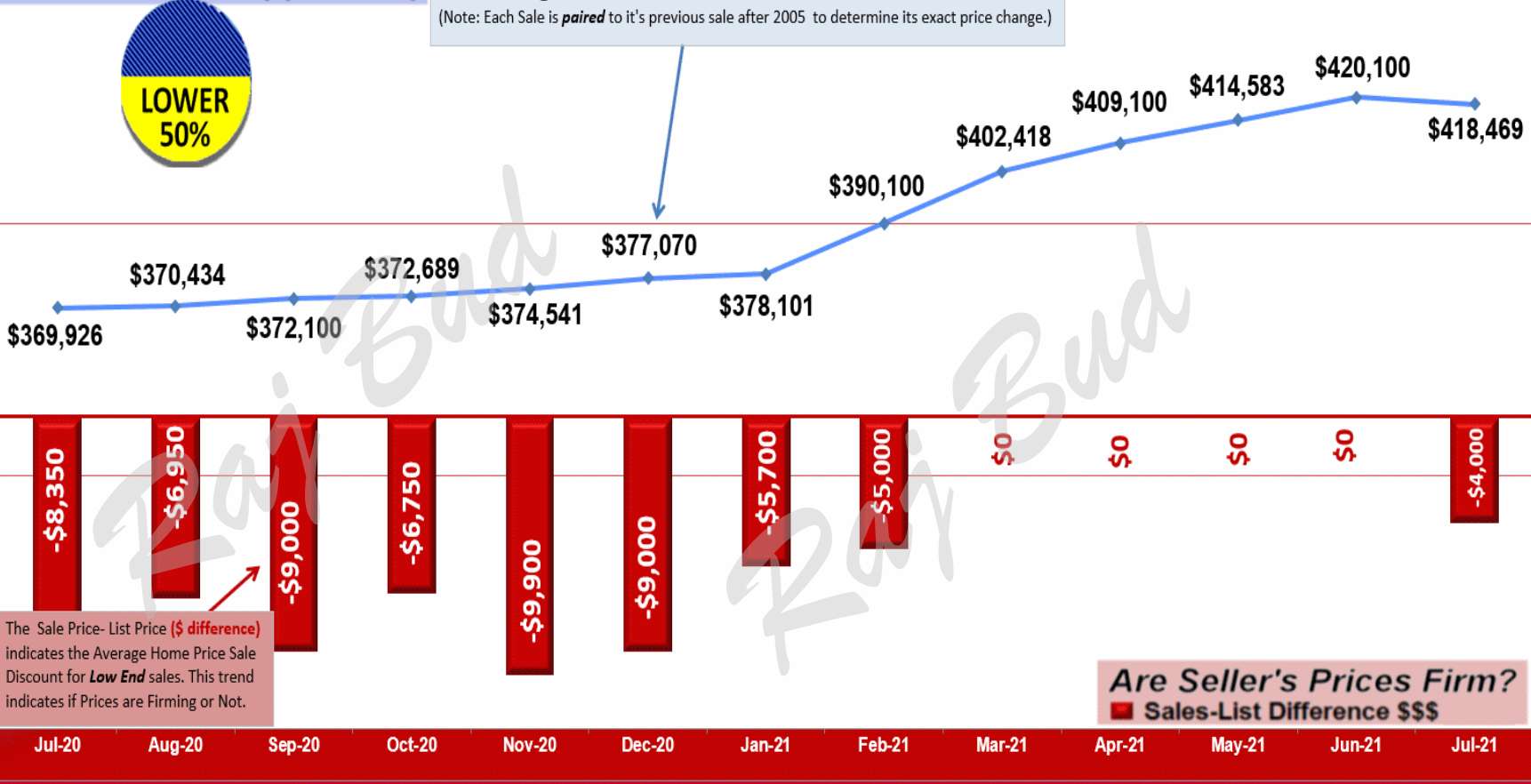


Sales Discount \$\$
Sale Price – Original List Price (\$\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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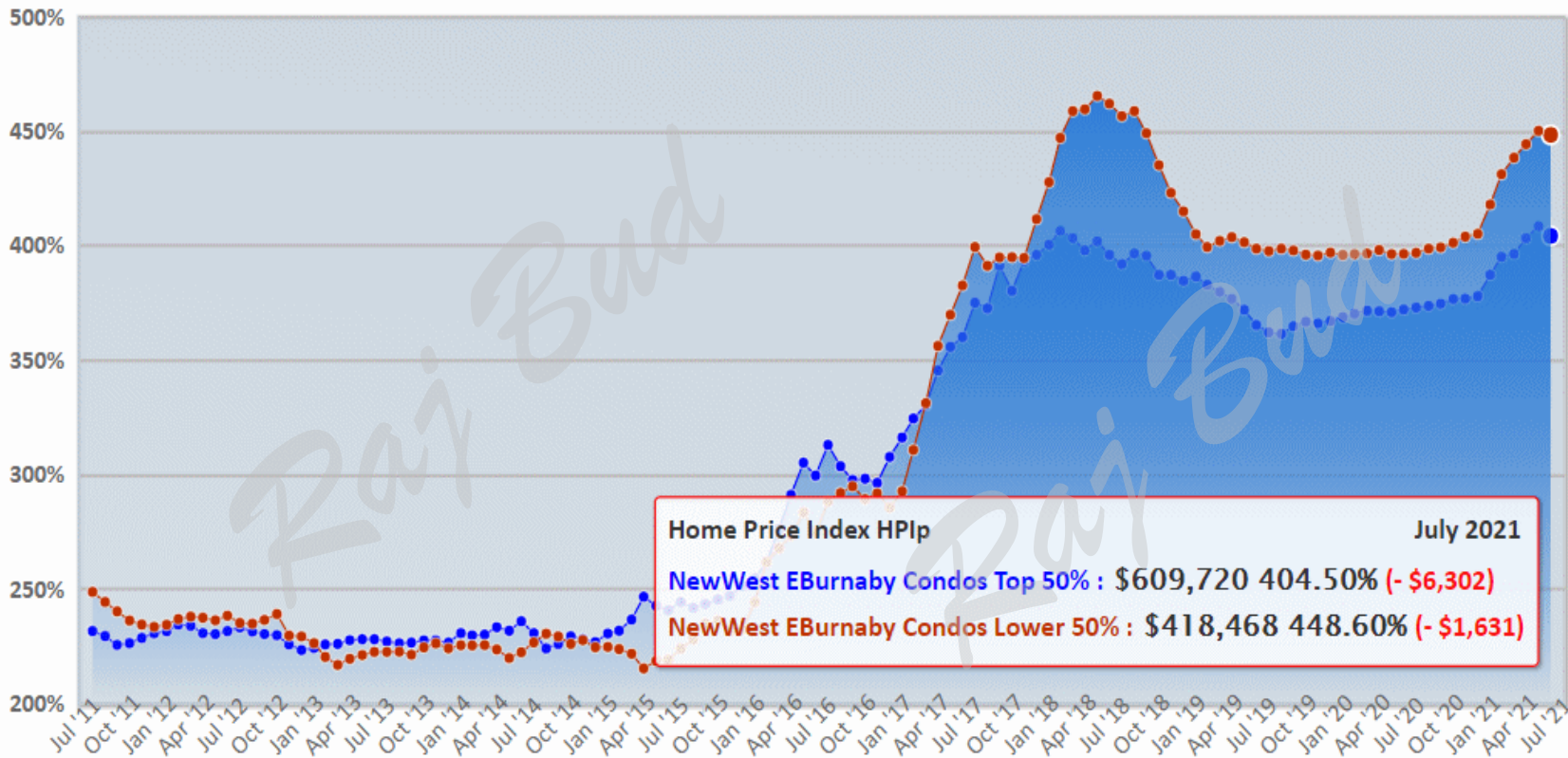
Are Seller's Prices Firm?
Sales-List Difference \$\$\$

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NewWest EBurnaby Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 NewWest EBurnaby Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values	
Date	Value
Jul 2021	% 404.50
Jun 2021	% 408.70
May 2021	% 403.50
Apr 2021	% 396.60
Mar 2021	% 395.30
Feb 2021	% 387.50
Jan 2021	% 378.10
Dec 2020	% 377.10
Nov 2020	% 376.90
Oct 2020	% 374.90
Sep 2020	% 373.90
Aug 2020	% 373.20

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Vancouver Market Reports

Statistics, on the Web!

attached homes

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Market Analysis and Forecasting

Aug 1/21

East Surrey

Personal Real Estate Corporation

East Surrey Sub areas Statistics - July 2021

Attached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	32	10	11	100%	\$0	31.3%
Guildford	124	43	12	99%	-\$2,999	34.7%
Fleetwood Tynehead	104	26	7	101%	\$3,600	25.0%
Panorama Ridge	29	7	7	102%	\$15,100	24.1%
Sullivan Station	108	39	10	102%	\$13,000	36.1%
Total Activity	397	125	8	101%	\$10,001	31%

East Surrey List Price Ranges Statistics - July 2021

Attached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$390,000	25	7	26	99%	-\$4,000	28.0%
\$390,001-\$450,000	30	10	14	103%	\$15,000	33.3%
\$450,001-\$550,000	59	18	11	99%	-\$2,500	30.5%
\$550,001-\$615,000	33	12	10	101%	\$5,000	36.4%
\$615,001-\$675,000	30	11	7	103%	\$21,000	36.7%
\$675,001 and more	220	67	8	100%	\$1,200	30.5%
Total Activity	397	125	8	101%	\$10,001	31%

Monthly Changes Summary

	Jul-20	Jun-21	Jul-21	08/01/2021	Change
Total Listings** (A,S,T,C,X)	544	420	397		-23
Active Listings (1st of the month)	336	273	239	235	-4
Solds	137	149	125		-24
Days on Market (DOM)	14	8	8		0
%SOLD (Sales/ Listings /mnlthly rate)	25%	35%	31%		-4.0%
Condos (Top 50%) Home Price Index HPIp	\$428,571	\$493,100	\$498,232		\$5,132
Condos (Lower 50%) Home Price Index HPIp	\$306,100	\$343,100	\$343,552		\$452
Twnhs (Top 50%) Home Price Index HPIp	\$626,100	\$792,100	\$793,958		\$1,858
Twnhs (Lower 50%) Home Price Index HPIp	\$456,329	\$549,057	\$550,893		\$1,836

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

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Aug 1 2021 East Surrey Market Update Attached Townhomes/ Condos

Current: East Surrey is a Seller Market with average listing inventory, a **31 %SOLD** rate and a 101% Sell/List Ratio.
(This means the discount on a sale from the original list price is averaging -\$10,001)

Most Active Price Range: Homes between \$390,000 - \$450,000 have **33.3 %SOLD** rate

Least Active Price Range: Homes below \$390,000 have **28.0 %SOLD** rate.

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

HPIp (Top 50%) shows that prices are increased \$69,661.

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

HPIp (Lower 50%) shows that prices increased \$37,452.

The East Surrey's Townhouses Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$167,858.

The East Surrey's Townhouses Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are increased \$94,564.

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

Forecast: The listing inventory is 27% less than the same month 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% of 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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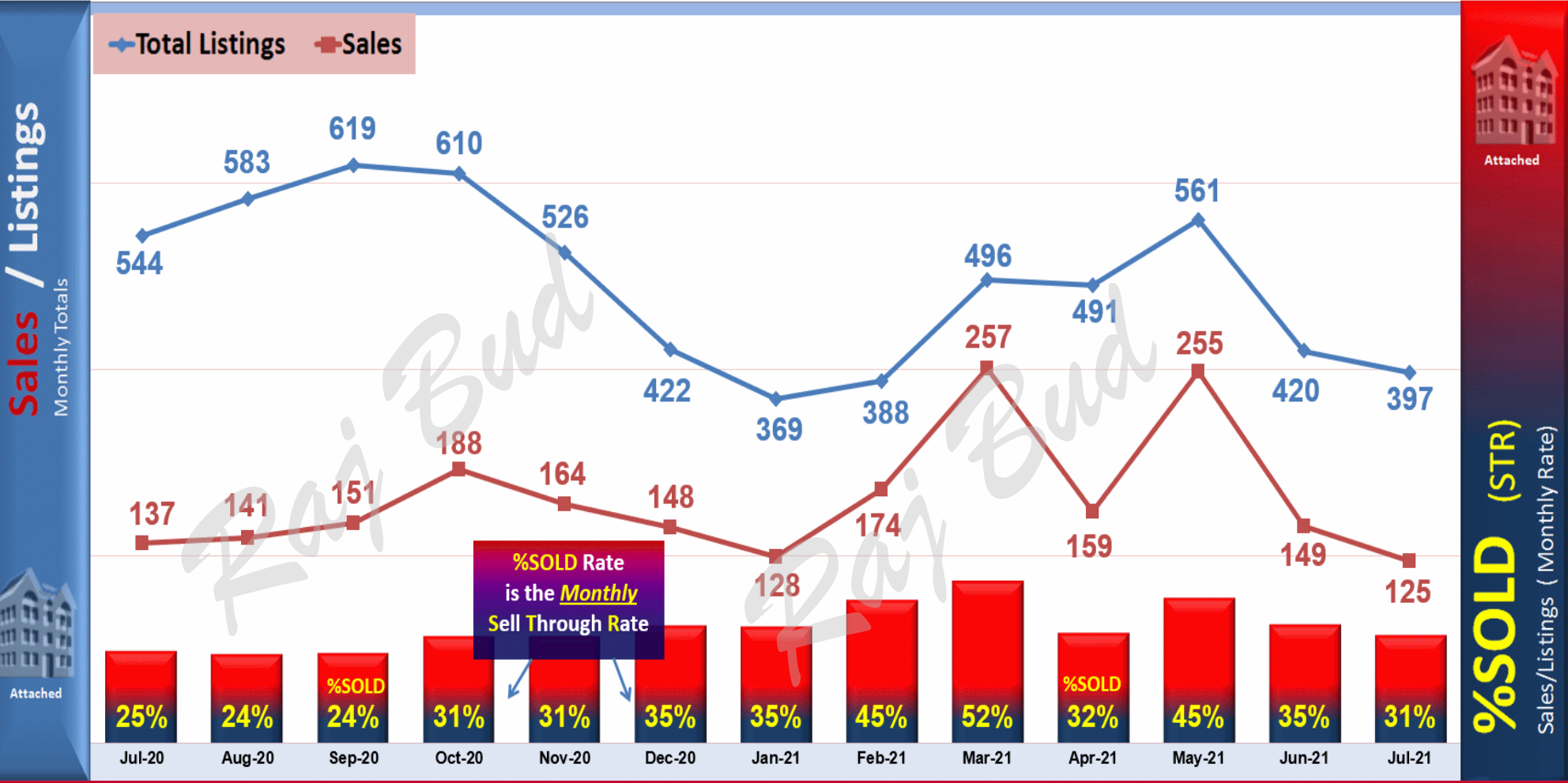
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Attached Townhomes/ Condos

East Surrey

Total Listings*, Sales, and %SOLD rates



Sales / Listings

Monthly Totals



Attached



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

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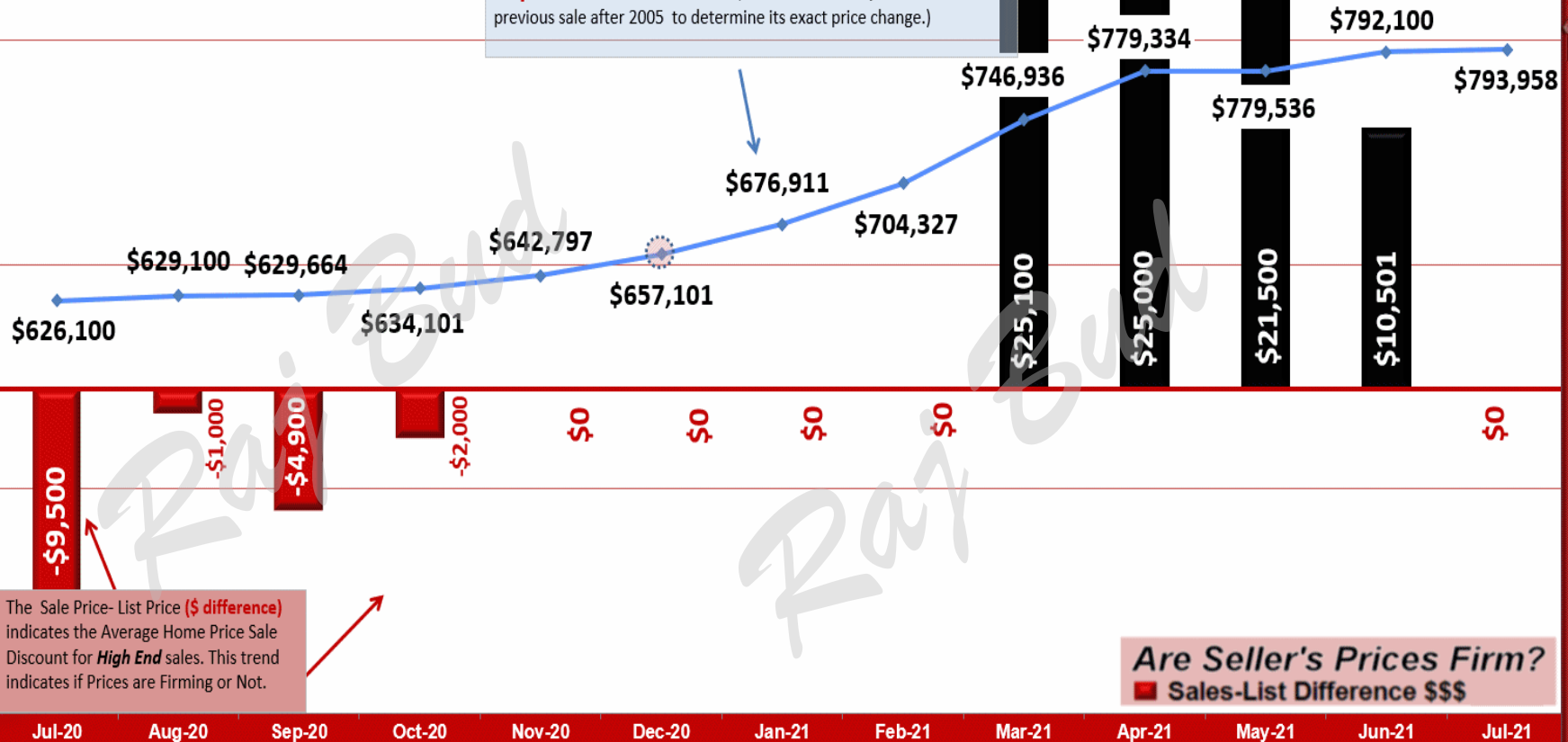
Attached East Surrey Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes

(Home Price Index Paired sales from 2005)

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

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes. (Note: Each Sale is paired to its 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 \$\$\$



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

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

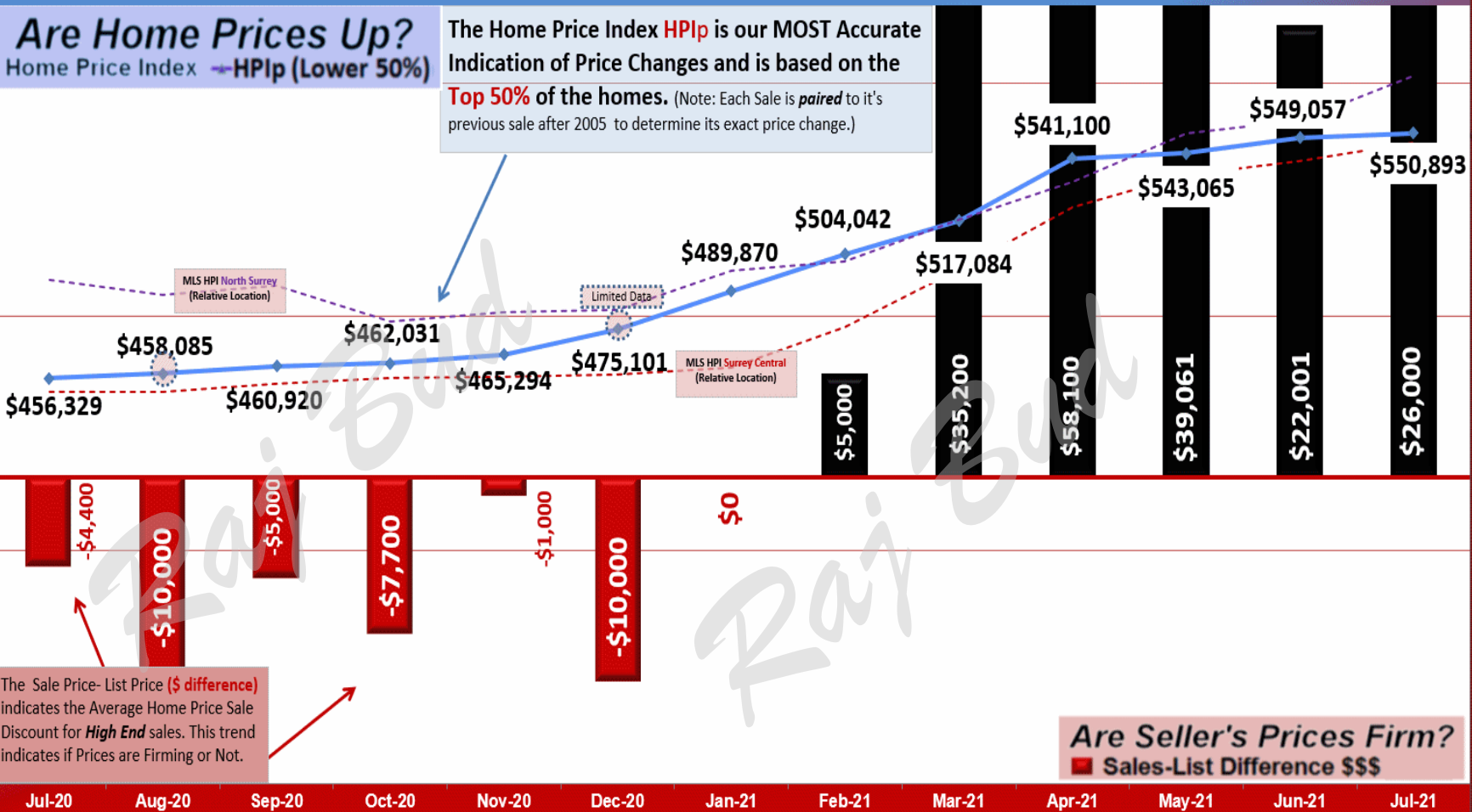
Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

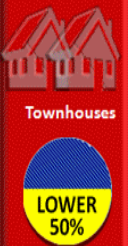
The Home Price Index **HPIp** is our MOST Accurate Indication of Price Changes and is based on the **Top 50% of the homes.** (Note: Each Sale is *paired* to its previous sale after 2005 to determine its exact price change.)



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

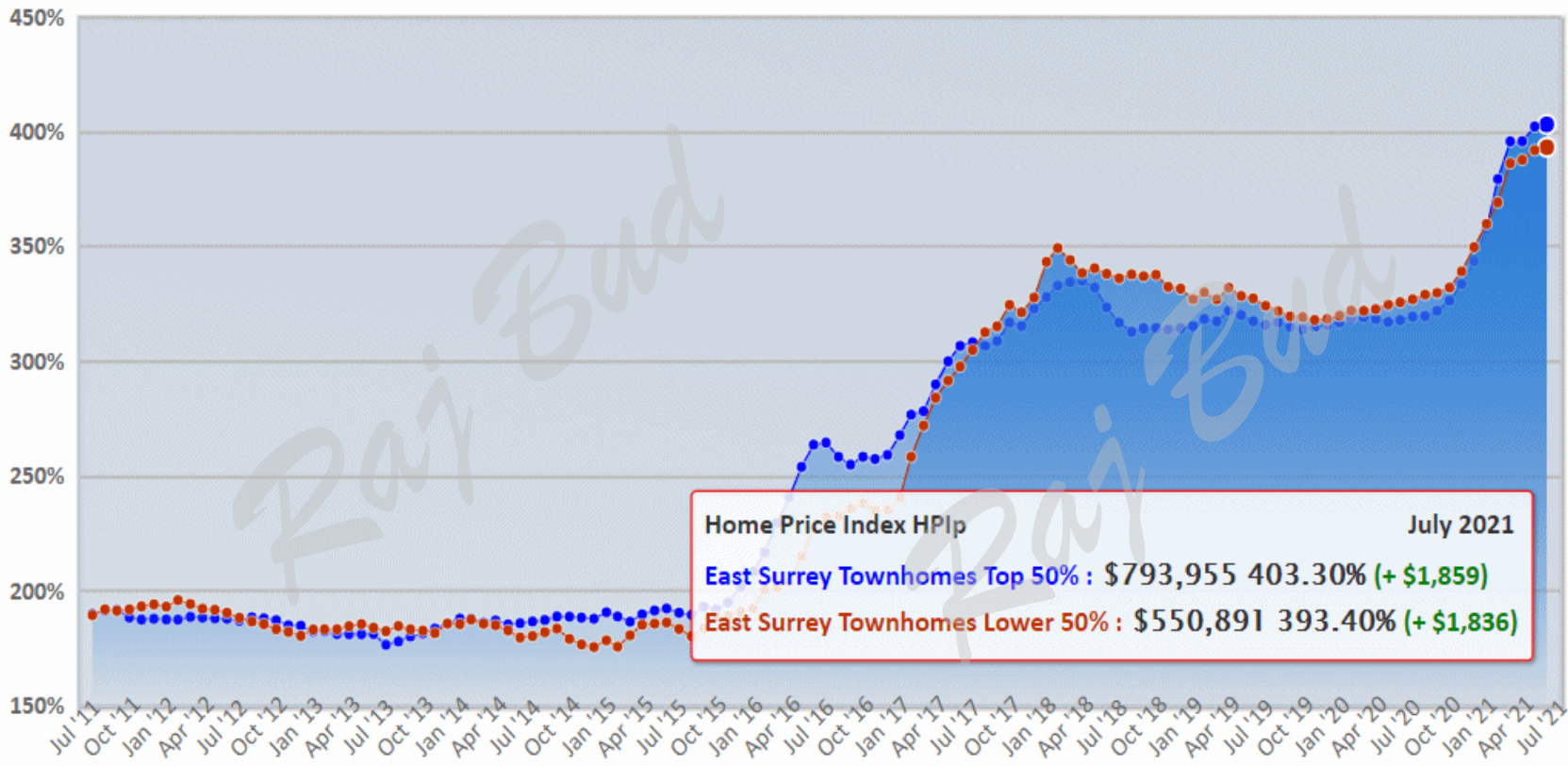
Sales Discount \$\$\$
 Sale Price - Original List Price (\$ difference)



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



Date	Value
Jul 2021	% 403.30
Jun 2021	% 402.40
May 2021	% 396.00
Apr 2021	% 395.90
Mar 2021	% 379.50
Feb 2021	% 357.80
Jan 2021	% 343.90
Dec 2020	% 333.80
Nov 2020	% 326.60
Oct 2020	% 322.10
Sep 2020	% 319.90
Aug 2020	% 319.60

*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.

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

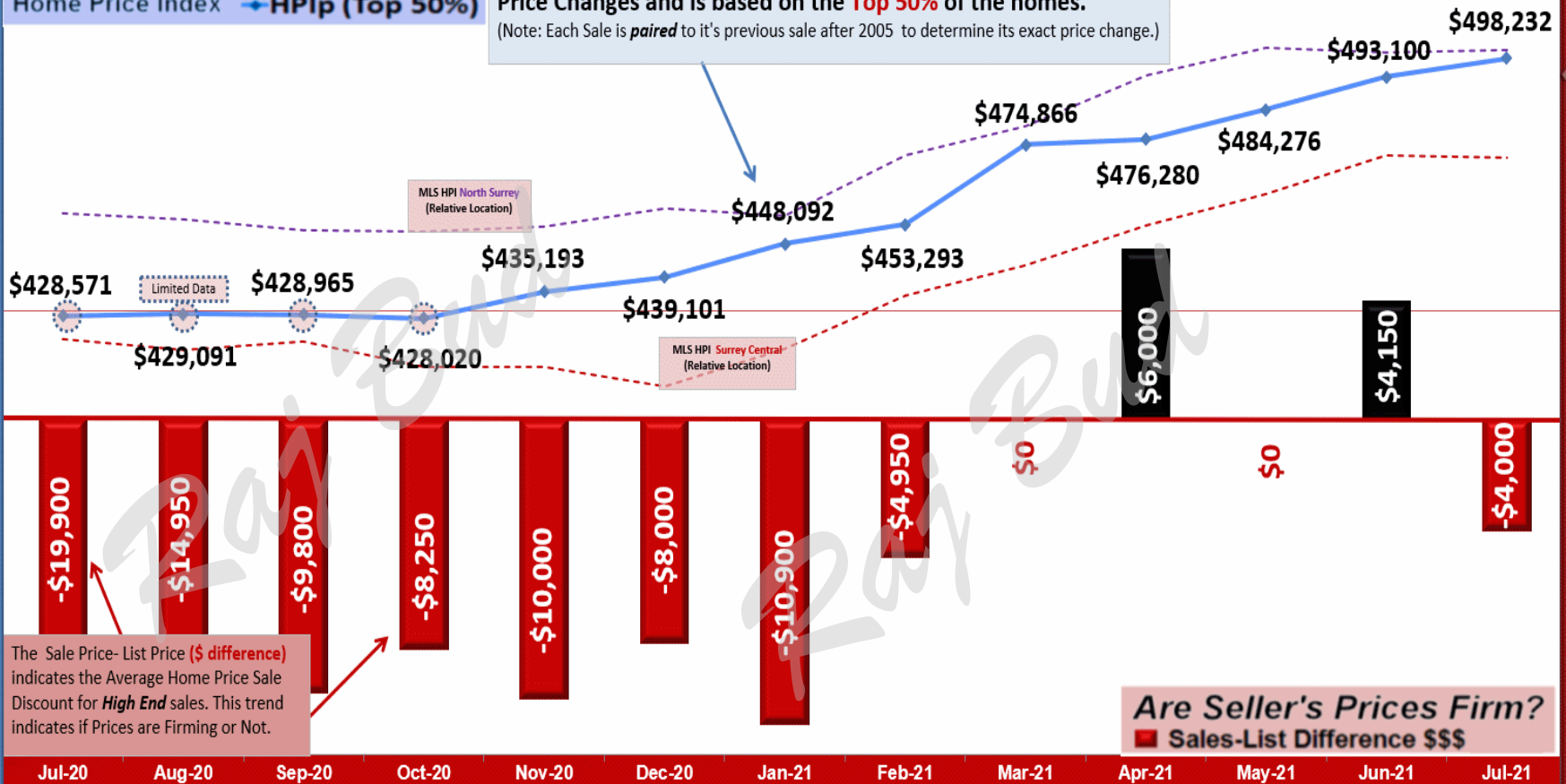
Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → **HPIp (Top 50%)**

The Home Price Index **HPIp** is our MOST Accurate Indication of Price Changes and is based on the **Top 50%** of the 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 \$\$\$



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

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

Home Price Changes

(Home Price Index Paired sales from 2005)



Townhouses



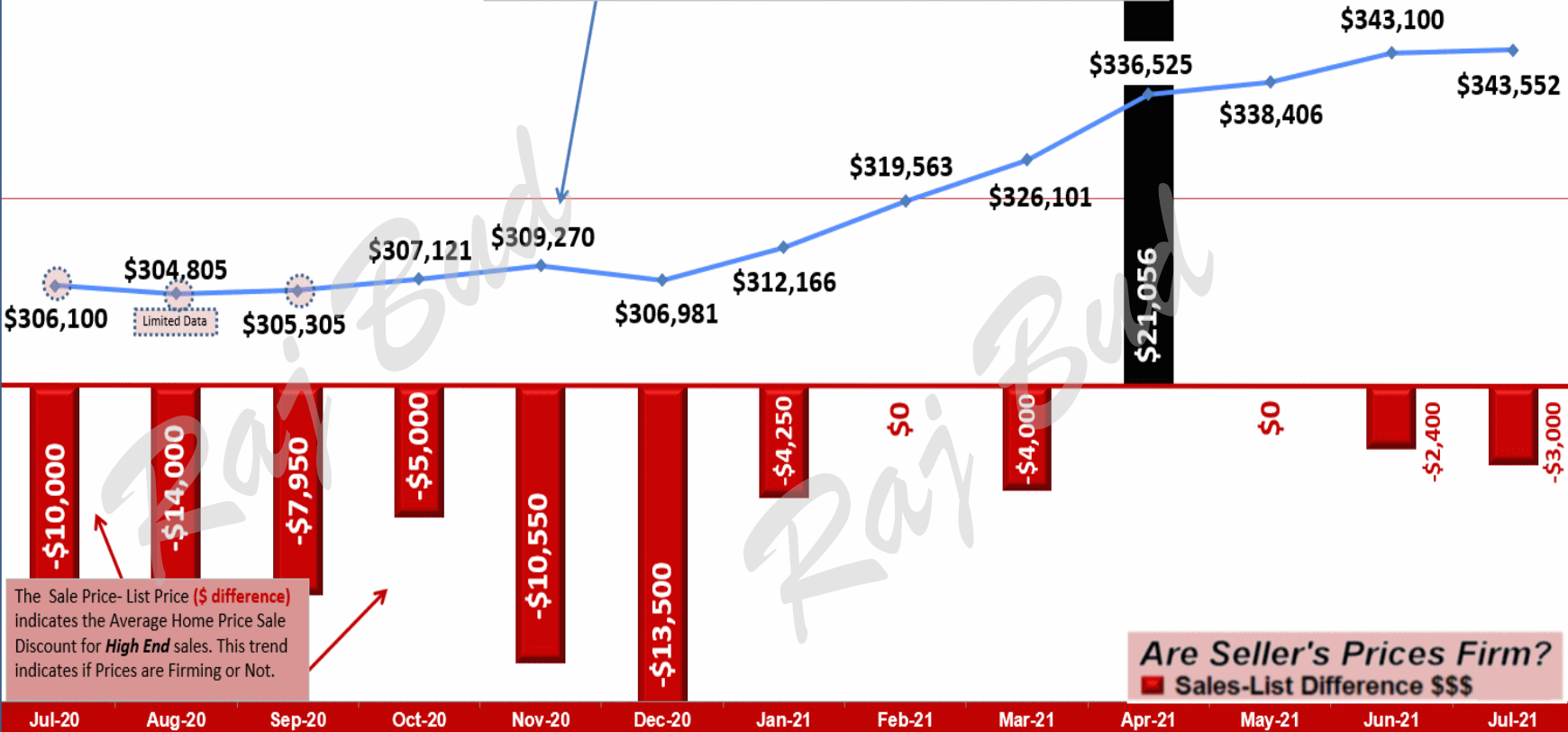
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the 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.

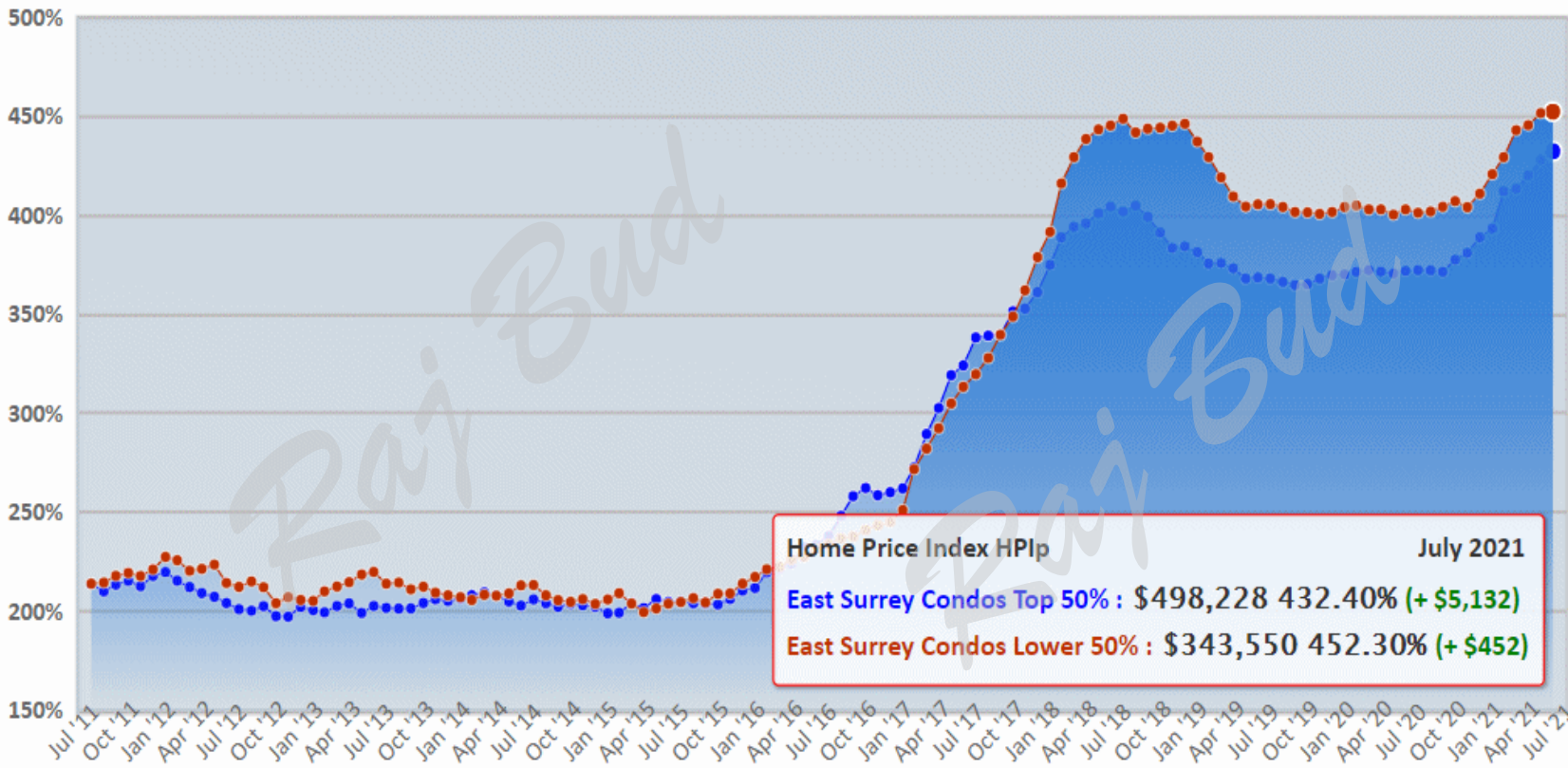
Are Seller's Prices Firm?
Sales-List Difference \$\$\$

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



Date	Value
Jul 2021	% 432.40
Jun 2021	% 428.00
May 2021	% 420.30
Apr 2021	% 413.40
Mar 2021	% 412.20
Feb 2021	% 393.40
Jan 2021	% 388.90
Dec 2020	% 381.10
Nov 2020	% 377.70
Oct 2020	% 371.50
Sep 2020	% 372.30
Aug 2020	% 372.40

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Vancouver Market Reports

Statistics, on the Web!

attached homes

Market Analysis and Forecasting

Aug 1/21

West Surrey

Raj Bud, MBA



Personal Real Estate Corporation

West Surrey Sub areas Statistics - July 2021

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	3	0				0.0%
Bolivar Heights	32	5	18	104%	\$16,000	15.6%
Royal Heights	2	0				0.0%
Cedar Hills	2	1	21	99%	-\$2,000	50.0%
Whalley	468	118	13	99%	-\$3,694	25.2%
Queen Mary Park Sur	76	27	10	101%	\$2,000	35.5%
Bear Creek Green Tii	22	4	7	98%	-\$9,500	18.2%
West Newton	136	39	9	101%	\$4,000	28.7%
East Newton	116	44	8	101%	\$6,050	37.9%
Total Activity	857	238	10	100%	\$0	28%

Attached

West Surrey List Price Ranges Statistics - July 2021

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$325,000	39	16	9	100%	\$100	41.0%
\$325,001-\$370,000	72	28	15	99%	-\$5,000	38.9%
\$370,001-\$415,000	106	31	13	99%	-\$2,500	29.2%
\$415,001-\$465,000	121	34	8	99%	-\$3,500	28.1%
\$465,001-\$530,000	149	48	11	100%	-\$450	32.2%
\$530,001-\$620,000	139	33	12	99%	-\$4,800	23.7%
\$620,001 and more	231	48	9	102%	\$16,500	20.8%
Total Activity	857	238	10	100%	\$0	28%

Attached

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change
Total Listings** (A,S,T,C,X)	844	887	857		-30
Active Listings (1st of the month)	582	550	530	533	3
Solds	155	254	238		-16
Days on Market (DOM)	13	10	10		
%SOLD (Sales/ Listings /mnlthly rate)	18%	29%	28%		-0.9%
Condos (Top 50%) Home Price Index HPIp	\$421,100	\$479,152	\$474,432		-\$4,720
Condos (Lower 50%) Home Price Index HPIp	\$301,100	\$341,693	\$338,008		-\$3,685
Twnhs (Top 50%) Home Price Index HPIp	\$595,160	\$734,101	\$735,794		\$1,693
Twnhs (Lower 50%) Home Price Index HPIp	\$453,429	\$537,100	\$554,100		\$17,000

*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.

Aug 1 2021 West Surrey Market Update Attached Townhomes/ Condos

Current: West Surrey is a Seller Market with average listing inventory, a **28 %SOLD** rate and a 100% Sell/List Ratio.
(This means the discount on a sale from the original list price is averaging \$0).

Most Active Price Range: Homes below \$385,000 have **41.0 %SOLD** rate.

Least Active Price Range: Homes above \$620,000 have **20.8 %SOLD** rate.

History: The West Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$53,332.
The West Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$36,908.
The West Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$140,634.
The West Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$100,671.

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

Forecast: Current month's listing inventory is 2% more than same month last yr
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

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

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produced for: **Raj Bud**

Attached Townhomes/ Condos

West Surrey

Total Listings, Sales, and %SOLD rates

Sales / Listings

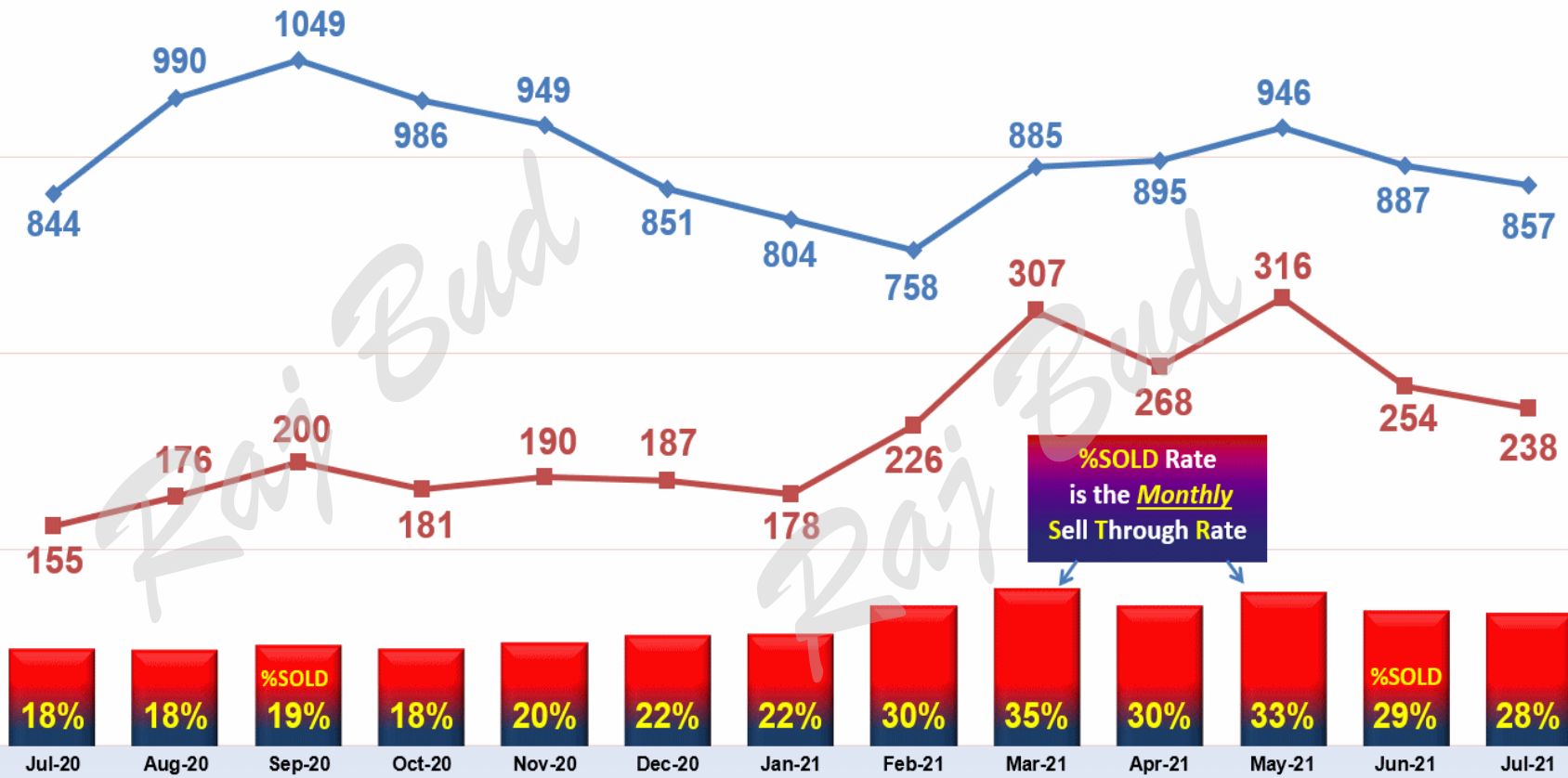
Monthly Totals



Attached

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

◆ Total Listings ■ Sales



%SOLD Rate is the Monthly Sell Through Rate

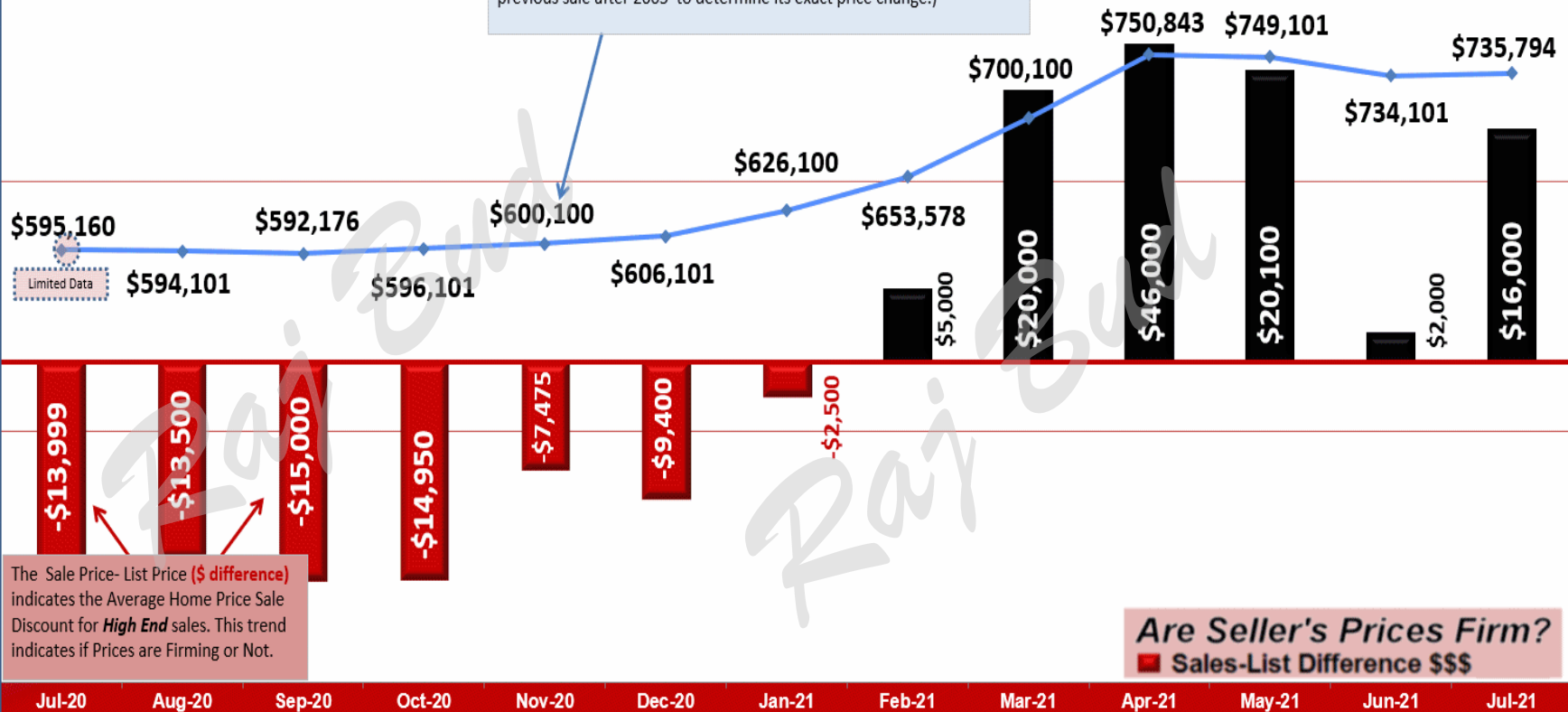
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Attached West Surrey Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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

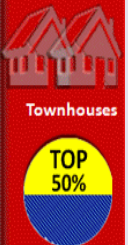
The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes. (Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)



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 \$\$\$



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

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

Home Price Changes

(Home Price Index Paired sales from 2005)

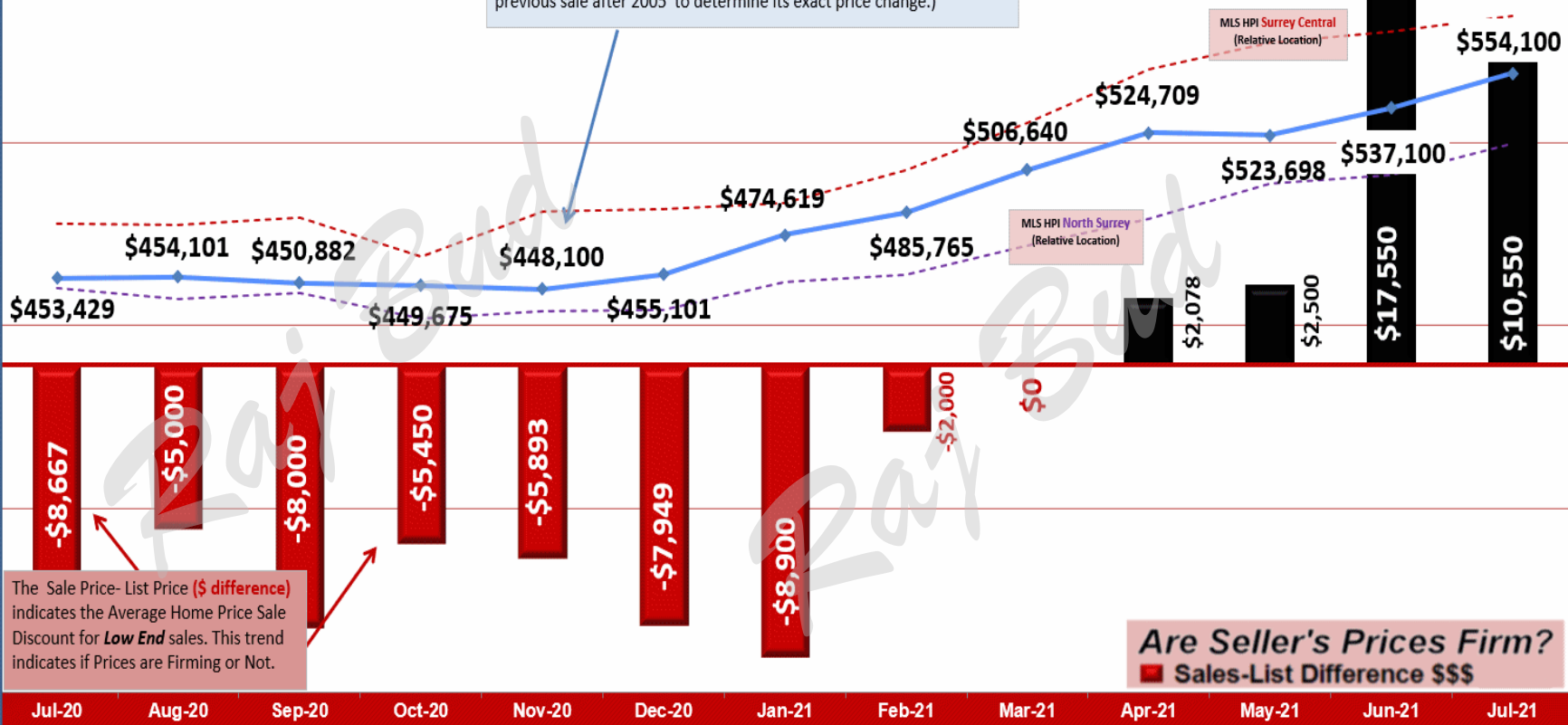


Townhouses

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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



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



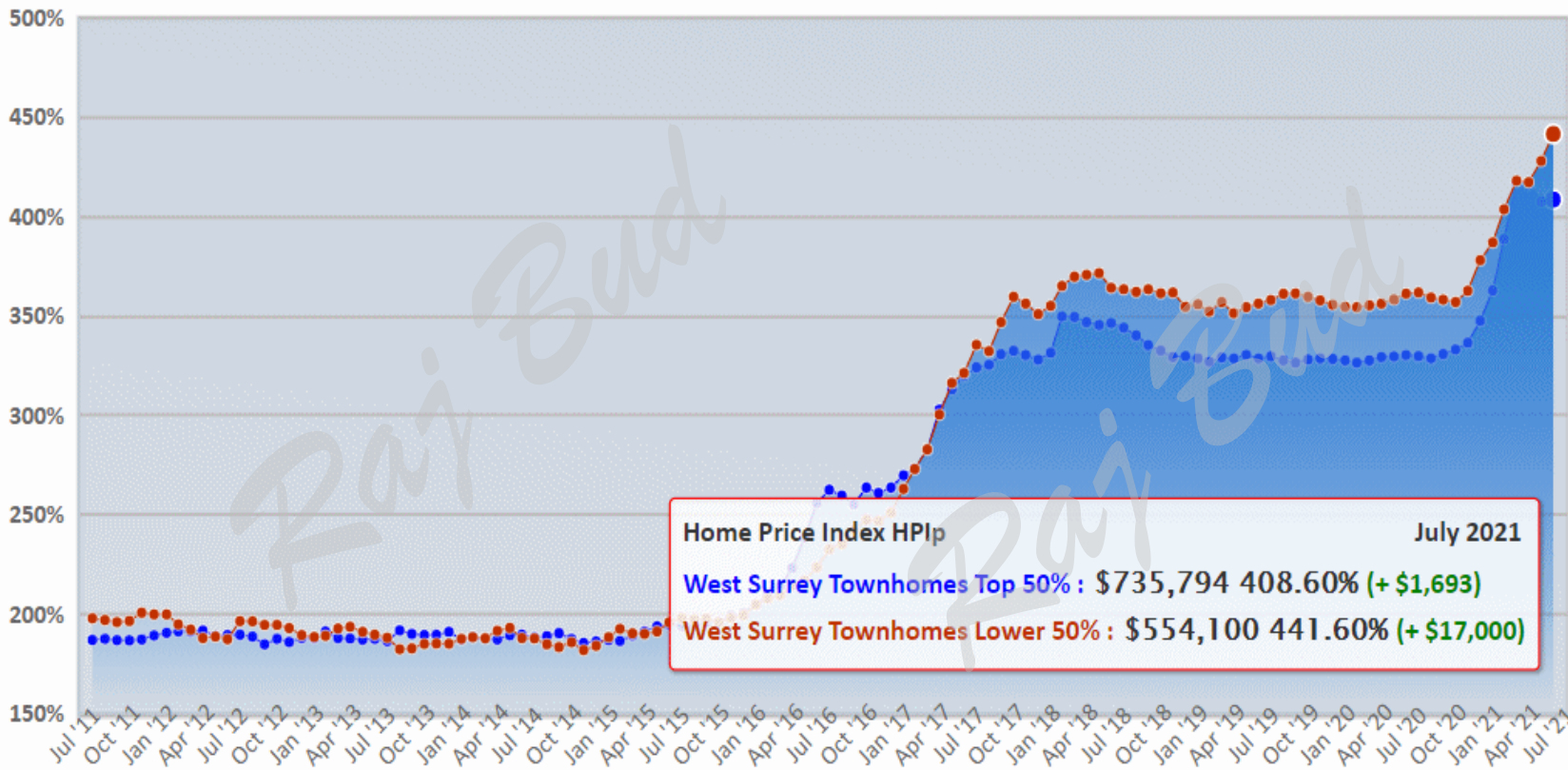
Sales Discount \$\$\$
Sale Price - Original List Price (\$ difference)

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



Date	Value
Jul 2021	% 408.60
Jun 2021	% 407.70
May 2021	% 416.00
Apr 2021	% 417.00
Mar 2021	% 388.80
Feb 2021	% 362.90
Jan 2021	% 347.70
Dec 2020	% 336.60
Nov 2020	% 333.20
Oct 2020	% 331.00
Sep 2020	% 328.80
Aug 2020	% 329.90

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Attached West Surrey Condos Home Price Index HPI (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

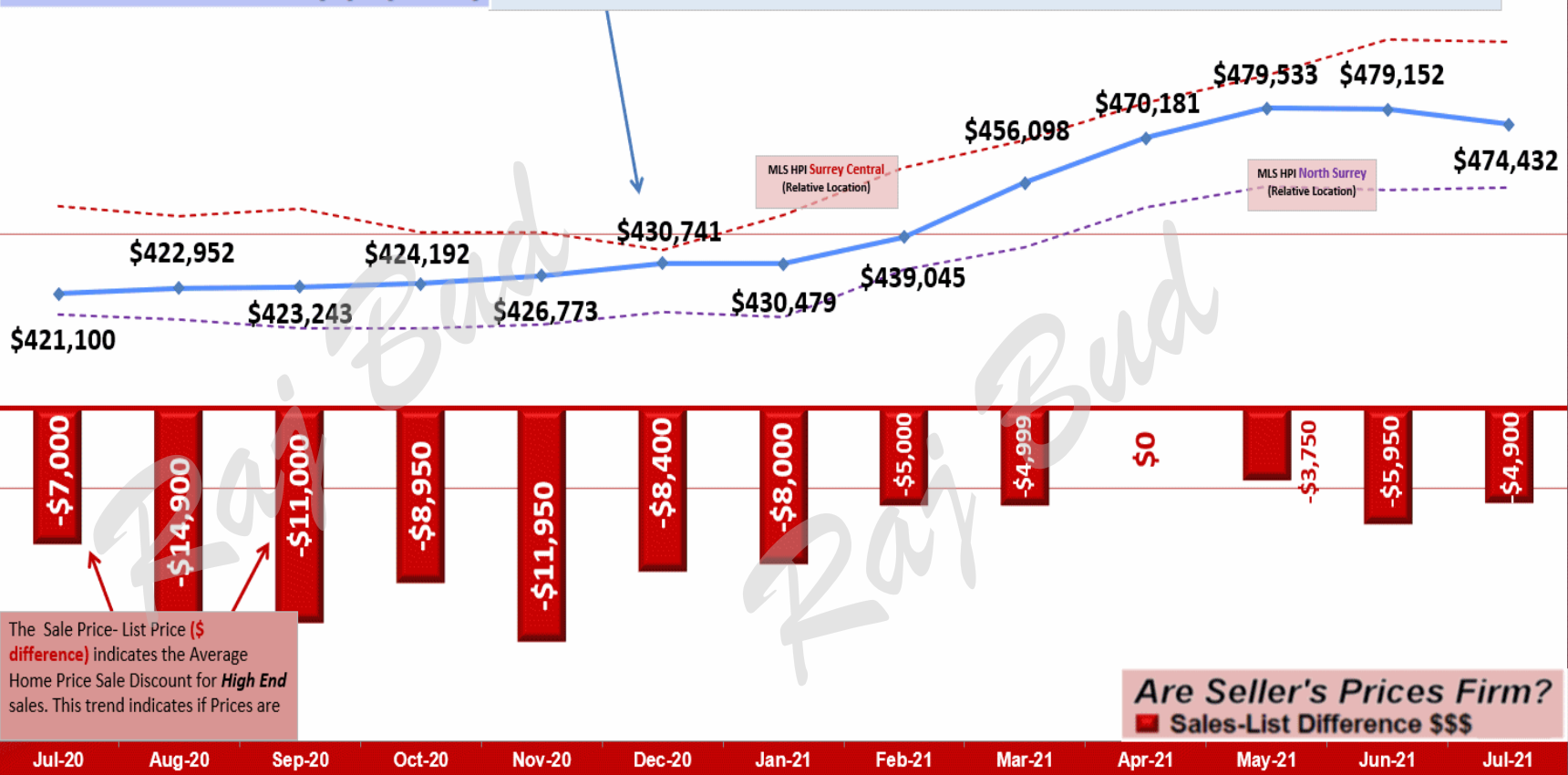
TOP 50%

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

Are Home Prices Up?

Home Price Index → HPI (Top 50%)

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



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for High End sales. This trend indicates if Prices are

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

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Attached

West Surrey

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

Home Price Changes

(Home Price Index Paired sales from 2005)



Townhouses



Townhouses

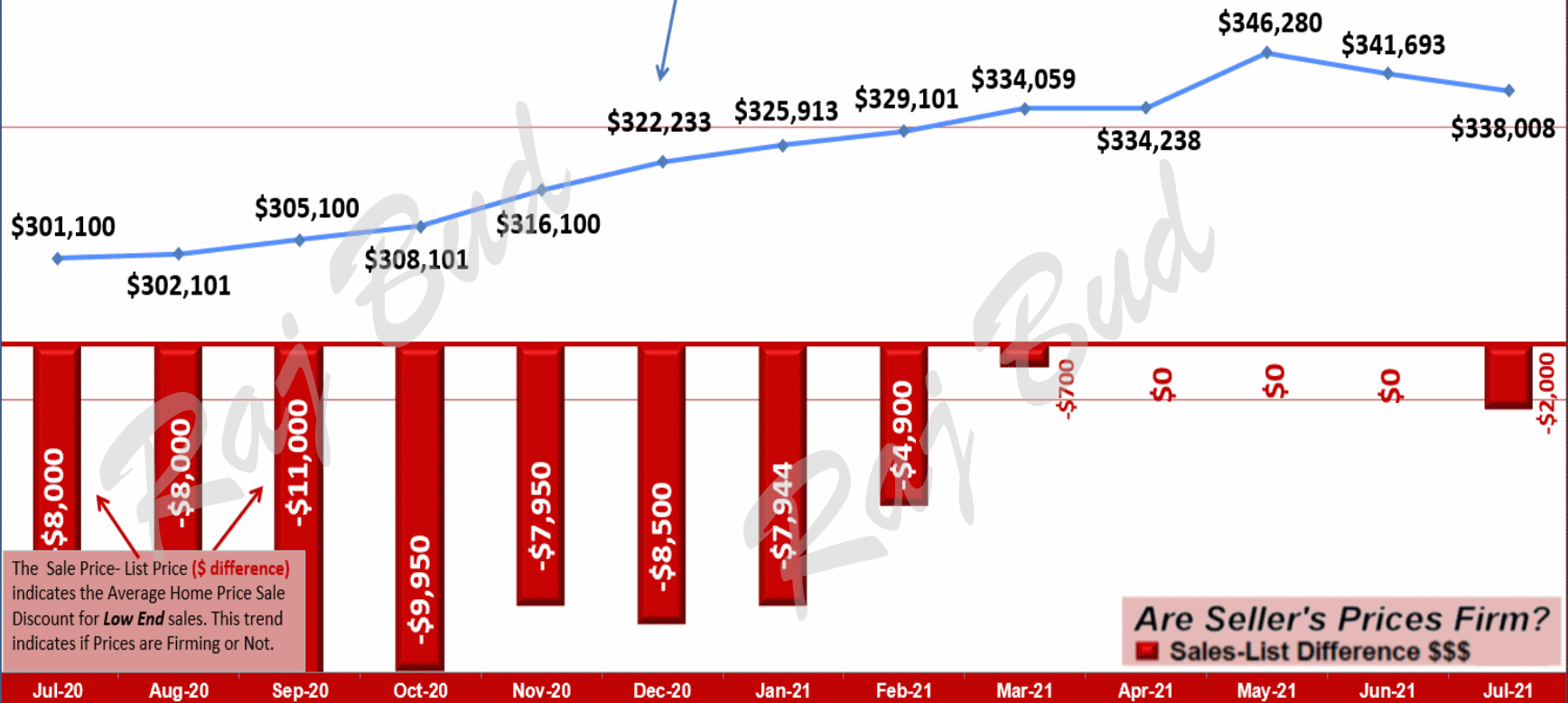


Sales Discount \$\$\$
Sale Price - Original List Price (\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.
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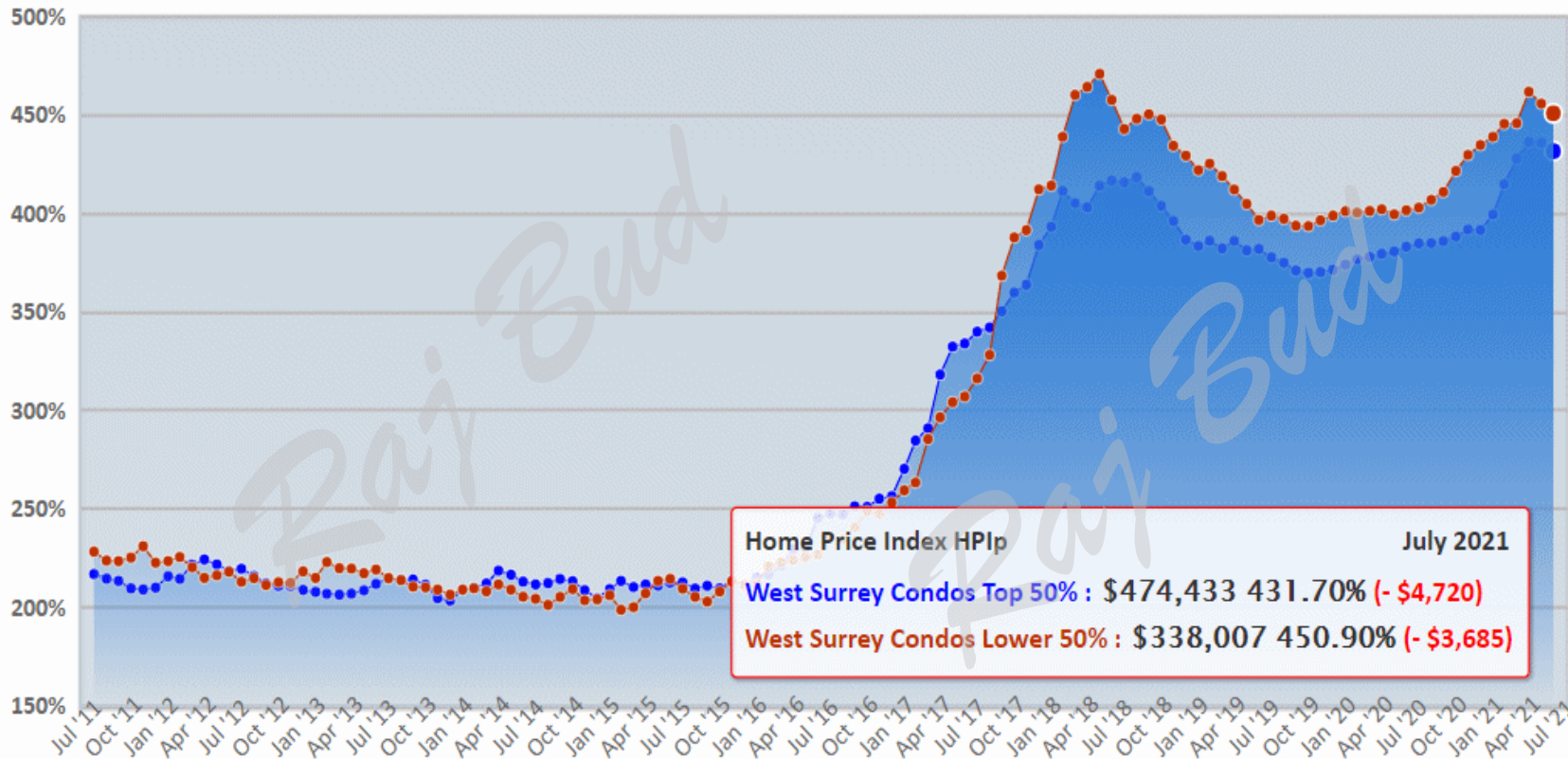
Are Seller's Prices Firm?
Sales-List Difference \$\$\$

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Powered by the Greater Vancouver Market Reports HPIp



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



Date	Value
Jul 2021	% 431.70
Jun 2021	% 436.00
May 2021	% 436.40
Apr 2021	% 427.90
Mar 2021	% 415.00
Feb 2021	% 399.50
Jan 2021	% 391.70
Dec 2020	% 392.00
Nov 2020	% 388.40
Oct 2020	% 386.00
Sep 2020	% 385.10
Aug 2020	% 384.90

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