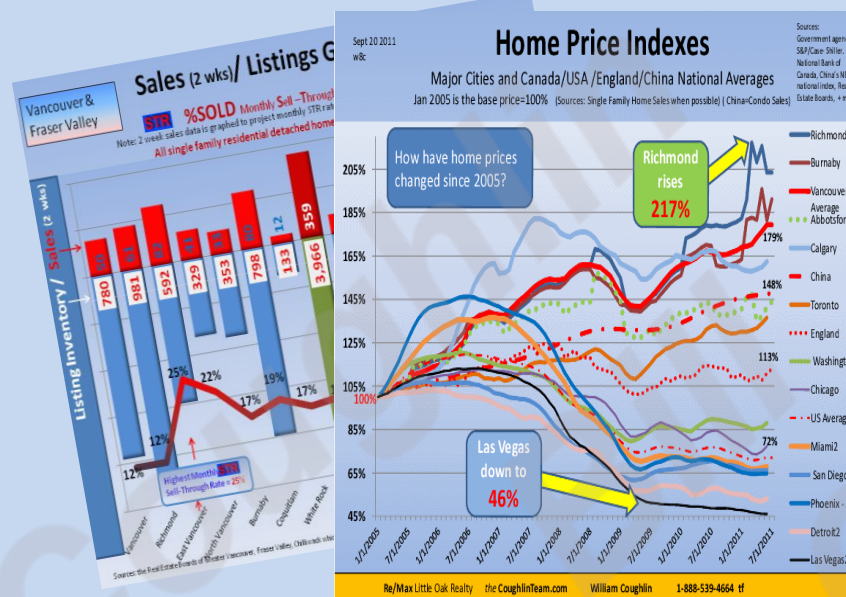


# Market Reports



# Advanced Marketing Tools



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# Vancouver Market Reports

Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Feb 1/24 Vancouver Downtown

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

溫哥華市中心房地產價格變動 / 溫哥華市中心房地產價格變動

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

房屋类型: 今年迄今为止 (每季) 由2022 十二月至2023 十二月

Powered by: Vancouver Market Reports **HPIp**

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

**\$2,085**

**(\$4,013)**

**0.3%**

**-0.2%**

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

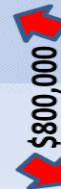
**High End Condos**

高档独立屋



**Low End Condos**

低端独立屋



YTD Home Price Changes  
年終住房價格變動  
年終住房價格變動

YTD Home Price Changes

YTD Home Price Changes  
年終住房價格變動  
年終住房價格變動

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 Feb 1/24 Vancouver Downtown

### Vancouver Downtown Sub areas Statistics - Feb 2024 - Attached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Coal Harbour	164	15	43	95%	-\$55,000	9%
Downtown VW	495	51	18	99%	-\$9,999	10%
West End VW	216	28	22	99%	-\$13,500	13%
Yaletown	280	31	16	98%	-\$23,000	11%
<b>Total Activity</b>	<b>1155</b>	<b>125</b>	<b>18</b>	<b>98%</b>	<b>-\$13,900</b>	<b>11%</b>

Mar 1 2024 Vancouver Downtown Market Update (attached)

**Current:** Vancouver Downtown's Residential Attached housing market is a Stable market with **11 %SOLD** rate and a 98% Sell/List Ratio.  
(This means 9 homes out of 100 sold with an average of \$13,900 discount on a sale from original list price)

Most Active Price Range: Homes below \$500,000 have **23.3 %SOLD** rate.

Least Active Price Range: Homes above \$2.75 mill. have **1.5 %SOLD** rate.

**History:** The Vancouver Downtown Year-To-Date Home Price Index  
**HPIp (Top 50%)** shows that prices decreased \$49,001.  
The Vancouver Downtown Year-To-Date Home Price Index  
**HPIp (Lower 50%)** shows that prices increased \$13,869.

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

**Forecast:** Current listing inventories are 17% more than same month last year meaning that we are seeing a reduced listings supply. We project Vancouver In Greater Vancouver, the average monthly cost of single-family detached homes has increased by \$20,376. This is a substantial recovery from January's \$3,444 price increase. Listing inventories are still low; thus, with limited sales, there is enough pressure to push the market upward. This spring, we forecast a seller's market in the Vancouver area.

With an average price increase of \$8,951, 72% of condos in Vancouver's condo market are in a seller's market. The average price of townhouses has decreased to \$1,247 but will shift to a Buyer's market now.

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

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

### Vancouver Downtown List Price Ranges Statistics - Feb 2024

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$500,000	116	27	16	99%	-\$7,500	23.3%	↑
\$500,001-\$575,000	98	14	10	99%	-\$9,950	14.3%	
\$575,001-\$650,000	142	18	20	99%	-\$8,500	12.7%	
\$650,001-\$750,000	113	13	35	99%	-\$9,999	11.5%	
\$750,001-\$850,000	123	15	25	98%	-\$23,000	12.2%	
\$850,001-\$980,000	107	16	19	98%	-\$21,450	15.0%	
\$980,001-\$1,175,000	97	5	7	98%	-\$24,900	5.2%	↓
\$1,175,001-\$1,400,000	87	6	36	98%	-\$40,000	6.9%	↓
\$1,400,001-\$1,800,000	103	7	13	97%	-\$68,000	6.8%	↓
\$1,800,001-\$2,750,000	103	3	10	95%	-\$165,000	2.9%	↓
\$2,750,001 and more	66	1	21	92%	-\$433,234	1.5%	↓
<b>Total Activity</b>	<b>1155</b>	<b>125</b>	<b>18</b>	<b>98%</b>	<b>-\$13,900</b>	<b>11%</b>	

Monthly Changes Summary	Feb-23	Jan-24	Feb-24	3/1/2024	Change
Total Listings** (A,S,T,C,X)	991	1073	1155		82 ↑
Active Listings (1st of the month)	731	715	761	888	127 ↑
Solds	123	82	125		43 ↑
DOM	21	16	18		2 ↑
%SOLD (Sales/ Listings /monthly rate)	12%	8%	11%		3.2% ↑
Condos (Top 50%) Home Price Index HPIp	\$1,621,101	\$1,521,982	\$1,572,100		\$50,118 ↑
Condos (Lower 50%) Home Price Index HPIp	\$644,625	\$656,100	\$658,494		\$2,394 ↑



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# Vancouver Market Reports

Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Feb 1/24 Vancouver Downtown

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

## Home Price Changes

(Home Price Index Paired sales from 2005)



Condominiums



Condominiums



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

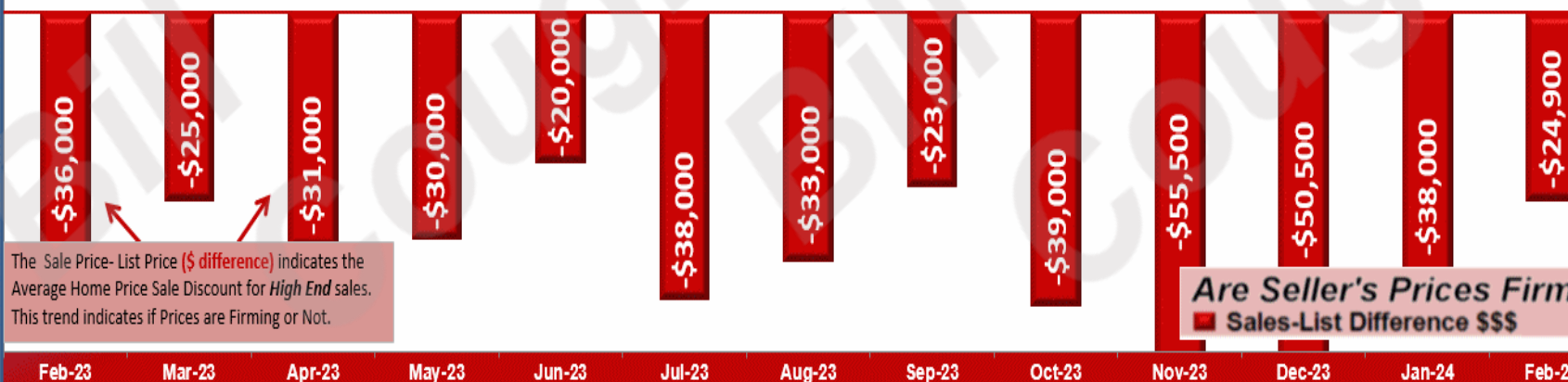
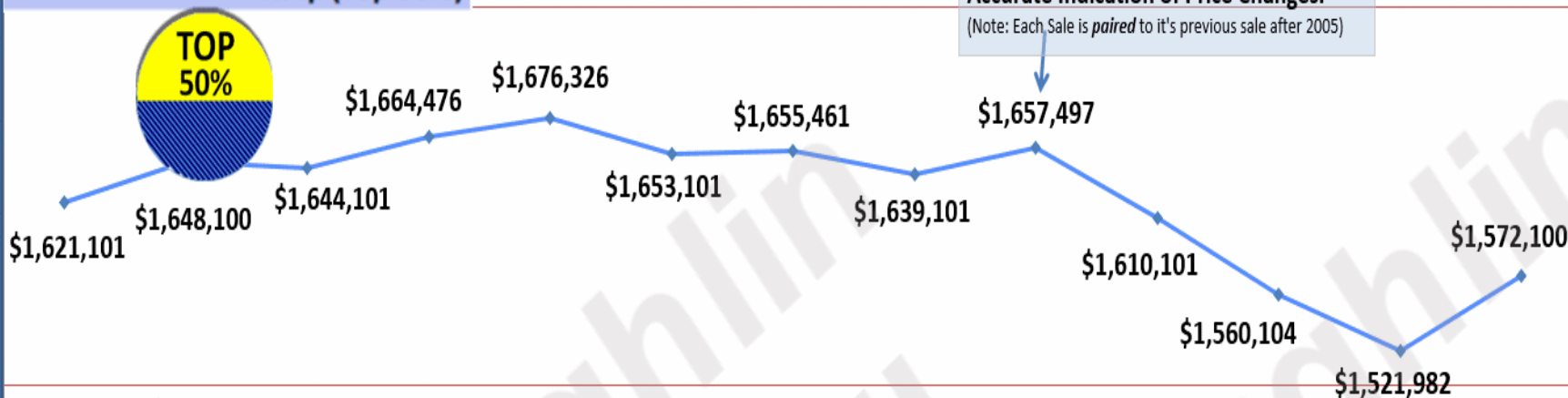
### Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$800,000

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

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



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

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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Market Analysis and Forecasting Feb 1/24 Vancouver Downtown

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

Sales / Listings

Monthly Totals



Attached

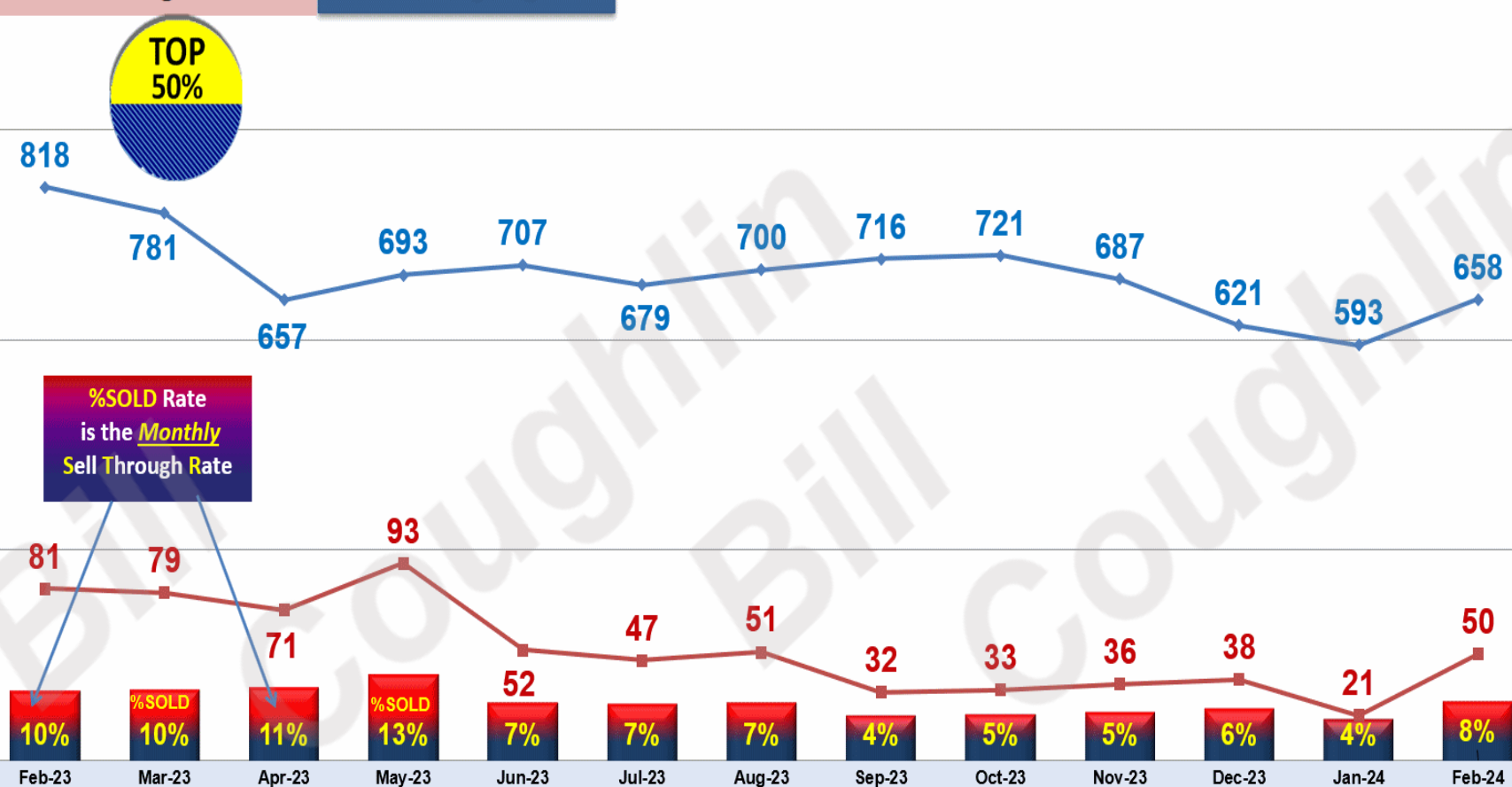


Attached



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

◆ Total Listings ■ Sales Homes Over \$800,000



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attached homes



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Market Analysis and Forecasting Feb 1/24 Vancouver Downtown

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

## Home Price Changes

(Home Price Index Paired sales from 2005)



Condominiums



Condominiums



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

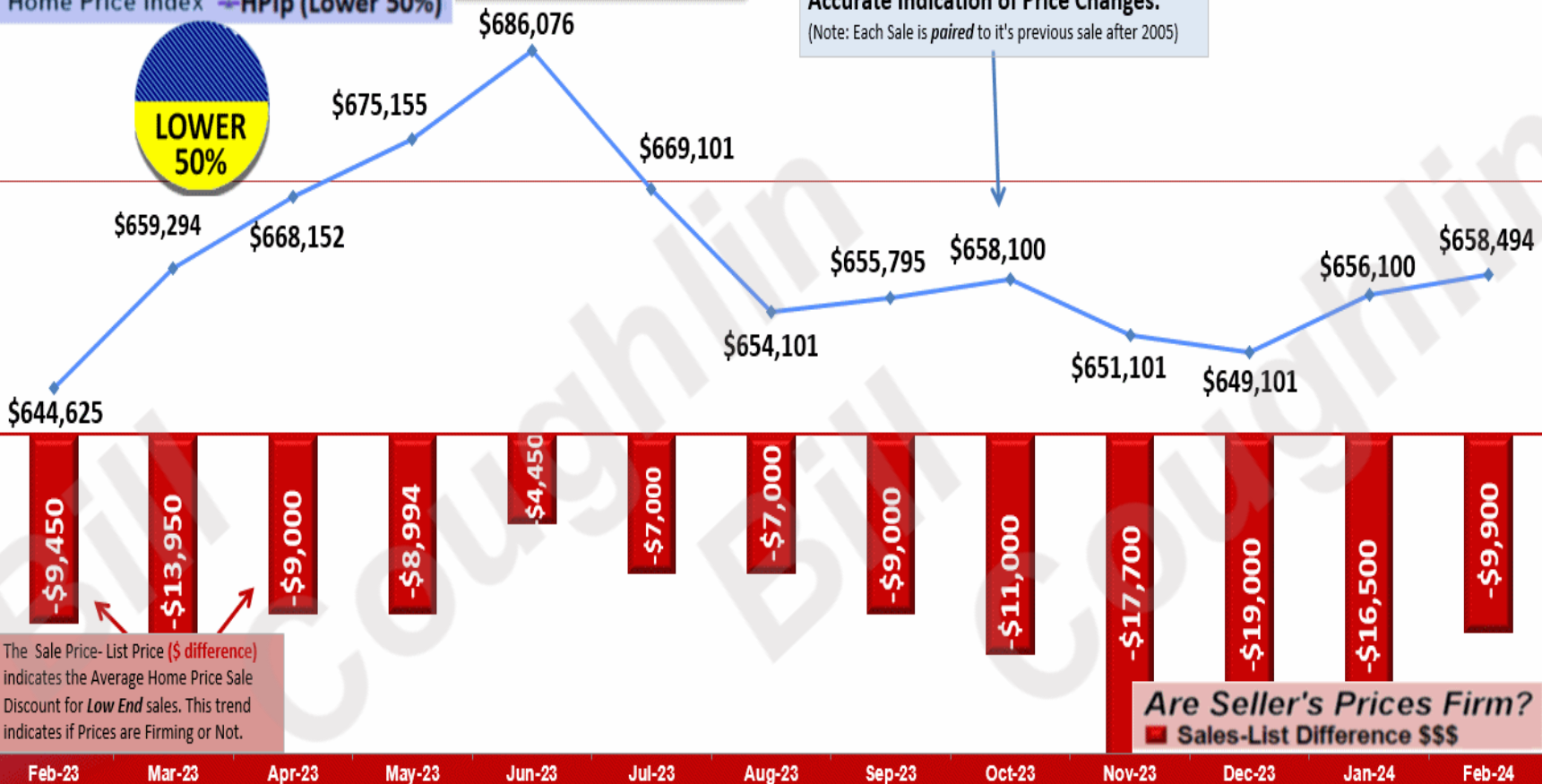
### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$800,000

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

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



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

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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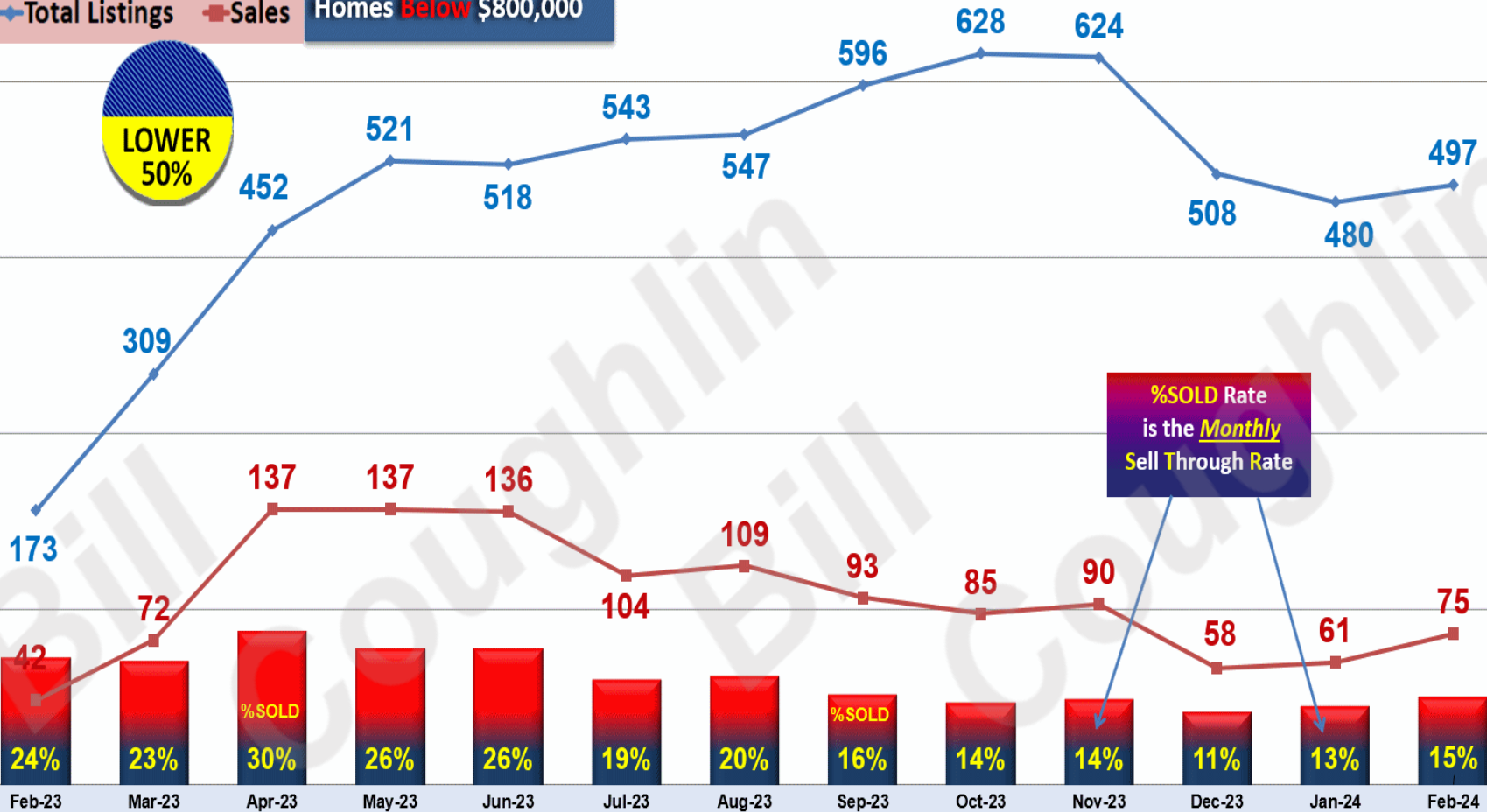
Attached Vancouver Downtown Total Listings, Sales, and %SOLD rates

Sales / Listings  
Monthly Totals



Attached

◆ Total Listings ■ Sales Homes Below \$800,000



Attached



%SOLD Rate  
is the Monthly  
Sell Through Rate

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



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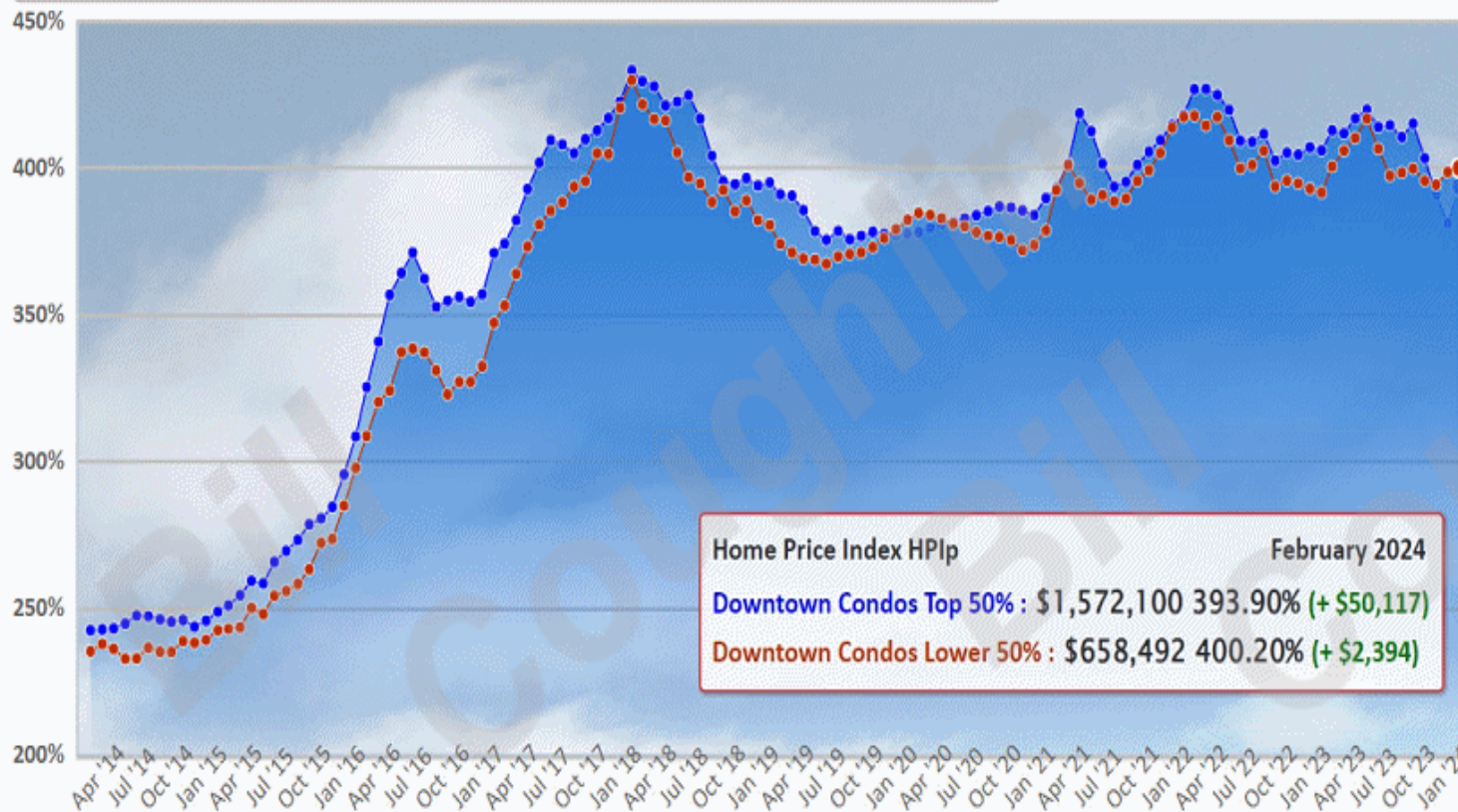


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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly  Home values

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



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