



Market at a Glance

Greater Vancouver Real Estate Market

2nd Quarter 2014

2014年第二季大溫地區地產行情

Greater Vancouver Market

The mortgage wars between big banks helped stoke British Columbia's real estate markets. Rock bottom mortgage rates are inducing many would-be buyers to enter the market this year. Most of the Greater Vancouver markets are now in seller's favour. Consumer demands are noticeably stronger.

Sellers are pricing their homes either at the price point or maybe even a little lower just to get a bidding war. Sometimes it works well, sometimes it kind of backfires, though. Most of the local buyers will often ignore inflated listings, assuming the seller is either unmotivated or unrealistic.

Luxury condominiums saw a spike in year-over-year sales. It's not necessarily the foreign buyers. It's just that the high levels of consumer confidence as well as low

interest rate environment are really helping push home sales.

加拿大各大銀行爭搶一般民間房貸生意。超低房貸利率誘使許多原本騎牆觀望的買家紛紛投入市場。大多數的地區行情都偏向賣方。尤以北溫，溫東，本拿比，高貴林，二阜等等地區獨立屋市場最為熱烈。有些賣主故意開價低於市場行情希望能引誘買家競標。但這種伎倆有時反而有反效果。西溫和列治文交易略顯清淡。溫哥華西區4-6月份延續前幾月走勢，持續為賣方市場。較為明顯的變化是在市中心公寓大樓單位。Coal Harbour 高價單位終於在沉寂數月後逐漸出現買氣。Yaletown 依舊表現亮麗。Downtown 和 Westend 也明顯較數月前熱絡很多。成交量和價格同時上揚。獨立屋方面，雖然依舊為賣方市場，但明顯的是市場主力仍然是中低價位產品。高價豪華獨立住宅銷售相較去年有增加，但速度稍緩些。欲知各個城市房市變動詳，亦歡迎隨時告知電子郵件信箱以方便傳遞資料。謝謝。

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